

Consolidated Financial Results
for the Fiscal Year Ended March 31, 2024
[Japanese GAAP]



May 9, 2024

Company name: DAIICHI JITSUGYO CO., LTD.

Stock exchange listing: Tokyo Stock Exchange

Code number: 8059

URL: <https://www.djk.co.jp/>

Representative: Ichiro Uno, President & CEO

Contact: Yuya Tabata, General Manager, Accounting Department

Phone: +81-3-6370-8697

Scheduled date of Annual General Meeting of Shareholders: June 25, 2024

Scheduled date of commencing dividend payments: June 26, 2024

Scheduled date of filing annual securities report: June 25, 2024

Availability of supplementary explanatory materials on annual financial results: Available

Schedule of annual financial results briefing session: Scheduled (for institutional investors and analysts)

(Amounts of less than one million yen are rounded down.)

1. Consolidated Financial Results for the Fiscal Year Ended March 31, 2024 (April 1, 2023 - March 31, 2024)

(1) Consolidated Operating Results (% indicates changes from the previous corresponding period.)

	Net sales		Operating income		Ordinary income		Profit attributable to owners of parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Fiscal year ended March 31, 2024	187,790	22.2	9,090	35.3	9,004	26.7	7,461	18.1
March 31, 2023	153,674	3.8	6,717	(2.2)	7,108	(8.8)	6,316	17.8

(Note) Comprehensive income: Fiscal year ended March 31, 2024: ¥11,777 million [62.7%]

Fiscal year ended March 31, 2023: ¥7,237 million [21.7%]

	Basic earnings per share	Diluted earnings per share	Ratio of return on equity	Ratio of ordinary income to total assets	Ratio of operating income to net sales
Fiscal year ended	Yen	Yen	%	%	%
March 31, 2024	235.33	234.53	10.9	5.2	4.8
March 31, 2023	197.30	196.53	10.3	5.0	4.4

(Reference) Equity in earnings (losses) of affiliates: Fiscal year ended March 31, 2024: ¥25 million

Fiscal year ended March 31, 2023: ¥31 million

* A 3-for-1 stock split of common shares was conducted on October 1, 2023. Accordingly, the basic earnings per share and the diluted earnings per share are calculated on the assumption that the stock split was conducted at the beginning of the fiscal year ended March 31, 2023.

(2) Consolidated Financial Position

	Total assets	Net assets	Equity ratio	Net assets per share
	Million yen	Million yen	%	Yen
As of March 31, 2024	193,795	73,441	37.8	2,311.61
As of March 31, 2023	152,535	63,658	41.6	2,004.65

(Reference) Equity: As of March 31, 2024: ¥73,318 million

As of March 31, 2023: ¥63,499 million

* A 3-for-1 stock split of common shares was conducted on October 1, 2023. Accordingly, the net assets per share are calculated on the assumption that the stock split was conducted at the beginning of the fiscal year ended March 31, 2023.

(3) Consolidated 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
Fiscal year ended March 31, 2024	Million yen (1,705)	Million yen (478)	Million yen (860)	Million yen 30,217
March 31, 2023	8,940	660	(4,569)	32,309

2. Dividends

	Annual dividends					Total dividends (annual)	Payout ratio (consolidated)	Ratio of dividends to net assets (consolidated)
	1st quarter-end	2nd quarter-end	3rd quarter-end	Year-end	Total			
Fiscal year ended March 31, 2023	Yen –	Yen 64.00	Yen –	Yen 114.00	Yen 178.00	Million yen 1,889	% 30.1	% 3.1
Fiscal year ended March 31, 2024	–	78.00	–	45.00	–	2,251	30.2	3.3
Fiscal year ending March 31, 2025 (Forecast)	–	36.00	–	36.00	72.00		31.3	

* A 3-for-1 stock split of common shares was conducted on October 1, 2023. Accordingly, the year-end dividends per share for the fiscal year ended March 31, 2024 and the dividends per share for the fiscal year ending March 31, 2025 (forecast) are each presented in an amount that reflects the stock split, and the total annual dividends per share for the fiscal year ended March 31, 2024 is presented as “–.” The year-end dividends per share for the fiscal year ended March 31, 2024 without taking into account the stock split would be ¥135.00, resulting in a total annual dividends per share of ¥213.00.

* Dividends for the second quarter-end of the fiscal year ended March 31, 2024 include a commemorative dividend of ¥15.00 for the 75th anniversary of the foundation.

3. Consolidated Financial Results Forecast for the Fiscal Year Ending March 31, 2025 (April 1, 2024 - March 31, 2025)

(% indicates changes from the previous corresponding period.)

	Net sales		Operating income		Ordinary income		Profit attributable to owners of parent		Basic earnings per share
Full year	Million yen 200,000	% 6.5	Million yen 10,000	% 10.0	Million yen 10,300	% 14.4	Million yen 7,300	% (2.2)	Yen 230.16

*** Notes:**

- (1) Changes in significant subsidiaries during the period under review
(Changes in specified subsidiaries resulting in changes in scope of consolidation): None
- (2) Changes in accounting policies, changes in accounting estimates and retrospective restatement
- 1) Changes in accounting policies due to the revision of accounting standards: None
 - 2) Changes in accounting policies other than 1) above: None
 - 3) Changes in accounting estimates: None
 - 4) Retrospective restatement: None
- (3) Total number of issued and outstanding shares (common shares)
- 1) Total number of issued and outstanding shares at the end of the period (including treasury shares):
March 31, 2024: 33,259,200 shares
March 31, 2023: 33,259,200 shares
 - 2) Total number of treasury shares at the end of the period:
March 31, 2024: 1,541,829 shares
March 31, 2023: 1,582,875 shares
 - 3) Average number of shares during the period:
Fiscal year ended March 31, 2024: 31,706,467 shares
Fiscal year ended March 31, 2023: 32,013,643 shares
- * A 3-for-1 stock split of common shares was conducted on October 1, 2023. Accordingly, the total number of issued and outstanding shares (common shares) is calculated on the assumption that the stock split was conducted at the beginning of the fiscal year ended March 31, 2023.

(Reference) Summary of Non-consolidated Financial Results

1. Non-consolidated Financial Results for the Fiscal Year Ended March 31, 2024 (April 1, 2023 - March 31, 2024)

(1) Non-consolidated Operating Results (% indicates changes from the previous corresponding period.)

Fiscal year ended	Net sales		Operating income		Ordinary income		Profit	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
March 31, 2024	150,783	23.4	5,433	59.5	7,292	39.1	6,524	29.7
March 31, 2023	122,212	0.4	3,406	(14.9)	5,244	7.5	5,029	39.3

Fiscal year ended	Basic earnings per share	Diluted earnings per share
	Yen	Yen
March 31, 2024	205.78	205.07
March 31, 2023	157.11	156.49

* A 3-for-1 stock split of common shares was conducted on October 1, 2023. Accordingly, the basic earnings per share and the diluted earnings per share are calculated on the assumption that the stock split was conducted at the beginning of the fiscal year ended March 31, 2023.

(2) Non-consolidated Financial Position

	Total assets	Net assets	Equity ratio	Net assets per share
	Million yen	Million yen	%	Yen
As of March 31, 2024	153,947	51,266	33.3	1,613.89
As of March 31, 2023	115,307	44,074	38.1	1,388.37

(Reference) Equity: As of March 31, 2024: ¥51,188 million
As of March 31, 2023: ¥43,978 million

* A 3-for-1 stock split of common shares was conducted on October 1, 2023. Accordingly, the net assets per share are calculated on the assumption that the stock split was conducted at the beginning of the fiscal year ended March 31, 2023.

2. Non-consolidated Financial Results Forecast for the Fiscal Year Ending March 31, 2025 (April 1, 2024 - March 31, 2025)

(% indicates changes from the previous corresponding period.)

	Net sales		Ordinary income		Profit		Basic earnings per share
Full year	Million yen	%	Million yen	%	Million yen	%	Yen
	168,000	11.4	6,400	(12.2)	4,900	(24.9)	154.49

* These consolidated financial results are outside the scope of review by certified public accountants or an audit firm.

* Explanation of the proper use of financial results forecast and other notes

The earnings forecasts and other forward-looking statements herein are based on information currently available to the Company and certain assumptions deemed reasonable, and the Company does not promise the achievement of these forecasts. Actual results may differ significantly from these forecasts due to a wide range of factors. For the assumptions underlying the forecasts and the notes on the use of the forecasts, please refer to “1. Overview of Operating Results, etc., (4) Outlook for the Future” on page 4 of the Appendix (available in Japanese only).

The Company plans to hold a financial results briefing for institutional investors and analysts on Friday, May 24, 2024. The presentation materials to be distributed at the meeting will be posted on the Company's corporate website immediately after the meeting.

3. Consolidated Financial Statements and Primary Notes

(1) Consolidated Balance Sheet

(Million yen)

	As of March 31, 2023	As of March 31, 2024
Assets		
Current assets		
Cash and deposits	34,518	32,029
Notes and accounts receivable - trade, and contract assets	38,101	53,932
Electronically recorded monetary claims	7,141	7,770
Securities	9	—
Merchandise and finished goods	21,408	20,676
Work in process	1,401	1,630
Raw materials and supplies	777	979
Advance payments to suppliers	25,434	49,879
Accounts receivable - other	4,387	2,851
Other	2,221	1,968
Allowance for doubtful accounts	(125)	(128)
Total current assets	135,278	171,589
Fixed assets		
Tangible fixed assets		
Buildings	2,833	2,890
Accumulated depreciation	(1,691)	(1,545)
Buildings, net	1,142	1,345
Machinery, equipment and vehicles	861	1,059
Accumulated depreciation	(459)	(561)
Machinery, equipment and vehicles, net	402	498
Tools, furniture and fixtures	1,422	1,480
Accumulated depreciation	(1,030)	(1,061)
Tools, furniture and fixtures, net	392	419
Land	527	527
ESCO business assets	132	132
Accumulated depreciation	(119)	(122)
ESCO business assets, net	13	9
Solar photovoltaics business assets	768	770
Accumulated depreciation	(366)	(405)
Solar photovoltaics business assets, net	401	365
Assets leased to others	729	771
Accumulated depreciation	(456)	(439)
Assets leased to others, net	272	331
Construction in progress	47	42
Total tangible fixed assets	3,200	3,540
Intangible fixed assets		
Goodwill	—	1,065
Software	1,356	1,100
Other	57	17
Total intangible fixed assets	1,413	2,183

(Million yen)

	As of March 31, 2023	As of March 31, 2024
Investment and other assets		
Investment securities	10,041	13,100
Long-term loans receivable	5	6
Retirement benefit asset	1,209	1,535
Deferred tax assets	543	775
Other	1,002	1,217
Allowance for doubtful accounts	(159)	(153)
Total investment and other assets	12,643	16,482
Total fixed assets	17,256	22,206
Total assets	152,535	193,795
Liabilities		
Current liabilities		
Notes and accounts payable	33,724	39,380
Short-term bank loans	5,023	6,670
Current portion of long-term borrowings	120	120
Accounts payable- other	3,487	3,374
Income taxes payable	1,439	1,976
Advances received	38,219	60,268
Provision for product warranties	114	374
Provision for bonuses	1,005	1,277
Provision for bonuses for directors (and other officers)	185	181
Provision for loss on orders received	269	486
Other	2,922	2,783
Total current liabilities	86,511	116,894
Long-term liabilities		
Long-term loans	240	120
Deferred tax liabilities	1,123	2,179
Provision for retirement benefits for directors (and other officers)	24	32
Retirement benefit liability	492	554
Other	485	572
Total long-term liabilities	2,365	3,459
Total liabilities	88,877	120,354
Net assets		
Shareholders' equity		
Common stock	5,105	5,105
Capital surplus	3,826	3,842
Retained earnings	51,319	56,753
Treasury stock	(1,546)	(1,508)
Total shareholders' equity	58,704	64,191
Accumulated other comprehensive income		
Unrealized gain on available-for-sale securities	2,991	4,563
Deferred gain or loss on derivatives under hedge accounting	(217)	876
Foreign currency translation adjustments	1,800	3,266
Remeasurements of defined benefit plans	220	420
Total accumulated other comprehensive income	4,795	9,126
Stock acquisition rights	96	78
Non-controlling interests	62	44
Total net assets	63,658	73,441
Total liabilities and net assets	152,535	193,795

(2) Consolidated Statements of Income and Comprehensive Income

Consolidated Statements of Income

(Million yen)

	For the fiscal year ended March 31, 2023	For the fiscal year ended March 31, 2024
Net sales	153,674	187,790
Cost of sales	127,003	155,910
Gross profit	26,671	31,879
Selling, general and administrative expenses		
Remuneration, salaries and allowances for directors (and other officers)	7,808	8,536
Bonuses	1,867	2,167
Provision for bonuses	817	1,071
Provision for bonuses for directors (and other officers)	182	181
Provision for retirement benefits for directors (and other officers)	5	8
Retirement benefit expenses	378	375
Welfare expenses	1,594	1,822
Travel expenses	923	1,304
Communication expenses	184	194
Rent expenses	1,429	1,553
Entertainment expenses	261	323
Business taxes and establishment taxes	228	261
Depreciation	818	942
Automobile expenses	329	364
Amortization of goodwill	—	56
Other	3,124	3,625
Total selling, general and administrative expenses	19,953	22,789
Operating income	6,717	9,090
Non-operating income		
Interest received	126	165
Dividend income	280	456
Purchase discounts	199	180
Share of profit of entities accounted for using equity method	31	25
Gain on investments in silent partnerships	—	83
Subsidy income	202	180
Penalty income	133	—
Other	100	142
Total non-operating income	1,074	1,234
Non-operating expenses		
Interest expenses	45	59
Commission expenses	97	104
Commitment fees	14	29
Loss on investments in silent partnerships	2	—
Foreign exchange losses	463	1,020
Other	60	107
Total non-operating expenses	683	1,320
Ordinary income	7,108	9,004

(Million yen)

	For the fiscal year ended March 31, 2023	For the fiscal year ended March 31, 2024
Extraordinary profit		
Gain on sale of investment securities	1,948	1,150
Insurance claim income	—	996
Gain on sale of businesses	—	130
Total extraordinary profit	1,948	2,277
Extraordinary loss		
Loss on sale of investment securities	1	1
Loss on valuation of investment securities	15	103
Loss on disaster	—	683
Other	—	3
Total extraordinary loss	16	792
Income before income taxes	9,040	10,489
Income taxes	2,814	3,370
Deferred taxes	(47)	(321)
Total income taxes	2,767	3,048
Profit	6,273	7,440
Loss attributable to non-controlling interests	(43)	(21)
Profit attributable to owners of parent	6,316	7,461

Consolidated Statements of Comprehensive Income

(Million yen)

	For the fiscal year ended March 31, 2023	For the fiscal year ended March 31, 2024
Profit	6,273	7,440
Other comprehensive income		
Unrealized gain or loss on available-for-sale securities	253	1,572
Deferred gain or loss on derivatives under hedge accounting	197	1,093
Foreign currency translation adjustments	540	1,471
Remeasurements of defined benefit plans	(27)	199
Total other comprehensive income	964	4,336
Comprehensive income	7,237	11,777
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	7,265	11,793
Comprehensive income attributable to non-controlling interests	(28)	(15)

(3) Consolidated Statements of Changes in Equity

Fiscal year ended March 31, 2023 (from April 1, 2022 to March 31, 2023)

(Million yen)

	Shareholders' equity				
	Common stock	Capital surplus	Retained earnings	Treasury stock	Total shareholders' equity
Balance at beginning of period	5,105	3,812	46,683	(858)	54,742
Changes during period					
Dividends of surplus			(1,596)		(1,596)
Profit attributable to owners of parent			6,316		6,316
Purchase of treasury stock				(720)	(720)
Disposal of treasury stock		14		31	46
Change in scope of consolidation			(83)		(83)
Change in ownership interest of parent due to transactions with non-controlling interests					—
Net changes in items other than shareholders' equity					
Total changes during period	—	14	4,636	(688)	3,962
Balance at end of period	5,105	3,826	51,319	(1,546)	58,704

	Accumulated other comprehensive income					Stock acquisition rights	Non-controlling interests	Total net assets
	Unrealized gain on available-for-sale securities	Deferred gain or loss on derivatives under hedge accounting	Foreign currency translation adjustments	Remeasurements of defined benefit plans	Total accumulated other comprehensive income			
Balance at beginning of period	2,737	(414)	1,274	248	3,845	96	38	58,722
Changes during period								
Dividends of surplus								(1,596)
Profit attributable to owners of parent								6,316
Purchase of treasury stock								(720)
Disposal of treasury stock								46
Change in scope of consolidation								(83)
Change in ownership interest of parent due to transactions with non-controlling interests								—
Net changes in items other than shareholders' equity	253	197	525	(27)	949	—	23	972
Total changes during period	253	197	525	(27)	949	—	23	4,935
Balance at end of period	2,991	(217)	1,800	220	4,795	96	62	63,658

Fiscal year ended March 31, 2024 (from April 1, 2023 to March 31, 2024)

(Million yen)

	Shareholders' equity				
	Common stock	Capital surplus	Retained earnings	Treasury stock	Total shareholders' equity
Balance at beginning of period	5,105	3,826	51,319	(1,546)	58,704
Changes during period					
Dividends of surplus			(2,028)		(2,028)
Profit attributable to owners of parent			7,461		7,461
Purchase of treasury stock				(4)	(4)
Disposal of treasury stock		14		42	56
Change in scope of consolidation					—
Change in ownership interest of parent due to transactions with non-controlling interests		1			1
Net changes in items other than shareholders' equity					
Total changes during period	—	15	5,433	37	5,486
Balance at end of period	5,105	3,842	56,753	(1,508)	64,191

	Accumulated other comprehensive income					Stock acquisition rights	Non-controlling interests	Total net assets
	Unrealized gain on available-for-sale securities	Deferred gain or loss on derivatives under hedge accounting	Foreign currency translation adjustments	Remeasurements of defined benefit plans	Total accumulated other comprehensive income			
Balance at beginning of period	2,991	(217)	1,800	220	4,795	96	62	63,658
Changes during period								
Dividends of surplus								(2,028)
Profit attributable to owners of parent								7,461
Purchase of treasury stock								(4)
Disposal of treasury stock								56
Change in scope of consolidation								—
Change in ownership interest of parent due to transactions with non-controlling interests								1
Net changes in items other than shareholders' equity	1,572	1,093	1,465	199	4,331	(17)	(17)	4,296
Total changes during period	1,572	1,093	1,465	199	4,331	(17)	(17)	9,783
Balance at end of period	4,563	876	3,266	420	9,126	78	44	73,441

(4) Consolidated Statements of Cash Flows

(Million yen)

	For the fiscal year ended March 31, 2023	For the fiscal year ended March 31, 2024
Cash flows from operating activities		
Income before income taxes	9,040	10,489
Depreciation and amortization	1,033	1,134
Share-based payment expenses	47	39
Amortization of goodwill	—	56
Increase (decrease) in allowance for doubtful accounts	29	(6)
Increase (decrease) in provision for bonuses	38	258
Increase (decrease) in provision for bonuses for directors (and other officers)	32	(3)
Increase (decrease) in provision for loss on orders received	202	217
Increase (decrease) in provision for product warranties	(126)	260
Increase (decrease) in provision for retirement benefits for directors (and other officers)	4	8
Decrease (increase) in retirement benefit asset	61	(326)
Increase (decrease) in retirement benefit liability	28	88
Interest and dividend income	(406)	(622)
Interest expenses	45	59
Foreign exchange losses (gains)	3	80
Share of loss (profit) of entities accounted for using equity method	(31)	(25)
Loss (gain) on sale of businesses	—	(130)
Loss (gain) on sale and retirement of fixed assets	8	28
Loss (gain) on sale of investment securities	(1,947)	(1,148)
Loss on valuation of investment securities	15	103
Loss (gain) on investments in silent partnerships	2	(83)
Decrease (increase) in notes and accounts receivable - trade, and contract assets	(99)	(15,461)
Decrease (increase) in advance payments to suppliers	(9,014)	(23,320)
Decrease (increase) in inventories	(2,028)	525
Decrease (increase) in other current assets	(2,006)	2,845
Increase (decrease) in notes and accounts payable-trade	4,694	4,966
Increase (decrease) in advances from customers	10,058	20,607
Increase (decrease) in other current liabilities	1,738	(268)
Purchase of assets for lease	—	(131)
Other, net	(230)	377
Subtotal	11,193	619
Interest and dividends received	394	644
Interest paid	(45)	(59)
Income-taxes paid	(2,601)	(2,909)
Net cash (used in) provided by operating activities	8,940	(1,705)

(Million yen)

	For the fiscal year ended March 31, 2023	For the fiscal year ended March 31, 2024
Cash flows from investing activities		
Net decrease (increase) in time deposits	(458)	537
Purchase of property, plant and equipment	(498)	(648)
Proceeds from sale of property, plant and equipment	53	1
Purchase of intangible assets	(338)	(94)
Purchase of investment securities	(227)	(221)
Proceeds from sale of investment securities	2,239	1,254
Payments for investments in capital	(79)	(247)
Purchase of shares of subsidiaries resulting in change in scope of consolidation	—	(1,077)
Loan advances	(2)	(0)
Proceeds from collection of loans receivable	0	6
Payments of guarantee deposits	(41)	(190)
Other, net	12	202
Net cash (used in) provided by investing activities	660	(478)
Cash flows from financing activities		
Net increase (decrease) in short-term bank loans	(1,907)	1,538
Repayments of long-term borrowings	(120)	(120)
Repayments of finance lease liabilities	(211)	(251)
Purchase of treasury stock	(720)	(4)
Dividends paid	(1,595)	(2,023)
Other, net	(14)	0
Net cash (used in) provided by financing activities	(4,569)	(860)
Foreign currency translation adjustments on cash and cash equivalents	301	952
Net increase (decrease) in cash and cash equivalents	5,333	(2,091)
Cash and cash equivalents at beginning of year	26,782	32,309
Increase in cash and cash equivalents resulting from inclusion of subsidiaries in consolidation	193	—
Cash and cash equivalents at end of period	32,309	30,217

4. Non-Consolidated Financial Statements and Primary Notes

(1) Non-Consolidated Balance Sheet

(Million yen)

	As of March 31, 2023	As of March 31, 2024
Assets		
Current assets		
Cash and deposits	15,784	13,730
Notes receivable - trade	549	778
Electronically recorded monetary claims	6,938	7,548
Accounts receivable - trade	31,519	45,913
Securities	9	—
Merchandise and finished goods	15,962	15,233
Advance payments to suppliers	20,822	43,368
Prepaid expenses	303	311
Short-term loans receivable	235	1,060
Accounts receivable - other	4,372	2,815
Other	1,192	1,263
Allowance for doubtful accounts	(17)	(9)
Total current assets	97,676	132,014
Fixed assets		
Tangible fixed assets		
Buildings	1,391	1,690
Accumulated depreciation	(926)	(911)
Buildings, net	464	779
Machinery, equipment and vehicles	68	69
Accumulated depreciation	(44)	(51)
Machinery, equipment and vehicles, net	24	18
Tools, furniture and fixtures	893	876
Accumulated depreciation	(622)	(564)
Tools, furniture and fixtures, net	271	312
Land	527	527
ESCO business assets	132	132
Accumulated depreciation	(119)	(122)
ESCO business assets, net	13	9
Solar photovoltaics business assets	768	770
Accumulated depreciation	(366)	(405)
Solar photovoltaics business assets, net	401	365
Assets leased to others	782	691
Accumulated depreciation	(505)	(478)
Assets leased to others, net	277	212
Construction in progress	20	9
Total tangible fixed assets	2,001	2,234

(Million yen)

	As of March 31, 2023	As of March 31, 2024
Intangible fixed assets		
Software	1,291	998
Other	23	10
Total intangible fixed assets	1,314	1,009
Investment and other assets		
Investment securities	8,076	11,096
Shares of subsidiaries and associates	4,896	6,040
Long-term loans receivable from employees	5	6
Bad debts	27	27
Long-term prepaid expenses	0	0
Guarantee deposits	570	756
Prepaid pension costs	702	722
Other	194	189
Allowance for doubtful accounts	(158)	(152)
Total investment and other assets	14,315	18,687
Total fixed assets	17,631	21,932
Total assets	115,307	153,947
Liabilities		
Current liabilities		
Accounts payable - trade	31,000	38,235
Short-term bank loans	3,100	6,400
Current portion of long-term loans	120	120
Accrued expenses	681	1,263
Accounts payable- other	3,466	3,113
Income taxes payable	1,086	1,367
Advances received	28,954	47,792
Deposits received	172	252
Provision for bonuses	700	940
Provision for bonuses for directors (and other officers)	143	139
Provision for loss on orders received	269	486
Provision for product warranties	84	349
Other	369	50
Total current liabilities	70,147	100,511
Long-term liabilities		
Long-term borrowings	240	120
Deferred tax liabilities	684	1,704
Other	160	343
Total long-term liabilities	1,085	2,168
Total liabilities	71,232	102,680

(Million yen)

	As of March 31, 2023	As of March 31, 2024
Net assets		
Shareholders' equity		
Common stock	5,105	5,105
Capital surplus		
Legal capital surplus	3,786	3,786
Other capital surplus	40	54
Total capital surplus	3,826	3,840
Retained earnings		
Legal retained earnings	970	970
Other retained earnings		
Reserve for tax purpose reduction entry of buildings	22	21
General reserve	4,442	4,442
Retained earnings brought forward	28,386	32,883
Total retained earnings	33,821	38,317
Treasury stock	(1,546)	(1,508)
Total shareholders' equity	41,206	45,754
Valuation and translation adjustments		
Unrealized gain on available-for-sale securities	2,986	4,554
Deferred gain or loss on derivatives under hedge accounting	(214)	878
Total valuation and translation adjustments	2,772	5,433
Stock acquisition rights	96	78
Total net assets	44,074	51,266
Total liabilities and net assets	115,307	153,947

(2) Non-Consolidated Statements of Income

(Million yen)

	For the fiscal year ended March 31, 2023	For the fiscal year ended March 31, 2024
Net sales	122,212	150,783
Cost of sales		
Beginning merchandise inventory	15,125	15,962
Cost of purchased goods	107,971	130,906
Total	123,096	146,869
Ending merchandise inventory	15,962	15,233
Cost of goods sold	107,133	131,635
Total cost of sales	107,133	131,635
Gross profit	15,078	19,147
Selling, general and administrative expenses		
Remuneration for directors (and other officers)	284	291
Salaries	3,538	3,999
Bonuses	1,373	1,688
Provision for bonuses	700	940
Provision for bonuses for directors (and other officers)	143	139
Retirement benefit expenses	299	280
Welfare expenses	1,125	1,280
Travel expenses	551	771
Communication expenses	91	95
Office supplies expenses	7	9
Book and printing expenses	35	32
Rent expenses	936	1,030
Entertainment expenses	179	228
Advertising expenses	177	265
Insurance expenses	43	49
Taxes and dues	23	18
Business taxes and establishment taxes	205	235
Depreciation	429	517
Utilities expenses	18	17
Investigation expenses	25	27
Automobile expenses	132	154
Provision of allowance for doubtful accounts	20	55
Miscellaneous expenses	1,329	1,585
Total selling, general and administrative expenses	11,672	13,713
Operating income	3,406	5,433

(Million yen)

	For the fiscal year ended March 31, 2023	For the fiscal year ended March 31, 2024
Non-operating income		
Interest received	8	15
Interest on securities	0	0
Dividend income	1,698	1,701
Purchase discounts	199	180
Commission income	30	39
Gain on investments in silent partnerships	—	83
Reversal of allowance for doubtful accounts	—	14
Other	97	29
Total non-operating income	2,034	2,063
Non-operating expenses		
Loss on retirement of non-current assets	10	29
Interest expenses	14	11
Commission expenses	67	70
Commitment fees	14	29
Loss on investments in silent partnerships	2	—
Foreign exchange losses	59	34
Other	27	28
Total non-operating expenses	196	205
Ordinary income	5,244	7,292
Extraordinary profit		
Gain on sale of investment securities	1,948	1,150
Insurance claim income	—	996
Gain on sale of businesses	—	130
Total extraordinary profit	1,948	2,277
Extraordinary loss		
Loss on sale of investment securities	1	1
Loss on valuation of investment securities	15	103
Loss on valuation of shares of subsidiaries and associates	141	34
Loss on disaster	—	683
Other	—	3
Total extraordinary loss	157	826
Income before income taxes	7,035	8,742
Income taxes	1,962	2,373
Deferred taxes	43	(154)
Total income taxes	2,005	2,218
Profit	5,029	6,524

(3) Non-Consolidated Statements of Changes in Equity

Fiscal year ended March 31, 2023 (from April 1, 2022 to March 31, 2023)

(Million yen)

	Shareholders' equity			
	Common stock	Capital surplus		
		Legal capital surplus	Other capital surplus	Total capital surplus
Balance at beginning of period	5,105	3,786	26	3,812
Changes during period				
Dividends of surplus				
Reversal of reserve for tax purpose reduction entry of buildings				
Profit				
Purchase of treasury stock				
Disposal of treasury stock			14	14
Net changes in items other than shareholders' equity				
Total changes during period	—	—	14	14
Balance at end of period	5,105	3,786	40	3,826

	Shareholders' equity					
	Retained earnings					Treasury stock
	Legal retained earnings	Other retained earnings			Total retained earnings	
		Reserve for tax purpose reduction entry of buildings	General reserve	Retained earnings brought forward		
Balance at beginning of period	970	23	4,442	24,952	30,388	(858)
Changes during period						
Dividends of surplus				(1,596)	(1,596)	
Reversal of reserve for tax purpose reduction entry of buildings		(1)		1		
Profit				5,029	5,029	
Purchase of treasury stock						(720)
Disposal of treasury stock						31
Net changes in items other than shareholders' equity						
Total changes during period	—	(1)	—	3,434	3,433	(688)
Balance at end of period	970	22	4,442	28,386	33,821	(1,546)

	Shareholders' equity	Valuation and translation adjustments			Stock acquisition rights	Total net assets
	Total shareholders' equity	Unrealized gain on available-for-sale securities	Deferred gain or loss on derivatives under hedge accounting	Total valuation and translation adjustments		
Balance at beginning of period	38,447	2,740	(417)	2,323	96	40,866
Changes during period						
Dividends of surplus	(1,596)					(1,596)
Reversal of reserve for tax purpose reduction entry of buildings	—					—
Profit	5,029					5,029
Purchase of treasury stock	(720)					(720)
Disposal of treasury stock	46					46
Net changes in items other than shareholders' equity		245	202	448	—	448
Total changes during period	2,759	245	202	448	—	3,208
Balance at end of period	41,206	2,986	(214)	2,772	96	44,074

Fiscal year ended March 31, 2024 (from April 1, 2023 to March 31, 2024)

(Million yen)

	Shareholders' equity			
	Common stock	Capital surplus		
		Legal capital surplus	Other capital surplus	Total capital surplus
Balance at beginning of period	5,105	3,786	40	3,826
Changes during period				
Dividends of surplus				
Reversal of reserve for tax purpose reduction entry of buildings				
Profit				
Purchase of treasury stock				
Disposal of treasury stock			14	14
Net changes in items other than shareholders' equity				
Total changes during period	—	—	14	14
Balance at end of period	5,105	3,786	54	3,840

	Shareholders' equity					
	Retained earnings					Treasury stock
	Legal retained earnings	Other retained earnings			Total retained earnings	
		Reserve for tax purpose reduction entry of buildings	General reserve	Retained earnings brought forward		
Balance at beginning of period	970	22	4,442	28,386	33,821	(1,546)
Changes during period						
Dividends of surplus				(2,028)	(2,028)	
Reversal of reserve for tax purpose reduction entry of buildings		(1)		1		
Profit				6,524	6,524	
Purchase of treasury stock						(4)
Disposal of treasury stock						42
Net changes in items other than shareholders' equity						
Total changes during period	—	(1)	—	4,497	4,496	37
Balance at end of period	970	21	4,442	32,883	38,317	(1,508)

	Shareholders' equity	Valuation and translation adjustments			Stock acquisition rights	Total net assets
	Total shareholders' equity	Unrealized gain on available-for-sale securities	Deferred gain or loss on derivatives under hedge accounting	Total valuation and translation adjustments		
Balance at beginning of period	41,206	2,986	(214)	2,772	96	44,074
Changes during period						
Dividends of surplus	(2,028)					(2,028)
Reversal of reserve for tax purpose reduction entry of buildings	—					—
Profit	6,524					6,524
Purchase of treasury stock	(4)					(4)
Disposal of treasury stock	56					56
Net changes in items other than shareholders' equity		1,568	1,093	2,661	(17)	2,643
Total changes during period	4,548	1,568	1,093	2,661	(17)	7,192
Balance at end of period	45,754	4,554	878	5,433	78	51,266