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October 7, 2025

# Consolidated Financial Results for the Nine Months Ended August 31, 2025 (Under Japanese GAAP)

Company name: SALA Corporation

Listing: Tokyo Stock Exchange / Nagoya Stock Exchange

Securities code: 2734

URL: https://www.sala.jp/

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Scheduled date to commence dividend payments:

Preparation of supplementary material on financial results: None Holding of financial results briefing: None

(Yen amounts are rounded down to millions, unless otherwise noted.)

# 1. Consolidated financial results for the nine months ended August 31, 2025 (from December 1, 2024 to August 31, 2025)

## (1) Consolidated operating results (cumulative)

(Percentages indicate year-on-year changes.)

|                   | Net sale        | es.   | Operating profit |      | Ordinary profit |      | Profit attributable to owners of parent |        |
|-------------------|-----------------|-------|------------------|------|-----------------|------|---|--------|
| Nine months ended | Millions of yen | %     | Millions of yen  | %    | Millions of yen | %    | Millions of yen                         | %      |
| August 31, 2025   | 186,927         | 6.0   | 6,090            | 31.6 | 7,265           | 25.5 | 5,035                                   | 26.5   |
| August 31, 2024   | 176,425         | (2.7) | 4,626            | 6.6  | 5,789           | 0.9  | 3,980                                   | (18.8) |

Note: Comprehensive income For the nine months ended August 31, 2025: \$\frac{1}{2}\$,109 million [13.8%] For the nine months ended August 31, 2024: \$\frac{1}{2}\$4,489 million [(12.8)%]

|                   | Basic earnings per share | Diluted earnings<br>per share |
|-------------------|--------------------------|-------------------------------|
| Nine months ended | Yen                      | Yen                           |
| August 31, 2025   | 78.44                    | -                             |
| August 31, 2024   | 62.13                    | _                             |

#### (2) Consolidated financial position

| (2) Componiumed im | unciai position |                 |                       |
|--------------------|-----------------|-----------------|-----------------------|
|                    | Total assets    | Net assets      | Equity-to-asset ratio |
| As of              | Millions of yen | Millions of yen | %                     |
| August 31, 2025    | 209,009         | 88,565          | 41.5                  |
| November 30, 2024  | 202,281         | 85,618          | 41.5                  |

Reference: Equity

## 2. Cash dividends

|   |                      | Annual dividends per share |                      |                 |       |  |
|---|----------------------|----------------------------|----------------------|-----------------|-------|--|
|   | First<br>quarter-end | Second quarter-end         | Third<br>quarter-end | Fiscal year-end | Total |  |
|   | Yen                  | Yen                        | Yen                  | Yen             | Yen   |  |
| Fiscal year ended<br>November 30, 2024                | _                    | 13.00                      | -                    | 17.00           | 30.00 |  |
| Fiscal year ending<br>November 30, 2025               | _                    | 16.00                      | -                    |                 |       |  |
| Fiscal year ending<br>November 30, 2025<br>(Forecast) |                      |                            |                      | 16.00           | 32.00 |  |

Note: Revisions to the forecast of cash dividends most recently announced: None

# 3. Consolidated earnings forecasts for the fiscal year ending November 30, 2025 (from December 1, 2024 to November 30, 2025)

(Percentages indicate year-on-year changes.)

|   | Net sale        | s   | Operating       | profit | Ordinary        | profit / | Profit attr     |       | Basic<br>earnings per<br>share |
|---|-----------------|-----|-----------------|--------|-----------------|----------|-----------------|-------|--------------------------------|
|   | Millions of yen | %   | Millions of yen | %      | Millions of yen | l %      | Millions of yen | %     | Yen                            |
| Fiscal year ending<br>November 30, 2025 | 263,000         | 9.4 | 7,200           | 14.1   | 7,700           | (6.0)    | 5,100           | (2.8) | 79.47                          |

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

#### \* Notes

(1) Significant changes in the scope of consolidation during the period: Yes

Newly included: five companies (Company name) YASUE Corp., 4 other companies

Excluded: companies

Note: For details, please refer to "(4) Notes to quarterly consolidated financial statements, Significant changes in the scope of consolidation during the period" of "2. Quarterly consolidated financial statements and significant notes thereto" on page 16 of the attachment.

- (2) Adoption of accounting treatment specific to the preparation of quarterly consolidated financial statements: None
- (3) Changes in accounting policies, changes in accounting estimates, and restatement
  - (i) Changes in accounting policies due to revisions to accounting standards and other regulations: Yes
  - (ii) Changes in accounting policies due to other reasons: None
  - (iii) Changes in accounting estimates: None
  - (iv) Restatement: None

Note: For details, please refer to "(4) Notes to quarterly consolidated financial statements, Notes on changes in accounting policies" of "2. Quarterly consolidated financial statements and significant notes thereto" on page 12 of the attachment.

- (4) Number of issued shares (common shares)
  - (i) Total number of issued shares at the end of the period (including treasury shares)

| As of August 31, 2025   | 66,041,147 shares |
|-------------------------|-------------------|
| As of November 30, 2024 | 66,041,147 shares |

(ii) Number of treasury shares at the end of the period

| As of August 31, 2025   | 1,824,094 shares |
|-------------------------|------------------|
| As of November 30, 2024 | 1,863,033 shares |

(iii) Average number of shares outstanding during the period (cumulative from the beginning of the fiscal year)

| Nine months ended August 31, 2025 | 64,198,782 shares |
|-----------------------------------|-------------------|
| Nine months ended August 31, 2024 | 64,068,061 shares |

- \* Review of the Japanese-language originals of the attached quarterly consolidated financial statements by certified public accountants or an audit corporation: None
- \* Proper use of earnings forecasts, and other special matters (Caution concerning forward-looking statements)

The forward-looking statements, including earnings forecasts, contained in these materials are based on information currently available to the Company and on certain assumptions deemed to be reasonable by the Company. Consequently, any statements herein do not constitute assurances regarding actual results by the Company. Actual business and other results may differ significantly due to various unforeseen factors.

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## 1. Overview of operating results, etc.

#### (1) Overview of operating results for the period

During the first nine months of the fiscal year ending November 30, 2025, although the Japanese economy saw progress in the improvement in corporate earnings and followed a moderate trend of recovery, the economic outlook remained uncertain because of increasingly heightened geopolitical risks in the Middle East and concerns over the impact of trade policy of the U.S. administration.

Under these conditions, the SALA Group focused on initiatives on the key strategies of the fifth medium-term management plan, which started from fiscal year ended November 30, 2023. The key strategies are "service and business development in the Life Creative Business Unit\* and transformation of the business format," "enhancing brand value through 'customer experience' that exceeds expectations," "business creation through 'co-creation' with parties inside and outside the Group," "improving profitability in existing business fields," and "transforming into an organizational culture that attracts people who 'think and act on their own initiative." In the current fiscal year, the final year of the plan, while advancing collaboration and co-creation among companies within and outside the Group and new value creation through proactive investment in growth, the Company has set our sights on making a quantum leap in growth in the housing and daily living related business field, beginning with the reform business.

During the first nine months of the current fiscal year, SALA ENERGY CO., LTD., which is the Energy & Solutions business, proceeded with the structuring and preparations to introduce the next version of its core system to transform operations through the use of digital technology and to provide high-quality services tailored to each individual customer.

SALA ENERGY CO., LTD. is also constructing a grid storage facility in Hamamatsu City, Shizuoka Prefecture, and a power storage plant designed to be integrated with renewable energy in Toyohashi City, Aichi Prefecture, both of which are in the final stages of construction to begin operation in October 2025.

The Engineering & Maintenance business proactively developed solutions related to equipment for saving and generating energy and the conversion of buildings to ZEBs (net-Zero Energy Buildings), and promoted business expansion by cultivating new customers.

SALA HOUSE CO., LTD., which is the Housing business, commenced sales of the new product SINKA KIWAMI, a flagship product which satisfies grade 7 insulation performance, the highest level in Japan, as the top-end model of the "SINKA" series, custom-built house products that conform with the Net-zero Energy House (ZEH) standard in January 2025.

ASCO Co., Ltd., which operates the Animal Health Care business, has entrusted warehouse operations and delivery operations to SALA Logistics, and has been working to strengthen its organizational sales capabilities through the separation of the delivery operations from the sales activities.

As one of the new growth investment initiatives, the Company made a takeover bid (TOB) for YASUE Corp. which mainly operates a home renovation business, and made it a consolidated subsidiary in December 2024. We are currently managing a project to realize synergies, and have started the mutual utilization of our respective customer bases, a review of the organizational structure, and other measures, aiming for further growth in the housing and daily living related business field.

Furthermore, as part of initiatives to promote carbon neutrality, we achieved carbon neutrality for the entire facility of COCOLAFRONT, a commercial complex owned by the Group and located near Toyohashi Station, including Hotel Arc Riche Toyohashi, by commencing the use of electricity and gas that utilize carbon credits and non-fossil certificates from August 2025, in addition to our existing use of electricity from renewable energy sources.

As for operating results for the first nine months of the current fiscal year, net sales increased by 6.0% year on year to ¥186,927 million due to significant increases in revenue in the Engineering & Maintenance business and the Housing business. As for profit, operating profit increased by 31.6% year on year to ¥6,090 million due to the Energy & Solutions business and the Engineering & Maintenance business posting a significant increase in profit. Ordinary profit increased by 25.5% year on year to ¥7,265 million due to an increase of valuation of derivatives on forward exchange contracts in non-

operating income, and profit attributable to owners of parent increased by 26.5% year on year to \(\frac{1}{2}\)5,035 million.

\* "Life Creative Business Unit" refers to business areas for daily living other than the energy business.

Operating results of each segment are as follows.

Energy & Solutions business

Net sales \quad \q

Operating profit \(\frac{4}{4}\),633 million (up 36.0\% year on year)

The sales volume of city gas increased mainly for home use and commercial use. Consequently, net sales increased. As for profit, in addition to an increase in gross profit of city gas, the steady operation of biomass power plants made a contribution. In addition, operating profit increased due to the efforts to reduce selling, general and administrative expenses.

Engineering & Maintenance business

Net sales \quad \text{\forall} 25,686 \text{ million (up 16.1% year on year)}

Operating profit \(\frac{4}{2}\),717 million (up 49.1% year on year)

Orders were strong in all departments, including equipment work, civil engineering, and construction and maintenance, and the number of completed projects increased, leading to an increase in net sales. As for profit, operating profit increased due to an increase in the net sales of completed projects, and an increase in the profit margin of completed projects as a result of continuous efforts to improve process management in each department.

#### Housing business

Net sales \quad \text{\forall} 31,098 million (up 28.6\% year on year)

Operating profit ¥214 million (operating loss of ¥91 million for the same period of the previous fiscal year)

In the housing sales department, although the number of custom-built houses and lot houses sold decreased, in the housing components and materials processing and sales department, orders from clients, including home builders and construction companies, increased. In addition to the above, net sales and operating profit both increased due to the inclusion of the financial results of YASUE Corp. from the current fiscal year.

## Car Life Support business

Net sales \quad \text{\formula 13,179 million (up 9.1% year on year)}

fiscal year)

The number of Volkswagen new cars sold increased as a result of a recovery in shipments of imported cars received in Japan. In addition, net sales increased due to the progress in disposing of inventory of used cars previously purchased for sale. As for profit, operating loss was recorded due to a decrease in gross profit from impact of the inventory disposal stated above and a significant decrease in the number of Volkswagen used cars sold, along with an increase in selling, general and administrative expenses, such as advertising expenses.

#### Animal Health Care business

Net sales \quad \text{\formula} 17,862 \text{ million (down 7.7\% year on year)}

Operating loss \$319 million (operating profit of \$499 million for the same period of the previous

fiscal year)

In the livestock farming department, orders for veterinary medical products, etc. were steady, but in the pet-related department, orders for food items significantly decreased due to a loss of the handling of therapeutic foods as a result of a change in the commercial distribution of suppliers. As a result, net sales for the segment overall decreased. As for profit, operating loss was recorded due to the aforementioned impact of the change in the commercial distribution of suppliers along with an increase in selling, general and administrative expenses following the business restructuring.

#### Properties business

Net sales ¥4,992 million (down 13.2% year on year)

Operating profit ¥63 million (up 22.8% year on year)

Net sales decreased because the sales of condominium apartments, which were completed during the previous period, decreased. As for profit, operating profit increased due to an increase in sales of company-owned assets and purchase and resale transactions in the real estate properties department, along with an increase in the number of guests for banquets and hotel overnight stays in the hospitality department.

#### (2) Overview of financial position for the period

#### (i) Assets, liabilities and net assets

#### **Assets**

Assets were \$209,009 million, up \$6,728 million from November 30, 2024. This was mainly due to increases in "cash and deposits" by \$4,509 million, "property, plant and equipment" by \$3,004 million, "intangible assets" by \$1,889 million, "merchandise and finished goods" by \$1,624 million, and "work in process" by \$1,335 million, despite decreases in "notes and accounts receivable - trade, and contract assets" by \$4,406 million and "deferred tax assets" by \$1,207 million.

#### Liabilities

Liabilities were \(\frac{\pmathbb{1}}{20,444}\) million, up \(\frac{\pmathbb{3}}{3,781}\) million from November 30, 2024. This was mainly due to increases in "long-term borrowings (including current portion)" by \(\frac{\pmathbb{2}}{8,139}\) million, "electronically recorded obligations - operating" by \(\frac{\pmathbb{2}}{2,566}\) million and "other" under current liabilities by \(\frac{\pmathbb{1}}{1,293}\) million, despite decreases in "notes and accounts payable - trade" by \(\frac{\pmathbb{4}}{6,509}\) million "deferred tax liabilities" by \(\frac{\pmathbb{2}}{907}\) million and "income taxes payable" by \(\frac{\pmathbb{2}}{867}\) million.

### Net assets

Net assets were \$88,565 million, up \$2,946 million from November 30, 2024. This was mainly due to an increase in "retained earnings" of \$2,793 million (increased by \$5,035 million due to recording of profit attributable to owners of parent, decreased by \$2,178 million due to payment of dividends and decreased by \$62 million due to change in scope of consolidation).

#### (ii) Cash flows

Cash and cash equivalents (hereinafter referred to as "cash") in the nine months ended August 31, 2025 increased by ¥4,511 million in total, resulting from net cash provided by operating activities of ¥11,385 million, net cash used in investing activities of ¥10,573 million, and net cash provided by financing activities of ¥3,699 million. As a result, cash and cash equivalents at the end of the nine months ended August 31, 2025 were ¥30,536 million.

#### Cash flows from operating activities

Net cash provided by operating activities was ¥11,385 million (¥10,178 million provided in the same period of the previous fiscal year). This was mainly due to increase factors such as "decrease in trade receivables" of ¥8,995 million, "profit before income taxes" of ¥7,153 million and "depreciation" of ¥4,844 million, and decrease factors including "decrease in trade payables" of ¥4,537 million, "income taxes paid" of ¥2,626 million, and "increase in inventories" of ¥1,397 million.

#### Cash flows from investing activities

#### Cash flows from financing activities

Net cash provided by financing activities was \(\frac{4}{3}\),699 million (\(\frac{4}{8}14\) million provided in the same period of the previous fiscal year). This was mainly due to increase factors such as "proceeds from long-term borrowings" of \(\frac{4}{13}\),520 million, and decrease factors including "repayments of long-term borrowings" of \(\frac{4}{6}\),518 million, "dividends paid" of \(\frac{4}{2}\),170 million, "net decrease in short-term borrowings" of \(\frac{4}{9}29\) million and "repayments of finance lease liabilities" of \(\frac{4}{2}15\) million.

## (3) Explanation of consolidated earnings forecasts and other forward-looking statements

There is no change to the consolidated earnings forecasts for the full-year earnings forecasts announced on April 7, 2025.

# 2. Quarterly consolidated financial statements and significant notes thereto

# (1) Quarterly consolidated balance sheet

|  | As of November 30, 2024 | As of August 31, 2025 |
|--|-------------------------|-----------------------|
| Assets   |                         |                       |
| Current assets   |                         |                       |
| Cash and deposits  | 26,396                  | 30,906                |
| Notes and accounts receivable - trade, and contract assets | 35,400                  | 30,993                |
| Electronically recorded monetary claims - operating        | 2,206                   | 1,973                 |
| Merchandise and finished goods                             | 13,897                  | 15,522                |
| Work in process  | 4,496                   | 5,831                 |
| Raw materials and supplies                                 | 535                     | 530                   |
| Other  | 6,592                   | 5,761                 |
| Allowance for doubtful accounts                            | (288)                   | (191                  |
| Total current assets                                       | 89,235                  | 91,326                |
| Non-current assets   | *                       | ,                     |
| Property, plant and equipment                              |                         |                       |
| Buildings and structures, net                              | 20,931                  | 21,895                |
| Machinery, equipment and vehicles, net                     | 6,539                   | 6,678                 |
| Gas pipe, net  | 14,774                  | 13,604                |
| Land   | 32,750                  | 34,419                |
| Construction in progress                                   | 3,742                   | 5,103                 |
| Other, net   | 1,471                   | 1,513                 |
| Total property, plant and equipment                        | 80,210                  | 83,214                |
| Intangible assets  |                         |                       |
| Goodwill   | 401                     | 1,161                 |
| Other  | 4,168                   | 5,298                 |
| Total intangible assets                                    | 4,570                   | 6,460                 |
| Investments and other assets                               |                         |                       |
| Investment securities                                      | 10,374                  | 11,525                |
| Long-term loans receivable                                 | 1,616                   | 1,024                 |
| Retirement benefit asset                                   | 5,579                   | 5,615                 |
| Deferred tax assets  | 3,251                   | 2,044                 |
| Other  | 7,875                   | 8,226                 |
| Allowance for doubtful accounts                            | (432)                   | (427                  |
| Total investments and other assets                         | 28,265                  | 28,008                |
| Total non-current assets                                   | 113,045                 | 117,683               |
| Total assets   | 202,281                 | 209,009               |

|  | As of November 30, 2024 | As of August 31, 2025 |
|--|-------------------------|-----------------------|
| Liabilities  |                         |                       |
| Current liabilities  |                         |                       |
| Notes and accounts payable - trade                                   | 27,190                  | 20,681                |
| Electronically recorded obligations - operating                      | 3,096                   | 5,662                 |
| Short-term borrowings  | 5,990                   | 5,243                 |
| Current portion of long-term borrowings                              | 8,234                   | 8,860                 |
| Income taxes payable   | 1,577                   | 709                   |
| Provision for bonuses  | 2,549                   | 3,034                 |
| Provision for bonuses for directors (and other officers)             | 6                       | 4                     |
| Provision for warranties for completed construction                  | 53                      | 93                    |
| Provision for loss on construction contracts                         | 41                      | 93                    |
| Provision for point card certificates                                | 238                     | 235                   |
| Other  | 13,963                  | 15,257                |
| Total current liabilities  | 62,943                  | 59,876                |
| Non-current liabilities  | -                       |                       |
| Long-term borrowings   | 40,386                  | 47,900                |
| Deferred tax liabilities   | 1,156                   | 248                   |
| Provision for retirement benefits for directors (and other officers) | 171                     | 166                   |
| Provision for share-based payments                                   | 468                     | 577                   |
| Provision for repairs  | 90                      | 82                    |
| Retirement benefit liability   | 8,519                   | 8,642                 |
| Other  | 2,926                   | 2,948                 |
| Total non-current liabilities  | 53,718                  | 60,567                |
| Total liabilities  | 116,662                 | 120,444               |
| Net assets   |                         |                       |
| Shareholders' equity   |                         |                       |
| Share capital  | 8,025                   | 8,025                 |
| Capital surplus  | 25,307                  | 25,322                |
| Retained earnings  | 45,859                  | 48,653                |
| Treasury shares  | (1,231)                 | (1,205)               |
| Total shareholders' equity   | 77,959                  | 80,795                |
| Accumulated other comprehensive income                               |                         |                       |
| Valuation difference on available-for-sale securities                | 1,555                   | 2,104                 |
| Deferred gains or losses on hedges                                   | 466                     | 135                   |
| Remeasurements of defined benefit plans                              | 4,003                   | 3,749                 |
| Total accumulated other comprehensive income                         | 6,025                   | 5,989                 |
| Non-controlling interests  | 1,633                   | 1,781                 |
| Total net assets   | 85,618                  | 88,565                |
| Total liabilities and net assets                                     | 202,281                 | 209,009               |

# (2) Quarterly consolidated statement of income and quarterly consolidated statement of comprehensive income

Quarterly consolidated statement of income (cumulative)

|   |                                      | (Millions of yen)                    |
|---|--------------------------------------|--------------------------------------|
|   | Nine months ended<br>August 31, 2024 | Nine months ended<br>August 31, 2025 |
| Net sales   | 176,425                              | 186,927                              |
| Cost of sales   | 133,524                              | 140,791                              |
| Gross profit  | 42,900                               | 46,136                               |
| Selling, general and administrative expenses                  | 38,273                               | 40,045                               |
| Operating profit  | 4,626                                | 6,090                                |
| Non-operating income  |                                      |                                      |
| Interest income   | 33                                   | 56                                   |
| Dividend income   | 105                                  | 128                                  |
| Gain on valuation of derivatives                              | 559                                  | 699                                  |
| Share of profit of entities accounted for using equity method | 324                                  | 327                                  |
| Other   | 378                                  | 388                                  |
| Total non-operating income                                    | 1,401                                | 1,600                                |
| Non-operating expenses  |                                      |                                      |
| Interest expenses   | 157                                  | 272                                  |
| Other   | 81                                   | 152                                  |
| Total non-operating expenses                                  | 239                                  | 425                                  |
| Ordinary profit   | 5,789                                | 7,265                                |
| Extraordinary income  |                                      |                                      |
| Gain on sale of non-current assets                            | 99                                   | 36                                   |
| Gain on reversal of share acquisition rights                  | _                                    | 71                                   |
| Gain on sale of investment securities                         | _                                    | 3                                    |
| Total extraordinary income                                    | 99                                   | 111                                  |
| Extraordinary losses  |                                      |                                      |
| Loss on sale and retirement of non-current assets             | 151                                  | 216                                  |
| Loss on sale of investment securities                         | 6                                    | 7                                    |
| Total extraordinary losses                                    | 158                                  | 224                                  |
| Profit before income taxes                                    | 5,731                                | 7,153                                |
| Income taxes - current  | 1,246                                | 1,810                                |
| Income taxes - deferred                                       | 389                                  | 197                                  |
| Total income taxes  | 1,635                                | 2,008                                |
| Profit  | 4,095                                | 5,145                                |
| Profit attributable to non-controlling interests              | 114                                  | 109                                  |
| Profit attributable to owners of parent                       | 3,980                                | 5,035                                |
|   |                                      |                                      |

# Quarterly consolidated statement of comprehensive income (cumulative)

|  |                                      | , ,                                  |
|--|--------------------------------------|--------------------------------------|
|  | Nine months ended<br>August 31, 2024 | Nine months ended<br>August 31, 2025 |
| Profit   | 4,095                                | 5,145                                |
| Other comprehensive income                                     |                                      |                                      |
| Valuation difference on available-for-sale securities          | 445                                  | 550                                  |
| Deferred gains or losses on hedges                             | 55                                   | (330)                                |
| Remeasurements of defined benefit plans, net of tax            | (106)                                | (256)                                |
| Total other comprehensive income                               | 394                                  | (35)                                 |
| Comprehensive income   | 4,489                                | 5,109                                |
| Comprehensive income attributable to                           |                                      |                                      |
| Comprehensive income attributable to owners of parent          | 4,373                                | 4,999                                |
| Comprehensive income attributable to non-controlling interests | 115                                  | 109                                  |

# (3) Quarterly consolidated statement of cash flows

|   | Nine months ended<br>August 31, 2024 | Nine months ended<br>August 31, 2025 |
|---|--------------------------------------|--------------------------------------|
| Cash flows from operating activities  |                                      |                                      |
| Profit before income taxes  | 5,731                                | 7,153                                |
| Depreciation  | 4,928                                | 4,844                                |
| Amortization of goodwill  | 90                                   | 193                                  |
| Increase (decrease) in allowance for doubtful accounts                                      | (27)                                 | (103                                 |
| Increase (decrease) in provision for bonuses  | 346                                  | 326                                  |
| Increase (decrease) in provision for bonuses for directors (and other officers)             | (5)                                  | (1                                   |
| Increase (decrease) in provision for warranties for completed construction                  | 1                                    | 1                                    |
| Increase (decrease) in provision for loss on construction contracts                         | 10                                   | 51                                   |
| Increase (decrease) in provision for point card certificates                                | (0)                                  | (2                                   |
| Increase (decrease) in provision for retirement benefits for directors (and other officers) | 3                                    | (4                                   |
| Increase (decrease) in provision for share-based payments                                   | (63)                                 | 109                                  |
| Increase (decrease) in provision for repairs  | 16                                   | (6                                   |
| Increase (decrease) in retirement benefit liability   | 232                                  | 104                                  |
| Decrease (increase) in retirement benefit asset   | (39)                                 | (35                                  |
| Interest and dividend income  | (138)                                | (184                                 |
| Interest expenses   | 158                                  | 27                                   |
| Share of loss (profit) of entities accounted for using equity method                        | (324)                                | (32'                                 |
| Loss (gain) on valuation of derivatives   | (559)                                | (699                                 |
| Loss (gain) on sale and retirement of non-current assets                                    | (49)                                 | 34                                   |
| Loss (gain) on sale of investment securities  | 6                                    | 3                                    |
| Gain on reversal of share acquisition rights  | -                                    | (7)                                  |
| Decrease (increase) in trade receivables  | 3,018                                | 8,995                                |
| Decrease (increase) in inventories  | 1,040                                | (1,397                               |
| Increase (decrease) in trade payables   | (3,487)                              | (4,537                               |
| Increase (decrease) in long-term accounts payable - other                                   | (161)                                | (3                                   |
| Other, net  | 514                                  | (663                                 |
| Subtotal  | 11,239                               | 14,052                               |
| Interest and dividends received   | 169                                  | 219                                  |
| Interest paid   | (154)                                | (259                                 |
| Income taxes paid   | (1,076)                              | (2,626                               |
| Net cash provided by (used in) operating activities   | 10,178                               | 11,385                               |

|   |                                      | (Millions of yell)                   |
|---|--------------------------------------|--------------------------------------|
|   | Nine months ended<br>August 31, 2024 | Nine months ended<br>August 31, 2025 |
| Cash flows from investing activities                      |                                      |                                      |
| Purchase of property, plant and equipment                 | (8,892)                              | (8,479)                              |
| Proceeds from sale of property, plant and equipment       | 469                                  | 588                                  |
| Purchase of intangible assets                             | (1,327)                              | (1,544)                              |
| Purchase of investment securities                         | (355)                                | (149)                                |
| Proceeds from sale of investment securities               | 144                                  | 140                                  |
| Proceeds from purchase of shares of subsidiaries          | 100                                  |                                      |
| resulting in change in scope of consolidation             | 100                                  | _                                    |
| Purchase of shares of subsidiaries resulting in change in |                                      | (1,670)                              |
| scope of consolidation                                    | _                                    | (1,070)                              |
| Loan advances   | (20)                                 | (10)                                 |
| Proceeds from collection of loans receivable              | 615                                  | 669                                  |
| Other, net  | 73                                   | (117)                                |
| Net cash provided by (used in) investing activities       | (9,191)                              | (10,573)                             |
| Cash flows from financing activities                      |                                      |                                      |
| Net increase (decrease) in short-term borrowings          | (1,758)                              | (929)                                |
| Proceeds from long-term borrowings                        | 10,309                               | 13,520                               |
| Repayments of long-term borrowings                        | (5,926)                              | (6,518)                              |
| Purchase of treasury shares                               | (0)                                  | (0)                                  |
| Proceeds from sale of treasury shares                     | 153                                  | 26                                   |
| Dividends paid  | (1,708)                              | (2,170)                              |
| Dividends paid to non-controlling interests               | (5)                                  | (6)                                  |
| Purchase of shares of subsidiaries not resulting in       | (3)                                  | (6)                                  |
| change in scope of consolidation                          | (3)                                  | (0)                                  |
| Repayments of finance lease liabilities                   | (244)                                | (215)                                |
| Net cash provided by (used in) financing activities       | 814                                  | 3,699                                |
| Net increase (decrease) in cash and cash equivalents      | 1,802                                | 4,511                                |
| Cash and cash equivalents at beginning of period          | 22,547                               | 26,024                               |
| Cash and cash equivalents at end of period                | 24,349                               | 30,536                               |
|   |                                      |                                      |

# (4) Notes to quarterly consolidated financial statements Notes on changes in accounting policies

Application of the "Accounting Standard for Current Income Taxes," etc.

The Company has applied the "Accounting Standard for Current Income Taxes" (Accounting Standards Board of Japan (ASBJ) Statement No. 27, October 28, 2022; the "Revised Accounting Standard of 2022"), etc. from the beginning of the first quarter of the current fiscal year.

Revisions to categories for recording current income taxes (taxation on other comprehensive income) conform to the transitional treatment in the proviso of paragraph 20-3 of the Revised Accounting Standard of 2022 and to the transitional treatment in the proviso of paragraph 65-2 (2) of the "Guidance on Accounting Standard for Tax Effect Accounting" (ASBJ Guidance No. 28, October 28, 2022; the "Revised Guidance of 2022"). This change in accounting policies has no impact on the quarterly consolidated financial statements.

In addition, for changes related to the revised treatment in consolidated financial statements when a gain or loss on sale arising from the sale of shares of subsidiaries, etc. among consolidated companies is deferred for tax purposes, the Revised Guidance of 2022 has been applied from the beginning of the first quarter of the current fiscal year. This change in accounting policies has been applied retrospectively, and is reflected in the quarterly consolidated financial statements for the same period of the previous fiscal year and the consolidated financial statements for the previous fiscal year. This change in accounting policies has no impact on the quarterly consolidated financial statements for the same period of the previous fiscal year and the consolidated financial statements for the previous fiscal year.

# Notes on segment information, etc.

- I For the nine months ended August 31, 2024
  - 1. Disclosure of sales and profit (loss) for each reportable segment and disaggregation of revenue

|   | Reportable segments               |                                    |                  |                                 |                                |
|---|-----------------------------------|------------------------------------|------------------|---------------------------------|--------------------------------|
|   | Energy &<br>Solutions<br>business | Engineering & Maintenance business | Housing business | Car Life<br>Support<br>business | Animal Health<br>Care business |
| Net sales   |                                   |                                    |                  |                                 |                                |
| City gas  | 34,456                            | _                                  | -                | _                               | _                              |
| LP gas  | 22,414                            | _                                  | -                | _                               | -                              |
| Electric power  | 11,418                            | _                                  | _                | _                               | _                              |
| Civil engineering work,<br>construction work, equipment<br>work | _                                 | 22,120                             | _                | _                               | _                              |
| Housing, construction materials                                 | _                                 | _                                  | 24,179           | _                               | _                              |
| Automotive sales and maintenance                                | _                                 | _                                  | _                | 12,074                          | _                              |
| Veterinary medical products                                     | _                                 | _                                  | -                | _                               | 19,360                         |
| Lease, sale and purchase, and brokerage of real estate, hotel   | _                                 | _                                  | _                | _                               | _                              |
| Other   | 23,318                            | _                                  | _                | _                               | _                              |
| Revenue from contracts with customers                           | 91,607                            | 22,120                             | 24,179           | 12,074                          | 19,360                         |
| Other revenue (Note 4)  | -                                 | _                                  | _                | -                               | _                              |
| Sales to external customers                                     | 91,607                            | 22,120                             | 24,179           | 12,074                          | 19,360                         |
| Intersegment sales or transfers                                 | 1,676                             | 4,001                              | 12               | 5                               | 0                              |
| Total   | 93,284                            | 26,121                             | 24,192           | 12,080                          | 19,361                         |
| Segment profit (loss)   | 3,406                             | 1,822                              | (91)             | (270)                           | 99                             |

|   | Reportable          | e segments | Other    | Total   | Adjustment (Note 2) | Consolidated (Note 3) |
|---|---------------------|------------|----------|---------|---------------------|-----------------------|
|   | Properties business | Total      | (Note 1) |         |                     |                       |
| Net sales   |                     |            |          |         |                     |                       |
| City gas  | _                   | 34,456     | _        | 34,456  | _                   | 34,456                |
| LP gas  | _                   | 22,414     | _        | 22,414  | _                   | 22,414                |
| Electric power  | _                   | 11,418     | _        | 11,418  | _                   | 11,418                |
| Civil engineering work,<br>construction work, equipment<br>work | _                   | 22,120     | _        | 22,120  | _                   | 22,120                |
| Housing, construction materials                                 | _                   | 24,179     | _        | 24,179  | =                   | 24,179                |
| Automotive sales and maintenance                                | _                   | 12,074     | _        | 12,074  | _                   | 12,074                |
| Veterinary medical products                                     | _                   | 19,360     | _        | 19,360  | _                   | 19,360                |
| Lease, sale and purchase, and brokerage of real estate, hotel   | 5,751               | 5,751      | _        | 5,751   | _                   | 5,751                 |
| Other   | _                   | 23,318     | 1,032    | 24,350  | 127                 | 24,478                |
| Revenue from contracts with customers                           | 5,751               | 175,093    | 1,032    | 176,126 | 127                 | 176,253               |
| Other revenue (Note 4)  | _                   | =          | 171      | 171     | =                   | 171                   |
| Sales to external customers                                     | 5,751               | 175,093    | 1,204    | 176,297 | 127                 | 176,425               |
| Intersegment sales or transfers                                 | 374                 | 6,071      | 1,471    | 7,543   | (7,543)             | _                     |
| Total   | 6,125               | 181,165    | 2,676    | 183,841 | (7,415)             | 176,425               |
| Segment profit (loss)   | 51                  | 5,018      | 26       | 5,044   | (417)               | 4,626                 |

(Notes) 1. The "other" category represents operating segments that are not included in reportable segments, and includes manufacturing auto parts, installment sale and lease.

- 2. Adjustment to segment profit (loss) of \(\frac{\pmathbf{4}}{(417)}\) million includes intersegment eliminations of \(\frac{\pmathbf{7}}{774}\) million and corporate expenses of \(\frac{\pmathbf{4}}{(1,192)}\) million. Corporate expenses are mainly general and administrative expenses, which are not attributable to the reportable segments.
- 3. Segment profit (loss) was adjusted with operating profit in the quarterly consolidated statement of income.
- 4. "Other revenue" includes revenue on lease, etc.
  - 2. Disclosure of impairment losses on non-current assets or goodwill for each reportable segment

Not applicable.

- II For the nine months ended August 31, 2025
  - 1. Disclosure of sales and profit (loss) for each reportable segment and disaggregation of revenue

|   | Reportable segments               |                                    |                  |                                 |                                |
|---|-----------------------------------|------------------------------------|------------------|---------------------------------|--------------------------------|
|   | Energy &<br>Solutions<br>business | Engineering & Maintenance business | Housing business | Car Life<br>Support<br>business | Animal Health<br>Care business |
| Net sales   |                                   |                                    |                  |                                 |                                |
| City gas  | 34,549                            | _                                  | -                | _                               | _                              |
| LP gas  | 22,331                            | _                                  | -                | _                               | _                              |
| Electric power  | 11,655                            | _                                  | - 1              | _                               | _                              |
| Civil engineering work,<br>construction work, equipment<br>work | _                                 | 25,686                             | _                | _                               | _                              |
| Housing, construction materials                                 | -                                 | _                                  | 24,420           | _                               | _                              |
| Automotive sales and maintenance                                | -                                 | _                                  | _                | 13,179                          | _                              |
| Veterinary medical products                                     | _                                 | _                                  | _                | _                               | 17,862                         |
| Lease, sale and purchase, and brokerage of real estate, hotel   | _                                 | _                                  | _                | _                               | _                              |
| Other   | 24,475                            | _                                  | 6,677            | _                               | _                              |
| Revenue from contracts with customers                           | 93,012                            | 25,686                             | 31,098           | 13,179                          | 17,862                         |
| Other revenue (Note 4)  | _                                 | -                                  | -                | _                               | -                              |
| Sales to external customers                                     | 93,012                            | 25,686                             | 31,098           | 13,179                          | 17,862                         |
| Intersegment sales or transfers                                 | 1,991                             | 3,302                              | 9                | 6                               | 2                              |
| Total   | 95,004                            | 28,989                             | 31,108           | 13,185                          | 17,865                         |
| Segment profit (loss)   | 4,633                             | 2,717                              | 214              | (807)                           | (319)                          |

|   | Reportable          | e segments | Other    |         | Adjustment | Consolidated |
|---|---------------------|------------|----------|---------|------------|--------------|
|   | Properties business | Total      | (Note 1) | Total   | (Note 2)   | (Note 3)     |
| Net sales   |                     |            |          |         |            |              |
| City gas  | _                   | 34,549     | _        | 34,549  | _          | 34,549       |
| LP gas  | _                   | 22,331     | _        | 22,331  | _          | 22,331       |
| Electric power  | _                   | 11,655     | _        | 11,655  | _          | 11,655       |
| Civil engineering work,<br>construction work, equipment<br>work | _                   | 25,686     | _        | 25,686  | _          | 25,686       |
| Housing, construction materials                                 | _                   | 24,420     | _        | 24,420  | _          | 24,420       |
| Automotive sales and maintenance                                | _                   | 13,179     | _        | 13,179  | _          | 13,179       |
| Veterinary medical products                                     | _                   | 17,862     | _        | 17,862  | _          | 17,862       |
| Lease, sale and purchase, and brokerage of real estate, hotel   | 4,992               | 4,992      | _        | 4,992   | _          | 4,992        |
| Other   | _                   | 31,152     | 740      | 31,893  | 152        | 32,045       |
| Revenue from contracts with customers                           | 4,992               | 185,831    | 740      | 186,571 | 152        | 186,724      |
| Other revenue (Note 4)  | _                   | II         | 203      | 203     | _          | 203          |
| Sales to external customers                                     | 4,992               | 185,831    | 943      | 186,774 | 152        | 186,927      |
| Intersegment sales or transfers                                 | 384                 | 5,698      | 1,702    | 7,400   | (7,400)    | _            |
| Total   | 5,376               | 191,529    | 2,645    | 194,175 | (7,247)    | 186,927      |
| Segment profit (loss)   | 63                  | 6,502      | 14       | 6,516   | (425)      | 6,090        |

(Notes) 1. The "other" category represents operating segments that are not included in reportable segments, and includes manufacturing auto parts, installment sale and lease.

- 2. Adjustment to segment profit (loss) of \(\pm\)(425) million includes intersegment eliminations of \(\pm\)893 million and corporate expenses of \(\pm\)(1,319) million. Corporate expenses are mainly general and administrative expenses, which are not attributable to the reportable segments.
- 3. Segment profit (loss) was adjusted with operating profit in the quarterly consolidated statement of income.
- 4. "Other revenue" includes revenue on lease, etc.
  - 2. Disclosure of impairment losses on non-current assets or goodwill for each reportable segment

(Significant changes in the amount of goodwill)

In "Housing business," goodwill increased by ¥918 million since the Company acquired shares of YASUE Corp. and made it a consolidated subsidiary of the Company.

## Notes on significant changes in the amount of shareholders' equity

Not applicable.

#### Notes on uncertainties of entity's ability to continue as going concern

Not applicable.

## Significant changes in the scope of consolidation during the period

In the first quarter of the current fiscal year, the Company acquired shares of YASUE Corp. and as a result, YASUE Corp. and its four subsidiaries have been included in the scope of consolidation.

#### Notes on business combinations

(Acquisition of shares of YASUE Corp.)

1. Outline of business combination

(1) Name and business activities of the acquired company

Name YASUE Corp. and other four companies

Business Activities Home reform and renovation, development and sales of

original construction materials, design and construction of custom-built houses, sale and purchase and brokerage of real

estate, etc.

#### (2) Main reason for business combination

In the fifth medium-term management plan (from the fiscal year ended November 30, 2023 to the fiscal year ending November 30, 2025), the Group is focusing on service and business development and transformation of the business format as key strategies to achieve dramatic growth in the Life Creative Business Unit, which is centered on housing and daily living related businesses. The main areas of the Group are the Higashi Mikawa and Hamamatsu regions, and in the housing-related business, we are engaged in contracting of custom-built homes, sale of lot houses, contracting of building renovations, sale and purchase, lease, brokerage and management of real estate, and processing and sale of housing components and materials, among others, and in particular, we are focusing on the construction and promotion of a stock business model for existing housing. As YASUE Corp. has a high level of expertise in the field of home renovation and is expanding its business in western Japan centered on the Nagoya and Owari regions, the Company has determined that YASUE Corp. is a partner that is highly complementary to the Group in terms of business areas, and that it will contribute to the realization of the Group's strategy.

Moreover, in order to quickly improve the system for dealing with customers and the quality and efficiency of the business, and to aim for business expansion with both companies working as one, the Company deemed it necessary to develop flexible and agile measures under a consistent management policy, and therefore the Company acquired the shares of YASUE and made it a consolidated subsidiary.

(3) Date of business combination

December 26, 2024 (deemed acquisition date: December 1, 2024)

(4) Period of the acquired company's financial results included in the consolidated financial statements

Since the deemed acquisition date is December 1, 2024, financial results in the period from December 1, 2024 to August 31, 2025 are included.

(5) Legal form of business combination

Share acquisition in consideration for cash

(6) Name of company after combination

There is no change in the name of company after combination.

(7) Ratio of voting rights acquired

| Ratio of voting rights acquired on the business                 | 04.460/ |
|---|---------|
| combination date  | 94.46%  |
| Ratio of voting rights additionally acquired by demand for sale | 5.54%   |
| Ratio of voting rights after the acquisition                    | 100.00% |

(Note) On January 14, 2025, the Company made a demand to sell all the shares of YASUE Corp. based on Article 179, paragraph (1) of the Companies Act to non-controlling shareholders excluding the said company. Following the approval of the said company's Board of Directors, it became a wholly owned subsidiary of the Company on February 14, 2025.

(8) Main reason for deciding the acquiring company

The Company is the acquiring company as it acquired the shares in consideration for cash.

- 2. Acquisition cost for the acquired company and components thereof by consideration type
  - (1) Consideration for acquisition

| Consideration for acquisition | Cash | ¥3,641 million |
|-------------------------------|------|----------------|
| Acquisition cost              |      | ¥3,641 million |

The amount shown above represents the total of \$3,439 million of consideration for the acquisition related to shares acquired as of December 26, 2024 through the takeover bid, and \$201 million of consideration for the acquisition related to shares acquired as of February 14, 2025 by the demand for sale of shares.

(2) Details and amounts of major acquisition-related expenses

Advisory fees, etc.

¥311 million

- 3. Amount of goodwill recognized, reason for recognition, amortization method and amortization period
  - (1) Amount of goodwill recognized

¥918 million

Though the provisional accounting treatment was applied for the first quarter of the current fiscal year, the allocation of acquisition cost has been completed in the six months ended May 31, 2025.

(2) Reason for recognition

It arose due to future excess earnings power expected from business development going forward.

(3) Method and period of amortization

Straight-line method over seven years

4. Amount of assets to be received and liabilities to be assumed on the date of business combination, and main components thereof

|                         | (Millions of yen) |
|-------------------------|-------------------|
| Current assets          | 4,276             |
| Non-current assets      | 1,599             |
| Total assets            | 5,875             |
| Current liabilities     | 2,446             |
| Non-current liabilities | 916               |
| Total liabilities       | 3,363             |

# 5. Allocation of acquisition cost

| Туре                                    | Amount       | Amortization period |
|---|--------------|---------------------|
| Intangible assets related to trademarks | ¥652 million | 7 years             |

# Notes on significant events after reporting period

Not applicable.