

Consolidated Financial Results for the Fiscal Year Ended December 31, 2020 [Japanese GAAP]



February 15, 2021

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 holding regular meeting of shareholders: March 25, 2021

Scheduled date of commencing dividend payments: March 26, 2021

Scheduled date of filing marketable securities reports: March 25, 2021

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 year ended December 31, 2020 (January 1, 2020 to December 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	%
Year ended December 31, 2020	15,985	(14.0)	986	(22.2)	1,078	(6.2)	467	—
December 31, 2019	18,580	6.2	1,267	32.7	1,150	36.9	(477)	—

(Note) Comprehensive income: Year Ended December 31, 2020: (¥403 million) [—%]

Year Ended December 31, 2019: (¥(527) million) [—%]

	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
Year Ended	Yen	Yen	%	%	%
December 31, 2020	23.67	—	13.6	10.1	6.2
December 31, 2019	(24.12)	—	—	11.3	6.8

(Reference) Equity in earnings of affiliates Year Ended December 31, 2020 (¥(12) million)

Year Ended December 31, 2019 (¥(103) million)

(2) Consolidated Financial Position

	Total assets	Net assets	Equity ratio	Net assets per Share
	Million yen	Million yen	%	yen
As of December 31, 2020	11,416	3,594	30.9	179.58
As of December 31, 2019	9,927	3,420	33.4	166.19

(Reference) Equity: Year Ended December 31, 2020: ¥3,527 million

Year Ended December 31, 2019: ¥3,315 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
	Million yen	Million yen	Million yen	Million yen
As of December 31, 2020	1,638	(366)	1,272	5,218
As of December 31, 2019	637	(302)	(222)	2,714

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			
	Yen	Yen	Yen	Yen	Yen	Million yen	%	%
Fiscal year ending December 31, 2019	—	3.00	—	3.00	6.00	120	—	3.3
Fiscal year ending December 31, 2020	—	3.10	—	3.10	6.20	122	26.2	3.6
Fiscal year ending December 31, 2021 (Forecast)	—	3.20	—	3.20	6.40		16.9	

3. Consolidated Financial Results Forecast for the Fiscal Year Ending December 31, 2021 (January 1, 2021 to December 31, 2021)

(% indicates changes from the previous corresponding period)

	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	21,500	34.5	1,250	26.8	1,235	14.5	757	62.2	37.91

* Notes:

- (1) Changes in significant subsidiaries during the year ended December 31, 2020 (changes in specified subsidiaries resulting in changes in scope of consolidation): No
 Newly included: - (Company name:)
 Excluded: - (Company name:)
- (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: Yes
 - 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):
 December 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:
 December 31, 2020: 329,948 shares
 December 31, 2019: 25,546 shares
 - 3) Average number of shares during the period:
 December 31, 2020: 19,717,293 shares
 December 31, 2019: 19,789,651 shares

(Reference) Summary of Individual Financial Results

Individual Financial Results for the year ended December 31, 2020 (January 1, 2020 to December 31, 2020)

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

	Net sales		Operating income		Ordinary income		Net income	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Year ended December 31, 2020	1,993	(47.4)	317	(85.3)	266	(88.2)	61	—.
December 31, 2019	3,788	52.9	2,157	140.7	2,261	170.1	(377)	—.

	Basic earnings per share		Diluted earnings per share	
	Yen		Yen	
Year Ended December 31, 2020	3.09		—	
December 31, 2019	(19,06)		—	

(2) Individual Financial Position

	Total assets	Net assets	Equity ratio	Net assets per Share
	Million yen	Million yen	%	yen
As of December 31, 2020	7,926	3,322	41.9	169.07
As of December 31, 2019	6,363	3,490	54.7	174.47

(Reference) Equity: Year Ended December 31, 2020: ¥3,321 million

Year Ended December 31, 2019: ¥3,480 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. At the time of disclosure of the fiscal year financial results, review procedures for the fiscal year 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 Cross Marketing Group Inc. (CMG) and its reasonable assumption. Actual results may differ significantly from these forecasts due to various factors.