



## Consolidated Financial Results for the Nine Months Ended December 31, 2020 [Japanese GAAP]

February 12, 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: February 12, 2021  
 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, 2020 (April 01, 2020 to December 31, 2020)

#### (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	%
Nine months ended December 31, 2020	4,019	21.8	607	68.0	574	70.1	361	92.6
December 31, 2019	3,299	25.1	361	153.7	338	146.9	187	163.8

(Note) Comprehensive income: Nine months ended December 31, 2020: ¥ 369 million [ 94.4%]  
 Nine months ended December 31, 2019: ¥ 190 million [ 91.8%]

	Basic earnings per share	Diluted earnings per share
	Yen	Yen
Nine months ended December 31, 2020	39.97	38.16
December 31, 2019	20.68	20.24

(Note) The Company conducted two 2-for-1 common stock splits. The first one became effective on June 1, 2019 based on the board resolution dated on April 11, 2019. The second one became effective on December 6, 2019 based on the board resolution dated on November 14, 2019. Basic earnings per share and diluted earnings per share are calculated as if these stock splits had taken place at the beginning of the previous fiscal year.

#### (2) Consolidated Financial Position

	Total assets	Net assets	Capital adequacy ratio
	Million yen	Million yen	%
As of December 31, 2020	4,205	2,072	42.8
March 31, 2020	3,557	1,602	38.4

(Reference) Equity: As of December 31, 2020: ¥ 1,799 million  
 As of March 31, 2020: ¥ 1,364 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, 2020	-	0.00	-	0.00	0.00
Fiscal year ending March 31, 2021	-	0.00	-		
Fiscal year ending March 31, 2021 (Forecast)				0.00	0.00

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

## 3. Consolidated Financial Results Forecast for the Fiscal Year Ending March 31, 2021(April 01, 2020 to March 31, 2021)

(% 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	5,400	19.7	640	43.3	600	44.3	370	80.3	40.92

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

### \* Notes:

(1) Changes in significant subsidiaries during the nine months ended December 31, 2020

(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: 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, 2020: 9,541,600 shares

March 31, 2020: 9,491,200 shares

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

December 31, 2020: 460,753 shares

March 31, 2020: 482,120 shares

3) Average number of shares during the period:

Nine months ended December 31, 2020: 9,036,845 shares

Nine months ended December 31, 2019: 9,066,984 shares

(Note) The Company conducted two 2-for-1 common stock splits. The first one became effective on June 1, 2019 based on the board resolution dated on April 11, 2019. The second one became effective on December 6, 2019 based on the board resolution dated on November 14, 2019. The number of issued shares (common shares) is calculated as if these stock splits had taken place at the beginning of the previous fiscal year.

\* 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, and 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.

Quarterly Consolidated Financial Statements  
Quarterly Consolidated Balance Sheets

(Thousand yen)

	As of March 31,2020	As of December 31,2020
<b>Assets</b>		
Current assets		
Cash and deposits	2,153,486	2,907,474
Deposits paid	13,267	16,287
Accounts receivable - trade	456,262	206,127
Prepaid expenses	42,344	70,968
Derivatives	6,214	4,333
Other	26,611	22,912
Total current assets	2,698,187	3,228,103
Non-current assets		
Property, plant and equipment		
Buildings	126,314	149,954
Accumulated depreciation	(47,684)	(56,506)
Buildings, net	78,629	93,448
Tools, furniture and fixtures	141,690	175,872
Accumulated depreciation	(100,498)	(118,467)
Tools, furniture and fixtures, net	41,191	57,404
Vehicles	2,363	2,396
Accumulated depreciation	(1,339)	(1,717)
Vehicles, net	1,024	678
Right-of use assets	139,804	123,316
Accumulated depreciation	(36,364)	(33,849)
Accumulated impairment loss	(26,912)	(25,661)
Right-of-use assets,net	76,527	63,805
Total property, plant and equipment	197,372	215,337
Intangible assets		
Trademark right	2,591	2,219
Software	347,369	336,291
Software in progress	56,159	159,141
Goodwill	83,013	73,789
Other	563	330
Total intangible assets	489,696	571,771
Investments and other assets		
Investment securities	12,027	11,164
Leasehold deposits	113,724	111,669
Deferred tax assets	46,139	53,859
Other	710	13,194
Total investments and other assets	172,601	189,887
Total non-current assets	859,670	976,997
Total assets	3,557,857	4,205,100

(Thousand yen)

	As of March 31,2020	As of December 31,2020
<b>Liabilities</b>		
Current liabilities		
Current portion of long-term borrowings	280,000	30,000
Lease obligations	45,999	47,173
Accounts payable - other	152,296	124,251
Accrued expenses	213,126	274,645
Income taxes payable	145,548	134,340
Accrued consumption taxes	117,100	135,644
Advances received	118,897	232,072
Deposits received	31,133	38,146
Provision for bonuses	48,506	65,888
Other	21,924	18,550
Total current liabilities	1,174,532	1,100,713
Non-current liabilities		
Long-term borrowings	690,000	960,000
Retirement benefit liability	26,313	29,954
Lease obligations	60,893	36,790
Asset retirement obligations	2,432	2,527
Deferred tax liabilities	131	2,167
Provision for bonuses	-	121
Other	1,318	613
Total non-current liabilities	781,089	1,032,176
<b>Total liabilities</b>	<b>1,955,621</b>	<b>2,132,889</b>
<b>Net assets</b>		
Shareholders' equity		
Share capital	572,571	582,082
Capital surplus	569,258	618,074
Retained earnings	524,937	886,164
Treasury shares	(303,295)	(289,853)
Total shareholders' equity	1,363,470	1,796,467
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	(1,137)	(1,314)
Deferred gains or losses on hedges	4,311	3,006
Foreign currency translation adjustment	4,551	7,084
Remeasurements of defined benefit plans	(6,449)	(5,614)
Total accumulated other comprehensive income	1,276	3,162
Share acquisition rights	55,737	84,405
Non-controlling interests	181,750	188,175
<b>Total net assets</b>	<b>1,602,235</b>	<b>2,072,211</b>
<b>Total liabilities and net assets</b>	<b>3,557,857</b>	<b>4,205,100</b>

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

(Thousand yen)

	For the nine months ended December 31, 2019	For the nine months ended December 31, 2020
Net sales	3,299,803	4,019,937
Cost of sales	1,220,258	1,585,621
Gross profit	2,079,544	2,434,316
Selling, general and administrative expenses	1,717,801	1,826,544
Operating profit	361,743	607,771
Non-operating income		
Interest income	104	115
Subsidy income	-	14,252
Other	1,610	2,646
Total non-operating income	1,714	17,014
Non-operating expenses		
Interest expenses	4,708	6,449
Foreign exchange losses	3,628	10,818
Share of loss of entities accounted for using equity method	14,950	609
Market change expenses	-	31,380
Other	2,097	607
Total non-operating expenses	25,385	49,864
Ordinary profit	338,072	574,921
Extraordinary income		
Gain on sales of non-current assets	303	111
Gain on reversal of share acquisition rights	1,920	-
Total extraordinary income	2,223	111
Extraordinary losses		
Loss on sales of non-current assets	690	32
Loss on retirement of non-current assets	1,248	897
Loss on withdrawal from business	-	4,014
Total extraordinary losses	1,938	4,944
Profit before income taxes	338,357	570,088
Income taxes - current	123,640	207,121
Income taxes for prior periods	12,992	551
Income taxes - deferred	18,088	(5,235)
Total income taxes	154,720	202,437
Profit	183,636	367,650
Profit (loss) attributable to non-controlling interests	(3,895)	6,423
Profit attributable to owners of parent	187,532	361,227

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

(Thousand yen)

	For the nine months ended December 31,2019	For the nine months ended December 31,2020
Profit	183,636	367,650
Other comprehensive income		
Valuation difference on available-for-sale securities	(924)	(176)
Deferred gains or losses on hedges	8,225	(1,304)
Foreign currency translation adjustment	(580)	2,532
Remeasurements of defined benefit plans, net of tax	(250)	834
Total other comprehensive income	6,470	1,886
Comprehensive income	190,106	369,537
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	194,008	362,658
Comprehensive income attributable to non-controlling interests	(3,902)	6,878