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Consolidated Financial Results for the Third Quarter of the Fiscal Year Ending June 30, 2024 [Under Japanese GAAP]

May 14, 2024

Company name: Cross Marketing Group Inc.
Stock exchange listing: Tokyo Stock Exchange
Code number: 3675
URL: https://www.cm-group.co.jp
Representative: Miki Igarashi, President & CEO
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Scheduled date of filing marketable securities reports: May 14, 2024
Availability of supplementary briefing material on financial results: Available
Schedule of financial results briefing session: Available

(Amounts less than one million yen are rounded to the nearest million yen)

1. Consolidated Financial Results for the Nine Months Ended March 31, 2024 (July 1, 2023 to March 31, 2024)

(1) Consolidated Operating Results (% indicates changes from the previous corresponding period)

	Net sales		Operating income		Ordinary income		Net income attributable to owners of parent	
Nine Months ended	Million yen	%	Million yen	%	Million yen	%	Million yen	%
March 31, 2024	19,340	(1.6)	1,691	(22.2)	1,682	(19.6)	985	(21.3)
March 31, 2023	19,651	3.0	2,172	(20.5)	2,094	(22.0)	1,251	(30.8)

	Basic earnings per share	Diluted earnings per share
Nine Months Ended	Yen	Yen
March 31, 2024	51.29	50.96
March 31, 2023	63.19	62.65

(Note) Comprehensive income: Nine Months Ended March 31, 2024: ¥ 1,079million [-14.4%]
Comprehensive income: Nine Months Ended March 31, 2023: ¥1,260 million [-36.2%]

(2) Consolidated Financial Position

	Total assets	Net assets	Equity ratio
As of	Million yen	Million yen	%
March 31, 2024	15,090	6,874	45.5
June 30, 2023	14,308	6,089	42.0

(Reference) Equity: As of March 31, 2024: ¥ 6,872million
As of June 30, 2023: ¥6,002 million

2. Dividends

	Annual dividends				
	1st quarter-end	2nd quarter-end	3rd quarter-end	Year-end	Total
	Yen	Yen	Yen	Yen	Yen
Fiscal year ended June 30, 2023	—	6.00	—	6.00	12.00
Fiscal year ending June 30, 2024	—	6.50	—		
Fiscal year ending June 30, 2024 (Forecast)				6.50	13.00

(Note): Revision to the most recently announced of dividends: No

3. Consolidated Financial Results Forecast for the Fiscal Year Ending June 30, 2024 (July 1, 2023 to June 30, 2024)

	Net sales		Operating income		Ordinary income		Net income attributable to owners of parent		Basic earnings per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
Full year	26,000	3.6	1,900	(2.6)	1,800	(4.2)	1,000	(0.7)	52.01

(Note) Revision to the consolidated financial results forecast announced most recently: No

*** Notes:**

(1) Changes in significant subsidiaries during the third quarter of the fiscal year ending June 30, 2024 (changes in specified subsidiaries resulting in changes in scope of consolidation): No

(2) Accounting policies adopted specially for the preparation of quarterly consolidated financial statements: Yes

(3) Changes in accounting policies, changes in accounting estimates and retrospective restatement

1) Changes in accounting policies due to the revision of accounting standards: No
2) Changes in accounting policies other than 1 above: No
3) Changes in accounting estimates: No
4) Retrospective restatement: No

(4) Total number of issued shares (common shares)

1) Total number of issued shares at the end of the period (including treasury shares):
March 31, 2024: 19,970,464 shares
June 30, 2023: 19,970,464 shares

2) Total number of treasury shares at the end of the period:
March 31, 2024: 686,766 shares
June 30, 2023: 792,498 shares

3) Average number of shares during the period:
Nine months ended March 31, 2024: 19,202,949 shares
Nine months ended March 31, 2023: 19,794,939 shares

* Presentation regarding the auditing status of the fiscal year review procedures

These fiscal year financial results are outside the scope of fiscal year review procedures under the Financial Instruments and Exchange Act.

* Explanation of the proper use of financial results forecast and other notes

The earnings forecasts and other forward-looking statements herein are based on data currently available to Cross Marketing Group Inc. (CMG) and its reasonable assumption. Actual results may differ significantly from these forecasts due to various factors.