April 7, 2025

Consolidated Financial Results for the Three Months Ended February 28, 2025

(Japanese Accounting Standards)

Name of listed company: **NEXTAGE Co., Ltd.**
Stock Exchange Listings: Tokyo, Nagoya
Stock code: 3186
URL: https://www.nextage.jp/
Representative: Seiji Hirota, Representative Director, Chairman and President
Contact person: Masashi Nomura, Director and Executive Officer
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Scheduled date to commence dividend payments: —
Supplementary explanatory materials prepared: Yes
Explanatory meeting: No

(Millions of yen with fractional amounts discarded, unless otherwise noted.)

1. Consolidated Financial Results for the Three Months Ended February 28, 2025 (From December 1, 2024 to February 28, 2025)

(1) Consolidated Operating Results

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
Three months ended	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
February 28, 2025	144,867	21.3	2,131	(3.8)	1,935	(8.5)	1,125	(22.8)
February 29, 2024	119,457	1.3	2,215	25.2	2,114	21.4	1,458	17.5

Note: Comprehensive income
For the three months ended February 28, 2025: ¥1,123 million, [(23.7)%]
For the three months ended February 29, 2024: ¥1,472 million, [17.2%]

	Basic earnings per share	Diluted earnings per share
Three months ended	Yen	Yen
February 28, 2025	13.98	—
February 29, 2024	18.23	—

Note: Diluted earnings per share is not stated because dilutive shares do not exist.

(2) Consolidated Financial Position

	Total assets	Net assets	Equity ratio
As of	Millions of yen	Millions of yen	%
February 28, 2025	229,689	71,331	31.1
November 30, 2024	222,266	72,727	32.7

Reference: NEXTAGE shareholders' equity
As of February 28, 2025: ¥71,331 million
As of November 30, 2024: ¥72,727 million

2. Cash Dividends

	Annual dividends per share				
	First quarter	Second quarter	Third quarter	Fiscal year-end	Annual
	Yen	Yen	Yen	Yen	Yen
Fiscal year ended November 30, 2024	—	0.00	—	33.00	33.00
Fiscal year ending November 30, 2025	—				
Fiscal year ending November 30, 2025 (forecasts)		0.00	—	34.00	34.00

Note: Revision to the latest forecast of dividends: None

3. Consolidated Financial Forecasts for the Fiscal Year Ending November 30, 2025 (From December 1, 2024 to November 30, 2025)

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Six months ending May 31, 2025	274,000	3.4	5,000	(35.6)	4,500	(40.0)	3,000	(44.5)	37.32
Fiscal year ending November 30, 2025	580,000	4.9	15,000	15.9	14,200	16.9	9,500	18.7	118.17

Note: Revision to the latest forecast of financial results: None

Notes:

(1) Significant changes in the scope of consolidation during the period: Yes
New: ONE Motoren Co., Ltd.
Excluded: None

(2) Adoption of accounting method specific to preparation of quarterly consolidated financial statements: None

(3) Changes in accounting policies, changes in accounting estimates, and restatement of revisions
a. Changes in accounting policies due to revisions to accounting standards and other guidelines: None
b. Changes in accounting policies due to reasons other than a. above: None
c. Changes in accounting estimates: None
d. Restatement of revisions: None

(4) Number of common shares issued
a. Total number of issued shares at the end of the period (including treasury stock)

As of February 28, 2025	80,809,800 shares
As of November 30, 2024	80,809,800 shares

b. Number of shares of treasury stock at the end of the period

As of February 28, 2025	272,741 shares
As of November 30, 2024	415,841 shares

c. Average number of shares

For the three months ended February 28, 2025	80,468,342 shares
For the three months ended February 29, 2024	79,959,425 shares

(Note) The Company introduced a trust-type employee stock ownership incentive plan (E-Ship) in October 2020.
The number of shares of treasury stock at the end of the period includes the following number of shares of the Company held by the NEXTAGE Employee Stock Ownership Trust Account, a dedicated account for E-Ship set up with a trust bank.

As of February 28, 2025	84,900 shares

In calculation of the average number of shares, the number of shares of treasury stock deducted from the number of common shares issued includes the following number of shares of the Company owned by the above-mentioned account.

For the three months ended February 28, 2025	154,325 shares

* Review of the Japanese-language originals of the attached consolidated quarterly financial statements by certified public accountants or an audit firm: Yes (voluntary)

* Proper use of financial forecasts, and other special matters

Financial forecasts and other statements about the future that are included in this material are based on information currently in the possession of the Company and certain conditions judged reasonable by the Company. Actual results may differ significantly due to various factors. For notes on the conditions for financial forecasts and the use of financial forecasts, please refer to “Explanation of Consolidated Financial Results Forecast and Other Forward-looking Information” on page 4 of the attached documentation.

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1. Qualitative Information on Quarterly Financial Results

(1) Explanation of Operating Results

During the three months ended February 28, 2025, the Japanese economy has been gradually recovering thanks to the effects of various government policies such as improvement in the employment and income environment. However, it is necessary to mind commodity prices rise, policy trends like commerce policies in the United States, the Middle East situation, fluctuations in financial and capital markets, and other factors.

Besides above, in the Japanese used car sales industry, domestic used car registrations from December 2024 through February 2025 were 1,388,670 vehicles (down 2.5% year on year). By vehicle type, used car registrations were 729,225 vehicles (down 2.6% year on year) for ordinary passenger cars and 659,445 vehicles (down 2.5% year on year) for kei-cars for the same period. (Source: statistical data from the Japan Automobile Dealers Association and Japan Light Motor Vehicle and Motorcycle Association.)

NEXTAGE Group has its management philosophy “The Car Dealer Loved by Everyone,” to enhance our corporate value by enhanced business management with the perspective of our stakeholders.

In dealership openings in terms of the first quarter of the fiscal year ended February 28, 2025, the Group opened Yomitan store in December 2024 as a general store. 1 vehicle purchasing specialist store was opened with opening of a new large store. Kamata store and Showabashi store were opened as a vehicle purchasing store in a standalone format.

As a result, for the three months ended February 28, 2025, the Group posted net sales of ¥144,867 million (up 21.3% year on year), operating profit of ¥2,131 million (down 3.8% year on year), ordinary profit of ¥1,935 million (down 8.5% year on year), and profit attributable to owners of parent of ¥1,125 million (down 22.8 year on year).

Used car dealership business

In the used car dealership business, the store count as of February 28, 2025, was 186 dealership bases (comprising 293 storefronts). New store openings consisted of 1 dealership base (1 storefront) in the Kanto-Koshinetsu region, 1 dealership base (1 storefront) in the Tokai-Hokuriku region, and 1 dealership base (1 storefront) in the Kyushu-Okinawa region. In addition, the Group opened 1 vehicle purchasing specialist store as storefront additions to a new store. On the other hand, 2 storefronts in the Hokkaido-Tohoku region changed their store types.

New car dealership business

In the new car dealership business, the store count as of February 28, 2025 was 49 dealership bases (comprising 52 storefronts). 2 dealership bases (2 storefronts) have joined our group by making business transfers in the Kanto-Koshinetsu region. On the other hand, 1 dealership base (1 storefront) has left our group by making business transfers in the Kansai region.

As a result, the store count as of February 28, 2025 was 235 dealership bases (comprising 345 storefronts).

Regional breakdowns of net sales were as follows.

Region	Three months ended February 29, 2024 (From December 1, 2023 to February 29, 2024)			Three months ended February 28, 2025 (From December 1, 2024 to February 28, 2025)			Change YoY		
	Sales amount (Millions of yen)	Bases at first quarter-end	Sales volume (Vehicles)	Sales amount (Millions of yen)	Bases at first quarter-end	Sales volume (Vehicles)	Sales amount (%)	Bases at first quarter-end	Sales volume (%)
Hokkaido-Tohoku	15,410	31 (50)	12,944	16,999	32 (50)	14,524	110.3	1 (-)	112.2
Kanto-Koshinetsu	33,518	58 (87)	24,038	39,892	65 (94)	25,936	119.0	7 (7)	107.9
Tokai-Hokuriku	33,283	66 (89)	22,807	44,357	71 (97)	26,458	133.3	5 (8)	116.0
Kansai	16,073	29 (40)	11,909	17,939	29 (41)	12,506	111.6	- (1)	105.0
Chugoku-Shikoku	8,091	14 (23)	8,211	9,167	15 (24)	9,197	113.3	1 (1)	112.0
Kyushu-Okinawa	13,079	21 (34)	11,623	16,510	23 (39)	13,843	126.2	2 (5)	119.1
Total	119,457	219 (323)	91,532	144,867	235 (345)	102,464	121.3	16 (22)	111.9

Notes: 1. The regions were composed of the following prefectures in which the Group has bases.

Hokkaido-Tohoku: Hokkaido, Aomori Prefecture, Akita Prefecture, Iwate Prefecture, Miyagi Prefecture, Yamagata Prefecture, Fukushima Prefecture

Kanto-Koshinetsu: Ibaraki Prefecture, Tochigi Prefecture, Gunma Prefecture, Saitama Prefecture, Chiba Prefecture, Metropolitan Tokyo, Kanagawa Prefecture, Yamanashi Prefecture, Nagano Prefecture, Niigata Prefecture

Tokai-Hokuriku: Gifu Prefecture, Aichi Prefecture, Mie Prefecture, Shizuoka Prefecture, Toyama Prefecture, Ishikawa Prefecture, Fukui Prefecture

Kansai: Shiga Prefecture, Kyoto Prefecture, Osaka Prefecture, Hyogo Prefecture, Nara Prefecture, Wakayama Prefecture

Chugoku-Shikoku: Okayama Prefecture, Hiroshima Prefecture, Tottori Prefecture, Shimane Prefecture, Yamaguchi Prefecture, Ehime Prefecture, Kagawa Prefecture, Kochi Prefecture

Kyushu-Okinawa: Fukuoka Prefecture, Saga Prefecture, Nagasaki Prefecture, Kumamoto Prefecture, Oita Prefecture, Miyazaki Prefecture, Kagoshima Prefecture, Okinawa Prefecture

2. Figures in parentheses under bases at first quarter-end represent the number of storefronts. The number of dealership bases varies from the number of storefronts because a dealership base may have multiple storefronts by department.

(2) Explanation of Financial Position

Total assets as of February 28, 2025, were ¥229,689 million, an increase of ¥7,422 million from the previous fiscal year-end.

Total current assets increased by ¥7,585 million from the previous fiscal year-end to ¥140,043 million. The main contributing factor was an increase of ¥7,975 million in merchandise.

Total non-current assets decreased by ¥162 million from the previous fiscal year-end to ¥89,646 million.

Total current liabilities increased by ¥4,874 million from the previous fiscal year-end to ¥71,872 million. The main contributing factors were increases of ¥988 million in accounts payable – trade and ¥1,730 million in short-term borrowings.

Total non-current liabilities increased by ¥3,944 million from the previous fiscal year-end to ¥86,484 million. The main contributing factor was an increase of ¥4,900 million in long-term borrowings.

Total net assets decreased by ¥1,396 million from the previous fiscal year-end to ¥71,331 million.

(3) Explanation of Consolidated Financial Results Forecast and Other Forward-looking Information

No changes have been made to the consolidated financial forecast for the fiscal year ending November 30, 2025, announced in “Consolidated Financial Results for the Fiscal Year Ended November 30, 2024” on January 6, 2025.

2. Matters concerning the Summary Information (Notes)

(1) Changes in Significant Subsidiaries during the Consolidated Quarter

ONE Motoren Co., Ltd. is included in the scope of consolidation as it was newly established in the first quarter under review.

(2) Adoption of Specific Accounting Methods for the Preparation of Quarterly Consolidated Financial Statements

None

(3) Changes in Accounting Policies, Accounting Estimates and Restatement of Revisions

None

3. Quarterly Consolidated Financial Statements and Primary Notes

(1) Quarterly Consolidated Balance Sheets

(Millions of yen)

	Fiscal 2024 (As of November 30, 2024)	First three months of fiscal 2025 (As of February 28, 2025)
Assets		
Current assets		
Cash and deposits	35,711	33,928
Accounts receivable – trade	11,630	15,532
Merchandise	75,852	83,828
Work in process	812	809
Supplies	1,278	1,301
Other	7,201	4,672
Allowance for doubtful accounts	(30)	(30)
Total current assets	132,457	140,043
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	51,302	51,381
Other, net	20,300	20,303
Total property, plant and equipment	71,602	71,684
Intangible assets		
Goodwill	2,519	2,459
Other	2,014	2,217
Total intangible assets	4,533	4,677
Investments and other assets	13,672	13,284
Total non-current assets	89,809	89,646
Total assets	222,266	229,689
Liabilities		
Current liabilities		
Accounts payable – trade	12,435	13,423
Short-term borrowings	19,701	21,431
Current portion of long-term borrowings	15,282	16,721
Lease obligations	85	79
Income taxes payable	1,866	459
Other	17,627	19,757
Total current liabilities	66,998	71,872
Non-current liabilities		
Bonds	5,000	5,000
Long-term borrowings	69,676	74,577
Lease obligations	177	142
Asset retirement obligations	3,132	3,160
Deferred tax liabilities	628	528
Other	3,925	3,076
Total non-current liabilities	82,540	86,484
Total liabilities	149,538	158,357

(Millions of yen)

	Fiscal 2024 (As of November 30, 2024)	First three months of fiscal 2025 (As of February 28, 2025)
Net assets		
Shareholders' equity		
Share capital	8,133	8,133
Capital surplus	13,592	13,592
Retained earnings	51,595	49,993
Treasury shares	(461)	(253)
Total shareholders' equity	72,860	71,465
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	15	5
Remeasurements of defined benefit plans	(147)	(139)
Total accumulated other comprehensive income	(132)	(133)
Total net assets	72,727	71,331
Total liabilities and net assets	222,266	229,689

(2) Quarterly Consolidated Statements of Income and Quarterly Consolidated Statements of Comprehensive Income

Quarterly Consolidated Statements of Income

First Three Months

(Millions of yen)

	First three months of fiscal 2024 (From December 1, 2023 to February 29, 2024)	First three months of fiscal 2025 (From December 1, 2024 to February 28, 2025)
Net sales	119,457	144,867
Cost of sales	98,256	120,185
Gross profit	21,201	24,682
Selling, general and administrative expenses	18,986	22,551
Operating profit	2,215	2,131
Non-operating income		
Interest income	0	15
Insurance claim income	2	15
Gain on sales of scraps	14	21
Other	68	73
Total non-operating income	85	124
Non-operating expenses		
Interest expenses	70	238
Commission expenses	85	7
Other	29	75
Total non-operating expenses	186	321
Ordinary profit	2,114	1,935
Profit before income taxes	2,114	1,935
Income taxes – current	367	197
Income taxes – deferred	289	612
Total income taxes	656	809
Profit	1,458	1,125
Profit attributable to owners of parent	1,458	1,125

Quarterly Consolidated Statements of Comprehensive Income

First Three Months

(Millions of yen)

	First three months of fiscal 2024 (From December 1, 2023 to February 29, 2024)	First three months of fiscal 2025 (From December 1, 2024 to February 28, 2025)
Profit	1,458	1,125
Other comprehensive income		
Valuation difference on available-for-sale securities	4	(9)
Remeasurements of defined benefit plans, net of tax	10	8
Total other comprehensive income	14	(1)
Comprehensive income	1,472	1,123
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	1,472	1,123
Comprehensive income attributable to non-controlling interests	－	－

(3) Notes to the Quarterly Consolidated Financial Statements

(Uncertainties of entity's ability to continue as going concern)

None

(Notes in case of a significant change in shareholders' equity)

None

(Segment information, etc.)

Segment information is omitted as the Group has only a single segment, which is engaged in automobile sales and associated services.

(Notes to the Quarterly Consolidated Statements of Cash Flows)

The quarterly consolidated Statements of Cash Flows for the three months ended February 28, 2025, has not been prepared. Depreciation and Amortization (including the one in intangible assets except goodwill) and amortization of goodwill for the three months ended February 28, 2025, are as below.

(Millions of yen)

	First three months of fiscal 2024 (From December 1, 2023 to February 29, 2024)	First three months of fiscal 2025 (From December 1, 2024 to February 28, 2025)
Depreciation and Amortization	1,243	1,682
Amortization of goodwill	—	56

(Significant events after reporting period)

None