

Translation

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Summary of Consolidated Financial Results for the Nine Months Ended December 31, 2023 (Based on Japanese GAAP)

February 13, 2024

Company name: TRUST CO.,LTD.
 Stock exchange listing: Tokyo
 Stock code: 3347 URL <https://www.trust-ltd.co.jp>
 Representative: CEO Kenji Kawamura
 Inquiries: Administration manager Naoki Nogimori TEL 052-219-9058
 Scheduled date to file Quarterly Securities Report: February 13, 2024
 Scheduled date to commence dividend payments: –
 Preparation of supplementary material on quarterly financial results: No
 Holding of quarterly financial results meeting: No

(Amounts less than one million yen are rounded down)

1. Consolidated financial results for the nine months ended December 31, 2023 (from April 1, 2023 to December 31, 2023)

(1) Consolidated operating results (cumulative)

Percentages indicate year-on-year changes

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Nine months ended December 31, 2023	29,821	19.0	2,095	23.7	2,064	14.6	764	(20.8)
Nine months ended December 31, 2022	25,052	33.0	1,694	33.0	1,801	46.1	965	100.9

	Earnings per share		Diluted earnings per share	
	Yen		Yen	
Nine months ended December 31, 2023	29.55		–	
Nine months ended December 31, 2022	37.30		–	

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio
	Millions of yen	Millions of yen	%
As of December 31, 2023	46,845	14,453	19.7
As of March 31, 2023	39,480	13,338	21.8

2. Cash dividends

	Annual dividends per share				
	1st quarter-end	2nd quarter-end	3rd quarter-end	Fiscal year-end	Total
	Yen				
Year ended March 31, 2023	–	4.00	–	2.00	6.00
Year ending March 31, 2024	–	3.00	–		
Year ending March 31, 2024 (Forecast)				3.00	6.00

3. Forecast of consolidated financial results for the year ending March 31, 2024 (from April 1, 2023 to March 31, 2024)

Percentages indicate year-on-year changes

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	39,336	14.7	2,834	19.2	2,819	14.2	1,065	(14.5)	41.15

4. Notes

- (1) Changes in significant subsidiaries during the nine months ended December 31, 2023
(changes in specified subsidiaries resulting in the change in scope of consolidation): No
- (2) Application of special accounting methods for preparing quarterly consolidated financial statements: No
- (3) Changes in accounting policies, changes in accounting estimates, and restatement of prior period financial statements
- Changes in accounting policies due to revisions to accounting standards and other regulations: No
- Changes in accounting policies due to other reasons: No
- Changes in accounting estimates: No
- Restatement of prior period financial statements: No

(4) Number of issued shares (common shares)

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

As of December 31, 2023	26,950,000 shares	As of March 31, 2023	28,150,000 shares
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Number of treasury shares at the end of the period

As of December 31, 2023	1,073,100 shares	As of March 31, 2023	2,273,100 shares
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Average number of shares during the period (cumulative from the beginning of the fiscal year)

Nine months ended December 31, 2023	25,876,900 shares	Nine months ended December 31, 2022	25,876,900 shares
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Quarterly consolidated financial statements
Consolidated balance sheets

(Thousands of yen)

	As of March 31, 2023	As of December 31, 2023
Assets		
Current assets		
Cash and deposits	975,211	1,619,012
Notes receivable - trade	36,199	66,443
Accounts receivable - trade	3,553,484	4,103,310
Lease receivables and investments in leases	9,384,446	11,692,374
Merchandise and finished goods	3,994,223	4,287,475
Work in process	427	602
Raw materials and supplies	44,679	39,718
Other	1,211,562	1,334,292
Allowance for doubtful accounts	(190,530)	(188,043)
Total current assets	19,009,705	22,955,186
Non-current assets		
Property, plant and equipment		
Machinery, equipment and vehicles, net	5,648,964	5,510,865
Leased assets, net	7,252,548	9,945,508
Land	3,970,116	3,992,052
Other, net	2,469,990	3,307,906
Total property, plant and equipment	19,341,620	22,756,333
Intangible assets		
Goodwill	45,183	40,708
Other	103,762	128,979
Total intangible assets	148,945	169,688
Investments and other assets		
Other	1,056,399	1,039,826
Allowance for doubtful accounts	(76,269)	(75,071)
Total investments and other assets	980,129	964,755
Total non-current assets	20,470,696	23,890,777
Total assets	39,480,401	46,845,964
Liabilities		
Current liabilities		
Notes and accounts payable - trade	682,271	939,579
Short-term borrowings	6,600,000	7,600,000
Lease liabilities	11,620,065	15,274,761
Income taxes payable	299,882	294,490
Contract liabilities	455,688	372,118
Provision for bonuses	156,517	84,920
Other	1,594,968	973,500
Total current liabilities	21,409,394	25,539,371
Non-current liabilities		
Lease liabilities	4,538,269	6,617,119
Provision for retirement benefits for directors (and other officers)	15,062	16,156
Asset retirement obligations	80,224	93,342
Other	99,194	126,180
Total non-current liabilities	4,732,750	6,852,798
Total liabilities	26,142,145	32,392,170

(Thousands of yen)

	As of March 31, 2023	As of December 31, 2023
Net assets		
Shareholders' equity		
Share capital	1,349,000	1,349,000
Capital surplus	1,174,800	1,174,800
Retained earnings	6,748,352	7,057,260
Treasury shares	(618,209)	(291,848)
Total shareholders' equity	8,653,943	9,289,212
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	3,901	7,545
Foreign currency translation adjustment	(58,892)	(49,049)
Total accumulated other comprehensive income	(54,991)	(41,504)
Non-controlling interests	4,739,304	5,206,085
Total net assets	13,338,256	14,453,793
Total liabilities and net assets	39,480,401	46,845,964

Consolidated statements of income (cumulative) and consolidated statements of comprehensive income (cumulative)

Consolidated statements of income (cumulative)

(Thousands of yen)

	Nine months ended December 31, 2022	Nine months ended December 31, 2023
Net sales	25,052,696	29,821,697
Cost of sales	19,321,586	23,006,803
Gross profit	5,731,109	6,814,893
Selling, general and administrative expenses	4,036,717	4,719,680
Operating profit	1,694,392	2,095,213
Non-operating income		
Interest income	12,172	11,361
Dividend income	4,889	4,712
Foreign exchange gains	178,579	68,084
Other	17,776	25,936
Total non-operating income	213,417	110,096
Non-operating expenses		
Interest expenses	103,370	140,888
Other	3,408	87
Total non-operating expenses	106,778	140,976
Ordinary profit	1,801,031	2,064,333
Extraordinary income		
Gain on sale of investment securities	299,119	–
Surrender value of insurance policies	17,867	–
Total extraordinary income	316,986	–
Extraordinary losses		
Loss on retirement of non-current assets	2,303	6,955
Loss on removal of non-current assets	700	7,108
Total extraordinary losses	3,003	14,063
Profit before income taxes	2,115,014	2,050,270
Income taxes - current	488,968	599,515
Income taxes - deferred	72,420	74,362
Total income taxes	561,388	673,877
Profit	1,553,626	1,376,392
Profit attributable to non-controlling interests	588,466	611,738
Profit attributable to owners of parent	965,159	764,654

Consolidated statements of comprehensive income (cumulative)

(Thousands of yen)

	Nine months ended December 31, 2022	Nine months ended December 31, 2023
Profit	1,553,626	1,376,392
Other comprehensive income		
Valuation difference on available-for-sale securities	(9,516)	3,666
Foreign currency translation adjustment	(38,374)	9,843
Total other comprehensive income	(47,890)	13,509
Comprehensive income	1,505,735	1,389,902
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	917,314	778,141
Comprehensive income attributable to non-controlling interests	588,420	611,761