

Translation

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## Summary of Consolidated Financial Results for the Nine Months Ended December 31, 2023 (Based on Japanese GAAP)

January 31, 2024

Company name: TOSHO CO., LTD.  
 Stock exchange listing: Tokyo, Nagoya  
 Stock code: 8920 URL <https://www.to-sho.net/>  
 Representative: President Yuichiro Kutsuna  
 Director, General Manager of administration Naoya Kuwazoe  
 Inquiries: Headquarters TEL 0566-79-3111  
 Scheduled date to file Quarterly Securities Report: February 6, 2024  
 Scheduled date to commence dividend payments: –  
 Preparation of supplementary material on quarterly financial results: Yes  
 Holding of quarterly financial results meeting: Yes (for analysts)

(Amounts less than one million yen are rounded down)

### 1. Consolidated financial results for the nine months ended December 31, 2023 (from April 1, 2023 to December 31, 2023)

#### (1) Consolidated operating results (cumulative)

Percentages indicate year-on-year changes

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Nine months ended December 31, 2023	19,096	14.4	2,955	14.5	3,076	19.6	1,035	35.8
Nine months ended December 31, 2022	16,688	9.7	2,581	59.7	2,572	59.4	762	1.6

	Earnings per share	Diluted earnings per share
	Yen	Yen
Nine months ended December 31, 2023	27.02	–
Nine months ended December 31, 2022	19.89	–

#### (2) Consolidated financial position

	Total assets	Net assets	Equity ratio
	Millions of yen	Millions of yen	%
As of December 31, 2023	82,138	43,316	46.8
As of March 31, 2023	83,286	41,672	45.1

### 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 March 31, 2023	–	1.00	–	2.00	3.00
Year ending March 31, 2024	–	2.00	–		
Year ending March 31, 2024 (Forecast)				2.00	4.00

### 3. Forecast of consolidated financial results for the year ending March 31, 2024 (from April 1, 2023 to March 31, 2024)

Percentages indicate year-on-year changes

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	26,000	15.5	4,000	27.6	4,000	27.6	1,600	86.5	41.76

4. Notes

- (1) Changes in significant subsidiaries during the nine months ended December 31, 2023  
(changes in specified subsidiaries resulting in the change in scope of consolidation): No
- (2) Application of special accounting methods for preparing quarterly consolidated financial statements: No
- (3) 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

(4) Number of issued shares (common shares)

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

As of December 31, 2023	38,315,000 shares	As of March 31, 2023	38,315,000 shares
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Number of treasury shares at the end of the period

As of December 31, 2023	9,043 shares	As of March 31, 2023	8,924 shares
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Average number of shares during the period (cumulative from the beginning of the fiscal year)

Nine months ended December 31, 2023	38,305,988 shares	Nine months ended December 31, 2022	38,306,076 shares
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**Quarterly consolidated financial statements**  
**Consolidated balance sheets**

(Thousands of yen)

	As of March 31, 2023	As of December 31, 2023
<b>Assets</b>		
<b>Current assets</b>		
Cash and deposits	16,978,552	15,391,613
Accounts receivable - trade	779,875	844,512
Trade accounts receivable	148,145	160,331
Merchandise	2,506	2,994
Supplies	67,201	56,112
Real estate for sale	14,768,768	14,255,361
Other	653,392	371,828
<b>Total current assets</b>	<b>33,398,442</b>	<b>31,082,754</b>
<b>Non-current assets</b>		
<b>Property, plant and equipment</b>		
Buildings and structures	55,023,168	56,316,382
Accumulated depreciation	(22,227,679)	(23,354,637)
Buildings and structures, net	32,795,489	32,961,744
Machinery, equipment and vehicles	1,975,153	2,046,620
Accumulated depreciation	(1,315,597)	(1,395,280)
Machinery, equipment and vehicles, net	659,556	651,340
Tools, furniture and fixtures	1,523,214	1,551,068
Accumulated depreciation	(1,346,239)	(1,379,113)
Tools, furniture and fixtures, net	176,974	171,955
Land	6,017,988	7,259,679
Leased assets	4,787,288	4,584,272
Accumulated depreciation	(1,598,642)	(1,665,403)
Leased assets, net	3,188,646	2,918,869
Construction in progress	828,264	1,005,212
<b>Total property, plant and equipment</b>	<b>43,666,920</b>	<b>44,968,802</b>
Intangible assets	102,411	91,352
<b>Investments and other assets</b>		
Deferred tax assets	1,143,095	1,048,449
Other	4,972,048	4,947,896
Allowance for doubtful accounts	(11,760)	(11,760)
<b>Total investments and other assets</b>	<b>6,103,383</b>	<b>5,984,585</b>
<b>Total non-current assets</b>	<b>49,872,715</b>	<b>51,044,740</b>
<b>Deferred assets</b>		
Bond issuance costs	15,458	11,483
<b>Total deferred assets</b>	<b>15,458</b>	<b>11,483</b>
<b>Total assets</b>	<b>83,286,616</b>	<b>82,138,978</b>

(Thousands of yen)

	As of March 31, 2023	As of December 31, 2023
<b>Liabilities</b>		
<b>Current liabilities</b>		
Accounts payable - trade	748	1,488
Short-term borrowings	–	130,000
Current portion of long-term borrowings	4,840,524	4,486,620
Income taxes payable	1,017,082	550,691
Other	2,983,018	3,068,812
<b>Total current liabilities</b>	<b>8,841,372</b>	<b>8,237,611</b>
<b>Non-current liabilities</b>		
Bonds payable	5,000,000	5,000,000
Long-term borrowings	20,110,877	17,958,691
Lease liabilities	2,778,057	2,698,249
Provision for retirement benefits for directors (and other officers)	941,590	946,080
Retirement benefit liability	111,775	117,566
Asset retirement obligations	2,979,822	3,034,278
Other	850,343	829,908
<b>Total non-current liabilities</b>	<b>32,772,466</b>	<b>30,584,773</b>
<b>Total liabilities</b>	<b>41,613,839</b>	<b>38,822,385</b>
<b>Net assets</b>		
<b>Shareholders' equity</b>		
Share capital	1,580,817	1,580,817
Capital surplus	2,295,847	2,295,798
Retained earnings	33,671,415	34,563,658
Treasury shares	(7,955)	(8,108)
<b>Total shareholders' equity</b>	<b>37,540,124</b>	<b>38,432,165</b>
<b>Accumulated other comprehensive income</b>		
Remeasurements of defined benefit plans	11,199	9,653
<b>Total accumulated other comprehensive income</b>	<b>11,199</b>	<b>9,653</b>
<b>Non-controlling interests</b>	<b>4,121,452</b>	<b>4,874,774</b>
<b>Total net assets</b>	<b>41,672,776</b>	<b>43,316,593</b>
<b>Total liabilities and net assets</b>	<b>83,286,616</b>	<b>82,138,978</b>

## Consolidated statements of income (cumulative) and consolidated statements of comprehensive income (cumulative)

### Consolidated statements of income (cumulative)

(Thousands of yen)

	Nine months ended December 31, 2022	Nine months ended December 31, 2023
Net sales	16,688,022	19,096,058
Cost of sales	12,923,383	14,753,279
Gross profit	3,764,638	4,342,779
Selling, general and administrative expenses		
Remuneration for directors (and other officers)	270,192	232,719
Salaries and bonuses	289,243	262,401
Retirement benefit expenses	4,126	4,301
Other	619,959	888,000
Total selling, general and administrative expenses	1,183,522	1,387,423
Operating profit	2,581,116	2,955,355
Non-operating income		
Interest income	1,299	786
Dividend income	2	2
Share of profit of entities accounted for using equity method	25,667	81,594
Commission income	80,070	94,653
Subsidy income	6,558	–
Miscellaneous income	29,065	69,409
Total non-operating income	142,663	246,447
Non-operating expenses		
Interest expenses	111,107	83,927
Miscellaneous losses	40,229	40,884
Total non-operating expenses	151,337	124,812
Ordinary profit	2,572,441	3,076,990
Extraordinary income		
Gain on sale of membership	3,652	–
Total extraordinary income	3,652	–
Extraordinary losses		
Loss on sale of non-current assets	–	185
Loss on retirement of non-current assets	859	–
Loss on sale of membership	–	24,300
Impairment losses	218,900	–
Loss on store closings	56,048	–
Other	475	4,716
Total extraordinary losses	276,284	29,201
Profit before income taxes	2,299,809	3,047,789
Income taxes - current	902,832	1,091,795
Income taxes - deferred	10,031	95,311
Total income taxes	912,863	1,187,107
Profit	1,386,945	1,860,682
Profit attributable to non-controlling interests	624,800	825,459
Profit attributable to owners of parent	762,145	1,035,223

**Consolidated statements of comprehensive income (cumulative)**

(Thousands of yen)

	Nine months ended December 31, 2022	Nine months ended December 31, 2023
Profit	1,386,945	1,860,682
Other comprehensive income		
Remeasurements of defined benefit plans, net of tax	1,972	(1,546)
Total other comprehensive income	1,972	(1,546)
Comprehensive income	1,388,918	1,859,135
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	764,117	1,033,676
Comprehensive income attributable to non-controlling interests	624,800	825,459