

Translation

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Summary of Non-Consolidated Financial Results for the Nine Months Ended September 30, 2023 (Based on Japanese GAAP)

November 13, 2023

Company name: Toyokumo, Inc.
 Stock exchange listing: Tokyo
 Stock code: 4058 URL <https://toyokumo.co.jp/>
 Representative: President CEO Yuji Yamamoto
 Inquiries: Director General Manager CFO Kazuhiko Ishii TEL 050(3816)6668
 Scheduled date to file Quarterly Securities Report: November 13, 2023
 Scheduled date to commence dividend payments: –
 Preparation of supplementary material on quarterly financial results: Yes
 Holding of quarterly financial results meeting: Yes (for institutional investors and analysts)

(Amounts less than one million yen are rounded down)

1. Non-consolidated financial results for the nine months ended September 30, 2023 (from January 1, 2023 to September 30, 2023)

(1) Non-consolidated operating results (cumulative)

Percentages indicate year-on-year changes

	Net sales		Operating profit		Ordinary profit		Profit	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Nine months ended September 30, 2023	1,764	25.7	663	26.8	663	27.0	459	27.6
Nine months ended September 30, 2022	1,404	–	523	40.0	522	38.7	360	37.9

	Earnings per share		Diluted earnings per share	
	Yen		Yen	
Nine months ended September 30, 2023	43.77		42.29	
Nine months ended September 30, 2022	35.46		32.79	

(2) Non-consolidated financial position

	Total assets	Net assets	Equity ratio
	Millions of yen	Millions of yen	%
As of September 30, 2023	3,104	2,069	66.7
As of December 31, 2022	2,610	1,634	62.6

2. Cash dividends

	Annual dividends per share				
	1st quarter-end	2nd quarter-end	3rd quarter-end	Fiscal year-end	Total
	Yen	Yen	Yen	Yen	Yen
Year ended December 31, 2022	–	0.00	–	7.00	7.00
Year ending December 31, 2023	–	0.00	–		
Year ending December 31, 2023 (Forecast)				10.00	10.00

3. Forecast of non-consolidated financial results for the year ending December 31, 2023 (from January 1, 2023 to December 31, 2023)

Percentages indicate year-on-year changes

	Net sales		Operating profit		Ordinary profit		Profit		Earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	2,430	25.4	840	31.4	840	31.5	580	35.8	54.76

4. Notes

(1) Application of special accounting methods for preparing quarterly non-consolidated financial statements: No

(2) Changes in accounting policies, changes in accounting estimates, and restatement of prior period financial statements

Changes in accounting policies due to revisions to accounting standards and other regulations: No

Changes in accounting policies due to other reasons: No

Changes in accounting estimates: No

Restatement of prior period financial statements: No

(3) Number of issued shares (common shares)

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

As of September 30, 2023	10,996,000 shares	As of December 31, 2022	10,162,000 shares
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Number of treasury shares at the end of the period

As of September 30, 2023	127,028 shares	As of December 31, 2022	137,110 shares
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Average number of shares during the period (cumulative from the beginning of the fiscal year)

Nine months ended September 30, 2023	10,498,952 shares	Nine months ended September 30, 2022	10,154,886 shares
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Quarterly non-consolidated financial statements
Non-consolidated balance sheets

(Thousands of yen)

	As of December 31, 2022	As of September 30, 2023
Assets		
Current assets		
Cash and deposits	2,296,011	2,814,253
Accounts receivable - trade	44,675	68,978
Other	78,918	40,945
Allowance for doubtful accounts	(1,889)	(574)
Total current assets	2,417,715	2,923,602
Non-current assets		
Property, plant and equipment	67,381	61,689
Intangible assets	162	144
Investments and other assets	125,036	118,763
Total non-current assets	192,580	180,597
Total assets	2,610,296	3,104,199
Liabilities		
Current liabilities		
Accounts payable - trade	23,762	26,626
Accounts payable - other, and accrued expenses	164,452	147,526
Income taxes payable	147,175	103,864
Accrued consumption taxes	52,927	45,181
Contract liabilities	561,230	686,084
Other	25,807	25,869
Total current liabilities	975,355	1,035,153
Total liabilities	975,355	1,035,153
Net assets		
Shareholders' equity		
Share capital	380,025	394,620
Capital surplus	350,025	365,486
Retained earnings	1,104,561	1,493,940
Treasury shares	(199,670)	(185,000)
Total shareholders' equity	1,634,940	2,069,046
Total net assets	1,634,940	2,069,046
Total liabilities and net assets	2,610,296	3,104,199

Non-consolidated statements of income (cumulative)

(Thousands of yen)

	Nine months ended September 30, 2022	Nine months ended September 30, 2023
Net sales	1,404,159	1,764,386
Cost of sales	43,539	44,088
Gross profit	1,360,619	1,720,297
Selling, general and administrative expenses	837,556	1,056,834
Operating profit	523,063	663,462
Non-operating income		
Interest income	16	19
Total non-operating income	16	19
Non-operating expenses		
Share issuance costs	–	131
Commission for purchase of treasury shares	598	–
Total non-operating expenses	598	131
Ordinary profit	522,481	663,351
Profit before income taxes	522,481	663,351
Income taxes - current	160,611	202,191
Income taxes - deferred	1,816	1,607
Total income taxes	162,428	203,798
Profit	360,053	459,552