Translation

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Consolidated Financial Results for the Six Months of the Fiscal Year Ending March 31, 2026 (Under Japanese GAAP)

October 31, 2025

Company name: F&M CO., ltd.

Stock exchange listings: Tokyo Stock Exchange

Stock code: 4771

URL: https://www.fmltd.co.jp/

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TEL: +81-6-6339-7177 Scheduled date for submission of interim report: November 13, 2025

Supplementary materials for financial summaries: Yes Financial results briefing: Yes

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

1. Consolidated Financial Results for the Six Months of the Fiscal Year Ending March 31, 2026 (from April 01, 2025 to September 30, 2025)

(1) Consolidated operating results (Cumulative)

(Percentages indicate YoY changes)

(1) Combination operating results (Cumulative)								enanges)	
	Revenue		Operating profit		Operating profit Ordinary profit		rofit	Profit attribution owners of p	
Six months ended	Million yen	%	Million yen	%	Million yen	%	Million yen	%	
September 30, 2025	8,956	25.5	937	49.9	958	50.1	647	59.9	
September 30, 2024	7,133	5.6	625	(33.4)	638	(32.6)	404	(36.1)	

(Note) Comprehensive income For the six months ended March 31, 2026: 648 million yen (53.9%) For the six months ended March 31, 2025: 420 million yen (63.61%)

((33.0)/0)		
	Basic earnings per share	Diluted earnings per share
Six months ended	Yen	Yen
September 30, 2025	43.78	-
September 30, 2024	27.71	-

(2) Consolidated financial positions

	Total assets Equity		Equity to total assets ratio
As of	Million yen	Million yen	%
September 30, 2025	18,065	13,565	75.1
March 31, 2025	17,305	13,213	76.4

(Reference) Owner's equity As of the six months ended March 31, 2026: 13,565 million yen As of March 31, 2025: 13,213 million yen

2. Cash dividends

		Annual dividends per share						
	End of first quarter	End of second quarter	At the end of the third quarter	Fiscal year-end	Total			
	Yen	Yen	Yen	Yen	Yen			
Fiscal year ended March 31, 2025	-	20.00	-	20.00	40.00			
Fiscal year ending March 31, 2026	-	21.00						
Fiscal year ending March 31, 2026 (Forecast)			-	21.00	42.00			

(Note) Presence or absence of revisions from the most recently announced dividend forecast: None

3. Consolidated Earnings Forecasts for the Fiscal Year Ending March 31, 2026 (from April 01, 2025 to March 31, 2026)

(Percentages indicate YoY changes)

	Rever	nue	Operating profit		Ordinary profit		Profit attributable to Owners of parent Share		~ ·
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
Fiscal year ending March 31, 2026	20,867	22.3	3,132	15.3	3,157	15.1	2,088	15.1	141.22

(Note) Correction of financial forecast from the most recent financial forecast: None

* Notes

(1) Significant changes in the scope of consolidation during the period: None

Newly included: - companies (company names), Excluded: - companies (company names)

- (2) Application of accounting procedures specific to the preparation of interim consolidated financial statements: None
- (3) Changes in accounting policies, Changes in accounting estimates, Retrospective restatement
 - (i) Changes in accounting policies due to revisions of accounting standards : None
 - (ii) Changes in accounting policies other than (i): None
 - (iii) Changes in accounting estimates: None
 - (iv) Retrospective restatement: None
- (4) Number of shares issued (common stock)
- (i) Total number of issued shares at the end of the period (including treasury shares)

As of September 30, 2025	15,714,400 shares
As of March 31, 2025	15,714,400 shares

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

As of September 30, 2025	921,897 shares
As of March 31, 2025	921,831 shares

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

Six months ended September 30, 2025	14,792,529 shares
Six months ended September 30, 2024	14,614,427 shares

^{*} The second quarter (interim) financial results report is not subject to review by certified public accountants or audit firms.

Note: Explanation regarding the appropriate use of forecasts and other special notes

(Cautionary Statement Regarding Forward-Looking Statements)

Forward-looking statements such as performance forecasts contained in this document are based on information currently available to the Company and on certain assumptions that are deemed reasonable. They are not intended as a guarantee of achievement by the Company. Actual results may differ significantly due to various factors. For the conditions underlying the forecasts and notes on the use of forecasts, please refer to the attached materials on P.5, "1. Overview of operating results, etc. (3) Explanation regarding consolidated forecasts and other forward-looking information."

(Regarding the availability of supplementary financial results materials and the holding of the financial results briefing) The supplementary financial results materials are scheduled to be posted on our website on Tuesday, November 4, 2025. In addition, the Company plans to hold a briefing for analysts on Tuesday, November 4, 2025.

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1. Overview of Operating Results, etc.

(1) Overview of operating results for the interim period

During the six months ended September 30, 2025, the Japanese economy experienced restrained personal consumption due to rising prices, while increased demand for summer tourism and the hosting of events supported certain industries. In particular, economic activity became more vigorous, especially in the construction and tourism sectors, in connection with the Osaka-Kansai Expo. The recovery of inbound demand has led to a surge in the number of foreign tourists visiting Japan, surpassing prepandemic levels; however, a serious labor shortage has emerged as an issue in regional tourist destinations. Meanwhile, there is growing interest in advanced fields such as AI and environmental technologies, resulting in increased R&D investment by related companies. In regional economies, the issue of business succession among small and medium-sized enterprises has become more severe, and the increase in 'profitable business closures' is affecting local communities. Internationally, Trump tariffs and uncertainty in the Middle East are impacting export industries, but there are also expectations for improved export competitiveness through the use of free trade agreements such as RCEP.

Under these economic conditions, our group has been working to increase the number of members in our core businesses, expand the content of our services, and improve operational efficiency.

As a result, operating results for the six months ended September 30, 2025 were as follows: Net sales were 8,956 million yen (up 25.5% YoY), operating profit was 937 million yen (up 49.9% YoY), ordinary profit was 958 million yen (up 50.1% YoY), and profit attributable to owners of parent was 647 million yen (up 59.9% YoY).

The operating results by segment are as follows.

(i) Accounting Services Segment

The Accounting Services Segment provides bookkeeping and other accounting services mainly to sole proprietors, such as life insurance sales representatives, and small businesses. In this business, we secured sales opportunities by expanding participation in training sessions for new employees, which had previously focused on the four major life insurance companies, to include mid-sized and foreign life insurance companies. In addition, we improved convenience by adding a "tutorial function" to the app used by existing users to promote onboarding, and by upgrading features to resolve unclear points. As a result, the number of accounting service members as of the end of the six months ended September 30, 2025, was 111,760 (an increase of 9,484 from the end of the previous period).

As a result, net sales in the Accounting Services Segment for the six months ended September 30, 2025 were 2,223 million yen (up 11.9% YoY), and operating profit was 584 million yen (up 7.9% YoY).

(ii) Consulting Segment

The Consulting Segmentincludes the "F&M Club," a support service for administrative departments of medium-sized and small enterprises, assistance with obtaining ISO and Privacy Mark certifications, support for subsidy application processes such as "Monozukuri Subsidies" and "Medium and Small Growth Investment Subsidies," assistance in formulating business improvement plans to enhance cash flow, and services such as dispatching training instructors.

On June 12, 2025, we launched the "Hojo-Search" subsidies search website for F&M Club members, and in July, for financial institutions. "Hojo-Search" comprehensively databases a wide range of support programs, from large-scale national subsidies to small-scale, regionally limited grants. The site monitors official websites nationwide 24 hours a day, promptly reflecting the latest information such as the start of subsidy and grant applications, deadline extensions, and changes in requirements. This service notifies users via email or app push notifications about information that matches the company details registered on their My Page or their saved search criteria.

Regarding the "F&M Club," as of the end of September 2025, we had formed partnerships with 230 financial institutions. By strengthening information sharing through the exchange of best practices, holding study sessions, and reporting results, we worked to promote active engagement and increase business opportunities. Services such as recruitment support through job posting reviews to enhance recruitment competitiveness, improvement of working environments through the development of labor management systems, support for the formulation of personnel evaluation systems to improve retention and performance after hiring, and analysis of cash flow related to capital and human investments have met the needs of small and medium-sized business owners and contributed to an increase in new members. As a result, the number of F&M Club members at the end of the six months ended September 30, 2025, was 14,385 companies (an increase of 680 companies from the end of the previous period).

Regarding support for obtaining ISO and Privacy Mark certifications, there has been an increase in ISO9001/14001 certification for the purpose of public construction project participation in the construction industry, as well as FSSC22000 and HACCP compliance in response to the promotion of overseas exports in the food industry. We focused on meeting these strong demands. Regarding support for subsidy application, including "Monozukuri Subsidies (Monozukuri, Commerce, and Service Productivity Improvement Subsidies)" and "Medium and Small Enterprise Growth Investment Subsidies (Large-scale Growth Investment

Subsidies for Labor-saving and Wage Increases at Medium and Small Enterprises)," we have also started providing support for the "New Business Entry Subsidies (Subsidies for Promoting New Business Entry by Small and Medium-sized Enterprises)," for which applications began in April 2025, and the "SME Growth Acceleration Subsidies," for which applications began in May. Sales related to subsidies for which the selection results are announced in October 2025 will be recorded in the third quarter of the consolidated fiscal period.

Subsidy name	Term	Announcement of Selection Results	Number of applications	Number of adoptions
	19th	July 28, 2025	168 cases	77 cases
Monozukuri Subsidies	20th	October 27, 2025	65 cases	31 cases
Business Restructuring Subsidies	13th	June 30, 2025	89 cases	36 cases
Subsidies for Growth Investment in	3rd	June 30, 2025	6 cases	2 cases
Medium-Sized and Small Enterprises	4th	October 10, 2025	14 cases	12 cases
Subsidies for Accelerating the Growth of Small and Medium-sized Enterprises	1st	September 19, 2025	48 cases	12 cases
Entry into new businesses Subsidies	1st	October 1, 2025	74 cases	38 cases
Subsidies for Labor-Saving Investment in Small and Medium-Sized Enterprises (General Type)	1st	June 16, 2025	15 cases	15 cases
	2nd	August 8, 2025	7 cases	6 cases
	3rd	Late November 2025	45 cases	Pending announcement

^{*}As of October 30, 2025.

Regarding support for the formulation of business improvement plans to improve cash flow, we are working to support the financial improvement of a greater number of small and medium-sized enterprises by utilizing the 405 projects (Business Improvement Plan Formulation Support Project), which subsidize the costs of preparing business improvement plans. Regarding the training instructor dispatch service, which sends instructors with specialized knowledge and experience to provide training for corporate employees, we have been strengthening our efforts since the first quarter of the consolidated fiscal period. During the six months ended September 30, 2025, we conducted training for 1,557 companies, mainly member companies of the F&M Club.

As a result, net sales in the Consulting Segment for the six months ended September 30, 2025 were 3,993 million yen (up 31.0% YoY), and operating profit was 1,214 million yen (up 63.9% YoY).

(iii) Business Solutions Segment

The Business Solutions Segment provides consulting services for professionals, as well as IT solutions for both corporations and professionals.

Consulting services for professionals include initiatives such as the "Council for the Promotion of Certified Support Organizations," which supports the enhancement of capabilities at certified support organizations such as tax accountant and certified public accountant offices. On September 3, 2025 in Tokyo and September 5 in Osaka, we held forums for the "Council for the Promotion of Certified Support Organizations." The events featured lectures and panel discussions on topics such as "Sharing case studies of offices active in the tax accountant and CPA industry," "The image of tax accountants in the era of generative AI," and "Business succession support schemes." In addition, ongoing needs among tax accountants and CPAs for "preferential tax system support and financial support" and "support for recruitment, development, and retention of personnel" for their SME clients, as well as "productivity improvement using AI" and "employee education" for their own offices, led to the creation of new business opportunities. As a result, the number of member offices in the "Council for the Promotion of Certified Support Organizations" and similar organizations as of the end of the six months ended September 30, 2025, was 1,940 offices (an increase of 226 offices from the end of the previous period).

As for the provision of IT solutions for corporations and professionals, this refers to the sales of the "Office Station" series of HR and labor management cloud software.

With regard to deepening the market for social insurance and labor consultant offices, we created new business opportunities by exhibiting at trade shows organized by the social insurance and labor consultant associations in each prefecture. For corporate clients, the release of "Office Station Talent Management" in April 2025 enabled users to centrally manage their HR and labor operations with a single product. By continuously exhibiting at trade shows, we aimed to increase awareness that Office Station is a product capable of solving corporate HR and labor issues, as well as to create new business opportunities.

As measures to increase sales, we focused on increasing the number of users per client by activating customer success initiatives, as well as emphasizing cross-selling efforts. By strengthening the collaboration between field sales and customer success, we worked to shorten lead times and improve the closing rate.

For existing users, we strengthened onboarding to ensure a smooth system implementation without stress, and enhanced our support desk so that any questions can be resolved quickly.

As a result, as of the end of the six months ended September 30, 2025, the number of companies using the "Office Station" series, including the free "Office Station Labor Lite," was 47,905 (an increase of 4,043 companies from the end of the previous period), and the number of professional firms was 3,486 (an increase of 159 firms from the end of the previous period).

As a result, net sales in the Business Solutions Segment for the six months ended September 30, 2025 were 2,513 million yen (up 34.7% YoY), and operating loss was 165 million yen (compared to an operating loss of 118 million yen in the same period of the previous year).

(iv) Real Estate Leasing Segment

The Real Estate Leasing Segment generates stable income from lease revenue of buildings owned by the Company. For the six months ended September 30, 2025, net sales were 53 million yen (down 1.1% YoY), and operating profit was 12 million yen (down 12.5% YoY).

(v) System Development Segment

The System Development Segment consists mainly of the system development operations of the consolidated subsidiary F&M Net Co., Ltd. At F&M Net, the majority of development was for internal group use, such as Merchandise sold by F&M, with a focus on the "Office Station" series.

As a result, net sales in the System Development Segment for the six months ended September 30, 2025 were 142 million yen (down 4.1% YoY), and operating loss was 171 million yen (compared to an operating loss of 18 million yen in the same period of the previous year).

(vi) Other businesses

Other businesses include the headquarters operation and franchise guidance of computer schools. In the headquarters operation and franchise guidance of computer schools, we worked to improve the retention rate by strengthening proactive counseling for students and support for obtaining qualifications.

As a result, net sales in Other businesses for the six months ended September 30, 2025 were 30 million yen (up 2.6% YoY), and operating profit was 2 million yen (up 8.1% YoY).

(2) Overview of financial positions for the interim period

(Assets)

At the end of the six months ended September 30, 2025, current assets amounted to 7,147 million yen, a decrease of 121 million yen compared to the end of the previous fiscal year. This was mainly due to an increase of 440 million yen in accounts receivable - trade, and contract assets, and an increase of 172 million yen in other (current assets), while cash and deposits decreased by 776 million yen.

Non-current assets amounted to 10,917 million yen, an increase of 881 million yen compared to the end of the previous consolidated fiscal year. This was mainly due to an increase of 898 million yen in other (intangible assets) and an increase of 154 million yen in deferred tax assets, while software decreased by 152 million yen.

As a result, total assets amounted to 18,065 million yen, an increase of 759 million yen compared to the end of the previous consolidated fiscal year.

(Liabilities)

At the end of the interim consolidated accounting period, current liabilities amounted to 4,329 million yen, an increase of 397 million yen compared to the end of the previous consolidated fiscal year. This was mainly due to an increase of 586 million yen in contract liabilities and 397 million yen in provision for bonuses, while income taxes payable decreased by 148 million yen and other current liabilities decreased by 438 million yen.

Non-current liabilities amounted to 1070 million yen, an increase of 10 million yen compared to the end of the previous fiscal year.

As a result, total liabilities amounted to 4,499 million yen, an increase of 407 million yen compared to the end of the previous consolidated fiscal year.

(Net assets)

At the end of the six months ended September 30, 2025, total net assets amounted to 13,565 million yen, an increase of 352 million yen compared to the end of the previous fiscal year. This was mainly due to the recording of 647 million yen in profit attributable to owners of parent, while dividends of surplus of 295 million yen were paid, among other factors.

As a result, the equity to total assets ratio was 75.1% (76.4% at the end of the previous fiscal year).

At present, there are no plans for any significant capital expenditures or related financing.

(3) Explanation regarding forward-looking statements such as consolidated forecasts

There are no changes to the full-year consolidated forecasts from those announced in the "Notice Regarding Revision of Forecasts" on October 30, 2025.

Please note that the forward-looking statements such as earnings forecasts contained in this document are based on information currently available to the Company and certain assumptions deemed reasonable. Actual results may differ significantly due to various factors.

(Unit: Thousands of yen)

	Previous fiscal year (March 31, 2025)	For the six months ended (September 30, 2025)
Assets		
Current assets		
Cash and deposit	5,834,981	5,058,652
Notes and accounts receivable - trade, and contract assets	1,123,744	1,563,861
Securities	99,955	100,000
Merchandise and finished goods	2,385	2,196
Work in process	405	49,500
Raw materials and supplies	7,236	6,438
Other	222,326	395,120
Allowance for doubtful accounts	(21,851)	(28,229
Total current asset	7,269,183	7,147,540
Non-current assets		
Property, plant, and equipment		
Buildings and structures, net	1,277,163	1,337,644
Tools, furniture and fixtures, net	201,885	254,023
Land	1,281,627	1,281,62
Construction in progress	44,082	
Total property, plant and equipment, net	2,804,758	2,873,29
Intangible assets		
Goodwill	12	. 10
Software	4,926,698	4,774,514
Other	344,371	1,242,830
Total intangible assets	5,271,082	6,017,36
Investment Other assets		
Investment securities	910,444	812,244
Deferred tax assets	391,721	546,072
Delinquent receivables	70,411	105,46
Guarantee deposits	145,076	150,224
Insurance funds	481,739	486,413
Other	22,067	21,784
Allowance for doubtful accounts	(60,772)	(94,877
Total investment and other assets	1,960,688	2,027,330
Total non-current assets	10,036,530	10,917,987
Total assets	17,305,714	

	<u>-</u>	(Unit: Thousands of yen)
	Previous fiscal year (March 31, 2025)	For the six months ended (September 30, 2025)
Liabilities		
Current liabilities		
Notes and accounts payable - trade	10,212	2 11,042
Contract liabilities	835,004	1,421,192
Income taxes payable	662,567	513,964
Provision for bonuses	708,933	1,106,788
Other	1,715,790	1,276,847
Total current liabilities	3,932,500	4,329,835
Non-current liabilities		
Liabilities for retirement benefits	94,371	1 105,041
Negative goodwill	369	279
Other	64,932	2 64,812
Total non-current liabilities	159,673	3 170,133
Total liabilities	4,092,179	4,499,969
Net assets		
Shareholders' equity		
Share capital	989,650	989,650
Capital surplus	2,467,459	2,467,459
Retained earnings	9,938,502	2 10,290,218
Treasury shares	(223,659	(223,828)
Total shareholders' equity	13,171,952	2 13,523,500
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	41,58	1 42,059
Total accumulated other comprehensive income	41,583	42,059
Total net assets	13,213,534	13,565,559
Total liabilities and net assets	17,305,714	18,065,528

(2) Consolidated Statement of Income (Interim) and Consolidated Statement of Comprehensive Income (Interim) (Interim Consolidated Statement of Income)

	(Unit: Thousands of yen)				
	Previous interim consolidated accounting period (From April 1, 2024 Until September 30, 2024	For the six months ended From April 1, 2025 Until September 30, 2025			
Revenue	7,133,954	8,956,382			
Cost of sales	2,418,392	3,021,988			
Gross profit	4,715,562	5,934,394			
Selling, general and administrative expenses	4,090,433	3 4,997,304			
Operating profit	625,129	937,089			
Non-operating income					
Interest income	1,510	7,806			
Interest income on securities	6,715	6,793			
Dividend income	1,164	1,248			
Commission income	1,971	. -			
Subsidy income	654	2,071			
Exclusion of received dividend income	418	372			
Other	1,186	3,097			
Total non-operating income	13,620	21,389			
Ordinary profit	638,749	958,479			
Extraordinary income					
Gain on sale of non-current assets	312	28			
Surrender value of insurance policies	861	<u>-</u>			
Total extraordinary income	1,174	28			
Extraordinary losses					
Loss on retirement of fixed assets	995	5 0			
Total extraordinary losses	995	5 0			
Net income before income taxes	638,929	958,507			
Income taxes - current	212,173	465,510			
Income taxes - deferred	21,834	(154,570)			
Total income taxes	234,007	310,939			
Net income	404,921	647,567			
Profit attributable to owners of parent	404,921	647,567			
-					

•	·	(Unit: Thousands of yen)
	Previous six-month consolidated accounting period (From April 1, 2024 Until September 30, 2024	For the six months ended From April 1, 2025 Until September 30, 2025
Net income	404,921	647,567
Other comprehensive income (loss), net of tax		
Valuation difference on available-for-sale securities	16,077	477
Other comprehensive income, net of tax	16,077	477
Comprehensive income	420,999	648,045
Comprehensive income attributable to		_
Interim comprehensive income attributable to owners of the parent	420,999	648,045

(3) Notes to the Consolidated Interim Financial Statements

(Notes on segment information, etc.)

[Segment Information]

I For the six months ended September 30, 2024

1. Information on net sales and profit or loss by reportable segment

(Unit: Thousands of yen)

	Reportable segments							
	Accounting Services Segment	Consulting Segment	Solutions	Real estate leasing Segment	System Development Segmet	Total	Others (Note)	Total
Revenue								
Net sales to external customers	1,986,901	3,049,222	1,865,461	53,890	148,624	7,104,101	29,853	7,133,954
Internal net sales or transfers between segments	-	2,628	1,159	3,629	1,285,862	1,293,279	3,067	1,296,346
Total	1,986,901	3,051,851	1,866,620	57,519	1,434,486	8,397,380	32,920	8,430,301
Segment profit or loss	541,403	741,181	(118,809)	14,141	(18,543)	1,159,373	2,699	1,162,072

(Note) The "Others" category refers to business segments not included in the reportable segments, and includes operations such as the management of computer classes and franchise guidance businesses.

Difference between the total amount of profit or loss of reportable segments and the amount recorded in the interim
consolidated statement of income, and the main contents of such difference (Matters related to reconciliation of
differences)

(Unit: Thousands of yen)

	(Unit. Thousands of yet
Profit	Amount
Total for reportable segments	1,159,373
Profit in the "Others" category	2,699
Elimination of inter-segment transactions	(4,468)
Amortization of goodwill	(1)
Company-wide expenses (Note)	(507,034)
Adjustment amount for non-current assets	(25,438)
Operating profit in the interim consolidated statement of income	625,129

(Note) Company-wide expenses mainly consist of general and administrative expenses that are not attributable to any reportable segment.

II For the six months ended September 30, 2025

1. Information on net sales and profit or loss by reportable segment

(Unit: Thousands of yen)

	Reportable segment							
	Nervices	Consulting Segment	Solutions	leasing	System Development Segment	Total	Others (Note) Total	
Revenue								
Net sales to external customers	2,223,459	3,993,163	2,513,263	53,279	142,600	8,925,766	30,615	8,956,382
Internal net sales or transfers between segments	-	1,620	1,276	4,350	1,116,101	1,123,348	3,067	1,126,415
Total	2,223,459	3,994,783	2,514,540	57,629	1,258,701	10,049,115	33,682	10,082,798
Segment profit or loss	584,147	1,214,647	(165,821)	12,370	(171,551)	1,473,792	2,919	1,476,711

(Note) The "Others" category refers to business segments not included in the reportable segments, and includes operations such as the management of computer classes and franchise guidance businesses.

Difference between the total amount of profit or loss of reportable segments and the amount recorded in the interim
consolidated statement of income, and the main contents of such difference (Matters related to reconciliation of
differences)

(Unit: Thousands of yen)

	(Onit. Thousands of yet
Profit	Amount
Total for reportable segments	1,473,792
Profit in the "Others" category	2,919
Elimination of inter-segment transactions	(2,485)
Amortization of goodwill	(1)
Company-wide expenses (Note)	(608,280)
Adjustment amount for non-current assets	71,146
Operating profit for the six months ended September 30, 2024	937,089

(Note) Company-wide expenses mainly consist of general and administrative expenses that are not attributable to any reportable segment.

(Notes in case of significant changes in the amount of shareholders' equity) There are no applicable items.

(Notes regarding the assumption of a going concern) There are no applicable items.