



Summary of Financial Results for the Second Quarter of the Fiscal Year

Ending March 31, 2024 [Japanese GAAP] (Unconsolidated)

November 6, 2023

Company name: Workman Co., Ltd. Stock Exchange Listing: Tokyo
 Securities code: 7564 URL: <https://www.workman.co.jp/>
 Representative: Representative Director & President Hideyuki Kohama
 Contact: Director & Treasurer Yukitaka Iizuka Tel: 03-3847-7740
 Scheduled date of filing quarterly securities report: November 13, 2023 Scheduled date to commence dividend payments: -
 Availability of supplementary briefing material on quarterly financial results: Yes
 Schedule of quarterly financial results briefing session: Yes (for securities analysts and institutional investors)

(All amounts are rounded down to the nearest million yen)

1. Financial Results for the Second Quarter of the Fiscal Year Ending March 31, 2024 (April 1, 2023 – September 30, 2023)

(1) Operating results

(Percentages represent year-on-year changes)

	Total operating revenue		Operating profit		Ordinary profit		Net income	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Q2 of the Fiscal Year Ending March 31, 2024	65,580	8.9	11,991	△1.4	12,260	△1.4	7,605	△1.9
Q2 of the Fiscal Year Ended March 31, 2023	60,208	8.9	12,129	△3.5	12,435	△3.5	7,748	△3.1

	Net income per share	Diluted net income per share
	Yen	Yen
Q2 of the Fiscal Year Ending March 31, 2024	93.19	—
Q2 of the Fiscal Year Ended March 31, 2023	94.95	—

(Reference) Net sales at all chain stores (millions of yen) Q2 of the Fiscal Year Ending March 31, 2024 86,498 (YoY 5.6%)
 Q2 of the Fiscal Year Ended March 31, 2023 81,928 (YoY 11.1%)

(2) Financial position

	Total assets	Net assets	Equity ratio
	Millions of yen	Millions of yen	%
Q2 of the Fiscal Year Ending March 31, 2024	140,570	116,817	83.1
FY March 2023	135,746	114,236	84.2

(Reference) Equity (millions of yen) Q2 of the Fiscal Year Ending March 31, 2024 116,817 FY March 2023 114,236

2. Dividends

	Annual dividends per share				
	Q1-end	Q2-end	Q3-end	Year-end	Total
	Yen	Yen	Yen	Yen	Yen
FY March 2023	—	0.00	—	68.00	68.00
FY March 2024	—	0.00			
FY March 2024 (forecast)			—	68.00	68.00

(Note) Revision from the most recently released expected dividend: None

3. Forecast of Financial Results for the Fiscal Year Ending March 31, 2024 (April 1, 2023 – March 31, 2024)

(Percentages represent year-on-year changes)

	Total operating revenue		Operating profit		Ordinary profit		Net income		Net income per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	136,576	6.5	25,720	6.7	26,214	6.3	17,563	5.4	215.21

(Note) Revision from the most recently released forecast of financial results: None

(Reference) Net sales at all chain stores (millions of yen) Full year (cumulative) 180,980 (YoY change +6.5%)

※ Notes

(1) The application of accounting treatment unique to the preparation of quarterly financial statements: None

(2) Changes in accounting policies, and accounting-based estimates and restatement

- ① Changes in accounting policies due to revisions in accounting standards: None
- ② Changes in accounting policies other than ① above: None
- ③ Changes in accounting-based estimates: None
- ④ Restatements: None

(2) Number of outstanding shares (common shares)

① Number of shares outstanding at the end of period (including treasury shares)	Q2 FY March 2024	81,846,816 shares	FY March 2023	81,846,816 shares
② Number of treasury shares at the end of period	Q2 FY March 2024	236,604 shares	FY March 2023	236,547 shares
③ Average number of shares outstanding during the period	Q2 FY March 2024	81,610,255 shares	Q2 FY March 2023	81,610,347 shares

※ The Summary of Quarterly Financial Results is not subject to the quarterly review by certified public accountants or an auditing firm.

※ Explanation regarding the appropriate use of the forecast of financial results and other special notes
(Cautionary statements with respect to forward-looking statements)

Forward-looking statements in this material, including forecasts of financial results, are based on information currently available to the Company and certain assumptions judged to be rational, and the Company does not warrant their achievement. Actual financial results may differ significantly from these forecasts for a number of factors.

(How to obtain supplementary explanatory materials for the quarterly financial results)

The Company will disclose supplementary explanatory materials for the quarterly financial results on TDnet on Tuesday, November 6, 2023.

Quarterly Financial Statements

(1) Quarterly Balance Sheet

(Millions of yen)

	Fiscal Year Ended March 31, 2023	Second-Quarter Accounting Period (Ended September 30, 2023)
Assets		
Current assets		
Cash and deposits	64,640	61,166
Accounts receivable-trade	1,993	1,706
Accounts receivable-due to franchise stores	13,459	14,512
Merchandise	21,911	26,281
Inventory goods	35	30
Guarantee deposits to be recovered within one year	425	407
Other	927	1,429
Allowance for doubtful accounts	△1	△1
Total current assets	101,390	105,531
Non-current assets		
Tangible non-current assets		
Buildings(net)	17,346	18,153
Land	4,003	4,003
Other(net)	5,798	5,899
Total tangible non-current assets	27,149	28,057
Intangible non-current assets	884	894
Investment and other assets		
Guarantee deposits	4,066	4,009
Other	2,256	2,078
Allowance for doubtful accounts	△0	△0
Total investment and other assets	6,322	6,087
Total non-current assets	34,355	35,038
Total assets	135,746	140,570
Liabilities		
Current liabilities		
Accounts payable-trade	5,060	5,658
Accounts payable to franchise stores	2,107	1,869
Short-term borrowings	1,350	1,350
Corporate income taxes payable	3,800	4,887
Provisions for executive bonuses	27	12
Other	4,826	5,471
Total current liabilities	17,172	19,250
Non-current liabilities		
Long-term guarantee deposits received	963	970
Asset retirement obligations	2,495	2,760
Other	878	772
Total non-current liabilities	4,337	4,503
Total liabilities	21,510	23,753
Net assets		
Shareholders' equity		
Capital stock	1,622	1,622
Legal capital surplus	1,342	1,342
Retained earnings	111,105	113,160
Treasury shares	△67	△68
Total shareholders' equity	114,002	116,058
Valuation and translation adjustments		
Deferred gains or losses on hedges	233	759
Total valuation and translation adjustments	233	759
Total net assets	114,236	116,817
Total liabilities and net assets	135,746	140,570

(2) Quarterly Statement of Income
(Second-Quarter Cumulative Period)

(Millions of yen)

	Preceding Second-Quarter Cumulative Period (April 1, 2022 – September 30, 2022)	Current Second-Quarter Cumulative Period (April 1, 2023 – September 30, 2023)
Operating revenue	17,049	17,960
Net sales	43,158	47,619
Total operating revenue	60,208	65,580
Cost of sales	38,028	41,773
Adjusted operating profit before SG&A	22,180	23,806
Selling, general and administrative expenses	10,020	11,815
Operating profit	12,159	11,991
Non-operating income		
Interest income	126	162
Purchase discounts	141	90
Other	31	35
Total non-operating income	299	288
Non-operating expenses		
Interest expenses	21	18
Other	1	1
Total non-operating expenses	23	19
Ordinary profit	12,435	12,260
Extraordinary income		
Gain on sales of non-current assets	1	0
Total extraordinary income	1	0
Extraordinary loss		
Loss on retirement of non-current assets	7	15
Total extraordinary loss	7	15
Profit before income taxes	12,429	12,245
Income taxes-current	4,627	4,672
Income taxes-deferred	52	△32
Total corporate income taxes	4,680	4,640
Net income	7,748	7,605