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KYORITSU
HOTELS & DORMITORIES

Kyoritsu Maintenance Co., Ltd.
Supplemental Material for Financial Results for FY 3/25

May 15, 2025

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KYORITSU HOTELS & DORMITORIES

（100 million yen）

| | FY 3/24 Results (4/2023–3/2024) | FY 3/25 Forecast Fab 7 – Revised forecasts (4/2024–3/2025) | FY 3/25 Results (4/2024–3/2025) | YoY Comparison Ⓐ | | Special Causes | | | | YoY Comparison without Factors on the Left Ⓐ–Ⓑ–Ⓒ–Ⓓ–Ⓔ | |
						YoY Comparison of Increase/Decrease in Cost for Large-Scale Renewal Ⓑ	YoY Comparison of Increase/Decrease in opened after April 2023 onwards Ⓒ	Equity in earnings of affiliated companies Ⓓ	YoY Comparison of Increase/Decrease in Sales and Leaseback of Real Estate Ⓔ		
Net Sales	2,041	2,300	2,289	+248	+12.2%	-15	+59		+25	+178	+8.8%
Operating Income	167	210	204	+37	+22.6%	-25	+16		+1	+44	+26.7%
Ordinary Income*1	211	215	214	+3	+1.4%	-25	+16	-36	+1	+46	+22.1%
Net Income	124	140	145	+21	+17.3%						
EPS(yen)*2	159.1	179.3	186.6	+27.4	+17.2%						
Depreciation Expense	67	78	77	+9	+13.8%						
Cash Flow*3	191	218	222	+30	+16.1%						
Capital Investment	179	400	480	+301	+168.4%						

Operating Income

167 Ⓑ -25 Ⓒ +16 Ⓔ +1 +44 204

FY 3/24 Results — YoY Comparison of Increase/Decrease in Cost for Large-Scale Renewal — YoY Comparison of Increase/Decrease in opened after April 2023 onwards — YoY Comparison of Increase/Decrease in Sales and Leaseback of Real Estate — Original growth rate — FY 3/25 Results
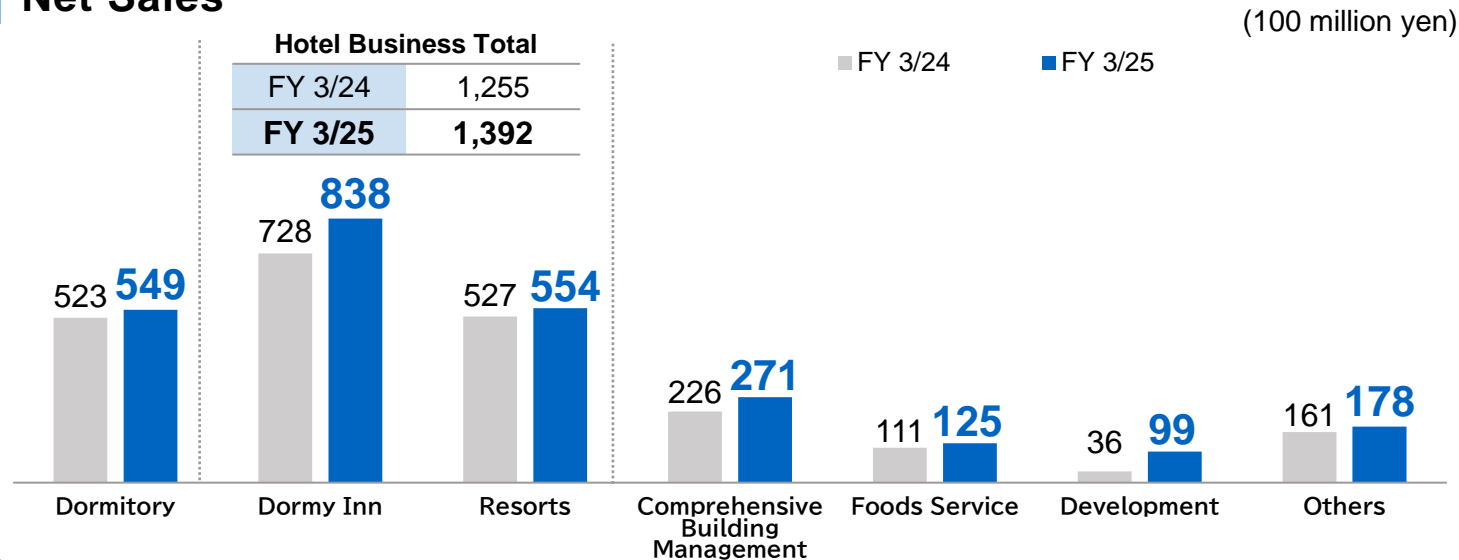
*1 5.02 billion yen of Equity in earnings was recorded on equity method investment gain(gain from negative goodwill) in the fiscal year ending 2024 and 1.33 billion yen of Equity in earnings of affiliated companies was recorded in the fiscal year ending 2025 due to the acquisition of C0SMOS INITIA Co.,Ltd

*2 The Company carried out a stock split on April 1, 2024, at a ratio of two shares per one common share. Accordingly, EPS have been calculated presuming that this stock split was carried out at the start of fiscal year ending March 31, 2024.
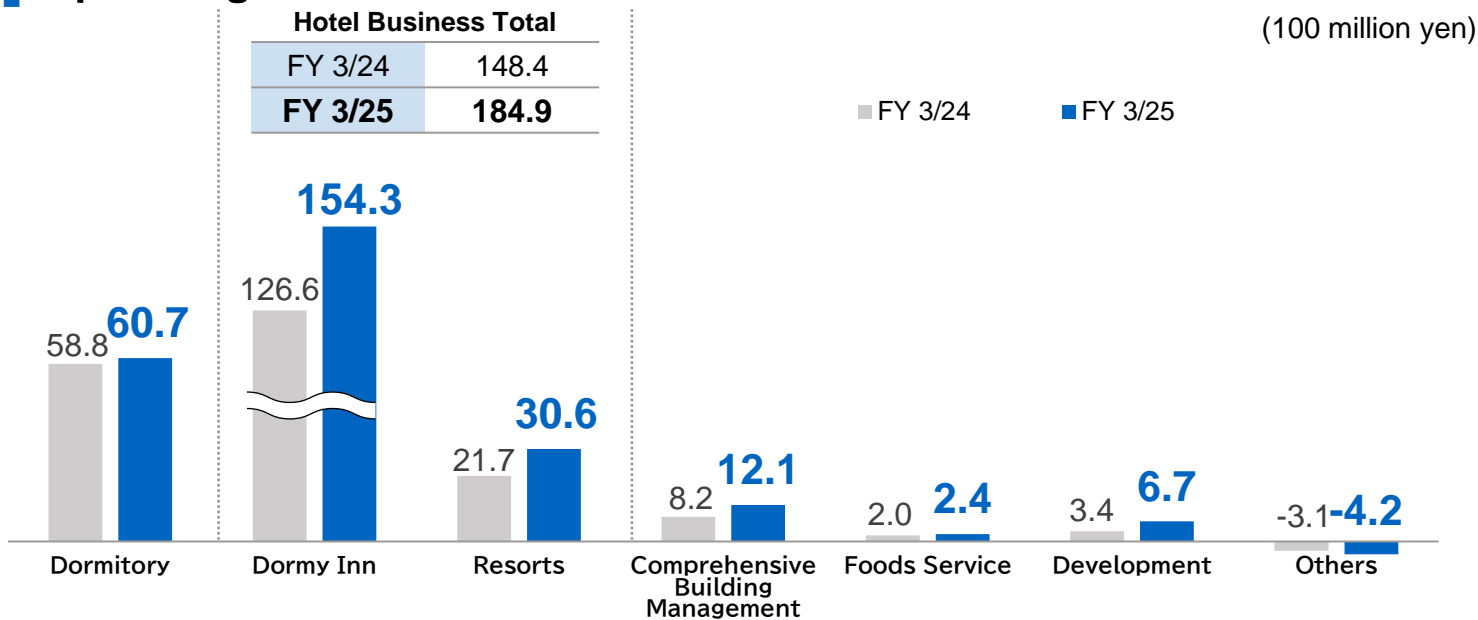
*3 Cash Flow: Net Income + Depreciation Expense

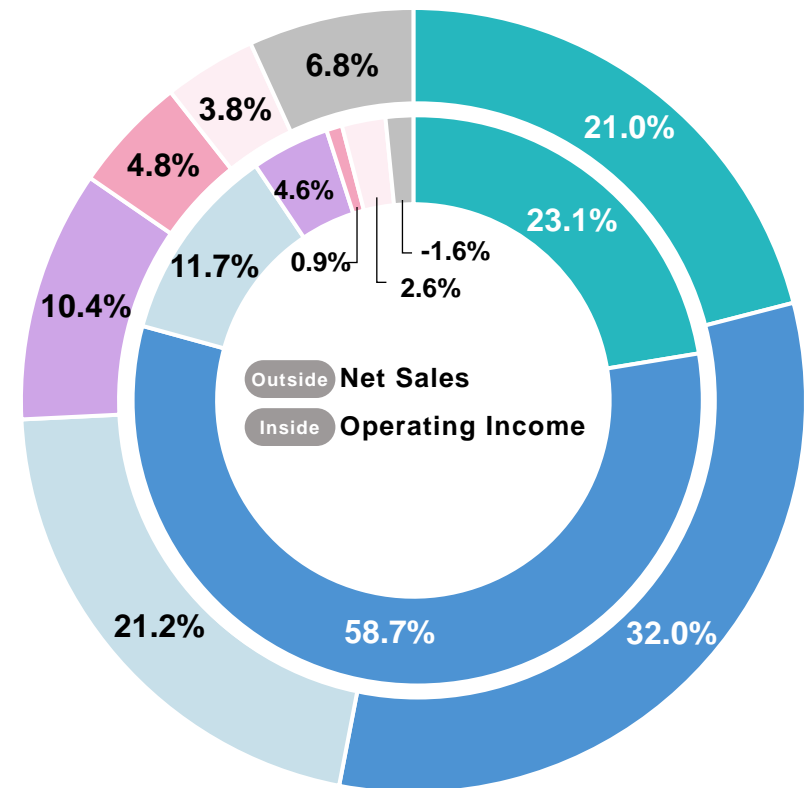# Breakdown of Net Sales and Operating Income by Business Segments

Net Sales

(100 million yen)

Hotel Business Total	
FY 3/24	1,255
FY 3/25	**1,392**

■ FY 3/24 ■ FY 3/25

Dormitory: 523 → **549**
Dormy Inn: 728 → **838**
Resorts: 527 → **554**
Comprehensive Building Management: 226 → **271**
Foods Service: 111 → **125**
Development: 36 → **99**
Others: 161 → **178**

Operating Income

(100 million yen)

Hotel Business Total	
FY 3/24	148.4
FY 3/25	**184.9**

■ FY 3/24 ■ FY 3/25

Dormitory: 58.8 → **60.7**
Dormy Inn: 126.6 → **154.3**
Resorts: 21.7 → **30.6**
Comprehensive Building Management: 8.2 → **12.1**
Foods Service: 2.0 → **2.4**
Development: 3.4 → **6.7**
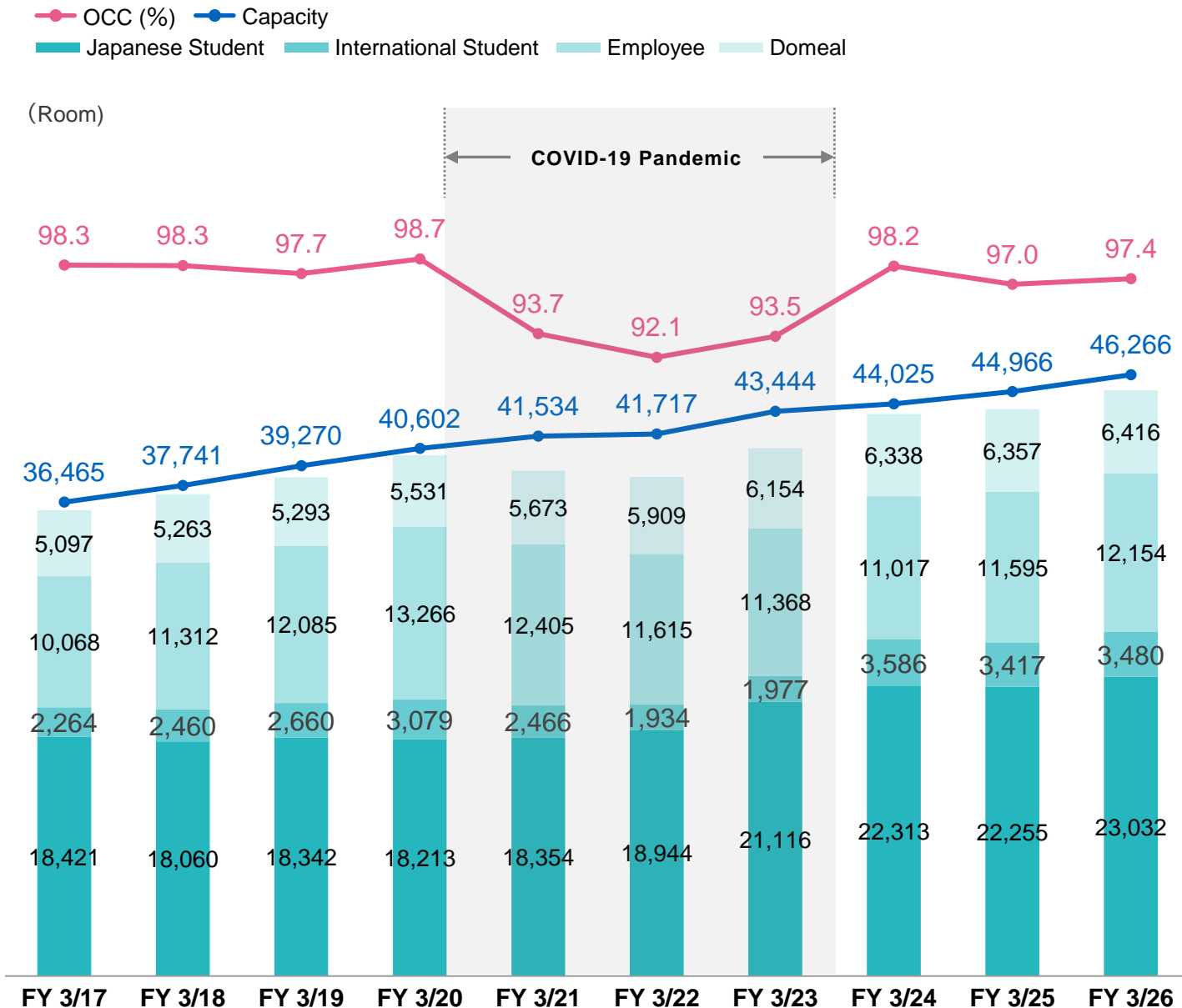Others: -3.1 → **-4.2**

Breakdown by Segments FY 3/25

(Before eliminations of intersegment transactions)

■ Dormitory ■ Dormy Inn ■ Resorts
■ Comprehensive Building Management
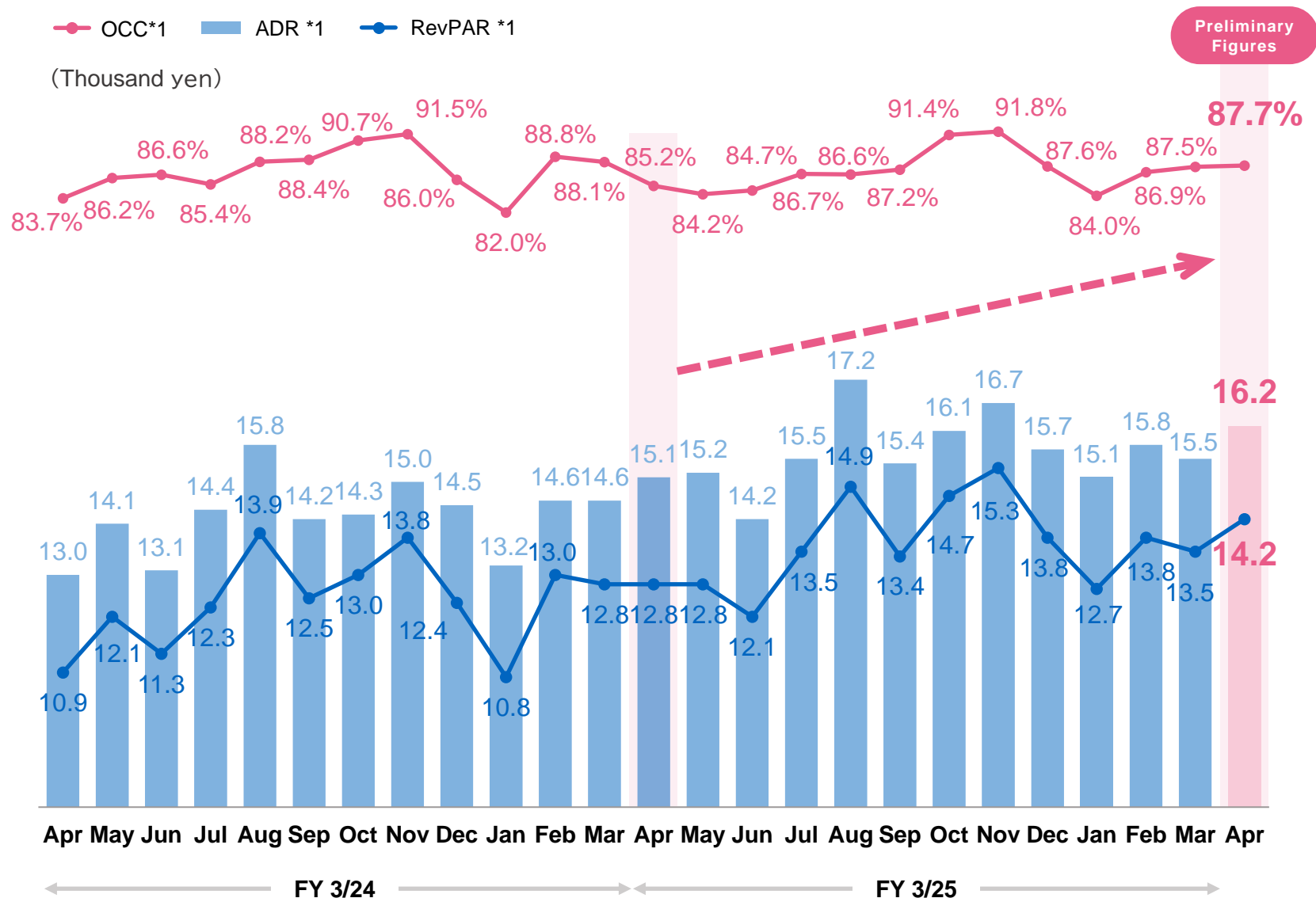■ Foods Service ■ Development ■ Others

Outside **Net Sales**
Inside **Operating Income**

Net Sales (outer): 21.0%, 23.1%, 21.2%, 10.4%, 4.8%, 3.8%, 6.8%
Operating Income (inner): 32.0%, 58.7%, 11.7%, 4.6%, 0.9%, -1.6%, 2.6%

Trends in Initial Number of Leased Units & Occupancy Ratio

Dormitory Business

	FY 3/25	FY 3/26	YoY
Occupancy Ratio at the Beginning	97.0%	97.4%	+0.4pt
Number of Properties (Facilities)	526	536	+10
Number of Rooms	44,966	46,266	+1,300
Number of Rooms Occupied	43,624	45,082	+1,458

Breakdown of Occupied Rooms (Unit: room)

	FY 3/25	FY 3/26	YoY
Domeal	6,357	6,416	+59
Employee	11,595	12,154	+559
International Student	3,417	3,480	+63
Japanese Student	22,255	23,032	+777

Monthly Trends in Occupancy Ratio, Average Daily Rate and RevPAR

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Legend: OCC*1 — ADR *1 — RevPAR *1

（Thousand yen）

Preliminary Figures

OCC values: 71.2%, 71.3%, 70.8%, 74.0%, 86.4%, 80.7%, 84.2%, 74.9%, 84.2%, 68.4%, 77.1%, 80.8%, 77.8%, 72.7%, 69.1%, 72.6%, 82.8%, 80.0%, 86.7%, 80.1%, 86.4%, 76.2%, 78.8%, 77.6%, **79.0%**

ADR values: 41.9, 45.3, 39.6, 44.7, 51.1, 44.2, 43.3, 44.9, 47.5, 49.5, 48.1, 46.1, 46.9, 46.0, 47.6, 43.3, 48.1, 55.0, 45.5, 46.3, 47.6, 50.1, 50.9, 52.2, 47.8, 48.6, **46.6**

RevPAR values: 29.8, 32.3, 28.0, 33.1, 44.2, 34.9, 37.8, 40.0, 37.1, 32.9, 35.5, 37.8, 35.8, 34.6, 29.9, 34.9, 45.5, 37.0, 41.3, 43.3, 40.7, 39.8, 37.1, 38.3, **36.8**

Months: Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr

FY 3/24   FY 3/25

*1 The table above shows figures excluding hotels that opened in April 2023 or later, in order to enable comparison under the same conditions.

OCC （%）

	Q1	Q2	Q3	Q4	Full Year
FY 3/24	71.1	80.4	81.1	75.4	77.1
FY 3/25	73.4	78.5	84.4	77.5	78.5
YoY	+2.2pt	-1.9pt	+3.3pt	+2.1pt	+1.4pt

ADR （thousand yen）

	Q1	Q2	Q3	Q4	Full Year
FY 3/24	42.4	46.6	47.2	47.0	45.9
FY 3/25	45.8	50.0	49.5	49.5	48.8
YoY	+3.4	+3.3	+2.2	+2.5	+2.8

RevPAR （thousand yen）

	Q1	Q2	Q3	Q4	Full Year
FY 3/24	30.1	37.5	38.3	35.4	35.4
FY 3/25	33.6	39.2	41.8	38.4	38.3
YoY	+3.4	+1.7	+3.4	+2.9	+2.9

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