

May 13, 2025

Summary of Financial Results for the Full-Term of the Fiscal Year ended March 31, 2025 (FY03/2025) [Japanese GAAP] [Unconsolidated]

Laxus Technologies, Inc. Company name:

Stock exchange listing: Tokyo

Securities code: 288A URL: https://corp.laxus.co/en

Representative: President & CEO Keisuke Takahashi

Inquiries: Director & Executive Officer CFO Satoshi Nakao TEL: 81-82-236-3801

Scheduled date of ordinary general meeting of shareholders: June 25, 2025 Scheduled date to file Securities Report: June 26, 2025

Scheduled date to commence dividend payments:

Preparation of supplementary material on financial results: Yes

Holding of financial results meeting: Yes (for institutional investors and analysts)

(Amounts less than one mil. yen are rounded down)

1. Consolidated financial results of FY03/2025 (April 1, 2024 – March 31, 2025)

(1) Operating results

(Percentages indicate year-on-year changes) Net profit attributable to Operating profit Ordinary profit Net sales owners of parent mil. yen mil. yen mil. yen mil. yen 16.9 29.8 FY03/2025 2,564 590 569 22.0 435 4.8 415 FY03/2024 2,193 10.1 454 35.2 467 39.0 144.3

	Profit per share	Diluted profit per share	Return on equity	Ordinary profit to total assets ratio	Operating profit to net sales ratio
	yen	yen	%	%	%
FY03/2025	20.69	20.20	22.9	13.7	23.0
FY03/2024	21.76	_	65.6	13.8	20.7

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

FY03/2025: - mil. yen FY03/2024: mil. yen

Diluted profit per share of FY03/2024 is not shown because, although there existed residual securities, the Company was then unlisted and therefore average stock price over the period could not be figured out.

(2) Financial position

	Total assets	Net assets	Equity ratio	Net assets per share
	mil. yen	mil. yen	%	yen
FY03/2025	4,668	2,969	63.6	115.75
FY03/2024	3,655	842	23.0	44.07

(Reference) Shareholders equity FY03/2025: 2,969 mil. yen FY03/2024: 842 mil. yen

(3) Cash flows

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	Cash flows from	Cash flows from	Cash flows from	Cash and cash equivalents
	operating activities	investing activities	financing activities	at the end of period
	mil. yen	mil. yen	mil. yen	mil. yen
FY03/2025	557	16	507	1,522
FY03/2024	_	_	_	_

Previously consolidated financial results were disclosed for FY03/2024, but since FY03/2025 unconsolidated financial results have been (Note) disclosed. So cash flows in FY03/2024 are not shown.

2. Cash dividends

		Annual dividends per share				Total cash	Dividend	Ratio of dividends
	1Q-end	2Q-end	3Q-end	Year-end	Total	dividends	payout ratio (consolidated)	to net assets (consolidated)
	yen	yen	yen	yen	yen	mil. yen	%	%
FY03/2024	_	0.00	_	0.00	0.00	_	_	_
FY03/2025	_	0.00	_	0.00	0.00			
FY03/2026 (forecasts)		0.00	1	0.00	0.00		_	

Dividend forecasts for FY03/2026 are yet to be determined.

3. Performance forecasts for FY03/2026 (April 1, 2025 – March 31, 2026)

(Percentages indicate year-on-year changes)

	Net sales		Operati	Operating Ordinary I		Net profit (loss) attributable		Net profit	
	TVCt Sa	ics	profit (le	oss)	profit (l	oss)	to owners of p	arent	(loss) per share
	mil. yen	%	mil. yen	%	mil. yen	%	mil. yen	%	yen
2Q (cumulative)	1,321	2.9	93	(72.4)	103	(69.4)	59	(79.1)	2.81
Full term	3,077	20.0	448	(24.0)	442	(22.3)	335	(23.1)	15.90

*Notes

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- ① Changes in accounting policies due to revisions to accounting standards and other regulations: No
- ② Changes in accounting policies due to other reasons: N
- ③ Changes in accounting estimates: No
- 4 Restatements: No

(2) Number of issued shares (common shares)

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

_			1 \	•				
	FY03/2025:	25,654,383 shares	FY03/2024:	19,110,783 shares				
2	Number of treasury	stock at the end of the	e period					
	FY03/2025:	- shares	FY03/2024:	- shares				
3	Average number of shares during the period (quarterly cumulative)							
	FY03/2025:	21.064.899 shares	FY03/2024:	19.110.783 shares				

- * Summary of financial results is not covered by audit by a certified public accountant or an auditing firm.
- * Explanation regarding appropriate use of the earnings forecast and other special notes (Notes on descriptions about the future, etc.)

Descriptions about the future such as performance forecasts contained in this document are based on information currently available to the Company and certain presumptions considered as reasonable, and those are not intended to indicate the Company should assure that it would realize such forecasts. Meanwhile, actual performance in the future may differ substantially, influenced by a wide variety of factors.

(How to obtain supplementary references regarding financial results and materials for financial results briefing)

Financial results briefing for institutional investors and analysts will be held on May 27, 2025 (Tue.). Materials for this briefing used at this briefing will be posted on the Company's website.

1. Overall Operating Results, etc.

(1) Overall operating results of the current period

During the current FY, the Company has put its efforts to strengthening its core business named "Laxus" providing services for sharing brand bags through subscription-type membership, and consequently achieved higher revenues YoY mainly due to increase in average spending per customer following price revision and increase in monetary value of sold bags.

As part of measures for strengthening our services, we have tried to improve users' satisfaction by expanding "Premium Exchange" that reflects voices from users who want no period without any bag at hand; introducing "Reset Exchange" by which users can exchange their bag with another one at no charge once in a month that reflects voices from users who had experiences of receiving bags different from their expectations; replacing assets strategically in order to increase numbers of bags which are popular among users and highly demanded; and putting our efforts to expanding usage of automatic charging function of "Laxus Cash" system that is a prepaid payment method.

Average spending per customer over FY03/2025 was 8,859 yen, i.e. increase by 23.6% YoY (as compared to 7,169 yen during FY03/2024), and total number of contracts (including Double Plan) is currently 19,457.

The Company has conventionally sold bags to users through our "Rent-to-Own" service (users can not only share bags but also buy them) and in addition to that service, less-utilized and unpopular bags which were out of scope of rental service remaining in stock following strategic assets replacement could be sold efficiently and such sales also contributed to making profit. Our sales channels are BtoB/toC channels for such as consignment sales via our Used Select Shops and BtoB channels via wholesalers and auctions. Currently, we put more efforts to expanding BtoB/toC channels which are expected to bring about higher average selling price.

Also, we proactively work on spending more advertisement expenses including new measures for higher publicity such as video advertisement and on tie-up with companies with good customers, so that our strategies for accelerating acquisition of new contracts can be carried out.

For the current FY, these operations resulted in Net sales of 2,564,743 thousand yen (increase by 16.9% [370,753 thousand yen] YoY), and Operating profit of 590,147 thousand yen (increase by 29.8% [135,376 thousand yen] YoY). Besides, Listing expenses and Share issuance costs of 27,617 thousand yen in total are recorded as transient expenses due to getting listed on the TSE Growth Market on December 13, 2024, resulting in Ordinary profit of 569,989 thousand yen (increase by 22.0% [102,865 thousand yen] YoY) and Net profit of 435,750 (increase by 4.8% [19,824 thousand yen] YoY).

Please note that the Company comprises of a single segment of Laxus Business and therefore descriptions sorted by segment are not omitted.

(2) Overall financial position of the current period

(Assets)

Current assets at the end of the current FY was 1,896,493 thousand yen, i.e. increase by 846,747 thousand yen as compared to the end of the previous FY. This is mainly due to increase in Cash and deposits by 1,081,763 thousand yen on one hand, whereas decrease in Merchandise by 86,916 thousand yen on the other. Total non-current assets was 2,772,194 thousand yen, i.e. increase by 166,761 thousand yen as compared to the end of the previous FY. This is mainly due to increase in Rental assets by 122,812 thousand yen.

As a result, Total assets was 4,668,687 thousand yen, i.e. increase by 1,013,508 thousand yen as compared to the end of the previous FY.

(Liabilities)

Current liabilities at the end of the current FY was 772,496 thousand yen, i.e. decrease by 1,980,895 thousand yen as compared to the end of the previous FY. This is mainly due to decrease in Current portion of long-term borrowings by 240,000 thousand yen on one hand, whereas decrease in Short-term borrowings from subsidiaries and associates by 2,262,862 thousand yen on the other. Non-current liabilities was 926,654 thousand yen, i.e. increase by 867,002 thousand yen as compared to the end of the previous FY. This is mainly due to increase in Long-term borrowings by 866,676 thousand yen.

As a result, Total liabilities was 1,699,150 thousand yen, i.e. decrease by 1,113,892 thousand yen as compared to the end of the previous FY.

(Net assets)

Net assets at the end of the current FY was 2,969,536 thousand yen, i.e. increase by 2,127,401 thousand yen as compared to the end of the previous FY. This is mainly due to increase in Capital stock by 845,825 thousand yen and in Legal capital surplus by 845,825 thousand yen.

As a result, equity ratio increased to 63.6% (which was 23.0% at the end of the previous FY).

(3) Overall cash flows of the current period

Cash and cash equivalents (hereinafter, "business fund") at the end of the current consolidated FY was 1,522,066 thousand yen. Descriptions of each cash flow during the current FY are as follows.

(Cash flows from operating activities)

Business fund provided by operating activities was 557,624 thousand yen. This is mainly due to Net profit before income taxes of 526,695 thousand yen, Depreciation of rental assets of 333,017 thousand yen, and Purchase of rental assets of 684,460 thousand yen.

(Cash flows from investing activities)

Business fund provided by investing activities was 16,297 thousand yen. This is mainly due to Payments of leasehold and guarantee deposits of 44,272 thousand yen, Proceeds from refund of leasehold and guarantee deposits of 22,231 thousand yen, and Collection of loans receivable of 50,150 thousand yen.

(Cash flows from financing activities)

Business fund provided by financing activities was 507,846 thousand yen. This is mainly due to Net decrease in short-term borrowings from subsidiaries and associates by 2,262,862 thousand yen, Proceeds from long-term borrowings of 1,200,000 thousand yen, and Proceeds from issuance of common stock of 1,678,541 thousand yen.

(4) Forecasts for the future

With respect to forecasts for the future, economic uncertainty due to such as fluctuations of foreign exchange / tariffs and price escalation is of concern. Nevertheless, we will put emphasis on sales growth, and while making investment utilizing listing funds, put our efforts to increasing contracts that should be source of growth of the Company.

As measures for increasing contracts, we will firstly, in parallel with increasing advertisement expenses, try to increase funnels leading to contract and raise rate of conversion to contract. Secondly, we will introduce shareholder special benefit plans in order for attracting investors. And lastly, as a new measure, by proactively working on establishment of tie-up with companies which have good customers, we will build up a mechanism for increasing contracts without relying on advertisement. Concretely speaking, we will try to expand our ShaaS (Sharing as a Service) in an attempt to provide our own sharing service to other companies as an OEM scheme. This would allow other companies to expand connections among their customer communities while utilizing our services. We think these three measures will surely lead to our further growth, so we will strongly push them forward to increase contracts.

Concerning expenses, there would be increases in advertisement expenses by about 45% (156,526 thousand yen) YoY; in labor cost by about 15% (60,493 thousand yen) YoY) in response to handle more transactions due to getting more contracts; in packing and freight by 40% (51,684 thousand yen) YoY assuming increase in transactions and rise in unit delivery fee; and in depreciation by about 15% (50,083 thousand yen) YoY due to purchasing more rental assets; as well as expenses for maintaining listed status, etc.

Performance forecasts for FY03/2026 are, taking upfront investment for growth (increases in advertisement expenses and in rental assets incidental to winning more new contracts) into account, as follows: Net sales: 3,077,796 thousand yen (increase by 20.0% YoY); Operating profit: 448,412 thousand yen (decrease by 24.0% YoY); Ordinary profit: 442,948 thousand yen (decrease by 22.3% YoY); and Net profit: 335,028 thousand yen (decrease by 23.1% YoY). It should be noted that by making upfront investment for growth and building up ShaaS during the 1st half, revenues can be expected to expand during the 2nd half. Net sales may differ from the forecast depending on the situation of business expansion during growth phase of ShaaS. Such a development will be disclosed as appropriate.

Please note that the above-mentioned descriptions about the future are based on information currently available to the Company and certain presumptions considered as reasonable, which as such include some risks and uncertainties. So actual financial and other results may vary, influenced by a wide variety of uncertain factors in the future.

2. Basic Idea for the Selection of Accounting Standards

The Company has not prepared consolidated financial statements, so considering burdens of establishing some structure for preparing those based on International Financial Reporting Standards and other factors, its financial statements are based on Japanese standards.

3. Financial Statements

(1) Balance Sheets

	Previous FY (March 31, 2024)	Current FY (March 31, 2025)
Assets	(March 31, 2024)	(March 31, 2023)
Current assets		
Cash and deposits	440,302	1,522,066
Notes receivable - trade	365,298	242,966
Lease receivables		104,904
Merchandise	95,329	8,413
Supplies	2,034	1,963
Advance payments	1,891	640
Prepaid expenses	11,492	12,065
Short-term loans receivable from subsidiaries and associates	63,358	10,929
Others	82,786	40,016
Allowance for doubtful accounts	(12,748)	(47,471
Total current assets	1,049,745	1,896,493
Non-current assets		
Property, plant and equipment		
Buildings	65,873	74,873
Accumulated depreciation	(20,321)	(23,128
Buildings (net)	45,552	51,745
Tools, furniture and fixture	48,900	49,373
Accumulated depreciation	(38,579)	(39,829
Tools, furniture and fixture (net)	10,320	9,544
Rental assets	4,189,092	4,207,192
Accumulated depreciation	(1,735,996)	(1,631,284
Rental assets (net)	2,453,095	2,575,908
Total property, plant and equipment	2,508,968	2,637,197
Intangible assets		
Software	168	33
Total intangible assets	168	33
Investments and other assets		
Stocks of subsidiaries and affiliates	10	10
Deferred tax assets	83,362	80,693
Long-term prepaid expenses	7,063	4,328
Others	5,860	49,931
Total investment and other assets	96,296	134,963
Total non-current assets	2,605,432	2,772,194
Total assets	3,655,178	4,668,687

		(thousand yen)
	Previous FY (March 31, 2024)	Current FY (March 31, 2025)
Liabilities		
Current liabilities		
Short-term borrowings	100,000	100,000
Short-term borrowings from subsidiaries and associates	2,262,862	_
Current portion of long-term borrowings	33,324	273,324
Accounts payable - other	88,724	92,085
Accrued expenses	163	417
Income taxes payable	37,860	82,046
Contract liabilities	51,929	44,152
Deposits received	122,539	97,311
Provision for bonuses	1,005	1,601
Reserve for point card certificates	23,621	20,952
Others	31,362	60,604
Total current liabilities	2,753,391	772,496
Non-current liabilities		
Long-term borrowings	55,568	922,244
Provision for retirement benefits	4,083	4,410
Total non-current liabilities	59,651	926,654
Total liabilities	2,813,043	1,699,150
Net assets		
Shareholders' equity		
Capital stock	821,901	1,667,727
Capital surplus		
Legal capital surplus	806,338	1,652,164
Total capital surplus	806,338	1,652,164
Retained earnings		
Other retained earnings		
Retained earnings brought forward	(786,105)	(350,354)
Total retained earnings	(786,105)	(350,354)
Total shareholders' equity	842,134	2,969,536
Total net assets	842,134	2,969,536
Total liabilities and net assets	3,655,178	4,668,687
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(2) Statements of Income

	Previous FY (Apr. 1, 2023 –	(thousand yen) Current FY (Apr. 1, 2024 –
	Mar. 31, 2024)	Mar. 31, 2025)
Net sales	2,193,989	2,564,743
Cost of sales	415,594	615,184
Gross profit	1,778,394	1,949,558
Profit adjustment		
Provision of deferred lease profit	_	3,475
Adjusted profit	_	(3,475)
Gross profit (loss) - net	1,778,394	1,946,082
SG&A expenses	1,323,624	1,355,935
Operating profit (loss)	454,770	590,147
Non-operating income		
Interest income	3,710	3,097
Gain on sales of non-current assets	25,383	29,261
Compensation income	5,081	14,850
Proceeds from guarantee deposits received	7,713	10,225
Outsourcing service income from subsidiaries and associates	3,435	_
Others	7,388	8,490
Total non-operating income	52,712	65,925
Non-operating expenses		
Interest expenses	22,165	27,539
Listing expenses	_	14,507
Share issuance costs	_	13,109
Provision of allowance for doubtful accounts	8,212	17,216
Loss on retirement of non-current assets	6,229	8,342
Others	3,752	5,366
Total non-operating expenses	40,359	86,083
Ordinary profit (loss)	467,123	569,989
Extraordinary profit		
Reversal of allowance for doubtful accounts from subsidiaries and associates	19,606	
Total extraordinary profit	19,606	_
Extraordinary losses		
Impairment losses	36,840	43,293
Total extraordinary losses	36,840	43,293
Net profit (loss) before income taxes	449,889	526,695
Income taxes	52,301	88,275
Income taxes - deferred	(18,337)	2,669
Total income taxes	33,964	90,945
Net profit (loss)	415,925	435,750

(3) Statements of Changes in Equity

Previous FY (Apr. 1, 2023 – Mar. 31, 2024)

(thousand yen)

		(mousuna yen)					
			Capital surplus		Retained earnings		
	Capital stock	Legal capital	Total capital - surplus	Other retained earnings	Total retained	Total shareholders' equity	
		surplus		Retained earnings brought forward	earnings		
Balance at beginning of current period	821,901	806,338	806,338	(1,202,030)	(1,202,030)	426,209	
Changes of items during period							
Net profit				415,925	415,925	415,925	
Total changes of items during period	_	_	_	415,925	415,925	415,925	
Balance at end of current period	821,901	806,338	806,338	(786,105)	(786,105)	842,134	

	Total net assets
Balance at beginning of current period	426,209
Changes of items during period	
Net profit	415,925
Total changes of items during period	415,925
Balance at end of current period	842,134

Current FY (Apr. 1, 2024 – Mar. 31, 2025)

(thousand yen)

			Shareh	olders' equity		(inousuna yen)
	Capital stock	Capital surplus		Retained earnings		
		Legal capital surplus	Total capital surplus	Other retained earnings Retained earnings brought forward	Total retained earnings	Total shareholders' equity
Balance at beginning of current period	821,901	806,338	806,338	(786,105)	(786,105)	842,134
Changes of items during period						
Issuance of new shares	845,825	845,825	845,825			1,691,651
Net profit				435,750	435,750	435,750
Total changes of items during period	845,825	845,825	845,825	435,750	435,750	2,127,401
Balance at end of current period	1,667,727	1,652,164	1,652,164	(350,354)	(350,354)	2,969,536

	Total net assets
Balance at beginning of current period	842,134
Changes of items during period	
Issuance of new shares	1,691,651
Net profit	435,750
Total changes of items during period	2,127,401
Balance at end of current period	2,969,536

(4) Cash Flow Statements

	Current FY (Apr. 1, 2024 –
	Mar. 31, 2025)
Cash flows from operating activities	
Net profit (loss) before income taxes	526,695
Depreciation of rental assets	333,017
Loss on retirement of rental assets	8,342
Profit (loss) on sales of non-current assets (except rental assets and sales)	(29,261
Cost of sales of rental assets	134,449
Impairment losses	43,293
Depreciation of own-used assets	9,263
Share issuance costs	13,109
Listing expenses	14,507
Increase (decrease) in allowance for doubtful accounts	34,723
Increase (decrease) in provision for bonuses	596
Increase (decrease) in provision for point card certificates	(2,669
Increase (decrease) in provision for retirement benefits	326
Interest income	(3,097
Interest expenses	27,539
Decrease (increase) in notes and accounts receivable - trade	17,427
Decrease (increase) in inventories	105,554
Decrease (increase) in advance payments	1,251
Decrease (increase) in prepaid expenses	508
Purchase of rental assets	(684,460
Increase (decrease) in accounts payable - other	3,361
Increase (decrease) in accrued expenses	253
Increase (decrease) in contract liabilities	(7,776
Others	49,985
Subtotal	596,945
Interest and dividends income received	3,097
Interest expenses paid	(28,622
Proceeds from sale of non-current assets (rental assets)	41,606
Income taxes paid	(55,402
Net cash provided by (used in) operating activities	557,624
Cash flows from investing activities	
Purchase of property, plant and equipment	(14,546
Payments of leasehold and guarantee deposits	(44,272
Proceeds from refund of leasehold and guarantee deposits	22,231
Collection of loans receivable	50,150
Others	2,734
Net cash provided by (used in) investing activities	16,297
Cash flows from financing activities	
Net increase (decrease) in short-term borrowings from subsidiaries and associates	(2,262,862
Proceeds from long-term borrowings	1,200,000
Repayments of long-term borrowings	(93,324
Payments for listing expenses	(14,507
Proceeds from issuance of common stock	1,678,541
Net cash provided by (used in) financing activities	507,846
Effect of exchange rate change on cash and cash equivalents	(5
Net increase (decrease) in cash and cash equivalents	1,081,763
Cash and cash equivalents at beginning of period	440,302
ash and cash edilivalents at beginning of period	770.302