

# Financial Results Briefing Materials for the Three Months Ended June 30, 2025

July 28, 2025

**Kanagawa Chuo Kotsu Co., Ltd.**

(TSE Prime: 9081)

## Financial Results for the Three Months Ended June 30, 2025

**Net sales: 31.5 billion yen (+7.2% yoy); Operating profit: 2.6 billion yen (-3.8 % yoy)**

**Profit attributable to owners of parent: 1.5 billion yen (-51.9% yoy)**

Net sales: An increase reported due mainly to a rise in the number of new and used vehicles sold in the automobile sales business.

Operating profit: A decrease reported as a result of an increase in depreciation associated with the expansion of capital investment in the passenger automobile business and an improvement in the compensation for employees, despite an increase in revenue as stated above.

Profit: A decrease reported due primarily to the absence of the gain from the reposting of a portion of deferred tax assets in the previous fiscal year.

Passenger automobile business	Real estate business	Automobile sales business	Other businesses
<b>Net sales: 14.7 billion yen (+0.0 billion yen)</b> <b>Operating profit: 1.1 billion yen (-0.5 billion yen)</b>	<b>Net sales: 1.8 billion yen (+0.2 billion yen)</b> <b>Operating profit: 0.6 billion yen (+0.0 billion yen)</b>	<b>Net sales: 9.9 billion yen (+1.4 billion yen)</b> <b>Operating profit: 0.5 billion yen (+0.1 billion yen)</b>	<b>Net sales: 7.0 billion yen (-0.1 billion yen)</b> <b>Operating profit: 0.3 billion yen (+0.1 billion yen)</b>
<ul style="list-style-type: none"> <li>◆ Strong demand for passenger transportation</li> <li>◆ Increases in depreciation and personnel expenses</li> </ul>	<ul style="list-style-type: none"> <li>◆ An increase in the number of houses sold in sales of detached houses</li> <li>◆ Cancellation of leases of some tenants of rental facilities</li> <li>◆ A decline in repair expenses of rental facilities</li> </ul>	<ul style="list-style-type: none"> <li>◆ An increase in the number of vehicles sold in the commercial vehicle sales and import car sales</li> <li>◆ An increase in revenue from vehicle maintenance</li> </ul>	<ul style="list-style-type: none"> <li>◆ A reactionary decline in sales of components, such as a bus fare box</li> <li>◆ An increase in orders received for commercial vehicle customization</li> <li>◆ An increase in orders received for equipment installation work</li> </ul>

## Consolidated Financial Results Forecast and Dividend Forecast for the Fiscal Year Ending March 31, 2026

**Both the consolidated financial results forecast and the dividend forecast remain unchanged from the figures announced in April 2025.**

◆ Consolidated financial results forecast

- Financial results outlook for the six months ending September 30, 2025 is currently under careful review based on the financial results for the three months ended June 30, 2025.
- The financial results for the fiscal year ending March 31, 2026 are expected to be generally in line with the forecast.

◆ Dividend forecast

- Annual dividends of 90 yen per share are planned to be paid out.

## Summary of Financial Results for the Three Months Ended June 30, 2025

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Disclaimer: This document is an English translation of the original document in Japanese and has been prepared solely for reference purposes. In the event of any discrepancy between this English translation and the original in Japanese, the original shall prevail in all respects.

(Million yen)

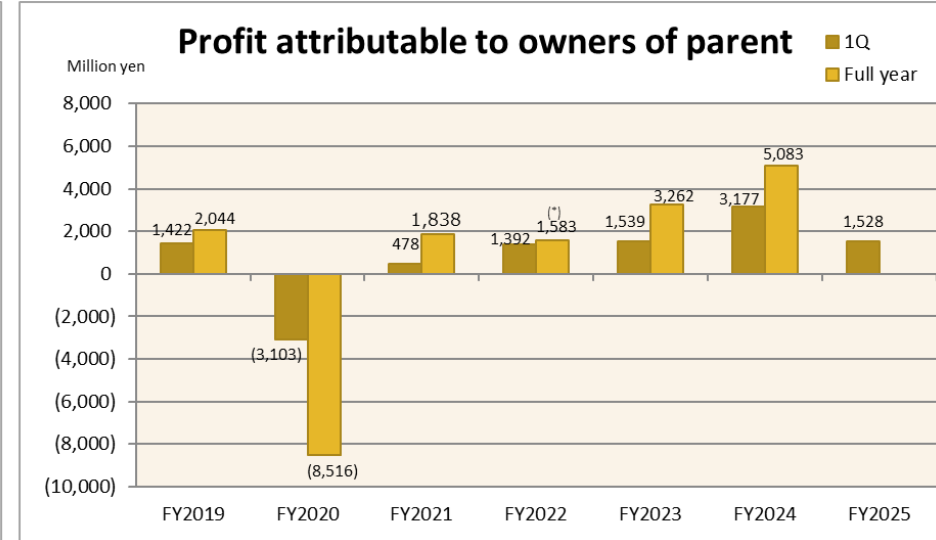
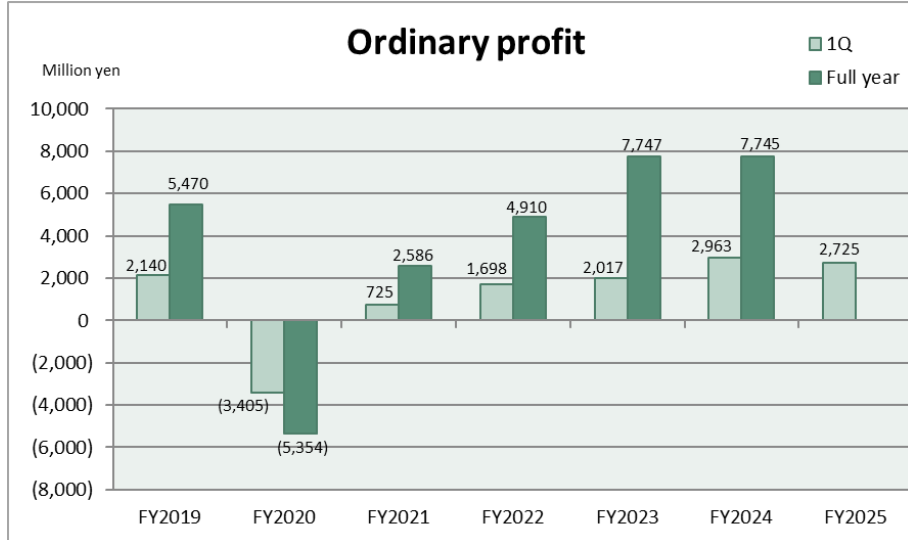
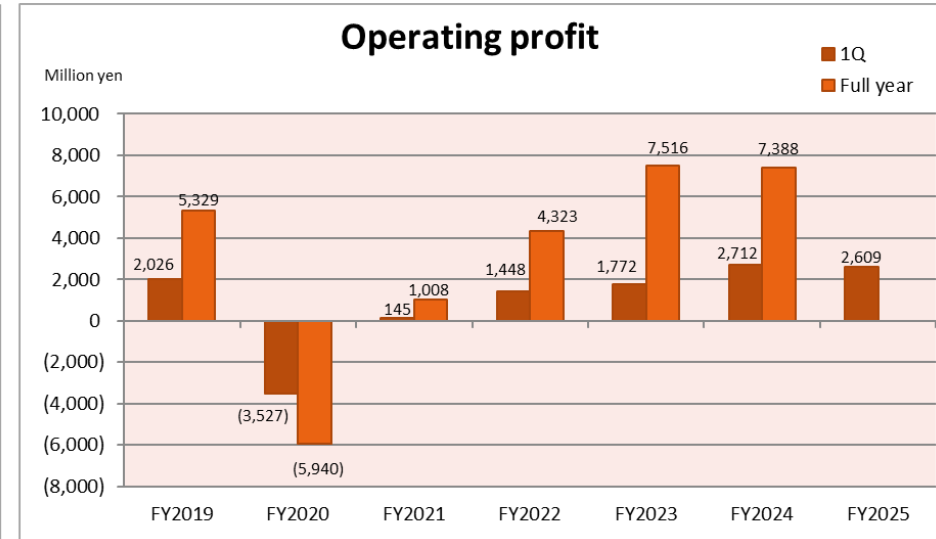
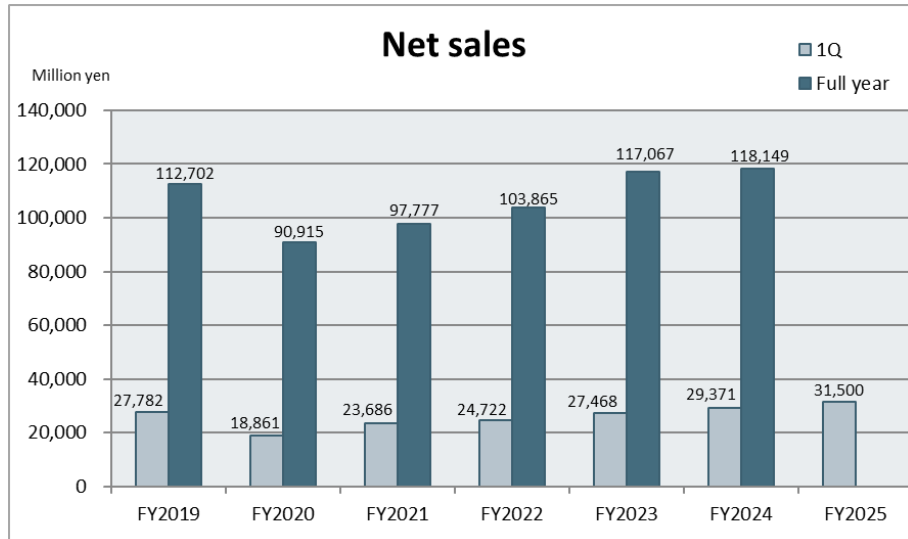
	Three months ended June 30, 2025	Three months ended June 30, 2024	Increase/decrease
<b>Net sales</b>	<b>31,500</b>	<b>29,371</b>	<b>2,128</b> <b>[7.2%]</b>
Passenger automobile business	14,793	14,723	69
Real estate business	1,837	1,568	268
Automobile sales business	9,947	8,539	1,407
Other businesses	7,081	7,204	(123)
Remeasurements	(2,158)	(2,664)	506
<b>Operating profit</b>	<b>2,609</b>	<b>2,712</b>	<b>(102)</b> <b>[(3.8%)]</b>
Passenger automobile business	1,123	1,648	(524)
Real estate business	672	594	78
Automobile sales business	537	340	196
Other businesses	361	216	144
Remeasurements	(84)	(87)	2
<b>Ordinary profit</b>	<b>2,725</b>	<b>2,963</b>	<b>(238)</b> <b>[(8.0%)]</b>
<b>Profit attributable to owners of parent</b>	<b>1,528</b>	<b>3,177</b>	<b>(1,648)</b> <b>[(51.9%)]</b>
<b>Basic earnings per share</b>	<b>124.57 yen</b>	<b>258.93 yen</b>	<b>(134.36 yen)</b>
Depreciation	1,544	1,274	270
EBITDA (Operating profit + Depreciation)	4,154	3,986	167

(Million yen)

	Three months ended June 30, 2025	Three months ended June 30, 2024	Increase/decrease, major factors	
Non-operating income	349	379	(30) [(8.0%)]	Subsidy income: (75) Dividend income: +73
Non-operating expenses	233	128	105 [82.3%]	Interest expenses: +59
Extraordinary income	319	213	105 [49.7%]	Subsidy income: +129 Gain on sale of non-current assets: (23)
Extraordinary losses	470	193	277 [143.3%]	Loss on retirement of non-current assets: +130 Loss on tax purpose reduction entry of non-current assets: +119

(Million yen)

	As of June 30, 2025	As of March 31, 2025	Increase/decrease, major factors	
Current assets	31,422	31,874	(452) [(1.4%)]	Cash and deposits: (1,126) Merchandise and finished goods: +829
Non-current assets	133,815	133,570	245 [0.2%]	Investment securities: +1,038 Property, plant and equipment: (417) (vehicles, etc.)
<b>Total assets</b>	<b>165,237</b>	<b>165,444</b>	<b>(206)</b> <b>[(0.1%)]</b>	
Current liabilities	56,057	56,952	(895) [(1.6%)]	Short-term borrowings: (2,602) Provision for bonuses: +1,402
Non-current liabilities	44,159	45,089	(929) [(2.1%)]	Long-term borrowings: (878)
<b>Total liabilities</b>	<b>100,217</b>	<b>102,042</b>	<b>(1,824)</b> <b>[(1.8%)]</b>	
<b>Total net assets</b>	<b>65,020</b>	<b>63,402</b>	<b>1,618</b> <b>[2.6%]</b>	Retained earnings: +915 Valuation difference on available-for-sale securities: +625
<b>Total liabilities and net assets</b>	<b>165,237</b>	<b>165,444</b>	<b>(206)</b> <b>[(0.1%)]</b>	
<b>Net assets per share</b>	<b>4,829.61 yen</b>	<b>4,704.37 yen</b>	<b>125.24 yen</b>	
<b>Equity ratio</b>	<b>35.9%</b>	<b>34.9%</b>	<b>1.0P</b>	
<b>Balance of interest-bearing debt (Borrowings, bonds and lease liabilities)</b>	<b>58,444</b>	<b>61,876</b>	<b>(3,431)</b>	Borrowings: (3,481) Lease liabilities: +49



\* Accounting Standard for Current Income Taxes (ASBJ Statement No. 27 (revised 2022), October 28, 2022) and other standards have been applied from the beginning of the fiscal year ended March 31, 2025. Figures for the fiscal year 2022 are retrospectively restated to reflect these accounting standards.

Kanagawa Chuo Kotsu Group: 16 subsidiaries and 2 affiliates

Including 16 consolidated subsidiaries and

1 affiliate accounted for by the equity method (Oyama Kanko Dentetsu Co., Ltd.)

## <Major consolidated subsidiaries>

### ■ Passenger Automobile Business

Kanagawa Chuo Kotsu Co., Ltd., Kanachu Taxi Co., Ltd., and Kanachu Kanko Co., Ltd.

### ■ Real Estate Business

Kanagawa Chuo Kotsu Co., Ltd., Kanachu Taxi Co., Ltd., and CAR T.E.C.H.JIN-CHU

### ■ Automobile Sales Business

Kanagawa Mitsubishi Fuso Truck and Bus Sales and Kanachu Sagami Yanase Co., Ltd.

### ■ Other businesses

Kanagawa Chuo Kotsu Co., Ltd., KANACHUSHOJI Co., Ltd., Kanachu Sports Design, KANACHU INFORMATION SYSTEM Co., Ltd., and YOKOHAMA BUIL SYSTEM Co., Ltd.

\* Kanagawa Chuo Kotsu Co., Ltd. merged with Kanagawa Chuo Kotsu East Co., Ltd. and Kanagawa Chuo Kotsu West Co., Ltd. through an absorption-type merger on April 1, 2025.

\* YOKOHAMA BUIL SYSTEM Co., Ltd. acquired all shares in TOHKO Co., Ltd., which consequently became a subsidiary of our Company on April 1, 2025.



(Million yen)

	Three months ended June 30, 2025	Three months ended June 30, 2024	Increase/decrease, major factors	
Net sales	14,793	14,723	69 [0.5%]	Passenger bus business: +11 Chartered bus business: +19 Passenger taxi business: +38
Operating profit	1,123	1,648	(524) [(31.8%)]	Passenger bus business: (472) Chartered bus business: (5) Passenger taxi business: (47)

[Compared to the previous fiscal year]

In the passenger bus business, an increase in revenue was reported due to strong demand for passenger transportation, while a decrease was reported in profits due to the increased depreciation associated with the expansion of capital investment and an increase in personnel expenses as a result of the improvement of compensation.

In the chartered bus business, revenue increased thanks to a rise in orders for school trips and efforts to raise the price per contract, while profits declined as a result of an increase in vehicle repair expenses.

In the passenger taxi business, an increase in revenue was reported reflecting the increased revenue per vehicle, while a decrease was reported in profits due to an increase in personnel expenses.

\*Reference: Number of passengers carried in the passenger bus business

(Million persons)

	Three months ended June 30, 2025	Three months ended June 30, 2024	Increase/decrease rate
Passengers without commuting passes	33	34	(3.5%)
Passengers with commuting passes	20	18	8.5%
Total	53	52	0.7%

(Million yen)

	Three months ended June 30, 2025	Three months ended June 30, 2024	Increase/decrease, major factors	
Net sales	1,837	1,568	268 [17.2%]	Rental business: (77) Sales business: +346
Operating profit	672	594	78 [13.1%]	Rental business: +44 Sales business: +33

[Compared to the previous fiscal year]

The rental business reported a decrease in revenue due mainly to the cancellation of leases of some tenants, while an increase was reported in profits because of a decline in repair expenses of rental facilities.

The sales business reported increases in both revenue and profits due to an increase in the number of houses sold as a result of promotion of sales of detached houses mainly in the Shonan area.

(Million yen)

	Three months ended June 30, 2025	Three months ended June 30, 2024	Increase/decrease, major factors	
Net sales	9,947	8,539	1,407 [16.5%]	Commercial vehicle sales business: +805 Import car sales business: +602
Operating profit	537	340	196 [57.8%]	Commercial vehicle sales business: +146 Import car sales business: +50

[Compared to the previous fiscal year]

In the commercial vehicle sales business, both revenue and profits increased due primarily to increases in the number of small-sized trucks sold and revenue from maintenance.

In the import car sales business, both revenue and profits increased due to a rise in the number of new and used vehicles sold.

\*Reference: Number of new vehicles sold

(Number of vehicles sold)

	Three months ended June 30, 2025	Three months ended June 30, 2024	Increase/decrease
Trucks	497	456	41
Buses	15	21	(6)
Import cars	129	109	20

(Million yen)

	Three months ended June 30, 2025	Three months ended June 30, 2024	Increase/decrease, major factors	
Net sales	7,081	7,204	(123) [(1.7%)]	Distribution business: (432) Commercial vehicle customization business: +162 Building management business: +113
Operating profit	361	216	144 [66.8%]	Commercial vehicle customization business: +62 Distribution business: +33 Building management business: +14

[Compared to the previous fiscal year]

The distribution business reported a decrease in revenue due to a reactionary decline in sales after an increase in sales of a bus fare box in the previous fiscal year, while an increase was reported in profits due primarily to an increase in orders received for equipment installation work.

The commercial vehicle customization business reported increases in both revenue and profits as a result of a rise in orders received for coupler installations.

The building management business reported increases in both revenue and profits due mainly to the consolidation of TOHKO Co., Ltd. and a rise in orders received for spot construction work.

## **Financial Results Forecast for the Fiscal Year Ending March 31, 2026 (Announced on April 30, 2025)**

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(Million yen)

	FY ending March 31, 2026 Financial results forecast	FY ended March 31, 2025	Increase/decrease
<b>Net sales</b>	<b>119,700</b>	<b>118,149</b>	<b>1,550</b> <b>[1.3%]</b>
Passenger automobile business	57,640	57,219	420
Real estate business	7,590	6,723	866
Automobile sales business	38,780	38,586	193
Other businesses	28,330	30,788	(2,458)
Remeasurements	(12,640)	(15,168)	2,528
<b>Operating profit</b>	<b>4,870</b>	<b>7,388</b>	<b>(2,518)</b> <b>[(34.1%)]</b>
Passenger automobile business	1,700	2,799	(1,099)
Real estate business	1,640	2,179	(539)
Automobile sales business	770	1,405	(635)
Other businesses	1,090	1,375	(285)
Remeasurements	(330)	(371)	41
<b>Ordinary profit</b>	<b>4,650</b>	<b>7,745</b>	<b>(3,095)</b> <b>[(40.0%)]</b>
<b>Profit attributable to owners of parent</b>	<b>2,520</b>	<b>5,083</b>	<b>(2,563)</b> <b>[(50.4%)]</b>
<b>Basic earnings per share</b>	<b>205.36 yen</b>	<b>414.28 yen</b>	<b>(208.92 yen)</b>
Operating profit margin	4.1%	6.3%	( 2.2P)
Depreciation	6,590	5,586	1,011
Capital expenditures	15,800	13,509	2,295
EBITDA (Operating profit + Depreciation)	11,460	12,974	(1,506)
Interest-bearing debt to EBITDA ratio	6.5 times	4.8 times	1.7P
ROE	4.3%	9.1%	( 4.8P)

\* The consolidated financial results forecast above remain unchanged from the figures announced in April 2025.

The financial results forecasts and other forward-looking statements herein are based on information available to the Company at the time of preparation of this document and certain assumptions deemed reasonable, and actual results may differ significantly from these forecasts due to various factors.

## <Inquiries>

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