

Financial Results Briefing
for the Fiscal Year
Ending March 31, 2025 (FY3/25)
Supplementary Materials



TOKAI Corp.

Tokyo Stock Exchange Prime Market
Securities Code: 9729

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Financial Results Highlights (Consolidated Net Sales)

✓ **Record-high revenue growth** due to strong sales in the core rental business, sales growth in hotel linen and cleaning equipment manufacturing business, and the addition of two new consolidated subsidiaries

Hospital and Bedding +2,694

- Strong sales of hospitalization and residence sets
- Strong growth in hotel linen

Elderly Care Equipment +2,327

- Consolidation of mikjapan Co., Ltd. and Kaigo Center Hanaoka Co., Ltd.

Food Supply +45

Others +515

- Sales growth in the cleaning equipment manufacturing business

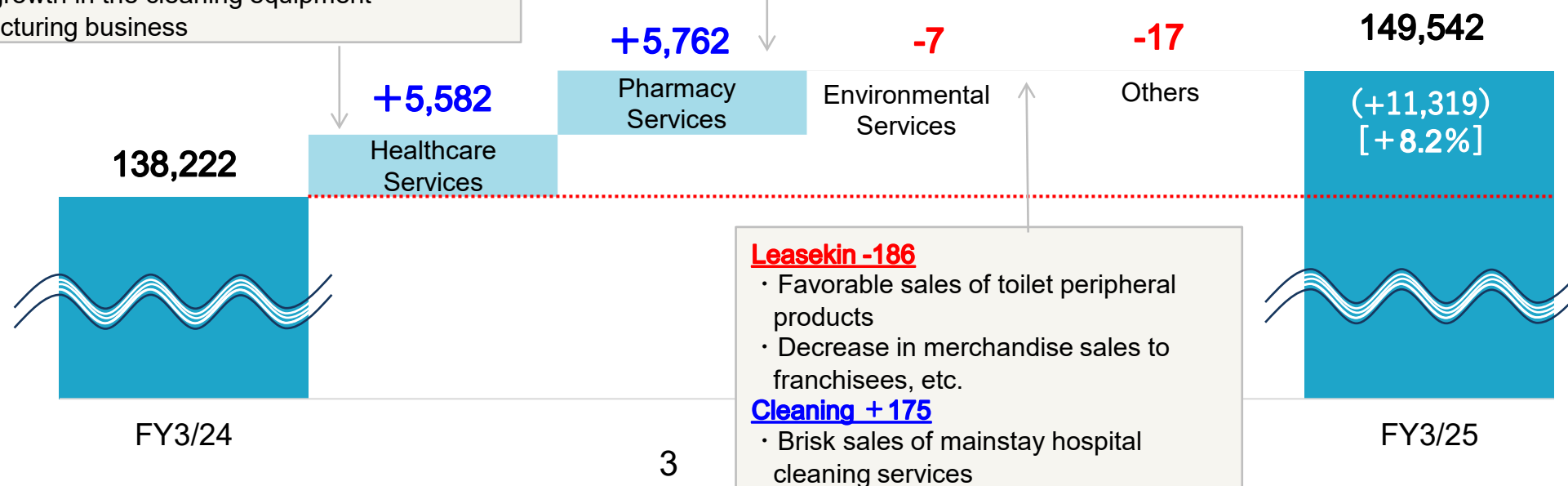
Dispensing Pharmacy +2,437

- Drug fees +2,091 / Technical fees +352
- The number of prescriptions grew on tailwinds from new stores

Drugstore Related +3,324

- Consolidation of mikjapan Co., Ltd.

(¥mn)



Financial Results Highlights (Consolidated Operating Profit)

✓ Despite the increase in depreciation due to the operation of the new plant, the recording of expenses related to the acquisition of consolidated subsidiaries, and the increase in costs for dispensing services, the effect of revenue growth including the optimization of service provision prices led to **profit increase for the second consecutive fiscal year**

Hospital and Bedding +357

- Increased profit from sales growth
- Increase in depreciation associated with a new plant

Elderly Care Equipment +28

- Increased profit from sales growth
- Allocation of expenses related to the acquisition of Kaigo Center Hanaoka Co., Ltd.

Food Supply -16

- Decrease due to higher food and labor costs, etc.

Others +155

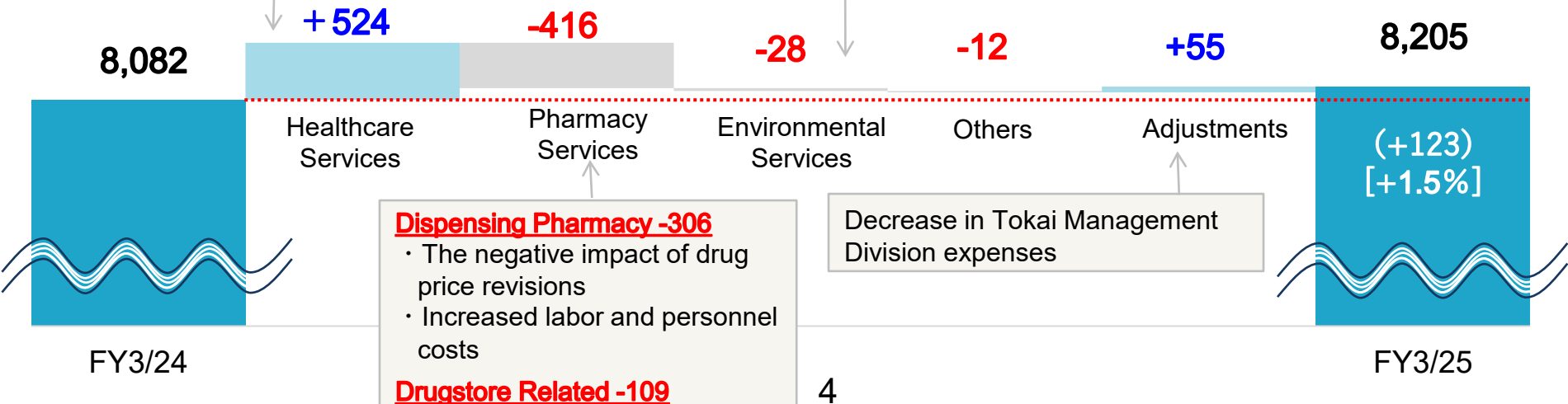
- Increased profit due to increased sales in the cleaning equipment manufacturing business

Leasekin -18

- Increase in depreciation associated with a new plant

Cleaning -5

- Increased labor and personnel costs



Financial Results Highlights (vs. Initial plan)

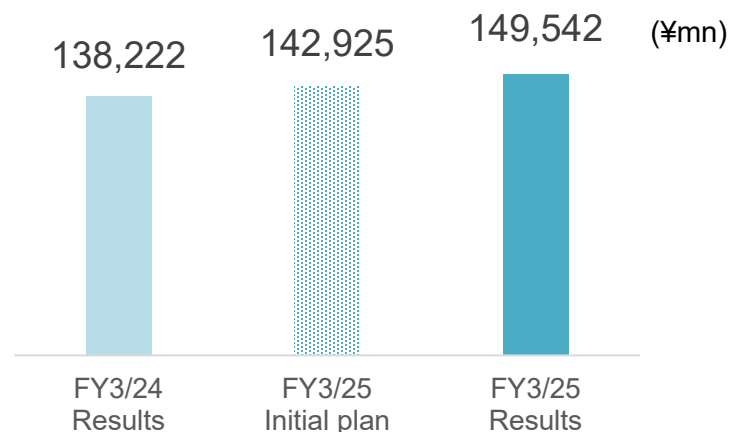
- ✓ Both net sales and operating profit exceeded the initial plan, and **operating profit increased from the forecasted decrease from FY3/24.**
- ✓ Profit attributable to owners of parent decreased 15.1% from the original plan due to impairment losses

Consolidated net sales

vs. Initial plan **+4.6%**

(Main factors)

- Consolidated mikjapan Co., Ltd.(from July 2024) and Kaigo Center Hanaoka Co., Ltd. (from December 2024)
- The favorable performance of the core rental business

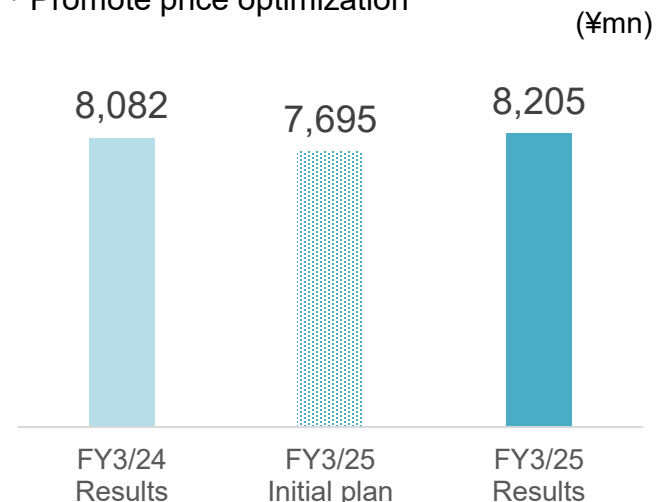


Consolidated operating profit

vs. Initial plan **+6.6%**

(Main factors)

- The favorable performance of the core rental business
- Promote price optimization

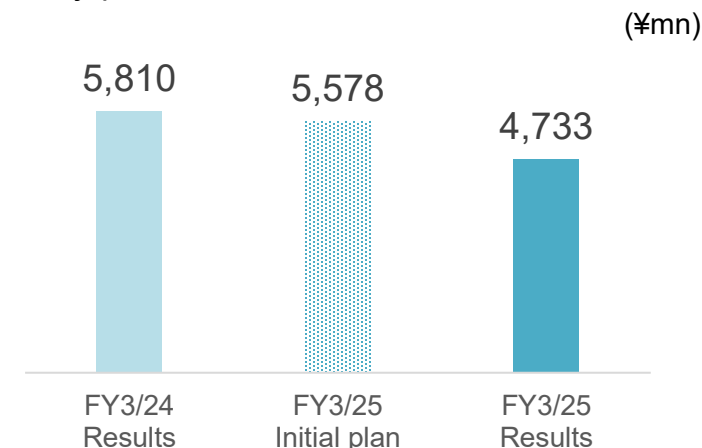


Profit attributable to owners of parent

vs. Initial plan **-15.1%**

(Main factors)

- Impairment losses on fixed assets, including goodwill, related to some dispensing pharmacy stores, Kyushu Maintenance Center and mikjapan Co., Ltd.



Consolidated Profit and Loss (P/L)

(¥mn)

	FY3/24	FY3/25 Initial plan	FY3/25 Results	vs. FY3/24		vs. Initial plan	
				Change	Change %	Change	Change %
Net sales	138,222	142,925	149,542	+11,319	+8.2%	+6,616	+4.6%
Healthcare Services	71,352	74,230	76,935	+5,582	+7.8%	+2,704	+3.6%
Pharmacy Services	52,287	53,974	58,049	+5,762	+11.0%	+4,075	+7.6%
Environmental Services	14,396	14,534	14,389	-7	-0.1%	-145	-1.0%
Others	185	185	168	-17	-9.4%	-17	-9.4%
Operating profit	8,082	7,695	8,205	+123	+1.5%	+510	+6.6%
Healthcare Services	6,618	6,688	7,143	+524	+7.9%	+454	+6.8%
Pharmacy Services	2,795	2,530	2,378	-416	-14.9%	-152	-6.0%
Environmental Services	1,258	1,147	1,230	-28	-2.3%	+82	+7.2%
Others	0	-2	-11	-12	—	-9	—
Adjustments	-2,590	-2,669	-2,534	+55	—	+134	—
Ordinary profit	8,505	8,195	8,838	+332	+3.9%	+642	+7.8%
Profit attributable to owners of parent	5,810	5,578	4,733	-1,076	-18.5%	-844	-15.1%

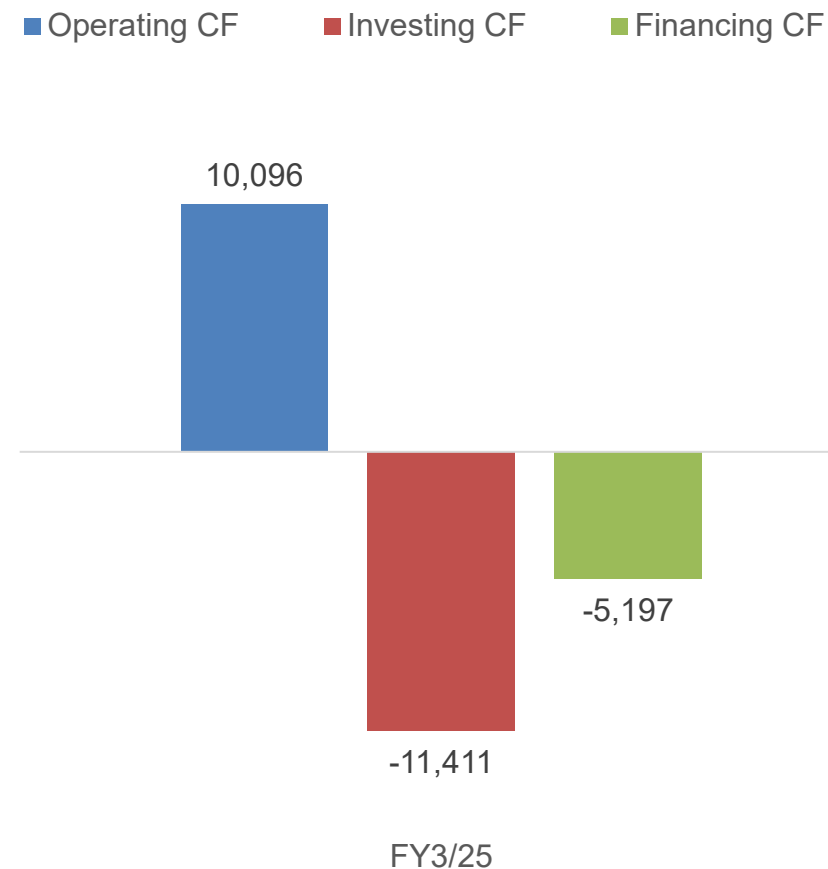
Consolidated Financial Status (B/S)

(¥mn)

	FY3/24	FY3/25	Change
Current assets	59,601	56,311	-3,290
Non-current assets	55,324	57,640	+2,315
Total assets	114,926	113,951	-974
Current liabilities	22,818	23,153	+334
Non-current liabilities	5,318	4,952	-366
Total liabilities	28,137	28,105	-31
Total net assets	86,789	85,845	-943
Total of liabilities and net assets	114,926	113,951	-974
Equity ratio	75.0%	74.8%	-0.2P

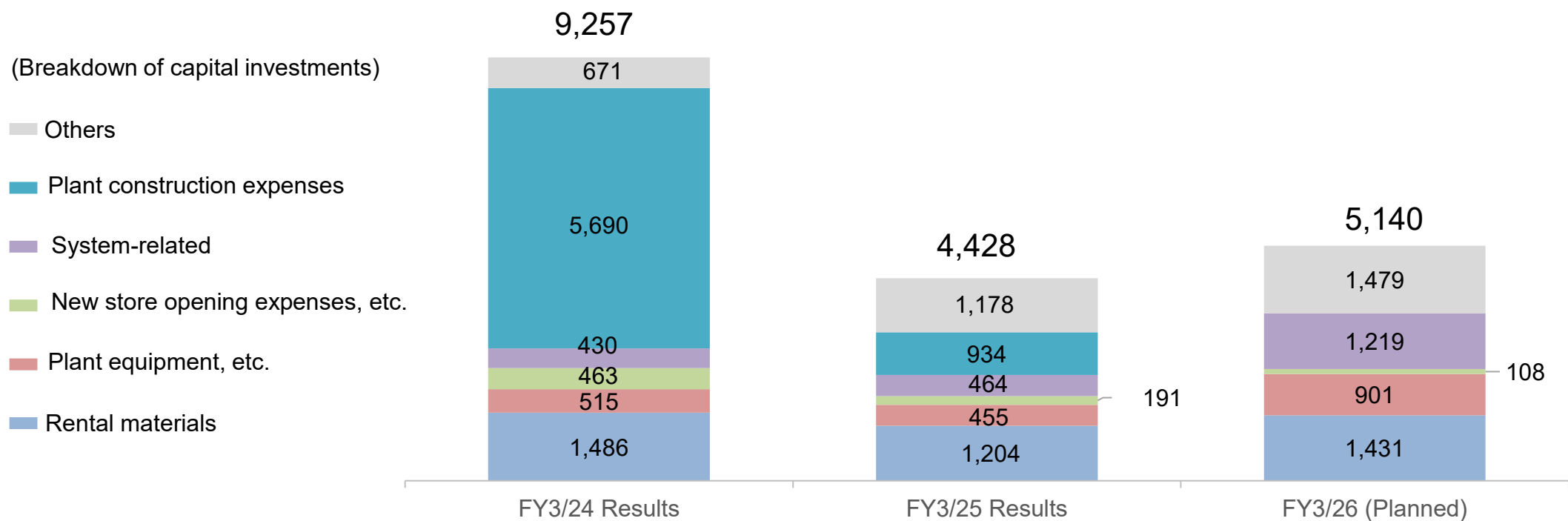
Consolidated Cash Flow (C/F)

			(¥mn)
	FY3/24	FY3/25	Change
Cash flows from operating activities	8,036	10,096	+2,059
Cash flows from investing activities	-10,206	-11,411	-1,205
Cash flows from financing activities	-3,196	-5,197	-2,001
Net decrease in cash and cash equivalents	-5,364	-6,522	-1,158
Cash and cash equivalents at end of period	30,407	23,885	-6,522



Capital Investment Results

	FY3/24	FY3/25		FY3/26 (Planned)
			Change	Change %
Capital investments	9,257	4,428	-4,828	-52.2%
Depreciation	4,596	4,850	+254	+5.5%



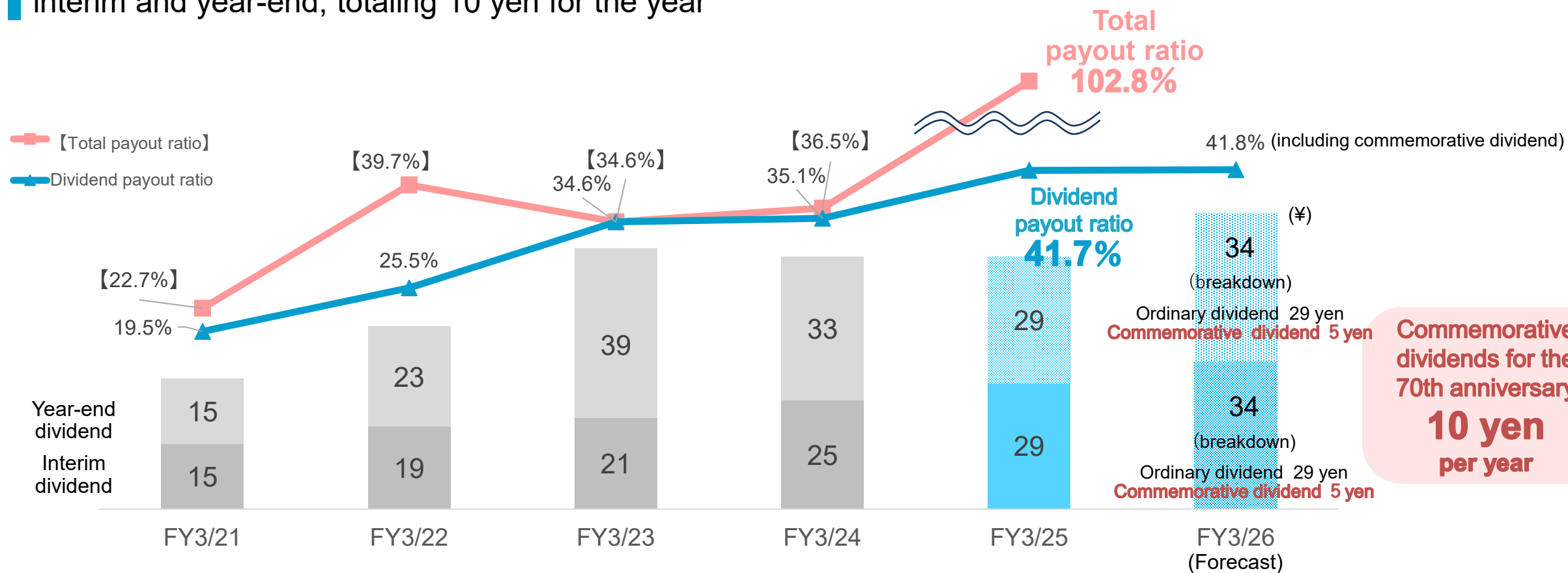
FY3/26 Results Outlook

(¥mn)

	FY3/25	FY3/26 (Forecast)	vs. FY3/25	
			Change	Change %
Net sales	149,542	157,976	+8,434	+5.6%
Operating profit	8,205	8,216	+11	+0.1%
Ordinary profit	8,838	8,590	-247	-2.8%
Profit attributable to owners of parent	4,733	5,499	+765	+16.2%

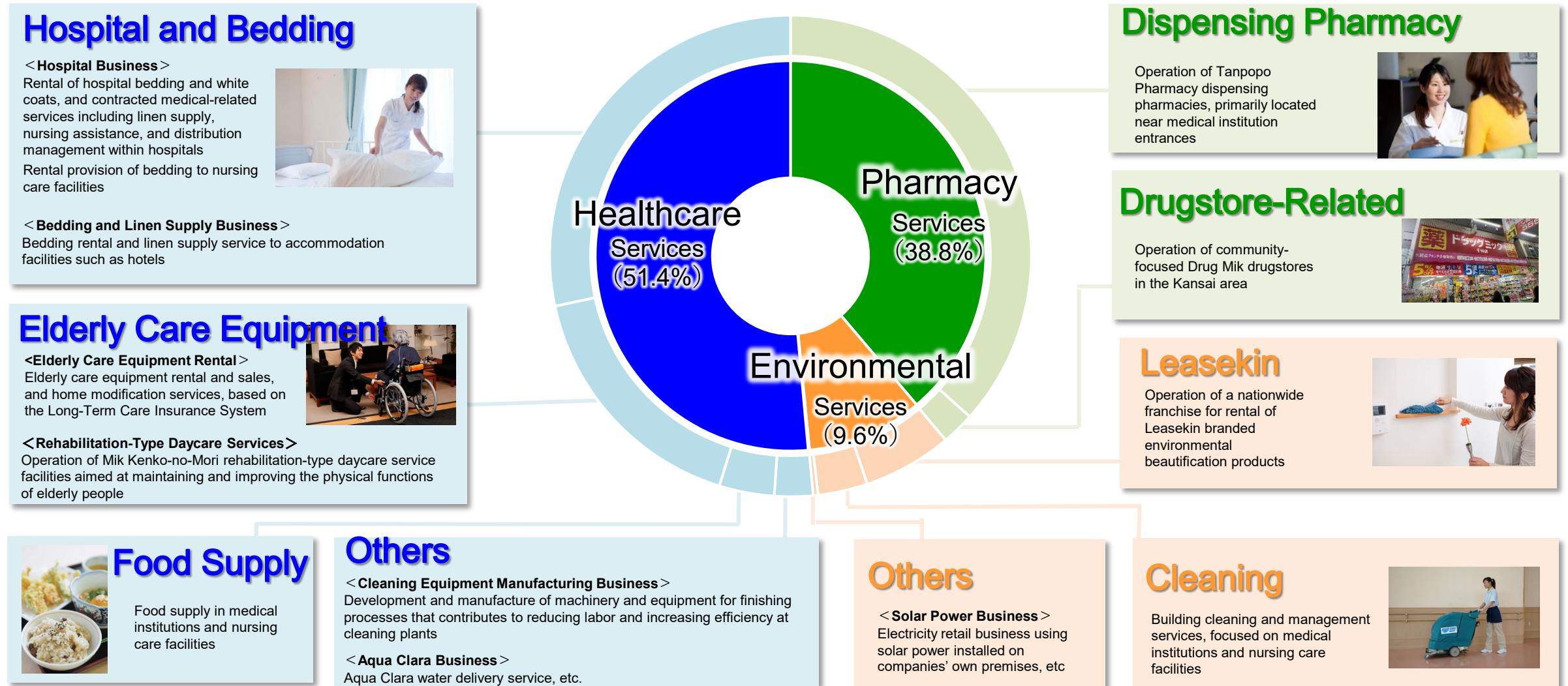
Shareholder Returns

- ✓ Following a share buyback implemented in May 2024(approx. ¥2.9bn), the total payout ratio for FY3/25 exceeded 100%
- ✓ In FY3/26, the 70th anniversary commemorative dividend of 5 yen each will be distributed at both the interim and year-end, totaling 10 yen for the year



Appendix

Segment Composition and Overview of Business



* Segment Composition indicates the percentage of FY3/25 consolidated net sales.

* In addition to the above, there are also businesses not included among reporting Segments.

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Caution Regarding Forecasts

These materials contain predictions and forecasts regarding the future. These reflect the judgment of the Company based on information currently available, and they include potential risks and uncertainties. Therefore, please understand that changes in various factors could cause the actual results to be different from the forecasts herein.