



Financial Results for the Third Quarter of the Fiscal Year Ending June 30, 2021 [IFRS] (Consolidated)

May 14, 2021

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Scheduled date for quarterly report submission: May 14, 2021

Scheduled date for commencement of dividend payment: —

Supplementary explanatory materials for quarterly financial results: Yes

Quarterly financial results briefings: No

(Rounded down to the nearest million yen)

1. Consolidated Financial Results for the Third Quarter of the Fiscal Year ending June 30, 2021 (July 1, 2020 to March 31, 2021)

(1) Consolidated Operating Results (Cumulative) (Percentages indicate changes from the same period of the previous fiscal year.)

	Revenue		Operating profit		Profit before tax		Profit		Profit attributable to owners of parent		Total comprehensive income	
	million yen	%	million yen	%	million yen	%	million yen	%	million yen	%	million yen	%
Q3 FYE June 2021	13,951	(13.7)	281	(79.2)	146	(88.3)	160	(80.6)	160	(80.6)	240	(71.0)
Q3 FYE June 2020	16,162	6.2	1,353	3.5	1,252	0.1	829	(0.6)	829	(0.6)	830	(1.5)
	Basic earnings per share				Diluted earnings per share							
			yen				yen					
Q3 FYE June 2021			12.61				12.07					
Q3 FYE June 2020			66.01				62.10					

(2) Consolidated Financial Position

	Total assets	Total equity	Equity attributable to owners of parent	Ratio of equity attributable to owners of parent
	million yen	million yen	million yen	%
Q3 FYE June 2021	31,132	10,061	10,061	32.3
FYE June 2020	32,721	9,786	9,786	29.9

2. Dividends

	Annual dividends				
	End-Q1	End-Q2	End-Q3	Year-end	Total
	yen	yen	yen	yen	yen
FYE June 2020	—	0.00	—	0.00	0.00
FYE June 2021	—	0.00	—		
FYE June 2021 (Forecast)				0.00	0.00

(Note) 1. Revision from the last announcement of dividend forecast: Yes
 2. For details of the revision to the year-end dividend forecast, please refer to the "Notice of Revision of Earnings and Dividend Forecasts" announced today (May 14, 2021).

(3) Consolidated Earnings Forecast for the Fiscal Year Ending June 30, 2021 (July 1, 2020 to June 30, 2021)

(Percentages indicate changes from the previous fiscal year.)

	Revenue		Operating profit		Profit before tax		Profit		Profit attributable to owners of parent		Basic earnings per share
	million yen	%	million yen	%	million yen	%	million yen	%	million yen	%	yen
Full year	18,796	(1.5)	321	34.3	141	44.3	154	48.2	154	48.2	12.12

(Note) 1. Revision from the last announcement of earnings forecast: Yes
 2. For details of the revision to the earnings forecast, please refer to the "Notice of Revision of Earnings and Dividend Forecasts" announced today (May 14, 2021).

*Notes

- (1) Changes in significant subsidiaries during the period (Changes in specific subsidiaries with changes in the scope of consolidation): No
 Newly consolidated - companies (Company names) -, Excluded - companies (Company names) -
- (2) Changes in accounting policies and accounting estimates
 (i) Changes in accounting policies required by IFRS: No
 (ii) Changes in accounting policies other than (i): Yes
 (iii) Changes in accounting estimates: No
 (Note) For details, see “2. Condensed Quarterly Consolidated Financial Statements and Main Notes, (6) Notes on the Condensed Quarterly Consolidated Financial Statements (Changes in accounting policies)” on page 12 of the Attachment.

(3) Number of shares outstanding (common stock)

(i) Number of shares outstanding at the end of the period (including treasury shares)	Q3 FYE June 2021	12,778,400 shares	FYE June 2020	12,735,300 shares
(ii) Number of treasury shares at the end of the period	Q3 FYE June 2021	123 shares	FYE June 2020	123 shares
(iii) Average number of shares outstanding during the period (cumulative)	Q3 FYE June 2021	12,762,530 shares	Q3 FYE June 2020	12,570,840 shares

* Quarterly financial results are not subject to quarterly review by certified public accountants or audit firms

* Explanation on the appropriate use of earnings forecasts and other special notes

(Notes on forward-looking statements)

Forward-looking statements and others included in this document, including earnings forecasts, are based on information currently available to and certain premises deemed to be rational by the Company, which is not committed to achieving such. Actual earnings and others may differ due to various factors. For matters related to earnings forecasts, please refer to “1. Qualitative Information Regarding the Quarterly Financial Results Under Review, (3) Explanation of Information on Future Forecasts including Consolidated Earnings Forecast” on page 5 of the Attachment.

(How to obtain supplementary explanatory materials for financial results)

Supplementary explanatory materials for financial results were disclosed on TDnet on the same day. They will also be posted on the Company website.

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1. Qualitative Information Regarding the Quarterly Financial Results Under Review

(1) Explanation of Operating Results

During the consolidated first nine months of the fiscal year under review (July 1, 2020 to March 31, 2021), the spread of the novel coronavirus could not be contained, causing economic activities to stagnate and consumer confidence to decline. Under these circumstances, the Company Group has been operating its stores while taking all possible measures to prevent infection.

Revenue decreased by 2,211 million yen year on year due to a decline in the number of customers visiting our stores caused by the impact of the novel coronavirus. The status of the novel coronavirus and its impact on revenue in each country is as described below.

<Domestic operations>

New infections continue to occur, causing us to remain taking measures such as telework and self-restraint from going out. The number of customers visiting the Company's stores is decreasing year on year due to the impact of lengthening of hair-cut cycle and other factors under the circumstances.

Year-on-year comparison of the number of customers in Japan

(Unit: %)

	2020						2021		
	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar
All	74.5	83.4	81.1	86.7	86.0	82.6	81.8	85.7	100.0
Existing stores	73.9	82.5	79.8	85.3	84.8	81.6	80.8	84.6	98.7

<Hong Kong>

Although the number of newly infected persons has been almost contained, preventive measures, such as teleworking and self-restraint from going out, have continued, causing some impact on the business. Consequently, the number of customers visiting our stores has declined compared with the level of the previous year.

<Singapore>

Although the number of newly infected persons has been almost contained, preventive measures, such as teleworking and self-restraint from going out, have continued, causing some impact on the business. Consequently, the number of customers visiting our stores has declined compared with the level of the previous year.

<Taiwan>

The number of newly infected persons has been almost contained, and preventive measures are limited. Therefore, the impact of teleworking, self-restraint on going out and others is minor, and the number of customers visiting our stores has increased compared with the level of the previous year.

<United States (New York)>

New infections continue to occur and preventive measures, such as telework and self-restraint from going out, remain intact, causing a significant impact on the business, and the number of customers visiting our stores has been declining considerably compared to the level of the previous year. However, the impact on the consolidated results is minimal.

Cost of sales decreased by 291 million yen year on year. This was mainly due to a fall in the number of subcontracted stores and a decrease in outsourcing fees due to lower sales, although personnel expenses increased due to an increase in staff members at stores in Japan and abroad.

Selling, general and administrative expenses decreased by 225 million yen year on year mainly due to a decrease in the amount of provision for year-end allowances in Japan.

As a result, consolidated earnings in the first nine months of the fiscal year under review were as follows: Revenue amounted to 13,951 million yen (down 13.7% year on year), operating profit was 281 million yen (down 79.2%), profit before tax was 146 million yen (down 88.3%), and profit attributable to owners of parent came to 160 million yen (down 80.6%).

In terms of our store network, we opened 22 stores. The breakdown is 12 stores in Japan, and overseas, one in Singapore, four in Hong Kong, and five in Taiwan. Moreover, since we closed 21 stores mainly due to integration and abolition of non-profitable stores, we had 716 stores as of the end of the third quarter of the fiscal year under review.

The description by segment is omitted because the Company Group engages in a single segment of the haircut business.

(2) Explanation of Financial Position

(i) Assets, liabilities and equity

Assets, liabilities and equity at the end of the third quarter under review were as follows:

Current assets decreased by 1,064 million yen from the end of the previous fiscal year to 5,480 million yen. This was mainly due to a decrease of 844 million yen in cash and cash equivalents and a decrease of 214 million yen in income taxes receivable. Non-current assets decreased by 524 million yen from the end of the previous fiscal year to 25,652 million yen. This was mainly due to a decrease of 169 million yen in property, plant and equipment and a decrease of 319 million yen in right-of-use assets. As a result, assets decreased by 1,589 million yen from the end of the previous fiscal year to 31,132 million yen.

Non-current liabilities decreased by 962 million yen from the end of the previous fiscal year to 7,821 million yen. This was mainly due to a decrease of 977 million yen in borrowings and an increase of 67 million yen in lease obligations. Non-current liabilities decreased by 901 million yen from the end of the previous fiscal year to 13,249 million yen. This was mainly due to a decrease of 514 million yen in borrowings and a decrease of 381 million yen in lease obligations. As a result, liabilities decreased by 1,864 million yen from the end of the previous fiscal year to 21,071 million yen.

Equity increased by 274 million yen from the end of the previous fiscal year to 10,061 million yen. This was mainly due to an increase in retained earnings of 160 million yen.

(ii) Cash flows

Cash and cash equivalents (hereinafter referred to as "Cash") at the end of the third quarter under review decreased by 844 million yen from the end of the previous fiscal year to 4,272 million yen. Individual cash flows for the first nine months of the fiscal year under review and the factors behind them were as follows:

(Cash flows from operating activities)

Cash provided by operating activities was 2,884 million yen (3,052 million yen provided in the same period of the previous fiscal year). This was mainly attributable to factors causing an increase in Cash, such as depreciation and amortization of 2,462 million yen and income taxes refund of 271 million yen, in contrast to decreasing factors, such as interest paid of 115 million yen.

(Cash flows from investing activities)

Cash used in investing activities was 327 million yen (652 million yen used in the same period of the previous fiscal year). This was mainly attributable to factors causing a decrease in Cash, such as purchase of property, plant and equipment of 303 million yen and payments of guarantee deposits of 42 million yen.

(Cash flows from financing activities)

Cash used in financing activities was 3,464 million yen (2,518 million yen used in the same period of the previous fiscal year). This was mainly attributable to factors causing a decrease in Cash, such as a net decrease in short-term borrowings of 1,000 million yen and repayments of lease obligations of 2,017 million yen.

(3) Explanation of Information on Future Forecasts Including Consolidated Earnings Forecast

The impact of novel coronavirus infections has lasted longer than initially expected, and we have revised our full-year consolidated earnings forecast and dividend forecast for the fiscal year ending June 30, 2021, announced on August 13, 2020. We have done this while taking into account particularly the decline in revenue and other factors resulting from the third and fourth waves of infections and repeated declarations of states of emergency in Japan. For details, please refer to the "Notice of Revision of Earnings and Dividend Forecasts" announced today (May 14, 2021).

2. Condensed Quarterly Consolidated Financial Statements and Main Notes

(1) Condensed Quarterly Consolidated Statement of Financial Position

(unit: million yen)

	Previous fiscal year (June 30, 2020)	Q3 of current fiscal year (March 31, 2021)
Assets		
Current assets		
Cash and cash equivalents	5,117	4,272
Trade and other receivables	775	797
Inventories	169	134
Income taxes receivable	279	64
Other current assets	202	211
Total current assets	6,544	5,480
Non-current assets		
Property, plant and equipment	1,857	1,688
Right-of-use assets	6,062	5,743
Goodwill	15,430	15,430
Intangible assets	172	143
Other financial assets	1,856	1,863
Deferred tax assets	639	653
Other non-current assets	158	130
Total non-current assets	26,176	25,652
Total assets	32,721	31,132
Liabilities and equity		
Liabilities		
Current liabilities		
Trade and other payables	342	318
Borrowings	4,720	3,742
Lease obligations	2,322	2,390
Income taxes payable	60	20
Other financial liabilities	88	92
Other current liabilities	1,249	1,257
Total current liabilities	8,784	7,821
Non-current liabilities		
Borrowings	9,811	9,297
Lease obligations	3,671	3,289
Other financial liabilities	107	97
Deferred tax liabilities	26	28
Provisions	513	522
Other non-current liabilities	19	15
Total non-current liabilities	14,151	13,249
Total liabilities	22,935	21,071
Equity		
Share capital	1,214	1,230
Capital surplus	4,754	4,770
Retained earnings	3,885	4,046
Treasury shares	(0)	(0)
Other components of equity	(68)	14
Total equity attributable to owners of parent	9,786	10,061
Total equity	9,786	10,061
Total liabilities and equity	32,721	31,132

(2) Condensed Quarterly Consolidated Statement of Profit or Loss

(unit: million yen)

	Cumulative Q3 of previous fiscal year (From July 1, 2019 to March 31, 2020)	Cumulative Q3 of current fiscal year (From July 1, 2020 to March 31, 2021)
Revenue	16,162	13,951
Cost of sales	(12,613)	(12,321)
Gross profit	3,548	1,629
Other operating income	8	703
Selling, general and administrative expenses	(2,179)	(1,953)
Other operating expenses	(23)	(97)
Operating profit	1,353	281
Finance income	12	9
Finance costs	(114)	(144)
Profit before tax	1,252	146
Income tax expense	(422)	14
Profit	829	160
Profit attributable to		
Owners of parent	829	160
Profit	829	160
Earnings per share		
Basic earnings per share (yen)	66.01	12.61
Diluted earnings per share (yen)	62.10	12.07

(3) Condensed Quarterly Consolidated Statement of Comprehensive Income

(unit: million yen)

	Cumulative Q3 of previous fiscal year (From July 1, 2019 to March 31, 2020)	Cumulative Q3 of current fiscal year (From July 1, 2020 to March 31, 2021)
Profit	829	160
Other comprehensive income		
Items that may be reclassified to profit or loss		
Exchange differences on translation of foreign operations	0	79
Total of items that may be reclassified to profit or loss	0	79
Total other comprehensive income	0	79
Comprehensive income	830	240
Comprehensive income attributable to		
Owners of parent	830	240
Comprehensive income	830	240

(4) Condensed Quarterly Consolidated Statement of Changes in Equity
 Cumulative Q3 of previous fiscal year (From July 1, 2019 to March 31, 2020)

(unit: million yen)

	Share capital	Capital surplus	Retained earnings	Treasury shares	Other components of equity		
					Exchange differences on translation of foreign operations	Share acquisition rights	Total
Balance at July 1, 2019	1,137	4,914	3,811	(0)	(175)	109	(66)
Effect of changes in accounting policies	—	—	(29)	—	—	—	—
Restated balance at July 1, 2019	1,137	4,914	3,781	(0)	(175)	109	(66)
Profit	—	—	829	—	—	—	—
Other comprehensive income	—	—	—	—	0	—	0
Total comprehensive income	—	—	829	—	0	—	0
Issuance of new shares (exercise of share acquisition rights)	48	48	—	—	—	(9)	(9)
Share-based remuneration expenses	—	—	—	—	—	20	20
Dividends of surplus	—	(237)	—	—	—	—	—
Total transactions with owners	48	(188)	—	—	—	11	11
Balance at March 31, 2020	1,186	4,726	4,611	(0)	(175)	120	(54)

(unit: million yen)

	Total equity attributable to owners of parent	Total equity
Balance at July 1, 2019	9,797	9,797
Effect of changes in accounting policies	(29)	(29)
Restated balance at July 1, 2019	9,767	9,767
Profit	829	829
Other comprehensive income	0	0
Total comprehensive income	830	830
Issuance of new shares (exercise of share acquisition rights)	88	88
Share-based remuneration expenses	20	20
Dividends of surplus	(237)	(237)
Total transactions with owners	(128)	(128)
Balance at March 31, 2020	10,469	10,469

Cumulative Q3 of current fiscal year (From July 1, 2020 to March 31, 2021)

(unit: million yen)

	Share capital	Capital surplus	Retained earnings	Treasury shares	Other components of equity		
					Exchange differences on translation of foreign operations	Share acquisition rights	Total
Balance at July 1, 2020	1,214	4,754	3,885	(0)	(179)	110	(68)
Profit	—	—	160	—	—	—	—
Other comprehensive income	—	—	—	—	79	—	79
Total comprehensive income	—	—	160	—	79	—	79
Issuance of new shares (exercise of share acquisition rights)	15	15	—	—	—	(8)	(8)
Share-based remuneration expenses	—	—	—	—	—	11	11
Total transactions with owners	15	15	—	—	—	2	2
Balance at March 31, 2021	1,230	4,770	4,046	(0)	(99)	113	14

(unit: million yen)

	Total equity attributable to owners of parent	Total equity
Balance at July 1, 2020	9,786	9,786
Profit	160	160
Other comprehensive income	79	79
Total comprehensive income	240	240
Issuance of new shares (exercise of share acquisition rights)	22	22
Share-based remuneration expenses	11	11
Total transactions with owners	34	34
Balance at March 31, 2021	10,061	10,061

(5) Condensed Quarterly Consolidated Statement of Cash Flows

(unit: million yen)

	Cumulative Q3 of previous fiscal year (From July 1, 2019 to March 31, 2020)	Cumulative Q3 of current fiscal year (From July 1, 2020 to March 31, 2021)
Cash flows from operating activities		
Profit before tax	1,252	146
Depreciation and amortization	2,392	2,462
Impairment losses	17	92
Finance income	(12)	(9)
Finance costs	114	144
Subsidy income	—	(674)
Decrease (increase) in trade and other receivables	401	(15)
Decrease (increase) in inventories	(9)	36
Increase (decrease) in trade and other payables	0	(31)
Other	(181)	39
Subtotal	3,974	2,191
Interest received	4	0
Interest paid	(104)	(115)
Proceeds from subsidy income	—	619
Income taxes refund	—	271
Income taxes paid	(821)	(83)
Cash flows from operating activities	3,052	2,884
Cash flows from investing activities		
Purchase of property, plant and equipment	(533)	(303)
Purchase of intangible assets	(21)	(10)
Payments of guarantee deposits	(96)	(42)
Proceeds from refund of guarantee deposits	26	32
Other	(26)	(4)
Cash flows from investing activities	(652)	(327)
Cash flows from financing activities		
Net increase (decrease) in short-term borrowings	—	(1,000)
Repayments of long-term borrowings	(525)	(525)
Proceeds from sale and leaseback transactions	85	55
Repayments of lease obligations	(1,930)	(2,017)
Proceeds from exercise of share acquisition rights	88	22
Dividends paid	(237)	(0)
Cash flows from financing activities	(2,518)	(3,464)
Exchange differences of cash and cash equivalents	(0)	62
Net increase (decrease) in cash and cash equivalents	(118)	(844)
Cash and cash equivalents at beginning of period	2,489	5,117
Cash and cash equivalents at end of period	2,370	4,272

(6) Notes on the Condensed Quarterly Consolidated Financial Statements

(Notes on going concern assumptions)

There are no applicable items.

(Changes in accounting policies)

Significant accounting policies applied by the Company Group in the consolidated financial statements for the fiscal year under review are the same as those applied in the consolidated financial statements for the previous fiscal year, except for the changes set forth below.

The income tax expense for the first nine months of the fiscal year under review was calculated based on the estimated annual effective tax rate.

(Amendment to IFRS 16 "Leases" ("COVID-19-related Rent Concessions"))

The Company Group has adopted Amendment to IFRS 16 "Leases" ("COVID-19-related Rent Concessions," announced in May 2020, revised in March 2021) from the third quarter under review at an early stage.

In applying this amendment, the Company treats rent concessions as variable lease fees, excluding some of subsidiaries. It does so by selecting the practical expedient to be exempted from assessing whether a COVID-19-related rent concession is a lease modification, specified in IFRS 16, in the case that rent concessions are caused directly by novel coronavirus infections and fulfill all of the following conditions.

- The consideration after the lease modification caused by the change in the lease fee is almost the same as or less than the consideration of the lease immediately before the change.
- The reduction of the lease fee affects only payments due on or before June 30, 2022 as the initial due date.
- There is no substantial change in the other terms and conditions of the lease.

With the application of this amendment, profit before tax for the first nine months under review increased by 14 million yen.

(Additional information)

The impact of novel coronavirus infections is still ongoing. After the Japanese Government lifted the declaration of a state of emergency on May 25, 2020, revenues were on a moderate recovery trend. However, a state of emergency was declared again on January 7, 2021 and April 23, 2021, resulting in the outlook staying uncertain.

Regarding accounting estimates concerning the impact of COVID-19, the Company Group assumed as of the end of the previous fiscal year that "It will take the time up to the end of June 2021 before revenue and the like return to pre-pandemic levels." However, we have concluded that it will take more time to recover than initially assumed, and have changed to the assumption that "Revenue and the like will gradually recover toward the end of June 2022." Accordingly, we are making accounting estimates including impairment tests of non-financial assets and collectability of deferred tax assets.

As a result of examining whether or not there needed to be an impairment loss of stores based on the above new assumption, we have recognized there are impairment losses of property, plant and equipment and right-of-use assets in some stores. On the other hand, there is no impairment loss on goodwill or reversal of deferred tax assets.

(Segment information)

The description is omitted because the Company Group engages in a single segment of the haircut business.

(Per share information)

Basis of the calculation of basic and diluted earnings per share is as follows:

	Cumulative Q3 of previous fiscal year (From July 1, 2019 to March 31, 2020)	Cumulative Q3 of current fiscal year (From July 1, 2020 to March 31, 2021)
Profit attributable to owners of parent (million yen)	829	160
Average number of common shares outstanding during the period (shares)	12,570,840	12,762,530
Number of common shares with dilutive effects		
Increase due to share options (shares)	791,717	575,552
Diluted average number of common shares outstanding during the period (shares)	13,362,557	13,338,082
Basic earnings per share (yen)	66.01	12.61
Diluted earnings per share (yen)	62.10	12.07

(Significant subsequent events)

There are no applicable items.