

# Financial Results for the Second Quarter of the Fiscal Year Ending June 30, 2023 [IFRS] (Consolidated)

February 13, 2023

Company name: QB Net Holdings Co., Ltd. Listed on: Tokyo Stock Exchange

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Scheduled date of quarterly report submission: February 14, 2023

Scheduled date for commencement of dividend payment: —

Supplementary explanatory materials for quarterly financial results: Yes

Quarterly financial results briefings: Yes

(Rounded down to the nearest million yen)

1. Consolidated Financial Results for the First Half of the Fiscal Year Ending June 30, 2023 (July 1, 2022 to December 31, 2022)

(1) Consolidated Operating Results (Cumulative)

(Percentages indicate changes from the same period of the previous fiscal year.)

	Reve	nue	Operatin	g profit	Profit bel	fore tax	Pro	fit	Profit attri to owner pare	ers of	Tota compreh incor	ensive
	million yen	%	million yen	%	million yen	%	million yen	%	million yen	%	million yen	%
Q2 FYE June 2023	11,055	8.6	1,077	33.9	1,010	38.9	682	38.4	682	38.4	649	18.0
Q2 FYE June 2022	10,178	9.4	804	124.6	727	172.6	493	115.5	493	115.5	550	183.2

	Basic earnings per share	Diluted earnings per share
	yen	yen
Q2 FYE June 2023	52.63	51.11
Q2 FYE June 2022	38.39	36.88

(2) Consolidated Financial Position

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	%			
Q2 FYE June 2023	29,621	11,938	11,938	40.3			
FYE June 2022	29,736	11,387	11,387	38.3			

2. Dividends

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		Annual dividends				
	End-Q1	End-Q2	End-Q3	Year-end	Total	
	yen	yen	yen	yen	yen	
FYE June 2022	-	0.00	-	10.00	10.00	
FYE June 2023	-	0.00				
FYE June 2023 (Forecast)			-	12.00	12.00	

(Note) Revision from the last announcement of dividend forecast: No

3. Consolidated Earnings Forecast for the Fiscal Year Ending June 30, 2023 (July 1, 2022 to June 30, 2023)

(Percentages indicate changes from the same period of the previous fiscal year.)

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	Rever	nue	Operating	profit	Profit befo	re tax	Profi	it	Prof attributa owner pare	ble to s of	Basic earnings per share
	million yen	%	million yen	%	million yen	%	million yen	%	million yen	%	yen
Full year	21,670	5.4	1,500	7.3	1,328	6.2	907	5.9	907	5.9	69.54

(Note) Revision from the last announcement of earnings forecast: No

#### \* Notes

(1) Changes in significant subsidiaries during the period: No

(Changes in specified subsidiaries with changes in the scope of consolidation)

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): No
- (iii) Changes in accounting estimates: No

(3) Number of shares outstanding (common stock)

(iii) Average number of shares outstanding during the period

(cumulative)

(i)	Number of shares outstanding at the end of the period (including treasury shares)	Q2 FYE June 2023	13,003,300	shares
(ii)	Number of treasury shares at the end of the period	Q2 FYE June 2023	123	shares

•	Q2 FYE June 2023	13,003,300	shares	FYE June 2022	12,942,600	shares
	Q2 FYE June 2023	123	shares	FYE June 2022	123	shares
	Q2 FYE June 2023	12,971,220	shares	Q2 FYE June 2022	12,852,251	shares

<sup>\*</sup> 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, and it is not committed to achieving such. Actual earnings and others may differ due to various factors.

(How to obtain supplementary explanatory materials for financial results)

The Company plans to hold a financial results briefing for institutional investors and analysts on February 17, 2023 at a physical venue and via Zoom Webinar. Supplemental explanatory materials to be used on the day are scheduled to be disclosed on TDnet and be posted on the Company's website by the day of the meeting.

The content of the financial results briefing is slated to be posted on the Company's website after February 22, 2023.

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## 1. Qualitative Information Regarding the Quarterly Financial Results under Review

## (1) Explanation of Operating Results

(Explanation of Company's Initiative)

The Company Group has formulated a new Medium-term Management Plan "Reborn for 2027," which works on the coming five years starting in the fiscal year ending June 2023 (the fiscal year under review) in recognition of changes to the business environment, the recruitment of stylists and their working conditions, resulting from the spread of infections of the new coronavirus (hereinafter referred to COVID-19).

The Medium-term Management Plan sets our aspiration to become a company chosen by "Working people: Stylists," who are the source of business growth, as the most important management policy. We intend to become a company that will be chosen by as many stylists as possible through boosting HR investment to improve stylists' treatment and workstyles, and expanding and reinforcing HR development bases, and we aim to build a business foundation for profit growth by widening a network of salons and enhancing the value of services.

The Company positions the fiscal year under review, which is the first year of the Medium-term Management Plan, as the period to firm up a system for achieving the goals, and accordingly, the Company has formulated a series of action plans including "Enhancement of the retention rate of stylists and strengthening of recruitment thereof." The following are action plans for the fiscal year under review and main efforts up to the date of the submission of this document.

Category	Action Plans	Main Efforts				
Domestic operations	Domestic perations  Enhancement of the retention rate of stylists and strengthening of recruitment thereof	<ul> <li>Improved the treatment of stylists by securing the funds for a wage raise in order to put more importance on the evaluation of their contribution at the frontlines, in addition to the usual funds for a wage raise.</li> <li>Achieved a number of new recruits that outnumbered that of the previous year by strengthening recruitment through measures including the diversification of recruitment channels, such as employment of new graduates, referral-based recruitment and the hiring of alumni (reemployment of former employees), and the introduction of incentives.</li> </ul>				
		The Company Group is in a situation where it cannot secure enough stylists to satisfy demand due to changes to the recruitment and working environment while the congestion rate in salons remains above the pre-COVID 19 level, resulting from a recovery in demand for haircuts. We decided to revise the regular prices of QB HOUSE, FaSS and QB PREMIUM, based on the conclusion that it was essential to make investments in further improving the treatment of stylists in order to provide services to customers in a stable manner.    Business format   Revision period   Overview of revisions (tax included)   QB HOUSE   Regular price 1,200 yen to 1,350 yen   Regular price 1,650 yen to 1,800 yen   Regular price 2,200 yen to 2,400 yen				
	Improvement of working conditions at consigned salons	Thirty consigned salons were switched to direct management based an agreement with the consignees, and the Company Group hired employees from the consigned salons of the consignees.  Held regular meetings with consignees to improve the working environment.				
	Changes in the policy to open salons (market penetration/market development)	<ul> <li>environment</li> <li>Opened salons in locations that would contribute to future revenue growth while consolidating existing salons with the aim of optimizing staffing in salons.</li> <li>Opened a salon of FaSS and QB PREMIUM and a salon designed for a narrow sales area in order to accommodate a broad range of customers.</li> </ul>				

Category	Action Plans		Main Efforts					
<ul> <li>Enhancement of the retention rate of stylists and strengthening of recruitment thereof</li> <li>The cost of living of stylists rose due to rapid inflation. Revised the salary and evaluation systems alongside the revision of service prior opened a training facility in Taiwan in December 2022, which was a second overseas training base (the first was in Hong Kong).</li> </ul>					vision of service prices. er 2022, which was our			
Overseas		where we ope	<ul> <li>Decided and implemented the revision of service prices in each country where we operate to respond to changes in the economic environment, such as rapid inflation and a rise in minimum wages</li> </ul>					
operations		Region	Business format	Revision period	Overview of revisions			
	Earnings improvement by	ent by Singapore	QB PREMIUM QB HOUSE	August 2022 October 2022	SG\$15 to SG\$18 SG\$12 to SG\$14			
	revising service	Taiwan	QB HOUSE	January 2023	300 yuan to 350 yuan			
	prices			December 2022	\$30 to \$35 (Only for online booking)			
		United States	QB HOUSE	January 2023	\$25 to \$30 (Regular price)			

#### (Explanation of Operating Results)

During the consolidated first six months of the fiscal year under review (from July 1, 2022 to December 31, 2022), the Company Group operated its salons while taking all possible measures to prevent infections amid the impact of COVID-19 persisting for a long time.

Revenue increased 877 million yen year on year (of which, 364 million yen was from foreign exchange effects associated with the depreciation of the yen) to 11,055 million yen.

#### <Domestic operations>

More and more salons were forced to set a regular holiday or be closed down temporarily mainly due to a delay in solving the stylist shortage, resulting from changes to the recruitment and working environment that was caused by a recovery in demand in the service industry, and an increase in infected stylists affected by the resurgences of COVID-19 (the 7th and 8th waves). On the other hand, the impact of COVID-19 on customer demand for haircuts lessened, and the congestion rate in salons remained above the pre-COVID-19 level, resulting in the number of customers visiting our salons increasing. Consequently, revenue grew 524 million yen.

## <Hong Kong>

Since infections spread in February 2022, the infection-preventive measures, such as mandatory check to see whether visitors to salons had vaccination certificates, had been kept in place. (The measures have been significantly relaxed since November 2022.) Revenue increased 96 million yen year on year due to foreign exchange effects associated with the depreciation of the yen although the number of customers visiting our salons declined mainly due to a decrease in the numbers of salons compared with the same period of the previous year as a result of consolidating unprofitable salons.

#### <Singapore>

Preventive measures have been eased although new infections continue to occur. The overall revenue also increased year on year due to growth in revenue per salon caused by the price revisions although the number of our salons declined year on year as a result of consolidating unprofitable salons. Revenue increased 118 million yen year on year including foreign exchange effects associated with the depreciation of the yen.

#### <Taiwan>

The number of customers visiting our salons decreased in the same period of the previous year due to preventive measures taken in the wake of a surge in new infections. New infections continued to occur in the first half of the fiscal year under review, but the number of customers visiting our salons recovered due to the easing of preventive measures. Revenue increased 81 million yen year on year including foreign exchange effects associated with the depreciation of the yen.

#### <United States (New York)>

The number of customers visiting our salons recovered steadily since the COVID-19 preventive measures were lifted in general. Revenue increased 56 million yen year on year including foreign exchange effects associated with the depreciation of the yen.

(Million yen)

		First six months of the previous fiscal year (From July 1, 2021 to December 31, 2021)	First six months of the current fiscal year (From July 1, 2022 to December 31, 2022)	Changes	Changes (Excluding foreign exchange effects)
Domestic operations		8,465	8,990	524	1
Overseas operations		1,712	2,065	352	(11)
	Hong Kong	947	1,043	96	(127)
	Singapore	421	539	118	29
	Taiwan	254	335	81	51
	United States	90	146	56	34
Consolidated		10,178	11,055	877	(11)

(Note) Amounts are after deducting intercompany transactions among group companies.

Cost of sales increased 482 million yen year on year (of which, 286 million yen was from foreign exchange effects associated with the depreciation of the yen) to 8,618 million yen. The main changes are as follows.

(Million yen)

Item	Changes	Major reasons for changes other than foreign exchange effects
Personnel expenses	311 (158)	Increase in the number of stylists due to consigned salons changing to direct management
Rent	154 (87)	Increase in sales-linked rent in the wake of a rise in revenue

(Note) Figures in parentheses indicate changes caused by the impact of the depreciation of the yen.

Selling, general and administrative expenses increased 96 million yen year on year (of which, 41 million yen was from foreign exchange effects associated with the depreciation of the yen) to 1,353 million yen. The main changes are as follows.

(Million yen)

Item	Changes	Major reasons for changes other than foreign exchange effects
Recruiting expenses		Increase in stylist recruiting expenses associated with the strengthening of hiring in Japan

(Note) Figures in parentheses indicate changes caused by the impact of the depreciation of the yen.

Other operating income increased 2 million yen year on year to 43 million yen. Other operating expenses grew 27 million yen year on year to 49 million yen primarily due to an increase in impairment losses on salon assets.

As a result, consolidated earnings in the first six months of the fiscal year under review were as follows: Revenue amounted to 11,055 million yen (up 8.6% year on year), operating profit was 1,077 million yen (up 33.9% year on year), profit before tax was 1,010 million yen (up 38.9% year on year), and profit attributable to owners of parent came to 682 million yen (up 38.4% year on year).

In terms of our salon network, we opened ten salons. They were divided into eight salons in Japan and, overseas, two in Taiwan. The number of salons at the end of the second quarter of the fiscal year under review decreased by seven from the end of the previous fiscal year to 713 salons due to the closure of 17 salons mainly because salons in central Tokyo were consolidated as a measure for improving the working conditions.

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

#### (2) Explanation of Financial Position

#### (i) Assets, liabilities and equity

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

Current assets increased 14 million yen from the end of the previous fiscal year to 4,927 million yen. This was mainly due to a drop of 350 million yen in cash and cash equivalents and an increase of 228 million yen in trade and other receivables. Non-current assets fell 129 million yen from the end of the previous fiscal year to 24,693 million yen. This was mainly due to a decrease of 85 million yen in property, plant and equipment and a drop of 57 million yen in right-of-use assets. As a result, assets decreased 115 million yen from the end of the previous fiscal year to 29,621 million yen.

Current liabilities were down 305 million yen from the end of the previous fiscal year to 6,034 million yen. This was mainly due to a decrease of 71 million yen in lease obligations, a fall of 159 million yen in income taxes payable and a drop of 86 million yen in other current liabilities. Non-current liabilities fell 360 million yen from the end of the previous fiscal year to 11,647 million yen. This was mainly due to a decrease of 343 million yen in borrowings and a drop of 21 million yen in lease obligations. As a result, liabilities were down 666 million yen from the end of the previous fiscal year to 17,682 million yen.

Equity increased 551 million yen from the end of the previous fiscal year to 11,938 million yen. This was mainly due to a decrease of 107 million yen in capital surplus and an increase of 682 million yen in retained earnings.

#### (ii) Cash flows

Cash and cash equivalents (hereinafter referred to as "cash") at the end of the second quarter under review decreased 350 million yen from the end of the previous fiscal year to 3,373 million yen. Individual cash flows for the first six 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 1,715 million yen (2,036 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 the recording of profit before tax of 1,010 million yen and depreciation and amortization of 1,640 million yen, in contrast to decreasing factors, such as income taxes paid of 483 million yen.

#### (Cash flows from investing activities)

Cash used in investing activities was 219 million yen (226 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 170 million yen and payments of guarantee deposits of 47 million yen.

#### (Cash flows from financing activities)

Cash used in financing activities was 1,820 million yen (1,581 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 repayments of long-term borrowings of 350 million yen, repayments of lease obligations of 1,411 million yen and dividends paid of 130 million yen.

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

Regarding the financial forecast for the fiscal year ending June 30, 2023, there is no change to the full-year financial forecast announced on August 15, 2022. Forward-looking statements and others included in this document, including earnings forecasts, are based on information available to and certain premises deemed to be rational by the Company, and actual results and others may vary considerably from the above forecasts due to various factors.

## 2. Condensed Quarterly Consolidated Financial Statements and Main Notes

(1) Condensed Quarterly Consolidated Statement of Financial Position

	Previous fiscal year	(unit: million yen) 2Q of the current fiscal year
	(June 30, 2022)	(December 31, 2022)
Assets	(50110 50, 2022)	(December 51, 2022)
Current assets		
Cash and cash equivalents	3,724	3,373
Trade and other receivables	915	1,143
Other financial assets	29	11
Inventories	92	173
Income taxes receivable	<del>-</del>	18
Other current assets	152	207
Total current assets	4,912	4,927
Non-current assets		-,
Property, plant and equipment	1,360	1,275
Right-of-use assets	5,116	5,059
Goodwill	15,430	15,430
Intangible assets	116	110
Other financial assets	1,937	1,947
Deferred tax assets	748	751
Other non-current assets	113	117
Total non-current assets	24,823	24,693
Total assets	29,736	29,621
Liabilities and equity		
Liabilities		
Current liabilities		
Trade and other payables	235	207
Borrowings	1,707	1,702
Lease obligations	2,292	2,221
Income taxes payable	489	329
Other financial liabilities	89	134
Other current liabilities	1,526	1,439
Total current liabilities	6,340	6,034
Non-current liabilities		3,00
Borrowings	8,439	8,096
Lease obligations	2,905	2,883
Other financial liabilities	76	61
Deferred tax liabilities	22	34
Provisions	553	560
Other non-current liabilities	10	9
Total non-current liabilities	12,008	11,647
Total liabilities	18,348	17,682
Equity		
Share capital	1,289	1,311
Capital surplus	4,829	4,721
Retained earnings	4,987	5,669
Treasury shares	(0)	Δ0
Other components of equity	281	235
Total equity attributable to owners of parent	11,387	11,938
Total equity	11,387	11,938
Total liabilities and equity	29,736	29,621

		(unit: million yer
	First six months of	First six months of
	the previous fiscal year	the current fiscal year
	(From July 1, 2021	(From July 1, 2022
	to December 31, 2021)	to December 31, 2022)
Revenue	10,178	11,055
Cost of sales	(8,136)	(8,618)
Gross profit	2,042	2,437
Other operating income	41	43
Selling, general and administrative expenses	(1,256)	(1,353)
Other operating expenses	(21)	(49)
Operating profit	804	1,077
Finance income	6	8
Finance costs	(84)	(75)
Profit before tax	727	1,010
Income tax expense	(233)	(327)
Profit	493	682
Profit attributable to		
Owners of parent	493	682
Profit	493	682
arnings per share		
Basic earnings per share (yen)	38.39	52.63
Diluted earnings per share (yen)	36.88	51.11

## (3) Condensed Quarterly Consolidated Statement of Comprehensive Income

		(unit: million yen)
	First six months of	First six months of
	the previous fiscal year	the current fiscal year
	(From July 1, 2021	(From July 1, 2022
	to December 31, 2021)	to December 31, 2022)
Profit	493	682
Other comprehensive income		
Items that may be reclassified to profit or loss		
Exchange differences on translation of foreign operations	56	(33)
Total of items that may be reclassified to profit or loss	56	(33)
Total other comprehensive income	56	(33)
Comprehensive income	550	649
Comprehensive income attributable to		
Owners of parent	550	649
Comprehensive income	550	649

## (4) Condensed Quarterly Consolidated Statement of Changes in Equity First six months of previous fiscal year (From July 1, 2021 to December 31, 2021)

(unit: million yen)

				Other components of equity			
	Share capital	Capital surplus	Retained earnings	Treasury shares	Exchange differences on translation of foreign operations	Share acquisition rights	Total
Balance as of July 1, 2021	1,245	4,785	4,129	(0)	(110)	107	(3)
Profit	1	1	493	1	-	-	-
Other comprehensive income	-	-	-	-	56	-	56
Total comprehensive income	-	-	493	-	56	-	56
Issuance of new shares (exercise of share acquisition rights)	19	19	-	-	-	(10)	(10)
Share-based remuneration expenses	ı	-	-	-	-	2	2
Total transactions with owners	19	19	-	-	-	(7)	(79
Balance as of December 31, 2021	1,264	4,804	4,622	(0)	(53)	99	45

(unit: million yen)

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	Total equity attributable to owners of parent	Total equity
Balance as of July 1, 2021	10,156	10,156
Profit	493	493
Other comprehensive income	56	56
Total comprehensive income	550	550
Issuance of new shares (exercise of share acquisition rights)	27	27
Share-based remuneration expenses	2	2
Total transactions with owners	30	30
Balance as of December 31, 2021	10,737	10,737

(unit: million yen)

				Other components of equity			
	Share capital	Capital surplus	Retained earnings	Treasury shares	Exchange differences on translation of foreign operations	Share acquisition rights	Total
Balance as of July 1, 2022	1,289	4,829	4,987	(0)	193	88	281
Profit	-	-	682	-	-	-	-
Other comprehensive income	-	-	-	-	(33)	-	(33)
Total comprehensive income	-	-	682	-	(33)	-	(33)
Issuance of new shares (exercise of share acquisition rights)	21	21	1	-	-	(12)	(12)
Dividends of surplus	-	(129)	-	-	-	-	-
Total transactions with owners	21	(107)	-	-	-	(12)	(12)
Balance as of December 31, 2022	1,311	4,721	5,669	(0)	159	75	235

(unit: million yen)

	Total equity attributable to owners of parent	Total equity
Balance as of July 1, 2022	11,387	11,387
Profit	682	682
Other comprehensive income	(33)	(33)
Total comprehensive income	649	649
Issuance of new shares (exercise of share acquisition rights)	31	31
Dividends of surplus	(129)	(129)
Total transactions with owners	(97)	(97)
Balance as of December 31, 2022	11,938	11,938

Cash and cash equivalents at end of period

		(unit: million yen)
	First six months of the previous fiscal year (From July 1, 2021 to December 31, 2021)	First six months of the current fiscal year (From July 1, 2022 to December 31, 2022)
Cash flows from operating activities		
Profit before tax	727	1,010
Depreciation and amortization	1,590	1,640
Impairment losses	18	35
Finance income	(6)	(8)
Finance costs	84	75
Subsidy income	(26)	(36)
Decrease (increase) in trade and other receivables	(340)	(225)
Decrease (increase) in inventories	11	(82)
Increase (decrease) in trade and other payables	(57)	(67)
Other	137	(110)
Subtotal	2,137	2,231
Interest received	0	1
Interest paid	(65)	(70)
Proceeds from subsidy income	26	36
Income taxes paid	(61)	(483)
Net cash provided by (used in) operating activities	2,036	1,715
Cash flows from investing activities		
Purchase of property, plant and equipment	(170)	(170)
Purchase of intangible assets	(6)	(22)
Payments of guarantee deposits	(44)	(47)
Proceeds from refund of guarantee deposits	`16	26
Other	(20)	(4)
Net cash provided by (used in) investing activities	(226)	(219)
Cash flows from financing activities		
Repayments of long-term borrowings	(350)	(350)
Proceeds from sale and leaseback transactions	46	39
Repayments of lease obligations	(1,295)	(1,411)
Proceeds from exercise of share acquisition rights	18	31
Dividends paid	(0)	(130)
Net cash provided by (used in) financing activities	(1,581)	(1,820)
Exchange differences of cash and cash equivalents	45	(26)
Net increase (decrease) in cash and cash equivalents	273	(350)
Cash and cash equivalents at beginning of period	4,601	` '
Cash and cash equivalents at beginning of period	4,001	3,724

4,875

3,373

## (6) Notes on the Condensed Quarterly Consolidated Financial Statements

(Notes on going concern assumption)

There are no applicable items.

#### (Additional information)

There are no changes to the assumptions, including the timing of the end of COVID-19, from those described in the consolidated financial statements for the previous fiscal year.

#### (Segment information)

A description is omitted because the Company Group engages in a single segment of the haircutting business.

#### (Per share information)

The basis of calculating basic and diluted earnings per share is as follows:

	First six months of the previous fiscal year (From July 1, 2021 to December 31, 2021)	First six months of the current fiscal year (From July 1, 2022 to December 31, 2022)
Profit attributable to owners of parent (million yen)	493	682
Average number of common shares outstanding during the period (shares)	12,852,251	12,971,220
Number of common shares with dilutive effects		
Increase due to share options (shares)	526,721	386,953
Diluted average number of common shares outstanding during the period (shares)	13,378,972	13,358,173
Basic earnings per share (yen)	38.39	52.63
Diluted earnings per share (yen)	36.88	51.11

(Significant subsequent events)

There are no applicable items.