

Note: This document has been translated from a part of the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

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



August 21, 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
 Contact: Koji Onozuka, Director & CFO
 Phone: +81-3-6859-2259

Scheduled date of holding regular meeting of shareholders: September 28, 2023
 Scheduled date of commencing dividend payments: September 30, 2023
 Scheduled date of filing marketable securities reports: September 28, 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 fiscal year Ended June 30, 2023 (July 1, 2022 to June 30, 2023)

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

Fiscal Year ended	Net sales		Operating income		Ordinary income		Net income attributable to owners of parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
June, 2023	25,094	0.8	1,951	(22.6)	1,880	(24.8)	1,007	(35.4)
June, 2022	24,899	—	2,522	—	2,498	—	1,559	—

(Note) Comprehensive income: Year Ended June 30, 2023: ¥1,109 million [-37.0%]

Comprehensive income: Year Ended June 30, 2022: ¥1,760 million [—%]

Fiscal Year Ended	Basic earnings per share	Diluted earnings per share	Ratio of profit to new worth	Ratio of ordinary income to total assets	Ratio of operating profit to net sales
	Yen	Yen	%	%	%
June 30, 2023	51.00	50.57	17.1	13.7	7.8
June 30, 2022	79.07	78.29	31.9	20.1	10.1

(Reference) Equity in earnings of affiliates: Fiscal Year Ended June 30, 2023: ¥ 28 million

Fiscal Year Ended June 30, 2022: ¥ (21) million

(2) Consolidated Financial Position

	Total assets	Net assets	Equity ratio	Net assets per Share
As of	Million yen	Million yen	%	Yen
June 30, 2023	14,308	6,089	42.0	312.99
June 30, 2022	13,133	6,136	43.9	291.24

(Reference) Equity: As of June 30, 2023: ¥6,002 million

As of June 30, 2022: ¥5,764 million

(3) Consolidated Cash Flow Position

	Cash flow by sales activity	Cash flow by investment activity	Cash flow by financing activity	Cash and cash equivalents end balance
Fiscal Year Ended	Million yen	Million yen	Million yen	Million yen
June 30, 2023	1,796	(902)	27	6,478
June 30, 2022	1,951	(900)	(777)	5,504

2. Dividends

	Annual dividends					Dividends total amount	Payout ratio (Consolidated)	Net dividends ratio (Consolidated)
	1st quarter-end	2nd quarter-end	3rd quarter-end	Year-end	Total			
Fiscal Year Ended	Yen	Yen	Yen	Yen	Yen	Million yen	%	%
June 30, 2022	—	4.30	—	5.30	9.60	190	12.1	3.9
June 30, 2023	—	6.00	—	6.00	12.00	234	23.5	4.0
Fiscal year ending June 30, 2024 (Forecast)	—	6.50		6.50	13.00		—	

3. Consolidated Financial Results Forecast for the Fiscal Year Ending June 30, 2024 (July 1, 2023 to June 30, 2024)

	Net sales		Operating income		Ordinary income		Net income attributable to owners of parent		Basic earnings per share
Full year	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
	30,000	19.5	3,000	53.8	2,900	54.3	1,800	78.7	90.13

* Notes:

- (1) Changes in significant subsidiaries during the year ended June 30, 2023 (changes in specified subsidiaries resulting in changes in scope of consolidation): No
Newly included: - (Company name: -) Excluded: - (Company name: -)
- (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: No
 - 3) Changes in accounting estimates: No
 - 4) Retrospective restatement: No
- (3) Total number of issued shares (common shares)
 - 1) Total number of issued shares at the end of the period (including treasury shares):
June 30, 2023: 19,970,464 shares
June 30, 2022: 19,970,464 shares
 - 2) Total number of treasury shares at the end of the period:
June 30, 2023: 792,498 shares
June 30, 2022: 178,355 shares
 - 3) Average number of shares during the period:
June 30, 2023: 19,746,824 shares
June 30, 2022: 19,722,715 shares

(Reference) Summary of Individual Financial Results

Individual Financial Results for the fiscal year ended June 30, 2023 (July 1, 2022 to June 30, 2023)

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

Fiscal Year ended	Net sales		Operating income		Ordinary income		Net income	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
June 30, 2023	2,858	6.4	623	5.3	646	9.9	380	24.9
June 30, 2022	2,687	-	591	-	588	-	304	-

Fiscal Year Ended	Basic earnings per share	Diluted earnings per share
	Yen	Yen
June 30, 2023	19.23	19.07
June 30, 2022	15.42	15.26

(2) Individual Financial Position

	Total assets	Net assets	Equity ratio	Net assets per Share
	Million yen	Million yen	%	yen
As of June 30, 2023	7,211	3,151	43.7	164.21
As of June 30, 2022	6,223	3,424	55.0	172.94

(Reference) Equity: As of June 30, 2023: ¥3,149 million

As of June 30, 2022: ¥3,423 million

* 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.