

English Translation

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Summary of Consolidated Financial Results for the Fiscal Year Ended
December 31, 2023
[IFRS]



February 14, 2024

Company Name:	AnyMind Group Inc.	Listing exchange:	Tokyo Stock Exchange
Securities code:	5027	URL:	https://anymindgroup.com
Representative:	Kosuke Sogo, Representative Director and Chief Executive Officer		
Inquiries:	Keizo Okawa, Director and Chief Financial Officer	(TEL) +81-3-6384-5540	
Scheduled date of Annual Shareholders' meeting	March 29, 2024	Scheduled date for commencement of dividend payments	—
Scheduled date of submission of annual security reports	March 29, 2024		
Preparing supplementary materials on yearly financial results	: Yes		
Holding yearly financial results briefing session	: Yes (in Japanese)		

(Amounts are rounded down to the nearest million yen)

1. Consolidated operating results for the fiscal year ended December 31, 2023

(Percentage figures represent year-on-year changes)

(1) Revenues and Income

	Revenue		Gross profit		Operating profit		Profit before income taxes		Net income		Net income attributable to owners of the parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
For the year ended												
December 31, 2023	33,460	35.0	12,699	36.7	747	2,353.5	628	92.4	562	129.2	559	133.8
December 31, 2022	24,790	28.8	9,291	48.1	30	-	326	-	245	-	239	-

(Reference)	Comprehensive Income	December 31, 2023	1,076	million yen	December 31, 2022	228	million yen
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	Profit for the period attributable to owners of the parent per share (Basic)		Profit for the period attributable to owners of the parent per share (Diluted)		Adjusted EBITDA (Note)	
	Yen	%	Yen	%	Millions of yen	%
For the year ended						
December 31, 2023	9.73		8.96		1,858	84.8
December 31, 2022	4.46		4.03		1,005	81.2

(Note) Adjusted EBITDA = Operating profit / (loss) + depreciation / amortization expenses + share option expenses

(2) Financial Position

	Total assets	Total equity	Equity attributable to owners of the parent	Ratio of equity attributable to owners of the parent to total assets	Equity attributable to owners of the parent per share
As of	Millions of yen	Millions of yen	Millions of yen	%	Yen
December 31, 2023	23,255	13,604	13,511	58.1	231.67
December 31, 2022	18,822	11,515	11,425	60.7	202.28

(3) Cash flow

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Balance of cash and cash equivalents at end of period
For the year ended	Millions of yen	Millions of yen	Millions of yen	Millions of yen
December 31, 2023	1,028	(1,261)	204	6,266
December 31, 2022	(702)	(102)	3,324	6,141

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2. Dividends

	Cash dividends per share					Total cash dividend	Payout ratio (Consolidated)	Ratio of dividends to equity attributable to owners of parent (Consolidated)
	1st quarter end	2nd quarter end	3rd quarter end	Year-end	Total			
	Yen	Yen	Yen	Yen	Yen	Millions of yen	%	%
For the fiscal year ended December 31, 2022	-	0.00	-	0.00	0.00	-	-	-
For the fiscal year ended December 31, 2023	-	0.00	-	0.00	0.00	-	-	-
For the year ending December 31, 2024 Forecast)	-	-	-	-	-		-	

(Note) Revision of the most recently announced dividend forecast: No

3. Forecast of consolidated financial results for the fiscal year ending December 31, 2024 (January 1, 2024 - December 31, 2024)

(% indicates year-on-year changes)

	Revenue		Gross profit		Operating profit		Profit before income taxes		Net income attributable to owners of the parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Full year	45,490	36.0	16,520	30.1	1,250	67.2	1,130	79.7	738	31.9

(Note) Revision to the most recently announced earnings forecast: No

※ Notes

- (1) Changes in significant subsidiaries during the period under review
(Changes in specified subsidiaries resulting in changes in scope of consolidation) : No
Newly included: - , Excluded: -

(2) Changes in accounting policies and accounting estimates

1 - Changes in accounting policies required by IFRS	:	No
2 - Changes in accounting policies other than 1	:	No
3 - Changes in accounting estimates	:	No

(3) Number of shares issued (ordinary share)

- 1 - Number of shares issued at the end of the period (including treasury shares)
2 - Number of treasury shares at the end of the period
3 - Average number of shares during the period (cumulative from the beginning of the fiscal year)

December 31, 2023	58,323,400	December 31, 2022	56,100,900
December 31, 2023	-	December 31, 2022	-
Fiscal year ended December 31, 2023	57,476,342	Fiscal year ended December 31, 2022	53,667,224

* This summary of yearly financial results is not subject to audit procedures by certified public accountants or audit firms.

* Explanation regarding the appropriate use of earnings forecast and other special items

(1) The earnings forecasts and other forward-looking statements herein are based on the information currently available to the Company and certain assumptions deemed reasonable. The Company does not promise the achievement of these forecasts. Actual results may differ materially from these forecasts due to various reasons.

(2) The Company will hold a online results-briefing session in Japanese at 17:00 (Japan Standard Time) on February 14 (Wed), 2024 for institutional investors and at 19:30 (Japan Standard Time) on the same day for individual investors. The materials to be used will be uploaded to the TDnet and the Company IR website, and the video and the transcript of the briefing session will be posted forthwith on the Company's IR website.

(3) Although our "Business Strategies and Growth Opportunities "released in March 2023 stated that the Company intended to release an update around the time of the announcement of our FY2023 financial results, it is instead scheduled to be released at the end of March 2024.

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1 Overview of Operating Results, etc.

(1) Overview of Operating Results for the Period under Review

Under the corporate mission “Make Every Business Borderless,” the Group provides one-stop support platforms for solutions in areas such as brand building, goods production management, media operations, e-commerce website construction and operation, marketing, and logistics management. The Group conducts business in 15 countries and regions around the world, mainly in Asia and the Middle East.

During the fiscal year under review, Japan’s economy demonstrated signs of recovery, with increases in private consumption and corporate profits. However, the market environment remained volatile, influenced by factors such as the weakening yen, rising global costs, geopolitical tensions in the Middle East and Eastern Europe, and the unpredictability of financial and capital markets. The Group’s diverse business operations across different regions have helped mitigate the effects of these market changes. Despite the challenges in some market segments in 2023, the Group achieved year-on-year growth in revenue and gross profit across all its business units. “AnyTag,” the influencer marketing platform in the Marketing business, “AnyManager,” the publisher growth platform, and “AnyCreator,” the creator growth platform, in the Partner Growth business, remained the main contributors to the overall growth of the Group.

Additionally, the Group has been actively expanding its e-commerce domain of its D2C/E-Commerce business. This focus led to a record year-on-year growth in the D2C/E-Commerce business, bolstered by the acquisition of Indonesian e-commerce enabler and eDistributor, PT Digital Distribusi Indonesia (“DDI”), completed on September 25, 2023. The Group aims to continuously grow by promoting collaborative e-commerce support including cross-border business with agencies and large enterprises, leveraging strong demand in Japan and other Asian countries for continuous business growth.

In the final quarter of the fiscal year, the Group expanded into new markets, namely South Korea and Saudi Arabia, leveraging its established network across Asia to facilitate efficient business growth. In this context, on January 4, 2024, the Group announced new appointments to enhance the leadership structures, including new appointments in South Korea and the Philippines. These changes are expected to bring enhanced experience to the leadership team and strengthen focus for future growth stages.

Building on its existing achievements, the Group is actively investing in the development of new features and the enhancement of its platforms’ usability. This includes integrating with a major international shipping company, DHL, to expand the logistics network for global shipping needs in “AnyLogi,” the international shipping platform, and launch of AnyTag Performance for Apps within “AnyTag,” the influencer marketing platform, linking performance-oriented influencer marketing to mobile app marketing. Moreover, the Group has bolstered its research and development efforts in Artificial Intelligence (“AI”) and large language modeling (“LLM”) technologies through the AnyMind LLM Lab. The Group is confident that these continuous improvements and expansions will not only add significant value to the services offered but also contribute to sustained growth, building upon the success achieved in this fiscal year.

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As a result of the above, revenue for the current fiscal year increased by 3,646 million yen (up 27.8%) for Marketing Platform, by 3,439 million yen (up 39.9%) for Partner Growth Platform and by 1,619 million yen (up 55.9%) for D2C Platform, all on a year-on-year basis. In terms of the ratio of revenue by region (*) for the current fiscal year, Japan accounted for 46.4% (47.0% for the same period a year earlier), followed by South-East Asia at 38.2% (36.5% a year earlier) and India and Greater China region at 15.4% (16.5% a year earlier).

(*) The ratio of revenue by region is based on the revenue (before canceling internal transactions) from the regions where the Company's subsidiaries are located.

(Unit: millions of yen)

	Fiscal year ended December 31, 2022 (From January 1, 2022 to December 31, 2022)	Fiscal year ended December 31, 2023 (From January 1, 2023 to December 31, 2023)	Year-on-year changes	
			Amount	%
			Marketing Platform	13,115
Partner Growth Platform	8,612	12,052	3,439	39.9%
D2C Platform	2,898	4,518	1,619	55.9%
Others	162	127	(35)	(21.9%)
Total	24,790	33,460	8,670	35.0%

Since our establishment, our company has been actively expanding into new countries and diversifying into new lines of business. This has involved a series of upfront investments. However, we are now experiencing growth primarily through the expansion of our existing operations in the countries we have entered and through our current lines of business. This year, we have focused on parallel efforts to invest in growth and enhance productivity. For the new entry markets, we can support the new location's corporate functions and operations from neighboring offices, allowing us to start the business with minimized initial investments. As a result, we have successfully reduced the ratio of personnel costs to both revenue and gross profit, achieving an improvement in profitability.

Consequently, for the fiscal year ended December 31, 2023, the Group posted revenue of 33,460 million yen (up 35.0%), gross profit of 12,699 million yen (up 36.7%), operating profit of 747 million yen (up 2,353.5%), profit before income tax of 628 million yen (up 92.4%), net income of 562 million yen (up 129.2%), and net income attributable to owners of the parent of 559 million yen (up 133.8%), all on a year-on-year basis.

Note that descriptions by reportable segment are omitted, as the Group has a single operating segment engaged in Internet-related business.

(2) Overview of Financial Position for the Period under Review

(Assets)

Total assets at the end of the current fiscal year (December 31, 2023) increased by 4,433 million yen from the end of the previous fiscal year (December 31, 2022) to 23,255 million yen. This was mainly attributable to trade and other receivables increasing by 2,112 million yen and contract assets increasing by 527 million yen, both in line with the strong momentum in revenue growth, goodwill increasing by 767 million yen due to the business combination of PT. Digital Distribusi Indonesia (hereinafter "DDI") and inventories increasing by 509 million yen.

(Liabilities)

Total liabilities at the end of the current fiscal year increased by 2,344 million yen from the end of the previous fiscal year to 9,651 million yen. This was mainly attributable to trade and other payables increasing by 2,025 million yen in line with the strong momentum in revenue growth, as well as other financial liabilities increasing by 299 million yen due to the acquisition of DDI.

(Capital)

Capital at the end of the current fiscal year increased by 2,089 million yen from the end of the previous fiscal year to 13,604 million yen. The increase was mainly due to the 859 million yen through issuance of new shares. In addition, other components of equity increased by 540 million yen due to an increase in exchange differences on translating foreign operations, and retained earnings increased by 559 million yen due to recording of net income attributable to owners of the parent.

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(3) Overview of Cash Flows for the Period under Review

Cash and cash equivalents at the end of the current fiscal year (December 31, 2023) increased by 125 million yen from the end of the previous fiscal year to 6,266 million yen.

(Cash flows from operating activities)

Net cash inflow from operating activities amounted to 1,028 million yen, an improvement of 1,730 million yen from the previous year. This was mainly attributable to the recording of profit before income tax of 628 million yen and depreciation and amortization of 1,060 million yen, despite cash outflow of 693 million yen through expansion of working capital.

(Cash flows from investing activities)

Net cash outflow from investing activities amounted to 1,261 million yen, an increase in cash outflow of 1,159 million yen compared with the previous year. This was mainly attributable to the acquisition of shares of DDI resulting in net expenditures related to acquisition of interests in subsidiaries of 706 million yen and purchase of property, plant and equipment of 422 million yen in relation to LYFT Co., Ltd., a subsidiary, opening LYFT GYM in Omotesando Hills, Tokyo and the office relocations of subsidiaries.

(Cash flows from financing activities)

Net cash inflow from financing activities amounted to 204 million yen, a decrease of 3,119 million yen compared with the previous year. This was mainly attributable to cash inflow of 859 million yen from issuance of new shares, offsetting the cash outflow of 771 million yen from repayment of lease liabilities.

(4) Future Outlook

In the fiscal year ending December 31, 2024, due to the growth in Asia E-Commerce (hereinafter "EC") markets, we plan to strengthen the development of services in the D2C/EC area for corporate clients at our various global locations. In particular, we expect to acquire new customers based on cross-border EC demand and make progress on large-scale projects. In addition, we expect steady growth contributed by strong customer demand for influencer marketing and Partner Growth business globally, including regions where we have newly entered.

As a result, in the fiscal year ending December 31, 2024, revenue of 45,490 million yen (up 36.0%) and gross profit of 16,520 million yen (up 30.1%) is forecasted. In addition, while we will continue to invest in personnel as our business scale expands, we expect the ratio of personnel expenses, which account for more than 50% of SG&A expenses, to decrease due to the productivity improvement and other initiatives, as a result the profit is expected to be 1,250 million yen (up 67.2%). Profit before income taxes is expected to be 1,130million yen (up 79.7%), and net income attributable to owners of the parent is expected to be 738 million yen (up 31.9%).

2. Basic Concept Regarding the Selection of Accounting Standards

The Group is actively developing its business globally. In addition to improving the quality of business management by unifying accounting procedures within the Group, we are also working to improve the international comparability of financial information in capital markets, and we apply IFRS with the aim of providing convenience to various stakeholders, including external shareholders and investors.

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Consolidated Financial Statements and Significant Notes**(1) Consolidated Statement of Financial Position**

(Unit: millions of yen)

	Note	As of December 31, 2022	As of December 31, 2023
Assets			
Current assets			
Cash and cash equivalents		6,141	6,266
Trade and other receivables		5,387	7,499
Contract assets		1,712	2,239
Inventories		347	857
Other financial assets		161	156
Other current assets		892	870
Total current assets		14,642	17,890
Non-current assets			
Property, plant and equipment		287	516
Right-of-use assets		948	677
Goodwill		1,729	2,495
Intangible assets		605	784
Other financial assets		576	720
Deferred tax assets		12	109
Other non-current assets		20	60
Total non-current assets		4,179	5,365
Total assets		18,822	23,255
Liabilities and equity			
Liabilities			
Current liabilities			
Trade and other payables		5,112	7,137
Contract liabilities		378	481
Loan payables		88	316
Lease liabilities		670	368
Income taxes payables		20	184
Other financial liabilities		-	104
Other current liabilities		233	243
Total current liabilities		6,503	8,836
Non-Current Liabilities			
Loan payables		214	-
Lease liabilities		331	277
Other financial liabilities		-	194
Provisions		123	173
Deferred tax liabilities		132	167
Total non-current liabilities		802	814
Total liabilities		7,306	9,651
Capital			
Share capital		100	586
Share premium		11,161	11,661
Retained earnings		88	648
Other components of equity		75	615
Total equity attributable to owners of the parent		11,425	13,511
Non-controlling interests		89	93
Total equity		11,515	13,604
Total liabilities and equity		18,822	23,255

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(2) Consolidated Statement of Income and Consolidated Statement of Comprehensive Income**Consolidated Statement of Income**

Fiscal years ended December 31, 2022 and 2023

		(Unit: millions of yen)	
	Note	Fiscal year ended December 31, 2022 (From January 1, 2022 to December 31, 2022)	Fiscal year ended December 31, 2023 (From January 1, 2023 to December 31, 2023)
Revenue	4	24,790	33,460
Cost of sales		15,498	20,761
Gross profit		9,291	12,699
Selling, general and administrative expenses		9,300	11,880
Impairment loss on trade and other receivables, net		13	134
Other income		54	66
Other expenses		0	2
Operating profit / (loss)		30	747
Finance income		333	15
Finance costs		37	134
Profit before income tax		326	628
Income tax expenses		81	66
Net income /(loss) for the period		245	562
Net income / (loss) attributable to			
Owners of the parent		239	559
Non-controlling interests		6	3
Net income / (loss) for the period		245	562
Earnings per share attributable to owners of the parent	5		
Basic earnings per share (yen)		4.46	9.73
Diluted earnings per share (yen)		4.03	8.96

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Consolidated Statement of Comprehensive Income
Fiscal years ended December 31, 2022 and 2023

		(Unit: millions of yen)	
	Note	Fiscal year ended December 31, 2022 (From January 1, 2022 to December 31, 2022)	Fiscal year ended December 31, 2023 (From January 1, 2023 to December 31, 2023)
Net income / (loss) for the period		245	562
Other Comprehensive Income / (loss), net of tax			
Items that will not be reclassified to profit or loss for the period:			
Remeasurement of defined benefit pension plans		4	(5)
Subtotal		4	(5)
Items that may be reclassified to profit or loss for the period:			
Exchange differences on translating foreign operations		(21)	520
Subtotal		(21)	520
Total other comprehensive income, net of tax		(17)	514
Total comprehensive income for the period		228	1,076
Total comprehensive income / (loss) attributable to:			
Owners of the parent		221	1,073
Non-controlling interests		6	3
Total comprehensive income for the period		228	1,076

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(3) Consolidated Statement of Changes in Equity

Fiscal year ended December 31, 2022 (from January 1, 2022 to December 31, 2022)

(Unit: millions of yen)

	Note	Equity attributable to owners of the parent							Total Equity attributable to owners of the parent	Non-controlling Interests	Total Equity
		Share Capital	Share Premium	Retained Earnings	Share based Option	Other components of Equity					
						Exchange differences on translating foreign operations	Others	Total			
Balance as of January 1, 2022		152	8,280	(1,315)	8	(2)	5	11	7,130	88	7,219
Net income / (loss) for the period		-	-	239	-	-	-	-	239	6	245
Other comprehensive income ("OCI")		-	-	-	-	(21)	4	(17)	(17)	-	(17)
Total comprehensive income / (loss)		-	-	239	-	(21)	4	(17)	221	6	228
Issuance of new shares		2,005	2,005	-	-	-	-	-	4,010	-	4,010
Capital reduction		(2,058)	2,058	-	-	-	-	-	-	-	-
Exercise of share-based option		-	-	-	-	-	-	-	-	-	-
Appropriation of deficit		-	(1,164)	1,164	-	-	-	-	-	-	-
Expenses directly attributable to equity transactions		-	(18)	-	-	-	-	-	(18)	-	(18)
Share compensation expenses		-	-	-	68	-	12	81	81	-	81
Dividends to Non-controlling interest		-	-	-	-	-	-	-	-	(5)	(5)
Others		-	-	-	-	-	-	-	-	(0)	(0)
Total		(52)	2,880	1,164	68	-	12	81	4,073	(5)	4,068
Balance as of December 31, 2022		100	11,161	88	77	(24)	22	75	11,425	89	11,515

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Fiscal year ended December 31, 2023 (from January 1, 2023 to December 31, 2023)

(Unit: millions of yen)

	Equity attributable to owners of the parent										
	Note	Other components of Equity							Total Equity attributable to owners of the parent	Non-controlling Interests	Total Equity
Share Capital		Share Premium	Retained Earnings	Share based Option	Exchange differences on translating foreign operations	Others	Total				
Balance as of January 1, 2023		100	11,161	88	77	(24)	22	75	11,425	89	11,515
Net income / (loss) for the period		-	-	559	-	-	-	-	559	3	562
Other comprehensive income ("OCI")		-	-	-	-	520	(5)	514	514	-	514
Total comprehensive income / (loss)		-	-	559	-	520	(5)	514	1,073	3	1,076
Issuance of new shares		435	435	-	-	-	-	-	870	-	870
Capital reduction		-	-	-	-	-	-	-	-	-	-
Exercise of share-based option		51	74	-	(71)	-	-	(71)	54	-	54
Appropriation of deficit		-	-	-	-	-	-	-	-	-	-
Expenses directly attributable to equity transactions		-	(10)	-	-	-	-	-	(10)	-	(10)
Share compensation expenses		-	-	-	59	-	38	97	97	-	97
Dividends to Non-controlling interest		-	-	-	-	-	-	-	-	-	-
Others		-	-	-	-	-	-	-	-	(0)	(0)
Total		486	499	-	(11)	-	38	26	1,012	(0)	1,012
Balance as of December 31, 2023		586	11,661	648	65	495	54	615	13,511	93	13,604

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(4) Consolidated Statement of Cash Flows

(Unit: millions of yen)

	Note	Fiscal year ended December 31, 2022 (From January 1, 2022 to December 31, 2022)	Fiscal year ended December 31, 2023 (From January 1, 2023 to December 31, 2023)
Cash flows from operating activities			
Profit before income tax		326	628
Depreciation and amortization		893	1,060
Gain / (loss) on disposal of fixed assets		(0)	2
Finance income		(385)	(9)
Finance costs		37	44
(Increase) / Decrease in trade and other receivables		(1,172)	(1,710)
(Increase) / Decrease in contract assets		(868)	(418)
Increase / (Decrease) in trade and other payables		1,099	1,661
Increase / (Decrease) in contract liabilities		153	89
(Increase) / Decrease in inventories		(76)	(316)
Others		(163)	(17)
Subtotal		(154)	1,014
Interest and dividends received		3	12
Interest paid		(36)	(48)
Income taxes (paid) / refunded		(514)	49
Cash flows from operating activities		(702)	1,028
Cash flows from investing activities			
Purchases of property, plant and equipment		(156)	(422)
Proceeds from disposal of property, plant and equipment		7	4
Payments for fulfillment of asset retirement obligations		(5)	-
Payments for loans receivable		-	(14)
Proceeds from collection of loans receivable		-	12
Proceeds from sales of investment securities		79	26
Payments for lease and guarantee deposits		(43)	(173)
Proceeds from collection of lease and guarantee deposits		16	11
Net proceeds/ (expenditures) related to acquisition of interests in subsidiaries		-	(706)
Cash flows from investing activities		(102)	(1,261)
Cash flows from financing activities			
Net increase in short-term loan payables		2	314
Repayment of long-term loan payables		(31)	(300)
Repayment of lease liabilities		(633)	(771)
Proceeds from issuance of ordinary shares		3,992	859
Proceeds from share-based option exercise		-	102
Others		(5)	-
Cash flows from financing activities		3,324	204
Effect of exchange rate changes on cash and cash equivalents		150	154
Net increase / (decrease) in cash and cash equivalents		2,670	125
Cash and cash equivalents at the beginning of period		3,471	6,141
Cash and cash equivalents at the end of period		6,141	6,266

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(5) Notes to Consolidated Financial Statements (Notes Concerning Going Concern Assumption)

Not applicable.

(Changes in Accounting Policies)

Not applicable.

(Changes in Accounting Estimates)

Not applicable.

(Segment Information)

(1). Overview of reporting segmentations

The Group specializes in "Internet-related business," which provides organically connected platforms with one-stop services covering areas such as brand building, goods production management, media operations, e-commerce website construction and operation, marketing, and logistics management, for both corporate customers and individual customers, and makes it a single reportable segment. The "Internet-related business," as the Group's single reportable segment, provides services under Marketing Platform, Partner Growth Platform and D2C Platform. The details of each Platform are as follows.

(a) Marketing Platform

The Group's Marketing Platform provides services to advertisers, who are our customers, mainly through "AnyTag," the platform to drive and manage influencer marketing, and "AnyDigital," the platform to support digital marketing.

(b) Partner Growth Platform

The Partner Growth Platform consists of "Publisher Growth" and "Creator Growth" platforms. It specifically offers "AnyManager," the Publisher Growth platform for publishers, and "AnyCreator," the Creator Growth platform for creators.

(c) D2C Platform

The Group provides services at each phase of value chains, mainly in the e-commerce and direct-to-consumer domains, covering areas such as planning and development of customer brands, goods production support, e-commerce website construction and operation, marketing, inventory control and logistics management. The services, which are collectively referred to as D2C Platform, include "D2C CR" and "D2C EP" for production and sales of goods, "AnyX" for e-commerce management, "AnyLogi" for logistics and inventory management, and "AnyChat" for interactive commerce.

(d) Others

The others mainly consist of service such as the "Omotenashi-selection" operated by Engawa Co., Ltd which awards a collection of products and services that reflect the spirit of Japanese hospitality.

(2). Information of reporting segment

Descriptions by reportable segment are omitted, as the Group has a single operating segment engaged in the Internet-related business.

(3). Information by service

The revenues from external customers by platform are as follows.

The Group derives revenue from the transfer of goods and services at a point in time or over a period of time. The revenue recognized at a point in time mainly consists of sales of goods in the D2C Platform.

(Unit: millions of yen)

	Fiscal year ended December 31, 2022 (From January 1, 2022 to December 31, 2022)	Fiscal year ended December 31, 2023 (From January 1, 2023 to December 31, 2023)
Marketing Platform	13,115	16,762
Partner Growth Platform	8,612	12,052
D2C Platform	2,898	4,518
Others	162	127
Total	24,790	33,460

English Translation

This is a translation of the original release in Japanese. In the event of any discrepancy, the original release in Japanese shall prevail.

(4). Information by region

The revenue from third-party customers and the breakdown of non-current assets by region are as follows. The revenue is classified based on the locations of the subsidiaries by which services are provided.

1 - Revenue from external customers

(Unit: millions of yen)

	Fiscal year ended December 31, 2022 (From January 1, 2022 to December 31, 2022)	Fiscal year ended December 31, 2023 (From January 1, 2023 to December 31, 2023)
Japan	11,298	15,019
Singapore	4,396	5,998
Others	9,095	12,442
Total	24,790	33,460

2 - Non-current assets

(Unit: millions of yen)

	As of December 31, 2022	As of December 31, 2023
Japan	1,928	1,701
Singapore	806	1,950
Thailand	331	295
Others	505	527
Total	3,570	4,475

(Note) The non-current assets above exclude Other financial assets, Deferred tax assets, and Other non-current assets.

(5). Information by main customer

The customers and their revenue exceeding 10% of the revenue in consolidation are as follows.

(Unit: millions of yen)

	Fiscal year ended December 31, 2022 (From January 1, 2022 to December 31, 2022)	Fiscal year ended December 31, 2023 (From January 1, 2023 to December 31, 2023)
Google Ireland Limited	1,607	3,888
Google Asia Pacific Pte. Ltd	3,286	2,146

English Translation

This is a translation of the original release in Japanese. In the event of any discrepancy, the original release in Japanese shall prevail.

5. Earnings per Share

(1) Reconciliation of earnings used in calculating basic earnings per share

	(Unit: millions of yen)	
	Fiscal year ended December 31, 2022 (From January 1, 2022 to December 31, 2022)	Fiscal year ended December 31, 2023 (From January 1, 2023 to December 31, 2023)
Profit attributable to ordinary equity holders of the parent		
Profit attributable to owners of the parent	239	559
Profit not attributable to ordinary equity holders of the parent	-	-
Profit used in calculating basic earnings per share	239	559
Average number of shares during the period (shares)	53,667,224	57,476,342
Basic earnings per share (yen)	4.46	9.73

(2) Reconciliation of earnings used in calculating diluted earnings per share

	(Unit: millions of yen)	
	Fiscal year ended December 31, 2022 (From January 1, 2022 to December 31, 2022)	Fiscal year ended December 31, 2023 (From January 1, 2023 to December 31, 2023)
Diluted profit attributable to ordinary equity holders of the parent		
Profit used in calculating basic earnings per share	239	559
Reconciliations of earnings	-	-
Profit used in calculating diluted earnings per share	239	559
Average number of shares during the period (shares)	53,667,224	57,476,342
Adjustment on dilution (shares)	5,744,375	4,940,375
Adjusted average number of shares during the period (shares)	59,411,599	62,416,717
Diluted earnings per share (yen)	4.03	8.96