

KOSHIDAKA HOLDINGS Co., LTD.

(TSE Prime Market 2157)

Results of Operations

for the Fiscal Year Ended August 2024
(FY8/2024)

October 17, 2024

Agenda

- 1 FY8/2024 Financial Summary**
- 2 FY8/2025 Consolidated Forecast**
- 3 EIP Final Stage – Toward FY8/2027**

1. FY8/2024 Financial Summary

Executive Summary

■ Record high operating/ordinary profit of more than **10 billion yen**

Consolidated operating profit was 10,164 million yen (up 32.6% YoY)

Karaoke: **Sales up 18.0% and operating profit up 26.9%** due to continuation of opening many stores and **growth in the number of customers** at existing stores.

Profit ratios increased despite expenditures for new stores, upgraded equipment at existing stores and expenses due to higher salaries (Workstyle Innovation Plan).

Real Estate Management:

The decline in sales and profit due to the sale of Sport Nagoya in FY8/2023 was offset by earnings from new properties.

Other: Sales and profit down because of the closing of Tokyo Kenko Land Maneki-no-Yu Bath House (former Bath House Segment).

■ Dividend per share: Year-end 11 yen, Annual 18 yen

Dividend increased for the third consecutive year to a new all-time high, adjusted for stock splits

FY8/2024 Consolidated Results of Operations

- Sales and operating profit exceeded the revised forecasts and **both operating and ordinary profit reached record highs of more than 10 billion yen.**
- Factors driving favorable performance:
 - (1) Continued aggressive new store openings; contributions to growth from stores opened during the past two fiscal years
 - (2) First half: Even after the rapid recovery, continued to grow including in suburban roadside locations
 - (3) Second half: Revised prices based on the competitive environment of individual stores to continue increasing the number of customers

Item	FY8/2023	FY8/2024	YoY change		Vs. forecast	
			Amount	Ratio	Forecast	Achievement ratio
Net sales	54,629	63,263	+8,634	+15.8%	62,728	100.9%
Gross profit	13,308	16,753	+3,444	+25.9%	-	-
SG&A expenses	5,641	6,589	+948	+16.8%	-	-
Operating profit	7,667	10,164	+2,496	+32.6%	9,278	109.6%
(Operating profit to net sales)	14.0%	16.1%				
Ordinary profit	7,767	10,934	+3,167	+40.8%	9,939	110.0%
(Ordinary profit to net sales)	14.2%	17.3%				
Profit attributable to owners of parent	7,104	6,735	-369	-5.2%	6,753	99.7%
(Profit to net sales)	13.0%	10.6%				
Net income per share (Yen)	87.14	82.70	-4.44	-5.1%	82.83	99.8%

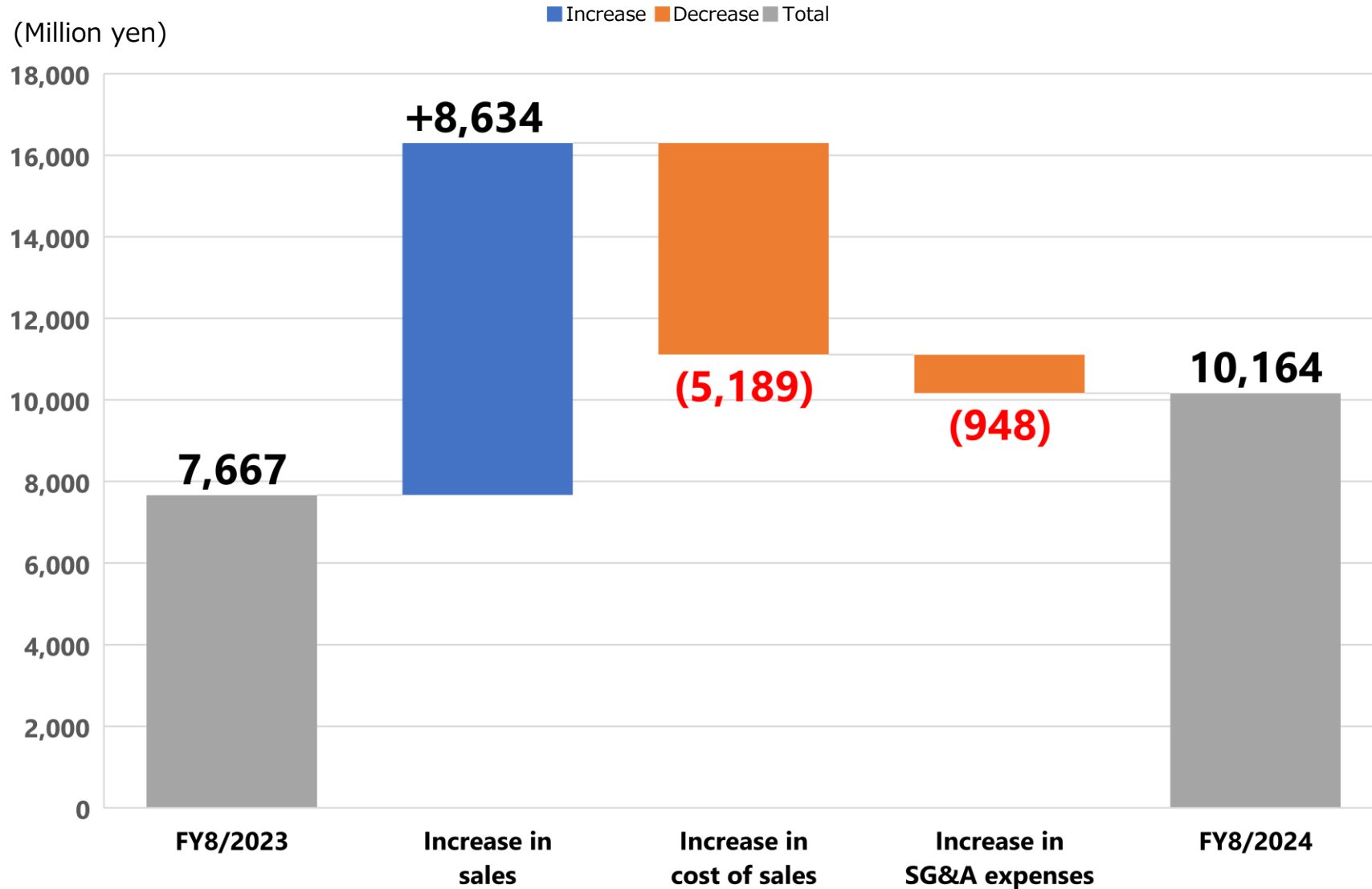
Consolidated Results of Operations by Segment (YoY Change)

- Karaoke: Sales up 18.0% and operating profit up 26.9% due to continuation of opening many stores and growth in the number of customers at existing stores. Profit ratios increased despite expenditures for new stores, upgraded equipment at existing stores and expenses due to higher salaries (Workstyle Innovation Plan).
- Real Estate Management: Sales increased as the decline in sales and profit due to the sale of Sport Nagoya was offset by new properties.
- Other: Sales and profit down because of the closing of Tokyo Kenko Land Maneki-no-Yu Bath House (former Bath House Segment).

(Million yen)

Item	FY8/2023	FY8/2024	YoY change		Vs. revised forecast	
			Amount	Ratio	Amount	Achievement ratio
Net sales	54,629	63,263	+8,634	+15.8%	62,728	100.9%
Karaoke	51,916	61,246	+9,330	+18.0%	60,502	101.2%
Real Estate Management	1,488	1,585	+97	+6.5%	1,567	101.2%
Other	1,459	863	-596	-40.9%	968	89.2%
Adjustment	(234)	(431)	-197	-	(309)	-
Operating profit	7,667	10,164	+2,496	+32.6%	9,278	109.6%
Karaoke	9,056	11,493	+2,436	+26.9%	10,649	107.9%
(Operating profit to net sales)	(17.4%)	(18.8%)			(17.6%)	
Real Estate Management	149	109	-40	-26.9%	127	86.4%
(Operating profit to net sales)	(10.1%)	(6.9%)			(8.1%)	
Other	2	(37)	-40	-	(63)	-
(Operating profit to net sales)	(0.2%)	-			-	
Adjustment	(1,541)	(1,401)	+140	-	(1,435)	-

YoY Change in Operating Profit



(Million yen)

■ Major increase in sales

✓ New stores:	+5,201
✓ Existing stores:	+4,129
✓ Real Estate/Other:	-499
✓ Adjustment:	-197

■ Major increase in cost of sales

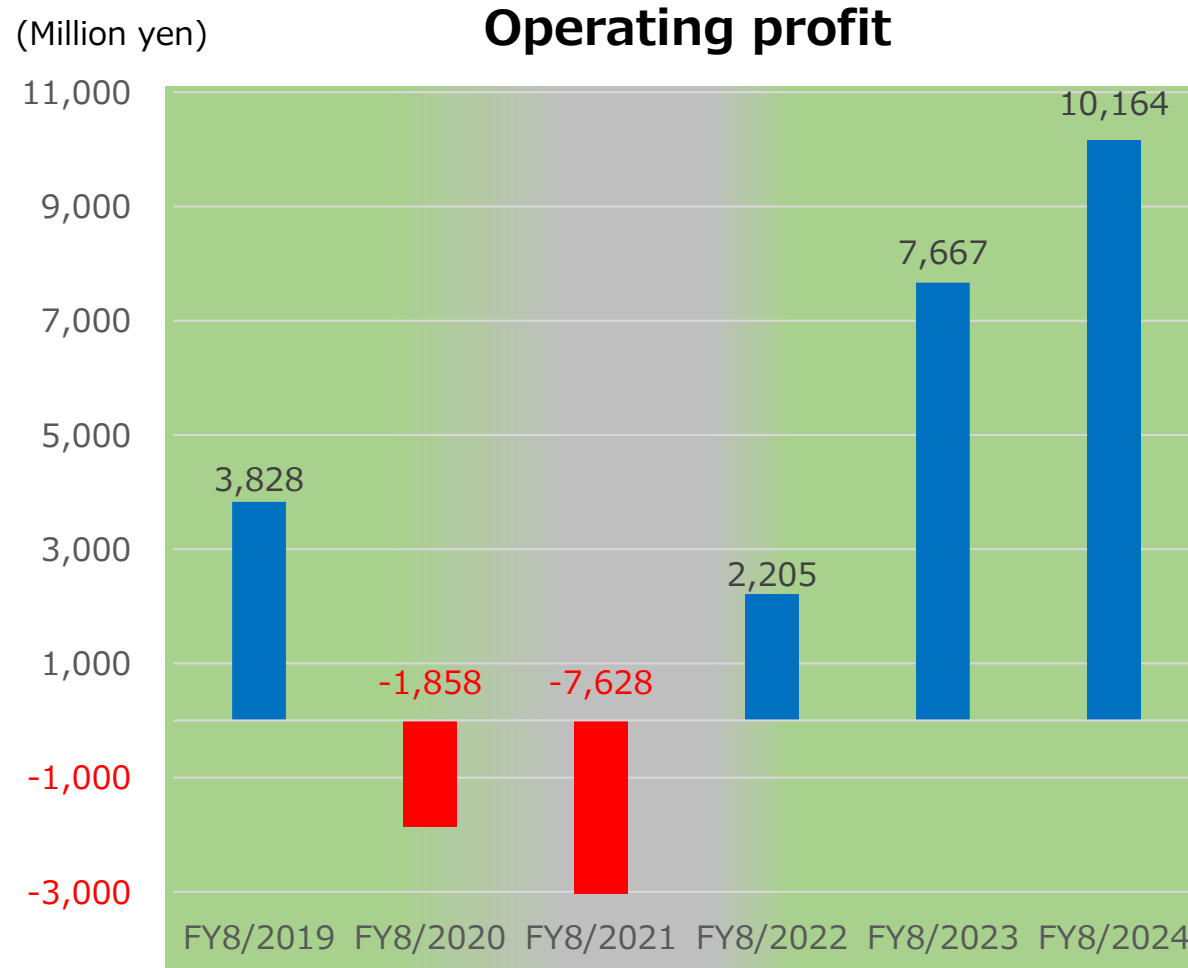
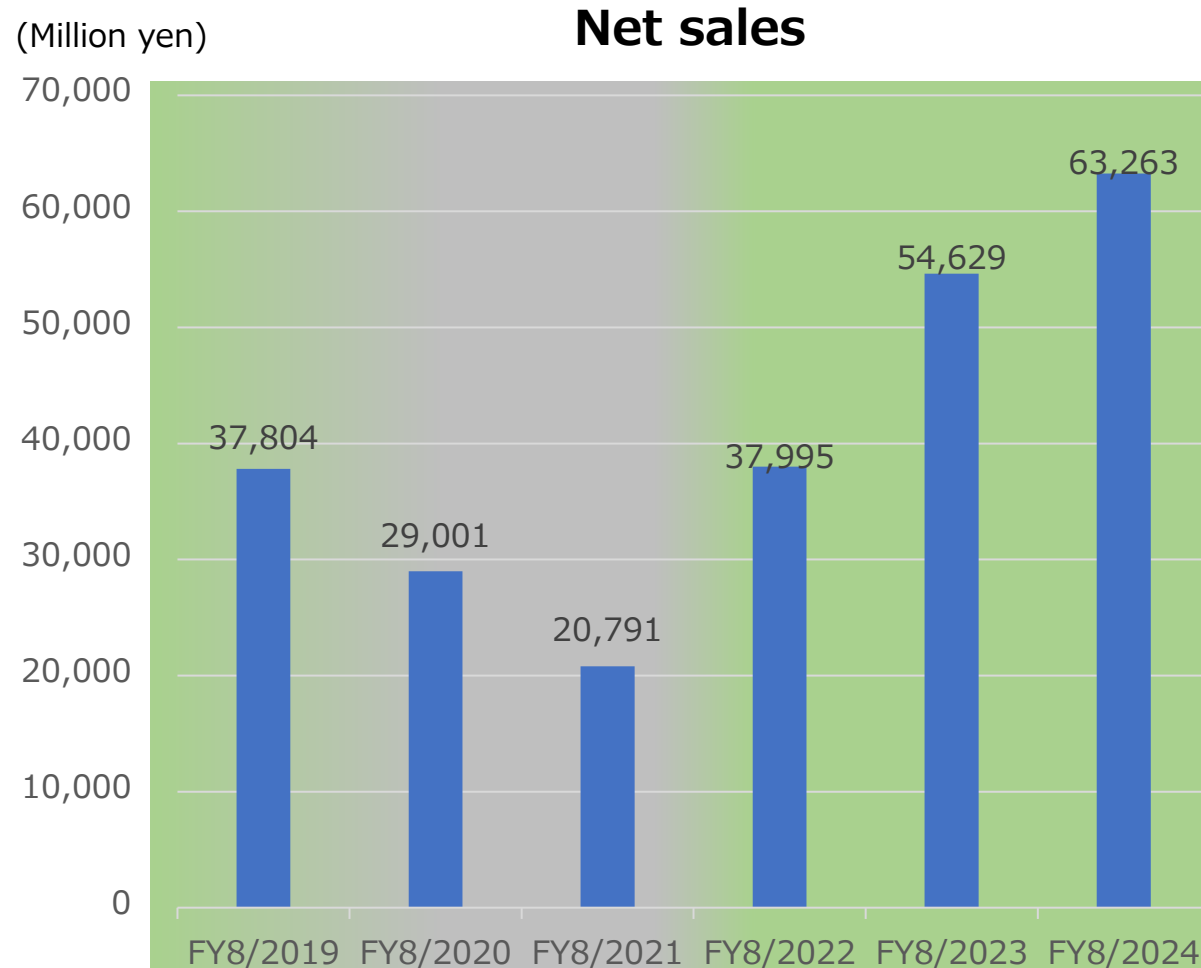
✓ Personnel:	+1,861 (+14.0%)
✓ Rents:	+1,363 (+14.9%)
✓ Cost of merchandise:	+784 (+18.6%)
✓ Depreciation:	+522 (+14.1%)
✓ Fees and commissions:	+263 (+21.2%)
✓ Utilities:	-112 (-3.4%)

■ Major increase in SG&A expenses

✓ Advertising expenses:	+449 (+85.9%)
✓ Personnel:	+303 (+17.7%)
✓ Opening expenses:	+46 (+5.6%)

(*Reference) Changes in Net Sales and Operating Profit

- Growth is continuing even after the rapid recovery of sales and operating profit to higher than the pre-pandemic levels
- Operating profit surpassed 10 billion yen, setting a new record



Karaoke Business

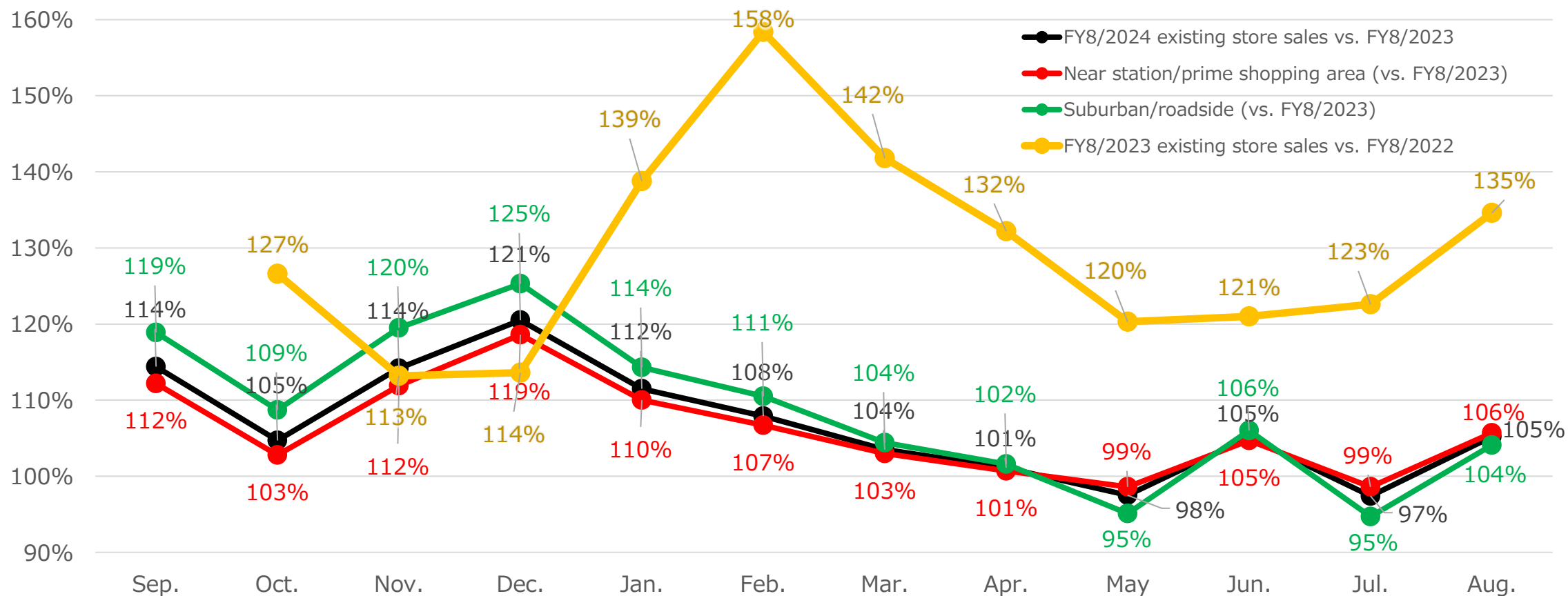
- Number of customers increased as patronage at existing stores increased and customers at newly opened stores were added.
- Determined the most suitable prices for individual stores based on competition to increase the number of customers.
- Higher productivity because larger size of stores and other measures raised profitability.

(Million yen)

	FY8/2021		FY8/2022		FY8/2023 (Previous classification)		FY8/2023		FY8/2024	
	Result	Comp.	Result	Comp.	Result	Comp.	Result	Comp.	Result	Comp.
Net sales	19,195	-	36,178	-	52,318	-	51,916	-	61,246	-
Cost of sales	23,383	121.8%	30,178	83.4%	39,283	75.1%	38,848	74.8%	44,634	72.9%
Gross profit	(4,188)	-	6,000	16.6%	13,035	24.9%	13,068	25.2%	16,611	27.1%
SG&A expenses	2,402	12.5%	2,987	8.3%	4,028	7.7%	4,011	7.7%	5,118	8.4%
Operating profit	(6,591)	-	3,012	8.3%	9,006	17.2%	9,056	17.4%	11,493	18.8%

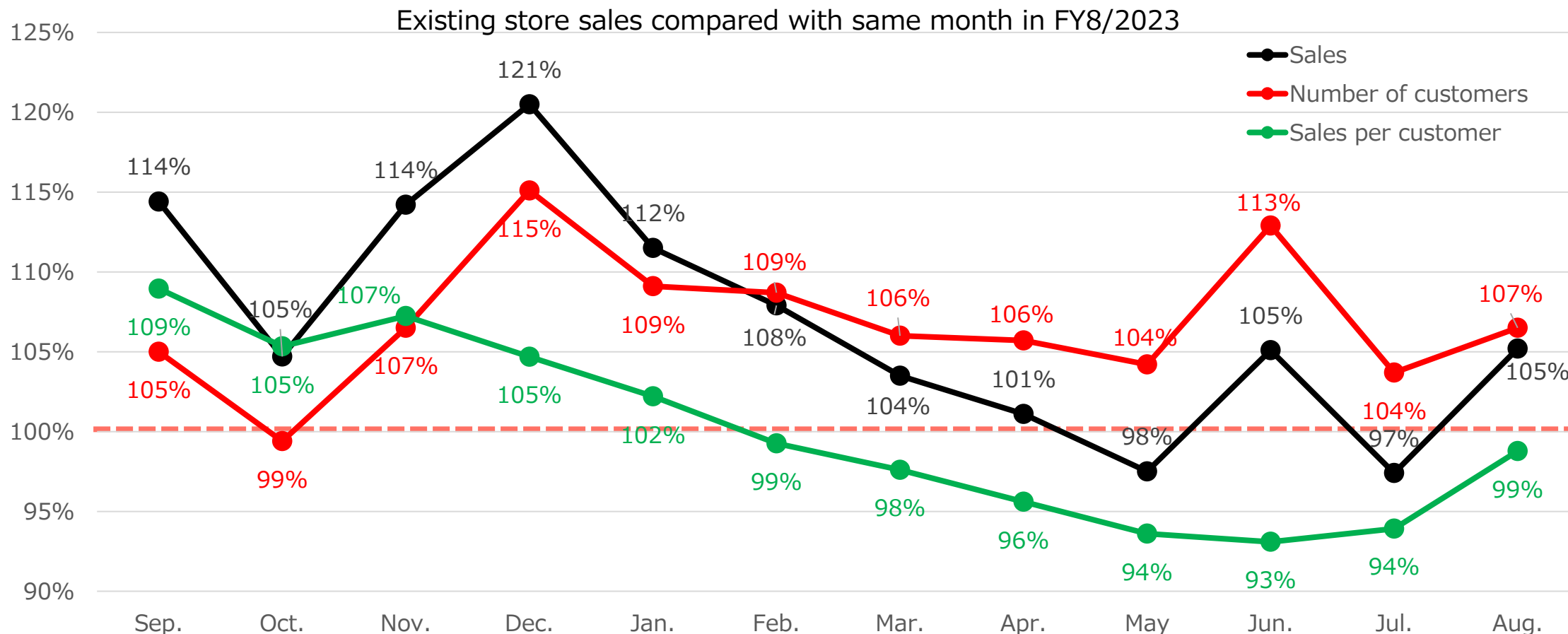
Existing Store Sales

- FY8/2024 existing store sales were 6.7% higher than FY8/2023 (on a monthly basis). Sales growth was high in November and December 2023 because of the return to a normal busy year-end following the negative effect of the pandemic during the 2022 year-end season. In the second half of FY8/2024, YoY sales growth was somewhat slow in comparison to the strong growth in the previous fiscal year.
- First half sales growth at suburban/roadside locations was higher than growth at stores in prime shopping areas and near railway stations where revenue consumption began to emerge in 2Q FY8/2023.



Sales at Existing Stores/Number of Customers/Sales Per Customer

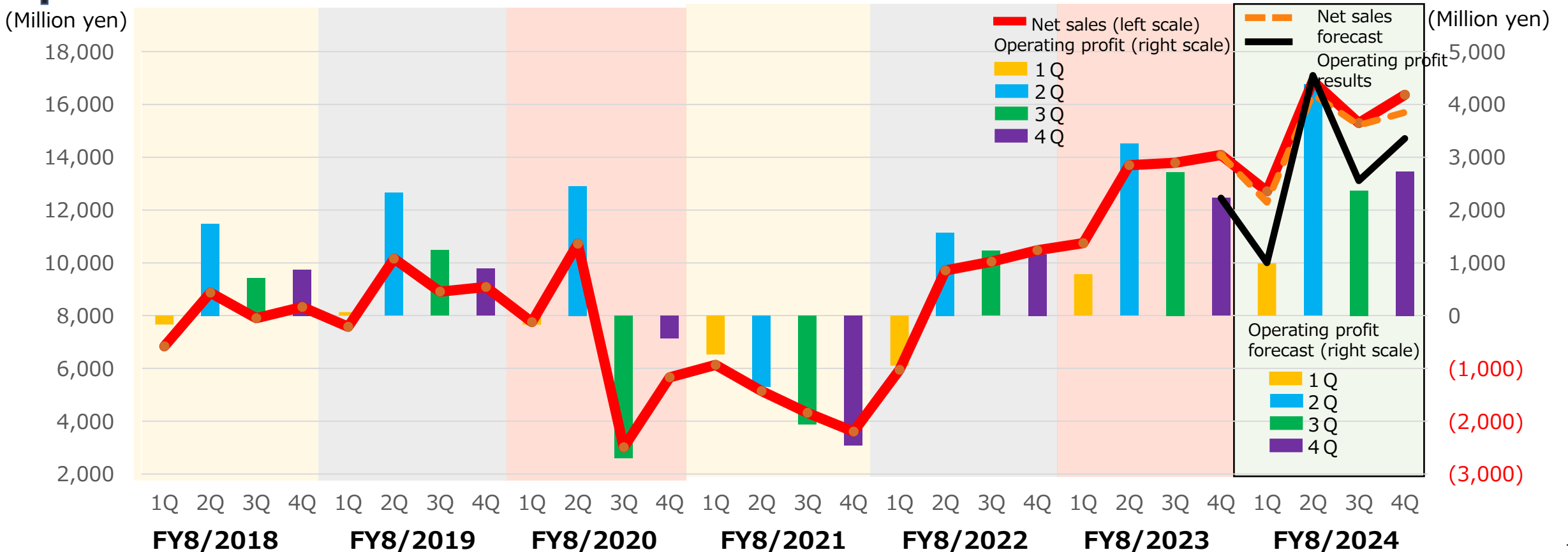
- FY8/2024 existing store sales increased 6.7%, number of customers increased 6.9%, and sales per customer decreased 0.2% compared with FY8/2023.
- The contribution of price increases during Dec. 2022 to Feb. 2023 ended. Flexibly adjusted prices based the market conditions for individual stores.
- The number of customers continues to increase, except in October 2023.



Karaoke Segment Quarterly Net Sales and Operating Profit

- Sales and earnings are lowest in the 1Q and highest in the 2Q, which includes the year-end/New Year holiday, followed by the 4Q, which includes Obon holiday and summer vacation, and the 3Q, which includes spring break and Golden Week.
- Before the pandemic, there was a loss in the 1Q every year. But sales and earnings became profitable from 1Q FY8/2023 and were even higher in 1Q FY8/2024.

Karaoke Segment Quarterly Net Sales and Operating Profit



Number of Locations and Rooms

- Opened 51 stores in FY8/2024—Store opening was largely as planned
- Continued to add locations in the Tokyo Metropolitan area, placed emphasis on adding more stores in the Kinki region, and added locations in areas with the potential for new stores
- Continued to increase store size and open new stores in prime shopping areas near railway stations
→ Improved efficiency of store operations

Number of locations/rooms		FY8/2023		FY8/2024		Change	
		No. of locations	No. of rooms	No. of locations	No. of rooms	No. of locations	No. of rooms
Manekineko	Near railway stations/ prime shopping areas	340	9,411	380	10,685	+40	+1,274
	Suburban/roadside locations	274	6,563	278	6,761	+4	+198
	Total	614	15,974	658	17,446	+44	+1,472
One Kara		6	212	6	207	0	-5
Total		620	16,186	664	17,653	+44	+1,467

Number of locations opened/closed		1Q FY8/2024	2Q FY8/2024	3Q FY8/2024	4Q FY8/2024	FY8/2024
No. of locations opened	Near railway stations/ prime shopping areas	12	15	12	6	45
	Suburban/roadside locations	0	1	3	2	6
	Total	12	16	15	8	51
No. of locations closed		0	2	3	2	7

Overseas Performance

- Continued rapid store openings in Southeast Asia:
Opened 3 stores in Malaysia, 1 in Thailand and 1 in Indonesia.
- The new flagship stores raised brand recognition and the larger size of stores is improving profitability.

SETAPAK CENTRAL MALL
Malaysia



Silom Edge, Thailand



Lippo Mall Puri, Indonesia



(Million yen)

	FY8/2022			FY8/2023			FY8/2024		
	Full year			Full year			Full year		
	Net sales	Operating profit	No. of locations	Net sales	Operating profit	No. of locations	Net sales	Operating profit	No. of locations
Overseas	315	(67)	11	779	(2)	17	1,225	107	22
South Korea	108	(9)	4	99	(14)	4	123	(11)	4
Malaysia	192	(13)	6	452	17	10	710	67	13
Thailand	0	(27)	0	185	11	2	304	54	3
Indonesia	15	(18)	1	43	(16)	1	88	(3)	2

*Sales and operating profit in Malaysia, Thailand and Indonesia are not consolidated.

Real Estate Management/ Other Businesses

Real Estate Management Business

- Sales and profit decreased because of the sale of “Sport Nagoya”
- Occupancy was almost 100% at both of the major properties
→ AQERU Maebashi, Fleuret Sakuragicho
- Higher sales and profit and an increase in expenses of newly acquired properties

(Million yen)

	FY8/2020		FY8/2021		FY8/2022		FY8/2023		FY8/2024	
	Result	Comp.	Result	Comp.	Result	Comp.	Result	Comp.	Result	Comp.
Net sales	637	-	698	-	922	-	1,488	-	1,585	-
Cost of sales	697	109.4%	863	123.6%	737	79.9%	1,296	87.1%	1,447	91.3%
Gross profit	(60)	-	(165)	-	185	20.1%	192	12.9%	137	8.7%
SG&A expenses	16	2.5%	16	2.3%	19	2.1%	42	2.8%	27	1.8%
Operating profit	(77)	-	(181)	-	165	17.9%	149	10.1%	109	6.9%

Other Businesses

- Closing of Tokyo Kenko Land Maneki-no-Yu Bath House (former Bath House segment) eliminated revenue from this facility.
- Food/beverage stores were transferred to this category from karaoke. Sales and profit of these stores is improving.

(Million yen)

	FY8/2021		FY8/2022		FY8/2023 Previous classification		FY8/2023 New classification		FY8/2024	
	Result	Comp.	Result	Comp.	Result	Comp.	Result	Comp.	Result	Comp.
Net sales	897	-	894	-	1,057	-	1,459	-	863	-
Cost of sales	1,061	118.3%	939	105.0%	976	92.3%	1,410	96.7%	859	99.5%
Gross profit	(164)	-	(45)	-	81	7.7%	48	3.3%	4	0.5%
SG&A expenses	38	4.2%	27	3.0%	28	2.7%	46	3.2%	41	4.8%
Operating profit	(203)	-	(73)	-	52	5.0%	2	0.2%	(37)	-

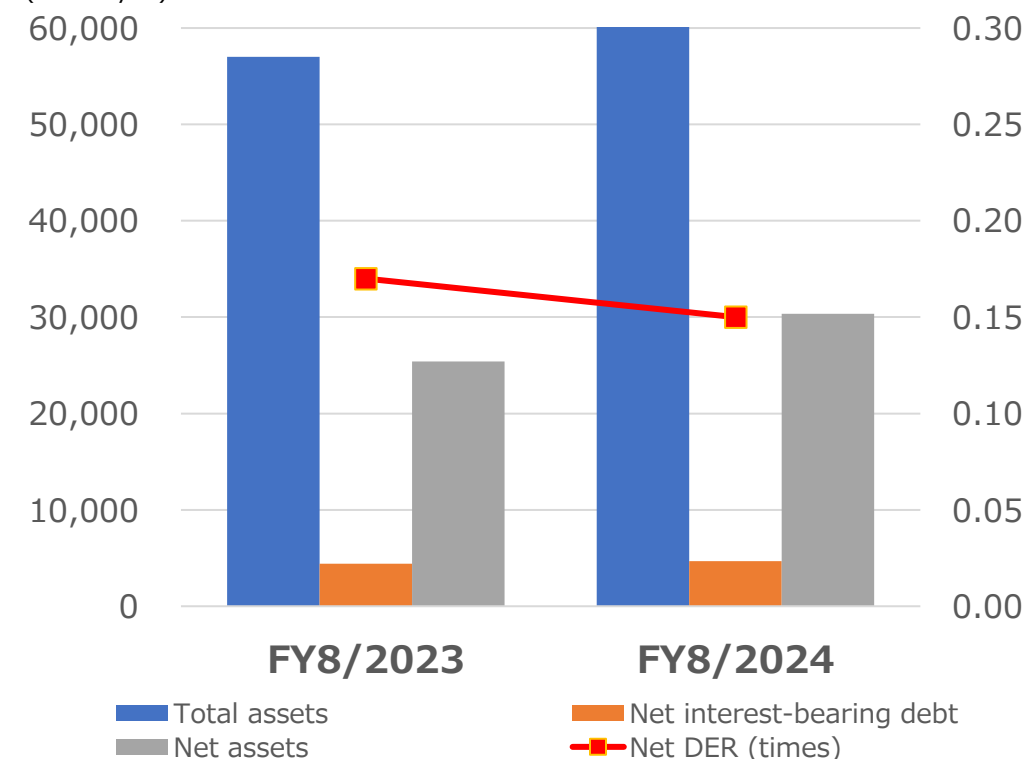
Balance Sheet and Cash Flows

Balance Sheet

(Million yen)

	August 31, 2023	August 31, 2024	Change
Current assets	12,374	11,903	-471
Non-current assets	44,633	49,811	+5,178
Total assets	57,007	61,714	+4,707
Current liabilities	13,964	13,975	+11
Non-current liabilities	17,648	17,384	-264
Net assets	25,394	30,354	+4,960
Net interest-bearing debt	4,411	4,664	+253
Equity ratio	44.5%	49.2%	Up 4.6pt
Net DER (times)	0.17	0.15	Up 0.02
ROE	31.6%	24.2%	Down 7.5pt

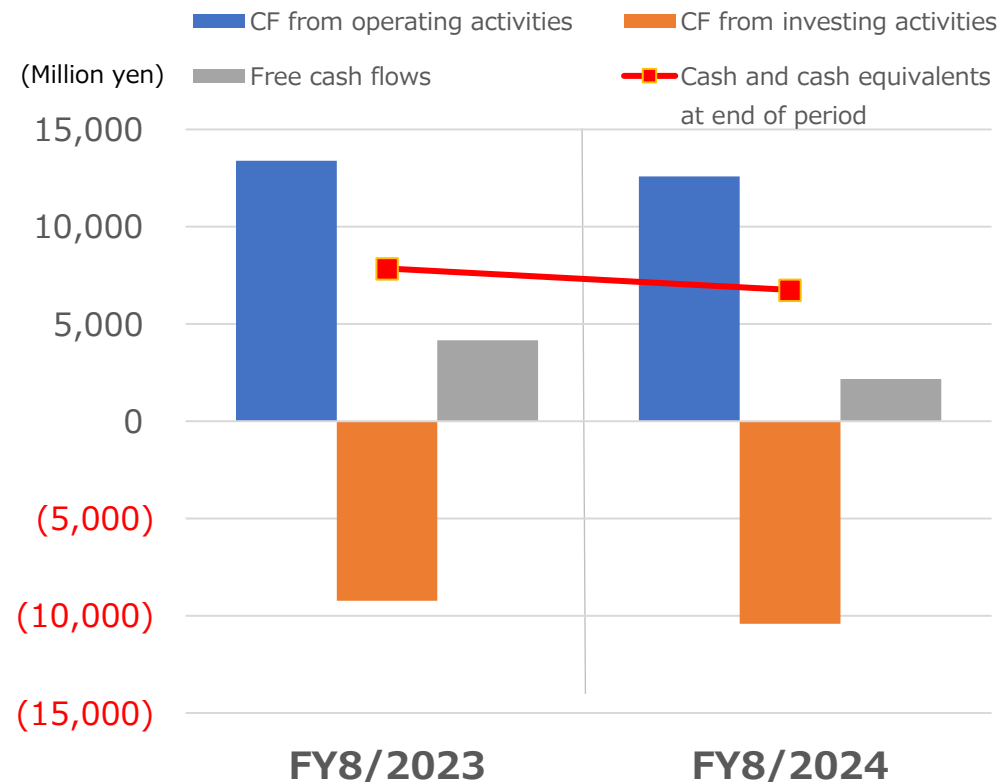
(Million yen)



Non-current assets increased as the number of newly opened stores remained high and current assets were unchanged. Total assets increased by about the same as non-current assets did. Higher earnings raised net assets and cash was used to reduce debt, resulting in no change in net interest-bearing debt. A small decrease in the net debt-equity ratio because of higher equity. The ROE was down by 7.5 points because extraordinary income boosted profit in the previous fiscal year. The ROE increased after excluding the contribution of extraordinary income one year earlier.

Cash Flows

	(Million yen)		
	FY8/2023	FY8/2024	Change
Cash flows from operating activities	13,385	12,581	(804)
Cash flows from investing activities	(9,227)	(10,413)	(1,187)
(Free cash flows)	4,158	2,167	(1,991)
Cash flows from financing activities	(2,744)	(3,123)	(379)
Cash and cash equivalents at end of period	7,854	6,750	(1,104)



No change in the manner of using operating cash flows to continue adding many new stores. Free cash flow and cash were used to repay loans, pay dividends and repurchase stock.

2. FY8/2025 Consolidated Forecast

FY8/2025 Forecast

Consolidated Forecast

(Million yen)

Items	FY8/2024 Result	FY8/2025 Forecast	Vs. FY8/2023	
			Change	Ratio
Net sales	63,263	71,057	+7,793	+12.3%
Operating profit	10,164	11,578	+1,414	+13.9%
(Operating profit to net sales)	(16.1%)	(16.3%)		
Ordinary profit	10,934	11,536	+601	+5.5%
(Ordinary profit to net sales)	(17.3%)	(16.2%)		
Profit attributable to owners of parent	6,735	7,499	+764	+11.3%
(Profit to net sales)	(10.6%)	(10.6%)		
Net income per share (Yen)	82.70	92.65	+9.95	+12.0%

■ Karaoke Business

- Forecast higher existing store sales due to more customers
- Sales forecast includes the first full FY contribution of the 51 stores added in FY8/2024 and sales from new stores to be added in FY8/2025
- Maintain profitability by increasing productivity to offset expenses due to higher salaries

[Reference]

Share acquisition rights and convertible bonds sold to Advantage Advisors can be exercised/converted beginning on March 15, 2024. The capital and business alliance with this company will continue. These rights and bonds are equivalent to 10,387,936 shares at 675 yen per share.

FY8/2025 Forecast by Segment

Forecast by Segment

(Million yen)

Item	FY8/2024 Result	FY8/2025 Forecast	YoY
			Change
Net sales	63,263	71,057	+7,793
Karaoke	61,246	68,747	+7,500
Real Estate Management	1,585	1,900	+314
Other	863	909	+46
Adjustment	(431)	(499)	(67)
Operating profit	10,164	11,578	+1,414
(Operating profit to net sales)	(16.1%)	(16.3%)	
Karaoke	11,493	12,778	+1,285
(Operating profit to net sales)	(18.8%)	(18.6%)	
Real Estate Management	109	266	+156
(Operating profit to net sales)	(6.9%)	(14.0%)	
Other	(37)	31	+68
(Operating profit to net sales)	(-)	(3.4%)	
Adjustment	(1,401)	(1,497)	(96)

FY8/2025 Dividend Policy

Distributing earnings to shareholders is one of the highest priorities of Koshidaka Holdings. Our policy is to pay dividends consistently while taking steps for the medium/long-term growth of the value of our stock. By accomplishing the Entertainment Infrastructure Plan*¹ and creating the next core drivers of growth, we are aiming for more growth of our businesses and the even more efficient use of capital.

The specific dividend amount will be determined year to year based on the need to reinvest funds in current and new businesses and for other purposes and the plan for a medium-term steady increase in the dividend payout ratio.

- Plans to pay an interim dividend of 12 yen, which is an increase of 1 yen from the FY8/2024 year-end dividend, and a year-end dividend of 12 yen, for a total full-year dividend of 24 yen per share.

Dividend per share/Payout ratio

(Yen)

	FY8/2019	FY8/2020	FY8/2021	FY8/2022	FY8/2023	FY8/2024	FY8/2025 (forecast)
Interim	6.0	8.0	2.0	4.0	5.0	7.0	12.0
Year-end	6.0	4.0	2.0	4.0	7.0	11.0	12.0
Annual	12.0	12.0	4.0	8.0	12.0	18.0	24.0
Payout ratio	15.7%	-	-	17.9%	13.8%	21.8%	25.9%

*1. The Entertainment Infrastructure Plan has the goal of accomplishing the medium-term corporate vision of "entertainment as infrastructure."

Shareholder Benefit Program (Record Date: August 31)

Shares held	Length of shareholding	Gift
At least 100	Under three years	2 coupons (2,000 yen)
	Three years or more	4 coupons (4,000 yen)
At least 400	Under three years	5 coupons (5,000 yen)
	Three years or more	10 coupons (10,000 yen)
1,000 or more	Under three years	10 coupons (10,000 yen)
	Three years or more	20 coupons (20,000 yen)

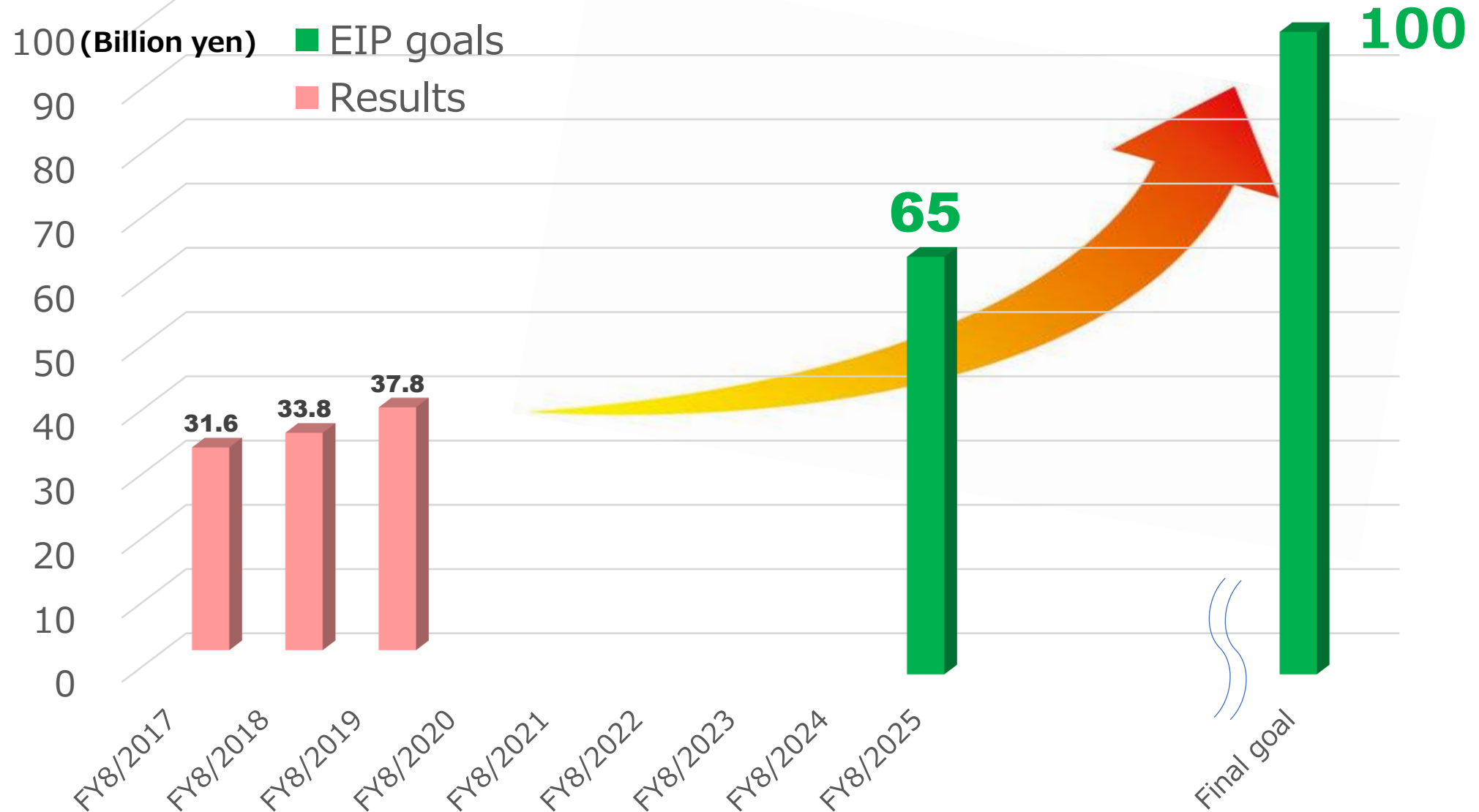
* Shareholder gift coupons can be used at Karaoke Manekineko, One Kara (single-use room karaoke) and Maneki-no-Yu bath houses in Japan. Up to five coupons can be used for a single visit and coupons can be used with other coupons.

3. EIP Final Stage – Toward FY8/2027

EIP (Entertainment Infrastructure Plan)

Started in September 2019:

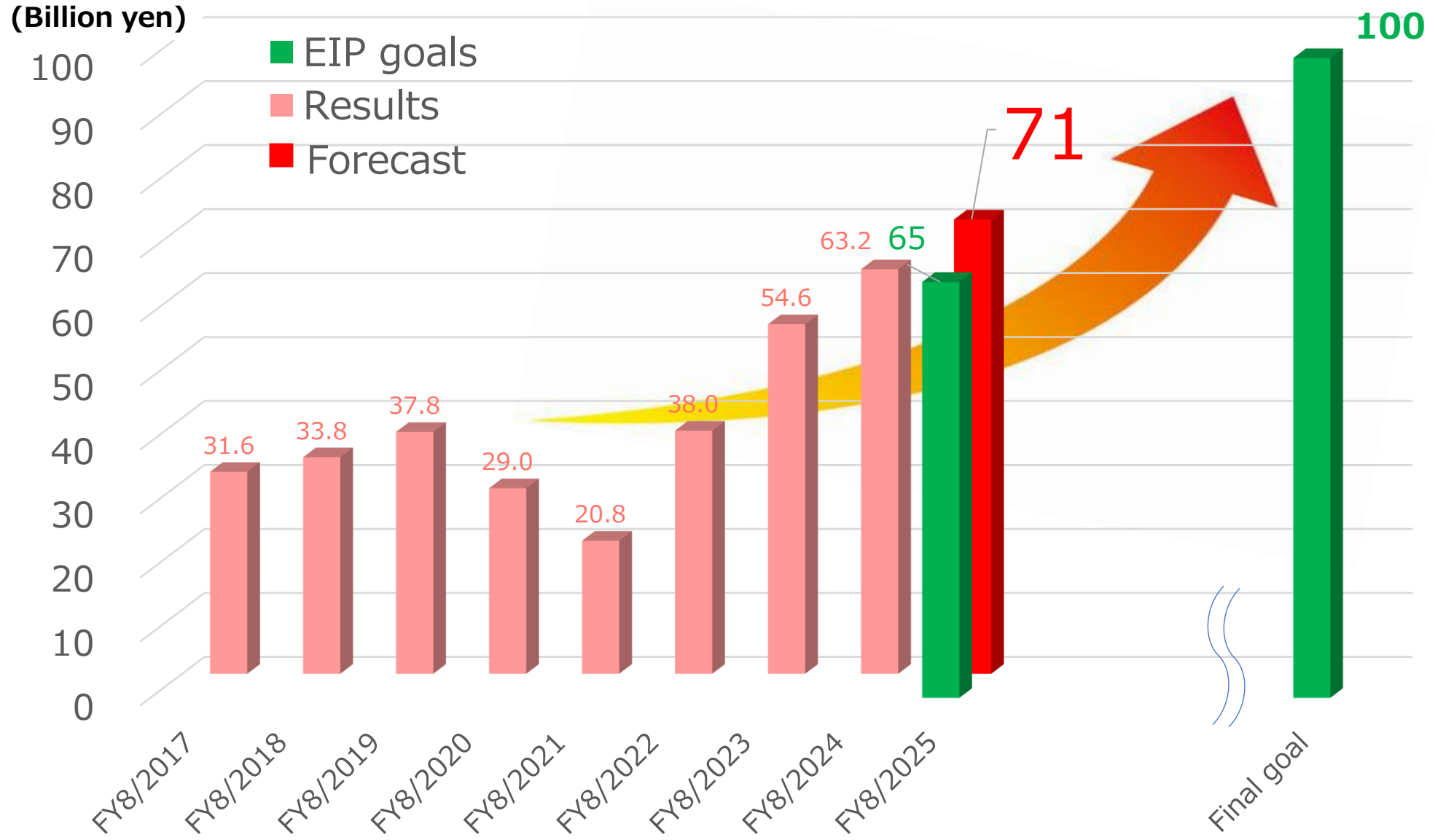
Intermediate goal of **65** billion yen, final goal of **100** billion yen



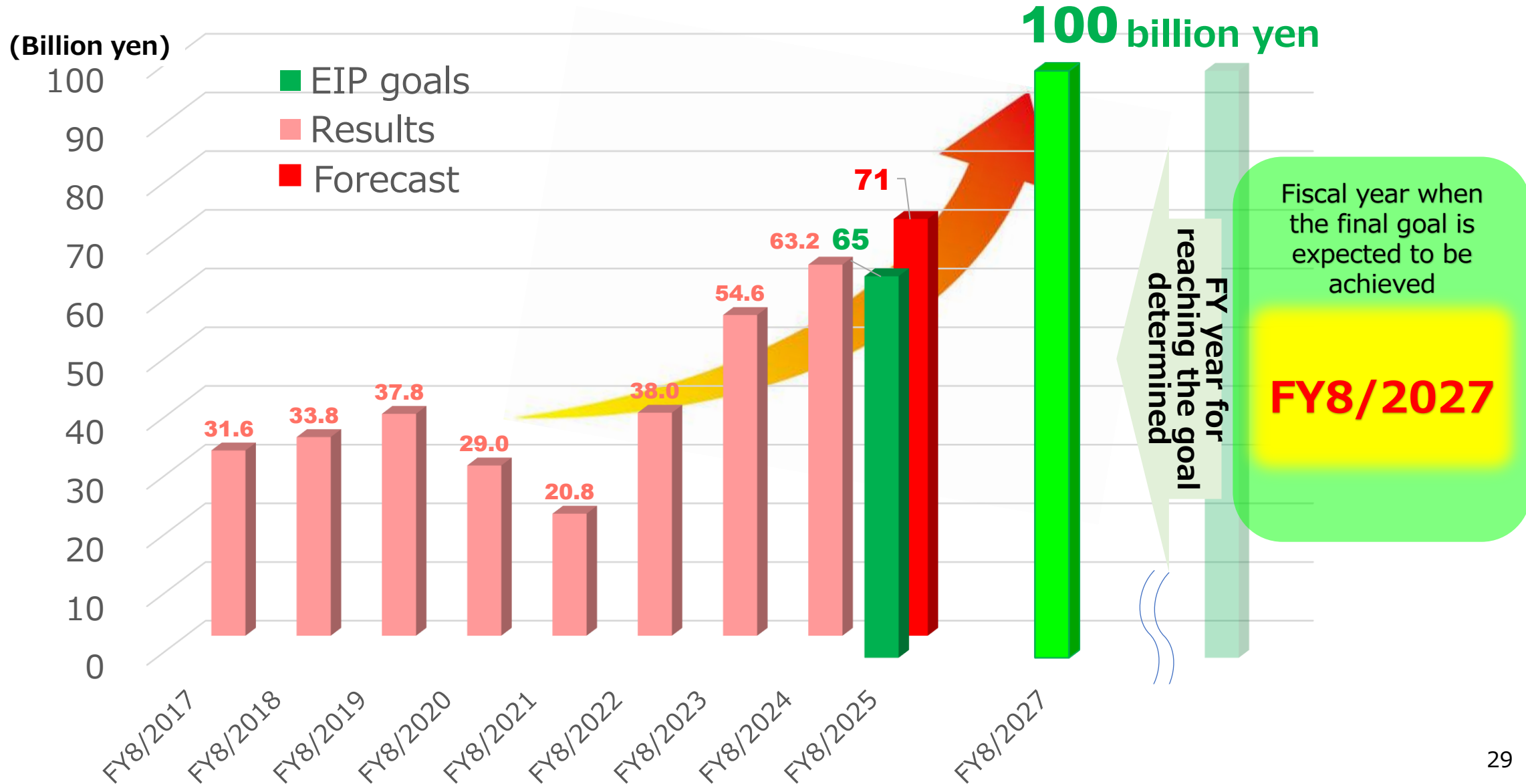
3. EIP Final Stage – Until FY8/2027



FY8/2025 expected performance is expected to be far above the intermediate goal of the Entertainment Infrastructure Plan
Forecast sales of **71 billion yen**, 12% above this goal



Timing established for achievement of the EIP final goal



EIP final stage – KPI Targets for the final year (FY8/2027)

Item		FY8/2019	FY8/2023	FY8/2024	FY8/2025 (Forecast)	FY8/2027 (Final goal)	(Reference) TSE Prime non-manufacturing industry (FY2023)
Net sales	Billion yen	37.80	54.63	63.26	71.06	100	—
Operating profit (Operating margin)	Billion yen (%)	9.51 (10.1)	7.67 (14.0)	10.16 (16.1)	11.58 (16.3)	At least 15.0 (At least 15.0)	— (6.4)
Payout ratio	%	15.7	13.8	21.8	25.9	At least 35.0	33.4
DOE	%	3.3	4.4	5.2	5.9	At least 6.0	2.9
ROE	%	21.3	31.6	24.2	22.6	18.0 (est.)*	18.8

*Upon Assumption in which conversion of convertible bonds and exercise of share acquisition rights in FY8/2026

Final EIP initiatives

Initiative 1

The EIP final stage*1

- A) Double the pace of store openings: In the Tokyo Metropolitan area, continue opening new stores and raise productivity by relocating and renovating existing stores. In the Kinki region and Nagoya and other areas with much potential for new stores, open stores to raise brand awareness in these areas.
- B) More private entertainment rooms (PER)*2: Convert karaoke rooms into entertainment rooms by adding the E-bo entertainment platform, which includes services other than karaoke.
- C) A sound organizational structure: Personnel system measures (continuous salary increases, larger number of consecutive days off), workforce diversity (people with disabilities, people with advanced skills, etc.), upgraded training programs

Initiative 2

Improve profitability by increasing productivity

Increase labor productivity in order to both raise salaries for employees and lower personnel expense ratio.
Development of PER and the faster digital transformation of store and head office operations:
Establishment of Koshidaka Digital

Initiative 3

Full-scale expansion outside Japan

Accelerate store openings in countries in Southeast Asia with enormous potential for growth.
Start making plans to start operations in the United States.

Initiative 4

Create new sources of earnings

B-to-C operations using Koshidaka assets, content business, M&A

*1 The Entertainment Infrastructure Plan has the goal of accomplishing the medium-term corporate vision of “entertainment as infrastructure.”

*2 Private Entertainment Rooms, which are part of the “entertainment as infrastructure” vision, are a platform for providing karaoke along with many other forms of entertainment.

1 A Double the pace of store openings

- In the Tokyo Metropolitan area, continue adding locations in prime shopping areas and near stations; aim for high profitability by rapidly reaching top speed in operations at new stores
- In the Kinki region and Nagoya area, raise brand awareness by continuing to place emphasis on adding more stores
- Continue adding locations in areas with the potential for new stores; currently no stores in only two (Tottori, Wakayama) of Japan's 47 prefectures

Strategy for new stores

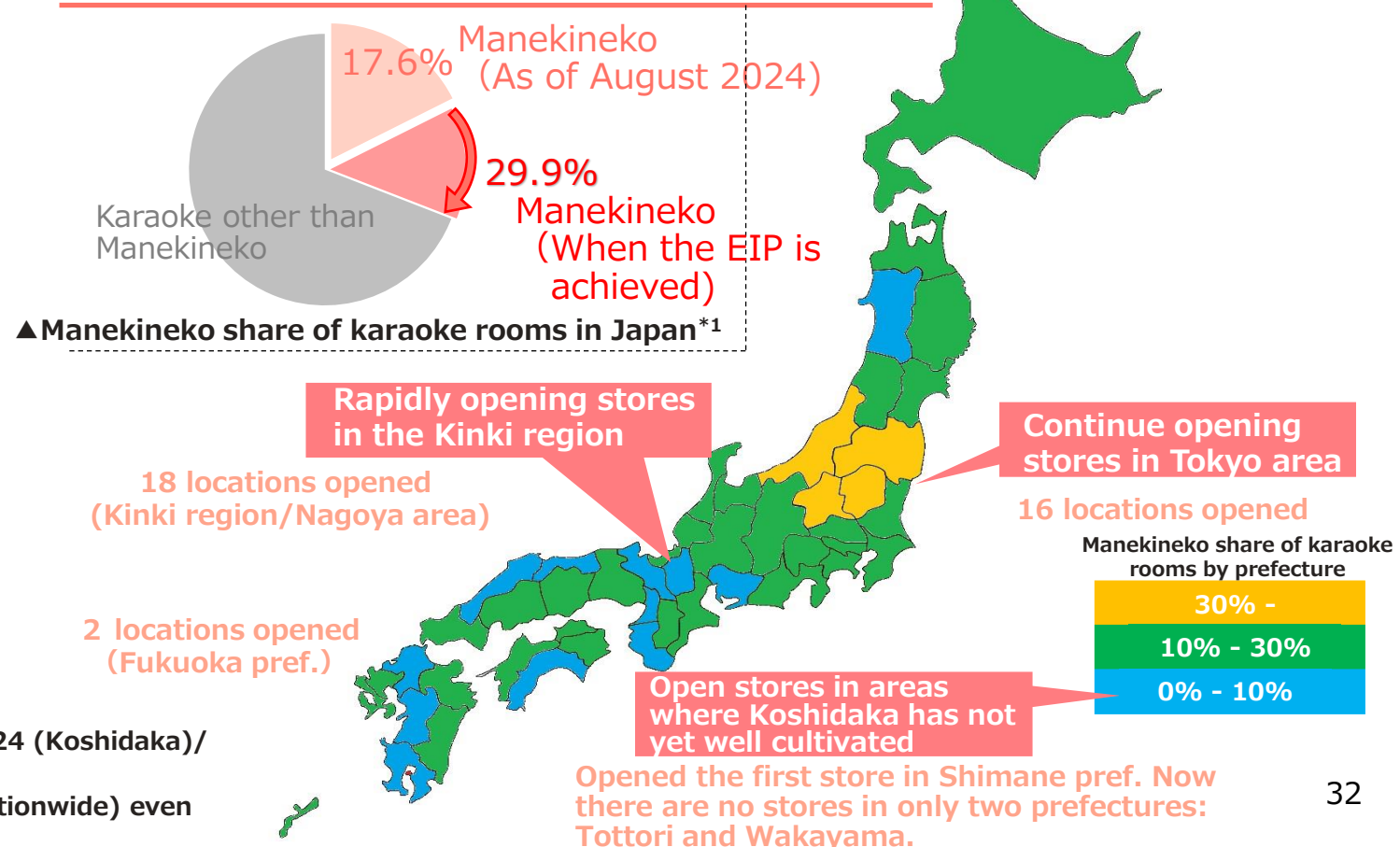
Continue opening many stores near stations and shopping districts, mainly in the Tokyo Metropolitan area

Rapidly increase the number of locations in the Kinki region

Open stores in regions where there is enormous potential for growth

Opening of 100 stores per year

Stores opened in FY8/2024 (51 Manekineko stores opened)



*1 Calculated based on the number of rooms as of August 31, 2024 (Koshidaka)/ Karaoke White Paper as of March 31, 2024
 Assumes no change in the total number of rooms (100,463 nationwide) even when the EIP is achieved.

1 B PER (Private Entertainment Rooms)

Converting karaoke rooms into private entertainment rooms (PER) for karaoke as well as for enjoying many other services. Transforming karaoke boxes into entertainment boxes.

Upgrade existing PER services



E-bo entertainment platform



Contents collaboration



+ And more ...

1 C [Progress and Goals] Strategic internal actions– A sound organizational structure

Continue actions to build a sound infrastructure to serve as the foundation for growth in order to accomplish the goals of the Entertainment Infrastructure Plan

1

Personnel system reforms

- Progress in the Workstyle Innovation Plan
 - Restructuring of salary level and evaluation system
 New personnel system: Introduced in FY8/2024
Highest level in Karaoke Box Operators
 Salary level: 25% increase in average employee salary over 2 years (**FY8/2024: up 13%**)
 - Further enhancement of welfare benefits and reform of work style
 Increased consecutive days off

2

Workforce diversity

- People with disabilities
 - Establish a new company
- Continue hiring people with advanced skills
- More people for finding locations for new stores and opening stores
- Add many employees for overseas business expansion

3

Strengthen training programs at Maneki-Juku (employee training center)

- Start training for specific job and management categories; hold regular training sessions for all employees
- Develop video of operation manuals
- Enhance training programs

4

Activities to help accomplish the SDGs

- Use the Sustainability Committee to conduct corporate social responsibility and environmental activities.
- Single-parent family support (Maneki Smile Passport)
 - “Children’s 110 (911) Hotline” activities
 - “Let’s Sing –a good cheer song” project
(Singing this song will be a donation to orphanages and other institutions)
 - Promote carbon neutrality

3 Growth outside Japan: Faster SE Asia growth and start of U.S. planning

Continue to add locations in Southeast Asia, where markets and economics are growing steadily.

In the economically mature U.S. market, export the **Family Karaoke** business model as a form of entertainment content.

Strategies for growth of the karaoke business outside Japan (Southeast Asia)

- | | |
|-----------------------------|--|
| Business climate | <ul style="list-style-type: none"> Inadequate supply of entertainment opportunities due to fast growth of middle-income population The medium-term outlook is for market growth in proportion to population as economies of SE Asian countries continue to become stronger |
| Koshidaka Manekineko | <ul style="list-style-type: none"> Facilities of local competitors target evening and nighttime use. Local customers favor Manekineko Karaoke as authentic “Family Karaoke” where they can actually take their friends or family together. In FY8/2024, average monthly sales were about 6 million yen at Southeast Asia stores. Average monthly sales at flagship stores were about 10 million yen. Examining type of business for faster expansion in the future |

	Stores at end of FY				
	FY8/2021	FY8/2022	FY8/2023	FY8/2024	FY8/2027
Overseas	12	11	17	22	74
South Korea	4	4	4	4	4
Malaysia	6	6	10	13	30
Thailand	1	0	2	3	15
Indonesia	1	1	1	2	15
Country A	-	-	-	-	5
Country B	-	-	-	-	5



Plan to include company overseeing SE Asia operations in the consolidated financial statements

4 Create new sources of earnings: Contents business



Powerful "Japan"
contents for
domestic and
overseas markets

202X

Rapid sales growth

FY8/2025

Make content the third core business
Growth of overseas non-EC and cross-border EC sales
Sales of collaboration goods/drinks (exp.): ¥1,500mn (of which EC ¥200mn)
Cross border EC sales of collaboration goods: ¥500mn
(overseas non-EC distribution)

FY8/2024

Increase the number of contents and channels

Number of content: 65

of which also for overseas: 4 (South Korea, Malaysia, Thailand, Indonesia)

Sales of collaboration goods/drinks: ¥900mn (of which EC ¥100mn) (FY8/2023 ¥400mn)

Cross border EC sales of collaboration goods: ¥200mn (overseas non-EC distribution)

4 Create new sources of earnings: Market research business using Koshidaka assets

Matching B to B corporate customers and “Karaoke Manekineko” customers at Karaoke Rooms, “Neko no Te” service started

Interview at Karaoke Rooms

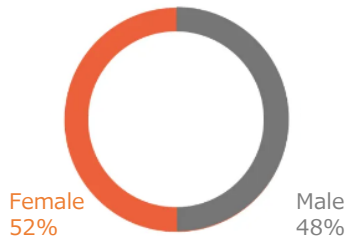
Usage of Koshidaka assets

664

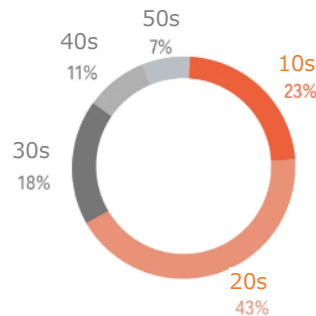
Karaoke outlets
all over in Japan

Over 15 million
application users info

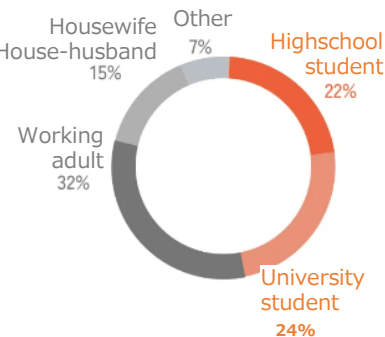
Gender



Age



Occupation



Matching Marketers and Customers
(Input directly from monitors)

Examples of client companies

Food and service companies



Financial institutions



Tokyo Kiraboshi Financial Group , Inc.

and other companies

Closing

Key initiatives “plus”

Starting to think about **the next (after EIP) medium-term business plan!**

Work has started on the medium-term business plan that will begin in September 2027. Targeting to establish the plan by the end of the current fiscal year.

- Studies to identify a business in addition to karaoke business in Japan that can drive growth
- Determination of priority performance indicators
- Establishment of the scale of the final targets for individual business units

The Mission of Koshidaka Holdings

We will establish network of stores everywhere worldwide which provides with various types of entertainment services in order to enable people to enjoy their leisure time in the best possible way



KOSHIDAKA HOLDINGS Co., LTD.

(TSE Prime Market 2157)

The purpose of this presentation is to provide information about the Koshidaka Group based on results of operations for the fiscal year ended August 31, 2024. This is not a solicitation to purchase securities issued by Koshidaka Holdings. This presentation is based on information as of October 10, 2024. Opinions, forecasts and other information that is not a fact represent the judgments of management at the time this presentation was prepared. Koshidaka Holdings provides no guarantee or other assurance that the information in this presentation is accurate or complete and may revise information without prior notice.

Information about other companies and industries in this presentation use public information and other sources. Koshidaka Holdings does not guarantee the accuracy of this information.