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October 3, 2024

TEL 03-6430-3405

Summary of Consolidated Financial Results for the Six Months Ended August 31, 2024 (Based on Japanese GAAP)

NARUMIYA INTERNATIONAL Co., Ltd Company name:

Stock exchange listing: Tokyo

Stock code: 9275 https://www.narumiya-net.co.jp/ir/

President, Representative Director and Chief

Representative: Hirotaka Kunikyo **Executive Officer**

Executive Officer and General Manager of Inquiries:

Administration

Scheduled date to file Semi-annual Securities Report: October 11, 2024

Scheduled date to commence dividend payments:

Yes Preparation of supplementary material on financial results:

Holding of financial results meeting: Yes (for institutional investors and analysts)

(Amounts less than one million yen are rounded down)

Masayuki Ooya

1. Consolidated financial results for the six months ended August 31, 2024 (from March 1, 2024 to August 31, 2024)

(1) Consolidated operating results (cumulative)

Percentages indicate year-on-year changes.

	Net sales	1	Operating pro	ofit	Ordinary pro	ofit	Profit attributal owners of par	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Six months ended August 31, 2024	17,602	4.1	708	10.9	697	12.3	420	123.0
Six months ended August 31, 2023	16,909	7.4	639	126.2	621	194.4	188	110.1

Note: Comprehensive income Six months ended August 31, 2024: 419 million yen (123.3%)Six months ended August 31, 2023: 188 million yen (128.8%)

	Earnings per share	Diluted earnings per share
	Yen	Yen
Six months ended August 31, 2024	42.83	=
Six months ended August 31, 2023	19.05	_

Note: Diluted earnings per share is not stated, as there are no dilutive shares.

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio
	Millions of yen	Millions of yen	%
As of August 31, 2024	13,229	6,025	45.5
As of February 29, 2024	14,160	6,008	42.4

Reference: Shareholders' equity As of August 31, 2024: 6,025 million yen As of February 29, 2024: 6,008 million yen

2. Cash dividends

		Annual dividends per share						
	1st quarter-end	2nd quarter-end	3rd quarter-end	Fiscal year-end	Total			
	Yen	Yen	Yen	Yen	Yen			
Fiscal year ended February 29, 2024	_	0.00	_	41.00	41.00			
Fiscal year ending February 28, 2025	_	0.00						
Fiscal year ending February 28, 2025 (Forecast)			-	53.00	53.00			

Note: Revisions to the most recently announced dividend forecast: None

3. Forecast of consolidated financial results for the fiscal year ending February 28, 2025 (from March 1, 2024 to February 28, 2025)

Percentages indicate year-on-year changes.

No

	refeelitages indicate year-on-year changes.									
		Net sales	5	Operating profit Ordinary profit		Operating profit		Ordinary profit		Earnings per share
ſ		Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
١	Full year	40,323	7.6	2,350	11.6	2,329	12.4	1,486	22.1	151.37

Note: Revision to the most recently announced consolidated forecast: None

4. Notes

(1) Significant changes in the scope of consolidation during the six months ended August 31, 2024: No

(2) Application of special accounting methods for preparing semi-annual consolidated financial statements: No

(3) Changes in accounting policies, changes in accounting estimates, and restatement of prior period financial statements

Changes in accounting policies due to revisions to accounting standards and other regulations:

Changes in accounting policies due to other reasons:

No

Changes in accounting estimates: No

Restatement of prior period financial statements:

(4) Number of issued shares (common shares)

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

As of August 31, 2024	10,122,830 shares	As of February 29, 2024	10,122,830 shares			
Number of treasury shares at the end of the period						
As of August 31, 2024	305,122 shares	As of February 29, 2024	305,122 shares			
Average number of shares during the period (cumulative from the beginning of the fiscal year)						
Six months ended August 31, 2024	9,817,708 shares	Six months ended August 31, 2023	9,897,274 shares			

Note 1: The current semi-annual financial report is not subject to review procedures by certified public accountants or an auditing firm.

Note 2: Explanation and other special notes concerning the appropriate use of business performance forecasts

The forward-looking statements, including earnings forecasts, contained in these materials are based on information currently available to the Company and on certain assumptions deemed to be reasonable, and are not promise by the Company regarding their achievement. Actual results may differ materially from the forecast depending on a range of factors. For the assumptions that form the basis of the earnings forecasts and notes on the use of the earnings forecasts, refer to "1. Overview of Operating Results (3) Explanation of consolidated earnings forecasts and other forward-looking information" on page 3 of the attached material.

Attached Material

1.	Overview of Operating Results	2
	(1) Overview of Operating Results for the Six Months Ended August 31, 2024	
	(2) Overview of Financial Position	2
	(3) Explanation of consolidated earnings forecasts and other forward-looking information	3
2.	•	
	(1) Consolidated balance sheets	4
	(2) Consolidated statements of income (cumulative) and consolidated statements of comprehensive income	
	(cumulative)	6
	Consolidated statements of income (cumulative)	6
	Consolidated statements of comprehensive income (cumulative)	7
	(3) Consolidated statements of cash flows	
	(4) Notes concerning semi-annual consolidated financial statements	9
	Notes regarding significant changes in the amount of shareholders' equity	
	Going concern assumptions	9
	Additional information	9
	Notes to significant subsequent events	. 10

1. Overview of Operating Results

(1) Overview of Operating Results for the Six Months Ended August 31, 2024

While the Japanese economy during the six months ended August 31, 2024 showed a gradual recovery trend against the backdrop of an improved employment and income environment, the future of the economy remained uncertain due to soaring raw material prices, continued price hikes caused by the weak yen, and concerns about a decline in consumer confidence as a result of these factors.

In the apparel industry, to which we belong, the industry overall showed a recovery trend due to the contribution of strong fashion consumerism and expanding inbound demand. On the other hand, the business environment remains challenging due to the rising cost of raw materials and yen depreciation, including a labor shortage of sales staff in the apparel industry and rising purchase prices and logistics costs.

In such a business environment, the Group formulated the medium-term management plan (consolidated), which targets the period from the fiscal year ending February 28, 2025 to the fiscal year ending February 28, 2027. Under this plan, the Group aims to operate the brand portfolio based on the concept of "multi-brand evolution," integrate channels and new locations based on the concept of "deepening multi-channels," and expanding our fanbase and maximizing LTV (lifetime value) by shifting focus from single brand to multiple brands based on the concept of "enhancing CRM (customer relationship management)." With the aim of opening new stores for major brands and enhancing brand value as part of building a stable business foundation, the Group has been proposing sales opportunities by strengthening in-store customer service and VMD (visual merchandising) and promoting product planning for special occasions, etc.

Looking at financial results, while demand for collaboration products and occasional products such as swimsuits, yukata, and jinbei is on the rise, sales remained strong due to measures such as sales of limited edition new items of Narumiya Characters, which drove the Heisei girls' boom, at the Company's own stores in department stores and own e-commerce sites. In addition, as a digital strategy, we actively implemented promotional measures linking our own e-commerce site "NARUMIYA ONLINE" with physical sites and OMO (Online Merge with Offline) measures aimed at integrating online and offline operations, resulting in net sales of 17,602 million yen (104.1% on the same period of the previous fiscal year).

On the cost front, selling, general and administrative expenses were 9,807 million yen (103.5% on the same period of the previous fiscal year), mainly due to an increase in sales-linked expenses and an increase in personnel expenses associated with investments in human capital, mainly for improved compensation.

In addition, profit attributable to owners of parent significantly exceeded the previous year's level, partly because a one-time amortization of goodwill of 166 million yen was recorded as extraordinary losses in the first six months of the previous fiscal year in connection with a review of the business plan of consolidated subsidiary Heartfeel Co., Ltd.

As a result of the above, for the first six months of the current fiscal year, we recorded net sales of 17,602 million yen (104.1% on the same period of the previous fiscal year), operating profit of 708 million yen (110.9%), ordinary profit of 697 million yen (112.3%), and profit attributable to owners of parent of 420 million yen (223.0%).

As the Group has a single segment for planning and sales of kidswear, disclosure of operating results by segment has been omitted.

(2) Overview of Financial Position

Assets

Assets at the end of the first six months of the current fiscal year decreased by 931 million yen from the end of the previous fiscal year to 13,229 million yen. This was mainly due to an increase of 215 million yen in buildings and structures, as well as decreases of 1,003 million yen in cash and deposits and 170 million yen in notes and accounts receivable - trade.

Liabilities

Liabilities at the end of the first six months of the current fiscal year decreased by 948 million yen from the end of the previous fiscal year to 7,204 million yen. This was mainly due to decreases of 307 million yen in accounts payable - other, 348 million yen in income taxes payable, and 358 million yen in long-term borrowings.

Net assets

Total net assets at the end of the first six months of the current fiscal year increased by 17 million yen from the end of the previous fiscal year to 6,025 million yen. This was mainly due to an increase of 17 million yen in retained earnings as a result of the recording of 420 million yen in profit attributable to owners of parent and the payment of 402 million yen in dividends.

(3) Explanation of consolidated earnings forecasts and other forward-looking information

In the full-year consolidated earnings forecast, there is no change to the earnings forecast announced on April 3, 2024. The above forecasts were prepared based on information available as of the date of publication of this document and on certain assumptions deemed to be reasonable. Actual results, etc. may differ significantly from these forecasts due to a variety of factors.

2. Semi-annual Consolidated Financial Statements and Significant Notes

(1) Consolidated balance sheets

(Thousands of yen)

		(Thousands of yell)
	As of February 29, 2024	As of August 31, 2024
Assets		
Current assets		
Cash and deposits	2,892,352	1,888,672
Notes and accounts receivable - trade	2,527,138	2,356,947
Merchandise	3,162,672	3,251,214
Prepaid expenses	165,124	165,429
Other	63,757	86,594
Allowance for doubtful accounts	(535)	(508)
Total current assets	8,810,510	7,748,350
Non-current assets	-	
Property, plant and equipment		
Buildings and structures	1,455,943	1,736,945
Accumulated depreciation	(1,258,623)	(1,324,108)
Buildings and structures, net	197,320	412,837
Tools, furniture and fixtures	118,624	183,361
Accumulated depreciation	(95,055)	(106,561)
Tools, furniture and fixtures, net	23,568	76,799
Land	5,940	5,940
Leased assets	3,068,669	3,025,564
Accumulated depreciation	(2,579,725)	(2,632,493)
Leased assets, net	488,944	393,070
Total property, plant and equipment	715,773	888,648
Intangible assets	· · ·	<u> </u>
Goodwill	2,271,487	2,179,126
Software	351,552	414,505
Leased assets	8,277	5,307
Other	366	326
Total intangible assets	2,631,684	2,599,266
Investments and other assets		
Investment securities	32,447	32,447
Distressed receivables	99,073	108,675
Long-term prepaid expenses	24,206	20,505
Guarantee deposits	1,172,734	1,246,898
Deferred tax assets	539,493	438,306
Other	238,500	249,457
Allowance for doubtful accounts	(103,426)	(102,820)
Total investments and other assets	2,003,029	1,993,469
Total non-current assets	5,350,487	5,481,384
Total assets	14,160,997	13,229,734

		(Thousands of year
	As of February 29, 2024	As of August 31, 2024
Liabilities		
Current liabilities		
Accounts payable - trade	2,382,933	2,381,321
Current portion of long-term borrowings	717,112	716,608
Lease liabilities	213,611	181,849
Accounts payable - other	752,298	444,670
Accrued expenses	573,366	655,470
Income taxes payable	571,993	223,891
Accrued consumption taxes	86,548	153,601
Contract liabilities	114,943	98,548
Provision for bonuses	330,947	274,709
Provision for point card certificates	11,216	11,789
Other	35,778	128,618
Total current liabilities	5,790,750	5,271,079
Non-current liabilities		
Long-term borrowings	1,687,525	1,329,519
Lease liabilities	352,335	270,040
Retirement benefit liability	316,791	328,220
Other	5,155	5,155
Total non-current liabilities	2,361,807	1,932,934
Total liabilities	8,152,557	7,204,014
Net assets		
Shareholders' equity		
Share capital	255,099	255,099
Capital surplus	1,860,774	1,860,774
Retained earnings	4,170,467	4,188,422
Treasury shares	(280,732)	(280,732)
Total shareholders' equity	6,005,608	6,023,563
Accumulated other comprehensive income		
Remeasurements of defined benefit plans	2,830	2,156
Total accumulated other comprehensive income	2,830	2,156
Total net assets	6,008,439	6,025,720
Total liabilities and net assets	14,160,997	13,229,734
1 Our madiffies and not assets	17,100,777	13,227,734

(2) Consolidated statements of income (cumulative) and consolidated statements of comprehensive income (cumulative)

Consolidated statements of income (cumulative)

(Thousands of yen)

		(Thousands of y
	Six months ended August 31, 2023	Six months ended August 31, 2024
Net sales	16,909,800	17,602,893
Cost of sales	6,791,891	7,086,541
Gross profit	10,117,909	10,516,351
Selling, general and administrative expenses	9,478,605	9,807,537
Operating profit	639,303	708,814
Non-operating income		·
Interest and dividend income	13	57
Foreign exchange gains	10,094	=
Surrender value of insurance policies	5,147	5,162
Purchase discounts	752	921
Rental income	5,380	24,106
Miscellaneous income	3,913	8,172
Total non-operating income	25,302	38,420
Non-operating expenses		
Interest expenses	22,958	17,504
Finance fee	3,512	3,512
Foreign exchange losses	_	2,092
Rental expenses	4,338	20,147
Commission for purchase of treasury shares	1,403	=
Miscellaneous losses	11,243	6,735
Total non-operating expenses	43,455	49,991
Ordinary profit	621,150	697,243
Extraordinary losses		
Loss on retirement of non-current assets	1,921	5,844
Amortization of goodwill	166,165	_
Total extraordinary losses	168,087	5,844
Profit before income taxes	453,063	691,399
ncome taxes - current	273,241	169,433
ncome taxes - deferred	(8,721)	101,484
Total income taxes	264,519	270,918
Profit	188,543	420,480
Profit attributable to owners of parent	188,543	420,480

Consolidated statements of comprehensive income (cumulative)

(Thousands of yen)

	Six months ended August 31, 2023	Six months ended August 31, 2024
Profit	188,543	420,480
Other comprehensive income		
Remeasurements of defined benefit plans, net of tax	(533)	(673)
Total other comprehensive income	(533)	(673)
Comprehensive income	188,010	419,806
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	188,010	419,806
Comprehensive income attributable to non-controlling interests	_	-

	August 31, 2023	Six months ended August 31, 2024
Cash flows from operating activities		
Profit before income taxes	453,063	691,399
Depreciation	226,126	232,013
Amortization of guarantee deposits	35,974	33,626
Amortization of goodwill	273,632	92,361
Loss on retirement of non-current assets	1,921	5,844
Increase (decrease) in allowance for doubtful accounts	(9,731)	(633)
Increase (decrease) in provision for bonuses	170,620	(56,238)
Increase (decrease) in provision for point card certificates	2,374	572
Increase (decrease) in retirement benefit liability	8,763	10,457
Interest and dividend income	(13)	(57)
Interest expenses	22,958	17,504
Decrease (increase) in trade receivables	(100,019)	163,180
Decrease (increase) in inventories	(801,069)	(88,542)
Increase (decrease) in trade payables	931,394	(1,611)
Increase (decrease) in accounts payable - other	(26,495)	(321,546)
Increase (decrease) in accrued expenses	27,665	82,082
Increase (decrease) in accrued consumption taxes	(286,942)	67,053
Other, net	(28,551)	45,969
Subtotal	901,674	973,436
Interest and dividends received	13	57
Interest paid	(22,915)	(17,462)
Income taxes paid	(290,792)	(504,531)
Net cash provided by (used in) operating activities	587,979	451,499
Cash flows from investing activities	(20, 40,4)	(252.00.0)
Purchase of property, plant and equipment	(29,494)	(353,906)
Purchase of intangible assets	(57,080)	(98,521)
Purchase of insurance funds	(14,174)	(17,097)
Proceeds from maturity of insurance funds	7,913	7,087
Payments of guarantee deposits	(7,001)	(133,072)
Proceeds from refund of guarantee deposits	7,673	30,760
Other, net	(70,957)	(28,714)
Net cash provided by (used in) investing activities	(163,120)	(593,464)
Cash flows from financing activities		
Repayments of long-term borrowings	(367,642)	(358,510)
Repayments of lease liabilities	(147,878)	(114,057)
Purchase of treasury shares	(280,600)	_
Dividends paid	(313,628)	(402,274)
Net cash provided by (used in) financing activities	(1,109,749)	(874,841)
Effect of exchange rate change on cash and cash equivalents	1,378	13,445
Net increase (decrease) in cash and cash equivalents	(683,511)	(1,003,361)
Cash and cash equivalents at beginning of period	2,943,532	2,738,480
Cash and cash equivalents at end of period	2,260,021	1,735,119

(4) Notes concerning semi-annual consolidated financial statements

Notes regarding significant changes in the amount of shareholders' equity

Not applicable.

Going concern assumptions

Not applicable.

Additional information

Business combination through acquisition

At a meeting of the Board of Directors held on August 26, 2024, the Company resolved to subscribe to a third-party allotment of new shares to be conducted by KP Co., Ltd. (headquartered in Minato-ku, Tokyo; hereinafter "KP").

1. Overview of business combination

(1) Name and business description of the acquiree

Name of the acquiree KP Co., Ltd.

Business description Planning and wholesale business for baby and children's clothing

and goods

(2) Main reasons for the business combination

Operating under our slogan "to become an enterprise that is loved by all generations," which is also our business philosophy, we are committed to becoming a corporate group that continually achieves growth while contributing to society. In April 2024, we formulated a medium-term management plan (consolidated) for the period from the fiscal year ending February 28, 2025 to the fiscal year ending February 28, 2027 in order to clarify our three-year growth strategy policy from the fiscal year ending February 28, 2025 and to strengthen our business promotion.

KP is engaged in the planning and wholesale of baby and children's clothing, and has developed four brands featuring basic European casual wear, which have been supported by many customers nationwide for 50 years since its establishment. The four brands developed by KP are brands unlike those held by the Group in terms of taste and target, and we believe that they can be expected to expand their market position and serve as a foothold to revitalize the overall market, leading to further expansion of our business in Japan. Accordingly, the Company has decided to subscribe to the third-party allotment of new shares.

In addition, the Company plans to acquire 115,000 shares of KP's common stock (ratio to total shareholder voting rights: 43.40%) by way of subscribing to a third-party allotment of new shares to be conducted by KP on November 7, 2024 (planned), and KP plans to acquire all 150,000 shares of KP held by W&D Investment Design Co., Ltd. ("WDiD"), a shareholder of KP, from WDiD on December 2, 2024 (planned).

(3) Date of the business combination

November 7, 2024 (planned date of share acquisition)

December 2, 2024 (planned date of acquisition of control)

(4) Legal form of the business combination

Share acquisition in consideration for cash

(5) Name of entity after the business combination

No change in name.

(6) Percentage of voting rights to be acquired

Percentage of voting rights at the time of subscription to the third-party allotment of new shares
Percentage of voting rights after acquisition by KP of KP shares held by WDiD 100.00%

(7) Main reason for deciding the acquiring enterprise

The Company plans to acquire the shares in consideration for cash.

2. Acquisition cost for the acquiree and breakdown by type of consideration

		(Thousands of yen)
Consideration for acquisition	Cash and deposits	230,000
Acquisition cost		230,000

Notes to significant subsequent events

Transactions under common control

Absorption-type merger for a wholly owned subsidiary

The Company resolved, at a meeting of its Board of Directors held on June 18, 2024, to conduct an absorption-type merger of Heartfeel Co., Ltd., a wholly owned subsidiary of the Company, with the effective date of September 1, 2024, and entered into an absorption-type merger agreement as of July 18, 2024. Pursuant to the agreement, the merger was completed as of September 1, 2024.

- 1. Overview of transaction
- (1) Name and business description of entity to be merged

Name of entity to be merged Heartfeel Co., Ltd.

Business description Planning, manufacturing and sales of kidswear, etc.

- (2) Date of the business combination
 - September 1, 2024
- (3) Legal form of the business combination

Form of absorption-type merger in which the Company is the surviving company and Heartfeel Co., Ltd. is the disappearing company

- (4) Name of entity after the business combination
 - NARUMIYA INTERNATIONAL Co., Ltd
- (5) Other items regarding overview of transaction

In the medium-term management plan, whose final year is the fiscal year ending February 28, 2027, we are highlighting the slogan "to become an enterprise that is loved by all generations," which is also our business philosophy, and our aim is to be a corporate group that continually achieves growth while contributing to society.

As part of this plan, the Group company, Heartfeel Co., Ltd., has been carrying out a business of planning, manufacturing, and sales of kidswear, etc. under the brand "GLAZOS" for the Group's e-Commerce sales channel. We decided to merge the aforementioned company through an absorption-type merger based on the judgment that this merger will generate synergies by eliminating redundant operations and through online sales promotion measures, leading to more streamlined business operations and to the expansion of new business.

2. Overview of accounting treatment to be adopted

In accordance with the "Accounting Standard for Business Combinations" (ASBJ Statement No. 21, January 16, 2019) and the "Implementation Guidance on Accounting Standard for Business Combinations and Accounting Standard for Business Divestitures" (ASBJ Guidance No. 10, January 16, 2019), the Company has accounted for the business combination as a transaction under common control.