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To whom it may concern,

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# **Notice of Difference between Financial Forecast and Actual Results for the Second Quarter (Interim Period) of the Fiscal Year Ending March 31, 2026 and Revision of Full-Year Financial Forecasts**

Members Co., Ltd. hereby announces as described below that a difference has arisen between the financial forecasts for the second quarter (interim period) of the fiscal year ending March 31, 2026, announced on July 31, 2025, and the actual results announced today. Furthermore, based on recent business trends, we hereby announce that we have decided to revise the full-year financial forecasts for the fiscal year ending March 31, 2026, announced on May 14, 2025, as described below

## **1. Difference between Financial Forecast and Actual Results for the Second Quarter (Interim Period) of the Fiscal Year Ending March 31, 2026 (April 1, 2025 – September 30, 2025)**

	Revenue	Operating profit	Profit before tax	Interim Profit	Basic interim earnings Per share
Previous forecast (A)	Million yen 11,366	Million yen 100	Million yen 90	Million yen 60	Yen 4.72
Actual results (B)	11,448	263	316	195	15.31
Amount of change (B-A)	82	163	226	135	
Rate of change (%)	0.7	163.0	251.1	225.0	
(Reference) Previous Interim Results (Fiscal Year Ended March 31, 2025, Interim Period)	10,384	△479	△464	△321	△25.21

Note: 1. The above earnings forecast is calculated based on IFRS estimated values.

- "Basic interim earnings per share" in the previous forecast is calculated based on 12,766,846 shares, the average number of shares outstanding during the fiscal year ended March 31, 2025.
- We have shifted to non-consolidated financial statements following the merger of its wholly owned subsidiary, Members Energy Co., Ltd, effective November 1, 2024. Therefore, the actual figures for the fiscal year ended March 31, 2025 (interim period), are based on the previous IFRS consolidated financial results before the reorganization.

2. Revision of Full-Year Financial Forecasts for the Fiscal Year Ending March 31, 2026 (April 1, 2025 – March 31, 2026)

	Revenue	Operating profit	Profit before tax	Profit	Basic earnings Per share
Previous forecast (A)	Million yen 24,318	Million yen 1,214	Million yen 1,194	Million yen 800	Yen 62.66
Revised forecast (B)	24,400	1,400	1,390	930	72.80
Amount of change (B-A)	82	186	196	130	
Rate of change (%)	0.3	15.3	16.4	16.3	
(Reference) Results for the previous period (Full year ended March 31, 2025)	22,329	493	472	349	27.40

Note: 1. The above earnings forecast is calculated based on IFRS estimated values.

2. “Basic earnings per share” in the previous forecast is calculated based on 12,766,846 shares, the average number of shares outstanding during the fiscal year ended March 31, 2025.
3. “Basic earnings per share” in the revised forecast is calculated based on 12,775,299 shares, the average number of shares outstanding during the interim period of the fiscal year ending March 31, 2026.

3. Reason for Difference and Revision

For the second quarter (interim period), value-added sales (\*1), our key indicator, reached 11,070 million yen (up 11.1% YoY), marking a new record high for a second quarter (interim period). As a result of steady progress in the shift to the DX domain, where higher demand is expected, with a focus on UI/UX design, product and service development, data utilization support, and PMO (\*2) services, the ratio of the DX domain to total companywide value-added sales (DX sales ratio) was 52.1% (up 9.3 percentage points from the same period last year). Value-added sales from specialized companies amounted to 5,023 million yen, continuing high growth at 57.1% YoY. In addition, personnel costs and selling, general and administrative expenses were controlled by curbing mid-career hiring to improve the utilization ratio. As a result, the gross profit margin increased by 6.1 percentage points YoY, and the ratio of selling, general and administrative expenses to revenue decreased by 0.8 percentage points YoY. As a result of these factors, profitability improved significantly more than initially planned, and profits at each stage exceeded the previously announced forecasts.

Regarding the full-year financial forecasts for the fiscal year ending March 31, 2026, we have revised the forecasts as described above, taking into comprehensive consideration the actual results for the second quarter (interim period) and recent business trends, as the shift to the DX domain and the recovery of profitability are expected to continue progressing as planned.

The year-end dividend forecast remains unchanged from the previously announced forecast of 33.00 yen per share.

Note: 1. Value-added sales: Revenues from internal resources minus external costs (subcontracts and purchases).

2. PMO (Project Management Office): A department or system that oversees project management across the boundaries of departments in order to facilitate the smooth execution of projects in a company or organization. The PM (Project Manager) oversees the project and is responsible for various decision-making, while the PMO supports the PM's project management by collecting information and coordinating with related parties to enable the PM to make decisions smoothly.

The above forecasts are based on assumptions and beliefs in light of the information currently available to us, and actual results may differ from the forecasts in this document due to changes in risks and uncertainties and changes in economic conditions and other factors.