## Non-Consolidated Financial Results for the Fiscal Year Ended October 31, 2022 [Japanese GAAP]



December 15, 2022

Company name: Fuji Corporation Stock exchange listing: Tokyo Stock Exchange Code number: 7605 URL: https://www.fujicorporation.com Representative: Fumiki Endo, President and Representative Director Contact: Mutsumi Taga, Executive Managing Director and Administrative Department Manager Phone: +81-22-348-3300 Scheduled date of ordinary shareholders meeting: January 30, 2023 Scheduled date of commencing dividend payments: January 31, 2023 Scheduled date of filing securities report: January 31, 2023 Availability of supplementary briefing material on financial results: None Schedule of financial results briefing session: No

(Amounts of less than one million yen are rounded down.)

## 1. Non-Consolidated Financial Results for the Fiscal Year Ended October 31, 2022 (November 1, 2021 to October 31, 2022)

(1) Non-Consolidated Operating Results (% indicates changes from the previous corresponding period.)

|                   | Net sale    | Net sales Operating profit |             | Ordinary profit |             | Profit |             |      |
|-------------------|-------------|----------------------------|-------------|-----------------|-------------|--------|-------------|------|
| Fiscal year ended | Million yen | %                          | Million yen | %               | Million yen | %      | Million yen | %    |
| October 31, 2022  | 43,080      | -                          | 5,055       | -               | 5,379       | -      | 3,691       | -    |
| October 31, 2021  | 38,847      | 13.5                       | 3,799       | 17.8            | 4,214       | 19.4   | 2,864       | 21.5 |

|                   | Basic earnings<br>per share | Diluted earnings per share | Return on equity | Ordinary profit<br>to total assets | Operating profit<br>to net sales |
|-------------------|-----------------------------|----------------------------|------------------|------------------------------------|----------------------------------|
| Fiscal year ended | Yen                         | Yen                        | %                | %                                  | %                                |
| October 31, 2022  | 184.04                      | 183.68                     | 17.2             | 17.7                               | 11.7                             |
| October 31, 2021  | 140.11                      | 139.80                     | 15.0             | 14.5                               | 9.8                              |

(Reference) Share of profit or loss of entities accounted for using equity method:

Fiscal year ended October 31, 2022: ¥- million

Fiscal year ended October 31, 2021: ¥- million

(Note) The Company has applied the Accounting Standard for Revenue Recognition (ASBJ Statement No. 29, March 31, 2020) and related standards from the beginning of the fiscal year ended October 31, 2022. Therefore, the figures for the fiscal year ended October 31, 2022 show the amounts after the application of these accounting standards, and changes from the previous corresponding period are not shown.

(2) Non-Consolidated Financial Position

|                        | Total assets | Net assets  | Equity ratio | Net assets per share |
|------------------------|--------------|-------------|--------------|----------------------|
|                        | Million yen  | Million yen | %            | Yen                  |
| As of October 31, 2022 | 31,528       | 22,528      | 71.3         | 1,151.77             |
| As of October 31, 2021 | 29,366       | 20,428      | 69.4         | 995.81               |

(Reference) Equity: As of October 31, 2022: ¥22,492 million

As of October 31, 2021: ¥20,384 million

(3) Non-Consolidated Cash Flows

|                   | Cash flows from operating activities | Cash flows from investing activities | Cash flows from financing activities | Cash and cash<br>equivalents at end<br>of period |
|-------------------|--------------------------------------|--------------------------------------|--------------------------------------|--|
| Fiscal year ended | Million yen                          | Million yen                          | Million yen                          | Million yen                                      |
| October 31, 2022  | 1,308                                | (1,214)                              | (1,675)                              | 809  |
| October 31, 2021  | 4,313                                | (730)                                | (3,696)                              | 2,391  |

#### 2. Dividends

|  | Annual dividends |             |             |          |       | Total       | Payout | Dividends to |
|--|------------------|-------------|-------------|----------|-------|-------------|--------|--------------|
|  | 1st              | 2nd         | 3rd         | Year-end | Total | dividends   | ratio  | net assets   |
|  | quarter-end      | quarter-end | quarter-end | rear ena | Total |             |        |              |
|  | Yen              | Yen         | Yen         | Yen      | Yen   | Million yen | %      | %            |
| Fiscal year ended<br>October 31, 2021                | -                | 0.00        | -           | 22.50    | 22.50 | 460         | 16.1   | 2.4          |
| Fiscal year ended<br>October 31, 2022                | -                | 0.00        | -           | 25.00    | 25.00 | 488         | 13.6   | 2.3          |
| Fiscal year ending<br>October 31, 2023<br>(Forecast) | -                | 12.50       | -           | 12.50    | 25.00 |             | 13.0   |              |

(Note) Breakdown of the year-end dividend:

Fiscal year ended October 31, 2021: Ordinary dividend: ¥20.00; special dividend: ¥2.50 Fiscal year ended October 31, 2022: Ordinary dividend: ¥22.50; special dividend: ¥2.50

## 3. Non-Consolidated Financial Results Forecast for the Fiscal Year Ending October 31, 2023 (November 1, 2022 to October 31, 2023)

(% indicates changes from the previous corresponding period.)

|            | Net sales   | 8   | Operating p | rofit | Ordinary p  | rofit | Profit      |     | Basic earnings<br>per share |
|------------|-------------|-----|-------------|-------|-------------|-------|-------------|-----|-----------------------------|
|            | Million yen | %   | Million yen | %     | Million yen | %     | Million yen | %   | Yen                         |
| First half | 25,250      | 1.7 | 3,700       | 1.8   | 3,850       | 1.8   | 2,625       | 1.6 | 134.42                      |
| Full year  | 43,500      | 1.0 | 5,200       | 2.9   | 5,500       | 2.2   | 3,750       | 1.6 | 192.03                      |

#### \* Notes:

(1) Changes in accounting policies, changes in accounting estimates and retrospective restatement

- 1) Changes in accounting policies due to the revision of accounting standards: Yes
- 2) Changes in accounting policies other than 1) above: No
- 3) Changes in accounting estimates: No
- 4) Retrospective restatement: No

(2) Total number of issued shares (common shares)

- 1) Total number of issued shares at the end of the period (including treasury shares): October 31, 2022: 19,970,000 shares October 31, 2021: 20,970,000 shares
- 2) Total number of treasury shares at the end of the period: October 31, 2022: 441,610 shares October 31, 2021: 500,166 shares
- 3) Average number of shares during the period:
  Fiscal year ended October 31, 2022: 20,060,264 shares
  Fiscal year ended October 31, 2021: 20,443,779 shares

\* These financial results are outside the scope of audit.

#### \* Explanation of the proper use of financial results forecast and other notes

The earnings forecasts and other forward-looking statements herein are based on information that is available and certain assumptions deemed reasonable as of the date of publication of this document. Actual results may differ significantly from these forecasts due to a wide range of factors. For assumptions on earnings forecasts, their use and other notes, please refer to "Overview of Operating Results, etc." on page 2 of the attachment.

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#### 1. Overview of Operating Results, etc.

(1) Overview of Operating Results for the Fiscal Year under Review

The Japanese economy in the fiscal year under review (from November 1, 2021 to October 31, 2022) remained harsh, with economic activity limited due to the spread of the novel coronavirus disease (COVID-19), but hopeful indications emerged with the implementation, albeit gradual, of various easing measures based on preventing the spread of infections, including the promotion of vaccinations. However, conditions are expected to remain harsh, with the risk of a downturn due mainly to supply-side constraints such as soaring raw material prices resulting partly from the situation in Ukraine and the depreciation of the yen due to progressive monetary tightening in the United States, as well as trends in personal consumption.

Under such circumstances, the Company achieved strong results, due partly to a robust performance in the winter sales season during the first half of the fiscal year, which was further boosted by elevated demand in anticipation of price hikes by tire manufacturers in the second half.

As a result, net sales for the fiscal year under review were 43,080 million (438,847 million in the previous fiscal year). Regarding net sales by product, the sales value of tires and wheels was 437,092 million (432,647 million in the previous fiscal year), while the number sold was 3,198 thousand (up 88 thousand or 2.8% year on year). The sales value of parts was 43,080 million (42,802 million in the previous fiscal year), while the sales value of work fees was 42,907 million (43,397 million in the previous fiscal year). The sales mix comprised 86.1% of tires and wheels (84.0% in the previous fiscal year), 7.2% of parts (7.2% in the previous fiscal year), and 6.7% of work fees (8.8% in the previous fiscal year). Regarding net sales by channel, net sales of shops were 426,541 million (424,388 million in the previous fiscal year), while net sales of the headquarters were 416,538 million (414,459 million in the previous fiscal year).

In summary, the operating results for the fiscal year under review were operating profit of \$5,055 million (up \$1,255 million or 33.0% year on year), ordinary profit of \$5,379 million (up \$1,165 million or 27.7% year on year), and profit of \$3,691 million (up \$827 million or 28.9% year on year).

Net sales and selling, general and administrative expenses were each ¥465 million lower due the application of the "Accounting Standard for Revenue Recognition," but there was no effect on operating profit, ordinary profit, or profit before income taxes.

#### (2) Overview of Financial Position for the Fiscal Year under Review

#### (Current assets)

Current assets at the end of the fiscal year under review were \$16,388 million (up \$1,729 million or 11.8% year on year). This was mainly attributable to a decrease of \$1,580 million in cash and deposits, an increase of \$378 million in accounts receivable - trade, an increase of \$3,003 million in merchandise, an increase of \$150 million in prepaid expenses, and a decrease of \$253 million in accounts receivable - other. (Non-current assets)

Non-current assets at the end of the fiscal year under review were ¥15,140 million (up ¥432 million or 2.9% year on year). This was mainly attributable to an increase of ¥56 million in property, plant and equipment, a decrease of ¥12 million in intangible assets, and an increase of ¥389 million in investments and other assets.

#### (Current liabilities)

Current liabilities at the end of the fiscal year under review were \$7,638 million (down \$273 million or 3.5% year on year). This was mainly attributable to a decrease of \$626 million in accounts payable - trade, an increase of \$126 million in accounts payable - other, an increase of \$191 million in income taxes payable, a decrease of \$452 million in accrued consumption taxes, an increase of \$307 million in advances received, and an increase of \$164 million in unearned revenue.

(Non-current liabilities)

Non-current liabilities at the end of the fiscal year under review were ¥1,362 million (up ¥336 million or 32.8% year on year). This was mainly attributable to an increase of ¥291 million in lease liabilities and an increase of ¥33 million in provision for retirement benefits.

#### (Net assets)

Net assets at the end of the fiscal year under review were  $\frac{22,528}{100}$  million (up  $\frac{2}{2,099}$  million or 10.3% year on year). This was mainly attributable to a decrease of  $\frac{1000}{100}$  million in capital surplus and an increase of  $\frac{2000}{100}$  million in retained earnings.

(3) Overview of Cash Flows for the Fiscal Year under Review

Cash and cash equivalents (hereinafter "funds") at the end of the fiscal year under review were \$809 million, down \$1,581 million year on year.

The cash flows for the fiscal year under review are as follows.

(Cash flows from operating activities)

Funds provided by operating activities were ¥1,308 million (¥4,313 million provided in the previous fiscal year).

This was mainly attributable to profit before income taxes of \$5,378 million, depreciation of \$1,161 million, an increase in trade receivables of \$71 million, an increase in inventories of \$3,003 million, a decrease in accounts receivable - other of \$253 million, a decrease in trade payables of \$626 million, a decrease in accrued consumption taxes of \$452 million, and income taxes paid of \$1,559 million.

(Cash flows from investing activities)

Funds used in investing activities were ¥1,214 million (¥730 million used in the previous fiscal year).

This was mainly attributable to purchase of property, plant and equipment of ¥775 million, purchase of intangible assets of ¥89 million, and payments of construction assistance fund receivables of ¥300 million. (Cash flows from financing activities)

Funds used in financing activities were ¥1,675 million (¥3,696 million used in the previous fiscal year).

This was mainly attributable to purchase of treasury shares of ¥1,186 million and dividends paid of ¥459 million.

|  | Fiscal year<br>ended October<br>31, 2018 | Fiscal year<br>ended October<br>31, 2019 | Fiscal year<br>ended October<br>31, 2020 | Fiscal year<br>ended October<br>31, 2021 | Fiscal year<br>ended October<br>31, 2022 |
|--|--|--|--|--|--|
| Equity ratio (%)                                 | 57.8                                     | 63.8                                     | 62.2                                     | 69.4                                     | 71.3                                     |
| Equity ratio at market value (%)                 | 89.2                                     | 90.5                                     | 73.7                                     | 83.6                                     | 78.6                                     |
| Cash flow to interest-bearing debt ratio (Years) | 1.1                                      | 3.3                                      | 0.7                                      | -  | -  |
| Interest coverage ratio<br>(Times)               | 898.3                                    | 318.0                                    | 440.0                                    | 604.2                                    | 239.9                                    |

#### (Reference) Trends in cash flow-related indicators

Equity ratio: Equity/Total assets

Equity ratio at market value: Market capitalization/Total assets

Cash flow to interest-bearing debt ratio: Interest-bearing debt/Cash flows from operating activities Interest coverage ratio: Cash flows from operating activities/Interest expenses

(Note) Interest-bearing debt refers to all liabilities, out of the liabilities stated on the Balance Sheet, on which interest is payable.

#### (4) Future Outlook

As for the outlook for the next fiscal year, we will continue to undertake improvements in shop operation and sales styles and strengthen online sales in tune with the changing lifestyles of citizens due to price hikes resulting from the situation in Ukraine and the depreciation of the yen, in addition to the impact of COVID-19. As a result, we forecast net sales of \$43,500 million (up 1.0% year on year), operating profit of \$5,200million (up 2.9% year on year), ordinary profit of \$5,500 million (up 2.2% year on year), and profit of \$3,750million (up 1.6% year on year).

The financial results forecast above was made based on information currently available, and going forward, actual results may differ significantly from these forecasts due to a wide range of factors.

(5) Material Events Regarding Going Concern Assumption, etc. Not applicable.

#### 2. Basic Policy Regarding Selection of Accounting Standards

The Company does not prepare any consolidated financial statements. Considering elements such as the corporate resources available for constructing a structure for preparing financial statements based on International Financial Reporting Standards, the Company has decided to prepare its financial statements based on Japanese GAAP.

# 3. Financial Statements and Primary Notes(1) Non-Consolidated Balance Sheets

|   |                        | (Thousand yen)         |
|---|------------------------|------------------------|
|   | As of October 31, 2021 | As of October 31, 2022 |
| ssets   |                        |                        |
| Current assets  |                        |                        |
| Cash and deposits   | 2,396,522              | 816,319                |
| Accounts receivable - trade                                 | 3,236,165              | 3,615,071              |
| Merchandise   | 6,618,721              | 9,622,548              |
| Prepaid expenses  | 622,434                | 773,307                |
| Accounts receivable - other                                 | 1,714,880              | 1,461,241              |
| Current portion of construction assistance fund receivables | 29,265                 | 37,239                 |
| Other   | 57,125                 | 82,414                 |
| Allowance for doubtful accounts                             | (16,452)               | (19,782)               |
| Total current assets  | 14,658,664             | 16,388,359             |
| Non-current assets  |                        |                        |
| Property, plant and equipment                               |                        |                        |
| Buildings   | 7,832,489              | 7,977,341              |
| Accumulated depreciation                                    | (2,054,157)            | (2,364,568             |
| Buildings, net  | 5,778,332              | 5,612,772              |
| Facilities attached to buildings                            | 1,954,104              | 1,986,209              |
| Accumulated depreciation                                    | (1,207,805)            | (1,302,959             |
| Facilities attached to buildings, net                       | 746,299                | 683,250                |
| Structures  | 1,214,804              | 1,243,819              |
| Accumulated depreciation                                    | (794,409)              | (854,072               |
| Structures, net   | 420,395                | 389,747                |
| Machinery and equipment                                     | 4,480,820              | 4,512,620              |
| Accumulated depreciation                                    | (1,834,570)            | (2,302,153             |
| Machinery and equipment, net                                | 2,646,250              | 2,210,467              |
| Vehicles  | 170,897                | 187,840                |
| Accumulated depreciation                                    | (118,000)              | (119,395               |
| Vehicles, net   | 52,897                 | 68,444                 |
| Tools, furniture and fixtures                               | 564,168                | 599,775                |
| Accumulated depreciation                                    | (468,731)              | (486,593               |
| Tools, furniture and fixtures, net                          | 95,436                 | 113,182                |
| Land  | 3,055,115              | 3,059,515              |
| Leased assets   | 417,751                | 717,751                |
| Accumulated depreciation                                    | (150,779)              | (181,184               |
| Leased assets, net  | 266,971                | 536,566                |
| Construction in progress                                    |                        | 443,795                |
| Total property, plant and equipment                         | 13,061,698             | 13,117,742             |
| Intangible assets   | 15,001,090             | 13,117,712             |
| Trademark right   | 1,577                  | 1,282                  |
| Software  | 247,391                | 235,806                |
| Leased assets   | 2,822                  | 2,016                  |
| Telephone subscription right                                | 4,212                  | 4,212                  |
| Right to use water facilities                               | 1,017                  | 907                    |
| Software in progress  |                        |                        |
| Total intangible assets                                     | 257,021                | 244,224                |

|  |                        | (Thousand yen)         |
|--|------------------------|------------------------|
|  | As of October 31, 2021 | As of October 31, 2022 |
| Investments and other assets             |                        |                        |
| Investments in capital                   | 23                     | 23                     |
| Long-term loans receivable               | 478                    | —                      |
| Long-term prepaid expenses               | 54,767                 | 69,435                 |
| Deferred tax assets                      | 561,912                | 617,333                |
| Construction assistance fund receivables | 343,162                | 609,875                |
| Leasehold deposits                       | 290,738                | 344,758                |
| Guarantee deposits                       | 126,309                | 125,189                |
| Distressed receivables                   | 28,704                 | 27,843                 |
| Other                                    | 11,332                 | 11,748                 |
| Allowance for doubtful accounts          | (28,704)               | (27,843)               |
| Total investments and other assets       | 1,388,724              | 1,778,364              |
| Total non-current assets                 | 14,707,444             | 15,140,331             |
| Total assets                             | 29,366,108             | 31,528,690             |

|   |                        | (Thousand yen)         |
|---|------------------------|------------------------|
|   | As of October 31, 2021 | As of October 31, 2022 |
| Liabilities                                     |                        |                        |
| Current liabilities                             |                        |                        |
| Accounts payable - trade                        | 4,157,978              | 3,531,717              |
| Lease liabilities                               | 22,642                 | 32,550                 |
| Accounts payable - other                        | 644,744                | 770,902                |
| Accrued expenses                                | 117,795                | 124,292                |
| Income taxes payable                            | 904,176                | 1,095,472              |
| Accrued consumption taxes                       | 468,361                | 16,220                 |
| Advances received                               | 617,858                | 925,684                |
| Deposits received                               | 36,464                 | 23,499                 |
| Unearned revenue                                | 868,709                | 1,032,861              |
| Provision for bonuses                           | 73,040                 | 84,880                 |
| Total current liabilities                       | 7,911,770              | 7,638,082              |
| <br>Non-current liabilities                     |                        | · · ·                  |
| Lease liabilities                               | 278,253                | 569,358                |
| Provision for retirement benefits               | 272,203                | 305,208                |
| Asset retirement obligations                    | 234,532                | 243,618                |
| Long-term accounts payable - other              | 209,647                | 198,847                |
| Other   | 30,900                 | 45,000                 |
| Total non-current liabilities                   | 1,025,536              | 1,362,032              |
| Total liabilities                               | 8,937,307              | 9,000,114              |
|   |                        |                        |
| Shareholders' equity                            |                        |                        |
| Share capital                                   | 1,236,515              | 1,236,515              |
| Capital surplus                                 | , ,                    |                        |
| Legal capital surplus                           | 1,273,115              | 1,273,115              |
| Gain on disposal of treasury stock              | 57,768                 |                        |
| Total capital surplus                           | 1,330,884              | 1,273,115              |
| Retained earnings                               |                        |                        |
| Legal retained earnings                         | 6,570                  | 6,570                  |
| Other retained earnings                         | - )- · ·               |                        |
| Reserve for tax purpose reduction entry of non- | 4 208                  | 2 021                  |
| current assets                                  | 4,208                  | 3,921                  |
| General reserve                                 | 1,300,000              | 1,300,000              |
| Retained earnings brought forward               | 16,535,935             | 19,043,791             |
| Total retained earnings                         | 17,846,715             | 20,354,284             |
| Treasury shares                                 | (30,034)               | (371,640)              |
| Total shareholders' equity                      | 20,384,080             | 22,492,275             |
| Share acquisition rights                        | 44,720                 | 36,300                 |
| Total net assets                                | 20,428,801             | 22,528,575             |
| Total liabilities and net assets                | 29,366,108             | 31,528,690             |

### (2) Non-Consolidated Statements of Income

|   |                                    | (Thousand yen)         |
|---|------------------------------------|------------------------|
|   | For the fiscal year                | For the fiscal year    |
|   | ended October 31, 2021             | ended October 31, 2022 |
| Net sales   | 38,847,155                         | 43,080,410             |
| Cost of sales   |                                    |                        |
| Beginning merchandise inventory                         | 6,441,568                          | 6,618,721              |
| Cost of purchased goods                                 | 26,352,764                         | 31,840,552             |
| Total   | 32,794,332                         | 38,459,273             |
| Ending merchandise inventory                            | 6,618,721                          | 9,622,548              |
| Total cost of sales                                     | 26,175,611                         | 28,836,724             |
| Gross profit  | 12,671,543                         | 14,243,686             |
| Selling, general and administrative expenses            | *18,871,783                        | *19,188,488            |
| Operating profit  | 3,799,760                          | 5,055,197              |
| Non-operating income                                    |                                    | , ,                    |
| Interest income   | 3,615                              | 5,041                  |
| Dividend income   | 1                                  | 1                      |
| Rental income from real estate                          | 33,060                             | 34,880                 |
| Foreign exchange gains                                  | _                                  | 31,318                 |
| Commission income                                       | 7,371                              |                        |
| Sponsorship money income                                | 16,282                             | 35,171                 |
| Insurance claim income                                  | 256,003                            | 208,767                |
| Gain on cancellation of insurance policies              | 84,256                             |                        |
| Miscellaneous income                                    | 41,841                             | 58,965                 |
| Total non-operating income                              | 442,432                            | 374,144                |
| Non-operating expenses                                  |                                    |                        |
| Interest expenses                                       | 7,138                              | 5,454                  |
| Rental expenses on real estate                          | 16,391                             | 10,709                 |
| Foreign exchange losses                                 | 3,877                              |                        |
| Commission for purchase of treasury shares              |                                    | 32,787                 |
| Other   | 340                                | 495                    |
| Total non-operating expenses                            | 27,747                             | 49,447                 |
| Ordinary profit   | 4,214,445                          | 5,379,894              |
| Extraordinary income                                    | , , , -                            |                        |
| Gain on sale of non-current assets                      | *2 1,074                           | *22,450                |
| Total extraordinary income                              | 1,074                              | 2,450                  |
| Extraordinary losses                                    | 2,0,1                              |                        |
| Loss on sale of non-current assets                      | *3 96                              | *3 —                   |
| Loss on retirement of non-current assets                | *4 4,994                           | *43,968                |
| Loss on store relocations                               | 21,500                             |                        |
| Total extraordinary losses                              | 26,591                             | 3,968                  |
| Profit before income taxes                              | 4,188,928                          | 5,378,376              |
| Income taxes - current                                  | 1,420,006                          | 1,742,007              |
|   |                                    | (55,420)               |
|   |                                    | 1,686,586              |
|   |                                    | 3,691,789              |
| Income taxes - deferred<br>Total income taxes<br>Profit | (95,363)<br>1,324,642<br>2,864,286 | 1,686                  |

### (3) Non-Consolidated Statements of Changes in Shareholders' Equity Fiscal Year Ended October 31, 2021 (November 1, 2020 to October 31, 2021)

(Thousand yen)

|  | Shareholders' equity |   |  |                          |                            |  |                    |
|--|----------------------|---|--|--------------------------|----------------------------|--|--------------------|
|  |                      | Capital surplus                         |  |                          | Retained earnings          |  |                    |
|  | Share capital        | bital Legal capital Surplus Gair dispos | Other capital surplus                    | Total capital<br>surplus | Legal retained<br>earnings | Other retained earnings  |                    |
|  |                      |   | Gain on<br>disposal of<br>treasury stock |                          |                            | Reserve for<br>tax purpose<br>reduction<br>entry of non-<br>current assets | General<br>reserve |
| Balance at beginning of period   | 1,236,515            | 1,273,115                               | 16,281                                   | 1,289,397                | 6,570                      | 4,517  | 1,300,000          |
| Changes during period  |                      |   |  |                          |                            |  |                    |
| Dividends of surplus   |                      |   |  |                          |                            |  |                    |
| Profit   |                      |   |  |                          |                            |  |                    |
| Reversal of reserve for<br>tax purpose reduction<br>entry of non-current<br>assets |                      |   |  |                          |                            | (308)  |                    |
| Reversal of reserve for<br>special depreciation                                    |                      |   |  |                          |                            |  |                    |
| Purchase of treasury<br>shares   |                      |   |  |                          |                            |  |                    |
| Disposal of treasury shares  |                      |   | 41,486                                   | 41,486                   |                            |  |                    |
| Net changes in items<br>other than shareholders'<br>equity                         |                      |   |  |                          |                            |  |                    |
| Total changes during<br>period   |                      | _                                       | 41,486                                   | 41,486                   |                            | (308)  | _                  |
| Balance at end of period   | 1,236,515            | 1,273,115                               | 57,768                                   | 1,330,884                | 6,570                      | 4,208  | 1,300,000          |

|  |  | Sh   |                            |                       |                         |                   |            |
|--|--|--|----------------------------|-----------------------|-------------------------|-------------------|------------|
|  | Retained earnings                      |  |                            |                       |                         |                   |            |
|  | Other retained earnings                |  |                            | Traccurry             | Total                   | Share acquisition | Total net  |
|  | Reserve for<br>special<br>depreciation | Retained<br>earnings<br>brought<br>forward | Total retained<br>earnings | Treasury<br>shares sh | shareholders'<br>equity | rights            | assets     |
| Balance at beginning of period   | 28,651                                 | 14,051,343                                 | 15,391,083                 | (32,260)              | 17,884,736              | 44,720            | 17,929,457 |
| Changes during period  |  |  |                            |                       |                         |                   |            |
| Dividends of surplus   |  | (408,654)                                  | (408,654)                  |                       | (408,654)               |                   | (408,654)  |
| Profit   |  | 2,864,286                                  | 2,864,286                  |                       | 2,864,286               |                   | 2,864,286  |
| Reversal of reserve for<br>tax purpose reduction<br>entry of non-current<br>assets |  | 308  | _                          |                       | _                       |                   | _          |
| Reversal of reserve for special depreciation                                       | (28,651)                               | 28,651                                     | —                          |                       |                         |                   |            |
| Purchase of treasury shares  |  |  |                            |                       | -                       |                   | _          |
| Disposal of treasury shares  |  |  |                            | 2,226                 | 43,712                  |                   | 43,712     |
| Net changes in items<br>other than shareholders'<br>equity                         |  |  |                            |                       |                         |                   | _          |
| Total changes during<br>period   | (28,651)                               | 2,484,592                                  | 2,455,631                  | 2,226                 | 2,499,344               | _                 | 2,499,344  |
| Balance at end of period   | _                                      | 16,535,935                                 | 17,846,715                 | (30,034)              | 20,384,080              | 44,720            | 20,428,801 |

### Fiscal Year Ended October 31, 2022 (November 1, 2021 to October 31, 2022)

(Thousand yen)

|  | Shareholders' equity |                          |  |                          |                            |  |                    |
|--|----------------------|--------------------------|--|--------------------------|----------------------------|--|--------------------|
|  |                      |                          | Capital surplus                          |                          | Retained earnings          |  |                    |
|  | Share capital        |                          | Other capital surplus                    |                          | Legal retained<br>earnings | Other retained earnings  |                    |
|  |                      | Legal capital<br>surplus | Gain on<br>disposal of<br>treasury stock | Total capital<br>surplus |                            | Reserve for<br>tax purpose<br>reduction<br>entry of non-<br>current assets | General<br>reserve |
| Balance at beginning of<br>period  | 1,236,515            | 1,273,115                | 57,768                                   | 1,330,884                | 6,570                      | 4,208  | 1,300,000          |
| Changes during period  |                      |                          |  |                          |                            |  |                    |
| Dividends of surplus   |                      |                          |  |                          |                            |  |                    |
| Profit   |                      |                          |  |                          |                            |  |                    |
| Reversal of reserve for<br>tax purpose reduction<br>entry of non-current<br>assets |                      |                          |  |                          |                            | (286)  |                    |
| Purchase of treasury<br>shares   |                      |                          |  |                          |                            |  |                    |
| Disposal of treasury shares  |                      |                          | 60,182                                   | 60,182                   |                            |  |                    |
| Cancellation of treasury<br>shares   |                      |                          | (117,950)                                | (117,950)                |                            |  |                    |
| Net changes in items<br>other than shareholders'<br>equity                         |                      |                          |  |                          |                            |  |                    |
| Total changes during<br>period   | —                    | —                        | (57,768)                                 | (57,768)                 | —                          | (286)  | _                  |
| Balance at end of period   | 1,236,515            | 1,273,115                | —  | 1,273,115                | 6,570                      | 3,921  | 1,300,000          |

|  |  | Shareholde                 |                    |                                  |                                |                     |
|--|--|----------------------------|--------------------|----------------------------------|--------------------------------|---------------------|
|  | Retained   | earnings                   |                    |                                  |                                |                     |
|  | Other retained<br>earnings<br>Retained<br>earnings<br>brought<br>forward | Total retained<br>earnings | Treasury<br>shares | Total<br>shareholders'<br>equity | Share<br>acquisition<br>rights | Total net<br>assets |
| Balance at beginning of period   | 16,535,935   | 17,846,715                 | (30,034)           | 20,384,080                       | 44,720                         | 20,428,801          |
| Changes during period  |  |                            |                    |                                  |                                |                     |
| Dividends of surplus   | (460,571)  | (460,571)                  |                    | (460,571)                        |                                | (460,571)           |
| Profit   | 3,691,789  | 3,691,789                  |                    | 3,691,789                        |                                | 3,691,789           |
| Reversal of reserve for<br>tax purpose reduction<br>entry of non-current<br>assets | 286  | _                          |                    | _                                |                                | _                   |
| Purchase of treasury<br>shares   |  | —                          | (1,186,722)        | (1,186,722)                      |                                | (1,186,722)         |
| Disposal of treasury shares  |  | —                          | 3,516              | 63,698                           |                                | 63,698              |
| Cancellation of treasury shares  | (723,649)  | (723,649)                  | 841,600            | _                                |                                | _                   |
| Net changes in items<br>other than shareholders'<br>equity                         |  |                            |                    |                                  | (8,419)                        | (8,419)             |
| Total changes during<br>period   | 2,507,855  | 2,507,568                  | (341,606)          | 2,108,194                        | (8,419)                        | 2,099,774           |
| Balance at end of period   | 19,043,791   | 20,354,284                 | (371,640)          | 22,492,275                       | 36,300                         | 22,528,575          |

| (4) Non-Consolidated | Statements of Cash Flows |
|----------------------|--------------------------|
|----------------------|--------------------------|

|  | For the fiscal year    | (Thousand yen)<br>For the fiscal year |  |
|--|------------------------|---------------------------------------|--|
|  | ended October 31, 2021 | ended October 31, 2022                |  |
| Cash flows from operating activities                     |                        |                                       |  |
| Profit before income taxes                               | 4,188,928              | 5,378,376                             |  |
| Depreciation   | 1,206,504              | 1,161,862                             |  |
| Share-based payment expenses                             | 17,232                 | 81,750                                |  |
| Increase (decrease) in provision for bonuses             | 4,660                  | 11,840                                |  |
| Increase (decrease) in provision for retirement benefits | 22,140                 | 33,005                                |  |
| Increase (decrease) in allowance for doubtful accounts   | 38,828                 | 2,468                                 |  |
| Decrease (increase) in long-term prepaid expenses        | (17,905)               | 2,750                                 |  |
| Interest and dividend income                             | (3,616)                | (5,042)                               |  |
| Interest expenses  | 7,138                  | 5,454                                 |  |
| Loss (gain) on sale of non-current assets                | (977)                  | (2,450)                               |  |
| Loss on retirement of non-current assets                 | 4,994                  | 3,968                                 |  |
| Loss on transfer of stores                               | 21,500                 |                                       |  |
| Decrease (increase) in trade receivables                 | (172,905)              | (71,080)                              |  |
| Decrease (increase) in inventories                       | (177,153)              | (3,003,827)                           |  |
| Decrease (increase) in prepaid expenses                  | (103,353)              | (150,872)                             |  |
| Decrease (increase) in accounts receivable - other       | (502,329)              | 253,639                               |  |
| Increase (decrease) in trade payables                    | 431,521                | (626,260)                             |  |
| Increase (decrease) in unearned revenue                  | 107,459                | 164,151                               |  |
| Increase (decrease) in accrued consumption taxes         | 468,361                | (452,140)                             |  |
| Other, net   | (67,042)               | 80,631                                |  |
| Subtotal   | 5,473,987              | 2,868,225                             |  |
| Interest and dividends received                          | 3,616                  | 5,042                                 |  |
| Interest and dividends received                          | (8,880)                | (5,454)                               |  |
| Income taxes paid  | (1,155,692)            | (1,559,593)                           |  |
| Net cash provided by (used in) operating activities      | 4,313,029              | 1,308,220                             |  |
| Cash flows from investing activities                     | 4,515,029              | 1,508,220                             |  |
| Net decrease (increase) in time deposits and other       |                        |                                       |  |
| deposits   | (1,655)                | (1,652)                               |  |
| Purchase of property, plant and equipment                | (819,802)              | (775,486)                             |  |
| Proceeds from sale of property, plant and equipment      | 6,702                  | 3,521                                 |  |
| Purchase of intangible assets                            | (133,444)              | (89,023)                              |  |
| Proceeds from collection of construction assistance fund |                        |                                       |  |
| receivables  | 32,989                 | 40,050                                |  |
| Payments of construction assistance fund receivables     | —                      | (300,000)                             |  |
| Proceeds from collection of loans receivable             | 704                    | 671                                   |  |
| Payments of leasehold deposits                           | —                      | (54,100)                              |  |
| Payments of guarantee deposits                           | (20,000)               | _                                     |  |
| Receipt of insurance cancellation reimbursement          | 208,916                | —                                     |  |
| Other, net   | (5,387)                | (38,455)                              |  |
| Net cash provided by (used in) investing activities      | (730,976)              | (1,214,474)                           |  |
| Cash flows from financing activities                     |                        |                                       |  |
| Repayments of long-term borrowings                       | (3,266,666)            | _                                     |  |
| Repayments of lease liabilities                          | (22,676)               | (28,986)                              |  |
| Purchase of treasury shares                              |                        | (1,186,713)                           |  |
| Dividends paid   | (407,285)              | (459,901)                             |  |
| Net cash provided by (used in) financing activities      | (3,696,628)            | (1,675,602)                           |  |
| Net increase (decrease) in cash and cash equivalents     | (114,575)              | (1,581,856)                           |  |
| Cash and cash equivalents at beginning of period         | 2,506,184              | 2,391,609                             |  |
| Cash and cash equivalents at end of period               | 2,391,609              | 809,752                               |  |