# Consolidated Financial Results for the Six Months Ended September 30, 2023 [Japanese GAAP] 

Company name: Menicon Co., Ltd.
Stock exchange listing: Tokyo, Nagoya
Code number: 7780
URL: https://www.menicon.com
Representative: Koji Kawaura
President and COO
Senior Executive Officer, Corporate Management, CFO
Contact: Motonari Watanabe
Phone: +81-52-935-1515
Scheduled date of filing quarterly securities report: November 13, 2023
Scheduled date of commencing dividend payments: -
Availability of supplementary briefing material on quarterly financial results: Yes
Schedule of quarterly financial results briefing session: Yes
(Amounts of less than one million yen are rounded down.)

1. Consolidated Financial Results for the Six Months Ended September 30, 2023 (April 1, 2023 to September 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 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Six months ended | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% |
| September 30, 2023 | 58,126 | 7.4 | 5,253 | (23.5) | 4,952 | (24.9) | 3,321 | (22.1) |
| September 30, 2022 | 54,129 | 11.8 | 6,870 | 35.8 | 6,597 | 30.4 | 4,263 | 25.3 |



|  | Basic earnings <br> per share |  | Diluted earnings per <br> share |  |
| :--- | ---: | ---: | ---: | :---: |
| Six months ended |  | Yen | Yen |  |
| September 30, 2023 | 43.69 | 40.35 |  |  |
| September 30, 2022 | 56.23 | 51.90 |  |  |

(2) Consolidated Financial Position

2. Dividends

|  | Annual dividends |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 1 \mathrm{st} \\ \text { quarter-end } \end{gathered}$ | 2nd quarter-end | 3rd quarter-end | Year-end | Total |
| Fiscal year ended March 31, 2023 | Yen | $\begin{array}{r} \hline \text { Yen } \\ 0.00 \end{array}$ | Yen | $\begin{array}{r} \text { Yen } \\ 25.00 \end{array}$ | $\begin{array}{r} \text { Yen } \\ 25.00 \end{array}$ |
| Fiscal year ending March 31, 2024 | - | 0.00 |  |  |  |
| Fiscal year ending March 31, 2024 (Forecast) |  |  | - | 25.00 | 25.00 |

(Note) Revision to the forecast for dividends announced most recently:
None
3. Consolidated Financial Results Forecast for the Fiscal Year Ending March 31, 2024(April 1, 2023 to March 31, 2024)
(\% indicates changes from the previous corresponding period.)

|  | Net sales |  | Operating profit |  | Ordinary profit |  | Profit attributable to owners of parent |  | Basic earnings per share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Full year | $\begin{gathered} \text { Millions of yen } \\ 116,000 \end{gathered}$ | 5.3 | Millions of yen 12,300 | 2.0 | $\begin{array}{\|c\|} \hline \text { Millions of yen } \\ 12,000 \end{array}$ | 2.1 | $\begin{gathered} \text { Millions of yen } \\ 7,600 \end{gathered}$ | 3.0 | $\begin{array}{r} \text { Yen } \\ 99.89 \\ \hline \end{array}$ |

(Note) Revision to the financial results forecast announced most recently: None

* Notes:
(1) Changes in significant subsidiaries during the six months ended September 30, 2023
(changes in specified subsidiaries resulting in changes in scope of consolidation): None
(2) Accounting policies adopted specially for the preparation of quarterly consolidated financial statements: None
(3) Changes in accounting policies, changes in accounting estimates and retrospective restatement

1) Changes in accounting policies due to the revision of accounting standards: None
2) Changes in accounting policies other than 1) above: None
3) Changes in accounting estimates: None
4) Retrospective restatement: None
(4) Total number of issued shares (common shares)
5) Total number of issued shares at the end of the period (including treasury shares):

| September 30, 2023: | $76,624,388$ shares |
| :--- | :--- |
| March 31, 2023: | $76,527,888$ shares |

2) Number of treasury shares at the end of the period:
September 30, 2023: 487,691 shares March 31, 2023: 553,319 shares
3) Average number of shares outstanding during the period: Six months ended September 30, 2023: 76,034,036 shares Six months ended September 30, 2022: 75,817,774 shares
(Note) The Company's shares held by "Stock Benefit Trust (Employee Shareholder Association Purchase-Type)" are included in treasury shares, which are used in calculating the total number of treasury shares at the end of the period and deducted in calculating the average number of shares during the period.

* This summary of financial results is exempt from audit procedures.
* Explanation regarding appropriate use of business results forecasts and other special instructions
- Forecasts regarding future performance presented in this material include the outlook for the future, assumptions on which the plan is based, and projections as of the date of announcement of this material. Actual results may differ from the forecasts presented in this material due to various factors.
- For matters concerning the forecast of business results, please refer to "1. Qualitative Information on Quarterly Financial Results for the Period under Review (3) Explanation of Consolidated Business Results Forecast and Other Forward-looking Information" on Page 5 of the appendix.


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## 1. Qualitative Information on Quarterly Financial Results for the Period under Review <br> (1) Explanation of Business Results

Under the slogan "New vision of "Miru' for the world," laid out in the current medium-term management plan, "Vision 2030," we are forging ahead with growth strategies designed to realize "increasing overseas sales," "increasing sales of daily disposable contact lenses," "further expanding MELS Plan," and "expanding the healthcare and life care business."

Performances in each business are as follows.
[Domestic Vision Care Business]
The domestic contact lens market is seeing demand growing due mainly to an increase in occasions to go out as restrictions on movements were relaxed. On the back of an increase in the myopic population and other factors, demand for daily disposable contact lenses maintains strong growth momentum, while demand for bifocal contact lenses also continues to expand due to the aging of existing users.
According to the Group's policy, in the Domestic Vision Care Business, we are aiming to expand the market share of daily disposal contact lenses, increase the number of MELS Plan members, and have our customers became loyal customers. In some lines of daily disposable contact lenses, our growth category, although the supply has remained insufficient to meet the growth in demand, we have been working to expand the supply capacities through capital investment and other measures.
As for the MELS Plan, we implemented a membership campaign to increase new members of MELS Plan for daily disposable contact lenses in time for the summer demand season, promotional activities targeting younger customers for "Magic," a product that uses less plastic and is environmentally friendly, and expanded the number of MELS Plan partner stores, in a bid to increase the number of MELS Plan members. As a result, the MELS Plan's membership count reached 1.35 million as of September 30, 2023.

For the care products, we launched "epica Smart clean," a hydrogen peroxide-type disinfectant for soft type of contact lenses and sales remained strong. Since the proportion of hydrogen peroxide-type disinfectants used in the market is increasing year by year and is expected to continue to grow, we focus on further sales expansion as one of our main care products.

## [Overseas Vision Care Business]

The overseas contact lens market demand continues to be on the rise overall, although it is subject to prolonged global inflation and the destabilization of the supply chain.
According to the policy of "increasing overseas sales" as proclaimed in the medium-term management plan, "Vision 2030," the Overseas Vision Care Business is expediting its growth strategies through business activities that cater to the different demands in different regions.
In China, the consumption of contact lens-related products showed a recovery trend as the impact of COVID-19 infections was mitigated. In the Chinese market, with the main policy to strengthen sales of orthokeratology lenses and care products, we launched "Menicon Z Night," the second orthokeratology lens from the Group there. We are currently striving to expand its sales by, for example, organizing new product announcements for medical professionals and distributors in key cities.

In Europe and North America, demand for contact lenses and care products continues to expand. In these markets, we forged ahead with the development of new distribution channels and the strengthening of relationships with existing ones in order to expand business there, while introducing our private-label products to major mass retailers and mounting an effort to encourage them to switch from other brands, in a bid to expand sales of disposable contact lenses and care products.

## [Other Businesses]

The healthcare and life care businesses are working on taking up the challenge to enter new areas that create health support and joy for people through the five senses.
For the food business and composting-related business, we focused on the expansion of sales channels mainly outside of Japan. For the food business, we are continuously engaged in sales activities mainly for made-in-Japan products in the Asia region, whose sales grew steadily. In the supplement business, we added new products focused on the life support area, including Femtech-related products and have strived to expand sales.

As a result of these efforts, the Group's consolidated business results for the six months ended September 30, 2023 were as follows.
Net sales increased by $7.4 \%$ year on year to $¥ 58,126$ million due to steady overseas sales in Europe and elsewhere. Operating profit decreased by $23.5 \%$ year on year to $¥ 5,253$ million mainly due to an increase in investment expenses for preparation of new plant operations, reinforcement of new product development, and strengthening of the sales systems. Ordinary profit decreased by $24.9 \%$ year on year to $¥ 4,952$ million mainly due to increases in interest expenses and bond issuance costs. As a result of the above factors, profit attributable to owners of parent decreased by $22.1 \%$ year on year to $¥ 3,321$ million.

The increase in the investment expenses was in line with our schedule and will contribute to the realization of the Group's "Vision 2030" and the enhancement of our competitive edge over the long term. In addition, the consolidated business results forecast for the full year ending March 31, 2024 is unchanged from the forecast announced on May 15, 2023.

Business results by segment are as follows.

## 1) Vision Care Business

Sales of the Vision Care Business were $¥ 53,037$ million, an increase of $5.0 \%$ year on year. Segment profit was $¥ 8,437$ million, a decrease of $9.2 \%$ year on year. The details are as follows.
Sales of the Vision Care Business increased by $¥ 2,545$ million year on year. Overseas sales increased by $¥ 1,883$ million, mainly owing to sales of daily disposable contact lenses in Europe and North America and orthokeratology lenses in China performing briskly. Domestic sales increased by $¥ 662$ million, mainly due to growth in the membership of MELS Plan for daily disposable contact lenses, which have higher average spending per customer.
Segment profit decreased by $¥ 858$ million year on year, mainly due to an increase in investment expenses for preparation of new plant operations, reinforcement of new product development, and strengthening of the sales systems.

## 2) Other

Sales of Other business were $¥ 5,088$ million for the six months ended September 30, 2023, an increase of $39.9 \%$ year on year, due mainly to an increase in overseas sales in the food business. Segment loss was $¥ 512$ million, compared with a segment loss of $¥ 309$ million for the same period of the previous year.

## (2) Explanation of Financial Position

(Assets)
Total assets at the end of the second quarter of the fiscal year under review were $¥ 175,379$ million, having increased by $¥ 22,857$ million from the end of the previous fiscal year. Current assets increased by $¥ 10,209$ million to $¥ 87,910$ million mainly owing to an increase in cash and deposits resulting from the issuance of bonds. Non-current assets increased by $¥ 12,647$ million to $¥ 87,468$ million primarily due to investment related to the construction of a manufacturing facility in Menicon Malaysia in order to expand the product capacity for daily disposable contact lenses.
(Liabilities and net assets)
Liabilities increased by $¥ 18,144$ million from the end of the previous fiscal year to $¥ 96,000$ million mainly due to the issuance of bonds.
Net assets increased by $¥ 4,712$ million from the end of the previous fiscal year to $¥ 79,378$ million mainly due to the recording of profit attributable to owners of parent and an increase in foreign currency translation adjustment related to overseas subsidiaries as a result of yen depreciation. As a result, the capital adequacy ratio was $44.0 \%$.
(Status of Cash Flows)
Cash and cash equivalents at the end of the six months ended September 30, 2023 were $¥ 49,469$ million, having increased by $¥ 8,804$ million or $21.7 \%$ from the end of the previous fiscal year.

1) Cash flows from operating activities

Net cash provided by operating activities amounted to $¥ 5,269$ million, compared with net cash provided by operating activities amounting to $¥ 7,012$ million in the same period of the previous year, mainly due to the profit before income taxes and depreciation.
2) Cash flows from investing activities

Net cash used in investing activities amounted to $¥ 13,614$ million, compared with net cash used in investing activities amounting to $¥ 8,506$ million in the same period of the previous year, mainly due to investment related to the construction of a manufacturing facility for daily disposable contact lenses at Menicon Malaysia Sdn. Bhd.
3) Cash flows from financing activities

Net cash provided by financing activities amounted to $¥ 16,181$ million, compared with net cash provided in financing activities amounting to $¥ 10,986$ million in the same period of the previous year, mainly due to cash inflow resulting from the issuance of bonds.
(3) Explanation of Consolidated Business Results Forecast and Other Forward-looking Information

Business results for the six months ended September 30, 2023 saw net sales and gross profit generally steady relative to the consolidated business results forecast for the full year ending March 31, 2024. In China, as the impact of COVID-19 infections was mitigated, sales of orthokeratology lens-related products recovered. In Europe and North America, sales of disposable contact lenses and care products expanded. Operating profit showed low rate of progress due to an increase in selling, general and administrative expenses, including investment expenses for the preparation of new plant operations, reinforcement of new product development, and strengthening of the sales systems.
From the third quarter of the fiscal year ending March 31, 2024 and beyond, we expect the number of MELS Plan members to increase in Japan and the sales volume to rise in Europe and North America as we strengthen the production system for the growth category of daily disposable contact lenses. In addition, we expect sales of the Vision Care Business to grow, given the impact of price revision for MELS Plan monthly subscription and other fees, as well as for lenses and care products for sale, in Japan. The cost of sales ratio is expected to improve, mainly due to increased sales in the Vision Care Business, and the profit margin is expected to improve for the full year ending March 31, 2024 if we put selling, general and administrative expenses to efficient use on growing sales.
Because we plan to revise prices in order, its impact on the performance for the fiscal year under review is limited. The impact of the price revision on demand and the impact of changes in the economic trends in China and other factors remain uncertain. As such, the consolidated business results forecast for the full year ending March 31, 2024 is unchanged from the forecast announced on May 15, 2023.
2. Quarterly Consolidated Financial Statements and Notes
(1) Quarterly Consolidated Balance Sheets

| Assets |  |  |
| :---: | :---: | :---: |
| Current assets |  |  |
| Cash and deposits | 41,249 | 49,836 |
| Notes and accounts receivable - trade | 12,411 | 13,504 |
| Securities | 36 | 18 |
| Merchandise and finished goods | 12,746 | 13,163 |
| Work in process | 1,267 | 1,412 |
| Raw materials and supplies | 3,404 | 3,905 |
| Other | 6,746 | 6,190 |
| Allowance for doubtful accounts | (161) | (122) |
| Total current assets | 77,701 | 87,910 |
| Non-current assets |  |  |
| Property, plant and equipment |  |  |
| Buildings and structures | 28,137 | 32,060 |
| Accumulated depreciation | $(12,796)$ | $(13,516)$ |
| Buildings and structures, net | 15,340 | 18,544 |
| Machinery, equipment and vehicles | 29,599 | 31,367 |
| Accumulated depreciation | $(19,275)$ | $(20,549)$ |
| Machinery, equipment and vehicles, net | 10,324 | 10,817 |
| Tools, furniture and fixtures | 10,367 | 10,889 |
| Accumulated depreciation | $(8,707)$ | $(9,059)$ |
| Tools, furniture and fixtures, net | 1,659 | 1,829 |
| Land | 4,996 | 4,850 |
| Leased assets | 2,217 | 2,220 |
| Accumulated depreciation | (742) | (852) |
| Leased assets, net | 1,474 | 1,368 |
| Right of use assets | 7,110 | 7,667 |
| Accumulated depreciation | $(2,973)$ | $(3,566)$ |
| Right of use assets, net | 4,136 | 4,100 |
| Construction in progress | 19,163 | 27,856 |
| Other | 46 | 46 |
| Accumulated depreciation | - | - |
| Other, net | 46 | 46 |
| Total property, plant and equipment | 57,143 | 69,415 |
| Intangible assets |  |  |
| Goodwill | 2,368 | 2,210 |
| Patent right | 357 | 313 |
| Other | 8,744 | 8,651 |
| Total intangible assets | 11,470 | 11,175 |
| Investments and other assets |  |  |
| Investment securities | 499 | 639 |
| Deferred tax assets | 2,567 | 2,929 |
| Other | 3,140 | 3,309 |
| Allowance for doubtful accounts | (0) | (0) |
| Total investments and other assets | 6,207 | 6,878 |
| Total non-current assets | 74,821 | 87,468 |
| Total assets | 152,522 | 175,379 |


| Liabilities |  |  |
| :---: | :---: | :---: |
| Current liabilities |  |  |
| Notes and accounts payable - trade | 5,609 | 6,084 |
| Short-term borrowings | 126 | 183 |
| Current portion of bonds payable | 726 | 396 |
| Current portion of long-term borrowings | 1,488 | 1,328 |
| Lease liabilities | 1,301 | 1,403 |
| Accounts payable - other | 5,517 | 3,408 |
| Income taxes payable | 1,506 | 1,766 |
| Provision for bonuses | 1,967 | 1,927 |
| Provision for point card certificates | 24 | 27 |
| Other | 6,084 | 6,808 |
| Total current liabilities | 24,352 | 23,334 |
| Non-current liabilities |  |  |
| Bonds payable | 16,500 | 36,416 |
| Convertible-bond-type bonds with share acquisition rights | 22,936 | 22,954 |
| Long-term borrowings | 5,936 | 5,165 |
| Lease liabilities | 4,566 | 4,361 |
| Long-term accounts payable - other | 1,232 | 1,243 |
| Retirement benefit liability | 720 | 754 |
| Deferred tax liabilities | 1,258 | 1,422 |
| Asset retirement obligations | 115 | 112 |
| Other | 236 | 235 |
| Total non-current liabilities | 53,503 | 72,666 |
| Total liabilities | 77,856 | 96,000 |
| Net assets |  |  |
| Shareholders' equity |  |  |
| Share capital | 5,487 | 5,517 |
| Capital surplus | 7,275 | 7,305 |
| Retained earnings | 58,127 | 59,546 |
| Treasury shares | (919) | (625) |
| Total shareholders' equity | 69,971 | 71,743 |
| Accumulated other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | 122 | 227 |
| Foreign currency translation adjustment | 2,366 | 5,148 |
| Total accumulated other comprehensive income | 2,489 | 5,375 |
| Share acquisition rights | 2,153 | 2,206 |
| Non-controlling interests | 52 | 53 |
| Total net assets | 74,665 | 79,378 |
| Total liabilities and net assets | 152,522 | 175,379 |

(2) Quarterly Consolidated Statements of Income and Comprehensive Income Quarterly Consolidated Statements of Income (For the six months)

|  | For the six months ended September 30, 2022 | For the six months ended September 30, 2023 |
| :---: | :---: | :---: |
| Net sales | 54,129 | 58,126 |
| Cost of sales | 24,896 | 27,674 |
| Gross profit | 29,233 | 30,451 |
| Selling, general and administrative expenses | 22,363 | 25,197 |
| Operating profit | 6,870 | 5,253 |
| Non-operating income |  |  |
| Interest income | 14 | 29 |
| Dividend income | 7 | 7 |
| Subsidy income | 20 | 31 |
| Other | 150 | 120 |
| Total non-operating income | 192 | 188 |
| Non-operating expenses |  |  |
| Interest expenses | 181 | 274 |
| Bond issuance costs | 79 | 101 |
| Share of loss of entities accounted for using equity method | 11 | 11 |
| Foreign exchange losses | 172 | 71 |
| Other | 20 | 30 |
| Total non-operating expenses | 465 | 490 |
| Ordinary profit | 6,597 | 4,952 |
| Extraordinary income |  |  |
| Gain on sale of non-current assets | 0 | 99 |
| Total extraordinary income | 0 | 99 |
| Extraordinary losses |  |  |
| Loss on retirement of non-current assets | 6 | 18 |
| Other | 1 | 0 |
| Total extraordinary losses | 7 | 18 |
| Profit before income taxes | 6,590 | 5,033 |
| Income taxes - current | 2,435 | 1,986 |
| Income taxes - deferred | (109) | (276) |
| Total income taxes | 2,326 | 1,710 |
| Profit | 4,264 | 3,323 |
| Profit attributable to non-controlling interests | 1 | 1 |
| Profit attributable to owners of parent | 4,263 | 3,321 |

Quarterly Consolidated Statements of Comprehensive Income (For the six months)
(Millions of yen)

|  | For the six months <br> ended September 30, 2022 | For the six months <br> ended September 30, 2023 |
| :--- | ---: | ---: | ---: |
| Profit | 4,264 | 3,323 |
| Other comprehensive income | $(3)$ | 105 |
| Valuation difference on available-for-sale securities | 1,746 | 2,779 |
| Foreign currency translation adjustment |  |  |
| Share of other comprehensive income of entities <br> accounted for using equity method | 31 | 2 |
| Total other comprehensive income | 1,774 | 2,887 |
| Comprehensive income | 6,039 | 6,210 |
| Comprehensive income attributable to |  |  |
| Comprehensive income attributable to owners of <br> parent <br> Comprehensive income attributable to non-controlling <br> interests | 6,038 | 6,208 |

## (3) Quarterly Consolidated Statements of Cash Flows

(Millions of yen)

|  | For the six months ended September 30, 2022 | For the six months ended September 30, 2023 |
| :---: | :---: | :---: |
| Cash flows from operating activities |  |  |
| Profit before income taxes | 6,590 | 5,033 |
| Depreciation | 3,368 | 3,609 |
| Amortization of goodwill | 217 | 197 |
| Interest and dividend income | (21) | (37) |
| Interest expenses | 181 | 274 |
| Foreign exchange losses (gains) | (114) | (91) |
| Decrease (increase) in trade receivables | (411) | (810) |
| Decrease (increase) in inventories | (221) | (519) |
| Increase (decrease) in trade payables | 431 | 377 |
| Increase (decrease) in accounts payable - other | (817) | (976) |
| Increase (decrease) in provision for bonuses | (194) | (67) |
| Other, net | (89) | 4 |
| Subtotal | 8,917 | 6,993 |
| Interest and dividends received | 21 | 37 |
| Interest paid | (71) | (115) |
| Income taxes paid | $(1,854)$ | $(1,646)$ |
| Net cash provided by (used in) operating activities | 7,012 | 5,269 |
| Cash flows from investing activities |  |  |
| Proceeds from redemption of investment securities | - | 20 |
| Purchase of intangible assets | (603) | (616) |
| Purchase of property, plant and equipment | $(7,458)$ | $(13,347)$ |
| Proceeds from sale of property, plant and equipment | 3 | 271 |
| Other, net | (446) | 57 |
| Net cash provided by (used in) investing activities | $(8,506)$ | $(13,614)$ |
| Cash flows from financing activities |  |  |
| Net increase (decrease) in short-term borrowings | (17) | 46 |
| Repayments of long-term borrowings | (979) | (932) |
| Proceeds from issuance of bonds | 14,920 | 19,898 |
| Redemption of bonds | (413) | (413) |
| Purchase of treasury shares | - | (0) |
| Proceeds from sale of treasury shares | 148 | 135 |
| Repayments of lease liabilities | $(1,154)$ | (674) |
| Dividends paid | $(1,518)$ | $(1,899)$ |
| Other, net | 1 | 21 |
| Net cash provided by (used in) financing activities | 10,986 | 16,181 |
| Effect of exchange rate change on cash and cash equivalents | 435 | 968 |
| Net increase (decrease) in cash and cash equivalents | 9,928 | 8,804 |
| Cash and cash equivalents at beginning of period | 32,611 | 40,664 |
| Cash and cash equivalents at end of period | 42,539 | 49,469 |

## (4) Notes to Quarterly Consolidated Financial Statements

(Notes on going concern assumption)
Not applicable.
(Notes on significant changes in amount of shareholders' equity)
Not applicable.
(Additional information)
(Transaction to grant the Company's shares to employees, etc. through the trust)
We conducted transactions to grant the Company's shares to the Employee Shareholder Association through the trust with the purpose of enhancing employee benefits and providing incentives for improving the Company's corporate value.

## 1. Overview of Transaction

We introduced a "Stock Benefit Trust (Employee Shareholder Association Purchase-Type)" (hereinafter, the "Plan") in September 2021.
With the introduction of the Plan, the Company, as the settlor, entered into a "Stock Benefit Trust (Employee Shareholder Association Purchase-Type) Agreement" (hereinafter, the "Trust Agreement" ; and the trust established pursuant to the Trust Agreement is hereinafter referred to as the "Trust") with the trustee, Mizuho Trust \& Banking Co., Ltd. (hereinafter, the "Trustee"). Additionally, the Trustee entered into a re-trust agreement with the Custody Bank of Japan, Ltd. regarding management of securities and other trust assets with the Custody Bank of Japan, Ltd. as the sub-trustee.

The Custody Bank of Japan, Ltd. has been entitled to collectively acquire in advance to the Trust E Account established at the Custody Bank of Japan, Ltd. a number of the Company's shares equivalent to the number of shares anticipated to be purchased by the Shareholder Association over the next five years, and then regularly sell the Company's shares when the shares are purchased by the Shareholder Association. If proceeds from sale of shares are accumulated in trust assets for the Trust up through the time of expiration of the Trust through the sale of the Company's shares from the Trust E Account to the Shareholder Association, such proceeds shall be distributed as residual assets to members of the Shareholder Association who satisfy the beneficiary eligibility requirements.
Additionally, since the Company provides a guarantee when the Trustee takes out a loan in order for the Trust E Account to acquire the Company's shares, if the Trustee has an outstanding loan balance equal to loss on the sale of shares as of the time of expiration of the Trust due to a decline in the Company's share price, etc., the Company will pay off the outstanding loan balance pursuant to the guarantee agreement.

## 2. Residual Company's Shares Held in the Trust

The residual Company's shares held in the Trust are recorded at the book value in the trust (excluding incidental expenses) as treasury shares under net assets. The book value and number of shares of such treasury shares are $¥ 595$ million and 133 thousand shares, respectively, for the previous fiscal year, and $¥ 301$ million and 67 thousand shares, respectively, for the second quarter of the fiscal year under review.

## 3. Book Value of Borrowings Recorded Through the Application of Total Amount Method

 $¥ 803$ million for the previous consolidated fiscal year, $¥ 647$ million for the second quarter of the fiscal year under review.
## (Segment information)

For the six months ended September 30, 2022

1. Information on net sales and profit (loss) by reportable segment

(Note) "Others" is a business segment not included in the reportable segment, including the healthcare and life care businesses.
2. Differences between the total amount of profit or loss of the reportable segment and the amount stated in the consolidated statement of income, and major breakdown of such differences (Reconciliation)

| Profit | (Millions of yen) |  |
| :--- | ---: | ---: |
| Reportable segment total |  | Amount |
| Profit of "Others" (loss) |  | 9,295 |
| Corporate expenses (Note) |  | $(309)$ |
| Operating profit stated in the consolidated statement of <br> income |  | 6,870 |

(Note) Corporate expenses are mainly general and administrative expenses not attributable to the reportable segment.
3. Information on impairment loss of non-current assets, goodwill, etc. for the reportable segment
(Significant impairment loss on non-current assets)
Not applicable.
(Significant change in amount of goodwill)
Not applicable.
(Significant gain on bargain purchase)
Not applicable.

For the six months ended September 30, 2023

1. Information on net sales and profit (loss) by reportable segment

(Note) "Others" is a business segment not included in the reportable segment, including the healthcare and life care businesses.
2. Differences between the total amount of profit or loss of the reportable segment and the amount stated in the consolidated statement of income, and major breakdown of such differences (Reconciliation)

| Profit | (Millions of yen) |  |
| :--- | ---: | ---: |
| Reportable segment total |  | Amount |
| Profit of "Others" (loss) |  | 8,437 |
| Corporate expenses (Note) | $(512)$ |  |
| Operating profit stated in the consolidated statement of <br> income |  | $(2,670)$ |

(Note) Corporate expenses are mainly general and administrative expenses not attributable to the reportable segment.
3. Information on impairment loss of non-current assets, goodwill, etc. for the reportable segment
(Significant impairment loss on non-current assets)
Not applicable.
(Significant change in amount of goodwill)
Not applicable.
(Significant gain on bargain purchase)
Not applicable.

