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Consolidated Financial Results for the Year Ended March 31, 2023 [Japanese GAAP]

President and CEO

April 27, 2023

Company name: INFOCOM CORPORATION

Stock exchange listing: Tokyo

Code number: 4348

URL: https://www.infocom.co.jp/ Representative: Jun Kuroda

Contact: Hiroshi Imafuku Head of Corporate Communications Office

Phone: +81-3-6866-3160

Scheduled date of Annual General Meeting of Shareholders: June 13, 2023

Scheduled date of commencing dividend payments: June 15, 2023 Scheduled date of filing annual securities report: June 14, 2023

Availability of supplementary briefing material on annual financial results: Yes

Schedule of annual financial results briefing session: Yes

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

1. Consolidated Financial Results for the Fiscal Year Ended March 31, 2023 (April 1, 2022 to March 31, 2023)

(1) Consolidated Operating Results

(% indicates changes from the previous corresponding period.)

	Net sale	s	Operating p	rofit	Ordinary p	rofit	Profit attribut owners of p	
Fiscal year ended	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
March 31, 2023	70,342	8.9	8,526	(15.6)	8,595	(15.7)	3,572	(48.3)
March 31, 2022	64,586	(5.1)	10,098	(6.6)	10,196	(6.8)	6,912	10.1
(Note) Comprehensive income	e: Fiscal year	r ended M	Iarch 31, 2023:	¥	3,627	million	[(36.0)%]	
	Fiscal year	r ended M	larch 31, 2022:	¥	5,666	million	[(21.5)%]	

	Basic earnings per share	Diluted earnings per share	Rate of return on equity	Ordinary profit to total assets ratio	Operating profit to net sales ratio
Fiscal year ended	Yen	Yen	%	%	%
March 31, 2023	65.20	64.93	8.0	14.6	12.1
March 31, 2022	126.20	125.65	16.1	17.9	15.6

(Reference) Equity in earnings (losses) of affiliated companies: Fiscal year ended March 31, 2023: ¥ - million Fiscal year ended March 31, 2022: ¥ 11 million

(2) Consolidated Financial Position

· /				
	Total assets	Net assets	Capital adequacy ratio	Net assets per share
As of	Millions of yen	Millions of yen	%	Yen
March 31, 2023	60,287	45,194	74.3	817.96
March 31, 2022	57,531	44,579	76.8	806.59

(Reference) Equity: As of March 31, 2023: \(\frac{1}{2}\) 44,816 million
As of March 31, 2022: \(\frac{1}{2}\) 44,185 million

(3) Consolidated Cash Flows

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Cash and cash equivalents at the end of period
Fiscal year ended	Millions of yen	Millions of yen	Millions of yen	Millions of yen
March 31, 2023	8,137	(1,231)	(3,076)	35,575
March 31, 2022	7,148	(3,225)	(2,217)	31,700

2. Dividends

		Anr	ual dividends	}		Total	Payout	Dividends to net
	1st quarter-end	2nd quarter-end	3rd quarter-end	Year-end	Total	dividends	ratio (consolidated)	assets (consolidated)
Fiscal year ended	Yen	Yen	Yen	Yen	Yen	Millions of yen	%	%
March 31, 2022	-	13.00	-	37.00	50.00	2,738	39.6	6.4
March 31, 2023	-	18.00	-	32.00	50.00	2,739	76.7	6.2
Fiscal year ending								
March 31, 2024	-	18.00	-	27.00	45.00		38.5	
(Forecast)								

(Note) Breakdown of the year-end dividend for the fiscal year ended March 31, 2023:

Commemorative dividend 5.00 yen Special dividend - yen

3. Consolidated Financial Results Forecast for the Fiscal Year Ending March 31, 2024 (April 1, 2023 to March 31, 2024)

(% indicates changes from the previous corresponding period.)

	Net sal	es	Operating	profit	Ordinary	profit	Profit attrib		Basic earnings per share
a	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Six months ending September 30, 2023	37,000	12.0	3,800	2.4	3,800	0.4	2,600	52.2	47.46
Full year	78,000	10.9	9,500	11.4	9,500	10.5	6,400	79.2	116.82

*	N	o	te	s	
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(1) Changes in significant sub	sidiaries during the period und	er review (changes in spec	ified subsidiaries resulting	in changes in
scope of consolidation):	No			

New - (Company name:)
Exclusion: - (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: Yes
 - 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):

March 31, 2023: 57,600,000 shares March 31, 2022: 57,600,000 shares

2) Number of treasury shares at the end of the period:

March 31, 2023: 2,809,562 shares March 31, 2022: 2,819,167 shares

3) Average number of shares outstanding during the period:

Fiscal Year ended March 31, 2023: 54,785,373 shares Fiscal Year ended March 31, 2022: 54,774,659 shares

1. Non-consolidated Financial Results for the Fiscal Year Ended March 31, 2023 (April 1, 2022 to March 31, 2023)

(1) Non-consolidated Operating Results

(% indicates changes from the previous corresponding period.)

	Net sale	S	Operating p	orofit	Ordinary p	rofit	Net inco	me
Fiscal year ended	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
March 31, 2023	20,109	(3.3)	1,958	7.2	5,347	11.3	2,306	(43.5)
March 31, 2022	20,788	0.0	1,827	(16.9)	4,803	13.7	4,080	58.2

	Basic earnings per share	Diluted earnings per share
Fiscal year ended	Yen	Yen
March 31, 2023	42.09	41.92
March 31, 2022	74.50	74.18

(2) Non-consolidated Financial Position

	Total assets	Net assets	Capital adequacy ratio	Net assets per share
As of	Millions of yen	Millions of yen	%	Yen
March 31, 2023	46,416	25,307	54.1	458.01
March 31, 2022	46,265	26,132	56.0	473.01

As of March 31, 2023: ¥ 25,094 million (Reference) Equity: As of March 31, 2022: ¥ 25,911 million

1. Analysis of Business Results

1) Overview of Business Results during the Year under Review

During the consolidated fiscal year under review, the Japanese economy moved toward normalization in socioeconomic activities in response to easing restrictions on activities over the latter half of the year, despite cycles of rising and subsiding COVID-19 infections. At the same time, the economic outlook remained uncertain, due to soaring prices stemming from prolonged geopolitical risks and other factors.

The e-book market showed signs of recovery as the impact of pirate sites began to subside. However, growth moderated due to the end of special demand for in-home consumption due to COVID-19 and other factors.

The IT-related market is undergoing a structural shift. The cloud computing market is driving expansion while traditional IT businesses are growing at a more moderate pace. Suppressed during the COVID-19 pandemic, IT investment is recovering. The situation remains fluid, however, with a mixture of positive and negative sentiment, depending on the industry.

In this operating environment, the Infocom Group medium-term management plan (April 2020 to March 2023) emphasized two fundamental policies: (1) pursue growth and (2) continue strengthening our management foundation to support growth. To this end, we identified e-comics and healthcare as priority businesses. In these areas, we pursued continued growth, endeavored to evolve into a services-oriented business, and engaged in co-creation (M&A, overseas expansion).

As a result, the Infocom Group generated a historic high net sales of \(\frac{\pmathbf{\frac{4}}}{70,342}\) million for the current consolidated fiscal year, up 8.9% year on year. Operating profit mounted to \(\frac{\pmathbf{\frac{4}}}{8,526}\) million, down 15.6% year-on-year due to increased costs resulting from stepped-up marketing efforts. Ordinary income was \(\frac{\pmathbf{\frac{4}}}{8,595}\) million, down 15.7%, and profit attributable to owners of the parent amounted to \(\frac{\pmathbf{3}}{3,572}\) million, down 48.3% due to impairment loss on goodwill related to consolidated subsidiaries and loss on valuation of investment securities.

The following paragraphs describe our results by segment.

(i) Digital Entertainment Group

Our Digital Entertainment Group posted record-high net sales of ¥46,244 million, up 14.1% compared with the previous consolidated fiscal year. This result was due to expanded content and stronger marketing in e-comic distribution service, as well as several hits in original e-comic titles. Operating profit amounted to ¥6,042 million, down 22.1% year on year due to increased costs stemming from stepped-up marketing efforts.

In our *Mecha Comic* business, we bolstered the production of original comics and pursued measures to expand our business fields, including advancing the dramatization of our titles. In addition to measures for the Japanese market, we launched an e-comic distribution service for the U.S. market, as well as a new pay-as-you-go system to further improve usability.

Amutus Corporation is the consolidated subsidiary that operates *Mecha Comic*. The company entered into an equity and business alliance with TWIN ENGINE Inc. to grow the e-comics business through value co-creation in partnership with animation production companies and to conduct research into new business areas.

(ii) Business Solution Group

Business Solution Group sales rose 0.2% year on year to ¥24,097 million and operating profit increased 6.6% to ¥2,483 million. Corporate software sales remained firm, even while investment sentiment cooled due to the COVID-19 pandemic and delays in hardware delivery caused hospital-related projects to be postponed.

Health IT business sales of work management systems for hospitals were solid in response to the addition of functions complying with overtime caps for physicians scheduled for fiscal 2024 adoption. Overseas, we concluded a strategic equity and business alliance agreement with HealthMetrics Sdn Bhd., a Malaysian health tech company. We also began sales and marketing activities with HealthMetrics, selling our drug information system to medical institutions in Malaysia and Indonesia.

We signed on more enterprise sales partners for GRANDIT miraimil, a cloud service for our integrated ERP GRANDIT software package, building a sales and support structure across a wide range of industries.

2) Overview of Financial Position for the Current Fiscal Year

Total assets increased \(\frac{\text{\$\text{\$\text{\$\text{45}}}}}{2756}\) million compared with the end of the previous consolidated fiscal year, amounting to \(\frac{\text{\$\te

3) Overview of Cash Flows for the Current Fiscal Year

Cash and cash equivalents as of March 31, 2023 amounted to ¥35,575 million, up ¥3,874 million from one year earlier. The following paragraphs describe cash flows and reasons for major changes in cash flows.

[Cash flows from operating activities]

Net cash provided by operating activities amounted to ¥8,137 million (¥7,148 million in the previous fiscal year). This result was mainly due to increases stemming from profit before income taxes of ¥6,342 million (¥10,050 million in the previous fiscal year), depreciation (non-cash item) of ¥954 million (¥1,333 million), impairment loss of ¥728 million (¥43 million), and loss on valuation of investment securities of ¥1,519 million (¥95 million). These increases were offset in part by a decrease stemming from ¥3,078 million in income taxes paid (¥4,661 million).

[Cash flows from investing activities]

Net cash used in investing activities amounted to \(\pm\)1,231 million (\(\pm\)3,225 million in the previous fiscal year). This result was mainly due to cash outlays of \(\pm\)1,047 million in acquisition of software and other intangible fixed assets (versus \(\pm\)989 million in the previous fiscal year) and outlays of \(\pm\)655 million for investment securities (\(\pm\)430 million). These amounts were offset in part by \(\pm\)771 million in the receipt of guarantee deposits (\(\pm\)2 million).

[Cash flows from financing activities]

Net cash used in financing activities amounted to ¥3,076 million (¥2,217 million in the previous fiscal year). This result was

mainly due to cash dividends paid of ¥3,013 million (¥2,190 million in the previous fiscal year).

4) Outlook for the Next Fiscal Year

The Japanese economy is expected to be supported by further progress toward the normalization of economic and social activities, which will be a driving force to support the economy. Other positive factors include the movement toward digital transformation (DX), including IT investments. However, the future remains uncertain due to the impact of geopolitical risks and other factors.

The e-book market is projected to experience moderate growth, backed by factors that include a growing user base in connection with in-home demand. In addition, we expect investments in the e-book market overseas to become more active.

The IT-related market should see positive movement in corporate IT investment, centered on expanded use of cloud services. At the same time, we recognize the risk of a contraction in corporate investment in response to changes in business confidence.

In response to this environment, the Infocom Group will continue to focus on e-comics and healthcare as priority businesses, as we implement a new medium-term management plan (April 2023 to March 2026) that emphasizes human resources in support of growth.

For the fiscal year ending March 31, 2024, we forecast net sales of \(\pm\)78,000 million (up 10.9% year on year), operating profit of \(\pm\)9,500 million (up 11.4%), ordinary profit of \(\pm\)9,500 million (up 10.5%), and profit attributable to owners of parent of \(\pm\)6,400 million (up 79.2%).

The above-stated performance forecasts are based on information as of the date these materials were released. Accordingly, actual results may differ materially from these forecasts, due to a variety of future factors.

2. Basic Perspective on Selection of Accounting Standards

Our company applies Japanese standards.

We are preparing for the application of IFRS, and to this end we are developing a Group settlement system and in-house manual. We are also considering the timing for the application of IFRS.

Consolidated Financial Statements

Consolidated Balance Sheets

		(Millions of yen
	As of March 31, 2022	As of March 31, 2023
assets		
Current assets		
Cash and deposits	31,700	35,57
Notes receivable - trade	14	11
Accounts receivable - trade	10,744	11,26
Contract assets	155	37
Inventories	86	8
Other	2,472	1,69
Allowance for doubtful accounts	(7)	(
Total current assets	45,166	49,11
Non-current assets		
Property, plant and equipment		
Buildings and structures	767	75
Accumulated depreciation	(121)	(15
Buildings and structures, net	645	59
Machinery, equipment and vehicles	6	
Accumulated depreciation	(5)	
Machinery, equipment and vehicles, net	1	
Tools, furniture and fixtures	1,517	1,38
Accumulated depreciation	(945)	(84
Tools, furniture and fixtures, net	571	53
Leased assets	335	26
Accumulated depreciation	(295)	(25
Leased assets, net	40	
Construction in progress	0	
Total property, plant and equipment	1,259	1,14
Intangible assets	1,20	1,1
Software	1,894	2,19
Goodwill	1,169	41
Other	34	3
Total intangible assets	3,097	2,65
Investments and other assets	3,077	2,00
Investment securities	5,744	4,80
Shares of subsidiaries and associates	53	5
Deferred tax assets	1,421	1,66
Other	789	87
Allowance for doubtful accounts	(1)	(
Total investments and other assets	8,007	7,38
Total non-current assets	12,364	11,17
Total assets	57,531	60,28

	As of March 31, 2022	As of March 31, 2023
Liabilities		
Current liabilities		
Accounts payable - trade	4,377	5,212
Lease liabilities	25	12
Accounts payable - other	1,303	1,992
Income taxes payable	1,298	1,437
Accrued consumption taxes	683	849
Contract liabilities	2,725	3,142
Provision for bonuses	1,336	1,302
Other	681	668
Total current liabilities	12,432	14,619
Non-current liabilities		
Lease liabilities	19	6
Retirement benefit liability	48	67
Other	451	399
Total non-current liabilities	519	474
Total liabilities	12,951	15,093
Net assets		
Shareholders' equity		
Share capital	1,590	1,590
Capital surplus	1,480	1,485
Retained earnings	41,402	41,961
Treasury shares	(792)	(790)
Total shareholders' equity	43,680	44,246
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	512	390
Foreign currency translation adjustment	(6)	178
Total accumulated other comprehensive income	505	569
Share acquisition rights	220	213
Non-controlling interests	173	164
Total net assets	44,579	45,194
Total liabilities and net assets	57,531	60,287

Profit

Loss attributable to non-controlling interests

Profit attributable to owners of parent

6,831

6,912

(81)

3,560

3,572

(11)

		(Millions of yen)
	For the fiscal year ended March 31, 2022	For the fiscal year ended March 31, 2023
Profit	6,831	3,560
Other comprehensive income		
Valuation difference on available-for-sale securities	(1,315)	(121)
Foreign currency translation adjustment	150	187
Total other comprehensive income	(1,164)	66
Comprehensive income	5,666	3,627
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	5,744	3,636
Comprehensive income attributable to non-controlling interests	(78)	(8)

(Millions of yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	1,590	1,556	37,479	(795)	39,829
Cumulative effects of changes in accounting policies			(798)		(798)
Restated balance	1,590	1,556	36,680	(795)	39,030
Changes during period					
Dividends of surplus			(2,190)		(2,190)
Profit attributable to owners of parent			6,912		6,912
Purchase of treasury shares				(0)	(0)
Disposal of treasury shares		4		3	7
Restricted stock compensation		1		0	1
Capital increase of consolidated subsidiaries		(81)			(81)
Net changes in items other than shareholders' equity					
Total changes during period	-	(75)	4,721	3	4,649
Balance at end of period	1,590	1,480	41,402	(792)	43,680

	Accumulated other comprehensive income					
	Valuation difference on available-for- sale securities	Foreign currency translation adjustment	Total accumulated other comprehensiv e income	Share acquisition rights	Non- controlling interests	Total net assets
Balance at beginning of period	1,827	(153)	1,673	228	107	41,839
Cumulative effects of changes in accounting policies						(798)
Restated balance	1,827	(153)	1,673	228	107	41,040
Changes during period						
Dividends of surplus						(2,190)
Profit attributable to owners of parent						6,912
Purchase of treasury shares						(0)
Disposal of treasury shares						7
Restricted stock compensation						1
Capital increase of consolidated subsidiaries						(81)
Net changes in items other than shareholders' equity	(1,315)	147	(1,167)	(7)	65	(1,110)
Total changes	(1,315)	147	(1,167)	(7)	65	3,539

	Accumulated	other compreh	ensive income	ne			
	Valuation difference on available-for- sale securities	Foreign currency translation adjustment	Total accumulated other comprehensiv e income	Share acquisition rights	Non- controlling interests	Total net assets	
during period							
Balance at end of period	512	(6)	505	220	173	44,579	

(Millions of yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	1,590	1,480	41,402	(792)	43,680
Changes during period					
Dividends of surplus			(3,013)		(3,013)
Profit attributable to owners of parent			3,572		3,572
Purchase of treasury shares				(0)	(0)
Disposal of treasury shares		4		2	7
Restricted stock compensation		0		0	0
Net changes in items other than shareholders' equity					
Total changes during period	-	5	559	2	566
Balance at end of period	1,590	1,485	41,961	(790)	44,246

	Accumulated	other comprehe	ensive income				
	Valuation difference on available-for- sale securities	Foreign currency translation adjustment	Total accumulated other comprehensiv e income	Share acquisition rights	Non- controlling interests	Total net assets	
Balance at beginning of period	512	(6)	505	220	173	44,579	
Changes during period							
Dividends of surplus						(3,013)	
Profit attributable to owners of parent						3,572	
Purchase of treasury shares						(0)	
Disposal of treasury shares						7	
Restricted stock compensation						0	
Net changes in items other than shareholders' equity	(121)	185	63	(7)	(8)	47	
Total changes during period	(121)	185	63	(7)	(8)	614	
Balance at end of period	390	178	569	213	164	45,194	

	T 1 6 1	(Millions of yen)
	For the fiscal year ended March 31, 2022	For the fiscal year ended March 31, 2023
Cash flows from operating activities		
Profit before income taxes	10,050	6,342
Depreciation	1,333	954
Impairment losses	43	728
Share-based payment expenses	36	36
Amortization of goodwill	25	111
Increase (decrease) in allowance for doubtful accounts	(0)	(6
Increase (decrease) in provision for bonuses	(83)	(34
Interest and dividend income	(144)	(119
Loss (gain) on valuation of investment securities	95	1,519
Loss (gain) on sale of investment securities	(53)	
Loss (gain) on sale of shares of subsidiaries and associates	46	
Decrease (increase) in trade receivables and contract assets	1,789	(830
Decrease (increase) in inventories	74	
Decrease (increase) in other assets	(259)	10
Increase (decrease) in trade payables	(587)	833
Increase (decrease) in accounts payable - other	(225)	639
Increase (decrease) in other liabilities	(479)	600
Subtotal	11,661	10,879
Interest and dividends received	148	11:
Interest paid	(0)	(
Income taxes paid	(4,661)	(3,07)
Income taxes refund	-	22
Net cash provided by (used in) operating activities	7,148	8,13
Cash flows from investing activities		
Purchase of property, plant and equipment	(735)	(16
Purchase of intangible assets	(989)	(1,04
Purchase of investment securities	(430)	(65.
Proceeds from sale of investment securities	99	
Proceeds from sale of shares of subsidiaries and associates	150	
Purchase of shares of subsidiaries resulting in change in scope of consolidation	(1,055)	
Payments of guarantee deposits	(3)	(12
Proceeds from refund of guarantee deposits	2	77
Other, net	(262)	(
Net cash provided by (used in) investing activities	(3,225)	(1,23
Cash flows from financing activities		
Repayments of lease liabilities	(46)	(2:
Dividends paid	(2,190)	(3,013
Other, net	19	(39
Net cash provided by (used in) financing activities	(2,217)	(3,07
Effect of exchange rate change on cash and cash equivalents	38	44
Net increase (decrease) in cash and cash equivalents	1,744	3,874
Cash and cash equivalents at beginning of period	29,956	31,700
Cash and cash equivalents at end of period	31,700	35,575

(Significant Subsequent Events)

(Business Combination Through Acquisition)

At a meeting held April 19, 2023, the Infocom Corporation board of directors resolved to acquire 100% of the outstanding shares of J-MAC SYSTEM, Inc., making the company an Infocom subsidiary.

We acquired said shares on April 24, 2023, as described below.

- (1) Outline of the business combination
 - a. Name and business description of acquired company

Name of acquired company: J-MAC SYSTEM, Inc.

Business description: Planning, development, sales, etc., of diagnostic imaging systems for medical facilities

b. Main reasons for the business combination

Under the fundamental policy of *pursue growth* defined our medium-term management plan, Infocom Corporation develops radiology information systems and other products for large-scale medical facilities under our Health IT business, one of our priority businesses.

J-MAC SYSTEM, Inc., employs a large number of highly skilled radiology technicians, and the company develops and sells its own medical diagnostic imaging systems using cloud computing and AI image analysis technology.

With this acquisition, we plan to expand our product lineup and accelerate our expansion into the market for small- and medium-sized medical facilities. We also expect to continue to grow our existing businesses and expand our operations through M&A and other means.

c. Date of business combination

April 24, 2023

d. Legal form of business combination

Stock acquisition

e. Name of company after business combination

No change.

f. Percentage of voting rights to be acquired

100%

g. Main basis for determining acquiring company

Infocom Corporation acquired shares for cash consideration.

(2) Acquisition cost of the acquired company and detail by type of consideration

Due to a confidentiality agreement between the parties, we will refrain from disclosing this information.

(3) Details and amounts of major acquisition-related expenses

Not determined as of this time.

(4) Amount, cause, amortization method, and period of goodwill related to the acquisition

Not determined as of this time.

(5) Amount and major components of assets to be acquired and liabilities to be assumed on the date of business combination Not determined as of this time.