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August 6, 2024

# Kakaku.com, Inc.
# Consolidated Earnings Report for the First Quarter of the Fiscal Year Ending March 31, 2025

| | |
|---|---|
| Stock listings: | Tokyo Stock Exchange |
| Securities code: | 2371 |
| URL: | https://corporate.kakaku.com/ |
| Representative: | Atsuhiro Murakami, President and Representative Director |
| Information contact: | Shinichi Kasuya<br>Director and Senior Managing Executive Officer and CFO |
| Telephone | +81-3-5725-4554 |

Scheduled dates
Dividend payout: –
Supplementary materials to financial results available: Yes
Earnings presentation held: Yes (for institutional investors and analysts)

(Amounts of less than one million yen are rounded.)

## 1. Consolidated Financial Results for the First Quarter of the Fiscal Year Ending March 31, 2025

(1) Consolidated Operating Results (% = year-on-year change)

| | Revenue | | Operating profit | | Profit before income taxes | | Profit for the period | | Profit attributable to owners of the parent company | | Total comprehensive income for the period | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | ¥ million | % | ¥ million | % | ¥ million | % | ¥ million | % | ¥ million | % | ¥ million | % |
| Q1 FY2025/3 | 17,713 | 15.3 | 6,977 | 34.9 | 7,086 | 33.8 | 4,816 | 32.0 | 4,824 | 32.1 | 4,853 | 31.8 |
| Q1 FY2024/3 | 15,362 | 9.6 | 5,171 | (3.8) | 5,296 | (6.2) | 3,649 | (12.5) | 3,651 | (12.5) | 3,683 | (12.0) |

| | Basic earnings per share | Diluted earnings per share |
|---|---|---|
| | ¥ | ¥ |
| Q1 FY2025/3 | 24.38 | 24.36 |
| Q1 FY2024/3 | 18.15 | 18.14 |

(2) Consolidated Financial Position

| | Total assets | Total equity | Total equity attributable to owners of the parent company | Total equity attributable to owners of the parent company ratio |
|---|---|---|---|---|
| | ¥ million | ¥ million | ¥ million | % |
| As of June 30, 2024 | 87,853 | 52,014 | 51,711 | 58.9 |
| As of March 31, 2024 | 83,308 | 51,691 | 51,380 | 61.7 |

**2. Dividends**

| | Annual dividends | | | | |
|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Year end | Annual total |
| | ¥ | ¥ | ¥ | ¥ | ¥ |
| FY2024/3 | – | 23.00 | – | 23.00 | 46.00 |
| FY2025/3 | – | | | | |
| FY2025/3 (Forecast) | | 25.00 | – | 25.00 | 50.00 |

(Note) Revisions to most recent dividend forecasts: None

**3. Consolidated Earnings Forecast for the Fiscal Year Ending March 31, 2025 (April 1, 2024 to March 31, 2025)**

(% = year-on-year change)

| | Revenue | | Operating profit | | Profit before income taxes | | Profit attributable to owners of the parent company | | Basic earnings per share |
|---|---|---|---|---|---|---|---|---|---|
| | ¥ million | % | ¥ million | % | ¥ million | % | ¥ million | % | ¥ |
| Six months ending September 30, 2024 | 34,700 | 10.4 | 12,800 | 13.3 | 12,700 | 10.3 | 8,700 | 9.9 | 44.04 |
| Full year | 74,000 | 10.6 | 28,500 | 10.4 | 28,400 | 8.7 | 19,400 | 7.2 | 98.19 |

(Note) Revisions to most recent earnings forecasts: None

***Notes**

(1) Significant changes in the scope of consolidation during the period: None

(2) Accounting policy changes and accounting estimate changes:

i) Changes in accounting policies required by IFRS: None

ii) Changes other than the above i): None

iii) Changes in accounting estimates: None

(3) Number of shares issued (common stock)

i) Number of shares issued at end of period (treasury shares included):

June 30, 2024: 198,218,300 shares

March 31, 2024: 198,218,300 shares

ii) Number of shares held in treasury at end of period:

June 30, 2024: 534,127 shares

March 31, 2024: 651,327 shares

iii) Average number of shares outstanding during the period:

June 30, 2024: 197,581,219 shares

June 30, 2023: 201,103,913 shares

* Review of the Japanese-language originals of the attached quarterly consolidated financial statements by a certified public accountant or the accounting auditor: None

***Appropriate Use of Earnings Forecasts and Other Important Information**

(Disclaimer Regarding Forward-Looking Statements)

Forward-looking statements in this document, including forecasts, are based on information available to the Company at the time of the announcement, which the Company assumes to be reasonable. Therefore, the Company does not guarantee the achievement of forecasts and other forward-looking statements. Actual business and other results may differ substantially due to various factors.

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## 1. Operating Results and Financial Position

### (1) Operating Results

The Company's operating results for the three months ended June 30, 2024, are as follows.
Consolidated revenue increased 15.3% year on year to 17,713 million yen. This was mainly due to an increase in revenue for the Kakaku.com business, the Tabelog business, the Kyujin Box business, and the domain of travel/transportation in the Incubation business as economic activities normalized.
Consolidated operating profit rose 34.9% year on year to 6,977 million yen. This was mainly due to increased revenue as well as decreased outsourcing expenses and personnel expenses.
Consolidated profit before income taxes increased 33.8% year on year to 7,086 million yen. This was mainly due to increased operating profit.
Consolidated profit attributable to owners of the parent company increased 32.1% year on year to 4,824 million yen.

Operating results[1] (after intersegment eliminations) are presented below by business segment.

(a) Kakaku.com Business
Kakaku.com business's revenue grew 8.4% year on year to 5,612 million yen, while its segment income increased 11.4% year on year to 2,859 million yen in the three months ended June 30, 2024.
The shopping business's revenue decreased year on year; however, the impacts such as fewer new products, the price hikes caused by exchange rate fluctuations, and the impact from the brought-forward demand occurring in the early stage of the COVID-19 pandemic have nearly come to an end. In the service business, personal consumption continued to be active in the financial and telecommunications domains. In the advertising business, advertisement placements continued to decline as there were no significant changes in the business environment. In the insurance business, the number of applications increased, particularly for fire insurance, reflecting the rise in insurance products that can be applied for online.
As a result, revenue in the shopping business decreased 3.0% year on year to 1,830 million yen, revenue in the service business increased 21.6% year on year to 2,452 million yen, revenue in the advertising business fell 9.6% year on year to 578 million yen, and revenue in the insurance business increased 18.7% year on year to 751 million yen.
Kakaku.com had 39.31 million monthly unique users[2] in June 2024.

(b) Tabelog Business
The Tabelog business's revenue grew 19.2% year on year to 7,631 million yen, while its segment income increased 31.8% year on year to 4,288 million yen in the three months ended June 30, 2024.
The Tabelog business's revenue consists mainly of the following.
Revenue from the restaurant advertising business[3] increased 11.3% year on year to 3,441 million yen, and revenue from the restaurant reservation business[3] increased 31.4% year on year to 3,401 million yen. As a result of the steady rise in the demand for dining out, online reservations increased 29.8% year on year to a total of 23.66 million people in the three months ended June 30, 2024. Due to the increase in the number of restaurants using online reservation services, the total number of restaurants contracting Tabelog's paid services was 79,300 as of June 30, 2024.
The premium membership business's revenue rose 5.3% year on year to 394 million yen due to an increase in fee-paying members. The advertising business's revenue increased 9.6% year on year to 383 million yen.
Tabelog had 92.78 million monthly unique users[2] in June 2024.

(c) Kyujin Box Business
The Kyujin Box business's revenue grew 36.3% year on year to 2,706 million yen, while its segment income increased 15.3% year on year to 1,148 million yen in the three months ended June 30, 2024.
The Kyujin Box business had increases in monthly unique users, the number of clicks of job advertisements, etc.
Kyujin Box had 11.46 million monthly unique users[2] in June 2024.

(d) Incubation Business
The incubation business's revenue decreased 1.8% year on year to 1,765 million yen, while its segment income rose 49.3% year on year to 307 million yen in the three months ended June 30, 2024.
Revenue in the domains of real estate and travel/transportation increased, while revenue in the domain of lifestyle/entertainment decreased.

(Notes) 1. The Group implemented organizational changes effective April 1, 2024 to enhance the value provided by the Group's four businesses (Kakaku.com., Tabelog, Kyujin Box and Incubation) and create business growth. Accordingly, the Company has decided to change its segments from the fiscal year ending March 31, 2025. For an overview of the changes, see "2. Condensed Consolidated Financial Statements, (6) Notes on the Condensed Consolidated Financial Statements (Segment information)."

2. Monthly unique users are counted as the number of browsers that visited the site (for certain browsers, operating systems, etc., there may be instances in which users who re-visited the site after a certain period of time are counted multiple times). Double-counting as a side effect of high-speed loading of mobile webpages and mechanical accesses by third parties' web-scraping bots etc. are eliminated from the count to the fullest extent possible. Tabelog's support of AMP (Accelerated Mobile Pages) ended in February 2022.

3. Previously, the Tabelog business was divided into four segments: restaurant promotion, premium membership, advertising, and other. However, effective from the fiscal year ending March 31, 2025, the categorization has been changed to five segments: restaurant advertising, restaurant reservation, premium membership, advertising, and other. The restaurant advertising business and the restaurant reservation business correspond to the promotion service and the online reservation services in the former restaurant promotion business, respectively.

**(2) Financial Position**

**(a) Analysis of Financial Position**

Assets

Consolidated assets at June 30, 2024, totaled 87,853 million yen, a 4,545 million yen increase from March 31, 2024. The increase was mainly a 5,156 million yen increase in other current assets.

Liabilities

Consolidated liabilities at June 30, 2024, totaled 35,839 million yen, a 4,221 million yen increase from March 31, 2024. The increase was mainly the net result of a 2,049 million yen decline in income taxes payable being offset by a 6,525 million yen increase in other current liabilities.

Equity

Consolidated equity at June 30, 2024, totaled 52,014 million yen, a 323 million yen increase from March 31, 2024. This was mainly the net result of a declaration of a 4,544 million yen dividend from retained earnings despite recording profit attributable to owners of the parent company of 4,824 million yen.

**(b) Cash Flows**

Cash and cash equivalents (“cash”) at June 30, 2024, totaled 37,883 million yen, a 182 million yen increase from March 31, 2024. Cash flows from operating, investing, and financing activities were as follows.

Cash flows from operating activities

Operating activities provided net cash of 5,584 million yen (vs. 1,114 million yen provided in the year-earlier period).
The main outflows were 5,156 million yen of increase in other current assets and 4,330 million yen of income taxes paid, which were offset by 7,086 million yen of profit before income taxes and 6,525 million yen of increase in other current liabilities.

Cash flows from investing activities

Investing activities used net cash of 503 million yen (vs. 237 million yen used in the year-earlier period).
This was primarily due to 494 million yen used to purchase intangible assets

Cash flows from financing activities

Financing activities used net cash of 4,916 million yen (vs. 4,431 million yen used in the year-earlier period).
This was primarily due to 4,524 million yen for dividends paid.

**(3) Explanation of Consolidated Earnings Forecast and Other Forward-looking Statements**

The consolidated earnings forecasts for the six months ending September 30, 2024, and the fiscal year ending March 31, 2025, that were disclosed in the Consolidated Earnings Report for the Fiscal Year Ended March 31, 2024, released on May 9, 2024, remain unchanged.

## 2. Condensed Consolidated Financial Statements

### (1) Condensed Consolidated Statement of Financial Position

(Millions of yen)

| | As of March 31, 2024 | As of June 30, 2024 |
|---|---|---|
| Assets | | |
| Current assets | | |
| Cash and cash equivalents | 37,702 | 37,883 |
| Trade and other receivables | 11,808 | 11,298 |
| Other financial assets | 442 | 491 |
| Other current assets | 10,435 | 15,591 |
| Subtotal | 60,386 | 65,263 |
| Assets held for sale | 305 | – |
| Total current assets | 60,692 | 65,263 |
| Non-current assets | | |
| Property, plant and equipment | 2,101 | 2,097 |
| Right-of-use assets | 5,372 | 5,007 |
| Goodwill and other intangible assets | 7,454 | 7,508 |
| Investments accounted for using equity method | 33 | 22 |
| Other financial assets | 6,220 | 6,531 |
| Deferred tax assets | 1,342 | 1,315 |
| Other non-current assets | 95 | 111 |
| Total non-current assets | 22,617 | 22,590 |
| Total assets | 83,308 | 87,853 |

(Millions of yen)

| | As of March 31, 2024 | As of June 30, 2024 |
|---|---|---|
| Liabilities | | |
| Current liabilities | | |
| Trade and other payables | 4,189 | 3,964 |
| Bonds and borrowings | 121 | 109 |
| Other financial liabilities | 628 | 1,192 |
| Income taxes payable | 4,273 | 2,225 |
| Lease liabilities | 1,221 | 1,198 |
| Employee benefit obligations | 2,235 | 2,010 |
| Other current liabilities | 14,104 | 20,629 |
| Total current liabilities | 26,772 | 31,327 |
| Non-current liabilities | | |
| Bonds and borrowings | 134 | 128 |
| Lease liabilities | 3,700 | 3,372 |
| Provisions | 542 | 546 |
| Other non-current liabilities | 469 | 466 |
| Total non-current liabilities | 4,845 | 4,512 |
| Total liabilities | 31,617 | 35,839 |
| Equity | | |
| Capital stock | 916 | 916 |
| Capital surplus | 78 | 112 |
| Retained earnings | 51,186 | 51,460 |
| Treasury shares | (1,175) | (964) |
| Other components of equity | 376 | 187 |
| Total equity attributable to owners of the parent company | 51,380 | 51,711 |
| Non-controlling interests | 311 | 303 |
| Total equity | 51,691 | 52,014 |
| Total liabilities and equity | 83,308 | 87,853 |

## (2) Condensed Consolidated Statement of Income

(Millions of yen)

| | Three months ended June 30, 2023 | Three months ended June 30, 2024 |
|---|---|---|
| Revenue | 15,362 | 17,713 |
| Operating expenses | 10,193 | 10,735 |
| Other income | 5 | 4 |
| Other expenses | 4 | 5 |
| Operating profit | 5,171 | 6,977 |
| Finance income | 127 | 128 |
| Finance expenses | 6 | 8 |
| Share of profit (loss) of associates and joint ventures accounted for by the equity method | 5 | (10) |
| Profit before income taxes | 5,296 | 7,086 |
| Income tax expense | 1,647 | 2,270 |
| Profit | 3,649 | 4,816 |
| Profit attributable to: | | |
| Owners of the parent company | 3,651 | 4,824 |
| Non-controlling interests | (2) | (8) |
| Earnings per share | | |
| Basic earnings per share (yen) | 18.15 | 24.38 |
| Diluted earnings per share (yen) | 18.14 | 24.36 |

## (3) Condensed Consolidated Statement of Comprehensive Income

(Millions of yen)

| | Three months ended June 30, 2023 | Three months ended June 30, 2024 |
|---|---|---|
| Profit | 3,649 | 4,816 |
| Other comprehensive income (Net of related tax effect) | | |
| Items that will not be reclassified to profit or loss | | |
| Net changes in fair value of financial assets measured at fair value through other comprehensive income | 31 | 33 |
| Total items that will not be reclassified to profit or loss | 31 | 33 |
| Items that may be reclassified to profit or loss | | |
| Exchange differences on translation of foreign operations | 3 | 5 |
| Share of other comprehensive income of associates and joint ventures accounted for using the equity method | 0 | – |
| Total items that may be reclassified to profit or loss | 3 | 5 |
| Other comprehensive income (Net of related tax effect) | 34 | 37 |
| Comprehensive income | 3,683 | 4,853 |
| Comprehensive income attributable to: | | |
| Owners of the parent company | 3,685 | 4,861 |
| Non-controlling interests | (2) | (8) |

## (4) Condensed Consolidated Statements of Changes in Equity

Three months ended June 30, 2023 (From April 1, 2023 to June 30, 2023)

(Millions of yen)

| | Equity attributable to owners of the parent company | | | | | | | | | | Non-controlling interests | Total equity |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | Other components of equity | | | | | Total | | |
| | Capital stock | Capital surplus | Retained earnings | Treasury shares | Net changes in fair value of financial assets measured at fair value through other comprehensive income | Exchange differences on translation of foreign operations | Share of other comprehensive income of associates and joint ventures accounted for using the equity method | Subscription rights to shares | Total other components of equity | | | |
| Balance at beginning of period | 916 | 64 | 48,136 | (1,596) | (44) | (13) | (6) | 424 | 360 | 47,881 | 284 | 48,165 |
| Profit | – | – | 3,651 | – | – | – | – | – | – | 3,651 | (2) | 3,649 |
| Other comprehensive income | – | – | – | – | 31 | 3 | 0 | – | 34 | 34 | (0) | 34 |
| Total comprehensive income | – | – | 3,651 | – | 31 | 3 | 0 | – | 34 | 3,685 | (2) | 3,683 |
| Dividends | – | – | (4,022) | – | – | – | – | – | – | (4,022) | – | (4,022) |
| Purchase and disposal of treasury shares | – | – | – | – | – | – | – | – | – | – | – | – |
| Share-based payment transactions | – | – | – | – | – | – | – | 21 | 21 | 21 | – | 21 |
| Other | – | (0) | – | – | – | – | – | – | – | (0) | – | (0) |
| Total transactions with owners | – | (0) | (4,022) | – | – | – | – | 21 | 21 | (4,001) | – | (4,001) |
| Balance at end of period | 916 | 64 | 47,765 | (1,596) | (13) | (10) | (6) | 445 | 415 | 47,565 | 282 | 47,847 |

Three months ended June 30, 2024 (From April 1, 2024 to June 30, 2024)

(Millions of yen)

| | Equity attributable to owners of the parent company | | | | | | | | | | Non-controlling interests | Total equity |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | Other components of equity | | | | | Total | | |
| | Capital stock | Capital surplus | Retained earnings | Treasury shares | Net changes in fair value of financial assets measured at fair value through other comprehensive income | Exchange differences on translation of foreign operations | Share of other comprehensive income of associates and joint ventures accounted for using the equity method | Subscription rights to shares | Total other components of equity | | | |
| Balance at beginning of period | 916 | 78 | 51,186 | (1,175) | (57) | (8) | (6) | 446 | 376 | 51,380 | 311 | 51,691 |
| Profit | – | – | 4,824 | – | – | – | – | – | – | 4,824 | (8) | 4,816 |
| Other comprehensive income | – | – | – | – | 33 | 4 | – | – | 37 | 37 | 0 | 37 |
| Total comprehensive income | – | – | 4,824 | – | 33 | 4 | – | – | 37 | 4,861 | (8) | 4,853 |
| Dividends | – | – | (4,544) | – | – | – | – | – | – | (4,544) | – | (4,544) |
| Purchase and disposal of treasury shares | – | 34 | – | 212 | – | – | – | (245) | (245) | 0 | – | 0 |
| Share-based payment transactions | – | – | – | – | – | – | – | 14 | 14 | 14 | – | 14 |
| Other | – | – | (6) | – | – | – | 6 | – | 6 | – | – | – |
| Total transactions with owners | – | 34 | (4,550) | 212 | – | – | 6 | (231) | (226) | (4,530) | – | (4,530) |
| Balance at end of period | 916 | 112 | 51,460 | (964) | (24) | (3) | – | 215 | 187 | 51,711 | 303 | 52,014 |

## (5) Condensed Consolidated Statement of Cash Flows

(Millions of yen)

| | Three months ended June 30, 2023 | Three months ended June 30, 2024 |
|---|---|---|
| Cash flows from operating activities | | |
| Profit before income taxes | 5,296 | 7,086 |
| Adjustments to reconcile profit before income taxes | | |
| Depreciation and amortization | 931 | 925 |
| Interest and dividend income | (3) | (0) |
| Decrease (increase) in trade and other receivables | 16 | 510 |
| Increase (decrease) in trade and other payables | (241) | (215) |
| Increase (decrease) in other financial liabilities | (995) | 544 |
| Decrease (increase) in other current assets | (4,651) | (5,156) |
| Increase (decrease) in other current liabilities | 5,700 | 6,525 |
| Other | (217) | (304) |
| Subtotal | 5,837 | 9,916 |
| Interest and dividend income received | 6 | 4 |
| Interest paid | (8) | (6) |
| Income taxes paid | (4,720) | (4,330) |
| Net cash provided by (used in) operating activities | 1,114 | 5,584 |
| Cash flows from investing activities | | |
| Purchase of property, plant and equipment | (67) | (148) |
| Purchase of intangible assets | (359) | (494) |
| Purchase of investment securities | – | (125) |
| Proceeds from sale of investment securities | – | 312 |
| Proceeds from sale of investments in associates | 194 | – |
| Payments for lease and guarantee deposits | (11) | (48) |
| Other | 6 | – |
| Net cash provided by (used in) investing activities | (237) | (503) |

(Millions of yen)

| | Three months ended June 30, 2023 | Three months ended June 30, 2024 |
|---|---|---|
| Cash flows from financing activities | | |
| Net increase (decrease) in short-term loans payable | (30) | (12) |
| Repayments of long-term loans payable | (14) | (5) |
| Repayment of lease obligations | (380) | (374) |
| Purchase of treasury shares | (0) | – |
| Dividends paid | (4,003) | (4,524) |
| Proceeds from issuance of share options | – | 0 |
| Other | (4) | – |
| Net cash provided by (used in) financing activities | (4,431) | (4,916) |
| Effect of exchange rate change on cash and cash equivalents | 14 | 16 |
| Net increase (decrease) in cash and cash equivalents | (3,540) | 182 |
| Cash and cash equivalents at beginning of period | 36,453 | 37,702 |
| Cash and cash equivalents at end of period | 32,912 | 37,883 |

**(6) Notes on the Condensed Consolidated Financial Statements**

(Notes regarding the going concern assumption)

Not applicable.

(Segment information)

(1) Outline of reportable segments

The Group's reportable segments comprise the business units of the Group for which separate financial information is available and of which the Board of Directors periodically conducts reviews for the purpose of determining the allocation of management resources and evaluating their business results.

The Group has established business divisions and subsidiaries by service, and each business division and subsidiary draws up comprehensive domestic and overseas strategies of the services for which it is responsible and engages in business activities.

The Group comprises segments based on services under the business divisions and subsidiaries, which have been divided into the reportable segments of Kakaku.com., Tabelog, Kyujin Box and Incubation.

The Kakaku.com business operates customer purchasing support site Kakaku.com, the insurance agency business through Kakaku.com Insurance Inc., a consolidated subsidiary, and the digital sales promotion tool "STORECAST" for retail stores of Pathee, Inc., a consolidated subsidiary. The Tabelog business operates the restaurant search and reservation site Tabelog. The Kyujin Box business operates Kyujin Box, a job classifieds site, and Jobcube, a job classifieds site operated by JOBCUBE, INC. a consolidated subsidiary. The Incubation segment operates Sumaity, a real estate/housing information site; 4travel, a travel review and comparison site; eiga.com, a comprehensive movie information site operated by eiga.com, Inc., a consolidated subsidiary; webCG, a dedicated automobile site operated by webCG, Inc., a consolidated subsidiary; a dynamic package solution business of the consolidated subsidiary, Time Design Co., Ltd.; Bus Hikaku Navi, a bus trip comparison service operated by LCL Incorporated, a consolidated subsidiary.

(Change in reportable segments)

From the first quarter ended June 30, 2024, the Company has changed its reportable segments from the two segments of Internet Media and Finance to the four segments of Kakaku.com, Tabelog, Kyujin Box, and Incubation. This change was made to align the segment categories for information disclosure with the current organizational structure from a management approach perspective.

The segment information for the three months ended June 30, 2023 has been prepared and disclosed based on the reportable segment categories for the three months ended June 30, 2024.

In addition, while operating profit was previously used as segment income, starting from the three months ended June 30, 2024, in order to more accurately evaluate performance in line with the change in reportable segments, the Company has changed the method to include corporate expenses, etc. not attributable to any reportable segment in adjustments of segment income. Segment information for the fiscal year ended March 31, 2023 is presented based on the measurement method after the change.

(2) Information on reportable segments

Information by reportable segment for the Group is as follows. Intersegment revenues and transfers are based on prevailing market prices.

Three months ended June 30, 2023 (From April 1, 2023 to June 30, 2023)

(Millions of yen)

| | Reportable segment | | | | | Adjustments (Note 1) | Condensed consolidated statement of income |
|---|---|---|---|---|---|---|---|
| | Kakaku.com | Tabelog | Kyujin Box | Incubation | Total | | |
| Revenue | | | | | | | |
| Revenue from external customers | 5,176 | 6,404 | 1,985 | 1,797 | 15,362 | – | 15,362 |
| Intersegment revenue | – | – | – | 11 | 11 | (11) | – |
| Total | 5,176 | 6,404 | 1,985 | 1,808 | 15,373 | (11) | 15,362 |
| Segment income (Note 2) | 2,565 | 3,253 | 995 | 206 | 7,019 | (1,849) | 5,171 |
| Finance income | | | | | | | 127 |
| Finance expenses | | | | | | | 6 |
| Share of profit (loss) of associates and joint ventures accounted for by the equity method | | | | | | | 5 |
| Profit before income taxes | | | | | | | 5,296 |

(Note 1) Adjustments of segment income of (1,849) million yen include corporate expenses of (1,838) million yen not allocated to each reportable segment and elimination of intersegment transactions of (11) million yen.

(Note 2) Adjustments were made to reconcile segment income to operating profit in the condensed consolidated statement of income.

Three months ended June 30, 2024 (From April 1, 2024 to June 30, 2024)

(Millions of yen)

| | Reportable segment | | | | | Adjustments (Note 1) | Condensed consolidated statement of income |
|---|---|---|---|---|---|---|---|
| | Kakaku.com | Tabelog | Kyujin Box | Incubation | Total | | |
| Revenue | | | | | | | |
| Revenue from external customers | 5,612 | 7,631 | 2,706 | 1,765 | 17,713 | – | 17,713 |
| Intersegment revenue | – | – | – | 24 | 24 | (24) | – |
| Total | 5,612 | 7,631 | 2,706 | 1,789 | 17,737 | (24) | 17,713 |
| Segment income (Note 2) | 2,859 | 4,288 | 1,148 | 307 | 8,602 | (1,625) | 6,977 |
| Finance income | | | | | | | 128 |
| Finance expenses | | | | | | | 8 |
| Share of profit (loss) of associates and joint ventures accounted for by the equity method | | | | | | | (10) |
| Profit before income taxes | | | | | | | 7,086 |

(Note 1) Adjustments of segment income of (1,625) million yen include corporate expenses of (1,625) million yen not allocated to each reportable segment and elimination of intersegment transactions of (0) million yen.

(Note 2) Adjustments were made to reconcile segment income to operating profit in the condensed consolidated statement of income.

(Significant subsequent events)

(Disposal of treasury shares as restricted shares remuneration)

At a meeting of the Board of Directors held on July 17, 2024, Kakaku.com, Inc. (the "Company") resolved to conduct a disposal of treasury shares as restricted shares remuneration (the "Disposal") as described below.

1. Overview of the Disposal

| | | |
|---|---|---|
| (1) Disposal date | August 16, 2024 | |
| (2) Class and number of shares for disposal | 47,823 common shares of the Company | |
| (3) Disposal value | 2,154 yen per share | |
| (4) Total disposal value | 103,010,742 yen | |
| (5) Scheduled recipients of disposal | Directors (excluding non-executive Directors) | 3 persons, 32,499 shares |
| | Executive Officers | 5 persons, 15,324 shares |

2. Purpose and reason for the Disposal

At the 24th Annual General Meeting of Shareholders held on June 17, 2021, the Company received approval to grant stock compensation to its Directors, of up to 100 million yen and up to 1,500 units (150,000 shares) per year as a stock compensation-type stock option plan, and up to 250 million yen and up to 2,000 units (200,000 shares) per year as a tax-qualified stock option plan. However, as part of a review of the remuneration system for officers, the Board of Directors, at meetings held on May 15, 2024 and June 18, 2024, resolved to introduce a new restricted shares remuneration plan (the "Plan") for the purpose of providing incentives to continuously increase the Company's corporate value, and further promoting shared value between Eligible Officers and shareholders. "Eligible Officers" are the Company's Executive Directors (the "Eligible Directors") and Executive Officers (collectively, the "Eligible Officers").

Furthermore, at the 27th Annual General Meeting of Shareholders held on June 19, 2024, approval was given to grant Eligible Directors with monetary compensation claims of up to 350 million yen per year for the allocation of restricted shares, and to issue/dispose of up to 300,000 common shares annually. The restricted stock transfer period will extend until the Eligible Directors resign from their positions as Directors etc. or retire.

Due to the introduction of the Plan, the Company will discontinue the stock compensation-type stock option plan and the tax-qualified stock option plan and no new share acquisition rights as stock options will be issued to Directors in the future. For details, please refer to the "Notice Regarding Disposal of Treasury Shares as Restricted Shares Remuneration" released on July 17, 2024.