## Translation

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April 14, 2023

## Summary of Consolidated Financial Results for the Six Months Ended February 28, 2023 (Under Japanese GAAP)

Company name: coconala Inc.

Listing exchange: Tokyo Stock Exchange

Securities code: 4176

URL: <a href="https://coconala.co.jp/en/">https://coconala.co.jp/en/</a>

Representative: Ayumu Suzuki, Chief Executive Officer
Inquiries: Seiichiro Matsumoto, Chief Financial Officer

Phone: +81-3-6712-7771

Scheduled date for filing quarterly securities report: April 14, 2023

Scheduled date for commencing dividend payments:

Preparation of supplementary materials on quarterly financial results: Yes Holding of quarterly financial results briefing session:

Yes

(Amounts are rounded down to the nearest million yen, unless otherwise noted.)

## 1. Consolidated Financial Results for the First Six Months Ended February 28, 2023 (from September 1, 2022 to February 28, 2023)

## (1) Consolidated Operating Results (Cumulative)

(Percentage figures represent year-on-year changes)

	Operating reve	enue	Operating profit		Ordinary profit		Profit attributable to owners of parent	
Six months ended	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
February 28, 2023	2,195	22.8	(148)	_	(192)	_	(107)	_
February 28, 2022	1,787	_	(448)	_	(447)	_	(447)	_

(Note) Comprehensive income For the six months ended February 28, 2023:

For the six months ended February 28, 2022: (4-

(185) million yen [- %]

(448) million yen [- %]

	Basic earnings per share	Diluted earnings per share
Six months ended	Yen	Yen
February 28, 2023	(4.54)	_
February 28, 2022	(19.47)	_

(Note) 1. Diluted earnings per share for the first two quarters of the fiscal year ending August 31, 2023, is not indicated as the Company generated net loss for the period, although there are diluted shares.

## (2) Consolidated Financial Position

	Total assets	Total assets Net assets	
	Millions of yen	Millions of yen	%
First six months ended February 28, 2023	4,416	2,577	43.1
Fiscal year ended August 31, 2022	4,327	2,437	45.9

(Reference) Total shareholders' equity: As of February 28, 2023: 1,905 million yen
As of August 31, 2022: 1,987 million yen

## 2. Cash Dividends

	Annual dividends per share						
	End of Q1	End of Q2	End of Q3	Fiscal year-end	Total		
	Yen	Yen	Yen	Yen	Yen		
Fiscal year ended August 31, 2022	_	0.00	_	0.00	0.00		
Fiscal year ending August 31, 2023	1	0.00					
Fiscal year ending August 31, 2023 (Forecast)			_	0.00	0.00		

(Note) Revisions to the most recently announced dividend forecast: None

## 3. Forecast of Consolidated Financial Results for the Fiscal Year Ending August 31, 2023 (from September 1, 2022 to August 31, 2023)

(Percentage figures indicate year-on-year changes)

	Operating rever	nue	Operating pro	ofit	Ordinary profit		Profit attributable owners of pare		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	4,800	25.1	(700)	_	(700)	_	(645)	_	(27.39)

(Note) Revisions to the most recently announced earnings forecast: None

## \*Notes

(1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in change in scope of consolidation): Yes

Newly consolidated: None; Excluded from consolidation: None

- (2) Application of accounting treatment specific to the preparation of quarterly consolidated financial statements: None
- (3) Changes in accounting policies, changes in accounting estimates, and restatement of prior financial statements
  - (i) Changes in accounting policies due to revisions to accounting standards and other regulations: None
  - (ii) Changes in accounting policies other than those in i. above: None
  - (iii) Changes in accounting estimates: None
  - (iv) Restatement of prior period financial statement: None
- (4) Number of issued shares (common shares)
  - (i) Total number of issued shares at the end of the period (including treasury shares)

As of February 28, 2023	23,794,500 shares
As of August 31, 2022	23,546,600 shares

(ii) Number of treasury shares at the end of the period

As of February 28, 2023	- shares
As of August 31, 2022	- shares

(iii) Average number of shares outstanding during the period (cumulative from the beginning of the fiscal year)

As of February 28, 2023	23,679,988 shares
As of February 28, 2022	22,969,229 shares

<sup>\*</sup> This summary of quarterly financial results is not subject to quarterly review by a public accountant or audit corporation.

The earnings outlook and other forward-looking statements contained in this document are based on information currently available to and certain assumptions that are deemed to be reasonable by the Company. Accordingly, such statements should not be construed as a guarantee of achieving the results by the Company. Actual results, etc. may materially differ materially from the forecast due to various factors.

<sup>\*</sup> Explanation regarding appropriate use of earnings forecasts, and other notes

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## 1. Qualitative Information on the Financial Results for the Period under Review

#### (1) Overview of Operating Results

During the six months ended February 28, 2023, as the COVID-19 pandemic began to subside, a slowdown in the overall growth rate of online transactions was seen as time spent at home shortened. The Company has focused on the development of product functions to enhance user convenience. In December 2022, a reservation function that allows users to purchase at a specified date and time from a schedule published by the seller was added, and in January 2023, a coupon distribution function was introduced to enable sellers themselves to promote acquisition of new customers or repeat sales to existing customers. In addition, in order to expand its business areas of focus, it is strengthening user acquisition through sales and alliances with external parties.

As a result of the above, the Company posted gross merchandise value (GMV) of 7,116,196 thousand yen (up 19.3% year-on-year), operating revenue of 2,195,221 thousand yen (up 22.8% year-on-year), operating loss of 148,630 thousand yen (operating loss of 448,122 thousand yen in the same quarter of the previous fiscal year), ordinary loss of 192,463 thousand yen (ordinary loss of 447,403 thousand yen in the same quarter of the previous fiscal year), and loss attributable to owners of parent of 107,618 thousand yen (loss attributable to owners of parent of 447,148 thousand yen in the same quarter of the previous fiscal year) for the six months ended February 28, 2023.

Operating results by segment are as follows.

#### (i) coconala

In "coconala," in order to expand its business areas of focus, the Company is strengthening user acquisition through sales and alliances with external parties.

As a result, operating revenue amounted to 1,947,871 thousand yen (up 20.6% year-on-year), while segment loss amounted to 158,536 thousand yen (segment loss of 432,770 thousand yen in the same quarter of the previous fiscal year).

## (ii) coconala Legal Consultation

In "coconala Legal Consultation," the number of lawyers registered under the fee-based service increased as both precision and volume of the matching of users and lawyers were steady, and against this backdrop, fixed usage fees, which are advertising revenue from lawyers, also grew.

As a result, operating revenue amounted to 247,350 thousand yen (up 43.6% year-on-year), while segment profit amounted to 23,649 thousand yen (segment loss of 12,671 thousand yen in the same quarter of the previous fiscal year).

## (2) Financial Position

## (i) Status of assets, liabilities and net assets

(Assets)

Total assets as of February 28, 2023 increased by 89,549 thousand yen from the end of the previous fiscal year to 4,416,948 thousand yen.

This was mainly due to an increase of 105,715 thousand yen in investment securities.

## (Liabilities)

Total liabilities as of February 28, 2023 decreased by 50,228 thousand yen from the end of the previous fiscal year to 1,839,503 thousand yen.

This was mainly due to a decrease of 166,606 thousand yen in accounts payable due to payments for TV commercial-related expenses, etc., and an increase of 79,940 thousand yen in advances received due to an increase in GMV.

## (Net assets)

Total net assets as of February 28, 2023 increased by 139,778 thousand yen from the end of the previous fiscal year to 2,577,445 thousand yen.

This was mainly due to an increase of 186,958 thousand yen in non-controlling interests despite a decrease of 107,618 thousand yen in retained earnings.

## (ii) Cash flows

Total cash and cash equivalents as of February 28, 2023 increased by 10,658 thousand yen from the end of the previous fiscal year to 3,061,603 thousand yen. The respective cash flow positions and main factors behind the changes are as follows.

#### (Cash flows from operating activities)

Net cash used in operating activities was 58,568 thousand yen (683,884 thousand yen used in the same quarter of the previous fiscal year). This was mainly due to net loss before income taxes of 179,963 thousand yen, a decrease of 166,103 thousand yen in accounts payable pertaining to TV commercial-related expenses, etc., an increase of 79,940 thousand yen in advances received due to an increase in GMV and a decrease of 68,599 thousand yen in trade receivables.

## (Cash flows from investing activities)

Net cash used in investing activities was 228,005 thousand yen (64,686 thousand yen used in the same quarter of the previous fiscal year). This was mainly due to 156,147 thousand yen for purchase of investment securities and 36,067 thousand yen for payment of guarantee deposits.

## (Cash flows from financing activities)

Net cash provided by financing activities was 297,232 thousand yen (244,734 thousand yen provided in the same quarter of the previous fiscal year). This was mainly due to 265,000 thousand yen of proceeds from share issuance to non-controlling shareholders and 25,232 thousand yen of proceeds from issuance of shares resulting from exercise of share acquisition rights.

## (3) Explanation of Consolidated Financial Results Forecasts and Other Forward-looking Statements

There are no changes to the forecasts of full-year financial results announced in the "Consolidated Financial Results for the Fiscal Year Ended August 31, 2022" dated October 14, 2022.

The forecasts of financial results are based on information currently available to and certain assumptions that are deemed to be reasonable by the Company. Actual results, etc. may differ due to various factors.

# 2. Quarterly Consolidated Financial Statements and Significant Notes Thereto (1) Quarterly Consolidated Balance Sheets

	Previous fiscal year (As of August 31, 2022)	(Thousands of yen) Six months ended February 28, 2023 (As of February 28, 2023)
Assets		()
Current assets		
Cash and deposits	3,050,945	3,061,603
Accounts receivable - trade	333,364	264,764
Prepaid expenses	105,655	96,681
Other	88,408	87,059
Total current assets	3,578,372	3,510,109
Non-current assets		
Property, plant and equipment		
Buildings	102,682	103,013
Tools, furniture and fixtures	82,865	71,312
Construction in progress	· -	32,084
Accumulated depreciation	(70,924)	(68,233)
Total property, plant and equipment	114,623	138,177
Intangible assets	,	,
Software	10,674	9,570
Total intangible assets	10,674	9,570
Investments and other assets	10,074	7,570
Guarantee deposits	179,876	212,732
Long-term prepaid expenses	20,936	17,628
Investment securities		
Other	419,090	524,806
	3,823	3,923
Total investments and other assets	623,727	759,091
Total non-current assets	749,025	906,839
Total assets	4,327,398	4,416,948
Liabilities		
Current liabilities		
Accounts payable - other	443,471	276,864
Accrued expenses	23,454	30,021
Income taxes payable	2,287	20,171
Accrued consumption taxes	-	43,920
Advances received	487,936	567,876
Deposits received	922,567	887,966
Provision for point card certificates	3,502	5,018
Provision for coupons	6,513	7,663
Total current liabilities	1,889,731	1,839,503
Total liabilities	1,889,731	1,839,503
Net assets		
Shareholders' equity		
Share capital	1,221,560	1,234,177
Capital surplus	2,366,763	2,379,768
Retained earnings	(1,601,139)	(1,708,758)
Total shareholders' equity	1,987,184	1,905,186
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	94	87
Total accumulated other comprehensive income	94	87
Share acquisition rights	12,500	47,324
Non-controlling interests	437,888	624,846
Total net assets	2,437,666	2,577,445
Total liabilities and net assets	4,327,398	4,416,948
	7,327,376	7,710,770

## (2) Quarterly Consolidated Statements of Income and Consolidated Statements of Comprehensive Income (Quarterly Consolidated Statements of Income)

(Year to quarter end consolidated statement of income)

	Six months ended February 28, 2022 (September 1, 2021 to February 28, 2022)	(Thousands of yen) Six months ended February 28, 2023 (September 1, 2022 to February 28, 2023)
Operating revenue	1,787,992	2,195,221
Operating expenses	2,236,114	2,343,851
Operating profit (loss)	(448,122)	(148,630)
Non-operating income		
Interest income	14	13
Income from refund	743	5,437
Other	90	344
Total non-operating income	847	5,795
Non-operating expenses		
Interest expenses	128	99
Loss on valuation of investment securities	-	49,500
Miscellaneous losses		30
Total non-operating expenses	128	49,629
Ordinary profit (loss)	(447,403)	(192,463)
Extraordinary income		
Gain on reversal of share acquisition rights		12,500
Total extraordinary income	-	12,500
Profit (loss) before income taxes	(447,403)	(179,963)
Income taxes - current	1,147	4,383
Profit (loss)	(448,550)	(184,346)
Profit (loss) attributable to non-controlling interests	(1,401)	(76,727)
Profit (loss) attributable to owners of parent	(447,148)	(107,618)

## (Quarterly Consolidated Statements of Comprehensive Income) (Year to quarter end consolidated statement of comprehensive income)

		(Thousands of yen)
	Six months ended	Six months ended
	February 28, 2022	February 28, 2023
	(September 1, 2021 to	(September 1, 2022 to
	February 28, 2022)	February 28, 2023)
Profit (loss)	(448,550)	(184,346)
Other comprehensive income		
Valuation difference on available-for-sale securities	24	(932)
Total other comprehensive income	24	(932)
Comprehensive income	(448,525)	(185,278)
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	(447,148)	(107,625)
Comprehensive income attributable to non-controlling interests	(1,377)	(77,653)

	(Thousands of y			
	Six months ended February 28, 2022 (September 1, 2021 to February 28, 2022)			
Cash flows from operating activities				
Profit (loss) before income taxes	(447,403)	(179,963)		
Depreciation	13,572	11,869		
Amortization of guarantee deposits	2,981	3,210		
Loss (gain) on valuation of investment securities	-	49,500		
Gain on reversal of share acquisition rights	-	(12,500)		
Share-based payment expenses	-	46,640		
Interest income	(14)	(13)		
Interest expenses	128	99		
Decrease (increase) in trade receivables	42,923	68,599		
Decrease (increase) in prepaid expenses	(52,928)	2,658		
Decrease (increase) in long-term prepaid expenses	(204)	3,307		
Increase (decrease) in accounts payable-other	(253,874)	(166,103)		
Increase (decrease) in accrued expenses	212	6,567		
Increase (decrease) in income taxes payable - factor based tax	(17,347)	6,457		
Increase (decrease) in accrued consumption taxes	(81,732)	43,920		
Increase (decrease) in advances received	134,236	79,940		
Increase (decrease) in deposits received	54,380	(34,600)		
Increase (decrease) in provision for point card certificates	907	1,516		
Increase (decrease) in provision for coupons	680	1,150		
Decrease (increase) in other current assets	(61,725)	2,217		
Increase (decrease) in other current liabilities	282	-		
Subtotal	(664,923)	(65,526)		
Interest received	14	13		
Interest paid	(99)	(99)		
Income taxes refund	-	8,295		
Income taxes paid	(18,875)	(1,252)		
Net cash provided by (used in) operating activities	(683,884)	(58,568)		
Cash flows from investing activities		, , ,		
Purchase of property, plant and equipment	(30,045)	(35,790)		
Purchase of investment securities	(34,641)	(156,147)		
Payments of guarantee deposits	- ·	(36,067)		
Net cash provided by (used in) investing activities	(64,686)	(228,005)		
Cash flows from financing activities	(* 1,000)	(===,===)		
Proceeds from issuance of shares resulting from				
exercise of share acquisition rights	90,234	25,232		
Proceeds from issuance of share acquisition rights	4,500	7,000		
Proceeds from share issuance to non-controlling shareholders	150,000	265,000		
Net cash provided by (used in) financing activities	244,734	297,232		
Net increase (decrease) in cash and cash equivalents	(503,836)	10,658		
Cash and cash equivalents at beginning of period	3,318,899	3,050,945		
_				
Cash and cash equivalents at end of period	2,815,063	3,061,603		

## (4) Notes to Quarterly Consolidated Financial Statements

(Notes on Going Concern Assumption) Not applicable.

(Notes When There Are Significant Changes in Amounts of Equity) Not applicable.

(Segment Information, Etc.)

[Segment information]

- I. For the six months ended February 28, 2022 (September 1, 2021 February 28, 2022)
  - 1. Disclosure of operating revenue and profit (loss) for each reportable segment, and breakdown of revenue

(Thousands of ven)

					inousands of yen)
	Reportable segments				
	coconala	coconala Legal Consultation	Total	Other (Note 1)	Total (Note 2)
Operating revenue					
Goods transferred at a point in time	1,615,737	_	1,615,737	_	1,615,737
Goods transferred over a period of time	_	172,255	172,255	l	172,255
Revenue from contracts with customers	1,615,737	172,255	1,787,992		1,787,992
Other revenue	_	-		1	_
Revenues from external customers	1,615,737	172,255	1,787,992		1,787,992
Intersegment operating revenue or transfers	_	_	_	_	_
Total	1,615,737	172,255	1,787,992	_	1,787,992
Segment profit (loss)	(432,770)	(12,671)	(445,442)	(2,680)	(448,122)

- (Note) 1. The "Other" category represents business segments that are not included in the reportable segments and includes the investment business.
  - 2. Total amount of segment profit (loss) corresponds to operating loss described in the quarterly consolidated statement of income.
- II. For the six months ended February 28, 2023 (September 1, 2022 February 28, 2023)
  - 1. Disclosure of operating revenue and profit (loss) for each reportable segment, and breakdown of revenue

(Thousands of yen)

	Reportable segments				
	coconala	coconala Legal Consultation	Total	Other (Note 1)	Total (Note 2)
Operating revenue					
Goods transferred at a point in time	1,947,871	_	1,947,871	_	1,947,871
Goods transferred over a period of time	_	247,350	247,350	_	247,350
Revenue from contracts with customers	1,947,871	247,350	2,195,221	_	2,195,221
Other revenue	_	_	_	_	_
Revenues from external customers	1,947,871	247,350	2,195,221	_	2,195,221
Intersegment operating revenue or transfers	_	_	_	_	_
Total	1,947,871	247,350	2,195,221	_	2,195,221
Segment profit (loss)	(158,536)	23,649	(134,887)	(13,742)	(148,630)

- (Note) 1. The "Other" category represents business segments that are not included in the reportable segments and includes the investment business.
  - 2. Total amount of segment profit (loss) corresponds to operating loss described in the quarterly consolidated statement of income.

(Significant Subsequent Events)

Not applicable.