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Consolidated Financial Results for the Nine Months Ended December 31, 2023 [Japanese GAAP]

February 14, 2024

Company name: RareJob, Inc.
 Stock exchange listing: Tokyo
 Code number: 6096
 URL: <https://www.rarejob.co.jp>
 Representative: Gaku Nakamura, CEO
 Contact: Yuji Inoue, Executive Officer CFO
 Phone: +81-3-5468-7401
 Scheduled date of filing quarterly securities report: February 14, 2024
 Scheduled date of commencing dividend payments: -
 Availability of supplementary briefing material on quarterly financial results: Yes
 Schedule of quarterly financial results briefing session: No

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

1. Consolidated Financial Results for the Nine Months Ended December 31, 2023 (April 1, 2023 to December 31, 2023)

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

	Net sales		EBITDA *		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Nine months ended December 31, 2023	7,703	76.5	965	132.3	625	253.6	610	165.6	533	225.6
December 31, 2022	4,364	5.6	415	(12.5)	176	(39.0)	229	(10.7)	163	(12.2)

*EBITDA : Operating profit + Depreciation and amortization + Amortization of goodwill

(Note) Comprehensive income: Nine months ended December 31, 2023: ¥ 559 million [375.1%]
 Nine months ended December 31, 2022: ¥ 117 million [(26.2)%]

	Basic earnings per share	Diluted earnings per share
	Yen	Yen
Nine months ended December 31, 2023	56.47	56.23
December 31, 2022	17.52	17.39

(2) Consolidated Financial Position

	Total assets	Net assets	Capital adequacy ratio
	Millions of yen	Millions of yen	%
As of December 31, 2023	7,743	2,643	33.6
March 31, 2023	6,835	2,624	35.5

(Reference) Equity: As of December 31, 2023: ¥ 2,605 million
 As of March 31, 2023: ¥ 2,426 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, 2023	-	0.00	-	12.00	12.00
Fiscal year ending March 31, 2024	-	0.00	-		
Fiscal year ending March 31, 2024 (Forecast)				13.00	13.00

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

3. Consolidated Financial Results Forecast for the Fiscal Year Ending March 31, 2024(April 1, 2023 to March 31, 2024)

(% indicates changes from the previous corresponding period.)

	Net sales		EBITDA		Operating profit		Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	10,000	72.8	1,000	82.6	600	162.8	530	89.7	400	106.1	42.25

(Note) Revision to the financial results forecast announced most recently: No

* Notes:

(1) Changes in significant subsidiaries during the nine months ended December 31, 2023

(changes in specified subsidiaries resulting in changes in scope of consolidation): Yes

New 1 Company name: BORDERLINK, Inc.

Exclusion: 2 Company name: Envision, Inc., shikaku square, Inc.

(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: No

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):

December 31, 2023: 9,825,600 shares

March 31, 2023: 9,800,800 shares

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

December 31, 2023: 357,192 shares

March 31, 2023: 302,991 shares

3) Average number of shares outstanding during the period:

Nine months ended December 31, 2023: 9,439,192 shares

Nine months ended December 31, 2022: 9,346,215 shares

Quarterly Consolidated Financial Statements
Quarterly Consolidated Balance Sheets

(Thousands of yen)

	As of March 31, 2023	As of December 31, 2023
Assets		
Current assets		
Cash and deposits	2,243,352	2,950,716
Accounts receivable - trade	93,191	850,687
Prepaid expenses	102,541	176,099
Derivatives	21,581	33,457
Other	474,160	136,089
Total current assets	2,934,827	4,147,050
Non-current assets		
Property, plant and equipment		
Buildings	101,628	124,611
Accumulated depreciation	(39,662)	(51,090)
Accumulated impairment	-	(6,031)
Buildings, net	61,966	67,488
Tools, furniture and fixtures	177,381	214,005
Accumulated depreciation	(126,351)	(161,360)
Accumulated impairment	-	(366)
Tools, furniture and fixtures, net	51,029	52,278
Vehicles	2,614	25,132
Accumulated depreciation	(2,614)	(19,089)
Vehicles, net	0	6,042
Right-of use assets	85,783	51,820
Accumulated depreciation	(26,544)	(12,439)
Right-of-use assets, net	59,239	39,381
Total property, plant and equipment	172,236	165,191
Intangible assets		
Trademark right	2,971	2,512
Software	576,664	512,913
Software in progress	1,370	18,817
Goodwill	752,310	1,646,777
Content assets	58,392	53,339
Customer-related intangible assets	-	898,219
Other	979	962
Total intangible assets	1,392,689	3,133,542
Investments and other assets		
Investment securities	989,199	56,381
Leasehold deposits	104,729	118,845
Deferred tax assets	42,687	100,269
Advance payments	1,165,035	-
Other	33,696	22,406
Total investments and other assets	2,335,348	297,902
Total non-current assets	3,900,274	3,596,637
Total assets	6,835,102	7,743,687

(Thousands of yen)

	As of March 31, 2023	As of December 31, 2023
Liabilities		
Current liabilities		
Short-term borrowings	-	400,000
Current portion of long-term borrowings	361,368	331,368
Lease liabilities	9,912	8,389
Accounts payable - other	195,739	207,387
Accrued expenses	242,004	672,707
Income taxes payable	84,615	15,602
Accrued consumption taxes	73,833	188,062
Advances received	598,452	547,906
Deposits received	21,671	94,692
Refund liabilities	5,552	-
Provision for bonuses	60,864	49,704
Derivative liabilities	3,512	-
Other	31,379	37,508
Total current liabilities	1,688,908	2,553,328
Non-current liabilities		
Long-term borrowings	2,419,864	2,171,338
Retirement benefit liability	21,832	28,892
Lease liabilities	56,006	35,585
Asset retirement obligations	3,291	3,071
Deferred tax liabilities	20,203	307,730
Other	567	641
Total non-current liabilities	2,521,765	2,547,258
Total liabilities	4,210,673	5,100,587
Net assets		
Shareholders' equity		
Share capital	644,725	654,457
Capital surplus	828,336	638,364
Retained earnings	1,102,136	1,521,167
Treasury shares	(187,186)	(278,626)
Total shareholders' equity	2,388,012	2,535,363
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	3,586	5,873
Deferred gains or losses on hedges	12,491	23,287
Foreign currency translation adjustment	14,942	33,200
Remeasurements of defined benefit plans	7,081	7,961
Total accumulated other comprehensive income	38,102	70,323
Share acquisition rights	55,475	37,409
Non-controlling interests	142,837	4
Total net assets	2,624,428	2,643,100
Total liabilities and net assets	6,835,102	7,743,687

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

(Thousands of yen)

	For the nine months ended December 31, 2022	For the nine months ended December 31, 2023
Net sales	4,364,305	7,703,341
Cost of sales	1,775,020	4,309,036
Gross profit	2,589,284	3,394,305
Selling, general and administrative expenses	2,412,297	2,768,459
Operating profit	176,987	625,845
Non-operating income		
Interest income	119	1,247
Share of profit of entities accounted for using equity method	75,359	-
Commission income	-	8,345
Subsidy income	4,149	3,567
Other	4,083	2,272
Total non-operating income	83,711	15,432
Non-operating expenses		
Interest expenses	10,533	12,131
Foreign exchange losses	10,831	10,590
Share of loss of entities accounted for using equity method	-	4,474
Other	9,381	3,289
Total non-operating expenses	30,745	30,486
Ordinary profit	229,953	610,791
Extraordinary income		
Gain on sale of non-current assets	1,091	1,469
Gain on reversal of share acquisition rights	9,997	13,386
Gain on step acquisitions	-	11,748
Gain on liquidation of business	4,839	-
Other	-	3,577
Total extraordinary income	15,928	30,182
Extraordinary losses		
Loss on sale of non-current assets	1,467	-
Loss on retirement of non-current assets	6,589	3,697
Loss on cancellation of insurance policies	-	5,331
Loss on business restructuring	-	20,480
Loss on withdrawal from business	-	7,000
Loss on valuation of investment securities	-	12,388
Total extraordinary losses	8,057	48,897
Profit before income taxes	237,823	592,076
Income taxes - current	76,056	121,596
Income taxes - deferred	21,519	(62,524)
Total income taxes	97,576	59,071
Profit	140,247	533,004
Profit (loss) attributable to non-controlling interests	(23,472)	0
Profit attributable to owners of parent	163,719	533,003

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

(Thousands of yen)

	For the nine months ended December 31, 2022	For the nine months ended December 31, 2023
Profit	140,247	533,004
Other comprehensive income		
Valuation difference on available-for-sale securities	1,889	2,287
Deferred gains or losses on hedges	(36,563)	10,795
Foreign currency translation adjustment	14,546	12,160
Remeasurements of defined benefit plans	(2,439)	879
Total other comprehensive income	(22,566)	26,123
Comprehensive income	117,680	559,127
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	140,940	559,126
Comprehensive income attributable to non-controlling interests	(23,260)	0