



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

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

February 5, 2024

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: February 13, 2024 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 Third Quarter of the Fiscal Year Ending March 31, 2024 (April 1, 2023 – December 31, 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	%
Q3 of the Fiscal Year Ending March 31, 2024	106,162	5.3	20,678	△0.4	21,086	△0.5	13,086	△0.9
Q3 of the Fiscal Year Ended March 31, 2023	100,844	9.9	20,767	△8.0	21,198	△8.0	13,208	△7.7

	Net income per share	Diluted net income per share
	Yen	Yen
Q3 of the Fiscal Year Ending March 31, 2024	160.35	—
Q3 of the Fiscal Year Ended March 31, 2023	161.85	—

(Reference) Net sales at all chain stores (millions of yen) Q3 of the Fiscal Year Ending March 31, 2024 141,368 (YoY 2.5%)
 Q3 of the Fiscal Year Ended March 31, 2023 137,871 (YoY 9.5%)

(2) Financial position

	Total assets	Net assets	Equity ratio
	Millions of yen	Millions of yen	%
Q3 of the Fiscal Year Ending March 31, 2024	144,001	120,891	84.0
FY March 2023	135,746	114,236	84.2

(Reference) Equity (millions of yen) Q3 of the Fiscal Year Ending March 31, 2024 120,891 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	134,993	5.2	23,440	△2.8	23,955	△2.9	16,030	△3.8	196.42

(Note) Revision from the most recently released forecast of financial results: Yes

(Reference) Net sales at all chain stores (millions of yen) Full year (cumulative) 175,888 (YoY change +3.6%)

※ 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)	Q3 FY March 2024	81,846,816 shares	FY March 2023	81,846,816 shares
② Number of treasury shares at the end of period	Q3 FY March 2024	236,604 shares	FY March 2023	236,547 shares
③ Average number of shares outstanding during the period	Q3 FY March 2024	81,610,241 shares	Q3 FY March 2023	81,610,338 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 Monday, February 5, 2024.

Quarterly Financial Statements

(1) Quarterly Balance Sheet

(Millions of yen)

	Fiscal Year Ended March 31, 2023	Third-Quarter Accounting Period (Ended December 31, 2023)
Assets		
Current assets		
Cash and deposits	62,640	72,582
Accounts receivable-trade	1,993	3,257
Accounts receivable-due to franchise stores	13,459	12,156
Merchandise	21,911	19,248
Inventory goods	35	48
Guarantee deposits to be recovered within one year	425	417
Other	927	435
Allowance for doubtful accounts	△1	△1
Total current assets	101,390	108,144
Non-current assets		
Tangible non-current assets		
Buildings(net)	17,346	18,380
Land	4,003	4,003
Other(net)	5,798	5,960
Total tangible non-current assets	27,149	28,344
Intangible non-current assets	884	819
Investment and other assets		
Guarantee deposits	4,066	4,075
Other	2,256	2,616
Allowance for doubtful accounts	△0	△0
Total investment and other assets	6,322	6,692
Total non-current assets	34,355	35,856
Total assets	135,746	144,001
Liabilities		
Current liabilities		
Accounts payable-trade	5,060	3,467
Accounts payable to franchise stores	2,107	1,457
Short-term borrowings	1,350	1,350
Corporate income taxes payable	3,800	4,064
Provisions for executive bonuses	27	22
Other	4,826	8,170
Total current liabilities	17,172	18,531
Non-current liabilities		
Long-term guarantee deposits received	963	967
Asset retirement obligations	2,495	2,831
Other	878	777
Total non-current liabilities	4,337	4,577
Total liabilities	21,510	23,109
Net assets		
Shareholders' equity		
Capital stock	1,622	1,622
Legal capital surplus	1,342	1,342
Retained earnings	111,105	118,641
Treasury shares	△67	△68
Total shareholders' equity	114,002	121,538
Valuation and translation adjustments		
Deferred gains or losses on hedges	233	△646
Total valuation and translation adjustments	233	△646
Total net assets	114,236	120,891
Total liabilities and net assets	135,746	144,001

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

(Millions of yen)

	Preceding Third-Quarter Cumulative Period (April 1, 2022 – December 31, 2022)	Current Third-Quarter Cumulative Period (April 1, 2023 – December 31, 2023)
Operating revenue	28,739	29,166
Net sales	72,104	76,996
Total operating revenue	100,844	106,162
Cost of sales	64,686	67,286
Adjusted operating profit before SG&A	36,157	38,876
Selling, general and administrative expenses	15,390	18,197
Operating profit	20,767	20,678
Non-operating income		
Interest income	194	256
Purchase discounts	222	132
Other	48	47
Total non-operating income	465	436
Non-operating expenses		
Interest expenses	31	27
Other	2	2
Total non-operating expenses	34	29
Ordinary profit	21,198	21,086
Extraordinary income		
Gain on sales of non-current assets	4	0
Total extraordinary income	4	0
Extraordinary loss		
Loss on retirement of non-current assets	9	27
Total extraordinary loss	9	27
Profit before income taxes	21,194	21,059
Income taxes-current	7,790	7,909
Income taxes-deferred	194	64
Total corporate income taxes	7,985	7,973
Net income	13,208	13,086