



KURASHICOM

Results for the Fiscal Year Ended July 31, 2023

Kurashicom Inc.
(TOKYO GROWTH MARKET : 7110)

HIGHLIGHTS

Ordinary
Profit ratio

16.0%

FY7/2023

YoY Net Sales
growth ratio

17.4%

FY7/2023

Annual
Dividend per
share

45yen

FY7/2023

Consolidated
Net Sales
Forecast

6.83

billion yen

FY7/2024

- Steady sales growth due to strong demand, achieving record profits as well as 17th consecutive fiscal year of increased Sales and Ordinary Profit.
- Both Sales and Profit exceeded the Revised Forecast Announced in June.
- Annual Dividend per share for the fiscal year ended July 31, 2023: 45 yen
- Forecasts for the fiscal year ending July 31, 2024 continue to increase in both sales and profit. Consolidated net sales are expected to be 6.83 billion yen.

Statements of Income FY7/2023 (vs. FY7/2022)

Record-high sales were supported by high demand for the 15th anniversary campaign of "Hokuoh Kurashi no Douguten" and an appearance on TV program "The Cumbria Palace". High profitability was achieved by controlling SG&A expenses which led to the record-high profits, despite an increase in expenses related to IPO.

[¥ Million]

	FY7/23 Results	FY7/22 Results	Change	Change[%]
Net Sales	6,060	5,163	+897	+17.4
D2C Sales	5,851	4,860	+991	+20.4
Brand Solution Sales	209	303	△93	△30.8
Cost of sales	3,432	2,901	+531	+18.3
Gross Profit	2,628	2,261	+366	+16.2
Gross profit ratio	43.4%	43.8%	-	-
SG&A	1,662	1,420	+242	+17.1
Operating Profit	965	841	+123	+14.7
Operating profit ratio	15.9%	16.3%	-	-
Ordinary Profit	968	850	+117	+13.8
Ordinary profit ratio	16.0%	16.5%	-	-
Profit	695	561	+133	+23.9
EBITDA	983	846	+136	+16.2
EBITDA margin	16.2%	16.4%	-	-

Ordinary Profit
Ratio

16.0%

Gross Profit
per employee

33.7

million yen

Statements of Income for FY7/2023 (vs. Forecast)

Both Sales and Profit exceeded the Revised Forecast Announced in June.

[¥Million]

	FY7/23 Results	FY7/23 Revised Forecast	Change[%]
Net Sales	6,060	6,000	+1.0%
D2C Sales	5,851	5,787	+1.1%
Brand Solutions Sales	209	212	△1.4 %
Operating Profit ratio	965	920	+5.0%
Ordinary Profit ratio	968	920	+5.2%
Profit	695	635	+9.5%

Balance Sheets for FY7/2023

Cash and cash and deposits and net assets increased significantly due to fundraising associated with the listing. We have gained a stronger financial base. ROE was 21.1%, kept a high level even after capital increase due to listing.

[¥ Million]

	As of July 31, 2023	As of July 31, 2022	Change	Main Reason for change
Total Assets	5,020	2,987	+2,032	
Current Assets	4,829	2,830	+1,998	
Cash and deposits	4,336	2,385	+1,951	1,267 million yen procured, Net cash provided by business activities
Merchandise	271	251	+20	
Non-current assets	190	156	+34	
Liabilities	742	672	+69	
Borrowings	216	179	+36	Increase due to partial refinancing
Other	526	493	+33	
Net Assets	4,277	2,314	+1,963	1,267 million yen procured, increase due to Profit

ROE
21.1%

Merchandise
turnover
10.2
times

Forecast for FY7/2024: Consolidated Statements of Income

In addition to the solid growth of the "Hokuoh Kurashi no Douguten" business, incorporation of "foufou" is expected to lead to an 18th consecutive year of Net Sales and EBITDA growth. EBITDA margin remained high at 15.0%, EBITDA is also on an increasing trend. Slight decrease in Ordinary Profit due to higher depreciation of new office and SG&A expenses.

[¥ Million]

	FY7/24 Forecast	FY7/23 Results	Change[%]
Net Sales	6,835	6,060	+12.8%
Operating Profit	945	965	△2.1%
Ordinary Profit	960	968	△0.7%
Profit attributable to owners of parent	635	695	△8.6%
EBITDA	1,025	983	+4.2%
EBITDA margin	15.0%	16.2%	-

※ EBITDA = Operating Profit + Depreciation and amortization + Goodwill amortization

Forecasts by Segment for FY7/2024

EBITDA margin is expected to be at approx.15% for both "Hokuoh Kurashi no Douguten" and "foufou". Investment for new office space is expected to be 200 million yen. The related increase in SG&A expenses is expected to be approx. 60 million yen for FY7/24. Although the amount and amortization period for goodwill of "foufou" have not yet been determined, the estimated amount for FY7/24 is included in SG&A expenses of "foufou" segment as 35 million yen in the forecast.

[¥Million]

		FY7/24 Forecast	FY7/23 Results	Change[%]
Hokuoh Kurashi no Douguten Segment	Net Sales	6,465	6,060	+6.7%
	EBITDA	970	983	△1.3%
	EBITDA margin	15.0%	16.2%	-
foufou Segment	Net Sales	370	-	-
	EBITDA	55	-	-
	EBITDA margin	14.9%	-	-
Consolidated	Net Sales	6,835	6,060	+12.8%
	EBITDA	1,025	983	+4.2%
	EBITDA margin	15.0%	16.2%	-

※ EBITDA = Operating Profit + Depreciation and amortization + Goodwill amortization