

Consolidated Financial Results for the Six months Ended September 30, 2023 [Japanese GAAP]

Company name:	Oisix ra daichi Inc.	Stock exchange listings:	TSE
Securities code:	3182	URL:	https://en.oisixradaichi.co.jp
Representative:	Kohey Takashima, Representative Director, CEO		
Contact:	Shigeru Kumano, General Manager of Administration Division		
Scheduled date of filing of Quarterly Report:		November 13, 2023	
Scheduled date of payment of dividend:		-	
Preparation of supplementary materials for financial results:		Yes	
Holding of quarterly financial results meeting:		Yes	

(All amounts are rounded down to the nearest million yen)

1. Consolidated Financial Results for Six Months ended September 30, 2023 (from April 1, 2023 to September 30, 2023)

(1) Consolidated Operating Results (% of change from previous year)

Six months ended	Net Sales		Operating Profit		EBITDA*1		Ordinary Profit		Profit attributable to Owners of Parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Million yen	%
September 30, 2023	57,438	3.6	2,070	23.8	3,234	16.7	2,339	66.3	1,401	57.0
September 30, 2022	55,450	-1.3	1,672	-50.0	2,771	-33.8	1,406	-57.0	892	-58.6

Comprehensive income: 2nd Quarter of 2024.3 (As of September 30, 2023) 1,891 million yen (31.4%)
2nd Quarter of 2023.3 (As of September 30, 2022) 1,439 million yen (-37.8%)

(Note)

*1. EBITDA stands for earnings before depreciation and amortisation.

Six months ended	Net Income per Share	Diluted Net Income per Share
	Yen	Yen
September 30, 2023	38.33	-
September 30, 2022	24.42	-

(2) Consolidated Financial Position

Period ended	Total Assets	Net Assets	Shareholders' Equity Ratio
	Million yen	Million yen	%
September 30, 2023	66,527	28,330	39.6
March 31, 2023	64,502	26,140	38.1

(Reference)

Shareholders' equity (million yen): 2nd Quarter of 2024.3 (As of September 30, 2023) 26,359million yen
End of 2023.3 (As of March 31, 2023) 24,597million yen

2. Dividends

Fiscal Year ended or ending	Dividend per Share				
	1Q	2Q	3Q	Year-end	Total
	Yen	Yen	Yen	Yen	Yen
March 31, 2023	—	0.00	—	0.00	0.00
March 31, 2024	—	0.00	—	—	—
March 31, 2024 (Forecast)	—	—	—	0.00	0.00

(Note)

Revisions to the most recently announced forecast: None

3. Forecast for the Fiscal Year Ending March 31, 2024 (from April 1, 2023 to March 31, 2024)

(Percentages represent year-on-year changes)

	Net Sales		Operating Income		EBITDA		Net Income		Net Income per Share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
Full year	126,500	9.8	6,000	79.3	8,000	43.0	3,800	110.2	103.94

(Note)

*1.Revisions to the most recently announced forecast: None

* Notes

(1) Changes of important subsidiaries during the period

(Changes of specific subsidiaries in accordance with changes in the scope of consolidation): None

(2) Adoption of specific accounting treatments to the preparation of consolidated quarterly financial statements:

None

(3) Changes in accounting policies and accounting estimates, and restatements

1) Changes in accounting policies due to revisions in accounting standards: None

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

3) Changes in accounting estimates: None

4) Restatements: None

(4) Number of shares issued (common shares)

1) Number of shares issued (including treasury stock):

As of September 30, 2023	38,028,092shares
As of March 31, 2023	38,028,092shares

2) Number of treasury stocks:

As of September 30, 2023	1,470,042shares
As of March 31, 2023	1,469,994shares

3) Number of average shares during the period:

Six months ended September 30, 2023	36,558,073shares
Six months ended September 30, 2022	36,553,704shares

* This financial report is outside the scope of the audit by certified public accountants or auditing firms.

* Explanation of the proper use of forecast and other notes

The forward-looking statements herein are based on information available to the Company and certain assumptions deemed reasonable as of the date of publication of this document. They are not intended as the Company's commitment to achieve such forecasts, and actual results may differ significantly from these forecasts due to a wide range of factors.

Consolidated Financial Statements

(1) Consolidated Balance Sheet

(Millions of yen)

	As of March 31, 2023	As of September 30, 2023
Assets		
Current assets		
Cash and deposits	14,775	16,907
Notes receivable - trade	—	5
Accounts receivable - trade	9,626	9,372
Merchandise and finished goods	1,802	1,961
Work in process	77	150
Raw materials and supplies	599	531
Accounts receivable - other	3,147	2,017
Other	886	928
Allowance for doubtful accounts	-234	-282
Total current assets	30,680	31,593
Non-current assets		
Property, plant and equipment		
Leased assets, net	11,641	11,296
Other, net	4,758	5,592
Total property, plant and equipment	16,399	16,888
Intangible assets		
Goodwill	1,190	1,156
Other	2,419	2,643
Total intangible assets	3,609	3,799
Investments and other assets		
Investment securities	11,450	11,817
Other	2,361	2,427
Total investments and other assets	13,812	14,245
Total non-current assets	33,821	34,933
Total assets	64,502	66,527

(Millions of yen)

	As of March 31, 2023	As of September 30, 2023
Liabilities		
Current liabilities		
Accounts payable - trade	6,309	6,264
Short-term borrowings	10,060	10,035
Current portion of long-term borrowings	27	22
Lease liabilities	705	737
Accounts payable - other	5,914	6,186
Income taxes payable	831	872
Contract liabilities	397	377
Provision for bonuses	—	1
Provision for point card certificates	80	94
Other	1,906	1,839
Total current liabilities	26,231	26,431
Non-current liabilities		
Long-term borrowings	74	64
Lease liabilities	11,293	10,940
Provision for retirement benefits for directors (and other officers)	9	9
Asset retirement obligations	554	556
Deferred tax liabilities	21	19
Other	176	174
Total non-current liabilities	12,130	11,765
Total liabilities	38,361	38,196
Net assets		
Shareholders' equity		
Share capital	3,995	3,995
Capital surplus	8,016	8,016
Retained earnings	16,255	17,657
Treasury shares	-4,503	-4,504
Total shareholders' equity	23,764	25,165
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	155	204
Foreign currency translation adjustment	677	988
Total accumulated other comprehensive income	832	1,193
Non-controlling interests	1,542	1,971
Total net assets	26,140	28,330
Total liabilities and net assets	64,502	66,527

(2) Consolidated Statement of Income and Comprehensive Income

Consolidated Statement of Income

(Millions of yen)

	Six months ended September 30, 2022	Six months ended September 30, 2023
Net sales	55,450	57,438
Cost of sales	28,523	28,790
Gross profit	26,926	28,648
Selling, general and administrative expenses	25,254	26,577
Operating profit	1,672	2,070
Non-operating income		
Interest income	0	0
Dividend income	0	4
Compensation income	9	10
Share of profit of entities accounted for using equity method	—	26
Gain on investments in investment partnerships	—	278
Other	30	22
Total non-operating income	40	343
Non-operating expenses		
Interest expenses	58	68
Foreign exchange losses	—	4
Share of loss of entities accounted for using equity method	191	—
Other	56	1
Total non-operating expenses	306	74
Ordinary profit	1,406	2,339
Extraordinary income		
Gain on sale of investment securities	—	6
Total extraordinary income	—	6
Extraordinary losses		
Loss on valuation of investment securities	—	7
Total extraordinary losses	—	7
Profit before income taxes	1,406	2,338
Income taxes - current	627	741
Income taxes - deferred	-42	-17
Total income taxes	584	723
Profit	821	1,615
Profit (loss) attributable to non-controlling interests	-70	213
Profit attributable to owners of parent	892	1,401

Consolidated Statement of Comprehensive Income

(Millions of yen)

	Six months ended September 30, 2022	Six months ended September 30, 2023
Profit	821	1,615
Other comprehensive income		
Valuation difference on available-for-sale securities	20	-42
Foreign currency translation adjustment	598	295
Share of other comprehensive income of entities accounted for using equity method	-1	23
Total other comprehensive income	617	276
Comprehensive income	1,439	1,891
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	1,510	1,762
Comprehensive income attributable to non-controlling interests	-70	128

(3) Consolidated Statement of Cash Flow

(Millions of yen)

	Six months ended September 30, 2022	Six months ended September 30, 2023
Cash flows from operating activities		
Profit before income taxes	1,406	2,338
Depreciation	974	1,028
Amortization of goodwill	124	136
Increase (decrease) in allowance for doubtful accounts	-23	47
Increase (decrease) in provision for bonuses	1	1
Interest and dividend income	-0	-4
Interest expenses	58	68
Foreign exchange losses (gains)	1	1
Share of loss (profit) of entities accounted for using equity method	191	-26
Loss (gain) on investments in investment partnerships	—	-278
Loss (gain) on valuation of investment securities	—	7
Decrease (increase) in trade receivables	186	244
Decrease (increase) in accounts receivable - other	-148	1,129
Decrease (increase) in inventories	17	-193
Increase (decrease) in trade payables	133	-13
Increase (decrease) in accounts payable - other	-872	-428
Increase (decrease) in accrued expenses	-22	88
Other, net	171	-228
Subtotal	2,200	3,915
Interest and dividends received	0	160
Interest paid	-6	-68
Income taxes paid	-99	-696
Payments into deposit money	-800	—
Net cash provided by (used in) operating activities	1,294	3,311
Cash flows from investing activities		
Purchase of property, plant and equipment	-207	-371
Purchase of intangible assets	-371	-590
Purchase of investment securities	-180	-223
Purchase of shares of subsidiaries and associates	-669	—
Payments of leasehold and guarantee deposits	-4	-0
Proceeds from refund of leasehold and guarantee deposits	80	0
Other, net	-3	-7
Net cash provided by (used in) investing activities	-1,356	-1,192
Cash flows from financing activities		
Net increase (decrease) in short-term borrowings	4,000	-25
Repayments of long-term borrowings	-20	-14
Proceeds from issuance of shares	2	—
Proceeds from share issuance to non-controlling shareholders	—	300
Purchase of treasury shares	-0	-0
Repayments of lease liabilities	-352	-347
Net cash provided by (used in) financing activities	3,629	-88
Effect of exchange rate change on cash and cash equivalents	405	94
Net increase (decrease) in cash and cash equivalents	3,974	2,124
Cash and cash equivalents at beginning of period	13,033	14,720
Cash and cash equivalents at end of period	17,008	16,845

(4) Notes to consolidated financial statements

(Notes on Going Concern Assumption)

None

(Notes on significant fluctuations in shareholders' equity capital)

None

(Segment information, etc.)

[Segment information]

I. First six months of the previous fiscal year (from April 1, 2022 to September 30, 2022)

Information on the amounts of net sales, profit or loss by reportable segment

	Home Delivery Business					Other businesses	Adjustments	Amount on Consolidated Statements of Income
	Oisix	Daichi wo Mamorukai	Radish Boya	Purple Carrot	Total			
Net Sales								
Japan	28,458	6,141	8,370	-	42,970	6,852	-	49,822
U.S.	-	-	-	5,150	5,150	-	-	5,150
Others	-	-	-	-	-	476	-	476
Revenue from Contracts with Customers	28,458	6,141	8,370	5,150	48,120	7,329	-	55,450
Net sales to external customers	28,458	6,141	8,370	5,150	48,120	7,329	-	55,450
Intersegmental net sales and transfers	-	-	-	20	20	629	-649	-
Total	28,458	6,141	8,370	5,171	48,141	7,958	-649	55,450
Segment profit (loss)	3,821	1,188	1,126	-173	5,963	759	-5,050	1,672

Notes:

1. The "Other businesses" segment is a business segment not included in the reported segments and includes the Solution business, Store business, International business (excluding Purple Carrot), Wholesale business and others.
2. The main components of segment income in "Adjustments" are fixed personnel expenses and corporate expenses, which are general and administrative expenses that do not belong to any business segment.
3. Adjustments were made to reconcile segment income to operating profit or loss presented in Consolidated Statements of Income.

II. First six months of the current fiscal year (from April 1, 2023 to September 30, 2023)

Information on the amounts of net sales, profit or loss by reportable segment

	Home Delivery Business					Other businesses	Adjustments	Amount on Consolidated Statements of Income
	Oisix	Daichi wo Mamorukai	Radish Boya	Purple Carrot	Total			
Net Sales								
Japan	30,740	5,731	8,244	-	44,716	7,764	-	52,480
U.S.	-	-	-	4,644	4,644	-	-	4,644
Others	-	-	-	-	-	313	-	313
Revenue from Contracts with Customers	30,740	5,731	8,244	4,644	49,360	8,077	-	57,438
Net sales to external customers	30,740	5,731	8,244	4,644	49,360	8,077	-	57,438
Intersegmental net sales and transfers	-	-	-	18	18	888	-907	-
Total	30,740	5,731	8,244	4,663	49,379	8,966	-907	57,438
Segment profit (loss)	4,053	1,149	1,131	-164	6,169	1,084	-5,183	2,070

Notes:

1. The "Other businesses" segment is a business segment not included in the reported segments and includes the Solution business, Wholesale for nursery business, International business (excluding Purple Carrot) and others.
2. The main components of segment income in "Adjustments" are fixed personnel expenses and corporate expenses, which are general and administrative expenses that do not belong to any business segment.
3. Adjustments were made to reconcile segment income to operating profit or loss presented in Consolidated Statements of Income.

End