Consolidated Financial Results for the Nine Months Ended December 31, 2024 [Japanese GAAP]

January 29, 2025

Company name: Entrust Inc. Listing: Tokyo Securities code: 7191 URL: https://www.entrust-inc.jp/ Representative: Yutaka Kuwabara Inquiries: Hiroyuki Ota Telephone: +81-3(5213)0250 Scheduled date to commence dividend payments: -Preparation of supplementary material on financial results: Yes Holding of financial results briefing: None

President and Representative Director Director, operating officer

(Yen amounts are rounded down to millions, unless otherwise noted.)

1. Consolidated Financial Results for the Nine Months Ended December 31, 2024 (April 1, 2024 to December 31, 2024)

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(1) Consolidated Operating Re	esults				(Perc	centages in	dicate year-on-	year change	
	Net sales		Operating profit		Ordinary profit		Profit attributable to		
	INCL Sal	65	Operating profit		Orumary profit		owners of parent		
Nine months ended	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	
December 31, 2024	7,752	17.9	1,705	11.0	1,713	11.9	966	10.1	
December 31, 2023	6,577	-	1,535	-	1,531	-	877	-	
Note) Comprehensive income	e: Nine mor	nths ended	l December 31	, 2024:	¥	941 millio	on [8.	7%]	
	Nine more	nths ended	l December 31	, 2023:	¥	866 millio	on [-%]	
	Basic es	rnings	Dilute	d earnings	ner				

	Basic earnings per share	Diluted earnings per share
Nine months ended	Yen	Yen
December 31, 2024	43.19	43.15
December 31, 2023	39.23	39.19

(Note) The Company has prepared quarterly consolidated financial statements since the three months ended June 30, 2024. Therefore, year-on-year changes of for the nine months ended December 31, 2024 are omitted.

(2) Consolidated Financial Position

		Total assets	Net assets	Capital adequacy ratio
As of		Millions of yen	Millions of yen	%
December 31, 2024		10,403	6,570	63.0
March 31, 2024		9,653	6,105	63.1
(Reference) Equity:	As of	December 31, 2024:	¥ 6,5	56 million
	As of	March 31, 2024:	¥ 6,0	87 million

2. Dividends

	Annual dividends				
	1 st quarter-end				Total
	Yen	Yen	Yen	Yen	Yen
Fiscal year ended March 31, 2024	-	9.00	-	9.00	18.00
Fiscal year ending March 31, 2025	-	12.50	-		
Fiscal year ending March 31, 2025 (Forecast)				12.50	25.00

(Note) Revision to the forecast for dividends announced most recently: None

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

						(1010				on-year chang
	Net sales	s	Operating	profit	Ordinary p	orofit	Profit attr			Basic earnin
	Millions of yen		Aillions of yen	-	Millions of yen		owners Millions of	of pa	arent %	per share
Full year	10,230	14.0	2,320	11.9	2,320	12.0			11.6	61.
Note) Revision to the finan					None	12.0	1,5	/0	11.0	01.
,				5						
* Notes:										
1) Significant changes in th	e scope of consol	lidation o	during the pe	eriod:	Yes					
Newly included:	l (Company	name:	RACCOON	RENT,	Inc.)
Excluded:	- (Company	name:)
(2) Adoption of accounting	treatment specific	to the p	renaration of	f quartei	lv consolidate	d finan	cial statem	ents:	None	e
		1	reputation of	i quaitei	-,					
		1	reputation o	r quarter						
3) Changes in accounting p	olicies, changes i	-	-	-	-					
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accountants or an audit firm: None

* Proper use of earnings forecasts, and other special matters

*Explanation for appropriate use of financial forecasts and other special notes

The forecasts given in this document are based on the current available information in the company and certain reasonable assumptions to the company.

And we don't commit to achieve these forecasting numbers. Actual results may differ from these forecasts by a variety of reasons.

*Briefing material on quarterly financial results will be posted on the Company's website on January 29, 2025.

Quarterly Consolidated Financial Statements

Quarterly Consolidated Balance Sheets

	As of March 31, 2024	As of December 31, 2024
Assets		
Current assets		
Cash and deposits	5,663,252	6,305,942
Accounts receivable - trade	211,076	169,598
Advances paid	3,824,979	4,671,442
Other	474,556	533,614
Allowance for doubtful accounts	(1,735,104)	(2,420,204)
Total current assets	8,438,761	9,260,393
Non-current assets		
Property, plant and equipment	160,488	188,164
Intangible assets		
Goodwill	31,667	137,317
Other	191,258	211,918
Total intangible assets	222,925	349,235
Investments and other assets	831,257	605,777
Total non-current assets	1,214,671	1,143,176
Total assets	9,653,433	10,403,570

(Thousands of yen)

	As of March 31, 2024	As of December 31, 2024
Liabilities		
Current liabilities		
Accounts payable - trade	65,677	74,209
Income taxes payable	579,024	292,481
Unearned revenue	1,978,836	2,189,802
Provision for bonuses	67,027	38,922
Reserve for fulfillment of guarantees	477,670	707,751
Other	224,792	350,192
Total current liabilities	3,393,028	3,653,359
Non-current liabilities		
Asset retirement obligations	71,946	81,019
Other	82,711	98,855
Total non-current liabilities	154,658	179,874
– Total liabilities	3,547,686	3,833,234
Net assets		
Shareholders' equity		
Share capital	1,045,155	1,049,527
Capital surplus	831,723	836,096
Retained earnings	4,167,100	4,652,345
Treasury shares	(127)	(127)
– Total shareholders' equity	6,043,851	6,537,841
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	43,685	18,577
Total accumulated other comprehensive income	43,685	18,577
Share acquisition rights	18,208	13,917
Total net assets	6,105,746	6,570,336
Total liabilities and net assets	9,653,433	10,403,570

Quarterly Consolidated Statements of Income and Comprehensive Income

Quarterly Consolidated Statements of Income (For the nine months)

		(Thousands of yen)
	For the nine months ended December 31, 2023	For the nine months ended December 31, 2024
Net sales	6,577,918	7,752,635
Cost of sales	3,368,390	4,097,911
Gross profit	3,209,528	3,654,723
Selling, general and administrative expenses	1,673,651	1,949,485
Operating profit	1,535,877	1,705,237
Non-operating income		
Interest income	28	597
Interest on securities	2,301	2,217
Dividend income	1,225	1,439
Gain on investments in investment partnerships	-	1,524
Miscellaneous income	449	2,745
Total non-operating income	4,005	8,523
Non-operating expenses		
Loss on retirement of non-current assets	4,146	393
Loss on investments in investment partnerships	4,195	-
Miscellaneous losses	474	-
Total non-operating expenses	8,816	393
Ordinary profit	1,531,065	1,713,368
Extraordinary income		
Gain on sale of non-current assets	131	97
Total extraordinary income	131	97
Extraordinary losses		
Loss on valuation of investment securities	-	1,582
Total extraordinary losses	-	1,582
Profit before income taxes	1,531,197	1,711,883
Income taxes - current	645,300	716,222
Income taxes - deferred	8,660	29,512
Total income taxes	653,961	745,734
Profit	877,236	966,148
Profit attributable to non-controlling interests	-	-
Profit attributable to owners of parent	877,236	966,148

Quarterly Consolidated Statements of Comprehensive Income (For the nine months)

		(Thousands of yen)
	For the nine months ended December 31, 2023	For the nine months ended December 31, 2024
Profit	877,236	966,148
Other comprehensive income		
Valuation difference on available-for-sale securities	(11,157)	(25,108)
Total other comprehensive income	(11,157)	(25,108)
Comprehensive income	866,078	941,039
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	866,078	941,039
Comprehensive income attributable to non-controlling	_	

interests