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February 14, 2024

## Consolidated Financial Results for the Fiscal Year Ended December 31, 2023 (Under Japanese GAAP)

Company name: ZOOM CORPORATION  
 Listing: Tokyo Stock Exchange  
 Securities code: 6694  
 URL: <https://www.zoom.co.jp/>  
 Representative: Shunsuke Kudoh, CEO  
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 Scheduled date of annual general meeting of shareholders: March 28, 2024  
 Scheduled date to commence dividend payments: March 29, 2024  
 Scheduled date to file annual securities report: March 28, 2024  
 Preparation of supplementary material on financial results: Yes (in Japanese only)  
 Holding of financial results briefing: Yes (for institutional investors and analysts (in Japanese only))

(Yen amounts are rounded down to millions, unless otherwise noted.)

### 1. Consolidated financial results for the fiscal year ended December 31, 2023 (from January 1, 2023 to December 31, 2023)

#### (1) Consolidated operating results

(Percentages indicate year-on-year changes.)

Fiscal year ended	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
December 31, 2023	17,901	35.3	561	(15.5)	637	(11.5)	89	(76.4)
December 31, 2022	13,235	(1.4)	664	(47.2)	720	(40.8)	377	(55.8)

Note: Comprehensive income For the fiscal year ended December 31, 2023: ¥ 926 million [ 0.7 %]  
 For the fiscal year ended December 31, 2022: ¥ 920 million [(25.4)%]

Fiscal year ended	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
	Yen	Yen	%	%	%
December 31, 2023	20.72	20.69	1.4	3.9	3.1
December 31, 2022	88.36	87.88	6.1	5.9	5.0

Reference: Share of profit (loss) of entities accounted for using equity method  
 For the fiscal year ended December 31, 2023: ¥ - million  
 For the fiscal year ended December 31, 2022: ¥ - million

#### (2) Consolidated financial position

As of	Total assets	Net assets	Equity-to-asset ratio	Net assets per share
	Millions of yen	Millions of yen	%	Yen
December 31, 2023	19,224	7,962	34.7	1,540.39
December 31, 2022	13,650	6,590	47.5	1,513.92

Reference: Equity  
 As of December 31, 2023: ¥6,663 million  
 As of December 31, 2022: ¥6,489 million

### (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	Millions of yen	Millions of yen	Millions of yen	Millions of yen
December 31, 2023	802	(2,429)	2,231	2,826
December 31, 2022	(586)	(175)	726	2,156

### 2. Cash dividends

	Annual dividends per share					Total cash dividends (Total)	Payout ratio (Consolidated)	Ratio of dividends to net assets (Consolidated)
	First quarter-end	Second quarter-end	Third quarter-end	Fiscal year-end	Total			
	Yen	Yen	Yen	Yen	Yen	Millions of yen	%	%
Fiscal year ended December 31, 2022	—	0.00	—	50.00	50.00	214	56.6	3.5
Fiscal year ended December 31, 2023	—	0.00	—	30.00	30.00	129	144.8	2.0
Fiscal year ending December 31, 2024 (Forecast)	—	0.00	—	31.00	31.00		33.5	

### 3. Forecast of consolidated financial results for the fiscal year ended December 31, 2024 (from January 1, 2024 to December 31, 2024)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full Year	17,500	(2.2)	1,140	103.0	1,060	66.3	400	348.1	92.47

#### \* Notes

(1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in the change in scope of consolidation): Yes

Newly included: One company (Sound-Service Musikanlagen-Vertriebsgesellschaft mbH)

(2) Changes in accounting policies, changes in accounting estimates, and restatement

(i) Changes in accounting policies due to revisions to accounting standards and other regulations: Yes

(ii) Changes in accounting policies due to other reasons: None

(iii) Changes in accounting estimates: None

(iv) Restatement: None

(3) Number of issued shares (common shares)

(i) Total number of issued shares at the end of the period (including treasury shares)

As of December 31, 2023	4,594,824 shares
As of December 31, 2022	4,594,824 shares

(ii) Number of treasury shares at the end of the period

As of December 31, 2023	269,163 shares
As of December 31, 2022	308,063 shares

(iii) Average number of shares outstanding during the period

Fiscal year ended December 31, 2023	4,309,123 shares
Fiscal year ended December 31, 2022	4,272,696 shares

## [Reference] Overview of non-consolidated financial results

### 1. Non-consolidated financial results for the fiscal year ended December 31, 2023 (from January 1, 2023 to December 31, 2023)

#### (1) Non-consolidated operating results

(Percentages indicate year-on-year changes.)

Fiscal year ended	Net sales		Operating profit		Ordinary profit		Profit	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
December 31, 2023	8,405	6.5	354	(1.4)	499	(20.6)	436	(14.5)
December 31, 2022	7,896	(17.7)	359	(64.4)	629	(36.5)	511	(34.1)

Fiscal year ended	Basic earnings per share	Diluted earnings per share
	Yen	Yen
December 31, 2023	101.41	101.26
December 31, 2022	119.60	118.94

#### (2) Non-consolidated financial position

As of	Total assets	Net assets	Equity-to-asset ratio	Net assets per share
	Millions of yen	Millions of yen	%	Yen
December 31, 2023	12,407	5,123	41.3	1,184.45
December 31, 2022	9,566	4,864	50.9	1,134.83

Reference: Equity

As of December 31, 2023: ¥5,123 million

As of December 31, 2022: ¥4,864 million

\* Financial results reports are exempt from audit conducted by certified public accountants or an audit corporation.

\* Proper use of earnings forecasts, and other special matters

The forecasted financial information described above are based on information currently available to and assumption considered to be reasonable. Actual financial results may differ significantly due to potential risks and uncertainties.

The Company plans to hold a financial results meeting for institutional investors and analysts on February 22, 2024. The materials for this financial results meeting shall be posted on the Company's website after the meeting has been held as soon as possible.

# **Contents of the Attached Materials**

## **1. Consolidated financial statements**

- (1) Consolidated balance sheets
- (2) Consolidated income statements
- (3) Consolidated comprehensive income statements
- (4) Consolidated cash flow statements

# 1. Consolidated financial statements

## (1) Consolidated balance sheets

(Million yen)

	As of December 31, 2022	As of December 31, 2023
<b>Assets</b>		
Current assets		
Cash and deposits	2,171	2,847
Notes and accounts receivable- trade	2,109	2,267
Merchandise and finished goods	4,013	6,671
Raw materials and supplies	1,288	1,106
Income taxes receivable	45	322
Accounts receivable - other	938	268
Other	293	308
Allowance for doubtful accounts	(18)	(60)
Current assets total	10,841	13,732
Non-currents assets		
Property, plant and equipment		
Buildings and structures, net	65	74
Machinery, equipment and vehicles, net	5	10
Tools, furniture and fixtures, net	412	446
Leased assets, net	137	958
Construction in progress	25	2
Property, plant and equipment total	647	1,491
Intangible assets		
Goodwill	1,374	3,197
Other	63	46
Intangible assets total	1,437	3,243
Investments and other assets		
Investment securities	26	1
Deferred tax assets	553	602
Other	341	354
Allowance for doubtful accounts	(197)	(201)
Investments and other assets total	723	757
Non-current assets total	2,808	5,491
Assets total	13,650	19,224

(Million yen)

	As of December 31, 2022	As of December 31, 2023
<b>Liabilities</b>		
Current liabilities		
Accounts payable-trade	1,080	1,420
Short-term loans payable	2,513	3,410
Current portion of long-term loans payable	177	495
Short-term lease liabilities	32	95
Accounts payable-other	647	609
Liabilities related to chargeable subcontracting	1,072	87
Income taxes payable	41	109
Provision for bonuses	34	32
Provision for product warranties	54	79
Other	254	823
Current liabilities total	5,907	7,165
Non-current liabilities		
Long-term loans payable	897	2,966
Long-term lease liabilities	109	957
Retirement benefit liability	145	167
Deferred tax liabilities	-	5
Non-current liabilities total	1,152	4,096
Liabilities total	7,060	11,261
<b>Equity</b>		
Shareholder's equity		
Capital stock	212	212
Capital surplus	261	261
Retained earnings	5,653	5,302
Treasury shares	(366)	(316)
Shareholder's equity total	5,761	5,460
Accumulated other comprehensive income		
Foreign currency translation adjustment	728	1,201
Remeasurements of defined benefit plans	0	1
Accumulated other comprehensive income total	728	1,202
Non-controlling interests	100	1,299
Equity total	6,590	7,962
Liabilities and equities total	13,650	19,224

## (2) Consolidated income statements

(Million yen)

	For the year ended December 31, 2022	For the year ended December 31, 2023
Net sales	13,235	17,901
Cost of sales	8,014	10,851
Gross profit	5,221	7,049
Selling, general and administrative expenses	4,557	6,488
Operating profit	664	561
Non-operating income		
Interest income	0	30
Dividends income	-	241
Foreign exchange income	21	-
Refund of import duty	18	13
Subsidy income	4	0
Insurance premiums refunded cancellation	57	0
Other	2	3
Total of non-operating income	103	290
Non-operating expense		
Interest expense	44	101
Foreign exchange losses	-	48
Commission for syndicate loan-trade	-	62
Other	3	1
Total of non-operating expense	47	214
Ordinary profit	720	637
Extraordinary loss		
Loss on disposal of fixed assets	35	11
Total of extraordinary loss	35	11
Profit before income taxes	684	625
Income taxes-current	203	329
Income taxes-deferred	86	(14)
Total income taxes	290	315
Profit	394	310
Profit attributable to non-controlling interests	16	221
Profit attributable to owners of parent	377	89

### (3) Consolidated comprehensive income statements

(Million yen)

	For the year ended December 31, 2022	For the year ended December 31, 2023
Profit	394	310
Other comprehensive income		
Foreign currency translation adjustment	505	614
Remeasurements of defined benefit plans	19	1
Total other comprehensive income	525	616
Comprehensive income	920	926
Comprehensive income attributable to owners of parent	895	563
Comprehensive income attributable to non-controlling interests	24	362



#### (4) Consolidated cash flow statements

(Million yen)

	For the year ended December 31, 2022	For the year ended December 31, 2023
<b>Cash flows from operating activities</b>		
Profit before income taxes	684	625
Depreciation	237	367
Amortization of goodwill	209	432
Increase (decrease) in provision for product warranties	(4)	23
Increase (decrease) in provision for bonus	(3)	(1)
Increase (decrease) in allowance for doubtful accounts	(1)	33
Increase (decrease) in retirement benefit liability	(16)	6
Interest and dividend income	(0)	(272)
Interest expenses	44	101
Foreign exchange losses (gains)	(65)	(76)
Insurance premiums refunded cancellation	(57)	(0)
Loss on disposal of fixed assets	35	11
Decrease (increase) in accounts receivable - trade	18	635
Decrease (increase) in inventory	(899)	(919)
Decrease (increase) in accounts receivable - other	(378)	966
Increase (decrease) in accounts payable - trade	(85)	(774)
Increase (decrease) in accounts payable - other	25	1
Other	18	203
Subtotal	(237)	1,363
Interest and dividends received	0	272
Interest expenses paid	(42)	(100)
Income tax paid	(307)	(733)
Net cash provided by (used in) operating activities	(586)	802
<b>Cash flows from investing activities</b>		
Decrease (increase) in term deposit	19	(6)
Purchase of property, plant and equipment	(240)	(217)
Proceeds from sales of property, plant and equipment	-	0
Purchase of intangible asset	(26)	2
Purchase of investments in subsidiaries resulting in change in scope of consolidation	-	(2,207)
Proceeds from cancellation of insurance funds	72	-
Other	(0)	(0)
Net cash provided by (used in) investing activities	(175)	(2,429)
<b>Cash flows from financing activities</b>		
Net increase (decrease) in short-term loan	1,151	134
Proceeds from long-term loans payable	-	3,300
Repayments of long-term loan	(140)	(929)
Repayments of lease obligations	(10)	(66)
Proceeds from disposal of treasury shares	7	7
Purchase of treasury shares	(64)	-
Cash dividends paid	(217)	(214)
Net cash provided by (used in) financing activities	726	2,231
Effect of exchange rate change on cash and cash equivalents	159	159
Net increase (decrease) in cash and cash equivalents	123	764
Cash and cash equivalents at beginning of period	2,032	2,156
Decrease in cash and cash equivalents resulting from exclusion of subsidiaries from consolidation	-	(94)
Cash and cash equivalents at end of period	2,156	2,826