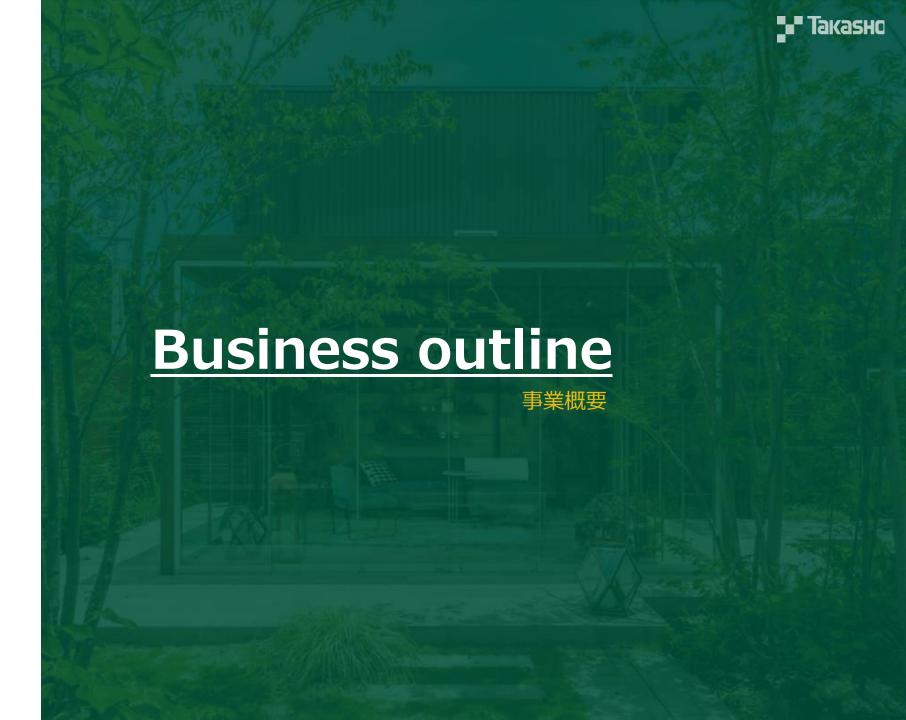


FY1/2025 Financial Results

March 6, 2025

Stock Code: 7590

# 

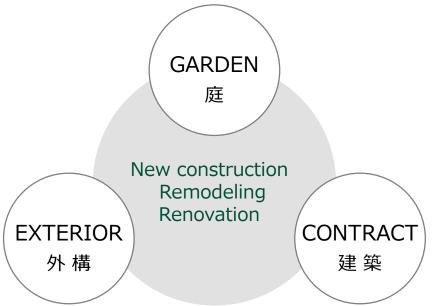


#### Business Outline わたし達のビジネス

The Takasho Group is a garden lifestyle manufacturer that creates happy lifestyles through relaxing garden spaces. Based on the concept of "Living Garden," which integrates the garden and the home, we aim to create garden spaces that blend in with people's lifestyles. We are also actively promoting DX, realizing more concrete and attractive garden and exterior space proposals to our customers and creating new value through DX.

#### BUISINESS DOMAIN ビジネス領域

We plan, develop, manufacture and sell products in three areas, and provide services that are useful for our customers' businesses.



#### BUISINESS SEGMENT 事業分野

#### **Pro Use**

[Target]
Public & Commercial
Facilities
Housing
House builders

We have manufacturing bases in Japan, and we provide total support to professional customers who are involved in planning, design and construction, such as public & Commercial facilities, housing with proposals for landscapes, outdoor living, and exterior space. In order to make specific plan proposals, we utilize a variety of tools and aim to strengthen our ability to make proposals that combine the real and digital technology.

#### **Home Use**

(Target)
Home Center
Volume seller
E-commerce

We support DIY-based garden design, and offer a variety of products and garden scenes. Based on the Living Garden concept, we propose a comfortable lifestyle where the house and garden are one.

#### **Overseas**

(Target)
Housing / DIY
Non - residential

We have manufacturing bases in China and are expanding our sales globally in Europe, America, Australia, and Asian countries.

DX business Others

We propose spatial designs using DX tools and send out information via SNS and other channels.

#### Business Outline 事業概要

#### Overseas - market

Overseas expansion of housing, nonresidential buildings, and DIY business

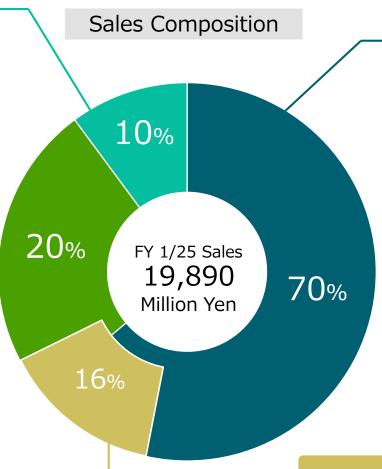




#### **Home Use - market**

- Home center & business market
   Home centers, specialty stores, business-related businesses
- E-commerce & web sales filed
   Sales from web site to internet sales





#### Pro Use - market

- Non-residential field
   Hotels, inns, restaurants, and other non-residential properties
- PRO garden exterior field Houses (new construction, renovation), and house builders



**Lighting and Sign** (Takasho Digitec)



	FY1/2024	FY1/2025	
(JPY MN)	Results	Results	YoY
Net sales	19,411	19,890	102.5%
Gross profit (Gross profit%)	8,335 (42.9%)	<b>8,389</b> (42.2%)	100.6% (△0.7%)
Selling, general and administrative expenses	8,444	8,539	101.1%
Operating income	△108	<b>△150</b>	-
Ordinary income	250	83	33.5%
Net income	△75	△242	-

#### 決算サマリー

- Net Sales: Growth in Pro-market business
- Especially, growth in the Non-residential fields and the regional development by Lighting and Sign business
- Sales recovering in Overseas-market
- **Gross Profit :** Gross profit% △0.7pt
- Discounted sales by oversea subsidiaries (To turn inventories into cash)

#### **■**Operating income:

- Impact of operating loss by VegTrug group
   △500 MY
- Decrease of Gross profit%
- ·Break-even sales not achieved

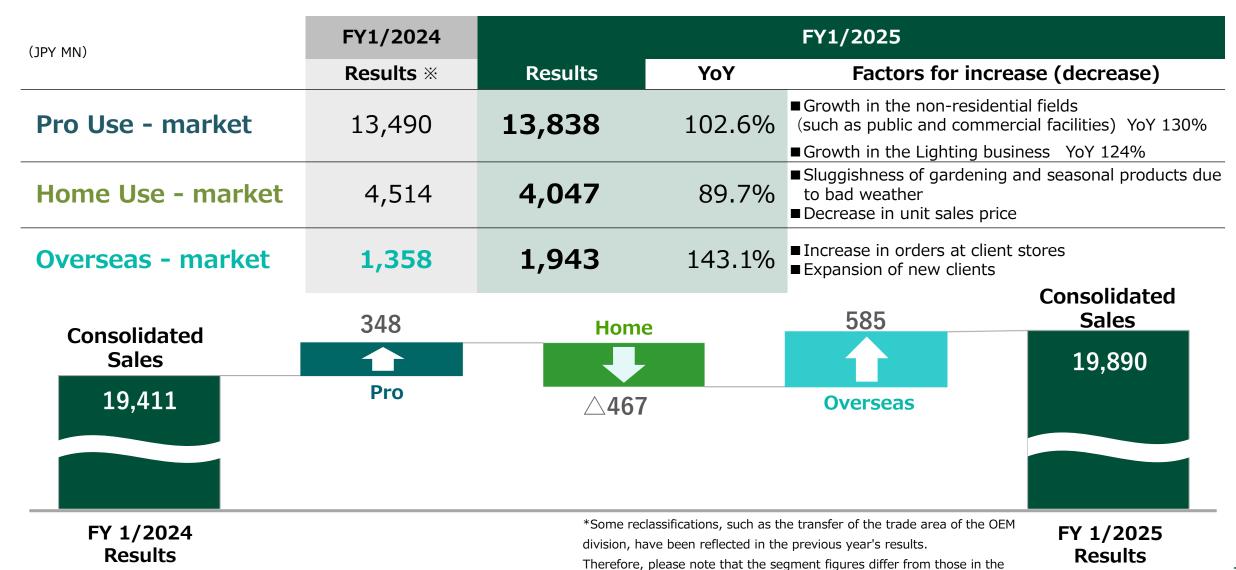
#### **■** Ordinary income:

Foreign exchange gains:  $320 \text{ MY}(\text{FY}1/2024) \Rightarrow 160 \text{ MY}(\text{FY}1/2025)$ 

#### ■ Net income:

- Increase in the tax burden rate: 373MY
- Impairment loss on investment in Indian subsidiary: 18MY

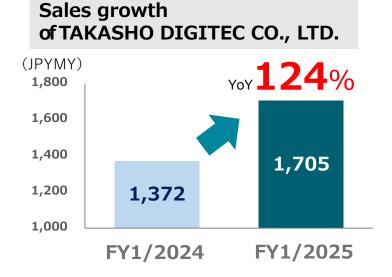
### Sales segment status 2025年1月期 決算サマリー (事業部別)

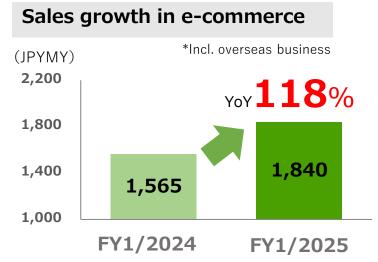


summary report FY1/2024

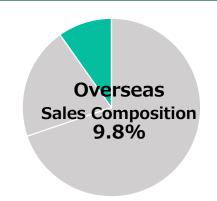
### Segment Topics (Pro & Home) 事業部別トピック (プロ&ホーム)



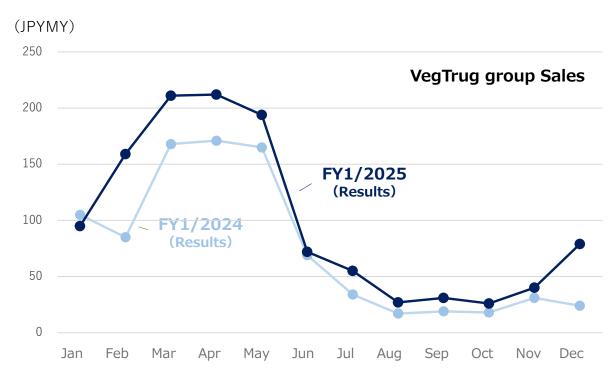


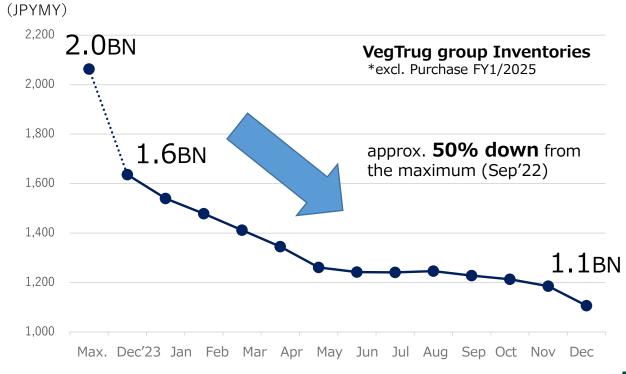


### Segment Topics (Overseas) 事業部別トピック (海外)



- Sales recovering in Overseas-market YoY143%
- Stock overload approx. 50% down from the maximum quantity





### Analysis of Change in SGA (Y/Y)

販管費 増減要因分析

	FY1/2024	FY1/2025	
(JPY MN)	Results	Results	YoY
Labor cost	3,552	3,551	100.0%
Shipping cost	1,087	1,109	102.1%
Commission	710	797	112.2%
Promotion and Advertising	830	734	88.4%
Rent	606	571	94.1%
Others	1,656	1,775	107.2%
TOTAL	8,444	8,539	-
SGA% (vs Sales)	43.5%	42.9%	-0.6%

#### **Factors for increase (decrease)**

■ Commission:
Upfront investment for Pro-use growth

- Promotion and Advertising : Reduction while scrutinizing contents
- Others:
  Taxes and dues +40MY
  Provision for doubtful accounts +20MY etc.
- SGA%: SGA% (vs Sales)  $\triangle$  0.6% by total cost reduction of  $\triangle$ 120 MY

#### Balance Sheet Status 連結貸借対照表



Fixed assets : Increase due to capital investment in domestic and overseas manufacturing

Current liabilities: Increase in Short-term loan · · · · · · · · · · · · · 679MY

Fixed liabilities : Increase in Long-term loan for capital investment · · 199MY

Net assets : Increase in Foreign currency translation adjustment · 523MY

	FY1/2024	FY1/2025	
(JPY MN)	Results	Results	YoY
Current assets	14,676	15,125	103.1%
Fixed assets	8,458	8,688	102.7%
Total Assets	23,134	23,814	102.9%
Current liabilities	9,505	9,810	103.2%
Fixed liabilities	1,129	1,248	110.5%
Total liabilities	10,634	11,058	104.0%
Share capital	11,420	11,092	97.1%
Total accumulated other comprehensive income	956	1,524	159.3%
Net assets	12,499	12,756	102.1%
Total liabilities and net assets	23,134	23,814	102.9%

#### Cash flow Status 連結キャッシュフロー計算書



Operating cash flows :  $\triangle$ 154MY

Due to Increase in account receivable 320MY, Decrease in other current liabilities 350MY etc.

**Investing cash flows:** △884MY

Due to purchase of property, plant and equipment 510MY

Financing cash flows: 599MY

Due to Increase in Short-term and Long-term borrowings 1.5BY

	FY1/2024	FY1/2025	
(JPY MN)	Results	Results	YoY
Operating cash flows	1,132	<b>△154</b>	<u>-</u>
Investing cash flows	△599	△884	_
Financing cash flows	△701	599	-
Cash and cash equivalents at beginning of period	4,206	3,796	90.2%
Cash and cash equivalents at end of period	3,796	3,432	90.4%
Free cash flows	532	<b>△1,038</b>	_



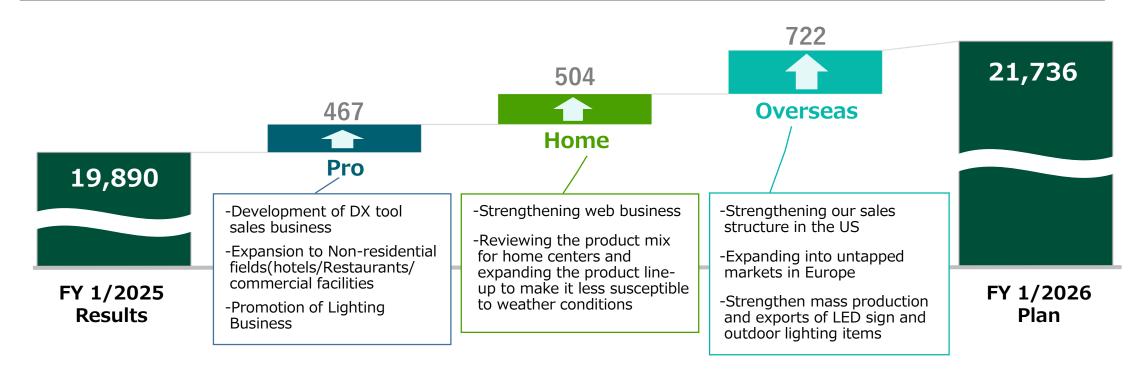
	FY1/2025	FY1/2026		
(JPY MN)	Results	Plan	YoY (%)	YoY (Amount)
Net sales	19,890	21,736	109.3%	1,846
Operating income	△150	308	_	458
Ordinary income	83	405	483.6%	321
Net income	△242	122	_	364
Dividend per share (Yen)	5.0	5.0		

#### **Basic Dividend Policy**

- We will actively return profits to our shareholders as the most important management policy.
- Dividends per share at a minimum of 5 yen, with a target payout ratio of 40% or more

### FY1/2026 Earnings Forecast (Sales Segment) 2026年1月期業績予想

	FY1/2025	FY1/2026	
(JPY MN)	Results	Plan	YoY
Pro Use - market	13,838	14,306	103.4%
Home Use - market	4,047	4,552	112.5%
Overseas - market	1,943	2,666	137.2%

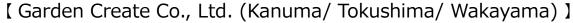




### Promote hybrid sales that fuse digital (DX) and real products

### **Manufacturing Factory**

Garden Create Co., Ltd. Takasho DIGITEC Co., Ltd.



- Start full-scale operation of the production system (productivity up)
- Factory expansion in Wakayama (Operation start, Feb 2025)







[Digitec]

Add new lines & New production facilities

[ A new factory of Digitec China started operation in Feb 2024 ] 10,370.6m (500 JPY MN) LED lightings, Signs





### **Software Factory**

GLD-LAB. Co., Ltd. (Japan/ Philippines/ Vietnam)

Subsidiary responsible for 4D spatial design and XR simulation GLD-LAB. Co., Ltd. established on 27<sup>th</sup> Jul 2022



GLD-LAB. Co., Ltd.













- Sales Categories
  - 1 Non-residential contract
  - 2 Garden & Exterior
  - 3 Material
  - 4 Remodeling & Renovations
  - 5 DX Solution

- Sales Categories
  - 1 Non-residential contract
  - 2 Garden & Exterior
  - 3 Material
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  - 5 DX Solution

### Non-residential contract field

Expansion into non-residential markets such as hotels, Restaurants, and public and commercial facilities for inbound tourists



レジャー/ 宿泊施設 Leisure & Accommodation





医療/福祉施設 Medical & Welfare Facilities





オフィス/ビル Office & Building





教育施設 Educational Facilities



公共施設

种 社 仏 器 Shrines & Temples

## CONTRACT





16 17

















R



白良浜ライトパレード

in和歌山マリーナシティ

in愛媛こどものくに

The light will bring people together and make the city more lively

Produced by TAKASHO DIGITEC Co., Ltd.



けやきライトアップパレード イルミネーションストリートLED球数日本一







- Sales Categories
  - 1 Non-residential contract
  - 2 Garden & Exterior
  - 3 Material
  - 4 Remodeling & Renovations
  - **5** DX Solution

### **Pro Use**

### Pro use products for a better garden life















リビング&5th ROOM

リビングから繋がる、 もうひとつの部屋が庭に生まれます。



ダイニング&5th ROOM

フロアを敷地いっぱいに広げ 空間を最大限活かす。



五番目の部屋。





キッチン& 5th ROOM.

自然を取り込んだ空間で



ベッドルーム&5th ROOM

室内と同じテイストのデザイン で統一感のある空間に。

#### **Takasho 5th Room Concept**

Daily life does not only take place in the house. Outdoor areas and the garden are also an important part of your personal living space. After the living room, dining room, kitchen and bedroom, the surroundings of your house create the "5th ROOM" and the setting for your new happy lifestyle.

### 室内を、拡張、して

5th ROOM.を家に取り込む。

住宅設計時やリノベーションで盤の一部を取り払い、 室内と庭を繋ぐ中間領域を創ることで、 より暮らしに庭が溶け込む"もう一つの部屋"が生まれます。





#### POINT1

#### 室内の構造を活かした中間領域を創る。≫

関係域が生まれます。ガラス戸で仕切ることで、内と外が融合した空

間に、室内を拡張し、庭が暮らしに自然と馴染む空間設計が可能です。



#### POINT2

#### テラスアイテムを組み合わせる事で、暮らしと庭がより一体に。>>



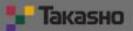
中間領域とテラスアイテムが繋がることで、重内と庭の 境界がより緩やかになり、庭が生活空間の一部として滞 け込む様な一体感が生まれます。庭が単なる外部空間で はなく、暮らしの一部として機能します。



- Sales Categories
  - 1 Non-residential contract
  - 2 Garden & Exterior
  - 3 Material
  - 4 Remodeling & Renovations
  - **5** DX Solution

# High quality/design building materials





### **Takasho** Ever Art brand materials for outdoor use

CONTRACT ホテル・旅館・温浴施設























#### **Pro Use**

# Enhancement of production capacity in Domestic Factories Add new lines & New production facilities

### **DOMESTIC FACTORY**















ガーデンクリエイト株式会社 栃木工場 ISO9001 認証取得工場

確かな 品質です。 国内自社工場の





押出成形



ガーデンクリエイト株式支社 本社・和歌山工場 ISO9001 認証取得工場



自動組立格



- Sales Categories
  - 1 Non-residential contract
  - 2 Garden & Exterior
  - 3 Material
  - 4 Remodeling & Renovations
  - **5** DX Solution

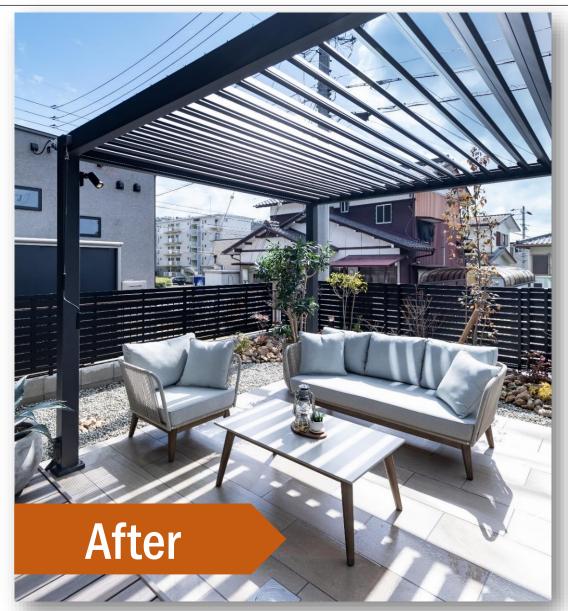
## Remodeling & Renovations





### Remodeling & Renovations





- Sales Categories
  - 1 Non-residential contract
  - 2 Garden & Exterior
  - 3 Material
  - 4 Remodeling & Renovations
  - 5 DX Solution

### **Software**

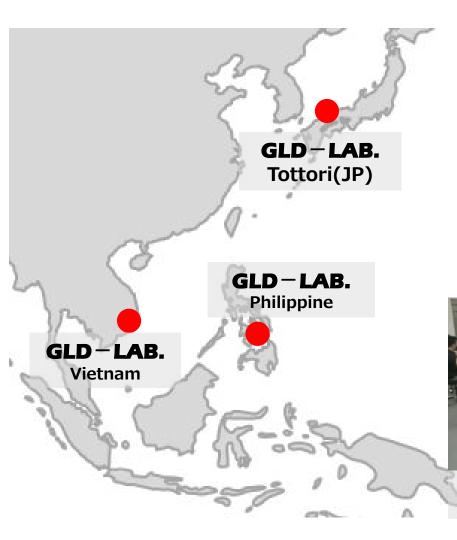
### **GLD-LAB. Software-Factory in Tottori**



Full-scale operation since April 1, 2021



## Development of DX tools in collaboration with factories in Philippines and Vietnam





**GLD-LAB.** Tottori(JP)

- ♦4D-Space Design
- ◆XR technology to enable realistic simulations

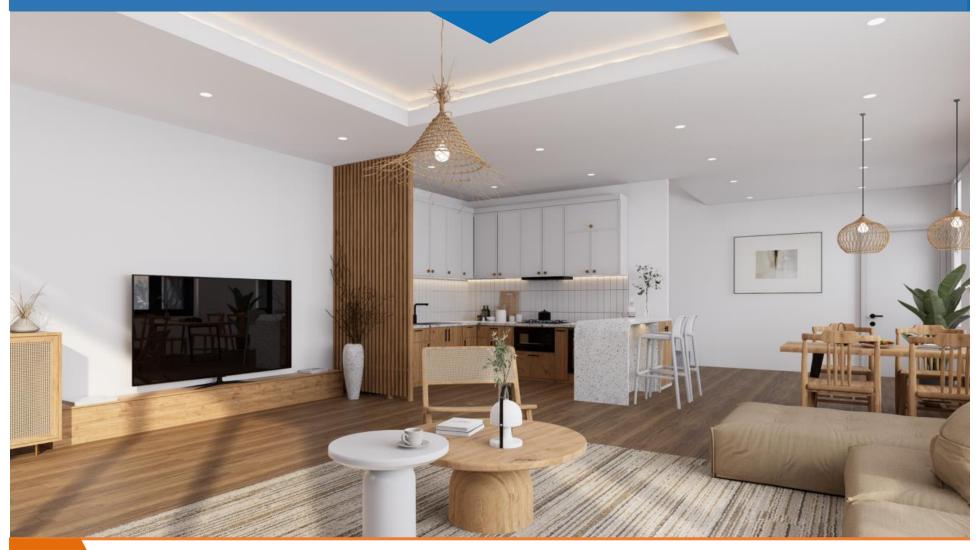


**GLD**—**LAB.** Philippine



GLD-LAB. Vietnam

### High-resolution architectural CG perspective "EXVIZ"



High-resolution CG perspective that can delicately show texture and glow Clearer and more impressive proposals than before

Point!

### Website service for planning PACKAGE PLAN



Point!

Sophisticated designs are easy to find, just choosing your image and categories

### ~プラニング検索サイト~パッケージプランサイトの使い方



Point!

Budget-based planning / Download 3D perspective





リアルの体験価値をデジタル技術で拡張 >>

The latest Al technology brings Takasho's concepts to life in video form.

動画は各ページの二次元パーコードからもご覧いただけます



二次元パーコードから 動画本編を見る



### PROEX CONCEPT

Convert our concept in 2D to 4D and show it more effectively with No.1 AI and digital technology in our industry





 $2D \rightarrow 4D$ 

Representing the changing seasons, passage of time, and weather

Video production with AI technology by GLD-LAB.



## PROEX CONCEPT

Convert our concept in 2D to 4D and show it more effectively with No.1 AI and digital technology in our industry

カタログページ







## PROEX CONCEPT

Convert our concept in 2D to 4D and show it more effectively with No.1 AI and digital technology in our industry

カタログページ







### Growth Strategy

Lightings, Signs

Expand market share by strengthening products development and manufacturing capabilities, including global expansion



## **Expand in-house** products ratio

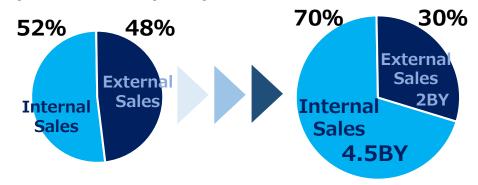
### Digitec China new factory Operation in March 2024

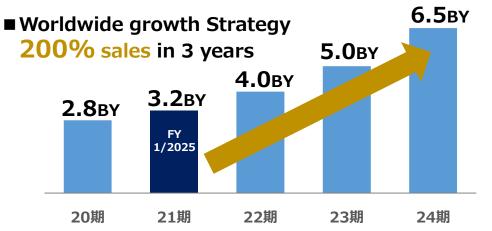
10,370.6m (500 JPY MN) LED lightings, Signs



## 2 Expand production capacity and supply chain

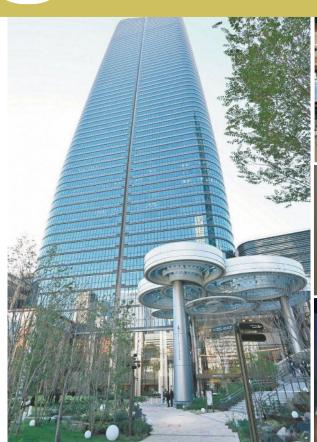
■ Increase external sales by expanding production capacity



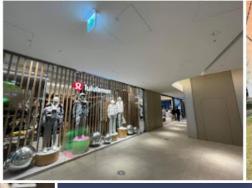


Expansion of products for non-residential buildings

Azabudai Hills, Sky Tree Tokyo Solamachi, Kabukicho Tower, etc.















**Growth Strategy** 

**Home Use** 

## Improve revenue decline due to external factors Business Model Restructuring





Sales promotion based on **5Seasons**Summer products sales : 3months >> 5months



#### **Strengthen Aoyama Garden website sales**





### New sales strategy 2025

Sales promotion based on 5seasons × Alliance with overseas manufacturers

Expand the product line-up based on 5seasons

インドアガーデンに合わせた資材や 飾る植物、面く場所に合わせた商品を発売

インテリアにも生える"プラントスタンド"











#### Alliance with overseas manufacturers





ドイツ発、世界水準品質のトッププランド GARDENA (ガルデナ) 本格的な屋外レジャーを手軽に楽しむ Bestway (ベストウェイ)









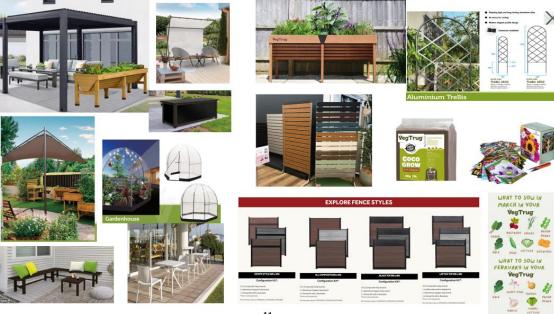
### **Growth Strategy**

**Overseas** 

Aiming to become the world's No.1 garden category manufacture by expanding brands awareness and sales channels

# 1 New product development

- ◆Expansion of high-priced products which has long sales period
- ◆ Package proposal of Pergola/Gazebo and VegTrug





Expansion of sales channels including major chains and e-commerce







5000 stores

22T Yen

32T Yen













## Strengthen sales structure in the US



New Sales Manager (Oct 2024~)

<Career>

- ◆Head-hunting from the Company selling gardening products(NASDAQ)
- ◆ Sales recodes with major DIY stores



## **Development of Pro Use market**

Florida, U.S.A. **Products: ART WOOD(KABEBARI)**  Promote sales of high-demand, high-margin residence and non-residential buildings for the U.S. market

Started business with leading distributors and installers



## Information ご案内

### New Products 2025



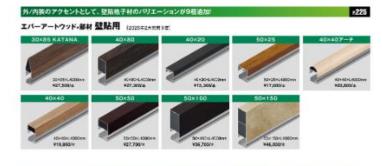


[2025年4月発売予定]

ので、表でも印象的なデザインを実現。







エバーアートウッド・笠木

トリニティライン

前するので簡単施工が可能です。

2020年3月末至千里1



### New Products 2025







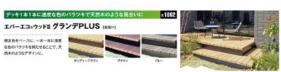


大掛かりな工事をせずに設置可能な簡易設置タイプのホームヤードルーフが整場















5

### New Products 2025





植栽管理をもっと手軽に、高いデザインと簡単施工で、緑のある暮らし提案に





**悠** # 5 # [2025 \* 6 R # # 7 \* 1]

**御名献性とやわらかな音信をもつセード、後別集グレード生祭や** 

ウォーターライト リニューアル [2025年5月末末9末]

京皇室の大学 コードを育ています。 よいきいやすくりましました。

### Domestic showrooms 全国ショールーム

The only garden lifestyle manufacturer in our industry with specialized showrooms



The only company in the garden and exterior industry which owns specialized experiential showrooms for housing

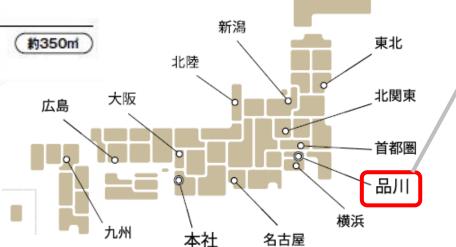
in 11 locations nationwide

### 首都圏ショールーム

T335-0021 埼玉県戸田市新曽1973-1 TEL:048-430-7446



TEL:045-914-8067





本社ショールーム





名古屋ショールーム

約300ml TEL:052-879-0328



(約270㎡)

九州ショールーム

〒833-0032 福岡県筑後市野町367 TEL:0942-52-1812

◆Shinagawa area with many design firms in the non-residential field such as commercial facilities etc.

- ◆Urban showroom (approx. 330m³)
- ◆Full product display mainly for non-residential contractors (incl. housing)





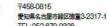






大阪ショールーム





### New showroom

### Takasho Shinagawa showroom

for the non-residential field such as commercial facilities etc.
OPEN on 18 July, 2024

Shinagawa Grand Central Tower 2F 3 min. walk from JR Shinagawa Station (Konan Exit)

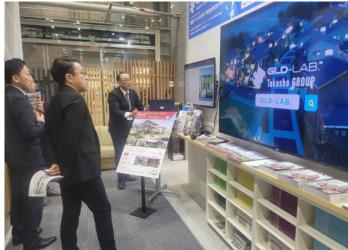












### Announcement of TGEF2025 Takasho's own independent exhibition



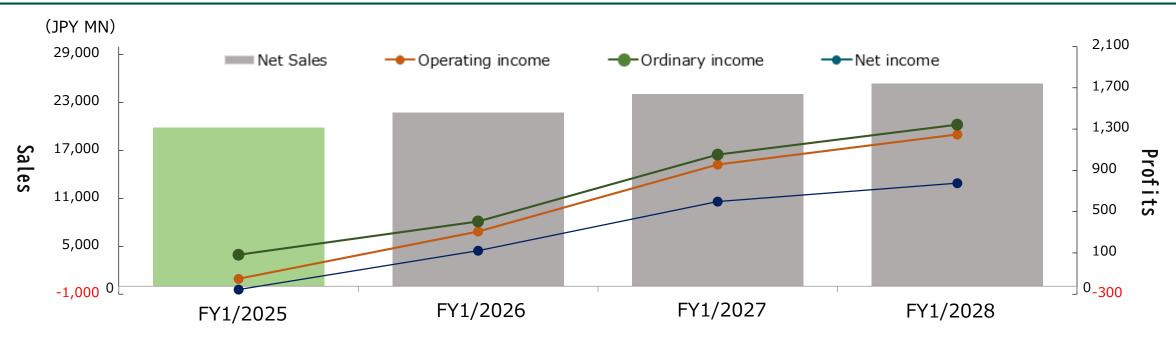
July 31(Thu.)

August 1(Fri.)

- Business meetings
- The exhibition most focused on
- Unveil New products & New customers
- Implementation technique /Easy installation
- DX&GX technology



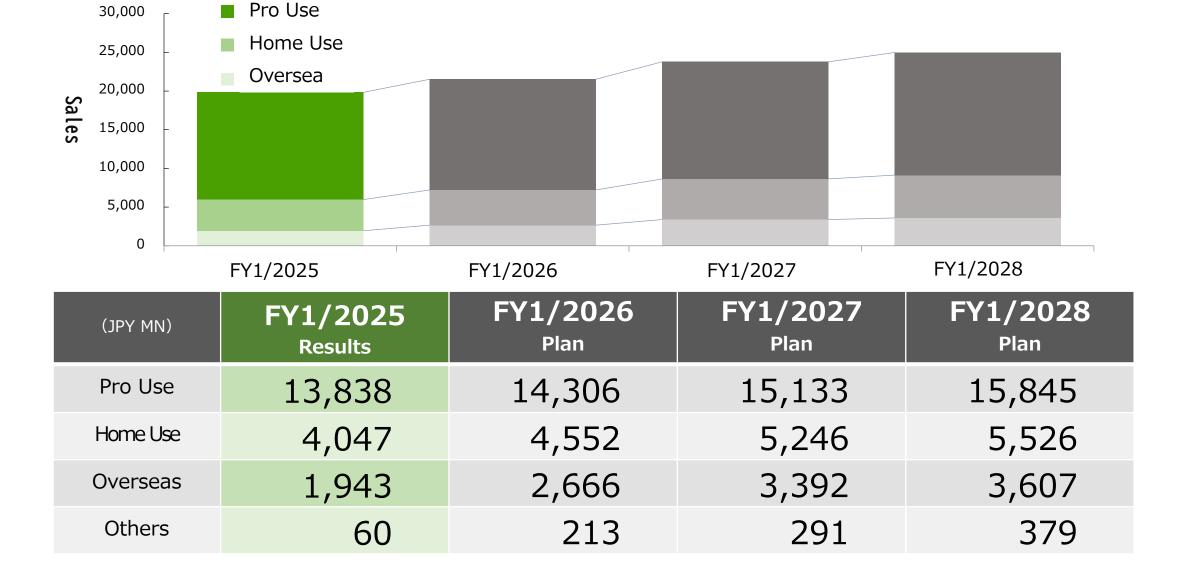
### FY1/2026 Plan/Medium-to-Long-term Plan 中·長期計画



(JPY MN)	FY1/2025 Results	FY1/2026 Plan	FY1/2027 Plan	FY1/2028 Plan
Net Sales	19,890	21,736	24,063	25,357
Operating income	△150	308	957	1,248
Ordinary income	83	405	1,053	1,343
Net income	△242	122	598	776

### FY1/2026 Plan/Medium-to-Long-term Plan (Sales Segment) 中·長期計画

(JPY MN)





These forecasts are based on information currently available to us regarding domestic and overseas economic conditions, industry trends related to our business, and other factors that may affect our business performance.

These forecasts may be affected by uncertain factors such as market conditions, competitors, and whether or not our new products will be adopted.

Therefore, please be aware that actual results may differ from these forecasts.

Email: takasho\_ir@takasho.co.jp





### Approach to PBR Improvement PBR向上に向けた考え方

Optimize profitability, asset efficiency and debt structure, while maximizing earnings through business models and efficient cost management, and building an appropriate capital structure.



### Increase in sales and profit margin

- Maximize group company synergies
- Concentrated investment in focused businesses

### Improvement of capital efficiency

- Enhancement of stable shareholder returns
- Efficient use of assets
- Management Conscious of Capital Efficiency

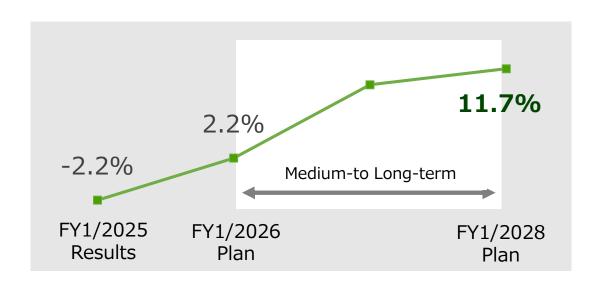
#### Strengthen nonfinancial items

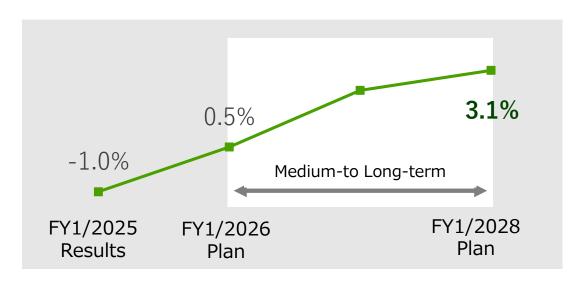
- Strengthening Corporate Governance
- Investments in human capital

### Important Management Indicators 重要視する経営指標









### Approach to ROE Improvement ROE向上に向けた考え方

	FY1/2025 Results	FY1/2026 Plan	FY1/2027 (Medium-to-Long-term)	Policy for ROE Improvement
ROE	-%	2.2%	11.7%	· Aim for 8.0% or more
(Profitability)  ①Net profit margin  on sales  Net income ÷ Net sales	△1.2%	0.57%	3.06%	<ul> <li>Increase gross profit margin in each segment to raise operating income margin and reduce SG&amp;A ratio through BPR</li> </ul>
(Asset efficiency) ② <b>Total asset</b> turnover Net sales ÷ Total Assets	0.8	0.9	1.0	<ul> <li>Review asset holdings and reduce inventories and fixed assets</li> <li>Increase in sales</li> </ul>
③Financial leverage Total Assets ÷ Equity	1.9x	4.4x	3.7x	<ul> <li>Pursue optimal capital structure, but assume continuation of current levels</li> </ul>