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March 17, 2025

Consolidated Financial Results for the Fiscal Year Ended January 31, 2025 (Under Japanese GAAP)

Company name: TANSEISHA Co., Ltd.
 Listing: Tokyo Stock Exchange
 Securities code: 9743
 URL: <https://www.tanseisha.co.jp/> (in Japanese)
 Representative: Osamu Kobayashi, President and Chief Executive Officer
 Inquiries: Tetsuo Tsukui, Director
 Telephone: +81-3-6455-8104
 Scheduled date of ordinary general meeting of shareholders: April 24, 2025
 Scheduled date to commence dividend payments: April 25, 2025
 Scheduled date to file annual securities report: April 24, 2025
 Preparation of supplementary material on financial results: Yes
 Holding of financial results briefing: Yes (for institutional investors and analysts)

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

1. Consolidated financial results for the fiscal year ended January 31, 2025 (from February 1, 2024 to January 31, 2025)

(1) Consolidated operating results

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
Fiscal year ended	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
January 31, 2025	91,858	13.1	5,147	32.5	5,316	33.1	3,875	39.9
January 31, 2024	81,200	26.4	3,883	529.6	3,995	403.2	2,771	502.7

Note: Comprehensive income For the fiscal year ended January 31, 2025: ¥3,804 million [11.6%]
 For the fiscal year ended January 31, 2024: ¥3,409 million [344.8%]

	Basic earnings per share	Diluted earnings per share	Return on equity	Ratio of ordinary profit to total assets	Ratio of operating profit to net sales
Fiscal year ended	Yen	Yen	%	%	%
January 31, 2025	82.16	—	11.9	10.1	5.6
January 31, 2024	58.06	—	9.1	8.6	4.8

(2) Consolidated financial position

	Total assets	Net assets	Equity-to-asset ratio	Net assets per share
As of	Millions of yen	Millions of yen	%	Yen
January 31, 2025	54,195	33,370	61.6	708.00
January 31, 2024	50,651	31,626	62.4	661.00

Reference: Equity
 As of January 31, 2025: ¥33,370 million
 As of January 31, 2024: ¥31,626 million

(3) Consolidated cash flows

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Cash and cash equivalents at end of period
Fiscal year ended	Millions of yen	Millions of yen	Millions of yen	Millions of yen
January 31, 2025	1,018	944	(1,464)	17,204
January 31, 2024	2,781	(379)	(1,469)	16,694

2. Cash dividends

	Annual dividends per share					Total cash dividends (Total)	Payout ratio (Consolidated)	Ratio of dividends to net assets (Consolidated)
	First quarter-end	Second quarter-end	Third quarter-end	Fiscal year-end	Total			
	Yen	Yen	Yen	Yen	Yen	Millions of yen	%	%
Fiscal year ended January 31, 2024	—	15.00	—	15.00	30.00	1,443	51.7	4.7
Fiscal year ended January 31, 2025	—	15.00	—	30.00	45.00	2,164	54.8	6.6
Fiscal year ending January 31, 2026 (Forecast)	—	30.00	—	30.00	60.00		64.3	

Note: The total cash dividends for the fiscal year ended January 31, 2025 include ¥45,331 thousand in dividends for the Company's shares held by the Executive Compensation BIP Trust Account (Account: 76377) and the Tanseisha's Employee Stock Ownership Plan Trust Account.

Note: The total cash dividends for the fiscal year ended January 31, 2024 include ¥9,054 thousand in dividends for the Company's shares held by the Executive Compensation BIP Trust Account (Account: 76377) and the Tanseisha's Employee Stock Ownership Plan Trust Account.

3. Consolidated earnings forecasts for the fiscal year ending January 31, 2026 (from February 1, 2025 to January 31, 2026)

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Six months ending July 31, 2025	52,000	26.8	3,500	81.6	3,500	72.0	2,500	68.4	53.04
Fiscal year ending January 31, 2026	98,000	6.7	6,000	16.6	6,100	14.7	4,400	13.5	93.35

*** Notes**

- (1) Significant changes in the scope of consolidation during the period: None
- (2) Changes in accounting policies, changes in accounting estimates, and restatement
 - (i) Changes in accounting policies due to revisions to accounting standards and other regulations: None
 - (ii) Changes in accounting policies due to other reasons: None
 - (iii) Changes in accounting estimates: None
 - (iv) Restatement: None
- (3) Number of issued shares (common shares)

- (i) Total number of issued shares at the end of the period (including treasury shares)

As of January 31, 2025	48,424,071 shares
As of January 31, 2024	48,424,071 shares

- (ii) Number of treasury shares at the end of the period

As of January 31, 2025	1,290,060 shares
As of January 31, 2024	577,401 shares

- (iii) Average number of shares outstanding during the period

Fiscal year ended January 31, 2025	47,168,531 shares
Fiscal year ended January 31, 2024	47,727,980 shares

[Reference] Overview of non-consolidated financial results

1. Non-consolidated financial results for the fiscal year ended January 31, 2025 (from February 1, 2024 to January 31, 2025)

(1) Non-consolidated operating results

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit	
Fiscal year ended	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
January 31, 2025	88,793	14.6	4,727	38.0	5,014	39.5	3,538	52.0
January 31, 2024	77,463	27.8	3,425	674.3	3,595	405.7	2,328	393.1

	Basic earnings per share	Diluted earnings per share
Fiscal year ended	Yen	Yen
January 31, 2025	75.03	—
January 31, 2024	48.79	—

(2) Non-consolidated financial position

	Total assets	Net assets	Equity-to-asset ratio	Net assets per share
As of	Millions of yen	Millions of yen	%	Yen
January 31, 2025	54,625	31,479	57.6	667.88
January 31, 2024	52,145	30,082	57.7	628.78

Reference: Equity

As of January 31, 2025: ¥31,479 million
As of January 31, 2024: ¥30,082 million

* Financial results reports are exempt from audit conducted by certified public accountants or an auditing firm.

* Proper use of earnings forecasts, and other special matters

The forward-looking statements, including earnings forecasts, contained in these materials are based on information currently available to the Company and on certain assumptions deemed to be reasonable.

Consequently, any statements herein do not constitute assurances regarding actual results by the Company. Actual business and other results may differ substantially due to various factors.

How to obtain supplementary material on financial results

Supplementary material on the financial results will be posted on the Company's website on Monday, March 17, 2025.

Consolidated financial statements

(1) Consolidated balance sheets

(Thousands of yen)

	As of January 31, 2024	As of January 31, 2025
Assets		
Current assets		
Cash and deposits	13,897,077	17,207,221
Notes receivable, accounts receivable from completed construction contracts and other	21,668,093	23,152,987
Securities	4,200,000	300,000
Costs on construction contracts in progress	1,772,225	2,708,959
Other	542,184	1,896,228
Allowance for doubtful accounts	(13,960)	(13,581)
Total current assets	42,065,621	45,251,816
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	439,512	488,606
Machinery, vehicles, tools, furniture and fixtures, net	147,051	176,658
Construction in progress	1,714	60,860
Total property, plant and equipment	588,278	726,124
Intangible assets	243,304	280,036
Investments and other assets		
Investment securities	2,816,124	2,457,047
Deferred tax assets	34,868	35,297
Retirement benefit asset	3,980,440	4,327,383
Leasehold and guarantee deposits	717,811	776,738
Other	349,960	396,443
Allowance for doubtful accounts	(144,504)	(55,164)
Total investments and other assets	7,754,701	7,937,747
Total non-current assets	8,586,283	8,943,908
Total assets	50,651,905	54,195,724

(Thousands of yen)

	As of January 31, 2024	As of January 31, 2025
Liabilities		
Current liabilities		
Notes payable, accounts payable for construction contracts and other	10,960,907	10,545,223
Income taxes payable	1,302,930	1,252,851
Advances received on construction contracts in progress	1,090,760	2,500,279
Provision for bonuses	1,267,216	1,933,002
Provision for bonuses for directors (and other officers)	61,179	121,632
Provision for share awards for directors (and other officers)	59,498	–
Provision for warranties for completed construction	160,195	190,841
Provision for loss on construction contracts	210,278	284,174
Other	2,945,659	2,515,698
Total current liabilities	18,058,627	19,343,704
Non-current liabilities		
Long-term borrowings	–	668,080
Retirement benefit liability	13,145	13,859
Provision for share awards for directors (and other officers)	–	28,248
Provision for loss on guarantees	–	3,205
Deferred tax liabilities	910,246	704,551
Other	43,141	63,303
Total non-current liabilities	966,533	1,481,248
Total liabilities	19,025,160	20,824,952
Net assets		
Shareholders' equity		
Share capital	4,026,750	4,026,750
Capital surplus	4,024,974	4,024,974
Retained earnings	23,086,193	25,518,535
Treasury shares	(407,367)	(1,024,770)
Total shareholders' equity	30,730,551	32,545,490
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	1,159,133	1,076,457
Foreign currency translation adjustment	68,983	–
Remeasurements of defined benefit plans	(331,924)	(251,176)
Total accumulated other comprehensive income	896,192	825,281
Total net assets	31,626,744	33,370,772
Total liabilities and net assets	50,651,905	54,195,724

(2) Consolidated statements of income and consolidated statements of comprehensive income

Consolidated statements of income

(Thousands of yen)

	Fiscal year ended January 31, 2024	Fiscal year ended January 31, 2025
Net sales	81,200,945	91,858,442
Cost of sales	66,678,678	74,793,911
Gross profit	14,522,267	17,064,531
Selling, general and administrative expenses	10,639,063	11,917,511
Operating profit	3,883,203	5,147,019
Non-operating income		
Interest income	10,248	10,533
Dividend income	49,448	56,657
Dividend income of insurance	21,606	27,495
Purchase discounts	40,640	31,630
Refund of industrial injury insurance	15,655	29,687
Other	53,114	69,412
Total non-operating income	190,713	225,417
Non-operating expenses		
Loss on retirement of non-current assets	5,060	16,710
Loss on investments in investment partnerships	6,483	10,754
Relocation related expenses	—	16,714
Other	67,234	11,722
Total non-operating expenses	78,779	55,901
Ordinary profit	3,995,137	5,316,536
Extraordinary income		
Gain on sale of investment securities	2,043	295,712
Gain on sale of investments in capital of subsidiaries and associates	—	44,940
Gain on sale of golf club membership	—	5,354
Reversal of provision for loss on guarantees	21,809	—
Total extraordinary income	23,852	346,006
Extraordinary losses		
Loss on valuation of investment securities	7,425	194,887
Other	—	3,823
Total extraordinary losses	7,425	198,711
Profit before income taxes	4,011,564	5,463,831
Income taxes - current	1,398,214	1,792,668
Income taxes - deferred	(157,760)	(204,358)
Total income taxes	1,240,453	1,588,310
Profit	2,771,111	3,875,520
Profit attributable to owners of parent	2,771,111	3,875,520

Consolidated statements of comprehensive income

(Thousands of yen)

	Fiscal year ended January 31, 2024	Fiscal year ended January 31, 2025
Profit	2,771,111	3,875,520
Other comprehensive income		
Valuation difference on available-for-sale securities	506,491	(82,675)
Foreign currency translation adjustment	21,369	(68,983)
Remeasurements of defined benefit plans, net of tax	110,427	80,748
Total other comprehensive income	638,288	(70,910)
Comprehensive income	3,409,399	3,804,610
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	3,409,399	3,804,610

(3) Consolidated statements of changes in equity

Fiscal year ended January 31, 2024

(Thousands of yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	4,026,750	4,024,974	21,758,270	(653,600)	29,156,394
Changes during period					
Dividends of surplus			(1,443,187)		(1,443,187)
Profit attributable to owners of parent			2,771,111		2,771,111
Purchase of treasury shares				(252)	(252)
Disposal of treasury shares				246,485	246,485
Net changes in items other than shareholders' equity					
Total changes during period	–	–	1,327,923	246,232	1,574,156
Balance at end of period	4,026,750	4,024,974	23,086,193	(407,367)	30,730,551

	Accumulated other comprehensive income					Total net assets
	Valuation difference on available-for-sale securities	Deferred gains or losses on hedges	Foreign currency translation adjustment	Remeasurements of defined benefit plans	Total accumulated other comprehensive income	
Balance at beginning of period	652,641	–	47,614	(442,351)	257,904	29,414,299
Changes during period						
Dividends of surplus						(1,443,187)
Profit attributable to owners of parent						2,771,111
Purchase of treasury shares						(252)
Disposal of treasury shares						246,485
Net changes in items other than shareholders' equity	506,491	–	21,369	110,427	638,288	638,288
Total changes during period	506,491	–	21,369	110,427	638,288	2,212,445
Balance at end of period	1,159,133	–	68,983	(331,924)	896,192	31,626,744

Fiscal year ended January 31, 2025

(Thousands of yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	4,026,750	4,024,974	23,086,193	(407,367)	30,730,551
Changes during period					
Dividends of surplus			(1,443,179)		(1,443,179)
Profit attributable to owners of parent			3,875,520		3,875,520
Purchase of treasury shares				(870,669)	(870,669)
Disposal of treasury shares				253,266	253,266
Net changes in items other than shareholders' equity					
Total changes during period	—	—	2,432,341	(617,402)	1,814,938
Balance at end of period	4,026,750	4,024,974	25,518,535	(1,024,770)	32,545,490

	Accumulated other comprehensive income					Total net assets
	Valuation difference on available-for-sale securities	Deferred gains or losses on hedges	Foreign currency translation adjustment	Remeasurements of defined benefit plans	Total accumulated other comprehensive income	
Balance at beginning of period	1,159,133	—	68,983	(331,924)	896,192	31,626,744
Changes during period						
Dividends of surplus						(1,443,179)
Profit attributable to owners of parent						3,875,520
Purchase of treasury shares						(870,669)
Disposal of treasury shares						253,266
Net changes in items other than shareholders' equity	(82,675)	—	(68,983)	80,748	(70,910)	(70,910)
Total changes during period	(82,675)	—	(68,983)	80,748	(70,910)	1,744,027
Balance at end of period	1,076,457	—	—	(251,176)	825,281	33,370,772

(4) Consolidated statements of cash flows

(Thousands of yen)

	Fiscal year ended January 31, 2024	Fiscal year ended January 31, 2025
Cash flows from operating activities		
Profit before income taxes	4,011,564	5,463,831
Depreciation	166,044	184,291
Increase (decrease) in allowance for doubtful accounts	88,322	(68,422)
Increase (decrease) in provision for bonuses	236,439	665,785
Increase (decrease) in provision for warranties for completed construction	76,910	30,646
Increase (decrease) in provision for loss on construction contracts	62,494	73,895
Decrease (increase) in retirement benefit asset	(265,722)	(230,760)
Increase (decrease) in retirement benefit liability	(347)	918
Interest and dividend income	(59,697)	(67,190)
Interest expenses	4,752	3,983
Loss (gain) on sale of short-term and long-term investment securities	(2,043)	(295,712)
Loss (gain) on valuation of short-term and long-term investment securities	7,425	194,887
Gain on sale of investments in capital of subsidiaries and associates	—	(44,940)
Loss on retirement of non-current assets	5,060	16,710
Decrease (increase) in trade receivables	(6,368,962)	(1,501,145)
Decrease (increase) in costs on construction contracts in progress	(122,435)	(935,829)
Increase (decrease) in trade payables	3,595,537	(408,860)
Increase (decrease) in advances received on construction contracts in progress	416,179	1,409,518
Increase (decrease) in accrued consumption taxes	884,839	(1,295,009)
Other, net	281,062	(388,833)
Subtotal	3,017,425	2,807,765
Interest and dividends received	60,503	68,255
Interest paid	(4,752)	(3,983)
Income taxes paid	(292,104)	(1,853,868)
Net cash provided by (used in) operating activities	2,781,072	1,018,168
Cash flows from investing activities		
Purchase of short-term and long-term investment securities	(2,943,560)	(1,207,211)
Proceeds from sale of short-term and long-term investment securities	2,704,201	2,636,278
Purchase of property, plant and equipment	(72,038)	(102,643)
Purchase of intangible assets	(75,090)	(122,262)
Payments of leasehold and guarantee deposits	(116,603)	(121,629)
Proceeds from refund of leasehold and guarantee deposits	24,330	30,412
Payments for sale of investments in capital of subsidiaries resulting in change in scope of consolidation	—	(10,090)
Other, net	99,333	(157,861)
Net cash provided by (used in) investing activities	(379,427)	944,992

(Thousands of yen)

	Fiscal year ended January 31, 2024	Fiscal year ended January 31, 2025
Cash flows from financing activities		
Proceeds from long-term borrowings	–	827,000
Repayments of long-term borrowings	(191,010)	(158,920)
Repayments of lease liabilities	(9,019)	(5,030)
Purchase of treasury shares	(252)	(870,669)
Proceeds from sale of treasury shares	174,748	187,193
Dividends paid	(1,443,882)	(1,443,882)
Net cash provided by (used in) financing activities	(1,469,415)	(1,464,309)
Effect of exchange rate change on cash and cash equivalents	21,801	11,293
Net increase (decrease) in cash and cash equivalents	954,030	510,144
Cash and cash equivalents at beginning of period	15,739,972	16,694,003
Cash and cash equivalents at end of period	16,694,003	17,204,147