

Summary of Financial Results for the First Quarter of Fiscal Year Ending March 31, 2024 (FY2023) (Three Months Ended June 30, 2023) [Japanese GAAP]

Company name: Sanrio Company, Ltd. Listed Stock Exchange: Tokyo Stock Exchange Stock code: URL: https://www.sanrio.co.jp/english/corporate/ir/

Representative: Tomokuni Tsuji, President and Chief Executive Officer

Jiro Kishimura, Senior Managing Director Inquiries: TEL: +81-3-3779-8058

Scheduled date of filing of Quarterly Report: August 14, 2023

Starting date of dividend payment: -

Preparation of supplementary materials for quarterly financial results: Yes

Sales

Millions of yen

20,315

Holding of quarterly financial results meeting: None

(All amounts are rounded down to the nearest million yen)

1. Consolidated Financial Results for the First Quarter of FY2023 (April 1, 2023 – June 30, 2023)

(1) Consolidated results of operations

Three months ended Jun. 30, 2023

(Percentages represent year-on-year changes) Net Profit Attributable Operating Profit Ordinary Profit to Owners of Parent Millions of yen Millions of yen % % % 150.2 6,374 153.7 4,916 525.9

785

(68.2)

Three months ended Jun. 30, 2022 13.829 28.0 2,512 2,383 Note: Comprehensive income (millions of yen) Three months ended Jun. 30, 2023: 4,494 (up 58.6%) Three months ended Jun. 30, 2022: 2,833 (down 20.8%)

%

46.9

Fully-Diluted Net Net Profit per Share Profit per Share Yen Yen Three months ended Jun. 30, 2023 60.97 Three months ended Jun. 30, 2023 9.75

(2) Consolidated financial position

	Total Assets	Net Assets	Equity Ratio
	Millions of yen	Millions of yen	%
As of Jun. 30, 2023	110,575	59,177	53.2
As of Mar. 31, 2023	100,704	56,295	55.6

Millions of yen

5,964

Reference: Shareholders' equity (millions of yen) As of Jun. 30, 2023: 58,862 As of Mar. 31, 2023: 56,005

2. Dividends

	Dividend per Share								
	1Q-end	2Q-end	3Q-end	Year-end	Total				
	Yen	Yen	Yen	Yen	Yen				
FY2022	-	15.00	-	20.00	35.00				
FY2023	-								
FY2023 (forecast)		22.50	-	22.50	45.00				

Note: Revisions to the most recently announced dividend forecast: Yes

3. Consolidated Forecast for FY2023 (April 1, 2023 – March 31, 2024)

(Percentages represent year-on-year changes)

	Sales		Operating Profit		Ordinary Profit		Net Profit Attributable to Owners of Parent		Net Profit per Share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
First half	40,800	33.2	10,300	92.6	11,000	96.1	8,500	182.3	105.40
Full year	84,100	15.8	17,000	28.3	18,000	31.2	12,000	47.1	148.81

Note: Revisions to the most recently announced consolidated forecasts: Yes

* Notes

(1) Changes in consolidated subsidiaries during the period (changes in scope of consolidation): None

Newly added: - Excluded: -

- (2) Application of special accounting methods for presenting quarterly consolidated financial statements: None
- (3) Changes in accounting policies and accounting-based estimates, and restatements
 - 1) Changes in accounting policies due to revisions in accounting standards, others: None
 - 2) Changes in accounting policies other than 1) above: None
 - 3) Changes in accounting-based estimates: None
 - 4) Restatements: None
- (4) Number of outstanding shares (common stock)
 - 1) Number of outstanding shares at the end of the period (including treasury stock)

As of Jun. 30, 2023: 89,065,301 shares As of Mar. 31, 2023: 89,065,301 shares

2) Number of shares of treasury stock at the end of the period

As of Jun. 30, 2023: 8,422,775 shares As of Mar. 31, 2023: 8,422,649 shares

3) Average number of shares outstanding during the period

Three months ended Jun. 30, 2023: 80,642,580 shares

Three months ended Jun. 30, 2022: 80,561,448 shares

Note 1: The current quarterly financial report is not subject to quarterly review by certified public accountants or auditing firms.

Note 2: Cautionary statement with respect to forward-looking statements and other special items

Forecasts regarding future performance in these materials are based on assumptions judged to be valid and information currently available to the Company. These materials are not promises by the Company regarding future performance. Actual results may differ significantly from these forecasts for a number of factors. Please refer to "1. Qualitative Information on Quarterly Consolidated Financial Performance, (3) Explanation of Consolidated Forecasts and Other Forward-looking Statements" on page 6 of the attachments for forecast assumptions and notes of caution for usage.

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1. Qualitative Information on Quarterly Consolidated Financial Performance

(1) Explanation of Results of Operations

During the first quarter of the fiscal year under review, the reclassification of COVID-19 as a category 5 infection in May led to a normalization of economic activity and spending by foreign tourists increased following the easing of entry restrictions last autumn. Meanwhile, the outlook remains uncertain amid concerns that consumers will adopt a still more conservative stance due to the prolonged conflict in Europe, rising global resource prices, rising prices arising from exchange rate fluctuations, and other factors.

Amid these conditions, the Sanrio Group set the current fiscal year as the final year of the three-year medium-term management plan "Creating and Challenging for our Future" concluding in the fiscal year ending March 31, 2024, and we have steadily implemented various initiatives based on the three pillars of this plan: corporate culture reform, initiation and completion of domestic and overseas structural reforms, and planting the seeds for regrowth strategies and growth markets.

Domestic shops and theme parks sales rose as a result of steady progress from various measures and a significant increase in customer numbers. Domestic customer numbers rose due to the reclassification of COVID-19 as a category 5 infection while the number of foreign tourists climbed sharply following the relaxation of immigration restrictions last autumn. In the domestic and overseas licensing business, strategic measures such as the continuing development of products and services with featuring a wide range of Sanrio characters succeeded in attracting new licensees and increasing product development by existing licensees, resulting in sales growth.

Moreover, the membership of Sanrio+, an app for Sanrio fan members, reached around 1.53 million as of the end of June 2023.

As for consolidated operating profit, the Company posted a significant increase due to sales growth both in Japan and overseas, as well as improved profitability due to the management of operating expenses at an appropriate level through structural reforms.

As a result of these factors, sales rose 46.9% year-on-year to 20.3 billion yen, operating profit increased 150.2% year-on-year to 5.9 billion yen, ordinary profit rose 153.7% year-on-year to 6.3 billion yen, and net profit attributable to owners of parent rose 525.9% year-on-year to 4.9 billion yen.

Since the accounting period for all overseas consolidated subsidiaries runs from January to December, the fiscal year under review for these subsidiaries covers the period from January to March 2023.

Reportable Segment

(100 millions of yen)

			Segment profit (operating profit)						
	First three months of	FY2022	FY2023	Increase/ decrease	Change (%)	FY2022	FY2023	Increase/ decrease	Change (%)
	Product sales/others	73	116	42	57.8				
Japan	Royalties	22	30	7	33.8	17	43	25	145.6
	Total	95	146	50	52.2				
	Product sales/others	(0)	0	0	-				
Europe	Royalties	4	5	1	27.7	(0)	0	1	-
	Total	4	5	1	28.2				
	Product sales/others	4	4	0	13.7	1	6		403.8
North America	Royalties	7	14	7	96.8			4	
America	Total	11	19	7	65.6				
	Product sales/others	0	0	0	13.0		0 0	0	14.9
Latin America	Royalties	1	1	0	31.8	0			
America	Total	1	1	0	30.4				
	Product sales/others	1	1	0	67.3				
Asia	Royalties	23	28	4	19.9	10	13	2	22.3
	Total	25	30	5	22.2				
Adjustment		-	-	-	-	(5)	(4)	1	-
-	Product sales/others	79	123	43	55.5				
Consolidated	Royalties	59	80	20	35.4	23	59	35	150.2
	Total	138	203	64	46.9				

Note: Regional subsidiaries overseas pay the amount of royalties commensurate as the cost of sales while the Japanese parent company (the copyright holder) calculates this income as sales. Because consolidated transactions are eliminated, however, these are not included in Japan's sales figures stated above (although included in segment profit (operating profit)).

Further, the above sales figures are "sales to customers," and the inter-segment sales, which are not limited to the above-mentioned royalties, are eliminated as internal transaction sales.

- i. Japan: Sales rose 52.2% year-on-year to 14.6 billion yen and operating profit rose 145.6% to 4.3 billion yen.
- 1. Domestic Sales Division (Product sales business/Licensing business)

In April 2023, we merged the Product Sales and the Licensing Business divisions and renamed them as the Domestic Sales Division in order to create synergy effects and contribute to company-wide profit optimization.

In the product sales business, due to the reclassification of COVID-19 as a category 5 infection, customer numbers increased significantly, mainly at stores in city centers and tourist areas, owing to an increase in foreign tourists since last autumn alongside a further increase in the movement of people domestically from around Golden Week. Moreover, the 2023 Sanrio Character Awards (April 11 to May 26), a popular voting event that recorded the highest-ever total of 44.48 million votes, proved successful in promoting store visits and greatly contributed to product purchases thanks to efforts to maintain freshness throughout by such means as dividing the provision of products and events into several periods. Furthermore, the Sanrio Gift Gate Adhoc Shinjuku Store, which closed last December, reopened as the Sanrio Shinjuku Store in a neighboring facility in April 2023 and has flourished daily with the support of customers both from Japan and overseas.

In the licensing business, the strategy for a wide range of Sanrio characters continued to be successful, with each category performing well as new licensees were acquired and product development from existing licensees increased, resulting in sales growth. For product licensing sales, goods linked to the 2023 Sanrio Character Awards and confectionery and other products with entertainment and collectability sold well. Popular capsule toys also performed well, as did souvenirs due to the growing demand from overseas tourists in Japan. Effective use of social media to publicize these products also proved successful and contributed to increased recognition. For advertising licenses, character proposals tailored to customers' agendas proved successful and were adopted in campaigns for

a variety of business categories, including restaurants, confectionery and food products, cosmetics, and consumables. Events such as character greetings and exhibitions also performed well.

Operating profit rose significantly due to a substantial increase in sales. Moreover, although selling, general, and administrative expenses increased in line with the rise in sales, the SG&A ratio fell due to successful cost controls.

2. Theme park business

Sanrio Puroland in Tokyo and Harmonyland in Oita Prefecture both saw a significant increase in visitor numbers due to a rise in the number of domestic visitors following the reclassification of COVID-19 as a category 5 infection and the addition of foreign tourists, who rose rapidly in number following the easing of entry restrictions last autumn.

At Sanrio Puroland, the facility's most popular entertainment, Miracle Gift Parade, resumed in June after a three-year hiatus. The event, which also allows visitors to shake hands with and hug the characters, has been attracting crowds of visitors each day. With the resumption of popular entertainment, paid seating and related products sold well while the perennially popular headband, birthday-related products, and seasonal products and food and drink menus gained in popularity, contributing to an increase in sales per customer.

At Harmonyland, the staging of the new events HAPPY EASTER (March 27 to May 30) and A Very Special Rainy Day (June 2 to July 11) as well as enhanced character greeting activities contributed to an increase in visitor numbers. Original products linked to these events and higher ticket prices for entry to the park introduced last July raised spending per customer and contributed to the increase in sales.

Operating profit rose due to a substantial increase in sales at both theme parks.

ii. Europe: Sales rose 28.2% year-on-year to 0.5 billion yen and operating profit stood at 79 million yen compared with operating loss of 63 million yen in the same period a year earlier.

In the licensing business, the apparel category grew through collaboration with a famous French brand and initiatives with a major apparel company. In the footwear category, Hello Kitty sneakers, which were developed globally in collaboration with a famous brand, performed well and contributed to enhancing brand value. In the digital category, a rhythm game in which a wide range of Sanrio characters dance and parade to a rhythm was distributed last November, contributing to increased recognition. Mr. Men and Little Miss performed well in the apparel category, where sales increased due to the acquisition of new licensees, and in the toy category, where we continue to work with existing licensees in the United States.

Operating income (loss) returned to the black due to the increase in sales and control of SG&A expenses.

iii. North America: Sales rose 65.6% year-on-year to 1.9 billion yen and operating profit rose 403.8% year-on-year to 0.6 billion yen.

In North America, the Company is making effective use of its own e-commerce to enhance recognition and brand value while collaborating with a major online game platform to increase customer contact points and engagement. In addition, the Company has concluded medium- to long-term contracts with its main licensees in order to continuously increase sales.

In the product sales business, the company's e-commerce sector continued to perform well, driven by sales of cameras, plush toys, cosmetics, and other products. In the licensing business, the apparel, toy, and health & beauty categories performed well, with increased product development due to enhanced initiatives with existing licensees. In the toy category, especially, a new medium- to long-term contract was signed with a major toy manufacturer, an existing licensee, in December 2022, and Sanrio characters have been used in various toy products owned by the manufacturer. Moreover, in the footwear category, a collaboration with a popular brand of a new licensee became a hot topic, contributing to increased sales and recognition.

Operating profit rose due to a substantial increase in sales.

iv. Latin America: Sales rose 30.4% year-on-year to 0.1 billion yen and operating profit rose 14.9% year-on-year to 33 million yen.

In Latin America as a whole, the licensing business performed well in the categories of health & beauty, bags and special corporate sales. In the licensing business in Mexico, strong sales continued in the health & beauty category, where sanitary products and perfumes performed well, and the special corporate sales category, where the Hello Kitty Café is popular. In Peru's licensing business, the bag category drove sales. In Latin America, in addition to increased recognition through the Hello Kitty Café, new projects were acquired through participating in events and exhibitions attended by more than 200 licensees.

Operating profit rose due to a significant increase in sales.

v. Asia: Sales rose 22.2% year-on-year to 3.0 billion yen and operating profit rose 22.3% to 1.3 billion yen.

In the Hong Kong and Macau region, licensing business sales in the special corporate sales category increased due to ongoing promotions with banks. In addition, the easing of restrictions around COVID-19 in January of this year led to strong sales of Chinese New Year products, driven especially by the sundries and stationery categories.

In Taiwan, product development was delayed due to the lockdown in Shanghai, but in the licensing business, the health & beauty category, for which new licensees were acquired, performed well.

In South Korea, brand value was enhanced by collaborations with idol groups belonging to major South Korean entertainment agencies, which were implemented in the previous fiscal year, and product development by existing licensees expanded in addition to the acquisition of new licensees. In the licensing business, the food category, which has acquired new licensees such as major confectionery manufacturers, and the stationery category, which has expanded the product lineup and sales channels for school and kindergarten entry products, showed significant growth.

In China, the health & beauty and accessory categories in the licensing business performed well due to changing the master licensee to Alibaba Group's Alifish from January 2023. Moreover, the development of a wide range of Sanrio characters has proved successful in China, and many characters other than Hello Kitty, such as Kuromi and Pochacco, have also been adopted. Sales increased despite a slowdown in business activity in January due to the spread of COVID-19 during the year-end and New Year periods and a reaction to the MG (minimum guarantee) revenue in the previous period.

In the Southeast Asia licensing business, sales were driven by collaborations with Thailand's largest convenience stores and the health & beauty category in Thailand, Malaysia, and Vietnam.

Operating profit increased due to the contribution of overall sales growth in Asian countries.

Reference: Sales and operating profit by overseas subsidiaries (local currency basis: unconsolidated figures before consolidation eliminations)

		O 1: 51			
(Unit: thousand)	Royalties	Product sales	Total	Operating profit	
Germany (EUR)	2,782	71	2,854	229	
Year-on-year change (%)	22.7	322.4	24.9	-	
UK (GBP)	1,100	-	1,100	396	
Year-on-year change (%)	1.8	-	1.8	107.4	
North America (USD)	10,696	3,818	14,515	4,597	
Year-on-year change (%)	73.0	1.6	46.0	342.1	
Brazil (BRL)	6,277	609	6,886	1,317	
Year-on-year change (%)	14.8	20.7	15.3	0.4	
Chile (CLP)	-	5,081	5,081	(467)	
Year-on-year change (%)	-	(9.5)	(9.5)	-	
Hong Kong (HKD)	12,050	9,923	21,974	4,874	
Year-on-year change (%)	12.4	75.8	34.3	107.2	
Taiwan (NTD)	69,767	4,352	74,119	18,349	
Year-on-year change (%)	(3.7)	30.2	(2.2)	(14.8)	
South Korea (KRW)	5,609,431	89,053	5,698,484	2,208,404	
Year-on-year change (%)	158.5	158.3	158.5	346.7	
China (CNY)	76,830	44,398	121,229	44,031	
Year-on-year change (%)	(3.7)	253.2	31.2	(4.9)	
Singapore (USD)	1,941	353	2,294	471	
Year-on-year change (%)	8.7	32.5	11.8	57.0	

(2) Explanation of Financial Position

At the end of the first quarter of the current fiscal year, total assets stood at 110.5 billion yen, an increase of 9.8 billion yen from the end of the previous fiscal year. The main increase was 9.5 billion yen in cash and deposit.

Liabilities increased 6.9 billion yen from the end of the previous fiscal year to 51.3 billion yen. The main increases were 0.4 billion yen in trade notes and accounts payable and 6.0 billion yen in interest-bearing debt (including current portion of bonds to be redeemed). Net assets increased 2.8 billion yen to 59.1 billion yen. The main increases were 3.3 billion yen in retained earnings and 0.4 billion yen in foreign currency translation adjustments. The main decrease was 1.1 billion yen in remeasurements of defined benefit plans. As a result, the equity ratio was 53.2%, down 2.4 percentage points from the end of the previous fiscal year.

(3) Explanation of Consolidated Forecasts and Other Forward-looking Statements

In the first quarter of the year under review, domestic shops and theme park sales exceeded those in the initial plan due to steady progress with in-house measures and a substantial increase in customer numbers arising from the increased movement of domestic and foreign tourists. In the licensing business, strategic measures such as the continuing development of and services with featuring a wide range of Sanrio characters in Japan and overseas proved successful, and sales exceeded those in the initial plan. Moreover, the Group's first-quarter operating profit outperformed the consolidated results forecast for the first half of the fiscal year as sales in Japan and overseas far exceeded those in the initial plan while profitability also improved due to various structural reform measures implemented in line with the medium-term management plan and the managing of operating expenses at an appropriate level. After reexamining the plan for the second quarter and beyond, we have revised the consolidated earnings forecasts for the first half and full year of the fiscal year ending March 31, 2024, which we announced on May 12, 2023.

Please refer to the "Notice Regarding Revisions to Forecasts for First Half and Full Year for the Fiscal Year Ending March 31, 2024 and Revisions to Dividend Forecasts" announced today (August 2, 2023).

We will continue to closely monitor the economic environment and market trends while striving to appropriately disclose our earnings forecasts.

Reference: Overseas Sales and Profits for the Past Three Years by Area

(Millions of yen)

	Sales to customers						Operating profit				
Areas	Three months ended	Jun. 2021	Jun. 2022	Change (%)	Jun. 2023	Change (%)	Jun. 2021	Jun. 2022	Change (%)	Jun. 2023	Change (%)
	Germany	228	296	30.0	399	34.6	(97)	(70)	-	32	-
Europe	UK	136	127	(6.4)	144	13.3	27	6	(75.3)	46	586.7
	Subtotal	364	424	16.4	544	28.2	(69)	(63)	1	79	-
North America	USA	589	1,158	96.6	1,919	65.6	(175)	121	-	613	403.8
Latin America	Brazil/Chile	77	131	70.1	171	30.4	7	29	268.0	33	14.9
	Hong Kong	369	277	(25.0)	373	34.8	117	58	(50.4)	101	73.2
	Taiwan	263	306	16.3	311	1.5	75	90	19.3	80	(10.9)
Asia	South Korea	108	213	96.4	591	176.8	5	48	735.5	231	380.1
Asia	China	997	1,483	48.6	1,497	1.0	429	853	98.8	851	(0.2)
	Singapore	1	234	-	298	27.0	-	35	1	62	78.7
	Subtotal	1,740	2,515	44.6	3,072	22.2	628	1,085	72.7	1,327	22.3
,	Total	2,771	4,230	52.6	5,707	34.9	391	1,172	199.8	2,053	75.1

(4) Basic Policy Regarding Profit Distribution and Dividends for FY2023

The Company considers distributing earnings to shareholders to be one of the Sanrio Group's highest priorities. As a result of the upward revision of the earnings forecast based on recent business trends, net profit attributable to owners of parent amounting to 8.5 billion yen for the first half and 12.0 billion yen for the full year are now expected to be recorded. The Company has adjusted the dividends payable at the end of the second quarter and at year-end to 22.5 yen per share, up 5 yen from the previous forecast of 17.5 yen per share. Accordingly, the annual dividend will be 45 yen per share, up 10 yen from the previous forecast of 35 yen per share.

We will continue striving to improve business performance in order to consistently return profits to our shareholders, and we ask for your continued support.

2. Quarterly Consolidated Financial Statements and Notes

(1) Consolidated Balance Sheets

Assets Current assets Cash and deposit Notes receivable-trade Accounts receivable-trade Merchandise and finished goods Work in process Raw materials and supplies Other accounts receivable Other Allowance for doubtful accounts Total current assets Fixed assets Tangible fixed assets Buildings and structures, net Land Other, net Total tangible fixed assets Investments and other assets Investments and other assets Investment securities Deferred tax assets Other Allowance for doubtful accounts Total investments and other assets Total fixed assets Univestments and other assets Total fixed assets Total investments and other assets Total rivestments and other assets Total fixed assets Deferred assets Current liabilities Current liabilities Trade notes and accounts payable Short-term borrowings Accrued income taxes Contract liabilities Allowance for bonuses Provision for shareholder benefit program Provision for point card certificates Other Total current liabilities	FY2022 FMar. 31, 2023) 52,008 313 8,392 3,894 299 348 441 1,210 (156) 66,752	First quarter of FY2023 (As of Jun. 30, 2023) 61,580 238 8,066 4,624 419 262 424
Current assets Current assets Cash and deposit Notes receivable-trade Accounts receivable-trade Merchandise and finished goods Work in process Raw materials and supplies Other accounts receivable Other Allowance for doubtful accounts Total current assets Fixed assets Fixed assets Buildings and structures, net Land Other, net Total tangible fixed assets Investments and other assets Investments securities Deferred tax assets Other Allowance for doubtful accounts Total investments and other assets Liabilities Current liabilities Trade notes and accounts payable Short-term borrowings Accrued income taxes Contract liabilities Provision for shareholder benefit program Provision for point card certificates Other	52,008 313 8,392 3,894 299 348 441 1,210 (156)	61,580 238 8,066 4,624 419 262
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Total current assets Fixed assets Tangible fixed assets Buildings and structures, net Land Other, net Total tangible fixed assets Intangible fixed assets Investments and other assets Investment securities Deferred tax assets Other Allowance for doubtful accounts Total investments and other assets Total fixed assets Deferred assets Total assets Liabilities Current liabilities Trade notes and accounts payable Short-term borrowings Accrued income taxes Contract liabilities Allowance for bonuses Provision for shareholder benefit program Provision for point card certificates Other		1,276
Fixed assets Tangible fixed assets Buildings and structures, net Land Other, net Total tangible fixed assets Intangible fixed assets Investments and other assets Investment securities Deferred tax assets Other Allowance for doubtful accounts Total investments and other assets Total fixed assets Deferred assets Total assets Liabilities Current liabilities Trade notes and accounts payable Short-term borrowings Accrued income taxes Contract liabilities Allowance for bonuses Provision for shareholder benefit program Provision for point card certificates Other	66,752	(157)
Tangible fixed assets Buildings and structures, net Land Other, net Total tangible fixed assets Intangible fixed assets Investments and other assets Investment securities Deferred tax assets Other Allowance for doubtful accounts Total investments and other assets Total fixed assets Deferred assets Total assets Current liabilities Current liabilities Trade notes and accounts payable Short-term borrowings Accrued income taxes Contract liabilities Allowance for bonuses Provision for shareholder benefit program Provision for point card certificates Other		76,736
Buildings and structures, net Land Other, net Total tangible fixed assets Intangible fixed assets Investments and other assets Investment securities Deferred tax assets Other Allowance for doubtful accounts Total investments and other assets Total fixed assets Deferred assets Total assets Liabilities Current liabilities Trade notes and accounts payable Short-term borrowings Accrued income taxes Contract liabilities Allowance for bonuses Provision for shareholder benefit program Provision for point card certificates Other		·
Buildings and structures, net Land Other, net Total tangible fixed assets Intangible fixed assets Investments and other assets Investment securities Deferred tax assets Other Allowance for doubtful accounts Total investments and other assets Total fixed assets Deferred assets Total assets Current liabilities Trade notes and accounts payable Short-term borrowings Accrued income taxes Contract liabilities Allowance for bonuses Provision for shareholder benefit program Provision for point card certificates Other		
Land Other, net Total tangible fixed assets Intensible fixed assets Investments and other assets Investment securities Deferred tax assets Other Allowance for doubtful accounts Total investments and other assets Total fixed assets Deferred assets Total assets Current liabilities Trade notes and accounts payable Short-term borrowings Accrued income taxes Contract liabilities Allowance for bonuses Provision for shareholder benefit program Provision for point card certificates Other	3,296	3,220
Other, net Total tangible fixed assets Intangible fixed assets Investments and other assets Investment securities Deferred tax assets Other Allowance for doubtful accounts Total investments and other assets Total fixed assets Deferred assets Total assets Liabilities Current liabilities Trade notes and accounts payable Short-term borrowings Accrued income taxes Contract liabilities Allowance for bonuses Provision for shareholder benefit program Provision for point card certificates Other	6,140	6,146
Total tangible fixed assets Intangible fixed assets Investments and other assets Investment securities Deferred tax assets Other Allowance for doubtful accounts Total investments and other assets Total fixed assets Deferred assets Total assets Liabilities Current liabilities Trade notes and accounts payable Short-term borrowings Accrued income taxes Contract liabilities Allowance for bonuses Provision for shareholder benefit program Provision for point card certificates Other	3,914	3,797
Intangible fixed assets Investments and other assets Investment securities Deferred tax assets Other Allowance for doubtful accounts Total investments and other assets Total fixed assets Deferred assets Total assets Current liabilities Trade notes and accounts payable Short-term borrowings Accrued income taxes Contract liabilities Allowance for bonuses Provision for shareholder benefit program Provision for point card certificates Other	13,350	13,163
Investment securities Deferred tax assets Other Allowance for doubtful accounts Total investments and other assets Total fixed assets Deferred assets Total assets Current liabilities Current liabilities Trade notes and accounts payable Short-term borrowings Accrued income taxes Contract liabilities Allowance for bonuses Provision for shareholder benefit program Provision for point card certificates Other	2,244	2,288
Deferred tax assets Other Allowance for doubtful accounts Total investments and other assets Total fixed assets Deferred assets Total assets Ciabilities Current liabilities Trade notes and accounts payable Short-term borrowings Accrued income taxes Contract liabilities Allowance for bonuses Provision for shareholder benefit program Provision for point card certificates Other	_,	_,,
Deferred tax assets Other Allowance for doubtful accounts Total investments and other assets Total fixed assets Deferred assets Total assets Liabilities Current liabilities Trade notes and accounts payable Short-term borrowings Accrued income taxes Contract liabilities Allowance for bonuses Provision for shareholder benefit program Provision for point card certificates Other	9,720	9,575
Other Allowance for doubtful accounts Total investments and other assets Total fixed assets Deferred assets Total assets Liabilities Current liabilities Trade notes and accounts payable Short-term borrowings Accrued income taxes Contract liabilities Allowance for bonuses Provision for shareholder benefit program Provision for point card certificates Other	145	81
Total investments and other assets Total fixed assets Deferred assets Total assets Liabilities Current liabilities Trade notes and accounts payable Short-term borrowings Accrued income taxes Contract liabilities Allowance for bonuses Provision for shareholder benefit program Provision for point card certificates Other	8,816	9,044
Total investments and other assets Total fixed assets Deferred assets Total assets Liabilities Current liabilities Trade notes and accounts payable Short-term borrowings Accrued income taxes Contract liabilities Allowance for bonuses Provision for shareholder benefit program Provision for point card certificates Other	(332)	(317)
Total fixed assets Deferred assets Total assets Liabilities Current liabilities Trade notes and accounts payable Short-term borrowings Accrued income taxes Contract liabilities Allowance for bonuses Provision for shareholder benefit program Provision for point card certificates Other	18,350	18,383
Deferred assets Total assets Liabilities Current liabilities Trade notes and accounts payable Short-term borrowings Accrued income taxes Contract liabilities Allowance for bonuses Provision for shareholder benefit program Provision for point card certificates Other	33,946	33,835
Total assets Liabilities Current liabilities Trade notes and accounts payable Short-term borrowings Accrued income taxes Contract liabilities Allowance for bonuses Provision for shareholder benefit program Provision for point card certificates Other	5	4
Current liabilities Trade notes and accounts payable Short-term borrowings Accrued income taxes Contract liabilities Allowance for bonuses Provision for shareholder benefit program Provision for point card certificates Other	100,704	110,575
Current liabilities Trade notes and accounts payable Short-term borrowings Accrued income taxes Contract liabilities Allowance for bonuses Provision for shareholder benefit program Provision for point card certificates Other	100,701	110,575
Trade notes and accounts payable Short-term borrowings Accrued income taxes Contract liabilities Allowance for bonuses Provision for shareholder benefit program Provision for point card certificates Other		
Short-term borrowings Accrued income taxes Contract liabilities Allowance for bonuses Provision for shareholder benefit program Provision for point card certificates Other	4,074	4,498
Accrued income taxes Contract liabilities Allowance for bonuses Provision for shareholder benefit program Provision for point card certificates Other	9,086	10,454
Contract liabilities Allowance for bonuses Provision for shareholder benefit program Provision for point card certificates Other	1,563	1,618
Allowance for bonuses Provision for shareholder benefit program Provision for point card certificates Other	4,062	4,431
Provision for shareholder benefit program Provision for point card certificates Other	638	987
Provision for point card certificates Other	39	33
Other	8	7
	8,273	6,012
	27,746	28,044
Long-term liabilities		,
Corporate bonds	141	141
Long-term borrowings	1.11	15,247
Retirement benefit liability	10 378	1,076
Other	10,378 1,020	6,889
Total long-term liabilities	1,020	23,353
Total liabilities		51,398

	FY2022 (As of Mar. 31, 2023)	(Millions of yen) First quarter of FY2023 (As of Jun. 30, 2023)
Net assets		
Shareholders' equity		
Capital	10,000	10,000
Capital surplus	3,468	3,468
Retained earnings	56,211	59,515
Treasury stock	(19,528)	(19,528)
Total shareholder's equity	50,152	53,455
Accumulated other comprehensive income		
Net unrealized gain (loss) on other securities	383	684
Deferred hedge gain (loss)	2	-
Foreign currency translation adjustments	1,707	2,147
Remeasurements of defined benefit plans	3,758	2,574
Total accumulated other comprehensive income	5,853	5,407
Non-controlling interests	290	315
Total net assets	56,295	59,177
Total liabilities and net assets	100,704	110,575

(2) Consolidated Income Statements and Consolidated Comprehensive Income Statements

Consolidated Income Statements (For the Three-month Period)

,		(Millions of yen)
	First three months of FY2022	First three months of FY2023
	(Apr. 1, 2022 – Jun. 30, 2022)	(Apr. 1, 2023 – Jun. 30, 2023)
Sales	13,829	20,315
Cost of sales	3,740	5,388
Gross profit	10,088	14,927
Selling, general and administrative expenses	7,705	8,962
Operating profit	2,383	5,964
Non-operating profit		
Interest income	78	186
Dividend income	40	35
Foreign exchange gains	166	118
Gain on investments in partnership	-	39
Other	61	112
Total non-operating profit	347	492
Non-operating expenses		
Interest expense	33	40
Commission expenses	34	34
Loss on investments in partnership	132	-
Other	17	7
Total non-operating expenses	218	82
Ordinary profit	2,512	6,374
Extraordinary gains	-	
Gain on sales of fixed assets	0	0
Gain on sales of investment securities	249	-
Gain on liquidation of subsidiaries and associates	-	537
Other	2	-
Total extraordinary gains	252	537
Extraordinary losses		
Loss on disposal of fixed assets	0	0
Loss on sale of investment securities	-	12
Loss on valuation of investment securities	254	_
Impairment loss	1	_
Total extraordinary losses	256	13
Net profit before income taxes	2,507	6,898
Income taxes – current	373	1,532
Income taxes for prior periods	1,297	1,332
Income taxes – deferred	37	426
Total income taxes	1,708	1,958
Net profit	799	4,939
Net profit attributable to non-controlling interests	13	23
	-	
Net profit attributable to owners of parent	785	4,916

Consolidated Comprehensive Income Statements (For the Three-month Period)

(10101101111011111111111111111111111111		
		(Millions of yen
	First three months of FY2022	First three months of FY2023
	(Apr. 1, 2022 – Jun. 30, 2022)	(Apr. 1, 2023 – Jun. 30, 2023)
Net profit	799	4,939
Other comprehensive income		
Net unrealized gain (loss) on other securities	146	300
Deferred hedge gain (loss)	1	(2)
Foreign currency translation adjustments	1,828	440
Remeasurements of defined benefit plans, net of tax	57	(1,183)
Total other comprehensive income	2,034	(445)
Comprehensive income	2,833	4,494
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	2,802	4,470
Comprehensive income attributable to non-controlling interests	31	24

(3) Notes to Quarterly Consolidated Financial Statements

Going Concern Assumption

Not applicable.

Significant Changes in Shareholders' Equity

Not applicable.

Segment and Other Information

I. First three months of FY2022 (Apr. 1, 2022 – Jun. 30, 2022)

1. Information related to sales and profit or loss for each reportable segment (Millions of yen)

			Reportable segment					Amounts shown
	Japan	Europe	North America	Latin America	Asia	Total	Adjustment (Note 1)	on consolidated income statements (Note 2)
Sales								
Customers	9,599	424	1,158	131	2,515	13,829	-	13,829
(Royalty income)	(2,244)	(425)	(724)	(122)	(2,397)	(5,913)	(-)	(5,913)
Inter-segment	1,665	3	5	2	240	1,917	(1,917)	-
(Royalty income)	(1,470)	(0)	(-)	(-)	((0))	(1,470)	((1,470))	(-)
Total	11,264	427	1,164	134	2,755	15,746	(1,917)	13,829
Segment profit (loss)	1,779	(63)	121	29	1,085	2,951	(568)	2,383

Notes: 1. The minus 568 million yen adjustment to segment profit (loss) is the sum of eliminations for inter-segment transactions and unallocated operating expenses that are mostly general and administrative expenses that cannot be assigned to any particular segment.

- 2. Segment profit (loss) is adjusted to be consistent with operating profit shown on the consolidated income statements.
- 2. Information related to impairment losses on fixed assets, goodwill, etc. for each reportable segment Detailed explanations are omitted due to immateriality of the amount.
- II. First three months of FY2023 (Apr. 1, 2023 Jun. 30, 2023)

1. Information related to sales and profit or loss for each reportable segment (Millions of yen)

	Reportable segment							Amounts shown
	Japan	Europe	North America	Latin America	Asia	Total	Adjustment (Note 1)	on consolidated income statements (Note 2)
Sales								
Customers	14,607	544	1,919	171	3,072	20,315	-	20,315
(Royalty income)	(3,003)	(543)	(1,425)	(160)	(2,875)	(8,009)	(-)	(8,009)
Inter-segment	2,575	10	14	5	899	3,505	(3,505)	-
(Royalty income)	(2,412)	(1)	(-)	(-)	(-)	(2,413)	((2,413))	(-)
Total	17,183	554	1,934	177	3,972	23,821	(3,505)	20,315
Segment profit	4,370	79	613	33	1,327	6,424	(460)	5,964

Notes: 1. The minus 460 million yen adjustment to segment profit is the sum of eliminations for inter-segment transactions and unallocated operating expenses that are mostly general and administrative expenses that cannot be assigned to any particular segment.

- 2. Segment profit is adjusted to be consistent with operating profit shown on the consolidated income statements.
- 2. Information related to impairment losses on fixed assets, goodwill, etc. for each reportable segment Not applicable.

This financial report is solely a translation of "Kessan Tanshin" (in Japanese, including attachments), which has been prepared in accordance with accounting principles and practices generally accepted in Japan, for the convenience of readers who prefer an English translation.