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Summary of Consolidated Financial Results For the Nine Months ended December 31, 2024 (IFRS)

February 14, 2025

Company name: TORIDOLL Holdings Corporation

Stock exchange listing: Tokyo Stock Exchange

Stock code: 3397

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Starting date of dividend payments: -

Preparation of explanatory materials on quarterly financial results: Yes

Information meetings arranged related to quarterly financial results: No

(Amounts are rounded to the nearest million)

1. Consolidated Financial Results for the Nine Months Ended December 31, 2024 (from April 1, 2024 to December 31, 2024)

(1) Consolidated Operating Results

(% figures denote year-on-year change)

	Revenue		Business profit		Operating profit		Profit before tax		Profit for the period	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Nine months ended December 31, 2024	201,787	17.1	14,048	21.1	11,537	1.6	11,162	4.8	6,278	(6.8)
Nine months ended December 31, 2023	172,342	22.3	11,598	86.4	11,351	40.7	10,648	28.5	6,737	31.2

	Profit for the period attributable to owners of the parent		Comprehensive income for the period		Earnings per share attributable to owners of the parent (basic)	Earnings per share attributable to owners of the parent (diluted)
	Millions of yen	%	Millions of yen	%	Yen	Yen
Nine months ended December 31, 2024	5,977	(3.9)	11,225	(4.6)	65.03	64.46
Nine months ended December 31, 2023	6,222	35.1	11,762	7.7	68.11	67.45

(Reference) EBITDA (*)

Nine months ended December 31, 2024: ¥ 36,371 million (increased 10.6% year-on-year basis)

Nine months ended December 31, 2023: ¥ 32,892 million

Adjusted EBITDA

Nine months ended December 31, 2024: ¥ 37,453 million (increased 12.2% year-on-year basis)

Nine months ended December 31, 2023: ¥ 33,389 million

(*) The Company discloses EBITDA as comparative information.

EBITDA = Operating Profit + Other Operating Expenses - Other Operating Income
+ Depreciation + Amortization

Adjusted EBITDA = EBITDA + Impairment Loss + Extraordinary Expenses

(2) Consolidated Financial Position

	Total assets	Total equity	Equity attributable to owners of parent	Equity attributable to owners of parent ratio	Equity per share attributable to owners of parent
	Millions of yen	Millions of yen	Millions of yen	%	Yen
As of December 31, 2024	335,343	104,547	94,738	28.3	1,082.50
As of March 31, 2024	321,438	90,135	80,600	25.1	923.23

(Notes) Due to the finalization of provisional accounting treatment related to the business combination carried out in the Fiscal Year ended March 31, 2024, the Consolidated Financial Position for the same fiscal year have been reflected.

2. Dividends

	Annual dividend per share				
	Q1	Q2	Q3	Year-end	Total
	Yen	Yen	Yen	Yen	Yen
Fiscal Year ended March 31, 2024	—	0.00	—	9.00	9.00
Fiscal Year ended March 31, 2025	—	0.00	—		
Fiscal Year ending March 31, 2025 (Forecast)				10.00	10.00

3. Consolidated Financial Result Forecasts for the Fiscal Year Ending March 31, 2025

Percentages indicate year-on-year changes

	Revenue		Business profit		Operating profit		Profit before tax		Profit for the period	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Fiscal year	265,000	14.2	17,300	21.1	11,600	1.9	10,200	(3.3)	5,400	(9.8)

	Profit for the period attributable to owners of the parent		Earnings per share attributable to owners of the parent (basic)
	Millions of yen	%	Yen
Fiscal year	4,900	(10.2)	51.69

* Notes

- (1) Changes in significant subsidiaries during the period
(changes in specified subsidiaries resulting in the change in scope consolidation): No
New: —
Excluded: —
- (2) Changes in accounting policies and accounting estimates
 - 1) Changes in accounting policies as required by IFRS: No
 - 2) Changes in accounting policies other than 1) above: No
 - 3) Changes in accounting estimates: No

(3) Number of shares outstanding (ordinary shares)

1) Total number of issued shares at the end of the period (including treasury shares)

As of December 31, 2024	88,346,552 shares
As of March 31, 2024	88,140,552 shares

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

As of December 31, 2024	828,949 shares
As of March 31, 2024	837,892 shares

3) Average number of shares during the period

Nine months ended December 31, 2024	87,322,808 shares
Nine months ended December 31, 2023	87,101,228 shares

* Review of the attached consolidated quarterly financial statements by certified public accountants or an audit firm: None

* Appropriate use of financial results forecasts and other notes

The forward-looking statements in this report are based upon various assumptions, including, without limitation, business forecasts, management's estimates, assumptions, and projections at the time of publication. These statements do not represent a promise or commitment by the Company to achieve these forecasts. Actual results may differ significantly from these forecasts due to a wide range of factors.

1. Qualitative Information Concerning Financial Results for the Nine Months ended December 31, 2024 (FY3/25 Q1-Q3)

(1) Consolidated Financial Results

During the first nine months of the consolidated fiscal year under review (April 1 to December 31, 2024), the business environment was somewhat uncertain, as wage increases across industries and regions were expected to stimulate consumption sentiment, but there were also concerns about the impact of higher labor costs on business performance. Business activities: In such an environment, the Group further strengthened its efforts to promote the appeal of food as KANDO experiences both in Japan and abroad. In Japan, we have also worked on the creation of a system to increase the satisfaction of our store employees and meet our human resources needs.

As a result, all segments (Marugame Seimen, which is an authentic Sanuki udon restaurant chain, Other Domestic segment, and Overseas) recorded revenue growth, with total revenue reaching ¥ 201,787 million (up 17.1 % year on year), marking the highest total revenue for the first nine months of the consolidated fiscal year.

At Marugame Seimen, the increase in revenue offset higher raw material and labor costs, resulting in the highest business profit (*1) for the first nine months of the consolidated fiscal year. The Other Domestic Segment, on the other hand, reported a decline in business profit year on year, mainly due to persistently high raw material costs and increased costs associated with openings. The Overseas Segment saw a decline in business profit, impacted in part by deteriorating market conditions in certain regions.

As a result, consolidated business profit was ¥ 14,048 million (up 21.1 % year on year), marking the highest-ever result for the first nine months of the consolidated fiscal year.

Operating profit (*2) for the first nine months of the consolidated fiscal year was ¥ 11,537 million (up 1.6 % year on year), resulting in a profit increase, while profit for the period attributable to owners of the parent was ¥ 5,977 million (down 3.9 % year on year).

	Q1-Q3 FY3/24 Results	Q1-Q3 FY3/25 Results	Year-on-year change	
			Amount	Percentage
Revenue	172,342	201,787	+29,445	+17.1%
Business profit 1	11,598	14,048	+2,450	+21.1%
Operating profit 2	11,351	11,537	+187	+1.6%
Profit for the period attributable to owners of the parent	6,222	5,977	(245)	(3.9)%

(Note)

1. Business profit is calculated as total revenue less cost of goods sold (COGS) and selling, general, and administrative
2. Operating profit is calculated as the sum of: 1) business profit less impairment losses and 2) other operating income

(2) Financial Results by Segment

During the first nine months of the consolidated fiscal year, we revised Fulham Shore's SG&As and business profit, which is in the Overseas Segment, for the same period of the previous year. The results for the nine months ended June 30, 2024 in this document reflect the amounts after a significant revision of the initial allocation of acquisition costs, following the finalization of provisional accounting treatments.

Revenue	Q1-Q3 FY3/24	Q1-Q3 FY3/25	Year-on-year change	
	Results	Results	Amount	Percentage
Marugame Seimen	86,685	97,209	+10,524	+12.1%
Other Domestic	20,943	26,068	+5,125	+24.5%
Overseas	64,714	78,510	+13,795	+21.3%
Consolidated	172,342	201,787	+29,445	+17.1%

Business profit	Q1-Q3 FY3/24	Q1-Q3 FY3/25	Year-on-year change	
	Results	Results	Amount	Percentage
Marugame Seimen	13,834	15,971	+2,137	+15.4%
Other Domestic	3,713	3,355	(358)	(9.6)%
Overseas	2,948	1,932	(1,016)	(34.5)%
Adjustments 3	(8,897)	(7,210)	+1,687	—
Consolidated	11,598	14,048	+2,450	+21.1%

(Note)

3. Adjustments are corporate expenses that are not allocated to each segment in financial reporting

(Store)

Number of Stores	Marugame Seimen	Other Domestic			Overseas			Total
Business category	Company owned	Company -owned	Franchise and etc. (Note 4)	Sub-Total	Company -owned	Franchise and etc. (Note 4)	Sub-Total	
At the end of FY3/24	840	246	4	250	432	429	861	1,951
Openings in Q1 FY3/25	24	30	1	31	37	49	86	141
Closing in Q1 FY3/25	9	5	0	5	19	29	48	62
At the end of Q1 FY3/25	855	271	5	276	450	449	899	2,030

(Note)

4. This includes locations other than company-owned stores, including locations operated by franchisees or joint ventures.

Marugame Seimen Segment

In the Marugame Seimen segment, we are developing our marketing strategy to simultaneously elevate brand value, customer experience (CX) and employee experience (EX) by combining a brand strategy that forms perceptions to keep customers choosing us and a product strategy that creates impulses. In addition, the full deployment of Menshokunin (noodle masters) (*5) across all locations and the fulfillment of staffing needs enabled the rapid rollout of numerous new initiatives.

As a seasonal fair menu, starting November 1, Marugame Seimen launched its first-ever nationwide regional initiative, “Wagamachi Kamaage Udon 47,” in which Menshokunin across Japan created dipping sauces for Kamaage Udon inspired by the local food culture of all 47 prefectures. Additionally, starting November 26, we launched “Oretachi (our) Udon with Tonjiru (pork and vegetable soup)” along with the “Oretachi no Tomato Tonjiru Udon,” topped with a new special tomato sauce. Furthermore, on December 17, we introduced “Oretachi no Garibata Mayo Tonjiru Udon,” featuring a rich garlic butter-flavored mayonnaise. By incorporating gochujang and oyster sauce, the “Oretachi no Tonjiru” series created an addictive flavor that redefined traditional tonjiru. This series became a major hit, selling around 156 million servings.

As a new product category, “Marugame Udonuts,” made from udon dough, was launched nationwide at Marugame Seimen on June 25, 2024. It received an overwhelmingly positive response from customers, surpassing a cumulative sales total of 10 million servings in about six months. Among them, the newly launched Marugame udonut Chocolate Flavor, which went on sale on December 3, became a major hit, selling more than twice the expected amount.

As a result of these initiatives, total revenue reached ¥ 97,209 million (up 12.1 % year on year), marking the highest-ever result for the nine-month consolidated cumulative period. Business profit also saw a significant increase, reaching a record-high ¥ 15,971 million (up 15.4 % year on year) for the same period.

*5. Menshokunin (noodle masters): Certification given only to those who have passed the unique training system, the Menshokunin program. Since its founding, Menshokunin have inherited the skills and passion of Marugame Seimen and have been dedicated to making udon noodles from scratch using flour at all of the restaurants on a daily basis in order to provide customers with the “best bowl of udon” they have ever eaten.

Other Domestic Segment

The Other Domestic segment covers the following businesses: Kona’s Coffee, Ramen Zundo-ya, Niku no Yamagyu, Banpai-ya, Tempura Makino, Toridoll, Buta-ya Tonichi, Nagata Honjyouken, and freshly baked Koppe pan.

Kona's Coffee, which operates under the concept of Hawaiian dining experience “closest to you,” saw a significant increase in the number of customers due to seasonal fair menus and in-store and out-of-store events to attract customers, as well as enhanced online and offline information dissemination and use of social media marketing. The Itabashi store (Tokyo), which opened on October 24, and the Neyagawa store (Osaka), which reopened on December 4, both achieved top-class domestic sales, contributing to the segment's revenue growth. As we continued new store openings in Q3 onward, costs related to openings increased, but these were absorbed by the increase in revenue, resulting in an increase in business profit.

Zundo-ya, a brand that serves ramen in brothy rich pork-bone soup, opened its first store in Saitama Prefecture, the Tokorozawa store, on October 31, followed by the opening of the Takatsuki Akaoji store (Osaka) on November 28, reaching a total of 100 locations nationwide.

As a result, revenue reached a record-high ¥ 26,068 million for the nine-month consolidated cumulative period (up 24.5 % year on year). On the other hand, business profit declined to ¥ 3,355 million (down 9.6 % year on year), mainly due to persistently high raw material costs and increased expenses associated with new store openings.

Overseas Segment

On October 1, 2024, we established a department within our Overseas Business Division to drive the reform of our overseas restaurant business. We are dispatching personnel with extensive expertise in domestic operations to overseas locations to strengthen the development of successful restaurant models. In addition to efforts to improve product and service quality and enhance productivity, the development of appealing products and the introduction of dynamic in-store designs have begun to show a certain level of positive impact on revenue and profitability at test locations. However, these efforts have not yet fully offset the impact of deteriorating market conditions in certain regions.

Revenue saw a significant increase, reaching a record-high ¥ 78,510 million for the nine-month consolidated cumulative period (up 21.3 % year on year), driven in part by the contribution of Fulham Shore, which was consolidated from the previous second quarter. On the other hand, as mentioned earlier, business profit declined to ¥ 1,932 million (down 34.5 % year on year).

(3) Explanations of Consolidated Financial Forecast

The financial results for the first nine months of the fiscal year ending March 2025 have generally aligned with the full-year consolidated financial results forecasts announced on November 14, 2024, and no revisions have been made to the forecast.

Condensed Quarterly Consolidated Financial Statements

Condensed Quarterly Consolidated Statements of Financial Position

(Millions of yen)

	As of March 31, 2024	As of December 31, 2024
Assets		
Current assets		
Cash and cash equivalents	70,627	75,030
Trade and other receivables	9,678	10,250
Inventories	1,087	1,378
Other current assets	4,569	3,952
Total current assets	85,960	90,609
Non-current assets		
Property and equipment	44,281	47,578
Right-of-use assets	100,859	104,437
Intangible assets and goodwill	66,232	69,038
Investments accounted for using the equity method	4,498	4,721
Other financial assets	12,826	12,792
Deferred tax assets	5,078	4,140
Other non-current assets	1,704	2,028
Total non-current assets	235,478	244,733
Total assets	321,438	335,343

	(Millions of yen)	
	As of March 31, 2024	As of December 31, 2024
Liabilities		
Current liabilities		
Trade and other payables	16,963	17,017
Short-term loans payable	20,210	3,030
Current portion of long-term loans payable	15,573	14,893
Current portion of Bonds	800	800
Lease liabilities	20,001	21,300
Income taxes payable	3,683	2,904
Provisions	1,347	1,440
Other current liabilities	14,007	11,229
Total current liabilities	92,583	72,613
Non-current liabilities		
Bonds	2,386	22,431
Long-term loans payable	39,016	37,859
Lease liabilities	85,971	87,638
Provisions	5,954	6,520
Deferred tax liabilities	3,846	3,368
Other non-current liabilities	1,546	368
Total non-current liabilities	138,719	158,183
Total liabilities	231,303	230,795
Equity		
Equity attributable to owners of the parent		
Capital stock	4,834	5,057
Capital surplus	9,369	11,221
Other equity instruments	10,847	13,854
Retained earnings	38,816	43,481
Treasury stock	(994)	(985)
Other components of equity	17,729	22,111
Total equity attributable to owners of the parent	80,600	94,738
Non-controlling interests	9,535	9,809
Total equity	90,135	104,547
Total liabilities and equity	321,438	335,343

Condensed Quarterly Consolidated Statements of Income

(Millions of yen)

	Nine months ended December 31, 2023	Nine months ended December 31, 2024
Revenue	172,342	201,787
Cost of sales	(41,624)	(48,145)
Gross profit	130,718	153,642
Selling, general and administrative expenses	(119,120)	(139,594)
Impairment loss	(243)	(1,082)
Other operating income	695	702
Other operating expenses	(699)	(2,131)
Operating profit	11,351	11,537
Finance income	856	1,784
Finance costs	(1,560)	(2,132)
Finance income (costs), net	(704)	(348)
Share of profit (loss) of investments accounted for using the equity method	1	(28)
Profit before tax	10,648	11,162
Income tax expense	(3,911)	(4,885)
Profit for the period	6,737	6,278
Profit for the period attributable to		
Owners of the parent	6,222	5,977
Non-controlling interests	515	301
Profit for the period	6,737	6,278
Earnings per share attributable to owners of the parent (yen)		
Basic earnings per share	68.11	65.03
Diluted earnings per share	67.45	64.46

Condensed Quarterly Consolidated Statements of Comprehensive Income

(Millions of yen)

	Nine months ended December 31, 2023	Nine months ended December 31, 2024
Profit for the period	6,737	6,278
Other comprehensive income		
Items that will not be reclassified to profit or loss		
Financial assets measured at fair value through other comprehensive income	—	94
Total of items that will not be reclassified to profit or loss	—	94
Items that may be reclassified to profit or loss		
Exchange differences on translating foreign operations	4,517	4,611
Share of other comprehensive income of investments accounted for using the equity method	509	243
Total of items that may be reclassified to profit or loss	5,025	4,853
Other comprehensive income	5,025	4,947
Comprehensive income for the period	11,762	11,225
Comprehensive income for the period attributable to		
Owners of the parent	10,656	10,428
Non-controlling interests	1,106	797

Condensed Quarterly Consolidated Statements of Changes in Equity

For the nine months ended December 31, 2023

(Millions of yen)

	Equity attributable to owners of the parent										
	Capital stock	Capital surplus	Other Equity instruments	Retained earnings	Treasury stock	Other components of equity			Total	Non-controlling interests	Total equity
						Exchange differences on translating foreign operations	Stock Acquisition rights	Total			
As of April 1, 2023	4,673	11,575	10,847	34,207	(1,003)	8,659	607	9,267	69,566	8,592	78,158
Profit for the period				6,222				—	6,222	515	6,737
Other comprehensive income						4,434		4,434	4,434	591	5,025
Total comprehensive income for the period	—	—	—	6,222	—	4,434	—	4,434	10,656	1,106	11,762
Issuance of new shares—Exercise of stock acquisition rights	125	125					(53)	(53)	197		197
Share-based payment transactions							131	131	131		131
Purchase or disposal of treasury stock		7			7			—	14		14
Dividends				(653)				—	(653)	(842)	(1,495)
Distribution to owners of other equity instruments				(386)				—	(386)		(386)
Changes in ownership interests in subsidiaries that do not result in loss of control		16						—	16	9	25
Put options over non-controlling interests		(2,285)						—	(2,285)		(2,285)
Other				14				—	14	18	32
Total transaction amount with owners	125	(2,137)	—	(1,025)	7	—	78	78	(2,951)	(815)	(3,766)
As of December 31, 2023	4,798	9,439	10,847	39,404	(997)	13,094	685	13,779	77,271	8,883	86,154

For the nine months ended December 31, 2024

(Millions of yen)

	Equity attributable to owners of the parent											
	Capital stock	Capital surplus	Other Equity instruments	Retained earnings	Treasury stock	Other components of equity				Total	Non-controlling interests	Total equity
						Exchange differences on translating foreign operations	Financial assets measured at fair value through other comprehensive income	Stock Acquisition rights s	Total			
As of April 1, 2024	4,834	9,369	10,847	38,816	(994)	17,103	(90)	715	17,729	80,600	9,535	90,135
Profit for the period				5,977					—	5,977	301	6,278
Other comprehensive income						4,357	94		4,451	4,451	496	4,947
Total comprehensive income for the period	—	—	—	5,977	—	4,357	94	—	4,451	10,428	797	11,225
Issuance of new shares—Exercise of stock acquisition rights	223	223						(104)	(104)	342		342
Share-based payment transactions								42	42	42		42
Purchase or disposal of treasury stock		12			9				—	21		21
Dividends				(786)					—	(786)	(491)	(1,277)
Issuance of other equity instruments			13,854						—	13,854		13,854
Redemption of other equity instruments			(10,847)	(153)					—	(11,000)		(11,000)
Distribution to owners of other equity instruments				(394)					—	(394)		(394)
Changes in ownership interests in subsidiaries that do not result in loss of control		21							—	21	(31)	(10)
Issuance of convertible bonds		811							—	811		811
Put options over non-controlling interests		761							—	761		761
Transfer to retained earnings from other components of equity				5			(5)		(5)	—		—
Other		25		14				(2)	(2)	37		37
Total transaction amount with owners	223	1,852	3,007	(1,313)	9	—	(5)	(64)	(69)	3,709	(523)	3,187
As of December 31, 2024	5,057	11,221	13,854	43,481	(985)	21,460	(1)	652	22,111	94,738	9,809	104,547

Condensed Quarterly Consolidated Statements of Cash Flows

(Millions of yen)

	Nine months ended December 31, 2023	Nine months ended December 31, 2024
Cash flows from operating activities		
Profit before tax	10,648	11,162
Depreciation and amortization	21,537	23,405
Impairment loss	243	1,082
Interest income	(836)	(1,506)
Interest expenses	1,542	2,052
Share of loss (profit) of investments accounted for using the equity method	(1)	28
Decrease (increase) in trade and other receivables	(913)	(195)
Decrease (increase) in inventories	(121)	(252)
Increase (decrease) in trade and other payables	162	(417)
Other, net	1,195	164
Subtotal	33,458	35,523
Interest income received	801	1,412
Interest expenses paid	(1,669)	(2,195)
Income taxes paid	(655)	(5,393)
Net cash provided by (used in) operating activities	31,934	29,347
Cash flows from investing activities		
Purchases of property and equipment	(6,853)	(10,241)
Purchases of intangible assets	(27)	(51)
Payments for lease and guarantee deposits	(404)	(880)
Proceeds from collection of lease and guarantee deposits	310	478
Payments of construction assistance fund receivables	(59)	(40)
Collection of construction assistance fund receivables	363	331
Payments for acquisition of subsidiaries	(16,683)	—
Other, net	3	1,405
Net cash provided by (used in) investing activities	(23,351)	(8,999)
Cash flows from financing activities		
Proceeds from issuance of bonds	—	21,872
Payments for redemption of bonds	(800)	(800)
Net increase (decrease) in short-term loans payable	16,100	(17,184)
Proceeds from long-term loans payable	7,660	10,462
Repayments of long-term loans payable	(12,744)	(12,393)
Repayments of lease liabilities	(15,323)	(17,312)
Proceeds from share issuance to non-controlling shareholders	89	—
Dividends paid	(653)	(786)
Proceeds from issuance of other equity instruments	—	13,790
Redemption of other equity instruments	—	(11,000)
Distribution to owners of other equity instruments	(556)	(567)
Payments for purchase of shares of subsidiaries that do not result in change in scope of consolidation	—	(4,023)
Others, net	(648)	(150)
Net cash provided by (used in) financing activities	(6,875)	(18,090)
Net increase (decrease) in cash and cash equivalents	1,708	2,258
Cash and cash equivalents at the beginning of the period	67,456	70,627
Effect of exchange rate change on cash and cash equivalents	1,967	2,145
Cash and cash equivalents at the end of the period	71,131	75,030