



# GIFT HOLDINGS INC. Securities Code 9279 Results Briefing Materials for the First Quarter of the Fiscal Year Ending October 31, 2023





IR site

https://www.gift-group.co.jp/english/

The opinions and forecasts contained in these materials are the judgments of the Company at the time of preparation of the materials, and do not guarantee the accuracy of the information therein.

Actual performance and results may differ significantly due to changes in a variety of factors.

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Financial Highlights for the First Quarter of the Fiscal Year Ending October 31, 2023

## **Financial summary**



**Net sales** 

**5,206** million yen

YoY: +30.5%

Operating profit

533 million yen

YoY: +13.6%

**Ordinary profit** 

547 million yen

YoY: -32.9%

## **Overview of financial results**

Despite the COVID-19 pandemic, we proactively expanded our business without slackening the pace, securing the recruitment of employees and continuing to open new stores. Through these business activities, which set us apart from other restaurant operators, we achieved a significant increase in revenue and operating profit. We are making steady progress toward both our first-half plan and full-year plan.

Quality enhancement at each store

Achieved **record-high monthly sales per company-owned store** thanks to continuous QSCA enhancement and maintaining business as usual.

Implementation of price revisions

While **flexible price revisions** were made to address rising raw material prices and expected wage increases, these **have not had a noticeable impact on customer traffic**.

Utilization of logistics centers

We are expanding our utilization of **logistics centers in the Kanto, Kansai, and Chukyo areas** and are working to make large-scale improvements to logistics efficiency, costs, and distribution times from an SCM perspective.

# Financial highlights for the first quarter of the fiscal year ending October 31, 2023



### **Growth and Profitability**

Sales growth

30.5%

(Annual goal: 20.5%)

Operating profit margin

10.2%

(Annual goal: 10.0%)

YoY Change in Sales of Company-owned Stores

All company-owned stores in Japan

**131.3**%

Existing companyowned stores in Japan

115.9%

(Annual goal: 104.7%)

#### **Stores Opened in the Period**

### **Company-owned stores**

6 stores

(Annual goal: 40 stores)

#### **Produced stores**

21 stores

(Annual goal: net increase of 23 stores)

# Man-hour Productivity (company-owned stores)

### Net sales per man-hour

6,295 yen

(Same period of the previous year: 6,052 yen)

#### Labor cost rate

24.5%

(Same period of the previous year: 26.7%)

#### **Recruitment and Retention**

### **Hiring employees**

Newly hired 28 mid-career employees.

Plan to hire over **50** new graduates.

#### **Retirement rate**

**17.6**%

(Same period of the previous year: 19.0%)

## Recruitment



To ensure we have the human resources needed to open new stores, we will increase the number of recruits and work to lower the retirement rate.

## **Increase new recruits**



## Decrease retirement rate

# Increase number of job applicantsIncrease rate of job offers

#### Marketing/Branding

We will increase opportunities to catch the attention of potential applicants by utilizing listing ads and revamping our recruitment site.

Reducing applicant withdrawals during recruitment / Increasing the rate of job offers

Improving events during the recruitment process / Improving efficiency of recruitment phases to prevent withdrawals

### Our advantages:

- High level of wages
- Diverse opportunities for career advancement

# Comfortab work

# Comfortable work + Rewarding work

- Training to eliminate the difference in understanding before and after company entry
- Optimum employee allocation and working environment creation
- Improve employee treatment by enhancing benefits, etc.

# Rewarding work

- Appropriate employee placement to suit career ambitions
- Boosting motivation by giving fair appraisals
- Proactively promoting young employees (fast-track store manager promotion)

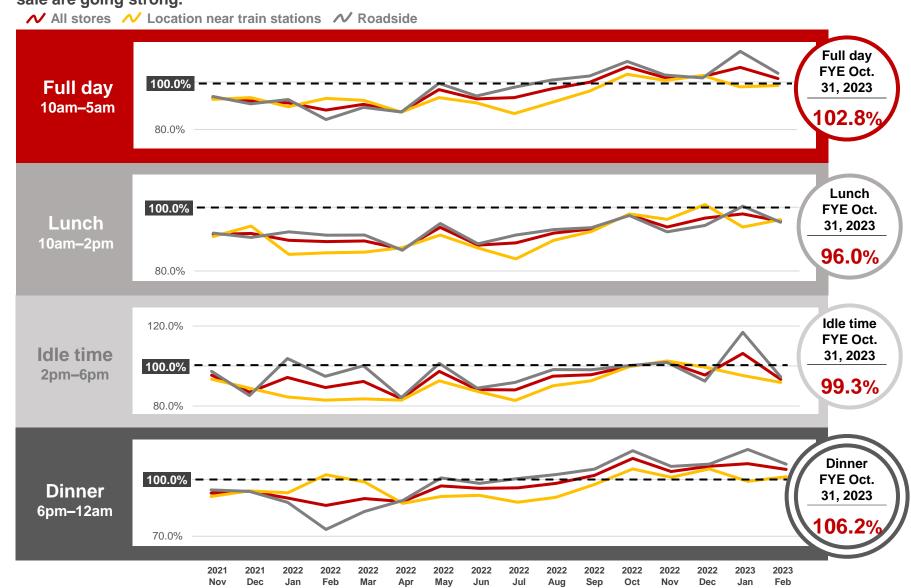
We will implement effective measures to reduce the retirement rate by collecting and utilizing data that correlates ages and job positions with reasons for resignation.

## **Comparing sales to pre-COVID**

Vs. FYE Oct. 31, 2019 (existing stores, in-store sales only)



Performance for full day has recovered to levels recorded in 2019 and prior. Dinner time and roadside sale are going strong.



Overview of Financial Results for the First Quarter of the Fiscal Year Ending October 31, 2023

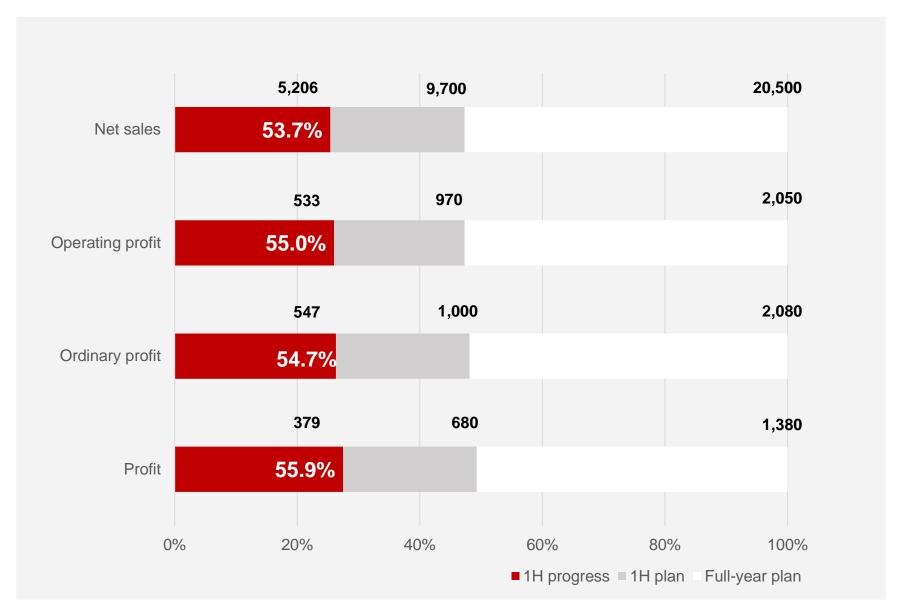
# Statements of income



	1Q FYE O	ct. 31, 2022	1Q FYE Oc	et. 31, 2023	Change	Compare	d to plan
	Amount	Percentage of sales	Amount	Percentage of sales	YoY % change	Full year plan for FYE Oct. 31, 2023	Progress
Net sales	3,990	-	5,206	-	+30.5%	20,500	25.4%
Cost of sales	1,169	29.3%	1,657	31.8%	+41.8%	-	-
Gross profit	2,821	70.7%	3,549	68.2%	+25.8%	-	-
Selling, general and administrative expenses	2,351	58.9%	3,015	57.9%	+28.2%	-	-
Operating profit	469	11.8%	533	10.2%	+13.6%	2,050	26.0%
Ordinary profit	816	20.5%	547	10.5%	-32.9%	2,080	26.3%
Quarterly profit attributable to owners of parent	542	13.6%	379	7.3%	-30.0%	1,380	27.5%

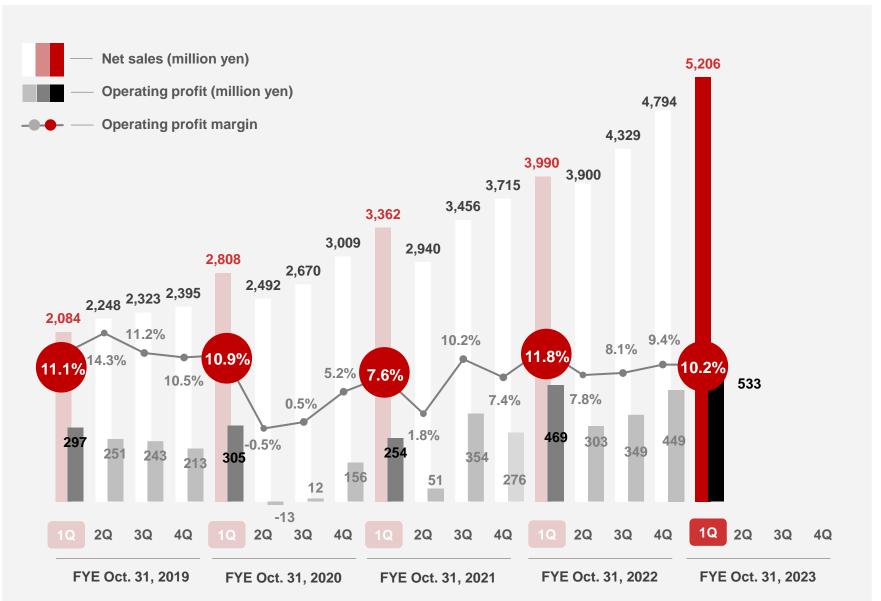
# Progress rate vs. plan (1H progress)





## Quarterly trends in net sales and operating profit (fiscal period)





## **Open up stores**



Plan for +27 stores compared to the end of the previous fiscal year



As of Oct. 31, 2022

As of Jan. 31, 2023

Produced 511 stores >>>> 532 stores

Companyowned

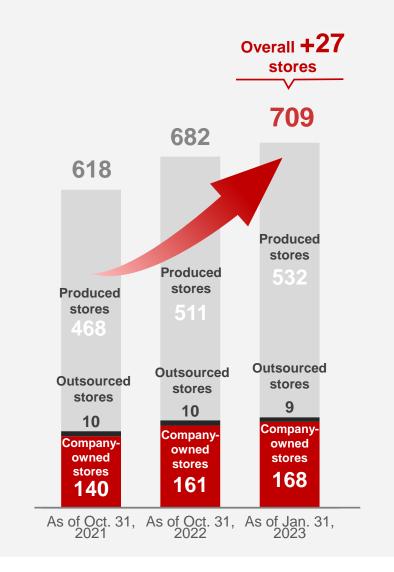
171 stores >>>> 1 77 stores

stores

(Including outsourced stores)

**Total number of stores** 

682 stores >>> 709 stores



# Status of stores (company-owned stores / breakdown of change by brand)



Brand			がいたが	四天王	・
Number of stores as of January 31, 2023	120	24	5	1	5
Change (compared to October 31, 2022)	+4	+3	_	_	-1
Brand	中華そば	元祖油堂	New brand	Internationa  E.A.K.RAMEN	I Other
Number of stores as of January 31, 2023	3	4	1	3	2
Change (compared to October 31, 2022)	_	_	_	+1	_

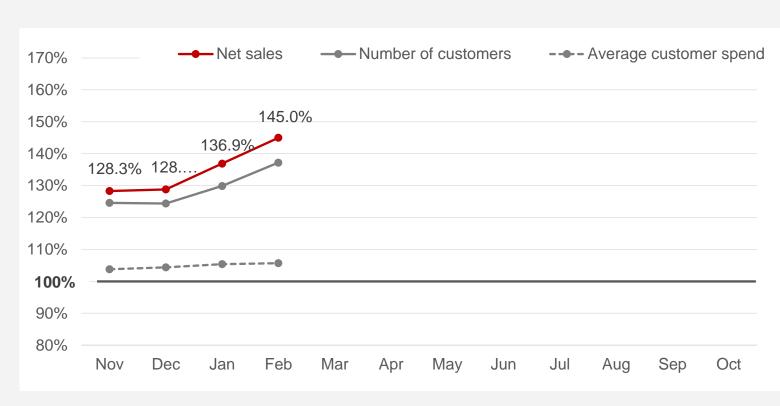
# Status of stores (breakdown of change)



(Number of stores)		As of Oct. 31, 2022 Number of stores	As of Jan. 31, 2023 Number of stores	Change
	Kanto	104	104	_
	East Japan (other than Kanto)	36	41	+5
Company-owned	West Japan	19	20	+1
store business	International	2	3	+1
4,313	Subtotal	161	168	+7
Net sales million yen	Outsourced stores	10	9	-1
yon	Total	171	177	+6
	Kanto	306	314	+8
	East Japan			
Produced stores	(other than Kanto)	107	111	+4
892	West Japan	83	89	+6
Net sales million yen	International	15	18	+3
	Total	511	532	+21
	Total number of stores	682	709	+27

# Year-on year comparison of net sales of all company-owned stores in Japan

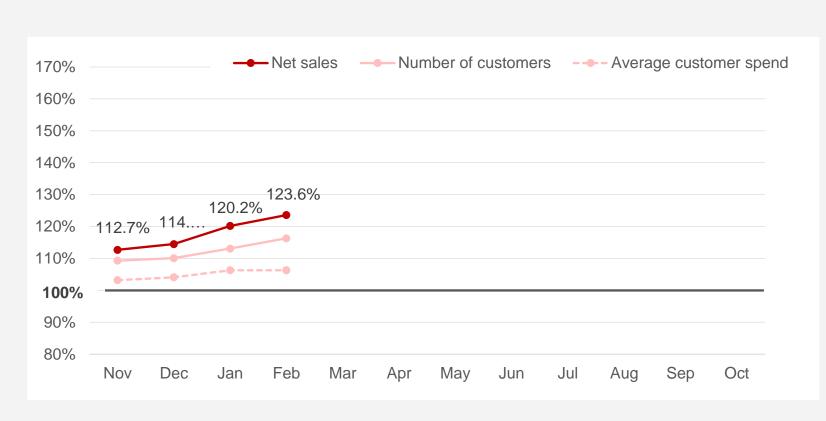




All stores	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Cumulative total
Net sales	128.3%	128.8%	136.9%	145.0%									134.4%
Number of customers	124.6%	124.4%	129.9%	137.2%									128.8%
Average customer spend	103.8%	104.4%	105.4%	105.7%									104.4%

# Year-on year comparison of net sales of existing company-owned stores in Japan





Existing stores	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Cumulative total
Net sales	112.7%	114.5%	120.2%	123.6%									117.6%
Number of customers	109.3%	110.1%	113.1%	116.3%									112.1%
Average customer spend	103.2%	104.1%	106.3%	106.3%									105.0%

# B/S summary



(Millions of yen)	FYE Oct. 31, 2022	1Q FYE Oct. 31, 2023	Change
Current assets	3,026	3,262	+236
Cash and deposits	2,007	1,932	(75)
Accounts receivable - trade	405	413	+8
Other	613	916	303
Non-current assets	6,878	7,352	+474
Property, plant and equipment	4,756	5,162	+406
Intangible assets	122	123	+0
Investments and other assets	1,999	2,066	+66
Total assets	9,905	10,615	+710

(Millions of yen)	FYE Oct. 31, 2022	1Q FYE Oct. 31, 2023	Change
<b>Current liabilities</b>	2,937	3,084	+146
Accounts payable - trade	544	571	+26
Short-term borrowings	42	330	+287
Current portion of long- term borrowings	512	576	+63
Other	1,838	1,606	(232)
Non-current liabilities	1,535	1,797	+262
Long-term borrowings	1,195	1,443	+248
Other	339	354	+14
Total liabilities	4,473	4,882	+409
Total net assets	5,432	5,733	+301
Share capital	793	793	+0
Capital surplus	1,045	1,045	+0
Retained earnings	3,463	3,693	+230
Treasury shares	(0)	(0)	_
Accumulated other comprehensive income	130	196	+66
Total liabilities and net assets	9,905	10,615	+710

Forecasts for the Fiscal Year Ending October 31, 2023 (unchanged)

## Forecasts for the fiscal year ending October 31, 2023 (unchanged)



Plan significant increases in net sales and operating profit by steadily implementing the Medium-term Business Plan.

	FYE Oct. Res		FYE Oct. Fore	Change	
(Millions of yen)	Amount	Percentage of sales	Amount	Percentage of sales	
Net sales	17,015	_	20,500	-	+20.5%
Operating profit	1,571	9.2%	2,050	10.0%	+30.4%
Ordinary profit	2,442	14.4%	2,080	10.1%	-14.9%
Profit attributable to owners of parent	1,538	9.0%	1,380	6.7%	-10.3%

# **Assumptions behind forecasts for the fiscal year ending October 31, 2023 (unchanged)**



## Sales of existing company-owned domestic stores

vs. FYE Oct. 31, 2022: 104.7%

vs. FYE Oct. 31, 2019: **102.0**%

## **Open up stores**

Company-owned domestic stores

39 stores

Net increase of 38 stores

Company-owned foreign stores

store

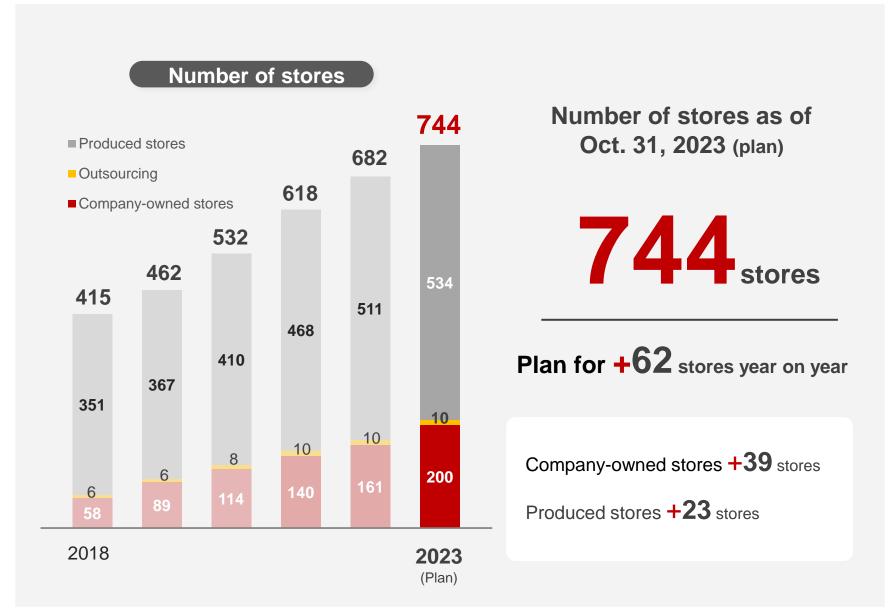
**Produced stores** 

23 stores

20 domestic stores3 foreign stores

# Store opening plan (unchanged)





## **Returns to shareholders (unchanged)**



### **Dividends policy**

To return profits to our shareholders, we comprehensively consider our operating results, financial position, and pay close attention to the dividend payout ratio with a basic stance of stable and continuous return of profits, while paying attention to strengthening our financial base and invest for business expansion.

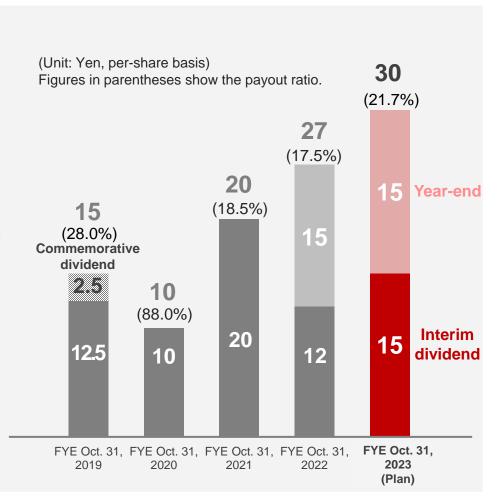
# Dividends for the fiscal year ended October 31, 2022

We decided to pay an interim dividend of 12 yen per share and a year-end dividend of 15 yen, for a total of 27 yen.

# Dividends for the fiscal year ending October 31, 2023

Target a payout ratio of 20% or more

We plan to pay an interim dividend of 15 yen per share and a year-end dividend of 15 yen, for a total of 30 yen, an increase of 3 yen.



<sup>\*</sup> The dividends on the right show figures taking into account the share split.

**04** Medium-term Business Plan (Fiscal Year Ending October 31, 2023 to Fiscal Year Ending October 31, 2025)

## Basic strategy - aspirations and approach



FYE October 31, 2025: Targets to be achieved\*

30 U Operating profit billion yen

billion yen



**Expansion of business and strengthening of structure** 



**Promotion of digital transformation (DX)** 





Growth	1. Sales growth	<b>20%</b> or above
Profitability	2. Operating profit margin	<b>10%</b> or above
Gain on	3. ROA (ordinary profit to total assets)	<b>15%</b> or above
investments	4. ROE (net profit to shareholders' equity)	<b>15%</b> or above
Returns to shareholders	5. Dividend payout ratio	<b>20%</b> or above

# Medium-term business plan (fiscal year ending October 31, 2023 to fiscal year ending October 31, 2025) / Quantitative plan



		2020	2021	2022	2023	2024	2025
	Net sales	11.0	13.4	17.0	20.5	25.0	30.0
		(billion yen)	(billion yen)	(billion yen)	(billion yen)	(billion yen)	(billion yen)
Or	perating profit	0.46	0.93	1.57	2.05	2.5	3.0
	•	(billion yen)	(billion yen)	(billion yen)	(billion yen)	(billion yen)	(billion yen)
0	rdinary profit	0.51	1.74	2.44	2.05	2.5	3.0
	, ·	(billion yen)	(billion yen)	(billion yen)	(billion yen)	(billion yen)	(billion yen)
Ja	Total number of stores	519 stores	602 stores	665 stores	723 stores	781 stores	1,000 stores
Japan	Company-owned stores	119 stores	147 stores	169 stores	207 stores	245 stores	300 stores
	Produced stores	400 stores	455 stores	496 stores	516 stores	536 stores	700 stores
International	Total number of stores	13 stores	16 stores	17 stores	21 stores	24 stores	33 stores
natio	Company-owned stores	3 stores	3 stores	2 stores	3 stores	3 stores	3 stores
nal	Produced stores	10 stores	13 stores	15 stores	18 stores	21 stores	30 stores
Tc	Total number of stores	<b>532</b> stores	618 stores	682 stores	744 stores	805 stores	1,033 stores
Total	Company-owned stores	122 stores	150 stores	171 stores	210 stores	248 stores	303 stores
	Produced stores	410 stores	468 stores	511 stores	534 stores	557 stores	730 stores

# **Medium-term business plan**



Key themes	Overview of initiatives
Expansion of existing business	(1) Quality enhancement at each store PICK UP  (2) Human resource development and retention  (3) Flexible response to inflation
Operation of new business types	(4) Acquisition of new business types through aggressive M&A < PICK UP  (5) Development and brush-up of additional business types
Overseas expansion	(6) Expansion of stores (Company-owned stores, franchise stores) (7) Creation of head office and sales functions supporting overseas expansion
Strengthening of ability to open stores	(8) Strengthening of model development < PICK UP  (9) Strengthening of property development capability
Strengthening of manufacturing, purchasing and logistics system	<ul> <li>(10) Reduction of manufacturing costs and enhancement of manufacturing quality</li> <li>(11) Creation of stable supply system by area</li> <li>(12) Utilization of logistics centers (cost optimization, stockout risk control)</li> <li>(13) Enhancement of logistics quality (frequency, quality)</li> </ul>
ESG	(14) Promotion of ESG management < PICK UP
	(15) Promotion of DX PICK UP

# Details of medium-term business plan PICKUP (1) Quality enhancement at each store



Aim to create appealing stores in both company-owned stores and produced stores

## 1. Companyowned stores

Reallocate control of Company-owned foreign stores to Company-owned domestic stores

✓ Aim to balance QSCA enhancement and cost control by conducting operations in the same manner as Company-owned domestic stores

## 2. Produced stores

Supply of high-quality ingredients by maintaining freshness

- ✓ Supply the same ingredients as Company-owned domestic stores using the same logistics network
- ✓ Build a system enabling the provision of high-quality ramen by supplying high-quality ingredients and maintaining freshness

# Details of medium-term business plan PICK UP (4) Aggressive M&A



Aim to secure brand and locations, and enhance manufacturing capacity

M&A targets		Aim
Extremely busy stores	<b>&gt;&gt;&gt;&gt;</b>	Expansion of brands
Chain stores	<b>&gt;&gt;&gt;&gt;</b>	Securing advantageous locations and human resources
Factories	<b>&gt;&gt;&gt;&gt;</b>	Enhancement of manufacturing capacity essential for expansion of stores

# Details of medium-term business plan (8) Strengthening of model development



Proceed with property development while verifying the opening of stores

## Verification of expansion in a variety of locations







**Expansion of roadside stores** and franchise stores





**Food courts and service areas** 

# Details of medium-term business plan PICK UP (15) Promotion of DX

GIFT

Promotion of DX is a priority measure to take companywide

# A virtuous cycle is created by DX promotion, providing returns in all directions.

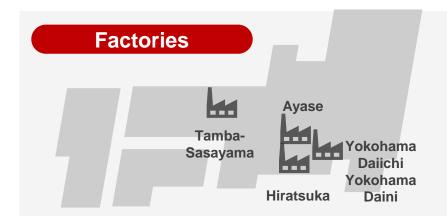
Measures for promotion of DX	Improvement of customer convenience	<ul> <li>✓ Introduction of new ticket vending magnetic (cashless payment, linking with app)</li> <li>✓ Introduction of eGift tickets</li> <li>✓ Renewal of store search screen and</li> </ul>	)	Improve of cust conven	omer
	Enhancement of employee satisfaction	<ul> <li>✓ Single sign-on and enhancement of security</li> <li>✓ Creation of data analysis infrastructure</li> </ul>	Enhance	Promotion of digital transformation (DX)  Enhancement of employee satisfaction  Reduction of "internal man hours	
	Reduction of "internal" man hours	<ul> <li>✓ Introduction of multi-devices in all stores</li> <li>✓ Digitalization of reporting operations</li> </ul>	of emplo		

# Details of medium-term business plan PICK UP Strengthening of manufacturing, purchasing and logistics system



Establishment of factories and logistics centers aimed at opening many stores and area expansion

Receive the benefits of synergy effects throughout the Gift Group as a whole by building and operating a manufacturing, purchasing and logistics platform



- Reduction of manufacturing costs
- Enhancement of manufacturing quality
- Securing supply capacity



- Optimization of logistics costs
- Stockout risk control
- Improvement of distribution frequency and distribution quality
- Bulk distribution to stores

# Details of medium-term business plan PICK UP (14) Promotion ESG management



In order to contribute to the creation of a sustainable society, the Company will engage in management emphasizing ESG (Environment, Social, Governance), and will conduct business activities with the aim of achieving the targets set out in the SDGs\* adopted by the United Nations.



Current value (\*1)

11,470 t-co2 ▶

Target (\*2)

Reduction of 1% or more

\*1 April 2021 to March 2022

\*2 Per hour of business hours

# ENVIRONMENT

- Measures to address global warming
- Effective utilization of energy and resources
- Utilization of environmentally friendly products
- · Waste and recycling

# GOVERNANCE

- · Strengthening of corporate governance
- · Creation of risk management system
- · Ensuring compliance

- Strengthening information security and protection of privacy
- IR activities (constructive dialogue with investors)
- Dynamic renewal of governance system

# SOCIAL

- Planning and development of products with high added value
- · Consumer peace of mind and safety
- · Fair marketing and advertising
- Protection of personal information
- Compliance with fair trade and internal dissemination
- · Supply chain management
- · Personnel and welfare
- Promotion of employee health
- · Promotion of work-life balance
- Business reform utilizing ICT, AI, RPA, etc.
- Promotion of respect for human rights and self-development of human rights
- Promotion of diversity and active participation by women
- Human resource development, hiring and retention
- Strengthening of coordination with local government policies and implementation of regional revitalization activities
- Company open to local communities
- Next-generation support

## IR site



## IR website

Other investor relations (IR) materials are available on our English IR website:



https://www.gift-group.co.jp/english/

Reference Materials: Company Overview

## Company overview



Company name GIFT HOLDINGS INC.

Business details

Restaurant operation

Head office address

3F Odakyu Machida Morino Building, 1-23-19

Morino, Machida-shi, Tokyo

**Company** factories

Noodle production factories: Hiratsuka, Yokohama

Daiichi, Tamba-Sasayama Roast pork factory: Ayase Soup factory: Yokohama Daini

**Established** 

December 7, 2009

(Founded in January 2008)

Representative

President and Representative Director: Sho Tagawa

End of fiscal

year

October 31

**Share capital** 

793 million yen (as of January 31, 2023)

Group employees

550 employees, 2,939 part-time and casual workers

(as of October 31, 2022)

**Affiliates** 

9 consolidated subsidiaries

(Names of important consolidated subsidiaries)

GIFT INC.

Ramen TENKA K.K.

GIFT FOODS MATERIAL K.K.

GIFT USA INC.

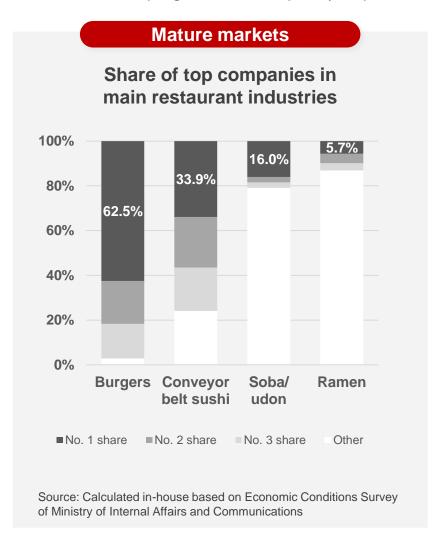


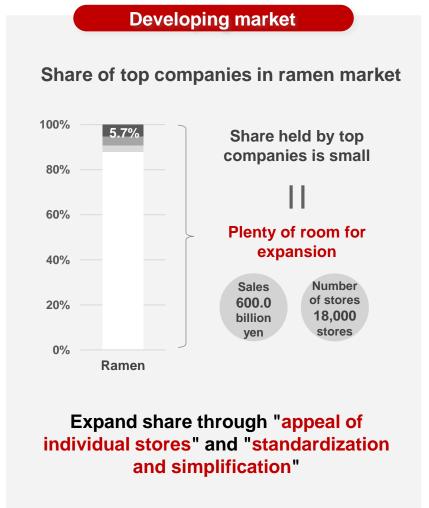


# Characteristics of main restaurant industries and domestic ramen market



As opposed to mature markets such as burger, conveyor belt sushi and soba/udon, where
major companies capture most of the demand, the ramen market is flooded with small stores,
and is a developing market with plenty of potential for expansion of our share.





# Brand expansion



### Opened multiple stores of the Company's ramen brands within the same area



## **Brand list**







#### Machida Shoten

IEKEI Ramen characterized by creamy soup that you never tire of.

A popular chain with over 100 stores nationwide offering a lively and transcendent space.





#### **BUTAYAMA**

A "hearty ramen" characterized by thick and tender pork and a plentiful helping of vegetables The powerful soup combined with the sweet soy sauce and chewy "washiwashi" noodles provide a filling experience.





#### GANSO ABURADO

"Oil noodles" using carefully made custom noodles that can be customized for your own original taste with tabletop condiments.

The stylish atmosphere of the stores is also popular with women, and arrangements of flavor are limitless!



#### GATTON

"Kyushu tonkotsu ramen" characterized by soup matured by hours of cooking.

The specially ordered ultra-thin noodles sought to match the rich and deeply flavored soup provide the ultimate flavor.





#### SHI-TEN-NOH

Very popular with visitors from foreign countries.

"Pork bone broth ramen" characterized by its light richness.



#### NAGAOKA SHOKUDO

"Chinese soba" with ginger soy sauce that is popular as a local ramen in Nagaoka City in Niigata. Popular with men and women of all ages due to the deep flavor of the light soup using carefully selected

ingredients.





#### **AKAMISOYA**

"Miso based ramen" with plenty of flavor of stir fried vegetables.





#### ITOI

Rich "miso ramen" with soup containing loads of flavor of pork bone, chicken bone and vegetables The white miso, garlic and stir-fried crisp bean sprouts are amazing and a perfect match with rice!





#### **E.A.K RAMEN**

Providing a flavor to match local needs based on "IEKEI Ramen."

## **Business details**



Operation of restaurant business through the two channels of company-owned stores and produced stores

#### **Company-owned stores**

**177** stores

The Company operates stores under its own brands centered on Yokohama **IEKEI** Ramen Machida Shoten (Refer to the previous page for other brands).



















#### **Produced stores**

**532** stores

The Company provides support for making stores owned and operated by partners popular by leveraging operating expertise of company-owned stores and supplying ingredients (PB products).

Companyowned stores

**Provision of** operating expertise

Company factories Contracted factories

Supply of **PB** products **Produced stores** 



\* PB products: Private brand products (Noodles, sauce, soup, dumplings, roast pork)

## **Store opening strategy**



#### Possible to operate a thriving restaurant both near train stations and roadside areas

#### Areas near train stations

### Locally focused store operation



Sannomiya Shoten



Yoyogi Shoten

Tsunashima Shoten





Ogikubo Shoten



#### Roadside areas

### Chain store operation with fixed quality

Machida Shoten Himeji Store



Machida Shoten Nakamachidai Store



Machida Shoten Shimizu Interchange Store



Machida Shoten Kyoto-Higashi Interchange Store



Machida Shoten Fujinomiya Store



## Roadside stores



### Roadside stores are also popular with families

- Parking area (20-30 vehicles)
- Opening stores based on analysis of factors such as the state of competition, population of the trade area and traffic volume
- · Creation of stores that can be enjoyed by families
- Improvement of menu for families
- Maintaining trend of increasing average customer spend
- Roadside stores are busier than stores near train stations







## Produced stores



### <The Company's original channel> Operating scheme of produced stores

The Company provides support for making stores owned and operated by partners popular by leveraging operating expertise of company-owned stores and supplying ingredients (PB products).

# Company-owned stores

Company factories
Contracted factories

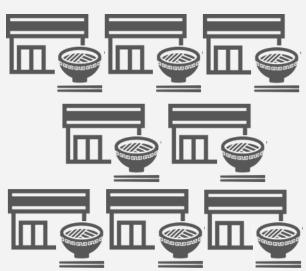
# Provision of operating expertise

- Maintain high level of sales for existing stores
- Effectively zero store closures since establishment

### **Supply of PB products**

Noodles, sauce, soup, dumplings, roast pork, etc.

#### **Produced stores**



<sup>\*</sup> In contrast to a franchise system, no guarantee money, franchise membership fee or consulting fee (royalties) are required. The production of stores at the time of their launch based on operating expertise of companyowned stores is provided free of charge on the condition of purchase of ingredients.

# Differences between produced stores and franchise stores

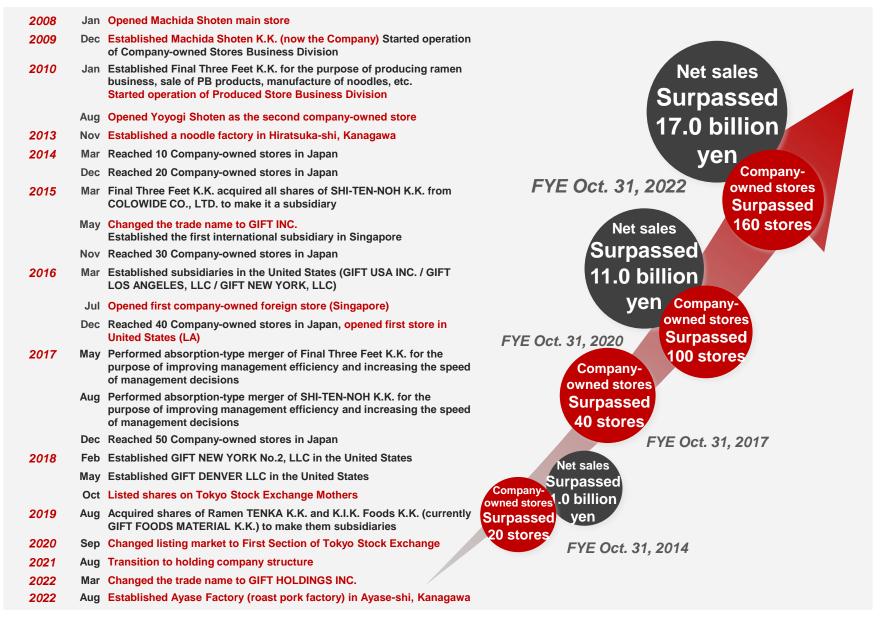


	Franchise Stores	Produced stores
Trade name	Not selectable	Freely selectable
Membership fee	1-5 million yen	<b>0</b> yen
Royalties	Approx. 5% of monthly sales	<b>0</b> yen
Freedom of store operation and menu development	×	0
Risk of overall ripple effect of damage to brand by a member store	Large	Small
Various support*	Available	Available

<sup>\*</sup> Various support: Property development, store design, employee training, opening support

## History





## **Disclaimer**



### **Notice Concerning Forward-looking Statements**

- ■The materials and information provided in this announcement include so-called "forward-looking statements." These are based on assumptions associated with current projections, forecasts and risks, and include uncertainty of causing results that substantially differ from these statements. These risks and uncertainties include general domestic and international economic conditions such as general industry and market conditions, interest rates and foreign exchange fluctuations.
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