

Translation

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Summary of Consolidated Financial Results for the Nine Months Ended February 20, 2025 (Based on Japanese GAAP)

April 3, 2025

Company name: KUSURI NO AOKI HOLDINGS CO., LTD.
 Stock exchange listing: Tokyo
 Stock code: 3549 URL <http://www.kusuri-aoki-hd.co.jp/>
 Representative: Representative Director and President Hironori Aoki
 Inquiries: Director for Administration Ryoichi Yahata TEL 076-274-6115
 Scheduled date to file Quarterly Securities Report: April 3, 2025
 Scheduled date to commence dividend payments: —
 Preparation of supplementary material on quarterly financial results: No
 Holding of quarterly financial results meeting: No

(Amounts less than one million yen are rounded down)

1. Consolidated financial results for the nine months ended February 20, 2025 (from May 21, 2024 to February 20, 2025)

(1) Consolidated operating results (cumulative)

Percentages indicate year-on-year changes

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Nine months ended February 20, 2025	371,883	13.8	19,947	48.0	20,486	46.3	13,935	68.6
Nine months ended February 20, 2024	326,710	15.8	13,479	5.8	13,998	(17.0)	8,266	(30.9)

(Note) Comprehensive income Nine months ended November 20, 2025: ¥13,895 million [60.2%]
 Nine months ended November 20, 2024: ¥8,673 million [(28.6%)]

	Earnings per share	Diluted earnings per share
	Yen	Yen
Nine months ended February 20, 2025	137.65	136.45
Nine months ended February 20, 2024	87.39	—

- (Notes) 1. Diluted earnings per share for the nine months ended February 20, 2024 is not presented as there were no potential shares with dilutive effects.
 2. KUSURI NO AOKI HOLDINGS CO., LTD. (the “Company”) conducted a 3-for-1 share split of its common shares on November 21, 2023. Earnings per share and Diluted earnings per share are calculated on the assumption that said share split was conducted at the beginning of the previous fiscal year.
 3. Due to the achievement of the conditions for exercising the fifth series of share acquisition rights resolved at the Board of Directors meeting held on January 9, 2020, the Company has recorded share remuneration expenses of ¥6,417 million in the nine months ended February 20, 2024 and ¥392 million in the nine months ended February 20, 2025.

(Reference) The financial results excluding share remuneration expenses are as follows:

Operating profit: ¥20,340 million (up 2.2% year on year); ordinary profit: ¥20,879 million (up 2.3% year on year); profit attributable to owners of parent: ¥14,328 million (down 2.4% year on year)

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio
	Millions of yen	Millions of yen	%
As of February 20, 2025	345,086	146,945	42.6
As of May 20, 2024	303,453	117,420	36.4

(Reference) Equity capital As of February 20, 2025: ¥146,945 million As of May 20, 2024: ¥110,557 million

2. Cash dividends

	Annual dividend per share				
	1st quarter-end	2nd quarter-end	3rd quarter-end	Fiscal year-end	Total
	Yen	Yen	Yen	Yen	Yen
Year ended May 20, 2024	—	16.00	—	5.50	—
Year ending May 20, 2025	—	7.00	—		
Year ending May 20, 2025 (Forecast)				7.00	14.00

(Note) Revisions to cash dividend forecast most recently announced: No

The Company conducted a 3-for-1 share split of its common shares on November 21, 2023. Accordingly, the figures shown for the 2nd quarter-end of the year ended May 20, 2024 are the actual payment before the share split. The forecast for the total annual dividends is not shown because the implementation of the share split makes it impossible to perform a simple total. On a pre-split basis, the total annual dividends per share would be ¥42.00.

3. Forecast of consolidated financial results for the year ending May 20, 2025 (from May 21, 2024 to May 20, 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
Full year	485,000	11.0	25,107	35.2	25,607	27.4	18,107	47.1	191.41

(Notes) 1. Revisions to the earnings forecasts most recently announced : No

2. For the average number of shares during the period that serves as a basis for calculation of the earnings per share, the total number of issued shares (excluding treasury shares) as of May 20, 2024 is used.

(Reference) The financial results forecasts excluding share remuneration expenses are as follows:

Operating profit: ¥25,500 million (up 0.5% year on year); ordinary profit: ¥26,000 million (down 3.4% year on year); profit attributable to owners of parent: ¥18,500 million (down 3.2% year on year); earnings per share: ¥195.57

* Notes

(1) Significant changes in the scope of consolidation during the period: 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: Yes

Changes in accounting policies due to other reasons: No

Changes in accounting estimates: No

Restatement of prior period financial statements: No

(4) Number of issued shares (common shares)

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

As of February 20, 2025	105,097,680 shares	As of May 20, 2024	94,597,680 shares
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Number of treasury shares at the end of the period

As of February 20, 2025	2,349,589 shares	As of May 20, 2024	1,851 shares
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Average number of shares during the period (cumulative from the beginning of the fiscal year)

Nine months ended February 20, 2025	101,239,327 shares	Nine months ended February 20, 2024	94,595,940 shares
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* Review of the Japanese-language originals of the attached consolidated quarterly financial statements by certified public accountants or an audit firm: Yes (voluntary)

* Proper use of financial results forecasts, and other special matters

(Caution concerning forward-looking statements)

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.

Quarterly consolidated financial statements
Consolidated balance sheets

(Millions of yen)

	As of May 20, 2024	As of February 20, 2025
Assets		
Current assets		
Cash and deposits	49,125	64,028
Accounts receivable - trade	12,246	20,684
Merchandise	47,792	52,668
Accounts receivable - other	16,291	16,811
Other	334	914
Allowance for doubtful accounts	(2)	(3)
Total current assets	125,787	155,103
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	120,105	121,509
Machinery, equipment and vehicles, net	7,044	7,723
Land	6,578	7,084
Leased assets, net	6,650	6,283
Construction in progress	2,360	7,315
Other, net	5,315	5,963
Total property, plant and equipment	148,054	155,879
Intangible assets		
Goodwill	4,499	7,870
Other	3,342	3,418
Total intangible assets	7,842	11,289
Investments and other assets		
Investment securities	3,356	3,316
Leasehold and guarantee deposits	8,644	8,965
Deferred tax assets	4,538	5,167
Retirement benefit asset	85	—
Other	5,152	5,374
Allowance for doubtful accounts	(10)	(10)
Total investments and other assets	21,767	22,813
Total non-current assets	177,665	189,982
Total assets	303,453	345,086

(Millions of yen)

	As of May 20, 2024	As of February 20, 2025
Liabilities		
Current liabilities		
Notes and accounts payable - trade	54,242	61,471
Short-term borrowings	5,500	—
Current portion of bonds payable	336	—
Current portion of long-term borrowings	12,264	14,827
Accounts payable - other	9,607	11,272
Income taxes payable	3,884	3,012
Contract liabilities	2,342	2,786
Provision for bonuses	2,060	1,049
Provision for point card certificates	28	31
Provision for loss on disaster	119	9
Provision for loss on store closings	6	—
Other	7,656	7,017
Total current liabilities	98,050	101,479
Non-current liabilities		
Bonds payable	1,119	—
Long-term borrowings	70,795	80,765
Lease liabilities	6,398	5,818
Provision for retirement benefits for directors (and other officers)	257	273
Retirement benefit liability	—	23
Asset retirement obligations	9,145	9,488
Other	266	291
Total non-current liabilities	87,982	96,661
Total liabilities	186,032	198,140
Net assets		
Shareholders' equity		
Share capital	1,167	16,749
Capital surplus	2,166	17,748
Retained earnings	106,480	119,163
Treasury shares	(4)	(7,423)
Total shareholders' equity	109,810	146,238
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	747	706
Total accumulated other comprehensive income	747	706
Share acquisition rights	6,862	—
Total net assets	117,420	146,945
Total liabilities and net assets	303,453	345,086

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

Consolidated statements of income (cumulative)

(Millions of yen)

	Nine months ended February 20, 2024	Nine months ended February 20, 2025
Net sales	326,710	371,883
Cost of sales	237,816	274,125
Gross profit	88,893	97,757
Selling, general and administrative expenses	75,414	77,810
Operating profit	13,479	19,947
Non-operating income		
Interest income	32	61
Dividend income	38	91
Commission income	211	238
Rent income	207	334
Subsidy income	384	118
Gain on receipt of donated non-current assets	6	5
Other	195	441
Total non-operating income	1,075	1,289
Non-operating expenses		
Interest expenses	265	452
Rental costs	111	115
Other	179	182
Total non-operating expenses	556	750
Ordinary profit	13,998	20,486
Extraordinary income		
Gain on sale of non-current assets	54	1
Total extraordinary income	54	1
Extraordinary losses		
Loss on sale of non-current assets	15	5
Loss on retirement of non-current assets	36	80
Impairment losses	20	3
Loss on disaster	59	—
Loss on valuation of investment securities	—	18
Loss on termination of retirement benefit plan	—	83
Total extraordinary losses	131	192
Profit before income taxes	13,921	20,295
Income taxes - current	4,908	6,573
Income taxes - deferred	746	(214)
Total income taxes	5,654	6,359
Profit	8,266	13,935
Profit attributable to non-controlling interests	—	—
Profit attributable to owners of parent	8,266	13,935

Consolidated statements of comprehensive income (cumulative)

(Millions of yen)

	Nine months ended February 20, 2024	Nine months ended February 20, 2025
Profit	8,266	13,935
Other comprehensive income		
Valuation difference on available-for-sale securities	407	(40)
Total other comprehensive income	407	(40)
Comprehensive income	8,673	13,895
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	8,673	13,895
Comprehensive income attributable to non-controlling interests	—	—