

March 2025 term Statement of Accounts

Yossix Holdings Co.,Ltd.

(Securities Code : 3 2 2 1)

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Company Profile

Name	Yossix Holdings Co.,Ltd.		
establishment	1985年4月1日		
location	1-9-30 Tokugawa, Higashi-ku, Nagoya-shi, Aichi		
representative	Representative Director, Chairman and CEO Masanari Yoshioka President & COO Masahito Segawa		
Paid-in Capital	361,315,000円	(As of March 31, 2025)	
Listed Markets	Tokyo Stock Exchange Prime Market Nagoya Stock Exchange Premier Market		
Affiliates	Yossix Foods Co.,Ltd. Yoshioka Design & Construction Co.,Ltd. Yossix Capital Co.,Ltd. Wonder Food Innovation Co.,Ltd.	(Food & Beverage Business) (Building Accessories Business) (Investment Business) (Food & Beverage Business)	
Number of stores	382 stores (2025年3月31日現在) <ul style="list-style-type: none">Yossix Foods Co.,Ltd.<ul style="list-style-type: none">Directly managed stores: 375 storesFranchise (employee independence system): 3 storesWonder Food Innovation Co.,Ltd.<ul style="list-style-type: none">4 directly managed stores		

[Corporate Philosophy]

**From babies to grandpas and grandmas, you can have fun
Producing the mind, food, and residence**

Heart : A company with a "heartwarming" presence

Food : A company where you can take home "energy"

Housing: A company that can provide and create a sense of "comfort"

[Company Creed]

Take it for granted

- Energetic voice
- Cleanliness
- Smiling customer service

[Yataiya Group Basic Philosophy]

It's a store where you can go home with energy.

Yadai and the Group contribute to society through the restaurant industry.
I'm always thinking about my sense of existence

- Focusing on directly managed stores, **378** izakaya stores in Honshu, Shikoku, and Kyushu

Yataizushi: 350 stores (including 3 franchise stores)



本格職人
にぎりすし居酒屋



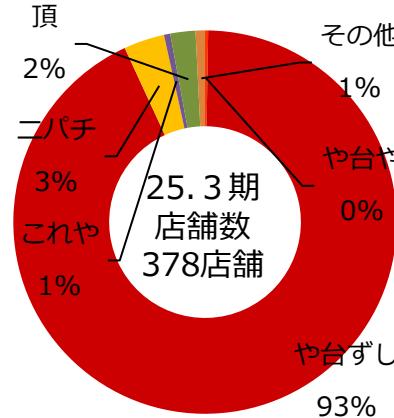
Nipachi (including Nipachi): 13 stores



280円均一
低価格居酒屋



Number of stores by business type



Note: Includes 3 franchise stores

Yataiya: 1 store

お好み焼き鉄板焼き居酒屋



Koreya: 2 stores

大阪の味・串カツ居酒屋



Itadaki: 9 stores



毎日謹製
店内仕込み

Others: 3 stores

せんと てっぱん 玉鋼

- Uber Eats develops delivery using Delivery Hall
- From the past, "Yataizushi" also focuses on takeout.

Hanahana (4 stores in Midori-ku, Moriyama-ku, Minato-ku, and Nagakute City, Nagoya City)

A highly specialized restaurant that mainly serves natural potatoes

- Made from natural potatoes, which are highly nutritious ingredients
- Use of ingredients that are popular with a wide range of age groups, including the elderly

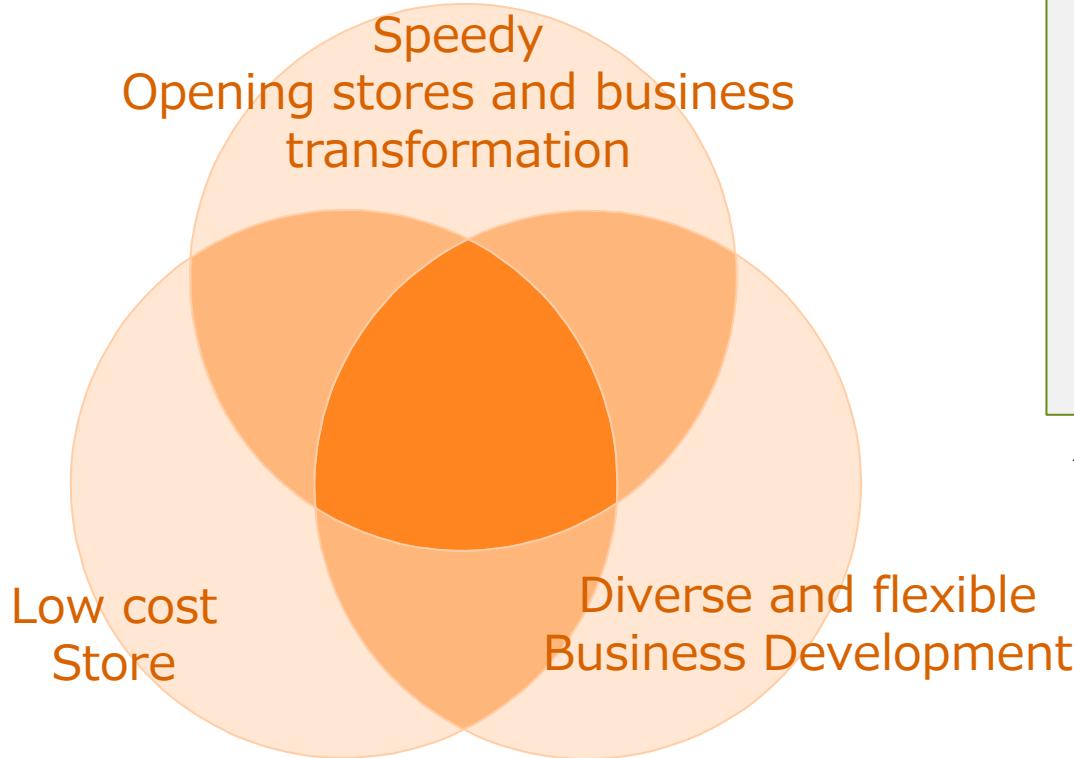


Demonstrating features and strengths not found in the Group's existing business categories, expanding our business domain as a restaurant chain, Policies that lead to the enhancement of the Group's corporate value

- (1) Unlike "Yataizushi", which is located mainly in front of the station, it is possible to open a store on the roadside, shopping mall, commercial building, etc.
 - In April 2025, we will open a store in "LaLaport Anjo" in Anjo City, Aichi Prefecture
- (2) As a Japanese restaurant business, we can expect sales that do not involve alcohol sales, mainly during lunchtime.

Comprehensive and low-cost provision of everything you need to create a store

Industry-leading mobility



"I'm glad I'm in trouble!"

- Focusing on store design and construction management, Building business such as restaurants and offices
We are expanding.
- Co., Ltd., which is a group company y Smell at Yoshix Foods stores
We have a large number of design and construction management achievements.
Yes, we have.
- Actively from companies outside the Group
We have received orders from.

<Construction example>



History of our company

YOSSIX

23年 : Wonder Food Innovations
Establishment of a joint-stock company

22年 : Shifted to the Prime Market due to the reorganization of the Tokyo Stock Exchange market

21年 : Transition to a holding company structure

20年 : Listed on the First Section of the Tokyo Stock Exchange

19年 : Changed to the Second Section of the Tokyo Stock Exchange.

18年 : Listed on the JASDAQ market of the Tokyo Stock Exchange

17年 : Absorbed Yoshioka Design & Construction Co.,Ltd.

16年 : Yataizushi No. 1 store (Aoi store, Nagoya City)

15年 : Yataizushi No. 2 store (Oshikiri store, Nagoya City)

14年 : Company name changed to Yossix

13年 : Yataizushi No. 3 store (Ten Gallon Kid established)

12年 : Yataizushi No. 4 store (Best Food established)

11年 : Yataizushi No. 5 store (Yatai Center established)

10年 : Yataizushi No. 6 store (Yatai Center established)

09年 : Yataizushi No. 7 store (Yatai Center established)

08年 : Yataizushi No. 8 store (Yatai Center established)

07年 : Yataizushi No. 9 store (Yatai Center established)

06年 : Yataizushi No. 10 store (Yatai Center established)

05年 : Yataizushi No. 11 store (Yatai Center established)

04年 : Yataizushi No. 12 store (Yatai Center established)

03年 : Yataizushi No. 13 store (Yatai Center established)

02年 : Yataizushi No. 14 store (Yatai Center established)

01年 : Yataizushi No. 15 store (Yatai Center established)

00年 : Yataizushi No. 16 store (Yatai Center established)



YOSSIX

社是
“あらはがとまつりに”



March 2025 term
Link to the summary of the
financial results

Summary of Consolidated Statements of Income



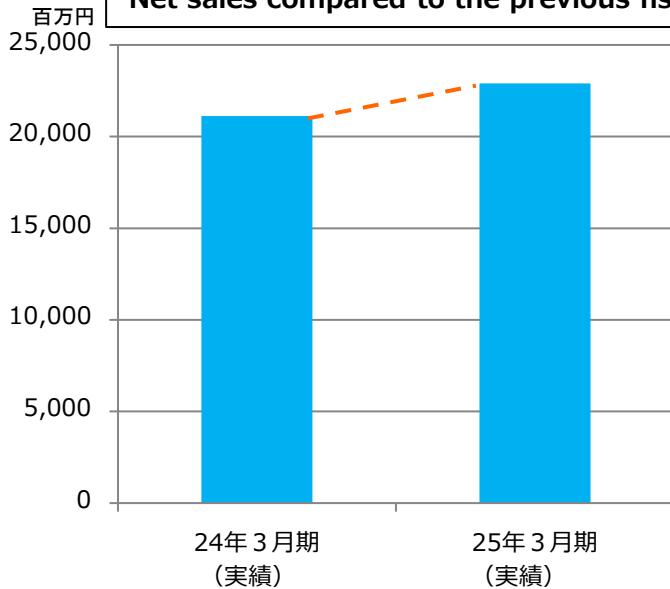
Completely breaking away from the impact of the spread of new coronavirus infections

- In the first quarter, the number of stores increased, and sales at existing stores exceeded 100%.
- In the second quarter, the impact of typhoons and other weather conditions was relatively small, sales remained strong, and new store openings progressed smoothly.
As a result, sales and profits increased compared to the previous fiscal year.
- In the third quarter, as in the second quarter, the impact of weather such as typhoons and snowfall was relatively small, and demand for year-end parties stabilized toward the end of the year.
As a result of the steady progress of new store openings, sales were also steady.
- In the fourth quarter, there was a slight temperature difference in March, which is the farewell party season, but it was greatly affected by the weather. As a result of the fact that new stores were opened within the fiscal year, sales were also steady.

(Unit: Millions of yen)

	24年3月期		Year-end forecast (Percentage of sales)	Year-end results (Percentage of sales)	25年3月期		Comparison with Expectations	
	Final (Percentage of sales)	QoQ difference			%	difference	%	
sales	21,117	22,433		22,905	1,788	108.5%	472	102.1%
Operating Profit	2,322 (11.0%)	2,386 (10.6%)		2,328 (10.2%)	6	100.3%	△ 58	97.6%
Ordinary Income	2,538 (12.0%)	2,617 (11.7%)		2,558 (11.2%)	20	100.8%	△ 59	97.7%
Net income attributable to owners of parent	1,809 (8.6%)	1,701 (7.6%)		1,758 (7.7%)	△ 51	97.2%	57	103.4%
Net income per share	175.06円	164.63円		172.19円	△ 2.87	98.4%	7.56円	104.6%

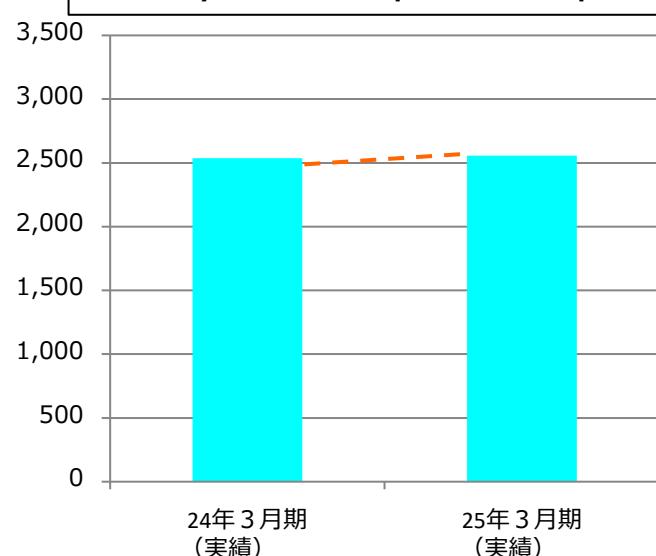
Net sales compared to the previous fiscal year



comment

- (1) Compared to the previous fiscal year, sales at existing stores were generally at the same level as the previous fiscal year. The unit price per customer increased slightly, and the number of customers visiting the store remained roughly the same as the previous fiscal year. As a result, new store openings were steady, resulting in a year-on-year increase in Revenue increased.
- (2) There is no impact from weather such as typhoons and snowfall, and new store openings are going smoothly. As a result of the progress, sales remained strong.
- (3) In March, which is the farewell party season, the temperature difference becomes somewhat intense. However, it was not greatly affected by the weather, and Although it was a rush, new store openings progressed within the year. Sales were also strong.

Ordinary income compared to the previous fiscal year



comment

- (1) In response to soaring food prices, We also utilize local supplier routes to purchase high-quality and low-cost products. In addition to focusing on it, regular changes to the izakaya menu (4 times a year) Cost rate corresponding to the increase in food prices due to price revisions We focused on maintaining and improving the
- (2) Not only soaring food prices, but also labor costs and recruitment to secure human resources Recruitment costs and utility costs for operating the store also soared. Although sales increased, ordinary income was almost the same as the previous year.Other.

Overview of the Consolidated Balance Sheet

YOSIIX

Total assets increased by 353 million yen

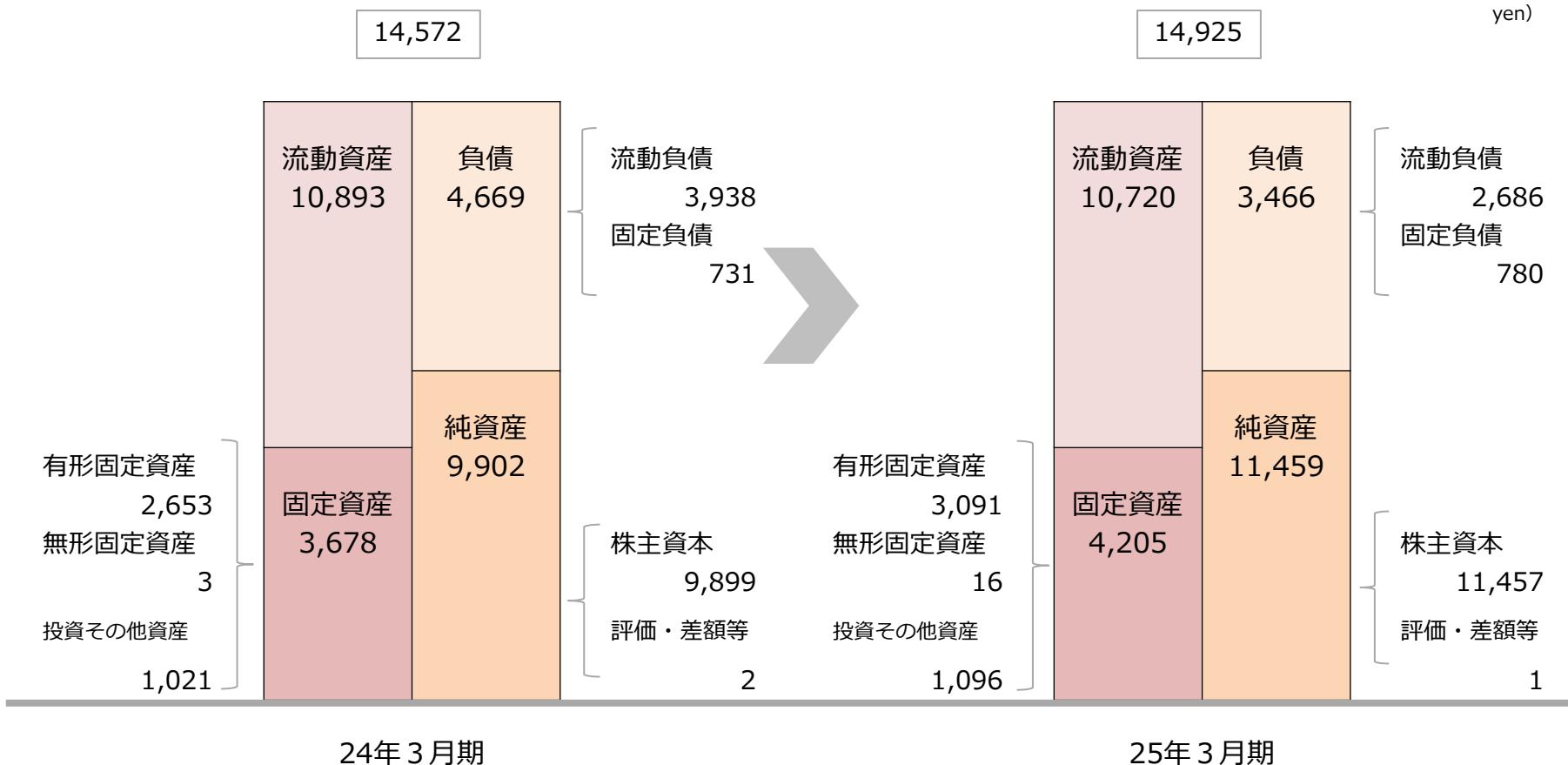
[Current Assets]

- Current assets decreased by 173 million yen, mainly due to a decrease of 325 million yen in cash and deposits.

[Current Liabilities]

- Current liabilities decreased by 1,252 million yen, mainly due to a decrease of 472 million yen in notes and accounts payable, and a decrease in unpaid income taxes. This was due to a decrease of 260 million yen.

(Unit: Millions of yen)



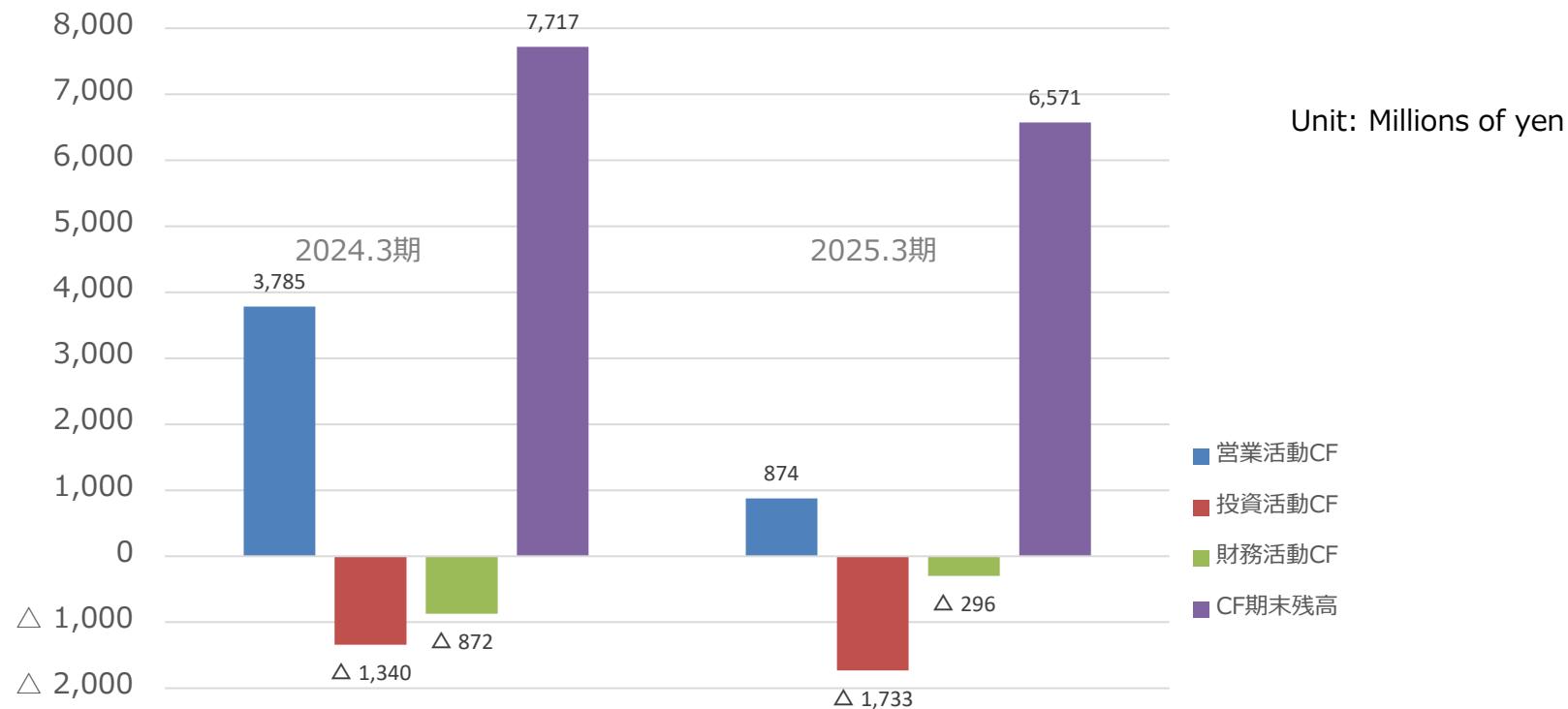
Note: Since March 31, 2024 is a financial institution holiday, payment settlement will be made on April 1, 2024.

Cash and cash equivalents decreased by 1,145 million yen at the end of the fiscal year.

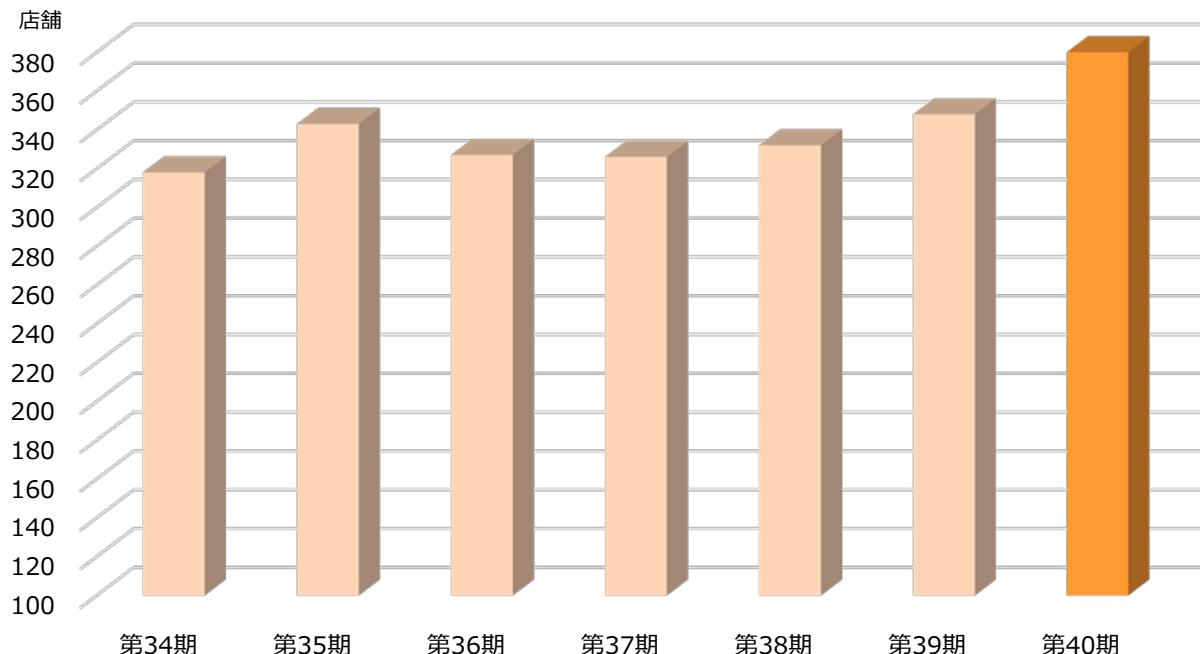
[Sales activity CF]

- As a result of operating activities, the funds obtained were 874 million yen, but this is due to the fact that net income before income taxes was 2,478 million yen and 1,069 million yen in corporate tax payments.

Statement of Cash Flows



Changes in the number of stores



comment

35 new stores opened
[Yossix Foods]
“Yataizushi” 29 stores
“Itadaki” 5 stores
[Wonder Food Innovation]
“Hanahana” 1 store

- Implemented 4 stores closed and withdrawn (1 FC store)

第34期	第35期	第36期	第37期	第38期	第39期	第40期
318店	343店	327店	326店	332店	348店	382店

Note: The number of stores of Wonder Food Innovation Co., Ltd. (4 stores) is included from the 40th period.

【ヨシックスフーズ】

店舗名（仮称含む）	住所	オープン予定日
ひとつち餃子の頂 島田駅前店	静岡県島田市栄町2番1号	2025/4/24
や台ずし盛岡大通町	岩手県盛岡市大通3-1-17	2025/6/以降
や台ずし秋田川反町	秋田県秋田市大町5-2-32	2025/6/以降
や台ずし宮の沢駅前町	北海道札幌市西区発寒六条10-1-3	2025/6/以降
や台ずし総曲輪町	富山県富山市総曲輪3-3-22	2025/6/以降
や台ずし上小田井町	愛知県名古屋市西区貴生1	2025/7/以降
ひとつち餃子の頂 上小田井店	愛知県名古屋市西区貴生1	2025/7/以降
や台ずし知立駅前町	愛知県知立市栄2丁目	2025/7/以降
ひとつち餃子の頂 鳥取駅前店	鳥取県鳥取市永楽温泉町163-3	2025/7/以降

(注) 1 物件契約済の案件を列挙しております。

2 「ひとつち餃子の頂（いただき）」は新規業態開発した餃子居酒屋業態です。

【ワンダーフードイノベーション】

店舗名（仮称含む）	住所	オープン予定日
華花 ららぽーと安城店	愛知県安城市大東町9-30 3階	2025/4/14

(注) 1 物件契約済の案件を列挙しております。

2 「華花」はワンダーフードイノベーションが運営する自然薯料理専門店です。

Fiscal Year Ending March 2026

Sales & Profit Planning

Outline of Profit Plan



Net sales are 105.6% year-on-year and ordinary income is 103.9% year-on-year, and sales and profits are expected to increase

- Expand the scale of the business by opening new directly managed stores.
 - Plans to open 40 new stores
 - Due to the expected increase in personnel costs and soaring utility costs, etc., the operating profit margin and ordinary profit margin will decline slightly. We anticipate that it will be.

(Unit: Millions of yen)

	March 25 Year-end results (Percentage of sales)	Forecast for FY 3/26		QoQ difference %		remarks
		Full-year forecast (Percentage of sales)				
sales	22,905	24,184	1,279	105.6%	· Increase in the number of customers visiting stores · Increase in the number of stores due to new store openings	
Operating Profit	2,328 (10.2%)	2,404 (9.9%)	76	103.3%	· Increase in labor costs · Soaring utility costs	
Ordinary Income	2,558 (11.2%)	2,658 (11.0%)	100	103.9%		
Net income attributable to owners of parent	1,758 (7.7%)	1,820 (7.5%)	62	103.5%		
Net income per share	172.19円	178.11円	5.92円	103.4%		

Yossix Group Future Initiatives

We will:

3,000 stores, sales of 180 billion yen,

**We aim to be the best izakaya chain
in Japan!**

【Medium-Term Management Targets】

- 500 stores
- Net sales: 30 billion yen

- **Establishment of business divisions**
"Rural Strategy",
"Long-established Theory" and
Thorough implementation of regional
risk hedging
- **Maintain 100% same-store sales**

- Ordinary profit margin of
over 10%

- **Maintain a 7% ratio of rent to net sales**
- **Thorough control of costs and reduction
of costs**
- **Effective use of group construction
companies**

What is the "Rural Strategy"?

- In an area where stable demand for izakaya can be expected to exceed a certain level throughout the year
 - Opened in 1.5 or 2nd class locations instead of 1st and 2nd class locations
 - Areas in front of stations with more than 6,000 passengers and where employees can be employed
 - Opened a directly managed store
- We will open a small and medium-sized directly managed store of about 30 ~ 40 tsubo based on the "long-established theory" at low cost.
- Strategy to aim for the best store in the region without competing with local stores and chain stores



Contributing to the development and revitalization of local communities through business activities

- In addition to taking the best of large companies and individual stores,
- Finding a gap that does not compete with both and becoming the best store in the region

Stable profits that are close to the community

Advantages of local independent stores and small stores

- Creating a sense of coziness
- Deliciousness and warmth handmade in the store
- Small and medium-sized stores that are easy to fill up
- Local employment, local procurement

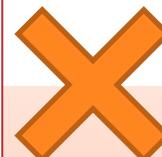
~~Individual and family businesses~~
~~Ambiguous pricing, pay as you go~~

Efficiency and economies of scale

Advantages of chain stores and large stores

- Clear accounting that you can easily visit
- System control of large companies
- educational system

~~Central Kitchen~~
~~Manual customer service~~
~~Larger stores~~



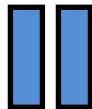
Bringing back the liveliness of the community

another company

- Other companies have a high rent ratio
- In order to cover the cost of
- Thoroughly suppress



- Other companies have high rents
- Large and medium-sized stores in the area
- There are many stores
- Fixed cost of rent ratio
- Rate exceeds 10%



The ability to attract customers is weakened, and sales per tsubo are declining, making it impossible to earn profits efficiently.

10%超

低
利
益
率

壳 上 高

壳 上 原 価

壳 上 総 利 益

地 代 家 貸

販 管 費

營 業 利 益

7 %台

高
利
益
率

Our company

- We will suppress the rent ratio.
- Cost to cost Use good products,
- Increasing the sense of value



- Our company is strategically located in a 1.5-class location.
- Opened a small and medium-sized store in a second-class location
- The ratio of the rent to the store and the fixed cost
- Suppressing the rate to the 7% level



By providing dishes with high customer satisfaction and attracting customers, we increase sales per tsubo and efficiently earn profits

■ The potential market size of the rural strategy is **277.7 billion yen**

Potential market size (according to our research))

As of the end of March 2025

	Kanto		Central	Kansai		Chugoku and Shikoku	Kyushu	sum
Number of stations with more than 6,000 passengers	1,405駅		210駅	709駅		64駅	123駅	2,511駅
①Number of stores that can be opened	3,025店		288店	1,101店		75店	149店	4,638店
②Average annual sales			6,000万円					
Estimated maximum sales (=①×②)	1,815億円		173億円	661億円		45億円	90億円	2,784億円
③Number of stores in the fiscal year ending March 2025	139店		55店	78店		56店	50店	378店
Room to open a store (=①-③)	2,886店		233店	1,023店		19店	99店	4,260店
500 stores concept (by business unit)	Kanto 1	Kanto 2	Shizuoka	Central	Kansai	Chugoku and Shikoku	Kyushu	sum
Future store opening plans								122店
500 store concept store plan	75店	65店	25店	75店	125店	65店	70店	500店
500 stores concept sales target	30億円	54億円	15億円	45億円	75億円	30億円	51億円	300億円

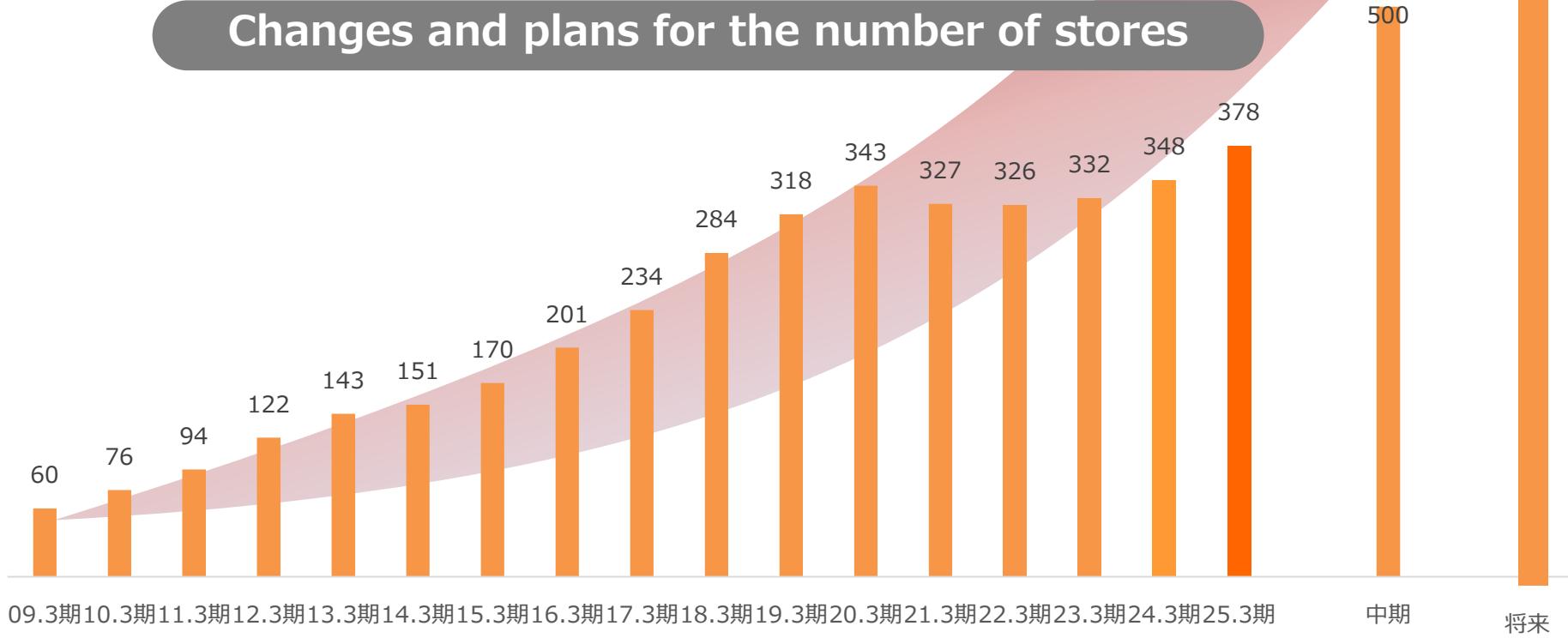
- Medium-term target is **500 stores**



- The company aims to have **3,000 stores** in the future.



Changes and plans for the number of stores



25.3期
35 new stores

2 Branch Offices

East Japan Branch Office

- Kanto Division 1
- Kanto Division 2
- Shizuoka Division

West Japan Branch office

- Chubu Division
- Kansai Division
- Chugoku & Shikoku Division
- Kyushu Division

26.3期
40 new stores planned to open

2 Branch Offices

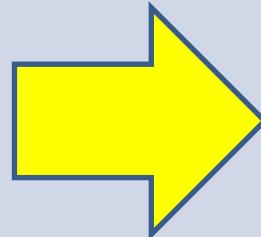
East Japan Branch Office

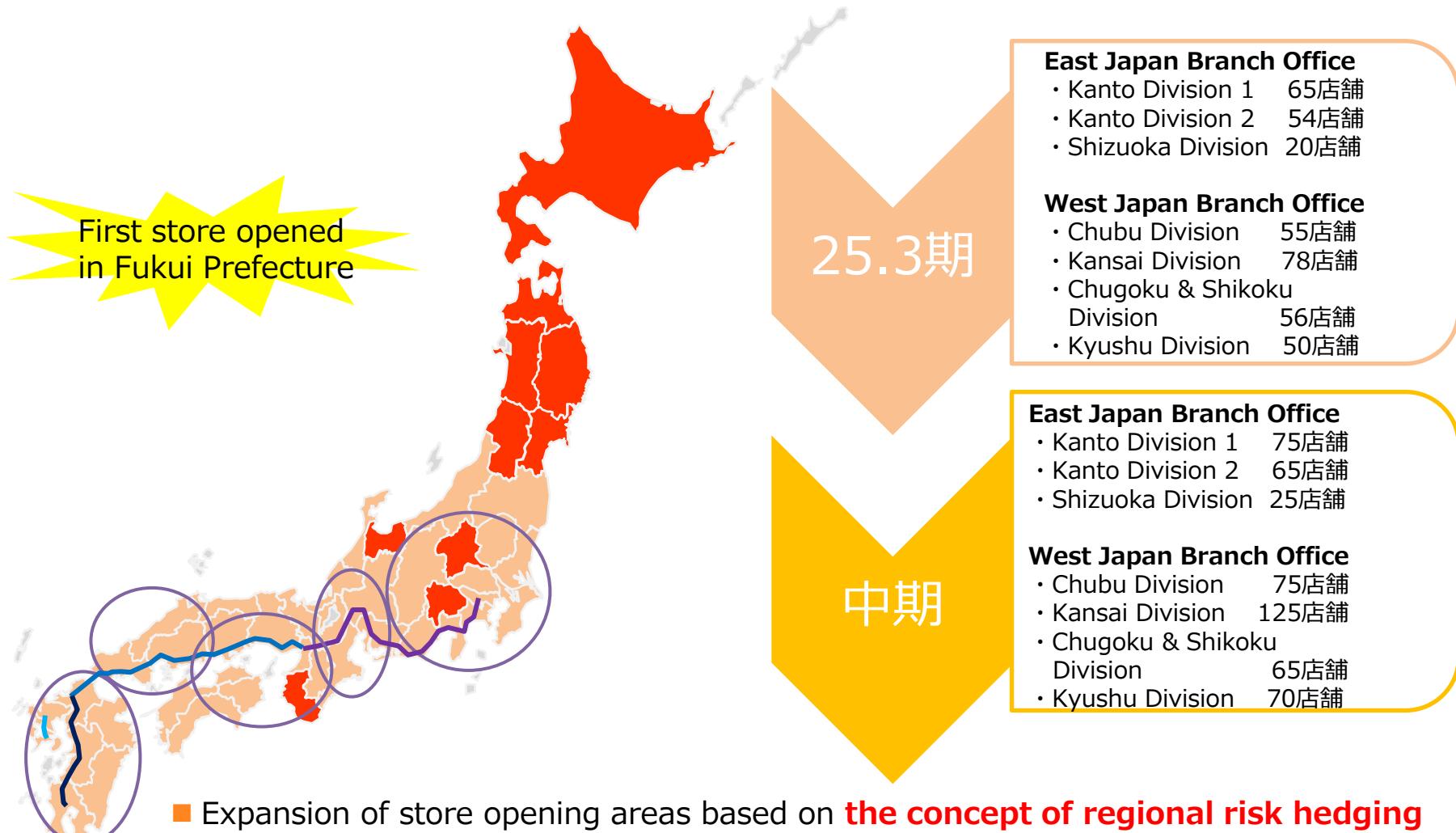
- Kanto Division 1
- Kanto Division 2
- Shizuoka Division

West Japan Branch office

- Chubu Division
- Kansai Division
- Chugoku & Shikoku Division
- Kyushu Division

As always,
Maintain a
two-branch
office structure

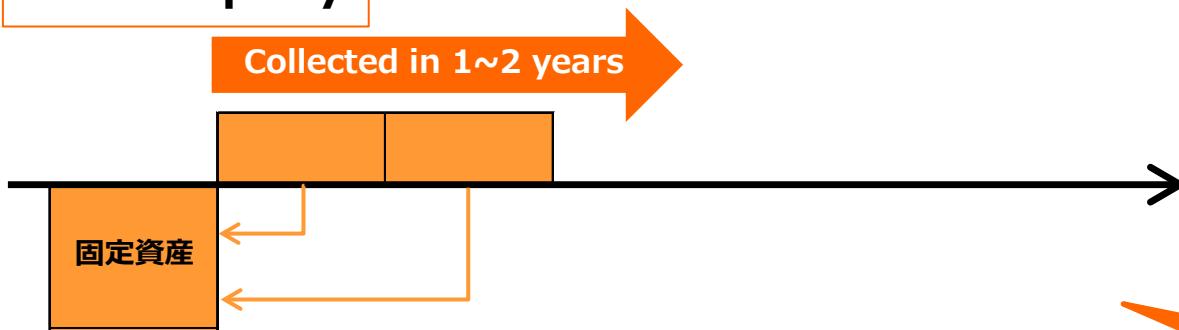




(Note) is an area where you have already opened a store.

 are areas that are scheduled to be developed in the future (Gunma, Yamanashi, Toyama, Wakayama, Miyagi, Iwate, Aomori, Akita, Yamagata, and Hokkaido).

Our company

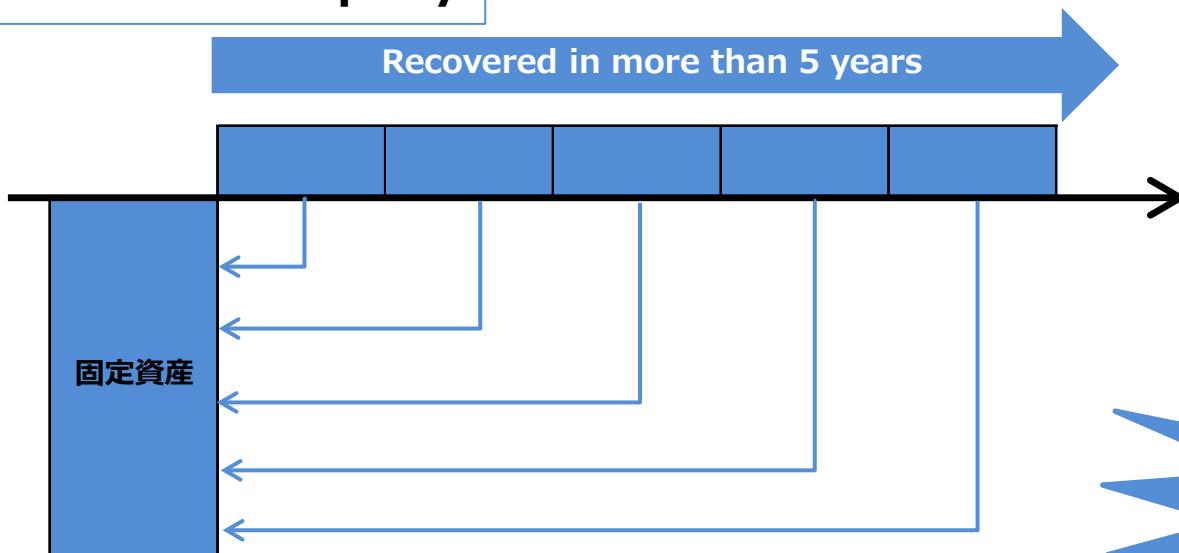


Effective Utilization of Group Structural Machinery Companies

- Know-how to open a store at low cost
In a short period of time,
Enabling a return on investment

You can quickly make decisions about opening new stores and withdrawing from the market

another company



Contract with an external contractor

- Ordering construction from an outside contractor
Therefore, the investment cost is relatively high.
It takes time to get a return on investment

Decisions on new store openings and withdrawals are delayed.

Slogan for the 41st term

What is the purpose of the purpose !

~It's a store where you can go home with energy.~

Maximizing store visit satisfaction

Maximizing → store satisfaction in the medium to long term

It has a significant impact on the sales of

Creating a store that makes people want to work and thoroughly implementing the basics

→ Co-development of human resources, which is a unique asset Thorough implementation of the basic philosophy at all stores

Value Creation

Meets the needs of the → times, it will be the next pillar Actively taking on the challenge of developing new business formats

Store opening strategy

→ Re-washing and new properties in existing areas Reliable opening of new stores by developing areas

41st period

Achievement of profit plans and store opening plans

The Yossix Group's Medium-Term Targets

Realization of the 500-store concept

Net sales: 30 billion yen
Achievement of

Ordinary profit margin
Continuity of more than 10%

In order to continue sustainable growth,
we are strengthening our group management structure.

Yossix Holdings Co.,Ltd.

- Planning and drafting of group strategies
- Management guidance and management of group companies
- Expansion and creation of new businesses
- Establishment of a new company and expansion of the group through M&A

Yossix Foods Co.,Ltd.

- Operation of restaurants centered on "Yataizushi"
- Planning and drafting of food and beverage business
- Development of new business formats

Yoshioka Design&Construction Co.,Ltd

- Design and construction management for interior construction
- Planning and drafting of building projects
- Management guidance and management of Shiba Sangyo Co., Ltd.

Yossix Capital Co.,Ltd.

- CVC (Corporate Venture Capital)
- M&A Brokerage

Wonder Food Innovation Co.,Ltd.

- Operation of restaurants centered on "Hanahana"
- Planning and drafting of food and beverage business

Topics

「玉鋼（たまはがね）」

YOSSIX

コース

Sushi Course Dishes

ご用意しております

A la carte dishes are also available.

10品	10,000円 (税込11,000円)	先付、椀物、刺身4種 焼物、蒸物、逸品、箸休 鍋9貫、汁物、デザート
9品	8,000円 (税込8,800円)	先付、椀物、刺身3種 焼物、蒸物、箸休 鍋7貫、汁物、デザート
8品	5,000円 (税込5,500円)	先付、椀物、刺身2種 蒸物、箸休 鍋5貫、汁物、デザート
天ぷら・鍋コース	8,000円 (税込8,800円)	先付、刺身1種 蒸物、天ぷら5種 鍋9貫、汁物、デザート
特別コース	25,000円 (税込27,500円)	※3日前までのご予約必須 コース内容はお問合せください
鍋セット	4,000円 (税込4,400円)	先付 鍋10貫、汁物、デザート



■お料理 仕入れ状況により内容が変更になります。
PM9:00まで
コース料理・鍋セットのみのご注文
※追加品料理はお席の状況により注文可能
PM9:00以降
単品料理・鍋セットのみのご注文
※コース料理ご希望時はご相談下さい

■お席 カウンター：8席
※2時間制 個室：1室(4名)
掘ごたつ席：1室(3名)

■営業時間 PM5:00～PM11:00

■定休日 月曜(祝日の場合は翌日)

赤萩 鮨 玉鋼
Tamahagane

予約
052-935-7119



新業態 「玉鋼」
名古屋市にオープン

ワンランク
上位の業態

- ・接待需要に対応
- ・インバウンド需要に対応

(注) 日本刀を店内に展示しております（インバウンド向け）。
人間国宝 十三代柿右衛門の皿を一部使用しております。

「ひとつくち餃子の頂」

Yossix



2023/4/21 第1号店
2024/1/10 第2号店
2024/2/16 第3号店
2024/7/5 第4号店
2024/11/22 第5号店
2024/12/13 第6号店
2025/2/7 第7号店
2025/3/22 第8号店
2025/3/31 第9号店

新大宮駅前店
高知大橋通店
阪神尼崎駅北口店
松本駅前店
新潟弁天店
京成大久保店
徳島駅前店
福生駅西口店
上福岡駅前店

毎日毎日、心を込めて

丁寧にお店で色んた生餃子

野菜がたっぷり、サクッとうす皮で
10個でも20個でもパクパクいける餃子です

頂の名物
国産野菜100%

国産野菜100%

毎日謹製
店内仕込み

- 新大宮駅を中心にして近隣に展開
- ・や台ずし新大宮駅前町
- ・ひとつくち餃子の頂 新大宮駅前店

- ・「や台ずし」の近隣にも出店できる業態として開発
- ・店頭に販売用窓口を設け、テイクアウトにも注力



【Notes】

The plans, forecasts, strategies, etc. of Yossix Holdings Co., Ltd. described in this material that are not historical facts are based on information available at the time of preparation of the materials and the judgment of the management of Yossix Holdings Co., Ltd., and do not constitute any assurances or guarantees.

Actual results may differ significantly from these plans and forecasts due to economic trends, market conditions, and other factors.

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