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# Consolidated Financial Results for the Nine Months Ended September 30, 2024 [Japanese GAAP]

November 13, 2024

Company name: MarkLines Co., Ltd.

Listing: Tokyo

Securities code: 3901 URL: https://www.marklines.com

Representative: Makoto Sakai President, CEO
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Scheduled date to commence dividend payments: -

Preparation of supplementary material on financial results: None

Holding of financial results briefing: None

(Yen amounts are rounded down to millions, unless otherwise noted.)

1. Consolidated Financial Results for the Nine Months Ended September 30, 2024 (January 1, 2024 to September 30, 2024)

(1) Consolidated Operating Results

(Percentages indicate year-on-year changes.)

	Net sal	et sales Operating profit		Ordinary profit		Profit attributable to owners of parent		
Nine months ended	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
September 30, 2024	3,991	11.3	1,585	9.0	1,581	8.8	1,128	12.1
September 30, 2023	3,585	17.7	1,454	22.7	1,454	22.6	1,006	21.4

(Note) Comprehensive income: Nine months ended September 30, 2024: ¥ 1,109 million [ 0.5%] Nine months ended September 30, 2023: ¥ 1,103 million [ 30.6%]

	Basic earnings per share	Diluted earnings per share
Nine months ended	Yen	Yen
September 30, 2024	85.35	85.29
September 30, 2023	76.15	76.08

### (2) Consolidated Financial Position

	Total assets	Net assets	Capital adequacy ratio
As of	Millions of yen	Millions of yen	%
September 30, 2024	8,151	6,140	75.3
December 31, 2023	7,484	5,504	73.5

(Reference) Equity: As of September 30, 2024:  $\mbox{$\sharp$}$  6,140 million As of December 31, 2023:  $\mbox{$\sharp$}$  5,504 million

#### 2. Dividends

	Annual dividends				
	1st quarter-end	2nd quarter-end	3rd quarter-end	Year-end	Total
	Yen	Yen	Yen	Yen	Yen
Fiscal year ended December 31, 2023	-	0.00	-	36.00	36.00
Fiscal year ending December 31, 2024	-	0.00	-		
Fiscal year ending December 31, 2024				42.00	42.00
(Forecast)				42.00	42.00

(Note) Revision to the forecast for dividends announced most recently: None

(Note) Breakdown of the 3rd quarter dividend for the fiscal year ending December 31, 2024:

Commemorative dividend - yen Special dividend - yen

3. Consolidated Financial Results Forecast for the Fiscal Year Ending December 31, 2024(January 1, 2024 to December 31, 2024)

(Percentages indicate year-on-year changes.)

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	Net sale	s	Operating p	profit	Ordinary p	orofit	Profit attribution		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	5,700	17.6	2,300	15.5	2,300	15.7	1,600	15.7	121.07

(Note) Revision to the financial results forecast announced most recently: None

- \* Notes:
- (1) Significant changes in the scope of consolidation during the period: None

Newly included: - (Company name: )

Excluded: - (Company name: )

- (2) Adoption of accounting treatment specific to the preparation of quarterly consolidated financial statements: None
- (3) Changes in accounting policies, changes in accounting estimates, and restatement
  - 1) Changes in accounting policies due to revisions to accounting standards and other regulations: None
  - 2) Changes in accounting policies due to other reasons: None
  - 3) Changes in accounting estimates: None
  - 4) Restatement: None
- (4) Number of issued shares (common shares)
  - 1) Total number of issued shares at the end of the period (including treasury shares):

September 30, 2024: 13,228,800 shares December 31, 2023: 13,215,200 shares

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

 September 30, 2024:
 478 shares

 December 31, 2023:
 442 shares

3) Average number of shares outstanding during the period:

Nine months ended September 30, 2024: 13,218,679 shares Nine months ended September 30, 2023: 13,214,758 shares

- \* Review of the Japanese-language originals of the attached consolidated quarterly financial statements by certified public accountants or an audit firm: Yes(voluntary)
- \* Proper use of earnings forecasts, and other special matters

Total non-current assets

Total assets

1,611,710

7,484,288

2,182,034

8,151,182

		(Thousands of yen)
	As of December 31, 2023	As of September 30, 2024
Liabilities		
Current liabilities		
Accounts payable - trade	90,714	94,120
Accounts payable - other	16,792	29,570
Accrued expenses	51,982	38,098
Income taxes payable	327,994	171,996
Accrued consumption taxes	56,150	5,678
Advances received	1,372,452	1,565,050
Provision for bonuses for directors (and other officers)	13,000	12,000
Deposits received	26,758	8,204
Provision for bonuses	14,633	74,467
Other	-	51
Total current liabilities	1,970,478	1,999,238
Non-current liabilities		
Retirement benefit liability	9,725	11,380
Total non-current liabilities	9,725	11,380
Total liabilities	1,980,203	2,010,618
Net assets		
Shareholders' equity		
Share capital	371,351	372,711
Capital surplus	289,158	290,518
Retained earnings	4,751,713	5,404,225
Treasury shares	(784)	(896)
Total shareholders' equity	5,411,438	6,066,558
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	31,931	14,463
Foreign currency translation adjustment	60,714	59,542
Total accumulated other comprehensive income	92,646	74,005
Total net assets	5,504,084	6,140,564
Total liabilities and net assets	7,484,288	8,151,182

## Quarterly Consolidated Statements of Income and Comprehensive Income Quarterly Consolidated Statements of Income (For the nine months)

	For the nine months ended September 30, 2023	For the nine months ended September 30, 2024
Net sales	3,585,928	3,991,015
Cost of sales	1,234,718	1,376,777
Gross profit	2,351,210	2,614,237
Selling, general and administrative expenses		
Promotion expenses	15,202	11,245
Sales commission	651	606
Advertising expenses	11,222	13,951
Remuneration for directors (and other officers)	44,967	53,921
Salaries and allowances	415,633	463,998
Provision for bonuses	40,176	43,917
Retirement benefit expenses	10,342	10,769
Legal welfare expenses	76,163	84,079
Depreciation	7,413	8,213
Provision of allowance for doubtful accounts	600	14
Rent expenses	57,367	65,349
Other	217,007	272,707
Total selling, general and administrative expenses	896,749	1,028,773
Operating profit	1,454,461	1,585,463
Non-operating income		
Interest income	5,207	6,015
Dividend income	5,633	7,660
Foreign exchange gains	408	-
Other	4,370	4,677
Total non-operating income	15,620	18,352
Non-operating expenses		
Share of loss of entities accounted for using equity method	16,027	16,109
Foreign exchange losses	-	5,672
Other	0	411
Total non-operating expenses	16,027	22,193
Ordinary profit	1,454,053	1,581,623
Profit before income taxes	1,454,053	1,581,623
Income taxes - current	459,768	470,660
Income taxes - deferred	(12,018)	(17,280
Total income taxes	447,749	453,379
Profit	1,006,303	1,128,243
Profit attributable to owners of parent	1,006,303	1,128,243

## Quarterly Consolidated Statements of Comprehensive Income (For the nine months)

		(Thousands of yen)	
	For the nine months ended September 30, 2023	For the nine months ended September 30, 2024	
Profit	1,006,303	1,128,243	
Other comprehensive income			
Valuation difference on available-for-sale securities	56,220	(19,344)	
Foreign currency translation adjustment	29,830	(1,172)	
Share of other comprehensive income of entities accounted for using equity method	11,482	1,875	
Total other comprehensive income	97,533	(18,640)	
Comprehensive income	1,103,837	1,109,603	
Comprehensive income attributable to			
Comprehensive income attributable to owners of parent	1,103,837	1,109,603	