FY2023 Financial Results

(Supplementary material)

December 14, 2023



Tokyo Stock Exchange Standard Market , Code 3974



- 1. FY2023 Financial Summary.
- 2. Highlights by business segment.
- 3. FY2024 performance forecast.
- 4. Company Profile.

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FY2023 Financial Summary.

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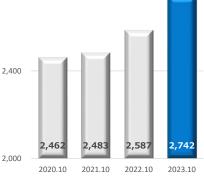


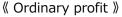
Group overview ■ FY forecast : Progress as originally planned.

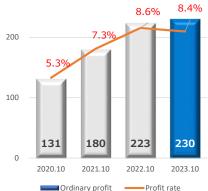
- Third quarter consolidated sales increased for 4 consecutive years (Factor: Significant growth in ICT business for beauty salons.)
- Profit margin decreased slightly due to cost increase (weak yen, high prices), but stable profits were maintained.
- Increased sales from strong system sales and steady accumulation of stock-type sales.
- The shift to DX in society boosts the strong performance. The company has been selected by METI as a "DX certified business operator" and "IT introduction support business operator".
 - \rightarrow Increased adoption of IT introduction subsidies for users.
 - · Delivery of system sales is going well.
 - Actively release new products and services.
 (Expansion of salon customer attraction support services)
 "Reserve with Google" · "Rakuten Points" · "LINE Mini App"
- Mechanisms to expand sales in response to legal revisions.

 (Invoicing System、ERRL: Electronic Record Retention Law)
 - Alliance (sales partner agreement) with Rakusu Co., Ltd. (TSE Prime 3923), which provides the cloud-based electronic billing system "Raku Raku Meisei".
 - · Provision of new services through alliance expansion (MH Group: 9439)
- Expansion of consulting services for SME clients through certification as a "Support agencies for business innovation".
- □ Nursing care services have been directly hit by the coronavirus pandemic and rising costs for supplies, utilities, etc.











Summary of FY2023 Consolidated Financial Results



Unity IDV in Millione

		Unit: JP	Y IN MIIIIONS
	FY2022	FY2023	
Net sales	2,587	2,742	+6.0%
Cost of sales	1,503	1,655	
Gross profit	1,083	1,086	
(Gross profit margin)	(41.9%)	(39.6%)	
Selling, general and administrative expenses	859	858	
Operating profit	224	227	+1.7%
Non-operating profit	2	8	
Non-operating expenses	3	5	
Ordinary profit	223	230	+3.5%
Extraordinary income	71	34	
Extraordinary losses	135	23	
Profit attributable to owners of parent	100	157	+56.9%

Net sales : Orders from users selected for IT introduction subsidies were strong.

Delivery of system sales is on schedule. Secure stable stock-type sales.

Cost increase : Rising prices (utility costs, ingredients, consumables, etc.). High purchase prices due to shortage of goods due to weak yen and semiconductor shortage.

Non-operating income : Subsidy for nursing care facilities (rising utility costs).

Extraordinary income : Tokyo head office rent exemption gain (34M). No corona-related subsidies this term.

Extraordinary losses : Tokyo head office relocation costs (14M) . Impairment loss (5M) .

Loss on retirement of fixed assets (3M).

※) In the previous fiscal year, there was an impairment

loss due to the sale of fixed assets (Oyama Head Office)



Consolidated Balance Sheet & Statements of Cash Flows



Unit: JPY in Millions

Unit: JPY in Millions

	FY2022	FY2023	
Current assets	2,047	1,520	▲ 527
Cash and deposits	1,765	1,209	▲ 556
Fixed asset	1,422	1,455	33
Property, plant and equipment	852	885	32
Intangible assets	342	291	▲ 51
Software	218	208	▲10
Software in progress	68	42	▲25
Other	51	37	▲14
Investments and other assets	226	279	52
Total assets	3,470	2,976	▲494
Liabilities	1,292	1,131	▲ 161
Current liabilities	655	523	▲ 132
Non-current liabilities	637	608	▲ 28
Net assets	2,177	1,844	▲332
Shareholders' equity	2,183	1,847	▲336
Retained earnings	2,048	2,174	125
Total liabilities and net assets	3,470	2,976	▲494

	FY2022	FY2023
Cash flows from operating activities Cash flows from investing activities Cash flows from financing activities	253 112 ▲326	339 ▲135 ▲760
Increase (decrease) in cash and cash equivalents Cash and cash equivalents at beginning of period Cash and cash equivalents at end of period	38 1,726 1,765	▲556 1,765 1,209

Factor:

- Decrease in cash and deposits : Acquisition of treasury stock (462M) Overdraft repayment (200M), Tokyo head office relocation related ,etc.
- Increase in fixed assets : Increase in security deposit (41M) (Preparation for relocation of Tokyo head office)
- Increase in current liabilities : Overdraft repayment (200M)
- Fixed liabilities: Long-term loan repayment (61M), asset retirement obligation (27M)
- · Decrease in shareholders' equity: Acquisition of treasury stock
- Cash flows from operating activities
 - Net income before tax (242M), Rent exemption gain (▲34M)
- Cash flows from investing activities
 - · Increase in security deposit (▲41M) ,Software Ver-UP (▲85M)
- Cash flows from financing activities
 - Acquisition of treasury stock (▲462M), Overdraft (▲200M),
 Repayment of long-term loans (▲63M)





1. Reason:

The Company has received a declaration of intent from "TBC Gakuin" to the effect that "all of its common stock will be sold."

We purchased the shares, judging that selling the shares held by TBC Gakuin to the market in a short period of time would have a significant impact on the market price.

2. Details of matters related to acquisition:

(1) Class of shares to be acquired	Common shares
(2) Total number of shares to be acquired	1,159,400 shares
(3) Total amount of share acquisition costs	¥ 462,600,600-
(4) Date of acquisition	January 11, 2023

**) Holding status of treasury shares as of April 30, 2023

■ Total number of issued shares: 5,240,000shares

■ Number of treasury shares : 2,262,426shares (43.17%)

Profit return: Increase in shareholder dividends



■ Annual dividend (Dividend increase for 4th consecutive period & Implementation of commemorative dividend)

Regarding shareholder returns, our basic policy is to pay dividends appropriately according to business performance and to continue paying dividends stably. This fiscal year, we achieved increases in both interim and year-end dividends for the fourth consecutive year, exceeding the results of the previous year.

	Dividend per share		
	Second quarter- end	Fiscal-year end	Total
FY2020	_	¥ 6.70-	¥ 6.70-
FY2021	_	¥ 7.00-	¥ 7.00-
FY2022	¥4.00-	¥ 4.50-	¥ 8.50-
FY2023	¥ 4.50-	¥ 6 .00- Ordinary dividend:¥5.00 Commemorative dividend:¥1.00	¥10.50 Ordinary dividend:¥9.50 Commemorative dividend:¥1.00

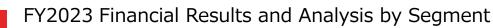
Total ¥ 6.7-	Total ¥ 7.0-	Commemor Total ¥8.5- FY-end ¥4.5	Total ¥ 10.5- ative dividend ¥1.0 FY-end ¥ 5.0
¥ 6.7	¥7.0	2 Q-end ¥ 4.0	2 Q-end ¥ 4.5
2020.10	2021.10	2022.10	2023.10

Shareholder incentive plan

Number of shares held	Plan		
100 to less than 300	QUO card (equivalent to 500 yen)		
300 or more	QUO card (equivalent to 1,000 yen)		

Highlights by business segment.

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	*Total price difference is due to rental income. <u>Unit: JPY in Millions</u>		
	FY2022	FY2023	
Net sales (*)	2, 587	2,742	+ 6.0%
ICT business for beauty salons	1, 492	1, 684	+12.8%
Business service business for SMEs	3 1 6	3 1 3	▲ 1.1%
Nursing care service business	7 5 9	7 2 6	▲ 4.4%
Segment profit (*)	2 2 4	2 2 7	+ 1.7%
ICT business for beauty salons	1 4 4	1 6 4	+13.4%
Business service business for SMEs	▲0.7	11	_
Nursing care service business	6 9	4 2	▲38.6%

ICT business for beauty salons

Sales orders continue to be strong. Steady progress in delivery to users selected for IT introduction subsidies. Expansion through new product releases and alliances.

- · A mechanism to expand the salon customer attraction support service by linking with the LINE Mini App.
- · Alliance with "RAKU-RAKU-SEISAN" (Rakusu Co., Ltd.): Sales management system for beauty dealers.

Business service business for SMEs

In accounting services, sales and profits increased due to an increase in aggregation work for sole proprietors (busy season). Referrals from customers and new referrals from regional banks and professionals increased. Support services for foreign technical intern trainees have been withdrawn.

Nursing care service business

The number of vacant rooms in fee-based nursing homes for the elderly has increased. Partially suspended or refrained from using day services to prevent corona infection. Profits decreased due to soaring food and utility costs.



ICT business for beauty salons.

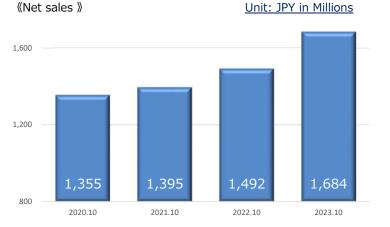


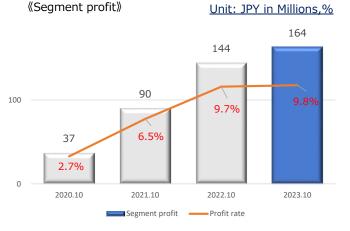
Business summary

- · Sales of POS systems for beauty salons (Cash register · CRM · Reservation management)
- · Sales of sales management systems for beauty dealers
- Sales of Web content (Reservation system · Point linkage)
- Maintenance service

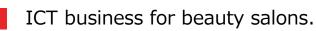
FY 2023	
Net sales	1,684 million yen
FY 2022	1,492M
FY 2021	1,395M
FY 2020	1,355M







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Expansion of Excellent Intellectual Property (Content)

Improving product quality and service quality: "plus one" for system sales.

A lineup of products packed with know-how and technology accumulated over the medium to long term.

System sales (POS type CRM system)





Sales management system for beauty product dealers



- EC linkage for salons
- Support for invoice system
- Compliant with ERRL (Electronic Record Retention Law)
- Bank account transfer linkage



Providing content











美容業界初のシステム連携による バツグンの操作性



電話予約



美容業界に特化したシステム 受付、精算に対応







【Google で予約】 Googleマイビジネスから 予約が取れる集客導線を確立





















■ What is "LINE MINI App"?

It is a web application that provides services such as web reservations within the "LINE" app.



DX promotion support at beauty salons:

From February 1, 2023, we will start providing cooperation between the POS system dedicated to beauty salons and the "LINE Mini App"!

Cooperation with POS systems ("Sacla", "BEAUTY WORKS")

Beauty salons can make proposals such as promoting visits from official accounts to end users' "LINE" extracted by CRM analysis of the POS system.







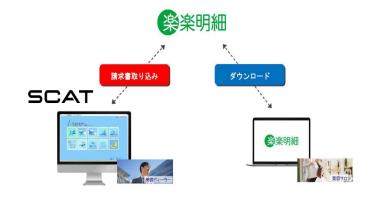


The company has concluded a sales partner agreement with "RAKUS Co., Ltd.", which provides the cloud-based electronic billing system "RAKU RAKU MEISAI", with the aim of improving productivity by improving the operations of beauty product dealer.

■ Linkage with sales management system (i-SCAP EX)

Beauty product dealers will be able to import invoices output from the sales management system (i-SCAP EX) provided by SCAT into "Raku Raku MEISAI" and send invoices online to beauty salons.

- 1)No need to print, enclose, or ship forms
- ②Reduce costs such as paper costs, printing costs, and postage costs by switching to electronic issuance
- ③Users can easily make inquiries such as requests for reissue of invoices and confirmation of shipping status.
- **) "Raku Raku MEISAI" is a web form issuing system that compliant with ERRL (Electronic Record Retention Law) and the invoice system.



RAKUS Co., Ltd.
Tokyo Stock Exchange Prime Market (3923)
Business content: Cloud service business
URL: https://www.rakus.co.jp/





In the IT introduction subsidy 2023 of the METI, the company has been selected as an "IT introduction support business operator" again this year.

The IT introduction subsidy is a system of METI that supports business efficiency and sales increase by subsidizing part of the cost of introducing IT tools that meet the challenges and needs of SMEs.

Specifically, it is a subsidy that can be received when SMEs introduce IT tools that help improve productivity so that they can respond to work style reforms, wage increases, and the introduction of an invoice system.

In the IT introduction subsidy 2023, subsidies for two years' worth of cloud usage fees and hardware purchases will be covered and the subsidy rate will be raised in the digitization infrastructure introduction frame. The lower limit amount was reviewed and abolished.

《Subsidized products》

Sacla PREMIUM

Products: CRM system POS register for beauty salons



BEAUTY WORKS

Products: CRM system POS register for SaaS type beauty salons



■ i-SCAP/EX

Products: Sales management system for beauty product dealers.

**Please see here for the detail: https://www.chusho.meti.go.jp/koukai/yosan/r4/r4_it.pdf



Comprehensive B to B comprehensive credit settlement service launched.



Solve the problems of beauty salons by promoting DX, promote management efficiency and cashless.

The Company a leading company in the promotion of DX in the beauty industry, has collaborated with RIGHT STAFF Co., Ltd., a consolidated subsidiary of $M \cdot H \cdot GROUP$ LTD, to provide the first comprehensive B to B credit payment service in the hairdressing industry We will start providing it. This service is scheduled to be available from around the fall of 2023.

■ Service overview

The Company has built a mutual cooperative relationship with RIGHT STAFF in selling solution products for beauty salons.

This service is the first comprehensive B to B credit payment service in the hairdressing industry, in collaboration with RIGHT STAFF, credit companies JCB Co., Ltd., JACCS Co., Ltd., and Sony Payment Service Inc.



- · Beauty salon :
 - Simplification of expense management by credit settlement of purchase price.
 - · Centralized cash management.
- · Beauty product manufacturer :
 - · Uncollected trade receivables due to credit settlement.
 - Reduce risk and streamline operations.
 - · Rationalization of management due to conversion to DX







《Company Overview》

Company Name M·H·GROUP LTD.

Tokyo Stock Exchange Standard Market , 9439

Company Address 1-11-1 Sendagaya, Shibuyaku, Tokyo 151-0051

Japan

President Katumi Hanzawa

URL: https://mhgroup.co.jp/ Group Companies Atelier·M·H Co., Ltd.

Right Staff Co., Ltd.

Arts Co., Ltd. Only One Co., Ltd.

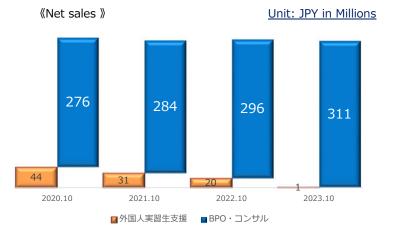


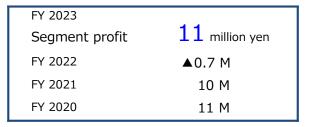


Business summary

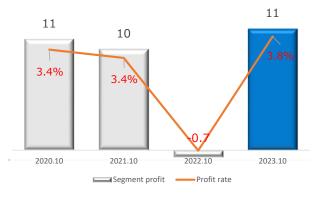
- Backyard services for SMEs (Accounting services · Payroll calculation)
- Consulting Services "Support agencies for business innovation"
- \cdot Business succession \cdot M&A \cdot Insurance agency services

FY 2023	
Net sales	313 million yen
FY 2022	316 M
FY 2021	315 M
FY 2020	321 M











Business service business for SMEs: Choice and concentration



In the business service business for small and medium-sized enterprises, we provide various services centered on accounting services, which are our core business, to support small and medium-sized enterprises. In the current fiscal year, we will implement a bottom-up approach through selection and concentration of operations.

Core business

- Accounting agency and clerical agency
- final settlement agency
- Payroll agency
- > IT software introduction support (accounting, sales management, etc.)
- Remote service



Consulting Services

"Support agencies for business innovation" (Certified by METI)

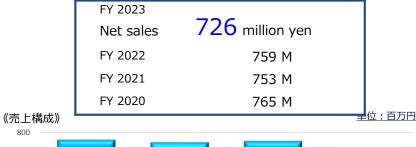
- > Management improvement consulting
- > Advanced equipment introduction consulting
- Management innovation consulting
- > Business reconstruction consulting
- > Other consulting
- Withdraw from the registration support organization. (registered with the Immigration Services Agency)
 Withdrawal from acting as an agency in human resources and general affairs for companies that accept foreign
 technical intern trainees



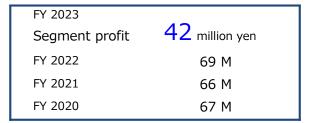


Business summary

- Management of paid nursing homes with nursing care (3 facilities)
 (Sano City, Tochigi Prefecture, Tatebayashi City, Gunma Prefecture, Komoro City, Nagano Prefecture)
- Home care services (1 base) (,Komoro City, Nagano Prefecture)

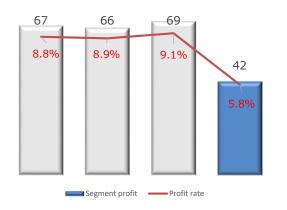












Nursing care service business:



Management of paid nursing homes with nursing care. (Three facilities : about 160 capacity)







Sano (about 70)

Tatebayashi (about 30)

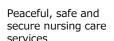
komoro (about 60)

- *) The number of tenants fluctuates depending on the number of couples moving in.
- High ratings based on family reputation.
- Easy-to-move system with no lump-sum paymen.

Returning to the origins of the nursing care business.

- Contributing to the community through nursing care.
- Provides rest and vitality.







Live a free and independent life.



Energy comes from delicious food

Realizing a free and selfish life.

Realizing a free and selfish life that is as similar to home as possible. Providing safe, secure, and comfortable nursing care services.

- Comfortable: Comfort and protection, not care. High percentage of staff are certified care workers (specialists).
- Delicious meal: Heartfelt meal with selected ingredients.
- Living environment: Luxury and calm living environment.



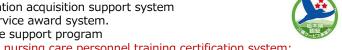
BCP (Business continuity program)

Prepare stockpiles and plans to realize safe and secure nursing care even in emergencies such as large-scale disasters and the spread of infectious diseases.

Expansion of visiting services.

Help with everyday problems. (Not covered by nursing care insurance OK)

- → Providing services that meet the needs of users and their families.
- Comfortable working environment.
 - Introducing a 3-day weekend system in addition to the conventional 2-day weekend system. (full-time employees)
 - · Free vacation leave system.
 - · Qualification acquisition support system
 - · Long service award system.
 - Childcare support program
 - * Tochiqi nursing care personnel training certification system: Obtained the highest rank of 3 stars.

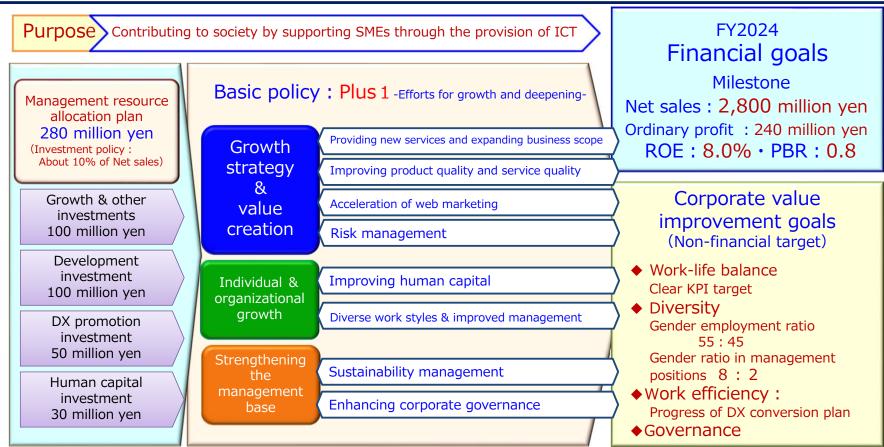


FY2024 performance forecast.

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Outline of plan for FY2024









Unit: JPY in Millions

Unit: JPY in Millions

	FY2023	FY2024	
Net sales	2,742	2,804	2.3%
Operating profit	2 2 7	2 4 3	6.5%
Ordinary profit	2 3 0	2 4 3	5.4%
Profit attributable to owners of parent	1 5 7	1 6 0	1.6%

■ Performance forecast by segment

FY2022 FY2023 Net sales (*) 2,742 2,804 2.3% 1,684 1,693 5% ICT business for beauty salons 3 1 3 3 2 0 2.4% Business service business for SMEs 7 2 6 7 7 5 8% Nursing care service business Segment profit (*) 227 2 4 3 6.8% ICT business for beauty salons 164 167 2.0% Business service business for SMEs 1 7 50.8% 1 1 4 2 4 7 Nursing care service business 11.4%

**Total price difference is due to rental income.





Dividend forecast

The Company recognizes that returning profits to shareholders is an important management issue. Our basic policy is to maintain stable dividends and to return profits appropriately in line with business performance.

■ Annual dividend forecast: ¥10- (Second quarter-end: ¥4.50-、Fiscal-year end: ¥5.00-)

	Dividend per share		
	Second quarter-end	Fiscal-year end	Total
Dividend forecast (FY2024)	¥4.50-	¥5.50-	¥9.50-
Actual results for the previous fiscal year (FY2023)	¥4.50-	¥ 6 .00- Ordinary dividend:¥5.00 Commemorative dividend:¥1.00	¥10.50 Ordinary dividend:¥9.50 Commemorative dividend:¥1.00

Shareholder incentive plan

While focusing on shareholder returns through dividends, we will consider the content of shareholder benefits.

Number of shares held	Plan
100 to less than 300	QUO card (equivalent to 500 yen)
300 or more	QUO card (equivalent to 1,000 yen)

Company Profile

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Change of trade name

At the 55th Ordinary General Meeting of Shareholders held on January 27, 2023, we resolved to partially amend the Articles of Incorporation and decided to change the trade name.

◆ Former trade name

TBCSCAT Inc.

New trade name (Trade name in English)

S C A T Kabushiki Kaisha

(SCAT Inc. in English)

- ◆ Scheduled date of change : May 1, 2023
- ♦ What is SCAT Solution and Creation All customers Together

■ Tokyo head office relocated

The Company will integrate and relocate its Tokyo head office and Tokyo office.

The company has decided to integrate and relocate the Tokyo head office and the Tokyo sales office in order to increase employee satisfaction and realize an attractive work environment that improves productivity and a comfortable working environment.



Relocation destination:

Seavans North Building, 1-2-1, Shibaura, Minato-ku, Tokyo

Time of relocation:

October 2023

- ※) Since the Company's head office is located in Oyama City, Tochigi Prefecture, there will be no changes to the Articles of Incorporation accompanying this relocation.
- Performance impact

We believe that the impact of this matter on our performance will be minor, but if we judge that it will affect our future performance, we will promptly announce it.





SCAT is a solution company that utilizes ICT to support the management of small and medium-sized enterprises.

Basic information

Company Name

Establishment

Capital

Representative

Oyama Head Office

Tokyo Head Office

Number of Employees

Consolidated sales

Business Description

subsidiary

SCAT Inc.

December 1969

200 million yen

Hideo Nagashima Representative Director and President

1-6-33 Joto, Oyama City, Tochigi Prefecture

Seavans North Building, 1-2-1, Shibaura, Minato-ku, Tokyo

200 (FY10/2023)

2,742million yen (FY10/2023)

- ICT business for beauty salons
- · Business service business for SMEs
- Nursing care service business
- · TBC Silver Service Co., Ltd.
- · VID Co., Ltd.

Mission & Philosophy

Contribution to society through management support for small and medium-sized enterprises by providing ICT.

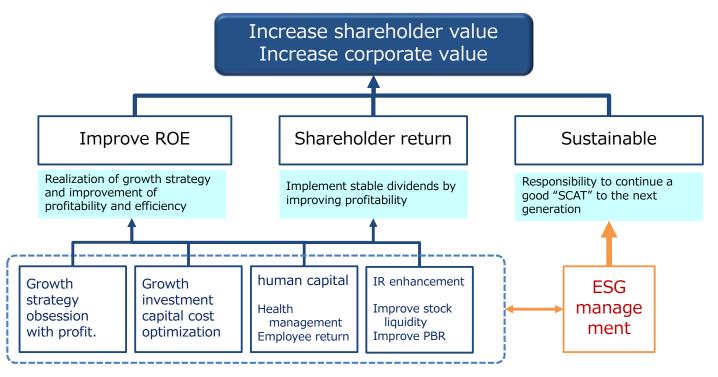
We always challenge ourselves to develop new products and services and aim to create customers.

- Four visions to support the future
- A company that is appreciated by customers
- > A company valued by shareholders
- > A company loved by its employees
- A company respected by society

SCAT believes that in order to continue to grow, it is necessary to improve corporate value and always respond to changes.







- ☐ Continue to improve profitability and sustainable management through effective use of capital.
- We aim to improve our corporate value by actively investing in sustainable growth fields.



Social responsibility: Response to ESG Issues



Materiality	Medium-term target	Specific action items	SDG s
Efforts to address environmental issues. Environment	Global environment for the next generation.Promotion of resource recycling.	 Promotion of paperless (75% reduction) Use of renewable energy Introduction of eco-friendly commercial vehicles 	12 304 A A A A A A A A A A A A A A A A A A A
Promotion of DX in advanced information society and business society. Social (DX)	Utilizing ICT Contribution to the development of a communication society.	 Provision and dissemination of ICT systems ICT promotion in B to B to C Business efficiency (Remove the stamp) Eliminate legacy systems 	4 5000 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8
Realization of a society where people can play an active role. Social (work)	 Contributing to health and welfare through the nursing care business. Creating a comfortable working environment where diverse human resources can play an active role. 	 Supporting the elderly and contributing to the community through nursing care services. Diverse work styles and career support. Promoting active participation of women. 	3 #500AC
Practicing fair and transparent corporate activities. Governance	Maintaining and Strengthening the Governance System to Realize Sustainable Growth.	 Sophistication of corporate governance Thorough compliance Maintaining and improving a sound financial position Appropriate risk management 	16 **RECEAR 17 ###################################

- **) ESG management is management that emphasizes "environment," "society," and "governance"
- ※) SDGs: Sustainable Development Goals (2015.9)
 We believe that we can contribute to the achievement of the SDGs by promoting ESG management.



Personal and organizational growth: Brushing up on human capital



- Brushing up the "quality" and "quantity" of human resources necessary for management strategy.
- Building a system and fostering a corporate culture that continuously produces leaders.
- Human resource utilization
- Improve employee engagement.
- Promoting the utilization of human resources by selecting, reassigning, and selecting leaders.
- Improve performance-based compensation systems through education and training and human resource evaluations. (target management & behavior evaluation)
 - Better performance

 Education

 Evaluation

 Salary

- Improving the work style environment
- Cultivate a common understanding that the "mental and physical health" of human resources will create corporate value for the future
- Compliance with labor laws
- Promotion of work environment improvement (establishment of internal system)
 - Expansion of working from home.
 - work interval.
 - Expansion of whistleblowing.(Harassment prevention measures)
 - Expansion of childcare and nursing care leave systems.
 - Mental health support.

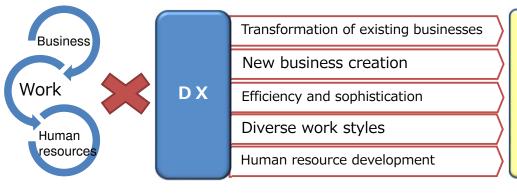








- ☐ Leap forward as a DX partner in the beauty industry
- Provision of DX promotion services for SMEs
- Promotion of DX within the company
 - ☐ Promoting rational digitalization of business processes
 - Strengthen your network security
 - ☐ Renovate the company IT system



Creation of corporate value

SME support using ICT

Providing new products and services

《 Notes on this document 》

- This document has Been Translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.
- The information contained in this document has been prepared based on generally accepted economic and social conditions and certain assumptions we believe to be reasonable, but is subject to change without notice.
- Information provided in this document contains "forward-looking statements."
 They are based on current expectations, forecasts and assumptions that involve risks and involve uncertainties that could cause results to differ materially from those statements.
- These risks and uncertainties include general industry and market conditions, general domestic and international economic conditions such as interest rate and currency exchange fluctuations.
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