

For Immediate Release

TOKAI Holdings Corporation

Katsuo Oguri, Representative Director, President and CEO

(Code No. 3167, TSE Prime Market)

Financial Results for the Fiscal Year Ended March 31, 2025

—Sales and all profit categories reached record highs—

TOKAI Holdings Corporation (hereinafter, "the Company") today announced its financial results for the fiscal year ended March 31, 2025.

1. Company reached record highs in sales and all profit categories for the current period.

In our "Medium-Term Management Plan 2025," which concludes in the fiscal year 2025, we have established three key strategic pillars: "Growth of business profitability," "Strengthening the foundation for sustainable growth," "Maximizing the vitality of human resources and organization." We are committed to contributing to a sustainable society while working to further expand our earnings base.

Sales reached 243.5 billion (an increase of 12.0 billion, or 5.2% YoY), increased for the eighth consecutive period, reaching a record high, due to an increase in the number of group customers, the expansion of the stock business for corporate clients in the Information and communications business, and the steady progress in receiving orders for construction work in the Construction, equipment and real estate business.

Operating profit reached 16.8 billion (an increase of 1.3 billion, or 8.6% YoY), due to the increase in monthly billing associated with the rise in the number of customers and the strategic review and reduction of expenses in the energy business, leading to record high profits in all profit categories.

All profit categories exceeded initial earnings forecast.

(Millions of yen)

	FY03/25 results (April 1, 2024 to March 31, 2025)	FY03/24 results (April 1, 2023 to March 31, 2024)	Earnings forecast (Announced on May 9, 2024)	YoY	Change from forecast
Net sales	243,482	231,513	244,000	+11,969	-517
Operating profit	16,841	15,511	16,000	+1,330	+840
Ordinary profit	17,370	15,531	16,000	+1,838	+1,370
Profit attributable to owners of parent	9,216	8,481	9,000	+735	+216
EPS (yen)	70.55	64.94	68.90	+5.61	+1.65

2. Steady Expansion of Customer Base in Core Businesses.

We actively engaged in customer acquisition efforts to achieve the goals of our Medium-Term Management Plan. As a result, the number of ongoing transaction customers at the end of the current period increased by 64,386 from 3,358,000 at the beginning of the period to 3,423,000.

The number of customers increased by 26,644 in the Gas (LP and city gas) business, 21,473 in the CATV business, 24,342 in the Aqua business, and 13,621 in the Hikari Collaboration service. The net increase in the number of these customers has further advanced the expansion of the earning base.

3. For the fiscal year ended March 2026, we will further expand our earnings base, achieving record highs in sales and all profit categories.

The fiscal year ended March 2026 is the final year of the “Medium-Term Management Plan 2025”. It is a crucial year for finalizing the medium-term management plan and linking it to the next medium-term management plan. In fiscal year 2025, We will strengthen competitiveness in each business while actively promoting M&A and regional expansion. We will further expand our earnings base, achieving record highs in sales and all profit categories.

Under the policy of striving for continuous and stable dividends, we plan to set the annual dividend at 34 yen.

(Millions of yen)

	FY2025 forecast (April 1, 2025 to March 31, 2026)	FY2024 results (April 1, 2024 to March 31, 2025)	YoY	
			Change	% Change
Net sales	253,000	243,482	+9,517	+3.9%
Operating profit	17,500	16,841	+658	+3.9%
Ordinary profit	17,500	17,370	+129	+0.7%
Profit attributable to owners of parent	10,000	9,216	+783	+8.5%
EPS (yen)	76.55	70.55	+6.00	+8.5%
Customer count at end of fiscal year	3,462,000	3,423,000	+39,000	+1.1%

(yen)

	FY2025 (Forecast)	FY2024	FY2023
Interim (end of Q2)	17.00	17.00	16.00
Year-End	17.00	17.00	17.00
Annual dividend per share	34.00	34.00	33.00

For details, please see the attached materials, entitled "Financial Results for the Fiscal Year Ended March 31, 2025."

For the Company's earnings announcement for the fiscal year ended March 31, 2025, please see the following URL: <https://www.tokaiholdings.co.jp/english/ir/library/earnings.html>

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Financial Results for the Fiscal Year Ended March 31, 2025

TOKAI Holdings Corporation
(Code: 3167)

May 8, 2025

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Financial Results for the Fiscal Year Ended March 31, 2025



- Sales increased for the eighth consecutive period, reaching a record high, due to an increase in the number of group customers, the expansion of our corporate clients in the Information and communications business, and the steady progress in receiving orders for construction work in the Construction, equipment and real estate business.
- Operating profit reached 16.8 billion, due to the increase in monthly billing associated with the rise in the number of customers and the strategic review and reduction of expenses in the energy business, leading to record high profits in all profit categories.
- All profit categories exceeded earnings forecast.

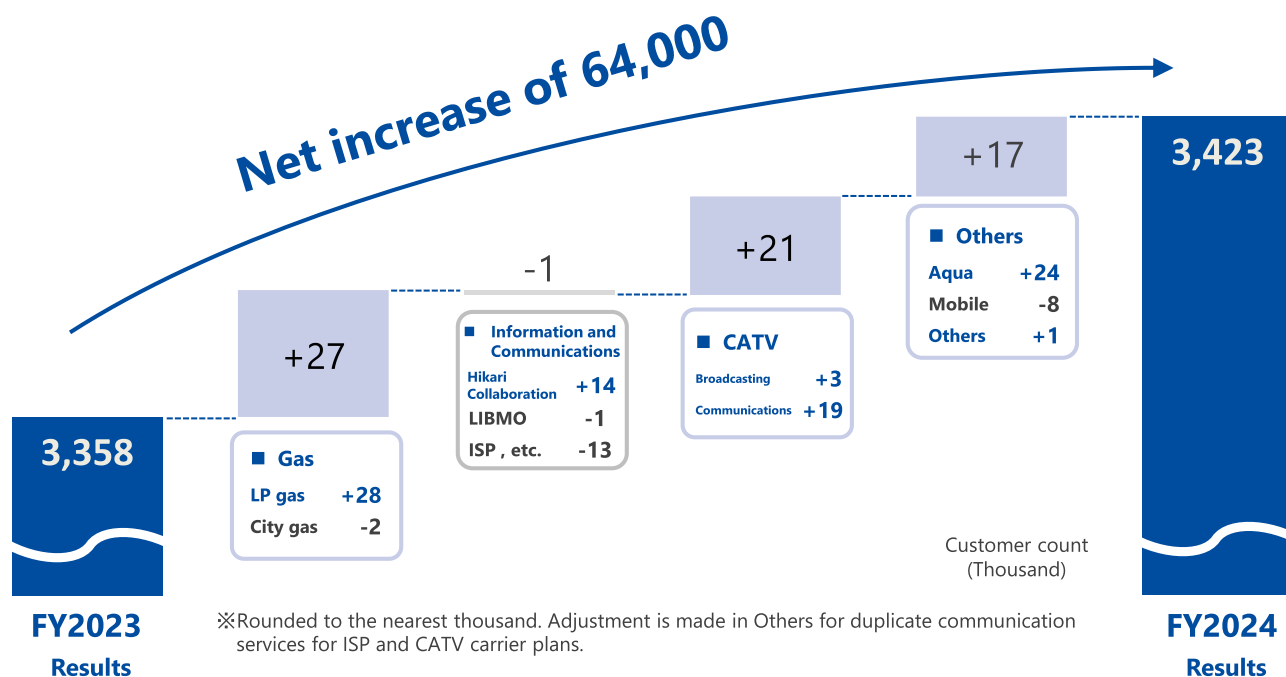
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(Millions of yen)

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Steady Expansion of Customer Base in Core Businesses.

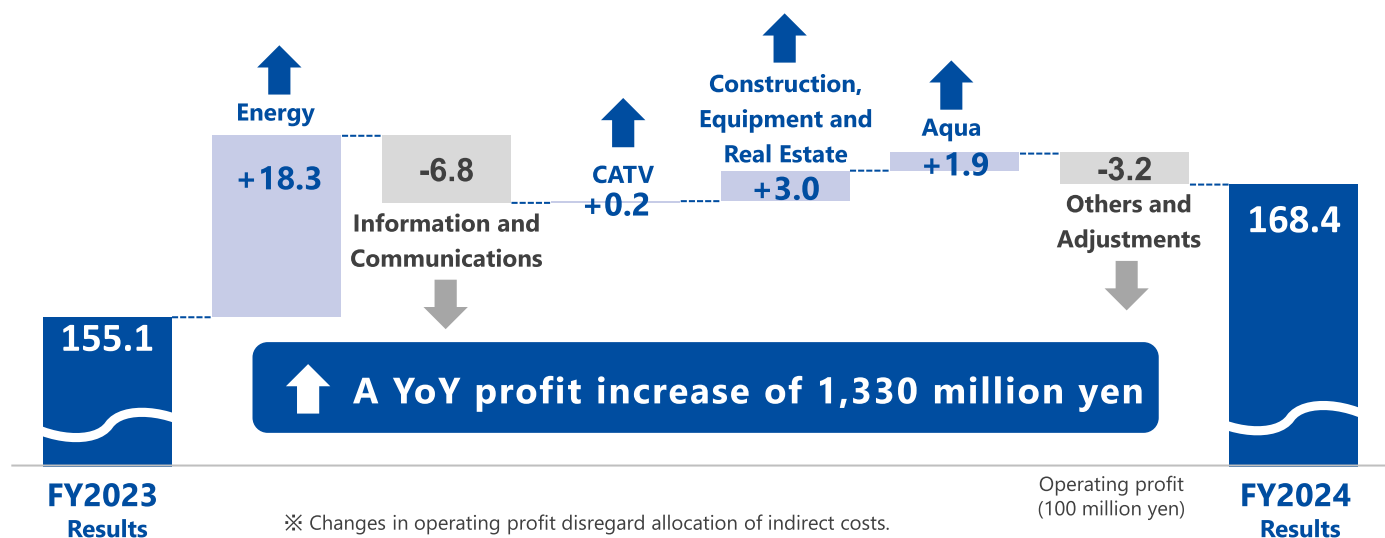
- The number of ongoing transaction customers at the end of the current period increased by 64,000 from 3,358,000 at the beginning of the period to 3,423,000.
- The earnings base continued to expand in the Gas business, the CATV business, the Aqua business, the Hikari Collaboration service.



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Changes in Operating Profit by Segment

- The Energy business saw an increase in profits due to the rise in the number of customers and the strategic review and reduction of expenses.
- While the information and communications business saw steady progress in cloud services, it saw a decrease in profits due to the strengthening of the organizational structure and an increase in network equipment costs.
- The CATV and Aqua businesses saw an increase in profits due to the rise in the number of customers.
- The Construction, equipment and real estate business saw an increase in profits due to the steady progress in receiving orders for construction work.



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Consolidated full-year financial results forecast

- The fiscal year ended March 2026 is the final year of the “Medium-Term Management Plan 2025”. It is a crucial year for finalizing the medium-term management plan and linking it to the next medium-term management plan.
- We will strengthen competitiveness in each business while actively promoting M&A and regional expansion. We will further expand our earnings base, achieving record highs in sales and all profit categories

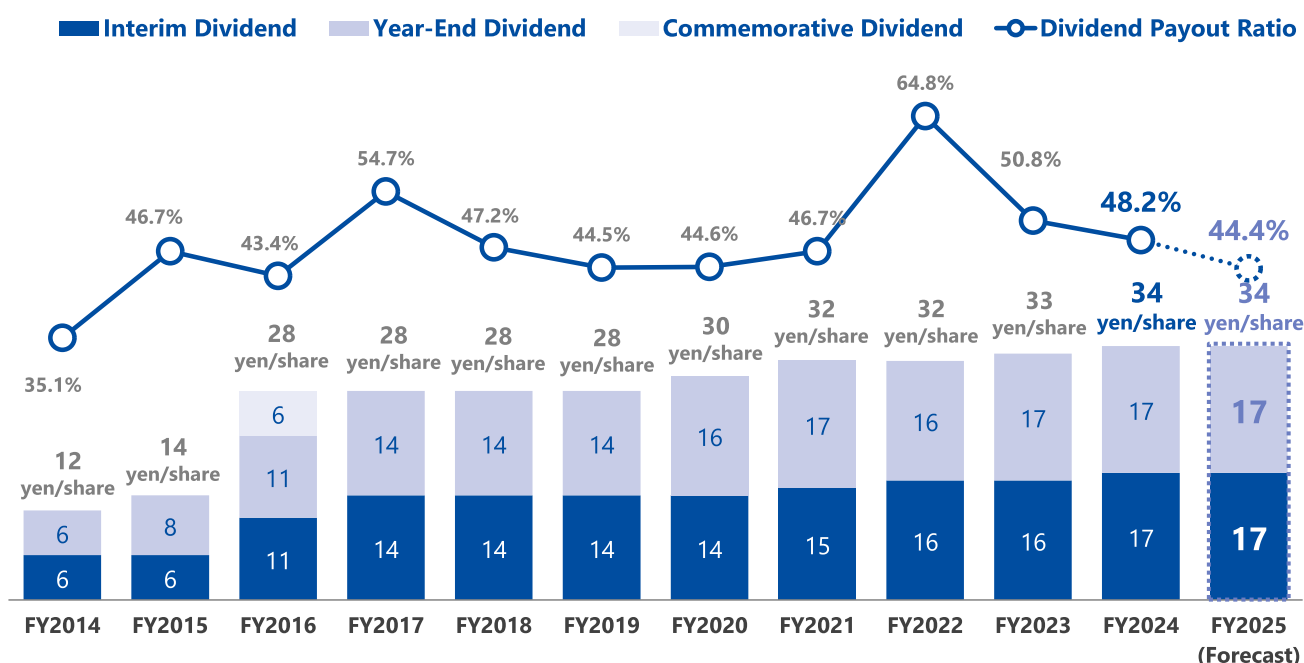
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Profit attributable to owners of parent	10,000	9,216	+783	+8.5%
EPS (yen)	76.55	70.55	+6.00	+8.5%
Customer count at end of fiscal year	3,462,000	3,423,000	+39,000	+1.1%

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Dividend Forecast

- The annual dividend per share is planned to be 34 yen, maintaining the same level as the previous period.
- The dividend payout ratio continues to be maintained at a high level.



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Appendix

- (1) Consolidated results
- (2) Sales by segment
- (3) Operating profit by segment
- (4) Consolidated financial indicators
- (5) Consolidated cash flows
- (6) Group customer count

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(1) Consolidated results

(Millions of yen)

	FY03/21 Results	FY03/22 Results	FY03/23 Results	FY03/24 Results	FY03/25 Results
Net sales	196,726	210,691	230,190	231,513	243,482
Operating profit	15,226	15,794	14,919	15,511	16,841
Ordinary profit	15,312	15,907	13,289	15,531	17,370
Profit attributable to owners of parent	8,815	8,969	6,465	8,481	9,216
EPS (yen)	67.32	68.49	49.41	64.94	70.55

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(2) Sales by segment

(Millions of yen)

	FY03/21 Results	FY03/22 Results	FY03/23 Results	FY03/24 Results	FY03/25 Results
Energy	77,380	86,770	102,528	100,974	105,871
Information and Communications	50,735	51,398	53,945	56,669	59,049
For individuals				24,226	23,425
For corporations				32,442	35,623
CATV	33,745	32,572	34,500	35,761	36,488
Construction, Equipment and Real Estate	23,177	27,780	26,809	25,038	26,863
Aqua	7,622	7,629	7,529	7,743	9,764
Others	4,065	4,540	4,876	5,325	5,444
Total	196,726	210,691	230,190	231,513	243,482

※For information and communications, starting from 2023, figures for individuals and corporations are also displayed.

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(3) Operating profit by segment

(Millions of yen)

	FY03/21 Results	FY03/22 Results	FY03/23 Results	FY03/24 Results	FY03/25 Results
Energy	8,988	8,933	7,384	8,399	10,228
Information and Communications	4,344	4,721	5,270	5,645	4,961
For individuals				778	765
For corporations				4,867	4,196
CATV	5,205	5,852	6,184	6,200	6,219
Construction, Equipment and Real Estate	2,065	2,480	2,043	1,900	2,199
Aqua	573	325	533	647	834
Others and Adjustments	-5,949	-6,518	-6,497	-7,283	-7,600
Total	15,226	15,794	14,919	15,511	16,841

※The figures are based on a pre-allocation of indirect costs.

※For information and communications, starting from 2023, figures for individuals and corporations are also displayed.

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(4) Consolidated financial indicators

(Millions of yen)

	FY03/21 Results	FY03/22 Results	FY03/23 Results	FY03/24 Results	FY03/25 Results
Total assets	178,974	184,473	193,339	205,301	211,114
Total liabilities	102,917	105,527	111,034	114,000	115,259
Total net assets	76,056	78,946	82,304	91,300	95,855
Balance of interest-bearing debt	42,128	44,148	46,608	46,295	46,121
Equity ratio	41.6 %	41.9 %	41.5 %	43.4 %	44.3 %

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(5) Consolidated cash flows

(Millions of yen)

	FY03/21 Results	FY03/22 Results	FY03/23 Results	FY03/24 Results	FY03/25 Results
Cash flows from operating activities	32,223	20,808	21,193	30,066	25,769
Cash flows from investing activities	-17,068	-14,592	-14,152	-18,831	-15,385
Free cash flow	15,155	6,216	7,040	11,234	10,383
Cash flows from financing activities	-14,064	-6,905	-7,459	-9,669	-10,534

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(6) Group customer count

(Thousand)

		FY03/21 Results	FY03/22 Results	FY03/23 Results	FY03/24 Results	FY03/25 Results
Energy		744	785	821	853	880
Information and Communications	Conventional ISP etc.	395	415	407	393	380
	Hikari Collaboration	337	346	363	373	387
	LIBMO	53	55	71	80	79
	Subtotal	785	816	841	846	845
CATV		1,198	1,231	1,287	1,313	1,335
Aqua		162	165	165	167	191
Mobile		206	191	179	170	162
Security		16	16	16	16	15
Total		3,099	3,194	3,299	3,358	3,423

※Rounded to the nearest thousand. Communication services overlap between information and communications and CATV, and so their numbers are excluded from the total figures.

※Information and communications (conventional ISP, etc.) includes ISP additional service (PC visit support service) contracts from 2020, and contracts for the same (PC remote support service) from 2021.

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The performance forecasts and forward-looking statements in these materials are based on information currently available to the company, and include potential risks and uncertainties. Please be aware that due to changes in a variety of factors, actual results may differ materially from the projections and other forward-looking statements in these materials.

The amounts are truncated below one million yen, and all other amounts are rounded to the nearest value.

Please contact us with any questions regarding these materials.

Public / Investor Relations Department

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More smiles for a better life