

**Consolidated Financial Results**  
**for the Nine Months Ended September 30, 2018**  
**[Japanese GAAP]**



November 14, 2018

Company name: Cross Marketing Group Inc.  
 Stock exchange listing: Tokyo Stock Exchange  
 Code number: 3675  
 URL: <http://www.cm-group.co.jp>  
 Representative: Miki Igarashi, President & CEO  
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 Phone: +81-3-6859-2250  
 Scheduled date of filing quarterly securities report: November 14, 2018  
 Scheduled date of commencing dividend payments: -  
 Availability of supplementary briefing material on quarterly financial results: Available  
 Schedule of quarterly financial results briefing session: -

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

**1. Consolidated Financial Results for the Nine Months Ended September 30, 2018 (January 1, 2018 to September 30, 2018)**

(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	%
Nine Months Ended September 30, 2018	12,577	4.6	429	31.1)	382	60.9	249	-
September 30, 2017	12,026	11.0	328	(51.4)	237	(60.9)	(854)	-

(Note) Comprehensive income: Nine Months Ended September 30, 2018: ¥192 million [-%]  
 Nine Months Ended September 30, 2017: (¥910 million) [-%]

	Basic earnings per share		Diluted earnings per share	
	Yen		Yen	
Nine Months Ended September 30, 2018	12.74		12.62	
September 30, 2017	(43.72)		—	

(Note) Diluted earnings per share are not presented, since potential shares did not exist for the Nine months ended September 30, 2017.

(2) Consolidated Financial Position

	Total assets		Net assets		Equity ratio	
	Million yen		Million yen		%	
As of September 30, 2018	8,909		3,695		40.2	
As of December 31, 2017	9,564		3,598		36.3	

(Reference) Equity: As of September 30, 2018: ¥3,583 million  
 As of December 31, 2016: ¥3,472 million

## 2. Dividends

	Annual dividends				
	1st quarter-end	2nd quarter-end	3rd quarter-end	Year-end	Total
Fiscal year ending December 31, 2017	Yen —	Yen 3.25	Yen —	Yen 2.25	Yen 5.50
Fiscal year ending December 31, 2018	—	2.50			
Fiscal year ending December 31, 2018 (Forecast)			—	3.00	5.50

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

## 3. Consolidated Financial Results Forecast for the Fiscal Year Ending December 31, 2018 (January 1, 2018 to December 31, 2018)

(% indicates changes from the previous corresponding period.)

	Net sales		Operating income		Ordinary income		Net income attributable to owners of parent		Basic earnings per share
Full year	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
	17,500	4.4	900	23.9	850	42.3	500	-	25.58-

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

### \* Notes:

(1) Changes in significant subsidiaries during the Nine months ended September 30, 2018 (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):

September 30, 2018: 19,562,264 shares

December 31, 2017: 19,531,164 shares

2) Total number of treasury shares at the end of the period:

September 30, 2018: 346 shares

December 31, 2017: 261 shares

3) Average number of shares during the period:

Nine months ended September 30, 2018: 19,546,286 shares

Nine months ended September 30, 2017: 19,530,936 shares

\*Consolidated Financial Results for the Nine Months Ended September 30, 2018 is exemption for quarterly review.

### \* 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 Act. At the time of disclosure of these quarterly financial results, review procedures for the quarterly financial statements under the Financial Instruments and Exchange Act have been completed.

### \* 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.