

## Consolidated Financial Results (Japanese Accounting Standards) for the FY2023 (Ended March 31, 2024)

Company name: Hakuto Co., Ltd.  
 Stock exchange listing: Tokyo Stock Exchange  
 Stock code: 7433  
 URL: <https://www.hakuto.co.jp>  
 Representative: Tamaki Miyashita, President and Chief Executive Officer  
 Contact: Ken Ebihara, Director, V.P. & Managing Officer Tel. +81-3-3225-8931  
 Scheduled date of ordinary shareholders' meeting: June 25, 2024  
 Scheduled date of commencement of dividend payment: June 4, 2024  
 Scheduled date for filing of annual securities report: June 25, 2024  
 Supplementary documents for financial results: Yes  
 Financial results briefing: None

(Amounts are rounded down to million yen.)

### 1. Consolidated Financial Results for the Fiscal Year Ended March 31, 2024 (April 1, 2023 – March 31, 2024)

#### (1) Consolidated Results of Operations

(Percentages show year-on-year changes.)

	Net sales		Operating income		Ordinary income		Net income attributable to owners of parent	
Year ended	Million Yen	%	Million Yen	%	Million Yen	%	Million Yen	%
March 31, 2024	182,046	△22.1	7,636	△39.9	6,912	△42.6	5,175	△42.0
March 31, 2023	233,624	22.0	12,711	74.0	12,048	62.6	8,929	79.7

(Note) Comprehensive income: 7,277 million yen (△24.0%) for the fiscal year ended March 31, 2024

9,578 million yen (30.5%) for the fiscal year ended March 31, 2023

	Net income per share (basic)	Net income per share (diluted)	Return on equity	Ratio of ordinary income to total assets	Ratio of operating income to net sales
Year ended	Yen	Yen	%	%	%
March 31, 2024	276.20	—	8.0	4.9	4.2
March 31, 2023	470.52	—	14.2	8.7	5.4

(Reference) Share of profit(loss) of entities accounted for using equity method:

△5 million yen for the fiscal year ended March 31, 2024

17 million yen for the fiscal year ended March 31, 2023

#### (2) Consolidated Financial Position

	Total assets	Net assets	Equity Ratio	Net assets per share
Year ended	Million Yen	Million Yen	%	Yen
March 31, 2024	137,759	65,933	47.9	3,506.81
March 31, 2023	145,900	63,863	43.8	3,416.27

(Reference) Shareholders' equity: As of March 31, 2024: 65,933 million yen As of March 31, 2023: 63,863 million yen

#### (3) Consolidated Cash Flows

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Cash and cash equivalents at end of fiscal year
Year ended	Million Yen	Million Yen	Million Yen	Million Yen
March 31, 2024	8,712	876	△11,451	15,568
March 31, 2023	△3,382	△300	1,314	16,751

### 2. Dividends

	Dividend per share					Total dividends (annual)	Payout ratio (consolidated)	Ratio of dividends to net assets (consolidated)
	End of first quarter	End of second quarter	End of third quarter	Year-end	Annual			
Year ended	Yen	Yen	Yen	Yen	Yen	Million Yen	%	%
March 31, 2023	—	120.00	—	160.00	280.00	5,292	59.5	8.5
March 31, 2024	—	140.00	—	140.00	280.00	5,259	101.4	8.1
Year ending March 31, 2025(forecasts)	—	130.00	—	130.00	260.00		99.8	

(Note) The total dividends include dividends for the trust account of the Employee Stock Ownership Group:

5 million yen for the fiscal year ended March 31, 2024

18 million yen for the fiscal year ended March 31, 2023

### 3. Consolidated Forecasts for the Fiscal Year Ending March 31, 2025(April 1, 2024 – March 31, 2025)

(Percentage figures for the fiscal year represent the changes from the previous year, while percentage figures for the six months period represent the changes from the same period of the previous year)

	Net sales		Operating income		Ordinary income		Net income attributable to owners of parent	Net income per share
	Million Yen	%	Million Yen	%	Million Yen	%	Million Yen	Yen
Six months ending September 30, 2024	89,000	△4.5	3,000	△36.4	2,700	△38.3	1,900	△37.1
Year ending March 31, 2025	190,000	4.4	7,500	△1.8	6,900	△0.2	4,900	△5.3
								260.61

#### \*Notes

#### (1) Changes of important subsidiaries during the period

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

#### (2) Changes in accounting policies and changes or restatement of accounting estimates

(i) Changes in accounting policies caused by revision of accounting standards: None

(ii) Changes in accounting policies other than (i): None

(iii) Changes in accounting estimates: None

(iv) Restatement: None

#### (3) Number of shares outstanding (common stock):

##### (i) Number of shares outstanding at end of period (including treasury stock)

As of March 31, 2024: 23,137,213shares

As of March 31, 2023: 23,137,213shares

##### (ii) Number of treasury stock at end of period

As of March 31, 2024: 4,335,504shares

As of March 31, 2023: 4,443,389shares

##### (iii) Average number of shares outstanding during the term

Year ended March 31, 2024: 18,740,164shares

Year ended March 31, 2023: 18,977,941shares

#### (Reference) Individual Results of Operations

Individual Financial Results for the Fiscal Year Ended March 31, 2024 (April 1, 2023 – March 31, 2024)

#### (1) Individual Results of Operations

(Percentages show year-on-year changes.)

	Net sales		Operating income		Ordinary income		Net income	
	Million Yen	%	Million Yen	%	Million Yen	%	Million Yen	%
Year ended March 31, 2024	152,660	△23.8	6,214	△33.9	6,681	△34.9	6,269	△20.0
March 31, 2023	200,231	23.6	9,336	106.1	10,268	77.8	7,840	88.7

	Net income per share (basic)	Net income per share (diluted)
	Yen	Yen
Year ended March 31, 2024	334.55	—
March 31, 2023	413.12	—

#### (2) Individual Financial Position

	Total assets	Net assets	Equity Ratio	Net assets per share
	Million Yen	Million Yen	%	Yen
Year ended March 31, 2024	112,583	49,335	43.2	2,623.97
March 31, 2023	121,884	48,334	39.7	2,585.60

(Reference) Shareholders' equity: As of March 31, 2024: 49,335 million yen As of March 31, 2023: 48,334 million yen

< Difference reason of individual result for the previous fiscal year >

The difference in Net sales is primarily due to the termination of a distribution agreement with a major business partner. The difference in Operating income is due to decrease in net sales and decrease in earnings from foreign currency export transactions due to foreign exchange effects. The difference in Ordinary income is due to an increase in exchange loss, in addition to decrease in Operating income.

\* This financial summary falls outside the scope of audit by certified public accountants or auditing firms.

\* Explanations and other special notes concerning the appropriate use of business performance forecasts

-The forward-looking statements such as result forecasts included in this document are based on the information available to the Company at the time of the announcement and on certain assumptions considered reasonable. Actual results may differ materially from the forecast depending on a range of factors.