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Consolidated Financial Results for the Six Months Ended December 20, 2024 [Japanese GAAP]



January 30, 2025

Company name: King Jim Co., Ltd.

Stock exchange listing: Tokyo Stock Exchange

Code number: 7962

URL: https://www.kingjim.co.jp/english/

Representative: Miyoko Kimura, President & CEO

Contact: Shinichi Harada, Director and Senior Managing Executive Officer, General Manager, Administration

Division & CFO Phone: +81-3-3864-5883

Scheduled date of filing semi-annual securities report: January 30, 2025 Scheduled date of commencing dividend payments: March 3, 2025

Preparation of supplementary briefing material on financial results: Available

Holding of financial results briefing: None (video distribution only)

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

1. Consolidated Financial Results for the Six Months Ended December 20, 2024 (June 21, 2024 to December 20, 2024)

(1) Consolidated Operating Results

(% indicates changes from the previous corresponding period.)

(1) component a por	(** mareures enumges nom me provisus consepending poneur)							P		
	Net sal	es	Operating profit		Operating profit		Ordinary _l	profit	Profit attribution owners of	
Six months ended	Million yen	%	Million yen	%	Million yen	%	Million yen	%		
December 20, 2024	18,520	3.5	18	_	180	_	(75)	-		
December 20, 2023	17,890	(3.7)	(780)	_	(505)	_	(425)	_		

(Note) Comprehensive income: Six months ended December 20, 2024: \$(189) million [-%]

Six months ended December 20, 2023: \(\frac{1}{2}(209)\) million [-\%]

	Basic earnings per share	Diluted earnings per share
Six months ended	Yen	Yen
December 20, 2024	(2.67)	_
December 20, 2023	(14.93)	_

(2) Consolidated Financial Position

	Total assets	Net assets	Equity ratio	Net assets per share
	Million yen	Million yen	%	Yen
As of December 20, 2024	36,483	23,942	65.4	848.16
As of June 20, 2024	35,025	24,301	69.1	861.90

(Reference) Equity: As of December 20, 2024: \(\frac{4}{2}\)3,855 million
As of June 20, 2024: \(\frac{4}{2}\)24,214 million

2. Dividends

	Annual dividends					
	1st quarter-end	2nd quarter-end	3rd quarter-end	Year-end	Total	
	Yen	Yen	Yen	Yen	Yen	
Fiscal year ended June 20, 2024	-	7.00	_	7.00	14.00	
Fiscal year ending June 20, 2025	=	7.00				
Fiscal year ending June 20, 2025 (Forecast)				7.00	14.00	

(Note) Revisions to the most recently announced dividend forecast: None

3. Consolidated Financial Results Forecast for the Fiscal Year Ending June 20, 2025 (June 21, 2024 to June 20, 2025)

(% indicates changes from the previous corresponding period.)

	Net sale	es	Operating 1	orofit	Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
Full year	41,000	3.7	530	-	700	437.3	490	_	17.44

(Note) Revisions to the most recently announced consolidated financial results forecasts: None

* Notes:

- (1) Significant changes in the scope of consolidation during the period: No
- (2) Application of special accounting methods for presenting semi-annual consolidated financial statements: No
- (3) Changes in accounting policies, changes in accounting estimates and retrospective restatement
 - 1) Changes in accounting policies due to the revision of accounting standards: Yes
 - 2) Changes in accounting policies other than 1) above: No
 - 3) Changes in accounting estimates: No
 - 4) Retrospective restatement: No
- (4) Total number of issued shares (common shares)
 - 1) Total number of issued shares at the end of the period (including treasury shares):

December 20, 2024: 31,459,692 shares June 20, 2024: 31,459,692 shares

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

December 20, 2024: 3,333,394 shares June 20, 2024: 3,365,785 shares

3) Average number of shares during the period:

Six months ended December 20, 2024: 28,100,259 shares Six months ended December 20, 2023: 28,539,906 shares

* Semi-annual consolidated financial results are outside the scope of review by certified public accountants or audit firms.

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

- The earnings forecasts and other forward-looking statements herein are based on information currently available to the Company and certain assumptions deemed reasonable as of the date of publication of this document, and are not intended as a guarantee by the Company that they will be achieved. Actual results may differ significantly from these forecasts due to a wide range of factors. For assumptions underlying the financial results forecast and precautions regarding their use, please refer to "1. Overview of Business Results, etc. (3) Explanation of Consolidated Financial Results Forecasts and Other Forward-looking Statements" on page 4.
- Supplementary briefing materials for the financial results will be posted on the Company's website today. In addition, a financial results briefing video will be distributed on the Company's website around the end of February 2025.

Supplementary briefing material (Japanese only): https://www.kingjim.co.jp/ir/library/tansin.html Financial results briefing video (Japanese only): https://www.kingjim.co.jp/ir/event/presentation.html

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1. Overview of Business Results, etc.

(1) Overview of Business Results for the Semi-annual Period Under Review

During the six months ended December 20, 2024, the outlook for the Japanese economy remained uncertain due to the impacts of continuous rising prices, as well as volatile foreign exchange rates against the backdrop of global monetary tightening policies. The environment in which the Company operates has been greatly affected by changes in work styles, such as a decline in the working-age population in the domestic market, flexible work environments, and increased operational efficiency. Under these circumstances, King Jim Co., Ltd. (the "Company") will implement measures to achieve the goals of its 11th Medium-Term Management Plan (fiscal year ending June 20, 2025 to fiscal year ending June 20, 2027), which is themed, "Taking the wave of social change as an opportunity to move toward new growth." While strengthening its existing businesses, the Company will carry out three fundamental policies, namely, expansion into the service business, expansion of the lifestyle field, and strengthening of overseas business. The Company will continue active product development in tune with customer requests and the needs of the times and strive for further expansion in demand.

Business results by segment are as follows.

From the three months ended September 20, 2024, the Company changed the name of what had been the "interior lifestyle business" to the "lifestyle products business." In line with this, we have reviewed business management classifications and have reclassified Wincess Corporation, a consolidated subsidiary of the Company which had been included in the stationery and office supplies business, into the lifestyle products business.

Comparisons with the previous fiscal year are based on the classification after the change.

A. Stationery and office supplies business

As for strengthening existing businesses, we have positioned the label writer "TEPRA" as a key focus area and have been bolstering relationships with sales partners and continuing to conduct various sales promotion activities to explore labeling demand. Moreover, we have been proactively making proposals for TEPRA applications that go beyond use as an office item, extending into such usage scenarios as those at worksites of manufacturing and education, the service sector, medical care and welfare, and others. In addition to the stationery market, we started an approach to the industrial market with high demand for cable identification. In digital stationery, the Company ran sales promotions to cultivate new sales locations, such as a support project for students taking exams, with a focus on "le lap," a timer for learning and "Visual Bar Timer" with its large horizontal scale that shows the remaining time at a glance. In addition, in response to the world's heightened awareness of disaster and crime prevention, we offer a disaster preparedness kit which can be placed on bookshelves or in drawers to be easily managed by individuals, and Potara, a portable light with a security buzzer that can also be used in case of disasters. These have been made available at a broad range of sales locations, and sales of disaster prevention and crime prevention items have seen a significant expansion. In addition, three of our products, LASENO, a loose-leaf notebook, KORI JIRUSHI, and "Visual Bar Timer," were awarded the GOOD DESIGN AWARD 2024 and have been well received since their launch.

In the EC business we operate a number of EC stores, both on our own EC site and in EC malls. At our own EC site, sales grew on the back of increased demand for disaster preparedness products and higher sales of

products that generated buzz on social media, in addition to the effects of a sale and acceptance of reservation orders. The "Latuna" business experienced strong sales of new merchandise such as cutting boards and dining mats

In the overseas business, the most important regions for our strategy are China and the ASEAN countries, particularly Vietnam. In China, we have launched KELITA, a stationery brand mainly targeting women. As the first line of its products, we released pre-cut masking tapes designed by popular creators among young Chinese people. We also launched PREPPY STYLE, a value-added stationery series in designs that incorporate the fashion trends in China. In Vietnam, since the release of the TEPRA PRO SR5900GS unit dedicated for PC connection in December 2023, both units and tapes have seen a significant expansion in sales.

As a result, sales of TEPRA and disaster preparedness products rose, resulting in net sales of ¥11,372.48 million (up 2.3% year on year), and the deficit shrank owing to the improvement of gross profit margin and a decline in selling, general and administrative expenses through Distribution Cost Reduction Project and other efforts, while operating loss was ¥140.22 million (loss of ¥947.22 million in the same period of the previous fiscal year).

B. Lifestyle products business

Bon Furniture Co., Ltd. faced a challenging business environment as costs continued to rise on the back of depreciation of yen and soaring raw material prices, but posted an increase in sales on a year-on-year basis. By mall, Amazon that hit strong sales on Prime Day in July 2024 far outpaced the year-earlier result and drove sales. By product, sales of its mainstay storage furniture as well as growth in the lighting fixtures category and newly introduced pet-related products, among others, contributed to sales. In addition, we began selling knockdown furniture produced at PT. King Jim Indonesia. At Life on Products, Inc., we strengthened development of winter products. Due to warm winter, sales of heating appliances got off to a slower start than past years, but then sales of Reusable Hand Warmer grew from October 2024. In particular, products with added value have been well received, such as Share Hand Warmer separable into two, and that with a mobile battery function. Ladonna Co., Ltd. demonstrated a recovery trend in its mainstay kitchen goods, as strong microwave grill pans contributed to a sales increase. This has offset a shortfall in humidifiers due to warm winter, and drove up sales roughly to a year-earlier level. Asca Co., Ltd. continued to have strong sales of Foliage plants. While we experienced a decrease in interior decoration projects and stockouts of Greenery plants last year, sales remained favorable this year without major stockouts, smoothly accommodating various interior decoration projects. At Wincess Corporation, although sales for its low-priced product lineup declined, products for the automotive industry continued to be on a gradual recovery track.

As a result, net sales for the lifestyle products business as a whole were \(\frac{\pmathbf{7}}{7},147.57\) million (up 5.5% year on year) due to the favorable performance of Life on Products, Inc. and Asca Co., Ltd., and operating profit amounted to \(\frac{\pmathbf{1}}{1}52.99\) million (down 1.2% year on year), on account of a decline in gross profit margin caused by depreciation of yen and soaring raw material prices, as well as a rise in selling, general and administrative expenses, such as sales promotion expenses and storage fees.

(2) Overview of Financial Position for the Semi-annual Period Under Review

Total assets as of December 20, 2024 increased by \(\pm\)1,458.37 million from the end of the previous fiscal year to \(\pm\)36,483.40 million. This is mainly attributable to increases in merchandise and finished goods and cash and deposits.

Total liabilities increased by \$1,816.99 million from the end of the previous fiscal year to \$12,540.68 million. This is mainly attributable to an increase in short-term borrowings due to working capital needs and others.

Total net assets decreased by \(\pmax\)358.62 million from the end of the previous fiscal year to \(\pmax\)23,942.71 million. This is mainly attributable to a decrease in retained earnings due to the payment of year-end dividends for the 76th fiscal year.

(Status of cash flows)

Cash and cash equivalents (hereinafter referred to as "cash") as of December 20, 2024 increased by \$366.48 million from the end of the previous fiscal year to \$6,055.94 million.

The status of each cash flow and their factors for the six months ended December 20, 2024 are as follows. (Cash flows from operating activities)

Net cash used in operating activities decreased by \$606.76 million from the same period of the previous fiscal year to \$351.34 million. This is mainly attributable to an increase in inventories of \$700.68 million, despite profit before income taxes of \$180.86 million, depreciation of \$324.65 million, and others.

(Cash flows from investing activities)

Net cash used in investing activities increased by ¥201.57 million from the same period of the previous fiscal year to ¥406.55 million. This is mainly attributable to purchase of property, plant and equipment and intangible assets of ¥379.74 million.

(Cash flows from financing activities)

Net cash provided by financing activities increased by \(\frac{\pmathbf{\pm

(3) Explanation of Consolidated Financial Results Forecasts and Other Forward-looking Statements We have not revised the consolidated financial results forecasts announced on August 1, 2024.

2. Semi-annual Consolidated Financial Statements and Primary Notes

(1) Semi-annual Consolidated Balance Sheets

(Thousands of yen)

	As of June 20, 2024	As of December 20, 2024	
Assets			
Current assets			
Cash and deposits	6,081,388	6,462,733	
Notes receivable - trade	228,134	202,711	
Accounts receivable - trade	5,109,797	5,214,136	
Merchandise and finished goods	9,692,136	10,322,598	
Work in process	361,939	368,082	
Raw materials and supplies	1,301,432	1,352,552	
Other	581,215	870,049	
Allowance for doubtful accounts	(463)	(404)	
Total current assets	23,355,581	24,792,460	
Non-current assets			
Property, plant and equipment			
Buildings and structures	6,203,924	6,188,434	
Accumulated depreciation	(4,208,512)	(4,258,260)	
Buildings and structures, net	1,995,412	1,930,173	
Machinery, equipment and vehicles	3,594,239	3,573,702	
Accumulated depreciation	(3,248,704)	(3,259,869)	
Machinery, equipment and vehicles, net	345,535	313,832	
Land	1,570,022	1,570,022	
Construction in progress	51,955	75,921	
Other	3,225,175	3,251,754	
Accumulated depreciation	(2,896,175)	(2,878,414)	
Other, net	329,000	373,339	
Total property, plant and equipment	4,291,925	4,263,290	
Intangible assets			
Goodwill	1,055,692	955,662	
Other	801,511	866,517	
Total intangible assets	1,857,203	1,822,179	
Investments and other assets			
Investment securities	3,116,368	3,069,299	
Retirement benefit asset	1,787,241	1,851,099	
Deferred tax assets	146,151	213,155	
Other	474,928	473,159	
Allowance for doubtful accounts	(4,367)	(1,234)	
Total investments and other assets	5,520,322	5,605,478	
Total non-current assets	11,669,451	11,690,948	
Total assets	35,025,032	36,483,408	

	As of June 20, 2024	As of December 20, 2024	
Liabilities			
Current liabilities			
Notes and accounts payable - trade	901,078	1,508,435	
Short-term borrowings	3,530,000	5,110,000	
Current portion of long-term borrowings	437,806	437,806	
Income taxes payable	269,430	219,424	
Accounts payable - other	808,057	807,807	
Provision for bonuses for directors (and other officers)	11,387	3,574	
Contract liabilities	38,730	17,806	
Other	1,137,192	951,160	
Total current liabilities	7,133,682	9,056,013	
Non-current liabilities			
Long-term borrowings	1,738,288	1,519,385	
Deferred tax liabilities	913,146	998,455	
Retirement benefit liability	500,213	501,651	
Asset retirement obligations	30,270	36,765	
Other	408,088	428,418	
Total non-current liabilities	3,590,007	3,484,674	
Total liabilities	10,723,690	12,540,688	
Net assets			
Shareholders' equity			
Share capital	1,978,690	1,978,690	
Capital surplus	1,718,919	1,717,975	
Retained earnings	21,562,202	21,290,441	
Treasury shares	(2,975,833)	(2,947,195)	
Total shareholders' equity	22,283,979	22,039,913	
Accumulated other comprehensive income			
Valuation difference on available-for-sale securities	1,165,269	1,132,432	
Deferred gains or losses on hedges	2,677	5,120	
Foreign currency translation adjustment	555,801	500,989	
Remeasurements of defined benefit plans	206,525	177,176	
Total accumulated other comprehensive income	1,930,274	1,815,718	
Share acquisition rights	87,088	87,088	
Total net assets	24,301,342	23,942,719	
Total liabilities and net assets	35,025,032	36,483,408	

(2) Semi-annual Consolidated Statements of Income and Comprehensive Income Semi-annual Consolidated Statements of Income

(Thousands of yen)

	For the six months ended December 20, 2023	For the six months ended December 20, 2024
Net sales	17,890,641	18,520,057
Cost of sales	11,452,605	11,511,490
Gross profit	6,438,035	7,008,566
Selling, general and administrative expenses	7,219,029	6,990,052
Operating profit (loss)	(780,994)	18,514
Non-operating income		
Interest income	8,895	10,592
Dividend income	99,975	94,721
Foreign exchange gains	114,728	_
Rental income	74,828	75,089
Other	21,188	97,016
Total non-operating income	319,617	277,419
Non-operating expenses		
Interest expenses	20,818	25,756
Foreign exchange losses	-	61,660
Rental costs	22,516	24,165
Other	486	3,366
Total non-operating expenses	43,821	114,949
Ordinary profit (loss)	(505,199)	180,984
Extraordinary income		
Gain on sale of non-current assets	137,740	_
Total extraordinary income	137,740	_
Extraordinary losses		
Loss on retirement of non-current assets	829	119
Extra retirement payments	36,223	_
Total extraordinary losses	37,052	119
Profit (loss) before income taxes	(404,511)	180,864
Income taxes - current	130,880	212,561
Income taxes - deferred	(108,821)	43,406
Income taxes for prior periods	(571)	_
Total income taxes	21,487	255,968
Loss	(425,999)	(75,103)
Loss attributable to owners of parent	(425,999)	(75,103)

Semi-annual Consolidated Statements of Comprehensive Income

(Thousands of yen)

	For the six months ended December 20, 2023	For the six months ended December 20, 2024
Loss	(425,999)	(75,103)
Other comprehensive income		
Valuation difference on available-for-sale securities	70,570	(32,837)
Deferred gains or losses on hedges	(18,011)	2,443
Foreign currency translation adjustment	172,457	(54,812)
Remeasurements of defined benefit plans, net of tax	(8,074)	(29,349)
Total other comprehensive income	216,941	(114,555)
Comprehensive income	(209,057)	(189,659)
Comprehensive income attributable to		`
Comprehensive income attributable to owners of parent	(209,057)	(189,659)

For the six months ended December 20, 2023	For the six months ended December 20, 2024
(404,511)	180,864
292,000	324,652
120,280	100,029
(644)	(3,071)
6,333	10,156
(61,071)	(99,623)
(108,870)	(105,313)
20,818	25,756
(3,002)	(1,708)
(136,910)	119
36,223	_
51,798	(83,784)
(1,453,640)	(700,686)
91,014	(281,957)
532,375	610,239
64,624	23,771
(92,493)	(198,652)
130,834	14,432
19,777	(17,043)
(895,064)	(201,817)
111,744	105,425
(21,161)	(23,304)
(167,497)	(231,643)
18,150	_
6,000	_
(10,278)	_
(958,106)	(351,340)
(373,146)	(379,742)
154,115	-
_	(299)
(11,296)	(6,626)
1,332	5,077
(303,500)	(231,000
	219,603
	(13,568)
	(406,556)
(204,200)	(100,550)
1,610,000	1,580,000
	(218,903)
	(197,065)
	(554)
	1,163,477
	(39,099)
	366,480
	5,689,466
5,957,797	6,055,946
	(404,511) 292,000 120,280 (644) 6,333 (61,071) (108,870) 20,818 (3,002) (136,910) 36,223 51,798 (1,453,640) 91,014 532,375 64,624 (92,493) 130,834 19,777 (895,064) 111,744 (21,161) (167,497) 18,150 6,000 (10,278) (958,106)

(4) Notes to the Semi-annual Consolidated Financial Statements

(Notes on going concern assumption)

There is no relevant information.

(Notes in case of significant changes in shareholders' equity)

There is no relevant information.

(Changes in accounting policies)

(Application of "Accounting Standard for Current Income Taxes," etc.)

The Company has applied the "Accounting Standard for Current Income Taxes" (ASBJ Statement No. 27, October 28, 2022; hereafter referred to as the "Revised Accounting Standard of 2022") and other relevant standards from the beginning of the semi-annual period of the current fiscal year.

With regard to revisions to categories for recording current income taxes (taxation on other comprehensive income), the Company complies with the transitional treatment stipulated in the proviso to paragraph 20-3 of the Revised Accounting Standard of 2022 and the transitional treatment stipulated in the proviso to paragraph 65-2 (2) of the "Guidance on Accounting Standard for Tax Effect Accounting" (ASBJ Guidance No. 28, October 28, 2022; hereafter referred to as the "Revised Guidance of 2022"). These changes in the accounting policy do not affect the semi-annual consolidated financial statements.

In addition, since the beginning of the semi-annual period of the current fiscal year, the Revised Guidance of 2022 has also been applied to the amendments related to the review of the treatment in consolidated financial statements when gains or losses arising from the sale of subsidiary shares, etc. between consolidated companies are deferred for tax purposes. These changes in the accounting policy have been applied retroactively, and the semi-annual consolidated financial statements and the consolidated financial statements for the previous fiscal year reflect the changes that have been applied retroactively. These changes in the accounting policy do not affect the semi-annual consolidated financial statements and the consolidated financial statements for the previous fiscal year.

(Segment information, etc.)

Segment information

- 1. For the six months ended December 20, 2023 (June 21, 2023 to December 20, 2023)
 - 1. Information on net sales and profit (loss) by reportable segment

(Thousands of yen)

	-	Reportable segme	nt		Amount
	Stationery and office supplies	Lifestyle products	Total	Adjustment (Note 1)	recorded in the semi-annual consolidated statements of income (Note 2)
Sales					
Sales to outside customers	11,112,787	6,777,854	17,890,641	_	17,890,641
Inter-segment net sales or transfers	38,196	115,214	153,411	(153,411)	_
Total	11,150,984	6,893,068	18,044,052	(153,411)	17,890,641
Segment profit (loss)	(947,229)	154,864	(792,364)	11,370	(780,994)

(Notes) 1. Adjustment of segment profit (loss) of ¥11,370 thousand is an adjustment, etc., associated with elimination of inter-segment transactions.

2. Segment profit (loss) is adjusted with operating loss in the semi-annual consolidated statements of income.

- 2. For the six months ended December 20, 2024 (June 21, 2024 to December 20, 2024)
 - 1. Information on net sales and profit (loss) by reportable segment

(Thousands of yen)

	Reportable segment				Amount
	Stationery and office supplies	Lifestyle products	Total	Adjustment (Note 1)	recorded in the semi-annual consolidated statements of income (Note 2)
Sales	11 272 405	7 1 47 572	10.520.057		10.520.057
Sales to outside customers	11,372,485	7,147,572	18,520,057	_	18,520,057
Inter-segment net sales or transfers	44,344	143,779	188,123	(188,123)	-
Total	11,416,829	7,291,351	18,708,181	(188,123)	18,520,057
Segment profit (loss)	(140,226)	152,994	12,768	5,745	18,514

- (Notes) 1. Adjustment of segment profit (loss) of ¥5,745 thousand is an adjustment, etc., associated with elimination of inter-segment transactions.
 - 2. Segment profit (loss) is adjusted with operating profit in the semi-annual consolidated statements of income.
- 2. Matters relating to changes in reportable segments etc.

From the six months ended December 20, 2024, the Company changed the name of what had been the "interior lifestyle business" to the "lifestyle products business." In line with this, we have reviewed business management classifications and have reclassified Wincess Corporation, a consolidated subsidiary of the Company which had been included in the stationery and office supplies business, into the lifestyle products business.

Segment information for the six months ended December 20, 2023 has been prepared based on the name and classification after the change.