

Operating hot yoga and Pilates studios for women

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352A LIFE CREATE Sector : Services]

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)
Mar. 2023	4,839	14.2	407	-	390	-	92	-	8.4	-24.0	0.0
Mar. 2024	6,217	28.5	727	78.5	668	71.3	363	3.9x	30.0	14.1	0.0
Mar. 2025 f	8,483	36.4	923	26.8	841	25.9	593	63.4	48.1	-	0.0

Note: Non-consolidated basis. Figures for the fiscal year ending March 2025 is the company's forecasts.
It conducted 1:3 stock split on February 1, 2025. Per share indices are adjusted retroactively.

Deploying Small-Scale Fitness Studios for Women Across Japan

LIFE CREATE operates fitness studios for women.

The company manages studios for hot yoga, surf exercise, Pilates, group machine weight training and stretching. As of the end of 2024, there were 132 directly operated studios nationwide. The studios are situated in train station buildings, shopping centers and at roadside locations.

Moreover, the company develops and sells supplements that work to achieve better results in combination with lessons at studios.

The company's net sales primarily comprise membership fees paid by members, which constitute recurring revenue. There are between 450 and 700 members per studio. The average price per member, including monthly membership fees and product sales, is around 10,000 yen. The composition ratio of net sales in fiscal year ended March 2024 was approximately 93% for membership fees and 7% for merchandise sales.

The characteristics and strengths of LIFE CREATE and the brands it develops are as follows:

- 1) Operating small studios where groups averaging around 20 to 30 people are taught by a single instructor enables the company to curtail fixed cost burdens, consisting of personnel expenses, rent and utilities.
- 2) Developing multiple brands has allowed the company to build a wide-ranging female base membership from their 20s to their 70s and above.
- 3) Accumulating expertise in developing brands that rapidly identify trends overseas and customize them.
- 4) Systematizing methods of human resource education. The company has also standardized store operations to enable efficient management.

LIFE CREATE (352A TSE Growth)

May 1, 2025

Financial Statements

Statement of income	Fiscal Year	Mar. 2023		Mar. 2024		Nine months to Dec.2024	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		4,839	100.0	6,217	100.0	6,157	100.0
Cost of sales		3,177	65.7	3,863	62.1	3,681	59.8
Gross profit		1,661	34.3	2,354	37.9	2,475	40.2
Selling, general and administrative expenses		1,253	25.9	1,626	26.2	1,605	26.1
Operating profit		407	8.4	727	11.7	870	14.1
Non-operating income		8	-	10	-	1	-
Non-operating expenses		26	-	69	-	48	-
Ordinary profit		390	8.1	668	10.8	823	13.4
Profit before income taxes		165	3.4	426	6.9	813	13.2
Net profit		92	1.9	363	5.8	594	9.6

Balance sheet	Fiscal Year	Mar. 2023		Mar. 2024		Dec.2024	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		1,204	29.5	1,935	36.7	2,345	35.3
Cash and deposits		573	14.1	1,009	19.1	1,152	17.4
Trade receivables		475	11.6	623	11.8	795	12.0
Contract asset		46	1.1	60	1.1	114	1.7
Non-current assets		2,876	70.5	3,345	63.3	4,292	64.7
Property, plant and equipment		2,146	52.6	2,419	45.8	3,156	47.6
Intangible assets		16	0.4	13	0.3	14	0.2
Investments and other assets		712	17.5	912	17.3	1,120	16.9
Total assets		4,080	100.0	5,281	100.0	6,637	100.0
Current liabilities		1,970	48.3	1,998	37.8	2,278	34.3
Accounts payable - trade		32	0.8	33	0.6	32	0.5
Short-term borrowings		-	-	30	0.6	-	-
Current portion of long-term borrowings		368	9.0	462	8.8	572	8.6
Current portion of bonds payable		300	7.4	30	0.6	-	-
Non-current liabilities		1,586	38.9	2,147	40.7	2,628	39.6
Bonds payable		30	0.7	-	-	-	-
Long-term borrowings		1,084	26.6	1,733	32.8	2,145	32.3
Net assets		523	12.8	1,136	21.5	1,730	26.1
Owners' equity		522	12.8	1,136	21.5	1,730	26.1

Statement of cash flows	Fiscal Year	Mar. 2023	Mar. 2024
		(mn yen)	(mn yen)
Cash flows from operating activities		528	860
Depreciation		195	244
Cash flows from investing activities		-310	-875
Cash flows from financing activities		78	450
Dividends paid		-	-
Net increase in cash and cash equivalents		296	435
Cash and cash equivalents		573	1,009

Note: Non-consolidated

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

Newly Listed Company Introduction Report

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