

Livesense Inc. (TSE Standard Market : 6054)

FY2024 Financial Results

February 12, 2025



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2. FY2024 Summary
3. FY2024 Policy
4. Achieving Management Conscious of Cost of Capital and Stock Price
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1. Financial Results



Full-year Performance

Net Sales | ¥6,320 million YoY +¥666 million (+11.8%)

- Sales up, driven primarily by Machbaito and IESHIL. Purchase and resale business transactions up in IESHIL.
- Machbaito's business environment changed significantly in second half. Sales growth came in lower than initial forecast.

Operating Income | ¥109 million YoY -¥375 million (-77.4%)

- Income down due to investment to strengthen hiring and expand business
- Performance fell short of initial forecast due to changes in business environment despite delaying and suspending some investments

Progress on Business Policy

Strengthening Investment to Accelerate Machbaito Growth
Creating New Revenue Streams

Investment to Accelerate Organizational and Business Growth

Net sales increased for fourth consecutive quarter, reaching highest price ever

Growth rate fell short of expectations due to changes in business environment

Launched new services in multiple businesses

Strengthened full-time hiring. Increased percentage of mid- and high-level personnel

Made investments across multiple businesses to expand brand recognition and service scale

Full-year Consolidated Performance



Net sales up 11.8% YoY. Both net sales and operating income fell below initial forecast due to investments and changes in business environment in second half

(Millions of JPY)

	FY2023	FY2024	FY2023-24YoY	Performance forecast comparison	Increase/decrease factors
Net Sales	5,654	6,320	+11.8%	+0.3%	
Cost of Sales	951	1,581	+66.3%	-	Due to an increase in transactions in the purchase and resale business at IESHIL, the cost of real estate sales increased
SG&A Expenses	4,217	4,629	+9.8%	-	Increase in personnel expenses and advertising expenses due to investment in organizational structure and business strengthening
EBITDA	488	112	-77.0%	-	
Operating Income	485	109	-77.4%	-0.5%	
Ordinary Income	649	260	-59.9%	-3.5%	
Profit attributable to owners of parent	716	197	-72.4%	-1.3%	Rebound from one-time gains from sales of investment securities recorded in FY2023, etc.
ROIC	13.0%	2.4%	-	-	

*EBITDA: Operating Income + depreciation and amortization + amortization of goodwill. Amortization of goodwill at 0 JPY as of end of FY2024

*ROIC: Operating income after taxes ÷ average invested capital (interest-bearing debt/cash + shareholders' equity) at beginning and end of year

Net Sales Breakdown



Machbaito sales increased for fourth consecutive quarter. IESHIL purchase and resale business transactions increased.

Tenshoku Draft sales declined due to intensified competition in career change market

(Millions of JPY)

	FY2023	FY2024	FY2023-24YoY	Increase/decrease factors
Net Sales	5,654	6,320	+11.8%	
Macha baito	3,776	3,938	+4.3%	Increased revenue due to expansion of transactions with major clients
Tenshoku Kaigi	1,034	1,049	+1.5%	
Tenshoku Draft	608	567	-6.7%	
Other	234	764	+226.1%	Increase in transactions in IESHIL's purchase and resale business

Costs Breakdown



Personnel expenses up due to hiring for organizational structure reinforcement.

Cost of real estate sales up due to increased purchase and resale business transactions under other expenses

(Millions of JPY)

	FY2023	FY2024	FY2023-24YoY	Increase/decrease factors
Personnel expenses	1,649	1,898	+15.2%	Increase due to hiring to strengthen organizational structure
Advertising costs	1,885	1,933	+2.5%	
Others	1,634	2,378	+45.6%	Increase in real estate sales costs due to increased transactions in the purchase and resale business

Trends in Operating Income: Variance Analysis

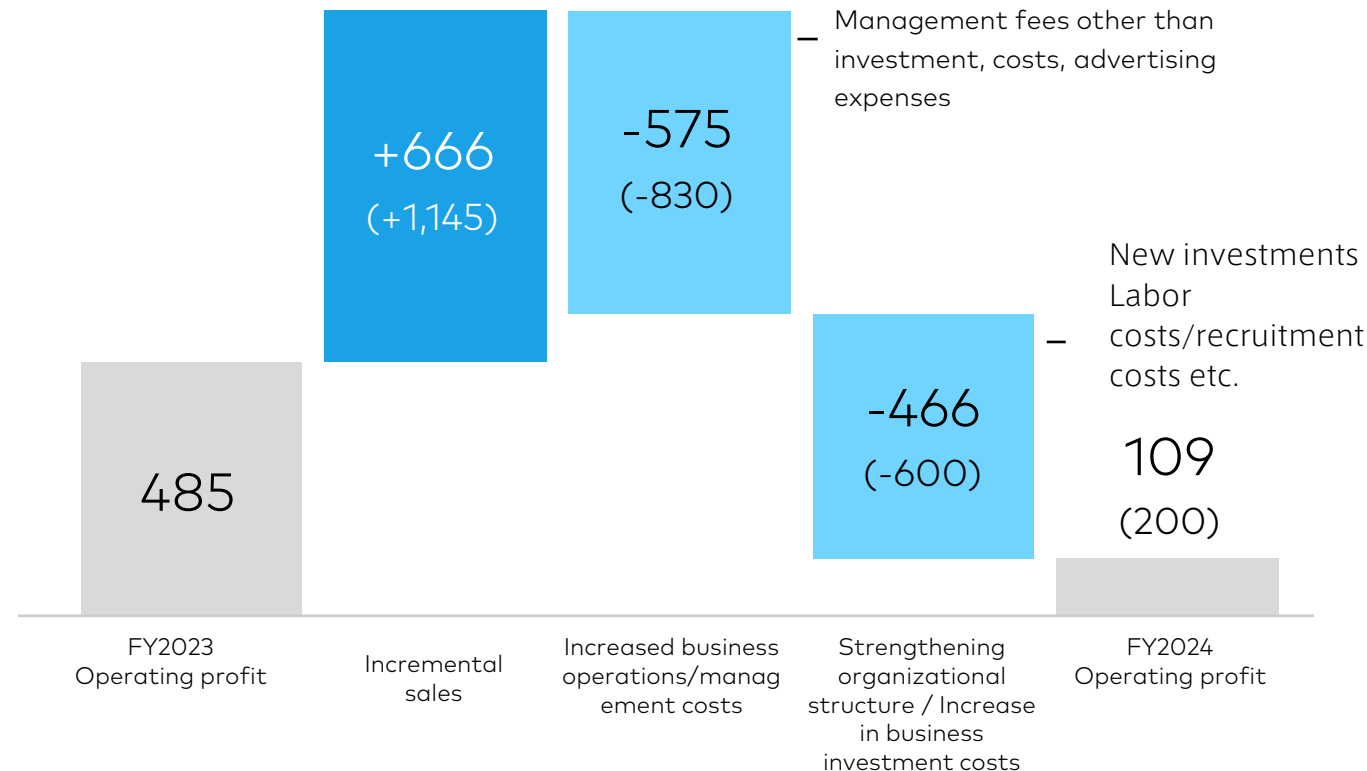


Increase in costs, including cost of real estate sales, alongside sales growth.

Continuing investment to strengthen hiring and expand business, but some delayed or suspended due to changes in the business environment in the second half

Factors affecting operating profit

(Millions of JPY)



Business operational / administrative expenses | -¥575 million

Cost of real estate sales up with increased purchase and resale business transactions.

Meanwhile, lower-than-expected sales growth led to a greater decline than anticipated

Organizational structure reinforcement and business investment costs | -¥466 million

In addition to strengthening full-time hiring, investments made across multiple businesses for brand expansion and testing new customer attraction methods. Some investments delayed or suspended in 4Q to control costs

8 *Figures in parentheses are estimates disclosed in the 2Q financial results.

2. FY2024 **Summary**



Although growth slowed due to changes in the business environment, investments in business and organizational strengthening progressed.

Strengthening Investment to Accelerate Machbaito Growth

Net sales reached a record high with fourth consecutive quarter of increased sales. Fell short of expectations due to changes in business environment

- Net sales of ¥3,938 million (+4.3% YoY). Fell short of expectations due to changes in business environment
- Number of listings increased as a result of transaction expansion and new customer acquisition
- Video ads featuring talent launched in January 2025

Creating New Revenue Streams

Initiatives for launching new services and expanding scale progressed across multiple businesses

- Tenshoku Draft: Strengthened customer attraction and structure of human resource referral service and promoting special events to expand services
- Tenshoku Kaigi: Launched scouting service for recruitment agencies
- IESHIL: Continued to verify purchase and resale business. Expanded content targeting potential buyers
- batonn: Promoted functional enhancement to improve UX and strengthening of customer cultivation. Order rate increased significantly
- knew: Service terminated based on results of business verification

Investment to Accelerate Organizational and Business Growth

Actively invested in organizational structure reinforcement and business expansion

- Hiring: Number of regular employees increased with strengthened hiring. Increased percentage of mid- and high-level personnel
- Business investment: Made investments across multiple businesses to expand brand recognition and service scale



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Strengthening Investment to Accelerate Machbaito Growth- Business Strategy

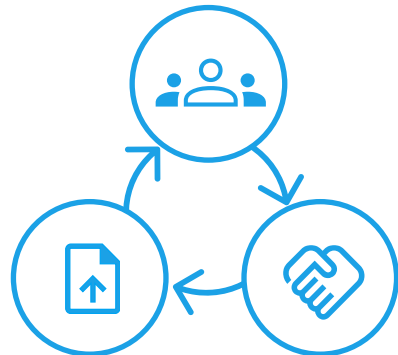


FY2024 Policy

Promote expansion of transactions with major customers and cultivation of new customer groups. To achieve this, Strengthen sales system to accelerate growth.

Enhancement of customer attraction

 Starting from FY2024

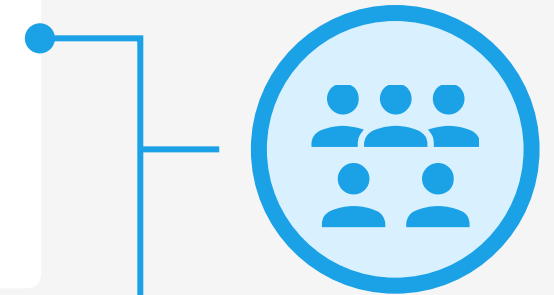


Investment in advertising

Expansion of transactions

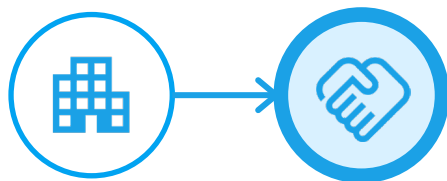
Expansion of transactions with major customers

Earning trust from customers by increasing number of applications in advance. Aiming for sustainable growth by using revenue from transaction expansion in business investments. Progressing steadily since starting in FY2023. Will continue promoting it as there is still plenty of room for growth.



Reinforcement of sales

Because we confirmed validity of the strategy, we will now strengthen sales system to further promote customer acquisition and business expansion.



Cultivation of new customers

Expansion of transactions

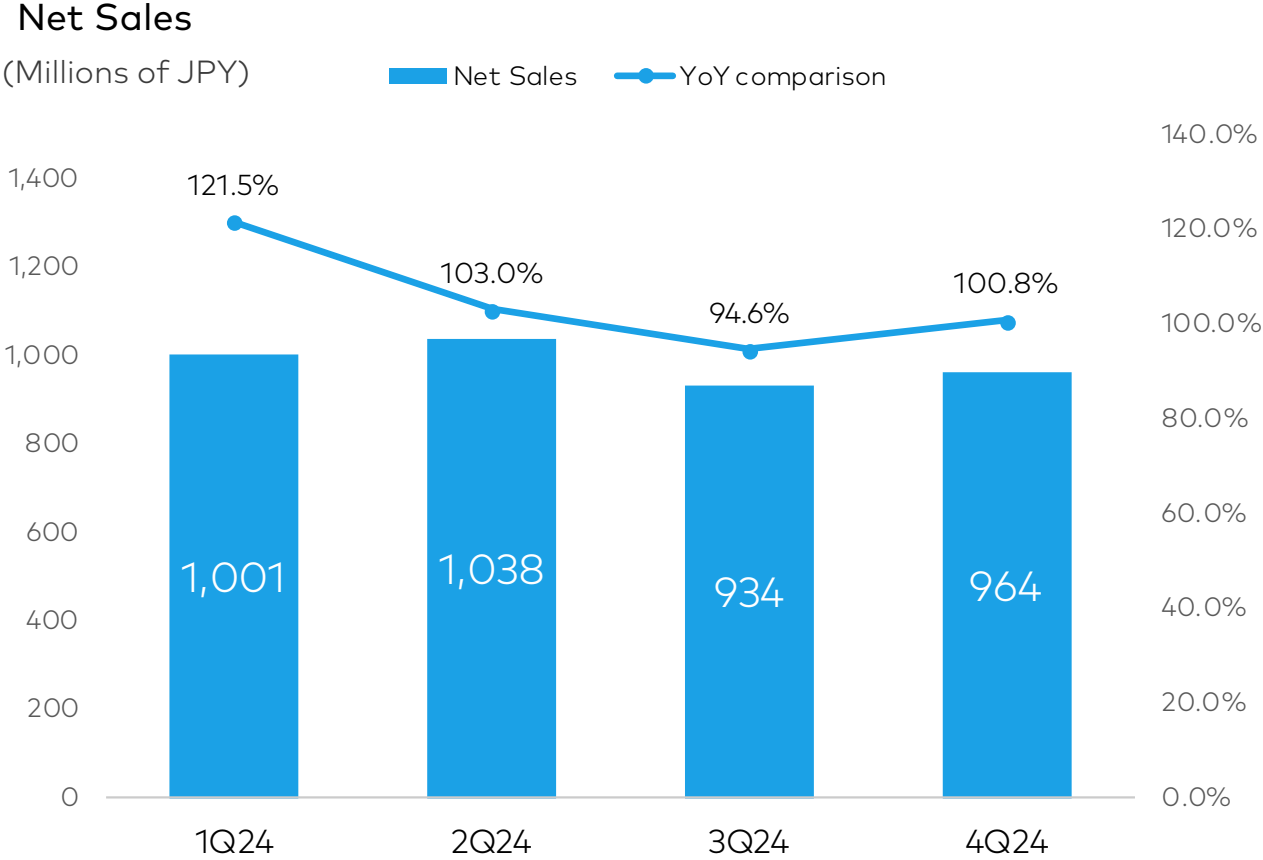
Cultivation of new customers

Setting new business development sales targets based on profitability and other factors. Cultivating industries and occupations that were not traditionally main targets, aiming to expand customer base. Customers cultivated will lead to cycle of expanding transactions to also increase sales and profitability per customer.

Strengthening Investment to Accelerate Machbaito Growth - Progress on Strategy - 1



Net sales reached a record high with fourth consecutive quarter of increased sales. Meanwhile, changes in hiring policies among major customers and increased advertising by competitors led to lower-than-expected sales growth.



Details on Changes in Business Environment

Changes in Major Client Trends
A change in the hiring policy of one major client led to a decline in expected sales from 3Q to 4Q. Additionally, adjustments to advertising placements to secure profits impacted overall sales

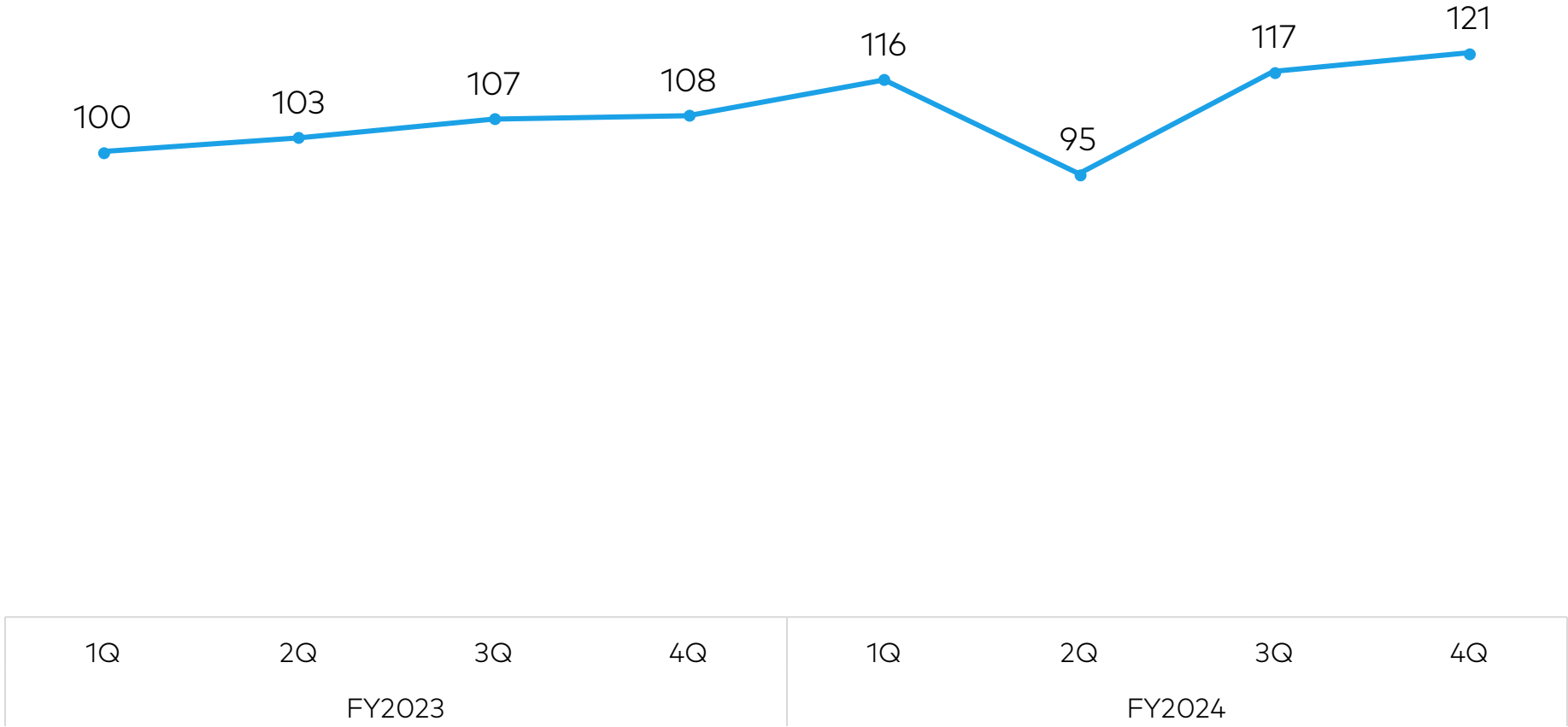
Strengthened advertising by competitors
Competitors significantly strengthened advertising placements in 4Q. Rising ad costs across the market reduced the profitability of customer acquisition ads, leading to adjustments that resulted in lower sales.

Strengthening Investment to Accelerate Machbaito Growth - Progress on Strategy - 2



Number of listings continued to grow steadily through transaction expansion and new customer cultivation.

Number of of listings



※Relative value when the number of listings in 1Q23 is set at 100

Strengthening Investment to Accelerate Machbaito Growth - Other Topics



Video ads featuring talent released in January



Created a commercial featuring Chocolate Planet and Naenano, popular among Machbaito's main user base of those in their teens to 20s.

Total of eight video ads released one after another starting Monday, January 6, 2025.



Although growth slowed due to changes in the business environment, investments in business and organizational strengthening progressed.

Strengthening Investment to Accelerate Machbaito Growth

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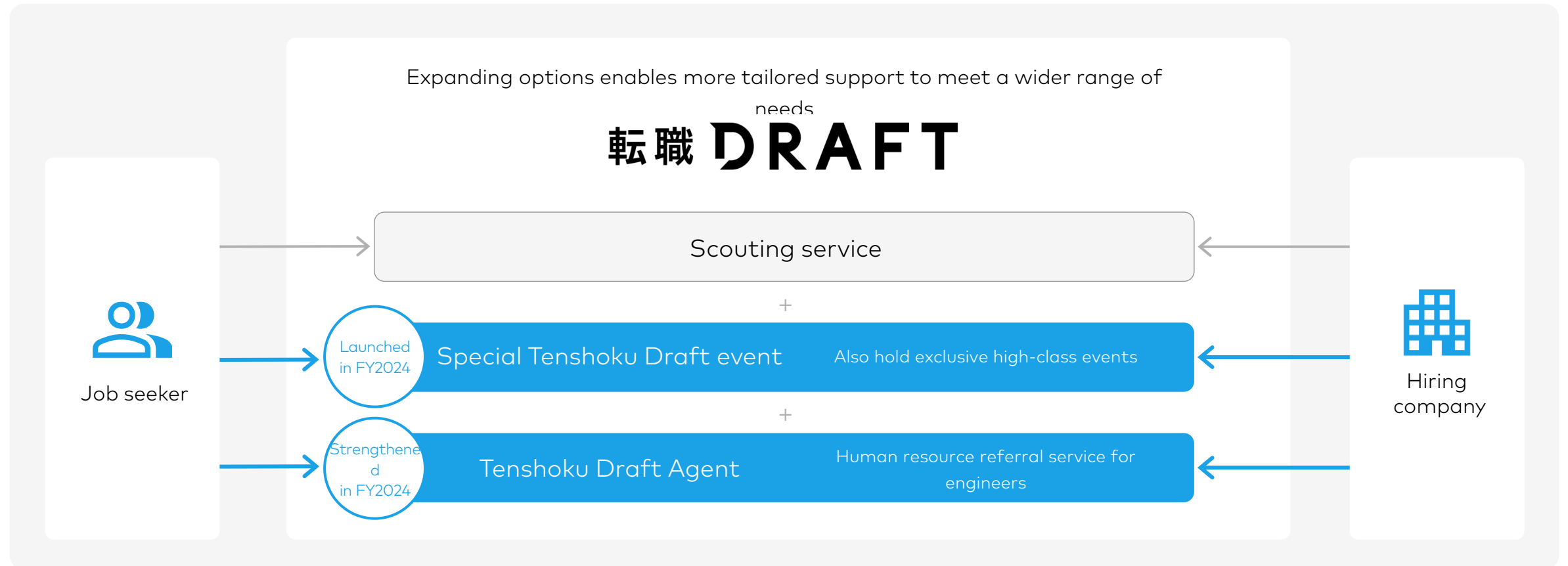
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Creating new revenue streams - Tenshoku Draft



Establishing a strong position in the engineering career change sector by building a framework to support a broader range of engineer careers



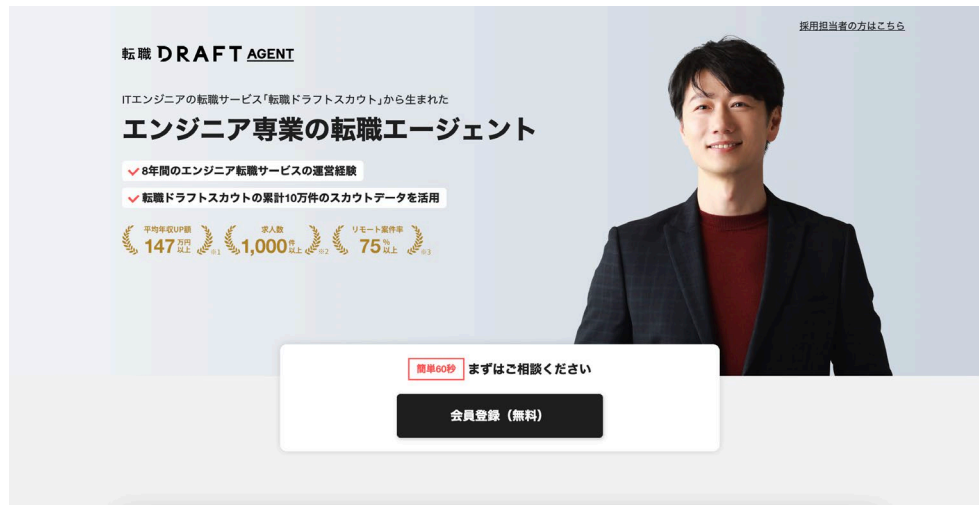
Creating New Revenue Streams – Tenshoku Draft



Tenshoku Draft Agent is strengthening customer attraction efforts for future expansion. The scouting service provides new matching opportunities through special events

Tenshoku Draft Agent

Strengthening customer attraction outside of scouting service



A human resource referral service to optimize job optimized for engineers utilizing know-how accumulated through Tenshoku Draft. In FY2024, efforts focused on strengthening advertising and establishing customer attraction channels independent of scouting service

Tenshoku Draft special event

Exclusive high-class event for those making more than 10 million yen annually



Special high-class event held exclusively for individuals who previously received tenders exceeding 10 million yen. Both job seekers and companies exhibited different attributes compared to regular events, with the highest offered annual salary reaching 20 million yen.

Creating New Revenue Streams - Tenshoku Kaigi



Released scouting service in Tenshoku Kaigi. Can now directly approach users who meet specific criteria from partner companies. Will strengthen monetization across all services, including scouting.



Creating new revenue streams - IESHIL

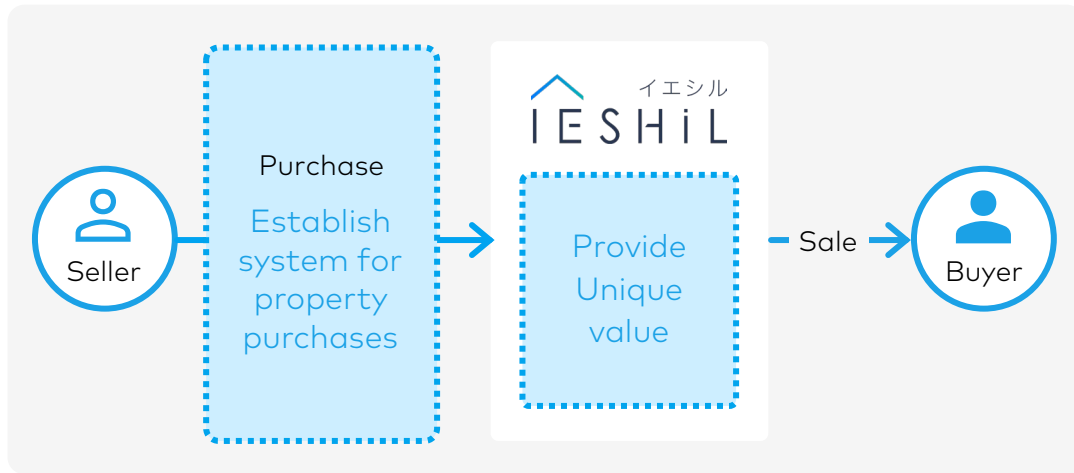


Verified the purchase and resale of existing condominiums, successfully completing multiple transactions.
Expanded content for potential condominium buyers on website to strengthen member acquisition

Reselling Business

Multiple sales closed.
Will continue to verify value

 Under verification



System for property purchases was developed last year, leading to increase in transactions. Since property purchase costs are recorded as costs of sales, relative impact on profit is small. Continuing to build property purchase system and verify its value proposition

Content for buyers

Visualize scoring such as condominium attributes and living environment



Quantified condominium asset value using proprietary algorithm that combines data such as rent information and transaction history with expert opinions. Additionally, visualized appreciation indices and scores for surrounding environments based on historical data

Creating New Revenue Streams- batonn



Promoted functional enhancement to improve UX and strengthening of customer cultivation. Order rate increased significantly

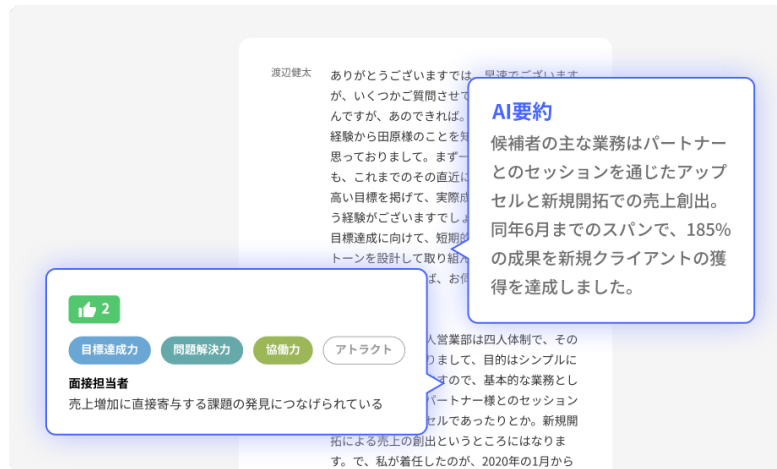
Functional enhancement to improve UX

Enhanced features to strengthen collaboration among people in charge and improve communication quality. Also acquired patent

Figure: Patent acquisition function



Automatically extract key points and add labels and comments

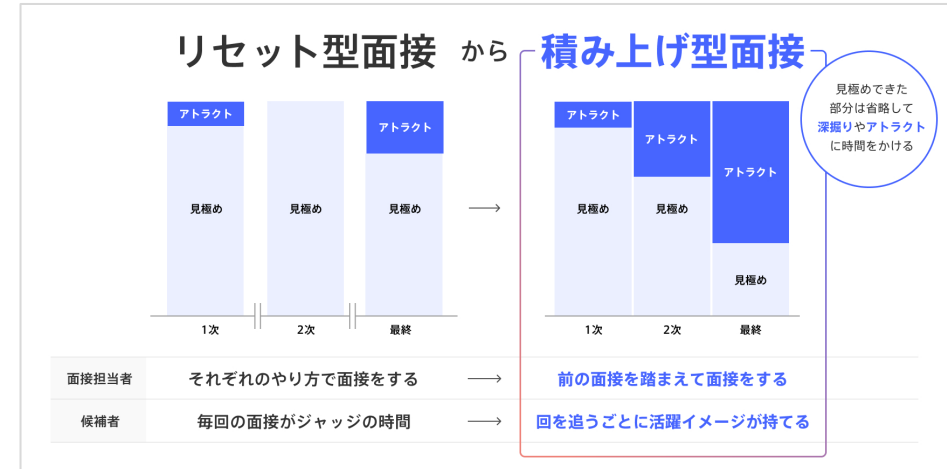


Enhanced features to strengthen collaboration among people in charge and improve communication quality through notifications. Obtained patent for function that picks out key points from interview summaries and adds labels and comments

Initiatives to expand customer base

Strengthened implementation and utilization support, along with revised marketing messaging, significantly improving order rate

Figure: Example initiative to improve order rate



Established an implementation and utilization support system based on case studies of loyal users and revised the marketing message with the keyword "stacked interviews." Significantly improved new order rate through these initiatives

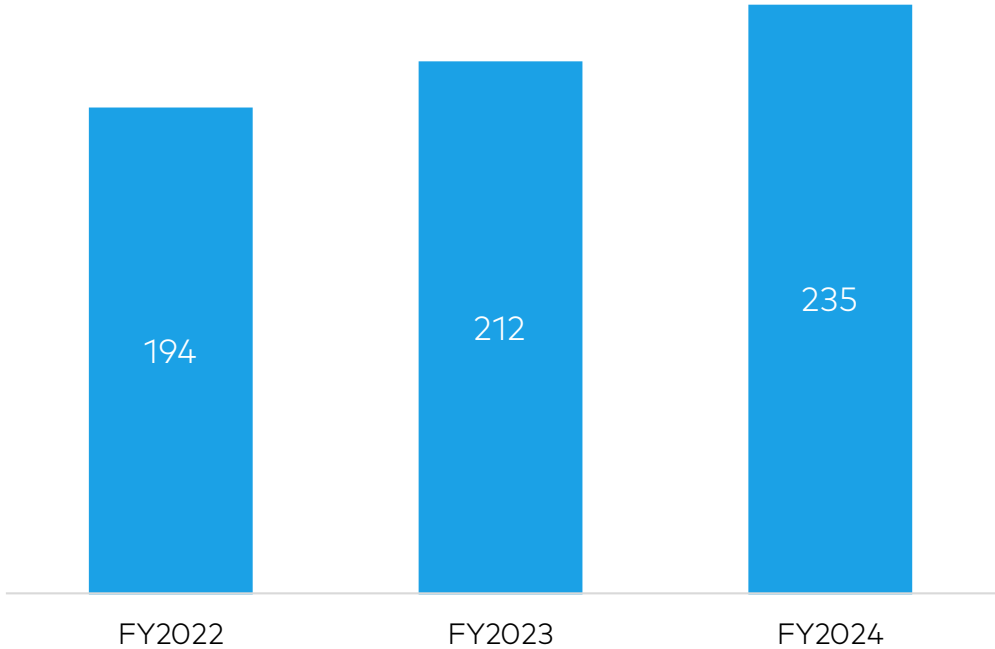
Investment to Accelerate Organizational and Business Growth: Strengthening Organizational Structure



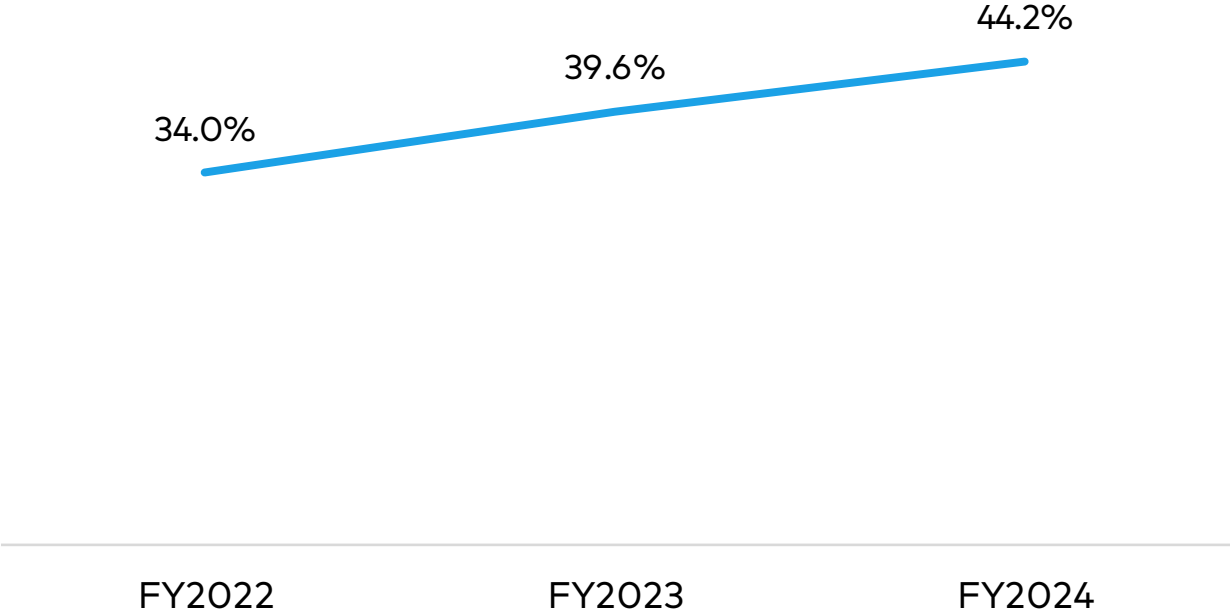
Strengthened recruitment of core personnel to plan and promote business strategy, steadily increasing number of full-time employees. Increased percentage of mid- and high-level personnel*

*Defined by the Company as human resources meeting certain requirements.

Number of full-time employees



Ratio of middle- and high-layer personnel



3. FY2025 Policy

Medium- to Long-term Policy



Strengthen revenue base of existing businesses while pursuing new strengths and revenue streams to achieve sustainable growth.

M&A will also be considered as option for creating new revenue streams

Medium- to Long-term Policy

1 Expanding existing businesses

Expand customer base through expanded transactions with customers and new customer cultivation, along with creation of new services within each business and cross-selling

2 Strengthening brand

Promote branding in tandem with Policy 1
Expand market recognition and establish position within each business domain

3 Creating new revenue streams

Create new revenue streams, including M&A, while accelerating growth through synergy with existing businesses

FY2025 Policy



Promote measures below to achieve medium- to long-term growth.

Prioritize measures that will contribute to income in FY2025 based on most recent changes in business environment

Company-wide
Policy for FY2025

Balance securing income with initiatives for medium- to long-term growth

- 1 Expanding existing businesses
- 2 Strengthening brand
- 3 Creating new revenue streams

Machbaito: Expand transactions with major customers and cultivate new customers (ongoing)
Tenshoku Draft: Expand both scouting and agent services through enhanced customer attraction

Machbaito: Conduct verification to create new service value alternatives to replace Mach Bonus
Tenshoku Draft: Establish position through rebranding and enhanced outreach

Verify new revenue streams and achieve PMF* in each business
Create new revenue streams, including M&A, while accelerating growth through synergy with existing businesses

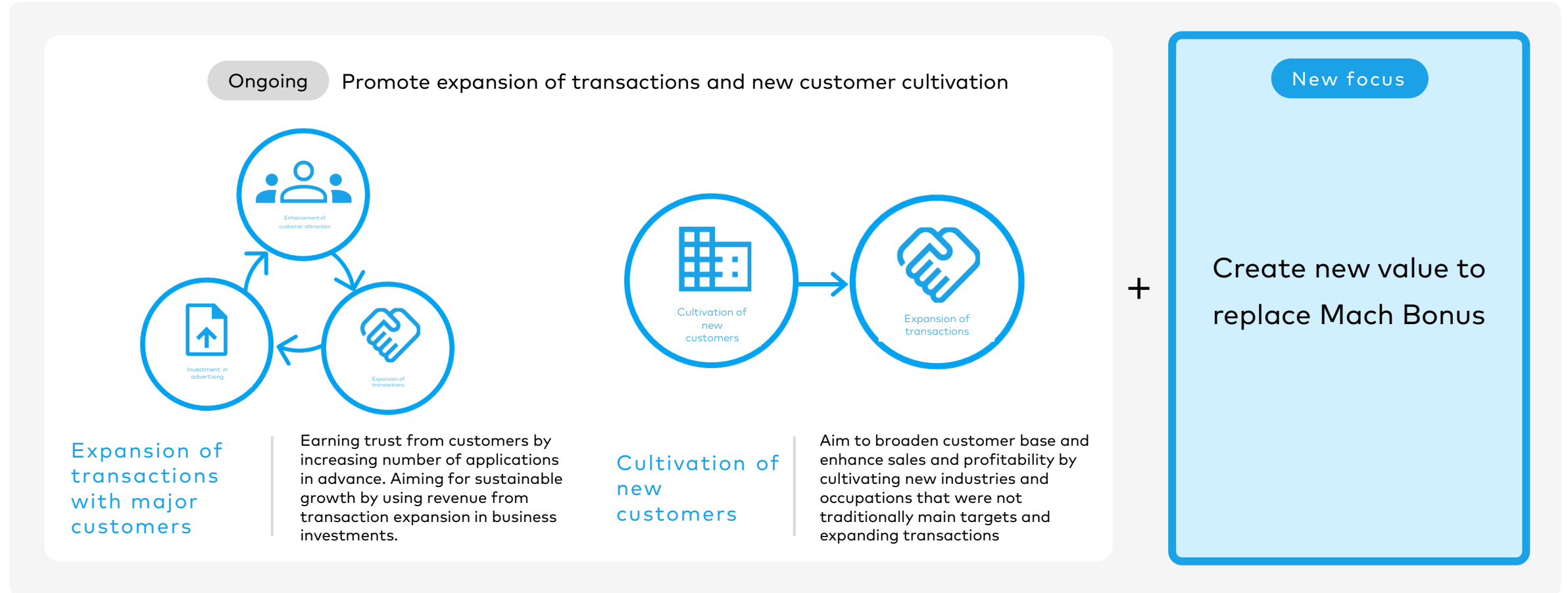
*PMF: Product market fit. State where service is accepted by customers in particular market

FY2025 Policy | Machbaito



Expanding transactions with major customers and cultivating new customers has contributed to net sales growth and will be continued.

Will also focus on creating new service value due to discontinuation of Mach Bonus





Rebrand as service that supports IT engineers in their career development.

Aim to expand awareness of new brand and establish position in engineering career domain

「年収も実力も磨ける仕事」に出会える。

転職 DRAFT



Rebranding

Update tagline, logo, and key visuals to build brand suited to future service expansion and growing diversity of engineers

Launching Owned media

Aim to enhance industry recognition by promoting Tenshoku Draft's new brand image through interview media "LIFE DRAFT"



Integrate all services under Tenshoku Draft Series alongside branding efforts.

Aim for brand that comprehensively supports engineers' career development by further expanding lineup

Select services according to needs



Job
seeker

転職 **DRAFT** SCOUT

Monthly and high-class events

転職 **DRAFT** AGENT



Hiring
company

FY2025 Policy | Creating New Revenue Streams



Making progress on verifying measures in each business. Aim to establish new revenue streams



Grow scouting service



Verify property purchase system and value provided in purchase and resale business
Expand target by enhancing site functionality and content



Strengthen cultivation of new customers

FY2025 Results Forecasts



Sales up but income down due to lower sales from changes in business environment and impact of deferred investments from FY2024.

Income impact of regulations concerning monetary gifts is expected to be minimal at this stage, but volatility remains high

(Millions of JPY)

	FY2024 Results	FY2025 Financial forecasts	YoY	Amount of change
Net Sales	6,320	6,500	+2.8%	+179
Operating Income	109	0	-100.0%	- 109
Ordinary Income	260	76	-70.8%	- 184
Profit attributable to owners of parent	197	0	-100.0%	- 197

Forecast assumptions

Net Sales

- + business growth (p.26-29)
- Changes in business environment of Machbaito (p. 13, 31)
- Lower sales due to discontinuation of Mach bonus (p. 31)

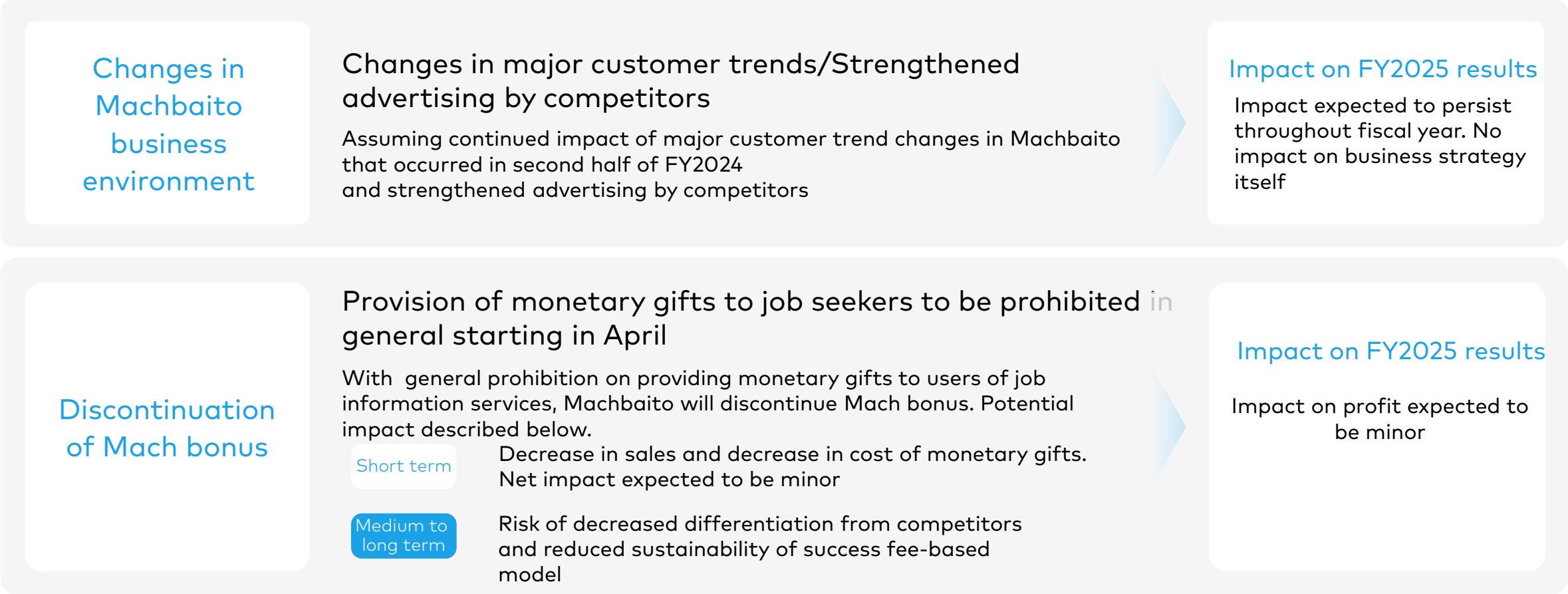
Operating Income

- + Lower costs due to discontinuation of Mach bonus (p. 31)
- Recording of deferred investments from FY2024

FY2025 Results Forecasts | Assumptions



Recognizing business environment changes in second half of FY2024 and discontinuation of Mach bonus as factors impacting FY2025 performance, incorporating them into results forecast



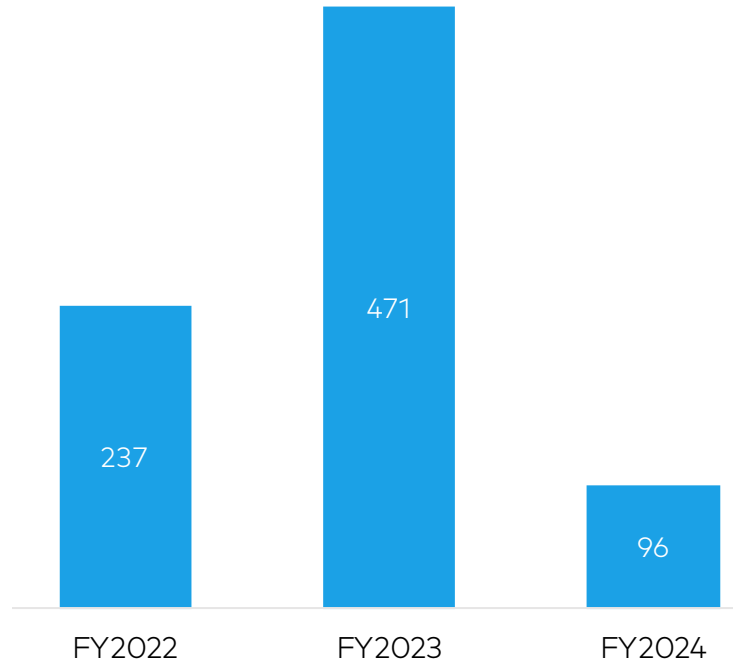
4. Achieving Management Conscious of Cost of Capital and Stock Price

Analysis of Current Situation | Capital Profitability and Cost of Capital

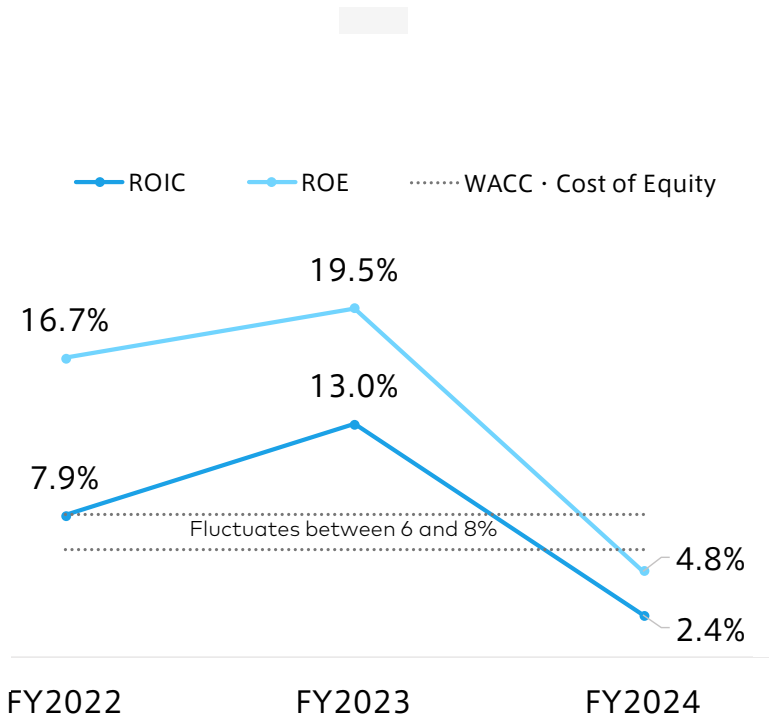


WACC and cost of equity estimated to be approx. 6-8%. In FY2024, decline in operating income caused ROIC and ROE to fall below WACC and cost of equity, respectively

After-tax operating profit
(Millions of JPY)



ROIC/ROE*



Assumptions for estimating cost of capital

WACC: 6-8%

Assuming a debt cost of 2%. Because interest-bearing debt is minimal, WACC is approximately equal to the cost of equity.

Cost of equity: 6-8%

Calculated based on CAPM. Each parameter is assumed as follows:

Risks	10-year government bond yield is used.
Free rate	1.09% in FY2024
Market risk premium	Estimated as the difference between the return on TOPIX and the return on Japanese government bonds.
Beta	Calculated from the monthly stock price appreciation rates of the Company and TOPIX over the 60 months leading up to the fiscal year-end. Assumed to be between 0.8 and 1.1.

*ROIC: Calculated as after-tax operating profit ÷ average of invested capital (interest-bearing debt + shareholder's equity) at the beginning and end of the period

*ROE: Calculated as net income attributable to owners of the parent company ÷ end-of-period equity

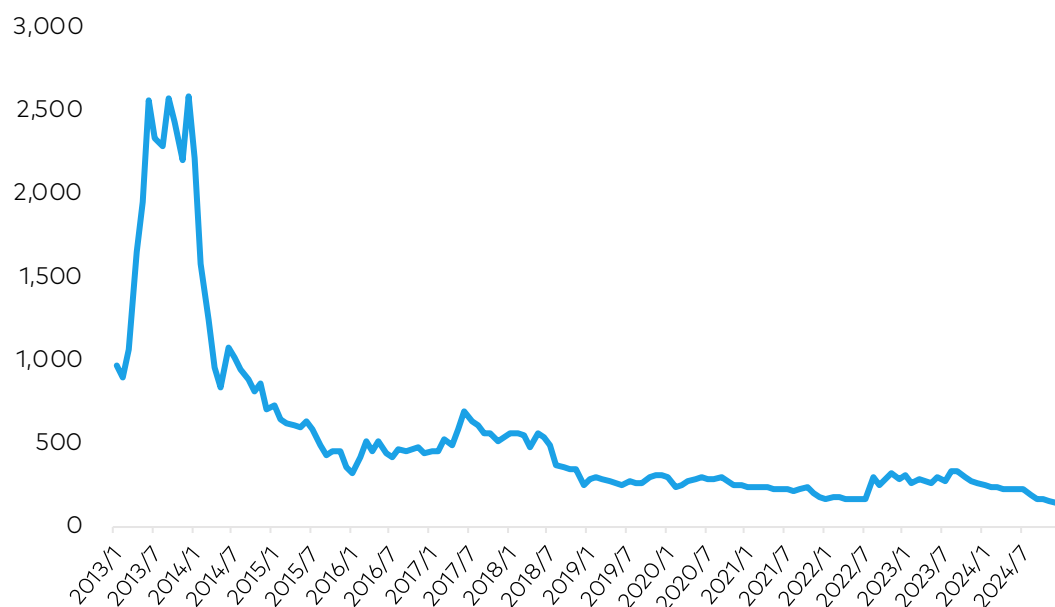
Analysis of Current Situation | Market Valuation



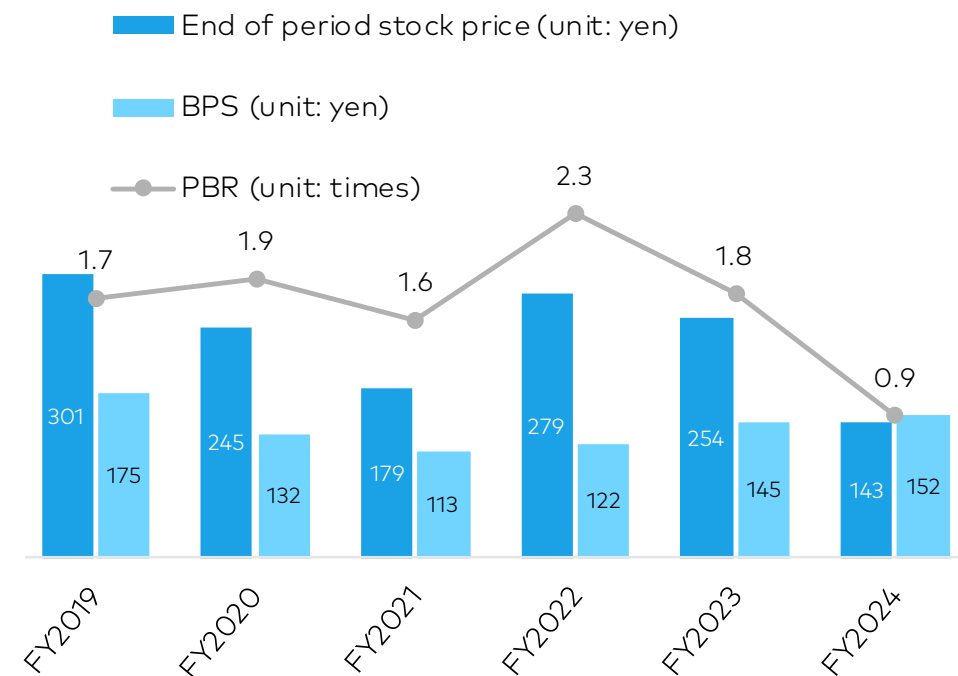
Stock price has been falling since FY2014. Stock price rose in FY2022 with recovery in performance but declined again, hovering near its all-time low. Divergence from market has been significant over past year, with PBR remaining below 1x.

Stock price trends*

(Millions of JPY)



End of period stock price* • BPS (book value per share)* • PBR (price-to-book value ratio)



*Stock price: See closing price

*BPS: Calculated as net assets at the end of the period divided by total number of shares issued



Three points below recognized as particularly important issues for improving market valuation

Major issues for improving market valuation

Low profitability and capital efficiency relative to invested capital

Low profitability and capital efficiency relative to invested capital eroding corporate value as shown on p. 3.

Primary factors are recognized as low operating margin and underutilization of cash and deposits.

Decline in transaction volume due to stagnant market capitalization

Stock price has been on downward trend since FY2014 with market capitalization remaining below 10 billion yen since FY2017 as shown on p. 4. Due to low market capitalization, the Company is excluded from institutional investors' investment targets, making it difficult for positive factors such as performance recovery to be reflected in stock price

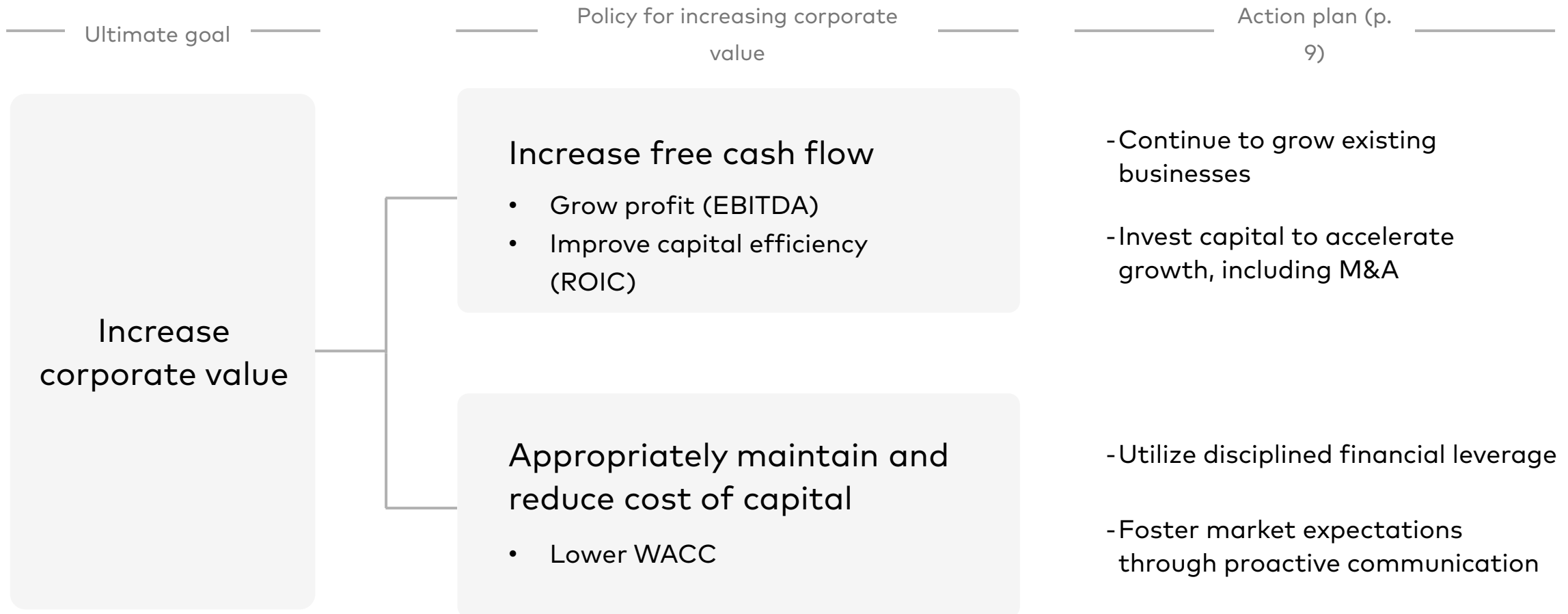
High uncertainties regarding future expectations

Inability to achieve continuous profit growth in recent years and lack of disclosure of Medium-Term Business Plan likely prevent appropriate reflection of future growth potential and risks in stock price

Policy for Increasing Corporate Value



The company will promote an increase in free cash flow and maintain or reduce capital costs at an appropriate level to increase corporate value.



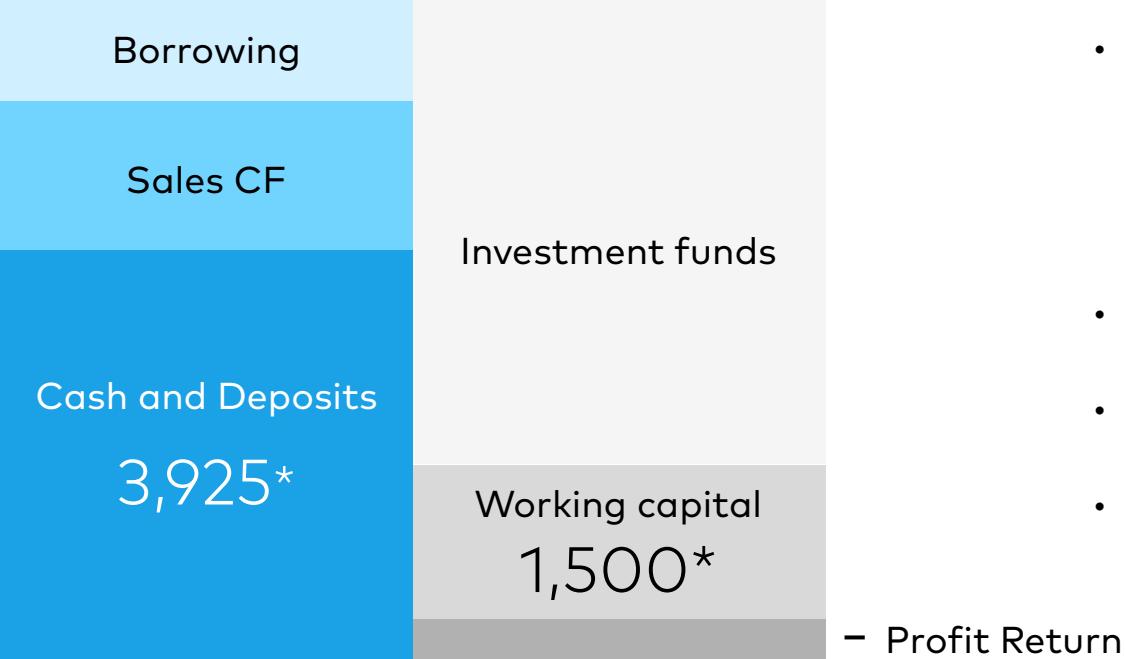
Policy for Increasing Corporate Value | Capital Allocation



Utilize borrowings and allocate funds, excluding working capital and profit returns, to growth investments

Capital Allocation Diagram

(Millions of JPY)



Cash in

- Operating cash flow and borrowings assumed as primary sources of funding
- Equity financing not planned for time being considering balance between liabilities and equity and current stock price level

Cash out

- Working capital assumed to be equivalent to three months of monthly sales (currently approximately 1.5 billion yen)
- Aiming to return 25% of net income to shareholders, employees, and society in the future
- Investment funds to be allocated primarily to business investment, human capital investment, and M&A

* Cash and deposits are as of the end of FY2024. Working capital is based on FY2024 results.

Policy for Increasing Corporate Value | KPIs



Most critical factor for increasing corporate value of the Group is continued growth of free cash flow. EBITDA growth rate and ROIC to be set as key performance indicators (KPIs), with target values defined in Medium-Term Business Plan.

KPI	Reason	Target value
EBITDA growth rate	Set as indicator of free cash flow growth potential. Considered more suitable indicator of actual growth than operating income growth rate given anticipated growth through M&A	Set in Medium-Term Business Plan
ROIC	Set as indicator of profitability and inefficiency. Considered more appropriate indicator than ROE given plan to utilize borrowings in the future	Targeting level above WACC in short term, Setting medium- to long-term targets in Medium-Term Business Plan

Future Initiatives



Promote initiatives to increase corporate value based on four action plans.

In FY2025 focus will be on action plans 1 and 2 while promoting establishment of Medium-Term Business Plan

Action plan	Details	FY2025 plan
1. Continue to grow existing businesses	<ul style="list-style-type: none"> Expand customer base through expanded transactions with customers and new customer cultivation Strengthen branding and establish position in each business domain Create new services and cross-sell them 	<ul style="list-style-type: none"> Promote sales strategy in Machbaito and create new service value Strengthen branding and expand services to establish Tenshoku Draft's position Verify new revenue sources in each business and achieve PMF* Create new revenue streams, including M&A, while accelerating growth through synergy with existing businesses
2. Invest capital to accelerate growth, including M&A	<ul style="list-style-type: none"> Create synergy between businesses through M&A and increase corporate value by creating new revenue streams 	
3. Utilize disciplined financial leverage	<ul style="list-style-type: none"> Balance growth investments with WACC reduction by utilizing both equity and borrowings Establish financial discipline 	*State where service is accepted by customers in particular market
4. Foster market expectations through proactive communication	<ul style="list-style-type: none"> Foster appropriate market expectations through expanded disclosure of Medium-Term Business Plan and various policies Increase recognition by enhancing IR Return profit to stakeholders 	Establish Medium-Term Business Plan

5. Appendix



Origin of the company name

LIVE + SENSE

Business Philosophy

Happiness Begetting
Happiness.

Corporate Vision

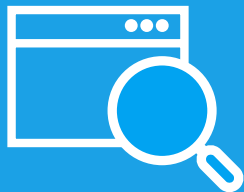
Invent the next common.



Basic Philosophy

We will view structural distortions preventing optimal choices as social issues to be solved with technology.

Three business themes based on basic philosophy



System Innovation through DX

Improve convenience and efficiency by updating old system and solving issues and distortions in each field



High Transparency

Realize society where better choices can be made by eliminating asymmetry of information



Respect for Humanity

Increase satisfaction with choices through matching that incorporates diverse preferences and values, breaking free from excessive mechanization



Improve convenience and efficiency of everyday life and business by updating old system and solving issues of inconvenience and inefficiency.



Old system

Inconveniences remain due to overlooking DX delays and system that is dependent on people



Updated system

Improve convenience through system innovation and make everyday life and business situations smarter and more efficient

Business Examples



Promoted digitalization in the part-time job industry in which paper-based job listings were the norm.

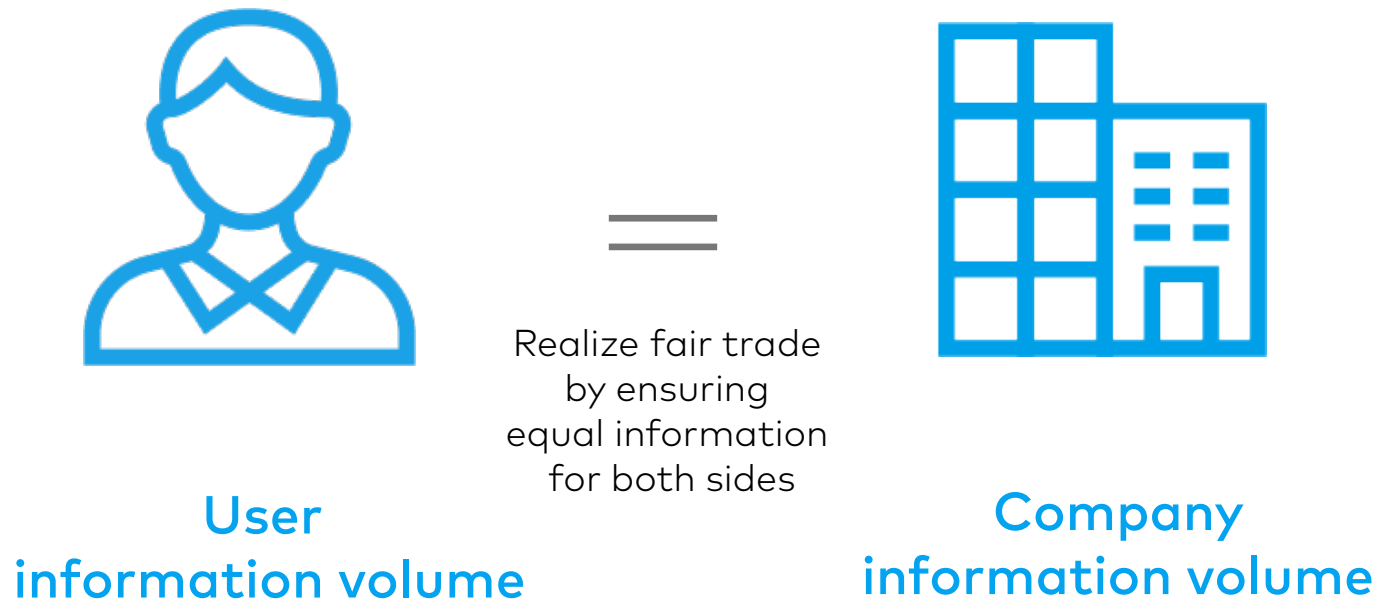
Made it easier to find part-time jobs.



Eliminated dependence on people and omissions through digitalization of interview content and evaluations and functions to attract candidates. Aiming to realize efficient hiring with fewer mismatches.



Reduce mismatches by eliminating asymmetry of information and realize a society with better choices for individuals and organizations.



Business Examples

転職会議

Provides reviews of more than 240,000 companies and visualizes working conditions at companies to deliver optimal support for job changes.

転職DRAFT

Promotes fairness in job changes through a system that shows annual income and position before selection.

イエシル IESHIL

Promotes transparency in real estate transactions by providing users with information such as new construction prices, foundation safety, and disaster risk.



Increase satisfaction with choices through matching that incorporates diverse preferences and values, breaking free from excessive mechanization.



- Matching via one-sided information
- Boilerplate scouting

Overly mechanical matching

Although mechanization has increased the volume of information, this sometimes makes it difficult to reach the best decision



- Matching that also considers personality and values
- Individualized scouting

Personalized matching

Increase satisfaction in decision-making through matching that reflects individual diversity and individualized proposals

Business Examples

転職 **DRAFT**

Individualized scouting by companies based on resume content made it easier for job applicants to find a job matching their preferences.

Quarterly Sales and Operating Income Trends



(Millions of JPY)

	FY2023				FY2024			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Net Sales	1,292	1,494	1,487	1,379	1,568	1,678	1,496	1,577
YoY	25.7%	23.6%	16.3%	11.1%	21.3%	12.3%	0.6%	14.3%
Macha baito	823	1,008	987	957	1,001	1,038	934	964
YoY	32.7%	32.5%	31.0%	18.5%	21.5%	3.0%	-5.4%	0.8%
Tenshoku Kaigi	242	261	287	242	270	262	258	256
YoY	19.3%	1.8%	0.7%	16.1%	11.7%	0.5%	-10.1%	6.0%
Tenshoku Draf	145	171	161	129	142	134	142	148
YoY	6.6%	37.8%	-13.7%	-24.2%	-1.8%	-22.0%	-11.9%	14.4%
Other	81	53	50	49	153	243	160	206
YoY	18.7%	-20.0%	-2.3%	-6.8%	89.8%	357.5%	219.7%	314.1%
Operating Profit	48	175	166	95	116	108	1	-117
YoY	-	62.3%	-11.5%	83.8%	143.5%	-38.3%	-99.0%	-

Quarterly Expense Trends



(Millions of JPY)

	FY2023				FY2024			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Personnel expenses	375	399	429	444	437	460	487	513
YoY	-11.7%	5.7%	14.7%	-2.1%	16.4%	15.2%	13.7%	15.4%
Advertising costs	475	523	470	416	475	457	477	522
YoY	60.4%	48.2%	26.2%	11.0%	0.0%	-12.6%	1.5%	25.6%
Others	393	395	421	423	538	652	529	658
YoY	6.2%	7.3%	22.6%	17.4%	37.0%	64.8%	25.6%	55.4%

Consolidated Balance Sheets



(Millions of JPY)

	FY2023	FY2024	YoY
Assets			
Current assets	4,555	4,765	+210
Cash and deposits	3,647	3,925	+278
Fixed assets	252	175	-76
Tangible fixed assets	1	0	-1
Intangible fixed assets	6	5	-1
Investments and other	244	170	-73
Total assets	4,808	4,941	+133
Liabilities			
Current liabilities	803	720	-82
Fixed liabilities	23	13	-9
Total liabilities	826	734	-92
Equity			
Shareholders' equity	3,953	4,173	+220
Common stock	237	237	+0
Capital surplus	225	219	-5
Retained earnings	3,697	3,894	+197
Treasury stock	-206	-178	+28
Unrealized gains on other securities	28	15	-13
Total Equity	3,981	4,207	+225

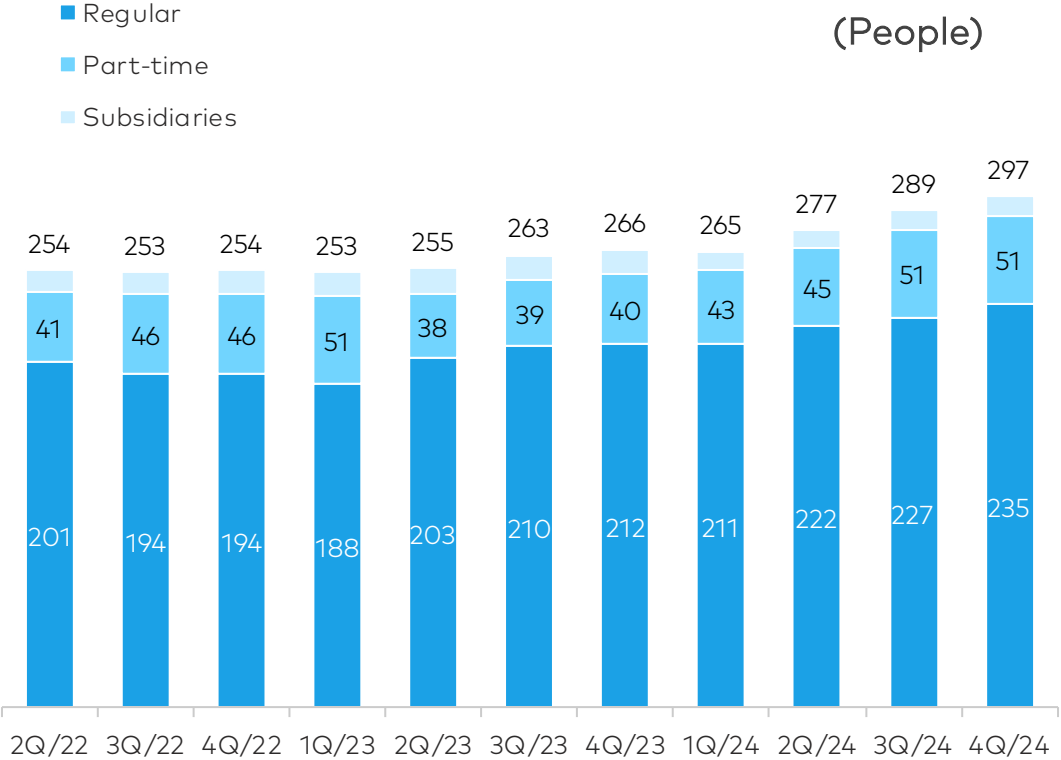


Company name	Livesense Inc.
CEO/Founder	Taichi Murakami
Business Philosophy	Happiness Begetting Happiness.
Corporate Vision	Invent the next common.
Established	February 8, 2006
Listing Market	Tokyo Stock Exchange Prime Market (Securities code: 6054)
Number of Employees (Non-Consolidated)	Full-Time: 235 (as of December 31, 2024) *Aggregation criteria changed from the first quarter of FY2024.
Consolidated Subsidiaries	PHIL LIFE Inc.



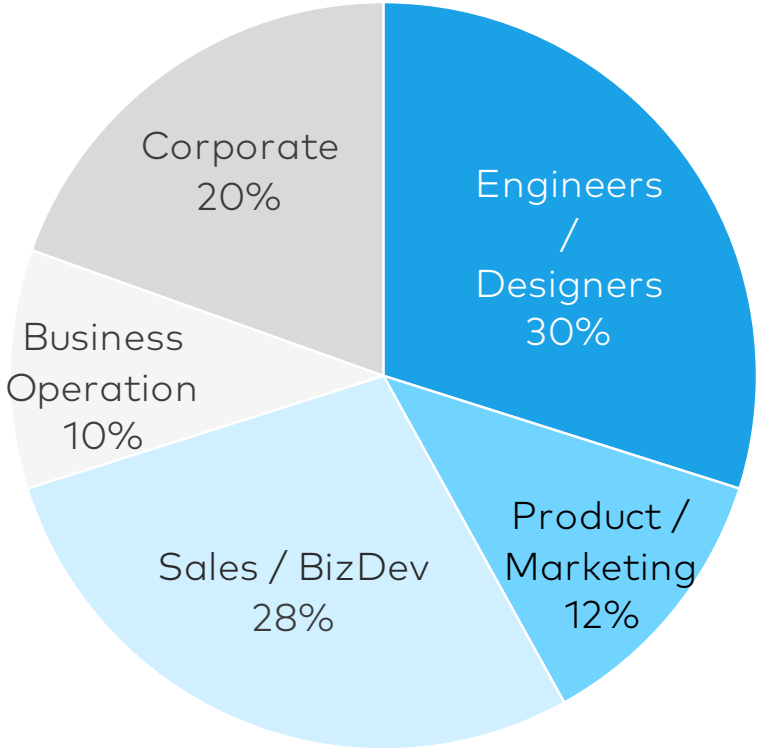


No. of Employees (Consolidated)



*Aggregation standards have been changed from the first quarter of FY2024. The number of employees in the past has been retroactively adjusted.

Breakdown of Full-time Employees



*Change in job classification from the first quarter of FY2024
 *Only for non-consolidated and head office regular employees
 Full-time regular employees are mainly responsible for customer support and sales.



Livesense Inc. (below, the Company) has prepared this material to provide current information about the Company.

The Company prepared this material using generally known information about social and economic conditions and certain assumptions that we deemed to be reasonable. The information found in this material is subject to change without notice due to changes in business conditions or for other reasons. This material contains forward-looking statements, which are based on current expectations, forecasts and assumptions that involve risks. These forward-looking statements contain uncertainties, and actual results may differ substantially from these statements. These risks and uncertainties include general industry and market conditions as well as general Japanese and international economic conditions such as changes in interest rates and exchange rates. The Company has no obligation to update or correct the forward-looking statements contained in this material, regardless of any new information, future events, etc. In light of the above, investors are advised to use their own judgment when making investments.



LIVESENSE