

# Consolidated Financial Results for the Three Months Ended March 31, 2020 [Japanese GAAP]



June 30, 2020

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: +81-3-6859-2250  
 Scheduled date of commencing dividend payments: -  
 Scheduled date of filing marketable securities reports: June 30, 2020  
 Availability of supplementary briefing material on financial results: Available  
 Schedule of financial results briefing session: No

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

## 1. Consolidated Financial Results for the Three Months Ended March 31, 2020 (January 1, 2020 to March 31, 2020)

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

	Net sales		Operating income		Ordinary income		Net income attributable to owners of parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Three Months Ended March 31, 2020	4,618	(2.0)	427	4.3	412	12.8	250	30.1
March 31, 2019	4,711	0.7	409	(11.9)	366	(14.6)	192	(25.0)

(Note) Comprehensive income: Three Months Ended March 31, 2020: ¥203 million [(6.6.) %]  
 Three Months Ended March 31, 2019: ¥190 million [(27.7) %]

	Basic earnings per share	Diluted earnings per share
Three Months Ended	Yen	Yen
March 31, 2020	12.60	—
March 31, 2019	9.83	—

(2) Consolidated Financial Position

	Total assets	Net assets	Equity ratio
	Million yen	Million yen	%
As of March 31, 2020	9,426	3,463	35.8
As of December 31, 2019	9,927	3,420	33.4

(Reference) Equity: As of March 31, 2020: ¥3,374 million  
 As of December 31, 2019: ¥3,315 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 December 31, 2019	—	3.00	—	3.00	6.00
Fiscal year ending December 31, 2020	—				
Fiscal year ending December 31, 2020 (Forecast)		3.10	—	未定	未定

(Note) Revision to the dividends forecast announced most recently : Yes

**3. Consolidated Financial Results Forecast for the Fiscal Year Ending December 31, 2020 (January 1, 2020 to December 31, 2020)**  
 (% indicates changes from the previous corresponding period.)

Full year	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	%	Million yen 銭
	—	—	—	—	—	—	—	—	—

(Note) Revision to the financial results forecast announced most recently: Available

※ Consolidated Financial Results Forecast for FY2020 is uncertain because it is difficult to estimate it rationally due to affection of the Covid-19.

It will be disclosed immediately, when it can be estimated rationally.

**\* Notes:**

- (1) Changes in significant subsidiaries during the three months ended March 31, 2019 (changes in specified subsidiaries resulting in changes in scope of consolidation): No  
 Newly included: - (Company name: )  
 Excluded: - (Company name: )
- (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):
  - 1) Total number of issued shares at the end of the period (including treasury shares):  
 March 31, 2020: 19,970,464 shares  
 December 31, 2019: 19,970,464 shares
  - 2) Total number of treasury shares at the end of the period:  
 March 31, 2020: 281,706shares  
 December 31, 2019: 25,546 shares
  - 3) Average number of shares during the period:  
 Three months ended March 31, 2020: 19,851,616 shares  
 Three months ended March 31, 2019: 19,561,958 shares

**\* Presentation regarding the implementation status of the quarterly review procedures**

These quarterly financial results are outside the scope of quarterly review procedures under the Financial Instruments and Exchange

**\* 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 the Company and certain assumptions that the Company believes are reasonable. Actual results may differ significantly from these forecasts due to various factors.