



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

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

August 7, 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: August 10, 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 First Quarter of the Fiscal Year Ending March 31, 2024 (April 1, 2023 – June 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	%
Q1 of the Fiscal Year Ending March 31, 2024	35,305	5.9	7,111	△4.7	7,264	△4.5	4,565	△4.2
Q1 of the Fiscal Year Ended March 31, 2023	33,327	12.8	7,459	4.4	7,610	4.3	4,766	3.0

	Net income per share	Diluted net income per share
	Yen	Yen
Q1 of the Fiscal Year Ending March 31, 2024	55.94	—
Q1 of the Fiscal Year Ended March 31, 2023	58.40	—

(Reference) Net sales at all chain stores (millions of yen) Q1 of the Fiscal Year Ending March 31, 2024 47,911 (YoY 3.9%)
 Q1 of the Fiscal Year Ended March 31, 2023 46,096 (YoY 15.7%)

(2) Financial position

	Total assets	Net assets	Equity ratio
	Millions of yen	Millions of yen	%
Q1 of the Fiscal Year Ending March 31, 2024	135,253	114,365	84.6
FY March 2022	135,746	114,236	84.2

(Reference) Equity (millions of yen) Q1 of the Fiscal Year Ending March 31, 2024 114,365 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	—	—	—	—	—
FY March 2024 (forecast)	—	0.00	—	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
Q2 (cumulative)	65,191	8.3	12,182	0.2	12,436	0.0	7,753	0.1	95.01
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) Q2 (cumulative) 87,990 (YoY change +7.4%)
 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)	Q1 FY March 2024	81,846,816 shares	FY March 2023	81,846,816 shares
② Number of treasury shares at the end of period	Q1 FY March 2024	236,547 shares	FY March 2023	236,547 shares
③ Average number of shares outstanding during the period	Q1 FY March 2024	81,610,269 shares	Q1 FY March 2023	81,610,372 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, August 7, 2023.

Quarterly Financial Statements

(1) Quarterly Balance Sheet

(Millions of yen)

	Fiscal Year Ended March 31, 2023	First-Quarter Accounting Period (Ended June 30, 2023)
Assets		
Current assets		
Cash and deposits	64,640	64,598
Accounts receivable-trade	1,993	2,298
Accounts receivable-due to franchise stores	13,459	13,629
Merchandise	21,911	17,642
Inventory goods	35	31
Guarantee deposits to be recovered within one year	425	430
Other	927	2,317
Allowance for doubtful accounts	△1	△1
Total current assets	101,390	100,945
Non-current assets		
Tangible non-current assets		
Buildings(net)	17,346	17,921
Land	4,003	4,003
Other(net)	5,798	5,819
Total tangible non-current assets	27,149	27,745
Intangible non-current assets	884	899
Investment and other assets		
Guarantee deposits	4,066	4,027
Other	2,256	1,635
Allowance for doubtful accounts	△0	△0
Total investment and other assets	6,322	5,662
Total non-current assets	34,355	34,308
Total assets	135,746	135,253
Liabilities		
Current liabilities		
Accounts payable-trade	5,060	3,532
Accounts payable to franchise stores	2,107	2,266
Short-term borrowings	1,350	1,350
Corporate income taxes payable	3,800	2,659
Provisions for executive bonuses	27	7
Other	4,826	6,640
Total current liabilities	17,172	16,456
Non-current liabilities		
Long-term guarantee deposits received	963	961
Asset retirement obligations	2,495	2,647
Other	878	822
Total non-current liabilities	4,337	4,431
Total liabilities	21,510	20,888
Net assets		
Shareholders' equity		
Capital stock	1,622	1,622
Legal capital surplus	1,342	1,342
Retained earnings	111,105	110,120
Treasury shares	△67	△67
Total shareholders' equity	114,002	113,018
Valuation and translation adjustments		
Deferred gains or losses on hedges	233	1,347
Total valuation and translation adjustments	233	1,347
Total net assets	114,236	114,365
Total liabilities and net assets	135,746	135,253

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

(Millions of yen)

	Preceding First-Quarter Cumulative Period (April 1, 2022 – June 30, 2022)	Current First-Quarter Cumulative Period (April 1, 2023 – June 30, 2023)
Operating revenue	9,522	9,937
Net sales	23,804	25,368
Total operating revenue	33,327	35,305
Cost of sales	20,750	22,238
Adjusted operating profit before SG&A	12,577	13,066
Selling, general and administrative expenses	5,117	5,955
Operating profit	7,459	7,111
Non-operating income		
Interest income	71	90
Purchase discounts	74	52
Other	18	19
Total non-operating income	164	162
Non-operating expenses		
Interest expenses	11	9
Other	2	0
Total non-operating expenses	13	9
Ordinary profit	7,610	7,264
Extraordinary loss		
Loss on retirement of non-current assets	5	9
Total extraordinary loss	5	9
Profit before income taxes	7,605	7,255
Income taxes-current	2,623	2,533
Income taxes-deferred	215	157
Total corporate income taxes	2,838	2,690
Net income	4,766	4,565