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## Consolidated Financial Results for the Six Months Ended September 30, 2021 [Japanese GAAP]

November 11, 2021

Company name: RareJob, Inc.  
 Stock exchange listing: Tokyo  
 Code number: 6096  
 URL: <https://www.rarejob.co.jp>  
 Representative: Gaku Nakamura, CEO  
 Contact: Naoki Morita, Executive Officer & CFO  
 Phone: 03-5468-7401  
 Scheduled date of filing quarterly securities report: November 11, 2021  
 Scheduled date of commencing dividend payments: -  
 Availability of supplementary briefing material on quarterly financial results: Yes  
 Schedule of quarterly financial results briefing session: Yes (for analysts and institutional investors)

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

### 1. Consolidated Financial Results for the Six Months Ended September 30, 2021 (April 01, 2021 to September 30, 2021)

#### (1) Consolidated Operating Results (% indicates changes from the previous corresponding period.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Six months ended September 30, 2021	2,686	0.9	131	(64.3)	99	(72.8)	88	(62.2)
September 30, 2020	2,661	27.7	369	102.1	365	112.5	233	150.4

(Note) Comprehensive income: Six months ended September 30, 2021: ¥ 56 million [ (76.4)%]  
 Six months ended September 30, 2020: ¥ 237 million [ 198.6%]

	Basic earnings per share	Diluted earnings per share
	Yen	Yen
Six months ended September 30, 2021	9.59	9.30
September 30, 2020	25.85	24.71

#### (2) Consolidated Financial Position

	Total assets	Net assets	Capital adequacy ratio
	Million yen	Million yen	%
As of September 30, 2021	4,560	2,298	44.5
March 31, 2021	4,468	2,116	41.2

(Reference) Equity: As of September 30, 2021: ¥ 2,027 million  
 As of March 31, 2021: ¥ 1,839 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 March 31, 2021	-	0.00	-	10.00	10.00
Fiscal year ending March 31, 2022	-	0.00			
Fiscal year ending March 31, 2022 (Forecast)			-	11.00	11.00

(Note) Revision to the forecast for dividends announced most recently: No

## 3. Consolidated Financial Results Forecast for the Fiscal Year Ending March 31, 2022(April 01, 2021 to March 31, 2022)

(% indicates changes from the previous corresponding period.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
Full year	5,650	6.0	250	(62.6)	200	(68.2)	120	(69.3)	12.99

(Note) Revision to the financial results forecast announced most recently: Yes

### \* Notes:

(1) Changes in significant subsidiaries during the six months ended September 30, 2021

(changes in specified subsidiaries resulting in changes in scope of consolidation): No

(2) Accounting policies adopted specially for the preparation of quarterly consolidated financial statements: No

(3) Changes in accounting policies, changes in accounting estimates and retrospective restatement

1) Changes in accounting policies due to the revision of accounting standards: Yes

2) Changes in accounting policies other than 1) above: No

3) Changes in accounting estimates: No

4) Retrospective restatement: No

(4) Total number of issued shares (common shares)

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

September 30, 2021: 9,658,000 shares

March 31, 2021: 9,541,600 shares

2) Total number of treasury shares at the end of the period:

September 30, 2021: 381,554 shares

March 31, 2021: 460,801 shares

3) Average number of shares during the period:

Six months ended September 30, 2021: 9,201,141 shares

Six months ended September 30, 2020: 9,022,130 shares

\* This financial report is not subject to the statutory quarterly review by a certified public accountant or audit firm.

\* Explanation about the proper use of earnings forecasts, other special notes

The forward-looking statements, including results forecasts, contained in this document are based on information the Company has obtained as of today and certain assumptions the Company considers reasonable. The Company does not guarantee its achievement of the forward-looking statements. Actual results may differ significantly depending on a variety of factors.

\* Supplementary materials and IR meetings on financial results:

Supplementary materials on financial results can be found on our web site.

We will hold an IR meeting on financial results for analysts and institutional investors on November 11, 2021.

Contents of the meeting will be posted on our web site immediately after the meeting.

Quarterly Consolidated Financial Statements  
Quarterly Consolidated Balance Sheets

(Thousand yen)

	As of March 31,2021	As of September 30,2021
<b>Assets</b>		
Current assets		
Cash and deposits	2,860,209	3,052,044
Deposits paid	6,161	5,623
Accounts receivable - trade	225,737	85,262
Prepaid expenses	61,491	74,727
Derivatives	38,594	-
Other	21,957	30,568
Total current assets	3,214,152	3,248,225
Non-current assets		
Property, plant and equipment		
Buildings	144,324	152,935
Accumulated depreciation	(56,801)	(64,563)
Buildings, net	87,522	88,372
Tools, furniture and fixtures	172,719	188,598
Accumulated depreciation	(118,624)	(133,638)
Tools, furniture and fixtures, net	54,094	54,960
Vehicles	2,374	2,505
Accumulated depreciation	(1,820)	(2,171)
Vehicles, net	554	334
Right-of use assets	391,404	384,072
Accumulated depreciation	(45,773)	(61,601)
Accumulated impairment loss	(25,896)	(27,281)
Right-of-use assets,net	319,734	295,189
Total property, plant and equipment	461,905	438,856
Intangible assets		
Trademark right	2,116	2,007
Software	312,336	266,144
Software in progress	200,936	263,259
Goodwill	70,715	64,565
Other	330	330
Total intangible assets	586,435	596,307
Investments and other assets		
Investment securities	32,940	60,039
Leasehold deposits	104,561	127,245
Deferred tax assets	57,261	81,226
Other	11,322	8,629
Total investments and other assets	206,086	277,141
Total non-current assets	1,254,427	1,312,305
Total assets	4,468,579	4,560,531

(Thousand yen)

	As of March 31,2021	As of September 30,2021
<b>Liabilities</b>		
Current liabilities		
Current portion of long-term borrowings	30,000	30,000
Lease obligations	46,812	49,103
Accounts payable - other	179,172	153,643
Accrued expenses	237,007	270,938
Income taxes payable	163,653	30,458
Accrued consumption taxes	154,312	63,958
Advances received	132,568	267,631
Deposits received	25,511	28,956
Provision for bonuses	45,663	46,264
Derivatives liabilities	-	9,363
Other	22,754	15,387
Total current liabilities	1,037,458	965,704
Non-current liabilities		
Long-term borrowings	960,000	945,000
Retirement benefit liability	51,996	58,817
Lease obligations	298,039	288,030
Asset retirement obligations	2,984	2,908
Provision for bonuses	242	484
Other	974	1,135
Total non-current liabilities	1,314,238	1,296,376
<b>Total liabilities</b>	<b>2,351,696</b>	<b>2,262,080</b>
<b>Net assets</b>		
Shareholders' equity		
Share capital	582,082	606,699
Capital surplus	618,074	762,649
Retained earnings	916,302	913,760
Treasury shares	(289,968)	(239,647)
Total shareholders' equity	1,826,490	2,043,462
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	(1,146)	(1,101)
Deferred gains or losses on hedges	26,776	(6,496)
Foreign currency translation adjustment	5,883	9,346
Remeasurements of defined benefit plans	(18,727)	(17,912)
Total accumulated other comprehensive income	12,786	(16,164)
Share acquisition rights	92,741	89,514
Non-controlling interests	184,864	181,637
<b>Total net assets</b>	<b>2,116,882</b>	<b>2,298,450</b>
<b>Total liabilities and net assets</b>	<b>4,468,579</b>	<b>4,560,531</b>

Quarterly Consolidated Statements of Income and Comprehensive Income

Quarterly Consolidated Statements of Income (For the six months)

(Thousand yen)

	For the six months ended September 30,2020	For the six months ended September 30,2021
Net sales	2,661,142	2,686,285
Cost of sales	1,121,599	1,134,516
Gross profit	1,539,542	1,551,768
Selling, general and administrative expenses	1,170,330	1,420,085
Operating profit	369,212	131,683
Non-operating income		
Interest income	68	71
Subsidy income	6,782	-
Other	2,097	1,387
Total non-operating income	8,948	1,458
Non-operating expenses		
Interest expenses	4,483	7,560
Foreign exchange losses	6,957	10,422
Share of loss of entities accounted for using equity method	479	2,965
Depreciation	-	8,945
Other	449	3,721
Total non-operating expenses	12,369	33,616
Ordinary profit	365,791	99,526
Extraordinary income		
Gain on sale of non-current assets	111	577
Total extraordinary income	111	577
Extraordinary losses		
Loss on retirement of non-current assets	563	-
Loss on withdrawal from business	-	1,229
Total extraordinary losses	563	1,229
Profit before income taxes	365,339	98,874
Income taxes - current	136,339	22,597
Income taxes - deferred	592	(8,760)
Total income taxes	136,932	13,837
Profit	228,407	85,037
Loss attributable to non-controlling interests	(4,842)	(3,229)
Profit attributable to owners of parent	233,249	88,266

Quarterly Consolidated Statements of Comprehensive Income (For the six months)

(Thousand yen)

	For the six months ended September 30,2020	For the six months ended September 30,2021
Profit	228,407	85,037
Other comprehensive income		
Valuation difference on available-for-sale securities	(50)	45
Deferred gains or losses on hedges	7,286	(33,272)
Foreign currency translation adjustment	1,678	3,462
Remeasurements of defined benefit plans, net of tax	580	814
Total other comprehensive income	9,495	(28,950)
Comprehensive income	237,902	56,086
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	242,519	58,076
Comprehensive income attributable to non-controlling interests	(4,617)	(1,989)

Quarterly Consolidated Statements of Cash Flows

(Thousand yen)

	For the six months ended September 30,2020	For the six months ended September 30,2021
<b>Cash flows from operating activities</b>		
Profit before income taxes	365,339	98,874
Depreciation	113,541	113,330
Share-based payment expenses	29,377	16,237
Amortization of goodwill	6,149	6,149
Share of loss (profit) of entities accounted for using equity method	479	2,965
Interest income	(68)	(71)
Interest expenses	4,483	7,560
Loss (gain) on sale of non-current assets	(111)	(577)
Loss on retirement of non-current assets	563	-
Decrease (increase) in trade receivables	233,261	140,475
Decrease (increase) in prepaid expenses	7,056	(21,876)
Increase (decrease) in accounts payable - other	(20,776)	(15,692)
Increase (decrease) in accrued expenses	42,075	33,931
Increase (decrease) in accrued consumption taxes	(9,062)	(90,354)
Increase (decrease) in advances received	86,387	135,062
Increase (decrease) in provision for bonuses	1,157	843
Decrease (increase) in other assets	(22,447)	1,592
Increase (decrease) in other liabilities	(11,364)	(4,451)
Other, net	1,281	(14,477)
Subtotal	827,323	409,522
Interest received	68	71
Interest paid	(4,501)	(7,542)
Income taxes paid	(132,070)	(147,948)
Net cash provided by (used in) operating activities	690,819	254,102
<b>Cash flows from investing activities</b>		
Purchase of property, plant and equipment	(48,044)	(27,353)
Proceeds from sale of property, plant and equipment	1,054	760
Purchase of intangible assets	(136,878)	(82,652)
Purchase of shares of subsidiaries and associates	-	(30,000)
Payments of leasehold and guarantee deposits	(1,085)	(24,261)
Other, net	1,645	51
Net cash provided by (used in) investing activities	(183,307)	(163,455)

(Thousand yen)

	For the six months ended September 30,2020	For the six months ended September 30,2021
<b>Cash flows from financing activities</b>		
Proceeds from long-term borrowings	300,000	-
Repayments of long-term borrowings	(265,000)	(15,000)
Repayments of lease obligations	(31,246)	(9,976)
Proceeds from disposal of treasury shares	-	166,010
Proceeds from exercise of employee share options	10,038	42,595
Dividends paid	-	(90,545)
Net cash provided by (used in) financing activities	13,791	93,082
Effect of exchange rate change on cash and cash equivalents	747	7,565
Net increase (decrease) in cash and cash equivalents	522,050	191,296
Cash and cash equivalents at beginning of period	2,166,754	2,866,371
Cash and cash equivalents at end of period	2,688,804	3,057,667