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Consolidated Financial Results for the Year Ended March 31, 2024 [Japanese GAAP]

May 10, 2024

Company name: TOBA,INC.

Stock exchange listing: Tokyo

Code number: 7472

URL: <https://www.toba.co.jp/>

Representative: Minoru Endo

President

Contact: Masanori Shimazu

General Manager and Director

Phone: +81-3-3944-4031

Scheduled date of Annual General Meeting of Shareholders: June 21, 2024

Scheduled date of commencing dividend payments: June 24, 2024

Scheduled date of filing annual securities report: June 21, 2024

Availability of supplementary briefing material on annual financial results: Yes

Schedule of annual financial results briefing session: Yes

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

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

(1) Consolidated Operating Results (% indicates changes from the previous corresponding period.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Fiscal year ended March 31, 2024	28,449	(3.5)	1,514	(10.6)	1,618	(10.1)	1,074	(24.8)
March 31, 2023	29,482	(0.8)	1,694	(14.1)	1,800	(12.6)	1,429	0.4

(Note) Comprehensive income: Fiscal year ended March 31, 2024: ¥ 1,517 million [7.5%]
Fiscal year ended March 31, 2023: ¥ 1,411 million [(8.5)%]

	Basic earnings per share	Diluted earnings per share	Rate of return on equity	Ordinary profit to total assets ratio	Operating profit to net sales ratio
Fiscal year ended	Yen	Yen	%	%	%
March 31, 2024	264.94	264.69	5.3	5.3	5.3
March 31, 2023	340.14	339.83	7.3	6.2	5.7

(Reference) Equity in earnings (losses) of affiliated companies: Fiscal year ended March 31, 2024: ¥ - million
Fiscal year ended March 31, 2023: ¥ - million

(2) Consolidated Financial Position

	Total assets	Net assets	Capital adequacy ratio	Net assets per share
As of	Millions of yen	Millions of yen	%	Yen
March 31, 2024	32,124	20,491	63.7	5,115.90
March 31, 2023	29,124	19,799	67.9	4,811.67

(Reference) Equity: As of March 31, 2024: ¥ 20,476 million
As of March 31, 2023: ¥ 19,786 million

(3) Consolidated Cash Flows

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Cash and cash equivalents at the end of period
Fiscal year ended	Millions of yen	Millions of yen	Millions of yen	Millions of yen
March 31, 2024	2,742	688	(843)	12,648
March 31, 2023	1,229	69	(910)	10,012

2. Dividends

	Annual dividends					Total dividends	Payout ratio (consolidated)	Dividends to net assets (consolidated)
	1st quarter-end	2nd quarter-end	3rd quarter-end	Year-end	Total			
Fiscal year ended	Yen	Yen	Yen	Yen	Yen	Millions of yen	%	%
March 31, 2023	-	0.00	-	120.00	120.00	494	35.3	2.6
March 31, 2024	-	0.00	-	120.00	120.00	481	45.3	2.4
Fiscal year ending March 31, 2025 (Forecast)	-	0.00	-	130.00	130.00		37.7	

3. Consolidated Financial Results Forecast for the Fiscal Year Ending March 31, 2025 (April 1, 2024 to March 31, 2025)

(% indicates changes from the previous corresponding period.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Six months ending September 30, 2024	14,500	5.0	870	19.0	915	17.2	620	15.3	154.91
Full year	31,000	9.0	1,950	28.7	2,040	26.1	1,380	28.4	344.79

* Notes:

(1) Changes in significant subsidiaries during the period under review (changes in specified subsidiaries resulting in changes in scope of consolidation): No

(2) Changes in accounting policies, changes in accounting estimates and retrospective restatement

1) Changes in accounting policies due to the revision of accounting standards: No

2) Changes in accounting policies other than 1) above: No

3) Changes in accounting estimates: No

4) Retrospective restatement: No

(3) Total number of issued shares (common shares)

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

March 31, 2024: 4,700,000 shares

March 31, 2023: 4,700,000 shares

2) Number of treasury shares at the end of the period:

March 31, 2024: 697,548 shares

March 31, 2023: 587,875 shares

3) Average number of shares outstanding during the period:

Fiscal Year ended March 31, 2024: 4,056,681 shares

Fiscal Year ended March 31, 2023: 4,202,760 shares

(Reference) Summary of Non-consolidated Financial Results

1. Non-consolidated Financial Results for the Fiscal Year Ended March 31, 2024 (April 1, 2023 to March 31, 2024)

(1) Non-consolidated Operating Results (% indicates changes from the previous corresponding period.)

Fiscal year ended	Net sales		Operating profit		Ordinary profit		Net income	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
March 31, 2024	26,137	(1.2)	1,479	(2.6)	1,559	(4.0)	1,046	(19.3)
March 31, 2023	26,460	4.0	1,518	1.0	1,624	0.8	1,297	19.3

Fiscal year ended	Basic earnings per share	Diluted earnings per share
	Yen	Yen
March 31, 2024	258.08	257.84
March 31, 2023	308.79	308.51

(2) Non-consolidated Financial Position

As of	Total assets	Net assets	Capital adequacy ratio	Net assets per share
	Millions of yen	Millions of yen	%	Yen
March 31, 2024	29,405	18,939	64.4	4,728.24
March 31, 2023	27,257	18,349	67.3	4,458.92

(Reference) Equity: As of March 31, 2024: ¥ 18,924 million
As of March 31, 2023: ¥ 18,335 million

* Financial results reports are exempt from audit conducted by certified public accountants or an audit corporation.

Consolidated Financial Statements

Consolidated Balance Sheets

(Thousands of yen)

	As of March 31, 2023	As of March 31, 2024
Assets		
Current assets		
Cash and deposits	11,012,398	12,648,062
Notes and accounts receivable - trade	7,791,569	8,114,794
Electronically recorded monetary claims - operating	3,293,285	3,273,002
Merchandise	363,128	351,345
Other	135,454	213,044
Allowance for doubtful accounts	(64)	(3,584)
Total current assets	22,595,770	24,596,664
Non-current assets		
Property, plant and equipment		
Buildings and structures	1,078,995	1,100,493
Accumulated depreciation	(576,369)	(559,553)
Buildings and structures, net	502,625	540,940
Machinery and equipment	-	62,815
Accumulated depreciation	-	(47,767)
Machinery and equipment, net	-	15,047
Tools, furniture and fixtures	179,141	171,988
Accumulated depreciation	(131,252)	(122,617)
Tools, furniture and fixtures, net	47,888	49,371
Land	1,379,100	1,379,100
Other	8,166	10,056
Accumulated depreciation	(6,729)	(8,490)
Other, net	1,437	1,565
Total property, plant and equipment	1,931,052	1,986,025
Intangible assets		
Goodwill	-	328,122
Other	518,329	478,208
Total intangible assets	518,329	806,330
Investments and other assets		
Investment securities	2,146,693	2,679,710
Long-term time deposits	1,000,000	1,000,000
Guarantee deposits	819,883	820,911
Other	112,342	234,741
Total investments and other assets	4,078,919	4,735,363
Total non-current assets	6,528,301	7,527,718
Total assets	29,124,071	32,124,383

(Thousands of yen)

	As of March 31, 2023	As of March 31, 2024
Liabilities		
Current liabilities		
Notes and accounts payable - trade	3,288,600	2,937,905
Electronically recorded obligations - operating	4,810,978	6,930,505
Short-term borrowings	-	200,000
Current portion of long-term borrowings	-	47,620
Income taxes payable	368,656	337,704
Provision for bonuses	160,620	174,427
Provision for bonuses for directors (and other officers)	40,000	37,000
Other	251,767	388,206
Total current liabilities	8,920,622	11,053,369
Non-current liabilities		
Long-term borrowings	-	19,900
Deferred tax liabilities	387,219	544,817
Provision for share awards	8,557	9,052
Other	7,829	6,232
Total non-current liabilities	403,605	580,003
Total liabilities	9,324,228	11,633,372
Net assets		
Shareholders' equity		
Share capital	1,148,000	1,148,000
Capital surplus	1,095,438	1,099,082
Retained earnings	17,594,119	18,174,396
Treasury shares	(1,258,482)	(1,595,341)
Total shareholders' equity	18,579,075	18,826,137
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	935,577	1,305,285
Foreign currency translation adjustment	271,543	344,731
Total accumulated other comprehensive income	1,207,120	1,650,016
Share award rights	13,647	14,857
Total net assets	19,799,843	20,491,010
Total liabilities and net assets	29,124,071	32,124,383

Consolidated Statements of Income and Comprehensive Income

Consolidated Statements of Income

(Thousands of yen)

	For the fiscal year ended March 31, 2023	For the fiscal year ended March 31, 2024
Net sales	29,482,106	28,449,855
Cost of sales	25,077,369	24,111,218
Gross profit	4,404,737	4,338,637
Selling, general and administrative expenses	2,710,499	2,823,637
Operating profit	1,694,238	1,514,999
Non-operating income		
Interest income	13,800	22,456
Dividend income	59,244	51,514
Purchase discounts	42,603	27,779
Other	8,092	11,172
Total non-operating income	123,741	112,922
Non-operating expenses		
Foreign exchange losses	14,794	6,395
Other	2,367	3,302
Total non-operating expenses	17,162	9,697
Ordinary profit	1,800,817	1,618,224
Extraordinary income		
Gain on sale of investment securities	297,186	2,475
Total extraordinary income	297,186	2,475
Extraordinary losses		
Loss on valuation of investment securities	-	6,347
Loss on retirement of non-current assets	-	571
Total extraordinary losses	-	6,918
Profit before income taxes	2,098,004	1,613,781
Income taxes - current	672,974	544,602
Income taxes - deferred	(4,501)	(5,596)
Total income taxes	668,472	539,005
Profit	1,429,531	1,074,775
Profit attributable to non-controlling interests	-	-
Profit attributable to owners of parent	1,429,531	1,074,775

Consolidated Statements of Comprehensive Income

(Thousands of yen)

	For the fiscal year ended March 31, 2023	For the fiscal year ended March 31, 2024
Profit	1,429,531	1,074,775
Other comprehensive income		
Valuation difference on available-for-sale securities	(96,668)	369,707
Foreign currency translation adjustment	78,668	73,188
Total other comprehensive income	(18,000)	442,896
Comprehensive income	1,411,530	1,517,671
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	1,411,530	1,517,671
Comprehensive income attributable to non-controlling interests	-	-

Consolidated Statements of Changes in Equity

For the fiscal year ended March 31, 2023

(Thousands of yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	1,148,000	1,091,862	16,676,203	(872,166)	18,043,898
Changes during period					
Dividends of surplus			(511,614)		(511,614)
Profit attributable to owners of parent			1,429,531		1,429,531
Purchase of treasury shares				(398,879)	(398,879)
Disposal of treasury shares		3,575		12,563	16,139
Net changes in items other than shareholders' equity					
Total changes during period	-	3,575	917,916	(386,315)	535,176
Balance at end of period	1,148,000	1,095,438	17,594,119	(1,258,482)	18,579,075

	Accumulated other comprehensive income			Share award rights	Total net assets
	Valuation difference on available-for-sale securities	Foreign currency translation adjustment	Total accumulated other comprehensive income		
Balance at beginning of period	1,032,246	192,874	1,225,121	11,750	19,280,770
Changes during period					
Dividends of surplus					(511,614)
Profit attributable to owners of parent					1,429,531
Purchase of treasury shares					(398,879)
Disposal of treasury shares					16,139
Net changes in items other than shareholders' equity	(96,668)	78,668	(18,000)	1,897	(16,103)
Total changes during period	(96,668)	78,668	(18,000)	1,897	519,073
Balance at end of period	935,577	271,543	1,207,120	13,647	19,799,843

For the fiscal year ended March 31, 2024

(Thousands of yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	1,148,000	1,095,438	17,594,119	(1,258,482)	18,579,075
Changes during period					
Dividends of surplus			(494,499)		(494,499)
Profit attributable to owners of parent			1,074,775		1,074,775
Purchase of treasury shares				(348,572)	(348,572)
Disposal of treasury shares		3,644		11,712	15,357
Net changes in items other than shareholders' equity					
Total changes during period	-	3,644	580,276	(336,859)	247,061
Balance at end of period	1,148,000	1,099,082	18,174,396	(1,595,341)	18,826,137

	Accumulated other comprehensive income			Share award rights	Total net assets
	Valuation difference on available-for-sale securities	Foreign currency translation adjustment	Total accumulated other comprehensive income		
Balance at beginning of period	935,577	271,543	1,207,120	13,647	19,799,843
Changes during period					
Dividends of surplus					(494,499)
Profit attributable to owners of parent					1,074,775
Purchase of treasury shares					(348,572)
Disposal of treasury shares					15,357
Net changes in items other than shareholders' equity	369,707	73,188	442,896	1,210	444,106
Total changes during period	369,707	73,188	442,896	1,210	691,167
Balance at end of period	1,305,285	344,731	1,650,016	14,857	20,491,010

Consolidated Statements of Cash Flows

(Thousands of yen)

	For the fiscal year ended March 31, 2023	For the fiscal year ended March 31, 2024
Cash flows from operating activities		
Profit before income taxes	2,098,004	1,613,781
Depreciation	81,131	154,873
Increase (decrease) in allowance for doubtful accounts	64	0
Increase (decrease) in provision for bonuses	(36,775)	6,355
Increase (decrease) in provision for bonuses for directors (and other officers)	4,000	(3,000)
Increase (decrease) in provision for share awards	807	495
Interest and dividend income	(73,045)	(73,970)
Loss (gain) on sale of investment securities	(297,186)	(2,475)
Loss (gain) on valuation of investment securities	-	6,347
Loss on retirement of non-current assets	-	571
Decrease (increase) in trade receivables	241,041	61,766
Decrease (increase) in inventories	(81,698)	17,453
Increase (decrease) in trade payables	(59,501)	1,412,036
Other, net	(11,807)	63,882
Subtotal	1,865,035	3,258,117
Interest and dividends received	73,032	73,984
Income taxes paid	(708,440)	(589,364)
Net cash provided by (used in) operating activities	1,229,626	2,742,737
Cash flows from investing activities		
Payments into time deposits	(500,000)	-
Proceeds from withdrawal of time deposits	500,000	1,000,000
Purchase of property, plant and equipment	(16,665)	(77,121)
Proceeds from sale of property, plant and equipment	-	304
Purchase of intangible assets	(298,594)	(125,502)
Purchase of investment securities	(16,058)	(17,215)
Proceeds from sale of investment securities	400,515	16,909
Purchase of shares of subsidiaries resulting in change in scope of consolidation	-	(108,501)
Loan advances to subsidiaries and associates	-	(24,500)
Collection of loans receivable from subsidiaries and affiliates	-	24,500
Net cash provided by (used in) investing activities	69,195	688,872
Cash flows from financing activities		
Purchase of treasury shares	(399,058)	(348,924)
Dividends paid	(511,614)	(494,499)
Net cash provided by (used in) financing activities	(910,673)	(843,423)
Effect of exchange rate change on cash and cash equivalents	23,721	47,477
Net increase (decrease) in cash and cash equivalents	411,870	2,635,663
Cash and cash equivalents at beginning of period	9,600,528	10,012,398
Cash and cash equivalents at end of period	10,012,398	12,648,062