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## Summary of Consolidated Financial Results for the Nine Months Ended June 30, 2023 (Based on Japanese GAAP)

August 14, 2023

Company name: CAREER Co.,LTD.  
 Stock exchange: Tokyo  
 Stock code: 6198 URL: <https://www.careergift.co.jp/>  
 Representative: Chairman & President Ichiro Kawashima  
 Contact: Executive Officer Shota Kambara TEL: +81-3-6453-2612  
 Scheduled date of filing of Quarterly Report: August 14, 2023  
 Scheduled date of payment of dividend: —  
 Preparation of supplementary material on quarterly financial results: Yes  
 Holding of quarterly financial results briefing: None

(All amounts are rounded down to the nearest millions of yen)

### 1. Consolidated financial results for the Nine months ended June 30, 2023 (from October 1, 2023 to June 30, 2023)

#### (1) Consolidated Operating Results (Percentages indicate year-on-year changes)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Nine months ended June 30, 2023	13,667	14.0	428	8.3	429	7.4	254	18.2
June 30, 2022	11,989	27.1	395	749.9	399	745.8	215	—

Note: Comprehensive income For the nine months ended June 30, 2023: 266 million [ 7.8 %]

For the nine months ended June 30, 2022: 247 million [ — %]

	Earnings per share	Diluted earnings per share
	Yen	Yen
Nine months ended June 30, 2023	29.98	29.98
June 30, 2022	25.36	25.36

#### (2) Consolidated financial position

	Total assets	Net assets	Equity ratio	Net assets per share
As of	Millions of yen	Millions of yen	%	Yen
June 30, 2023	5,028	1,904	34.9	206.34
September 30, 2022	4,925	1,644	30.5	176.37

Reference: Shareholders' equity As of June 30, 2023: 1,755 million

As of September 30, 2022: 1,500 million

### 2. Dividends

	Dividend per share				
	1Q-end	2Q-end	3Q-end	Year-end	Total
	Yen	Yen	Yen	Yen	Yen
Fiscal Year 2022	—	0.00	—	0.00	0.00
Fiscal Year 2023	—	0.00			
Fiscal Year 2023 (forecasts)			—	0.00	0.00

Note: Revisions to the forecast of cash dividends most recently announced: None

3. Consolidated forecast for Fiscal Year 2023 (from October 1, 2023 to June 30, 2023)

(Percentages indicate year-on-year changes)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full Year 2023	18,000	10.2	460	29.1	460	25.7	270	38.0	31.74

Note: Revision to the most recently announced consolidated forecast: None

4. Notes

(1) Changes in significant subsidiaries during the nine months ended June 30, 2023

(changes in specified subsidiaries resulting in the change in scope of consolidation): None

(2) Application of special accounting methods for preparing quarterly consolidated financial statements: None

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

Changes in accounting policies due to revisions to accounting standards and other regulations: None

Changes in accounting policies due to other reasons: None

Changes in accounting estimates: None

Restatement of prior period financial statements: None

(4) Number of issued shares (common shares)

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

As of June 30, 2023	8,624,320 shares	As of September 30, 2023	8,624,320 shares
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Number of treasury shares at the end of the period

As of June 30, 2023	118,600 shares	As of September 30, 2023	118,600 shares
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Average number of shares during the period (cumulative from the beginning of the fiscal year)

Nine Months ended June 30, 2023	8,505,720 shares	Nine months ended June 30, 2022	8,505,720 shares
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\* Quarterly financial results reports are exempt from quarterly review conducted by certified public accountants or an audit corporation.

\* Proper use of earnings forecasts, and other special matters

The forward-looking statements regarding future performance in this material are based on information currently available to the Company and certain assumptions that the Company deems to be reasonable at the time this report was prepared. Therefore, the Company does not make promises about the achievements. Actual results may differ significantly from the forecasts due to various factors.

Quarterly consolidated financial statements  
Consolidated balance sheets

(Thousands of yen)

	As of September 30, 2022	As of June 30, 2023
<b>Assets</b>		
Current assets		
Cash and deposits	2,228,724	2,618,341
Accounts receivable - trade	1,919,292	1,627,544
Other	118,563	156,314
Allowance for doubtful accounts	(4,296)	(2,010)
Total current assets	4,262,284	4,400,190
Non-current assets		
Property, plant and equipment	319,829	292,581
Intangible assets	57,851	49,662
Investments and other assets	285,665	286,280
Total non-current assets	663,346	628,525
Total assets	4,925,630	5,028,715
<b>Liabilities</b>		
Current liabilities		
Short-term borrowings	1,210,335	1,201,800
Accrued expenses	1,137,164	1,135,719
Income taxes payable	62,167	89,947
Accrued consumption taxes	367,057	391,740
Provision for bonuses	58,335	—
Refund liability	189	56
Other	313,441	172,872
Total current liabilities	3,148,691	2,992,136
Non-current liabilities		
Asset retirement obligations	132,190	132,553
Total non-current liabilities	132,190	132,553
Total liabilities	3,280,881	3,124,690
<b>Net assets</b>		
Shareholders' equity		
Share capital	157,590	157,590
Capital surplus	137,590	137,590
Retained earnings	1,357,266	1,612,236
Treasury shares	(152,306)	(152,306)
Total shareholders' equity	1,500,140	1,755,110
Share acquisition rights	49,785	42,818
Non-controlling interests	94,823	106,095
Total net assets	1,644,749	1,904,025
Total liabilities and net assets	4,925,630	5,028,715

Consolidated statements of income (cumulative) and consolidated statements of comprehensive income (cumulative)  
 Consolidated statements of income (cumulative)

(Thousands of yen)

	Nine months ended June 30, 2022	Nine months ended June 30, 2023
Net sales	11,989,947	13,667,305
Current assets	9,287,394	10,702,307
Gross profit	2,702,552	2,964,997
Selling, general and administrative expenses	2,306,652	2,536,077
Operating profit	395,900	428,919
Non-operating income		
Interest income	6	9
Dividend income	0	0
Subsidy income	5,581	17,501
Share of profit of entities accounted for using equity method	1,823	—
Other	673	1,487
Total non-operating income	8,084	18,999
Non-operating expenses		
Interest expenses	4,245	4,018
Share of loss of entities accounted for using equity method	—	9,956
Settlement payments	—	4,573
Other	142	5
Total non-operating expenses	4,387	18,554
Ordinary profit	399,597	429,364
Extraordinary income		
Gain on reversal of share acquisition rights	1,234	21,610
Total extraordinary income	1,234	21,610
Extraordinary losses		
Loss on retirement of non-current assets	—	5,256
Total extraordinary losses	—	5,256
Profit before income taxes	400,831	445,718
Income taxes - current	136,547	160,019
Income taxes - deferred	17,218	19,456
Total income taxes	153,766	179,476
Profit	247,065	266,242
Profit attributable to non-controlling interests	31,332	11,272
Profit attributable to owners of parent	215,732	254,969

## Consolidated statements of comprehensive income (cumulative)

(Thousands of yen)

	Nine months ended June 30, 2022	Nine months ended June 30, 2023
Net sales	11,989,947	13,667,305
Cost of sales	9,287,394	10,702,307
Gross profit	2,702,552	2,964,997
Selling, general and administrative expenses	2,306,652	2,536,077
Operating profit	395,900	428,919
Non-operating income		
Interest income	6	9
Dividend income	0	0
Subsidy income	5,581	17,501
Share of profit of entities accounted for using equity method	1,p+823	—
Other	673	1,487
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## Consolidated statements of Comprehensive Income (cumulative)

(Thousands of yen)

	Nine months ended June 30, 2022	Nine months ended June 30, 2023
Net profit	247,065	266,242
Comprehensive income	247,065	266,242
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	215,732	254,969
Comprehensive income attributable to non-controlling interests	31,332	11,272