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## Consolidated Financial Results for the Third Quarter of the Fiscal Year Ending June 30, 2023 [ Under Japanese GAAP ]



May 15, 2023

Company name: Cross Marketing Group Inc.  
 Stock exchange listing: Tokyo Stock Exchange  
 Code number: 3675  
 URL: <https://www.cm-group.co.jp>  
 Representative: Miki Igarashi, President & CEO  
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Scheduled date of filing marketable securities reports: May 15, 2023  
 Availability of supplementary briefing material on financial results: Available  
 Schedule of financial results briefing session: Available

(Amounts less than one million yen are rounded to the nearest million yen)

### 1. Consolidated Financial Results for the Nine Months Ended March 31, 2023 (July 1, 2022 to March 31, 2023)

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

	Net sales		Operating income		Ordinary income		Net income attributable to owners of parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Nine Months ended								
March 31, 2023	19,651	3.0	2,172	(20.5)	2,094	(22.0)	1,251	(30.8)
March 31, 2022	19,078	—	2,732	—	2,683	—	1,809	—

	Basic earnings per share	Diluted earnings per share
Nine Months Ended	Yen	Yen
March 31, 2023	63.19	62.65
March 31, 2022	91.81	90.91

(Note) Comprehensive income: Nine Months Ended March 31, 2023: ¥1,260 million [-36.2%]  
 Comprehensive income: Nine Months Ended March 31, 2022: ¥1,975 million [-%]

### (2) Consolidated Financial Position

	Total assets	Net assets	Equity ratio
As of	Million yen	Million yen	%
March 31, 2023	14,093	6,696	46.9
June 30, 2022	13,133	6,136	43.9

(Reference) Equity: As of March 31, 2023: ¥6,605 million  
 As of June 30, 2022: ¥5,764 million

## 2. Dividends

	Annual dividends				
	1st quarter-end	2nd quarter-end	3rd quarter-end	Year-end	Total
Fiscal year ended June 30, 2022	Yen —	Yen 4.30	Yen —	Yen 5.30	Yen 9.60
Fiscal year ended June 30, 2023	—	6.00			
Fiscal year ending June 30, 2023 (Forecast)			—	6.00	12.00

(Note): Revision to the most recently announced of dividends: No

## 3. Consolidated Financial Results Forecast for the Fiscal Year Ending June 30, 2023 (July 1, 2022 to June 30, 2023)

	Net sales		Operating income		Ordinary income		Net income attributable to owners of parent		Basic earnings per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
Full year	25,000	0.4	2,000	(20.7)	1,900	(23.9)	1,150	(26.3)	57.59

(Note) Revision to the consolidated financial results forecast announced most recently: Yes

### \* Notes:

- (1) Changes in significant subsidiaries during the third quarter of the fiscal year ending June 30, 2023 (changes in specified subsidiaries resulting in changes in scope of consolidation): No
- (2) Accounting policies adopted specially for the preparation of quarterly consolidated financial statements: Yes
- (3) 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: No
  - 3) Changes in accounting estimates: No
  - 4) Retrospective restatement: No
- (4) Total number of issued shares (common shares)
  - 1) Total number of issued shares at the end of the period (including treasury shares):
    - March 31, 2023: 19,970,464 shares
    - June 30, 2022: 19,970,464 shares
  - 2) Total number of treasury shares at the end of the period:
    - March 31, 2023: 177,755 shares
    - June 30, 2022: 178,355 shares
  - 3) Average number of shares during the period:
    - Nine months ended March 31, 2023: 19,794,939 shares
    - Nine months ended March 31, 2022: 19,698,411 shares

### \* Presentation regarding the auditing status of the fiscal year review procedures

These fiscal year financial results are outside the scope of fiscal year review procedures under the Financial Instruments and Exchange Act.

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

The earnings forecasts and other forward-looking statements herein are based on data currently available to Cross Marketing Group Inc. (CMG) and its reasonable assumption. Actual results may differ significantly from these forecasts due to various factors.