



Tenpos Holdings Co., Ltd.

# Corporate Report

## 2<sup>nd</sup> quarter, Year ending April 2022

Securing 90% survival in next 5 years for F&B clients

**JASDAQ**

(Securities code2751)

# 2<sup>nd</sup> quarter, year ending April 2022

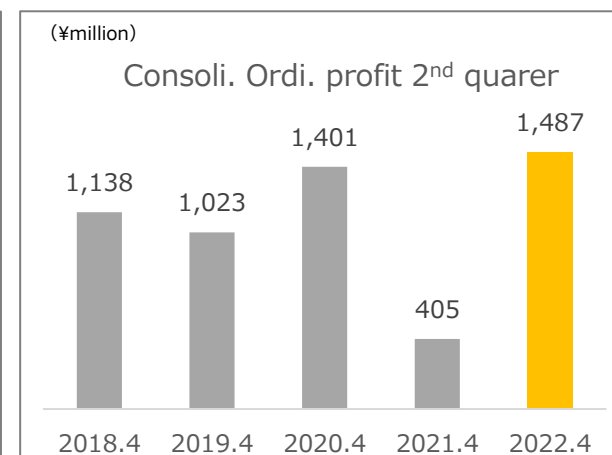
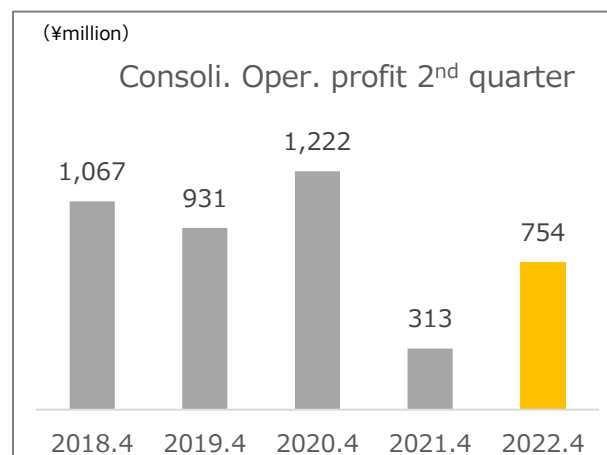
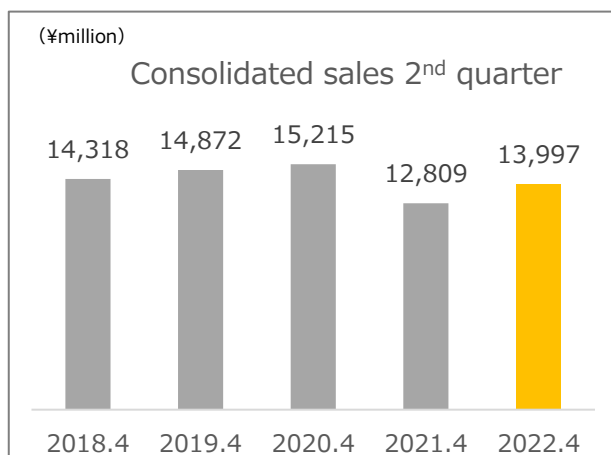
## ■ Consolidated results for the period

(Unit: million yen)

	Previous 2 <sup>nd</sup> quarter	This 2 <sup>nd</sup> quarter	Growth
Sales	12,809	13,997	109.3%
Gross profit	5,124	5,114	99.8%
Operating income	313	754	240.6%
Ordinary profit	405	1,487	366.7%
Profit attributable to owners of parent	143	900	627.3%

## ■ ROE・ROA・Equity ratio

	Previous 2 <sup>nd</sup> quarter	This 2 <sup>nd</sup> quarter
ROE	1.4%	8.3%
ROA	0.8%	5.1%
Equity ratio	59.1%	61.5%



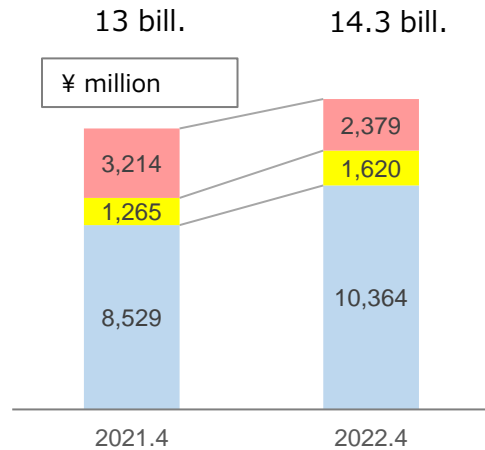
# Segment results 2<sup>nd</sup> quarter 2022

※Tenpos Dodcom Co.,Ltd is classified as Commodity sales from 2<sup>nd</sup> quarter of year ending April 2021.

(Unit: million yen)

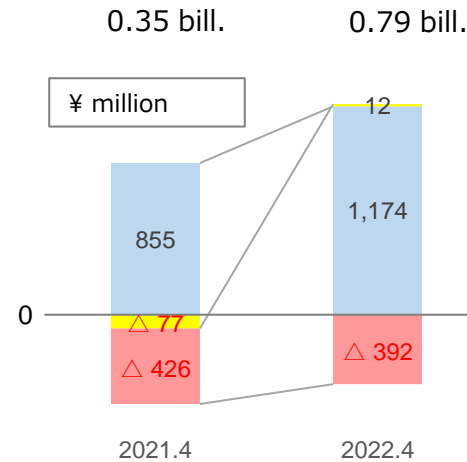
		Previous 2 <sup>nd</sup> quarter	This 2 <sup>nd</sup> quarter	Growth	Causing factors
Commodity sales	Sales	8,384	10,364	121.5%	Increase of openings. Purchase increase of new products using subsidies
	Seg. profit	855	1,174	137.3%	
Information & Service	Sales	1,210	1,620	127.9%	Growth of real estate & interior works business to meet increase of openings
	Seg. profit	△77	12	Turn to profit	
F&B	Sales	3,214	2,379	74.0%	All efforts made such as introduction of higher product cost items
	Seg.profit	△426	△392	Less deficit	

## Segments sales



■ Commodity sales ■ Information & Service ■ F&B

## Segment profit



■ Commodity sales ■ Information & Service ■ F&B

Growth
Commodity sales 1.83 bill.
Information & Service 0.35 bill.
F&B △0.83 bill.

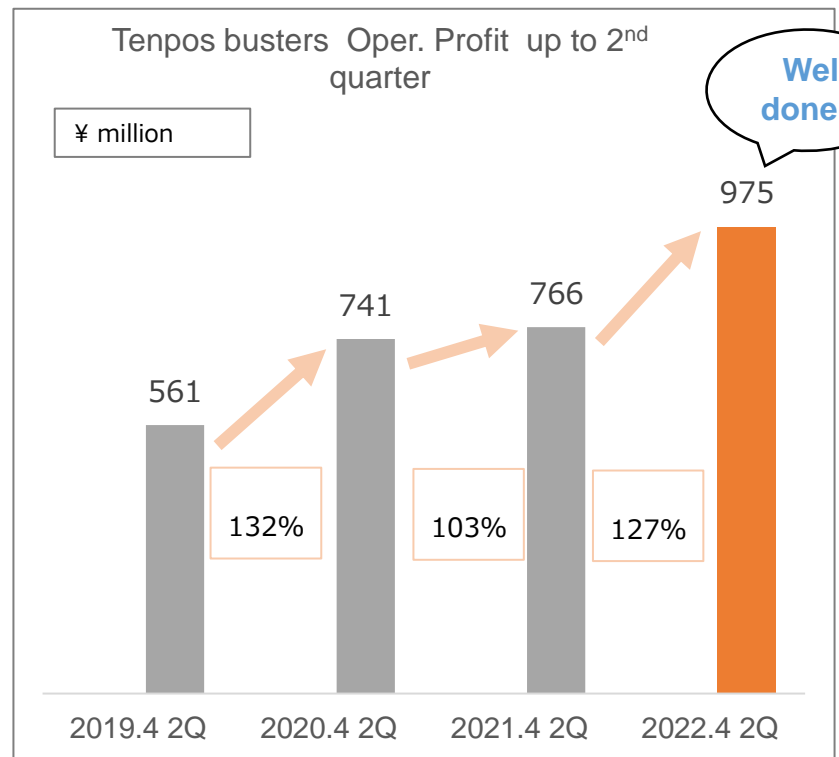
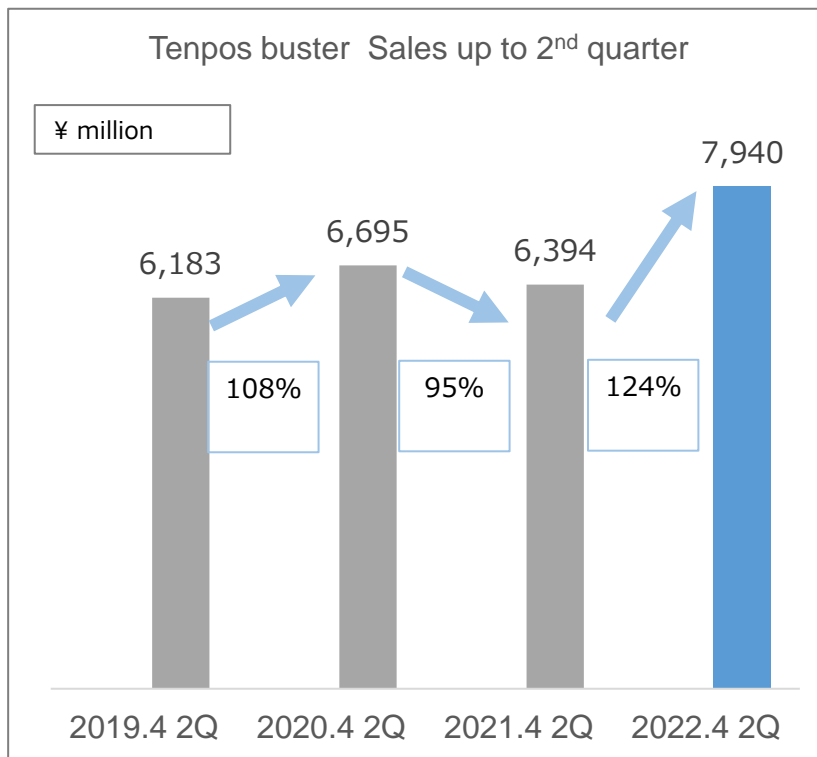
Growth
Commodity sales 0.31 bill.
Information & Service 89 mii.
F&B 33 mii.

F&B
Asakuma
Asakuma Succession
Dream Dining
Commodity sales
Studio Tenpos
Tenpos Johokan
Tenpos Financial Trust
Profit Laboratory
Dayspark
Tenpos Foodplace
Commodity sales
Tenpos Holdings
Tenpos Busters
Kitchen Techno
Tenpos.com
West chuki

# Tenpos busters 2<sup>nd</sup> quarter , year ending April 2022

(Unit: million yen)












	Previous 2 <sup>nd</sup> quarter	This 2 <sup>nd</sup> quarter	Growth	Forecast for year ending April 2022
Sales	6,394	7,940	124.1%	15,000
Operating income	766	975	127.3%	1,800



# Group company results 2<sup>nd</sup> quarter, Apr. 2022

## ■ Results 2<sup>nd</sup> quarter and whole year

(Unit: million yen)

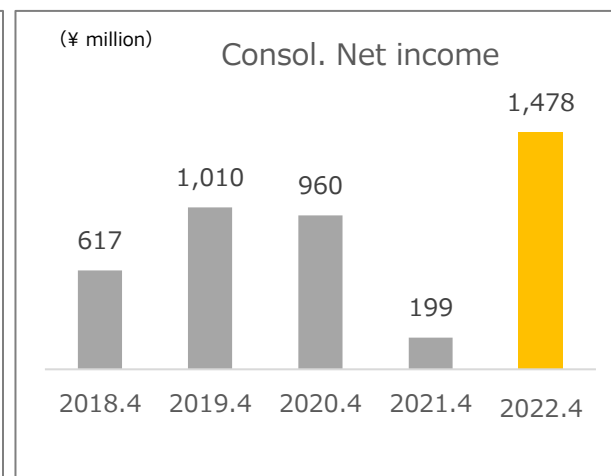
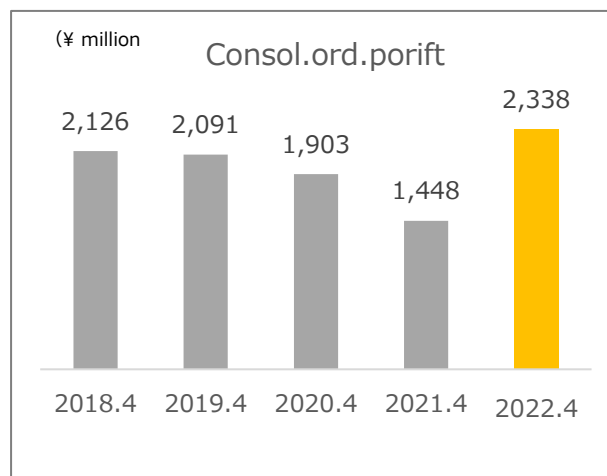
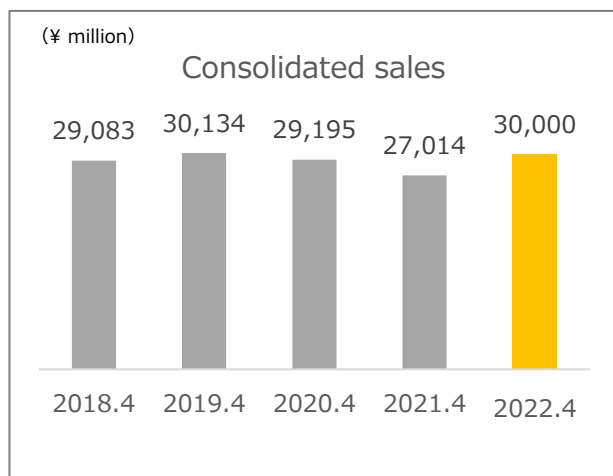
Segments	Forecast	Companies		2 <sup>nd</sup> quarter,2020	Previous 2 <sup>nd</sup> quarter	This 2 <sup>nd</sup> quarter	Year ending April 2022
Commodity sales		Tenpos Busters	Sales	6,695	6,394	7,940	15,000
			Op.Profit	741	766	975	1,800
		Tenpos.com	Sales	1,097	1,169	1,337	3,200
			Op.Profit	49	42	51	146
		Kitchen Techno	Sales	1,209	1,280	1,401	3,111
			Op.Profit	64	68	96	235
Information & Service		Studio Tenpos	Sales	438	346	465	1,021
			Op.Profit	24	24	24	66
		Tenpos Johokan	Sales	456	286	337	840
			Op.Profit	92	△ 1	28	130
		Tenpos Financial Trust	Sales	367	316	415	749
			Op.Profit	16	14	22	56
		Profit Lavoratory	Sales	158	63	50	210
			Op.Profit	31	△ 15	△ 8	40→△11
	Dayspark	Sales	421	222	314	1,175	
		Op.Profit	0	△ 70	△ 29	21	
	Tenpos Foodplace	Sales	28	39	58	180	
		Op.Profit	△ 16	△ 21	△ 15	△20	
F&B		Asakuma Asakuma Succession	Sales	4,678	3,150	2,441	6,000
			Op.Profit	275	△ 408	△ 258	△136
		Dream Dining	Sales	169	63	55	181
	Op.Profit		0	△ 17	△ 16	0	

# Forecast for year ending April 2022

Go for it !

(Unit: million yen)

	Year ending April 2019	Year ending April 2020	Year ending April 2021	Year ending April 2022	Growth
Sale	30,134	29,195	27,014	30,000	111.1%
Operating income	1,953	1,722	982	1,857	189.1%
Ordinary profit	2,091	1,903	1,448	2,338	161.5%
Profit attributable to owners of parent	1,010	960	199	1,478	742.7%

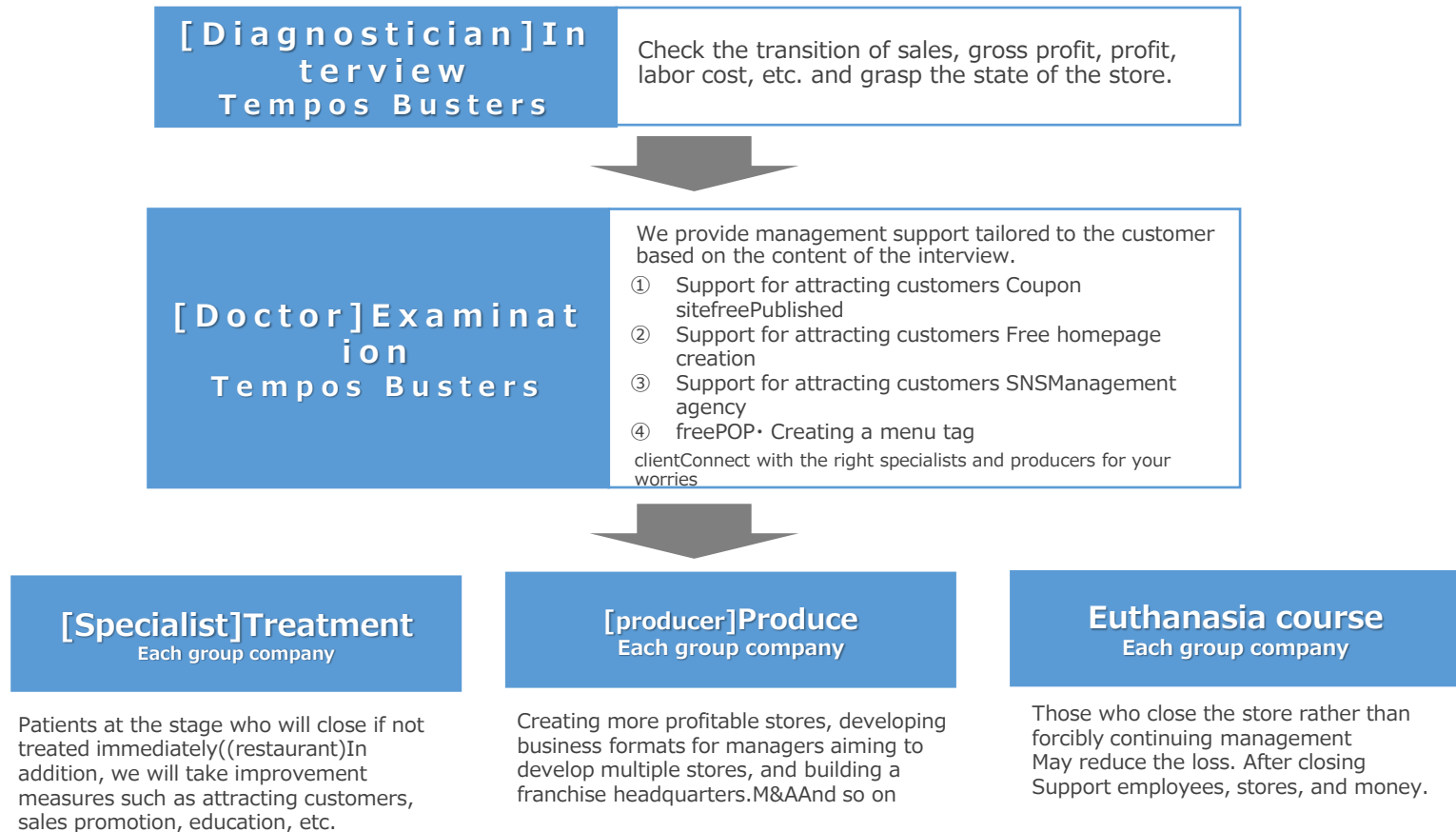


# Doctor service progress

# Doctor service initiatives

## What is Doctor Tempos?

Tempos Busters plays the role of diagnostician / attending physician, and each group company takes on the role of specialist, providing comprehensive support for restaurant management.

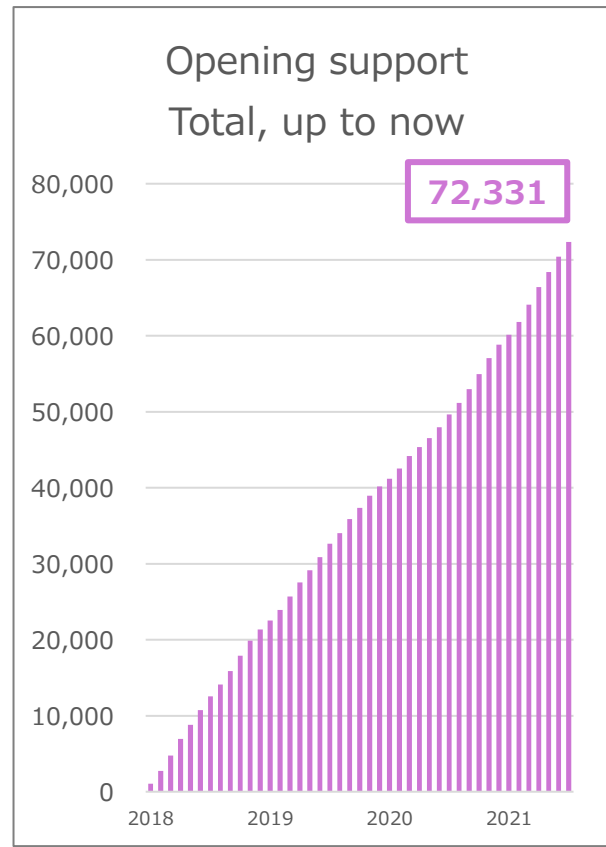
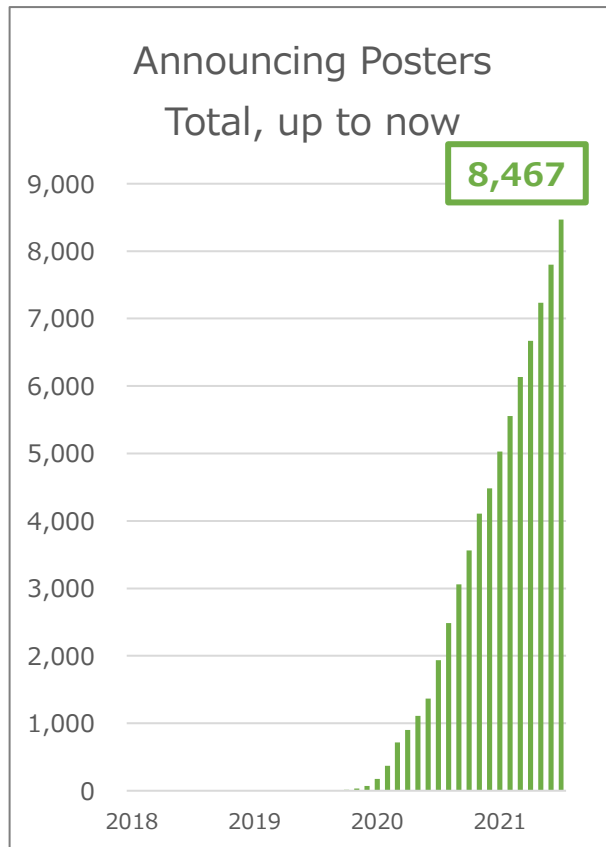
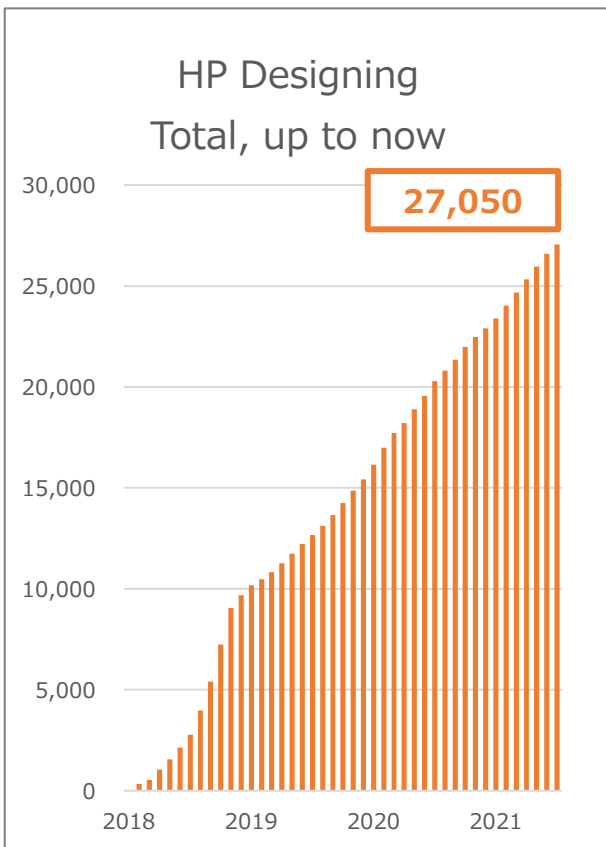




# Dr. Tenpos application

## Dr. service application in 2<sup>nd</sup> quarter

35,182 cases (238.0% versus previous 2<sup>nd</sup> quarter)

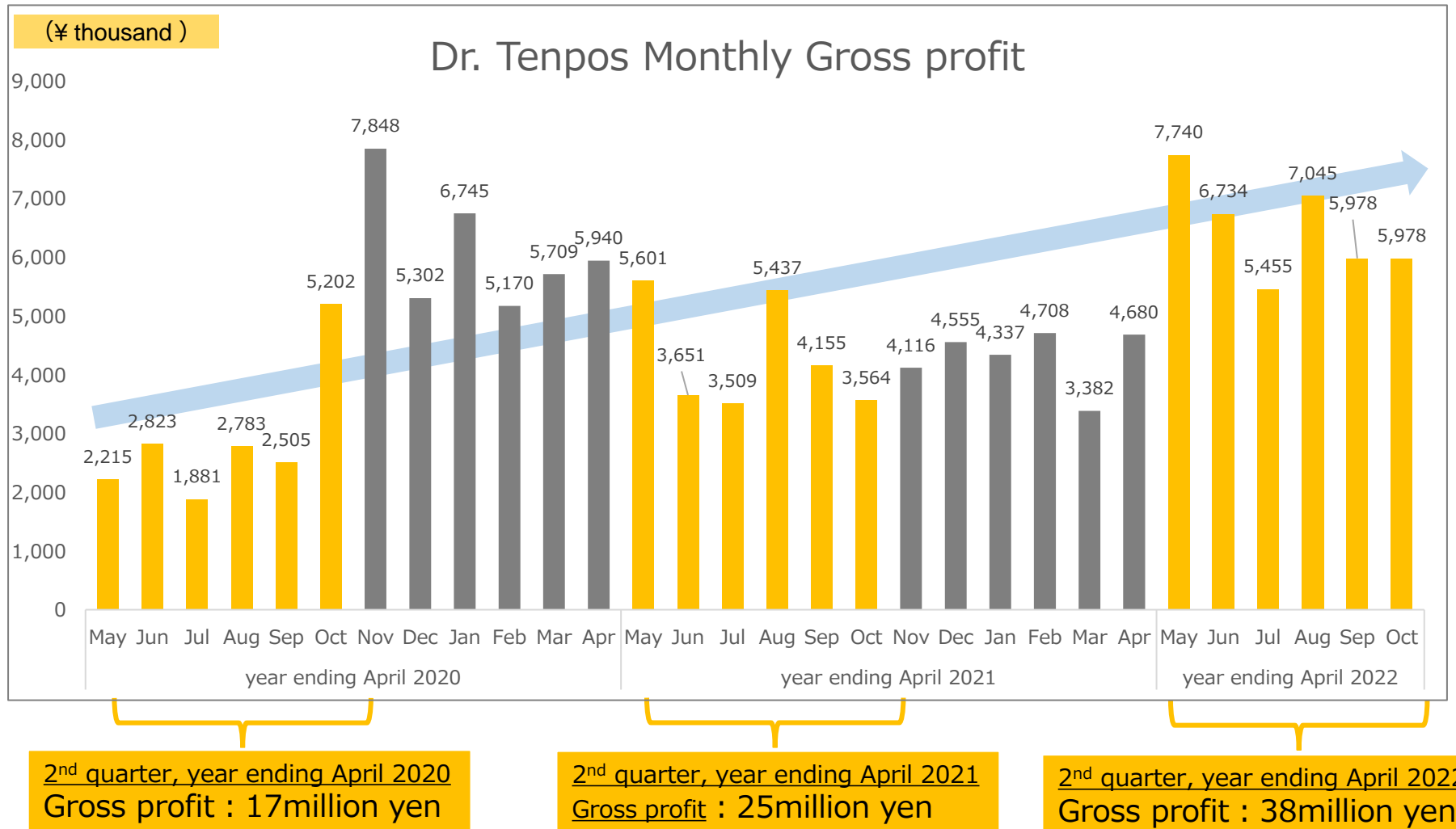


### Other Dr. services

- cash-less transact.
- utility bills
- telephone, internet
- POS registers, information equip.
- beer, food materials etc...

# Dr. Tenpos Monthly Gross profit

Dr. Tenpos gross profit is shared with Tenpos Food Place



# Dr. Tenpos specialist group

## Tenpos Busters Co., Ltd.

Directly managed 50 Store FC8 Store purchase center 122 bases of distribution center

- Analysis and improvement of the current state of signboards and façade
- Sales promotion and attracting customers before and after opening
- Human resources education (food and drink dojo)
- Supplier development, recipe development, cost control, labor cost rate management

## Tenpos Food Place Co., Ltd.

- WEBSupport for attracting customers
- Introduction of service equipment necessary for opening and management
- Business development of Dr. Tenpos services

## Tenpos Financial Trust Co., Ltd.

- Lease / credit
- As-is Property Introduction

## Studio Tenpos Co., Ltd.

- Interior design / design works
- Signboard construction

## Profit Laboratory Co., Ltd.

- Corporate banquet acquisition "full FAX"
- Posting ads
- Sales promotion such as point cards

## Tenpos Johokan (Information Center) Co., Ltd.

- POS registers sales and maintenance services

## D Spark Co., Ltd.

- Personnel positions, personnel bank, ads, contracts

# Dr. Tenpos terminal care service

## Dr. Tenpos terminal care service Supporting restaurants in closing

It may be possible to reduce the loss by closing the units “now” rather than forcibly continuing the business. We will support employees, restaurant financially after closing. Used Goods Dept. purchased goods and Dr. supports in closing

Approaches	Revenue target
① Strengthen sales promotion -Set a deadline, strengthen sales promotion, and work on management revitalization	
(2) Sales of refurbished restaurants -Sell restaurants after refurbishment and management improvement	Sale amount after regeneration 20million-30million yen
③ Business conversion -Propose a business model that suits the location → Reconstruction in a different business field -Introduction of strong FC → reconstruct business under FC membership	FC referral fee and membership support fees
④ Share / business transfer -Sale of company with employees intact -Separate sales of restaurants and the employees	Sale fee Small scale ... 3million yen× 30cases =90million yen Large scale ... 10million yen× 5cases =50million yen
⑤ Closing -Settlement negotiations, landlord negotiations, property offers, personnel introductions, job contracts -new job offers(D-spark) -skeleton construction(Stadio-tenpos) -sales of property as-is basis(Tenpos Financial Trust)	In case of 10~13 recruits a year of managers with annual pays of 4million yen a year, Introduction fees one million× 15 =15million yen
⑥ Start-up of business -Joining Asakuma group and start-up of new business in 3-5years [Own fund of 3million yen + company fund of 20million yen]	

# Company Profile

Company name : Tempos Holdings Co., Ltd.  
Tokyo Stock Exchange JASDAQ(Standard)

main office : 2 Higashikamata, Ota-ku, Tokyo—30—17 Sanyu Higashikamata Building 7F

representative : President and CEO Atsushi Morishita

Setting up : March 31, 1997

Business content : Equipment sales business for restaurants  
Restaurant management support business Restaurant management business  
Lease / credit handling business Other businesses

Fiscal year : April

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