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# Supplementary Materials for FY03/25 Financial Results

May 9, 2025

A packaging specialist trading company

Securities Code: 7504



**KOHSOKU  
CORPORATION**

# Full-Year FY03/25 Consolidated Earnings Summary



**KOHSOKU  
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The Company achieved record-high net sales for the 10th consecutive fiscal year. Operating profit and ordinary profit reached record highs for the 7th consecutive year, while profit attributable to owners of parent marked a record high for the 4th consecutive year. The main drivers of higher net sales were price revisions and business expansion due to the opening of new locations. On the profit side, despite upfront spending in areas such as human resources and logistics, we kept SG&A expenses under control, resulting in outcomes that exceeded the original targets across all key metrics.

(Millions of Yen)

|   | FY03/24 Results |                | FY03/25 Plan |                | FY03/25 Results |                |        |             |
|---|-----------------|----------------|--------------|----------------|-----------------|----------------|--------|-------------|
|   | Amount          | % of Net Sales | Amount       | % of Net Sales | Amount          | % of Net Sales | YoY    | Versus Plan |
| Net Sales                               | 106,216         | 100.0%         | 112,000      | 100.0%         | 115,915         | 100.0%         | 109.1% | 103.5%      |
| Operating Profit                        | 4,227           | 4.0%           | 4,350        | 3.9%           | 4,532           | 3.9%           | 107.2% | 104.2%      |
| Ordinary Profit                         | 4,528           | 4.3%           | 4,650        | 4.2%           | 4,840           | 4.2%           | 106.9% | 104.1%      |
| Profit Attributable to Owners of Parent | 3,114           | 2.9%           | 3,150        | 2.8%           | 3,465           | 3.0%           | 111.3% | 110.0%      |
| Earnings Per Share                      | ¥161.19         | —              | ¥162.97      | —              | ¥179.11         | —              | 111.1% | 109.9%      |

# Full-Year FY03/25 Breakdown of SG&A Expenses



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Although personnel expenses have increased in line with sales growth, the Company is making efforts to curb the overall rise in personnel expenses by improving productivity per employee, while simultaneously promoting human capital investment, including wage increases. We are also managing logistics costs to ensure they remain at reasonable levels.

| (Millions of Yen)            | Full-Year FY03/23 |                | Full-Year FY03/24 |                |        | Full-Year FY03/25 |                |        |
|------------------------------|-------------------|----------------|-------------------|----------------|--------|-------------------|----------------|--------|
|                              | Results           | % of Net Sales | Results           | % of Net Sales | YoY    | Results           | % of Net Sales | YoY    |
| Net Sales                    | 98,850            | 100.0%         | 106,216           | 100.0%         | 107.5% | 115,915           | 100.0%         | 109.1% |
| SG&A Expenses                | 15,752            | 15.9%          | 16,660            | 15.7%          | 105.8% | 18,508            | 16.0%          | 111.1% |
| Personnel Expenses           | 8,127             | 8.2%           | 8,386             | 7.9%           | 103.2% | 9,259             | 8.0%           | 110.4% |
| Freight and Packing Costs    | 2,475             | 2.5%           | 2,676             | 2.5%           | 108.1% | 2,970             | 2.6%           | 111.0% |
| Rent expenses on real estate | 562               | 0.6%           | 625               | 0.6%           | 111.3% | 688               | 0.6%           | 110.0% |
| Depreciation                 | 606               | 0.6%           | 668               | 0.6%           | 110.2% | 680               | 0.6%           | 101.8% |
| Other                        | 3,981             | 4.0%           | 4,303             | 4.1%           | 108.1% | 4,909             | 4.2%           | 114.1% |

\*Personnel expenses = “Salaries and allowances” + “Provision for bonuses” + “Legal welfare expenses” + “Remuneration for directors (and other officers)”

\*For details of SG&A expenses, please refer to the Annual Securities Report and Financial Results Summary for each fiscal year. The above table is a consolidated and organized version of figures from those reports, categorized accordingly.

# Full-Year FY03/26 Consolidated Earnings Forecast



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The Company aims to achieve record-high net sales for the 11th consecutive term. In 1H FY03/26, we anticipate net sales increasing on the continuation of business expansion and price revisions from FY03/25. SG&A expenses will continue to include strategic investments, so we expect 1H operating profit and other earnings to show a slight increase YoY. In 2H FY03/26, we expect the impact from the previous year to taper off, and the increase in net sales to plateau. However, investments in SG&A expenses will also settle down. As a result, we expect operating profit, ordinary profit, and profit attributable to owners of parent to continue to increase for the full year.

| (Millions of Yen)                       | FY03/25 Results |                | 1H FY03/26 Earnings Forecast |                |        | Full-Year FY03/26 Earnings Forecast |                |        |
|---|-----------------|----------------|------------------------------|----------------|--------|-------------------------------------|----------------|--------|
|   | Amount          | % of Net Sales | Amount                       | % of Net Sales | YoY    | Amount                              | % of Net Sales | YoY    |
| Net Sales                               | 115,915         | 100.0%         | 61,000                       | 100.0%         | 110.9% | 124,000                             | 100.0%         | 107.0% |
| Operating Profit                        | 4,532           | 3.9%           | 2,300                        | 3.8%           | 100.4% | 4,850                               | 3.9%           | 107.0% |
| Ordinary Profit                         | 4,840           | 4.2%           | 2,450                        | 4.0%           | 100.2% | 5,150                               | 4.2%           | 106.4% |
| Profit Attributable to Owners of Parent | 3,465           | 3.0%           | 1,700                        | 2.8%           | 101.5% | 3,650                               | 2.9%           | 105.3% |
| Earnings Per Share                      | ¥179.11         | —              | ¥87.20                       | —              |        | ¥187.23                             | —              | 104.5% |

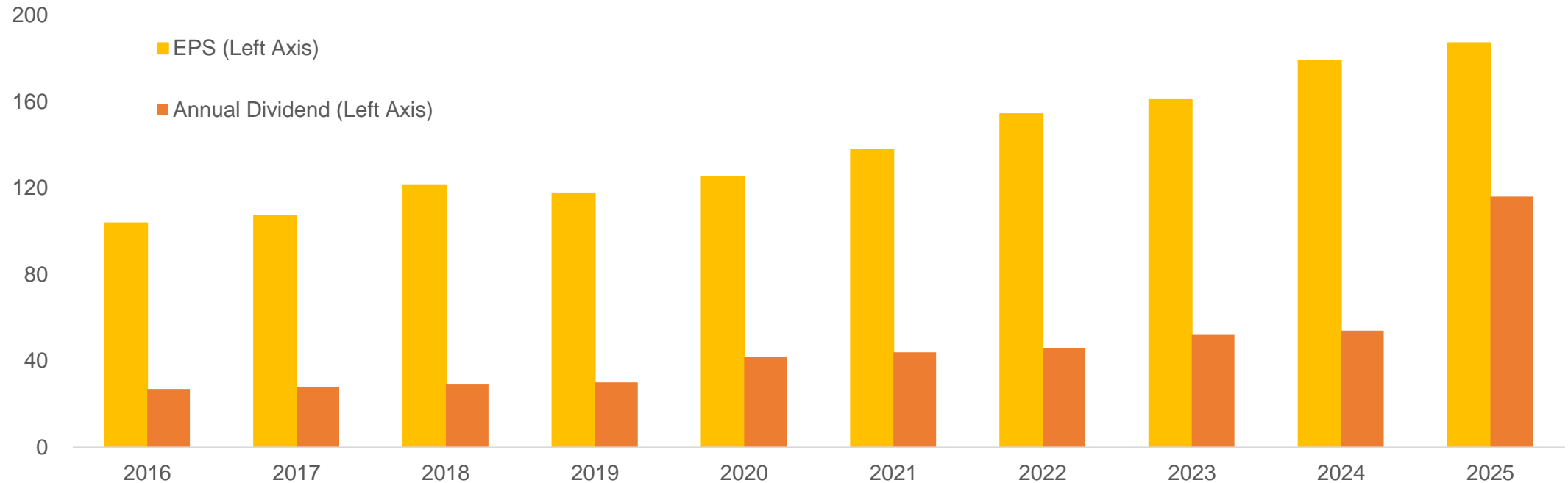
# Shareholder Returns



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For FY03/25, the Company forecasts an annual dividend of ¥54, marking the 21st consecutive year of dividend increases. For FY03/26, we plan to include a 60th anniversary commemorative dividend (¥60 on an annual basis), for a total annual dividend of ¥116, aiming for the 22nd consecutive year of dividend increases. We project the dividend for FY03/26 to be substantially higher than in prior years.

|                                   | FY03/17 | FY03/18 | FY03/19 | FY03/20 | FY03/21  | FY03/22 | FY03/23 | FY03/24   | FY03/25 | FY03/26<br>Forecast                                     |
|-----------------------------------|---------|---------|---------|---------|--|---------|---------|---|---------|---|
| Annual Dividend                   | ¥27     | ¥28     | ¥29     | ¥30     | ¥42<br><small>Of which,<br/>commemorative: ¥11</small> | ¥44     | ¥46     | ¥52<br><small>Of which,<br/>commemorative: ¥4</small> | ¥54     | ¥116<br><small>Of which,<br/>commemorative: ¥60</small> |
| [Reference]<br>Earnings Per Share | ¥103.72 | ¥107.30 | ¥121.40 | ¥117.58 | ¥125.28  | ¥137.84 | ¥154.24 | ¥161.19   | ¥179.11 | ¥187.23   |



\*In fiscal years with commemorative dividends, the commemorative portion is listed as an internal figure under “of which, commemorative.”

**Medium-Term Management Plan  
Phase 1**

**Medium-Term Management Plan Phase 2**

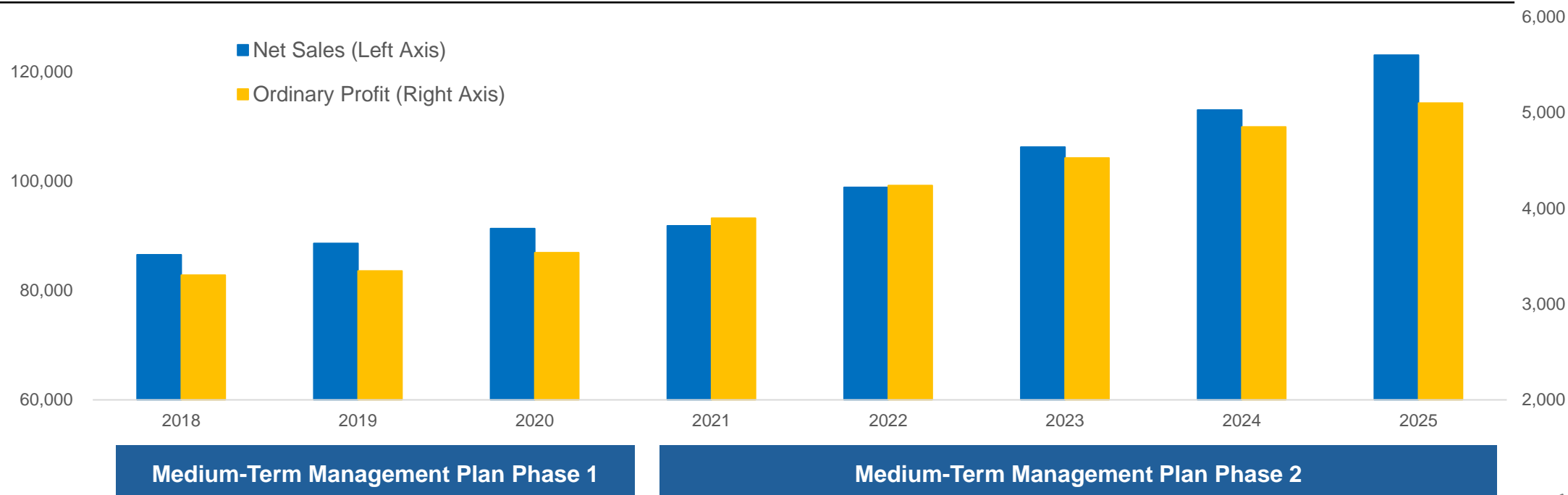
# Progress of the Medium-Term Management Plan



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The Company has achieved its Medium-Term Management Plan targets for FY03/26 of ¥100 billion in net sales and ¥4 billion in ordinary profit ahead of schedule. For FY03/26, we project net sales of ¥124 billion and ordinary profit of ¥5.15 billion. Since 2018, through strengthened human resources and productivity improvements, the Company has built a structure that consistently accumulates profits compared to the period through 2017, and profit has grown steadily in tandem with net sales. In FY03/26, we expect operating profit and ordinary profit to reach record highs for the 8th consecutive year. The impact of changes to accounting standards for net sales is described on the next page.

| (Millions of Yen)     | FY03/19 | FY03/20 | FY03/21 | FY03/22 | FY03/23 | FY03/24 | FY03/25 | FY03/26<br>Forecast |
|-----------------------|---------|---------|---------|---------|---------|---------|---------|---------------------|
| Net Sales             | 86,519  | 88,588  | 91,320  | 91,817  | 98,850  | 106,216 | 115,915 | 124,000             |
| Ordinary Profit       | 3,304   | 3,346   | 3,537   | 3,898   | 4,240   | 4,528   | 4,840   | 5,150               |
| YoY (Ordinary Profit) | 107.2%  | 101.3%  | 105.7%  | 110.2%  | 108.8%  | 106.8%  | 106.9%  | 106.4%              |



\*Figures from FY03/22 onward reflect the application of the “Accounting Standard for Revenue Recognition” and related standards.

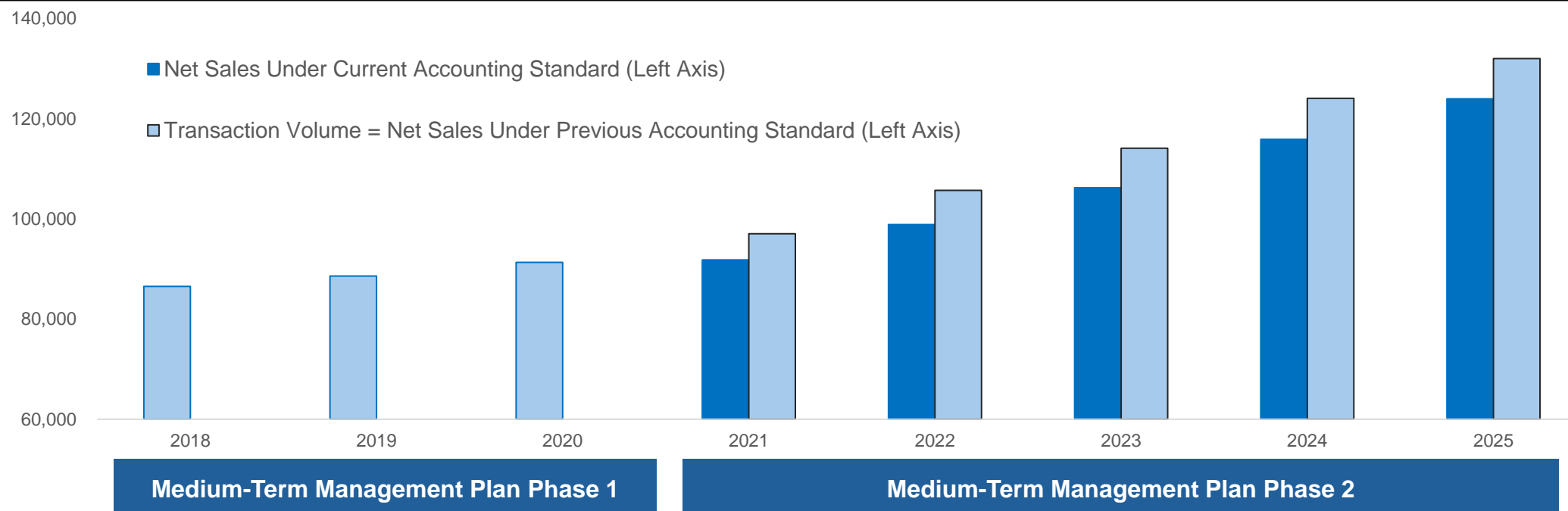
# Reference: Trends in Transaction Value and Net Sales



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Since FY03/22, the Company has applied the “Accounting Standard for Revenue Recognition.” The figures for net sales under the previous accounting standard (hereinafter referred to as “transaction value”) are as follows.

| (Millions of Yen)  | FY03/19 | FY03/20 | FY03/21 | FY03/22 | FY03/23 | FY03/24 | FY03/25 | FY03/26<br>Forecast |
|--|---------|---------|---------|---------|---------|---------|---------|---------------------|
| Transaction Value<br>(Net Sales Under Previous<br>Accounting Standard) | 86,519  | 88,588  | 91,320  | 97,024  | 105,681 | 114,131 | 124,086 | 132,000             |
| YoY (Transaction Value)  | 105.1%  | 102.4%  | 103.1%  | 106.2%  | 108.9%  | 108.0%  | 108.7%  | 106.4%              |
| Net Sales<br>(Current Accounting Standard)                             | —       | —       | —       | 91,817  | 98,850  | 106,216 | 115,915 | 124,000             |
| YoY (Net Sales)  | —       | —       | —       | —       | 107.7%  | 107.5%  | 109.1%  | 107.0%              |



\*Figures from FY03/22 onward reflect the application of the “Accounting Standard for Revenue Recognition” and related standards.  
 “Transaction value” includes the amount of impact calculated by the Company based on the revenue recognition standard and added to net sales.

# Reference: Trends in Cash Flows



Cash flows during the period of the current Medium-Term Management Plan are as follows. As shown on page five of this document, the Company plans to enhance shareholder returns in FY03/26. While maintaining financial soundness, we will continue working to balance and strengthen both growth investments and shareholder returns.

|  | Medium-Term Management Plan Phase 1 |                |               | Medium-Term Management Plan Phase 2 |                |                |                |         |
|--|-------------------------------------|----------------|---------------|-------------------------------------|----------------|----------------|----------------|---------|
| (Millions of Yen)  | FY03/19                             | FY03/20        | FY03/21       | FY03/22                             | FY03/23        | FY03/24        | FY03/25        | FY03/26 |
| <b>Cash Flows from Operating Activities</b>                    | <b>2,941</b>                        | <b>1,123</b>   | <b>3,175</b>  | <b>3,248</b>                        | <b>2,559</b>   | <b>4,584</b>   | <b>970</b>     | —       |
| <b>Cash Flows from Investing Activities</b>                    | <b>(605)</b>                        | <b>(1,263)</b> | <b>(976)</b>  | <b>(3,908)</b>                      | <b>(2,580)</b> | <b>(1,580)</b> | <b>(2,517)</b> | —       |
| Of Which, Acquisition/Sale of Property, Plant and Equipment    | (636)                               | (1,177)        | (354)         | (2,228)                             | (725)          | (1,432)        | (2,172)        | —       |
| Of Which, Acquisition of Intangible Assets                     | (16)                                | (89)           | (527)         | (126)                               | (120)          | (129)          | (110)          | —       |
| Of Which, Acquisition/Sale/Redemption of Investment Securities | 16                                  | 3              | (94)          | (1,398)                             | (1,717)        | 5              | (234)          | —       |
| <b>Cash Flows from Financing Activities</b>                    | <b>(707)</b>                        | <b>(740)</b>   | <b>(879)</b>  | <b>(1,004)</b>                      | <b>(1,032)</b> | <b>(1,062)</b> | <b>(947)</b>   | —       |
| Of Which, Dividend Payments                                    | (550)                               | (569)          | (693)         | (828)                               | (868)          | (908)          | (1,063)        | —       |
| <b>Cash and Cash Equivalents at End of Period</b>              | <b>10,926</b>                       | <b>10,046</b>  | <b>11,365</b> | <b>9,700</b>                        | <b>8,646</b>   | <b>10,588</b>  | <b>8,116</b>   | —       |
| <b>Free Cash Flow*</b>   | <b>2,336</b>                        | <b>(139)</b>   | <b>2,199</b>  | <b>(660)</b>                        | <b>(21)</b>    | <b>3,004</b>   | <b>(1,546)</b> | —       |

\*Free Cash Flow = Cash Flows from Operating Activities + Cash Flows from Investing Activities

\*Figures for the acquisition/sale of property, plant and equipment and the acquisition/sale/redemption of investment securities represent the combined totals of each item.



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- Forward-looking statements contained in this document are based on information and assumptions available at the time of its creation. Actual results may differ from the forecasts due to various factors, and the projected figures may be changed without prior notice.
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\*Numerical figures in this document are rounded down to the nearest display unit, and percentages are rounded to the nearest unit.



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