

# FACTBOOK 2023

For the Year Ended March 31, 2023



連結指標

Financial Results and Key Indicators

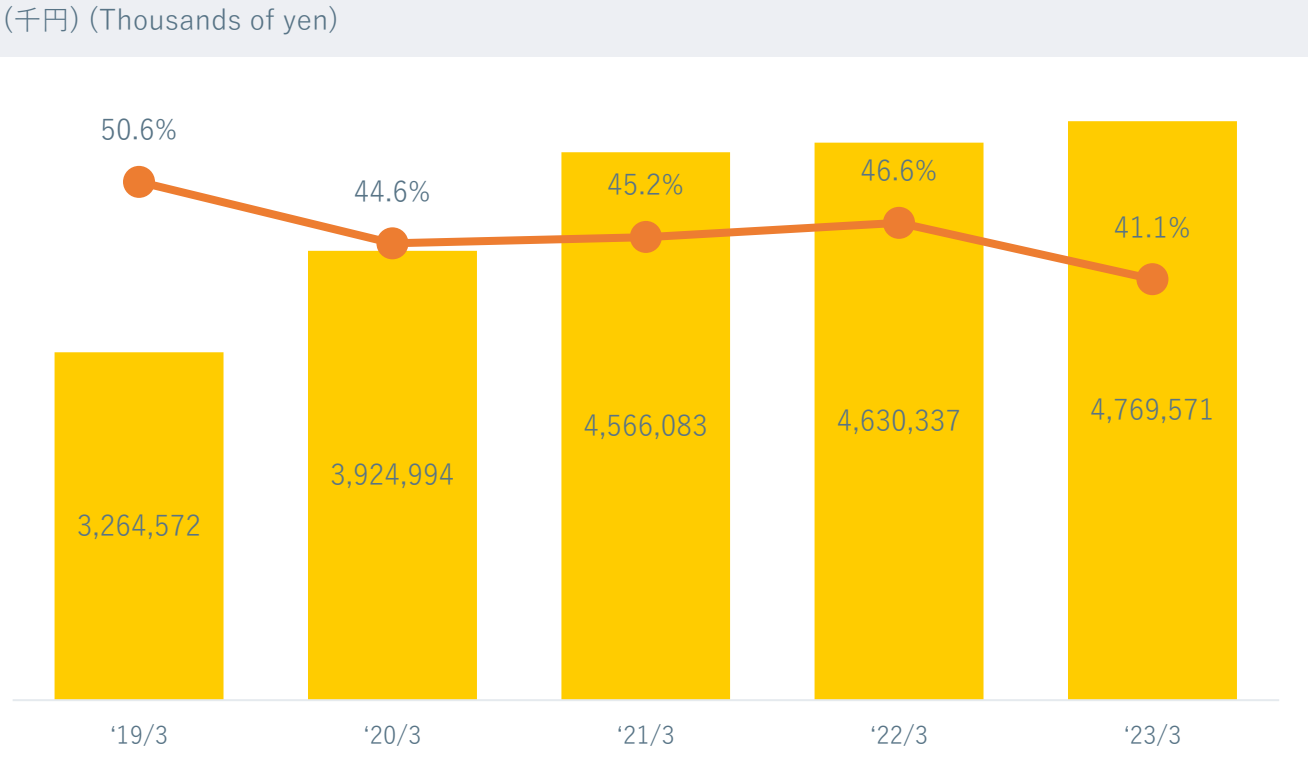
(3月31日に終了する各年度、または3月31日現在)  
(For the Years Ended March 31/ As of March 31)

|                                              |                                                   |      | '19/3     | '20/3     | '21/3     | '22/3     | '23/3     |
|----------------------------------------------|---------------------------------------------------|------|-----------|-----------|-----------|-----------|-----------|
| 売上高                                          | Net Sales                                         | (千円) | 3,264,572 | 3,924,994 | 4,566,083 | 4,630,337 | 4,769,571 |
| 売上高成長率                                       | Sales Growth                                      | (%)  | 116.3%    | 120.2%    | 116.3%    | 101.4%    | 103.0%    |
| 売上総利益                                        | Gross Profit                                      | (千円) | 1,650,248 | 1,749,423 | 2,064,429 | 2,160,562 | 1,960,446 |
| 営業利益                                         | Operating Income                                  | (千円) | 405,666   | 201,214   | 125,313   | 164,070   | △211,747  |
| 経常利益                                         | Ordinary Income                                   | (千円) | 396,341   | 159,253   | 109,287   | 137,592   | △201,373  |
| 親会社株主に帰属する当期純利益<br>又は親会社株主に帰属する当期純<br>損失 (△) | Profit (loss) Attributable to Owners of<br>Parent | (千円) | 240,738   | 72,785    | △143,670  | 28,671    | △876,873  |
| 売上総利益率                                       | Sales-cost Ratio                                  | (%)  | 50.6%     | 44.6%     | 45.2%     | 46.6%     | 41.1%     |
| 売上高営業利益率                                     | Operation Margin                                  | (%)  | 12.4%     | 5.1%      | 2.7%      | 3.5%      | △4.4%     |
| 1株当たり当期純利益又は1株当<br>たり当期純損失 (△)               | Earnings (loss) per Share                         | (円)  | 41.05     | 12.23     | △23.83    | 4.79      | △146.82   |

売上高、売上総利益率

Net Sales, Sales-cost Ratio

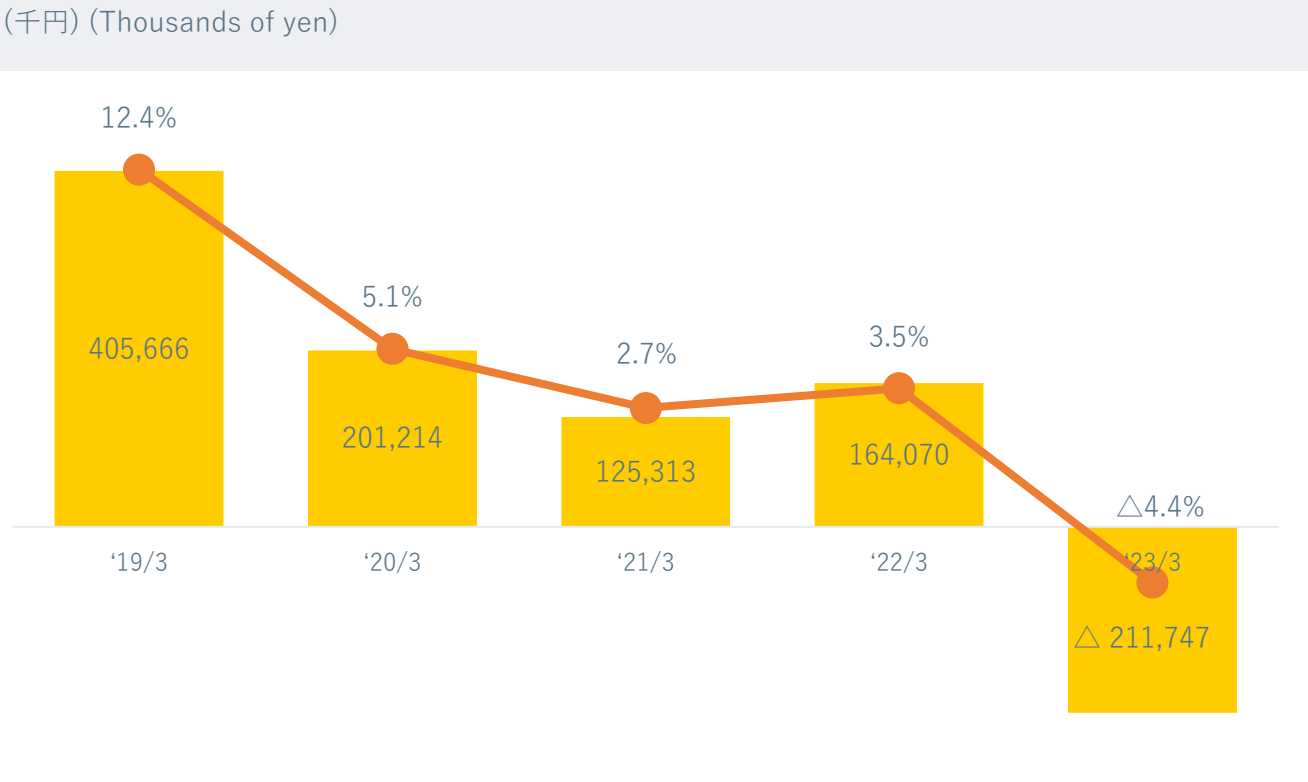
- 売上高  
Net Sales
- 売上総利益率  
Sales-cost Ratio



営業利益、営業利益率

Operating Income, Operating Margin

- 営業利益  
Operating Income
- 営業利益率  
Operating Margin



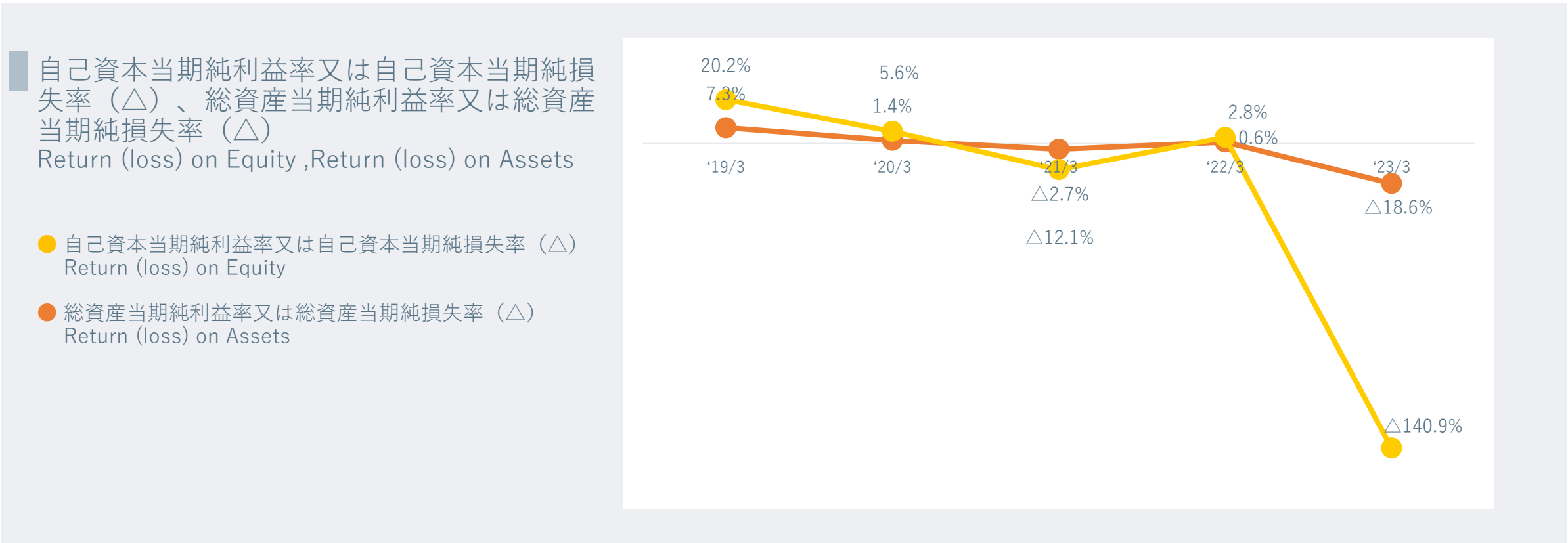
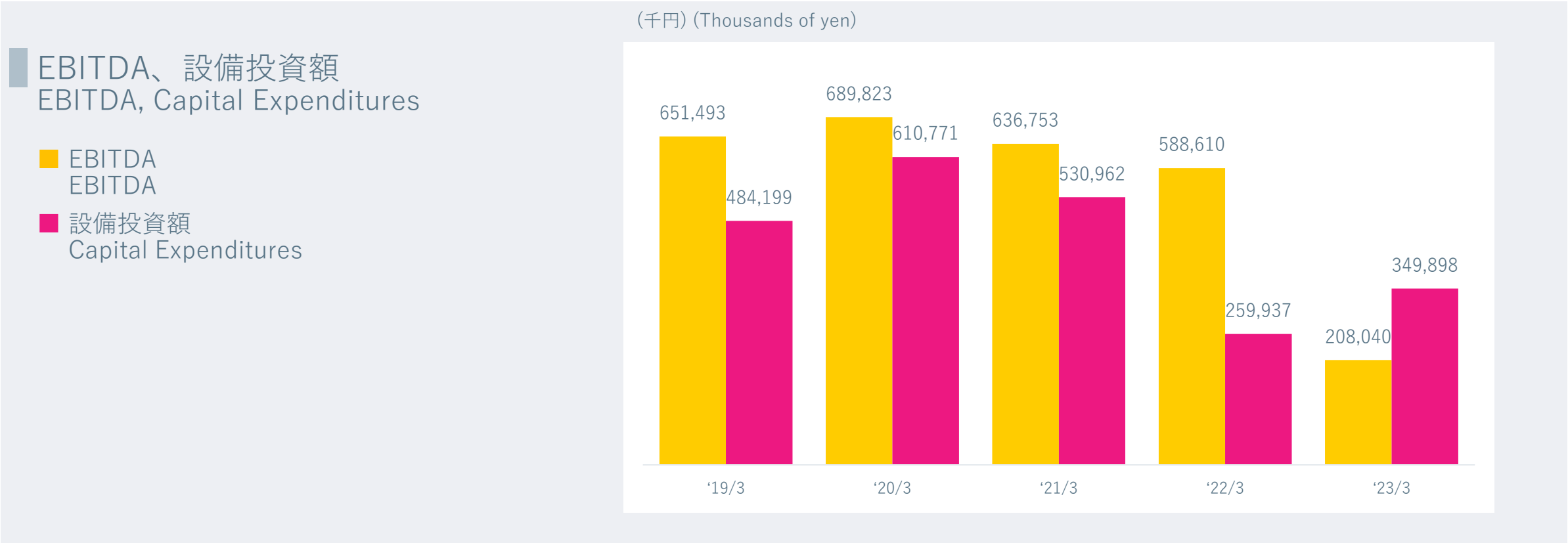
連結指標

Financial Results and Key Indicators

(3月31日に終了する各年度、または3月31日現在)  
(For the Years Ended March 31/ As of March 31)

|                           |                          |      | '19/3   | '20/3   | '21/3   | '22/3   | '23/3   |
|---------------------------|--------------------------|------|---------|---------|---------|---------|---------|
| EBITDA                    | EBITDA                   | (千円) | 651,493 | 689,823 | 636,753 | 588,610 | 208,040 |
| 設備投資額                     | Capital Expenditures     | (千円) | 484,199 | 610,771 | 530,962 | 259,937 | 349,898 |
| 減価償却費                     | Depreciation             | (千円) | 206,507 | 451,961 | 479,040 | 393,611 | 388,859 |
| のれん償却費                    | Amortization of goodwill | (千円) | 39,319  | 36,646  | 32,399  | 30,928  | 30,928  |
| 自己資本当期純利益率又は自己資本当期純損失率（△） | Return (loss) on Equity  | (%)  | 20.2%   | 5.6%    | △12.1%  | 2.8%    | △140.9% |
| 総資産当期純利益率又は総資産当期純損失率（△）   | Return (loss) on Assets  | (%)  | 7.3%    | 1.5%    | △2.8%   | 0.6%    | △18.6%  |

※EBITDA=営業利益+減価償却費+のれん償却費  
※EBITDA=Operating Income + Depreciation + Amortization of goodwill



# 連結指標 Financial Results and Key Indicators

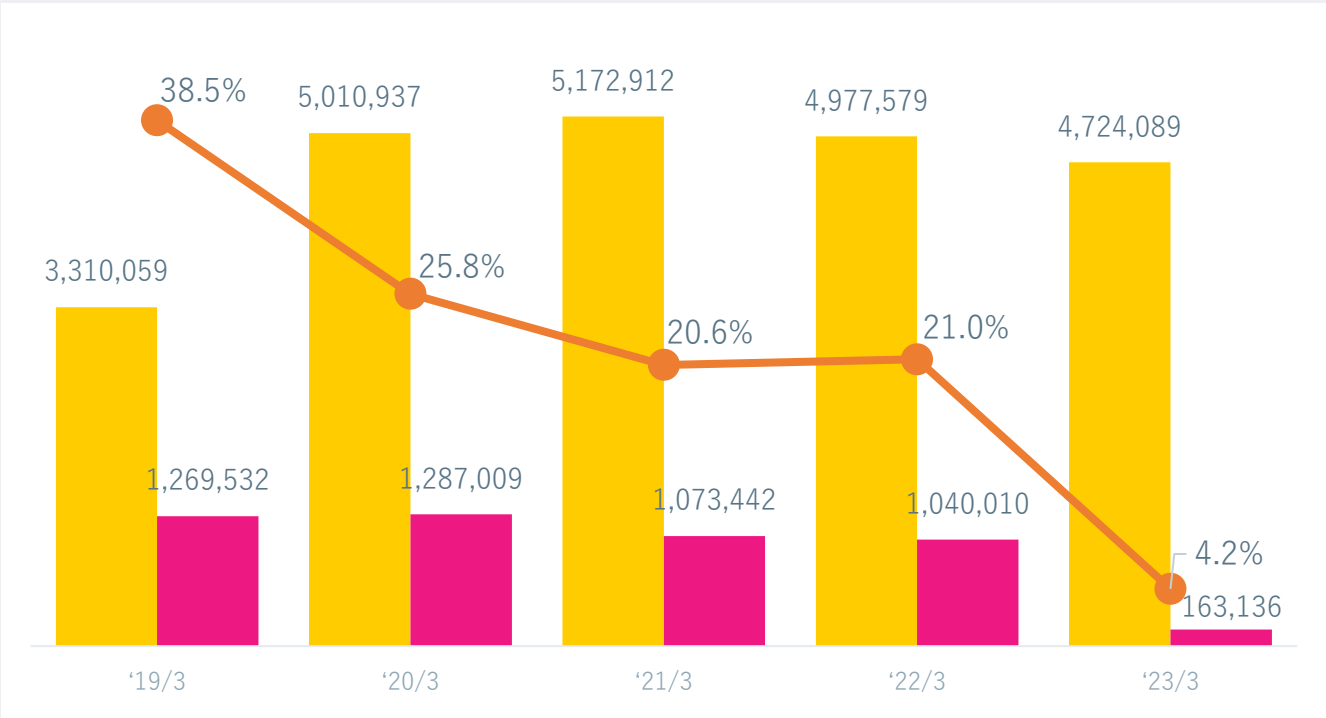
(3月31日に終了する各年度、または3月31日現在)  
(For the Years Ended March 31/ As of March 31)

|               |                                        |      | '19/3     | '20/3     | '21/3     | '22/3     | '23/3     |
|---------------|----------------------------------------|------|-----------|-----------|-----------|-----------|-----------|
| 総資産           | Total Assets                           | (千円) | 3,310,059 | 5,010,937 | 5,172,912 | 4,977,579 | 4,724,089 |
| 純資産           | Net Assets                             | (千円) | 1,311,704 | 1,318,721 | 1,080,376 | 1,064,145 | 211,772   |
| 自己資本          | Shareholders' Equity                   | (千円) | 1,269,532 | 1,287,009 | 1,073,442 | 1,040,010 | 163,136   |
| 自己資本比率        | Shareholders' Equity Ratio             | (%)  | 38.5%     | 25.8%     | 20.6%     | 21.0%     | 4.2%      |
| 流動比率          | Current Ratio                          | (%)  | 107.8%    | 87.6%     | 87.6%     | 80.0%     | 65.8%     |
| 固定比率          | Noncurrent Assets/Shareholders' Equity | (%)  | 156.8%    | 268.7%    | 332.8%    | 334.0%    | 1438.7%   |
| 有利子負債         | Interest-Bearing Debt                  | (千円) | 878,055   | 2,079,320 | 2,226,850 | 1,983,590 | 2,414,497 |
| デット・エクイティ・レシオ | Debt-to-Equity Ratio                   | (倍)  | 0.69      | 1.62      | 2.07      | 1.91      | 14.80     |
| 1株当たり純資産      | Net Assets per Share                   | (円)  | 215.41    | 214.86    | 176.88    | 175.61    | 32.85     |

## 総資産、自己資本、自己資本比率 Total Assets, Shareholders' Equity, Shareholders' Equity Ratio

- 総資産  
Total Assets
- 自己資本  
Shareholders' Equity
- 自己資本比率  
Shareholders' Equity Ratio

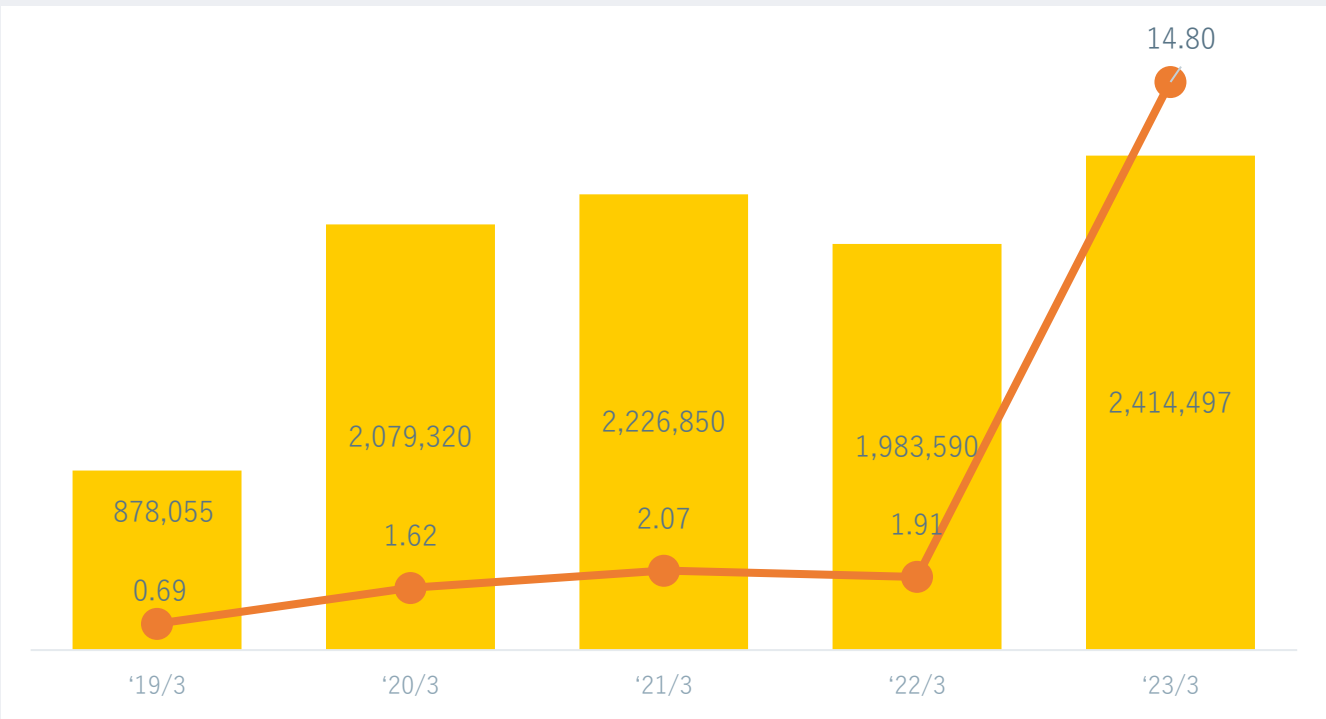
(千円) (Thousands of yen)



## 有利子負債、デット・エクイティ・レシオ Interest-Bearing Debt, Debt-to-Equity Ratio

- 有利子負債  
Interest-Bearing Debt
- デット・エクイティ・レシオ  
Debt-to-Equity Ratio

(千円) (Thousands of yen)



# セグメント情報 Segment Information

(3月31日に終了する各年度、または3月31日現在)  
(For the Years Ended March 31/ As of March 31)

## セグメント別売上高 Breakdown of Net Sales by Segment

|           |                       |      | ‘19/3     | ‘20/3     | ‘21/3     | ‘22/3     | ‘23/3     |
|-----------|-----------------------|------|-----------|-----------|-----------|-----------|-----------|
| デジタルPR事業  | Digital PR Business   | (千円) | 1,644,824 | 1,988,676 | 2,390,285 | 2,632,264 | 2,568,290 |
| 成長率       | Sales Growth          | (%)  | 121.4%    | 120.9%    | 120.2%    | 110.1%    | 97.6%     |
| シェアオフィス事業 | Share Office Business | (千円) | 1,619,748 | 1,936,318 | 2,175,798 | 1,998,072 | 2,201,280 |
| 成長率       | Sales Growth          | (%)  | 111.5%    | 119.5%    | 112.4%    | 91.8%     | 110.2%    |
| 合計        | Total                 | (千円) | 3,264,572 | 3,924,994 | 4,566,083 | 4,630,337 | 4,769,571 |

## セグメント別営業利益 Breakdown of Operating Income by Segment

|           |                       |      | ‘19/3     | ‘20/3     | ‘21/3    | ‘22/3     | ‘23/3     |
|-----------|-----------------------|------|-----------|-----------|----------|-----------|-----------|
| デジタルPR事業  | Digital PR Business   | (千円) | 498,693   | 538,309   | 464,059  | 593,711   | 428,448   |
| 成長率       | Operation Margin      | (%)  | 102.5%    | 107.9%    | 86.2%    | 127.9%    | 72.2%     |
| シェアオフィス事業 | Share Office Business | (千円) | 194,089   | 8,648     | 62,362   | △ 32,536  | △ 241,791 |
| 成長率       | Operation Margin      | (%)  | 168.3%    | 4.5%      | 721.1%   | △52.2%    | (－)       |
| 全社        | Corporate             | (千円) | △ 287,116 | △ 345,743 | △401,109 | △ 397,104 | △ 398,404 |
| 合計        | Total                 | (千円) | 405,666   | 201,214   | 125,313  | 164,070   | △211,747  |

## セグメント別償却費 Depreciation and Amortization of goodwill by Segment

|           |                       |      | ‘19/3   | ‘20/3   | ‘21/3   | ‘22/3   | ‘23/3   |
|-----------|-----------------------|------|---------|---------|---------|---------|---------|
| デジタルPR事業  | Digital PR Business   | (千円) | 96,570  | 93,988  | 99,434  | 98,376  | 88,324  |
| シェアオフィス事業 | Share Office Business | (千円) | 134,468 | 382,697 | 399,136 | 312,100 | 303,512 |
| 全社        | Corporate             | (千円) | 14,788  | 11,922  | 12,870  | 14,063  | 27,951  |
| 合計        | Total                 | (千円) | 245,826 | 488,608 | 511,440 | 424,539 | 419,788 |

※償却費=減価償却費+のれん償却費

## セグメント別有形・無形固定資産増加額 Increase in tangible and intangible fixed assets by Segment

|           |                               |      | ‘19/3   | ‘20/3     | ‘21/3   | ‘22/3   | ‘23/3   |
|-----------|-------------------------------|------|---------|-----------|---------|---------|---------|
| デジタルPR事業  | Digital PR Business Segment   | (千円) | 282,085 | 75,529    | 238,045 | 56,060  | 56,993  |
| シェアオフィス事業 | Share Office Business Segment | (千円) | 169,359 | 1,627,606 | 369,649 | 347,167 | 383,463 |
| 全社        | Corporate                     | (千円) | 47,815  | 3,409     | 36,526  | 5,614   | 426     |
| 合計        | Total                         | (千円) | 499,260 | 1,706,545 | 644,221 | 408,842 | 440,884 |

※トランスマートは2020年3月期よりシェアオフィス事業に含まれており、2019年3月期以前についても現在のセグメント区分に組み替えております。  
※ Share Office Business includes TRANSMART from the year ended March 31, 2020. All segment information has been restated to conform with the new segmentation.

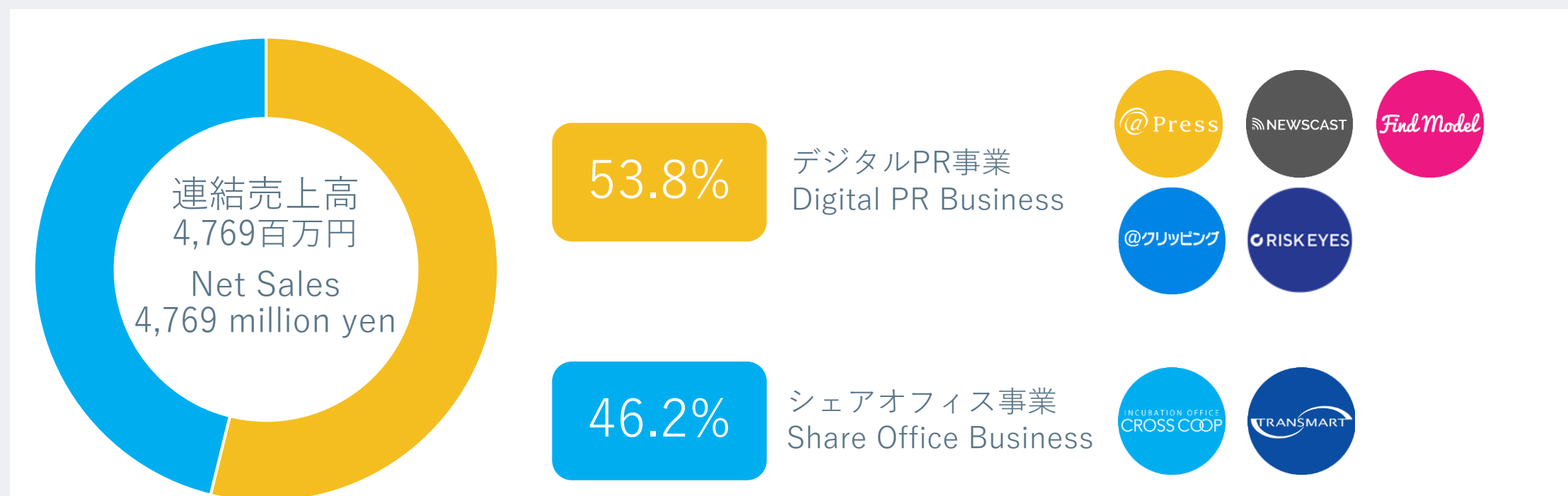


# セグメント情報 Segment Information

(3月31日に終了する各年度、または3月31日現在)  
(For the Years Ended March 31/ As of March 31)

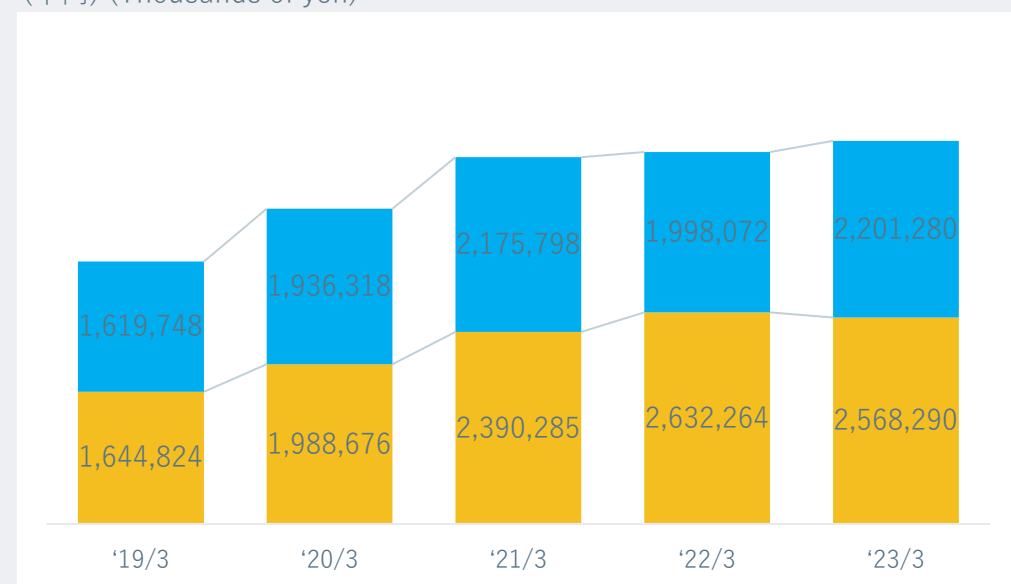
## 売上高構成比 Share of Net Sales by Segment

(2023年3月期)  
(For the year ended March 31, 2023)



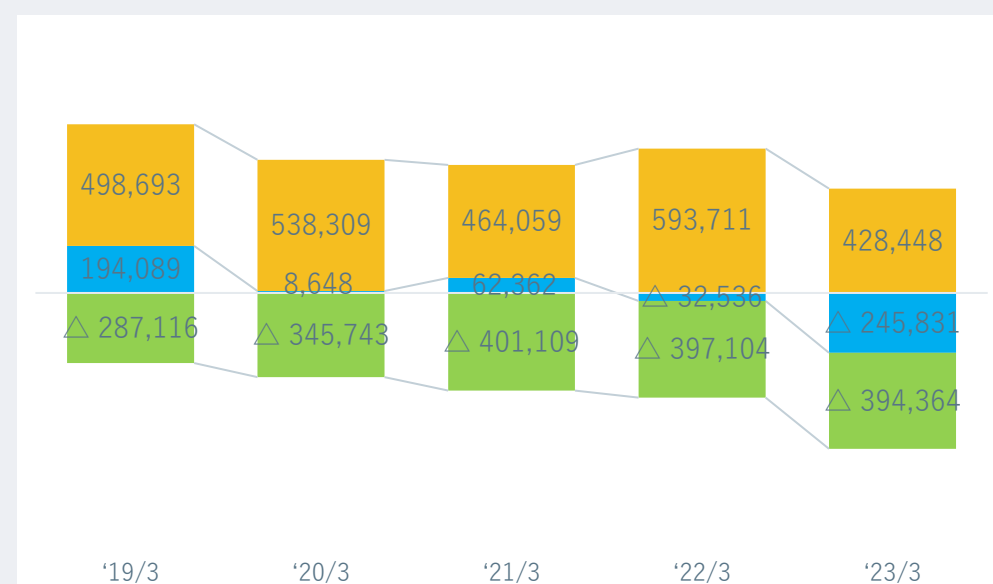
## セグメント別売上高 Breakdown of Net Sales by Segment

(千円) (Thousands of yen)



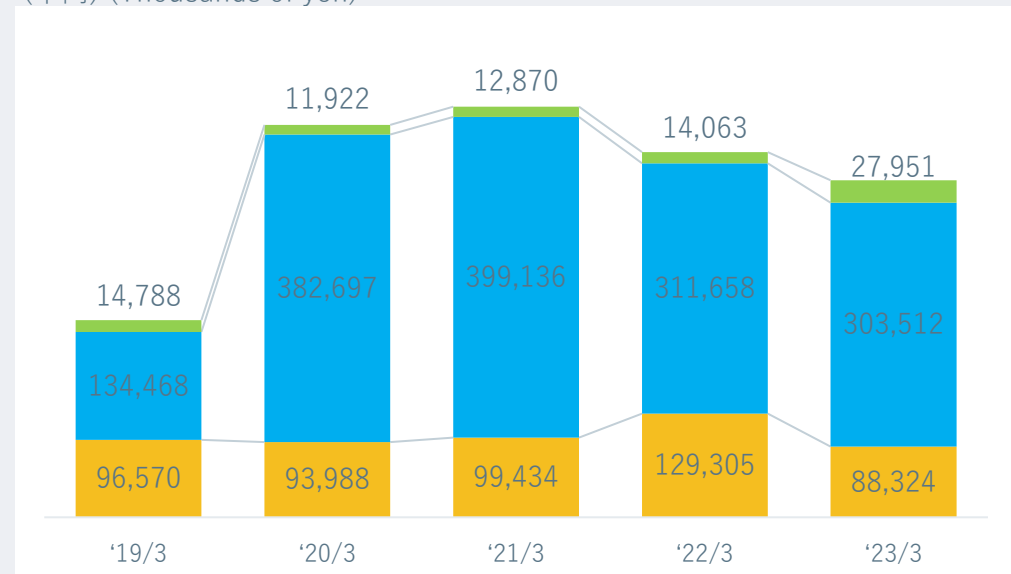
## セグメント別営業利益 Breakdown of Operating Income by Segment

(千円) (Thousands of yen)



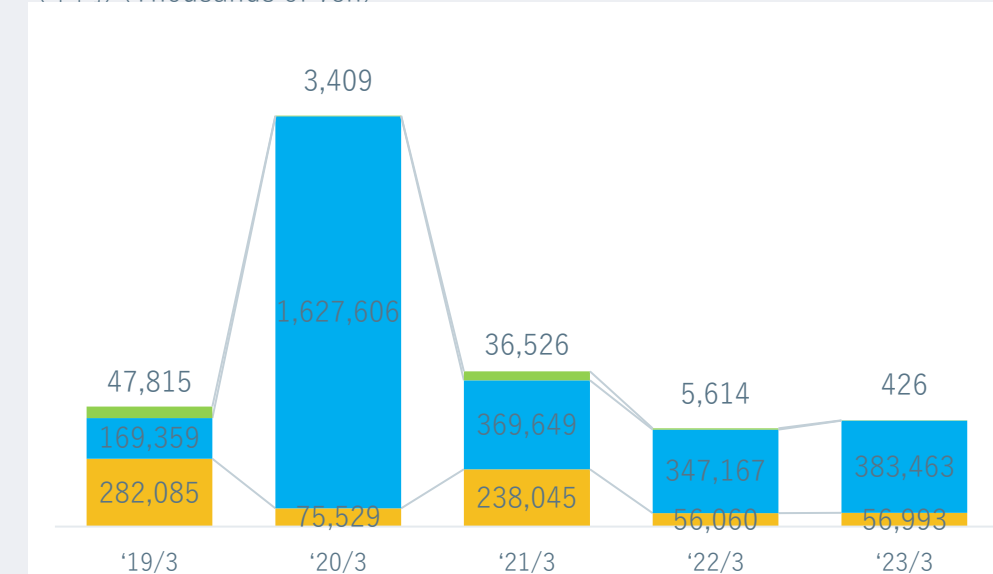
## セグメント別償却費 Depreciation and Amortization of goodwill by Segment

(千円) (Thousands of yen)



## セグメント別有形・無形固定資産増減額 Increase in tangible and intangible fixed assets by Segment

(千円) (Thousands of yen)



# セグメント別データ      Data by Segment

(3月31日に終了する各年度、または3月31日現在)  
(For the Years Ended March 31/ As of March 31)

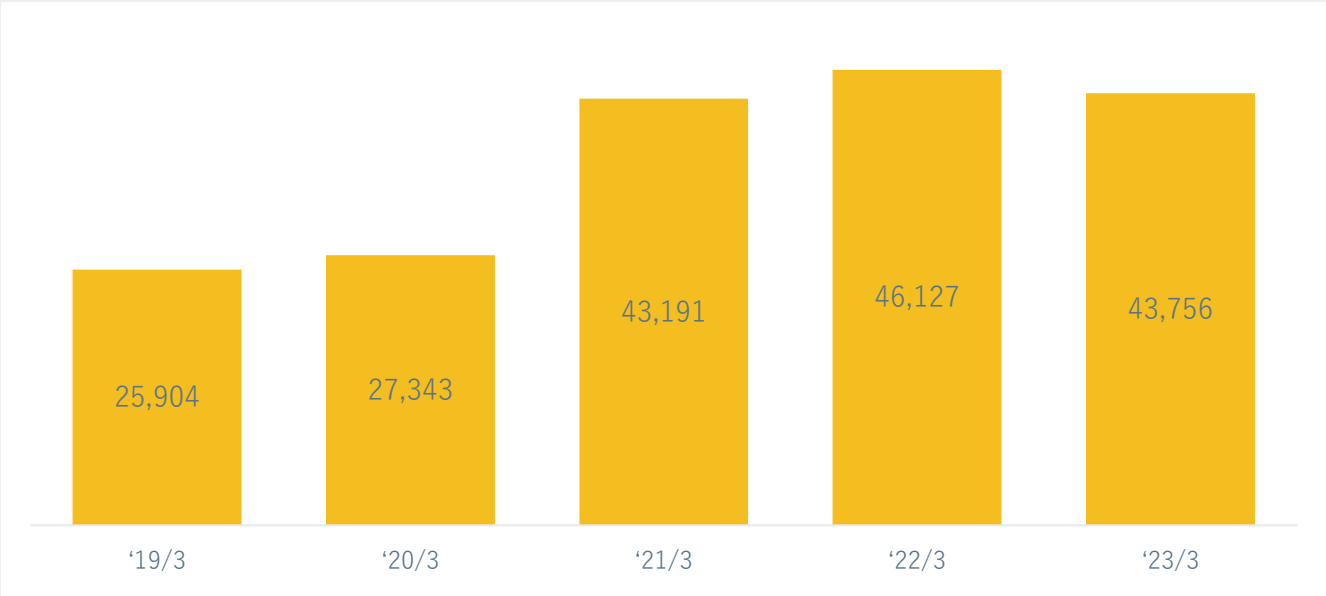
## デジタルPR事業    Digital PR Business:

|                   |                                 |     | '19/3  | '20/3  | '21/3  | '22/3  | '23/3  |
|-------------------|---------------------------------|-----|--------|--------|--------|--------|--------|
| リリース配信数           | Number of release               | (件) | 25,904 | 27,343 | 43,191 | 46,127 | 43,756 |
| インフルエンサーPRサービス案件数 | Number of Influencer PR service | (件) | 265    | 531    | 795    | 933    | 1,030  |
| クリッピング案件数         | Number of Clipping              | (件) | 12,032 | 13,835 | 13,972 | 16,297 | 17,903 |

### リリース配信数 Number of release

リリース配信数  
Number of release

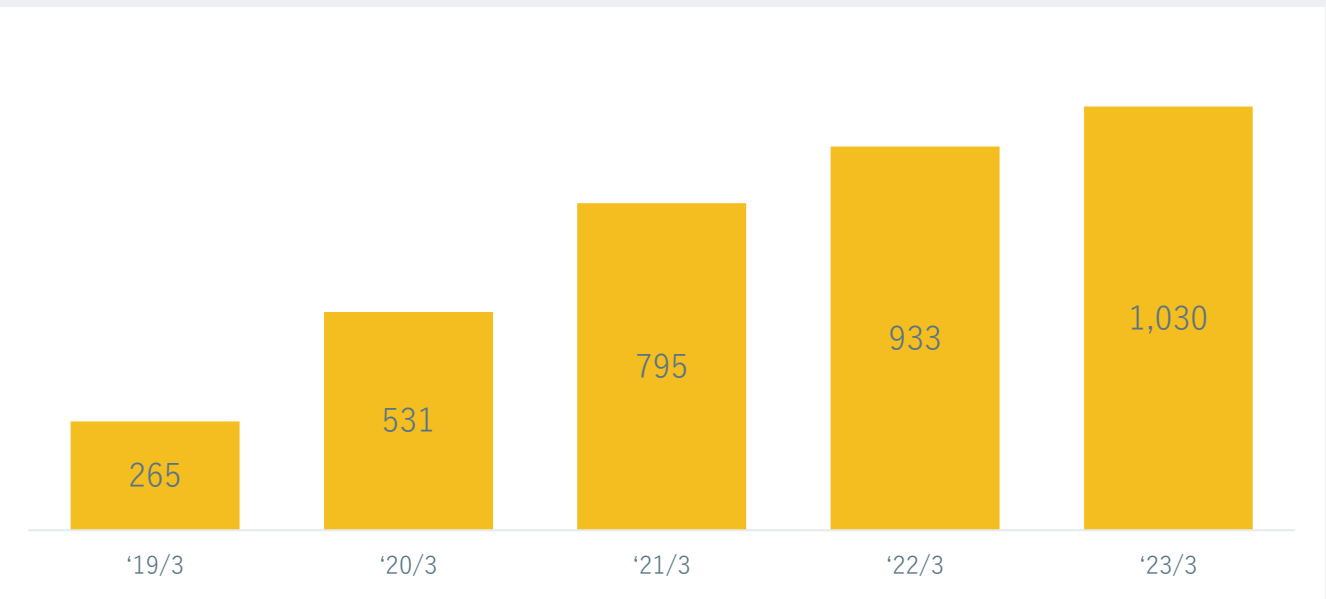
(件) (Number)



### インフルエンサーPRサービス案件数 Number of Influencer PR service

インフルエンサーPRサービス案件数  
Number of Influencer PR service

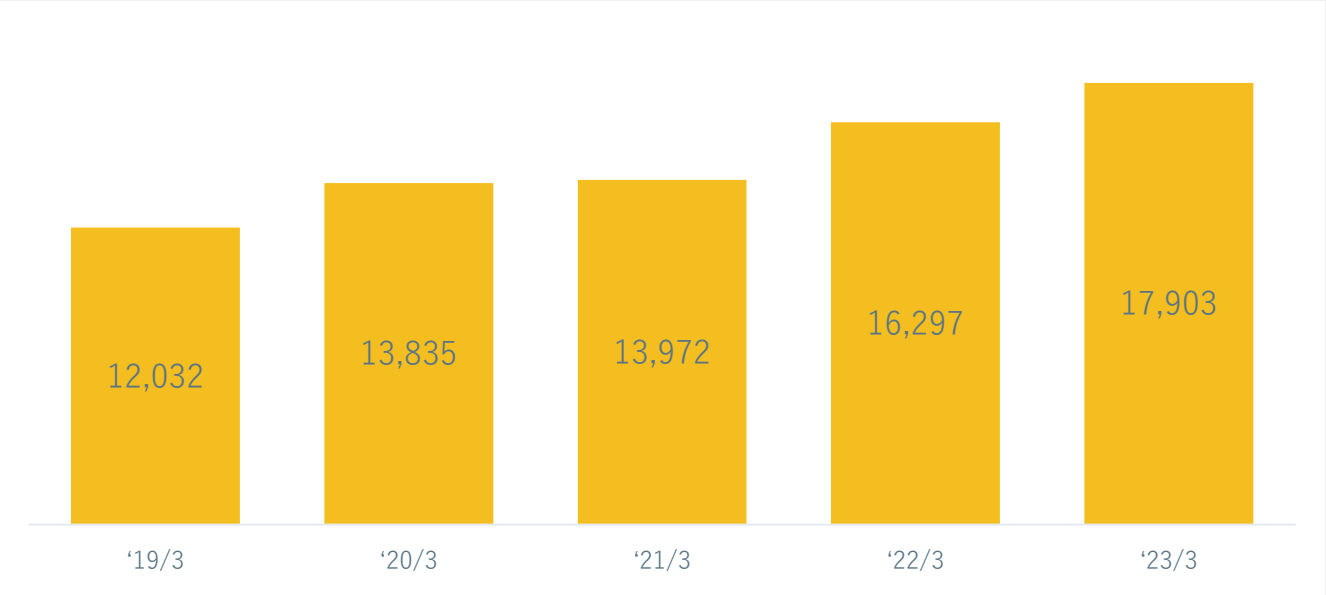
(件) (Number)



### クリッピング案件数 Number of Clipping

クリッピング案件数  
Number of Clipping

(件) (Number)



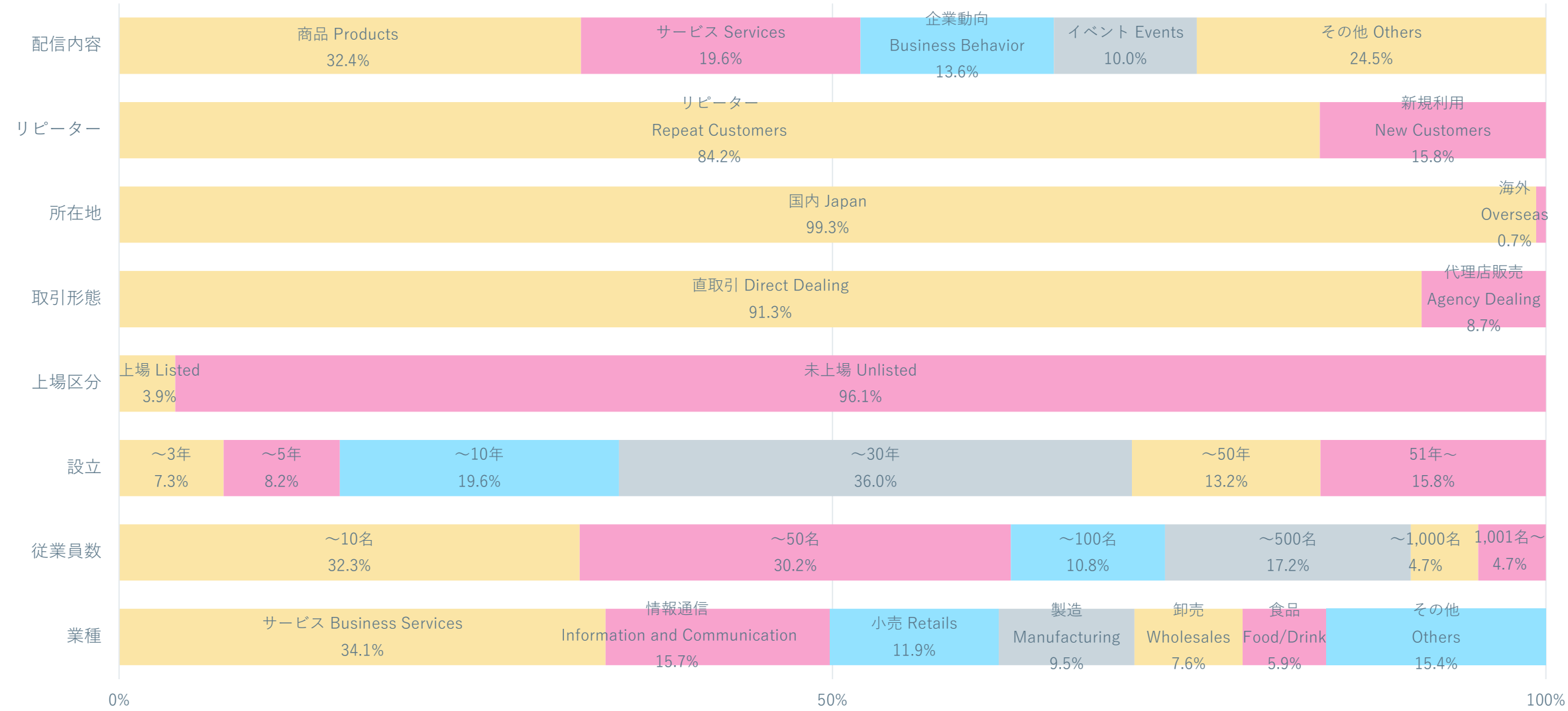


# セグメント別データ Data by Segment

(3月31日に終了する各年度、または3月31日現在)  
(For the Years Ended March 31/ As of March 31)

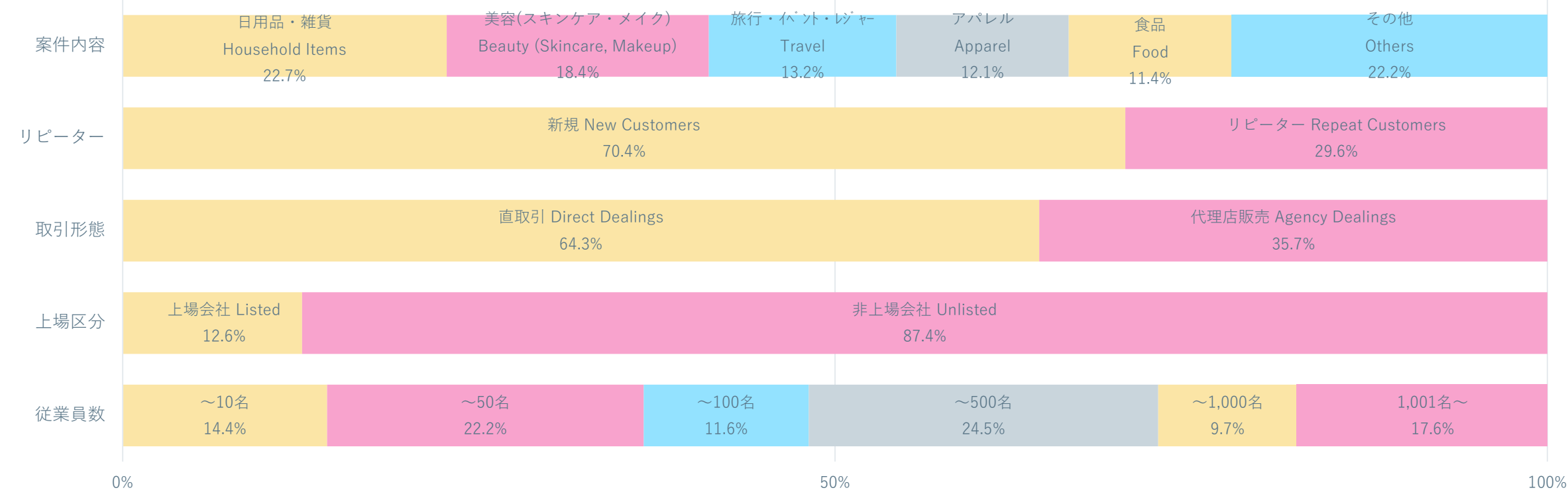
## リリース利用顧客データ Data of Press Release customer

※2022年4月1日～2023年3月31日におけるアットプレス利用顧客データに基づき作成しております。  
Based on customers of @Press from Apr. 1, 2022 through Mar. 31, 2023.



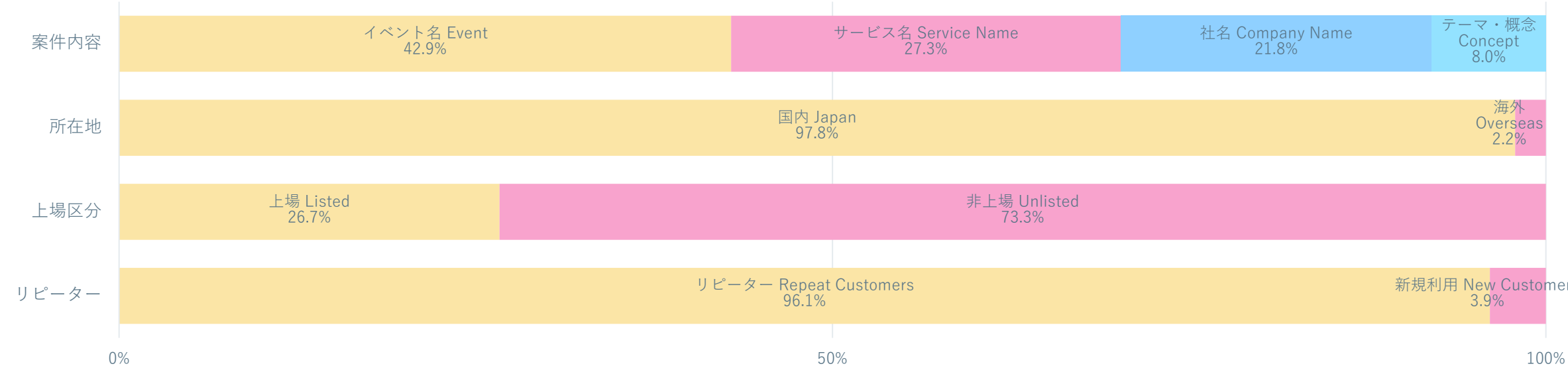
## ファインドモデル利用顧客データ Data of Influencer Marketing customer

※2022年4月1日～2023年3月31日におけるファインドモデル利用顧客データに基づき作成しております。  
Based on customers of Find Model from Apr. 1, 2022 through Mar. 31, 2023.



## クリッピング利用顧客データ Data of Clipping customer

※2022年4月1日～2023年3月31日におけるアットクリッピング利用顧客データに基づき作成しております。  
Based on customers of @clipping from Apr. 1, 2022 through Mar. 31, 2023.



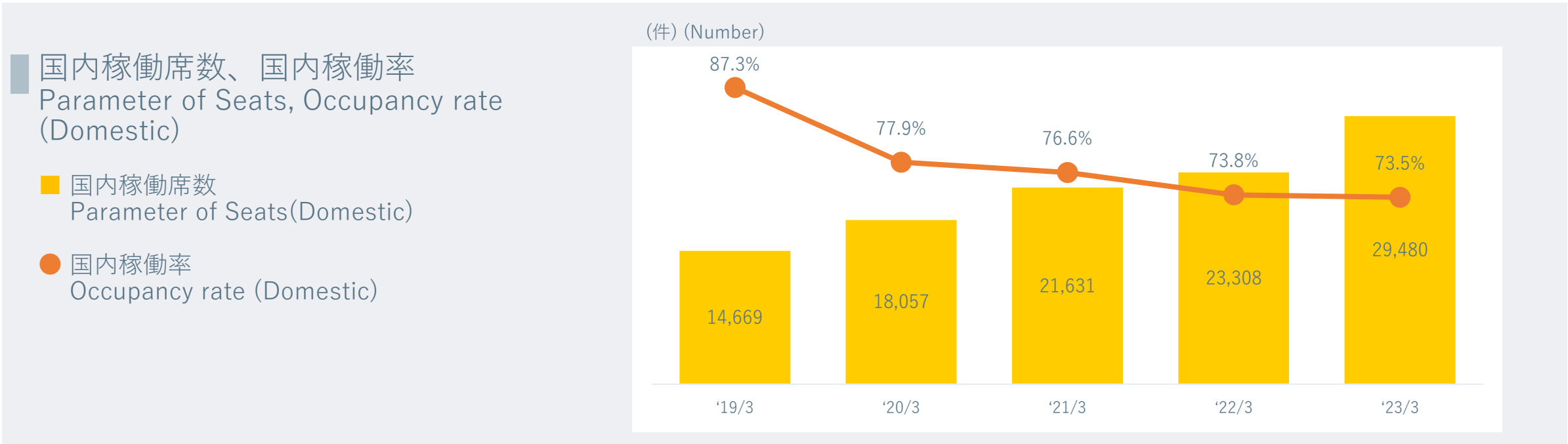


# セグメント別データ Data by Segment

(3月31日に終了する各年度、または3月31日現在)  
(For the Years Ended March 31/ As of March 31)

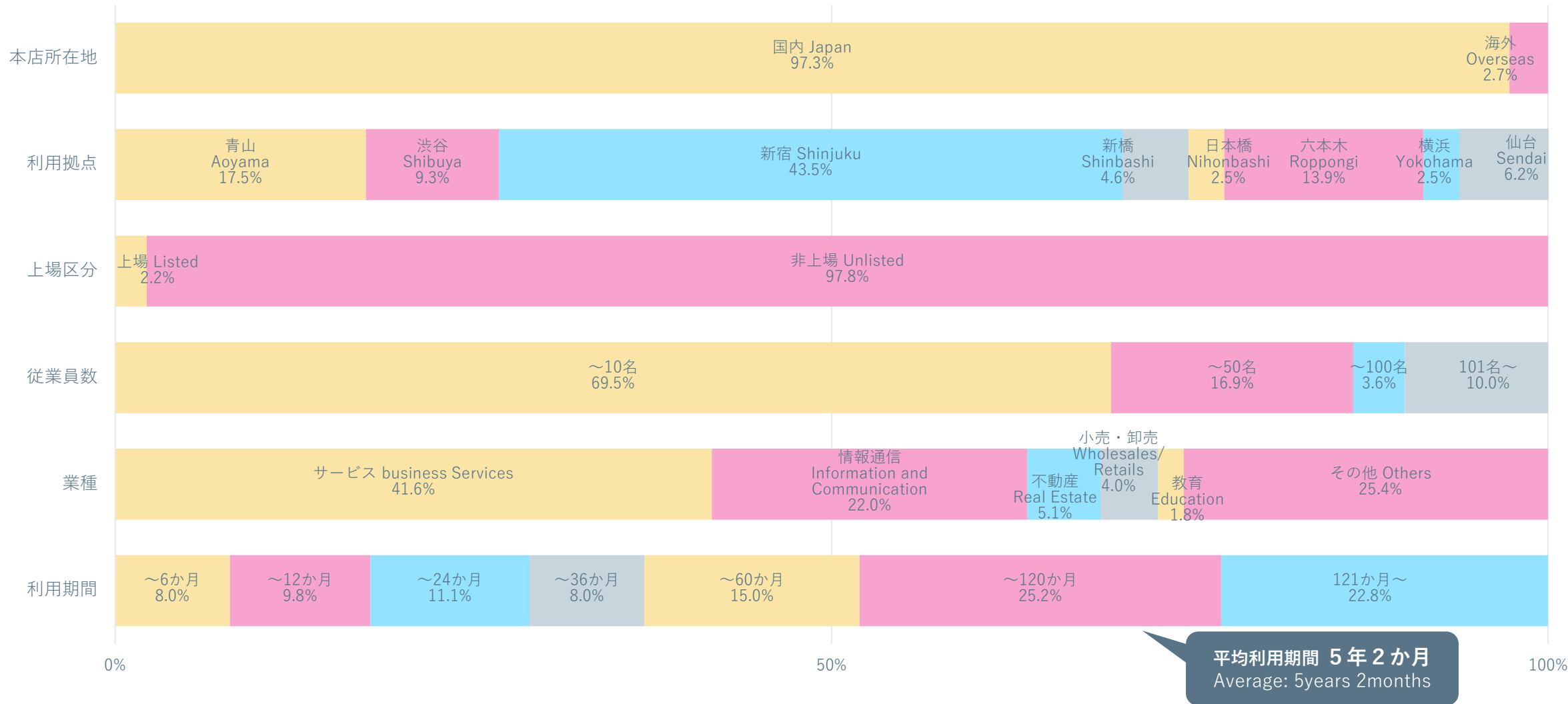
## シェアオフィス事業 Share Office Business:

|        |                                   |     | '19/3  | '20/3  | '21/3  | '22/3  | '23/3  |
|--------|-----------------------------------|-----|--------|--------|--------|--------|--------|
| 国内稼働席数 | Running Number of Seats(Domestic) | (席) | 14,669 | 18,057 | 21,631 | 23,308 | 29,480 |
| 国内席母数  | Parameter of Seats(Domestic)      | (席) | 16,799 | 23,162 | 28,235 | 31,561 | 40,081 |
| 国内稼働率  | Occupancy rate(Domestic)          | (%) | 87.3%  | 77.9%  | 76.6%  | 73.8%  | 73.5%  |
| 海外稼働席数 | Running Number of Seats(Overseas) | (席) | 10,361 | 10,354 | 9,694  | 5,332  | 2,264  |
| 海外席母数  | Parameter of Seats(Overseas)      | (席) | 13,224 | 13,464 | 13,119 | 8,153  | 2,816  |
| 海外稼働率  | Occupancy rate(Overseas)          | (%) | 78.3%  | 76.9%  | 73.8%  | 65.3%  | 80.4%  |
| 合計稼働席数 | Running Number of Seats(Total)    | (席) | 25,030 | 28,411 | 31,325 | 28,640 | 31,744 |
| 合計席母数  | Parameter of Seats(Total)         | (席) | 30,023 | 36,626 | 41,354 | 39,714 | 42,897 |
| 合計稼働率  | Occupancy rate(Total)             | (%) | 83.4%  | 77.6%  | 75.8%  | 72.1%  | 74.0%  |



## 国内CROSSCOOP利用顧客データ Data of domestic customers

※2022年4月1日～2023年3月31日における国内CROSSCOPE利用顧客データに基づき作成しております。  
Based on customers of CROSSCOPE in Japan from Apr. 1, 2022 through Mar. 31, 2023.



連結財務諸表

Consolidated Financial Statements

(3月31日に終了する各年度、または3月31日現在)  
(For the Years Ended March 31/ As of March 31)

連結貸借対照表

Consolidated Balance Sheets:

| (Thousands of yen) |                                                           | '19/3     | '20/3     | '21/3      | '22/3       | '23/3       |
|--------------------|-----------------------------------------------------------|-----------|-----------|------------|-------------|-------------|
| 資産の部               | ASSETS                                                    |           |           |            |             |             |
| 流動資産               | Current assets                                            |           |           |            |             |             |
| 現金及び預金             | Cash and deposits                                         | 877,426   | 942,778   | 942,914    | 898,723     | 1,014,895   |
| 受取手形及び売掛金及び契約資産    | Notes and accounts receivable – trade and contract assets | 236,550   | 264,803   | 344,262    | 295,069     | 342,358     |
| その他                | Other                                                     | 143,783   | 264,631   | 296,562    | 233,127     | 324,564     |
| 貸倒引当金              | Allowance for doubtful accounts                           | △ 4,538   | △ 4,721   | △6,542     | △ 3,723     | △ 4,524     |
| 流動資産合計             | Total current assets                                      | 1,253,221 | 1,467,491 | 1,577,197  | 1,423,198   | 1,677,293   |
| 固定資産               | Noncurrent assets                                         |           |           |            |             |             |
| 有形固定資産             | Property, plant and equipment                             |           |           |            |             |             |
| 建物                 | Buildings and structures                                  | 991,153   | 1,555,710 | 1,625,978  | 1,830,327   | 1,646,792   |
| 工具、器具及び備品          | Tools, furniture and fixtures                             | 279,371   | 428,590   | 454,123    | 482,086     | 514,032     |
| 使用权資産              | Right-of-use asset                                        | –         | 873,555   | 528,883    | 400,683     | 422,127     |
| その他                | Other                                                     | 16,615    | 49,411    | 54,659     | 61,519      | 69,910      |
| 減価償却累計額            | Accumulated depreciation                                  | △ 486,547 | △ 917,229 | △1,035,043 | △ 1,140,386 | △ 1,420,661 |
| 有形固定資産合計           | Total property, plant and equipment                       | 800,592   | 1,990,038 | 1,628,601  | 1,634,231   | 1,232,201   |
| 無形固定資産             | Intangible assets                                         |           |           |            |             |             |
| のれん                | Goodwill                                                  | 228,167   | 189,238   | 149,729    | 118,800     | 87,871      |
| ソフトウェア             | Software                                                  | 197,090   | 183,742   | 156,590    | 154,358     | 184,620     |
| その他                | Other                                                     | 3,177     | 4,174     | 3,812      | 3,512       | 623         |
| 無形固定資産合計           | Total intangible assets                                   | 428,435   | 377,155   | 310,132    | 276,672     | 273,115     |
| 投資その他の資産           | Investments and other assets                              |           |           |            |             |             |
| 投資有価証券             | Investments securities                                    | 45,612    | 103,021   | 37,198     | 35,635      | 61,883      |
| 長期貸付金              | Long-term loans receivables                               | 99,878    | 94,401    | 56,290     | 66,660      | 76,479      |
| 差入保証金              | Guarantee deposits                                        | 670,004   | 950,290   | 1,450,185  | 1,459,796   | 1,474,624   |
| 繰延税金資産             | Deferred tax assets                                       | 42,849    | 53,427    | 137,954    | 146,682     | 2,417       |
| その他                | Other                                                     | 16,470    | 23,353    | 14,706     | 17,348      | 19,787      |
| 貸倒引当金              | Allowance for doubtful accounts                           | △ 47,004  | △ 48,242  | △39,354    | △ 82,646    | △ 93,713    |
| 投資その他の資産合計         | Total investments and other assets                        | 827,810   | 1,176,251 | 1,656,980  | 1,643,477   | 1,541,478   |
| 固定資産合計             | Total noncurrent assets                                   | 2,056,838 | 3,543,445 | 3,595,714  | 3,554,381   | 3,046,795   |
| 資産合計               | Total assets                                              | 3,310,059 | 5,010,937 | 5,172,912  | 4,977,579   | 4,724,089   |

連結財務諸表

Consolidated Financial Statements

(3月31日に終了する各年度、または3月31日現在)

(For the Years Ended March 31/ As of March 31)

| (Thousands of yen) |                                                       | '19/3     | '20/3     | '21/3     | '22/3     | '23/3     |
|--------------------|-------------------------------------------------------|-----------|-----------|-----------|-----------|-----------|
| 負債の部               | LIABILITIES                                           |           |           |           |           |           |
| 流動負債               | Current Liabilities                                   |           |           |           |           |           |
| 短期借入金              | Short-term loans payable                              | －         | －         | －         | －         | 533,000   |
| 1 年内返済予定の長期借入金     | Current portion of long-term loans payable            | 239,193   | 322,112   | 365,293   | 415,330   | 528,288   |
| 未払金                | Accounts payable - other                              | 223,430   | 234,393   | 253,790   | 272,544   | 334,536   |
| 未払法人税等             | Income taxes payable                                  | 71,371    | 28,870    | 33,408    | 16,688    | 20,766    |
| 契約負債（前受金）          | contract liability（Advances received）                 | 416,201   | 486,897   | 499,307   | 526,686   | 503,384   |
| リース債務              | Lease obligations                                     | －         | 215,657   | 145,942   | 95,387    | 100,439   |
| 預り保証金              | Guarantee deposits received                           | 124,960   | 292,788   | 295,940   | 304,096   | 360,034   |
| 資産除去債務             | Asset retirement obligations                          | －         | －         | 25,439    | 7,634     | 3,719     |
| その他                | Other                                                 | 87,606    | 93,855    | 180,545   | 141,252   | 165,035   |
| 流動負債合計             | Total Current Liabilities                             | 1,162,764 | 1,674,575 | 1,799,666 | 1,779,620 | 2,549,206 |
| 固定負債               | Noncurrent liabilities                                |           |           |           |           |           |
| 長期借入金              | Long-term loans payable                               | 638,862   | 1,120,641 | 1,517,960 | 1,329,833 | 1,194,813 |
| 資産除去債務             | Asset retirement obligations                          | 185,604   | 408,884   | 504,444   | 603,985   | 659,407   |
| 繰延税金負債             | Deferred tax liabilities                              | 4,718     | 1,718     | 2,521     | 2,461     | 3,555     |
| リース債務              | Lease obligations                                     | －         | 420,909   | 197,654   | 143,040   | 57,957    |
| その他                | Other                                                 | 6,404     | 65,486    | 70,287    | 54,494    | 47,376    |
| 固定負債合計             | Total noncurrent liabilities                          | 835,590   | 2,017,640 | 2,292,868 | 2,133,813 | 1,963,110 |
| 負債合計               | Total liabilities                                     | 1,998,354 | 3,692,216 | 4,092,535 | 3,913,434 | 4,512,316 |
|                    |                                                       |           |           |           |           |           |
| 純資産の部              | NET ASSET                                             |           |           |           |           |           |
| 株主資本               | Shareholders' equity                                  |           |           |           |           |           |
| 資本金                | Capital stock                                         | 341,330   | 352,031   | 354,789   | 354,789   | 354,789   |
| 資本剰余金              | Capital surplus                                       | 283,330   | 291,797   | 294,556   | 294,556   | 294,556   |
| 利益剰余金              | Retained earnings                                     | 689,979   | 688,369   | 469,342   | 474,570   | △402,303  |
| 自己株式               | Treasury shares                                       | △ 45,107  | △ 45,188  | △45,245   | △ 83,906  | △ 83,906  |
| 株主資本合計             | Shareholders' equity                                  | 1,269,532 | 1,287,009 | 1,073,442 | 1,040,010 | 163,136   |
| その他有価証券評価差額金       | Valuation difference on available-for-sale securities | △ 17      | 1,923     | △63       | 63        | 2,214     |
| 為替換算調整勘定           | Foreign currency translation adjustment               | 7,643     | 5,815     | △6,531    | 8,774     | 30,846    |
| その他の包括利益累計額合計      | Total other comprehensive income                      | 7,625     | 7,739     | △6,594    | 8,837     | 33,060    |
| 新株予約権              | Share acquisition rights                              | 5,253     | 4,955     | 2,972     | 2,712     | 2,632     |
| 非支配株主持分            | Non-controlling interests                             | 29,292    | 19,017    | 10,556    | 12,585    | 12,943    |
| 純資産合計              | Net assets                                            | 1,311,704 | 1,318,721 | 1,080,376 | 1,064,145 | 211,772   |
| 負債純資産合計            | Liabilities and net assets                            | 3,310,059 | 5,010,937 | 5,172,912 | 4,977,579 | 4,724,089 |

連結財務諸表

Consolidated Financial Statements

(3月31日に終了する各年度、または3月31日現在)  
(For the Years Ended March 31/ As of March 31)

連結損益計算書

Consolidated Statements of Income:

| (Thousands of yen)                  |                                                | '19/3     | '20/3     | '21/3     | '22/3     | '23/3     |
|-------------------------------------|------------------------------------------------|-----------|-----------|-----------|-----------|-----------|
| 売上高                                 | Net Sales                                      | 3,264,572 | 3,924,994 | 4,566,083 | 4,630,337 | 4,769,571 |
| 増減率                                 | Growth                                         | 116.3%    | 120.2%    | 116.3%    | 101.4%    | 103.0%    |
| 売上原価                                | Cost of Sales                                  | 1,614,324 | 2,175,571 | 2,501,653 | 2,469,774 | 2,809,124 |
| 増減率                                 | Growth                                         | 114.6%    | 134.8%    | 115.0%    | 98.7%     | 113.7%    |
| 売上原価率                               | Sales-cost ratio                               | 49.5%     | 55.4%     | 54.8%     | 53.3%     | 58.9%     |
| 売上総利益                               | Gross profit                                   | 1,650,248 | 1,749,423 | 2,064,429 | 2,160,562 | 1,960,446 |
| 増減率                                 | Growth                                         | 117.9%    | 106.0%    | 118.0%    | 104.7%    | 90.7%     |
| 売上総利益率                              | Gross profit margin                            | 50.6%     | 44.6%     | 45.2%     | 46.7%     | 41.1%     |
| 販売費及び一般管理費                          | Selling, general and administrative expenses   | 1,244,582 | 1,548,208 | 1,939,116 | 1,996,492 | 2,172,194 |
| 増減率                                 | Growth                                         | 118.9%    | 124.4%    | 125.3%    | 103.0%    | 108.8%    |
| 販管費率                                | SGA ratio                                      | 38.1%     | 39.4%     | 42.5%     | 43.1%     | 45.5%     |
| 主な販管費1（給与手当）                        | Main SGA1(Personal expenses)                   | 389,131   | 507,281   | 704,199   | 708,839   | 996,345   |
| 増減率                                 | Growth                                         | 108.7%    | 130.4%    | 138.8%    | 100.7%    | 140.6%    |
| 主な販管費2（広告宣伝費）                       | Main SGA2(Advertising expense)                 | 107,524   | 164,315   | 136,545   | 152,190   | 214,044   |
| 増減率                                 | Growth                                         | 107.2%    | 152.8%    | 83.1%     | 111.5%    | 140.6%    |
| 営業利益                                | Operating Income                               | 405,666   | 201,214   | 125,313   | 164,070   | △211,747  |
| 増減率                                 | Growth                                         | 114.9%    | 49.6%     | 62.3%     | 130.9%    | －         |
| 営業利益率                               | Operating margin                               | 12.4%     | 5.1%      | 2.7%      | 3.5%      | △4.4%     |
| 経常利益                                | Ordinary Income                                | 396,341   | 159,253   | 109,287   | 137,592   | △201,373  |
| 増減率                                 | Growth                                         | 114.9%    | 40.2%     | 68.6%     | 125.9%    | －         |
| 経常利益率                               | Ordinary income margin                         | 12.1%     | 4.1%      | 2.4%      | 3.0%      | △4.2%     |
| 税金等調整前当期純利益又は税金等調整前当期純損失（△）         | Income (loss) before income taxes and others   | 373,421   | 139,629   | △171,747  | 69,249    | △720,449  |
| 増減率                                 | Growth                                         | 110.2%    | 37.4%     | －         | －         | －         |
| 税金等調整前当期純利益率又は税金等調整前当期純損失率（△）       | Income (loss) before taxes margin              | 11.4%     | 3.6%      | △3.8%     | 1.5%      | △15.1%    |
| 親会社株主に帰属する当期純利益又は親会社株主に帰属する当期純損失（△） | Profit (loss) attributable to owners of parent | 240,738   | 72,785    | △143,670  | 28,671    | △876,873  |
| 増減率                                 | Growth                                         | 94.8%     | 30.2%     | －         | －         | －         |
| 売上高当期純利益率又は売上高当期純損失率（△）             | Return (loss) on Sales                         | 7.4%      | 1.9%      | △3.2%     | 0.6%      | △18.4%    |



連結財務諸表

Consolidated Financial Statements

(3月31日に終了する各年度、または3月31日現在)  
(For the Years Ended March 31/ As of March 31)

連結キャッシュ・フロー計算書

Consolidated Statements of Cash Flows:

| (Thousands of yen)           |                                                                                          | '19/3     | '20/3     | '21/3     | '22/3     | '23/3     |
|------------------------------|------------------------------------------------------------------------------------------|-----------|-----------|-----------|-----------|-----------|
| 営業活動によるキャッシュ・フロー             | Cash flows from operating activities:                                                    |           |           |           |           |           |
| 税金等調整前当期純利益                  | Profit (loss) before income taxes                                                        | 373,421   | 139,629   | △ 171,747 | 69,249    | △ 720,449 |
| 減価償却費                        | Depreciation                                                                             | 206,507   | 451,961   | 479,040   | 393,611   | 388,859   |
| のれん償却額                       | Amortization of goodwill                                                                 | 39,319    | 36,646    | 32,399    | 30,928    | 30,928    |
| 減損損失                         | Impairment loss                                                                          | —         | 19,627    | 323,479   | 31,902    | 516,389   |
| 貸倒引当金の増減額（△は減少）              | Increase (decrease) in allowance for doubtful accounts                                   | 21,959    | 1,145     | 27,974    | 36,395    | 1,831     |
| 受取利息                         | Interest                                                                                 | △ 2,224   | △ 2,073   | △ 2,835   | △ 1,258   | △ 1,523   |
| 支払利息                         | Interest expenses                                                                        | 6,512     | 39,967    | 40,524    | 29,555    | 25,768    |
| 支払手数料                        | Commission paid                                                                          | 6,700     | 4,000     | —         | —         | —         |
| 為替差損益（△は益）                   | Foreign exchange losses (gains)                                                          | 2,177     | 1,227     | 1,790     | 948       | △ 5,497   |
| 投資事業組合運用損                    | Loss on investments in partnership                                                       | 208       | 2,953     | 2,736     | 859       | △ 1,473   |
| リース解約益                       | Gain on cancellation of leases                                                           | —         | —         | △ 22,339  | —         | △ 18,187  |
| 投資有価証券売却損益（△は益）              | Loss (gain) on sale of investment securities                                             | —         | —         | △ 70,183  | —         | —         |
| 固定資産売却損益（△は益）                | Gain on sales of fixed assets                                                            | —         | —         | —         | —         | 2,765     |
| 売上債権の増減額（△は増加）               | Decrease (increase) in trade receivables                                                 | △ 38,746  | △ 28,126  | △ 79,788  | 49,652    | △ 46,717  |
| 前受金の増減額（△は減少）                | Increase (decrease) in advances received                                                 | △ 15,091  | 70,417    | 13,911    | 26,877    | △ 19,832  |
| 未払金の増減額（△は減少）                | Increase (decrease) in accounts payable – other                                          | △ 158     | 33,170    | 45,906    | 15,291    | 37,665    |
| 預り保証金の増減額（△は減少）              | Increase (decrease) in guarantee deposits received                                       | 34,143    | 167,201   | 4,187     | 7,020     | 53,856    |
| その他                          | Other                                                                                    | 1,575     | △ 71,894  | 125,184   | △ 43,299  | △ 95,597  |
| 小計                           | Sub-Total                                                                                | 636,304   | 865,854   | 750,241   | 647,735   | 148,785   |
| 利息及び配当金の受取額                  | Interest and dividend income received                                                    | 2,224     | 2,073     | 2,835     | 1,258     | 1,523     |
| 利息の支払額                       | Interest expenses paid                                                                   | △ 6,393   | △ 40,086  | △ 40,392  | △ 29,441  | △ 25,878  |
| 法人税等の支払額                     | Income taxes paid                                                                        | △ 144,354 | △ 128,034 | △ 53,553  | △ 62,040  | △ 24,399  |
| 営業活動によるキャッシュ・フロー             | Cash flows from operating activities                                                     | 487,781   | 699,807   | 659,130   | 557,512   | 100,031   |
| 投資活動によるキャッシュ・フロー             | Cash flows from investing activities:                                                    |           |           |           |           |           |
| 有形固定資産の取得による支出               | Purchase of property, plant and equipment                                                | △ 153,059 | △ 555,711 | △ 317,249 | △ 201,231 | △ 280,233 |
| 無形固定資産の取得による支出               | Purchase of intangible assets                                                            | △ 51,985  | △ 58,792  | △ 61,238  | △ 60,148  | △ 86,122  |
| 資産除去債務の履行による支出               | Payment for fulfillment of asset retirement obligation                                   | △ 9,300   | —         | —         | △ 31,644  | △ 9,212   |
| 投資有価証券の取得による支出               | Purchase of investment securities                                                        | △ 12,500  | △ 60,125  | △ 13,268  | —         | △ 25,000  |
| 投資有価証券の売却による収入               | Proceeds from sale of investment securities                                              | —         | —         | 143,121   | —         | —         |
| 連結の範囲の変更を伴う<br>子会社株式の取得による支出 | Purchase of investments in subsidiaries resulting in change<br>in scope of consolidation | △ 223,042 | —         | —         | —         | —         |
| 貸付けによる支出                     | Payments of loans receivable                                                             | —         | —         | —         | —         | —         |
| 貸付金の回収による収入                  | Collection of loans receivable                                                           | 4,275     | 4,189     | 2,353     | —         | —         |
| 事業譲受による支出                    | Payments for transfer of business                                                        | —         | △ 25,000  | —         | —         | —         |
| 差入保証金の回収による収入                | Proceeds from collection of guarantee deposits                                           | 11,889    | 70        | 5,439     | 71,222    | 24,505    |
| 差入保証金の差入による支出                | Payments for guarantee deposits                                                          | △ 245,468 | △ 280,585 | △ 577,201 | △ 38,583  | △ 40,525  |
| その他                          | Other                                                                                    | 967       | 1,991     | 815       | △ 582     | 2,489     |
| 投資活動によるキャッシュ・フロー             | Net cash provided by (used in) investing activities                                      | △ 678,223 | △ 973,962 | △ 817,230 | △ 260,967 | △ 414,097 |
| 財務活動によるキャッシュ・フロー             | Cash flow from financing activities:                                                     |           |           |           |           |           |
| 短期借入れによる収入                   | Proceeds from short-term borrowings                                                      | —         | —         | 363,000   | 230,000   | 900,000   |
| 短期借入金の返済による支出                | Repayments of short-term borrowings                                                      | —         | —         | △ 363,000 | △ 230,000 | △ 367,000 |
| 長期借入れによる収入                   | Proceeds from long-term loans payable                                                    | 516,874   | 840,000   | 763,000   | 232,000   | 447,000   |
| 長期借入金の返済による支出                | Repayments of long-term loans payable                                                    | △ 254,178 | △ 275,833 | △ 322,112 | △ 368,726 | △ 469,994 |
| 自己株式の取得による支出                 | Payments for purchase of treasury stock                                                  | —         | —         | —         | △ 38,660  | —         |
| 新株予約権の行使による<br>株式の発行による収入    | Proceeds from issuance of shares resulting from exercise<br>of share acquisition rights  | 12,000    | 19,890    | 4,393     | —         | —         |
| リース債務の返済による支出                | Repayments of lease obligations                                                          | —         | △ 170,802 | △ 206,049 | △ 162,833 | △ 96,156  |
| 配当金の支払額                      | Cash dividends paid                                                                      | △ 61,412  | △ 68,229  | △ 75,356  | △ 15,078  | —         |
| その他                          | Other                                                                                    | —         | △ 4,696   | 130       | —         | —         |
| 財務活動によるキャッシュ・フロー             | Cash flows from financing activities                                                     | 213,284   | 340,328   | 164,004   | △ 353,298 | 413,849   |
| 現金及び現金同等物に係る換算差額             | Effect of exchange rate change on cash and cash equivalents                              | △ 7,349   | △ 821     | △ 5,768   | 12,562    | 16,388    |
| 現金及び現金同等物の増減額（△は減少）          | Net increase (decrease) in cash and cash equivalents                                     | 15,492    | 65,351    | 136       | △ 44,190  | 116,171   |
| 現金及び現金同等物の期首残高               | Cash and cash equivalents at beginning of period                                         | 861,934   | 877,426   | 942,778   | 942,914   | 898,723   |
| 現金及び現金同等物の期末残高               | Cash and cash equivalents at end of period                                               | 877,426   | 942,778   | 942,914   | 898,723   | 1,014,895 |

株式情報

Stock Information

(3月31日に終了する各年度、または3月31日現在)  
(For the Years Ended March 31/ As of March 31)

|           |                         |            |                                     |
|-----------|-------------------------|------------|-------------------------------------|
| 発行済株式総数   | Number of Shares Issued | 6,108,600株 | 6,108,600 shares                    |
| 上場金融商品取引所 | Stock Listing           | 東京証券取引所    | Tokyo Stock Exchange Mothers Market |
| 証券コード     | Code Number             | 3929       | 3929                                |
| 1 単元の株式数  | Investment Unit         | 100株       | 100 shares                          |
| 株主数       | Number of Stockholders  | 4,795名     | 4,795                               |

発行済株式総数の推移

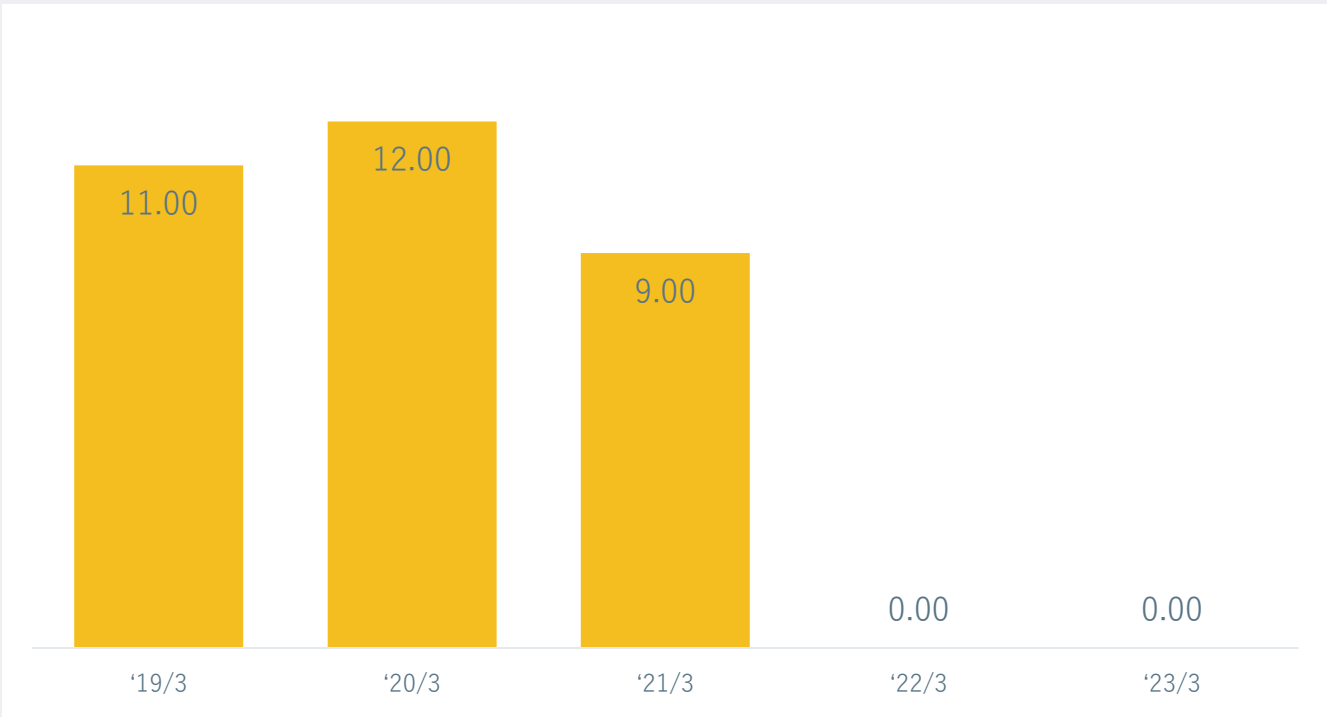
Number of Shares Issued:

|         |                         | '19/3     | '20/3     | '21/3     | '22/3     | '23/3     |
|---------|-------------------------|-----------|-----------|-----------|-----------|-----------|
| 発行済株式総数 | Number of Shares Issued | 6,005,800 | 6,103,200 | 6,108,600 | 6,108,600 | 6,108,600 |

1 株当たり配当額

Dividends per Share

1 株当たり配当額  
Dividends per Share



大株主の状況

Principal Stockholders:

| 株主名        | Stockholders               | 所有株式数 (株) | 議決権比率 |
|------------|----------------------------|-----------|-------|
| 矢田 峰之      | Mineyuki Yata              | 1,186,000 | 19.8% |
| ユナイテッド株式会社 | UNITED, Inc.               | 416,400   | 6.9%  |
| 佐藤 幹雄      | Mikio Sato                 | 357,948   | 5.9%  |
| 加藤 順彦      | Yorihiko Kato              | 290,000   | 4.8%  |
| 庄子 素史      | Motofumi Shoji             | 154,000   | 2.5%  |
| 上田八木短資株式会社 | UEDA YAGI TANSHI Co., Ltd. | 124,000   | 2.0%  |
| 荻巣 知子      | Tomoko Ogisu               | 118,000   | 1.9%  |
| 川副 直美      | Naomi Kawazoe              | 117,200   | 1.9%  |
| 石田 朝子      | Asako Ishida               | 115,200   | 1.9%  |
| 杉本 太一朗     | Taichiro Sugimoto          | 90,200    | 1.5%  |

※自己株式が136,006株あります。  
※In addition to the above 136,006 shares are held in treasury.

会社概要

Company Profile

(3月31日に終了する各年度、または3月31日現在)  
(For the Years Ended March 31/ As of March 31)

|     |                   |                                                                                                                                                                                                 |                                                                                                                                                                                                   |
|-----|-------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 商号  | Company Name      | ソーシャルワイヤー株式会社                                                                                                                                                                                   | SOCIALWIRE CO., LTD.                                                                                                                                                                              |
| 本社  | Headquarter       | 東京都港区新橋1-1-13<br>アーバンネット内幸町ビル3階                                                                                                                                                                 | Urbannet Uchisaiwaicho Building 3F,<br>1-1-13 Sinbashi, Minato-ku, Tokyo, Japan                                                                                                                   |
| 設立  | Founded           | 2006年9月6日                                                                                                                                                                                       | September 6, 2006                                                                                                                                                                                 |
| 代表者 | President and CEO | 代表取締役社長 矢田 峰之                                                                                                                                                                                   | Mineyuki Yata, President and CEO                                                                                                                                                                  |
| 取締役 | Director          | 取締役 矢田 峰之<br>取締役 藤原 直美<br>社外取締役 大野 誠一<br>社外取締役 白川 久美<br>社外取締役 山浦 政彦                                                                                                                             | Mineyuki Yata, Director<br>Naomi Fujiwara, Director<br>Seiichi Ohno, Outside Director<br>Kumi Shirakawa, Outside Director<br>Masahiko Yamaura, Outside Director                                   |
| 監査役 | Auditor           | 監査役 赤松 朱美<br>社外監査役 樋口 節夫<br>社外監査役 平山 剛                                                                                                                                                          | Akemi Akamatsu, Auditor<br>Setsuo Higuchi, Outside Auditor<br>Tsuyoshi Hirayama, Outside Auditor                                                                                                  |
| 資本金 | Common Stock      | 354百万円（2023年3月末現在）                                                                                                                                                                              | 354million yen (As of March 31, 2023)                                                                                                                                                             |
| 従業員 | Headcount         | 連結307名（2023年3月末現在）                                                                                                                                                                              | 307 (Consolidated) (As of March 31, 2023)                                                                                                                                                         |
| 子会社 | Subsidiary        | CROSSCOOP SINGAPORE PTE.LTD.<br>CROSSCOOP INDIA PRIVATE LIMITED<br>Crosscoop Vietnam Consulting Company Limited<br>CROSSCOOP PHILIPPINES INC.<br>Crosscoop (Thailand) Co., Ltd.<br>トランススマート株式会社 | CROSSCOOP SINGAPORE PTE.LTD.<br>CROSSCOOP INDIA PRIVATE LIMITED<br>Crosscoop Vietnam Consulting Company Limited<br>CROSSCOOP PHILIPPINES INC.<br>Crosscoop (Thailand) Co., Ltd.<br>TRANSMART INC. |

※2023年4月1日をもって本社住所は、東京都港区芝浦三丁目9番1号芝浦ルネサイトタワー6階から東京都港区新橋1-1-13アーバンネット内幸町ビル3階へ変更しております。  
1-1-13アーバンネット内幸町ビル3階へ変更しております。  
Effective April 1, 2023, the head office address was changed from 6F, Shibaura Renesite Tower, 3-9-1 Shibaura, Minato-ku, Tokyo to 3F, Urbannet Uchisaiwaicho Building, 1-1-13 Shinbashi, Minato-ku, Tokyo.

※2023年4月1日をもって庄子素史氏は代表取締役社長を辞任により退任し、2023年4月1日付で矢田峰之氏が代表取締役社長に就任いたしました。  
Motofumi Shoji resigned as President and CEO as of April 1, 2023 due to resignation, and Mineyuki Yata assumed the position of President and CEO as of April 1, 2023.

※CROSSCOOP PHILIPPINES INC.は、フィリピンにて定められた財務再生及び倒産に関する法律（Financial Rehabilitation and Insolvency Act.）に従って任意清算手続を行い、完了次第、清算終了となります。  
CROSSCOOP PHILIPPINES INC. will carry out voluntary clearing procedures in accordance with the Rehabilitation and Insolvency Act. Established in the Philippines, and the clearing will be completed upon completion.

<本資料の取扱いについて>

本資料に記載されている契約や見通し、戦略などは本書面の作成時点において取得可能な情報に基づく将来の業績に関する見通しであり、これらにはリスクや不確実性が内在しております。かかるリスク及び不確実性により、実際の業績等はこれらの見通しや予想とは異なる結果となる可能性があります。

当社が事業環境の説明を行う上で、参考となると考える情報を掲載しております。掲載データについては、調査方法や調査時期により結果が異なる可能性があります。

本資料に含まれる当社以外に関する情報は、公開情報等から引用したものであり、かかる情報の正確性、適切性等について当社は何らの検証も行っておらず、またこれを保証するものではありません。

本資料・データの無断転用はご遠慮ください。

