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MEMBERSHIP

May 14, 2024

Summary of Consolidated Financial Results for the Year Ended March 31, 2024 (Based on Japanese GAAP)

Company name: GOLDWIN INC.
 Stock exchange listing: Tokyo
 Securities code: 8111
 URL: <https://corp.goldwin.co.jp/eng/>
 Representative: Takao Watanabe, President and Representative Director
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Scheduled date of annual general meeting of shareholders: June 26, 2024
 Scheduled date to commence dividend payments: June 11, 2024
 Scheduled date to file Securities Report: June 26, 2024
 Preparation of supplementary material on financial results: Yes
 Holding of financial results meeting: Yes (for institutional investors and analysts)

(Amounts less than one million yen are rounded down)

1. Consolidated financial results for the year ended March 31, 2024 (from April 1, 2023 to March 31, 2024)

(1) Consolidated operating results

(Percentages indicate year-on-year changes)

| Year ended | Net sales | | Operating profit | | Ordinary profit | | Profit attributable to owners of parent | |
|----------------|-----------------|------|------------------|------|-----------------|------|---|------|
| | Millions of yen | % | Millions of yen | % | Millions of yen | % | Millions of yen | % |
| March 31, 2024 | 126,907 | 10.3 | 23,847 | 8.9 | 32,601 | 16.1 | 24,281 | 15.7 |
| March 31, 2023 | 115,052 | 17.1 | 21,904 | 32.7 | 28,083 | 38.4 | 20,977 | 46.2 |

Note: Comprehensive income Year ended March 31, 2024: ¥27,493 million [21.5%]
 Year ended March 31, 2023: ¥22,621 million [47.2%]

| Year ended | Earnings per share | Diluted earnings per share | Profit attributable to owners of parent/equity | Ordinary profit/total assets | Operating profit/net sales |
|----------------|--------------------|----------------------------|--|------------------------------|----------------------------|
| | Yen | Yen | % | % | % |
| March 31, 2024 | 539.09 | — | 27.0 | 25.1 | 18.8 |
| March 31, 2023 | 465.69 | — | 29.3 | 25.8 | 19.0 |

Reference: Share of profit (loss) of entities accounted for using equity method
 Year ended March 31, 2024: ¥8,477 million
 Year ended March 31, 2023: ¥5,891 million

(2) Consolidated financial position

| | Total assets | Net assets | Equity ratio | Net assets per share |
|----------------|-----------------|-----------------|--------------|----------------------|
| As of | Millions of yen | Millions of yen | % | Yen |
| March 31, 2024 | 140,977 | 100,170 | 70.9 | 2,226.70 |
| March 31, 2023 | 118,517 | 80,056 | 67.4 | 1,774.20 |

Reference: Equity

As of March 31, 2024

¥100,007 million

As of March 31, 2023

¥79,914 million

(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 |
|----------------|--------------------------------------|--------------------------------------|--------------------------------------|--|
| Year ended | Millions of yen | Millions of yen | Millions of yen | Millions of yen |
| March 31, 2024 | 18,551 | (1,488) | (9,367) | 42,011 |
| March 31, 2023 | 20,222 | (3,381) | (7,725) | 34,207 |

2. Cash dividends

| | Annual dividends per share | | | | | Total cash dividends (Total) | Dividend payout ratio (Consolidated) | Ratio of dividends to net assets (Consolidated) |
|---------------------------------------|----------------------------|-----------------|-----------------|-----------------|--------|------------------------------|--------------------------------------|---|
| | 1st quarter-end | 2nd quarter-end | 3rd quarter-end | Fiscal year-end | Total | | | |
| | Yen | Yen | Yen | Yen | Yen | Millions of yen | % | % |
| Year ended March 31, 2023 | – | 25.00 | – | 85.00 | 110.00 | 5,116 | 23.6 | 6.4 |
| Year ended March 31, 2024 | – | 30.00 | – | 132.00 | 162.00 | 7,563 | 30.1 | 7.6 |
| Year ending March 31, 2025 (Forecast) | – | 40.00 | – | 123.00 | 163.00 | | 35.0 | |

Note: The year-end dividend of ¥132 for the year ended March 31, 2024 includes a commemorative dividend of ¥10 associated with the Company's head office relocation.

3. Forecast of consolidated financial results for the year ending March 31, 2025 (from April 1, 2024 to March 31, 2025)

(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 |
| Six months ending September 30, 2024 | 52,800 | 3.3 | 2,300 | (62.1) | 5,600 | (39.0) | 4,900 | (33.1) | 108.79 |
| Full year | 133,200 | 5.0 | 18,100 | (24.1) | 25,900 | (20.6) | 21,000 | (13.5) | 466.24 |

*** Notes**

- (1) Changes in significant subsidiaries during the year ended March 31, 2024 (changes in specified subsidiaries resulting in the change in scope of consolidation): No
- (2) Changes in accounting policies, changes in accounting estimates, and restatement of prior period financial statements
- (i) Changes in accounting policies due to revisions to accounting standards and other regulations: No
- (ii) Changes in accounting policies due to other reasons: No
- (iii) Changes in accounting estimates: No
- (iv) Restatement of prior period financial statements: No
- (3) Number of issued shares (common shares)

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

| | |
|----------------------|-------------------|
| As of March 31, 2024 | 47,448,172 shares |
| As of March 31, 2023 | 47,448,172 shares |

- (ii) Number of treasury shares at the end of the period

| | |
|----------------------|------------------|
| As of March 31, 2024 | 2,535,290 shares |
| As of March 31, 2023 | 2,405,807 shares |

- (iii) Average number of shares during the period

| | |
|---------------------------|-------------------|
| Year ended March 31, 2024 | 45,041,033 shares |
| Year ended March 31, 2023 | 45,046,839 shares |

[Reference] Overview of non-consolidated financial results

1. Non-consolidated financial results for the year ended March 31, 2024 (from April 1, 2023 to March 31, 2024)

(1) Non-consolidated operating results

(Percentages indicate year-on-year changes)

| Year ended | Net sales | | Operating profit | | Ordinary profit | | Profit | |
|----------------|-----------------|------|------------------|------|-----------------|------|-----------------|------|
| | Millions of yen | % | Millions of yen | % | Millions of yen | % | Millions of yen | % |
| March 31, 2024 | 114,991 | 9.9 | 20,895 | 7.4 | 27,739 | 12.3 | 20,525 | 11.2 |
| March 31, 2023 | 104,639 | 21.9 | 19,448 | 38.6 | 24,707 | 41.3 | 18,454 | 54.4 |

| Year ended | Earnings per share | Diluted earnings per share |
|----------------|--------------------|----------------------------|
| | Yen | Yen |
| March 31, 2024 | 455.70 | — |
| March 31, 2023 | 409.68 | — |

(2) Non-consolidated financial position

| | Total assets | Net assets | Equity ratio | Net assets per share |
|----------------|-----------------|-----------------|--------------|----------------------|
| As of | Millions of yen | Millions of yen | % | Yen |
| March 31, 2024 | 106,766 | 69,085 | 64.7 | 1,538.22 |
| March 31, 2023 | 90,579 | 54,788 | 60.5 | 1,216.37 |

Reference: Equity

As of March 31, 2024: ¥69,085 million

As of March 31, 2023: ¥54,788 million

2. Forecast of non-consolidated financial results for the year ending March 31, 2025 (from April 1, 2024 to March 31, 2025)

(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 |
| Six months ending September 30, 2024 | 48,500 | 4.9 | 1,700 | (65.9) | 3,300 | (59.8) | 2,700 | (60.4) | 59.95 |
| Full year | 121,900 | 6.0 | 16,100 | (23.0) | 20,700 | (25.4) | 15,500 | (24.5) | 344.13 |

* Financial results reports are exempt from audit conducted by certified public accountants or an audit corporation.

* Proper use of financial forecasts, and other special matters

Descriptions of the above financial forecasts and other data are based on information currently available to the Company and certain assumptions that we consider to be reasonable. Actual financial results may differ significantly from the forecasts for various reasons.

Consolidated Financial Statements

(1) Consolidated balance sheet

(Millions of yen)

| | As of March 31, 2023 | As of March 31, 2024 |
|---|----------------------|----------------------|
| Assets | | |
| Current assets | | |
| Cash and deposits | 35,654 | 43,479 |
| Notes receivable - trade | 524 | 73 |
| Electronically recorded monetary claims - operating | 4,302 | 6,571 |
| Accounts receivable - trade | 11,474 | 13,812 |
| Merchandise and finished goods | 13,550 | 16,887 |
| Work in process | 352 | 380 |
| Raw materials and supplies | 725 | 949 |
| Other | 2,610 | 1,685 |
| Allowance for doubtful accounts | (11) | (7) |
| Total current assets | 69,184 | 83,832 |
| Non-current assets | | |
| Property, plant and equipment | | |
| Buildings and structures, net | 2,160 | 1,995 |
| Machinery, equipment and vehicles, net | 281 | 221 |
| Land | 4,691 | 4,691 |
| Leased assets, net | 1,281 | 1,457 |
| Other, net | 429 | 1,602 |
| Total property, plant and equipment | 8,844 | 9,969 |
| Intangible assets | | |
| Software | 877 | 720 |
| Trademark right | 1,205 | 921 |
| Software in progress | 1,135 | 1,428 |
| Other | 72 | 60 |
| Total intangible assets | 3,290 | 3,131 |
| Investments and other assets | | |
| Investment securities | 28,895 | 34,181 |
| Long-term loans receivable | 45 | 45 |
| Retirement benefit asset | 1,470 | 2,717 |
| Guarantee deposits | 2,849 | 2,730 |
| Distressed receivables | 19 | 19 |
| Deferred tax assets | 1,342 | 1,497 |
| Other | 2,712 | 2,990 |
| Allowance for doubtful accounts | (137) | (137) |
| Total investments and other assets | 37,197 | 44,044 |
| Total non-current assets | 49,332 | 57,144 |
| Total assets | 118,517 | 140,977 |

(Millions of yen)

| | As of March 31, 2023 | As of March 31, 2024 |
|---|----------------------|----------------------|
| Liabilities | | |
| Current liabilities | | |
| Notes and accounts payable - trade | 5,116 | 4,312 |
| Electronically recorded obligations - operating | 15,717 | 15,490 |
| Current portion of long-term borrowings | 940 | 940 |
| Lease liabilities | 494 | 485 |
| Accounts payable - other | 2,382 | 2,783 |
| Income taxes payable | 3,544 | 5,685 |
| Accrued consumption taxes | 1,697 | 316 |
| Accrued expenses | 1,473 | 1,769 |
| Contract liabilities | 727 | 908 |
| Provision for bonuses | 889 | 1,605 |
| Other | 1,098 | 1,569 |
| Total current liabilities | 34,082 | 35,866 |
| Non-current liabilities | | |
| Long-term borrowings | 1,645 | 432 |
| Lease liabilities | 922 | 997 |
| Retirement benefit liability | 229 | 185 |
| Asset retirement obligations | 57 | 58 |
| Provision for share awards | 1,074 | 2,748 |
| Other | 449 | 517 |
| Total non-current liabilities | 4,378 | 4,940 |
| Total liabilities | 38,461 | 40,807 |
| Net assets | | |
| Shareholders' equity | | |
| Share capital | 7,079 | 7,079 |
| Capital surplus | 297 | 1,548 |
| Retained earnings | 78,129 | 97,061 |
| Treasury shares | (7,127) | (10,362) |
| Total shareholders' equity | 78,379 | 95,326 |
| Accumulated other comprehensive income | | |
| Valuation difference on available-for-sale securities | 728 | 1,812 |
| Deferred gains or losses on hedges | 55 | 40 |
| Foreign currency translation adjustment | 1,855 | 2,927 |
| Remeasurements of defined benefit plans | (1,105) | (100) |
| Total accumulated other comprehensive income | 1,534 | 4,680 |
| Non-controlling interests | 141 | 162 |
| Total net assets | 80,056 | 100,170 |
| Total liabilities and net assets | 118,517 | 140,977 |

(2) Consolidated statement of income and consolidated statement of comprehensive income
(Consolidated statement of income)

(Millions of yen)

| | Fiscal year ended March 31, 2023 | Fiscal year ended March 31, 2024 |
|---|-------------------------------------|-------------------------------------|
| Net sales | 115,052 | 126,907 |
| Cost of sales | 55,016 | 59,734 |
| Gross profit | 60,035 | 67,173 |
| Selling, general and administrative expenses | 38,130 | 43,326 |
| Operating profit | 21,904 | 23,847 |
| Non-operating income | | |
| Interest income | 28 | 36 |
| Dividend income | 68 | 86 |
| Share of profit of entities accounted for using equity method | 5,891 | 8,477 |
| Other | 340 | 254 |
| Total non-operating income | 6,328 | 8,855 |
| Non-operating expenses | | |
| Interest expenses | 42 | 36 |
| Loss on sale of notes receivable - trade | 4 | - |
| Loss on cancellation of insurance policies | 10 | 6 |
| Commitment fees | 16 | 16 |
| Other | 76 | 41 |
| Total non-operating expenses | 150 | 101 |
| Ordinary profit | 28,083 | 32,601 |
| Extraordinary income | | |
| Gain on sale of investment securities | 18 | 491 |
| Gain on liquidation of subsidiaries | 80 | - |
| Income from subsidiaries | 45 | - |
| Total extraordinary income | 144 | 491 |
| Extraordinary losses | | |
| Loss on disposal of non-current assets | 95 | 38 |
| Impairment losses | 21 | 31 |
| Loss on store closings | 38 | 1 |
| Loss on valuation of investment securities | 94 | 123 |
| Extra retirement payments | 21 | 216 |
| Loss on tax purpose reduction entry of non-current assets | 45 | - |
| Loss on withdrawal from business | - | 70 |
| Other | 17 | 57 |
| Total extraordinary losses | 334 | 540 |
| Profit before income taxes | 27,892 | 32,552 |
| Income taxes - current | 6,528 | 9,027 |
| Income taxes - deferred | 332 | (823) |
| Total income taxes | 6,861 | 8,204 |
| Profit | 21,030 | 24,347 |
| Profit attributable to non-controlling interests | 52 | 66 |
| Profit attributable to owners of parent | 20,977 | 24,281 |

(Consolidated statement of comprehensive income)

(Millions of yen)

| | Fiscal year ended March 31, 2023 | Fiscal year ended March 31, 2024 |
|--|-------------------------------------|-------------------------------------|
| Profit | 21,030 | 24,347 |
| Other comprehensive income | | |
| Valuation difference on available-for-sale securities | 248 | 1,083 |
| Deferred gains or losses on hedges | (36) | 38 |
| Foreign currency translation adjustment | 109 | 103 |
| Remeasurements of defined benefit plans, net of tax | (268) | 1,004 |
| Share of other comprehensive income of entities accounted for using equity method | 1,537 | 915 |
| Total other comprehensive income | 1,590 | 3,145 |
| Comprehensive income | 22,621 | 27,493 |
| Comprehensive income attributable to: | | |
| Owners of parent | 22,568 | 27,427 |
| Non-controlling interests | 52 | 66 |

(3) Consolidated statement of changes in equity

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

(Millions of yen)

| | Shareholders' equity | | | | |
|--|----------------------|-----------------|-------------------|-----------------|----------------------------|
| | Share capital | Capital surplus | Retained earnings | Treasury shares | Total shareholders' equity |
| Balance at beginning of period | 7,079 | 276 | 61,356 | (5,377) | 63,335 |
| Changes during period | | | | | |
| Purchase of treasury shares | | | | (2,027) | (2,027) |
| Disposal of treasury shares | | 21 | | 277 | 298 |
| Dividends of surplus | | | (4,204) | | (4,204) |
| Profit attributable to owners of parent | | | 20,977 | | 20,977 |
| Net changes in items other than shareholders' equity | | | | | |
| Total changes during period | – | 21 | 16,773 | (1,749) | 15,044 |
| Balance at end of period | 7,079 | 297 | 78,129 | (7,127) | 78,379 |

| | Accumulated other comprehensive income | | | | | Non-controlling interests | Total net assets |
|--|---|------------------------------------|---|---|--|---------------------------|------------------|
| | Valuation difference on available-for-sale securities | Deferred gains or losses on hedges | Foreign currency translation adjustment | Remeasurements of defined benefit plans | Total accumulated other comprehensive income | | |
| Balance at beginning of period | 480 | 98 | 196 | (830) | (56) | 132 | 63,411 |
| Changes during period | | | | | | | |
| Purchase of treasury shares | | | | | | | (2,027) |
| Disposal of treasury shares | | | | | | | 298 |
| Dividends of surplus | | | | | | | (4,204) |
| Profit attributable to owners of parent | | | | | | | 20,977 |
| Net changes in items other than shareholders' equity | 248 | (42) | 1,659 | (274) | 1,590 | 9 | 1,600 |
| Total changes during period | 248 | (42) | 1,659 | (274) | 1,590 | 9 | 16,644 |
| Balance at end of period | 728 | 55 | 1,855 | (1,105) | 1,534 | 141 | 80,056 |

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

(Millions of yen)

| | Shareholders' equity | | | | |
|---|----------------------|-----------------|-------------------|-----------------|----------------------------|
| | Share capital | Capital surplus | Retained earnings | Treasury shares | Total shareholders' equity |
| Balance at beginning of period | 7,079 | 297 | 78,129 | (7,127) | 78,379 |
| Changes during period | | | | | |
| Purchase of treasury shares | | | | (2,325) | (2,325) |
| Disposal of treasury shares | | 49 | | 291 | 340 |
| Acquisition of treasury stock by stock transfer trust | | | | (4,100) | (4,100) |
| Disposal of treasury stock to stock benefit trust | | 1,201 | | 2,899 | 4,100 |
| Dividends of surplus | | | (5,349) | | (5,349) |
| Profit attributable to owners of parent | | | 24,281 | | 24,281 |
| Net changes in items other than shareholders' equity | | | | | |
| Total changes during period | - | 1,250 | 18,931 | (3,235) | 16,947 |
| Balance at end of period | 7,079 | 1,548 | 97,061 | (10,362) | 95,326 |

| | Accumulated other comprehensive income | | | | | Non-controlling interests | Total net assets |
|---|---|------------------------------------|---|---|--|---------------------------|------------------|
| | Valuation difference on available-for-sale securities | Deferred gains or losses on hedges | Foreign currency translation adjustment | Remeasurements of defined benefit plans | Total accumulated other comprehensive income | | |
| Balance at beginning of period | 728 | 55 | 1,855 | (1,105) | 1,534 | 141 | 80,056 |
| Changes during period | | | | | | | |
| Purchase of treasury shares | | | | | | | (2,325) |
| Disposal of treasury shares | | | | | | | 340 |
| Acquisition of treasury stock by stock transfer trust | | | | | | | (4,100) |
| Disposal of treasury stock to stock benefit trust | | | | | | | 4,100 |
| Dividends of surplus | | | | | | | (5,349) |
| Profit attributable to owners of parent | | | | | | | 24,281 |
| Net changes in items other than shareholders' equity | 1,083 | (14) | 1,071 | 1,005 | 3,145 | 20 | 3,166 |
| Total changes during period | 1,083 | (14) | 1,071 | 1,005 | 3,145 | 20 | 20,114 |
| Balance at end of period | 1,812 | 40 | 2,927 | (100) | 4,680 | 162 | 100,170 |

(4) Consolidated statement of cash flows

(Millions of yen)

| | Fiscal year ended March 31, 2023 | Fiscal year ended March 31, 2024 |
|--|-------------------------------------|-------------------------------------|
| Cash flows from operating activities | | |
| Profit before income taxes | 27,892 | 32,552 |
| Depreciation | 1,762 | 2,046 |
| Share of loss (profit) of entities accounted for using equity method | (5,891) | (8,477) |
| Decrease (increase) in retirement benefit asset | 166 | (1,247) |
| Increase (decrease) in retirement benefit liability | 12 | (43) |
| Increase (decrease) in provision for share awards | 127 | 1,673 |
| Impairment losses | 21 | 31 |
| Increase (decrease) in allowance for doubtful accounts | (54) | (4) |
| Increase (decrease) in provision for bonuses | (758) | 715 |
| Interest and dividend income | (96) | (123) |
| Interest expenses | 42 | 36 |
| Loss (gain) on disposal of non-current assets | 95 | 17 |
| Decrease (increase) in trade receivables | (2,467) | (4,153) |
| Decrease (increase) in inventories | (1,196) | (3,578) |
| Increase (decrease) in trade payables | 3,701 | (1,043) |
| Increase (decrease) in accounts payable - other | 228 | 242 |
| Increase (decrease) in accrued consumption taxes | 269 | (1,313) |
| Decrease (increase) in prepaid expenses | (217) | 110 |
| Decrease (increase) in accounts receivable - other | (1,384) | 1,151 |
| Other, net | 704 | 1,964 |
| Subtotal | 22,958 | 20,557 |
| Interest and dividends received | 3,539 | 5,101 |
| Interest paid | (42) | (36) |
| Income taxes paid | (6,233) | (7,069) |
| Net cash provided by (used in) operating activities | 20,222 | 18,551 |
| Cash flows from investing activities | | |
| Payments into time deposits | (730) | (768) |
| Proceeds from withdrawal of time deposits | 718 | 799 |
| Purchase of non-current assets | (1,770) | (1,994) |
| Purchase of investment securities | (659) | (131) |
| Proceeds from sale of investment securities | 40 | 967 |
| Payment of reservation deposit based on lease agreement | (681) | (124) |
| Payments of guarantee deposits | (280) | (162) |
| Proceeds from refund of guarantee deposits | 135 | 81 |
| Other, net | (151) | (154) |
| Net cash provided by (used in) investing activities | (3,381) | (1,488) |

(Millions of yen)

| | Fiscal year ended March 31, 2023 | Fiscal year ended March 31, 2024 |
|---|-------------------------------------|-------------------------------------|
| Cash flows from financing activities | | |
| Proceeds from long-term borrowings | 50 | - |
| Repayments of long-term borrowings | (1,652) | (1,212) |
| Repayments of lease liabilities | (611) | (608) |
| Proceeds from sale of treasury shares | 170 | 172 |
| Purchase of treasury shares | (1,431) | (2,325) |
| Dividends paid | (4,204) | (5,349) |
| Other, net | (45) | (44) |
| Net cash provided by (used in) financing activities | (7,725) | (9,367) |
| Effect of exchange rate change on cash and cash equivalents | 55 | 108 |
| Net increase (decrease) in cash and cash equivalents | 9,170 | 7,803 |
| Cash and cash equivalents at beginning of period | 25,036 | 34,207 |
| Cash and cash equivalents at end of period | 34,207 | 42,011 |