

Summary of Financial Results for the Fiscal Year Ended September 30, 2022
[Japan Standards] (Consolidated)



Nov. 14, 2022

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 Scheduled date of ordinary general meeting of shareholders: Dec. 22, 2022 Scheduled payment date of dividend: -
 Scheduled filing date of securities report: Dec. 23, 2022
 Supplementary materials for the financial results: Yes
 Investor conference for the quarterly financial results: Yes (for institutional investors and security analysts)

(Million yen, rounded down)

1. Consolidated Financial Results for the Fiscal Year Ended September 30, 2022 (From October 1, 2021 to Sep 30, 2022)

(1) Consolidated Financial Performance (% figures show year-on-year increase or decrease)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
FY ended Sep. 30, 2022	10,574	-	932	-	946	-	802	-
FY ended Sep. 30, 2021	-	-	-	-	-	-	-	-

Note: Comprehensive income FY ended September 30, 2022: 808 million yen (-%)
 FY ended September 30, 2021: - million yen (-%)

	Profit per share	Diluted profit per share	Return on equity	Ordinary profit to total assets	Operating profit margin
	Yen	Yen	%	%	%
FY ended Sep. 30, 2022	52.60	51.74	17.5	12.4	8.8
FY ended Sep. 30, 2021	-	-	-	-	-

Reference: Gain (loss) on equity-method investments FY ended September 30, 2022: (72) million yen
 FY ended September 30, 2021: —

Note: Since consolidated financial statements are prepared from the fiscal year ended September 30, 2022, the figures for the fiscal year ended September 30, 2022 and the percentage change from the previous fiscal year and the percentage change from the previous fiscal year for the fiscal year ended September 30, 2021 are not shown. The ratios of net profit to shareholders' equity and ordinary profit to total assets are not shown because this is the first year of consolidation. Since this is the first year of consolidation, the ratios of return on equity and return on assets are calculated based on shareholders' equity and total assets at the end of the fiscal year, respectively.

(2) Consolidated Financial Position

	Total assets	Net assets	Equity ratio	Net assets per share
	Million yen	Million yen	%	Yen
As of Sep. 30, 2022	7,638	4,666	59.9	299.66
As of Sep. 30, 2021	-	-	-	-

Reference: Shareholders' equity As of September 30, 2022: 4,576 million yen
 As of September 30, 2021: - million yen

Note: Figures for the fiscal year ended September 30, 2021 are not shown because consolidated financial statements are prepared from the fiscal year ending September 30, 2022.

(3) Consolidated Cash Flows Position

	Cash flows from operating activities	Cash flows from operating activities	Cash flows from operating activities	Cash and cash equivalents at end of period
	Million yen	Million yen	Million yen	Million yen
FY ended Sep. 30, 2022	1,152	(262)	8	5,117
FY ended Sep. 30, 2021	-	-	-	-

Note: Figures for the fiscal year ended September 30, 2021 are not shown because consolidated financial statements are prepared from the fiscal year ending September 30, 2022.

2. Dividends

	Annual dividends per share					Total dividends	Dividend payout ratio (consolidated)	Dividends to net assets (consolidated)
	End of Q1	End of Q2	End of Q3	End of Q4	Annual			
	Yen	Yen	Yen	Yen	Yen	Million yen	%	%
FY ended Sep. 30, 2021	-	0.00	-	0.00	0.00	-	0	0
FY ended Sep. 30, 2022	-	0.00	-	0.00	0.00	-	0	0
FY ending Sep. 30, 2023 (Forecast)	-	0.00	-	0.00	0.00		0	

3. Consolidated Financial Forecasts for the Fiscal Year Ending September 30, 2023 (From October 1, 2022 to September 30, 2023)

(% figures represent year-on-year increase or decrease)

	Net sales		Gross profit		Operating profit		EBITDA (Non-GAAP)		Ordinary profit		Profit attributable to owners of parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Full year	13,000	22.9	5,900	22.6	1,000	7.2	1,200	14.5	-	-	-	-

Please refer to "1. Summary of Business Results, (4) Future Prospects" on page 4 of the attached document for information on the forecast of business results.

* Notes

- (1) Changes in significant subsidiaries during the current consolidated period : None
(Changes in specific subsidiaries affecting the scope of consolidation)
No. of new companies: - (Company name:) No. of excluded companies: - (Company name:)
- (2) Changes in accounting principles, changes in accounting estimates and restatements
- (i) Changes in accounting policies associated with revision of accounting standards : Yes
- (ii) Changes in accounting policies other than the above (i) : None
- (iii) Changes in accounting estimates : None
- (iv) Restatements : None

(3) Number of outstanding shares (common stock)

- (i) Number of shares outstanding at term-end (including treasury shares)
- (ii) Number of treasury shares at term-end
- (iii) Average number of shares outstanding during term

Sep. 30, 2022	15,271,460 shares	Sep. 30, 2021	15,255,160 shares
Sep. 30, 2022	86 shares	Sep. 30, 2021	86 shares
Sep. 30, 2022	15,263,704 shares	Sep. 30, 2021	15,241,841 shares

Reference: Overview of Non-Consolidated Operating Performance

1. Non-Consolidated Financial Results for the Fiscal Year Ended September 30, 2022 (From October 1, 2021 to September 30, 2022)

(1) Non-Consolidated Financial Performance (% figures show year-on-year increase or decrease)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
FY ended Sep. 30, 2022	10,449	34.5	911	58.4	1,000	55.0	791	27.1
FY ended Sep. 30, 2021	7,769	42.3	575	-	645	-	622	-

	Profit per share		Diluted profit per share	
	Yen		Yen	
FY ended Sep. 30, 2022	51.82		50.98	
FY ended Sep. 30, 2021	40.84		40.08	

(2) Non-Consolidated Financial Position

	Total assets		Net assets		Equity ratio		Net assets per share	
	Million yen		Million yen		%		Yen	
As of Sep. 30, 2022	7,585		4,674		60.4		300.22	
As of Sep. 30, 2021	6,201		3,794		60.9		247.53	

Reference: Shareholders' equity As of September 30, 2022: 4,584 million yen
As of September 30, 2021: 3,776 million yen

* The summary of the financial results is not subject to the review by certified public accountants or audit corporations.

* Explanation regarding the appropriate use of the earnings forecast, and other noteworthy items

The forward-looking statements such as result forecasts included in this document are based on the information available to the Company at the time of the announcement and on certain assumptions considered reasonable, and the Company makes no representations as to their achievability. Actual results may differ materially from the forecast, depending on a range of factors.

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1. Summary of Business Results

(1) Overview of Business Results for the Fiscal Year Ended September 30, 2022

Forward-looking statements in the text are based on the judgment of the Group (the Company and its consolidated subsidiaries) as of the date of submission of this document.

(1) Financial Results

During the consolidated fiscal year under review, the Japanese economy has gradually resumed its economic activity due to the progress of vaccination against new coronavirus infection and the effects of various policies. On the other hand, the outlook for domestic and overseas economies remains uncertain due to rising prices caused by social unrest in Russia and Ukraine, and the ongoing depreciation of the yen due to the monetary policies of various countries. In our Group, the Corona Disaster has changed the values of companies and individuals regarding how to work, expanding opportunities for women, seniors, and people with disabilities, who are in the potential labor force, to play active roles, and expanding work options other than working for a company, such as side jobs and dual jobs for company employees. In addition, the implementation of "equal pay for equal work" in April 2020, the extension of employment to age 70 through the amendment of the "Law Concerning Stabilization of Employment of Older Persons" in April 2021, and the establishment of the "Headquarters for Realization of New Capitalism" in the Cabinet in October 2021, will lead to the promotion of side jobs and In October 2021, the Cabinet established the "Headquarters for the Realization of New Capitalism" to study and implement new measures to promote the use of sidelines and dual-employer workers and to protect freelancers, and reforms are underway to promote diverse work styles. In response to these trends, even large companies are beginning to change their traditional employment patterns, with an increasing number of companies allowing their employees to work second or concurrent jobs and introducing a four-day work week. These trends are a tailwind for the Group, with an increase in the number of companies seeking to utilize outside professional human resources (freelancers, side workers, and concurrent workers) and crowd workers who work via the Internet, and an increase in the number of crowd workers who are newly taking on side jobs and concurrent jobs. As of the end of September, the number of registered users reached 5,275,000 (up 580,000 year-on-year) and the number of registered clients 849,000 (up 86,000 year-on-year).

In this environment, the Group has made it a policy to concentrate investment in its core business of matching, and has worked to improve productivity and achieve both growth and profit growth. As a result, in the current consolidated fiscal year, all indicators of GMV (Gross merchandise value), net sales, and gross profit achieved the revised disclosure forecast, and the Group achieved its highest ever operating profit.

In the matching business, corporate needs for engineers, designers, and other specialized personnel remained high, and the matching of specialized personnel (freelancers) using remote work increased. In addition, needs for online administrative assistants are also expanding due to the introduction of telework by companies and the progress of digitization of business operations.

In the SaaS business for business, sales of the man-hour management tool "CrowdLog" are aggressively expanding, and its introduction is progressing, especially among major customers seeking to improve employee productivity.

As a result of the above, our group's business results for the current consolidated fiscal year were net sales of 10,574,552 thousand yen, operating profit of 932,835 thousand yen, ordinary profit of 946,817 thousand yen, and net profit attributable to shareholders of the parent company of 802,873 thousand yen.

Note: Comparative information on the consolidated statements of income is not presented since the Group has been preparing consolidated financial statements since the 11th consolidated fiscal year.

Financial results by segment are as follows:

(i) Matching Business

In the matching business in the current consolidated fiscal year, GMV, net sales, and gross profit were favorable due to the acquisition of new clients through continuous investment in web advertising and the improvement of the retention rate and unit price of existing clients, and record profits were recorded due to continued efforts to improve productivity.

As a result, GMV, which represents the total transaction amount, was 19,213,227 thousand yen, net sales were 10,340,130 thousand yen, gross profit was 4,578,414 thousand yen, and segment profit was 1,182,288 thousand yen.

(ii) SaaS Business

In the SaaS business for business in the current consolidated fiscal year, the Company continued to focus on developing new clients by cultivating large corporate clients and strengthening marketing, as well as on improving unit contract prices through customer success.

As a result, net sales and gross profit totaled 231,553 thousand yen and segment loss amounted to 223,566 thousand yen.

(2) Overview of Financial Position for the Fiscal Year Ended September 30, 2022

(Assets)

Total assets at the end of the current consolidated fiscal year were 7,638,497 thousand yen. Current assets totaled 6,888,762 thousand yen, mainly consisting of cash and deposits of 5,117,461 thousand yen, accounts receivable of 854,276 thousand yen, and accounts receivable-other of 853,530 thousand yen. Noncurrent assets totaled 749,734 thousand yen, mainly consisting of property, plant and equipment of 63,697 thousand yen, intangible assets of 111,116 thousand yen, and investments and other assets of 574,920 thousand yen.

(Liabilities)

Total liabilities at the end of the current consolidated fiscal year amounted to 2,972,256 thousand yen. Current liabilities amounted to 2,921,266 thousand yen, mainly consisting of 937,767 thousand yen in accounts payable-other and 1,184,805 thousand yen in deposits received. Long-term liabilities amounted to 50,990 thousand yen.

(Net assets)

Net assets at the end of the current consolidated fiscal year were 4,666,240 thousand yen. The increase in net assets was due to an increase in retained earnings resulting from the posting of net profit attributable to parent company shareholders.

Note: Since the Company did not prepare consolidated financial statements for the 10th consolidated fiscal year, comparative information regarding the consolidated balance sheets is not presented.

(3) Overview of Cash Flows Position for the Fiscal Year Ended September 30, 2022

Cash and cash equivalents at the end of the current consolidated fiscal year amounted to 5,117,461 thousand yen. The status of each cash flow and their factors during the current consolidated fiscal year are as follows.

(Cash flows from operating activities)

Net cash provided by operating activities was 1,152,360 thousand yen. Major cash flow increasing factors were income before income taxes and minority interests of 930,081 thousand yen, depreciation and amortization of 28,376 thousand yen, equity in earnings of affiliates of 72,968 thousand yen, increase in accounts payable-other of 255,812 thousand yen, increase in deposits received of 64,579 thousand yen, and increase in contract liabilities of 114,305 thousand yen. On the other hand, the main reasons for the decrease were a 119,882 thousand yen increase in notes and accounts receivable-trade and a 134,973 thousand yen increase in accounts receivable-other due to the expansion of transactions associated with business growth.

(Cash Flows from Investing Activities)

Net cash used in investing activities was 262,357 thousand yen. The main cash outflows were 162,059 thousand yen for purchase of investment securities and 81,229 thousand yen for purchase of investments in subsidiaries resulting in change in scope of consolidation.

(Cash flows from financing activities)

Net cash provided by financing activities was 8,343 thousand yen. The main cash inflow was 9,573 thousand yen from issuance of stock acquisition rights.

Note: Since the Group has prepared consolidated financial statements since the 11th consolidated fiscal year, comparative information regarding the consolidated statements of cash flows is not presented.

(4) Future Prospects

While the COVID-19 infection is now continuing, the economic situation still remains uncertain due to soaring resource prices and high commodity prices as a result of uncertainty over the global situation. Under these circumstances, we expect the domestic online human resources matching market to continue to grow, not only because of the structural shortage of human resources, which has prompted companies to utilize freelancers and subcontractors as a new means of securing human resources, but also because of the growing needs of workers who seek flexible work styles.

In the matching business, demand for specialized human resources (freelancers) in the engineer/designer and administrative assistant fields is expected to remain high, and we plan to focus on increasing the number of companies placing orders while continuing to improve the unit price of orders. In addition, the number of registered users of "CrowdLinks," a new business matching service for side hustles, exceeded 70,000, and sales of "CrowdLog," a SaaS business for businesses, doubled for the second year in a row. The launch of new businesses is progressing smoothly, and we will make aggressive investments for further business expansion.

In addition, our group has been working to improve productivity for the three years beginning in the fiscal year September 2020 as the "Three-Year Productivity Improvement Plan". Under this policy, in the fiscal year ending September 30, 2022, we will not only achieve over 30% growth in both net sales and gross profit through aggressive investment, but also achieve record profits through productivity improvement, building a business foundation that will allow us to achieve both growth and profit growth.

In the fiscal year ending September 30, 2023, while leveraging such expertise in productivity improvement, we will aggressively invest in order to achieve our mid- to long-term goal of a gross profit CAGR of +20% or more for the next 10 years. In the first half of the fiscal year ending September 30, 2023, we expect to post a year-on-year decrease in profits (maintaining profitability) in the first half of the year, due to aggressive advertising investments and personnel hiring, while in the second half of the year, we expect to accelerate growth and increase profits by bringing hired personnel into full force, resulting in an increase in both sales and profits for the full year.

As a result of the above, for the fiscal year ending September 30, 2023, the Group expects GMV (Gross merchandise value) of 22,800 million yen (up 17.2% YoY), net sales of 13,000 million yen (up 22.9% YoY), gross profit of 5,900 million yen (up 22.6% YoY), operating profit of 1,000 million yen (up 7.2% YoY), EBITDA (Non-GAAP), after adding back stock compensation expenses, is expect to be 1,200 million yen (+14.5% YoY).

2. Basic Approach to the Selection of Accounting Standards

The Group's policy is to prepare its consolidated financial statements in accordance with Japanese GAAP in order to facilitate periodic comparisons and inter-company comparability of the consolidated financial statements.

3. Consolidated Financial Statements and Main Noted Items

(1) Consolidated Balance Sheet

(Thousand yen)	
Fiscal Year Ended September 30, 2022 (As of Sep. 30, 2022)	
Assets	
Current assets	
Cash and deposits	5,117,461
Accounts receivable - trade	854,276
Accounts receivable - other	853,530
Operational investment securities	35,904
Other	44,629
Allowance for doubtful accounts	(17,039)
Total current assets	6,888,762
Non-current assets	
Property, plant and equipment	
Building	83,985
Accumulated depreciation	(31,782)
Building (net)	52,202
Tools, furniture and fixtures	32,896
Accumulated depreciation	(21,401)
Tools, furniture and fixtures (net)	11,495
Total property, plant and equipment	63,697
Intangible assets	
Goodwill	91,120
Other	19,996
Total intangible assets	111,116
Investments and other assets	
Deferred tax assets	160,353
Other	415,061
Allowance for doubtful accounts	(493)
Total investments and other assets	574,920
Total non-current assets	749,734
Total assets	7,638,497

(Thousand yen)	
Fiscal Year Ended September 30, 2022 (As of Sep. 30, 2022)	
Liabilities	
Current liabilities	
Short-term borrowings	103,036
Accounts payable - other	937,767
Income taxes payable	138,302
Deposits received	1,184,805
Contract liabilities	294,306
Other	263,047
Total current liabilities	2,921,266
Non-current liabilities	
Long-term borrowings	20,240
Other	30,750
Total non-current liabilities	50,990
Total liabilities	2,972,256
Net assets	
Shareholders' equity	
Capital stock	2,697,177
Capital surplus	2,655,177
Retained earnings	(798,301)
Treasury shares	(120)
Total shareholders' equity	4,553,932
Accumulated other comprehensive income	
Valuation difference on available-for-sale securities	22,217
Total accumulated other comprehensive income	22,217
Subscription rights to shares	90,091
Total net assets	4,666,240
Total liabilities and net assets	7,638,497

(2) Consolidated Statements of Income and Comprehensive Income

Consolidated Statement of Income

	(Thousand yen)
	Fiscal Year Ended September 30, 2022 (Oct. 1, 2021 to Sep. 30, 2022)
Net sales	10,574,552
Cost of sales	5,761,715
Gross profit	4,812,836
Selling, general and administrative expenses	3,880,000
Operating profit	932,835
Non-operating income	
Gain from lapsed deposits received	59,581
Foreign exchange gains	27,181
Other	5,997
Total non-operating income	92,760
Non-operating expenses	
Share of loss of entities accounted for using equity method	72,968
Other	5,809
Total non-operating expenses	78,778
Ordinary profit	946,817
Extraordinary losses	
Payment compensation	16,736
Total extraordinary losses	16,736
Profit before income taxes	930,081
Income taxes-current	177,597
Income taxes-deferred	(50,389)
Total income taxes	127,207
Net profit	802,873
Profit attributable to non-controlling interests	-
Profit attributable to owners of parent	802,873

Consolidated Statement of Comprehensive Income

(Thousand yen)

	Fiscal Year Ended September 30, 2022 (Oct. 1, 2021 to Sep. 30, 2022)
Net profit	802,873
Other comprehensive income	
Valuation difference on available-for-sale securities	5,808
Total other comprehensive income	5,808
Comprehensive income	808,682
Comprehensive income attributable to	
Comprehensive income attributable to owners of parent	808,682
Comprehensive income attributable to non-controlling interests	-

(3) Statement of Changes in Equity

Fiscal Year Ended September 30, 2022 (From October 1, 2021 to September 30, 2022)

(Thousand yen)

	Shareholders' equity				
	Capital stock	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	2,691,267	2,649,267	(1,601,174)	(120)	3,739,238
Changes during period					
Issuance of new shares	5,909	5,909			11,819
Profit for the period or loss for the period			802,873		802,873
Net changes in items other than shareholders' equity					
Total changes during period	5,909	5,909	802,873	-	814,693
Balance at end of period	2,697,177	2,655,177	(798,301)	(120)	4,553,932

	Valuation and translation adjustments		Subscription rights to shares	Noncontrolling interests	Total net assets
	Valuation difference on available-for-sale securities	Total accumulated other comprehensive income			
Balance at beginning of period	16,408	16,408	18,459	-	3,774,107
Changes during period					
Issuance of new shares					11,819
Profit for the period or loss for the period					802,873
Net changes in items other than shareholders' equity	5,808	5,808	71,631	-	77,439
Total changes during period	5,808	5,808	71,631	-	892,133
Balance at end of period	22,217	22,217	90,091	-	4,666,240

(4) Statement of Cash Flows

	(Thousand yen)
	Fiscal Year Ended September 30, 2022 (From October 1, 2021 to Sep. 30, 2022)
Cash flows from operating activities	
Profit before income taxes	930,081
Depreciation	28,376
Amortization of goodwill	14,427
Payment compensation	16,736
Share of loss of entities accounted for using equity method	72,968
Decrease (increase) in accounts receivable - trade	(119,882)
Decrease (increase) in accounts receivable - other	(134,973)
Increase (decrease) in allowance for doubtful accounts	(10,316)
Increase (decrease) in accounts payable - other	255,812
Increase (decrease) in deposits received	64,579
Increase (decrease) in contract liabilities	114,305
Other	92,855
Subtotal	1,324,970
Interest and dividends received	34
Interest paid	(870)
Payment amount of compensation	(16,736)
Income taxes paid	(155,037)
Cash flows from operating activities	1,152,360
Cash flows from investing activities	
Purchase of investments in subsidiaries resulting in change in scope of consolidation	(81,229)
Purchases of investment securities	(162,059)
Other	(19,068)
Cash flows from investing activities	(262,357)
Cash flows from financing activities	
Repayments of long-term borrowings	(3,036)
Proceeds from issuance of shares	9,573
Other	1,806
Cash flows from financing activities	8,343
Net increase (decrease) in cash and cash equivalents	898,345
Cash and cash equivalents at beginning of period	4,219,115
Cash and cash equivalents at end of period	5,117,461

(5) Notes on Consolidated Financial Statements

(Notes Regarding Going Concern Assumptions)

Not applicable.

(Change in accounting policy)

Effective from the beginning of the current consolidated fiscal year, the Group has adopted the “Accounting Standard for Revenue Recognition” (ASBJ Statement No. 29, March 31, 2020, hereinafter referred to as the “Revenue Recognition Accounting Standard”), etc., in which revenue is recognized at the amount expected to be received in exchange for the promised goods or services upon the transfer of control of those goods or services to customers.

The adoption of the revenue recognition accounting standard did not have any impact on profit/loss and segment information.

In addition, with respect to the application of the Revenue Recognition Accounting Standard, etc., the transitional treatment set forth in the proviso of Paragraph 84 of the Revenue Recognition Accounting Standard is followed, and the cumulative effect amount of the retroactive application of the new accounting policy prior to the beginning of the current consolidated fiscal year is added to or subtracted from the retained earnings at the beginning of the current consolidated fiscal year, and the new accounting policy is applied from the beginning balance. However, by applying the method set forth in Paragraph 86 of the Revenue Recognition Accounting Standard, the new accounting policy has not been retroactively applied to contracts for which almost all amounts of revenue were recognized in accordance with the previous treatment prior to the beginning of the current consolidated fiscal year. In addition, by applying the method specified in Paragraph 86 additional passage (1) of the Revenue Recognition Accounting Standard, changes in contracts made prior to the beginning of the current consolidated fiscal year are accounted for in accordance with the contract terms after reflecting all changes in contracts, and the cumulative effect amount is added to or subtracted from retained earnings at the beginning of the current consolidated fiscal year.

As a result, there is no impact on profit and loss for the current consolidated fiscal year and the balance of retained earnings at the beginning of the current consolidated fiscal year.

The Group has adopted the “Accounting Standard for Calculation of Market Value” (ASBJ Statement No. 30, July 4, 2019, hereinafter referred to as the “Accounting Standard for Market Value Calculation”), etc. from the beginning of the current consolidated fiscal year, and in accordance with the transitional treatment prescribed in Paragraph 19 of the Accounting Standard for Market Value Calculation and Paragraph 44-2 of the “Accounting Standard for Financial Instruments” (ASBJ Statement No. 10, July 4, 2019), the new accounting policy prescribed in the Accounting Standard for Market Value Calculation, etc. will be applied in the future. There is no impact on the consolidated financial statements.

(Segment information, etc.)

Consolidated financial statements were not prepared for the previous consolidated fiscal year, but consolidated financial statements were prepared for the current consolidated fiscal year. Therefore, no information is presented for the previous consolidated fiscal year.

[segment information]

1. Overview of Reportable Segments

i. Method of determining reportable segments

The Company's reportable segments are components of the Company for which separate financial information is available and which are subject to periodic review by the Board of Directors in order to determine the allocation of management resources and evaluate performance. The Company has two reportable segments: "Matching Business" and "SaaS Business."

ii. Type of services belonging to each reportable segment

The Matching Business operates a service that matches companies and individuals mainly on the Internet. The SaaS for Business segment provides business management tools for companies.

2. Calculation of net sales, profit or loss, assets, liabilities and other items by reportable segment

The accounting method of the reported business segments is in accordance with the accounting policies adopted for the preparation of financial statements. Profits of reportable segments are based on operating profit.

3. Information on net sales, profit or loss, assets, liabilities and other items by reportable segment

Current consolidated fiscal year (October 1, 2021 to September 30, 2022)

(Thousand yen)

	Reportable segments			Other (Note1)	Adjusted amount	Amounts shown on consolidated statement of income
	Matching Business	SaaS Business	Total			
Net sales						
Goods or services to be transferred at one point of time	1,769,209	-	1,769,209	38	-	1,769,247
Goods or services to be transferred over a period of time	8,570,920	231,553	8,802,474	-	-	8,802,474
Revenue from contracts with customers	10,340,130	231,553	10,571,684	38	-	10,571,722
Other revenue	-	-	-	2,829	-	2,829
(1) Sales to external customers	10,340,130	231,553	10,571,684	2,867	-	10,574,552
(2) Internal sales or exchange between segments	-	-	-	-	-	-
Total	10,340,130	231,553	10,571,684	2,867	-	10,574,552
Segment profit (loss)	1,182,288	(223,566)	958,721	(25,886)	-	932,835

Note1: The category of "Other" indicates business segments which are not included in reportable segments, and includes any newly developed business, etc.

Note2: Segment assets are not shown because assets are not allocated to business segments.

4. Information of impairment loss on non-current assets, of goodwill, etc. for each reportable segment

Current consolidated fiscal year (October 1, 2021 to Sep 30, 2022)

(Thousand yen)

	Reportable segments			Other (Note)	Whole company/ Eliminations	Total
	Matching Business	SaaS Business	Total			
Amortization for the current period	14,427	-	14,427	-	-	14,427
The balance at the end of the current period	91,120	-	91,120	-	-	91,120

Note: The category of “Other” indicates business segments which are not included in reportable segments, and includes any newly developed business, etc.

(Significant changes in the amount of goodwill)

In the Matching Business segment, the Company acquired all shares of CODEAL Corporation, making it a wholly owned subsidiary. The amount of increase in goodwill due to this event was 101,244 thousand yen in the current consolidated fiscal year.

(Per Share Information)

	Fiscal Year Ended September 30, 2022 (From October 1, 2021 to September 30, 2022)
Net assets per share	299.66 yen
Net profit per share	52.60 yen
Net profit per share (diluted)	51.74 yen

Note: Basis for calculation of net profit per share and diluted net profit per share is as follows.

	Fiscal Year Ended September 30, 2022 (From October 1, 2021 to September 30, 2022)
Profit per share or loss per share	
Profit attributable to owners of parent (loss) (thousand yen)	802,873
Amount not attributable to common shareholders (thousand yen)	—
Profit attributable to owners of parent on common stock (thousand yen)	802,873
Average number of shares of common stock outstanding during the fiscal year (shares)	15,263,704
Net profit per share (diluted)	
Adjusted amount on profit (thousand yen)	—
(Of which, interest expenses (after deducting the amount equivalent to tax)) (thousand yen)	(—)
Increased number of shares of common stock (shares)	253,392
(Of which, convertible bond-type bonds with subscription rights to shares) (shares)	(—)
(Of which, subscription rights to shares) (shares)	(253,392)
A description of potentially dilutive shares not included in the calculation of diluted profit per share in the absence of dilutive effect	The 12th series of Subscription rights 91,300 shares The 13th series of Subscription rights 49,400 shares The 14th series of Subscription rights 144,000 shares

(Material subsequent events)

Not applicable.