

A photograph of a baby lying on a white surface, with an adult hand gently holding the baby's hand. The baby is wearing a white long-sleeved shirt. The background is a plain white surface.

Third Quarter of FY12/2023
Supplementary Material
On Financial Results

teno. Holdings Co., Ltd. (Securities code: 7037)

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Financial results overview
3Q of FY12/2023
(Company-wide)

Summary (company-wide)

Higher revenues / Lower earnings

(mil. yen)	FY12/2022 3Q	FY12/2023 3Q	+/- %	+/- amount
Net Sales	8,835	10,745	+21.6	+1,909
Sales Cost	7,564	9,153	+21.0	+1,588
SG&A	1,195	1,509	+26.3	+314
Operating profit	75	82	+8.9	+6
Ordinary profit	82	94	+14.1	+11
Net profit	8	60	+587.1	+51

Consolidated Profit and Loss Statement

(mil. yen)	FY 12/2022 3Q	FY 12/2023 3Q	+/- %	+/- amount
Net sales	8,835	10,745	+21.6	+1,909
Sales cost	7,564	9,153	+21.0	+1,588
Gross profit	1,270	1,591	+25.2	+320
SG&A	1,195	1,509	+26.3	+314
Operating profit	75	82	+8.9	+6
Non-operating profit	29	31	+4.6	+1
Non-operating expenses	22	18	▲15.7	▲3
Ordinary profit	82	94	+14.1	+11
Net profit	8	60	+587.1	+51

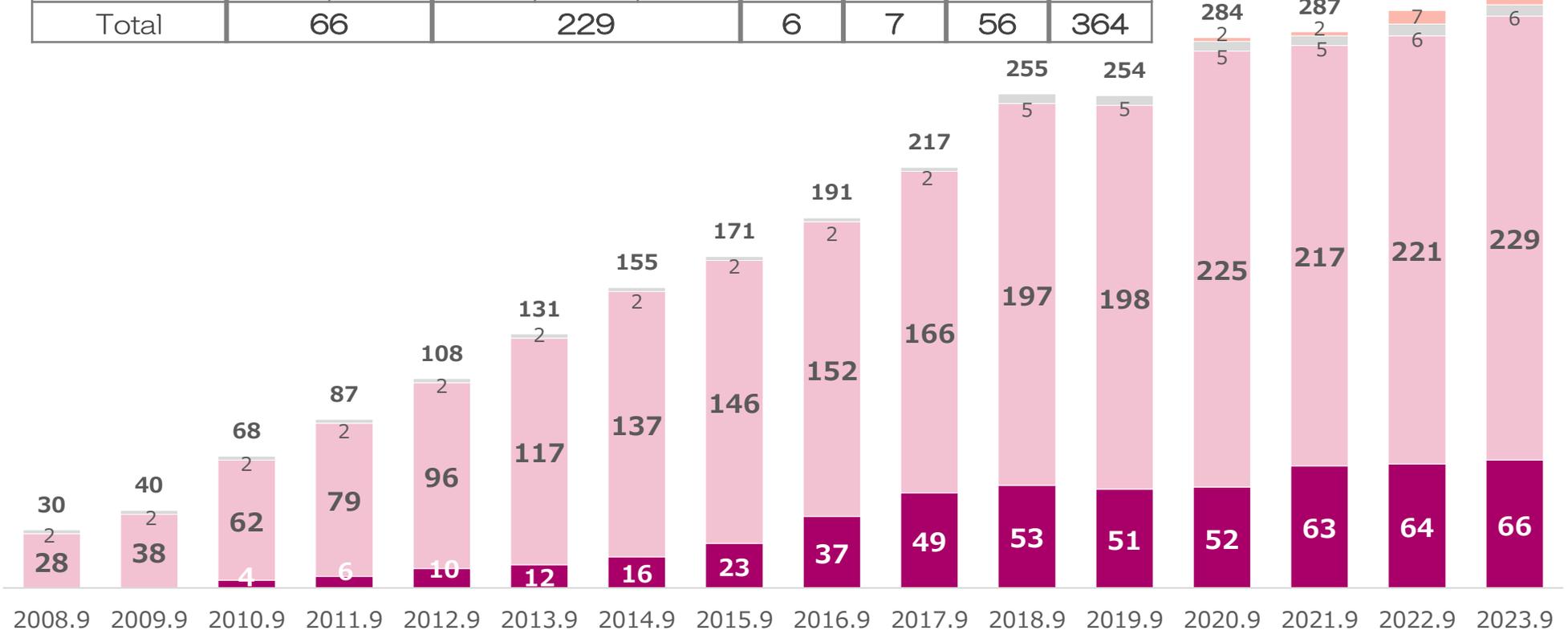
Consolidated Balance Sheets Overview

(mil. yen)	FY12/2022	FY12/2023 3Q	+/- amount
Current assets	3,989	3,945	▲44
Cash and deposits	2,174	1,798	▲375
Accounts receivable - trade (Accounts receivable - trade & contract assets)	1,147	1,167	+20
Non-current assets	5,333	5,349	+16
Property, plant and equipment	1,728	1,553	▲175
Intangible assets	1,865	1,962	+97
Investments and other assets	1,739	1,833	+93
Total assets	9,323	9,294	▲28
Current liabilities	3,739	3,816	+76
Short-term loans payable	1,140	1,189	+49
Current portion of long-term loans payable	652	571	▲80
Accounts payable - other	801	723	▲77
Non-current liabilities	3,402	3,277	▲125
Long-term loans payable	3,137	2,996	▲140
Net assets	2,180	2,200	+20
Total liabilities and net assets	9,323	9,294	▲28

Trend in number of centers in operation (by segment) **teno.** HOLDINGS

■ Running childcare centers and nursing homes mainly in Tokyo area & Kyushu
 <By type and region, as of Sep. 30, 2023>

	Childcare Service						Elderly Care	Lifelong Related Support	Total
	Certified	Small certified	Entrusted childcare center	After-school childcare center	Waiwai	Others			
Tokyo area	35	4	3					24	66
Kyushu	3	10	115	64	33	5	3	2	235
Kansai/Aichi	9	5	9	5		1	4	19	52
Others								11	11
Total	66		229			6	7	56	364



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【Contact】

teno Holdings Co., Ltd.

Director, GM of Administrative Headquarter Motoshi Okada

5F, Gofukumachi Service Center, 10-10 Kamigofukumachi, Hakata Ward, Fukuoka City

TEL: 81-92-263-3550 FAX: 81-92-263-3557

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