

**Translation**

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## Summary of Non-Consolidated Financial Results for the Nine Months Ended December 31, 2019 (Based on Japanese GAAP)

February 5, 2020

Company name: MATCHING SERVICE JAPAN CO.,LTD.  
 Stock exchange listing: Tokyo  
 Stock code: 6539 URL <https://company.jmsc.co.jp/>  
 Representative: CEO Takahiro Arimoto  
 Managing Director  
 Inquiries: Business Administration Headquarter Mayuki Fujie TEL 03-3239-7373  
 General Manager  
 Scheduled date to file Quarterly Securities Report: February 12, 2020  
 Scheduled date to commence dividend payments: –  
 Preparation of supplementary material on quarterly financial results: Yes  
 Holding of quarterly financial results meeting: No

(Amounts less than one million yen are rounded down)

## 1. Non-consolidated financial results for the nine months ended December 31, 2019 (from April 1, 2019 to December 31, 2019)

## (1) Non-consolidated operating results (cumulative)

Percentages indicate year-on-year changes

	Net sales		Operating profit		Ordinary profit		Profit	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Nine months ended December 31, 2019	3,067	7.8	1,268	(1.9)	1,531	14.0	1,078	14.9
Nine months ended December 31, 2018	2,845	26.6	1,293	64.9	1,342	48.5	938	46.6

	Earnings per share		Diluted earnings per share	
	Yen	Yen	Yen	Yen
Nine months ended December 31, 2019	43.31	43.16	43.31	43.16
Nine months ended December 31, 2018	37.76	37.54	37.76	37.54

Note: The Company conducted 4-for-1 stock splits on October 1, 2018 respectively. Earnings per Share and Diluted earnings per share were calculated based on the assumption that these stock splits were conducted at the beginning of the previous fiscal year.

## (2) Non-consolidated financial position

	Total assets	Net assets	Equity ratio	Net assets per share
	Millions of yen	Millions of yen	%	Yen
As of December 31, 2019	8,156	7,659	93.9	307.47
As of March 31, 2019	7,810	6,998	89.6	280.98

## 2. Cash dividends

	Annual dividends per share				
	1st quarter-end	2nd quarter-end	3rd quarter-end	Fiscal year-end	Total
	Yen	Yen	Yen	Yen	Yen
Year ended March 31, 2019	–	0.00	–	15.00	15.00
Year ending March 31, 2020	–	0.00	–	–	–
Year ending March 31, 2020 (Forecast)	–	–	–	15.00	15.00

## 3. Forecast of non-consolidated financial results for the year ending March 31, 2020 (from April 1, 2019 to March 31, 2020)

Percentages indicate year-on-year changes

	Net sales		Operating profit		Ordinary profit		Profit		Earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	4,643	21.3	1,994	18.0	2,014	13.8	1,395	16.5	56.04

4. Notes

(1) Application of special accounting methods for preparing quarterly non-consolidated financial statements: No

(2) Changes in accounting policies, changes in accounting estimates, and restatement of prior period financial statements

Changes in accounting policies due to revisions to accounting standards and other regulations: No

Changes in accounting policies due to other reasons: No

Changes in accounting estimates: No

Restatement of prior period financial statements: No

(3) Number of issued shares (common shares)

Total number of issued shares at the end of the period (including treasury shares)

As of December 31, 2019	24,911,000 shares	As of March 31, 2019	24,908,400 shares
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Number of treasury shares at the end of the period

As of December 31, 2019	377 shares	As of March 31, 2019	332 shares
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Average number of shares during the period (cumulative from the beginning of the fiscal year)

Nine months ended December 31, 2019	24,908,844 shares	Nine months ended December 31, 2018	24,861,988 shares
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**Quarterly non-consolidated financial statements**  
**Non-consolidated balance sheets**

(Thousands of yen)

	As of March 31, 2019	As of December 31, 2019
<b>Assets</b>		
Current assets		
Cash and deposits	2,868,746	4,811,422
Accounts receivable - trade	162,458	132,704
Securities	1,230,779	1,517,729
Other	84,522	104,120
Total current assets	4,346,507	6,565,977
Non-current assets		
Property, plant and equipment	71,231	63,007
Intangible assets	151,261	153,415
Investments and other assets		
Investment securities	3,020,175	1,202,021
Other	237,828	186,367
Allowance for doubtful accounts	(16,396)	(14,596)
Total investments and other assets	3,241,607	1,373,792
Total non-current assets	3,464,101	1,590,214
Total assets	7,810,608	8,156,192
<b>Liabilities</b>		
Current liabilities		
Income taxes payable	408,193	156,816
Provision for repayment	6,583	4,254
Provision for bonuses	115,647	64,764
Other	281,570	271,148
Total current liabilities	811,995	496,984
Total liabilities	811,995	496,984
<b>Net assets</b>		
Shareholders' equity		
Share capital	580,588	580,783
Capital surplus	1,226,526	1,226,721
Retained earnings	5,116,912	5,822,181
Treasury shares	(435)	(503)
Total shareholders' equity	6,923,592	7,629,183
Valuation and translation adjustments		
Valuation difference on available-for-sale securities	75,021	30,024
Total valuation and translation adjustments	75,021	30,024
Total net assets	6,998,613	7,659,208
Total liabilities and net assets	7,810,608	8,156,192

## Non-consolidated statements of income (cumulative)

(Thousands of yen)

	Nine months ended December 31, 2018	Nine months ended December 31, 2019
Net sales	2,845,359	3,067,219
Cost of sales	2,748	1,368
Gross profit	2,842,610	3,065,851
Selling, general and administrative expenses	1,549,024	1,796,957
Operating profit	1,293,585	1,268,893
Non-operating income		
Interest and dividend income	52,148	148,411
Gain on sales of securities	944	132,373
Gain on investments in investment partnerships	6,287	–
Other	3,021	1,792
Total non-operating income	62,402	282,577
Non-operating expenses		
Commission expenses	8,501	6,748
Loss on redemption of securities	4,042	9,919
Loss on investments in investment partnerships	–	2,468
Other	646	633
Total non-operating expenses	13,190	19,769
Ordinary profit	1,342,798	1,531,701
Extraordinary income		
Surrender value of insurance policies	23,584	37,796
Total extraordinary income	23,584	37,796
Extraordinary losses		
Loss on retirement of non-current assets	169	–
Total extraordinary losses	169	–
Profit before income taxes	1,366,212	1,569,498
Income taxes - current	410,682	464,796
Income taxes - deferred	16,802	25,811
Total income taxes	427,484	490,607
Profit	938,728	1,078,890