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November 2, 2022

**Kakaku.com, Inc.**  
**Consolidated Earnings Report for the**  
**Second Quarter of the Fiscal Year Ending March 31, 2023**

Stock listings: Tokyo Stock Exchange  
Securities code: 2371  
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Representative: Shonosuke Hata, President and Representative Director  
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Scheduled dates  
Filing of statutory quarterly financial report: November 9, 2022  
Dividend payout: December 1, 2022  
Supplementary materials to financial results available: Yes  
Quarterly earnings presentation held: Yes (for institutional investors and analysts)

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

**1. Consolidated Financial Results for the Second Quarter of the Fiscal Year Ending March 31, 2023**

**(1) Consolidated Operating Results**

(% = year-on-year change)

	Revenue		Operating profit		Profit before income taxes		Profit for the period		Profit attributable to owners of the parent company		Total comprehensive income for the period	
	¥ million	%	¥ million	%	¥ million	%	¥ million	%	¥ million	%	¥ million	%
Q2 FY2023/3	28,240	18.2	10,906	34.3	11,330	41.1	8,061	39.7	8,046	39.3	8,167	42.8
Q2 FY2022/3	23,882	9.8	8,121	18.1	8,027	22.0	5,769	33.3	5,774	30.0	5,721	31.7

	Basic earnings per share	Diluted earnings per share
	¥	¥
Q2 FY2023/3	39.33	39.30
Q2 FY2022/3	28.06	28.04

**(2) Consolidated Financial Position**

	Total assets	Total equity	Total equity attributable to owners of the parent company	Total equity attributable to owners of the parent company ratio
	¥ million	¥ million	¥ million	%
As of September 30, 2022	78,984	52,291	52,068	65.9
As of March 31, 2022	70,477	48,164	47,956	68.0

## 2. Dividends

	Annual dividends				
	Q1	Q2	Q3	Year end	Annual total
	¥	¥	¥	¥	¥
FY2022/3	—	20.00	—	20.00	40.00
FY2023/3	—	20.00			
FY2023/3 (Forecast)			—	20.00	40.00

(Note) Revisions to most recent dividend forecasts: None

## 3. Consolidated Earnings Forecast for the Fiscal Year Ending March 31, 2023 (April 1, 2022 to March 31, 2023)

(% = year-on-year change)

	Revenue		Operating profit		Profit before income taxes		Profit attributable to owners of the parent company		Basic earnings per share
	¥ million	%	¥ million	%	¥ million	%	¥ million	%	¥
Full year	64,500	24.7	25,900	35.3	25,800	23.5	17,600	23.1	86.02

(Note) Revisions to most recent earnings forecasts: None

### \*Notes

(1) Changes in significant subsidiaries during the period: None

(2) Accounting policy changes and accounting estimate changes:

i) Changes in accounting policies required by IFRS: None

ii) Changes other than the above i): None

iii) Changes in accounting estimates: None

(3) Number of shares issued (common stock)

i) Number of shares issued at end of period (treasury shares included):

September 30, 2022: 205,281,200 shares

March 31, 2022: 205,281,200 shares

ii) Number of shares held in treasury at end of period:

September 30, 2022: 667,087 shares

March 31, 2022: 675,587 shares

iii) Average number of shares outstanding during the period:

September 30, 2022: 204,610,329 shares

September 30, 2021: 205,799,468 shares

\* Quarterly consolidated earnings reports are exempt from the quarterly review procedures of certified public accountants and the accounting auditor.

### \*Appropriate Use of Earnings Forecasts and Other Important Information

(Disclaimer Regarding Forward-Looking Statements)

The above forecasts, which constitute forward-looking statements, are prospects based on information available to the Company as of the date of the release of this document. Actual results may differ materially from the above forecasts due to a range of factors.

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# 1. Operating Results and Financial Position

## (1) Operating Results

The Company's operating results for the six months ended September 30, 2022, were as follows.

Consolidated revenue increased 18.2% year on year to 28,240 million yen. This was mainly due to an increase in revenue in Tabelog's restaurant promotion business, the New Media and Solutions business including the Kyujin Box business, and the Finance business, despite a decrease in revenue in the Kakaku.com business, as economic and social activities have been normalizing after a nationwide lifting of priority preventive measures and other restrictions, although affected by the spread of infection with new variants of the virus that occurred from July onward.

Consolidated operating profit rose 34.3% year on year to 10,906 million yen. This was mainly due to increased revenue.

Consolidated profit before income taxes increased 41.1% year on year to 11,330 million yen, mainly due to an increase in operating profit, an increase in finance income, and a decrease in a net loss on equity-method investments.

Consolidated profit attributable to owners of the parent company increased 39.3% year on year to 8,046 million yen.

Operating results (after intersegment eliminations) are presented below by business segment.

### (a) Internet Media Business

The Internet media business's revenue increased 18.9% year on year to 26,792 million yen while its segment income rose 35.1% year on year to 10,516 million yen in the six months ended September 30, 2022.

#### (Kakaku.com)

Kakaku.com's revenue decreased 8.4% year on year to 9,643 million yen in the six months ended September 30, 2022.

The shopping business's and the advertising business's revenue decreased year on year due to the continued effects of fewer new products and other constraints on the supply side. The service business's revenue declined due to such factors as the settling down of stay-at-home demand in the telecommunications domain, and the continued weak personal consumption in the financial domain.

As a result, revenue in the shopping business decreased 8.4% year on year to 4,024 million yen, revenue in the service business declined 8.3% year on year to 3,836 million yen, and revenue in the advertising business fell 8.7% year on year to 1,783 million yen.

Kakaku.com had 46.80 million monthly unique users<sup>1</sup> in September 2022.

#### (Tabelog)

Tabelog's revenue increased 47.9% year on year to 10,821 million yen in the six months ended September 30, 2022.

The restaurant promotion business's revenue increased 62.4% year on year to 9,242 million yen. As the impact of COVID-19 is weakening and social activities are normalizing, while there is an impact from the spread of infection with new variants of the virus from July and onwards, the demand for eating out was on a steady recovery trend, leading to an increase of 182.7% year on year in the cumulative number of online reservations to 23.63 million in the six months ended September 30, 2022. Due to the expanded use of online reservation services by restaurants, the total number of restaurants with paid plans was 67,400 as of September 30, 2022.

The premium membership business's revenue decreased 4.2% year on year to 735 million yen due to a decline in fee-paying members.

The advertising business's revenue increased 18.3% year on year to 804 million yen as a result of partnerships with other sites, and revenue from commissioned business<sup>2</sup> was 40 million yen.

Tabelog had 89.98 million monthly unique users<sup>1</sup> in September 2022.

#### (New Media and Solutions)

The New Media and Solutions business's revenue increased 35.2% year on year to 6,329 million yen in the six months ended September 30, 2022.

In the New Media and Solutions business, revenue increased mainly in the Kyujin Box business and in the domain of travel/transportation.

### (b) Finance Business

The finance business's revenue grew 7.1% year on year to 1,447 million yen, while its segment income increased 15.8% year on year to 390 million yen in the six months ended September 30, 2022.

Kakaku.com Insurance, a site operated by consolidated subsidiary Kakaku.com Insurance, Inc., increased its commission revenue mainly through growth in online insurance applications.

(Notes) 1. Monthly unique users are counted as the number of browsers that visited the site (for certain browsers, operating systems, etc., there may be instances in which users who re-visited the site after a certain period of time are counted multiple times). Double-counting as a side effect of high-speed loading of mobile webpages and mechanical accesses by third parties' web-scraping bots etc. are eliminated from the count to the fullest extent possible. Tabelog's support of AMP (Accelerated Mobile Pages) ended in February 2022.

2. Refers to revenue from Go To Eat campaign-related business commissioned by the Ministry of Agriculture, Forestry and Fisheries. It does not, however, include advertising income (booked in the advertising business) related to the commissioned operations.

## **(2) Financial Position**

### **1) Analysis of Financial Position**

#### **Assets**

Consolidated assets at September 30, 2022, totaled 78,984 million yen, an 8,507 million yen increase from March 31, 2022. The increase was mainly the net result of a 690 million yen decrease in right-of-use assets being offset by increases in cash and cash equivalents of 5,052 million yen and other current assets of 3,127 million yen, respectively.

#### **Liabilities**

Consolidated liabilities at September 30, 2022, totaled 26,693 million yen, a 4,380 million yen increase from March 31, 2022. The increase was mainly the net result of a 363 million yen decline in lease liabilities (non-current) being offset by a 3,733 million yen increase in other current liabilities.

#### **Equity**

Consolidated equity at September 30, 2022, totaled 52,291 million yen, a 4,127 million yen increase from March 31, 2022. This was mainly the net result of 8,046 million yen of profit attributable to owners of the parent company and the declaration of a 4,092 million yen dividend from retained earnings.

### **2) Cash Flows**

Cash and cash equivalents (“cash”) at September 30, 2022, totaled 39,350 million yen, a 5,052 million yen increase from March 31, 2022. Cash flows from operating, investing, and financing activities were as follows.

#### **Cash flows from operating activities**

Operating activities provided net cash of 10,825 million yen (vs. 6,311 million yen provided in the year-earlier period). The main outflow was 3,181 million yen of income taxes paid, which was offset by 11,330 million yen in profit before income taxes and 1,739 million yen in depreciation and amortization.

#### **Cash flows from investing activities**

Investing activities used net cash of 991 million yen (vs. 1,283 million yen used in the year-earlier period). This was primarily due to 664 million yen used to purchase intangible assets, including server software, and 205 million yen used to purchase property, plant and equipment.

#### **Cash flows from financing activities**

Financing activities used net cash of 4,792 million yen (vs. 10,155 million yen used in the year-earlier period). This was primarily due to 4,091 million yen for dividends paid.

### **(3) Explanation of Consolidated Earnings Forecast and Other Forward-looking Statements**

The consolidated earnings forecasts for the fiscal year ending March 31, 2023, that were disclosed in the Consolidated Earnings Report for the Fiscal Year Ended March 31, 2022, released on May 11, 2022, remain unchanged.

## 2. Condensed Consolidated Financial Statements

### (1) Condensed Consolidated Statement of Financial Position

(Millions of yen)

	As of March 31, 2022	As of September 30, 2022
Assets		
Current assets		
Cash and cash equivalents	34,298	39,350
Trade and other receivables	7,919	8,197
Other financial assets	252	481
Other current assets	4,575	7,701
Total current assets	47,044	55,730
Non-current assets		
Property, plant and equipment	2,329	2,248
Right-of-use assets	6,671	5,981
Goodwill and other intangible assets	6,886	6,790
Investments accounted for using equity method	781	775
Other financial assets	6,151	6,666
Deferred tax assets	529	702
Other non-current assets	86	93
Total non-current assets	23,433	23,254
Total assets	70,477	78,984

(Millions of yen)

	As of March 31, 2022	As of September 30, 2022
Liabilities		
Current liabilities		
Trade and other payables	2,939	2,850
Bonds and borrowings	486	470
Other financial liabilities	1,040	1,899
Income taxes payable	3,244	3,541
Lease liabilities	1,223	941
Employee benefit obligations	1,739	1,954
Other current liabilities	5,885	9,619
Total current liabilities	16,557	21,273
Non-current liabilities		
Bonds and borrowings	40	38
Lease liabilities	4,848	4,485
Provisions	549	561
Other non-current liabilities	319	337
Total non-current liabilities	5,757	5,420
Total liabilities	22,313	26,693
Equity		
Capital stock	916	916
Capital surplus	141	141
Retained earnings	48,621	52,569
Treasury shares	(2,175)	(2,148)
Other components of equity	454	590
Total equity attributable to owners of the parent company	47,956	52,068
Non-controlling interests	208	223
Total equity	48,164	52,291
Total liabilities and equity	70,477	78,984

**(2) Condensed Consolidated Statement of Income**

(Millions of yen)

	Six months ended September 30, 2021	Six months ended September 30, 2022
Revenue	23,882	28,240
Operating expenses	15,787	17,292
Other income	30	5
Other expenses	4	47
Operating profit	8,121	10,906
Finance income	48	463
Finance expenses	26	37
Share of profit (loss) of associates and joint ventures accounted for by the equity method	(116)	(2)
Profit before income taxes	8,027	11,330
Income tax expense	2,259	3,268
Profit	5,769	8,061
Profit attributable to:		
Owners of the parent company	5,774	8,046
Non-controlling interests	(5)	15
Earnings per share		
Basic earnings per share (yen)	28.06	39.33
Diluted earnings per share (yen)	28.04	39.30



**(3) Condensed Consolidated Statement of Comprehensive Income**

(Millions of yen)

	Six months ended September 30, 2021	Six months ended September 30, 2022
Profit	5,769	8,061
Other comprehensive income (Net of related tax effect)		
Items that will not be reclassified to profit or loss		
Net changes in fair value of financial assets measured at fair value through other comprehensive income	(48)	108
Total items that will not be reclassified to profit or loss	(48)	108
Items that may be reclassified to profit or loss		
Exchange differences on translation of foreign operations	0	1
Share of other comprehensive income of associates and joint ventures accounted for using the equity method	(0)	(4)
Total items that may be reclassified to profit or loss	(0)	(3)
Other comprehensive income (Net of related tax effect)	(48)	106
Comprehensive income	5,721	8,167
Comprehensive income attributable to:		
Owners of the parent company	5,726	8,152
Non-controlling interests	(5)	15

#### (4) Condensed Consolidated Statements of Changes in Equity

Six months ended September 30, 2021 (From April 1, 2021 to September 30, 2021)

(Millions of yen)

	Equity attributable to owners of the parent company										Non-controlling interests	Total equity
	Capital stock	Capital surplus	Retained earnings	Treasury shares	Other components of equity					Total		
					Net changes in fair value of financial assets measured at fair value through other comprehensive income	Exchange differences on translation of foreign operations	Share of other comprehensive income of associates and joint ventures accounted for using the equity method	Subscription rights to shares	Total other components of equity			
Balance at beginning of period	916	463	47,028	(1,842)	37	(14)	(1)	293	316	46,880	261	47,141
Profit	—	—	5,774	—	—	—	—	—	—	5,774	(5)	5,769
Other comprehensive income	—	—	—	—	(48)	0	(0)	—	(48)	(48)	0	(48)
Total comprehensive income	—	—	5,774	—	(48)	0	(0)	—	(48)	5,726	(5)	5,721
Dividends	—	—	(4,120)	—	—	—	—	—	—	(4,120)	—	(4,120)
Purchase or disposal of treasury shares	—	—	(13)	(3,762)	—	—	—	(6)	(6)	(3,780)	—	(3,780)
Changes in ownership interest in subsidiaries	—	(36)	—	—	0	—	—	—	0	(36)	36	—
Share-based payment transactions	—	—	—	—	—	—	—	34	34	34	—	34
Change in scope of consolidation	—	—	122	—	—	—	—	—	—	122	(18)	104
Others	—	(1)	—	—	—	—	—	—	—	(1)	—	(1)
Total transactions with owners	—	(37)	(4,010)	(3,762)	0	—	—	28	28	(7,781)	17	(7,763)
Balance at end of period	916	426	48,792	(5,604)	(10)	(14)	(1)	322	296	44,825	273	45,098

(Millions of yen)

	Equity attributable to owners of the parent company										Non-controlling interests	Total equity
	Capital stock	Capital surplus	Retained earnings	Treasury shares	Other components of equity					Total		
					Net changes in fair value of financial assets measured at fair value through other comprehensive income	Exchange differences on translation of foreign operations	Share of other comprehensive income of associates and joint ventures accounted for using the equity method	Subscription rights to shares	Total other components of equity			
Balance at beginning of period	916	141	48,621	(2,175)	117	(14)	(4)	354	454	47,956	208	48,164
Profit	—	—	8,046	—	—	—	—	—	—	8,046	15	8,061
Other comprehensive income	—	—	—	—	108	1	(4)	—	105	105	0	106
Total comprehensive income	—	—	8,046	—	108	1	(4)	—	105	8,152	15	8,167
Dividends	—	—	(4,092)	—	—	—	—	—	—	(4,092)	—	(4,092)
Purchase or disposal of treasury shares	—	—	(5)	27	—	—	—	(4)	(4)	18	—	18
Share-based payment transactions	—	—	—	—	—	—	—	34	34	34	—	34
Others	—	(0)	—	—	—	—	—	—	—	(0)	—	(0)
Total transactions with owners	—	(0)	(4,098)	27	—	—	—	30	30	(4,040)	—	(4,040)
Balance at end of period	916	141	52,569	(2,148)	226	(14)	(7)	385	590	52,068	223	52,291

**(5) Condensed Consolidated Statement of Cash Flows**

(Millions of yen)

	Six months ended September 30, 2021	Six months ended September 30, 2022
Cash flows from operating activities		
Profit before income taxes	8,027	11,330
Adjustments to reconcile profit before income taxes		
Depreciation and amortization	1,757	1,739
Interest and dividend income	(3)	(4)
Decrease (increase) in trade and other receivables	660	(278)
Increase (decrease) in trade and other payables	(231)	(35)
Increase (decrease) in other financial liabilities	(2,416)	858
Other	1,069	409
Subtotal	8,863	14,018
Interest and dividend income received	3	4
Interest paid	(22)	(16)
Income taxes paid	(2,534)	(3,181)
Net cash provided by (used in) operating activities	6,311	10,825
Cash flows from investing activities		
Purchase of property, plant and equipment	(187)	(205)
Purchase of intangible assets	(607)	(664)
Purchase of investment securities	(647)	(114)
Proceeds from distribution of investment in partnerships	57	5
Payments for lease and guarantee deposits	(23)	(16)
Other	123	4
Net cash provided by (used in) investing activities	(1,283)	(991)
Cash flows from financing activities		
Net increase (decrease) in short-term loans payable	(315)	–
Repayments of long-term loans payable	(30)	(18)
Repayment of lease obligations	(711)	(697)
Purchase of treasury shares	(5,001)	(0)
Dividends paid	(4,120)	(4,091)
Proceeds from issuance of share options	27	18
Other	(5)	(4)
Net cash provided by (used in) financing activities	(10,155)	(4,792)
Effect of exchange rate change on cash and cash equivalents	(0)	10
Net increase (decrease) in cash and cash equivalents	(5,128)	5,052
Cash and cash equivalents at beginning of period	34,888	34,298
Cash and cash equivalents at end of period	29,760	39,350

(Notes regarding the going concern assumption)

(Significant subsequent events)

The Company resolved at its meeting of the Board of Directors held on September 21, 2022 to make Pathee, Inc. its subsidiary by acquiring its shares and acquired the shares on October 3, 2022, as follows.

(a) Name and description of business of the acquired company

Description of business: Operation of the shopping area information site “Pathee.com”

(b) Primary reasons for the business combination

(c) Date of the business combination

(d) Legal form of the business combination

(e) Ratio of voting rights acquired

(2) Consideration for acquisition of the acquired company and acquisition-related expenses

(Note) Acquisition-related expenses pertaining to this business combination were 9 million yen, and the full amount has been recorded under “operating expenses” in the condensed consolidated statement of income.

Detailed information on the accounting regarding this business combination is not provided because such accounting is incomplete at this point in time.