

Summary of Consolidated Financial Results for the Six Months Ended September 30, 2023 (J-GAAP)

October 31, 2023

Listed Company Name: IR Japan Holdings, Ltd.
 Securities Code: 6035
 Listing: Tokyo Stock Exchange URL: <https://www.irjapan.jp/>
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 President and Chief Executive Officer
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 Scheduled Date to Submit Quarterly Securities Report: November 10, 2023
 Scheduled Date to Start Dividend Payment: December 1, 2023
 Preparation of Results Briefing Materials: Yes
 Holding of Financial Results Briefing: Yes (for institutional investors and analysts)

(Amounts of less than one million yen have been truncated)

1. Consolidated Financial Results for the Six Months Ended September 30, 2023

(from April 1, 2023 to September 30, 2023)

(1) Consolidated Operating Results

(Percentages indicate year-on-year changes)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Six months ended September 30, 2023	3,067	-0.4	835	69.7	835	68.4	557	60.1
Six months ended September 30, 2022	3,080	-27.2	492	-72.3	496	-72.1	348	-71.8

Note: Comprehensive income Six months ended September 30, 2023: 566 million yen (62.9%)
 Six months ended September 30, 2022: 347 million yen (-71.8%)

	Profit per share—basic	Profit per share—diluted
	Yen	Yen
Six months ended September 30, 2023	31.39	—
Six months ended September 30, 2022	19.61	—

(2) Consolidated Financial Position

	Total assets	Net assets	Equity ratio
	Millions of yen	Millions of yen	%
As of September 30, 2023	7,142	5,438	76.1
As of March 31, 2023	7,362	6,079	82.6

Reference: Shareholders' equity As of September 30, 2023: 5,438 million yen
 As of March 31, 2023: 6,079 million yen

2. Dividends

	Full-year dividend				
	First quarter-end	Second quarter-end	Third quarter-end	Year-end	Total
	Yen	Yen	Yen	Yen	Yen
Fiscal year ended March 31, 2023	—	45.00	—	68.00	113.00
Fiscal year ending March 31, 2024	—	15.00			
Fiscal year ending March 31, 2024 (Forecast)			—	—	—

Note: Revision of dividends forecast since last announcement: None

3. Consolidated Results Forecast for the Fiscal Year Ending March 31, 2024

(from April 1, 2023 to March 31, 2024)

The Company has not announced its consolidated results forecast for the fiscal year ending March 31, 2024 since it is difficult to reasonably calculate its results forecast at this time. We will promptly disclose the consolidated results forecast as soon as it becomes possible to calculate it.

Note: Revision of consolidated results forecast since last announcement: None

Notes:

- (1) Changes in significant subsidiaries during the period
(changes in specified subsidiaries resulting in changes in the scope of consolidation): None
Newly included: — Excluded: —
- (2) Application of special accounting treatments in preparing quarterly consolidated financial statements: Yes
Note: For details, please refer to “2. Consolidated Financial Statements and Primary Notes (4) Notes Relating to the Consolidated Financial Statements” on page 14.
- (3) Change in accounting policies, accounting estimates, and retrospective restatements
 - 1) Change in accounting policies in accordance with revision of accounting standards: None
 - 2) Change in accounting policies other than item 1) above: None
 - 3) Change in accounting estimates: None
 - 4) Retrospective restatements: None
- (4) Number of shares issued (common stock)
 - 1) Number of shares issued at the end of the period (including treasury shares)

As of September 30, 2023	17,839,710 shares
As of March 31, 2023	17,839,710 shares
 - 2) Number of treasury shares at the end of the period

As of September 30, 2023	76,325 shares
As of March 31, 2023	76,283 shares
 - 3) Average number of shares during the period

April – September 2023	17,763,420 shares
April – September 2022	17,763,427 shares

The quarterly review procedure by a certified public accountant or an auditing firm does not apply to this Summary of Consolidated Financial Results.

Explanation regarding appropriate use of results forecast and additional notes

Forward-looking statements, including the results forecast, contained in this document are based on information available to the Company and on certain assumptions deemed to be reasonable as of the date of release of this document. Actual business results may differ substantially due to a number of factors. For conditions prerequisite to the results forecast, and the points to be noted in the use thereof, please refer to “1. Qualitative Information on Financial Results for the Six Months Ended September 30, 2023 (4) Forward-looking Statements Including Consolidated Results Forecast” on page 8.

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Note: The Company held a briefing for investors (online meeting), as indicated below. Materials distributed at this briefing are set to be posted on the Company's website immediately after the briefing.

Financial results briefing for institutional investors and analysts: Tuesday, October 31, 2023

1. Qualitative Information on Financial Results for the Six Months Ended September 30, 2023

(1) Operating Results

1) General overview

(Millions of yen)

	Six months ended September 30, 2023 (April to September 2023)			Six months ended September 30, 2022 (April to September 2022)	
	Amount	Change	Percentage change (YoY)	Amount	Percentage change (YoY)
Net sales	3,067	-13	-0.4	3,080	-27.2
Operating profit	835	342	69.7	492	-72.3
Ordinary profit	835	339	68.4	496	-72.1
Profit attributable to owners of parent	557	209	60.1	348	-71.8
(Reference) EBITDA	994	350	54.3	644	-66.0

Note: EBITDA = Ordinary profit + Interest expenses + Depreciation

On June 7, 2023, a former executive of the Company was charged by the Tokyo District Public Prosecutors Office on the charged facts of violating the Financial Instruments and Exchange Act (insider trading regulations). On October 5, 2023, he received a conviction and was sentenced to imprisonment of one year and six months with a suspension of execution of the sentence for three years. We find the entire situation deeply regrettable, and we sincerely apologize to our clients, shareholders, and other stakeholders for any inconvenience and concerns it caused. The Group will strive to restore trust from its stakeholders by continuously and steadily implementing measures to prevent a recurrence and by making efforts to strengthen compliance.

During the six months ended September 30, 2023 (from April 1, 2023 to September 30, 2023), net sales decreased 0.4% year on year, to ¥3,067 million. Profits increased significantly, as operating profit increased 69.7% year on year, to ¥835 million, ordinary profit increased 68.4% year on year, to ¥835 million and profit attributable to owners of parent increased 60.1% year on year, to ¥557 million due not only to an increase of large-scale projects but to a reduction in expenses for dealing with the Investigation Committee, among others incurred for the same period of the previous fiscal year. EBITDA increased 54.3% year on year, to ¥994 million.

During the six months ended September 30, 2023, ownership battles and the stable securing of voting rights in listed companies became the focus of attention, due to the increasing number of activists targeting listed companies entering the market and shareholder proposals being actively submitted by activists. In addition, the ground is being prepared for intensified activity in corporate restructuring and business reorganization, with the Ministry of Economy, Trade and Industry formulating “Guidelines for Corporate Takeovers,” and strategic buyers (operating companies) showing movement toward corporate acquisitions.

Regarding contingency response projects*¹ related to responses to activists, ownership battles and responses to M&As, among others, we are continuing to receive contracts for projects that are centered on activist response PA/FA projects. While corporate restructuring and business reorganization are expected to intensify, there has also been a rise in capital risk, and we have received a growing number of contracts for PA services*² and FA services*³ centering on ownership battles. The contract amount per project is increasing as contingency response projects are becoming more sophisticated and complex. As a result, the contract amount of contingency response projects increased.

Regarding ordinary response projects*⁴ such as shareholder identification surveys, despite certain existing clients canceling their contracts, we are continuing to receive contracts for comprehensive equity consulting services based on the strong relationship of trust that our clients have shown toward the Group’s services, and we have resumed activities to offer proposals for equity consulting services. However, the number of new and additional project contracts decreased due to factors such as the impact of our not being able to proactively offer proposals for equity consulting services by the end of the previous fiscal year.

In Japan’s capital markets, while global institutional funds are returning to Japanese equities in response to the notice issued by the Tokyo Stock Exchange requesting companies with PBR below 1 time to improve, activities by activist funds are increasingly intensified. With shareholder proposals being approved and takeover bids being implemented by operating companies without prior consent, Japan has finally entered an era of major restructuring, and there is an increasing pressure on the management control of listed companies.

As shown in the Group’s key concept, the “Power of Equity®*⁵,” while capital risks are increasing that significantly affect the survival and control of listed companies in Japan, such as corporate restructuring

and business reorganization under external pressure from “shareholders,” we will maintain our position as the only independent equity consulting and financial advisory group that essentially offers proxy advisory services and does not take the activist side. We will collect information on global capital market trends through our offices in Tokyo and New York, and leverage both our consulting services related to shareholder voting rights and our M&A advisory services related to management control, while supporting the sustainable growth of listed companies in Japan.

*1 Contingency response projects: Deals to handle PA and FA services in contingency phases such as responses to activists, ownership battles, responses to M&As, etc.

*2 PA services: Proxy Advisory services (Proxy fight services, in which the Company boasts an overwhelmingly successful track record)

*3 FA services: Financial Advisory services (Responses to activists, hostile TOBs, advanced MBOs, and M&As, to which Japan’s largest and most cutting-edge group of experts is deployed)

*4 Ordinary response projects: Equity consulting services in normal times related to shareholder identification surveys, voting rights analysis, corporate defense, corporate value enhancement, etc.

*5 Power of Equity®: “Power of Equity” is a registered trademark of our subsidiary, IR Japan, Inc. (No. 6196294).

2) Net sales by type of service

The Group is engaged in the consulting business specializing in IR/SR activities, which constitutes a single business segment. An overview of net sales by service type is as follows.

Overview of net sales by service type

(Millions of yen)

Service	Six months ended September 30, 2023 (April to September 2023)			Six months ended September 30, 2022 (April to September 2022)	
	Net sales	Percentage of net sales	Percentage change (YoY)	Net sales	Percentage change (YoY)
IR/SR Consulting	2,883	94.0	1.9	2,829	-27.5
Disclosure Consulting	134	4.4	-25.1	178	-27.0
Databases and Other	49	1.6	-31.0	72	-10.7
Total	3,067	100.0	-0.4	3,080	-27.2

(a) Breakdown of large-scale projects (amounting to ¥50 million or more) and normal projects (amounting to less than ¥50 million) during the six months ended September 30, 2023

	Large-scale projects (¥50 million or more)		Normal projects (less than ¥50 million)
	Number	Amount (Millions of yen)	Amount (Millions of yen)
Six months ended September 30, 2023	10	1,022	2,044
Six months ended September 30, 2022	6	414	2,665
Change	4	607	-620

(b) Types and sales amount of large-scale projects (amounting to ¥50 million or more) for the six months ended September 30, 2023

(Millions of yen)

Types of project	Six months ended September 30, 2023	Six months ended September 30, 2022	Change
PA/FA for ownership battles	236	68	168
PA/FA for activist responses	493	266	227
Company-side FA (M&As, etc.)	292	80	212
Large-scale SR/PA	—	—	—
Total	1,022	414	607

The sales amount of large-scale projects (amounting to ¥50 million or more) for the period under review increased 146.5% year on year, to ¥1,022 million. This was due to contracts for projects that are centered

on PA/FA projects for dealing with activists. The sales amount of normal projects (amounting to less than ¥50 million) declined 23.3% year on year, to ¥2,044 million. This was because projects for dealing with activists became larger and certain existing clients canceled their contracts.

(c) Breakdown of contingency response projects and ordinary response projects for the six months ended September 30, 2023

(Millions of yen)

	Contingency response projects	Ordinary response projects
Six months ended September 30, 2023	1,392	1,674
Six months ended September 30, 2022	974	2,105
Change	417	-431

The sales amount of contingency response projects related to responses to activists, ownership battles and responses to M&As for the period under review increased 42.9% year on year, to ¥1,392 million. Regarding contingency response projects related to responses to activists, ownership battles and responses to M&As, we are continuing to receive contracts for projects that are centered on activist response PA/FA projects. While corporate restructuring and business reorganization are expected to intensify, there has also been a rise in capital risk, and we have received a growing number of contracts for PA services and FA services centering on ownership battles. The contract amount per project is increasing as contingency response projects are becoming more sophisticated and complex. As a result, the contract amount of contingency response projects increased.

The sales amount of ordinary response projects such as shareholder identification surveys for the period under review decreased 20.5% year on year, to ¥1,674 million. Despite certain existing clients canceling their contracts, we are continuing to receive contracts for comprehensive equity consulting services based on the strong relationship of trust that our clients have shown toward the Group's services, and we have resumed activities to offer proposals for equity consulting services. However, the number of new and additional project contracts decreased due to factors such as the impact of our not being able to proactively offer proposals for equity consulting services by the end of the previous fiscal year.

In the stock transfer agency business, as of September 30, 2023, entrustments with 65 companies have been completed, and the number of shareholders under administration reached 407,952 (compared with entrustments concluded with 68 companies and 411,033 shareholders under administration in the same period of the previous fiscal year). We will continue to provide stock transfer agency services that meet the needs of the times by strengthening cooperation with SMBC Trust Bank Ltd. regarding stock transfer agency business and developing innovative services that set us apart from conventional stock transfer agencies.

IR/SR Consulting

IR/SR Consulting is the Group's core lineup of services. These include SR advisory (shareholder identification surveys, proxy voting simulation, corporate governance improvement, evaluation of the effectiveness of boards of directors, capital policies including shareholder returns, etc.), proxy advisory (PA: comprehensive strategy planning and execution of proxy fights, convocation of and responses to extraordinary general meeting of shareholders, collection and tabulation of proxies, etc.), financial advisory (FA: responses to hostile TOBs, treasury shares TOBs, acceptance simulation of TOBs, comprehensive strategy planning and execution of M&As and MBO, etc.), and the stock transfer agency business.

During the period under review, net sales from IR/SR Consulting increased 1.9% year on year, to ¥2,883 million.

Disclosure Consulting

Disclosure Consulting consists of IR tool consulting services (support for the planning and creation of various disclosure documents required for IR activities, including annual reports, integrated reports and shareholder newsletters) and legal documentation services (the creation of a variety of disclosure documents in English and the translation of such documents from Japanese to English in connection with business reorganization and M&As).

Sales from Disclosure Consulting for the period under review decreased 25.1% from the same period of the previous fiscal year, to ¥134 million.

Databases and Other

Databases and Other provides web-based IR support services via Stock Watch, which provides information on shareholdings revealed through reports on the possession of large volume and publicly offered domestic and overseas investment trusts, IR-Pro, which is a comprehensive support system for corporate IR activities, and the Analyst Network, which allows listed companies to accept reservations for IR explanatory meetings and manage attendee information in a single step. IR Japan also operates the *Kabunushi-Hiroba*, a survey system for individual investors.

Sales from Databases and Other for the period under review decreased 31.0% from the same period of the previous fiscal year, to ¥49 million.

(2) Financial Position

1) Assets

Total assets of the Group as of September 30, 2023 decreased ¥219 million from the end of the previous fiscal year, to ¥7,142 million, due primarily to an increase in cash and deposits of ¥564 million and a decrease in other (current assets) of ¥612 million.

2) Liabilities

Total liabilities of the Group as of September 30, 2023 increased ¥421 million from the end of the previous fiscal year, to ¥1,704 million, due primarily to an increase in contract liabilities of ¥368 million.

3) Net assets

Net assets of the Group as of September 30, 2023 decreased ¥641 million from the end of the previous fiscal year, to ¥5,438 million, due primarily to an increase in retained earnings of ¥557 million from profit attributable to owners of parent and a decrease in retained earnings of ¥1,207 million as a result of payment of dividends.

(3) Overview of Cash Flows

Cash and cash equivalents of the Group as of September 30, 2023 increased ¥564 million from the end of the previous fiscal year, to ¥4,607 million. Cash flows during the period under review are as follows.

Cash flows from operating activities

Net cash provided by operating activities was ¥1,917 million (¥834 million in the same period of the previous fiscal year).

Major sources were profit before income taxes of ¥835 million posted, an increase in contract liabilities of ¥368 million, income taxes refund of ¥444 million, and income taxes paid of ¥315 million.

Cash flows from investing activities

Net cash used in investing activities was ¥143 million (¥188 million in the same period of the previous fiscal year).

Major source of cash outflow was purchase of intangible assets of ¥138 million.

Cash flows from financing activities

Net cash used in financing activities was ¥1,209 million (¥1,207 million in the same period of the previous fiscal year).

Major source of cash outflow was cash dividends paid of ¥1,208 million.

(4) Forward-looking Statements Including Consolidated Results Forecast

1) Forecast for consolidated operating results for the fiscal year ending March 31, 2024

Regarding the consolidated results forecast for the fiscal year ending March 31, 2024, due to the nature of the Group's business, the percentage of large-scale projects in our consolidated net sales has increased, and the Group has determined that it is difficult to reasonably calculate its results forecast at this time, and decided not to disclose a forecast.

We will promptly disclose the consolidated results forecast for the full year as soon as it becomes possible to calculate it.

2) Basic policy concerning the distribution of profits and dividend distributions for the fiscal year ending March 31, 2024

The Company makes it a basic policy to distribute profits to its shareholders in line with its business results, while maintaining its financial strength by securing sufficient internal reserves to carry out sound business operations. The Company's Articles of Incorporation stipulate that a decision on the distribution of surplus and other matters as specified in each item of Paragraph 1, Article 459, of the Companies Act can be made by a resolution of the Board of Directors, unless otherwise specified by laws and regulations, while a decision on year-end dividends is to be made at the General Meeting of Shareholders. The Company's Articles of Incorporation also stipulate that an interim dividend can be provided with the date of record being September 30 of each year.

For the fiscal year ending March 31, 2024, on the basis of performance trends for the six months ended September 30, 2023 and our policy of targeting a consolidated dividend payout ratio of approximately 50%, the Company has resolved to pay ¥15 per share as an interim dividend.

Due to difficulties in estimating the consolidated results forecast for the full year at this stage, the year-end dividend has not yet been determined. However, dividends for the fiscal year ending March 31, 2024 will be determined with a target consolidated dividend payout ratio of approximately 50%, while comprehensively taking into account the dividend sources of IR Japan Holdings, Ltd. as well as the necessity of maintaining the stable equity ratio of IR Japan, Inc. (hereinafter, "IRJ"), the Company's subsidiary, as IRJ is a Type I Financial Instruments Business Operator.

	Fiscal year ended March 31, 2023	Fiscal year ending March 31, 2024 (Forecast)
Dividend per share	113 yen	NYD
Interim dividend	45 yen	15 yen
Year-end dividend	68 yen	NYD
Dividend payout ratio	298.7%	NYD

2. Consolidated Financial Statements and Primary Notes

(1) Consolidated Balance Sheets

(Thousands of yen)

	As of March 31, 2023	As of September 30, 2023
Assets		
Current assets		
Cash and deposits	4,077,354	4,642,054
Notes and accounts receivable—trade, and contract assets	621,689	446,047
Work in process	7,133	3,097
Other	860,080	247,870
Total current assets	5,566,258	5,339,070
Non-current assets		
Property, plant and equipment	350,581	322,434
Intangible assets		
Software	723,310	731,828
Other	65,059	75,665
Total intangible assets	788,370	807,493
Investments and other assets		
Other	728,425	745,163
Allowance for doubtful accounts	(71,280)	(71,280)
Total investments and other assets	657,145	673,883
Total non-current assets	1,796,097	1,803,811
Total assets	7,362,355	7,142,881
Liabilities		
Current liabilities		
Accounts payable—trade	39,348	35,334
Short-term borrowings	200,000	200,000
Accounts payable—other	161,559	171,726
Income taxes payable	292,481	297,066
Contract liabilities	43,584	412,038
Provision for bonuses	130,606	118,800
Provision for customer measure costs	171,430	171,430
Other	182,780	233,508
Total current liabilities	1,221,791	1,639,904
Non-current liabilities		
Long-term accounts payable—other	45,863	45,863
Retirement benefit liability	15,140	18,917
Total non-current liabilities	61,004	64,781
Total liabilities	1,282,795	1,704,686

(Thousands of yen)

	As of March 31, 2023	As of September 30, 2023
Net assets		
Shareholders' equity		
Share capital	865,298	865,298
Capital surplus	553,406	553,406
Retained earnings	5,068,418	4,418,185
Treasury shares	(410,004)	(410,101)
Total shareholders' equity	6,077,119	5,426,789
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	2,441	11,405
Total accumulated other comprehensive income	2,441	11,405
Total net assets	6,079,560	5,438,195
Total liabilities and net assets	7,362,355	7,142,881

(2) Consolidated Statements of Income and Comprehensive Income
Consolidated Statement of Income
For the Six Months Ended September 30, 2023

	(Thousands of yen)	
	Six Months of FY2022 (from April 1, 2022 to September 30, 2022)	Six Months of FY2023 (from April 1, 2023 to September 30, 2023)
Net sales	3,080,443	3,067,262
Cost of sales	535,708	561,308
Gross profit	2,544,735	2,505,953
Selling, general and administrative expenses	2,052,391	1,670,679
Operating profit	492,344	835,274
Non-operating income		
Interest income	12	11
Dividend income	282	292
Gain on forfeiture of unclaimed dividends	—	313
Compensation for damage received	5,279	—
Interest on tax refund	668	2,721
Other	1,247	477
Total non-operating income	7,489	3,815
Non-operating expenses		
Interest expenses	534	540
Loss on sale of notes receivable—trade	193	19
Foreign exchange losses	1,813	1,653
Loss on investments in investment partnerships	1,071	1,092
Total non-operating expenses	3,612	3,306
Ordinary profit	496,220	835,783
Profit before income taxes	496,220	835,783
Total income taxes	147,835	278,103
Profit	348,385	557,679
Profit attributable to non-controlling interests	—	—
Profit attributable to owners of parent	348,385	557,679

Consolidated Statement of Comprehensive Income
For the Six Months Ended September 30, 2023

	(Thousands of yen)	
	Six Months of FY2022 (from April 1, 2022 to September 30, 2022)	Six Months of FY2023 (from April 1, 2023 to September 30, 2023)
Profit	348,385	557,679
Other comprehensive income		
Valuation difference on available-for-sale securities	(488)	8,964
Total other comprehensive income	(488)	8,964
Comprehensive income	347,897	566,644
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	347,897	566,644
Comprehensive income attributable to non-controlling interests	—	—

(3) Consolidated Statement of Cash Flows

(Thousands of yen)

	Six Months of FY2022 (from April 1, 2022 to September 30, 2022)	Six Months of FY2023 (from April 1, 2023 to September 30, 2023)
Cash flows from operating activities		
Profit before income taxes	496,220	835,783
Depreciation	148,112	158,580
Share-based remuneration expenses	3,000	—
Loss (gain) on investments in investment partnerships	1,071	1,092
Increase (decrease) in provision for bonuses	(20,011)	(11,806)
Increase (decrease) in retirement benefit liability	3,367	3,777
Foreign exchange losses (gains)	(512)	338
Interest income	(12)	(11)
Dividend income	(282)	(292)
Interest expenses	534	540
Decrease (increase) in trade receivables and contract assets	657,445	175,641
Increase (decrease) in trade payables	(39,075)	(4,013)
Increase (decrease) in contract liabilities	123,038	368,454
Increase (decrease) in accounts payable—other	86,495	4,611
Other, net	(62,319)	265,832
Subtotal	1,397,075	1,798,528
Interest and dividends received	294	303
Interest paid	(534)	(543)
Payments into deposit money	—	(10,000)
Income taxes paid	(612,900)	(315,465)
Income taxes refund	51,029	444,809
Net cash provided by (used in) operating activities	834,964	1,917,632
Cash flows from investing activities		
Purchase of property, plant and equipment	(19,144)	(5,410)
Purchase of intangible assets	(168,986)	(138,113)
Net cash provided by (used in) investing activities	(188,130)	(143,524)
Cash flows from financing activities		
Dividends paid	(1,207,801)	(1,208,974)
Purchase of treasury shares	—	(96)
Net cash provided by (used in) financing activities	(1,207,801)	(1,209,070)
Effect of exchange rate change on cash and cash equivalents	512	(338)
Net increase (decrease) in cash and cash equivalents	(560,454)	564,699
Cash and cash equivalents at beginning of period	5,767,794	4,042,354
Cash and cash equivalents at end of period	5,207,339	4,607,054

(4) Notes Relating to the Consolidated Financial Statements

Notes Relating to the Going Concern Assumption

None applicable

Notes Regarding Significant Changes in the Amount of Shareholders' Equity

None applicable

Application of Special Accounting Treatments in Preparing Consolidated Financial Statements

Regarding tax expenses, the Company reasonably estimates an effective tax rate after applying tax effect accounting to profit before income taxes for the fiscal year in which the second quarter of the fiscal year ending March 31, 2024 is included, and calculates tax expenses by multiplying quarterly profit before income taxes by the estimated effective tax rate.

Segment Information and Others

This is not applicable as the Group engages in consulting business specializing in IR/SR activities, which constitutes a single business segment.