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

August 9, 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
Contact: Koji Onozuka, Director & CFO
Phone: +81-3-6859-2259

Scheduled date of holding regular meeting of shareholders: September 27, 2024
Scheduled date of commencing dividend payments: September 30, 2024
Scheduled date of filing marketable securities reports: September 27, 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 fiscal year Ended June 30, 2024 (July 1, 2023 to June 30, 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	
Fiscal Year ended	Million yen	%	Million yen	%	Million yen	%	Million yen	%
June, 2024	26,185	4.3	1,844	(5.5)	1,912	1.7	1,193	18.5
June, 2023	25,094	0.8	1,951	(22.6)	1,880	(24.8)	1,007	(35.4)

(Note) Comprehensive income: Year Ended June 30, 2024: ¥1,285 million [15.8%]
Comprehensive income: Year Ended June 30, 2023: ¥1,109 million [-37.0%]

	Basic earnings per share	Diluted earnings per share	Ratio of profit to new worth	Ratio of ordinary income to total assets	Ratio of operating profit to net sales
Fiscal Year Ended	Yen	Yen	%	%	%
June 30, 2024	62.06	61.69	18.2	12.4	7.0
June 30, 2023	51.00	50.57	17.1	13.7	7.8

(Reference) Equity in earnings of affiliates: Fiscal Year Ended June 30, 2024: ¥ 24 million
Fiscal Year Ended June 30, 2023: ¥ 28 million

(2) Consolidated Financial Position

	Total assets	Net assets	Equity ratio	Net assets per Share
As of	Million yen	Million yen	%	Yen
June 30, 2024	16,630	7,082	42.6	367.19
June 30, 2023	14,308	6,089	42.0	312.99

(Reference) Equity: As of June 30, 2024: ¥7,080 million
As of June 30, 2023: ¥6,002 million

(3) Consolidated Cash Flow Position

	Cash flow by sales activity	Cash flow by investment activity	Cash flow by financing activity	Cash and cash equivalents end balance
Fiscal Year Ended	Million yen	Million yen	Million yen	Million yen
June 30, 2024	1,571	(1,244)	451	7,377
June 30, 2023	1,796	(902)	27	6,478

2. Dividends

	Annual dividends					Dividends total amount	Payout ratio (Consolidated)	Net dividends ratio (Consolidated)
	1st quarter-end	2nd quarter-end	3rd quarter-end	Year-end	Total			
Fiscal Year Ended	Yen	Yen	Yen	Yen	Yen	Million yen	%	%
June 30, 2023	—	6.00	—	6.00	12.00	234	23.5	4.0
June 30, 2024	—	6.50	—	6.50	13.00	251	20.9	3.8
Fiscal year ending June 30, 2025 (Forecast)	—	7.00	—	7.00	14.00		—	

3. Consolidated Financial Results Forecast for the Fiscal Year Ending June 30, 2025 (July 1, 2024 to June 30, 2025)

	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	30,000	14.6	3,000	62.7	2,900	51.6	1,800	50.9	93.35

*** Notes:**

(1) Changes in significant subsidiaries during the year ended June 30, 2024 (changes in specified subsidiaries resulting in changes in scope of consolidation): Yes
Newly included: 2 (Company name: TRAFFICS Co., Ltd. and Creative Resource Institute Co., Ltd.)
Excluded: 3 (Company name: Skip Inc., Infidex Inc. and D&M Inc.)

(2) 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

(3) Total number of issued shares (common shares)
1) Total number of issued shares at the end of the period (including treasury shares):
June 30, 2024: 19,970,464shares
June 30, 2023: 19,970,464 shares
2) Total number of treasury shares at the end of the period:
June 30, 2024: 687,401 shares
June 30, 2023: 792,498 shares
3) Average number of shares during the period:
June 30, 2024: 19,222,874 shares
June 30, 2023: 19,746,824 shares

(Reference) Summary of Individual Financial Results

Individual Financial Results for the fiscal year ended June 30, 2024 (July 1, 2023 to June 30, 2024)

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

	Net sales		Operating income		Ordinary income		Net income	
Fiscal Year ended	Million yen	%	Million yen	%	Million yen	%	Million yen	%
June 30, 2024	3,865	35.2	1,302	109.0	1,227	90.0	1,313	245.6
June 30, 2023	2,858	6.4	623	5.3	646	9.9	380	24.9

	Basic earnings per share	Diluted earnings per share
Fiscal Year Ended	Yen	Yen
June 30, 2024	68.29	67.88
June 30, 2023	19.23	19.07

(2) Individual Financial Position

	Total assets	Net assets	Equity ratio	Net assets per Share
	Million yen	Million yen	%	yen
As of June 30, 2024	9,478	4,296	45.3	222.68
As of June 30, 2023	7,211	3,151	43.7	164.21

(Reference) Equity: As of June 30, 2024: ¥4,294 million
As of June 30, 2023: ¥3,149 million

* 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.