

May 8, 2025

## Consolidated Financial Results for the Fiscal Year Ended March 31, 2025 (under Japanese GAAP)

Company name: Oricon Inc. Listing: Tokyo Stock Exchange  
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Scheduled date of annual general meeting of shareholders: June 26, 2025  
Scheduled date to commence payment of dividends: June 27, 2025  
Scheduled date of filing annual securities report: June 26, 2025  
Preparation of supplementary briefing materials on financial results: Yes  
Holding of financial results briefing: Yes (for institutional investors and securities analysts)

(Amounts less than a million yen are rounded down to the nearest million yen.)

### 1. Consolidated financial results for the fiscal year ended March 31, 2025 (April 1, 2024–March 31, 2025)

#### (1) Results of operations

(Percentages are shown as year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Net income attributable to owners of the parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Fiscal year ended March 31, 2025	4,916	2.4	1,402	(9.9)	1,400	(11.9)	992	(6.0)
March 31, 2024	4,800	(1.5)	1,556	(11.8)	1,588	(6.5)	1,055	(4.7)

Note: Comprehensive income Fiscal year ended March 31, 2025: 925 million yen (down 18.1%)  
Fiscal year ended March 31, 2024: 1,130 million yen (up 1.3%)

	Basic earnings per share	Diluted earnings per share	Return on equity	Ratio of ordinary profit to total assets	Ratio of operating profit to net sales
	Yen	Yen	%	%	%
Fiscal year ended March 31, 2025	76.42	—	18.3	21.6	28.5
March 31, 2024	79.99	—	21.4	27.5	32.4

Reference: Share of profit (loss) of entities accounted for using the equity method: Fiscal year ended March 31, 2025: —  
Fiscal year ended March 31, 2024: (40) million yen

#### (2) Financial position

	Total assets	Net assets	Equity ratio	Net assets per share
	Million yen	Million yen	%	Yen
As of March 31, 2025	6,917	5,657	81.8	438.44
March 31, 2024	6,027	5,187	86.1	399.22

Reference: Equity (Shareholders' equity + Accumulated other comprehensive income)  
As of March 31, 2025: 5,657 million yen  
As of March 31, 2024: 5,187 million yen

#### (3) Cash flows

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Cash and cash equivalents at end of period
	Million yen	Million yen	Million yen	Million yen
Fiscal year ended March 31, 2025	1,208	(212)	(632)	3,436
March 31, 2024	1,310	(164)	(596)	3,072

### 2. Dividends

	Annual dividends per share					Total dividend payment	Dividend payout ratio (consolidated)	Ratio of dividends to net assets (consolidated)
	Q1-end	Q2-end	Q3-end	Year-end	Total			
	Yen	Yen	Yen	Yen	Yen	Million yen	%	%
Fiscal year ended March 31, 2024	—	0.00	—	29.00	29.00	382	36.3	7.7
Fiscal year ended March 31, 2025	—	0.00	—	36.00	36.00	470	47.1	8.6
Fiscal year ending March 31, 2026 (forecasted)	—	—	—	36.00	36.00		48.4	

### 3. Forecast of consolidated financial results for the fiscal year ending March 31, 2026 (April 1, 2025–March 31, 2026)

(Percentages are shown as year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Net income attributable to owners of the parent		Basic earnings per share
Full year	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
	6,000	22.0	1,450	3.4	1,450	3.6	960	(3.2)	74.40

#### \* Notes

(1) Significant changes in scope of consolidation during the period: Yes

Newly consolidated: 1 company (ShinASA Inc.)

Excluded from consolidation: –

(2) Changes in accounting policies and accounting estimates, and restatements

1) Changes in accounting policies due to revisions in accounting standards, etc.: Yes

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

3) Changes in accounting estimates: None

4) Restatements: None

(3) Number of shares issued (ordinary shares)

1) Number of shares issued (including treasury shares):

As of March 31, 2025 15,123,200 shares

As of March 31, 2024 15,123,200 shares

2) Number of treasury shares:

As of March 31, 2025 2,220,025 shares

As of March 31, 2024 2,129,478 shares

3) Average number of shares outstanding during the period:

Fiscal year ended March 31, 2025 12,982,151 shares

Fiscal year ended March 31, 2024 13,190,645 shares

The number of treasury shares as of March 31, 2025 includes 177,700 shares of the Company held by the Board Benefit Trust and Employee Benefit Trust.

#### Reference: Overview of non-consolidated financial results

Non-consolidated financial results for the fiscal year ended March 31, 2025 (April 1, 2024–March 31, 2025)

(1) Results of operations

(Percentages are shown as year-on-year changes.)

	Operating revenue		Operating profit		Ordinary profit		Net income	
Fiscal year ended	Million yen	%	Million yen	%	Million yen	%	Million yen	%
March 31, 2025	2,073	8.5	1,254	10.1	1,250	3.3	1,214	16.9
March 31, 2024	1,911	(34.5)	1,139	(46.6)	1,210	(42.0)	1,038	(47.8)

	Basic earnings per share	Diluted earnings per share
Fiscal year ended	Yen	Yen
March 31, 2025	93.52	—
March 31, 2024	78.74	—

(2) Financial position

	Total assets	Net assets	Equity ratio	Net assets per share
As of	Million yen	Million yen	%	Yen
March 31, 2025	7,790	4,384	56.3	339.76
March 31, 2024	7,023	3,692	52.6	284.15

Reference: Equity

As of March 31, 2025: 4,384 million yen

As of March 31, 2024: 3,692 million yen

\* This consolidated financial report is exempt from audit conducted by certified public accountants or an audit firm.

\* Explanation of appropriate use of earnings forecasts, and other special notes

The forward-looking statements including the earnings forecasts contained in this report are based on information currently available to us and certain assumptions that we believe to be reasonable. Accordingly, please be advised that we do not guarantee the achievement of the forecasts, and the actual results may differ significantly from the forecasts due to a variety of factors.

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**1. Consolidated Financial Statements and Major Notes****(1) Consolidated Balance Sheet**

(Thousands of yen)

	Previous fiscal year (As of March 31, 2024)	Current fiscal year (As of March 31, 2025)
Assets		
Current assets		
Cash and deposits	3,693,903	3,951,789
Notes receivable–trade	3,831	220
Accounts receivable–trade	608,526	629,656
Merchandise and finished goods	4,927	5,413
Work in process	–	6,754
Prepaid expenses	173,576	189,358
Income taxes refund receivable	87,363	–
Other	19,779	258,796
Allowance for doubtful accounts	(1,779)	(1,841)
Total current assets	4,590,129	5,040,147
Non-current assets		
Property, plant and equipment		
Buildings and structures	117,437	118,151
Accumulated depreciation	(59,143)	(63,903)
Buildings and structures, net	58,294	54,247
Vehicles	–	3,665
Accumulated depreciation	–	(991)
Vehicles, net	–	2,673
Tools, furniture and fixtures	483,949	514,397
Accumulated depreciation	(402,594)	(412,517)
Tools, furniture and fixtures, net	81,355	101,880
Land	1,973	1,973
Total property, plant and equipment	141,623	160,775
Intangible assets		
Goodwill	8,636	470,119
Software	141,877	102,643
Other	16,482	3,733
Total intangible assets	166,997	576,497
Investments and other assets		
Investment securities	642,566	684,608
Deferred tax assets	17,086	48,122
Insurance funds	313,399	238,525
Other	162,773	175,513
Allowance for doubtful accounts	(6,603)	(6,603)
Total investments and other assets	1,129,222	1,140,167
Total non-current assets	1,437,843	1,877,440
Total assets	6,027,972	6,917,588

	(Thousands of yen)	
	Previous fiscal year (As of March 31, 2024)	Current fiscal year (As of March 31, 2025)
Liabilities		
Current liabilities		
Notes and accounts payable–trade	9,476	42,338
Short-term borrowings	100,000	100,000
Current portion of long-term borrowings	–	16,520
Accounts payable–other	199,004	213,278
Income taxes payable	200,817	337,338
Other	307,485	452,135
Total current liabilities	816,783	1,161,611
Non-current liabilities		
Long-term borrowings	–	68,800
Provision for share-based payments	23,845	22,043
Other	–	7,894
Total non-current liabilities	23,845	98,737
Total liabilities	840,629	1,260,348
Net assets		
Shareholders' equity		
Share capital	1,092,450	1,092,450
Capital surplus	57,960	57,960
Retained earnings	5,302,344	5,912,389
Treasury shares	(1,387,917)	(1,461,862)
Total shareholders' equity	5,064,837	5,600,937
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	122,506	56,301
Total accumulated other comprehensive income	122,506	56,301
Total net assets	5,187,343	5,657,239
Total liabilities and net assets	6,027,972	6,917,588

**(2) Consolidated Statements of Income and Comprehensive Income****Consolidated Statement of Income**

(Thousands of yen)

	Previous fiscal year (April 1, 2023 to March 31, 2024)	Current fiscal year (April 1, 2024 to March 31, 2025)
Net sales	4,800,097	4,916,037
Cost of sales	1,507,651	1,562,720
Gross profit	3,292,445	3,353,316
Selling, general and administrative expenses		
Remuneration for directors (and other officers)	207,672	197,122
Payroll and allowances	423,506	466,530
Promotion expenses	282,066	342,635
Rent expenses on land and buildings	155,304	156,699
Other	667,202	788,109
Total selling, general and administrative expenses	1,735,752	1,951,097
Operating profit	1,556,693	1,402,219
Non-operating income		
Interest income	26,279	38,641
Dividend income	5,335	3,115
Foreign exchange gains	72,144	–
Other	3,457	3,619
Total non-operating income	107,216	45,375
Non-operating expenses		
Interest expenses	723	2,050
Commission expenses	4,905	5,895
Share related expenses	12,542	13,952
Foreign exchange losses	–	7,503
Share of loss of entities accounted for using the equity method	40,961	–
Loss on investments in investment partnerships	16,046	17,729
Other	38	441
Total non-operating expenses	75,217	47,574
Ordinary profit	1,588,692	1,400,020
Extraordinary income		
Gain on sale of investment securities	–	94,176
Gain on sale of shares of subsidiaries	–	69,665
Total extraordinary income	–	163,841
Extraordinary losses		
Loss on retirement of non-current assets	837	6,235
Special benefits	–	22,270
Total extraordinary losses	837	28,505
Net income before income taxes	1,587,854	1,535,357
Income taxes–current	526,227	545,098
Income taxes–deferred	6,489	(1,817)
Total income taxes	532,717	543,280
Net income	1,055,137	992,077
Net income attributable to owners of the parent	1,055,137	992,077

**Consolidated Statement of Comprehensive Income**

	(Thousands of yen)	
	Previous fiscal year (April 1, 2023 to March 31, 2024)	Current fiscal year (April 1, 2024 to March 31, 2025)
Net income	1,055,137	992,077
Other comprehensive income		
Valuation difference on available-for-sale securities	74,903	(66,204)
Total other comprehensive income	74,903	(66,204)
Comprehensive income	1,130,040	925,872
Comprehensive income attributable to Owners of the parent	1,130,040	925,872

**(3) Consolidated Statement of Changes in Equity**

Previous fiscal year (April 1, 2023 to March 31, 2024)

(Thousands of yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	1,092,450	57,960	4,610,992	(1,155,570)	4,605,832
Changes of items during period					
Dividends of surplus			(363,785)		(363,785)
Net income attributable to owners of the parent			1,055,137		1,055,137
Purchase of treasury shares				(232,519)	(232,519)
Disposal of treasury shares				171	171
Net changes of items other than shareholders' equity					
Total changes of items during period	—	—	691,352	(232,347)	459,004
Balance at end of period	1,092,450	57,960	5,302,344	(1,387,917)	5,064,837

	Accumulated other comprehensive income		Total net assets
	Valuation difference on available-for-sale securities	Total accumulated other comprehensive income	
Balance at beginning of period	47,603	47,603	4,653,435
Changes of items during period			
Dividends of surplus			(363,785)
Net income attributable to owners of the parent			1,055,137
Purchase of treasury shares			(232,519)
Disposal of treasury shares			171
Net changes of items other than shareholders' equity	74,903	74,903	74,903
Total changes of items during period	74,903	74,903	533,908
Balance at end of period	122,506	122,506	5,187,343



Current fiscal year (April 1, 2024 to March 31, 2025)

(Thousands of yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	1,092,450	57,960	5,302,344	(1,387,917)	5,064,837
Changes of items during period					
Dividends of surplus			(382,032)		(382,032)
Net income attributable to owners of the parent			992,077		992,077
Purchase of treasury shares				(75,746)	(75,746)
Disposal of treasury shares				1,801	1,801
Net changes of items other than shareholders' equity					—
Total changes of items during period	—	—	610,044	(73,944)	536,100
Balance at end of period	1,092,450	57,960	5,912,389	(1,461,862)	5,600,937

	Accumulated other comprehensive income		Total net assets
	Valuation difference on available-for-sale securities	Total accumulated other comprehensive income	
Balance at beginning of period	122,506	122,506	5,187,343
Changes of items during period			
Dividends of surplus			(382,032)
Net income attributable to owners of the parent			992,077
Purchase of treasury shares			(75,746)
Disposal of treasury shares			1,801
Net changes of items other than shareholders' equity	(66,204)	(66,204)	(66,204)
Total changes of items during period	(66,204)	(66,204)	469,895
Balance at end of period	56,301	56,301	5,657,239

**(4) Consolidated Statement of Cash Flows**

(Thousands of yen)

	Previous fiscal year (April 1, 2023 to March 31, 2024)	Current fiscal year (April 1, 2024 to March 31, 2025)
Cash flows from operating activities		
Net income before income taxes	1,587,854	1,535,357
Depreciation	94,509	115,339
Amortization of goodwill	5,454	30,030
Increase (decrease) in allowance for doubtful accounts	3,295	62
Interest and dividend income	(31,614)	(41,756)
Interest expenses	723	2,050
Share of loss (profit) of entities accounted for using the equity method	40,961	–
Loss on retirement of non-current assets	837	6,235
Loss (gain) on sale of investment securities	–	(94,176)
Loss (gain) on sale of shares of subsidiaries	–	(69,665)
Special benefits	–	22,270
Decrease (increase) in trade receivables	(27,846)	339,110
Decrease (increase) in inventories	496	(3,100)
Increase (decrease) in trade payables	(170)	(400,258)
Increase (decrease) in accrued consumption taxes	(45,836)	8,439
Other, net	29,818	62,629
Subtotal	1,658,485	1,512,566
Interest and dividends received	23,279	41,362
Interest paid	(729)	(2,014)
Income taxes paid	(697,856)	(408,955)
Income taxes refunded	326,949	87,363
Payments of special benefits	–	(22,270)
Net cash provided by (used in) operating activities	1,310,128	1,208,052
Cash flows from investing activities		
Payments into time deposits	(15,123)	(24,938)
Purchase of property, plant and equipment	(50,799)	(80,492)
Purchase of intangible assets	(60,890)	(48,358)
Purchase of investment securities	(25,000)	(344,211)
Proceeds from sale of investment securities	–	284,894
Purchase of shares of subsidiaries resulting in change in scope of consolidation	–	(164,335)
Proceeds from sale of shares of subsidiaries	–	99,000
Proceeds from cancellation of insurance funds	–	87,324
Payments of leasehold deposits	–	(10,896)
Other, net	(13,087)	(10,449)
Net cash provided by (used in) investing activities	(164,900)	(212,460)
Cash flows from financing activities		
Repayments of long-term borrowings	–	(195,762)
Purchase of treasury shares	(232,519)	(75,746)
Cash dividends paid	(364,138)	(360,643)
Net cash provided by (used in) financing activities	(596,657)	(632,151)
Increase (decrease) in cash and cash equivalents	548,570	363,440
Cash and cash equivalents at the beginning of the period	2,524,006	3,072,577
Cash and cash equivalents at the end of the period	3,072,577	3,436,018

**(5) Notes to Consolidated Financial Statements****Segment Information****1. Overview of reportable segments**

The Group's reportable segments are components for which discrete financial information is available for regular evaluation by the Company's Board of Directors to make decisions about resources to be allocated and assess their performance.

The Group consists of the Company, a pure holding company, and operating companies. Each operating company develops comprehensive strategies for the products and services it handles to conduct business activities.

Accordingly, the Group is comprised of segments grouped by product and service type based on those operating companies and has four reportable segments: Communication Business, Data Providing Business, Mobile Business, and Advertising Business.

The Communication Business segment conducts Customer Satisfaction (CS) Research Business and News & Media Business. The CS Research Business provides services including trademark use, digital promotion (customer referral), and data distribution. The News & Media Business is mainly engaged in advertising and the provision of news articles by using ORICON NEWS, the Group's own media. The Data Providing Business segment provides music software, video software, and book marketing data, and other data. The Mobile Business segment mainly provides services to distribute music, books, and other content for mobile devices. The Advertising Business segment is mainly engaged in the planning and operation of advertising, events and other activities.

**2. Calculation of net sales, profit or loss, assets, liabilities and other items by reportable segment**

The accounting methods used for reportable segments are generally the same as those described in "Important basic matters for preparation of the consolidated financial statements."

The profit of the reportable segments is based on operating profit (before amortization of goodwill).

Intersegment sales and transfers are based on prevailing market prices.

The Company does not allocate assets to reportable segments.

**3. Net sales, profit or loss, assets, liabilities and other items by reportable segment**

Previous fiscal year (April 1, 2023 to March 31, 2024)

(Thousands of yen)

	Reportable segments				Total
	Communication Business	Data Providing Business	Mobile Business	Subtotal	
Net sales					
Sales to external customers	3,785,464	673,989	340,643	4,800,097	4,800,097
Intersegment sales or transfers	84,000	—	—	84,000	84,000
Total	3,869,464	673,989	340,643	4,884,097	4,884,097
Segment profit	2,349,270	251,665	96,707	2,697,643	2,697,643
Other items					
Depreciation	15,404	20,926	12,084	48,416	48,416

Current fiscal year (April 1, 2024 to March 31, 2025)

(Thousands of yen)

	Reportable segments					Other (Note)	Total
	Communication Business	Data Providing Business	Mobile Business	Advertising Business	Subtotal		
Net sales							
Sales to external customers	3,940,727	693,872	181,438	81,897	4,897,937	18,100	4,916,037
Intersegment sales or transfers	84,000	—	—	—	84,000	—	84,000
Total	4,024,727	693,872	181,438	81,897	4,981,937	18,100	5,000,037
Segment profit	2,391,488	260,851	51,466	(11,040)	2,692,765	18,100	2,710,865
Other items							
Depreciation	21,602	21,256	8,995	1,355	53,210	—	53,210

Note: The "Other" category represents server usage fees paid by external customers that are not included in the reportable segments.

## 4. Reconciliation between reportable segment total and the amount recorded in the consolidated financial statements

(Thousands of yen)

Net sales	Previous fiscal year	Current fiscal year
Reportable segment total	4,884,097	4,981,937
Sales in the “Other” category	—	18,100
Elimination of intersegment transactions	(84,000)	(84,000)
Net sales in the consolidated financial statements	4,800,097	4,916,037

(Thousands of yen)

Profit	Previous fiscal year	Current fiscal year
Reportable segment total	2,697,643	2,692,765
Profit in the “Other” category	—	18,100
Elimination of intersegment transactions	—	—
Amortization of goodwill	(5,454)	(30,030)
Corporate expenses (Note)	(1,135,496)	(1,278,616)
Operating profit in the consolidated financial statements	1,556,693	1,402,219

Note: Corporate expenses are mainly general and administrative expenses that are not attributable to any reportable segments.

(Thousands of yen)

Other items	Reportable segment total		Adjustments		Amount recorded in the consolidated financial statements	
	Previous fiscal year	Current fiscal year	Previous fiscal year	Current fiscal year	Previous fiscal year	Current fiscal year
Depreciation	48,416	53,210	46,093	62,128	94,509	115,339

Note: The adjustments to depreciation mainly consist of depreciation related to the administration division.

**Revenue Recognition**

## 1. Disaggregation of revenue from contracts with customers

Previous fiscal year (April 1, 2023 to March 31, 2024)

(Thousands of yen)

	Reportable segments				Total
	Communication Business	Data Providing Business	Mobile Business	Subtotal	
Customer Satisfaction Research	2,108,647	—	—	2,108,647	2,108,647
News & Media	1,676,816	—	—	1,676,816	1,676,816
Data Providing	—	673,989	—	673,989	673,989
Mobile Content Services	—	—	340,643	340,643	340,643
Revenue from contracts with customers	3,785,464	673,989	340,643	4,800,097	4,800,097
Other revenue	—	—	—	—	—
Sales to external customers	3,785,464	673,989	340,643	4,800,097	4,800,097

Current fiscal year (April 1, 2024 to March 31, 2025)

(Thousands of yen)

	Reportable segments					Other	Total
	Communication Business	Data Providing Business	Mobile Business	Advertising Business	Subtotal		
Customer Satisfaction Research	2,354,216	—	—	—	2,354,216	—	2,354,216
News & Media	1,586,511	—	—	—	1,586,511	—	1,586,511
Data Providing	—	693,872	—	—	693,872	—	693,872
Mobile Content Services	—	—	181,438	—	181,438	—	181,438
Planning and Operation of Advertising and Events	—	—	—	81,897	81,897	—	81,897
Other	—	—	—	—	—	18,100	18,100
Revenue from contracts with customers	3,940,727	693,872	181,438	81,897	4,897,937	18,100	4,916,037
Other revenue	—	—	—	—	—	—	—
Sales to external customers	3,940,727	693,872	181,438	81,897	4,897,937	18,100	4,916,037

## 2. Basic information to understand revenue from contracts with customers

The details are described in “Important basic matters for preparation of the consolidated financial statements 4. Accounting policies (4) Basis for recognition of significant revenue and expense.”

## 3. Information related to the relationship between the satisfaction of performance obligations under contracts with customers and the cash flows arising from such contracts as well as the amount and timing of revenue expected to be recognized in or after the next fiscal year from contracts with customers that existed at the end of the current fiscal year

## (1) Balances of contract liabilities, etc.

(Thousands of yen)

	Previous fiscal year	Current fiscal year
Receivables arising from contracts with customers (Beginning balance)	584,511	612,357
Receivables arising from contracts with customers (Ending balance)	612,357	629,876
Contract liabilities (Beginning balance)	37,465	54,087
Contract liabilities (Ending balance)	54,087	183,726

Contract liabilities are mainly advances received to hold events in the Advertising Business segment and advances received from customers for the Customer Satisfaction Research Business, and included in “Other” under “Current liabilities” in the consolidated balance sheet.

- (2) Transaction price allocated to the remaining performance obligations  
The Company and its consolidated subsidiaries have no material transactions with an original expected contract duration of more than one year. In addition, there are no material amounts of consideration arising from contracts with customers that are not included in the transaction price.