

## Summary of Consolidated Financial Results for the Six Months Ended December 31, 2023 (Japanese GAAP)

February 7, 2024

Company name: INTAGE HOLDINGS Inc.      Stock listing: Tokyo Stock Exchange  
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 Planned filing of quarterly report: February 7, 2024  
 Planned start of dividend payments: –  
 Preparation of supplementary explanations of quarterly financial results: Yes  
 Quarterly financial results presentation held: Yes (for institutional investors and analysts)

(Amounts are rounded off to nearest million yen.)

### 1. Consolidated Financial Results for the Six Months Ended December 31, 2023 (July 1, 2023 to December 31, 2023)

#### (1) Consolidated Operating Results (Cumulative) (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 December 31, 2023	30,739	2.6	1,530	-22.6	1,640	-25.9	1,015	-38.5
Six months ended December 31, 2022	29,960	2.8	1,976	-24.6	2,213	-18.1	1,651	-16.6

(Note) Comprehensive income: Six months ended December 31, 2023: ¥1,244 million (-28.0%)  
 Six months ended December 31, 2022: ¥1,727 million (8.6%)

	Profit per share	Profit per share after dilution
	Yen	Yen
Six months ended December 31, 2023	26.65	–
Six months ended December 31, 2022	42.56	–

(Note) For the purpose of calculating profit per share, the number of shares of the Company held in trust for directors' compensation was included in the number of treasury shares, which was to be deducted from the calculation of the average number of shares during the period.

#### (2) Consolidated Financial Position

	Total assets	Net assets	Equity ratio
	Millions of yen	Millions of yen	%
As of December 31, 2023	45,657	30,699	66.7
As of June 30, 2023	44,391	31,004	69.3

(Reference) Total shareholders' equity: As of December 31, 2023: ¥30,468 million  
 As of June 30, 2023: ¥30,769 million

### 2. Dividends

	Dividend per share				
	1Q-end	2Q-end	3Q-end	Year-end	Total
	Yen	Yen	Yen	Yen	Yen
Year ended June 30, 2023	–	0.00	–	42.00	42.00
Year ending June 30, 2024	–	0.00	–	–	–
Year ending June 30, 2024 (Forecast)	–	–	–	43.00	43.00

(Note) Revisions to the most recently disclosed dividend forecasts: None

3. Consolidated Earnings Forecasts for the Fiscal Year Ending June 30, 2024 (July 1, 2023, to June 30, 2024)  
(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Profit per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	64,500	5.1	4,000	5.7	4,300	5.6	3,000	-14.4	78.80

(Note) Revisions to the most recently disclosed earnings forecasts: None

\* Notes

(1) Changes in significant subsidiaries during the period: None  
(Changes in specified subsidiaries resulting in change in scope of consolidation)  
New: - companies (Company name)  
Excluded: - companies (Company name)

(2) Application of accounting treatment specific to the preparation of quarterly consolidated financial statements: Yes

(3) Changes in accounting policies, changes in accounting estimates and restatement of prior period financial statements

- 1) Changes in accounting policies due to revisions to accounting standards and other regulations: None  
2) Changes in accounting policies due to other reasons: None  
3) Changes in accounting estimates: None  
4) Restatement of prior period financial statements: None

(4) Number of shares issued and outstanding (common shares)

1) Number of shares issued at the end of the period (including treasury shares)	Six months ended December 31, 2023	40,426,000	Year ended June 30, 2023	40,426,000
2) Number of treasury shares at the end of the period	Six months ended December 31, 2023	2,296,587	Year ended June 30, 2023	2,352,785
3) Average number of shares during the period (cumulative from the beginning of the fiscal year)	Six months ended December 31, 2023	38,088,778	Six months ended December 31, 2022	38,795,697

\* This quarterly financial results report is outside the scope of quarterly review procedures by certified public accountants or auditing firms.

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

The forward-looking statements made in this document, including the earnings forecasts, are based on information currently available to the Company and on certain assumptions deemed to be reasonable by the Company. Actual performance and other results may differ materially owing to various factors. For the suppositions that form the assumptions for earnings forecasts and cautions concerning the use thereof, please refer to section "(3) Explanation of Forward-looking Information, Including Consolidated Earnings Forecasts" of "1. Qualitative Information Regarding the Consolidated Results for the Six Months under Review" on page 4 of the attached material.

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## 1. Qualitative Information Regarding the Consolidated Results for the Six Months under Review

### (1) Explanation of Operating Results

During the six months under review (July 1, 2023 to December 31, 2023), the Japanese economy is expected to maintain a modest recovery, partly due to various government policies while the employment and income environment improved. However, the environment surrounding customers remains uncertain due to downside risks to the global economy such as the impact of global monetary tightening and concerns over China's economic outlook. Meanwhile, the economies of the Asian region where the Group operates are showing signs of recovery, although the situation varies from country to country.

The Group formulated its 14th Medium-term Management Plan (three-year plan), under which the current fiscal year ending June 30, 2024 is the first fiscal year. The Group's basic policy under this plan is "Towards New Portfolio as a Data + Technology Company-Creation of New Value." We aim to realize a convenient and enriched society by seeing the declining population and aging society, and the development of a digital society as opportunities and eliminating social losses, and we will go beyond providing marketing intelligence (MI) and business intelligence (BI) as standalone functions and create new value as a Data + Technology company that provides services combining MI and BI.

In the Marketing Support (Consumer Goods & Services) segment, we aim to achieve profitability in Japan by making progress towards establishing the CX marketing platform, revamping SCI, and expanding sales of next-generation research by Research and Innovation Co., Ltd., in addition to growing existing businesses and expanding domains through new businesses.

Overseas, we aim to strengthen our marketing and sales structure through collaboration with Global Future Lab (\*1) and to further establish a business foundation.

In the Marketing Support (Healthcare) segment, we will add healthcare consumer awareness and behavior data to factual data obtained through real-world data, etc. to increase understanding of consumers, for the realization of healthcare decision-making partners. We will also develop human resources with high levels of expertise (professionals) to provide solutions that will help solve the issues faced by customers. At the same time, we will also continue strengthening our sales structure.

In the Business Intelligence segment, we are leveraging the data analysis skills and understanding of user business we have developed to date to create value from data, for the realization of DX partners that will continue to choose us 10 years from now. Furthermore, we will support customers' business transformation by further developing our current data utilization solutions to establish and provide solutions shared across industries.

In addition, the Group announced a capital and business alliance with NTT DOCOMO, INC. (hereinafter "DOCOMO") as part of its medium- to long-term growth strategies, and the tender offer for the Company's common shares by DOCOMO was finalized in October 2023. To deepen collaboration between the two companies while emphasizing management autonomy and independence, the Group has become a consolidated subsidiary of DOCOMO while maintaining its listing. Based on the capital and business alliance, the Group will work to maximize the value of data through its data handling capabilities, including data collection, aggregation, analysis, and visualization by leveraging DOCOMO's customer base of approximately 97 million (\*2) and its extensive store of behavioral data. In addition, by exerting the synergies of combining the data held by both companies and their valorization, the Group anticipates significant future growth and will contribute to solving social issues.

Although the Group as a whole is lower than planned due to the impact of budget tightening by some customers, the mainstay panel surveys remain firm, and the research business of consumer goods manufacturers and healthcare shows a recovery trend. Meanwhile, personnel and other expenses increased in association with organizational reinforcement in anticipation of expanded operations in the core businesses and increased investment aiming to expand domains, while expenses were generated with the capital and business alliance with DOCOMO, and these will have an impact on the business performance of the Group. However, the Group is moving forward with the aim of strengthening its capital policy based on its stable financial base, creating business through collaboration among Group companies, implementing measures to increase non-financial capital including human capital and strengthening sustainability, as in the past.

The results by business segment are described below.

#### 1) Marketing Support (Consumer Goods & Services)

In the Marketing Support (Consumer Goods & Services) segment, sales increased but profit decreased; consolidated net sales of the segment amounted to ¥19,242 million (up 0.0% from the same period of the previous year), with an operating profit of ¥75 million (down 88.1%)

Panel surveys, the core business of the segment, performed well. Meanwhile, although custom research remained on par with the level a year ago, its progress was lower than planned due to the impact of the tightening of marketing budgets by certain customers. Under such conditions, the custom research business stepped up efforts to find new customers and reactivate inactive customers, and orders and inquiries from customers are on the path to recovery. The field of communication was at a level lower than the previous year.

In overseas business, sales were strong in Thailand but weak at dataSpring Inc. and in Singapore. Going forward, we aim to steadily win projects in each country and promote collaboration between business sites, with the aim of achieving our full-year targets.

Investment activities were carried out as planned towards establishing the CX Marketing Platform and revamping SCI.

Profit decreased, chiefly reflecting poorer net sales than forecast, and a rise in investment expenses.

## 2) Marketing Support (Healthcare)

In the Marketing Support (Healthcare) segment, sales increased but profit decreased; consolidated net sales of the segment amounted to ¥7,482 million (up 2.5% from the same period of the previous year), with an operating profit of ¥1,098 million (down 1.6%)

In this segment, custom research, the mainstay of INTAGE Healthcare Inc., has been on a recovery trend and remained the same as the previous year. The results of the CRO (contract research organization) business are below the level a year earlier due to the absence of large projects.

KYOWA KIKAKU Ltd. saw net sales rise after gaining a new drug launch project and a large project and continued working to improve the gross profit margin.

Profit decreased owing to the impact of smaller sales of CRO.

## 3) Business Intelligence

In the Business Intelligence segment, both sales and profit increased; consolidated net sales of the segment amounted to ¥4,014 million (up 17.4% from the same period of the previous year), with an operating profit of ¥355 million (up 61.6%).

At INTAGE TECHNOSPHERE Inc., as the COVID-19 pandemic drew to an end, the order backlogs for SI projects steadily accumulated, particularly for the travel industry, exceeding the level of a year earlier. Sales were also solid in the DX support area and the health information area.

Buildsystem Co., Ltd. and NSK Co., Ltd. also achieved higher sales than in the same period of the previous fiscal year.

Profit rose due to sales growth.

\*1 Global Future Lab: organization involved in marketing and the development of new services for overseas business expansion

\*2 As of September 2023

## (2) Explanation of Financial Position

### (Assets)

Current assets increased ¥1,273 million from the end of the previous fiscal year to ¥27,686 million. This increase was mainly due to a rise in notes and accounts receivable - trade, and contract assets by ¥2,308 million and an increase in work in process by ¥341 million, while cash and deposits decreased by ¥1,483 million.

Non-current assets contracted ¥6 million from the end of the previous fiscal year to ¥17,971 million. This decrease was mostly because investment securities, tangible leased assets and goodwill declined by ¥130 million, ¥83 million and ¥60 million, respectively, while other in investments and other assets increased by ¥378 million.

As a result, total assets increased by ¥1,266 million to ¥45,657 million.

### (Liabilities)

Current liabilities increased ¥1,925 million from the end of the previous fiscal year to ¥13,727 million. This was mainly due to an increase of ¥1,975 million in short-term borrowings, despite a decrease of ¥47 million in provision for bonuses.

Non-current liabilities decreased by ¥353 million from the end of the previous fiscal year to ¥1,230 million. This decrease was mostly because retirement benefit liability, long-term borrowings and lease liabilities declined by ¥221 million, ¥73 million and ¥52 million, respectively.

As a result, total liabilities increased by ¥1,571 million to ¥14,957 million.

### (Net assets)

Total net assets decreased by ¥304 million from the end of the previous fiscal year to ¥30,699 million. This was mainly due to a decrease of ¥600 million in retained earnings, despite an increase of ¥250 million in foreign currency translation adjustments.

### (Analysis of Cash Flows)

Cash and cash equivalents as of December 31, 2023, totaled ¥11,002 million, a decrease of ¥1,534 million from the end of the previous consolidated fiscal year, as a result of the following activities.

#### (Cash flows from operating activities)

Net cash used in operating activities amounted to ¥1,626 million, as cash outflows including an increase in trade receivables, an increase in inventories, and income taxes paid exceeded cash inflows such as profit before income taxes.

#### (Cash flows from investing activities)

Net cash used in investing activities amounted to ¥300 million, as cash outflows including the purchase of property, plant and equipment, the purchase of intangible assets and the purchase of investment securities exceeded cash inflows such as proceeds from the sale of investment securities.

#### (Cash flows from financing activities)

Net cash provided by financing activities was ¥139 million, as cash inflows such as proceeds from short-term borrowings exceeded cash outflows, including the repayments of short-term borrowings and dividends paid.

## (3) Explanation of Forward-looking Information, Including Consolidated Earnings Forecasts

There is no change to the interim and full-year consolidated earnings forecasts for the year ending June 30, 2024, announced in “Summary of Consolidated Financial Results for the Fiscal Year Ended June 30, 2023 (Japanese GAAP)” dated August 7, 2023.

\* Earnings forecasts are made based on information available at the time of publication of this material. Actual results may differ significantly from the forecasts owing to various factors.

## 2. Consolidated Financial Statements and Notes Thereto

### (1) Consolidated Balance Sheet

	Previous consolidated fiscal year (As of June 30, 2023)	Second quarter under review (As of December 31, 2023)
(Thousands of yen)		
<b>Assets</b>		
Current assets		
Cash and deposits	12,620,553	11,136,934
Notes and accounts receivable - trade, and contract assets	9,437,602	11,745,610
Merchandise	15,422	20,517
Work in process	2,186,425	2,527,659
Supplies	146,511	135,309
Other	2,010,226	2,124,225
Allowance for doubtful accounts	-3,877	-4,098
<b>Total current assets</b>	<b>26,412,864</b>	<b>27,686,157</b>
Non-current assets		
Property, plant and equipment		
Net buildings and structures	1,171,150	1,150,115
Net equipment and fixtures	274,841	280,136
Land	1,998,156	1,998,156
Net leased assets	479,871	396,489
<b>Total property, plant and equipment</b>	<b>3,924,020</b>	<b>3,824,898</b>
Intangible assets		
Goodwill	832,688	772,055
Other	3,054,218	2,912,058
<b>Total intangible assets</b>	<b>3,886,907</b>	<b>3,684,114</b>
Investments and other assets		
Investment securities	5,846,269	5,715,909
Deferred tax assets	2,505,024	2,521,438
Retirement benefit assets	101,306	124,375
Other	2,027,233	2,405,870
Allowance for doubtful accounts	-312,467	-304,804
<b>Total investments and other assets</b>	<b>10,167,365</b>	<b>10,462,788</b>
<b>Total non-current assets</b>	<b>17,978,294</b>	<b>17,971,801</b>
<b>Total assets</b>	<b>44,391,158</b>	<b>45,657,959</b>

(Thousands of yen)

	Previous consolidated fiscal year (As of June 30, 2023)	Second quarter under review (As of December 31, 2023)
<b>Liabilities</b>		
Current liabilities		
Accounts payable – trade	2,973,730	3,017,561
Short-term borrowings	224,840	2,200,000
Lease liabilities	215,361	179,095
Income taxes payable	560,187	687,772
Provision for bonuses	2,138,925	2,091,167
Provision for point card certificates	2,287,583	2,255,337
Other	3,401,164	3,296,227
Total current liabilities	11,801,793	13,727,162
Non-current liabilities		
Long-term borrowings	173,410	100,000
Lease liabilities	321,346	268,386
Provision for share awards	173,215	149,788
Retirement benefit liability	755,043	533,871
Asset retirement obligations	103,966	104,505
Other	57,512	74,262
Total non-current liabilities	1,584,494	1,230,813
Total liabilities	13,386,287	14,957,976
Net assets		
Shareholders' equity		
Share capital	2,378,706	2,378,706
Capital surplus	1,789,401	1,796,219
Retained earnings	30,075,545	29,474,780
Treasury shares	-3,461,377	-3,381,147
Total shareholders' equity	30,782,275	30,268,559
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	113,749	40,572
Foreign currency translation adjustment	657,900	908,398
Remeasurements of defined benefit plans	-784,122	-748,769
Total accumulated other comprehensive income	-12,472	200,202
Non-controlling interests	235,067	231,221
Total net assets	31,004,871	30,699,983
Total liabilities and net assets	44,391,158	45,657,959



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

Consolidated Statements of Income

For the six months ended December

	(Thousands of yen)	
	For the six months ended December 2022 (July 1, 2022 to December 31, 2022)	For the six months ended December 2023 (July 1, 2023 to December 31, 2023)
Net sales	29,960,103	30,739,244
Cost of sales	19,431,044	20,044,168
Gross profit	10,529,058	10,695,075
Selling, general and administrative expenses	8,552,550	9,164,843
Operating profit	1,976,507	1,530,232
Non-operating income		
Interest income	4,404	11,454
Dividend income	7,739	8,518
Share of profit of entities accounted for using equity method	57,388	29,735
Gain on investments in investment partnerships	199,213	43,973
Other	41,052	66,047
Total non-operating income	309,798	159,729
Non-operating expenses		
Interest expenses	10,326	9,969
Commission for purchase of treasury shares	50,854	-
Foreign exchange gains	387	26,965
Other	11,640	12,956
Total non-operating expenses	73,209	49,891
Ordinary profit	2,213,096	1,640,071
Extraordinary income		
Gain on sale of investment securities	146,414	-
Total extraordinary income	146,414	-
Extraordinary losses		
Loss on valuation of investment securities	-	55,729
Total extraordinary losses	-	55,729
Profit before income taxes	2,359,510	1,584,341
Income taxes	811,609	562,791
Profit	1,547,900	1,021,550
Profit (loss) attributable to non-controlling interests	-103,397	6,384
Profit attributable to owners of parent	1,651,297	1,015,165

Consolidated Statements of Comprehensive Income

For the six months ended December

(Thousands of yen)

	For the six months ended December 2022 (July 1, 2022 to December 31, 2022)	For the six months ended December 2023 (July 1, 2023 to December 31, 2023)
Profit	1,547,900	1,021,550
Other comprehensive income		
Valuation difference on available-for-sale securities	-282,529	-73,861
Foreign currency translation adjustment	405,944	261,136
Remeasurements of defined benefit plans, net of tax	56,225	35,352
Total of other comprehensive income	179,640	222,628
Comprehensive income	1,727,541	1,244,178
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	1,805,426	1,227,840
Comprehensive income attributable to non-controlling interests	-77,884	16,337

(3) Consolidated Statements of Cash Flows

	(Thousands of yen)	
	For the six months ended December 2022 (July 1, 2022 to December 31, 2022)	For the six months ended December 2023 (July 1, 2023 to December 31, 2023)
<b>Cash flows from operating activities</b>		
Profit before income taxes	2,359,510	1,584,341
Depreciation	678,078	643,732
Amortization of goodwill	65,893	60,633
Decrease (increase) in retirement benefit asset	-15,021	-23,068
Increase (decrease) in retirement benefit liability	-154,307	-223,678
Increase (decrease) in provision for retirement benefits for directors (and other officers)	-4,800	-
Increase (decrease) in provision for bonuses	-122,478	-59,042
Increase (decrease) in allowance for doubtful accounts	-41	-7,505
Increase (decrease) in provision for point card certificates	9,457	-32,245
Increase (decrease) in provision for losses on orders received	-26,416	-
Increase (decrease) in provision for share awards	-35,696	-23,427
Interest and dividend income	-12,144	-19,973
Share of loss (profit) of entities accounted for using equity method	-57,388	-29,735
Interest expenses	10,326	9,969
Loss (gain) on investments in investment partnerships	-199,213	-43,973
Loss (gain) on sales of investment securities	-146,414	-
Loss (gain) on valuation of investment securities	-	55,729
Decrease (increase) in trade receivables	-2,231,111	-2,445,886
Decrease (increase) in inventories	-776,430	-325,393
Increase (decrease) in trade payables	349,808	18,073
Increase (decrease) in accrued consumption taxes	-244,618	49,577
Other	71,737	-216,008
Subtotal	-481,271	-1027,882
Interest and dividends received	12,144	19,973
Interest paid	-10,529	-9,824
Income taxes paid or refunded ("minus" is payment)	-1,142,896	-613,997
Other	-	4,895
Net cash provided by (used in) operating activities	-1,622,553	-1,626,835

(Thousands of yen)

	For the six months ended December 2022 (July 1, 2022 to December 31, 2022)	For the six months ended December 2023 (July 1, 2023 to December 31, 2023)
<b>Cash flows from investing activities</b>		
Purchase of property, plant and equipment	-214,473	-94,763
Purchase of intangible assets	-311,052	-272,935
Purchase of investment securities	-144,891	-176,234
Proceeds from sale of investment securities	550,026	249,861
Loan advances	-550	-760
Proceeds from collection of loans receivable	836	12,351
Payments of guarantee deposits	-17,931	-9,930
Proceeds from refund of guarantee deposits	4,900	7,843
Proceeds from distributions from investment partnerships	54,041	5,641
Other	-14,725	-21,519
Net cash provided by (used in) investment activities	-93,820	-300,444
<b>Cash flows from financing activities</b>		
Proceeds from short-term borrowings	6,000,000	5,000,000
Repayments of short-term borrowings	-4,000,000	-3,000,000
Proceeds from long-term borrowings	100,000	-
Repayments of long-term borrowings	-312,420	-98,250
Repayments of lease liabilities	-105,060	-126,162
Proceeds from share issuance to non-controlling shareholders	5,833	5,054
Purchase of treasury shares	-1,999,975	-212
Dividends paid	-1,504,768	-1,614,597
Purchase of shares of subsidiaries not resulting in change in scope of consolidation	-	-10,056
Other	-12,320	-16,641
Net cash provided by (used in) financing activities	-1,828,711	139,136
Effect of exchange rate change on cash and cash equivalents	314,303	253,561
Net increase (decrease) in cash and cash equivalents	-3,230,781	-1,534,582
Cash and cash equivalents at beginning of period	14,277,356	12,536,899
Cash and cash equivalents at end of period	11,046,574	11,002,316

(4) Notes to Quarterly Consolidated Financial Statements

(Note on assumptions for going concern)

Not applicable.

(Note in the event of major change in shareholders' equity)

Not applicable.

(Application of accounting treatment specific to the preparation of quarterly consolidated financial statements)

Tax expenses for the Company and its consolidated subsidiaries are calculated by multiplying income before income taxes by an effective tax rate, which is reasonably estimated by applying tax-effect accounting to estimated income before income taxes for the fiscal year including the six months under review. However, for companies with regard to which the use of the estimated effective tax rate in tax expense calculations gives a noticeably irrational result, the Company uses the statutory effective tax rate, while factoring in significant add-subtract items.

Income taxes - deferred are included in the income taxes.

(Segment information)

I For the six months ended December 2022 (July 1, 2022 to December 31, 2022)

Information on the amounts of net sales and income by reportable segment

	Reportable segment			Total (Thousands of yen)
	Marketing Support (Consumer Goods & Services) (Thousands of yen)	Marketing Support (Healthcare) (Thousands of yen)	Business Intelligence (Thousands of yen)	
Net sales				
Net sales to third parties	19,241,149	7,298,741	3,420,211	29,960,103
Intra-group net sales and transfers	-	-	-	-
Total	19,241,149	7,298,741	3,420,211	29,960,103
Segment income	639,392	1,116,904	220,210	1,976,507

(Note) The total of the segment income equals the operating profit reported in the consolidated statements of income.

II. For the six months ended December 2023 (July 1, 2023 to December 31, 2023)

Information on the amounts of net sales and income by reportable segment

	Reportable segment			Total (Thousands of yen)
	Marketing Support (Consumer Goods & Services) (Thousands of yen)	Marketing Support (Healthcare) (Thousands of yen)	Business Intelligence (Thousands of yen)	
Net sales				
Net sales to third parties	19,242,323	7,482,012	4,014,909	30,739,244
Intra-group net sales and transfers	-	-	-	-
Total	19,242,323	7,482,012	4,014,909	30,739,244
Segment income	75,832	1,098,479	355,920	1,530,232

(Note) The total of the segment income equals the operating profit reported in the consolidated statements of income.