

## KOSHIDAKA HOLDINGS Co., LTD.

(TSE Prime Market 2157)

# Results of Operations

for the First Quarter of the Fiscal Year Ending August 2023 (1Q FY8/2023)



#### 1Q FY8/2023 Consolidated Results of Operations

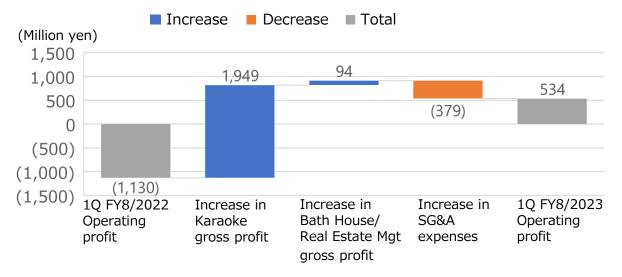
■ First quarter performance was mostly as planned despite initial concerns about negative effects of the FIFA World Cup and pandemic.

(Millian von)

					(	<u>Million yen)</u>
	1Q FY8/2022 1Q FY8/2023		YoY change		Vs. Forecast	
Item			Amount	Ratio	F宇II- year forecast	Achievement ratio
Net sales	6,371	11,278	+4,907	+77.0%	53,361	21.1%
Gross profit	(191)	1,851	+2,042	Prior-year loss	-	-
SG&A expenses	938	1,317	+379	+40.4%	-	-
Operating profit	(1,130)	534	+1,664	Prior-year loss	7.420	7 20/
(Operating profit to net sales)		4.7%		-	7,430	7.2%
Ordinary profit	(196)	535	+731	Prior-year loss	7 402	7.2%
(Ordinary profit to net sales)		4.7%		-	7,403	7.2%
Profit attributable to owners of parent	(215)	327	+542	Prior-year loss	4,442	7.4%
(Profit to net sales)		2.9%		-	,	

#### **Components of Operating Profit Growth**

■ The first operating profit in a first quarter since FY8/2020.



#### **Karaoke Quarterly Operating Profit**

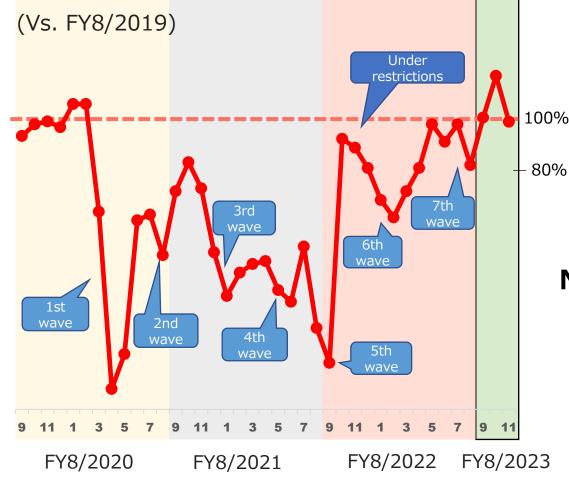
■ Record-high first quarter earnings even as the pace of new store openings increases. The last previous first quarter operating profit was in FY8/2019.

(Mil	lion	yen)

| 1Q       |
|----------|----------|----------|----------|----------|----------|----------|
| FY8/2017 | FY8/2018 | FY8/2019 | FY8/2020 | FY8/2021 | FY8/2022 | FY8/2023 |
| (409)    | (168)    | 66       | (175)    | (738)    | (951)    | 784      |

### **Sales at Existing Locations**

■ 1Q FY8/2023 existing store sales were 4.3% higher than in 1Q FY8/2019.



#### **Number of Locations/Rooms**



■ Adding locations, mainly in prime shopping areas near stations, and taking steps to operate stores more efficiently.

Number of locations/rooms		FY8/2022		1Q FY8/2023		Change	
		No. of locations	No. of rooms	No. of locations	No. of rooms	No. of locations	No. of rooms
Near railway stations/ prime shopping areas		298	7,797	311	8,174	+13	+377
Manekineko	Suburban/ roadside locations	273	6,320	277	6,501	+4	+181
	Total	571	14,117	588	14,675	+17	+558
One Kara		6	210	6	212	0	+2
Total		577	14,327	594	14,887	+17	+560

<sup>\*19</sup> locations newly opened, 2 locations closed

#### **Number of Overseas Locations**

■ Restarted opening locations in Southeast Asia for the growth of karaoke operations in other countries.

Number of overseas	FY8/2022	1Q FY8/2023		
locations	No. of locations	No. of locations	Change	
Overseas	11	15	+4	
South Korea	4	4	0	
Singapore	-	-	-	
Malaysia	6	8	+2	
Thailand	0	2	+2	
Indonesia	1	1	0	



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The purpose of this presentation is to provide information about the Koshidaka Group based on results of operations for the first quarter of the fiscal year ending August 31, 2023. This is not a solicitation to purchase securities issued by Koshidaka Holdings.

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