

# **Briefings on Financial Results for the First Quarter of the Fiscal Year Ending September 30, 2024 (FY2024)**

**APAMAN Co., Ltd.**

**February 14, 2024**

**Tokyo Stock Exchange (Standard): 8889**

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# 1Q FY2024 Financial Summary

# Topics

Net sales

¥**10.7** billion

Down **2.6%** YoY

EBITDA

¥**0.59** billion

Down **18.4%** YoY

Operating  
profit

¥**0.12** billion

Down **63.0%** YoY

Profit attributable to  
owners of parent

-¥**0.31** billion

Down **¥0.15** billion

Net sales, EBITDA and operating profit: Generally as planned.  
Operating profit: Increase in depreciation  
(due to digital transformation of APAMAN)

# Financial Summary | Overview of Consolidated Statement of Income

(Millions of yen)

	1Q FY2023	Ratio to net sales	1Q FY2024	Ratio to net sales	YoY change
Net sales	11,042	-	10,754	-	-288
Gross profit	2,614	23.7%	2,446	22.7%	-167
SG&A expenses	2,273	20.6%	2,320	21.6%	+47
Operating profit	341	3.1%	126	1.2%	-215
Ordinary profit	29	0.3%	-201	-1.9%	-230
Profit attributable to owners of parent	-160	-1.4%	-318	-3.0%	-158
<b>EBITDA</b>	<b>727</b>	<b>6.6%</b>	<b>593</b>	<b>5.5%</b>	<b>-134</b>

- Operating profit: Depreciation/amortization of goodwill; loss of ¥460 million (down ¥80 million YoY)
- Non-operating income: Foreign exchange gains/loss; loss of ¥70 million (up ¥80 million YoY)
- Non-operating expenses: Equity-method profit/loss; loss of ¥80 million (down ¥20 million YoY)
- Extraordinary income: Special subsidy (Ukrainian home repair support, etc.); loss of ¥60 million (down ¥50 million YoY)

Note: EBITDA = Operating profit + depreciation + amortization of goodwill

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# Financial Summary | Overview of Consolidated Balance Sheet

(Millions of yen)

	End-FY2023	1Q FY2024	Change
<b>Current assets</b>	16,756	<b>15,552</b>	-1,203
Cash and deposits	8,920	<b>7,311</b>	-1,608
Accounts receivable-trade	1,799	<b>1,736</b>	-62
Operational investment securities	1,015	<b>1,043</b>	+27
Other	5,020	<b>5,460</b>	+439
<b>Non-current assets</b>	18,187	<b>17,695</b>	-491
Property, plant and equipment	2,316	<b>2,285</b>	-31
Intangible assets	9,533	<b>9,239</b>	-293
Goodwill	4,844	<b>4,706</b>	-137
Other	4,689	<b>4,533</b>	-156
Investments and other assets	6,337	<b>6,170</b>	-166
<b>Total assets</b>	34,944	<b>33,248</b>	-1,695

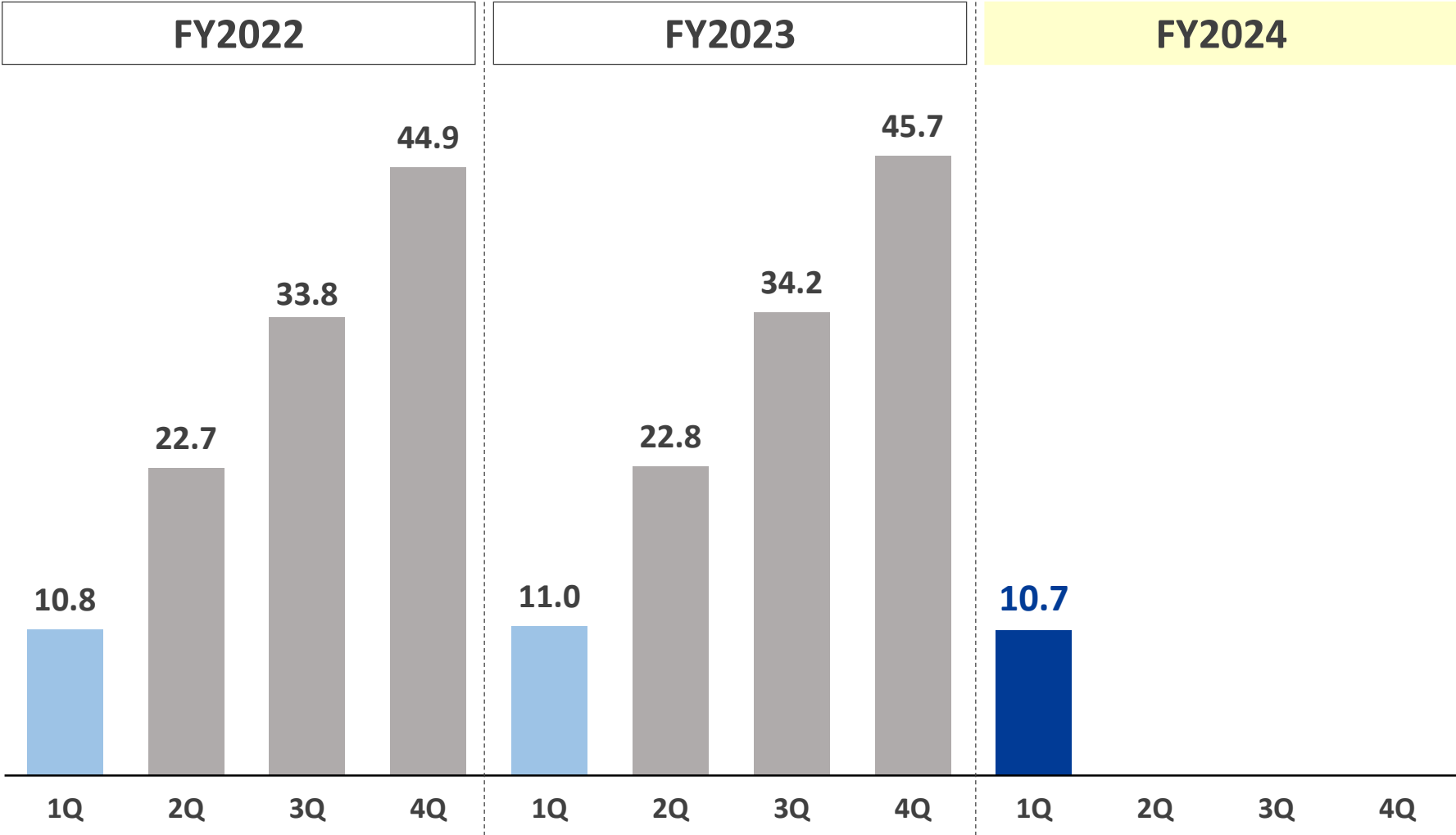
	End-FY2023	1Q FY2024	Change
<b>Current liabilities</b>	13,326	<b>12,947</b>	-379
Accounts payable-trade	1,814	<b>1,592</b>	-223
Short-term borrowings <sup>Note 1</sup>	3,887	<b>4,134</b>	+247
Other	7,624	<b>7,220</b>	-404
<b>Non-current liabilities</b>	17,049	<b>16,348</b>	-700
Long-term borrowings	13,338	<b>12,701</b>	-637
Long-term lease and guarantee deposited	1,327	<b>1,305</b>	-21
Other	2,383	<b>2,341</b>	-41
<b>Total liabilities</b>	30,376	<b>29,296</b>	-1,079
<b>Capital</b>	8,021	<b>8,021</b>	-
<b>Net assets</b>	4,567	<b>3,951</b>	-615
<b>Total liabilities and net assets</b>	34,944	<b>33,248</b>	-1,695

Note: 1. Includes current portion of long-term borrowings

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# Financial Summary | Quarterly Sales

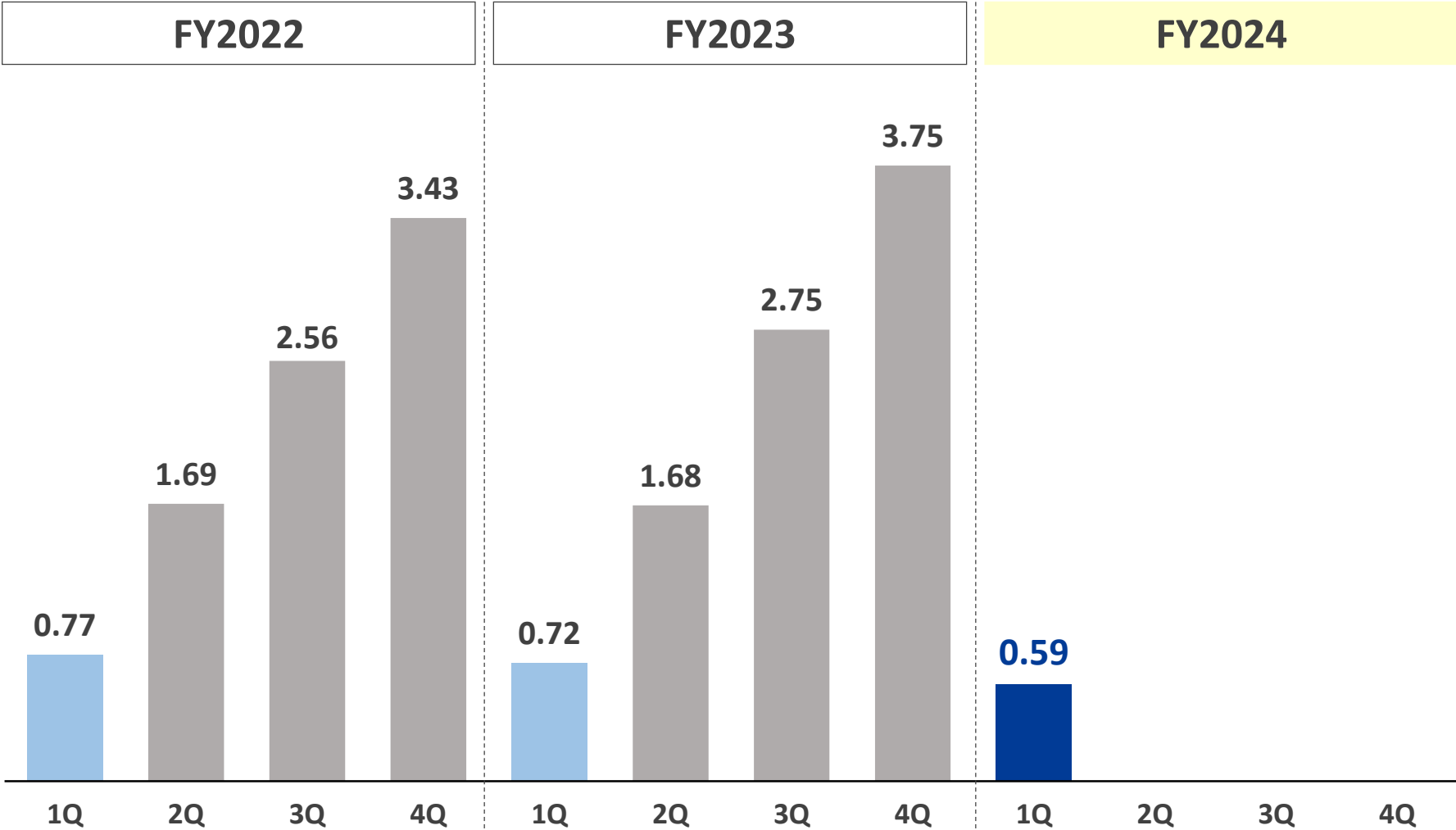
(Billions of yen)



Note: Quarterly sales are cumulative results.

# Financial Summary | Quarterly EBITDA <sup>Note</sup>

(Billions of yen)

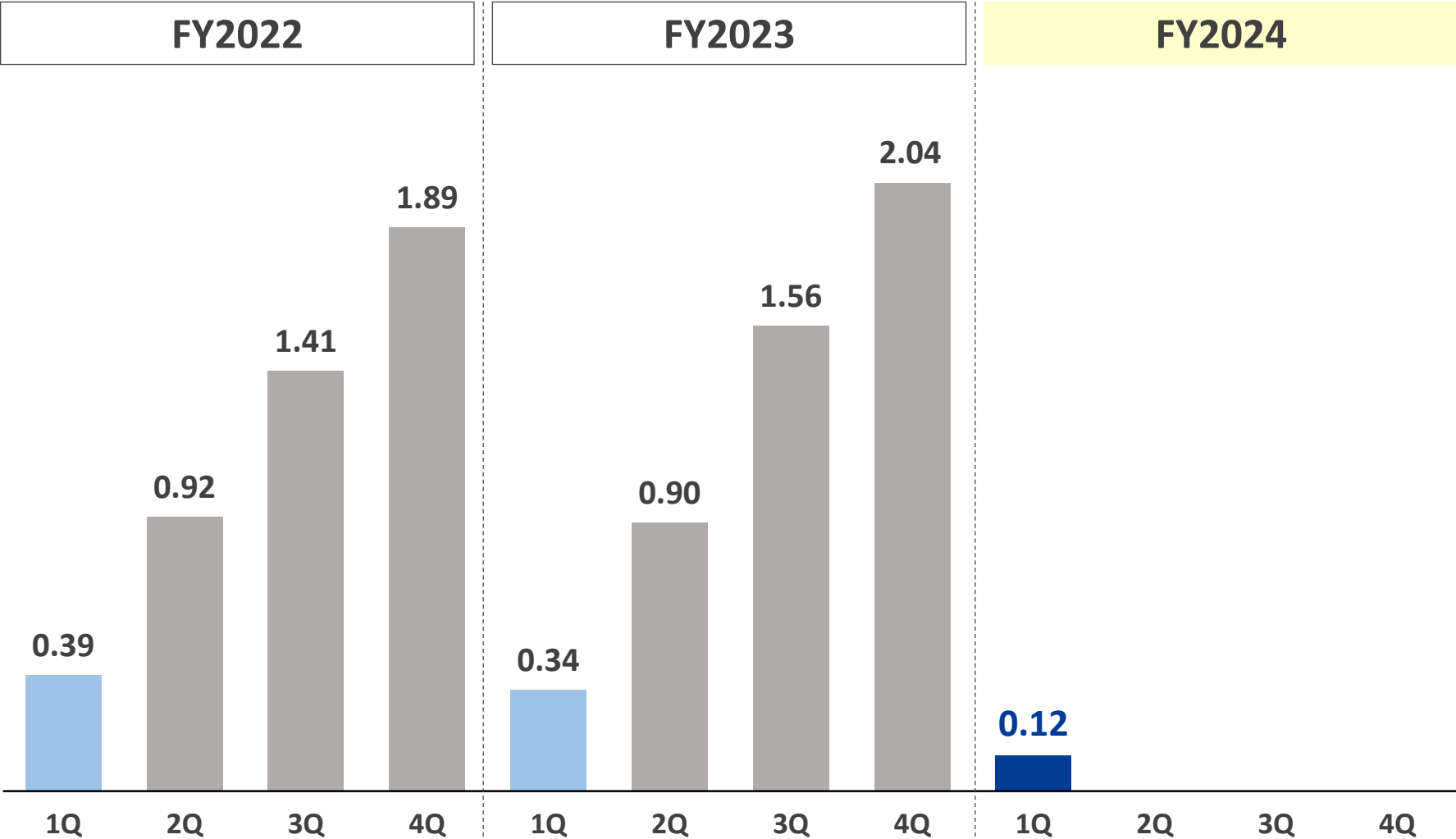


Note: EBITDA = Operating profit + depreciation + amortization of goodwill  
Quarterly EBITDA is cumulative results.



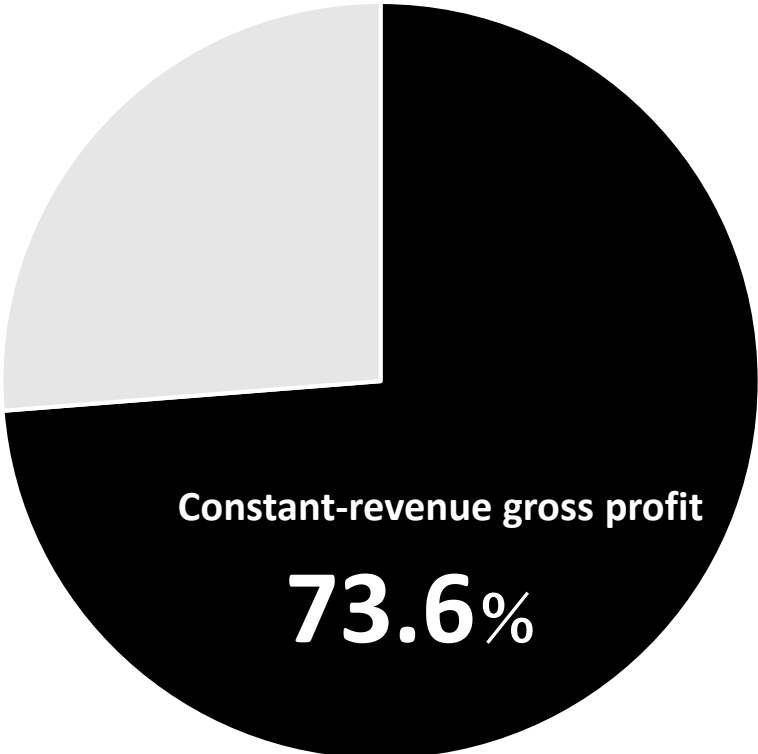
# Financial Summary | Quarterly Operating Profit

(Billions of yen)



Note: Quarterly operating profit is cumulative results.

Constant revenue accounts for about 70% of gross profit



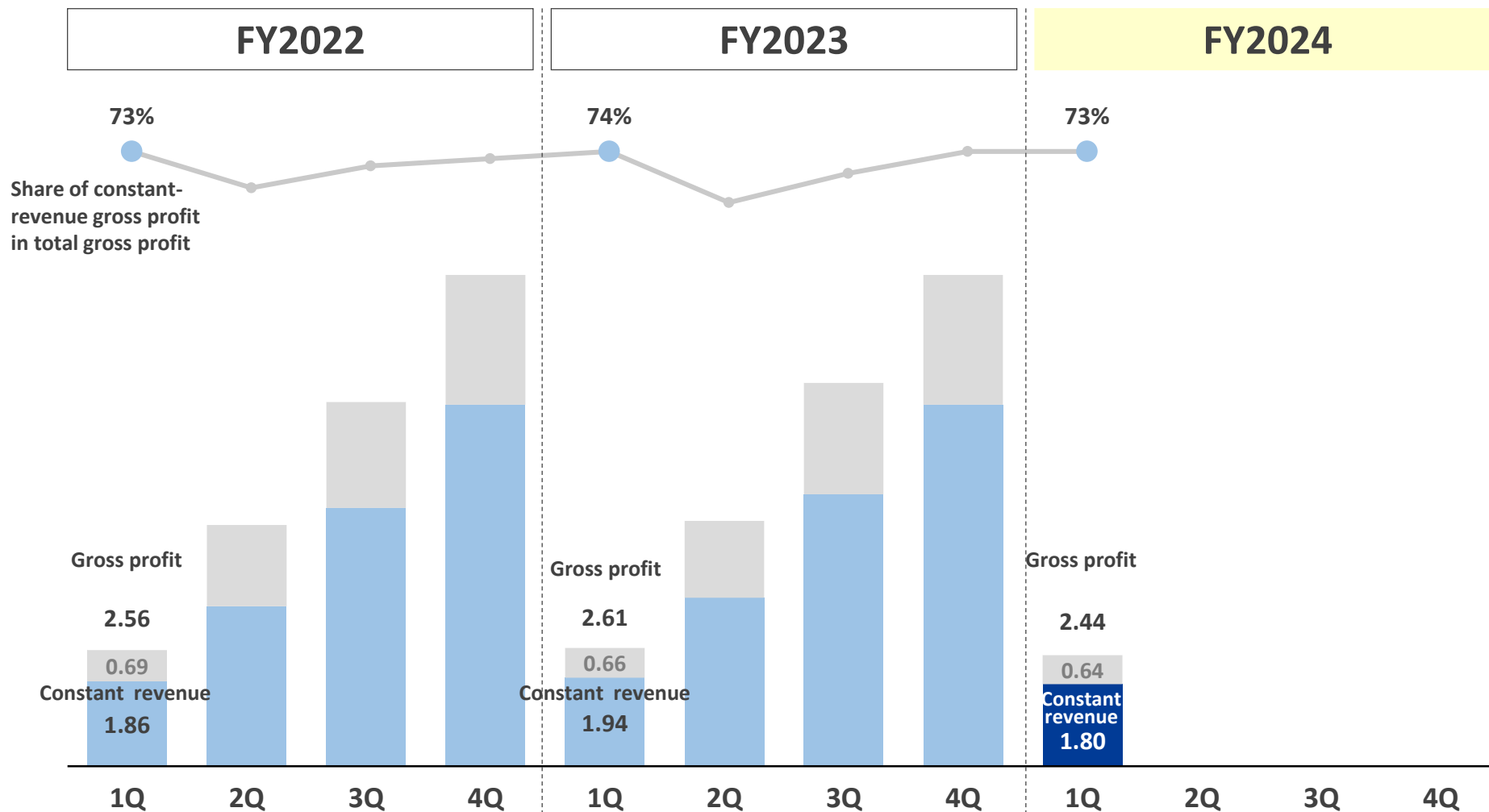
Platform	Rental management <small>(Includes sub-leasing)</small>	Management fee
	Company-rented housings	Brokerage fee
Technology	Cloud service	Usage fee
	Franchise service	Royalty fee
Other	Metered parking	Parking fee

Note: Sales for businesses in the same segment that are divided between constant-revenue and other gross profit include transactions within the segment that are eliminated in the consolidated financial statements.

As of Dec. 31, 2023

# Financial Summary | Share and Amount of Constant Revenue Gross Profit

(Billions of yen)



Note: Quarterly gross profit is cumulative results

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# 1Q FY2024 Results by Segment

# Results by Segment | Platform Business (PM + Company Housing + Store Operations)

## Topics

- The number of companies using the company-rented housing service and company housing agency service increased

	1Q FY2023	1Q FY2024	YoY Change
No. of units under management	90,511	88,843	-1,668
No. of directly managed stores	72	72	-
No. of companies using the company housing agency service	3,346	3,486	+140
No. of companies using the company-rented housing service	119	134	+15

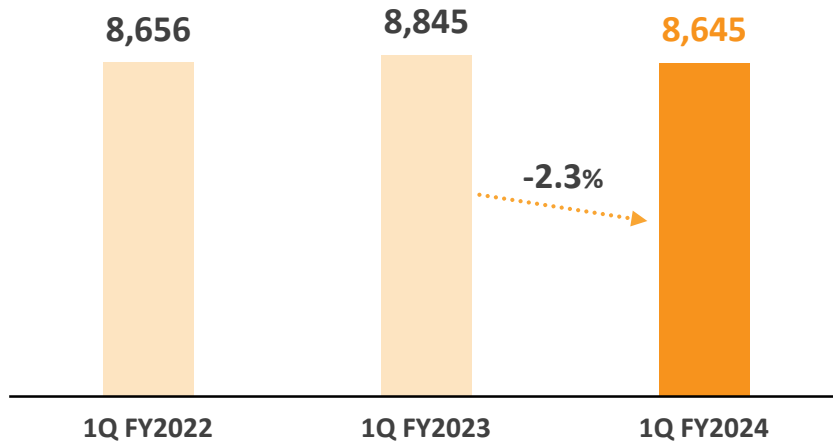
# Results by Segment | Platform Business (PM + Company Housing + Store Operations)

(Millions of yen)

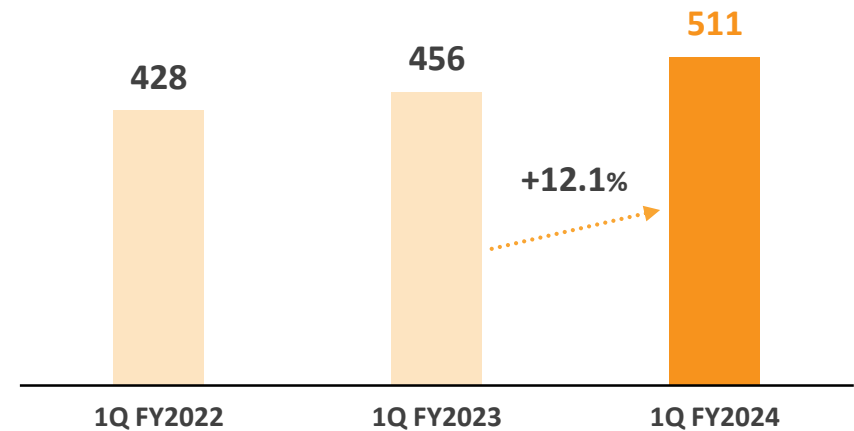
## Topics

- Focused on improving customer services and current sources of earnings
- Focused on expanding company housing for employees

### Segment sales

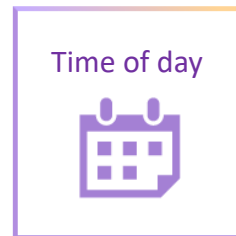


### Segment profit



# Results by Segment | Platform Business (PM + Company Housing + Store Operations)

## The use of technology to search for an apartment



Time of day

- Customers can select a time of day when visiting the store is easier
- Improves the efficiency of store operations



Staff appointment

- Assigning the most suitable individual for each customer's requirements improves customer satisfaction and the pct. of customers who lease an apartment from APAMAN

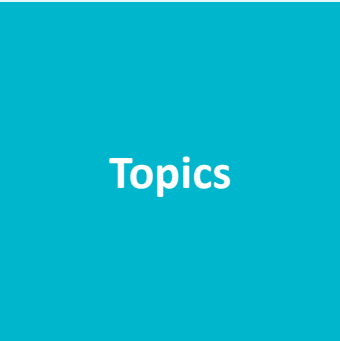


Apamanshop Online

- More efficient customer services

\*Images are for illustration purposes.

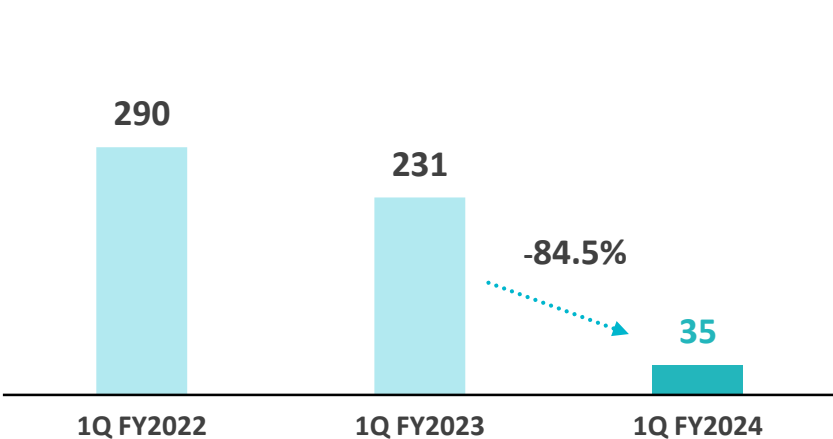
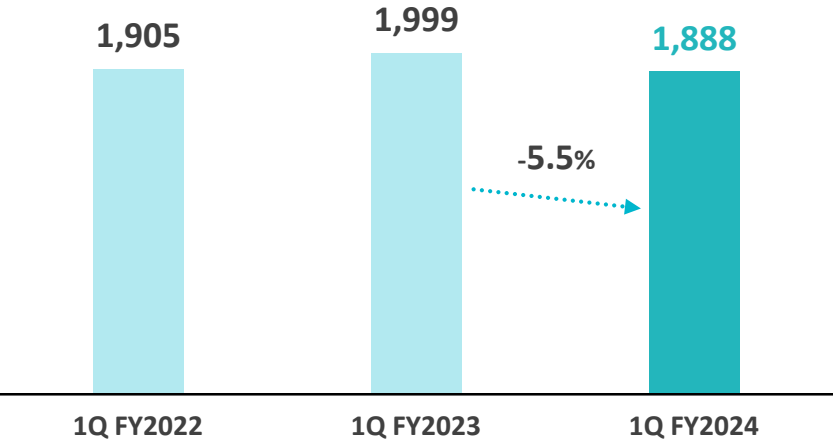
(Millions of yen)



- Higher depreciation due to digital transformation of APAMAN

Segment sales

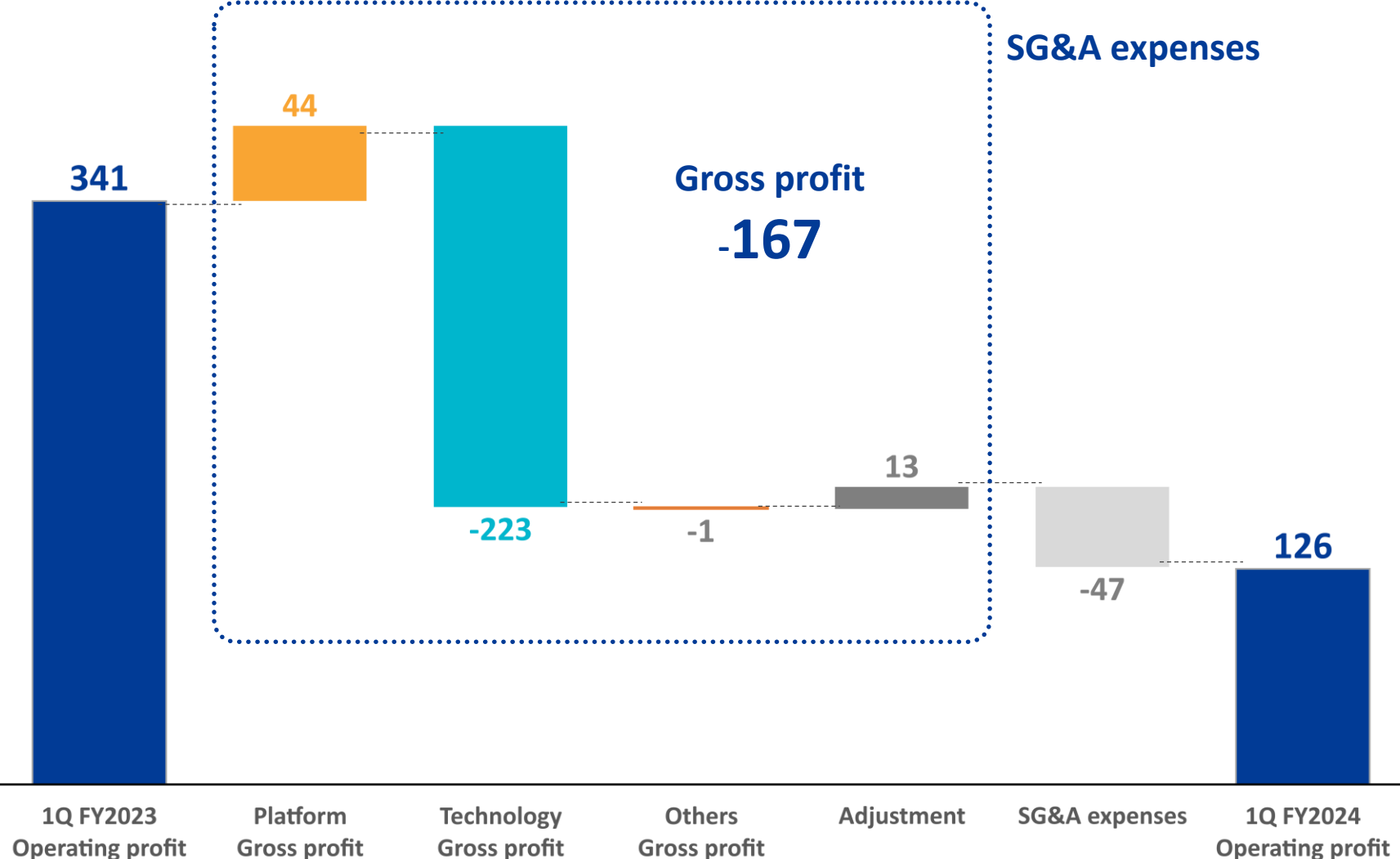
Segment profit





# Results by Segment | Analysis of Operating Profit (YoY Change)

(Millions of yen)



# **FY2024 Consolidated Forecast**

# Overview of Consolidated Forecast

(Millions of yen)

Forecast increases in business efficiency and depreciation due to the digital transformation of APAMAN

	FY2023 Results	FY2024 Forecast	Change
<b>Net sales</b>	45,785	<b>46,000</b>	<b>+214</b>
<b>EBITDA</b>	3,758	<b>3,900</b>	<b>+141</b>
<b>Operating profit</b>	2,042	<b>2,100</b>	<b>+57</b>
<b>Ordinary profit</b>	1,312	<b>1,400</b>	<b>+87</b>
<b>Profit attributable to owners of parent</b>	573	<b>600</b>	<b>+26</b>

# Growth Strategy and Challenges

- 1. Growth of rental management revenues**
- 2. Acquisition of rental properties under management**
- 3. Expansion of company housing for employees**

- 1. Importance to cash flow**
- 2. Debt-free management** (Net Debt 0)
- 3. Reduction of assets held**

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