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Consolidated Financial Results for the Three Months Ended June 30, 2025 [Japanese GAAP]



August 14, 2025

Company name: Synchro Food Co., Ltd.
 Stock exchange listing: Tokyo Stock Exchange
 Code number: 3963
 URL: <https://www.synchro-food.co.jp>
 Representative: Shinichi Fujishiro, President and CEO and Chief of Operating for the Business Department
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 Scheduled date of commencing dividend payments: –
 Availability of financial results briefing materials: Available
 Schedule of financial results briefing session: Scheduled

(Amounts of less than one million yen are rounded down.)

1. Consolidated Financial Results for the Three Months Ended June 30, 2025 (April 1, 2025 - June 30, 2025)

(1) Consolidated Operating Results (% indicates changes from the previous corresponding period.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Three months ended June 30, 2025	943	(6.6)	183	(38.7)	181	(39.8)	123	(38.6)
June 30, 2024	1,010	19.5	299	63.2	301	65.0	201	71.8

Note: Comprehensive income: Three months ended June 30, 2025: 123 million yen [(39.1)%]

Three months ended June 30, 2024: 202 million yen [71.4%]

	Basic earnings per share	Diluted earnings per share
	Yen	Yen
Three months ended June 30, 2025	4.39	—
June 30, 2024	7.48	—

Note: During the three months ended September 30, 2024, tentative accounting related to business combination was finalized. Figures for the three months ended June 30, 2024 reflect the contents of the finalization of tentative accounting.

(2) Consolidated Financial Position

	Total assets	Net assets	Equity ratio
	Million yen	Million yen	%
As of June 30, 2025	5,286	4,585	86.7
As of March 31, 2025	6,130	5,326	86.9

Reference: As of June 30, 2025: 4,585 million yen

As of March 31, 2025: 5,326 million yen

2. Dividends

	Annual dividends				
	1st quarter-end	2nd quarter-end	3rd quarter-end	Year-end	Total
Fiscal year ended March 31, 2025	Yen —	Yen 0.00	Yen —	Yen 15.00	Yen 15.00
Fiscal year ending March 31, 2026	—				
Fiscal year ending March 31, 2026 (Forecast)		0.00	—	15.00	15.00

Note: Revision to the forecast for dividends announced most recently: No

3. Consolidated Financial Results Forecast for the Fiscal Year Ending March 31, 2026 (April 1, 2025 - March 31, 2026)

(% indicates changes from the previous corresponding period.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	Basic earnings per share
Full year	Million yen	%	Million yen	%	Million yen	%	Million yen	Yen
	4,100	3.8	820	(25.3)	820	(24.5)	574	20.16
							(12.9)	

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

* Notes:

(1) Significant changes in the scope of consolidation during the period: None

Newly included: — (), Excluded: — ()

(2) Adoption of accounting treatment specific to the preparation of quarterly consolidated financial statements: None

(3) Changes in accounting policies, changes in accounting estimates and retrospective restatement

1) Changes in accounting policies due to the revision of accounting standards: None

2) Changes in accounting policies other than 1) above: None

3) Changes in accounting estimates: None

4) Retrospective restatement: None

(4) Total number of issued and outstanding shares (common shares)

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

June 30, 2025: 29,123,000 shares

March 31, 2025: 29,123,000 shares

2) Total number of treasury shares at the end of the period:

June 30, 2025: 1,110,442 shares

March 31, 2025: 327,842 shares

3) Average number of shares during the period:

Three months ended June 30, 2025: 28,087,797 shares

Three months ended June 30, 2024: 26,869,653 shares

** Review of the Japanese-language originals of the attached consolidated quarterly financial statements by certified public accountants or audit firm: None*

** Explanation of the proper use of financial results forecast and other notes*

The financial results forecast and other forward-looking statements herein are based on information currently available to the Company and certain assumptions deemed reasonable, and are not intended as the Company's guarantee to achieve them. Actual results may differ significantly due to various factors. For conditions underlying the results forecast and matters of note on the use of the results forecast and other material, please see "1. Qualitative Information on Quarterly Financial Results (3) Explanation of Consolidated Financial Results Forecast and Other Forward-looking Information" on page 3 of Attachments.

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1. Qualitative Information on Quarterly Financial Results

(1) Explanation of Operating Results

During the three months ended June 30, 2025, the Group's financial results were net sales of 943,820 thousand yen (down 6.6% year on year), operating profit of 183,766 thousand yen (down 38.7% year on year), ordinary profit of 181,471 thousand yen (down 39.8% year on year), and profit attributable to owners of parent of 123,532 thousand yen (down 38.6% year on year).

Net sales by service category comprises 757,281 thousand yen in Service in Stage 3 (operating) (down 1.2% year on year), 121,660 thousand yen (down 34.2% year on year) in Service in Stages 1, 2, 4 (preparation, store opening and closing business), and 64,879 thousand yen (up 8.2% year on year) in Other.

During the three months ended September 30, 2024, tentative accounting related to business combination was finalized. For comparisons and analyses with the same period of the previous fiscal year, revised figures that reflect the finalization of tentative accounting have been used.

Status by segment is as follows.

[Media Platform business]

The Media Platform business comprises services offered to restaurant operators through Inshokuten.com as well as services offered to related business operators including real estate agents and food suppliers who offer their services via Inshokuten.com.

As of June 30, 2025, the number of registered Inshokuten.com members was 322,447 (up 7.6% year on year), showing steady growth, helped by a continued steady trend in store opening, refurbishment, changes in business format, and other activities.

In addition, the number of real estate agents, interior furnishing service providers and related business operators who provide services via Inshokuten.com, increased steadily to 5,203 companies (up 3.5% year on year) (Note).

As a result of the above, net sales in the Media Platform business were 895,241 thousand yen (up 0.7% year on year), and segment profit was 181,579 thousand yen (down 24.1% year on year).

[M&A Services business]

This business comprises M&A-related services such as business transfers and share transfers, and support services to facilitate fully-furnished asset transfers, where the business can be transferred without removing the furnishings of the former restaurant operator.

There were some delays in the progress of the M&A Services business due to delays with the closing of small- and medium-sized M&A deals, but the number of inquiries and the number of deals remained steady for fully-furnished asset transfers.

As a result of the above, net sales in the M&A Services business were 48,739 thousand yen (down 59.9% year on year), and segment loss was 1,633 thousand yen (segment profit of 56,577 thousand yen in the same period of the previous year).

Note: This is the number of operators registered as real estate agents, interior furnishing service providers, and food suppliers as of June 30, 2025. (The number of interior furnishing service providers increased due to the start of merged operations for Tenpodesign.com and Naisoh-kenchiku.com since May 2025.)

(2) Explanation of Financial Position

(Assets)

Current assets at the end of the three months ended June 30, 2025 decreased by 815,738 thousand yen from the end of the previous fiscal year to 4,867,475 thousand yen. The decrease was mainly attributable to declines in cash and deposits (a decrease of 363,656 thousand yen from the end of the previous fiscal year) and deposits paid (a decrease of 430,995 thousand yen from the end of the previous fiscal year) due to the purchase of treasury shares. Non-current assets decreased by 28,108 thousand yen from the end of the previous fiscal year to 419,354 thousand yen. The decrease was mainly attributable to a decrease in deferred tax assets (a decrease of 11,285 thousand yen from the end of the previous fiscal year). As a result of the above, total assets amounted to 5,286,830 thousand yen (a decrease of 843,846 thousand yen from the end of the previous fiscal year).

(Liabilities)

Current liabilities at the end of the three months ended June 30, 2025 decreased by 103,521 thousand yen from the end of the previous fiscal year to 669,053 thousand yen. The main factor was a decrease in income taxes payable (a decrease of 95,147 thousand yen from the end of the previous fiscal year). Non-current liabilities increased by 7 thousand yen from the end of the previous fiscal year to 31,997 thousand yen. As a result of the above, total liabilities amounted to 701,051 thousand yen (a decrease of 103,513 thousand yen from the end of the previous fiscal year).

(Net assets)

Net assets at the end of the three months ended June 30, 2025 decreased by 740,333 thousand yen from the end of the previous fiscal year to 4,585,779 thousand yen. The decrease was mainly attributable to the increase in treasury shares (an increase of 431,615 thousand yen from the end of the previous fiscal year) due to the purchase of treasury shares, and a decrease in retained earnings (a decrease of 308,395 thousand yen from the end of the previous fiscal year) as a result of dividend payments.

(3) Explanation of Consolidated Financial Results Forecast and Other Forward-looking Information

As for the financial results forecast, there is no change from the financial results forecast announced on May 14, 2025 in FY2024 Financial Results Briefing Materials at the moment.

2. Quarterly Consolidated Financial Statements and Principal Notes

(1) Quarterly Consolidated Balance Sheets

(Thousand yen)

	As of March 31, 2025	As of June 30, 2025
Assets		
Current assets		
Cash and deposits	4,997,759	4,634,103
Accounts receivable - trade	181,151	142,662
Inventories	14,910	12,364
Prepaid expenses	52,522	62,618
Deposits paid	430,995	—
Other	16,505	26,744
Allowance for doubtful accounts	(10,627)	(11,016)
Total current assets	5,683,214	4,867,475
Non-current assets		
Property, plant and equipment		
Buildings, net	47,387	45,526
Tools, furniture and fixtures, net	12,391	11,721
Total property, plant and equipment	59,778	57,247
Intangible assets		
Goodwill	54,715	51,199
Customer-related intangible assets	55,185	51,736
Total intangible assets	109,901	102,936
Investments and other assets		
Investment securities	14,952	14,481
Investments in capital	300	300
Leasehold and guarantee deposits	114,797	114,797
Deferred tax assets	139,366	128,080
Other	8,367	1,512
Total investments and other assets	277,783	259,171
Total non-current assets	447,462	419,354
Total assets	6,130,677	5,286,830

(Thousand yen)

	As of March 31, 2025	As of June 30, 2025
Liabilities		
Current liabilities		
Accounts payable - trade	30,256	20,489
Accounts payable - other	61,966	95,690
Accrued expenses	47,640	44,200
Income taxes payable	146,687	51,539
Accrued consumption taxes	114,758	64,856
Contract liabilities	332,450	341,371
Deposits received	34,003	50,691
Other	4,811	213
Total current liabilities	772,575	669,053
Non-current liabilities		
Asset retirement obligations	31,989	31,997
Total non-current liabilities	31,989	31,997
Total liabilities	804,564	701,051
Net assets		
Shareholders' equity		
Share capital	882,301	882,301
Capital surplus	870,368	870,368
Retained earnings	3,730,220	3,421,825
Treasury shares	(158,009)	(589,625)
Total shareholders' equity	5,324,880	4,584,869
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	1,232	910
Total accumulated other comprehensive income	1,232	910
Total net assets	5,326,112	4,585,779
Total liabilities and net assets	6,130,677	5,286,830

(2) Quarterly Consolidated Statements of Income and Comprehensive Income

Quarterly Consolidated Statements of Income

Three Months Ended June 30

(Thousand yen)

	For the three months ended June 30, 2024	For the three months ended June 30, 2025
Net sales	1,010,932	943,820
Cost of sales	166,635	185,586
Gross profit	844,296	758,233
Selling, general and administrative expenses	544,532	574,467
Operating profit	299,764	183,766
Non-operating income		
Interest income	1	95
Dividend income	6	6
Settlement income	1,500	—
Total non-operating income	1,507	101
Non-operating expenses		
Commission for purchase of treasury shares	—	2,396
Total non-operating expenses	—	2,396
Ordinary profit	301,271	181,471
Extraordinary income		
Gain on reversal of share acquisition rights	86	—
Total extraordinary income	86	—
Profit before income taxes	301,357	181,471
Income taxes - current	88,291	46,505
Income taxes - deferred	11,863	11,433
Total income taxes	100,155	57,939
Profit	201,202	123,532
Profit attributable to owners of parent	201,202	123,532

Quarterly Consolidated Statements of Comprehensive Income

Three Months Ended June 30

(Thousand yen)

	For the three months ended June 30, 2024	For the three months ended June 30, 2025
Profit	201,202	123,532
Other comprehensive income		
Valuation difference on available-for-sale securities	1,145	(338)
Total other comprehensive income	1,145	(338)
Comprehensive income	202,347	123,193
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	202,347	123,193
Comprehensive income attributable to non-controlling interests	—	—

(3) Notes to Quarterly Consolidated Financial Statements

(Notes on going concern assumption)

Not applicable.

(Notes when there are significant changes in amounts of equity)

Based on a resolution at a meeting of the Board of Directors held on February 14, 2025, the Company acquired 782,600 treasury shares over the three months ending June 30, 2025. As a result, treasury shares increased by 431,615 thousand yen over the three months ended June 30, 2025.

(Segment information, etc.)

[Segment information]

I For the three months ended June 30, 2024

1. Information on net sales and profit by reportable segment and disaggregation of revenue

(Thousand yen)

	Reportable segment			Adjustment (Note 1)	Amount recorded in the quarterly consolidated statements of income (Note 2)
	Media platform	M&A services	Total		
Net sales					
Advertising and related services (Note 4)	682,703	—	682,703	—	682,703
Marketing services (Note 5)	14,801	—	14,801	—	14,801
Pay-for-performance services (Note 6)	63,543	113,768	177,311	(6)	177,305
Other (Note 7)	128,304	7,818	136,122	—	136,122
Revenue from contracts with customers	889,352	121,586	1,010,938	(6)	1,010,932
Net sales to external customers	889,352	121,580	1,010,932	—	1,010,932
Inter-segment sales or transfers	—	6	6	(6)	—
Total	889,352	121,586	1,010,938	(6)	1,010,932
Segment profit	239,206	56,577	295,784	3,980	299,764
Other items					
Depreciation (Note 3)	9,338	118	9,456	—	9,456
Amortization of goodwill (Note 3)	9,979	459	10,439	—	10,439

- Notes:
1. Adjustment for segment profit refers to the elimination of inter-segment transactions.
 2. The total amount of segment profit is adjusted with operating profit in the quarterly consolidated statements of income.
 3. Assets are not specifically allocated to reportable segments, but depreciation (including amortization of intangible assets other than goodwill) and amortization of goodwill are allocated.
 4. Advertising and related services primarily generate revenue from posting of recruitment ads and store property information, and services that enhance the effects of ads posted.
 5. Marketing services primarily generate revenue from Internet surveys on restaurants, and the distribution of e-mail newsletters to members of Inshokuten.com.
 6. Pay-for-performance services mainly comprise revenue from matching services in Inshokuten.com, revenue from opening fees in the food truck sharing and matching business and M&A Services business in subsidiaries.
 7. Other mainly comprises revenue from e-mail newsletter delivery services to job seekers, and monthly subscription services.
 8. During the three months ended September 30, 2024, tentative accounting related to business combination was finalized. For segment information for the three months ended June 30, 2024, reported amounts reflect significant revisions to the initial allocation of acquisition costs resulting from the finalization.

2. Information on impairment loss on non-current assets and goodwill by reportable segment

Not applicable.

II For the three months ended June 30, 2025

1. Information on net sales and profit by reportable segment and disaggregation of revenue

(Thousand yen)

	Reportable segment			Adjustment (Note 1)	Amount recorded in the quarterly consolidated statements of income (Note 2)
	Media platform	M&A services	Total		
Net sales					
Advertising and related services (Note 4)	670,164	—	670,164	—	670,164
Marketing services (Note 5)	9,756	—	9,756	—	9,756
Pay-for-performance services (Note 6)	76,162	38,611	114,773	—	114,773
Other (Note 7)	139,158	9,968	149,126	—	149,126
Revenue from contracts with customers	895,241	48,579	943,820	—	943,820
Net sales to external customers	895,241	48,579	943,820	—	943,820
Inter-segment sales or transfers	—	160	160	(160)	—
Total	895,241	48,739	943,980	(160)	943,820
Segment profit (loss)	181,579	(1,633)	179,946	3,820	183,766
Other items					
Depreciation (Note 3)	5,789	190	5,980	—	5,980
Amortization of goodwill (Note 3)	3,056	459	3,515	—	3,515

- Notes:
1. Adjustment for segment profit or loss refers to the elimination of inter-segment transactions.
 2. The total amount of segment profit or loss is adjusted with operating profit in the quarterly consolidated statements of income.
 3. Assets are not specifically allocated to reportable segments, but depreciation (including amortization of intangible assets other than goodwill) and amortization of goodwill are allocated.
 4. Advertising and related services primarily generate revenue from posting of recruitment ads and store property information, and services that enhance the effects of ads posted.
 5. Marketing services primarily generate revenue from Internet surveys on restaurants, and the distribution of e-mail newsletters to members of Inshokuten.com.
 6. Pay-for-performance services mainly comprise revenue from matching services in Inshokuten.com, revenue from opening fees in the food truck sharing and matching business and M&A Services business in subsidiaries.
 7. Other mainly comprises revenue from e-mail newsletter delivery services to job seekers, monthly subscription services, and sale of goods.

2. Information on impairment loss on non-current assets and goodwill by reportable segment

Not applicable.

(Notes on Statements of Cash Flows)

The quarterly consolidated statements of cash flows for the three months ended June 30, 2025 have not been prepared. Depreciation (including amortization of intangible assets other than goodwill) and amortization of goodwill for the three-month period ended June 30 are as follows.

During the three months ended September 30, 2024, tentative accounting related to business combination was finalized. Figures for the three months ended June 30, 2024 reflect the contents of the finalization of tentative accounting.

	(Thousand yen)	
	For the three months ended June 30, 2024	For the three months ended June 30, 2025
Depreciation	9,456	5,980
Amortization of goodwill	10,439	3,515

(Revenue recognition)

Disaggregation of revenue from contracts with customers is as presented in “Notes (Segment information, etc.).”

(Subsequent Event)

(Issuance of stock acquisition rights as stock options)

The Company resolved at a meeting of the Board of Directors held on August 14, 2025, to issue a third round of stock acquisition rights to directors and executive officer of the Company and to directors of the Company’s subsidiaries pursuant to provisions of Articles 236, 238, and 240 of the Companies Act of Japan. For details, please refer to today’s announcement, “Notice Regarding the Issuance of Stock Acquisition Rights (Paid Stock Options).”