

February 3, 2023

## Consolidated Financial Results for the Nine-Month Period Ended December 31, 2022 (under Japanese GAAP)

Company name: Oricon Inc. Listing: Tokyo Stock Exchange  
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Scheduled date to file Quarterly Securities Report: February 6, 2023  
 Scheduled date to commence payment of dividends: –  
 Preparation of supplementary briefing materials on quarterly financial results: Yes  
 Holding of quarterly financial results briefing: Yes (for institutional investors and securities analysts)

(Amounts less than a million yen are rounded down to the nearest million yen.)

### 1. Consolidated financial results for the nine-month period ended December 31, 2022 (April 1, 2022–December 31, 2022)

#### (1) Results of operations (Percentages are shown as year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Net income attributable to owners of the parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Nine-month period ended December 31, 2022	3,615	9.3	1,334	24.8	1,267	20.0	826	15.4
December 31, 2021	3,306	12.3	1,068	43.0	1,056	44.2	716	8.8

Note: Comprehensive income  
 Nine-month period ended December 31, 2022: 838 million yen (up 18.1%)  
 Nine-month period ended December 31, 2021: 709 million yen (up 10.4%)

	Basic earnings per share	Diluted earnings per share
	Yen	Yen
Nine-month period ended December 31, 2022	61.39	–
December 31, 2021	52.47	–

#### (2) Financial position

	Total assets	Net assets	Equity ratio	Net assets per share
	Million yen	Million yen	%	Yen
As of December 31, 2022	5,004	4,376	87.5	329.22
March 31, 2022	5,009	4,116	82.2	303.25

Reference: Equity (Shareholders' equity + Accumulated other comprehensive income)  
 As of December 31, 2022: 4,376 million yen  
 As of March 31, 2022: 4,116 million yen

#### 2. Dividends

	Annual dividends per share				
	Q1-end	Q2-end	Q3-end	Year-end	Total
	Yen	Yen	Yen	Yen	Yen
Fiscal year ended March 31, 2022	–	0.00	–	23.00	23.00
Fiscal year ending March 31, 2023	–	0.00	–	–	–
Fiscal year ending March 31, 2023 (forecasted)	–	–	–	24.00	24.00

Note: Revisions to the dividends forecast most recently announced: None

### 3. Forecast of consolidated financial results for the fiscal year ending March 31, 2023 (April 1, 2022–March 31, 2023)

(Percentages are shown as year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Net income attributable to owners of the parent		Basic earnings per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
Full year	4,850	7.7	1,650	8.5	1,620	7.5	1,070	5.8	78.83

Note: Revisions to the forecast of consolidated financial results most recently announced: None

**\* Notes**

(1) Significant changes in scope of consolidation (changes in scope of consolidation of specified subsidiaries): None

Newly consolidated: – Excluded from consolidation: –

(2) Application of accounting treatments specific to the preparation of quarterly consolidated financial statements: None

(3) Changes in accounting policies and accounting estimates, and restatements

1) Changes in accounting policies due to revisions in accounting standards, etc.: Yes

2) Changes in accounting policies other than those in 1) above: None

3) Changes in accounting estimates: None

4) Restatements: None

(4) Number of shares issued (ordinary shares)

1) Number of shares issued (including treasury shares):

As of December 31, 2022 15,123,200 shares

As of March 31, 2022 15,123,200 shares

2) Number of treasury shares:

As of December 31, 2022 1,829,678 shares

As of March 31, 2022 1,549,878 shares

3) Average number of shares outstanding during the period:

Nine-month period ended December 31, 2022 13,458,712 shares

Nine-month period ended December 31, 2021 13,649,237 shares

The number of treasury shares as of December 31, 2022 includes 180,000 shares of the Company held by the Board Benefit Trust and Employee Benefit Trust.

\* This interim consolidated financial report is not subject to interim review procedures by certified public accountants or an audit firm.

\* Explanation of appropriate use of earnings forecasts, and other special notes

The forward-looking statements including the earnings forecasts contained in this report are based on information currently available to us and certain assumptions that we believe to be reasonable. Accordingly, please be advised that we do not guarantee the achievement of the forecasts, and the actual results may differ significantly from the forecasts due to a variety of factors.

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**1. Quarterly Consolidated Financial Statements and Major Notes****(1) Quarterly Consolidated Balance Sheet**

	(Thousands of yen)	
	Previous fiscal year (As of March 31, 2022)	Current quarter (As of December 31, 2022)
<b>Assets</b>		
<b>Current assets</b>		
Cash and deposits	3,307,363	2,541,519
Notes and accounts receivable–trade, and contract assets	569,690	622,372
Merchandise and finished goods	5,038	3,782
Work in process	488	488
Other	192,959	578,141
Allowance for doubtful accounts	(826)	(998)
<b>Total current assets</b>	<b>4,074,713</b>	<b>3,745,306</b>
<b>Non-current assets</b>		
<b>Property, plant and equipment</b>		
Buildings and structures, net	20,546	18,838
Tools, furniture and fixtures, net	96,953	77,802
Land	1,973	1,973
<b>Total property, plant and equipment</b>	<b>119,474</b>	<b>98,614</b>
<b>Intangible assets</b>		
Goodwill	19,545	15,454
Software	138,481	118,406
Other	3,209	3,209
<b>Total intangible assets</b>	<b>161,236</b>	<b>137,070</b>
<b>Investments and other assets</b>		
Investment securities	148,135	551,992
Deferred tax assets	59,181	15,678
Other	453,832	465,199
Allowance for investment loss	(4,900)	(4,900)
Allowance for doubtful accounts	(1,920)	(4,956)
<b>Total investments and other assets</b>	<b>654,329</b>	<b>1,023,013</b>
<b>Total non-current assets</b>	<b>935,039</b>	<b>1,258,698</b>
<b>Total assets</b>	<b>5,009,753</b>	<b>5,004,004</b>
<b>Liabilities</b>		
<b>Current liabilities</b>		
Notes and accounts payable–trade	9,985	9,730
Short-term borrowings	100,000	100,000
Income taxes payable	336,737	114,077
Other	446,976	403,730
<b>Total current liabilities</b>	<b>893,699</b>	<b>627,537</b>
<b>Total liabilities</b>	<b>893,699</b>	<b>627,537</b>

	(Thousands of yen)	
	Previous fiscal year (As of March 31, 2022)	Current quarter (As of December 31, 2022)
Net assets		
Shareholders' equity		
Share capital	1,092,450	1,092,450
Capital surplus	–	57,960
Retained earnings	3,816,182	4,330,231
Treasury shares	(832,094)	(1,155,570)
Total shareholders' equity	4,076,538	4,325,070
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	39,515	51,396
Total accumulated other comprehensive income	39,515	51,396
Total net assets	4,116,053	4,376,467
Total liabilities and net assets	5,009,753	5,004,004

**(2) Quarterly Consolidated Statements of Income and Comprehensive Income****Quarterly Consolidated Statement of Income  
For the Nine-month period**

(Thousands of yen)

	Nine-month period ended December 31, 2021	Nine-month period ended December 31, 2022
Net sales	3,306,721	3,615,110
Cost of sales	1,038,013	1,035,848
Gross profit	2,268,708	2,579,261
Selling, general and administrative expenses	1,199,834	1,244,859
Operating profit	1,068,874	1,334,402
Non-operating income		
Interest income	60	5,034
Dividend income	–	1,328
Gain on forfeiture of unclaimed dividends	570	570
Insurance claim income	7,690	–
Dividend income of insurance	701	–
Other	327	510
Total non-operating income	9,350	7,443
Non-operating expenses		
Interest expenses	563	581
Share related expenses	9,524	9,717
Commission expenses	11,571	3,525
Foreign exchange losses	–	45,521
Share of loss of entities accounted for using the equity method	–	14,521
Other	17	332
Total non-operating expenses	21,676	74,198
Ordinary profit	1,056,547	1,267,647
Extraordinary income		
Gain on sale of investment securities	34,057	–
Total extraordinary income	34,057	–
Extraordinary losses		
Loss on retirement of non-current assets	6	9
Total extraordinary losses	6	9
Net income before income taxes	1,090,599	1,267,637
Income taxes–current	352,413	403,142
Income taxes–deferred	21,965	38,259
Total income taxes	374,379	441,402
Net income	716,220	826,235
Net income attributable to owners of the parent	716,220	826,235

**Quarterly Consolidated Statement of Comprehensive Income**  
**For the Nine-month period**

	(Thousands of yen)	
	Nine-month period ended December 31, 2021	Nine-month period ended December 31, 2022
Net income	716,220	826,235
Other comprehensive income		
Valuation difference on available-for-sale securities	(6,554)	11,880
Total other comprehensive income	(6,554)	11,880
Comprehensive income	709,665	838,116
Comprehensive income attributable to		
Owners of the parent	709,665	838,116
Non-controlling interests	-	-

**(3) Notes to Quarterly Consolidated Financial Statements****Segment Information**

## I. For the nine-month period ended December 31, 2021

## 1. Disclosure of net sales and profit (loss) for each reportable segment

(Thousands of yen)

	Reportable segments				Total
	Communication Business	Data Providing Business	Mobile Business	Subtotal	
Net sales					
Sales to external customers	2,466,466	498,380	341,875	3,306,721	3,306,721
Intersegment sales or transfers	63,000	–	–	63,000	63,000
Total	2,529,466	498,380	341,875	3,369,721	3,369,721
Segment profit	1,557,919	179,283	150,526	1,887,729	1,887,729

## 2. Reconciliation of total segment profit of reportable segments with operating profit on the quarterly consolidated statement of income

(Thousands of yen)

Profit	Amount
Total segment profit of reportable segments	1,887,729
Amortization of goodwill	(4,090)
Corporate expenses (Note)	(814,764)
Operating profit on the quarterly consolidated statement of income	1,068,874

Note: Corporate expenses are mainly general and administrative expenses that are not attributable to any reportable segments.

## II. For the nine-month period ended December 31, 2022

## 1. Disclosure of net sales and profit or loss for each reportable segment

(Thousands of yen)

	Reportable segments				Total
	Communication Business	Data Providing Business	Mobile Business	Subtotal	
Net sales					
Sales to external customers	2,822,208	502,341	290,559	3,615,110	3,615,110
Intersegment sales or transfers	63,000	–	–	63,000	63,000
Total	2,885,208	502,341	290,559	3,678,110	3,678,110
Segment profit	1,894,616	179,617	107,520	2,181,753	2,181,753

## 2. Reconciliation of total segment profit of reportable segments with operating profit on the quarterly consolidated statement of income

(Thousands of yen)

Profit	Amount
Total segment profit of reportable segments	2,181,753
Amortization of goodwill	(4,090)
Corporate expenses (Note)	(843,260)
Operating profit on the quarterly consolidated statement of income	1,334,402

Note: Corporate expenses are mainly general and administrative expenses that are not attributable to any reportable segments.



**Revenue Recognition**

Disaggregation of revenue from contracts with customers

For the nine-month period ended December 31, 2021

(Thousands of yen)

	Reportable segments				Total
	Communication Business	Data Providing Business	Mobile Business	Subtotal	
Customer Satisfaction Research	1,306,799	–	–	1,306,799	1,306,799
News & Media	1,159,666	–	–	1,159,666	1,159,666
Data Providing	–	498,380	–	498,380	498,380
Mobile Content Subscription Services	–	–	341,875	341,875	341,875
Revenue from contracts with customers	2,466,466	498,380	341,875	3,306,721	3,306,721
Other revenue	–	–	–	–	–
Sales to external customers	2,466,466	498,380	341,875	3,306,721	3,306,721

For the nine-month period ended December 31, 2022

(Thousands of yen)

	Reportable segments				Total
	Communication Business	Data Providing Business	Mobile Business	Subtotal	
Customer Satisfaction Research	1,548,611	–	–	1,548,611	1,548,611
News & Media	1,273,597	–	–	1,273,597	1,273,597
Data Providing	–	502,341	–	502,341	502,341
Mobile Content Subscription Services	–	–	290,559	290,559	290,559
Revenue from contracts with customers	2,822,208	502,341	290,559	3,615,110	3,615,110
Other revenue	–	–	–	–	–
Sales to external customers	2,822,208	502,341	290,559	3,615,110	3,615,110