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Q&A collection

3rd quarter financial results for the fiscal year ending February 2024 (Updated on February 2, 2024)

This Q&A collection is a compilation of anticipated questions regarding the financial results for the third quarter of the fiscal year ending February 2024, which were announced on January 12, 2024, as well as excerpts of inquiries from investors and their responses. We have added and revised some content to make it easier to understand.

Q | Purchases have been going well so far, but aren't inventories increasing too much?

In the cumulative third quarter, the reuse business's consolidated purchasing amount increased by 29.7% year on year, and sales increased by 22.4% year on year, with purchasing leading by about 7 points in terms of growth rate. The group plans to open nine stores in the fourth quarter (compared to four stores in the same period last year), and considering the fact that we have secured inventory, including for new stores, we believe this is a level that will pose no problem.

Q | Do you think you will be able to secure enough human resources for future store openings?

Regarding securing personnel, the number of new graduates joining the company in April 2024 is expected to be approximately 110, the same level as in April of the previous year. The company plans to continue to proactively hire mid-career employees and promote part-time employees to be full-time workers, so this is progressing without any problems. Additionally, in order to further improve employee retention, the company plans to continue implementing measures such as raising salary bases and increasing annual holidays in the next fiscal year.

Q | Do you expect to be able to secure enough store properties for future store openings?

We open stores on a rental basis at vacated retail stores and other properties. Next fiscal year, we plan to open 25 to 30 stores on a consolidated basis, and at present we have secured properties for over 10 stores.

The company is opening stores in Southern Kanto, Kansai, Chubu such as Aichi, and Kyushu such as Fukuoka, and is currently opening stores in Northern Kanto of Gunma, Tochigi, and Ibaraki prefectures. In the future, we will continue to open stores in surrounding areas in addition to the regions where we have already expanded, and by combining the group's more than 10 store formats, we will continue to open stores in line with [Medium-Term Management Plan](#).