



Members

Financial Results for 3Q FY2025

Members Co., Ltd. (TSE 2130)

February 3, 2025

Company Profile

Company name	Members Co., Ltd.	
Locations	<ul style="list-style-type: none"> •Headquarters (Tokyo) •Sapporo Office •Web Garden Sendai •Kanda Office •Musashikosugi Office 	<ul style="list-style-type: none"> •Nagoya Office •Sabae Office •Osaka Office •Web Garden Kobe •Web Garden Kitakyushu •Fukuoka Office
Date of establishment	June 26, 1995	
Capital	1,057 million yen (as of December 31, 2024) (IFRS)	
No. of employees	3,040 (as of December 31, 2024)	
Consolidated sales revenue	20,467 million yen (fiscal year ended March 31, 2024) (IFRS)	
Securities code	2130; Prime Section of Tokyo Stock Exchange	
Business content	Digital Talent Accompaniment DX Field Support Program	

Mission

Create a spiritually rich society through
“MEMBERSHIP”

VISION2030

With the power of creators across Japan, we will contribute to solving social issues centered on climate change and population decline, and lead the transformation to a sustainable society.



Joined Japan Climate Leaders' Partnership in October, 2020.



Continuation of 100% renewable energy from 2020 onwards



Selected as “Nadeshiko Brand” in 2023 as the enterprise for the outstanding efforts in encouraging women’s success by METI and TSE



Income Statement Summary

- The number of digital creators (DCs) increased by 8.8% compared to the end of the previous fiscal year. Added-value sales **grew by 11.7%**, exceeding the growth rate of DCs, and gross profit improved although the increase was slight, We will continue to focus on improving the operating rate of existing employees by limiting the hiring of mid-career employees until operating rates reach an appropriate level.
- Through rigorous cost controls, including a reduction in mid-career hiring expenses, we **successfully decreased** selling, general, and administrative (SG&A) expenses by **¥149 million**, resulting in a **2.9 percentage point reduction** in the SG&A expense ratio, while expanding our business scale. This led to a **¥430 million improvement in operating profit**. The transition to a leaner and more efficient organizational structure is progressing smoothly.
- Profitability has recovered more smoothly than initially planned, **leading to an upward revision of the operating profit forecast for the fiscal year ending March 2025 to ¥400 million** (from the previous forecast of ¥200 million).

(Unit: million yen)	Result in cumulative 3Q			Full year in FY3/2025	
	FY3/2024 Consolidated	FY3/2025 Non-consolidated	y/y	Revised plan Non-consolidated	Achievement
Sales revenue	14,584	16,022	+9.9%	22,100	72.5%
Added- value sales	13,736	15,341	+11.7%	21,100	72.7%
Gross profit	2,721	3,006	+10.5%	—	—
(Gross profit margin)	18.7%	18.8%	+0.1pt	—	—
SG&A	3,286	3,136	(4.6%)	—	—
(SG&A ratio)	22.5%	19.6%	(2.9pt)	—	—
Operating profit	(569)	(139)	Profit increased	400	Profit increased
(Operating profit margin)	(3.9%)	(0.9%)	+3.0pt	1.8%	—
Pretax profit	(533)	(138)	Profit increased	390	Profit increased
Net profit	(382)	(95)	Profit increased	260	Profit increased

Due to the merger of a subsidiary in November 2024, the company has transitioned to non-consolidated financial statements from the third quarter of the fiscal year ending March 2025. Therefore, consolidated results for the fiscal year ended March 2024 are presented as comparative information. The plan for the fiscal year ending March 2025 has also been transitioned to non-consolidated figures.

Balance Sheet Summary

(Unit: thousand yen)	Previous Consolidated accounting year (Mar. 31, 2024)	3rd quarter of the current non-consolidated accounting year (Dec. 31, 2024)
Assets		
Current assets		
Cash and cash equivalents	3,776,990	3,179,737
Trade receivables and other receivables	3,847,649	3,349,389
Inventory assets	38,897	259,000
Other financial assets	2,496	–
Other current assets	299,828	287,577
Total current assets	7,965,861	7,075,704
Non-current assets		
Tangible fixed assets	325,710	343,991
Rights to use as assets	950,275	1,225,956
Goodwill	116,115	116,115
Intangible assets	7,681	11,378
Other financial assets	1,739,644	2,126,203
Deferred tax assets	419,105	352,903
Other non-current assets	2,692	673
Total non-current assets	3,561,225	4,177,222
Total assets	11,527,087	11,252,927

Balance Sheet Summary

(Unit: thousand yen)	Previous Consolidated accounting year (Mar. 31, 2024)	3rd quarter of the current non-consolidated accounting year (Dec. 31, 2024)
Liabilities and shareholders' equity		
Liabilities		
Current liabilities		
Lease liabilities	439,620	512,820
Trade payables and other payables	1,119,772	959,164
Income taxes payable	96,825	29,966
Contract liabilities	4,816	6,389
Other current liabilities	3,427,062	3,257,400
Total current liabilities	5,088,097	4,765,741
Non-current liabilities		
Lease liabilities	276,211	485,028
Allowance	228,069	248,638
Total non-current liabilities	504,280	733,666
Total liabilities	5,592,377	5,499,408
Shareholders' equity		
Capital stock	1,057,867	1,057,867
Capital surplus	393,069	758,841
Treasury shares	(698,155)	(698,155)
Other components of equity	160,985	450,998
Retained earnings	5,020,941	4,183,965
Total shareholders' equity	5,934,709	5,753,518
Total liabilities and equity	11,527,087	11,252,927

Policy and performance goals for the year ending March 2025

- Improved unit prices and strong cost controls have **accelerated our transition** from the upfront investment phase **to the profit-making phase, exceeding our initial plan**. We have **raised our operating profit forecast for the fiscal year to ¥400 million** (previously ¥200 million).
- While the transition to the high-growth DX domain is progressing, the slowdown in growth of the conventional large-scale web operations domain means that the recovery of the growth rate is still underway. We will continue to boldly accelerate the shift to the DX domain and aim to establish a high-growth business.

(Unit: Million Yen)	FY2024		FY2025					
	Results		Forecast (Previous)		Forecast (Revised)		Variance	
	Full year (Consolidated)	y/y increase / decrease rate	Full year (Non-consolidated)	y/y increase / decrease rate	Full year (Non-consolidated)	y/y increase / decrease rate	Amount	Rate
Sales revenue	20,467	15.9%	23,230	13.5%	22,100	8.0%	(1,130)	(4.9%)
Added-value sales	19,208	13.8%	22,140	15.3%	21,100	9.8%	(1,040)	(4.7%)
Operating profit	41	(97.1%)	200	379.4%	400	858.7%	+200	100.0%
Operating profit margin	0.2%	-	0.9%	-	1.8%	-	+0.9pt	-

Due to the merger of a subsidiary in November 2024, the company has transitioned to non-consolidated financial statements from the third quarter of the fiscal year ending March 2025. Therefore, consolidated results for the fiscal year ended March 2024 are presented as comparative information. As the company transitioned from consolidated to non-consolidated financial statements from the third quarter of the fiscal year ending March 2025, year-on-year percentage changes are presented as reference values, and the differences from the previous year's consolidated figures are shown.

Cautionary Statement

This document has been translated from a part of the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

For IR inquiries

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