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MEMBERSHIP

October 25, 2022

## Non-consolidated Financial Results for the Fiscal Year Ended September 30, 2022 <under Japanese GAAP>

Company name: Makuake, Inc.  
 Listing: Tokyo Stock Exchange  
 Stock code: 4479  
 URL: <http://www.makuake.com/>  
 Representative: Ryotaro Nakayama, CEO  
 Inquiries: Yuki Tamura, Corporate Officer and General Manager of Business Management Division  
 TEL: +81-3-6328-4038 (from overseas)  
 Scheduled date of annual general meeting of shareholders: December 8, 2022  
 Scheduled date to commence dividend payments: –  
 Scheduled date to file annual securities report: December 9, 2022  
 Preparation of supplementary materials for financial results: Yes  
 Holding of financial results presentation meeting: Yes

(Millions of yen with fractional amounts discarded, unless otherwise noted)

### 1. Performance for the fiscal year ended September 30, 2022 (from October 1, 2021 to September 30, 2022)

#### (1) Operating results

(Percentages indicate year-on-year changes.)

Fiscal year ended	Net sales		Operating profit		Ordinary profit		Profit	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
September 30, 2022	4,206	(9.0)	(324)	–	(302)	–	(1,347)	–
September 30, 2021	4,621	43.3	329	(35.5)	326	(36.3)	246	(33.3)

Fiscal year ended	Basic earnings per share	Diluted earnings per share	Return on equity	Ordinary profit/total assets	Operating profit/net sales
	Yen	Yen	%	%	%
September 30, 2022	(107.55)	–	(21.8)	(3.3)	(7.7)
September 30, 2021	20.44	19.58	5.2	4.0	7.1

Reference: Share of profit (loss) of entities accounted for using equity method  
 For the fiscal year ended September 30, 2022: ¥– million  
 For the fiscal year ended September 30, 2021: ¥– million

## (2) Financial position

	Total assets	Net assets	Equity ratio	Net assets per share
As of	Millions of yen	Millions of yen	%	Yen
September 30, 2022	8,255	5,576	67.0	439.84
September 30, 2021	10,331	6,873	66.2	551.56

Reference: Equity

As of September 30, 2022

¥5,528 million

As of September 30, 2021

¥6,841 million

## (3) Cash flows

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Cash and cash equivalents at end of period
Fiscal year ended	Millions of yen	Millions of yen	Millions of yen	Millions of yen
September 30, 2022	(814)	(488)	33	7,321
September 30, 2021	151	(586)	3,915	8,591

## 2. Cash dividends

	Annual dividends					Total cash dividends (Total)	Dividend payout ratio	Ratio of dividends to net assets
	First quarter-end	Second quarter-end	Third quarter-end	Fiscal year-end	Total			
	Yen	Yen	Yen	Yen	Yen	Millions of yen	%	%
Fiscal year ended September 30, 2021	—	0.00	—	0.00	0.00	—	—	—
Fiscal year ended September 30, 2022	—	0.00	—	0.00	0.00	—	—	—
Fiscal year ending September 30, 2023 (Forecast)	—	0.00	—	0.00	0.00		—	

## 3. Earnings forecasts for the fiscal year ending September 30, 2023 (from October 1, 2022 to September 30, 2023)

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Fiscal year ending September 30, 2023	3,840	(8.7)	(880)	—	(880)	—	(890)	—	(70.81)

Note: As the Company manages its operations on an annual basis, earnings forecasts for the first six months are omitted. For further details, please refer to the attached materials, “(4) Future outlook” under “1. Overview of operating results and others.”

**\* Notes**

(1) Changes in accounting policies, changes in accounting estimates, and restatement

(i) Changes in accounting policies due to revisions to accounting standards and other regulations: Yes

(ii) Changes in accounting policies due to other reasons: None

(iii) Changes in accounting estimates: None

(iv) Restatement: None

(3) Number of issued shares (common shares)

(i) Total number of issued shares at the end of the period (including treasury shares)

As of September 30, 2022	12,568,700 shares
As of September 30, 2021	12,404,700 shares

(ii) Number of treasury shares at the end of the period

As of September 30, 2022	130 shares
As of September 30, 2021	87 shares

(iii) Average number of shares during the period

For the fiscal year ended September 30, 2022	12,528,045 shares
For the fiscal year ended September 30, 2021	12,068,819 shares

\* Financial results reports are exempt from audit conducted by certified public accountants or an audit corporation.

\* Proper use of earnings forecasts, and other special matters

The forward-looking statements, including earnings forecasts, contained in these materials are based on information currently available to the Company and on certain assumptions deemed to be reasonable. These statements do not purport that the Company pledges to realize such statements. Actual business and other results may differ substantially due to various factors.

## Financial statements and significant notes thereto

### (1) Balance sheet

(Thousands of yen)

	As of September 30, 2021	As of September 30, 2022
<b>Assets</b>		
Current assets		
Cash and deposits	5,949,943	5,193,507
Cash segregated as deposits	2,641,311	2,128,290
Accounts receivable - trade	551,330	339,328
Prepaid expenses	79,585	121,814
Other	54,674	116,869
Allowance for doubtful accounts	(7,282)	(7,282)
Total current assets	9,269,563	7,892,528
Non-current assets		
Property, plant and equipment		
Buildings	39,169	15,214
Accumulated depreciation	(10,649)	(15,214)
Buildings, net	28,520	–
Tools, furniture and fixtures	32,236	24,429
Accumulated depreciation	(17,636)	(24,429)
Tools, furniture and fixtures, net	14,599	–
Total property, plant and equipment	43,119	–
Intangible assets		
Goodwill	17,333	–
Software	410,908	–
Software in progress	165,632	–
Total intangible assets	593,873	–
Investments and other assets		
Investment securities	138,733	153,984
Investments in capital	–	330
Long-term prepaid expenses	–	8,073
Leasehold and guarantee deposits	192,351	191,331
Deferred tax assets	73,508	–
Other	7,537	7,537
Allowance for doubtful accounts	(7,537)	(7,537)
Total investments and other assets	404,594	353,719
Total non-current assets	1,041,587	353,719
Deferred assets		
Share issuance costs	20,396	8,886
Total deferred assets	20,396	8,886
Total assets	10,331,547	8,255,134

(Thousands of yen)

	As of September 30, 2021	As of September 30, 2022
<b>Liabilities</b>		
Current liabilities		
Accounts payable - other	579,528	381,679
Accrued expenses	61,288	81,027
Advances received	–	775
Income taxes payable	72,286	14,565
Deposits received	2,652,462	2,138,393
Other	49,795	–
Total current liabilities	3,415,360	2,616,440
Non-current liabilities		
Provision for retirement benefits	337	1,658
Provision for continuous services benefits	42,516	60,685
Total non-current liabilities	42,853	62,344
Total liabilities	3,458,214	2,678,784
<b>Net assets</b>		
Shareholders' equity		
Share capital	3,103,387	3,120,279
Capital surplus		
Legal capital surplus	3,103,387	3,120,279
Total capital surplus	3,103,387	3,120,279
Retained earnings		
Other retained earnings		
Retained earnings brought forward	635,591	(711,764)
Total retained earnings	635,591	(711,764)
Treasury shares	(499)	(625)
Total shareholders' equity	6,841,867	5,528,170
Share acquisition rights	31,464	48,179
Total net assets	6,873,332	5,576,349
<b>Total liabilities and net assets</b>	<b>10,331,547</b>	<b>8,255,134</b>

**(2) Statement of income**

(Thousands of yen)

	Fiscal year ended September 30, 2021	Fiscal year ended September 30, 2022
Net sales	4,621,419	4,206,839
Cost of sales	815,518	847,925
Gross profit	3,805,900	3,358,913
Selling, general and administrative expenses	3,476,799	3,682,993
Operating profit (loss)	329,101	(324,080)
Non-operating income		
Interest income	0	2
Dividend income	–	17
Lecture's fee income	7,645	9,398
Subsidy income	–	20,744
Other	606	2,916
Total non-operating income	8,252	33,079
Non-operating expenses		
Amortization of share issuance costs	9,549	11,510
Loss on retirement of non-current assets	1,447	–
Other	266	51
Total non-operating expenses	11,264	11,561
Ordinary profit (loss)	326,089	(302,562)
Gain on sale of investment securities	–	97,500
Total extraordinary income	–	97,500
Impairment losses	–	1,009,307
Loss on valuation of investment securities	–	49,768
Total extraordinary losses	–	1,059,076
Profit (loss) before income taxes	326,089	(1,264,138)
Income taxes - current	117,038	9,708
Income taxes - deferred	(37,590)	73,508
Total income taxes	79,447	83,217
Profit (loss)	246,642	(1,347,356)

**(3) Statement of changes in equity**

Fiscal year ended September 30, 2021

(Thousands of yen)

	Shareholders' equity							Share acquisition rights	Total net assets
	Share capital	Capital surplus		Retained earnings		Treasury shares	Total shareholders' equity		
		Legal capital surplus	Total capital surplus	Other retained earnings Retained earnings brought forward	Total retained earnings				
Balance at beginning of period	1,136,847	1,136,847	1,136,847	388,949	388,949	(115)	2,662,529	10,488	2,673,017
Changes during period									
Issuance of new shares	1,937,792	1,937,792	1,937,792				3,875,585		3,875,585
Issuance of new shares - exercise of share acquisition rights	24,308	24,308	24,308				48,616		48,616
Issuance of new shares - restricted stock	4,440	4,440	4,440				8,880		8,880
Purchase of treasury shares						(384)	(384)		(384)
Profit (loss)				246,642	246,642		246,642		246,642
Net changes in items other than shareholders' equity								20,976	20,976
Total changes during period	1,966,540	1,966,540	1,966,540	246,642	246,642	(384)	4,179,338	20,976	4,200,315
Balance at end of period	3,103,387	3,103,387	3,103,387	635,591	635,591	(499)	6,841,867	31,464	6,873,332

Fiscal year ended September 30, 2022

(Thousands of yen)

	Shareholders' equity							Share acquisition rights	Total net assets
	Share capital	Capital surplus		Retained earnings		Treasury shares	Total shareholders' equity		
		Legal capital surplus	Total capital surplus	Other retained earnings	Total retained earnings				
Balance at beginning of period	3,103,387	3,103,387	3,103,387	635,591	635,591	(499)	6,841,867	31,464	6,873,332
Changes during period									
Issuance of new shares - exercise of share acquisition rights	16,892	16,892	16,892				33,784		33,784
Purchase of treasury shares						(125)	(125)		(125)
Profit (loss)				(1,347,356)	(1,347,356)		(1,347,356)		(1,347,356)
Net changes in items other than shareholders' equity								16,714	16,714
Total changes during period	16,892	16,892	16,892	(1,347,356)	(1,347,356)	(125)	(1,313,697)	16,714	(1,296,983)
Balance at end of period	3,120,279	3,120,279	3,120,279	(711,764)	(711,764)	(625)	5,528,170	48,179	5,576,349



**(4) Statement of cash flows**

(Thousands of yen)

	Fiscal year ended September 30, 2021	Fiscal year ended September 30, 2022
<b>Cash flows from operating activities</b>		
Profit (loss) before income taxes	326,089	(1,264,138)
Depreciation	99,305	157,240
Impairment losses	–	1,009,307
Amortization of goodwill	2,666	4,000
Increase (decrease) in allowance for doubtful accounts	285	–
Increase (decrease) in provision for retirement benefits	337	1,321
Increase (decrease) provision for continuous services benefits	14,180	18,169
Amortization of share issuance costs	9,549	11,510
Interest and dividend income	–	(20)
Decrease (increase) in trade receivables	(21,011)	212,002
Loss (gain) on sale of investment securities	–	(97,500)
Loss (gain) on valuation of investment securities	–	49,768
Increase (decrease) in advances received	–	775
Increase (decrease) in accounts payable - other	(216,487)	(203,236)
Increase (decrease) in accrued expenses	(16,531)	14,524
Increase (decrease) in deposits received	306,858	(514,069)
Increase (decrease) in accrued consumption taxes	(49,972)	(57,660)
Other, net	(89,106)	(59,837)
Subtotal	366,163	(717,842)
Interest and dividends received	–	2
Income taxes refund	148	38
Income taxes paid	(214,897)	(96,758)
Net cash provided by (used in) operating activities	151,414	(814,559)
<b>Cash flows from investing activities</b>		
Purchase of property, plant and equipment	(7,114)	(21,516)
Purchase of intangible assets	(306,265)	(501,435)
Purchase of investment securities	(148,731)	(80,020)
Proceeds from sale of investment securities	–	112,500
Payments of leasehold and guarantee deposits	(124,301)	(2,660)
Proceeds from refund of leasehold and guarantee deposits	–	4,907
Payments for investments in capital	–	(330)
Net cash provided by (used in) investing activities	(586,413)	(488,554)
<b>Cash flows from financing activities</b>		
Proceeds from issuance of shares	3,915,475	33,784
Purchase of treasury shares	(384)	(125)
Net cash provided by (used in) financing activities	3,915,091	33,658
Net increase (decrease) in cash and cash equivalents	3,480,092	(1,269,455)
Cash and cash equivalents at beginning of period	5,109,351	8,591,254
Increase in cash and cash equivalents resulting from merger	1,810	–
Cash and cash equivalents at end of period	8,591,254	7,321,798