



**KURASHICOM**

Summary of Results for the Nine Months Ended April 30, 2024

June 14, 2024

Kurashicom Inc.

(TOKYO GROWTH MARKET : 7110)

# HIGHLIGHTS

YoY Sales  
Growth Ratio

**+13.5%**

YoY EBITDA  
Growth Ratio

**+19.4%**

EBITDA Margin  
YoY+1.0pt

**19.9%**

**Upward  
Revision  
of  
Earnings  
forecast**

- The 13.5% increase in sales was due to the growth of "Hokuoh Kurashi no Douguten" sales and the inclusion of "foufou" sales.
- The 19.4% increase in EBITDA was due to the sales growth and appropriate cost control.
- Revised the business forecasts upward. The new EBITDA forecasts is estimated to be 1.1 billion yen which exceeds the original forecast.
- Dividend forecast announced for the first time, 10 yen per share

# Statements of Income for 3Q of FY7/2024 vs. 3Q of the Previous Year

The TV program "The Cumbria Palace" had a positive impact on results in 3Q of the previous year. The current 3Q financial results remains growing steadily.

Achieved record high sales and EBITDA of the previous 3Qs. The second highest sales and EBITDA of all quarters ever, following this record-high 2Q.

[¥ Million]

	3Q Results FY Jul.24 (Consolidated)	3Q Results FY Jul.23 (Non-Consolidated)	Change	Change[%]
Net Sales	<b>1,814</b>	1,598	+216	+13.5
Cost of sales	<b>985</b>	883	+102	+11.6
Gross Profit	<b>829</b>	715	+113	+15.9
Gross profit ratio	<b>45.7%</b>	44.8%	-	-
Selling, general and administrative expenses	<b>486</b>	419	+66	+15.8
Operating profit	<b>343</b>	295	+47	+16.0
Operating profit ratio	<b>18.9%</b>	18.5%	-	-
Ordinary profit	<b>346</b>	299	+46	+15.6
Ordinary profit ratio	<b>19.1%</b>	18.8%	-	-
Profit attributable to owners of parent	<b>230</b>	211	+18	+8.6
EBITDA	<b>360</b>	302	+58	+19.4
EBITDA margin	<b>19.9%</b>	18.9%	-	-

## Results by segment for 3Q of FY7/2024 vs. 3Q of the Previous Year

"Hokuoh Kurashi no Douguten" grew steadily and achieved record quarterly sales and EBITDA, despite the rapid 3Q growth of the previous year.

"foufou" has been focusing on building a new management structure. Although the start of the spring/summer season was a bit of a struggle, current demand is strong.

[¥ Million]

		3Q Results FY Jul. 24	3Q Results FY Jul. 23	Change	Change[%]
Hokuoh Kurashi no Douguten Segment	Net Sales	1,756	1,598	157	+9.8%
	EBITDA	359	302	57	+18.9%
	EBITDA margin	20.4%	18.9%	-	-
foufou Segment	Net Sales	58	-	-	-
	EBITDA	1	-	-	-
	EBITDA margin	2.5%	-	-	-
Consolidated	Net Sales	1,814	1,598	216	+13.5%
	EBITDA	360	302	58	+19.4%
	EBITDA margin	19.9%	18.9%	-	-

## Balance Sheets at 3Q of FY7/2024

The assets and liabilities, including goodwill, increased due to the start of "foufou" consolidation.  
 The net cash was 3.92 billion yen which is sufficient despite M&A expenditures and dividend payments.  
 Increase in fixed assets for the new office is approximately 200 million yen, in line with expectations.

[¥ Million]

	As of Apr. 30, 2024	As of Jul. 31, 2023	Change	Main Reason for change
Total Assets	5,785	5,020	+764	
Current Assets	5,078	4,829	+249	
Cash and deposits	4,096	4,336	△240	<ul style="list-style-type: none"> <li>· Acquisition of foufou and Dividend payment △631M</li> <li>· Cash from operating activities +506M</li> </ul>
Merchandise	599	271	+327	<ul style="list-style-type: none"> <li>· foufou +62M</li> <li>· Hokuoh Kurashi no Douguten +265M</li> </ul>
Non-current assets	706	190	+515	New office +199M
Goodwill	199	—	+199	Acquisition of foufou
Liabilities	1,151	742	+409	
Borrowings	168	216	△47	
Other	983	526	+456	<ul style="list-style-type: none"> <li>· Accounts payable +211M</li> <li>· Accounts payable for the new office +159M</li> </ul>
Net Assets	4,633	4,277	+355	<ul style="list-style-type: none"> <li>· Profit (Cumulative 3Q) +692M</li> <li>· Dividend payment △331M</li> </ul>

## Revised Business Forecasts for FY7/2024

The sales and profit revised upward due to strong performance of "Hokuoh Kurashi no Douguten"  
 Although investment in advertising expenses will increase in 4Q, each profit for the full year is expected to be much higher than the original forecast. EBITDA is expected to be 1,120 million yen (+ 95 million yen from the original forecast), and EBITDA margin is expected to be 16.1%, exceeding the guideline of 15%.

[¥Million]

	FY Jul. 2024 Revised Forecasts	Rate of progress[%] to the Revised Forecasts	FY Jul. 2024 Original Forecasts	Change[%] to the Original Forecasts
Net Sales	6,940	77.7%	6,835	+1.5%
Operating Profit	1,045	95.9%	945	+10.6%
Ordinary Profit	1,115	95.8%	960	+16.1%
Profit attributable to owners of parent	750	95.9%	635	+18.1%
EBITDA	1,120	94.0%	1,025	+9.3%
EBITDA margin	16.1%	-	15.0%	-

# Revised Business Forecasts for FY7/2024

EBITDA of "Hokuoh Kurashi no Douguten" increased significantly to 95 million yen due to the sales growth exceeding the original forecast.

"foufou" annual sales and EBITDA remain unchanged from the original forecast.

[¥ Million]

		FY Jul. 2024 Revised Forecasts	Rate of progress[%] to the Revised Forecasts	FY Jul. 2024 Original Forecasts	Change[%] to the Original Forecasts
<b>Hokuoh Kurashi no Douguten Segment</b>	Net Sales	6,570	78.1%	6,465	+1.6%
	EBITDA	1,065	94.3%	970	+9.8%
	EBITDA margin	16.2%	-	15.0%	-
<b>foufou Segment</b>	Net Sales	370	71.4%	370	±0.0%
	EBITDA	55	72.3%	55	±0.0%
	EBITDA margin	14.9%	-	14.9%	-
<b>Consolidated</b>	Net Sales	6,940	77.7%	6,835	+1.5%
	EBITDA	1,120	94.0%	1,025	+9.3%
	EBITDA margin	16.1%	-	15.0%	-