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May 1, 2025

Non-consolidated Financial Results for the Fiscal Year Ended March 31, 2025 (Under Japanese GAAP)



Company name: dely inc.

Listing: Tokyo Stock Exchange

Securities code: 299A

URL: https://dely.jp

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Scheduled date of annual general meeting of shareholders: June 27, 2025

Scheduled date to commence dividend payments:

Scheduled date to file annual securities report:

June 27, 2025

Preparation of supplementary material on financial results: Yes

Holding of financial results briefing:

Yes (for institutional investors and analysts)

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

1. Financial results for the fiscal year ended March 31, 2025 (from April 1, 2024 to March 31, 2025)

(1) Operating results

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary pı	ofit	Profit	
Fiscal year ended	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
March 31, 2025	13,101	32.4	2,662	13.8	2,607	12.1	1,691	14.1
March 31, 2024	9,897	41.9	2,340	12.5	2,325	12.0	1,482	12.7

	Basic earnings per share	Diluted earnings per share	Return on equity	Ratio of ordinary profit to total assets	Ratio of operating profit to net sales
Fiscal year ended	Yen	Yen	%	%	%
March 31, 2025	40.94	37.90	17.4	22.0	20.3
March 31, 2024	35.89	-	18.2	23.8	23.6

	Non-GAAP operating profit		Non-GAA profit	ΛP
Fiscal year ended	Millions of yen	%	Millions of yen	%
March 31, 2025	2,817	12.9	1,838	12.9
March 31, 2024	2,495	20.0	1,628	23.8

	Non-GAAP	Diluted non-GAAP
	basic earnings	earnings
	per share	per share
Fiscal year ended	Yen	Yen
March 31, 2025	44.50	41.19
March 31, 2024	39.42	-

Reference: Share of profit (loss) of entities accounted for using equity method

For the fiscal year ended March 31, 2025: ¥- million For the fiscal year ended March 31, 2024: ¥- million

- (Notes)
- 1. The Company conducted a 10-for-1 stock split of its common shares effective October 15, 2024. Basic earnings per share and non-GAAP basic earnings per share have been calculated assuming that this stock split was conducted at the beginning of the previous fiscal year.
- 2. The Company was listed on the Tokyo Stock Exchange Growth Market on December 19, 2024. Diluted earnings per share and non-GAAP basic earnings per share for the fiscal year ended March 31, 2025, have been calculated using the average stock price from the initial listing date to the end of the current fiscal year as the deemed average stock price during the period.
- 3. Diluted earnings per share and diluted non-GAAP earnings per share for the fiscal year ended March 31, 2024 are not presented because the average stock price during the period cannot be ascertained as the Company's shares were unlisted as of March 31, 2024, although there were residual shares.

(2) Financial position

	Total assets	Net assets	Equity ratio	Net assets per share
As of	Millions of yen	Millions of yen	%	Yen
March 31, 2025	13,155	10,594	80.5	256.24
March 31, 2024	10,535	8,906	84.5	45.64

Reference: Equity

(3) Cash flows

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Cash and cash equivalents at end of period
Fiscal year ended	Millions of yen	Millions of yen	Millions of yen	Millions of yen
March 31, 2025	2,114	(314)	0	8,888
March 31, 2024	1,406	87	-	7,087

2. Cash dividends

		Annua	l dividends pe	Total cash		Ratio of			
	First quarter-end	Second quarter-end	Third quarter-end	Fiscal year-end	Total	dividends (Total)	Payout ratio	dividends to net assets	
	Yen	Yen	Yen	Yen	Yen	Millions of yen	%	%	
Fiscal year ended March 31, 2024	-	0.00	-	0.00	0.00	-	-	-	
Fiscal year ended March 31, 2025	-	0.00	-	0.00	0.00	-	-	-	
Fiscal year ending March 31, 2026 (Forecast)	-	0.00	1	0.00	0.00		1		

3. Financial result forecasts for the fiscal year ending March 31, 2026 (from April 1, 2025 to March 31, 2026)

(Percentages indicate year-on-year changes.)

	Net sales	1	Operating profit		Ordinary profit		Profit		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	17,140	30.8	3,374	26.7	3,357	28.8	2,295	35.7	55.57

	Non-GAAP operating profit		Non-GAAP profit		Non-GAAP basic earnings per share	
	Millions of yen	%		Millions of yen	%	Yen
Full year	3,529	25.3		2,442	32.9	59.13

* Notes

- (1) Changes in accounting policies, changes in accounting estimates, and restatement
 - (i) Changes in accounting policies due to revisions to accounting standards and other regulations: None
 - (ii) Changes in accounting policies due to other reasons: None
 - (iii) Changes in accounting estimates: None
 - (iv) Restatement: None
- (2) Number of issued shares (common shares)
 - (i) Total number of issued shares at the end of the period (including treasury shares)

As of March 31, 2025	41,316,100 shares
As of March 31, 2024	41,313,000 shares

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

As of March 31, 2025	- shares
As of March 31, 2024	- shares

(iii) Average number of shares outstanding during the period

Fiscal year ended March 31, 2025	41,313,066 shares
Fiscal year ended March 31, 2024	41,313,000 shares

(Note) The Company conducted a 10-for-1 stock split of its common shares effective October 15, 2024. "Total number of issued shares at the end of the period" and "Average number of shares outstanding during the period" have been calculated assuming that this stock split was conducted at the beginning of the previous fiscal year.

- * Financial results reports are exempt from audit conducted by certified public accountants or an audit firm.
- * Proper use of earnings forecasts and other special matters

(Cautionary statement regarding forward-looking statements)

Financial result forecasts herein reflect the Company's judgments based on information currently available to it. These forecasts contain risks and uncertainties, and actual results and performance may differ from the stated outlook.

(Regarding non-GAAP profits)

"Non-GAAP operating profit" is a figure adjusted from financial accounting figures (Japanese GAAP) for specific adjustment items based on certain rules. The Company believes this information is useful for understanding the Company's recurring business performance. Specifically, we add amortization of intangible assets and amortization of goodwill arising from business acquisitions to operating profit. Additionally, "non-GAAP profit" is adjusted by deducting the tax adjustment amount corresponding to the added amortization from profit.

(How to access financial results supplementary materials and briefing session contents)

The Company plans to hold a financial results briefing session for institutional investors and analysts on Thursday, May 1, 2025. The presentation materials will be posted on our website after the announcement of the financial results, and the video streaming and Q&A content will be posted promptly after the session.

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1. Overview of Operating Results, etc.

(1) Overview of Operating Results for the Current Fiscal Year

The Company upholds the vision "BE THE SUN (to be a positive force that brings a bright and significant impact to the world)," and we aim to realize this vision by becoming a company that creates services that broadly support people.

Based on this philosophy, we develop businesses such as "Media (Engagement)" which provides lifestyle content such as cooking, and "Shopping (Promotion)" which resolves issues concerning sales promotion and customer attraction targeted at retail companies and food and beverage manufactures, etc.

During the fiscal year ended March 31, 2025, the Japanese economy recovered moderately with a pickup seen in personal consumption, supported by the penetration of wage increase effect and rising inbound demand associated with yen depreciation. However, uncertainties about the future remain due to ongoing concerns over price hikes, foreign exchange fluctuation risks, geopolitical risks, and concerns over a slowdown in overseas economies.

Under these circumstances, the Company achieved significant growth in net sales of the shopping business as the number of users (MAU (Note 1)) of the Kurashiru Reward-related app reached over 2.2 million, and ARPU also grew as transactions with retail companies and food and beverage manufactures deepened. As a result, the ratio of net sales of the shopping business to net sales for the fiscal year ended March 31, 2025 has risen to 24.8%. We will continue transitioning from advertising income model to performance-based and recurring income models.

Regarding non-GAAP operating profit (Note 2), the shopping business was the main driver. While the non-GAAP operating profit margin has declined due to changes in the business mix, we expect to continue increasing profits through revenue growth effects and appropriate cost control.

(Net sales by business segment)

Thet sales by business	s segment)		
	Previous fiscal year (April 1, 2023 (April 1, 2024) to March 31, 2024) Current fiscal year (April 1, 2024 to March 31, 2025)		Fourth quarter of the current fiscal year (January 1, 2025)
			to March 31, 2025)
	Amount	Amount	Amount
	(Thousands of yen)	(Thousands of yen)	(Thousands of yen)
Media (Engagement)	7,397,773	7,552,784	1,923,221
Shopping (Promotion)	622,329	3,246,698	1,092,294
Other	1,877,530	2,302,192	603,109
Total	9,897,633	13,101,675	3,618,624

Under these circumstances, for the fiscal year ended March 31, 2025, net sales were \(\frac{\pmathbf{413}}{13101,675}\) thousand (up 32.4% year on year), non-GAAP operating profit was \(\frac{\pmathbf{2}}{2,817,873}\) thousand (up 12.9% year on year), ordinary profit was \(\frac{\pmathbf{2}}{2,607,240}\) thousand (up 12.1% year on year), and profit was \(\frac{\pmathbf{1}}{1300}\), for thousand (up 14.1% year on year).

Segment information is omitted because the Company operates a single business segment of the platform business.

- (Note 1.) Monthly Active Users: The MAU of the Kurashiru Reward-related app represents the period average of the total number of unique users who launched the app in the past 30 days.
- (Note 2.) Non-GAAP operating profit is a figure adjusted from financial accounting figures (Japanese GAAP) for specific adjustment items based on certain rules. The Company believes this information is useful for understanding the Company's recurring business performance. However, non-GAAP operating

profit is not a financial accounting figure that has gone through audit or review conducted by an audit firm, etc. Specifically, we add amortization of intangible assets and amortization of goodwill arising from business acquisitions to operating profit.

(2) Overview of Financial Position for the Current Fiscal Year (Assets)

Non-current assets were \(\frac{\pmathbf{\pmath}

(Liabilities)

The total liabilities at the end of the current fiscal year were \(\frac{\pmathbf{\text{2}}}{2,561,129}\) thousand, up \(\frac{\pmathbf{\text{9}}}{932,784}\) thousand compared to the end of the previous fiscal year. This was mainly due to an increase in provision for user rebates of \(\frac{\pmathbf{\text{3}}}{393,547}\) thousand, an increase in accounts payable - other of \(\frac{\pmathbf{\text{2}}}{240,877}\) thousand, and an increase in income taxes payable of \(\frac{\pmathbf{\text{1}}}{127,579}\) thousand.

(Net assets)

The total net assets at the end of the current fiscal year were \(\xi\)10,594,430 thousand, up \(\xi\)1,687,485 thousand compared to the end of the previous fiscal year. This was mainly due to the recording of profit.

(3) Overview of Cash Flows for the Current Fiscal Year (Cash flow)

Cash and cash equivalents (hereinafter referred to as "funds") at the end of the current fiscal year increased by \(\xi\)1,801,039 thousand from the end of the previous fiscal year to \(\xi\)8,888,392 thousand. Cash flows and their factors for the current fiscal year were as follows:

(Cash flows from operating activities)

Cash flows from operating activities resulted in an inflow of \$2,114,390 thousand (an inflow of \$1,406,053 thousand in the previous fiscal year). This was mainly due to factors such as profit before income taxes of \$2,606,966 thousand, and an increase in allowance provision for user rebates of \$393,547 thousand, while there were an increase in trade receivables of \$602,796 thousand, and income taxes paid amounting to \$921,512 thousand.

(Cash flows from investing activities)

Cash flows from investing activities resulted in an outflow of \(\frac{\pmathbf{\text{\texi}\text{\text{\text{\text{\text{\text{\text{\tex

(Cash flows from financing activities)

Cash flows from financing activities resulted in an inflow of ¥899 thousand (¥- thousand in the previous fiscal year). This was due to proceeds from exercise of employee share options amounting to ¥899 thousand.

(4) Future Outlook

As to the outlook for the fiscal year ending March 31, 2026, the Company forecasts net sales of \$17,140 million, non-GAAP operating profit of \$3,529 million, ordinary profit of \$3,357 million, and profit of \$2,295 million. The outlook for earnings, etc. presented above has been prepared based on information currently available to the Company as of the date of release of this material, and actual results, etc. may differ from the forecasted figures due to various factors.

2. Basic Policy on Selection of Accounting Standards

The Company applies Japanese GAAP. With regard to the adoption of International Financial Reporting Standards (IFRS), its policy is to take appropriate actions by taking into account various circumstances in Japan and abroad.

3. Non-consolidated Financial Statements and Principal Notes (1) Non-consolidated Balance Sheets

	As of March 31, 2024	As of March 31, 2025
ssets		
Current assets		
Cash and deposits	7,087,352	8,888,392
Notes and accounts receivable - trade, and contract assets	1,343,563	1,951,065
Prepaid expenses	138,363	157,299
Supplies	4,931	5,062
Advance payments to suppliers	1,311	1,954
Other	27,130	35,060
Allowance for doubtful accounts	(11,598)	(12,281)
Total current assets	8,591,054	11,026,552
Non-current assets		
Property, plant and equipment		
Buildings	193,252	265,174
Accumulated depreciation	(47,009)	(62,876
Buildings, net	146,242	202,297
Tools, furniture and fixtures	132,663	138,145
Accumulated depreciation	(101,780)	(107,640
Tools, furniture and fixtures, net	30,883	30,504
Total property, plant and equipment	177,125	232,802
Intangible assets		
Goodwill	770,875	642,396
Contract related intangible assets	53,459	26,729
Trademark right	3,865	3,094
Software	9,077	13,043
Total intangible assets	837,277	685,263
Investments and other assets		
Investment securities	-	172,426
Distressed receivables	229	251
Leasehold deposits	132,906	171,187
Long-term prepaid expenses	3,168	4,976
Deferred tax assets	793,756	862,351
Allowance for doubtful accounts	(229)	(251
Total investments and other assets	929,831	1,210,941
Total non-current assets	1,944,234	2,129,007
Total assets	10,535,289	13,155,559

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	As of March 31, 2024	As of March 31, 2025
Liabilities		
Current liabilities		
Accounts payable - other	579,212	820,090
Accrued expenses	49,606	44,729
Income taxes payable	480,686	608,265
Contract liabilities	11,209	5,913
Deposits received	29,935	34,830
Provision for bonuses	54,170	88,100
Provision for user rebates	376,733	770,281
Other	46,789	188,919
Total current liabilities	1,628,344	2,561,129
Total liabilities	1,628,344	2,561,129
Net assets		
Shareholders' equity		
Share capital	100,000	100,449
Capital surplus		
Legal capital surplus	-	449
Other capital surplus	3,707,148	3,707,148
Total capital surplus	3,707,148	3,707,597
Retained earnings		
Other retained earnings		
Retained earnings brought forward	5,092,276	6,783,807
Total retained earnings	5,092,276	6,783,807
Total shareholders' equity	8,899,425	10,591,854
Valuation and translation adjustments		
Valuation difference on available-for-sale securities	-	(4,943)
Total valuation and translation adjustments	-	(4,943)
Share acquisition rights	7,520	7,520
Total net assets	8,906,945	10,594,430
Total liabilities and net assets	10,535,289	13,155,559

(2) Non-consolidated Statements of Income

	For the fiscal year ended March 31, 2024	For the fiscal year ended March 31, 2025
Net sales	9,897,633	13,101,675
Cost of sales	4,506,585	6,607,014
Gross profit	5,391,047	6,494,660
Selling, general and administrative expenses	3,050,620	3,831,996
Operating profit	2,340,427	2,662,664
Non-operating income		
Interest income	56	4,459
Recoveries of written off receivables	881	-
Point income	1,644	2,290
Other	3,500	857
Total non-operating income	6,082	7,607
Non-operating expenses		
Foreign exchange losses	6,115	26,657
Donations	15,000	-
Listing expenses	-	25,772
Loss on investments in investment partnerships	-	10,203
Other	-	397
Total non-operating expenses	21,115	63,031
Ordinary profit	2,325,394	2,607,240
Extraordinary losses		
Loss on retirement of non-current assets	385	273
Total extraordinary losses	385	273
Profit before income taxes	2,325,008	2,606,966
Income taxes - current	880,527	984,030
Income taxes - deferred	(38,058)	(68,594)
Total income taxes	842,468	915,436
Profit	1,482,540	1,691,530

(3) Non-consolidated Statements of Changes in Equity Fiscal year ended March 31, 2024 (from April 1, 2023 to March 31, 2024)

(Thousands of yen)

				isanas or jenj		
		Shareholders' equity				
			Capital surplus			
	Share capital	Legal capital surplus	Other capital surplus	Total capital surplus		
Balance at beginning of period	100,000	-	3,707,148	3,707,148		
Changes during period						
Profit						
Net changes in items other than shareholders' equity						
Total changes during period	-	-	-	-		
Balance at end of period	100,000	-	3,707,148	3,707,148		

	S	hareholders' equit	у			
	Retained	earnings				
	Other retained earnings Retained earnings brought forward	Total retained earnings	Total shareholders' equity	Share acquisition rights	Total net assets	
Balance at beginning of period	3,609,736	3,609,736	7,416,884	5,600	7,422,484	
Changes during period						
Profit	1,482,540	1,482,540	1,482,540		1,482,540	
Net changes in items other than shareholders' equity				1,920	1,920	
Total changes during period	1,482,540	1,482,540	1,482,540	1,920	1,484,460	
Balance at end of period	5,092,276	5,092,276	8,899,425	7,520	8,906,945	

Fiscal year ended March 31, 2025 (from April 1, 2024 to March 31, 2025)

	Shareholders' equity				
			Capital surplus		
	Share capital	Legal capital surplus	Other capital surplus	Total capital surplus	
Balance at beginning of period	100,000	-	3,707,148	3,707,148	
Changes during period					
Issuance of new shares - exercise of share acquisition rights	449	449		449	
Profit					
Net changes in items other than shareholders' equity					
Total changes during period	449	449	-	449	
Balance at end of period	100,449	449	3,707,148	3,707,597	

	Shareholders' equity				Valuation and translation adjustments		
	Retained	earnings					
	Other retained earnings	Total retained	Total shareholders'	Valuation difference on	Total valuation	Share acquisition rights	Total net assets
	Retained earnings brought forward	earnings	equity	available-for-sale securities	available-for-sale adjustments		
Balance at beginning of period	5,092,276	5,092,276	8,899,425	-	-	7,520	8,906,945
Changes during period							
Issuance of new shares - exercise of share acquisition rights			899				899
Profit	1,691,530	1,691,530	1,691,530				1,691,530
Net changes in items other than shareholders' equity				(4,943)	(4,943)	-	(4,943)
Total changes during period	1,691,530	1,691,530	1,692,429	(4,943)	(4,943)	-	1,687,485
Balance at end of period	6,783,807	6,783,807	10,591,854	(4,943)	(4,943)	7,520	10,594,430

(4) Non-consolidated Statements of Cash Flows

	For the fiscal year ended March 31, 2024	For the fiscal year ended March 31, 2025
Cash flows from operating activities		
Profit before income taxes	2,325,008	2,606,966
Depreciation	41,586	34,579
Amortization of contract related intangible assets	26,729	26,729
Amortization of goodwill	128,479	128,479
Loss on retirement of non-current assets	385	273
Increase (decrease) in provision for bonuses	52,888	33,929
Increase (decrease) in allowance for doubtful accounts	6,330	705
Increase (decrease) in allowance provision for user rebates	318,151	393,547
Interest income	(65)	(4,459)
Loss (gain) on investments in investment partnerships	-	10,203
Decrease (increase) in trade receivables	(321,897)	(602,796)
Decrease (Increase) in contract assets	26,024	(4,706)
Decrease (increase) in supplies	(1,694)	(131)
Decrease (increase) in distressed receivables	(229)	(22)
Decrease (increase) in prepaid expenses	(5,999)	(20,743)
Increase (decrease) in accounts payable - other	125,355	220,608
Increase (decrease) in contract liabilities	3,474	(5,296)
Increase (decrease) in accrued expenses	(122,170)	(4,877)
Increase (decrease) in income taxes payable - factor based tax	=	65,877
Other, net	(4,382)	153,258
Subtotal	2,597,975	3,032,127
Interest received	56	3,776
Income taxes paid	(1,191,979)	(921,512)
Net cash provided by (used in) operating activities	1,406,053	2,114,390
Cash flows from investing activities		
Purchase of property, plant and equipment	(20,799)	(66,950)
Purchase of investment securities	<u>-</u>	(188,323)
Purchase of intangible assets	(9,902)	(6,637)
Payments for asset retirement obligations	(68,300)	-
Proceeds from refund of leasehold deposits	371,140	-
Payments of leasehold deposits	(183,264)	(52,338)
Other, net	(1,413)	<u>-</u>
Net cash provided by (used in) investing activities	87,460	(314,249)
Cash flows from financing activities		· · · · · · · · · · · · · · · · · · ·
Proceeds from exercise of employee share options	-	899
Net cash provided by (used in) financing activities		899
Net increase (decrease) in cash and cash equivalents	1,493,513	1,801,039
Cash and cash equivalents at beginning of period	5,593,838	7,087,352
Cash and cash equivalents at end of period	7,087,352	8,888,392

(5) Notes to Non-consolidated Financial Statements

(Notes on going concern assumption)

Not applicable.

(Changes in presentation methods)

"Subsidy income" and "royalty income," which were reported separately under "non-operating income" in the previous fiscal year, are included in "other" under "non-operating income" from the current fiscal year due to their decreased monetary significance. To reflect this change in the presentation method, the non-consolidated statements of income for the previous fiscal year have been reclassified.

As a result, "subsidy income" of \(\xi\)2,200 thousand, "royalty income" of \(\xi\)714 thousand and "other" of \(\xi\)585 thousand, which were presented under "non-operating income" in the non-consolidated statements of income for the previous fiscal year, have been reclassified as "other" of \(\xi\)3,500 thousand.

(Segment information, etc.)

Segment information is omitted because the Company operates a single business segment of the platform business.

(Share of profit and loss of entities accounted for using equity method, etc.)

Not applicable because the Company has no affiliated company.

(Per share information)

	For the fiscal year ended March 31, 2024	For the fiscal year ended March 31, 2025	
Net assets per share	¥45.64	¥256.24	
Basic earnings per share	¥35.89	¥40.94	
Diluted earnings per share	¥ -	¥37.90	

(Notes) 1. Diluted earnings per share for the fiscal year ended March 31, 2024 are not presented because the average stock price during the period cannot be ascertained as the Company's shares were unlisted as of March 31, 2024, although there were residual shares.

2. Basis for calculating basic earnings per share and diluted earnings per share is as follows:

Item	For the fiscal year ended March 31, 2024	For the fiscal year ended March 31, 2025
Basic earnings per share		
Profit (Thousands of yen)	1,482,540	1,691,530
Amount not attributable to common shareholders (Thousands of yen)	-	-
Profit relating to common shares (Thousands of yen)	1,482,540	1,691,530
Average number of common shares outstanding during the period (Shares)	41,313,000	41,313,066
(of which, common shares (Shares))	13,140,000	41,313,066
(of which, Class A preferred stock (Shares))	5,000,000	-
(of which, Class B preferred stock (Shares))	4,762,000	-
(of which, Class C preferred stock (Shares))	10,026,000	-
(of which, Class D preferred stock (Shares))	8,385,000	-
Diluted earnings per share		
Adjustment for profit attributable to common shareholders (Thousands of yen)	-	-
Increase in the number of common shares (Thousand shares)	-	3,323
(of which, share acquisition rights (Thousand shares))	-	(3,323)
Overview of residual shares not included in the calculation of diluted earnings per share due to their non-dilutive effect	-	-

3. Basis for calculating net assets per share is as follows:

Item	As of March 31, 2024	As of March 31, 2025
Total of net assets (Thousands of yen)	8,906,945	10,594,430
Amount to be deducted from total of net assets (Thousands of yen)	7,021,580	7,520
(of which, Class A preferred stock (Thousands of yen))	152,250	1
(of which, Class B preferred stock (Thousands of yen))	500,010	1
(of which, Class C preferred stock (Thousands of yen))	3,007,800	-
(of which, Class D preferred stock (Thousands of yen))	3,354,000	-
(of which, share acquisition rights (Thousands of yen))	7,520	7,520
Amount of net assets at the end of period relating to common shares (Thousands of yen)	1,885,365	10,586,910
Number of common shares at the end of period used to calculate net assets per share (Shares)	41,313,000	41,316,100

(Significant subsequent events)

Not applicable.