

Company name: Duskin Co., Ltd.
Name of representative: Hiroyuki Okubo, Representative Director
President and CEO
(Securities code: 4665; TSE Prime Market)
Inquiries: Keiichi Emura, Operating Officer
Manager, Corporate Planning
Telephone: +81-6-6821-5071

Notice Concerning Revision to Financial Result Forecasts for the Fiscal Year Ending March 31, 2024

Duskin Co., Ltd. hereby announces that it has decided to revise its financial result forecasts for the fiscal 2023 (April 1, 2023 to March 31, 2024; the “FY2023”), which were disclosed on May 15, 2023, as described below.

1. Details of the revision

a. Forecast of financial results (Consolidated)

	Millions of yen				
	Net sales	Operating profit	Ordinary profit	Profit attributable to owners of parent	Profit per share
Previously announced forecast (A)	178,700	4,500	6,500	4,400	90.72
Revised forecast (B)	178,600	4,500	7,500	4,400	90.72
Change (B–A)	-100	-	1,000	-	-
Change (%)	-0.1	-	15.4	-	-
Reference: actual results for FY2022 (fiscal year ended March 31, 2023)	170,494	8,637	11,375	7,196	146.13

b. Forecast of financial results (Parent company only)

	Millions of yen				
	Net sales	Operating profit	Ordinary profit	Profit	Profit per share
Previously announced forecast (A)	145,200	1,400	5,800	4,200	86.59
Revised forecast (B)	146,300	2,100	6,500	4,200	86.59
Change (B–A)	1,100	700	700	-	-
Change (%)	0.8	50.0	12.1	-	-
Reference: actual results for FY2022 (fiscal year ended March 31, 2023)	138,560	5,752	10,125	6,944	141.01

2. Reason for the revision

The full-year net sales (both consolidated and parent company only) will in general meet the forecast previously announced for FY2023, while profits are expected to grow above it.

The Direct Selling Group has mostly completed attaching RFID electronic tags to mats and mops, which began in the previous fiscal year, and the attachment costs are expected to be lower than initially planned.

There are some factors that helped profits to exceed the forecast, such as cost-cutting endeavors. However, sales for residential and commercial customers in the mainstay Clean Service Businesses were below targets, which led to lower gross profit. As a result, the Company expects operating profit to be generally in line with the forecast.

In Food Group business, both sales and profits are expected to exceed the forecasts due to continued robust

performance in the Mister Donut business. In the Other Businesses, operating profit is expected to decline due to higher costs and expenses, although sales of consolidated subsidiaries in Japan are expected to increase.

Due to better-than-expected share of loss (profit) of entities accounted for using equity method, consolidated ordinary profit is anticipated to significantly exceed the forecast; however, the Company plans to post an extraordinary loss as its subsidiary was damaged by the 2024 Noto Peninsula Earthquake. It expects net profit to be generally in line with the forecast. The final amount of extraordinary loss has not been determined yet and therefore only those that are identified at the present moment are taken into account when calculating the forecast. The Company will disclose any further revisions to its forecasts.

Note: The above forecasts are based on information available as of the date of announcement of this notice.

For media inquiries on this matter, please contact:

Duskin Co., Ltd.

Public Relations

Telephone: +81-6-6821-5006