

Consolidated Financial Results for the Nine Months of the Fiscal Year Ending March 31, 2024 <under Japanese GAAP>

Company name:	YAMADA HOLDINGS CO., LTD.
Listing:	The Tokyo Stock Exchange
Stock code:	9831
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Scheduled date to file Quarterly Report:

February 9, 2024

Scheduled date to commence dividend payments: Preparation of supplementary material on quarterly financial results: Yes

Holding of quarterly financial results presentation meeting: None

(Millions of yen with fractional amounts rounded off, unless otherwise noted)

Consolidated performance for the nine months of the fiscal year ending March 31, 1. 2024 (from April 1, 2023 to December 31, 2023)

(1) Consolidated operating results (cumulative)

	(1) Consolidated of	perating resul	(Percentag	es indica	te year-on-year c	hanges.)			
Net sales			Operating pr	ofit	Ordinary profit Profit attributabl owners of pare				
	Nine months ended	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
	December 31, 2023	1,171,061	(0.5)	38,751	(1.5)	42,626	(3.3)	26,852	(12.2)
	December 31, 2022	1,177,344	(1.3)	39,328	(32.2)	44,079	(31.6)	30,583	(35.6)

Note: Comprehensive income

Nine months ended December 31, 2023: 29,106 million yen ((3.7)%)

Nine months ended December 31, 2022: 30,221 million yen ((34.9)%)

	Basic earnings per share	Diluted earnings per share
Nine months ended	Yen	Yen
December 31, 2023	38.81	38.54
December 31, 2022	37.65	37.45

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio
As of	Millions of yen	Millions of yen	%
December 31, 2023	1,374,412	623,942	44.9
March 31, 2023	1,271,181	611,776	47.6

Reference: Equity

As of December 31, 2023: 616,438 million yen

As of March 31, 2023: 604,621 million yen

Note: During the second quarter of the fiscal year ending March 31, 2024, the Company finalized the provisional accounting treatment for the business combination, and the figures for the fiscal year ended March 31, 2023 reflect the finalization of the provisional accounting treatment.

2. Cash dividends

		Annual cash dividends						
	First quarter	Second quarter	Fiscal year-end	Total				
	Yen	Yen	Yen	Yen	Yen			
Fiscal year ended March 31, 2023	_	0.00	_	12.00	12.00			
Fiscal year ending March 31, 2024	-	0.00	_					
Fiscal year ending March 31, 2024 (Forecasts)				-	-			

Notes: 1. Revisions to the forecasts of cash dividends most recently announced: None

2. Future shareholder return measures will be determined in consideration of a progress in business performance.

3. Consolidated earnings forecasts for the fiscal year ending March 31, 2024 (from April 1, 2023 to March 31, 2024)

						(Pe	rcentages indi	cate ye	ar-on-year changes.)
	Net sale	s	Operating p	orofit	Ordinary p	rofit	Profit attribut owners of p		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Fiscal year ending March 31, 2024	1,686,000	5.3	50,500	14.6	55,100	10.1	31,900	0.2	46.13

Note: Revisions to the consolidated earnings forecasts most recently announced: None

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(1)		nges in significant subsidiaries during the nine months under reidiaries resulting in the change in scope of consolidation):	eview (changes in specified	None
(2)	App	lication of special accounting for preparing quarterly consolidate	ated financial statements:	None
(3)		nges in accounting policies, changes in accounting estimates, a ncial statements	and restatement of prior per	od
	a.	Changes in accounting policies due to revisions of accounting	g standards, etc.:	None
	b.	Changes in accounting policies due to other reasons:		None
	c.	Changes in accounting estimates:		None
	d.	Restatement of prior period financial statements:		None
(4)	Nun	iber of issued shares (common stock)		
	a.	Total number of issued shares at the end of the period (includ	ing treasury stock)	
		As of December 31, 2023	966,863,199 shares	
		As of March 31, 2023	966,748,539 shares	
	b.	Number of treasury stock at the end of the period		
		As of December 31, 2023	276,318,774 shares	
		As of March 31, 2023	258,493,806 shares	
	c.	Average number of shares during the period (cumulative from	n the beginning of the fiscal	year)
		Nine months ended December 31, 2023	691,750,709 shares	
			812,266,202 shares	
	Note	The number of treasury stock at the end of the period includes the Compar December 31, 2023) held by the "Yamada Holdings Employee Shareholdi addition, the Company's shares held by the "Yamada Holdings Employee Account" are included in the treasury stock deduction in the calculation of	ng Association Trust Account." In Shareholding Association Trust	n
		period (748,665 shares for the nine months ended December 31, 2023).	-	-

* Document as English translation and difference in presentation method of figures This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail. Readers should also note that (i) in the Japanese original, figures are presented in millions of yen with fractional amounts discarded unless otherwise noted, while in the English translation, figures are presented in millions of yen with fractional amounts rounded off unless otherwise noted, and (ii) in the Japanese original, totals may not equal the sum of individual amounts due to the discarding of the fractional amounts, while in the English translation, individual amounts are adjusted so that totals equal the sum of such individual amounts.

- * Quarterly financial results reports are exempt from quarterly review conducted by certified public accountants or an audit corporation.
- * Proper use of earnings forecasts, and other special matters The forward-looking statements, including earnings forecasts, contained in these materials are based on information currently available to the Company as of the announcement date and on certain assumptions deemed to be reasonable. These statements do not purport that the Company pledges to realize such statements. Actual results may differ substantially due to various factors.

For the details of the above forecasts, please refer to the section of "(3) Information regarding consolidated earnings forecasts and other forward-looking statements" under "1. Qualitative information regarding settlement of accounts for the nine months" on page 5 of the attached materials to the quarterly financial results report.

Attached Materials

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1. Qualitative information regarding settlement of accounts for the nine months

(1) Information regarding operating results

[On background of economies at home and abroad]

In the first nine months of the fiscal year ending March 31, 2024 (from April 1, 2023 to December 31, 2023), the post-pandemic socioeconomic activities are increasingly returning to normal, and we are seeing a resurgence in the flow of people and an increase of foreign tourists through inbound tourism, along with further growth in personal consumption and corporate capital investment, which has placed the Japanese economy on a course of moderate recovery. On the other hand, the outlook still remains uncertain mainly due to progression of yen depreciation due to effects including the monetary policies of Japan and the United States, and the rising price of commodities, caused by a sharp rise in energy resource and raw material prices stemming from the prolongation of the situation in Ukraine.

In the consumer electrical appliance retail industry, the pace of recovery in the flow of people and normalization of the economy has further increased as the novel coronavirus disease (COVID-19) was downgraded to a Class V infectious disease under the law for controlling infectious diseases in May 2023. However, the spending of consumers has occurred mainly in areas such as leisure and services, and the consumer electrical appliance retail industry has experienced a general decline in customers visiting stores. Under these conditions, inbound demand recovered, and sales of high-added-value products such as refrigerators and washing machines designed for energy efficiencies, short-time home appliances such as automated cooking appliances, and beauty appliances, among others, steadily increased. However, sales of heaters and seasonal home appliances were sluggish, affected by factors such as a warm winter in the third quarter under review.

[On the Company's efforts]

Against the backdrop of this situation, for the second year of "YAMADA HLDGS 2025 Mid-term business plan," the Group is building a structure that continuously increases revenues and profits with the following four key measures for the achievement of targets: (1) active store development, (2) strengthening our e-commerce, (3) active development of SPA products, and (4) achieving targets by setting goals for issues for each operating company.

For the nine months under review, net sales decreased 0.5% year on year to ¥1,171,061 million, operating profit decreased 1.5% year on year to ¥38,751 million, ordinary profit decreased 3.3% year on year to ¥42,626 million, and profit attributable to owners of parent decreased 12.2% year on year to ¥26,852 million. The main reasons for these results are (1) a decrease in demand for durable consumer goods such as home appliances due to increasingly defensive spending patterns of consumers in the face of high prices, declining real wages and diminished disposable income, (2) a reactionary drop in the demand for stay-at-home products, (3) a shift in a consumer mindset to leisure and services as the flow of people recovered and the economy normalized in this post-pandemic era, leading to a decrease in customers visiting home appliance stores, (4) sluggish sales of seasonal home appliances due to a warm winter, (5) an increase in the ratio of selling, general and administrative expenses due to the upfront cost arising from reforms such as streamlining stores to improve sales and profits in the housing business, and (6) another upfront cost arising from large-scale renovations of stores and investment in advertising to increase sales and market share in the overseas business, among others. On the other hand, our efforts produced steady results in the two areas we have been promoting to strengthen performance improvement in the third quarter under review: an increase in market share and sales through aggressive store development; and appropriate inventory management based on sellout management and securing of gross profit and negotiated profit. We will continue these reforms aiming at business growth. Profit attributable to owners of parent was significantly affected by the decrease in income taxes due to the assumption of losses related to the group restructuring of subsidiaries in the previous fiscal year. If this special factor is excluded, profit attributable to owners of parent increased 0.6% year on year.

[Operating results by segment]

(1) Electrical Business

In the Electrical Business, as an initiative to strengthen our "Total-Living (Kurashi-Marugoto)" strategy, we developed LIFE SELECT stores (stores offering the widest range of everyday goods at the most reasonable price with the best service in Japan), where customers can experience and feel a delightful life and find anything they need for such a life, with the store concept of "We support you living a delightful life. Entirely." Centered on this type of store, we developed area stores while promoting the development and sales expansion of various store formats including YAMADA Web.com stores, which integrate Internet sales and stores, outlet stores offering previously owned home appliances, and existing Tecc Land and LABI stores. As a result, our share has been steadily increasing. In e-commerce, we have revamped our own e-commerce website to improve customer convenience, and are bolstering DX innovation to enhance customer convenience and improve productivity through further strengthening of e-commerce and through store DX. Sales of SPA products have been strong as we developed various products directly utilizing customers' opinions, and marketed products fitted with features demanded by the age we live in.

As a result of these efforts, in the Electrical Business, net sales decreased 1.2% year on year to $\frac{120}{200}$ year on year

(2) Housing Business

In the Housing Business, net sales increased 1.0% year on year to ¥188,462 million, and operating profit decreased 59.9% year on year to ¥784 million.

The performance of the Housing Business by company (before offsetting internal transactions) was as follows. (1) YAMADA HOMES reported net sales of ¥56,416 million (up 3.2% year on year) and an operating loss of ¥2,383 million (operating loss of ¥1,361 million in the same period of the previous fiscal year). The increase in revenues was due to strong performance of the used products and subdivision businesses, while the decrease in profits was due to a fall in the gross profit margin caused by rising housing material prices and to a rise in selling, general and administrative expenses driven by an increase in the number of sales staff and aggressive investment in advertising to improve our sales capabilities. The housing business, the core of our Total-Living (Kurashi-Marugoto) strategy of Yamada Holdings Co., Ltd., is currently undergoing a developmental and fundamental structural reform. Orders have been strong, driven by our initiatives to strengthen product capabilities centered on Smart House, which is full of Yamada's essence, and to streamline our organization aimed at strengthening sales force; and supported by our advertising and sales promotional campaigns utilizing digital technology and the Group's customer database and our airing of a TV commercial. Effects of these initiatives will become apparent as actual results in the fiscal year ending March 31, 2025, when the number of completed houses is finalized. In addition, on October 31, 2023, the Company made SEKIHOME Co., Ltd. a subsidiary to strengthen its sales force in the Toyama Prefecture area. (2) Hinokiya Group reported net sales of ¥90,098 million (up 2.8% year on year) and operating profit of ¥2,391 million (down 13.7% year on year). Both the housing business and thermal insulation materials business performed well, and the impact of cost increases due to the soaring lumber prices began to dissipate. However, affected by rising outsourcing expenses, personnel expenses and other material prices due to inflation, Hinokiya Group reported higher revenues and lower profits. (3) Housetec Inc., a developer and manufacturer of housing equipment such as bathroom equipment and kitchen equipment, reported an increase in revenues and profits, with net sales of ¥46,035 million (up 3.5% year on year) and operating profit of ¥1,762 million (up 18.8% year on year) mainly due to our continued revision of product pricing strategies, thorough cost control and synergy effects of the Group.

From the second half of the fiscal year onward, the Company launched the sales of "YAMADA Smart House" as an achievement of our Total-Living (Kurashi-Marugoto) strategy. We will proactively propose the next-generation smart houses that only Yamada can make possible, including houses with a standard-equipped home energy management system (HEMS), functions to interconnect with a virtual power plant (VPP), as well as IoT-network functions to integrate entertainment, health, and security, along with a variety of financial products such as our own insurance and mortgage loans to our customers.

(3) Financial Business

In the Financial Business, net sales increased 72.0% year on year to \$2,784 million, and operating profit increased 64.7% year on year to \$425 million. Revenues and profits both increased due to success in streamlining structures in House Depot Partners Co., Ltd. and strengthening of the sales structure of housing loans of YAMADA NEOBANK. For YAMADA NEOBANK, we will further boost net sales and profits by proposing our Total-Living (Kurashi-Marugoto), which integrates funding for the purchase of home appliances, furniture and EV/V2H devices, among others.

(4) Environment Business

In the Environment Business, net sales increased 1.6% year on year to $\pm 23,965$ million, and operating profit decreased 7.4% year on year to $\pm 1,002$ million. Net sales increased, buoyed by the outcomes of the self-contained efforts for environmental resource development undertaken by the Group, but there was an impact of surging costs such as personnel expenses, resulting in higher revenues and lower profits.

(5) Other businesses

In other businesses, net sales decreased 12.1% year on year to \$19,265 million, and operating profit decreased 26.4% year on year to \$725 million. The main reason for the decrease in revenues and profits was due to temporary sluggish sales to VC (EC sector) customers caused by changes in transaction terms.

[On number of stores]

The number of consolidated retail stores, including those overseas at the end of the third quarter under review encompassing 20 new store openings and 35 store closures, was 1,013 directly-managed stores (comprising 984 stores directly managed by YAMADA DENKI and 29 stores operated by other consolidated subsidiaries). The total number of stores of the Group, including FC, was 11,236. Although the number of consolidated retail stores is decreasing due to our area strategy centered on LIFE SELECT stores, sales floor space of directly-managed stores steadily increased 3.9% year on year to 2,856,342 m².

[On performance summary]

As a result of the above, consolidated net sales for the nine months under review amounted to \$1,171,061 million, down 0.5% year on year, operating profit totaled \$38,751 million, down 1.5% year on year, ordinary profit was \$42,626 million, down 3.3% year on year, and profit attributable to owners of parent was \$26,852 million, down 12.2% year on year.

(2) Information regarding financial position

[Financial position]

Total assets at the end of the third quarter under review amounted to \$1,374,412 million, up \$103,231 million compared to the end of the previous fiscal year. This was mainly due to an increase in merchandise and finished goods following the purchase of strategic seasonal products.

Total liabilities amounted to \$750,470 million, up \$91,065 million compared to the end of the previous fiscal year. This was mainly due to an increase in notes and accounts payable, and an increase in short-term loans payable due to borrowings for working capital.

Net assets amounted to $\pm 623,942$ million, up $\pm 12,166$ million from the end of the previous fiscal year. As a result, the equity ratio was 44.9%.

(3) Information regarding consolidated earnings forecasts and other forward-looking statements

The Group has left the consolidated earnings forecasts for the fiscal year ending March 31, 2024 unchanged from the figures announced on May 8, 2023.

The forward-looking statements, including earnings forecasts, contained in these materials are based on information currently available to the Company as of the announcement date and on certain assumptions deemed to be reasonable. These statements do not purport that the Company pledges to realize such statements. Actual results may differ substantially due to various factors.

2. Quarterly consolidated financial statements and significant notes thereto

(1) Consolidated balance sheets

		(Millions of y
	As of March 31, 2023	As of December 31, 2023
Assets		
Current assets		
Cash and time deposits	47,237	59,266
Notes and accounts receivable	73,653	94,715
Accounts receivable from completed construction contracts	3,135	3,570
Operating loans	14,448	14,821
Merchandise and finished goods	338,383	390,956
Real estate for sale	48,760	65,131
Costs on construction contracts in progress	7,601	13,086
Work in process	1,418	1,385
Raw materials and supplies	6,361	6,927
Other current assets	74,668	73,131
Allowance for doubtful accounts	(1,890)	(1,728)
Total current assets	613,774	721,260
Non-current assets		
Property and equipment		
Buildings and structures, net	201,943	208,116
Land	204,727	205,832
Other, net	32,899	29,368
Total property and equipment, net	439,569	443,316
Intangible assets	42,304	41,126
Investments and other assets		
Guarantee deposits	76,611	76,790
Net defined benefit asset	1,553	3,402
Other assets	100,266	90,436
Allowance for doubtful accounts	(2,896)	(1,918)
Total investments and other assets	175,534	168,710
Total non-current assets	657,407	653,152
Total assets	1,271,181	1,374,412

	As of March 31, 2023	As of December 31, 202
Liabilities		
Current liabilities		
Notes and accounts payable	90,633	138,725
Accounts payable for construction contracts	14,156	13,359
Short-term loans payable	122,725	178,822
Current portion of long-term loans payable	55,201	59,253
Income taxes payable	1,553	2,656
Advances received on construction contracts in progress	20,194	32,422
Provision for bonuses	12,778	9,583
Other provisions	4,279	3,950
Other current liabilities	117,414	110,371
Total current liabilities	438,933	549,141
Long-term liabilities		
Long-term loans payable	124,739	102,983
Other provisions	1,869	1,817
Net defined benefit liability	34,312	36,514
Asset retirement obligations	36,748	38,167
Other long-term liabilities	22,804	21,848
Total long-term liabilities	220,472	201,329
Total liabilities	659,405	750,470
Net assets		
Shareholders' equity		
Common stock	71,125	71,149
Capital surplus	74,654	74,674
Retained earnings	581,541	599,834
Treasury stock, at cost	(121,785)	(130,045
Total shareholders' equity	605,535	615,612
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities, net of taxes	(1,139)	(389
Foreign currency translation adjustments	1,944	2,166
Remeasurements of defined benefit plans	(1,719)	(951
Total accumulated other comprehensive income	(914)	826
Subscription rights to shares	1,963	2,139
Non-controlling interests	5,192	5,365
Total net assets	611,776	623,942
Total liabilities and net assets	1,271,181	1,374,412

(2) Consolidated statements of income and consolidated statements of comprehensive income

		(Millions of y
	Nine months ended December 31, 2022	Nine months ended December 31, 2023
Net sales	1,177,344	1,171,061
Cost of sales	836,889	825,970
Gross profit	340,455	345,091
Selling, general and administrative expenses	301,127	306,340
Operating profit	39,328	38,751
Non-operating income		
Purchase discounts	1,773	1,752
Other	5,934	5,799
Total non-operating income	7,707	7,551
Non-operating expenses		
Interest expenses	1,028	1,306
Other	1,928	2,370
Total non-operating expenses	2,956	3,676
Ordinary profit	44,079	42,626
Extraordinary income		
Gain on sales of non-current assets	50	1,592
Gain on revision of retirement benefit plan	894	1,573
Gain on sales of investment securities	243	-
Other	28	-
Total extraordinary income	1,215	3,165
Extraordinary loss		
Loss on disposal of non-current assets	180	376
Impairment loss	2,654	3,745
Other	805	368
Total extraordinary losses	3,639	4,489
Profit before income taxes	41,655	41,302
Income taxes-current	11,125	8,836
Income taxes-deferred	(282)	5,099
Total income taxes	10,843	13,935
Profit	30,812	27,367
Profit attributable to non-controlling interests	229	515
Profit attributable to owners of parent	30,583	26,852

(Consolidated statements of income - cumulative)

		(Millions of y
	Nine months ended December 31, 2022	Nine months ended December 31, 2023
Profit	30,812	27,367
Other comprehensive income, net of taxes		
Valuation difference on available-for-sale securities	(1,192)	752
Foreign currency translation adjustments	815	222
Remeasurements of defined benefit plans, net of tax	(210)	768
Share of other comprehensive income of associates accounted for using equity method	(4)	(3)
Total other comprehensive income	(591)	1,739
Comprehensive income	30,221	29,106
Comprehensive income attributable to:		
Owners of parent	29,984	28,592
Non-controlling interests	237	514

(Consolidated statements of comprehensive income - cumulative)

(3) Notes to quarterly consolidated financial statements

(Notes on premise of going concern)

No items to report

(Notes on significant changes in the amount of shareholders' equity)

The Company purchased 18,003,200 shares of treasury stock based on a resolution at the meeting of the Board of Directors held on May 6, 2022. As a result, treasury stock increased \$8,381 million, during the nine months ended December 31, 2023, and treasury stock amounted to \$130,045 million as of December 31, 2023. Effective May 8, 2023, the Company completed its purchase of treasury stock based on a resolution at the meeting of the Board of Directors held on May 6, 2022.

(Segment information)

I Nine months ended December 31, 2022

1. Information about amounts of net sales and profit or loss by reportable segment

					(Millions of yen)	
	Reportable segments					
	Electrical Business	Housing Business	Financial Business	Environment Business	Total	
Net sales						
Sales to external customers	967,279	182,586	1,365	12,856	1,164,086	
Intersegment sales or transfers	11,370	4,086	253	10,743	26,452	
Total	978,649	186,672	1,618	23,599	1,190,538	
Segment profit	34,948	1,956	258	1,082	38,244	

	Others (Note 1)	Total	Adjusted amounts (Note 2)	Amount recorded in consolidated statement of income (Note 3)
Net sales				
Sales to external customers	13,258	1,177,344	_	1,177,344
Intersegment sales or transfers	8,660	35,112	(35,112)	-
Total	21,918	1,212,456	(35,112)	1,177,344
Segment profit	984	39,228	100	39,328

Notes: 1. The "others" category includes other business segment not included in reportable segments.

2. The adjusted amounts resulted from elimination of intersegment transactions.

3. Segment profit is adjusted with operating profit in the consolidated statement of income.

II Nine months ended December 31, 2023

(Millions of yen) Reportable segments YoY YoY YoY Environment YoY Electrical Housing Financial (%) Business Business Business Business (%) (%) (%) Net sales Sales to external 959,210 184,880 2,415 13,203 customers Intersegment sales or 8,011 3,582 369 10,762 transfers 1.6 Total 967,221 (1.2)188,462 1.0 2,784 72.0 23,965 2.2 Segment profit 35,701 784 (59.9)425 64.7 1,002 (7.4)

1. Information about amounts of net sales and profit or loss by reportable segment

	Total	YoY (%)	Others (Note 1)	YoY (%)	Total	Adjusted amounts (Note 2)	Amount recorded in consolidated statement of income (Note 3)
Net sales							
Sales to external customers	1,159,708	_	11,353	_	1,171,061	-	1,171,061
Intersegment sales or transfers	22,724	_	7,912	_	30,636	(30,636)	_
Total	1,182,432	(0.7)	19,265	(12.1)	1,201,697	(30,636)	1,171,061
Segment profit	37,912	(0.9)	725	(26.4)	38,637	114	38,751

Notes: 1. The "others" category includes other business segment not included in reportable segments.

- 2. The adjusted amounts resulted from elimination of intersegment transactions.
- 3. Segment profit is adjusted with operating profit in the consolidated statement of income.
- III Notes relating to changes in reportable segments, etc.

In the nine months under review, the Pharmaceuticals and Everyday Items Sales Business, which was previously included in "Others," and the Home Electrical Appliances Guarantee Extension Service Business, which was previously included in the "Financial Business," are now included in the "Electrical Business" due to the merging of subsidiaries.

As a result of this change, segment information for the nine months for the previous fiscal year has been prepared based on the reportable segment classification for the nine months under review.

(Significant subsequent events)

(Damage caused by the 2024 Noto Peninsula Earthquake)

The Noto Peninsula earthquake that occurred in January 2024 caused damage and destruction to merchandise and buildings at the stores of the Company and the Group in the relevant areas. The impact of this event on the consolidated financial statements is currently under investigation.