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# Consolidated Financial Results for the Nine Months Ended December 31, 2024 [Japanese GAAP]



February 13, 2025

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Stock exchange listing: Tokyo Stock Exchange  
Code number: 3925  
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Scheduled date of commencing dividend payments: -  
Availability of supplementary explanatory materials on quarterly financial results: Yes  
Schedule of quarterly financial results briefing session: Not scheduled

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

## 1. Consolidated Financial Results for the Nine Months Ended December 31, 2024 (April 1, 2024 - December 31, 2024)

(1) Consolidated Operating Results (cumulative) (% 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, 2024	5,637	12.3	1,856	29.0	1,855	28.4	1,273	19.5
December 31, 2023	5,019	0.3	1,439	(3.1)	1,444	(0.6)	1,065	(9.9)

(Note) Comprehensive income: Nine Months ended December 31, 2024: ¥1,276 million [18.4%]  
Nine Months ended December 31, 2023: ¥1,077 million [(5.3)%]

	Basic earnings per share	Diluted earnings per share
	Yen	Yen
Nine Months ended December 31, 2024	94.21	-
December 31, 2023	78.52	-

## (2) Consolidated Financial Position

	Total assets	Net assets	Equity ratio
	Million yen	Million yen	%
As of December 31, 2024	6,613	5,873	88.8
As of March 31, 2024	6,584	5,568	82.8

(Reference) Equity: As of December 31, 2024: ¥5,873 million  
As of March 31, 2024: ¥5,455 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, 2024	-	0.00	-	55.00	55.00
Fiscal year ending March 31, 2025	-	0.00	-		
Fiscal year ending March 31, 2025 (Forecast)				60.00	60.00

(Note) Revision to the dividends forecast announced most recently: None

## 3. Consolidated Financial Results Forecast for the Fiscal Year Ending March 31, 2025 (April 1, 2024 - March 31, 2025)

(% 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	7,600	6.3	2,550	10.4	2,500	8.9	1,750	129.07

(Note) Revision to the financial results forecast announced most recently: None

**\* Notes:**

(1) Significant changes in the scope of consolidation during the period: None

Newly included: - companies ( - )

Excluded: - companies ( - )

(2) Adoption of accounting treatment specific to the preparation of quarterly consolidated financial statements: None

(3) Changes in accounting policies, changes in accounting estimates and retrospective restatement

1) Changes in accounting policies due to revisions to accounting standards and other regulations: Yes

2) Changes in accounting policies other than 1) above: None

3) Changes in accounting estimates: None

4) Retrospective restatement: None

(4) Number of issued shares (common shares)

1) Total number of issued shares at the end of the period (including treasury shares):

December 31, 2024: 13,580,000 shares

March 31, 2024: 13,580,000 shares

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

December 31, 2024: 64,154 shares

March 31, 2024: 64,154 shares

3) Average number of shares outstanding during the period (cumulative from the beginning of the fiscal year):

Nine Months ended December 31, 2024: 13,515,846 shares

Nine Months ended December 31, 2023: 13,573,352 shares

\* Review of the Japanese-language originals of the attached consolidated quarterly financial statements by certified public accountants or an audit firm: None

\* Explanation of the proper use of financial results forecast and other notes

The financial results forecast and other forward-looking statements presented in this document are based on information that is currently available to the Company and certain assumptions that the Company deems reasonable, and are not intended to represent the Company's commitment to achieve the projected financial results. In addition, actual financial results, etc. may differ significantly from the forecast and statements due to various factors.

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## 1. Qualitative Information on the Quarterly Financial Results

### (1) Explanation concerning Operating Results

During the nine months ended December 31, 2024, the Japanese economy saw a gradual pick-up in economic activities, owing partly to increases in consumer spending and inbound demand. However, the outlook remained unclear due partly to the prolonged situation between Russia and Ukraine and those around the Middle East; soaring prices of energy, natural resources and raw materials stemming from the yen-depreciation, price hikes of goods, and other factors; and globally volatile financial markets.

The information service business of the Group saw continued strategic investment designed to “grow” and “transform” the business, including the utilization of big data, the strengthening of information security, and the development of IT infrastructure, as well as the continuation of strong investment in DX aimed at improving operational efficiency and productivity through automation and labor savings.

In this business environment, the Group focused its efforts not only on existing customers but on the acquisition of new customers, mainly through the provision of different types of services that can help improve the efficiency of business operations. As a result, the Group succeeded in increasing its number of new customers. The Group also continued to develop new services that have a potential to become its focus products in the future, and proactively pursued sales activities aimed at receiving orders. Furthermore, as a result of on-going efforts from the previous fiscal year to overhaul its business structure, the Group was able to maintain the improved profit margin, resulting in increased income and profit year on year. In the nine months ended December 31, 2024, the Group acquired additional shares of ASTER’s Inc., one of its subsidiaries, and made it its wholly-owned one, aiming to enhance the Group’s development system.

As a result, for the nine months ended December 31, 2024, the Group recorded net sales of ¥5,637 million (up 12.3% year on year), operating profit of ¥1,856 million (up 29.0% year on year), ordinary profit of ¥1,855 million (up 28.4% year on year), and profit attributable to owners of parent of ¥1,273 million (up 19.5% year on year).

### (2) Explanation concerning Financial Position

#### (Assets)

Current assets at the end of the nine months ended December 31 (the third quarter) amounted to ¥5,494 million, a decrease of ¥36 million from the end of the previous fiscal year. This was mainly attributable to a decrease of ¥230 million in accounts receivable – trade.

Non-current assets at the end of the third quarter amounted to ¥1,118 million, an increase of ¥65 million from the end of the previous fiscal year. This was mainly attributable to an increase of ¥272 million in buildings, despite a decrease of ¥100 million in investment securities.

As a result, the total assets arrived at ¥6,613 million, an increase of ¥29 million from the end of the previous fiscal year.

#### (Liabilities)

Current liabilities at the end of the third quarter amounted to ¥694 million, a decrease of ¥280 million from the end of the previous fiscal year. This was mainly attributable to decreases of ¥230 million in income taxes payable and ¥39 million in accounts payable - other.

Non-current liabilities at the end of the third quarter amounted to ¥44 million, an increase of ¥4 million from the end of the previous fiscal year. This was mainly due to an increase of ¥3 million in provision for retirement benefits for directors (and other officers) of subsidiaries of the Group.

As a result, total liabilities arrived at ¥739 million, a decrease of ¥275 million from the end of the previous fiscal year.

(Net assets)

Net assets at the end of the third quarter amounted to ¥5,873 million, an increase of ¥305 million from the end of the previous fiscal year. This was mainly attributable to recording ¥1,273 million of profit attributable to owners of parent while dividends of surplus was ¥743 million.

(3) Explanation concerning Predictive Information such as Consolidated Financial Forecasts

No revisions have been made to the consolidated financial forecast for the full year of the fiscal year ending March 31, 2025 that was released on May 13, 2024 in “Consolidated Financial Results for the Fiscal Year Ended March 31, 2024 [Japanese GAAP].

## 2. Quarterly Consolidated Financial Statements and Principal Notes

### (1) Quarterly Consolidated Balance Sheets

(Thousand yen)

	As of March 31, 2024	As of December 31, 2024
<b>Assets</b>		
Current assets		
Cash and deposits	4,461,238	4,468,235
Accounts receivable - trade	1,009,432	778,602
Work in process	30,407	33,354
Prepaid expenses	23,419	42,820
Other	7,016	171,883
Total current assets	5,531,515	5,494,896
Non-current assets		
Property, plant and equipment		
Buildings, net	56,621	329,210
Tools, furniture and fixtures, net	12,973	56,510
Land	250,714	250,714
Construction in progress	98,230	-
Total property, plant and equipment	418,539	636,435
Intangible assets		
Software	92,525	69,146
Goodwill	293,641	268,472
Other	420	2,105
Total intangible assets	386,587	339,724
Investments and other assets		
Investment securities	100,000	0
Deferred tax assets	52,072	40,577
Leasehold and guarantee deposits	95,499	98,808
Other	15	3,044
Total investments and other assets	247,587	142,431
Total non-current assets	1,052,714	1,118,591
Total assets	6,584,230	6,613,488

(Thousand yen)

	As of March 31, 2024	As of December 31, 2024
<b>Liabilities</b>		
Current liabilities		
Accounts payable - trade	323,712	317,610
Accounts payable - other	50,036	10,973
Accrued expenses	27,240	39,375
Income taxes payable	452,493	221,704
Accrued consumption taxes	95,297	78,149
Advances received	6,603	12,309
Other	20,243	14,792
Total current liabilities	975,625	694,915
Non-current liabilities		
Retirement benefit liability	8,740	10,169
Provision for retirement benefits for directors (and other officers)	31,170	34,673
Total non-current liabilities	39,910	44,842
Total liabilities	1,015,536	739,757
<b>Net assets</b>		
Shareholders' equity		
Share capital	263,778	263,778
Capital surplus	253,298	146,389
Retained earnings	5,032,832	5,558,762
Treasury shares	(95,199)	(95,199)
Total shareholders' equity	5,454,709	5,873,730
Non-controlling interests	113,984	-
Total net assets	5,568,693	5,873,730
<b>Total liabilities and net assets</b>	<b>6,584,230</b>	<b>6,613,488</b>



(2) Quarterly Consolidated Statements of Income and Comprehensive Income

Quarterly Consolidated Statement of Income

Nine Months Ended December 31

(Thousand yen)

	For the Nine Months ended December 31, 2023	For the Nine Months ended December 31, 2024
Net sales	5,019,676	5,637,915
Cost of sales	2,825,425	2,888,932
Gross profit	2,194,251	2,748,983
Selling, general and administrative expenses	754,664	892,120
Operating profit	1,439,587	1,856,863
Non-operating income		
Surrender value of insurance policies	8,003	-
Interest income	13	308
Other	80	690
Total non-operating income	8,097	998
Non-operating expenses		
Donations	2,690	2,050
Other	46	0
Total non-operating expenses	2,736	2,050
Ordinary profit	1,444,948	1,855,811
Extraordinary income		
Gain on sale of investment securities	133,134	10,000
Total extraordinary income	133,134	10,000
Extraordinary losses		
Loss on retirement of non-current assets	-	4,517
Total extraordinary losses	-	4,517
Profit before income taxes	1,578,082	1,861,294
Income taxes - current	488,415	573,764
Income taxes - deferred	11,823	11,494
Total income taxes	500,238	585,259
Profit	1,077,844	1,276,034
Profit attributable to non-controlling interests	12,112	2,639
Profit attributable to owners of parent	1,065,731	1,273,395

Quarterly Consolidated Statement of Comprehensive Income  
 Nine Months Ended December 31

(Thousand yen)

	For the Nine Months ended December 31, 2023	For the Nine Months ended December 31, 2024
Profit	1,077,844	1,276,034
Comprehensive income	1,077,844	1,276,034
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	1,065,731	1,273,395
Comprehensive income attributable to non-controlling interests	12,112	2,639

### (3) Notes to Quarterly Consolidated Financial Statements

(Notes on going concern assumption)

Not applicable.

(Notes in case of significant changes in shareholders' equity)

In the third quarter, capital surplus of the Group decreased by ¥106 million due to that the Group acquired additional shares of its consolidated subsidiary ASTER'S Inc. from the non-controlling shareholders. As a result, the capital surplus at the end of the third quarter was ¥146 million.

(Changes in accounting policies)

(Application of Accounting Standard for Current Income Taxes)

The "Accounting Standard for Current Income Taxes" (ASBJ Statement No. 27, October 28, 2022; hereinafter, "Revised Accounting Standard 2022"), etc. has been applied since the beginning of the first quarter of the fiscal year ending March 31, 2025.

Revisions concerning the categories in which current income taxes should be recorded (taxes on other comprehensive income) are subject to the transitional treatment set forth in the proviso of paragraph 20-3 of the Revised Accounting Standard 2022 and the transitional treatment set forth in the proviso of paragraph 65-2 (2) of the Guidance on Accounting Standard for Tax Effect Accounting (ASBJ Guidance No. 28, October 28, 2022; hereinafter, "Revised Guidance 2022"). The change in accounting policies had no impact on the quarterly consolidated financial statements.

With regard to revisions related to changes in the accounting treatment for consolidated financial statements when gains/losses on sale of shares, etc. in subsidiaries resulting from transactions between consolidated subsidiaries are deferred for tax purposes, the Group has applied the Revised Guidance 2022 from the beginning of the first quarter of the current fiscal year. The change in accounting policies was applied retrospectively to the quarterly consolidated financial statements for the third quarter of the previous fiscal year and the consolidated financial statements for the entire previous fiscal year. The change in accounting policies had no impact on the quarterly consolidated financial statements for third quarter of the previous fiscal year or the consolidated financial statements for the entire previous fiscal year.

(Segment information, etc.)

[Segment information]

For the nine months of the previous fiscal year (from April 1, 2023 to December 31, 2023)

As the Group operates a single segment, the "WEB Marketing Business," this information is omitted.

For the nine months of the current fiscal year (from April 1, 2024 to December 31, 2024)

As the Group operates a single segment, the "WEB Marketing Business," this information is omitted.

(Statements of cash flows)

A quarterly consolidated statement of cash flows for the nine months ended December 31, 2024 has not been prepared. Depreciation (including amortization related to intangible assets excluding goodwill) for the third quarter is as follows.

	For the nine months ended December 31, 2024 (from April 1, 2023 to December 31, 2023)	For the nine months ended December 31, 2024 (from April 1, 2024 to December 31, 2024)
Depreciation	26,342 thousand yen	32,029 thousand yen
Amortization of goodwill	25,169 thousand yen	25,169 thousand yen