

Summary of Selected Financial Data
Fiscal Year Ended March 31, 2024

Sohgo Security Services Co., Ltd.

1. Consolidated Financial Results

(1) Consolidated Statements of Income

	1Q Accounting Period			2Q Accounting Period			Interim Financial Results		
	FY2023	FY2024	Increase/ Decrease (%)	FY2023	FY2024	Increase/ Decrease (%)	FY2023	FY2024	Increase/ Decrease (%)
Net Sales (Billion yen)	114.0	121.5	6.7	122.0	124.7	2.2	236.0	246.3	4.4
Operating Income (Billion yen)	7.1	8.6	21.1	8.0	9.1	13.6	15.2	17.8	17.1
Ordinary Income (Billion yen)	7.8	9.1	16.7	8.6	10.2	17.8	16.5	19.4	17.3
Profit Attributable to Owners of Parent (Billion yen)	4.4	5.1	16.6	5.3	6.6	25.4	9.7	11.8	21.4
Net Income Per Share (Yen)	8.80	10.26	—	10.48	13.21	—	19.29	23.46	—

	3Q Accounting Period			4Q Accounting Period			Annual Financial Results		
	FY2023	FY2024	Increase/ Decrease (%)	FY2023	FY2024	Increase/ Decrease (%)	FY2023	FY2024	Increase/ Decrease (%)
Net Sales (Billion yen)	121.7	132.6	8.9	134.4	142.4	6.0	492.2	521.4	5.9
Operating Income (Billion yen)	9.4	9.1	(3.3)	12.3	12.0	(1.7)	36.9	39.0	5.6
Ordinary Income (Billion yen)	9.9	9.8	(1.0)	12.6	12.8	1.5	39.2	42.1	7.5
Profit Attributable to Owners of Parent (Billion yen)	6.0	6.5	9.4	8.1	8.8	8.8	23.9	27.3	14.1
Net Income Per Share (Yen)	11.90	13.16	—	16.13	17.75	—	47.32	54.34	—

(2) Consolidated Balance Sheets

	FY2022	FY2023	FY2024
Total Assets (Billion yen)	488.2	516.6	567.5
Net Assets (Billion yen)	327.5	343.8	386.5
Equity Ratio (%)	61.5	60.9	62.2
Net Assets Per Share (Yen)	592.97	622.10	704.97

(3) Consolidated Statements of Cash Flows

	FY2022	FY2023	FY2024
Net Cash provided by (used in) Operating Activities (Billion yen)	42.7	31.6	56.0
Net Cash provided by (used in) Investing Activities (Billion yen)	(14.0)	(24.8)	(16.9)
Net Cash provided by (used in) Financing Activities (Billion yen)	(18.1)	(19.3)	(21.5)
Cash and Cash Equivalents at End of Period(Billion yen)	63.6	51.5	69.1

(4) Dividend

	Dividends Per Share								Payout Ratio (%)		
	End of 1Q Yen	End of 2Q Yen	End of 3Q Yen	Year-end Yen	Annual Yen						
FY2023	—	—	43	00	—	—	43	00	86	00	36.4
FY2024	—	—	8	70	—	—	15	00	23	70	43.6
FY2025(Forecast)	—	—	12	40	—	—	12	40	24	80	45.0

(5) Forecasts for the Consolidated Financial Results for the Fiscal Year Ending March 31, 2025(April 1, 2024 - March 31, 2025)

	Interim			Annual		
	FY2024	FY2025 (Forecast)	Increase/ Decrease (%)	FY2024	FY2025 (Forecast)	Increase/ Decrease (%)
Net Sales (Billion yen)	246.3	262.1	6.4	521.4	550.0	5.5
Operating Income (Billion yen)	17.8	16.1	(9.7)	39.0	40.3	3.1
Ordinary Income (Billion yen)	19.4	17.6	(9.3)	42.1	43.1	2.2
Profit Attributable to Owners of Parent (Billion yen)	11.8	11.3	(4.7)	27.3	27.6	1.0
Net Income Per Share (Yen)	23.46	22.57	—	54.34	55.13	—

2. Major Items

(1) Sales by Business Segment

(Billion yen)

	FY2023	Share(%)	Increase/ Decrease (%)	FY2024	Share(%)	Increase/ Decrease (%)
Security Services						
Electric Security Services	175.9	35.7	(0.3)	186.9	35.9	6.3
Stationed Security Services	123.7	25.1	(4.0)	126.4	24.2	2.2
Transportation Security Services	66.7	13.6	(1.7)	69.2	13.3	3.8
Total	366.3	74.4	(1.8)	382.6	73.4	4.5
General Property Management and Fire Protection Services	72.9	14.8	7.1	78.3	15.0	7.4
Long-Term Care Services	47.4	9.6	14.0	50.9	9.8	7.3
Total for Reportable Segments	486.8	98.9	0.8	512.0	98.2	5.2
Other Services	5.3	1.1	(10.6)	9.3	1.8	74.2
Total	492.2	100.0	0.6	521.4	100.0	5.9

(2) Contracts by Business Segment

(Contract: Thousands)

	FY2022	FY2023	FY2024
Security Services			
Electric Security Services	1,009	1,029	1,076
Corporate Clients	548	556	576
Individual Clients	460	473	499
Stationed Security Services	4	4	5
Transportation Security Services	79	86	88
Total	1,093	1,120	1,170
General Property Management and Fire Protection Services	119	121	128
Long-Term Care Services	27	27	27
Total for Reportable Segments	1,239	1,269	1,326
Other Services	34	23	25
Total	1,274	1,293	1,351

<Comparison to the previous period>	FY2022 Increase/ Decrease	Increase/ Decrease (%)	FY2023 Increase/ Decrease	Increase/ Decrease (%)	FY2024 Increase/ Decrease	Increase/ Decrease (%)
Security Services						
Electric Security Services	19	1.9	20	2.0	46	4.5
Corporate Clients	8	1.5	7	1.4	20	3.7
Individual Clients	10	2.4	12	2.7	25	5.5
Stationed Security Services	0	4.9	0	1.6	0	14.1
Transportation Security Services	0	0.4	6	8.1	2	3.2
Total	19	1.8	26	2.5	49	4.4
General Property Management and Fire Protection Services	5	4.5	2	2.5	6	5.5
Long-Term Care Services	(0)	(1.4)	0	0.4	0	2.5
Total for Reportable Segments	24	2.0	29	2.4	57	4.5
Other Services	5	17.1	(10)	(31.5)	1	5.9
Total	29	2.4	18	1.5	58	4.5

(3) Consolidated / Non-consolidated Ratio (Ratio of when individual financial results counted as 1)

	(Times)		
	FY2022	FY2023	FY2024
Net Sales	1.91	1.98	2.03
Operating Income	2.17	2.19	2.09
Ordinary Income	1.45	1.30	1.27
Profit Attributable to Owners of Parent	1.18	0.98	1.03
Total Assets	1.49	1.47	1.55

(4) Trends in Personnel

	(Personnel)		
	FY2022	FY2023	FY2024
Domestic Employees	33,564	34,485	34,669
Overseas Employees	4,628	4,554	30,313

<Comparison to the previous period>	FY2022	Increase/Decrease (%)	FY2023	Increase/Decrease (%)	FY2024	Increase/Decrease (%)
	Increase/Decrease		Increase/Decrease		Increase/Decrease	
Domestic Employees	(251)	(0.7)	921	2.7	184	0.5
Overseas Employees	(1)	(0.0)	(74)	(1.6)	25,759	565.6

(5) Capital Expenditure / Depreciation / Research and Development Expenditure

	(Billion yen)						
	FY2022	Increase/Decrease (%)	FY2023	Increase/Decrease (%)	FY2024	Increase/Decrease (%)	FY2025 (Forecast)
Capital Expenditure	16.2	19.3	16.4	1.0	15.8	(3.3)	18.8
Depreciation	16.8	6.5	17.9	6.3	18.7	4.5	19.9
Research and Development Expenditure	0.5	(1.8)	0.6	6.7	0.5	(10.7)	0.6

3. Consolidated Financial Statements

(1) Consolidated Statements of Income (YoY/ Comparison to the Plan)

(Billion yen)

	FY2023		FY2024		YoY		FY2024(Plan)		Comparison to the Plan	
	Amount	Share(%)	Amount	Share(%)	Amount	Increase/ Decrease (%)	Amount	Share(%)	Amount	Achievement Ratio
Net Sales	492.2	100.0	521.4	100.0	29.1	5.9	512.5	100.0	8.9	101.7
Cost of Sales	370.9	75.4	395.6	75.9	24.6	6.7	-	-	-	-
Gross Profit	121.2	24.6	125.7	24.1	4.4	3.7	-	-	-	-
Selling, General and Administrative Expenses	84.2	17.1	86.6	16.6	2.3	2.8	-	-	-	-
Operating Income	36.9	7.5	39.0	7.5	2.0	5.6	38.6	7.5	0.4	101.3
Non-operating Income	5.1	1.0	6.0	1.2	0.9	17.6	-	-	-	-
Non-operating Expenses	2.8	0.6	2.9	0.6	0.0	1.8	-	-	-	-
Ordinary Income	39.2	8.0	42.1	8.1	2.9	7.5	41.0	8.0	1.1	102.9
Extraordinary Income	1.3	0.3	0.9	0.2	(0.3)	(29.0)	-	-	-	-
Extraordinary Loss	0.7	0.2	0.2	0.1	(0.4)	(64.1)	-	-	-	-
Profit Attributable to Owners of parent	23.9	4.9	27.3	5.2	3.3	14.1	25.5	5.0	1.8	107.2

(2) Consolidated Statements of Income (Main variable factors)

(Billion yen)

	YoY		Factors
	Amount	Increase/ Decrease (%)	
Net Sales	29.1	5.9	Security Services 16.3 Electronic Security Services 11.0 Stationed Security Services 2.7 Transportation Security Services 2.5 General Property Management and Fire Protection Services 5.4 Long-Term Care Services 3.4 Other Services 4.0
Cost of Sales	24.6	6.7	
Gross Profit	4.4	3.7	
Selling, General and Administrative Expenses	2.3	2.8	
Operating Income	2.0	5.6	
Non-operating Income	0.9	17.6	
Non-operating Expenses	0.0	1.8	
Ordinary Income	2.9	7.5	
Extraordinary Income	(0.3)	(29.0)	
Extraordinary Loss	(0.4)	(64.1)	
Profit Attributable to Owners of parent	3.3	14.1	

(3) Consolidated Balance Sheets (YoY)

(Billion yen)

	FY2023		FY2024		Increase/Decrease	
	Amount	Share(%)	Amount	Share(%)	Amount	Increase/Decrease (%)
Assets	516.6	100.0	567.5	100.0	50.9	9.9
Current Assets	239.0	46.3	252.0	44.4	13.0	5.5
Noncurrent Assets	277.6	53.7	315.5	55.6	37.8	13.6
Property, Plant and Equipment	116.4	22.5	120.3	21.2	3.9	3.4
Intangible Assets	44.1	8.6	40.6	7.2	(3.4)	(7.9)
Investments and Other Assets	116.9	22.6	154.4	27.2	37.4	32.0
Liabilities	172.7	33.4	180.9	31.9	8.2	4.8
Current Liabilities	98.8	19.1	100.4	17.7	1.6	1.7
Noncurrent Liabilities	73.8	14.3	80.4	14.2	6.5	8.9
Net Assets	343.8	66.6	386.5	68.1	42.6	12.4
Shareholders' Equity	308.3	59.7	322.0	56.7	13.6	4.4
Accumulated Other Comprehensive Income	6.4	1.3	30.8	5.4	24.3	374.8
Non-controlling Interests	29.0	5.6	33.6	5.9	4.6	16.0

(4) Consolidated Balance Sheets (Main variable factors)

(Billion yen)

	Account Title	YoY	Remarks
Current Assets	Cash and deposits	17.7	
Current Assets	Notes and Accounts Receivables - Trade, and contract assets	3.6	
Current Assets	Raw materials and supplies	2.1	
Current Assets	Cash for Transportation Security Services	(9.5)	
Noncurrent Assets	Net defined benefit assets	33.2	
Noncurrent Assets	Investment Securities	5.5	
Current Liabilities	Accrued consumption taxes	2.9	
Noncurrent Liabilities	Deferred tax liabilities	9.2	
Noncurrent Liabilities	Lease obligations	(1.7)	