# Consolidated Financial Results for the Nine Months Ended June 30, 2023 [Japanese GAAP] 

August 10, 2023

Company name: Gakken Holdings Co., Ltd.
Stock exchange listing: Tokyo Stock Exchange
Securities code: 9470
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Scheduled date of filing quarterly securities report: August 10, 2023
Scheduled date of commencing dividend payments: -
Availability of supplementary briefing material on quarterly financial results: Available
Schedule of quarterly financial results briefing session: None
(Amounts of less than one million yen are rounded down.)

1. Consolidated Financial Results for the Nine Months Ended June 30, 2023 (October 1, 2022 to June 30, 2023)
(1) Consolidated Operating Results
(\% indicates changes from the previous corresponding period.)

|  | Net sales | Operating profit |  | Ordinary profit |  |
| :--- | :---: | ---: | ---: | ---: | ---: | | Profit attributable to |
| :---: |
| owners of parent |

(Note) Comprehensive income: Nine months ended June 30, 2023: $¥ 2,297$ million [4.8\%]
Nine months ended June 30, 2022: $¥ 2,193$ million [(18.6)\%]

|  | Profit per share | Diluted profit per share |
| :--- | ---: | ---: |
|  |  |  |
| Nine months ended | 26.20 | Yen |
| June 30, 2023 | 65.18 | 25.97 |
| June 30, 2022 | 64.58 |  |

(2) Consolidated Financial Position

|  | Total assets | Net assets | Equity ratio |
| :--- | ---: | ---: | ---: |
| As of June 30, 2023 | Million yen | Million yen | $\%$ |
| As of September 30, 2022 | 129,524 | 50,224 | 38.3 |

(Reference) Equity: As of June 30, 2023: $¥ 49,666$ million
As of September 30, 2022: $¥ 48,439$ million
2. Dividends

|  | Annual dividends |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | 1st quarter-end | 2nd quarter-end | 3rd quarter-end | Year-end | Total |
| Fiscal year ended | Yen | Yen | Yen | Yen | Yen |
| September 30, 2022 <br> Fiscal year ending <br> September 30, 2023 | - | 12.00 |  | 12.00 | 24.00 |
| Fiscal year ending |  |  |  |  |  |
| September 30, 2023 <br> (Forecast) | - | 12.50 |  |  |  |

(Note) Revision of dividends forecast since the last announcement: None
3. Consolidated Financial Results Forecast for the Fiscal Year Ending September 30, 2023 (October 1, 2022 to September 30, 2023)
(\% indicates changes from the previous corresponding period.)

|  | Net sales |  | Operating profit |  | Ordinary profit |  | Profit attributable to <br> owners of parent |  |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Pull year | Million yen | $\%$ | Million yen | $\%$ | Million yen | $\%$ | Million yen | $\%$ |
|  | 160,000 | 2.5 | 5,600 | $(12.9)$ | 6,100 | $(12.0)$ | 3,300 | $(4.1)$ |

(Note) Revision of financial results forecast since the last announcement: Yes

## * Notes:

(1) Changes in significant subsidiaries during the period under review (changes in specified subsidiaries resulting in changes in the scope of consolidation): No
Newly added: - (Name) - Excluded: - (Name) -
(2) Application of special accounting treatments in preparing quarterly consolidated financial statements: Yes
(3) 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
(4) Total number of issued shares (common stock)
5) Total number of issued shares at the end of the period (including treasury shares):

June 30, 2023: 44,633,232 shares
September 30, 2022: 44,633,232 shares
2) Total number of treasury shares at the end of the period:

June 30, 2023: 538,131 shares
September 30, 2022: 683,987 shares
3) The average number of shares during the period:

Nine months ended June 30, 2023: 44,035,418 shares
Nine months ended June 30, 2022: 43,676,568 shares

The Company has a trust-type employee shareholding incentive plan in place. The total number of treasury shares at the end of the period includes the number of the Company's shares held under this plan by The Nomura Trust \& Banking Co., Ltd. (the dedicated trust account for Gakken Employees' Shareholding Association): - shares at the end of the nine months ended June 30, 2023; and 43,400 shares at the end of the fiscal year ended September 30, 2022. The average number of shares during the period is calculated with the number of treasury shares deducted; the number of treasury shares deducted includes the number of the Company's shares held under the same plan by The Nomura Trust \& Banking Co., Ltd. (the dedicated trust account for Gakken Employees’ Shareholding Association): 6,660 shares at the end of the nine months ended June 30, 2023; and 269,030 shares at the end of the nine months ended June 30, 2022.

* These quarterly consolidated financial results are outside the scope of quarterly review by certified public accountants or an audit firm.
* Explanation of the proper use of financial results forecast and other notes
(Note on forward-looking statements, etc.)
Financial performance forecasts and other forward-looking statements herein are based on information currently available to the Company and certain assumptions it deems rational. The actual results may vary significantly due to various factors. With regard to the assumptions for the performance forecasts and the notes on the use of the performance forecasts, please refer to " 1 . Qualitative Information on Financial Results for the Period under Review, (3) Consolidated Financial Results Forecast and Other Forward-looking Statements" on page 7 of the Attachments.

1. Qualitative Information on Financial Results for the Period under Review ..... 2
(1) Explanation of Business Results ..... 2
(2) Explanation of Financial Position ..... 7
(3) Consolidated Financial Results Forecast and Other Forward-looking Statements ..... 7
2. Quarterly Consolidated Financial Statements and Primary Notes ..... 8
(1) Quarterly Consolidated Balance Sheets ..... 8
(2) Quarterly Consolidated Statements of Income and Comprehensive Income ..... 10
(3) Notes to the Quarterly Consolidated Financial Statements ..... 12
(Notes on Going Concern Assumption) ..... 12
(Notes When There Are Significant Changes in Amounts of Equity) ..... 12
(Application of Special Accounting Treatments in Preparing Quarterly Consolidated Financial Statements) ..... 12
(Changes in Accounting Policies) ..... 12
(Segment Information, etc.) ..... 13
3. Qualitative Information on Financial Results for the Period under Review
(1) Explanation of Business Results
1) Explanation of market conditions

The education industry is feeling the effects of the decline in Japan's birthrate, but it sees new demand created by changes in social conditions, such as the increase in dual-income households and the greater mobility of human resources. These changes have also been reflected in the Basic Policy on Economic and Fiscal Management and Reform and the "countermeasures of another dimension" against Japan's low birth rate, two of the Japanese government's major policies, and it is hoped that these will provide a boost to the market's expansion. There are three particularly remarkable trends in the industry.

The first of these trends is the increase in expenditure on study outside school. Even amid soaring commodity prices, education spending is increasing in specific areas. Preparation for entrance exams is starting earlier, and demand for toddler education and after-school care requirements are expanding, particularly in the Tokyo metropolitan area.

The second trend is digital transformation (DX), which enables access to learners beyond the barriers of school, home and learning centers. In schools, the content built into the devices distributed through the GIGA (Global and Innovation Gateway for All) School Program is being improved, and outside schools, private business operators such as learning centers are focusing their efforts on developing online courses and digital learning materials.

The third trend is the growing demand for reskilling. With the labor shortages and progression in digital disruption in many industries, demand for education for working adults targeting both businesses and individuals is growing. The promotion of reskilling was also included in the Basic Policy on Economic and Fiscal Management and Reform compiled in June this year, with the announcement of a new program to provide subsidies of up to 240,000 yen per person. There are hopes that these moves will create new growth areas and trigger the reinvigoration of the education market as a whole.

In the elderly care industry, demand continues to expand, with the number of elderly people aged 65 years and over reaching a record-high 36.23 million, accounting for $29.0 \%$ of the entire Japanese population. Moreover, based on estimates that one in five of Japan's elderly population, approximately 7 million people, will have dementia in 2025, the Basic Act on Dementia to Promote an Inclusive Society was passed in June this year with the aim of realizing an inclusive society in which people with dementia can retain their dignity while being respected as members of society.

In addition to setting forth the responsibilities of the national and local governments and a policy to promote measures for dementia, this act also has an important position in building a mutually-supportive environment in which society as a whole is attentive toward dementia, including the clear statement of principles such as deepening the public's correct knowledge and understanding of dementia in order to promote a more inclusive society. It also includes provisions for the promotion of scientific research on prevention, diagnosis and treatment of dementia and the establishment of an environment in which the public can enjoy the results of that research, prompting hopes for the further expansion of demand for dementia prevention and treatment.

In terms of the business environment, rises in utility prices have settled down to an extent thanks to measures to alleviate sudden fluctuations in electricity and gas prices, but the power companies have announced price increases of $14-42 \%$ from June, and the situation remains unpredictable. Prices of food and daily essentials also continue to soar, and this is having a major impact on the business environment of individual business operators. With respect to new facility openings as well, investors are being forced to be cautious in their decisions, and in some cases, operators are postponing the opening of new facilities due to construction costs remaining high.
2) Explanation of business results

Under the market conditions described above, consolidated net sales for the nine months ended June 30, 2023 amounted to $¥ 119,361$ million (up $2.0 \%$ year on year), operating profit was $¥ 3,307$ million (down $¥ 1,477$ million or $30.9 \%$ year on year), ordinary profit was $¥ 3,486$ million (down $¥ 1,523$ million or $30.4 \%$ year on year),
and profit attributable to owners of parent was $¥ 1,153$ million (down $¥ 1,693$ million or $59.5 \%$ year on year).
In the Educational Domain, sluggish sales, deteriorating rates of goods returned unsold, and rising costs, mainly in the publishing industry, resulted in declines in revenue and profit. Although the "Chikyu-no-Arukikata" and e-learning businesses continued to perform well, sales in other genres, including children's books, studyaid books, and learning materials for learning centers, deteriorated compared with the previous year, pushing down revenue in the Educational Domain.

In the Healthcare and nursing Domain, despite the reactionary decline from the one-off revenue from the sale of real estate of the previous fiscal year and the impact of soaring utilities and food prices, active opening of new locations and strong occupancy rates contributed to increases in revenue and profit in the elderly housing business and the group homes for the elderly with dementia business. The child raising support business recorded a slight drop in profit due to increases in personnel costs and spending on new business development, despite strong utilization rates at nursery schools.

Due to the widening gap between the consolidated business results for the nine months ended June 30, 2023 described above and the plan resulting from the declines in revenue and profit in the educational business, the Company has revised its forecasts for the fiscal year ending September 30, 2023 as described on Page 7.

Classification of the Group's products and services is as follows:

| Educational Domain | Classroom and learning center business | Operation of Gakken Classroom for a range of children from preschoolers to junior high school students (mainly elementary school students) |
| :---: | :---: | :---: |
|  |  | Operation of classes for toddlers and children |
|  |  | Operation of learning centers for a range of children from elementary school students to senior high school students |
|  | Publishing and content business | Publishing and sale of publications including children's books, study-aid books, and how-to guides through distributors and bookstores |
|  |  | Development and sale of learning materials for learning centers |
|  |  | Publishing and sale of books on nursing and medicine, sale of e-learning for training programs targeting nurses |
|  |  | Development and sale of digital content linked with publishing and educational toys |
|  | Kindergarten and school business | Production and sale of publications, child-care products, equipment, and playground equipment for kindergartens, nursery schools, and children's daycare centers, as well as clothing for teachers |
|  |  | Production and sale of textbooks, instruction guides for teachers, supplementals, ICT learning materials, special needs education materials, short essay exams, etc. |
|  |  | Operation of recruitment support services and corporate training programs |
| Healthcare and nursing Domain | Elderly housing business | Planning, development, and operation of serviced apartments for the elderly, bases for elderly care services, etc. |
|  | Group homes for the elderly with dementia business | Planning, development, and operation of various services including group homes for the elderly with dementia |
|  | Child raising support business | Planning, development, and operation of nursery schools, children's daycare centers, afterschool children's clubs, etc. |

Business performance by segment is summarized below.
(Million yen)

|  | Nine months ended <br> June 30, 2022 |  | Nine months ended <br> June 30, 2023 |  | Change |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Reportable segments | Net sales | Operating <br> profit | Net sales | Operating <br> profit | Net sales | Operating <br> profit |
| Educational Domain | 59,332 | 3,287 | 57,268 | 1,956 | $(2,063)$ | $(1,331)$ |
| Healthcare and nursing Domain | 53,401 | 2,251 | 57,721 | 2,451 | 4,320 | 200 |
| Other | 4,278 | 615 | 4,371 | 334 | 93 | $(280)$ |
| Adjustment | - | $(1,369)$ | - | $(1,434)$ | - | $(64)$ |
| Group total | 117,011 | 4,785 | 119,361 | 3,307 | 2,350 | $(1,477)$ |

## [Educational Domain]

Net sales: $¥ 57,268$ million (down $3.5 \%$ year on year); operating profit: $¥ 1,956$ million (down $¥ 1,331$ million or $40.5 \%$ year on year)

|  | Nine months ended June 30, 2022 |  | Nine months ended June 30, 2023 |  | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Main businesses | Net sales | Operating profit | Net sales | Operating profit | Net sales | Operating profit |
| Classroom and learning center business | 23,121 | 557 | 22,384 | 106 | (737) | (450) |
| Publishing and content business | 24,640 | 2,498 | 23,802 | 1,802 | (837) | (695) |
| Kindergarten and school business | 11,570 | 465 | 11,081 | 162 | (488) | (303) |
| Goodwill | - | (233) | - | (115) | - | 118 |
| Segment total | 59,332 | 3,287 | 57,268 | 1,956 | $(2,063)$ | $(1,331)$ |

(Classroom and learning center business)
In the classroom business, revenue growth was sluggish due to poor performance in attracting new students for the new school year for Gakken Classrooms and toddler classes, resulting in declines in revenue and profit for the period under review. Amid the continued fall in the number of toddlers and children, Gakken Classroom Online, Kotoba Park, and other online services were launched, and demand for digital services is expanding.

In the learning center business, revenue and profit both decreased from the same period of the previous fiscal year. Although COVID-19's status under the Infectious Diseases Act was downgraded to Class 5 on May 8, the timing in which elementary and junior high school children started attending learning centers was later than usual, and the poor performance in attracting students for the new school year was the main cause of decline in revenue and profit. On the other hand, business of support for solutions to local governments' educational issues and overseas learning centers targeting Japanese children living outside Japan maintained strong results.
(Publishing and content business)
In publishing, sales of children's books, study-aid books, and learning materials for learning centers have been weak since autumn last year, resulting in the business overall recording a decrease in both revenue and profit for the period under review. The "Chikyu-no-Arukikata" book series maintained its strong performance, and signs of recovery were seen in the new semester sales season, but a rise in the rate of products returned unsold and sluggish growth in children's books, combined with soaring paper prices, pushed down profit.

In the medical and nursing business, sales of printed books and e-books at online bookstores are growing. The number of hospitals subscribing to e-learning programs for nurses reached 2,577 (an increase of 293 hospitals from the previous year), helping to push up revenue, but increases in the costs of new content
development and other factors resulted in an increase in revenue and decrease in profit for the business overall.
In businesses other than publishing, a trend toward recovery in school use of the Tokyo Global Gateway, an experience-based English learning facility, secured an increase in revenue. Profit also increased despite increases in new facility opening costs and new program development costs. The toy business recorded decreases in revenue and profit due to the combination of cost increases and the depreciation of the yen. The "Kimini" online English conversation business reported significant increases in revenue and profit due to an increase in the number of users and price increases, resulting in increases in revenue and profit for businesses other than publishing overall.
(Kindergarten and school business)
In toddler education, both revenue and profit decreased. Poor sales of high-margin apparel items, including teacher's aprons, as well as the sluggish growth of sales of large play equipment and fittings associated with the decline in the number of new nursery school openings pushed down revenue. On the other hand, measures to increase sales of the "Tsunagaru (Making Connections) Picture books" series for kindergartens, which is one of this business's core offerings, have been continuing in the beginning of the new school year, and good progress is being made.

In school education, although sales of supplementals and materials for mock short essay exams, etc. were strong, because the period under review was in the transition period for the adoption of new elementary and junior high school textbooks, sales of which are the foundation of this business's profits, there were no sales of instruction guides for teachers, and overall, both revenue and profit decreased.

In working adult education, the Company is developing a recruitment support business and a training business targeting listed companies that are investing in human capital. Although the Company is working to develop content to meet the rapid expansion of demand, this has not yet led to an increase in customers, and both revenue and profit decreased.

## [Healthcare and nursing Domain]

Net sales: $¥ 57,721$ million (up $8.1 \%$ year on year); operating profit: $¥ 2,451$ million (up $¥ 200$ million or $8.9 \%$ year on year)
*The utilities costs has been estimated at $¥ 2,628$ million (up $¥ 623$ million year on year, compared with existing facilities, adding serviced apartments for the elderly and group homes for the elderly with dementia together).
(Million yen)

|  | Nine months ended <br> June 30, 2022 |  | Nine months ended <br> June 30, 2023 |  | Change |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Main businesses | Net sales | Operating <br> profit | Net sales | Operating <br> profit | Net sales | Operating <br> profit |
| Elderly housing business | 23,718 | 939 | 26,527 | 984 | 2,809 | 44 |
| Group homes for the elderly <br> with dementia business | 25,373 | 1,528 | 26,549 | 1,722 | 1,176 | 193 |
| Child raising support <br> business | 4,309 | 130 | 4,644 | 92 | 335 | $(37)$ |
| Goodwill | - | $(347)$ | - | $(347)$ | - | $(0)$ |
| Segment total | 53,401 | 2,251 | 57,721 | 2,451 | 4,320 | 200 |

(Elderly housing business)
In serviced apartments for the elderly, three new facilities were opened in the third quarter of the fiscal year, bringing the total number of sites to 199 including franchise locations. The total number of rooms topped 10,000 to reach 10,258 . Although there were some impacts from the external environment, such as protracted construction periods caused by labor shortages and construction costs remaining high, the Company continues to actively promote the opening of new facilities. Occupancy rates remain at a high level, reaching a record-high $95.6 \%$ (up 1.1 percentage point year on year), even with the active opening of new facilities. Although there were factors that placed pressure on revenue due to the soaring cost of living, including utilities and food costs, higher utilities were generally absorbed by the introduction of extra contributions from customers, receipt of subsidies, and the reduction of other inessential expenses. In addition, with the receipt of COVID-19-related subsidies mostly completed, increases in revenue and profit were achieved for the period under review.
(Group homes for the elderly with dementia business)
In group homes for the elderly with dementia, five new facilities were opened in the third quarter of the fiscal year, bringing the total number of facilities to 303 , with a total of 5,786 rooms. The Company is actively proceeding with the takeover of facilities through M\&As, and, having opened 11 new facilities in the first nine months of the year, is making good progress in its plans to open 12 to 15 new locations for the full fiscal year. The occupancy rate has also remained high and stable at around $97 \%$, sustaining an upward trend in revenue. Although this business has been impacted by soaring prices of utilities, food, and the like, price revisions and cost control have ensured profit, and both revenue and profit increased.
(Child raising support business)
In the child raising support business, utilization rates at nursery schools reached $94.4 \%$ (an increase of 2.6 percentage points year on year) at the end of June, thanks in part to changes in quotas made in April, and good progress is being made to attract more children to these facilities. The afterschool children's club business is also progressing well, with new contracts for the operation of three facilities being won in April, resulting in a major increase in revenue. Profit fell slightly due to increases in personnel costs and new business development costs.
[Other]
Net sales: $¥ 4,371$ million (up $2.2 \%$ year on year); operating profit: $¥ 334$ million (down $¥ 280$ million or $45.6 \%$ year on year)

With the announcement of ODA projects for emerging countries, which account for the majority of net sales in the global business, delayed until this autumn or later, there was a reactionary decline in the acquisition of new projects after a strong performance in the previous fiscal year. However, collaboration with partners in strategic locations such as Vietnam is progressing steadily. In the digital domain, this spring, Gakken LEAP Co., Ltd. began selling "Shikaku Pass," an online service that supports working adults in reskilling study. The "Other" business segment overall recorded an increase in revenue, helped by increases in orders in the logistics business, but increases in personnel and development costs related to the digital and global businesses led to a decline in profit.
(2) Explanation of Financial Position

| Item | (Million yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { As of September } \\ 30,2022 \end{gathered}$ | $\begin{gathered} \text { As of June 30, } \\ 2023 \end{gathered}$ | Change |
| Current assets | 61,700 | 61,902 | 202 |
| Cash and deposits | 22,520 | 21,090 | $(1,430)$ |
| Non-current assets | 61,982 | 67,622 | 5,639 |
| Total assets | 123,682 | 129,524 | 5,842 |
| Current liabilities | 39,838 | 42,785 | 2,947 |
| Non-current liabilities | 34,955 | 36,513 | 1,558 |
| Total liabilities | 74,793 | 79,299 | 4,505 |
| Interest-bearing debt* ${ }^{*}$ | 41,807 | 46,921 | 5,113 |
| Total net assets | 48,888 | 50,224 | 1,336 |
| Total liabilities and net assets | 123,682 | 129,524 | 5,842 |
| Equity ratio (\%) ${ }^{* 2}$ | 39.2 | 38.3 | (0.9) |
| D/E ratio (times) ${ }^{* 3}$ | 0.86 | 0.94 | 0.08 |

*1: Interest-bearing debt $=$ Borrowings + Bonds payable + Lease obligations
*2: Equity ratio $=$ Equity $/$ Total assets
*3: D/E ratio = Interest-bearing debt / Equity

The total assets for the third quarter of the fiscal year ending September 30, 2023 amounted to $¥ 129,524$ million, increasing by $¥ 5,842$ million from the end of the preceding fiscal year. The main changes were a decrease of $¥ 1,430$ million in cash and deposits, an increase of $¥ 959$ million in notes and accounts receivable trade, an increase of $¥ 146$ million in merchandise and finished goods, a decrease of $¥ 226$ million in property, plant and equipment, and an increase of $¥ 4,946$ million in investment securities.

The total liabilities amounted to $¥ 79,299$ million, increasing by $¥ 4,505$ million from the end of the preceding fiscal year. The main changes were an increase of $¥ 406$ million in notes and accounts payable - trade, an increase of $¥ 2,800$ million in short-term borrowings, and an increase of $¥ 1,482$ in long-term borrowings.

The total net assets amounted to $¥ 50,224$ million, increasing by $¥ 1,336$ million from the end of the preceding fiscal year. The main changes were an increase of $¥ 79$ million in retained earnings and an increase of $¥ 1,122$ million in valuation difference on available-for-sale securities.
(3) Consolidated Financial Results Forecast and Other Forward-looking Statements

Due to the widening gap between the consolidated business results for the nine months ended June 30, 2023 and the plan resulting from the declines in revenue and profit in the educational business, the Company has revised its forecasts for the fiscal year ending September 30,2023 to net sales of $¥ 160,000$ million, operating profit of $¥ 5,600$ million, ordinary profit of $¥ 6,100$ million, and profit attributable to owners of parent of $¥ 3,300$ million.

The above forecasts are determined based on information currently available to the Company and include potential risks and uncertainties. The effects of Ichishin Holdings Co., Ltd., a firm that the Company made a consolidated subsidiary on July 28,2023 , have not been factored in, as the Company is examining the effects.
2. Quarterly Consolidated Financial Statements and Primary Notes
(1) Quarterly Consolidated Balance Sheets
(Million yen)
As of September 30, 2022
As of June 30, 2023

| Assets |  |  |
| :---: | :---: | :---: |
| Current assets |  |  |
| Cash and deposits | 22,520 | 21,090 |
| Notes and accounts receivable - trade | 21,064 | 22,024 |
| Merchandise and finished goods | 9,929 | 10,075 |
| Real estate for sale | - | 386 |
| Work in process | 3,234 | 2,484 |
| Raw materials and supplies | 198 | 126 |
| Other | 4,764 | 5,725 |
| Allowance for doubtful accounts | (12) | (10) |
| Total current assets | 61,700 | 61,902 |
| Non-current assets |  |  |
| Property, plant and equipment |  |  |
| Buildings and structures, net | 13,012 | 12,900 |
| Machinery, equipment and vehicles, net | 47 | 36 |
| Land | 4,227 | 4,298 |
| Construction in progress | 197 | 0 |
| Other, net | 815 | 837 |
| Total property, plant and equipment | 18,300 | 18,073 |
| Intangible assets |  |  |
| Goodwill | 6,185 | 6,920 |
| Other | 2,724 | 2,843 |
| Total intangible assets | 8,910 | 9,763 |
| Investments and other assets |  |  |
| Investment securities | 23,115 | 28,062 |
| Other | 11,823 | 11,905 |
| Allowance for doubtful accounts | (167) | (183) |
| Total investments and other assets | 34,771 | 39,784 |
| Total non-current assets | 61,982 | 67,622 |
| Total assets | 123,682 | 129,524 |


| Liabilities |  |  |
| :---: | :---: | :---: |
| Current liabilities |  |  |
| Notes and accounts payable - trade | 7,103 | 7,509 |
| Short-term borrowings | 12,247 | 15,047 |
| Current portion of long-term borrowings | 3,570 | 4,434 |
| Income taxes payable | 1,917 | 259 |
| Provision for bonuses | 2,006 | 1,428 |
| Other | 12,994 | 14,106 |
| Total current liabilities | 39,838 | 42,785 |
| Non-current liabilities |  |  |
| Bonds payable | 6,000 | 6,000 |
| Long-term borrowings | 19,548 | 21,031 |
| Retirement benefit liability | 3,370 | 3,404 |
| Other | 6,036 | 6,078 |
| Total non-current liabilities | 34,955 | 36,513 |
| Total liabilities | 74,793 | 79,299 |
| Net assets |  |  |
| Shareholders' equity |  |  |
| Share capital | 19,817 | 19,817 |
| Capital surplus | 12,333 | 12,357 |
| Retained earnings | 15,313 | 15,393 |
| Treasury shares | (439) | (322) |
| Total shareholders' equity | 47,025 | 47,245 |
| Accumulated other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | 612 | 1,734 |
| Deferred gains or losses on hedges | (1) | 0 |
| Foreign currency translation adjustment | 156 | 143 |
| Remeasurements of defined benefit plans | 646 | 542 |
| Total accumulated other comprehensive income | 1,413 | 2,420 |
| Share acquisition rights | 255 | 234 |
| Non-controlling interests | 193 | 324 |
| Total net assets | 48,888 | 50,224 |
| Total liabilities and net assets | 123,682 | 129,524 |

(2) Quarterly Consolidated Statements of Income and Comprehensive Income

## Quarterly Consolidated Statements of Income

(Million yen)

|  | For the nine months ended June 30, 2022 | For the nine months ended June 30, 2023 |
| :---: | :---: | :---: |
| Net sales | 117,011 | 119,361 |
| Cost of sales | 82,713 | 85,604 |
| Gross profit | 34,298 | 33,757 |
| Selling, general and administrative expenses | 29,512 | 30,449 |
| Operating profit | 4,785 | 3,307 |
| Non-operating income |  |  |
| Interest income | 10 | 12 |
| Dividend income | 190 | 171 |
| Share of profit of entities accounted for using equity method | 56 | 167 |
| Other | 255 | 175 |
| Total non-operating income | 511 | 526 |
| Non-operating expenses |  |  |
| Interest expenses | 131 | 145 |
| Foreign exchange losses | - | 71 |
| Other | 155 | 131 |
| Total non-operating expenses | 286 | 348 |
| Ordinary profit | 5,010 | 3,486 |
| Extraordinary income |  |  |
| Gain on sale of non-current assets | 18 | 4 |
| Gain on sale of investment securities | 121 | 117 |
| Other | 18 | 16 |
| Total extraordinary income | 158 | 137 |
| Extraordinary losses |  |  |
| Loss on sale and retirement of non-current assets | 64 | 2 |
| Impairment losses | 0 | 3 |
| Loss on valuation of investment securities | 18 | 682 |
| Other | 55 | 98 |
| Total extraordinary losses | 139 | 786 |
| Profit before income taxes | 5,029 | 2,837 |
| Income taxes | 2,164 | 1,543 |
| Profit | 2,865 | 1,293 |
| Profit attributable to non-controlling interests | 18 | 140 |
| Profit attributable to owners of parent | 2,847 | 1,153 |

Quarterly Consolidated Statements of Comprehensive Income
(Million yen)

|  | For the nine months ended June 30, 2022 | For the nine months ended June 30, 2023 |
| :---: | :---: | :---: |
| Profit | 2,865 | 1,293 |
| Other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | (630) | 1,130 |
| Foreign currency translation adjustment | 85 | (14) |
| Remeasurements of defined benefit plans, net of tax | (150) | (112) |
| Share of other comprehensive income of entities accounted for using equity method | 23 | (0) |
| Total other comprehensive income | (672) | 1,003 |
| Comprehensive income | 2,193 | 2,297 |
| Comprehensive income attributable to |  |  |
| Comprehensive income attributable to owners of parent | 2,168 | 2,160 |
| Comprehensive income attributable to non-controlling interests | 24 | 136 |

(3) Notes to the Quarterly Consolidated Financial Statements
(Notes on Going Concern Assumption)
There is no relevant information.
(Notes When There Are Significant Changes in Amounts of Equity)
For the nine months ended June, 2023
There is no relevant information.
(Application of Special Accounting Treatments in Preparing Quarterly Consolidated Financial Statements)
(Calculation of tax expenses)
Tax expenses are calculated by making a reasonable estimate of the effective tax rate after applying tax effect accounting to profit before income taxes for the fiscal year, including the third quarter ended June 30, 2023, and multiplying the profit before income taxes by this estimated effective tax rate.
(Changes in Accounting Policies)
The "Implementation Guidance on Accounting Standard for Fair Value Measurement" (ASBJ Guidance No. 31, June 17, 2021; hereinafter "Fair Value Measurement Guidance" is applied from the beginning of the first quarter of the fiscal year ending September 30, 2023. In accordance with the transitional treatment stipulated in Paragraph 272 of the Fair Value Measurement Guidance, the new accounting policy stipulated in the Fair Value Measurement Guidance is applied prospectively. This does not impact the quarterly consolidated financial statements.

## (Segment Information, etc.)

I For the nine months ended June 30, 2022

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

|  |  |  |  |  |  | (Million yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reportable segment |  |  | Other <br> (Note) 1 | Total | Adjustment (Note) 2 | Amountrecorded in thequarterlyconsolidatedstatements ofincome(Note) 3 |
|  | Educational Domain | Healthcare and nursing Domain | Total |  |  |  |  |
| Net sales |  |  |  |  |  |  |  |
| Net sales to external customers | 59,332 | 53,401 | 112,733 | 4,278 | 117,011 | - | 117,011 |
| Inter-segment net sales or transfers | 197 | 43 | 240 | 6,150 | 6,390 | $(6,390)$ | - |
| Total | 59,529 | 53,444 | 112,973 | 10,428 | 123,402 | $(6,390)$ | 117,011 |
| Segment profit | 3,287 | 2,251 | 5,539 | 615 | 6,155 | $(1,369)$ | 4,785 |

(Notes)

1. "Other" includes logistics and other businesses that are not included in the reportable segments.
2. The adjustment of negative $¥ 1,369$ million for "Segment profit" includes negative $¥ 1,365$ million in company-wide expenses that were not allocated to specific reportable segments. Company-wide expenses are mainly general and administrative expenses that are not attributable to a reportable segment.
3. Total amount of "segment profit" is adjusted based on operating profit reported in the quarterly consolidated statements of income.
4. Information concerning impairment losses on non-current assets or goodwill, etc. by reportable segment

There is no relevant information.

II For the nine months ended June 30, 2023

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

|  |  |  |  | Other <br> (Note) 1 |  | (Million yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reportable segment |  |  |  | Total | Adjustment (Note) 2 | Amount <br> recorded in the <br> quarterly <br> consolidated <br> statements of <br> income <br> (Note) 3 |
|  | Educational Domain | Healthcare and nursing Domain | Total |  |  |  |  |
| Net sales |  |  |  |  |  |  |  |
| Net sales to external customers | 57,268 | 57,721 | 114,990 | 4,371 | 119,361 | - | 119,361 |
| Inter-segment net sales or transfers | 174 | 60 | 235 | 7,040 | 7,275 | $(7,275)$ | - |
| Total | 57,443 | 57,782 | 115,225 | 11,411 | 126,637 | $(7,275)$ | 119,361 |
| Segment profit | 1,956 | 2,451 | 4,408 | 334 | 4,742 | $(1,434)$ | 3,307 |

(Notes)

1. "Other" includes logistics and other businesses that are not included in the reportable segments.
2. The adjustment of negative $¥ 1,434$ million for "Segment profit" includes negative $¥ 1,440$ million in company-wide expenses that were not allocated to specific reportable segments. Company-wide expenses are mainly general and administrative expenses that are not attributable to a reportable segment.
3. Total amount of "segment profit" is adjusted based on operating profit reported in the quarterly consolidated statements of income.
4. Information concerning impairment losses on non-current assets or goodwill, etc. by reportable segment

There is no relevant information.

