VT Holdings (7593, Corporate)

New models, low hurdles

24th June 2025 Share price: ¥468 Market cap: ¥57.4bn

We expect new Nissan model releases, allied to low hurdles & buoyant underlying demand, to drive record high FY 3/26 earnings.

Company sector

Specialty Retail (GICS Industry)

Stock data

Price (¥)	468
Mkt cap (¥bn)/(\$m)	57.4 / 395.6
52-week range (¥)	432 – 533
Shares O/S (m)	122.6
Average daily value (\$m)	0.9
Free float (%)	75.2
Foreign shareholding (%)	14.5
Ticker	7593
Exchange	Tokyo Prime
Net Debt/Equity (x)	69.9



Source: Bloomberg

BUSINESS OVERVIEW

VT Holdings sells automobiles, replacement parts, & used cars, provides vehicle maintenance & repair services & arranges automobile financing & insurance. It also has a housing & condominium construction business.

Next event

1Q 3/2026 results in August 2025 Storm Corporate: +44 (0) 121 815 9426 info@stormresearch.co.uk Storm Corporate profile page

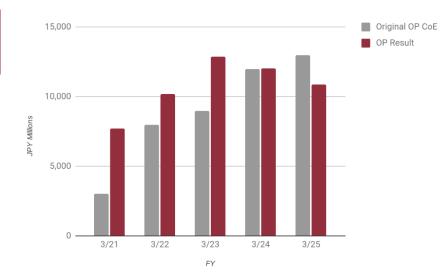
VT Holdings is a research client of Storm Research

- In FY 3/25, VT Holdings achieved record high sales, as new overseas & used car growth, as well as Maintenance & Rent-A-Car segment strength, offset domestic new car weakness as Nissan-affiliated dealerships struggled with the lull between new model launches.
- The FY began with long new car delivery lead times, a lingering effect of pandemic-related parts shortages, which continued into the 1H 3/25. VT Holdings gradually worked to reduce delivery lead times & clear its accumulated order backlog &, as of FY 3/25 results, conditions had significantly improved.
- In the Housing-Related division, whilst sales were in line with plan, price hikes fell short of fully offsetting higher labour & construction costs. In FY 3/26, the company plans to further raise prices & forecasts a gradual profit recovery.
- Whilst FY 3/25 OP declined YoY due to ~¥1.6bn in one-time losses, we regard a FY 3/26 recurrence as highly unlikely. Against low FY 3/25 hurdles, & with the anticipated resumption of Nissan model changes from the 2H, we expect VT Holdings to achieve both record sales & record OP in FY 3/26.
- In addition to the 100% acquisition of listed subsidiary TRUST, VT Holdings has announced the purchase of Hokkaido-based BMW/Mini dealer Motoren Sapporo. Whilst relatively small in scale, we are encouraged by the continuation of the company's M&A growth strategy & expect Motoren Sapporo in particular to boost its BMW market presence in the Hokkaido region. Medium-term, we anticipate VT Holdings pursuing more substantial acquisitions to support its ¥20bn FY 3/28 OP target.
- Supported by steady used car sales, improving domestic conditions, & ongoing strategic M&A, we believe VT Holdings is well positioned for sustained earnings expansion. On 11x the FY 3/26 company estimates & 0.8x P/B, we note the growing disparity between low valuations versus record earnings & attractive longer-term growth prospects. We therefore recommend investors arrange time with senior management to discuss the business in detail: <u>here</u>.

Year end	3/2023	3/2024	3/2025	3/2026E
Sales (¥bn)	266.3	311.6	351.6	370.0
OP (¥bn)	12.9	12.0	10.9	13.0
NP (¥bn)	7.2	6.7	5.3	7.0
EPS (¥)	61.9	56.9	43.8	57.8
DPS (¥)	23.5	24.0	24.0	24.0
Sales growth YoY (%)	11.9	17.0	12.8	5.2
OP growth YoY (%)	26.1	-6.6	-9.6	19.7
NP growth YoY (%)	-38.5	-6.7	-20.8	32.0
EPS growth YoY (%)	-38.7	-8.1	-22.9	32.0
PER (x)	8.2	9.4	11.4	10.7
EV/EBITDA (x)	6.0	5.4	4.9	4.8
PBR (x)	0.9	0.9	0.9	0.8
ROE (%)	12.4	9.8	7.4	n/a
ROIC (%)	6.3	4.9	3.9	n/a
FCF yield (%)	n/a	n/a	20.3	n/a
Dividend yield (%) Source: Company & Bloomberg	4.6	4.9	4.8	5.1



RESULTS VS FORECAST HISTORY



EARNINGS

- FY 3/25:

- Sales: FY 3/25 sales finished above plan, reaching a new record high.

FY 3/25 domestic new car sales volumes declined -3.6%YoY to 26,772, partly due to model certification issues halting production at certain automobile manufacturers early in the FY, but primarily due to a lack of new Nissan model launches.

The domestic new car decline was offset by +17.1%YoY overseas new car sales volume growth to 24,093 units. Total new car sales volumes therefore increased +5.2%YoY to 50,865, & total new car sales +11.8%YoY to ¥174.9bn.

Used car performance was also strong with volumes increasing +6.3%YoY to 47,289 units, & sales +18.8%YoY to ¥77.5bn.

Both the Maintenance business & the Rent-a-Car business similarly recorded robust sales growth YoY.

- OP: FY 3/25 OP finished below plan & broadly flat YoY largely due to ~¥1.6bn in one-time losses, including:

- ~-¥500m provision for doubtful accounts, as a contractor of used car export subsidiary TRUST (3347) declared bankruptcy, which forced a write-down of related receivables.
- ~-¥500m impairment loss on fixed assets, primarily related to BMW dealerships.
- ~¥300m goodwill impairment on businesses that finished the FY below plan, based on regular IFRS-mandated testing, primarily the BMW dealerships mentioned above &, to a lesser extent, Nissan dealerships & the Housing Related division.
- ~¥300 million additional provision as reserves for VT Holdings' executive retirement benefit structure proved insufficient following the system's FY 3/25 abolishment.

In addition, Housing Related division construction material & labour costs were above forecast, whilst slightly lower-than-expected Auto Sales Related unit prices resulted in weaker per-unit profit than anticipated, & a -¥200m-300m negative impact on OP versus plan.

- FY 3/26: VT Holdings forecasts 1H 3/26 OP declining -11.5%YoY to ¥5.7bn, as it expects Nissan new car sales weakness to persist due to an ongoing lack of new model launches. As goodwill



for the BMW dealerships – previously considered a potential near-term concern – was reduced to ¥0 at FY 3/25 results, we do not anticipate further impairments.

In the 2H, it expects new Nissan model launches to resume which, combined with low YoY hurdles from the 4Q 3/25 impairment losses, **is likely to drive a 2H OP growth recovery YoY.**

In FY 3/26, we note VT Holdings has budgeted for small-scale store renewal but does not plan any significant capex or investments.

Therefore, it forecasts achieving both record sales & OP.

- *Medium-term*: In FY 3/28, VT Holdings targets ¥20bn OP. It believes reaching this level solely through organic growth is likely to be challenging & is **seeking acquisitions with significant earnings contribution potential**.

Absent low margin or unprofitable acquired businesses & extraordinary factors, we note both the Auto Sales Related & Housing Related divisions typically have OPMs of ~5% & believe improving the OPMs of acquired companies is likely to be a key driver in achieving the OP target.

(JPY	3/24		1Q 3/25		1H 3/25		1-3Q 3/25		3/25	l.
millions)	Results	YoY	Results	YoY	Results	YoY	Results	YoY	Results	YoY
- New cars	156,408	21.9%	42,634	27.0%	85,572	17.4%	129,299	14.9%	174,890	11.8%
- Used Cars	65,272	6.9%	18,965	30.8%	37,712	23.5%	56,704	23.4%	77,512	18.8%
- Maintenance	47,563	11.4%	12,717	14.5%	25,596	11.5%	38,851	11.6%	52,381	10.1%
- Rent-a-Car	15,176	23.3%	4,209	25.2%	9,230	26.4%	13,905	26.1%	19,045	25.5%
Total Auto										
Sales	284,418	16.4%	78,526	25.6%	158,110	18.3%	238,758	16.8%	323,829	13.9%
- New cars	14,622	22.8%	3,460	7.4%	6,983	0.2%	10,556	-1.3%	14,331	-2.0%
- Used Cars	9,250	-5.0%	2,879	36.6%	5,785	31.5%	8,537	29.3%	11,150	20.6%
- Maintenance	16,107	13.1%	4,296	18.6%	8,762	12.2%	13,020	12.3%	17,540	8.9%
- Rent-a-Car	5,093	19.9%	1,326	21.7%	3,183	29.5%	4,508	23.0%	6,205	21.8%
Total Auto										
GP	45,072	12.3%	11,962	19.1%	24,713	14.2%	36,620	12.5%	49,226	9.2%
GPM	15.8%	-0.6%	15.2%	-0.8%	15.6%	-0.6%	15.3%	-0.6%	15.2%	-0.6%
OP	8,858	2.7%	2,764	34.7%	5,693	23.1%	7,987	8.5%	8,725	-1.5%
ОРМ	3.1%	-0.4%	3.5%	0.2%	3.6%	0.1%	3.3%	-0.3%	2.7%	-0.4%

- New Cars:

- Order-sales lead time & order backlog: Beginning in the COVID-19 pandemic, parts shortages delayed global auto production, leading to longer delivery lead times & a substantial order backlog for VT Holdings. This trend continued into the 1H 3/25, with customers placing orders earlier than usual in anticipation of long delivery lead times.

Delivery lead times peaked in the 1Q 3/25, reaching up to 1 year on popular models. As a result, the backlog climbed to ~8,200 total units at 1H results versus ~7,300 at the end of FY 3/24.

From the 2Q, VT Holdings actively worked to reduce delivery lead times & **began shifting a significant portion of the backlog from the 3Q.**



As of FY 3/25 results, whilst delivery conditions have not fully normalised to pre-COVID levels, they have improved considerably. Lead times vary by model, but certain cars held in inventory are available for near-immediate delivery, whilst others may take a few months. At FY 3/25 results, the auto order backlog had decreased to ~7,000 units, including both domestic & overseas orders.

- Nissan FY 3/26 outlook: Following a lack of new Nissan model launches in FY 3/25, VT Holdings expects new releases to resume in the 2H 3/26. Based on communications from Nissan, it anticipates model changes in the EV & mini car segments. The new mini car is likely to be a mass-market model & VT Holdings expects it to generate strong demand.

It does not believe Nissan's high-profile financial issues pose a risk to domestic model launches, noting its main unprofitable areas are the Chinese & US markets, whilst domestic operations remain reasonably profitable. Although auto manufacturers often avoid announcing model changes too far in advance, to avoid dampening sales of existing models, **VT Holdings is aware of a considerable number of new models for the Japan market in the pipeline for release in the next 3-4 years**.

- Honda FY 3/26 outlook: VT Holdings does not expect Honda to update its mass-market models within FY 3/26 but anticipates multiple new mid-range model launches. Honda has a track record of consistently releasing a number of new models each year &, in FY 3/26, VT Holdings forecasts stable & gradual Honda new car sales growth.

- Pricing: VT Holdings' average car sales price has been largely unchanged over FY 3/25. It typically fluctuates with the total model mix after new releases: if a new high value car is released, related sales volumes surge & the average price rises. Lower value model releases similarly weigh on the overall average price but typically generate greater sales volumes. **We therefore expect any new models released in FY 3/26 to boost earnings growth.**

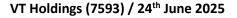
- Used cars: VT Holdings sources much of its used car inventory from trade-ins tied to new car sales. In FY 3/25, the company benefited from increased supply in the new car market, resulting in a corresponding improvement in the supply & quality of used car inventory. In FY 3/26, we expect steady used car sales growth to continue.

- Overseas: Rapid FY 3/25 overseas car sales growth was driven primarily by the Spanish M-AUTO Group business, benefiting from dealership expansion via M&A. In FY 3/26, VT Holdings is assuming ~+1%YoY overseas new car volume growth, with broadly flat prices & relatively low GP per vehicle.

In FY 3/26, VT Holdings anticipates the yen strengthening YoY versus the GBP & EUR but, as it both imports & exports vehicles, expects the net FX impact on earnings to be limited.

- *Maintenance:* FY 3/25 Maintenance sales were broadly in line with plan, supported by higher auto volumes, which led to more vehicle inspections, tests, & repairs. **We note Maintenance is a comparatively stable area as regular vehicle inspections are domestically mandated**, & significant earnings volatility is unusual. In the medium-long term, we expect Maintenance sales to continue to increase in tandem with car sales.

- *Rent-a-Car:* FY 3/25 Rent-a-Car sales were above plan. Growth was driven by the company's efforts to expand store locations & post-COVID recovery in domestic tourism-related car rental demand, as well as a greater number of insurance courtesy cars loaned, as increased driving activity results in more accidents. **In FY 3/26, VT Holdings expects strong demand to continue**.





	(JPY	3/24		1Q 3/25		1H 3/25		1-3Q 3/25		3/25	
HOUSING-RELATED	millions)	Results	YoY	Results	ΥοΥ	Results	YoY	Results	YoY	Results	ΥοΥ
	Sales	26,993	23.5%	6,240	12.8%	11,977	6.4%	18,750	6.0%	27,611	2.3%
	OP	1,954	-42.5%	403	13.8%	746	6.6%	863	-22.6%	1,643	-15.9%
	ОРМ	7.2%	-8.3%	6.5%	0.1%	6.2%	0.0%	4.6%	-1.7%	6.0%	-1.3%

FY 3/25 Housing-Related sales were broadly in line with plan. Construction labour costs, primarily outsourcing to general contractors, were greater than forecast. Construction material costs were also above expectations.

In FY 3/24, VT Holdings raised prices in anticipation of impending cost increases, but did not begin to record a negative impact on OP until FY 3/25 (the FY 3/24 YoY OP decline was due to high hurdles from ¥1.8bn in negative goodwill recorded in FY 3/23 from an acquisition). The magnitude of cost increases exceeded the buffer created by the price hikes.

In FY 3/26, VT Holdings expects to implement modest price increases & achieve gradual OP growth recovery.

M&A

- TRUST 100% acquisition: On 14th May 2025, the day before FY 3/25 results, VT Holdings announced plans to launch a tender offer for the remaining shares in subsidiary TRUST, thereby raising its stake from 72.2% to 100%. The scheduled purchase period is 15th May - 11th Jul 2025.

In 2021, TRUST's low tradeable share ratio & market capitalisation due to VT Holdings' majority ownership, placed it at risk of non-compliance with listing maintenance criteria ahead of the TSE's Apr 2022 market classification changes & VT Holdings' move to the Standard Market. VT Holdings sold part of its stake &, by Nov 2022, TRUST once again met listing criteria.

At the end of Mar 2024, TRUST's tradable share ratio again fell below the TSE mandated level for listing. Out of respect for TRUST's independent operations & listed status, VT Holdings considered selling shares again but decided to proceed with a full acquisition & delisting considering the recent trends of TSE and other listed companies regarding parent-subsidiary listings.

This move is likely to not only eliminate the issue of TRUST's precarious listed status but also enable VT Holdings to fully commit to growing the business. We also expect a positive impact on VT Holdings' NP from the reduction in profits paid to minority interests.

- *Motoren Sapporo acquisition:* On 26th Mar 2025, VT Holdings announced the 100% acquisition of Motoren Sapporo, a BMW & Mini dealership operator in the Hokkaido region, for ¥1.2bn. We note VT Holdings has a small BMW dealership presence in Hakodate, Hokkaido, but we believe the Motoren Sapporo deal is set to expand its coverage of the region.

In FY 12/23, Motoren Sapporo generated ¥7.3bn +9.7%YoY sales & a -¥62m operating loss (the latest FY results available). We anticipate a similar sales contribution to FY 3/26 consolidated results. VT Holdings is conservatively assuming a small operating loss but aims to bring the business into the black as soon as possible by leveraging its car dealership operational knowhow.



PREVIOUS REPORTS

- 3rd April 2025: <u>'A strong position'</u>
- 21st January 2025: <u>'Cost of capital focus'</u>
- 30th September 2024: <u>'Substantial order backlog'</u>
- 26th June 2024: <u>'Initiating coverage: Car dealer M&A'</u>



COMPANY INFORMATION

Honda Verno Tokal Co., Ltd. founded at Marune, Kagiyamachi, Tokai, Aichi Prefecture with capital of 40 million yen. Apr 1983 Signed a basic agreement for a Verno dealership with Honda Motor Co., Ltd. & opened the Tokai store in Kagiyamachi, Tokai, Aichi Prefecture. Sep 1984 Listed on the Second Section of Nagoya Stock Exchange. Mar 1993 Acquired Ford Life Chubu. Corporation (now J-Net Rental & Lease Co., Ltd.) Mar 2000 Established Orix Rent-Acar Chubu Corporation (now J-Net Rental & Lease Co., Ltd.) Apr 2000 Extablished Orix Rent-Acar Chubu Corporation (now J-Net Rental & Lease Co., Ltd.) Apr 2000 Established Orix Rent-Acar Osaka Corporation (now J-Net Rental & Lease Co., Ltd.) Apr 2000 Extablished Orix Rent-Acar Osaka Corporation (now J-Net Rental & Lease Co., Ltd.) Acquired Fulloyo Honda Co., Ltd. (now Honda Cars Tokai Co., Ltd.) Extablished Orix Rent-Acar Osaka Corporation (now J-Net Rental & Lease Co., Ltd.) Mar 2000 Chukyo Honda Co., Ltd. (now Honda Cars Tokai Co., Ltd.) Acquired Tokar Co., Ltd. (now Honda Jihan Meinan Co., Ltd. & changed the company name to Honda Primo Tokai Co., Ltd. (now Nor Rent-Acar Stasi Corp. & changed the company name to Orix Rent-Acar Nehlan Corp. (now J-Net Rental & Lease Co., Ltd.) Mar 2003 Aciti Science Stasis Transferred to the newly established Honda Verno Tokai Co., Ltd. Apr 2003 Aciti Science Stasis Transferred to the newly established Honda Verno Tokai Co., Ltd.	Company Timeli	no
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	lun 2021	

Nov 2021	Honda Yonrin Hanbai Marujun Co., Ltd. (now Honda Cars Tokai Co., Ltd.) became a wholly owned subsidiary through a share purchase. Acquired Takagaki Gumi, Inc.
Apr 2022	Transferred listing from the First Section to the TSE Prime Market, & from the First Section to the Premier Market of the Nagoya Stock Exchange. Honda Cars Tokai Co., Ltd. merged with Honda Yonrin Hanbai Marujune Co., Ltd.
Jun 2022	Transferred CCR Motor Co., Ltd. To Griffin Mill Garages Ltd.
Sep 2022	Established Motoren Donan Co., Ltd.
Oct 2022	Acquired Kawasaki Housing Co., Ltd. & Houmainte Co., Ltd.
May 2023	The real estate leasing business split off & was taken over from Honda Cars Tokai Co., Ltd. through an absorption-type split. Established Caterham Evo Limited.
Jul 2023	Acquired Fuji Motoren Co., Ltd.
Apr 2025	Acquired Motoren Sapporo Co., Ltd.

Company Contact Details Sakae VT Building 4F, 3-10-32

Sakae VT Building 4F, 3-10-32 Nishiki, Naka-ku, Nagoya-shi Aichi-ken, 460-0003

Website: https://www.vt-holdings.co.jp/eng/index.html TEL: +81 052-203-9500

Major Shareholders	Stake (%)
S&I	13.93
The Master Trust Bank of Japan	10.88
Custody Bank of Japan	7.30
Mitsui Sumitomo Insurance	6.33
Sompo Japan	3.30
Aioi Nissay Dowa Insurance Company	3.05
Tokio Marine & Nichido Fire Insurance	3.05
Kazuho Takahashi	2.95
Junko Takahashi	2.68
Tomoji Takhashi	1.62
Source: Company	



MANAGEMENT

Kazuho Takahashi	President & Representative Director
Career History	
Mar 1983	Founded VT Holdings, Co. Ltd. & became President & Representative Director (current position)
Apr 2003	President and Representative Director, Honda Verno Tokai (now Honda Cars Tokai)
Apr 2006	President & Representative Director, LCI Co., Ltd. (current)
Jun 2015	President & Representative Director of Honda Cars Tokai Co., Ltd. (current)
May 2017	President & Representative Director, PCI Co., Ltd. (current)
•	President & Representative Director, Motoren Shizuoka Co., Ltd.
Aug 2019	President & Representative Director, Motoren Mikawa Co., Ltd
Masahide Ito	Senior Managing Director, Head of Business Strategy
Career History	
Oct 1996	Joined VT Holdings, Co. Ltd.
Apr 1997	Manager of General Affairs, VT Holdings, Co. Ltd.
Jun 1998	Director & Manager of General Affairs, VT Holdings, Co. Ltd.
Jun 1999	Managing Director in charge of affiliated companies & Manager of General Affairs, VT Holdings, Co. Ltd.
Apr 2003	Managing Director & Head of Business Strategy, VT Holdings, Co. Ltd.
Jul 2005	President & Representative Director, E-Esco Co., Ltd. (now Miraiz) (current)
Apr 2007	President & Representative Director, Trust Co., Ltd.
Jun 2008	Senior Managing Director & Head of Business Strategy, VT Holdings, Co. Ltd.
Jun 2011	President & Representative Director, Archish Gallery (current)
Aug 2013	President & Representative Director, SCI Co., Ltd.
Jun 2014	Senior Managing Director & Head of Business Strategy & Lead of Compliance Promotion, VT Holdings, Co. Ltd.
Dec 2014	Senior Managing Director & Head of Business Strategy, VT Holdings, Co. Ltd. (current)
Jun 2015	President & Representative Director, PCI Co., Ltd.
Jun 2016	Chairman & Representative Director, J-Net Rental & Lease Co., Ltd. (current)
Aug 2019	President & Representative Director, Koyo Auto, VT Holdings, Co. Ltd. (current)
Jan 2024	Appointed President & Representative Director of Fuji Motoren (current)
Ichiro Yamauchi	Executive Director & General Manager
Career History	
Jan 1999	Accounting Manager, VT Holdings, Co. Ltd.
Apr 2003	General Manager, VT Holdings, Co. Ltd.
Jun 2003	Director & General Manager, VT Holdings, Co. Ltd.
Jun 2006	President & Representative Director, J-Net Rental & Lease Co. Ltd.
Jun 2007	Director & General Manager, VT Holdings, Co. Ltd.
Jun 2008	Managing Director & Head General Manager, VT Holdings, Co. Ltd. (current <mark>)</mark>
Naoki Hori	Director
Career History	
Jul 1996	Joined, VT Holdings, Co. Ltd.
Oct 2000	General Manager of the Housing-related division, VT Holdings, Co. Ltd.
Apr 2003	General Manager of new businesses, VT Holdings, Co. Ltd.
Aug 2004	President & CEO, Honda Verno Tokai Co., Ltd. (now Honda Cars Tokai Co., Ltd.)
Jun 2006	Director & General Manager of Administration, VT Holdings, Co. Ltd.
Aug 2006	Executive Vice President, Honda Cars Tokai Co., Ltd.
Oct 2006	Director & Head of Compliance Promotion, VT Holdings, Co. Ltd.
Jun 2007	President & Representative Director, Yamashina (now Wise Holdings Co., Ltd.) (current)
Jun 2014	Director, VT Holdings, Co. Ltd. (current)
Other positions	President & Representative Director, Wise Holdings Co., Ltd.

Tsutomu Nakashima	Director
Career History	
Dec 1989	Joined Honda Verno Tokai (now Honda Cars Tokai)
Apr 2014	Joined, VT Holdings, Co. Ltd. President & Representative Director, Nissan Satio Nara Co., Ltd.
Jun 2015	President & Director, Honda Cars Tokai Co., Ltd. (current)
Jun 2021	Director at VT Holdings Co. Ltd. (current)
Other positions	President & Director, Honda Cars Tokai, Co. Ltd.

STORM CORPORATE

Kazushige Ito	Director
Career History	Director
Jul 2004	Joined, VT Holdings, Co. Ltd.
Dec 2007	Sales Manager at Trust Co., Ltd.
Apr 2008	General Manager at Trust Co., Ltd.
Jun 2008	Director at Trust Co., Ltd. (current)
Apr 2011	Appointed to Trust Absolut Auto (PTY) Ltd. / Sky Absolut Auto (PTY) Ltd. (South Africa)
Dec 2016	Appointed to Master Automocion, S.L. (Spain)
Dec 2018	Overseas Businesses Promotion Chief of Business Strategy Division (Spain), VT
Dec 2010	Holdings, Co. Ltd.
Nov 2020	Overseas Businesses Promotion Chief of Business Strategy Division & Deputy General
	Manager, VT Holdings, Co. Ltd.
Jul 2022	Overseas Businesses Promotion Chief of Business Strategy Division & General
	Manager, VT Holdings, Co. Ltd. (current)
Jun 2024	Director, VT Holdings, Co. Ltd. (current)
Takuya Yamazaki	Director
Career History	
Apr 1991	Joined Toyota Motor Co., Ltd.
Jan 2017	Appointed to Toyota Motor North America (US)
	Group Vice President, Sales, Corporate Strategy & Planning
Jan 2020	Appointed MS Control Chief, Toyota Motor Co., Ltd.
Sep 2021	Joined VT Holdings Co., Ltd. as Strategic Planning Chief of Business Strategy Division
	(current)
Jun 2024	Director, PCI Co., Ltd. (current)
	Director, SCI Inc. (current)
	Director, Mikawa Nissan Motor Co., Ltd. (current)
	Director & General Manager, Corporate Planning Dept., Corporate Strategy Division, VT
Jul 2024	Holdings Co., Ltd. (current) Head of Dealer Support Group, VT Holdings Co., Ltd.
Apr 2025	President & Representative Director, Motoren Mikawa Co., Ltd.
Api 2025	riesident & Representative Director, Motoren Mikawa Co., Etd.
Hisatake Yamada	External Director
Career History	
Apr 1992	Registered as an attorney with the Nagoya Bar Association (now the Aichi Bar
	Association)
	Joined Koyama Hitoshi Law Office
Apr 1996	Founded & served as representative of Shobu Law Office
Apr 2008	Professor, Shizuoka University Law School
Sep 2009	Auditor, Japan Third Sector Management Society (current)
Apr 2012	Vice Chairman, Aichi Bar Association
Oct 2013	Founded & served as representative of Shobu Law Offices (current)
Jun 2015	External Director, VT Holdings Co., Ltd. (current)
Sep 2017	Representative Director, Legal AI (current)
Jun 2020	External Director, Maruhachi Securities (current)
Jun 2022	Member, Practitioners' Committee of the Council for Promoting "Business Resilience
	Support Accompaniment", Small & Medium Enterprise Agency (current)
Other positions	Representative, Shobu Law Offices
Mile: Chinia	
Miki Shinjo	External Director
Career History Sep 1989	Audit Manager, Deloitte & Touche Accounting, Los Angeles office
•	
Jun 1997	Director of Marketing & Finance, Administrative Division, at Coca-Cola (Japan)
May 2003	Company, Ltd. Director & Head Administrative Manager, DHL Japan Co., Ltd.
•	
Sep 2010	Part-time Auditor, DHL Japan Co., Ltd. Executive Officer, General Manager of the Finance & Administration Division, Sanofi
	Executive Officer, General Manager of the Finance & Administration Division, Sanoti K.K.
Jan 2016	к.к. Vice President, Senior Executive Officer, Chief Financial Officer, Warner Bros. Japan LLC
Jun 2022	External Director, VT Holdings Co., Ltd. (current)
-	



Mari Fujitani	External Director
Career History	
Oct 1997	Joined Auditing Firm Ito Accounting Office (now PwC Japan LLC & KPMG AZSA LLC)
May 2001	Registered as a Certified Public Accountant
Sep 2002	Deregistered as a Certified Public Accountant
Jul 2007	Re-registered as a Certified Public Accountant
Sep 2007	Joined Toyo Audit Corporation, Nagoya Office
Aug 2013	Joined Ion Tax Corporation, Tajimi Office (current)
Jun 2024	Joined VT Holdings Co., Ltd. as External Director (current)



Income statement · 連結損益計算書

	FY 3/21	FY 3/22	FY 3/23	FY 3/24	FY 3/25
Revenue · 売上高	199,535	237,930	266,329	311,604	351,630
Cost of sales・売上原価	166,398	198,039	222,422	262,001	298,252
Gross Profit・売上総利益	33,136	39,891	43,907	49,603	53,378
Selling, general & administrative expenses・販売費及び一般管理費	26,917	29,929	32,926	37,531	42,292
Other income・その他の収益	2,725	584	2,562	1,389	1,170
Other expenses・その他の費用	1,231	354	687	1,454	1,397
Operating Profit・営業利益	7,713	10,192	12,856	12,008	10,859
Finance income・金融収益	407	458	413	727	482
Finance costs・金融費用	787	730	866	1,428	1,760
Share of profit of investments accounted for using equity method・持分法による投資利益	493	223	242	151	151
Other non-operating income & expenses ・その他の営業外損益	n/a	7,817	n/a	n/a	n/a
Profit before tax・税引前利益	7,826	17,959	12,646	11,458	9,732
Income tax expense・法人所得税費用	2,080	5,537	3,311	3,839	3,611
Profit・当期純利益	5,746	12,422	9,334	7,619	6,121
Profit attributable to・当期利益の帰属					
Owners of parent・親会社の所有者	4,711	11,678	7,180	6,697	5,302
Non-controlling interests・非支配持分	1,035	744	2,154	922	819
Other Comprehensive Income・その他の包括利益					
Items that will not be reclassified to profit or loss ・純損益に振り替えられるこ とのない項目					
Financial assets measured at fair value through other comprehensive income・その他の包括利益を通じて公正価値で測定する金 融資産	669	941	8,178	747	∆3,967
Share of other comprehensive income of investments accounted for using equity method・持分法適用会社におけるその他の包括利益に対する持分	13	∆5	∆5	17	
Total items that will not be reclassified to profit or loss・純損益に振り替え られることのない項目合計	682	936	8,173	764	∆3,974
Items that may be reclassified to profit or loss・純損益に振り替えられる可能 性のある項目					
Exchange differences on translation of foreign operations・在外営業活動体 の換算差額	1,064	696	374	1,775	10
Share of other comprehensive income of investments accounted for using equity method・持分法適用会社におけるその他の包括利益に対する持分	∆5	5	29	33	30
Total items that may be reclassified to profit or loss・純損益に振り替えら れる可能性のある項目合計	1,059	700	403	1,808	40
Other comprehensive income, net of tax・税引後その他の包括利益	1,741	1,636	8,576	2,571	∆3,934
Comprehensive income · 当期包括利益	7,487	14,058	17,911	10,190	2,187
Comprehensive income attributable to・当期包括利益の帰属					
	6,404	13,276	15,718	9,147	1,349
Owners of parent・親会社の所有者	0,707	10,210	10,110	-,	,

(JPY Millions・百万円)

■Profit per share ・ 1 株当たり当期利益	FY 3/21	FY 3/22	FY 3/23	FY 3/24	FY 3/25
Basic earnings per share・基本的1株当たり当期利益(JPY・円)	40.61	101.01	61.91	56.86	43.83
	n/a	n/a	61.91	56.78	43.83

(JPY・円)

Balance sheet · 連結貸借対照表

Assets・資産の部	FY 3/21	FY 3/22	FY 3/23	FY 3/24	FY 3/25
Current assets · 流動資産					
Cash & cash equivalents・現金及び現金同等物	9,195	11,844	12,644	13,483	14,643
Trade & other receivables・営業債権及びその他の債権	16,660	19,694	22,541	27,946	31,580
Other financial assets・その他の金融資産	137	87	125	221	224
Inventories · 棚卸資産	42,475	37,543	56,206	72,302	71,827
Other current assets・その他の流動資産	4,781	4,579	6,013	9,415	7,734
Total current assets · 流動資產合計	73,247	73,748	97,529	123,368	126,007
lon-current assets · 非流動資産					
Property, plant & equipment ・ 有形固定資産	62,833	68,250	73,386	89,171	97,711
Goodwill・のれん	12,684	13,513	13,376	13,280	13,106
Intangible assets · 無形資産	956	1,088	1,185	1,366	1,363
Investment property・投資不動産	6,616	6,448	7,299	7,402	7,004
Investments accounted for using equity method・持分法で会計処理されている 投資	8,674	4,277	4,501	4,651	4,790
Other financial assets・その他の金融資産	7,699	19,479	30,953	32,047	26,119
Deferred tax assets・繰延税金資産	1,184	1,146	1,490	1,488	1,698
Other non-current assets・その他の非流動資産	116	100	113	109	101
Total non-current assets • 非流動資產合計	100,763	114,301	132,304	149,514	151,893
otal assets · 資産合計	174,011	188,049	229,834	272,883	277,900

■Liabilities • 負債の部 FY 3/21 FY 3/22 FY 3/23 FY 3/24 FY 3/25 Current liabilities · 流動負債 Bonds & borrowings・社債及び借入金 23,738 28,274 42,134 49,168 45,586 Trade & other payables ・営業債務及びその他の債務 38,220 35,577 45,669 58,296 59,110 Other financial liabilities ・その他の金融負債 6,125 6,485 6,487 8,517 9,752 Income taxes payable · 未払法人所得税等 1,191 2,479 1,709 2,146 1,695 Contract liabilities · 契約負債 13,585 12,103 10,947 11,673 13,256 Other current liabilities ・その他の流動負債 2.717 3.294 2.675 3.323 4.107 Total current liabilities · 流動負債合計 85,577 88,212 109,620 133,122 133,507 Non-current liabilities 非流動負債 Bonds & borrowings · 社債及び借入金 20,688 18,027 19,199 22,113 25,298 Other financial liabilities ・その他の金融負債 18,314 18,258 18,039 25,206 30,586 Provisions・引当金 551 585 569 708 818 6,206 1,749 3,997 7,574 7,637 Deferred tax liabilities · 繰延税金負債 Other non-current liabilities ・その他の非流動負債 1,809 2,035 2,092 2,095 1,079 Total non-current liabilities · 非流動負債合計 43,111 42,903 47,473 57,759 63,987 Total liabilities · 負債合計 128,689 131,115 157,093 190,881 197,493

(JPY Millions · 百万円)

■Net assets • 純資産の部	FY 3/21	FY 3/22	FY 3/23	FY 3/24	FY 3/25
Shareholders' equity · 株主資本					
Share capital・資本金	4,297	4,297	4,297	4,862	5,100
Capital surplus · 資本剰余金	2,842	2,975	3,150	4,406	4,029



				(IDV Million	
otal liabilities & equity ・ 負債及び資本合計	174,011	188,049	229,834	272,883	277,90
Total equity・資本合計	45,322	56,934	72,740	82,002	80,4
Non-controlling interests・非支配持分	5,127	5,592	8,240	9,151	9,1
Total equity attributable to owners of parent・親会社の所有者に帰属する持分 合計	40,195	51,342	64,500	72,851	71,24
Retained earnings・利益剰余金	33,210	43,397	56,130	60,770	59,2
Other components of equity・その他の資本の構成要素	874	1,539	1,789	3,481	3,5
Treasury shares・自己株式	∆1,028	∆866	∆866	△667	$\triangle 60$

(JPY Millions・百万円)

Cash flow statement ・連結キャッシュ・フロー計算書

Operating CF	FY 3/21	FY 3/22	FY 3/23	FY 3/24	FY 3/25
ash flows from operating activities・営業活動によるキャッシュ・フロー					
Profit before tax・税引前利益	7,826	17,959	12,646	11,458	9,73
Depreciation · 減価償却費	8,772	9,568	10,665	12,389	14,96
Impairment loss · 減損損失	1,071	29	361	1,058	79
Gain on bargain purchase・負ののれん発生益	∆1,185	n/a	∆1,834	n/a	n/a
Interest & dividend income・受取利息及び受取配当金	∆93	∆189	△257	∆351	∆46
Interest expenses · 支払利息	730	700	823	1,407	1,69
Foreign exchange loss (∆gain)・為替差損益(Δは益)	△250	△103	62	∆ 227	2
Share of loss (△profit) of investments accounted for using equity method・持分法による投資損益(△は益)	∆493	∆223	∆242	∆151	∆15
Loss (∆gain) on sales of investments accounted for using equity method・持分法による投資の売却損益(Δは益)	n/a	∆1,380	n/a	n/a	n/
Gain on remeasurement relating to exclusion of equity method・持分法適用除外に伴う再測定による利益	n/a	∆6,436	n/a	n/a	n
Loss (∆gain) on sale of fixed assets ・固定資産売却損益(∆は益)	∆219	11	4	△669	∆8
Loss on retirement of fixed assets · 固定資産除却損	14	33	96	95	15
Decrease (∆increase) in trade receivables・営業債権の増減額(∆は増加)	∆1,151	∆1,873	∆118	∆630	54
Decrease (∆increase) in inventories・棚卸資産の増減額(∆は増加)	607	7,876	∆10,625	∆13,657	2,72
Increase (∆decrease) in trade payables ・営業債務の増減額(△は減少)	∆1,542	∆5,285	6,047	5,697	∆2,41
Increase (∆decrease) in contract liabilities ・契約負債の増減額(Δは減少)	4,348	∆2,132	∆1,489	412	1,59
Increase (∆decrease) in accrued consumption taxes ・未払消費税等の増減額 (Δは減少)	761	857	∆574	604	2,64
Other・その他	∆94	403	472	∆969	1,44
Subtotal • 小計	19,105	19,813	16,037	16,465	33,22
Interest & dividends received・利息及び配当金の受取額	179	238	306	402	51
Interest paid・利息の支払額	∆750	△696	∆791	∆1,384	∆1,71
Income taxes refund (∆paid)・法人所得税の支払額又は還付額(∆は支払)	∆2,079	△2,537	∆4,379	∆3,419	∆4,07
Net cash provided by (used in) operating activities・営業活動によるキャッ シュ・フロー	16,454	16,818	11,173	12,064	27,95

(JPY Millions ・百万円)

■Investing CF	FY 3/21	FY 3/22	FY 3/23	FY 3/24	FY 3/25
Cash flows from investing activities・投資活動による キャッシュ・フロー					
Payments into time deposits・定期預金の預入による支出	∆7	∆47	∆173	∆381	∆169
Proceeds from withdrawal of time deposits・定期預金の払戻による収入	5	11	71	194	367
Purchase of property, plant & equipment・有形固定資産の取得による支出	∆5,797	∆8,839	∆13,499	∆13,690	∆15,719
Proceeds from sale of property, plant & equipment・有形固定資産の売却による収入	2,706	1,850	2,779	3,663	5,088

				(JPY Million	ns・百万円)
Net cash provided by (used in) investing activities・投資活動によるキャッ シュ・フロー	∆2,580	∆5,610	∆9,794	∆10,334	∆11,011
Dther・その他	6	∆13	∆4	∆23	12
Proceeds from sale of businesses・事業譲渡による収入	200	n/a	31	n/a	n/a
Payments for acquisition of businesses・事業譲受による支出	n/a	∆35	∆112	∆44	∆470
Proceeds from refund of leasehold & guarantee deposits・敷金及び保証金の回収による収入	118	110	74	271	125
Payments of leasehold & guarantee deposits・敷金及び保証金の差入による 支出	△120	∆123	∆297	△187	∆172
Collection of loans receivable ・貸付金の回収による収入	170	179	131	96	103
Payments for loans receivable・貸付けによる支出	∆91	∆15	∆14	∆16	∆18
Proceeds from sale of investments in associates ・ 関連会社の売却による収入	n/a	2,186	n/a	n/a	n/a
Proceeds (∆payments) from (for) acquisition of subsidiaries・子会社の取得による収支(△は支出)	289	∆735	1,088	∆23	n/a
Proceeds from sale of investment securities・投資有価証券の売却による収入	13	9	340	35	219
Purchase of investment securities ・投資有価証券の取得による支出	∆0	∆29	∆1	∆14	∆1
Purchase of intangible assets・無形資産の取得による支出	∆73	∆121	∆209	∆217	∆376

■Financing CF	FY 3/21	FY 3/22	FY 3/23	FY 3/24	FY 3/25
Cash flows from financing activities・財務活動による キャッシュ・フロー					
Net increase (decrease) in short-term borrowings・短期借入金の純増減額	∆9,416	2,040	9,698	4,159	∆4,768
Proceeds from long-term borrowings・長期借入れによる収入	14,173	5,678	8,734	13,574	15,681
Repayments of long-term borrowings・長期借入金の返済による支出	∆9,969	∆7,157	∆8,375	∆9,848	∆11,075
Redemption of bonds・社債の償還による支出	∆14	∆13	∆291	∆301	∆208
Proceeds from issuance of share acquisition rights・新株予約権の発行による 収入	n/a	n/a	8	n/a	n/a
Proceeds from issuance of shares・株式の発行による収入	n/a	n/a	n/a	1,129	469
Purchase of treasury shares・自己株式の取得による支出	∆755	n/a	n/a	∆516	$\triangle 0$
Proceeds from sale of treasury shares ・自己株式の売却による収入	13	n/a	10	1,400	n/a
Capital contribution from non-controlling interests・非支配持分からの払込によ る収入	n/a	23	25	30	n/a
Payments for acquisition of treasury shares in subsidiaries・子会社の自己株式の取得による支出	n/a	n/a	n/a	∆0	∆13
Dividends paid・配当金の支払額	∆2,327	∆ 2,422	∆2,610	△2,809	∆2,89
Dividends paid to non-controlling interests・非支配持分への配当金の支払額	∆45	∆78	∆118	∆177	△22
Proceeds from sale of interests in subsidiaries to non-controlling interests・非支配持分への子会社持分売却による収入	n/a	n/a	n/a	583	n/
Payments for acquisition of interests in subsidiaries from non-controlling interests・非支配持分からの子会社持分取得による支出	n/a	n/a	n/a	n/a	∆1,00
Payments for acquisition of interests in subsidiaries from non-controlling interests・リース負債の返済による支出	∆6,111	∆6,814	∆7,702	∆8,582	∆11,65
Other・その他	∆1	∆1	∆1	∆1	\triangle
Net cash provided by (used in) financing activities・財務活動によるキャッ シュ・フロー	∆14,453	∆8,744	∆623	∆1,358	∆15,80
iffect of exchange rate change on cash & cash equivalents・現金及び現金同等物 ⊆係る換算差額	283	185	43	468	2
let increase (∆decrease) in cash & cash equivalents・現金及び現金同等物の増減 頃(Δは減少)	△295	2,650	799	839	1,16
Cash & cash equivalents at beginning of period・現金及び現金同等物の期首残高	9,490	9,195	11,844	12,644	13,483
Cash & cash equivalents at end of period・現金及び現金同等物の期末残高	9,195	11,844	12,644	13,483	14,643

(JPY Millions ・百万円)



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