

**Translation**

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## Summary of Consolidated Financial Results For the Three Months ended June 30, 2024 (IFRS)

August 14, 2024

Company name: TORIDOLL Holdings Corporation

Stock exchange listing: Tokyo Stock Exchange

Stock code: 3397

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Starting date of dividend payments: -

Preparation of explanatory materials on quarterly financial results: Yes

Information meetings arranged related to quarterly financial results: No

(Amounts are rounded to the nearest million)

### 1. Consolidated Financial Results for the Three Months Ended June 30, 2024

#### (1) Consolidated Operating Results

(% figures denote year-on-year change)

	Revenue		Business profit		Operating profit		Profit before tax		Profit for the period	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Three months ended June 30, 2024	65,856	25.1	4,423	13.3	3,518	(10.2)	4,034	(9.5)	1,587	(43.5)
Three months ended June 30, 2023	52,664	20.2	3,905	37.2	3,917	(16.5)	4,460	(16.7)	2,809	(25.9)

	Profit for the period attributable to owners of the parent		Comprehensive income for the period		Earnings per share attributable to owners of the parent (basic)	Earnings per share attributable to owners of the parent (diluted)
	Millions of yen	%	Millions of yen	%	Yen	Yen
Three months ended June 30, 2024	1,513	(42.8)	8,004	(2.7)	16.24	16.09
Three months ended June 30, 2023	2,647	(26.9)	8,229	(19.6)	29.30	29.07

#### (Reference) EBITDA (\*)

Three months ended June 30, 2024: ¥11,755 million (increased 12.2% year-on-year basis)

Three months ended June 30, 2023: ¥10,478 million

#### Adjusted EBITDA

Three months ended June 30, 2024: ¥12,333 million (increased 14.5% year-on-year basis)

Three months ended June 30, 2023: ¥10,774 million

(\*) The Company discloses EBITDA as comparative information.

EBITDA = Operating Profit + Other Operating Expenses - Other Operating Income  
+ Depreciation + Amortization

Adjusted EBITDA = EBITDA + Impairment Loss + Extraordinary Expenses

## (2) Consolidated Financial Position

	Total assets	Total equity	Equity attributable to owners of parent	Equity attributable to owners of parent ratio	Equity per share attributable to owners of parent
	Millions of yen	Millions of yen	Millions of yen	%	Yen
As of June 30, 2024	329,495	98,838	88,604	26.9	1,014.73
As of March 31, 2024	321,070	90,135	80,600	25.1	923.23

(Notes) Due to the finalization of provisional accounting treatment related to the business combination carried out in the Fiscal Year ended March 31, 2024, the Consolidated Financial Position for the same fiscal year have been reflected .

## 2. Dividends

	Annual dividend per share				
	Q1	Q2	Q3	Year-end	Total
	Yen	Yen	Yen	Yen	Yen
Fiscal Year ended March 31, 2024	—	0.00	—	9.00	9.00
Fiscal Year ended March 31, 2025	—				
Fiscal Year ending March 31, 2025 (Forecast)		0.00	—	10.00	10.00

## 3. Consolidated Financial Result Forecasts for the Fiscal Year Ending March 31, 2025

Percentages indicate year-on-year changes

	Revenue		Business profit		Operating profit		Profit before tax		Profit for the period	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
1 <sup>st</sup> half	130,570	16.0	9,310	15.3	8,660	9.1	7,760	(5.0)	4,770	(4.3)
Fiscal year	265,000	14.2	18,100	24.5	14,100	21.1	12,300	13.5	7,560	21.9

	Profit for the period attributable to owners of the parent		Earnings per share attributable to owners of the parent (basic)
	Millions of yen	%	Yen
1 <sup>st</sup> half	4,220	(8.2)	46.15
Fiscal year	6,460	13.8	69.61

### \* Notes

- (1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in the change in scope consolidation): No  
New: —  
Excluded: —
- (2) Changes in accounting policies and accounting estimates
  - 1) Changes in accounting policies as required by IFRS: Yes
  - 2) Changes in accounting policies other than 1) above: No
  - 3) Changes in accounting estimates: No

(3) Number of shares outstanding (ordinary shares)

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

As of June 30, 2024	88,155,952 shares
As of March 31, 2024	88,140,552 shares

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

As of June 30, 2024	837,892 shares
As of March 31, 2024	837,892 shares

3) Average number of shares during the period

Three months ended June 30, 2024	87,252,779 shares
Three months ended June 30, 2023	87,035,068 shares

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

\* Appropriate use of financial results forecasts and other notes

The forward-looking statements in this report are based upon various assumptions, including, without limitation, business forecasts, management's estimates, assumptions, and projections at the time of publication. These statements do not represent a promise or commitment by the Company to achieve these forecasts. Actual results may differ significantly from these forecasts due to a wide range of factors.

## 1. Qualitative Information Concerning Financial Results for the First Quarter of FY3/25

### (1) Consolidated Financial Results

During the first quarter of the consolidated fiscal year under review (April 1 to June 30, 2024), the business environment was somewhat uncertain, as wage increases across industries and regions were expected to stimulate consumption sentiment, but there were also concerns about the impact of higher labor costs on corporate earnings. Business activities: In such an environment, the Group further strengthened its efforts to promote the appeal of food as KANDO experiences both in Japan and abroad. In Japan, we have also begun the creation of a system to increase the satisfaction of our store employees and meet our human resources needs.

As a result, total revenue was ¥65,856 million, up 25.1% year on year, and all segments (Marugame Seimen, which is an authentic Sanuki udon restaurant chain, Other Domestic segments, and Overseas) recording the highest total revenue result for a quarterly period.

In terms of business profit, at Marugame Seimen, profit was able to absorb increases in raw material costs and labor costs by increasing revenue and achieving a significant increase in business profit (Note 1), the highest ever recorded for any quarterly period.

The Other Domestic segment, on the other hand, reported a slight decrease in business profit, mainly due to the increase of staffing in advance of openings. The Overseas segment also saw a significant decrease in business profit, partly due to a temporary increase in sales of high commission-rate deliveries at Tam Jai. However, due to the large increase in business profit at Marugame Seimen, consolidated business profit was ¥4,423 million, up ¥518 million or 13.3% year on year, which was also the highest business profit result for a quarterly period.

Fulham Shore, which was included in the scope of consolidation from the second quarter of the previous fiscal year, contributed to increased sales in overseas businesses, but as a result of recording impairment losses on low-profit stores, a consolidated impairment loss of 578 million yen was recorded. Other operating expenses increased by ¥389 million year on year, mainly due to a one-time expense incurred in line with the reorganization of Fulham Shore. As a result, operating profit (Note 2) was ¥3,518 million, down ¥399 million or 10.2% year on year.

Furthermore, Income tax expense increased by ¥796 million year on year, partly due to a one-time expense in Overseas segment in addition to an increase in business profit at subsidiaries in Japan and abroad, resulting in a decrease in profit for the period attributable to the owners of the parent company of 42.8% year on year to ¥1,513 million.

### (2) Business Performance by Segment

(Millions of yen)

	Q1 FY3/24	Q1 FY3/25	Year-on-year change	
			Amount	Percentage
Revenue	52,664	65,856	+13,193	+25.1%
Business profit <sup>1</sup>	3,905	4,423	+518	+13.3%
Operating profit <sup>2</sup>	3,917	3,518	(399)	(10.2)%
Profit for the period attributable to owners of the parent	2,647	1,513	(1,134)	(42.8)%

(Notes)

1. Business profit is calculated as total revenue less cost of goods sold (COGS) and selling, general, and administrative (SG&A) expenses.
2. Operating profit is calculated as the sum of: 1) business profit less impairment losses and 2) other operating income less other operating expenses.

### (3) Financial Results by Segment

(Millions of yen)

Revenue	Q1 FY3/24	Q1 FY3/25	Year-on-year change	
			Amount	Percentage
Marugame Seimen	28,464	31,864	+3,400	+11.9%
Other Domestic	6,714	8,024	+1,310	+19.5%
Overseas	17,486	25,969	+8,483	+48.5%
Consolidated	52,664	65,856	+13,193	+25.1%

(Millions of yen)

Business profit	Q1 FY3/24	Q1 FY3/25	Year-on-year change	
			Amount	Percentage
Marugame Seimen	4,676	5,711	+1,035	+22.1%
Other Domestic	1,077	1,025	(52)	(4.9)%
Overseas	742	116	(626)	(84.4)%
Adjustments <sup>3</sup>	(2,591)	(2,429)	+162	—
Consolidated	3,905	4,423	+518	+13.3%

(Note)

3. Adjustments are corporate expenses that are not allocated to each segment in financial reporting.

(Store)

Number of Stores	Marugame Seimen		Other Domestic		Overseas			Total
	Company-owned	Company-owned	Franchise and etc. (Note 4)	Sub-Total	Company-owned	Franchise and etc. (Note 4)	Sub-Total	
At the end of FY3/24	840	246	4	250	432	429	861	1,951
Openings in Q1 FY3/25	12	9	1	10	10	9	19	41
Closing in Q1 FY3/25	1	1	—	1	3	8	11	13
<b>At the end of Q1 FY3/25</b>	<b>851</b>	<b>254</b>	<b>5</b>	<b>259</b>	<b>439</b>	<b>430</b>	<b>869</b>	<b>1,979</b>

(Note)

4. This includes locations other than company-owned stores, including locations operated by franchisees or joint ventures.

### **Marugame Seimen Segment**

In the Marugame Seimen segment, we are developing our marketing strategy to simultaneously elevate brand value, customer experience (CX) and employee experience (EX) by combining a brand strategy that forms perceptions to keep customers choosing us and a product strategy that creates impulses.

To commemorate the completion of deploying Menshokunin (Note 5) (noodle masters) in all stores in March of this year, we distributed free of charge “One bite-sized soy sauce udon” in early April, which allows customers to taste the deliciousness of the noodles themselves made by the Menshokunin. At the same time, we released a new TV commercial and promoted the delicious taste of handmade udon noodles made from flour each and every store

daily by renovating the stores to enhance the atmospheric feel of a noodle-making shop, which resulted in an increase in sales of regular menu items of udon.

As for seasonal fair menus, the new “Beef Sukiyaki Goboten Bukkake Udon and the spring regular menu “Yamamori Asari (clam) Udon” we introduced in early March each became a hit, each selling 1.05 million servings.

From April 23, the popular “Tomato Egg Curry Udon” and “Four kinds of Cheese Tomato Egg Curry Udon” were sold, and from May 14, the new item of “Sweet Tomato Egg Curry Udon” was introduced, resulting in a total of approximately 2.49 million servings for the series, surpassing the same period last year and becoming big hits. In addition, the regular summer menu item “Grated Daikon Radish & Meat Bukkake Udon” launched on June 11 sold 0.93 million servings by the end of June, and other fair menus also outperformed the same period of the previous year.

In addition, on June 25, we launched a new product, “Marugame Udonuts (Note 6),” which offers a new KANDO experience at all our stores. Using more than 30% of Marugame Seimen's udon noodles as ingredients, it has received widespread acclaim for its chewy texture across a broad demographic and the excitement of being able to choose your own “cane sugar” or “curry powder” to flavor it with.

By the end of June, more than 1 million servings had been sold, and in the first three weeks after its launch, the total number of servings sold exceeded 3 million, making it a big hit.

Thanks to these activities, the segment posted revenue of ¥31,864 million, up 11.9% year on year, its highest-ever quarterly revenue result. Although raw material costs, labor costs, and advertising expenses increased, this was absorbed by the increase in revenue, resulting in a huge increase in segment business profit, reaching a record high of ¥5,711 million, up 22.1% year on year, in the quarterly period, and a record high consolidated business profit margin of 17.9%.

(Note)

5. Menshokunin (noodle masters): Certification given only to those who have passed the unique training system, the Menshokunin program. Since its founding, Menshokunin have inherited the skills and passion of Marugame Seimen and have been dedicated to making udon noodles from scratch using flour at all of the restaurants on a daily basis in order to provide customers with the “best bowl of udon” they have ever eaten.
6. Marugame Udonuts: Donuts with a unique chewy texture developed by Marugame Seimen by using more than 30% of its udon noodles. All stores make and fry them from dough. Each bag contains 5 bite-sized mini donuts for 300 yen.

### **Other Domestic Segment**

The Other Domestic segment covers the following businesses (among others): Kona’s Coffee, Ramen Zundo-ya, Niku no Yamagyū, Banpai-ya, Tempura Makino, Toridoll, Buta-ya Tonichi, Nagata Honjyouken, and freshly baked Koppe pan.

Zundo-ya, a brand of ramen served in brothy rich pork-bone soup, opened the Toyonaka Hattori store (Osaka), the Ogaki store (Gifu), and the Yatomi store (Aichi) in the first quarter, bringing the sub-total to 90. Existing stores also performed well, increasing revenues, but labor costs increased, resulting in a decrease in business profit.

Kona's Coffee, which operates under the concept of Hawaiian dining experience “closest to you”, saw a significant increase in the number of customers thanks to seasonal fair menus and in-store and out-of-store events to attract customers, as well as enhanced online and offline information dissemination and use of social media marketing. On June 27, the Rifu store (Miyagi) was opened, marking it our first expansion into the Tohoku region. Due to plans to open new stores in Q2 onward, costs related to openings increased, but these were absorbed by the increase in revenue, resulting in an increase in business profit.

Despite the impact of the closure of Tempura Makino's Umeda store (Osaka), which attracts many customers, from mid-May to late July for a major renovation, Tempura Makino posted an increase in sales, mainly due to continued inbound demand.

As a result, revenue was ¥8,024 million, up 19.5% year on year, the highest revenue result for a quarterly period. On the other hand, business profit decreased slightly to ¥1,025 million, down 4.9% year on year, due to a higher COGS ratio and higher labor costs for openings.

### **Overseas Segment**

Tam Jai, a spicy noodle restaurant business, increased three new restaurants in Hong Kong and one in Singapore, increasing the total to 233 locations and has enjoyed an increase in revenue. However, posted a huge decrease in business profit mainly due to a temporary increase in the cost ratio associated with delivery sales in Hong Kong, their main base, and sluggish sales in China and Singapore.

As for Marugame Udon, in Taiwan, existing stores maintained a high profit margin and one new store was added, leading to increased revenue and profit. In the U.S., although revenue increased with the addition of one new store, profits decreased due to higher labor costs, including rent and training costs incurred prior to the opening. In the U.K., revenue increased thanks to an increase in number of customers at existing stores and business losses decreased year on year.

Fulham Shore contributed to the increase in revenue thanks to its consolidation from the second quarter of the previous fiscal year, but had a negative impact in terms of business profit.

As a result, revenues increased significantly to a record high of ¥25,969 million, up 48.5% year on year, partly due to the impact of foreign exchange rates, but business profit decreased significantly to ¥116 million, down 84.4% year on year.

### **(3) Explanations of Consolidated Business Performance**

The consolidated performance in the period under review was generally in line with expectations.

With regard to performance by segment, Marugame Seimen's existing store sales have been exceeding the initial plan's assumptions following the launch of the new "Marugame Udonut" product.

On the other hand, although the progress of Overseas segment's business profit has been weaker than planned, we are focusing on recovery of performance in the second quarter of the fiscal year, as our main brands, Tam Jai and others, are entering their summer high season.

Since we are assessing the progress of each of these segments against the plan, the full-year forecasts remain unchanged from the figures announced on May 14, 2024.

**Condensed Quarterly Consolidated Financial Statements**  
**Condensed Quarterly Consolidated Statements of Financial Position**

(Millions of yen)

	As of March 31, 2024	As of June 30, 2024
Assets		
Current assets		
Cash and cash equivalents	70,627	71,032
Trade and other receivables	9,678	9,727
Inventories	1,087	1,149
Other current assets	4,569	5,370
Total current assets	85,960	87,278
Non-current assets		
Property and equipment	44,281	45,574
Right-of-use assets	100,859	103,179
Intangible assets and goodwill	66,232	69,840
Investments accounted for using the equity method	4,498	4,686
Other financial assets	12,826	12,909
Deferred tax assets	4,710	4,026
Other non-current assets	1,704	2,003
Total non-current assets	235,109	242,217
Total assets	321,070	329,495



	(Millions of yen)	
	As of March 31, 2024	As of June 30, 2024
Liabilities		
Current liabilities		
Trade and other payables	16,963	17,742
Short-term loans payable	20,210	4,032
Current portion of long-term loans payable	15,573	15,315
Current portion of Bonds	800	800
Lease liabilities	20,001	20,632
Income taxes payable	3,683	2,367
Provisions	1,347	1,156
Other current liabilities	14,007	11,922
Total current liabilities	92,583	73,965
Non-current liabilities		
Bonds	2,386	22,697
Long-term loans payable	39,016	35,818
Lease liabilities	85,971	87,718
Provisions	5,954	6,244
Deferred tax liabilities	3,477	3,586
Other non-current liabilities	1,546	629
Total non-current liabilities	138,351	156,692
Total liabilities	230,934	230,657
Equity		
Equity attributable to owners of the parent		
Capital stock	4,834	4,844
Capital surplus	9,369	10,996
Other equity instruments	10,847	10,847
Retained earnings	38,816	39,352
Treasury stock	(994)	(992)
Other components of equity	17,729	23,556
Total equity attributable to owners of the parent	80,600	88,604
Non-controlling interests	9,535	10,234
Total equity	90,135	98,838
Total liabilities and equity	321,070	329,495

## Condensed Quarterly Consolidated Statements of Income

(Millions of yen)

	Three months ended June 30, 2023	Three months ended June 30, 2024
Revenue	52,664	65,856
Cost of sales	(12,709)	(15,504)
Gross profit	39,955	50,353
Selling, general and administrative expenses	(36,050)	(45,930)
Impairment loss	(42)	(578)
Other operating income	162	170
Other operating expenses	(108)	(497)
Operating profit	3,917	3,518
Finance income	865	1,309
Finance costs	(315)	(730)
Finance income (costs), net	550	579
Share of profit (loss) of investments accounted for using the equity method	(7)	(63)
Profit before tax	4,460	4,034
Income tax expense	(1,651)	(2,448)
Profit for the period	2,809	1,587
Profit for the period attributable to		
Owners of the parent	2,647	1,513
Non-controlling interests	161	74
Profit for the period	2,809	1,587
Earnings per share attributable to owners of the parent (yen)		
Basic earnings per share	29.30	16.24
Diluted earnings per share	29.07	16.09

## Condensed Quarterly Consolidated Statements of Comprehensive Income

(Millions of yen)

	Three months ended June 30, 2023	Three months ended June 30, 2024
Profit for the period	2,809	1,587
Other comprehensive income		
Items that may be reclassified to profit or loss		
Exchange differences on translating foreign operations	5,358	6,155
Share of other comprehensive income of investments accounted for using the equity method	63	262
Total of items that may be reclassified to profit or loss	5,421	6,417
Other comprehensive income	5,421	6,417
Comprehensive income for the period	8,229	8,004
Comprehensive income for the period attributable to		
Owners of the parent	7,334	7,305
Non-controlling interests	895	699

## Condensed Quarterly Consolidated Statements of Changes in Equity

For the three months ended June 30, 2023

(Millions of yen)

	Equity attributable to owners of the parent										Non-controlling interests	Total equity
	Capital stock	Capital surplus	Other equity instruments	Retained earnings	Treasury shares	Other components of equity				Total		
						Exchange differences on translating foreign operations	Financial assets measured at fair value through other comprehensive income	Stock acquisition rights	Total			
As of April 1, 2023	4,673	11,575	10,847	34,207	(1,003)	8,659	—	607	9,267	69,566	8,592	78,158
Profit for the period				2,647					—	2,647	161	2,809
Other comprehensive income						4,687			4,687	4,687	734	5,421
Total comprehensive income for the period	—	—	—	2,647	—	4,687	—	—	4,687	7,334	895	8,229
Issuance of new shares—Exercise of stock acquisition rights	27	27						(12)	(12)	42		42
Share-based payment transactions								42	42	42		42
Purchase or disposal of treasury stock		2			2				—	4		4
Dividends				(653)					—	(653)		(653)
Issue of other equity instruments				(193)					—	(193)		(193)
Issuance of convertible bonds									—	—		—
Put options over non-controlling interests		(86)							—	(86)		(86)
Total transaction amount with owners	27	(57)	—	(846)	2	—	—	30	30	(844)	—	(844)
As of June 30, 2023	4,700	11,518	10,847	36,009	(1,001)	13,347	—	637	13,983	76,056	9,487	85,543

For the three months ended June 30, 2024

(Millions of yen)

	Equity attributable to owners of the parent										Non-controlling interests	Total equity
	Capital stock	Capital surplus	Other equity instruments	Retained earnings	Treasury shares	Other components of equity				Total		
						Exchange differences on translating foreign operations	Financial assets measured at fair value through other comprehensive income	Stock acquisition rights	Total			
As of April 1, 2024	4,834	9,369	10,847	38,816	(994)	17,103	(90)	715	17,729	80,600	9,535	90,135
Profit for the period				1,513					—	1,513	74	1,587
Other comprehensive income						5,792			5,792	5,792	625	6,417
Total Comprehensive income for the period	—	—	—	1,513	—	5,792	—	—	5,792	7,305	699	8,004
Issuance of new shares—Exercise of stock acquisition rights	11	11						(5)	(5)	17		17
Share-based payment transactions								42	42	42		42
Purchase or disposal of treasury stock		3			2				—	5		5
Dividends				(786)					—	(786)		(786)
Issue of other equity instruments				(193)					—	(193)		(193)
Issuance of convertible bonds		811							—	811		811
Put options over non-controlling interests		803							—	803		803
Other		(0)		2				(2)	(2)	(0)		(0)
Total transaction amount with owners	11	1,627	—	(977)	2	—	—	36	36	699	—	699
As of June 30, 2024	4,844	10,996	10,847	39,352	(992)	22,895	(90)	751	23,556	88,604	10,234	98,838

## Condensed Quarterly Consolidated Statements of Cash Flows

(Millions of yen)

	Three months ended June 30, 2023	Three months ended June 30, 2024
Cash flows from operating activities		
Profit before tax	4,460	4,034
Depreciation and amortization	6,615	7,910
Impairment loss	42	578
Interest income	(184)	(737)
Interest expenses	313	719
Share of loss (profit) of investments accounted for using the equity method	7	63
Decrease (increase) in trade and other receivables	174	286
Decrease (increase) in inventories	(16)	(8)
Increase (decrease) in trade and other payables	(149)	395
Other, net	(539)	(1,072)
Subtotal	10,722	12,168
Interest income received	195	728
Interest expenses paid	(443)	(807)
Income taxes paid	(615)	(3,452)
Net cash provided by (used in) operating activities	9,858	8,637
Cash flows from investing activities		
Purchases of property and equipment	(3,185)	(2,935)
Purchases of intangible assets	(9)	(11)
Payments for lease and guarantee deposits	(157)	(217)
Proceeds from collection of lease and guarantee deposits	125	38
Payments of construction assistance fund receivables	(32)	—
Collection of construction assistance fund receivables	123	116
Other, net	125	458
Net cash provided by (used in) investing activities	(3,009)	(2,553)
Cash flows from financing activities		
Proceeds from issuance of bonds	—	21,919
Payments for redemption of bonds	(400)	(400)
Net increase (decrease) in short-term loans payable	—	(16,184)
Proceeds from long-term loans payable	2,070	140
Repayments of long-term loans payable	(4,318)	(3,759)
Repayments of lease liabilities	(4,704)	(5,294)
Dividends paid	(653)	(786)
Distribution to owners of other equity instruments	(278)	(279)
Payments for purchase of shares of subsidiaries that do not result in change in scope of consolidation	—	(3,857)
Others, net	47	17
Net cash provided by (used in) financing activities	(8,236)	(8,482)
Net increase (decrease) in cash and cash equivalents	(1,386)	(2,398)
Cash and cash equivalents at the beginning of the period	67,456	70,627
Effect of exchange rate change on cash and cash equivalents	2,387	2,803
Cash and cash equivalents at the end of the period	68,456	71,032