

**Translation**

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**Summary of Consolidated Financial Results  
for the Nine Months Ended November 30, 2021  
(Based on Japanese GAAP)**

January 14, 2022

Company name: IDOM Inc.  
 Stock exchange listing: Tokyo  
 Stock code: 7599 URL <https://221616.com>  
 Representative: President Yusuke Hatori  
 Inquiries: General Manager, Finance & IR Division Masayuki Matsumoto TEL 03-5208-5503  
 Scheduled date to file Quarterly Securities Report: January 14, 2022  
 Scheduled date to commence dividend payments: –  
 Preparation of supplementary material on quarterly financial results: Yes  
 Holding of quarterly financial results meeting: No

(Amounts less than one million yen are rounded down)

1. Consolidated financial results for the nine months ended November 30, 2021 (from March 1, 2021 to November 30, 2021)

(1) Consolidated operating results (cumulative)

Percentages indicate year-on-year changes

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Nine months ended November 30, 2021	344,620	22.2	14,760	71.3	14,046	78.9	8,738	67.2
Nine months ended November 30, 2020	282,082	3.5	8,616	11.5	7,849	22.0	5,226	45.3

	Earnings per share	Diluted earnings per share
	Yen	Yen
Nine months ended November 30, 2021	87.03	–
Nine months ended November 30, 2020	51.97	–

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio	Net assets per share
	Millions of yen	Millions of yen	%	Yen
As of November 30, 2021	179,458	53,253	28.9	515.73
As of February 28, 2021	177,222	45,015	24.8	438.18

2. Cash dividends

	Annual dividends per share				
	1st quarter-end	2nd quarter-end	3rd quarter-end	Fiscal year-end	Total
	Yen	Yen	Yen	Yen	Yen
Year ended February 28, 2021	–	5.30	–	5.30	10.60
Year ending February 28, 2022	–	2.30	–	–	–
Year ending February 28, 2022 (Forecast)	–	–	–	2.30	4.60

3. Forecast of consolidated financial results for the year ending February 28, 2022 (from March 1, 2021 to February 28, 2022)

Percentages indicate year-on-year changes

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	450,000	18.2	17,000	60.8	15,900	64.9	9,200	519.6	91.63

4. Notes

- (1) Changes in significant subsidiaries during the nine months ended November 30, 2021  
(changes in specified subsidiaries resulting in the change in scope of consolidation): No
- (2) Application of special accounting methods for preparing quarterly consolidated financial statements: No
- (3) Changes in accounting policies, changes in accounting estimates, and restatement of prior period financial statements
- Changes in accounting policies due to revisions to accounting standards and other regulations: No
- Changes in accounting policies due to other reasons: No
- Changes in accounting estimates: No
- Restatement of prior period financial statements: No

(4) Number of issued shares (common shares)

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

As of November 30, 2021	106,888,000 shares	As of February 28, 2021	106,888,000 shares
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Number of treasury shares at the end of the period

As of November 30, 2021	6,480,641 shares	As of February 28, 2021	6,480,601 shares
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Average number of shares during the period (cumulative from the beginning of the fiscal year)

Nine months ended November 30, 2021	100,407,387 shares	Nine months ended November 30, 2020	100,571,065 shares
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## 1. Qualitative Information on Quarterly Financial Results

### (1) Analysis of operating results

In the first nine months of the fiscal year under review (March 1 to November 30, 2021), retail unit sales at directly managed stores in Japan were 107,636 (up 2.7% year on year), a record high for first nine months sales. This result was primarily attributable to the start of operations of large stores that had opened in the previous fiscal year and the fiscal year under review and an increase in the number of visitors to existing stores, including large stores, achieved through the effective placement of advertisements.

At Buick Holdings, an Australian subsidiary in Western Australia, the number of new cars sold increased in response to growth in the Western Australian market attributable to an increase in the price of iron ore. In addition, sales of used cars remained strong due to the effect of ongoing measures to boost sales. Also, with the yen continuing to weaken from the year-ago level against the Australian dollar, the Australian subsidiary recorded increases in both sales and profit.

Selling, general, and administrative expenses increased on a consolidated basis as a reaction to the transfer of part of selling, general, and administrative expenses to an extraordinary loss posted as a loss on COVID-19 due to the receipt of a subsidy in the previous fiscal year, coupled with the impact of a weakened yen. In contrast, even in a situation where retail unit sales hit a record high, individual advertising expense items decreased owing to an improvement in the efficiency of internet-based customer attraction efforts.

Major factors in extraordinary losses include the following three factors:

(i) The Company posted a total of 870 million yen as head office relocation expenses for moving out of the current location, which included the balance of unamortized non-current assets at the current head office and the cost of office restoration to its original condition.

(ii) Given its withdrawal from the domestic new car dealer business, the Company posted a loss on sale of shares of a subsidiary operating a new car dealer, which amounted to 303 million yen, as a loss on sale of shares of subsidiaries and associates.

(iii) The Company posted loss on retirement of non-current assets of 227 million yen due to the closure of directly managed stores.

As a result of the above, the consolidated business results for the first nine months were net sales of 344,620 million yen (up 22.2% year on year), operating profit of 14,760 million yen (up 71.3%), ordinary profit of 14,046 million yen (up 78.9%) and profit attributable to owners of parent of 8,738 million yen (up 67.2%). These results are record highs for the first nine months of a fiscal year, and they exceeded the full-year record high by the end of the third quarter.

Regional segment-specific earnings are as indicated below:

#### I. Japan

The results of the Japan segment were net sales of 239,812 million yen (up 10.6% year on year) and segment profit (operating profit) of 11,313 million yen (up 54.7 year on year). Retail unit sales increased as a result primarily of the start of operations of new large stores that had opened in the previous fiscal year and the fiscal year under review and an increase in the number of visitors to existing stores.

#### II. Australia

The results of the Australia segment were net sales of 103,123 million yen (61.2% year on year) and segment profit (operating profit) of 3,565 million yen (91.5% year on year). In addition to an increase in the number of new cars sold at Buick Holdings in Western Australia in response to growth in the Western Australian market based on an increase in the price of iron ore, sales of used cars remained strong thanks to ongoing measures to boost sales. Also, with the yen continuing to weaken from the year-ago level against the Australian dollar, the segment recorded an increase in sales and profit.

### (2) Analysis of financial position

#### Assets

Total assets as of the end of the third quarter ended November 30, 2021 were 179,458 million yen (up 1.3% compared to the end of the previous fiscal year).

Current assets were 130,546 million yen (up 3.1% compared to the end of the previous fiscal year), mainly reflecting an increase in cash and deposits (up 3,721 million yen).

Non-current assets decreased 3.4% from the end of the previous fiscal year to 48,911 million yen mainly due to a decrease of 1,726 million yen in goodwill.

#### Liabilities

Total liabilities as of the end of the third quarter ended November 30, 2021 were 126,204 million yen (down 4.5% compared to the end of the previous fiscal year).

Current liabilities were 43,563 million yen (down 8.4% compared to the end of the previous fiscal year) due to a fall in the accounts payable – trade (down 1,231 million yen) and the advances received (down 1,248 million yen), among other factors.

Non-current liabilities were 82,641 million yen (down 2.4% compared to the end of the previous fiscal year) due to a fall in long-term borrowings (down 1,695 million yen), among other factors.

#### Net assets

Total net assets as of the end of the third quarter ended November 30, 2021 were 53,253 million yen (up 18.3% compared to the end of the previous fiscal year) due chiefly to an increase in retained earnings (up 7,950 million yen).

#### (3) Consolidated earnings forecast and other forward-looking statements

The Company has revised its consolidated earnings forecasts for the fiscal year ending February 28, 2022, as announced in the Notice of Differences between Results and the Forecast for the First Six Months and Revision of the Full-Year Forecast dated October 14, 2021.

For more information, please refer to Notice on Revisions to the Full-Year Business Results Forecasts for the Fiscal Year Ending February 28, 2022 dated today (January 14, 2022).

**Quarterly consolidated financial statements**  
**Consolidated balance sheets**

(Millions of yen)

	As of February 28, 2021	As of November 30, 2021
<b>Assets</b>		
<b>Current assets</b>		
Cash and deposits	43,179	46,901
Notes and accounts receivable - trade	6,875	4,065
Merchandise	72,913	75,603
Other	3,966	4,346
Allowance for doubtful accounts	(328)	(369)
<b>Total current assets</b>	<b>126,605</b>	<b>130,546</b>
<b>Non-current assets</b>		
<b>Property, plant and equipment</b>		
Buildings and structures	36,918	36,414
Accumulated depreciation	(16,411)	(15,822)
Buildings and structures, net	20,507	20,592
Vehicles	153	315
Accumulated depreciation	(32)	(45)
Vehicles, net	121	270
Tools, furniture and fixtures	4,335	4,138
Accumulated depreciation	(3,606)	(3,126)
Tools, furniture and fixtures, net	729	1,011
Land	218	136
Construction in progress	121	734
<b>Total property, plant and equipment</b>	<b>21,697</b>	<b>22,744</b>
<b>Intangible assets</b>		
Software	1,717	1,455
Goodwill	7,698	5,971
Other	4,996	4,290
<b>Total intangible assets</b>	<b>14,412</b>	<b>11,718</b>
<b>Investments and other assets</b>		
Investment securities	139	132
Shares of subsidiaries and associates	131	129
Long-term loans receivable	30	224
Leasehold and guarantee deposits	5,835	5,597
Construction assistance fund receivables	4,614	4,400
Deferred tax assets	3,253	3,519
Other	544	487
Allowance for doubtful accounts	(43)	(42)
<b>Total investments and other assets</b>	<b>14,506</b>	<b>14,448</b>
<b>Total non-current assets</b>	<b>50,616</b>	<b>48,911</b>
<b>Total assets</b>	<b>177,222</b>	<b>179,458</b>

(Millions of yen)

	As of February 28, 2021	As of November 30, 2021
<b>Liabilities</b>		
Current liabilities		
Accounts payable - trade	20,940	19,709
Short-term borrowings	1,117	1,082
Current portion of long-term borrowings	342	—
Accounts payable - other	4,586	3,831
Income taxes payable	2,052	2,839
Advances received	9,010	7,762
Deposits received	205	198
Provision for bonuses	1,167	215
Provision for merchandise warranties	737	869
Other provisions	715	873
Other	6,658	6,180
Total current liabilities	47,534	43,563
Non-current liabilities		
Long-term borrowings	79,169	77,473
Long-term guarantee deposits	506	567
Asset retirement obligations	2,546	2,121
Deferred tax liabilities	1,616	1,419
Other provisions	584	665
Other	249	393
Total non-current liabilities	84,672	82,641
Total liabilities	132,206	126,204
<b>Net assets</b>		
Shareholders' equity		
Share capital	4,157	4,157
Capital surplus	4,384	4,361
Retained earnings	39,665	47,616
Treasury shares	(4,344)	(4,344)
Total shareholders' equity	43,862	51,790
Accumulated other comprehensive income		
Foreign currency translation adjustment	134	(7)
Total accumulated other comprehensive income	134	(7)
Non-controlling interests	1,018	1,470
Total net assets	45,015	53,253
Total liabilities and net assets	177,222	179,458

**Consolidated statements of income (cumulative) and consolidated statements of comprehensive income (cumulative)**

**Consolidated statements of income (cumulative)**

(Millions of yen)

	Nine months ended November 30, 2020	Nine months ended November 30, 2021
Net sales	282,082	344,620
Cost of sales	227,986	280,249
Gross profit	54,096	64,371
Selling, general and administrative expenses	45,480	49,610
Operating profit	8,616	14,760
Non-operating income		
Interest income	32	24
Subsidy income	–	46
Foreign exchange gains	34	–
Other	49	72
Total non-operating income	116	143
Non-operating expenses		
Interest expenses	765	677
Foreign exchange losses	–	74
Share of loss of entities accounted for using equity method	46	94
Other	70	10
Total non-operating expenses	882	857
Ordinary profit	7,849	14,046
Extraordinary income		
Gain on sales of property, plant and equipment	–	17
Subsidy income	1,516	45
Compensation income	–	25
Other	7	5
Total extraordinary income	1,523	94
Extraordinary losses		
Loss on retirement of non-current assets	278	227
Loss on sales of shares of subsidiaries and associates	–	303
Loss on store closings	105	62
Loss on COVIT19	1,598	3
Head office relocation expenses	–	870
Other	18	51
Total extraordinary losses	2,000	1,518
Profit before income taxes	7,372	12,621
Income taxes - current	2,347	3,861
Income taxes - deferred	(525)	(421)
Total income taxes	1,821	3,439
Profit	5,550	9,182
Profit attributable to non-controlling interests	324	443
Profit attributable to owners of parent	5,226	8,738

**Consolidated statements of comprehensive income (cumulative)**

(Millions of yen)

	Nine months ended November 30, 2020	Nine months ended November 30, 2021
Profit	5,550	9,182
Other comprehensive income		
Foreign currency translation adjustment	536	(159)
Share of other comprehensive income of entities accounted for using equity method	(92)	2
Total other comprehensive income	443	(156)
Comprehensive income	5,994	9,025
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	5,631	8,596
Comprehensive income attributable to non- controlling interests	362	428