

TANGOYA (7126 TSE JASDAQ Standard) - - - - - August 31, 2021**Operates tailor-made suit shops with GINZA Global Style as core brand**

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For inquiries concerning the report, please contact info@stock-r.org

[7126 TANGOYA Sector : Retail Trade]

Fiscal Year	Net sales (mn yen)	YoY (%)	Operating profit (mn yen)	YoY (%)	Ordinary profit (mn yen)	YoY (%)	Profit (mn yen)	YoY (%)	EPS (yen)	BPS (yen)	DPS (yen)
Jul. 2019	9,720	-	662	-	632	-	537	-	397.4	518.6	40.0
Jul. 2020	9,017	-7.2	193	-70.8	257	-59.4	184	-65.6	140.3	618.9	14.0
Jul. 2021 f	8,316	-7.8	300	55.4	312	21.4	207	12.5	157.4	-	15.7

Note: Non-consolidated basis. Figures for the fiscal year ending July 2021 are the company's forecasts.

Operates Tailor-Made Suit Shops

TANGOYA operates 27 tailor-made suit shops with GINZA Global Style as its core brand. The company mainly handles men's suits, but it also handles tailor-made suits for women. Out of 22 shops under its Global Style sales department, 13 shops handle women's suits.

The company's net sales is categorized by business department, but over 90% of the entire net sales is from the Global Style sales department, and GINZA Global Style generates over 70% of the entire net sales. The price range of tailor-made suits provided by the Global Style sales department varies widely from 24,000 yen to 100,000 yen per suit excluding tax.

Four lines of businesses of the Global Style sales department excluding online services is segmented by the shop facilities, not by the quality or price of suits they provide. The core GINZA Global Style features a private fitting room. Furthermore, GINZA Global Style COMFORT are shops that also have a waiting cafe.

TANGOYA is a line of business different from GINZA Global Style as its targeted customers are mainly people in their forties or fifties and it limits contracted garment factories to domestic factories. Its shops are mainly located in the Kyushu region.

SPA Model

Customers can select from over 5,000 fabrics. Once the company receives an order from a customer, the fabric will be sent to a garment factory with which it contracts production, while design and other tailoring information will be sent via a production management company and the suit will be produced.

Even though it contracts production to external garment factories, the company establishes the businesses of so-called SPA (specialty store retailer of private label apparel) model, by thoroughly conducting planning, sales, inventory management, etc.

TANGOYA (7126 TSE JASDAQ Standard) - - - - - August 31, 2021**Financial Statements**

Statement of income	Fiscal Year	Jul. 2019		Jul. 2020		Nine months to Apr. 2021	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		9,720	100.0	9,017	100.0	6,427	100.0
Cost of sales		5,215	53.7	4,851	53.8	3,099	48.2
Gross profit		4,504	46.3	4,166	46.2	3,328	51.8
Selling, general and administrative expenses		3,841	39.5	3,973	44.1	3,100	48.2
Operating profit		662	6.8	193	2.1	227	3.5
Non-operating income		98	-	126	-	55	-
Non-operating expenses		127	-	63	-	45	-
Ordinary profit		632	6.5	257	2.9	237	3.7
Profit before income taxes		871	9.0	245	2.7	242	3.8
Net profit		537	5.5	184	2.0	152	2.4

Balance sheet	Fiscal Year	Jul. 2019		Jul. 2020		Apr. 2021	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		3,633	67.3	4,093	67.4	4,292	66.4
Cash and deposits		1,020	18.9	1,421	23.4	1,831	28.3
Accounts receivable-trade		385	7.1	276	4.6	426	6.6
Inventories		1,901	35.2	2,328	38.4	1,963	30.4
Non-current assets		1,763	35.7	1,976	32.6	2,175	33.6
Property, plant and equipment		1,196	22.2	1,347	22.2	1,505	23.3
Intangible assets		184	3.4	162	2.7	163	2.5
Investments and other assets		382	7.1	466	7.7	506	7.8
Total assets		5,397	100.0	6,069	100.0	6,468	100.0
Current liabilities		3,476	64.4	3,780	62.3	3,957	61.2
Accounts payable - trade		956	17.7	445	7.3	390	6.0
Non-current liabilities		1,238	22.9	1,473	24.3	1,561	24.1
Net assets		683	12.7	815	13.4	949	14.7
Owners' equity		683	12.7	815	13.4	949	14.7

Statement of cash flows	Fiscal Year	Jul. 2019	Jul. 2020
		(mn yen)	(mn yen)
Cash flows from operating activities		342	-713
Depreciation		208	182
Cash flows from investing activities		517	-155
Cash flows from financing activities		-555	1,270
Dividends paid		-	-52
Net increase in cash and cash equivalents		304	401
Cash and cash equivalents		1,020	1,421

Note: Non-consolidated basis.

Source: Prepared by Stock Research Center based on the notifiable prospectus.

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