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## Consolidated Financial Results for the Fiscal Year Ended March 31, 2023 [Japanese GAAP]



May 12, 2023

Company name: Synchro Food Co., Ltd.  
 Stock exchange listing: Tokyo Stock Exchange  
 Code number: 3963  
 URL: <http://www.synchro-food.co.jp>  
 Representative: Shinichi Fujishiro, President and CEO and Chief of Operating for the Business Department  
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 Phone: +81-3-5768-9522  
 Scheduled date of annual general meeting of shareholders: June 23, 2023  
 Scheduled date of commencing dividend payments: –  
 Scheduled date of filing securities report: June 30, 2023  
 Availability of financial results briefing materials: Available  
 Schedule of financial results briefing session: Scheduled

(Amounts of less than one million yen are rounded down.)

### 1. Consolidated Financial Results for the Fiscal Year Ended March 31, 2023 (April 1, 2022 - March 31, 2023)

#### (1) Consolidated Operating Results (% indicates changes from the previous corresponding period.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
Fiscal year ended	Million yen	%	Million yen	%	Million yen	%	Million yen	%
March 31, 2023	2,930	49.6	876	94.5	877	94.0	628	85.0
March 31, 2022	1,958	64.8	450	–	452	–	339	–

Note: Comprehensive income: Fiscal year ended March 31, 2023: 628 million yen [85.0%]

Fiscal year ended March 31, 2022: 339 million yen [–%]

	Basic earnings per share	Diluted earnings per share	Return on equity	Ratio of ordinary profit to total assets	Ratio of operating profit to net sales
Fiscal year ended	Yen	Yen	%	%	%
March 31, 2023	23.56	–	19.6	22.9	29.9
March 31, 2022	12.77	–	12.6	14.8	23.0

Reference: Equity in earnings of affiliated companies: Fiscal year ended March 31, 2023: – million yen

Fiscal year ended March 31, 2022: – million yen

#### (2) Consolidated Financial Position

	Total assets	Net assets	Equity ratio	Net assets per share
	Million yen	Million yen	%	Yen
As of March 31, 2023	4,274	3,534	82.7	132.39
As of March 31, 2022	3,403	2,871	84.3	107.90

Reference: Equity: As of March 31, 2023: 3,533 million yen

As of March 31, 2022: 2,870 million yen

#### (3) Consolidated 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	Million yen	Million yen	Million yen	Million yen
March 31, 2023	850	(4)	–	3,883
March 31, 2022	744	119	–	3,037

## 2. Dividends

	Annual dividends					Total dividends (annual)	Payout ratio (consolidated)	Ratio of dividends to net assets (consolidated)
	1st quarter-end	2nd quarter-end	3rd quarter-end	Year-end	Total			
	Yen	Yen	Yen	Yen	Yen	Million yen	%	%
Fiscal year ended March 31, 2022	–	0.00	–	0.00	0.00	–	–	–
Fiscal year ended March 31, 2023	–	0.00	–	0.00	0.00	–	–	–
Fiscal year ending March 31, 2024 (Forecast)	–	0.00	–	0.00	0.00		–	

## 3. Consolidated Financial Results Forecast for the Fiscal Year Ending March 31, 2024 (April 1, 2023 - March 31, 2024)

(% indicates changes from the previous corresponding period.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
Full year	3,500	19.4	1,000	14.2	1,000	14.0	700	11.5	26.22

### \* Notes:

- (1) Changes in significant subsidiaries during the period under review: None  
(Changes in specified subsidiaries resulting in changes in scope of consolidation)
- (2) Changes in accounting policies, changes in accounting estimates and retrospective restatement
  - 1) Changes in accounting policies due to the revision of accounting standards: Yes
  - 2) Changes in accounting policies other than 1) above: None
  - 3) Changes in accounting estimates: None
  - 4) Retrospective restatement: None
- (3) Total number of issued and outstanding shares (common shares)
  - 1) Total number of issued and outstanding shares at the end of the period (including treasury shares):

March 31, 2023:	26,893,800 shares
March 31, 2022:	26,893,800 shares
  - 2) Total number of treasury shares at the end of the period:

March 31, 2022:	201,807 shares
March 31, 2023:	292,607 shares
  - 3) Average number of shares during the period:

Fiscal year ended March 31, 2023:	26,664,131 shares
Fiscal year ended March 31, 2022:	26,580,048 shares

**Reference: Summary of Non-consolidated Financial Results****1. Non-consolidated Financial Results for the Fiscal Year Ended March 31, 2023 (April 1, 2022 - March 31, 2023)**

(1) Non-consolidated Operating Results (% indicates changes from the previous corresponding period.)

Year ended	Net sales		Operating profit		Ordinary profit		Profit	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
March 31, 2023	2,771	51.3	839	84.7	841	83.8	603	77.0
March 31, 2022	1,832	70.9	454	—	457	—	341	—

Year ended	Basic earnings per share		Diluted earnings per share	
	Yen		Yen	
March 31, 2023	22.64		—	
March 31, 2022	12.83		—	

(2) Non-consolidated Financial Position

	Total assets		Net assets		Equity ratio		Net assets per share	
	Million yen		Million yen		%		Yen	
As of March 31, 2023	4,211		3,497		83.0		130.99	
As of March 31, 2022	3,369		2,858		84.8		107.41	

Reference: Equity: As of March 31, 2023: 3,496 million yen

As of March 31, 2022: 2,857 million yen

\* These consolidated financial results are outside the scope of audit by certified public accountants or an audit firm.

\* Explanation of the proper use of financial results forecast and other notes

The financial results forecast and other forward-looking statements herein are based on information currently available to the Company and certain assumptions deemed reasonable, and are not intended as the Company's guarantee to achieve them. Actual results may differ significantly due to various factors. For conditions underlying the results forecast and matters of note on the use of the results forecast and other material, please see "1. Overview of Operating Results, etc. (4) Future Outlook" on page 4 of Attachments.

A video of the financial results briefing will be posted on the Company's website on May 15, 2023.

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## 1. Overview of Operating Results, etc.

### (1) Overview of Operating Results for the Fiscal Year under Review

During the fiscal year under review (from April 1, 2022 to March 31, 2023), the Japanese economy showed signs of moderate recovery backed by the balancing of COVID-19 measures and social economic activities. However, the outlook remains unpredictable as careful attention must be paid to the impact of fluctuations in financial and capital markets, among others, in addition to soaring resource prices and rises in commodity prices.

In such a business environment, Synchro Food Co., Ltd. (the “Company”) and its subsidiaries (collectively, the “Group”) embraced its vision of “Spreading happiness generated from various eating and drinking experiences throughout Japan and all over the world,” and promoted its businesses under the two management objectives, “Steady implementation in the first year of the new medium-term management plan” and “Promotion of rebranding.”

As a result of the above, the Group’s financial results for the fiscal year under review were net sales of 2,930,204 thousand yen (up 49.6% year on year), operating profit of 876,299 thousand yen (up 94.5% year on year), ordinary profit of 878,197 thousand yen (up 94.0% year on year), and profit attributable to owners of parent of 628,358 thousand yen (up 85.0% year on year).

Net sales by service category comprises 2,306,351 thousand yen in Service in Stage 3 (operating) (up 61.0% year on year), 428,808 thousand yen (up 22.0% year on year) in Service in Stages 1, 2, 4 (preparation, opening and closing business), and 195,044 thousand yen (up 11.9% year on year) in Other.

Status by segment is as follows. The Group previously had three reportable segments of Media Platform business, M&A Services business, and Other businesses. However, Synchro Career Co., Ltd., which was the main part of the Other businesses, was dissolved as of July 1, 2021 through an absorption-type merger with the Company as the surviving company. Accordingly, the Company has changed the reportable segments to the following two: Media Platform business and M&A Services business. For details, please see 3. Consolidated Financial Statements and Principal Notes (5) Notes to Consolidated Financial Statements (Segment information, etc.).

#### [Media Platform business]

The Media Platform business comprises services offered to restaurant operators through Inshokuten.com as well as services offered to related business operators including real estate agents and food suppliers who offer their services via Inshokuten.com.

As of March 31, 2023, the number of registered Inshokuten.com members was 264,565 (up 12.0% year on year), showing steady growth, helped by a recovery trend in store opening, refurbishment, changes in business format, and other activities continuing from the first half of the fiscal year. In the recruitment advertising services, recruitment accelerated in the restaurant industry, and net sales increased mainly due to continuous improvement of websites, activities to drive the development of new customers and the retention of existing customers. The number of paid users (Note 1), a key performance indicator, also steadily increased to 12,894 (up 16.3% year on year).

In addition, the number of real estate agents, interior furnishing service providers and related business operators who provide services via Inshokuten.com, increased to 4,819 companies (up 3.3% year on year) (Note 2).

As a result of the above, net sales in the Media Platform business were 2,729,044 thousand yen (up 50.4% year on year), and segment profit was 823,860 thousand yen (up 84.5% year on year).

#### [M&A Services business]

This business comprises M&A-related services such as business transfers and share transfers, and support services to facilitate fully-furnished asset transfers, where the business can be transferred without removing the

furnishings of the former restaurant operator.

Continuing from the third quarter, the number of deals concretized remained at a high level in both M&A deals and fully-furnished asset transfers. In M&A services, deals whose timing of transfers had been pushed back from the third quarter were closed, and closings of fully-furnished asset transfers also progressed smoothly.

As a result of the above, net sales in the M&A Services business were 201,159 thousand yen (up 42.0% year on year), and segment profit was 51,599 thousand yen (segment profit of 4,469 thousand yen in the previous fiscal year).

- Notes: 1. The figure represents the number of members using the following paid services as of March 31, 2023: “Inshokuten.com tenpobukensagashi” (a store properties information site); “Kyujin@inshokuten.com” (a recruitment information site); “Inshokuten.com chubobihinkounyu” (a kitchen equipment information site); and “PlaceOrders.”
2. This is the number of operators registered as real estate agents, interior furnishing service providers, and food suppliers as of March 31, 2023.

## (2) Overview of Financial Position for the Fiscal Year under Review

### (Assets)

Current assets at the end of the fiscal year under review increased by 898,708 thousand yen from the end of the previous fiscal year to 4,116,074 thousand yen. The increase was mainly attributable to a rise in cash and deposits (an increase of 845,656 thousand yen from the end of the previous fiscal year) as a result of an increase in sales. Non-current assets decreased by 26,839 thousand yen from the end of the previous fiscal year to 158,813 thousand yen. The decrease was mainly due to a decrease in leasehold and guarantee deposits (a decrease of 43,285 thousand yen from the end of the previous fiscal year). As a result of the above, total assets amounted to 4,274,888 thousand yen (an increase of 871,869 thousand yen from the end of the previous fiscal year).

### (Liabilities)

Current liabilities at the end of the fiscal year under review increased by 199,939 thousand yen from the end of the previous fiscal year to 717,522 thousand yen. The main increasing factor was an increase in contract liabilities (an increase of 57,903 thousand yen from the end of the previous fiscal year). Non-current liabilities increased by 8,346 thousand yen from the end of the previous fiscal year to 22,544 thousand yen. As a result of the above, total liabilities amounted to 740,067 thousand yen (an increase of 208,285 thousand yen from the end of the previous fiscal year).

### (Net assets)

Net assets at the end of the fiscal year under review increased by 663,583 thousand yen from the end of the previous fiscal year to 3,534,820 thousand yen. The increase was mainly attributable to an increase in retained earnings (an increase of 614,140 thousand yen from the end of the previous fiscal year) as a result of reporting profit attributable to owners of parent.

## (3) Overview of Cash Flows for the Fiscal Year under Review

The balance of cash and cash equivalents (“net cash”) at the end of the fiscal year under review were 3,883,507 thousand yen, an increase of 845,655 thousand yen from the end of the previous fiscal year. The status of cash flows at the end of the fiscal year under review and their underlying factors are as follows.

### (Cash flows from operating activities)

Net cash provided by operating activities was 850,374 thousand yen (744,386 thousand yen provided in the previous fiscal year). The increase was mainly attributable to the reporting of profit before income taxes of

874,196 thousand yen.

(Cash flows from investing activities)

Net cash used in investing activities was 4,719 thousand yen (119,742 thousand yen provided in the previous fiscal year). The increase was mainly attributable to proceeds for lease and guarantee deposits of 44,057 thousand yen. The decrease was mainly attributable to purchase of property, plant and equipment of 18,605 thousand yen and purchase of investment securities of 17,399 thousand yen.

(Cash flows from financing activities)

No net cash was provided by or used in financing activities (no net cash provided by or used at the end of the previous fiscal year as well).

#### (4) Future Outlook

As for the future outlook, the Company has announced on May 12, 2023 a revised plan to the new medium-term management plan announced on May 13, 2022, in light of the recent trend in its consolidated financial results.

For the consolidated financial results forecast for the fiscal year ending March 31, 2024, the Company expects net sales of 3,500 million yen, operating profit of 1,000 million yen, ordinary profit of 1,000 million yen, and profit attributable to owners of parent of 700 million yen.

## 2. Basic Policy on Selection of Accounting Standards

The Company intends to adopt Japanese GAAP for the time being, in light of the fact that it operates its businesses in Japan and upon monitoring the trends of peer companies in adopting International Financial Reporting Standards (IFRS).

The Company will appropriately work on the adoption of IFRS, upon considering the circumstances in Japan and overseas.

3. Consolidated Financial Statements and Principal Notes  
(1) Consolidated Balance Sheets

(Thousand yen)

	As of March 31, 2022	As of March 31, 2023
<b>Assets</b>		
Current assets		
Cash and deposits	3,087,912	3,933,568
Accounts receivable - trade	101,617	146,895
Inventories	1,619	–
Prepaid expenses	32,951	38,576
Other	3,090	4,232
Allowance for doubtful accounts	(9,826)	(7,197)
Total current assets	3,217,366	4,116,074
Non-current assets		
Property, plant and equipment		
Buildings, net	40,536	41,244
Tools, furniture and fixtures, net	2,765	5,484
Total property, plant and equipment	43,302	46,729
Intangible assets		
Software	1,439	103
Total intangible assets	1,439	103
Investments and other assets		
Investment securities	–	13,353
Investments in capital	300	300
Leasehold and guarantee deposits	114,611	71,326
Deferred tax assets	22,275	17,280
Other	3,723	9,720
Total investments and other assets	140,910	111,980
Total non-current assets	185,652	158,813
Total assets	3,403,018	4,274,888



(Thousand yen)

	As of March 31, 2022	As of March 31, 2023
<b>Liabilities</b>		
Current liabilities		
Accounts payable - trade	12,734	43,969
Accounts payable - other	41,335	89,104
Accrued expenses	25,625	38,327
Income taxes payable	140,948	192,638
Accrued consumption taxes	82,634	86,934
Contract liabilities	194,467	252,370
Deposits received	10,972	14,151
Asset retirement obligations	8,865	–
Other	–	24
Total current liabilities	517,583	717,522
Non-current liabilities		
Asset retirement obligations	14,198	22,544
Total non-current liabilities	14,198	22,544
Total liabilities	531,781	740,067
<b>Net assets</b>		
Shareholders' equity		
Share capital	510,517	510,517
Capital surplus	498,517	498,517
Retained earnings	2,020,688	2,634,828
Treasury shares	(159,349)	(109,900)
Total shareholders' equity	2,870,374	3,533,962
Share acquisition rights	863	858
Total net assets	2,871,237	3,534,820
Total liabilities and net assets	3,403,018	4,274,888

(2) Consolidated Statements of Income and Comprehensive Income  
Consolidated Statements of Income

(Thousand yen)

	For the fiscal year ended March 31, 2022	For the fiscal year ended March 31, 2023
Net sales	1,958,338	2,930,204
Cost of sales	269,753	387,119
Gross profit	1,688,584	2,543,084
Selling, general and administrative expenses	1,237,929	1,666,784
Operating profit	450,655	876,299
Non-operating income		
Interest income	36	33
Dividend income	6	6
Interest on tax refund	725	–
Subsidy income	900	1,698
Rental income of facilities	450	200
Total non-operating income	2,118	1,938
Non-operating expenses		
Foreign exchange losses	–	40
Total non-operating expenses	–	40
Ordinary profit	452,773	878,197
Extraordinary income		
Gain on reversal of share acquisition rights	1	5
Total extraordinary income	1	5
Extraordinary losses		
Loss on valuation of investment securities	–	4,005
Total extraordinary losses	–	4,005
Profit before income taxes	452,774	874,196
Income taxes - current	127,160	241,070
Income taxes - deferred	(14,077)	4,767
Total income taxes	113,082	245,838
Profit	339,691	628,358
Profit attributable to owners of parent	339,691	628,358

## Consolidated Statements of Comprehensive Income

(Thousand yen)

	For the fiscal year ended March 31, 2022	For the fiscal year ended March 31, 2023
Profit	339,691	628,358
Comprehensive income	339,691	628,358
Comprehensive income attributable to:		
Comprehensive income attributable to owners of parent	339,691	628,358
Comprehensive income attributable to non-controlling interests	–	–

## (3) Consolidated Statements of Changes in Equity

Fiscal year ended March 31, 2022 (from April 1, 2021 to March 31, 2022)

(Thousand yen)

	Shareholders' equity					Share acquisition rights	Total net assets
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity		
Balance at beginning of period	510,517	498,517	1,692,510	(197,214)	2,504,330	864	2,505,194
Changes during period							
Profit attributable to owners of parent			339,691		339,691		339,691
Disposal of treasury shares		(11,513)		37,864	26,351		26,351
Transfer of loss on disposal of treasury shares		11,513	(11,513)		–		–
Net changes in items other than shareholders' equity						(1)	(1)
Total changes during period	–	–	328,178	37,864	366,043	(1)	366,042
Balance at end of period	510,517	498,517	2,020,688	(159,349)	2,870,374	863	2,871,237

Fiscal year ended March 31, 2023 (from April 1, 2022 to March 31, 2023)

(Thousand yen)

	Shareholders' equity					Share acquisition rights	Total net assets
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity		
Balance at beginning of period	510,517	498,517	2,020,688	(159,349)	2,870,374	863	2,871,237
Changes during period							
Profit attributable to owners of parent			628,358		628,358		628,358
Disposal of treasury shares		(14,217)		49,448	35,230		35,230
Transfer of loss on disposal of treasury shares		14,217	(14,217)		–		–
Net changes in items other than shareholders' equity						(5)	(5)
Total changes during period	–	–	614,140	49,448	663,588	(5)	663,583
Balance at end of period	510,517	498,517	2,634,828	(109,900)	3,533,962	858	3,534,820

## (4) Consolidated Statements of Cash Flows

(Thousand yen)

	For the fiscal year ended March 31, 2022	For the fiscal year ended March 31, 2023
<b>Cash flows from operating activities</b>		
Profit before income taxes	452,774	874,196
Depreciation	7,951	23,440
Loss (gain) on valuation of investment securities	–	4,005
Share-based payment expenses	24,165	32,044
Increase (decrease) in allowance for doubtful accounts	(801)	(2,628)
Interest and dividend income	(42)	(39)
Subsidy income	(900)	(1,698)
Interest on tax refund	(725)	–
Foreign exchange losses (gain)	–	40
Decrease (increase) in trade receivables	(35,169)	(45,277)
Decrease (increase) in inventories	(993)	993
Decrease (increase) in prepaid expenses	(8,766)	(2,438)
Decrease (increase) in consumption taxes refund receivable	32,267	–
Increase (decrease) in trade payables	8,025	31,235
Increase (decrease) in contract liabilities	57,157	57,903
Increase (decrease) in accounts payable - other	22,478	48,767
Increase (decrease) in accrued expenses	700	13,329
Increase (decrease) in accrued consumption taxes	82,634	4,300
Other, net	7,504	9,904
Subtotal	648,261	1,048,079
Interest and dividends received	42	39
Subsidies received	900	1,698
Income taxes paid	(6,451)	(199,442)
Income taxes refund and interest on tax refund received	101,633	–
Net cash provided by (used in) operating activities	744,386	850,374
<b>Cash flows from investing activities</b>		
Payments into time deposits	(50,060)	(50,060)
Proceeds from withdrawal of time deposits	170,085	50,061
Purchase of property, plant and equipment	(312)	(18,605)
Payments for asset retirement obligations	–	(12,000)
Purchase of investment securities	–	(17,399)
Proceeds from divestments	20	–
Payments of leasehold and guarantee deposits	–	(771)
Proceeds for lease and guarantee deposits	–	44,057
Other, net	9	–
Net cash provided by (used in) investing activities	119,742	(4,719)
<b>Cash flows from financing activities</b>		
Net cash provided (used in) by financing activities	–	–
Net increase (decrease) in cash and cash equivalents	864,128	845,655
Cash and cash equivalents at beginning of period	2,173,723	3,037,851
Cash and cash equivalents at end of period	3,037,851	3,883,507

(5) Notes to Consolidated Financial Statements

(Notes on going concern assumption)

Not applicable.

(Notes when there are significant changes in amounts of equity)

Not applicable.

(Changes in scope of consolidation or equity method)

During the three months ended June 30, 2022, the Company excluded Nicoshigoto Co., Ltd. from the scope of consolidation due to the completion of liquidation.

(Revenue recognition)

1. Disaggregation of revenue from contracts with customers

Revenue from reportable segments is disaggregated into “Advertising and related services,” “Marketing services,” “Pay-for-performance services” and “Other.”

Revenue by reportable segment, as well as net sales disaggregated by goods or service and by revenue recognition timing for each reportable segment are as follows.

**For the fiscal year ended March 31, 2022**

(Thousand yen)

	Reportable segment			Total
	Media platform	M&A services	Other	
Net sales by goods or service				
Advertising and related services (Note 1)	1,490,490	—	—	1,490,490
Marketing services (Note 2)	91,564	—	—	91,564
Pay-for-performance services (Note 3)	24,097	141,614	2,418	168,129
Other (Note 4)	208,035	—	117	208,153
Revenue from contracts with customers	1,814,188	141,614	2,535	1,958,338
Revenue recognition timing				
Goods or service transferred at a point in time	574,712	141,614	2,535	718,862
Services transferred over time	1,239,475	—	—	1,239,475
Revenue from contracts with customers	1,814,188	141,614	2,535	1,958,338

- Notes:
1. Advertising and related services primarily generate revenue from posting of recruitment ads and store property information, and services that enhance the effects of ads posted.
  2. Marketing services primarily generate revenue from Internet surveys on restaurants, and the distribution of e-mail newsletters to members of Inshokuten.com.
  3. Pay-for-performance services mainly comprise revenue from matching services in Inshokuten.com, revenue from opening fees in the food truck sharing and matching business and M&A Services business in subsidiaries.
  4. Other mainly comprises revenue from e-mail newsletter delivery services to job seekers, and monthly subscription services.

**For the fiscal year ended March 31, 2023**

(Thousand yen)

	Reportable segment		Total
	Media platform	M&A services	
Net sales by goods or service			
Advertising and related services (Note 1)	2,198,240	—	2,198,240
Marketing services (Note 2)	70,366	—	70,366
Pay-for-performance services (Note 3)	101,895	201,159	303,055
Other (Note 4)	358,542	—	358,542
Revenue from contracts with customers	2,729,044	201,159	2,930,204
Revenue recognition timing			
Goods or service transferred at a point in time	1,026,222	201,159	1,227,382
Services transferred over time	1,702,822	—	1,702,822
Revenue from contracts with customers	2,729,044	201,159	2,930,204

- Notes:
1. Advertising and related services primarily generate revenue from posting of recruitment ads and store property information, and services that enhance the effects of ads posted.
  2. Marketing services primarily generate revenue from Internet surveys on restaurants, and the distribution of e-mail newsletters to members of Inshokuten.com.
  3. Pay-for-performance services mainly comprise revenue from matching services in Inshokuten.com, revenue from opening fees in the food truck sharing and matching business and M&A Services business in subsidiaries.
  4. Other mainly comprises revenue from e-mail newsletter delivery services to job seekers, and monthly subscription services.

(Segment information, etc.)

(Segment information)

[Segment information]

1. Overview of reportable segments

(1) Method for determining reportable segments

The Group's reportable segments are components of the Group for which discrete financial information is available and are subject to regular review by the Board of Directors to determine allocation of management resources and assess its performance.

The Group has consolidated its businesses into two segments that operate in similar markets, have similar types of customers, and services, namely, the Media Platform business and M&A Services business segments.

(2) Types of products and services belonging to each reportable segment

The Media Platform business focuses on such services as posting of recruitment ads and store property information, provision of Internet surveys and matching for business outsourcing.

The M&A Services business focuses on M&A-related services such as business transfers and share transfers, and support services to facilitate fully-furnished asset transfers, where the business can be transferred without removing the furnishings of the former restaurant operator.

(3) Matters related to changes in reportable segments

The Group had three reportable segments of Media Platform business, M&A Services business, and Other businesses. However, Synchro Career Co., Ltd., which was the main part of the Other businesses, was dissolved as of July 1, 2021 through an absorption-type merger with the Company as the surviving company. Accordingly, the Company has changed the reportable segments to the following two: Media Platform business and M&A Services business.

Segment information for the previous fiscal year was prepared using the categories before the change.

2. Calculation of net sales and profit or loss by reportable segment

Accounting methods used for reportable segments are the same as the accounting policies that are adopted for the preparation of consolidated financial statements.

Segment profit (loss) is based on operating profit (loss). Inter-segment sales or transfers are based on arm's length transaction prices.

**I For the fiscal year ended March 31, 2022**

3. Information on net sales and profit or loss by reportable segment

(Thousand yen)

	Reportable segment				Adjustment (Note 1)	Amount recorded in the consolidated statements of income (Note 2)
	Media platform	M&A services	Other	Total		
Net sales						
Net sales to external customers	1,814,188	141,614	2,535	1,958,338	–	1,958,338
Inter-segment sales or transfers	2	–	–	2	(2)	–
Total	1,814,191	141,614	2,535	1,958,340	(2)	1,958,338
Segment profit (loss)	446,574	4,469	(2,064)	448,979	1,675	450,655
Other items						
Depreciation (Note 3)	5,834	414	51	6,299	–	6,299

- Notes:
1. Adjustment for segment profit or loss refers to the elimination of inter-segment transactions.
  2. The total amount of segment profit or loss is adjusted with operating profit in the consolidated statements of income.
  3. Assets are not specifically allocated to reportable segments, but depreciation is allocated.



## II For the fiscal year ended March 31, 2023

(Thousand yen)

	Reportable segment			Adjustment (Note 1)	Amount recorded in the consolidated statements of income (Note 2)
	Media platform	M&A services	Total		
Net sales					
Net sales to external customers	2,729,044	201,159	2,930,204	–	2,930,204
Inter-segment sales or transfers	–	–	–	–	–
Total	2,729,044	201,159	2,930,204	–	2,930,204
Segment profit	823,860	51,599	875,459	840	876,299
Other items					
Depreciation (Note 3)	23,079	360	23,440	–	23,440

- Notes:
1. Adjustment for segment profit refers to the elimination of inter-segment transactions.
  2. The total amount of segment profit is adjusted with operating profit in the consolidated statements of income.
  3. Assets are not specifically allocated to reportable segments, but depreciation is allocated.

[Related information]

### For the fiscal year ended March 31, 2022

#### 1. Information by product and service

Information is omitted, as the same information is presented in “Segment information.”

#### 2. Information by region

##### (1) Net sales

There is no applicable information, as there are no net sales to external customers outside Japan.

##### (2) Property, plant and equipment

There is no applicable information, as there are no property, plant and equipment located outside Japan.

#### 3. Information by major customer

Information is not presented, as no external customer accounts for 10% or more of net sales in the consolidated statements of income.

### For the fiscal year ended March 31, 2023

#### 1. Information by product and service

Information is omitted, as the same information is presented in “Segment information.”

#### 2. Information by region

##### (1) Net sales

There is no applicable information, as there are no net sales to external customers outside Japan.

##### (2) Property, plant and equipment

There is no applicable information, as there are no property, plant and equipment located outside Japan.

#### 3. Information by major customer

Information is not presented, as no external customer accounts for 10% or more of net sales in the consolidated statements of income.

[Information on impairment losses on non-current assets by reportable segment]

**For the fiscal year ended March 31, 2022**

Not applicable.

**For the fiscal year ended March 31, 2023**

Not applicable.

[Information on amortization and unamortized balance of goodwill by reportable segment]

**For the fiscal year ended March 31, 2022**

Not applicable.

**For the fiscal year ended March 31, 2023**

Not applicable.

[Information on gain on bargain purchase by reportable segment]

**For the fiscal year ended March 31, 2022**

Not applicable.

**For the fiscal year ended March 31, 2023**

Not Applicable.

(Per share information)

	For the fiscal year ended March 31, 2022	For the fiscal year ended March 31, 2023
Net assets per share	¥107.90	¥132.39
Basic earnings per share	¥12.77	¥23.56

- Notes: 1. Diluted earnings per share for the fiscal year ended March 31, 2022 and for the fiscal year ended March 31, 2023 are not stated because there are no potential shares.  
2. The basis of calculation for basic earnings per share is as follows.

Item	For the fiscal year ended March 31, 2022	For the fiscal year ended March 31, 2023
Basic earnings per share (Yen)		
Profit attributable to owners of parent (Thousand yen)	339,691	628,358
Amount not attributable to common shareholders (Thousand yen)	—	—
Profit attributable to owners of parent relating to common shareholders (Thousand yen)	339,691	628,358
Average number of common shares during the period (Shares)	26,580,048	26,664,131

(Subsequent events)

(Business acquisition)

The Company resolved at a meeting of the Board of Directors held on April 17, 2023 to acquire the interior furnishing matching business of SHELFY Co., Ltd., and concluded a business transfer agreement.

(1) Name of the counterparty company and the business to be acquired

Name of the counterparty company: SHELFY Co., Ltd.

Name of the business: Interior furnishing matching business

(2) Purpose of the business acquisition

The Company has operated “TENPODESIGN.COM” in the area of interior furnishing matching service since March 2005. While its clients are mainly sole proprietors and small corporations, a majority of those for “Naisokenchiku.com” consists of large corporate clients. In terms of deal size as well, in “TENPODESIGN.COM,” most of the deals are worth less than 10 million yen, while in “Naisokenchiku.com,” deals of 10 million yen or higher account for roughly half of the deals. Customer bases of these two platforms do not very much overlap, with types of deals distinctly segmented. Therefore, if the Company operates both of these platforms, sales expansion through mutual customer referral and greater efficiency in deal acquisition are projected across the entire platform.

(3) Items of assets and liabilities to be acquired and amount thereof

Assets and liabilities of the business subject to acquisition are undisclosed as a result of discussions with the counterparty.

(4) Price of the business acquisition

The settlement will be in cash.

The acquisition price is undisclosed as a result of discussions with the counterparty.

(5) Date of business acquisition

April 20, 2023