

Supplementary Information on the Financial Results  
for the Nine Months Ended November 30, 2024

AEON DELIGHT CO., LTD.

January 9, 2025

## 1 Financial Report for Q3 FY2/25

## 2 Initiatives for Q4 FY2/25

# Consolidated Statements of Income

**Sales and profits increased** driven by expanding share within existing customers, acquiring new customers, and promoting unit price reviews.

**Operating profit increased at a rate higher than the growth rate of net sales** due to an improvement in the gross profit margin and the curbing of SG&A expenses, in addition to the expansion of net sales.

|   | FY2/24 Q3        |          | FY2/25 Q3        |          | (100 million yen) |             |
|---|------------------|----------|------------------|----------|-------------------|-------------|
|   | (Ratio to sales) |          | (Ratio to sales) |          | Change            | Pct. change |
| Net sales                               | 2,419            | (100.0%) | 2,533            | (100.0%) | 114               | 104.7%      |
| Gross profit                            | 311              | (12.9%)  | 335              | (13.2%)  | 23                | 107.6%      |
| SG&A expenses                           | 202              | (8.4%)   | 216              | (8.6%)   | 13                | 106.8%      |
| Operating profit                        | 108              | (4.5%)   | 118              | (4.7%)   | 9                 | 109.2%      |
| Ordinary profit                         | 110              | (4.6%)   | 121              | (4.8%)   | 10                | 109.4%      |
| Profit attributable to owners of parent | 76               | (3.1%)   | 82               | (3.3%)   | 6                 | 108.5%      |

## Sales by Segment

Sales increased in 6 businesses and decreased in 1 business.

(100 million yen)

|                                      | FY2/24 Q3 | FY2/25 Q3 | Pct. change |
|--------------------------------------|-----------|-----------|-------------|
| Facilities management                | 524       | 568       | 108.4%      |
| Security services                    | 381       | 400       | 105.1%      |
| Cleaning services                    | 529       | 549       | 103.8%      |
| Construction work                    | 421       | 435       | 103.5%      |
| Materials/supplies sourcing services | 348       | 364       | 104.6%      |
| Vending machine services             | 72        | 70        | 96.9%       |
| Support services                     | 142       | 144       | 101.8%      |
| Total                                | 2,419     | 2,533     | 104.7%      |

## Sales by Segment (Qualitative Information)

### Facilities management

Sales increased due to acquisition of new renewal agreements and increase in contracts for various maintenance services.

### Security services

Sales increased due to new contracts for facility security and an increase in orders for safety cameras.

### Cleaning services

Sales increased thanks to new renewal agreements and other factors.

### Construction work

Sales increased due to an increase in contracts for various renovation projects.

### Materials/supplies Sourcing services

Sales increased due to increased orders for various materials.

### Vending machine Services

Sales decreased due to a decline in transaction volume.

### Support services

Sales increased due to growth of AEON Compass, which operates travel-related businesses.

## Profit by Segment

Profits increased in 5 businesses and decreased in 2 businesses.

(100 million yen)

|                                      | FY2/24 Q3 | FY2/25 Q3 | Pct. change |
|--------------------------------------|-----------|-----------|-------------|
| Facilities management                | 44.3      | 46.6      | 105.3%      |
| Security services                    | 23.6      | 23.2      | 98.4%       |
| Cleaning services                    | 40.3      | 40.6      | 100.9%      |
| Construction work                    | 34.2      | 37.3      | 108.9%      |
| Materials/supplies Sourcing services | 16.9      | 19.8      | 116.9%      |
| Vending machine Services             | 9.8       | 9.4       | 95.8%       |
| Support services                     | 4.0       | 12.3      | 301.5%      |
| Total                                | 173.5     | 189.6     | 109.3%      |

## Profits by Segment (Qualitative Information)

### Facilities management

Despite the increase in costs due to higher outsourcing expenses and the promotion of securing personnel to respond to increased customer inquiries, the expansion of sales absorbed the cost increase, resulting in increased profits.

### Security services

Profits declined as increased sales were insufficient to offset higher outsourcing and other costs that exceeded the impact of unit price revisions.

### Cleaning services

Profits increased as sales growth offset rising costs, although profitability was negatively impacted by higher labor costs, which could not be fully addressed through unit price revisions.

### Construction work

Profits increased by improving profitability through optimization of construction specifications and processes.

### Materials/supplies Sourcing services

Amid rising trends in raw material and logistics costs, we achieved a significant increase in profits by appropriately reflecting the increased costs of various materials in our selling prices and by improving delivery efficiency to curb logistics costs.

### Vending machine Services

Despite efforts to remove unprofitable machines, profits decreased due to a decline in transaction volume.

### Support services

Profits increased significantly due to changes in the contract terms for re-leasing copiers from the business inherited from the former KAJITAKU.

# Consolidated Balance Sheet

(100 million yen)

| Assets                        | Feb. 2024 | Nov. 2024 | Change | Liabilities and Net assets       | Feb. 2024 | Nov. 2024 | Change |
|-------------------------------|-----------|-----------|--------|----------------------------------|-----------|-----------|--------|
| Current assets                | 1,399     | 1,474     | 74     | Current liabilities              | 534       | 585       | 50     |
| Property, plant and equipment | 64        | 63        | -1     | Noncurrent liabilities           | 25        | 33        | 7      |
| Intangible assets             | 60        | 56        | -4     | Total liabilities                | 560       | 618       | 57     |
| Investments, etc.             | 76        | 89        | 12     | Shareholder's equity             | 999       | 1,014     | 15     |
| Noncurrent assets             | 202       | 209       | 6      | Total net assets                 | 1,042     | 1,065     | 23     |
| Total assets                  | 1,602     | 1,684     | 81     | Total liabilities and net assets | 1,602     | 1,684     | 81     |

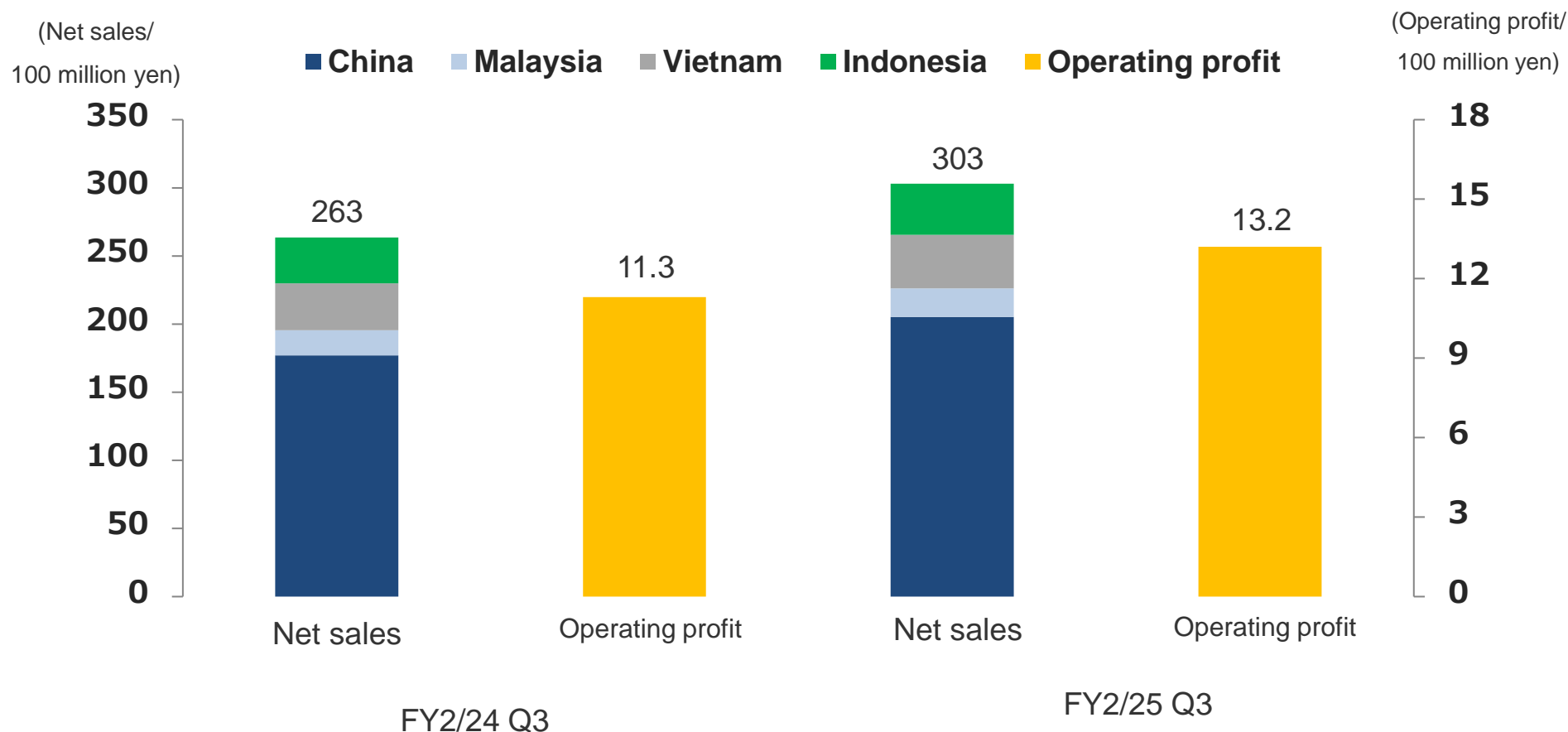


# Business Expansion in Asia

In overseas business, **sales and profits increased**, with net sales up **14.9%** YoY and operating profit up **16.8%** YoY.

China : Sales and profits increased as we expanded our business steadily by increasing market share within existing customers and acquiring new customers.

ASEAN : Sales and profits increased in countries where we operate.



\* The fiscal year-end for the overseas business is December. Above figures are simple sum of operating companies' performances.

## 1 Financial Report for Q3 FY2/25

## 2 Initiatives for Q4 FY2/25

# Second Half Strengthening Measures to Achieve Full-Year Numerical Targets

Aim to achieve the full-year numerical targets through strengthening measures, as we did in Q3.

(100 million yen)

| Strengthening measures   | Gross profit | Q3 Result |
|--|--------------|-----------|
| Strengthening of proposals for small-scale repairs mainly by on-site staffs, and proposals for various one-time projects | 15           | 7         |
| Reinforcement of the construction system of branch offices and expanding contracts for renovation work                   | 8            | 3         |
| Gross profit YoY, including other businesses   | 25           | 12        |

The figures are represented after partially revised from the data published in the semi-annual results for FY2/25 dated October 8, 2024.

\* Gross profit for H2 FY2/24: 21.8 billion yen

Acquired **0.7** million shares of treasury stock to **improve capital efficiency and strengthen shareholder returns**

(from April 2024 to December 2024)

These shares are scheduled to be **retired** on January 31, 2025.

# Business Forecasts for FY2/25

| (100 million yen)                       | FY2/24 Results<br>(Ratio to sales) |          | FY2/25 Forecasts<br>(Ratio to sales) |          | Pct. change |
|---|------------------------------------|----------|--------------------------------------|----------|-------------|
| Net sales                               | 3,248                              | (100.0%) | 3,400                                | (100.0%) | 104.7%      |
| Operating profit                        | 152                                | (4.7%)   | 160                                  | (4.7%)   | 105.3%      |
| Ordinary profit                         | 154                                | (4.8%)   | 160                                  | (4.7%)   | 103.9%      |
| Profit attributable to owners of parent | 107                                | (3.3%)   | 104                                  | (3.1%)   | 97.2%       |

## If you have any questions or comments, please contact us below.

- These materials contain statements about forecasts and estimates relating to the future plans, strategies, and Performance of AEON DELIGHT.

These statements are based not only on past performance, but also on assumptions based on information currently Available to the company. For this reason, please note that the actual performance may differ from our estimates.

- The information contained in these materials has been prepared by the following methods if not specifically stated Otherwise.

- ◇ All statements are based on consolidated results
- ◇ Figures are rounded down to the nearest 100 million yen.
  - \*Figures on page 6 and 9 are rounded down to the nearest 10 million yen.
- ◇ Percentages have been rounded off to one decimal place

**AEON DELIGHT CO., LTD.**  
**(Securities Code: 9787)**

IR Contact : President's Office, PR and IR Group  
TEL 03-6895-3892

Please contact us on our website.  
<https://www.aeondelight.co.jp>

Based on information available up to the date of publication (January 9, 2025)  
These forecasts have been prepared and are subject to change due to various factors going forward.