



**Members**

# Financial Results for 3Q FY2024

Members Co., Ltd. (TSE 2130)

February 2, 2024

# Company Profile

Company name	Members Co., Ltd.	
Locations	<ul style="list-style-type: none"> <li>•Headquarters (Tokyo)</li> <li>•Sapporo Office</li> <li>•Web Garden Sendai</li> <li>•Kanda Office</li> <li>•Gotanda Office</li> </ul>	<ul style="list-style-type: none"> <li>•Sabae Office</li> <li>•Osaka Office</li> <li>•Web Garden Kobe</li> <li>•Web Garden Kitakyushu</li> <li>•Fukuoka Office</li> </ul>
Date of establishment	June 26, 1995	
Consolidated capital	1,057 million yen (as of December 31, 2023)〔IFRS〕	
No. of employees (consolidated)	2,833 (as of December 31, 2023)	
Consolidated sales revenue	17,662 million yen (fiscal year ended March 31, 2023)〔IFRS〕	
Securities code	2130; Prime Section of Tokyo Stock Exchange	
Business content	Digital business operation support	

## 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

- Revenue growth temporarily slowed in Q3 due to a high concentration of revenue-generating large projects in Q4.
- Excess unutilized cost of 1,439 million yen (Q3 cumulative) continues to occur due to upfront investment in new graduate recruitment.
- Gross profit margin improved from 17.8% in the previous quarter. Selling, general and administrative expenses increased by 14.3% year-over-year due to active investment in mid-career recruitment and sales and marketing. We will continue to invest in these areas to drive future growth.

(Unit: million yen)	Result in cumulative 3Q			Full year in FY3/2024	
	FY3/2023	FY3/2024	y/y	Forecast	Variance
Sales revenue	12,610	14,584	+15.7%	20,000	(5,415)
Added- value sales	12,063	13,736	+13.9%	—	—
Gross profit	3,479	2,721	(21.8%)	—	—
(Gross profit margin)	27.6%	18.7%	—	—	—
SGA	2,876	3,286	+14.3%	—	—
(SGA ratio)	22.8%	22.5%	—	—	—
Operating profit	607	(569)	—	200	(769)
(Operating profit margin)	4.8%	—	—	—	—

\* Added-value sales = Sales revenue – Outsourcing and procurement costs = Sales from in-house resources

# Balance Sheet Summary

(Unit: thousand yen)	Previous consolidated accounting year (Mar. 31, 2023)	3 <sup>rd</sup> quarter of the current consolidated accounting year (Dec. 31, 2023)
<b>Assets</b>		
<b>Current assets</b>		
Cash and cash equivalents	4,479,967	3,025,311
Trade receivables and other receivables	3,387,822	3,299,926
Inventory assets	68,547	200,250
Other financial assets	—	2,406
Other current assets	234,311	712,932
<b>Total current assets</b>	<b>8,170,648</b>	<b>7,240,827</b>
<b>Non-current assets</b>		
Tangible fixed assets	349,032	337,354
Rights to use as assets	918,446	898,704
Goodwill	116,115	116,115
Intangible assets	9,897	8,455
Other financial assets	1,340,550	1,442,556
Deferred tax assets	401,188	569,033
<b>Total non-current assets</b>	<b>3,135,231</b>	<b>3,372,219</b>
<b>Total assets</b>	<b>11,305,879</b>	<b>10,613,047</b>

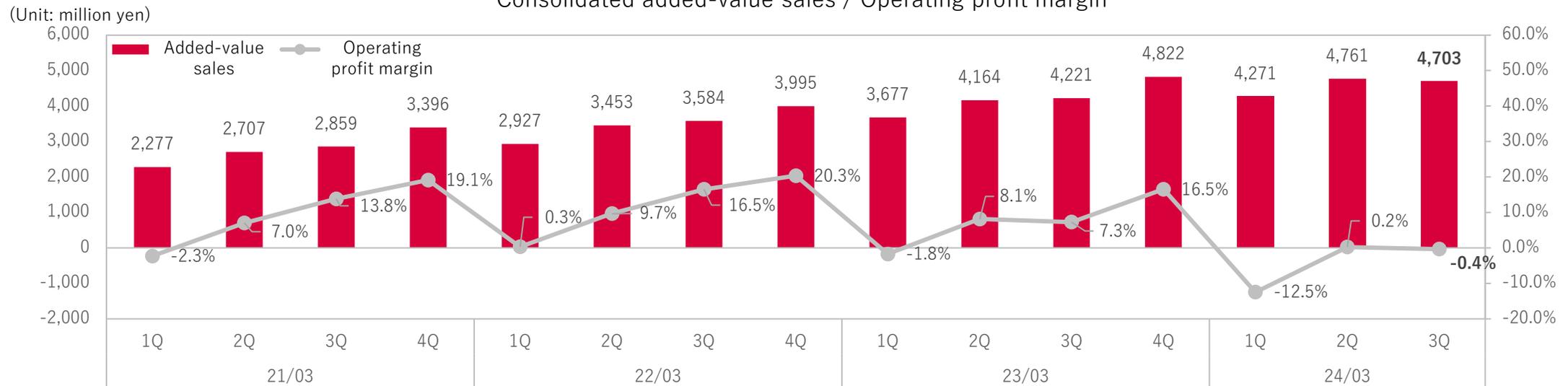
# Balance Sheet Summary

(Unit: thousand yen)	Previous consolidated accounting year (Mar. 31, 2023)	3 <sup>rd</sup> quarter of the current consolidated accounting year (Dec. 31, 2023)
Liabilities and shareholders' equity		
Liabilities		
Current liabilities		
Lease liabilities	360,860	431,536
Trade payables and other payables	1,201,535	1,115,526
Income taxes payable	204,338	52,929
Contract liabilities	66,737	14,361
Other current liabilities	2,551,526	2,984,167
Total current liabilities	4,384,998	4,598,521
Non-current liabilities		
Lease liabilities	301,917	236,119
Allowance	252,658	236,168
Total non-current liabilities	554,576	472,288
Total liabilities	4,939,574	5,070,809
Shareholders' equity		
Capital stock	1,017,504	1,057,867
Capital surplus	342,670	389,997
Treasury shares	(300,140)	(429,405)
Other components of equity	30,845	11,435
Retained earnings	5,275,424	4,512,341
Total equity attributable to owners of the parent	6,366,305	5,542,237
Total shareholders' equity	6,366,305	5,542,237
Total liabilities and equity	11,305,879	10,613,047

# Consolidated Earnings Forecasts for the Term Ending March 2024 (Revised in October,2023)

- We revised our earnings forecast in October 2023. It is expected to take time to establish the service and improve profitability.
- While the budget progress at the end of Q3 is slightly behind schedule, we aim to achieve the earnings forecast by ensuring the delivery of large projects that are concentrated in Q4 and further actively promoting cross-selling of specialized companies.

Consolidated added-value sales / Operating profit margin



(Unit: million yen)	Full-year results for FY 2023 [IFRS]		Forecast for FY2024 [IFRS] (Revised in October 2023)	
	Full year	y/y growth rate	Full year (Revision)	y/y growth rate
Sales revenue	17,662	18.2%	20,000	13.2%
Operating profit	1,441	(23.2%)	200	(86.1%)

# 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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