

Omnichannel sales of original products including BAKUNE functional nightwear

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[325A TENTIAL Sector : Textiles and Apparels]

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)
Jan. 2024	5,409	2.7x	473	11.9x	477	12.3x	506	-	76.6	-13.5	0.0
Jan. 2025	f 11,955	2.2x	1,321	2.8x	1,300	2.7x	855	68.9	129.1	-	0.0
Jan. 2026	f 16,973	42.0	1,619	22.6	1,602	23.3	1,111	29.9	158.2	-	0.0

Note: Non-consolidated basis. Figures for the fiscal year ending January 2025 and 2026 is the company's forecasts.
It conducted 1:200 stock split on November 6, 2024. Per share indices are adjusted retroactively.

Sales of Original Products Including BAKUNE Functional Nightwear

TENTIAL plans, develops and sells products under the TENTIAL brand.

Under the TENTIAL brand, the company is working to enhance brand recognition and develop products with a particular focus on rest (sleep), which is considered an important factor for maintaining good health, alongside exercise and diet. As of the end of 2024, the company had developed over 100 TENTIAL brand products.

The brand's key product is BAKUNE functional nightwear series, which is designed to improve the quality of sleep. In fiscal year ended January 2024, it accounted for over 80% of net sales. Products designed to improve sleep quality have traditionally included items such as pillows and futons. What sets this product apart is its focus on enhancing the functionality of nightwear, such as pajamas.

All of TENTIAL's products are planned and developed in-house. While the company outsources manufacturing and logistics, it handles marketing, sales and support internally. Proactively participating in upstream and downstream processes enables TENTIAL to rapidly reflect customer feedback in product planning.

Diversified Sales Channels

The company's sales channels include a proprietary e-commerce (EC) site, an EC mall, directly managed stores and wholesale. TENTIAL conducts omnichannel sales through measures such as providing an environment where customers can try clothes in a real store to check functionality and comfort while facilitating the easy online purchase of products.

Financial Statements

Statement of income	Fiscal Year	Jan. 2023		Jan. 2024		Nine months to Oct.2024	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		2,033	100.0	5,409	100.0	6,159	100.0
Cost of sales		623	30.6	1,627	30.1	1,848	30.0
Gross profit		1,410	69.4	3,781	69.9	4,311	70.0
Selling, general and administrative expenses		1,370	67.4	3,307	61.2	3,846	62.4
Operating profit		39	2.0	473	8.8	464	7.5
Non-operating income		9	-	21	-	16	-
Non-operating expenses		9	-	18	-	28	-
Ordinary profit		38	1.9	477	8.8	453	7.4
Profit before income taxes		-10	-0.5	471	8.7	453	7.4
Net profit		-12	-0.6	506	9.4	302	4.9

Balance sheet	Fiscal Year	Jan. 2023		Jan. 2024		Oct.2024	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		1,260	96.2	2,300	92.4	4,436	91.4
Cash and deposits		834	63.7	1,393	56.0	2,482	51.2
Accounts receivable-trade		88	6.8	171	6.9	518	10.7
Contract asset		299	22.8	685	27.5	1,403	28.9
Non-current assets		49	3.8	188	7.6	415	8.6
Property, plant and equipment		4	0.3	56	2.3	189	3.9
Intangible assets		32	2.5	43	1.7	82	1.7
Investments and other assets		12	1.0	89	3.6	143	3.0
Total assets		1,310	100.0	2,489	100.0	4,851	100.0
Current liabilities		378	28.9	873	35.1	2,910	60.0
Accounts payable - trade		77	5.9	37	1.5	847	17.5
Current portion of bonds payable		-	-	-	-	11	0.2
Short-term borrowings		32	2.4	300	12.1	1,000	20.6
Current portion of long-term borrowings		43	3.4	48	2.0	200	4.1
Non-current liabilities		323	24.7	401	16.1	423	8.7
Bonds payable		26	2.0	24	1.0	11	0.2
Long-term borrowings		295	22.5	373	15.0	373	7.7
Net assets		608	46.4	1,215	48.8	1,517	31.3
Owners' equity		608	46.4	1,214	48.8	1,517	31.3

Statement of cash flows	Fiscal Year	Jan. 2023	Jan. 2024
		(mn yen)	(mn yen)
Cash flows from operating activities		-42	237
Depreciation		11	17
Cash flows from investing activities		-38	-119
Cash flows from financing activities		711	442
Net increase in cash and cash equivalents		629	559
Cash and cash equivalents		834	1,393

Note: Non-consolidated

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

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