

Consolidated Financial Results for the Three Months Ended March 31, 2021 [Japanese GAAP]



May 13, 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 commencing dividend payments: -
 Scheduled date of filing marketable securities reports: May 13, 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 three months ended March 31, 2021 (January 1, 2021 to March 30, 2021)

(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, 2021	5,499	19.1	847	98.6	912	121.1	494	97.6
March 31, 2020	4,618	(2.0)	427	4.3	412	12.8	250	30.1

(Note) Comprehensive income: Three Months Ended March 31, 2021: ¥445 million [119.2 %]
 Three Months Ended March 31, 2020: ¥203 million [(6.6.) %]

	Basic earnings per share	Diluted earnings per share
	Yen	Yen
Three Months Ended		
March 31, 2021	25.17	—
March 31, 2020	12.60	—

(Note) Because of nonexistence of potential shares, earnings per share after adjustment of potential shares is not mentioned here.

(2) Consolidated Financial Position

	Total assets	Net assets	Equity ratio
	Million yen	Million yen	%
As of March 31, 2021	12,893	4,384	30.8
As of December 31, 2020	11,416	3,594	30.9

(Reference) Equity: As of March 31, 2021 : ¥ 3,976 million
 As of December 31, 2020: ¥ 3,527 million

2. Dividends

	Annual dividends				
	1st quarter-end	2nd quarter-end	3rd quarter-end	Year-end	Total
Fiscal year ended December 31, 2020	Yen —	Yen 3.10	Yen —	Yen 3.10	Yen 6.20
Fiscal year ending June 30, 2021	—				
Fiscal year ending June 30, 2021 (Forecast)				3.70	3.70

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

2. At the Ordinary General Meeting of Shareholders held on March 25, 2021, the "Partial Amendment to the Articles of Incorporation" was approved, and the Company changed its fiscal year end from December 31 to June 30. As a result, the fiscal year ended June 30, 2021, which is a transitional period, is a six-month accounting period.

3. Consolidated Financial Results Forecast for the Year Ending June 30, 2021 (January 1, 2021 to June 30, 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	10,500	-	847	-	912	-	494	-	25.17

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

2. Since the fiscal year ending June 30, 2021 will be a transitional period for the change in the fiscal year end, the percentage change from the previous fiscal year is omitted from the consolidated earnings forecast for the fiscal year ending June 30, 2021.

* Notes:

- (1) Changes in significant subsidiaries during the three months ended March 31, 2021 (changes in specified subsidiaries resulting in changes in scope of consolidation): Yes
Newly included: - 1 (Company name: DOHOUSE Inc.)
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):
March 31, 2021: 19,970,464 shares
December 31, 2020: 19,970,464 shares
 - 2) Total number of treasury shares at the end of the period:
March 31, 2021: 329,948 shares
December 31, 2020: 329,948 shares
 - 3) Average number of shares during the period:
March 31, 2021: 19,640,519 shares
March 31, 2020: 19,851,616 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. 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.