よい朝のために。 **KY** RITSU HOTELS & DORMITORIES

FY 3/24 Q3 (4-12/2023) Consolidated Financial Results

February 20, 2024 Kyoritsu Maintenance Co., Ltd. (Securities Code 9616)

ONYADO NONO Beppu



01 Summary of Financial Results for FY 3/24 Q3 P.02

<u>02</u> FY 3/24 Consolidated Financial Forecasts **P.16**



01 Summary of Financial Results for FY 3/24 Q3

02 FY 3/24 Consolidated Financial Forecasts

FY3/24 Q3 Financial Highlights



Record profits due to improved profitability in the dormitory business and the hotel business.

Dormitory Business

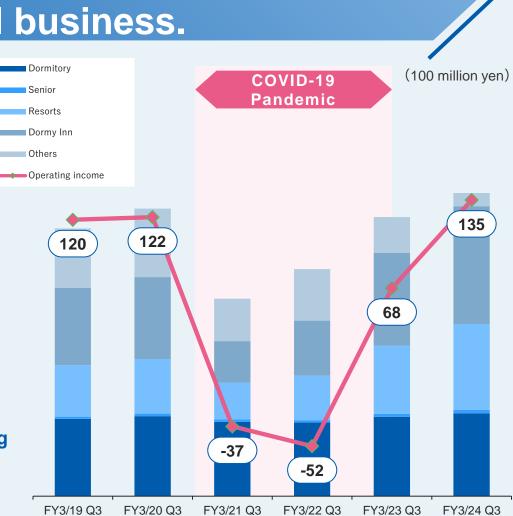
We achieved higher sales and profit due to significant growth in numbers of rooms occupied by Japanese and international students from the same period last year.

Hotel Business

We achieved Record profits and profit due improvements in the business environment driven by increase in domestic and inbound demand, as well as success in setting appropriate selling prices.

Others

- •We implemented improvements in employment conditions, including an across-the-board pay rise.
- •We aggressively pursued large-scale renewals to maintain/improve customer satisfaction.



3

Overview of Consolidated Financial Results and Main Financial Indicators



100 million yen	FY 3/19 Q3 Cumulative Results (4–12/2018)	FY 3/23 Q3 Cumulative Results (4–12/2022)	FY 3/24 Q3 Cumulative Results (4–12/2023)	YoY Comp	arison	YoY Comparison of Increase/Decrease ir Cost for Large-Scale Renewal		YoY Comparison of Increase/Decrease in opened after April 2022 onwards	YoY Comparison without Factors on the Left
Net Sales	1,238	1,291	1,510	+219	+17.0%	-7	+5	+86	+135
Operating Income	120	68	135	+67	+99.0%	-11	-14	+25	+67
Ordinary Income	117	65	133	+67	+102.6%	Operations In			growth rate -67
Net Income	79	41	79	+37	+91.4%	Operating Ir		D	
EPS (yen)	204.5	106.3	203.3	+97.0	+91.3%	Increa in Cos	B VoY Comparison ise/Decrease st for Large- Voy Comparison Increase/Decreasi in facilities for	se 2022 onwards	
Depreciation Expense	34	44	49	+4	+10.6%		le Renewal people who have been infected withe COVID-19	ith	135
Cash Flow*1	114	86	128	+42	+49.5%	68	-14		
Capital Investment	87	44	130	+85	+194.9%	FY3/23 Q3 Cumulative Results			FY3/24 Q3 Cumulative Results

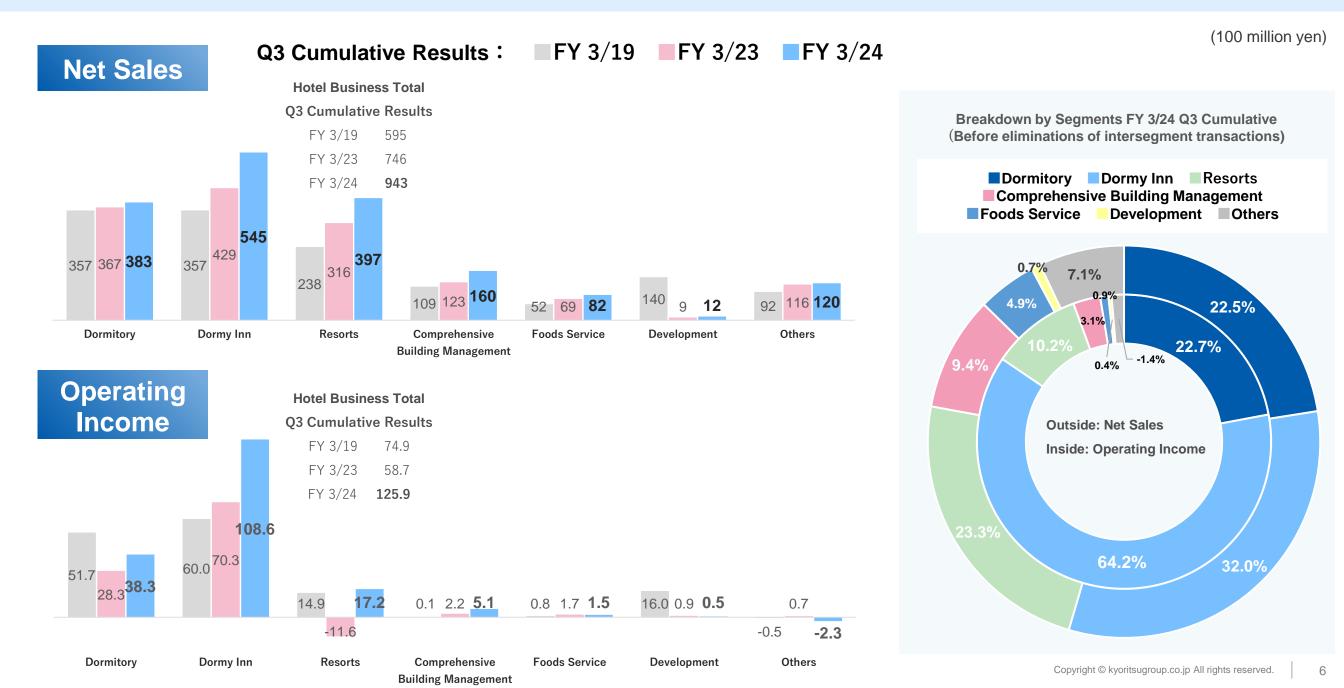
*1 Cash Flow: Net Income + Depreciation Expense

Factors for Deviation from Operating Income Plans



Operating I (100 million		Q1 (4-6/2023)	Q2 (7-9/2023)	Q3 (10–12/2023)	Q3 Cumulative Results (4–12/2023)	Main Cause					
	Previous Forecast	16	13	7	36	· Derformence in menthly (chert term use)					
Dormitory Business	Results	16	13	8	38	 Performance in monthly (short-term use) employee dormitories was strong, exceeding plans. 					
	Comparison with Plans	-	-	+1	+1		Resorts				
	Previous Forecast	28	40	27	97		Business Dormy Inn +4	Others			
Dormy Inn Business	Results	28	40	39	108	• The Hotel Business exceeded figures	Business				
Buomooo	Comparison with Plans	-	-	+11	+11	anticipated in plans due to improvements in the business environment driven by increase	+11				
_	Previous Forecast	-6	9	9	12	in domestic and inbound demand, as well as success in setting appropriate selling prices					
Resorts Business	Results	-6	9	13	17	corresponding to cost inflation.	Dormitory Business				
2000000	Comparison with Plans	-	-	+4	+4		+1	135			
	Previous Forecast	-9	-8	-11	-29						
Others	Results	-9	-8	-10	-28	 It progresses largely as planned. 	447				
	Comparison with Plans	-	-	+0	+0		117				
	Previous Forecast	29	54	33	117			~			
Total	Results	29	54	51	135		Q3 Cumulative	Q3			
	Comparison with Plans	-	-	+18	+18		Previous Forecast	Cumulative Results			

Breakdown of Net Sales and Operating Income by Business Segments



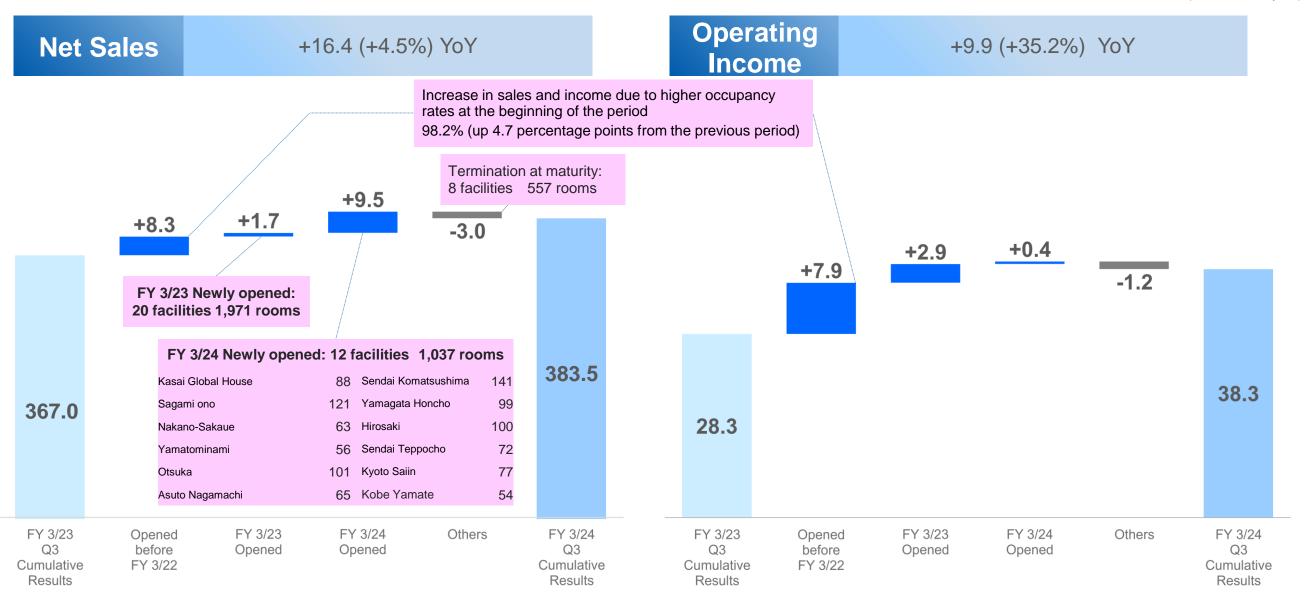
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Dormitory Business: Net Sales and Operating Income

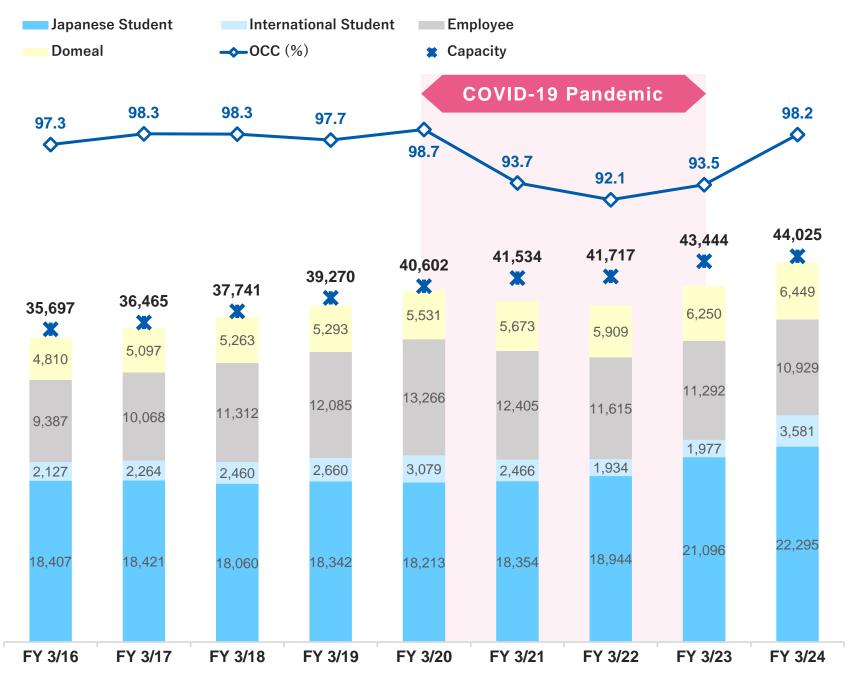
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(100 million yen)



Dormitory Business: Trends in Initial Number of Leased Units & Occupancy Ratio





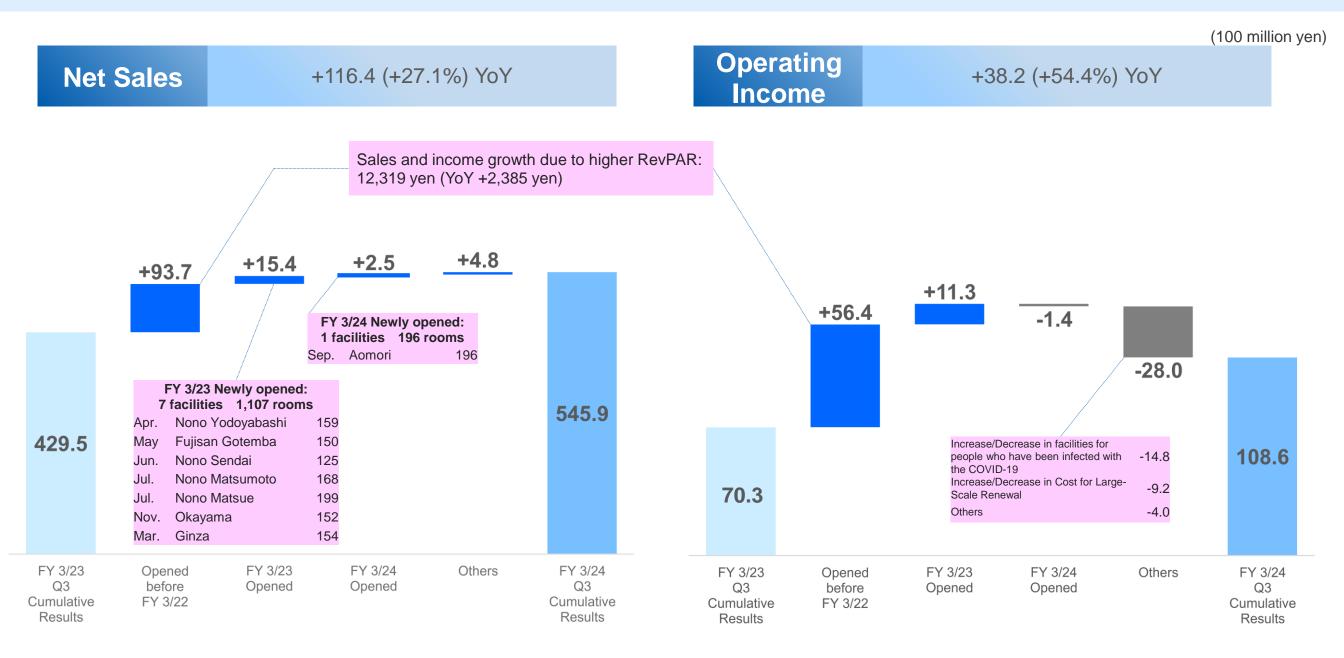
	FY 3/22	FY 3/23	YoY	FY 3/24	YoY
Occupancy Ratio at the Beginning	92.1%	93.5%	+1.4pt	98.2%	+4.7pt
Number of Properties (Facilities)	502	514	+12	519	+5
Number of Rooms	41,717	43,444	+1,727	44,025	+581
Number of Rooms Occupied	38,402	40,615	+2,213	43,254	+2,639

Breakdown of Occupied Rooms (Unit: rooms)

	FY 3/22	FY 3/23	YoY	FY 3/24	YoY
Domeal	5,909	6,250	+341	6,449	+199
Employee	11,615	11,292	-323	10,929	-363
International Student	1,934	1,977	+43	3,581	+1,604
Japanese Student	18,944	21,096	+2,152	22,295	+1,199
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Dormy Inn Business: Net Sales and Operating Income



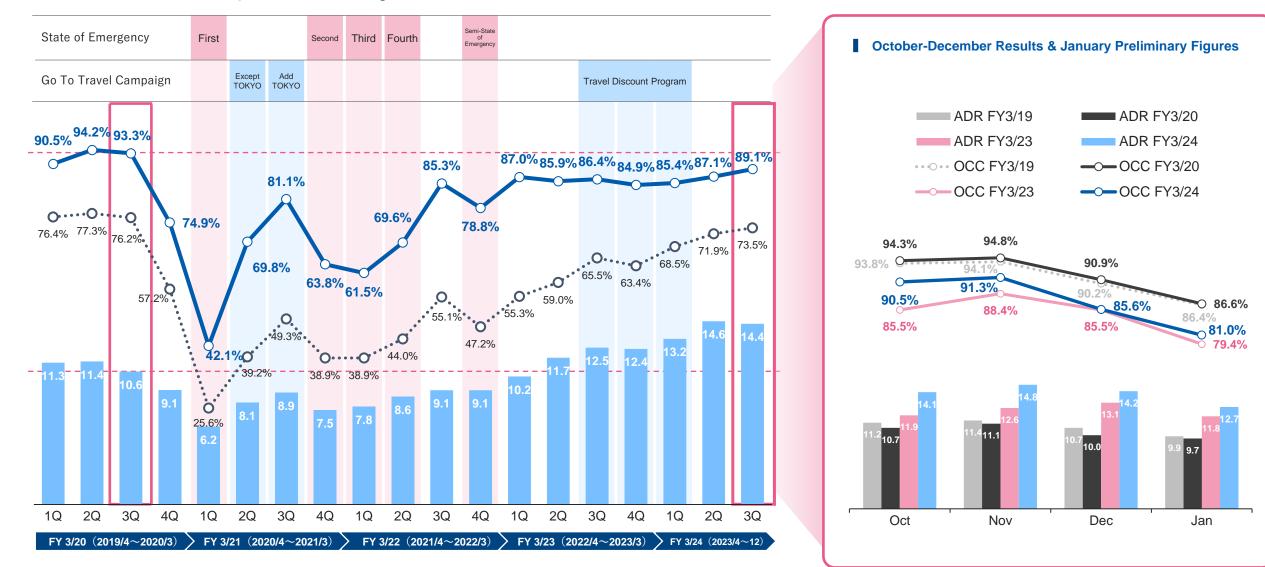


Dormy Inn Business: Quarterly Trends in Occupancy Ratio and Average Daily Rate





•••••• Business Hotel Industry Average OCC *2



*1 The table above shows figures excluding hotels that opened in April 2022 or later, in order to enable comparison between the three periods under the same conditions.

*2 Source: Japan Tourism Agency Homepage

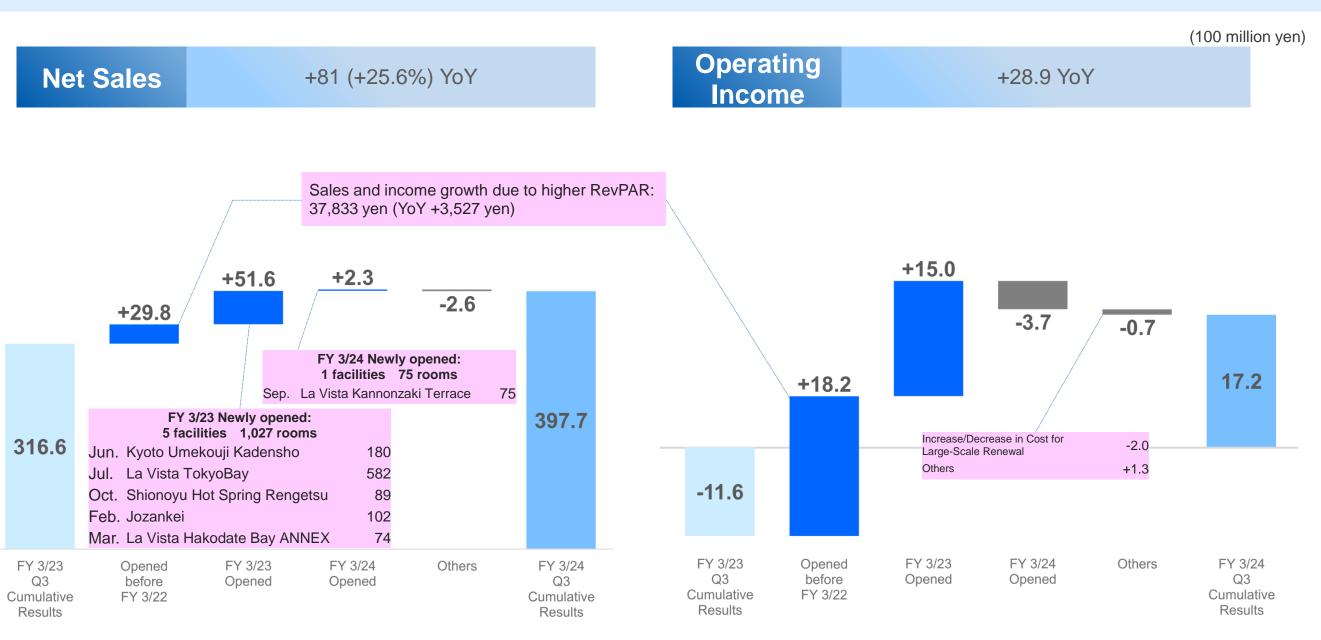
Dormy Inn Business: RevPAR by Quarter



RevPAR *1 Semi-State of Emergency State of Emergency First Second Third Fourth **October-December Results & January Preliminary Figures** Except Add TOKYO TOKYO Go To Travel Campaign Travel Discount Program ••••• RevPAR FY3/19 -O-RevPAR FY3/24 12.7 12.8 11.3 10.8 10.5 10.7 10.2 10.0 13.5 9.9 12.8 8.8 12.2 7.7 11.1 11.2 7.2 10.5 10.3 6.8 9.6 6.0 10.2 7.1 10.5 10.1 9.4 5.6 9.1 8.4 4.8 4.8 2.6 1Q 2Q 3Q 4Q 3Q 4Q 3Q 2Q 3Q 1Q 2Q 3Q 4Q 1Q 2Q 1Q 2Q 4Q 1Q Oct Nov Dec Jan FY 3/20 (2019/4~2020/3) FY 3/21 (2020/4~2021/3) FY 3/22 (2021/4~2022/3) FY 3/23 (2022/4~2023/3) **FY 3/24** (2023/4~12)

*1 The table above shows figures excluding hotels that opened in April 2022 or later, in order to enable comparison between the three periods under the same conditions.

Resorts Business: Net Sales and Operating Income



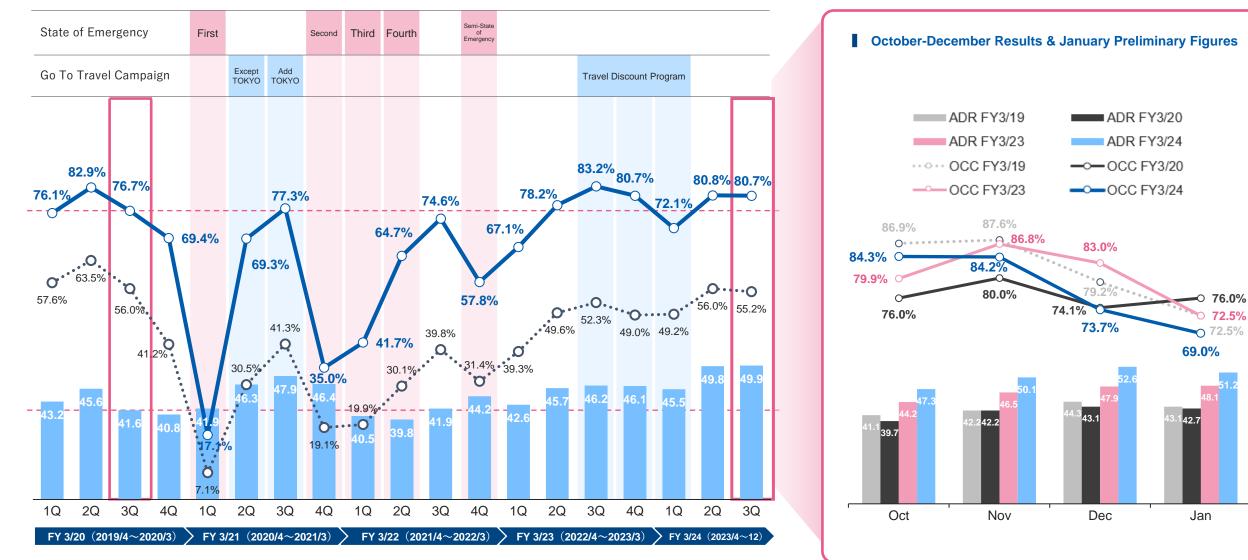
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Resorts Business: Quarterly Trends in Occupancy Ratio and Average Daily Rate





...... Resort Hotel Industry Average OCC *2



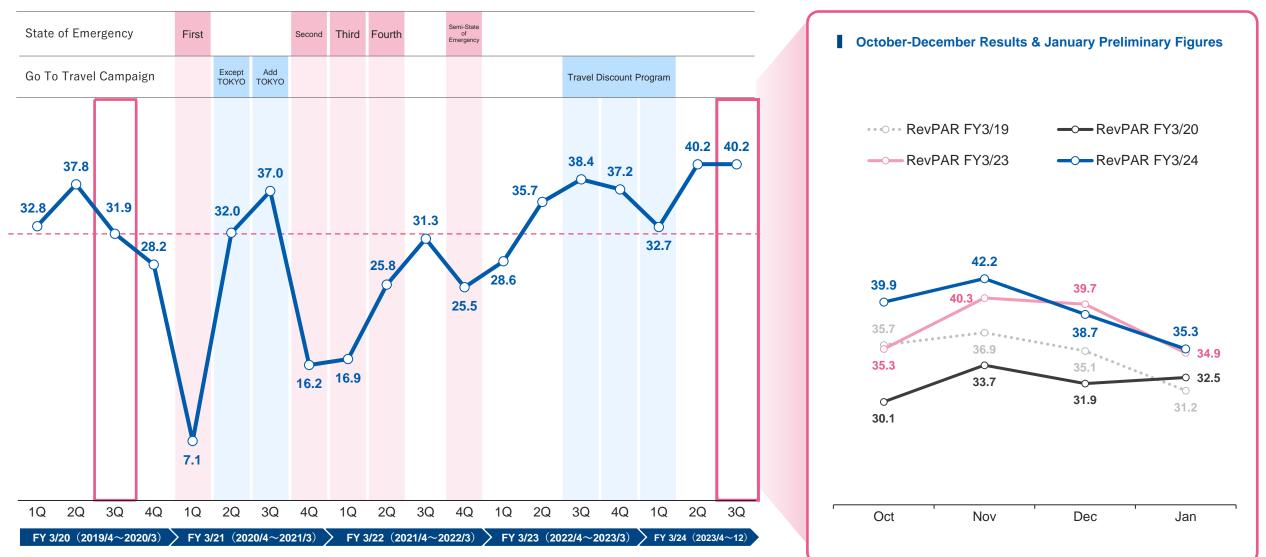
*1 The table above shows figures excluding hotels that opened in April 2022 or later, in order to enable comparison between the three periods under the same conditions.

*2 Source: Japan Tourism Agency Homepage

Resorts Business: RevPAR by Quarter

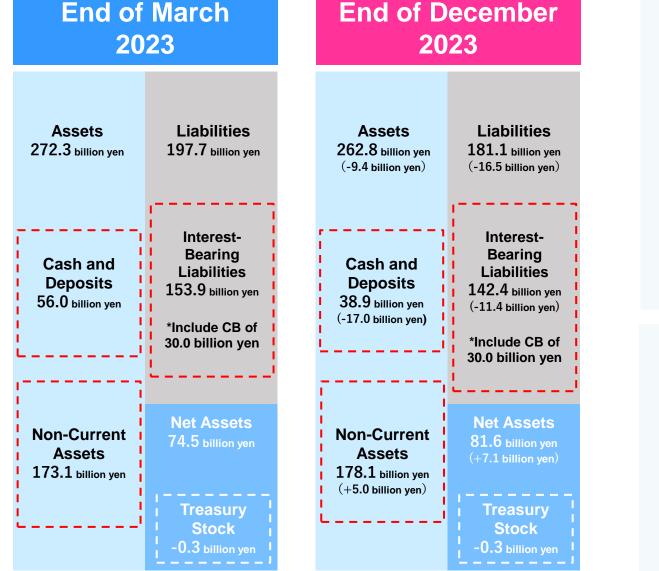


___RevPAR ※1

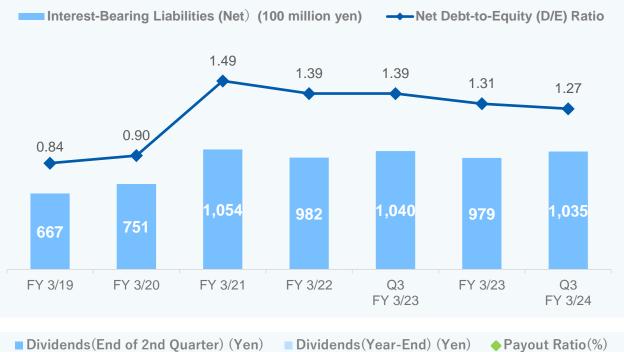


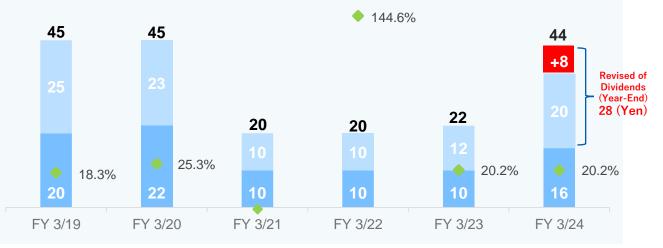
*1 The table above shows figures excluding hotels that opened in April 2022 or later, in order to enable comparison between the three periods under the same conditions.

Balance Sheet, Net D/E Ratio, Dividend Trends



Notes: Interest-bearing liabilities = Short-term loans payable + Current portion of bonds + Bonds + Long-term loans payable + Lease debts + Convertible bonds (CB)





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01 Summary of Financial Results for FY 3/24 Q3

<u>02</u> FY 3/24 Consolidated Financial Forecasts

Consolidated Financial Forecast: Highlights



Expecting record-high profits and revised upward again due to an improvement in earnings, which is better-than-expectation.

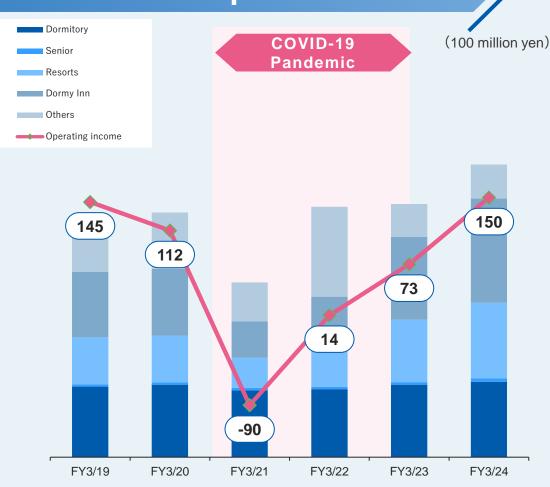
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Dormitory Business

Since the occupancy rate at the beginning of the period was 98.2%, up 4.7 percentage points from the previous period, we anticipate higher sales and profit in plans. We will also strive to revise selling prices to appropriate levels.

Hotel Business

Capitalizing on the improved business environment due to increase in domestic and inbound demand, we will continue to pursue Average Daily Rate as a sales strategy.



Consolidated Financial Forecast: Main Financial Indicators



100 million yen	FY 3/23 Results (4/2022 – 3/2023)	FY 3/24 Revised Forecast (4/2023 – 3/2024)		oY oarison A	Fore	ious cast arison	YoY Comparison of Increase/Decrease in Cost for Large-Scale		S YoY Comparison of ncrease/Decrease in opened after April 2022 onwards	YoY Comparison without Factors on the Left	
Net Sales	1,756	2,030	+273	+15.6%	+30	+1.5%	-10	+12	+109	+162	
Operating Income	73	150	+76	+104.7%	+20	+15.4%	-13	-12	+31	+71	
Ordinary Income	71	140	+68	+96.8%	+20	+16.7%			Original gro		
Net Income	42	85	+42	+100.4%	+15	+21.4%	Operating In	come	+71		
EPS (yen)	108.8	217.9	+109.1	+100.3%	+38.4	+21.4%			bY Comparison of crease/Decrease in opened after pril 2022 onwards		
DPS (yen)	22	44	+22	+100.0%	+8	+22.2%	YoY Comp Increase/ in Cost fo Scale R	or Large- in facilities for enewal people who have	+31	150	
Depreciation Expense	61	70	+8	+14.4%	-	-		13 been infected with the COVID-19			
Cash Flow*1	103	155	+51	+49.6%	+15	+10.7%	73	-12			
Capital Investment	133	200	+67	+50.6%	-	-	FY 3/23 Results			FY 3/24 Revised Forecast	

*1 Cash Flow: Net Income + Depreciation Expense

Consolidated Financial Forecast: Quarterly Operating Income by Major Segments



Operating I	ncome	Q1	Q2	Q3	Q4	Full Year		
(100 million	yen)	(4 – 6)	(7 – 9)	(10 – 12)	(1 – 3)			
	FY 3/23 Results	12	9	5	17	45		
Dormitory Business	FY 3/24 Previous Forecast	16	13	7	20	57	Resorts Business	
	FY 3/24 Revised Forecast	16	13	8	18	57	+41	
	FY 3/23 Results	14	26	29	6	76		
Dormy Inn Business	FY 3/24 Previous Forecast	28	40	27	8	105	Dormy Inn -20	
	FY 3/24 Revised Forecast	28	40	39	13	122	Business Others	
	FY 3/23 Results	-13	-0	2	-9	-21		
Resorts Business	FY 3/24 Previous Forecast	-6	9	9	-0	11		
	FY 3/24 Revised Forecast	-6	9	13	2	19	Dormitory Business 15	0
	FY 3/23 Results	-3	-6	-8	-8	-27	+11	
Others	FY 3/24 Previous Forecast	-9	-8	-11	-15	-45		
	FY 3/24 Revised Forecast	-9	-8	-10	-19	-48		
	FY 3/23 Results	10	28	28	5	73	73	
Total	FY 3/24 Previous Forecast	29	54	33	12	130		
	FY 3/24 Revised Forecast	29	54	51	14	150	FY 3/23 FY 3/ Results Copyright © kyoritsugroup co in All rights rese	orecast

Consolidated Financial Forecast: Breakdown by Segments

FY 3/19 Results FY 3/23 Results FY 3/24 Previous Forecast FY 3/24 Revised Forecast (100 million yen) **Net Sales** Hotel Business Total FY 3/19 Results 783 Breakdown by Segments FY 3/24 Forecast FY 3/23 Results 1,010 (Before eliminations of intersegment transactions) FY 3/24 Previous Forecast 1,229 FY 3/24 Revised Forecast 1,248 Dormitory Dormy Inn Resorts Comprehensive Building Management Development Others Foods Service 700723 524**523** 525 576 529 455 433 503 7.1% 1.5% 219 489 327 124 156 162 162 158 18 <u>32</u> 34 155185 69 95 109 22.8% 0.9% 4.8% 3.1% Others Dormitory Dormy Inn Resorts Comprehensive **Foods Service** Development **Building Management** 27.5% -2.3% 1.2% 9.5% **Hotel Business Total** Operating FY 3/19 Results 82.1 Income **Outside: Net Sales** FY 3/23 Results 55.1 Inside: Operating Income FY 3/24 Previous Forecast 117.7 FY 3/24 Revised Forecast 142.0 122.5 22.9% 105.731.5% 78.0 57.0 60.1% 76.6 57.5 66.5 19.01.3 2.1 2.4 45.5 11.919.4 15.6 2.9 <u>6.7</u> 5.4 **6.2** 0.9 1.8 1.9 1.7 -1.2-0.5-4.5-4.6 -21.5 Dormitory Dormy Inn Resorts Comprehensive **Foods Service** Development Others Copyright © kyoritsugroup.co.jp All rights reserved. 20 **Building Management**

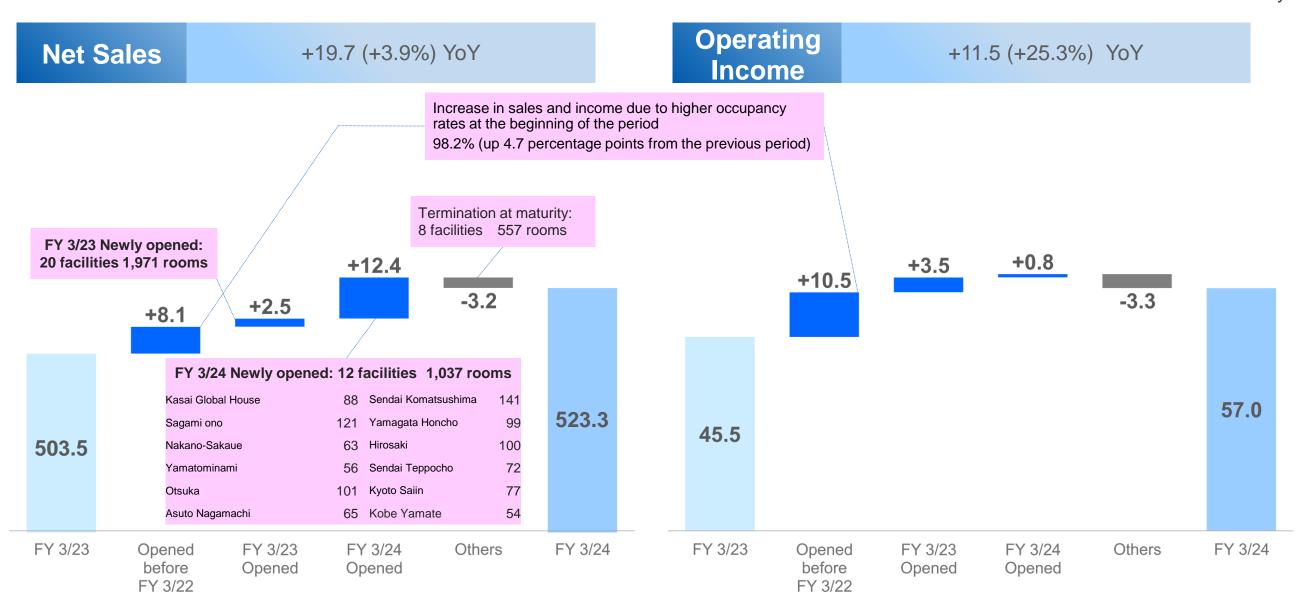
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Consolidated Financial Forecast, Dormitory Business: Net Sales and Operating Income

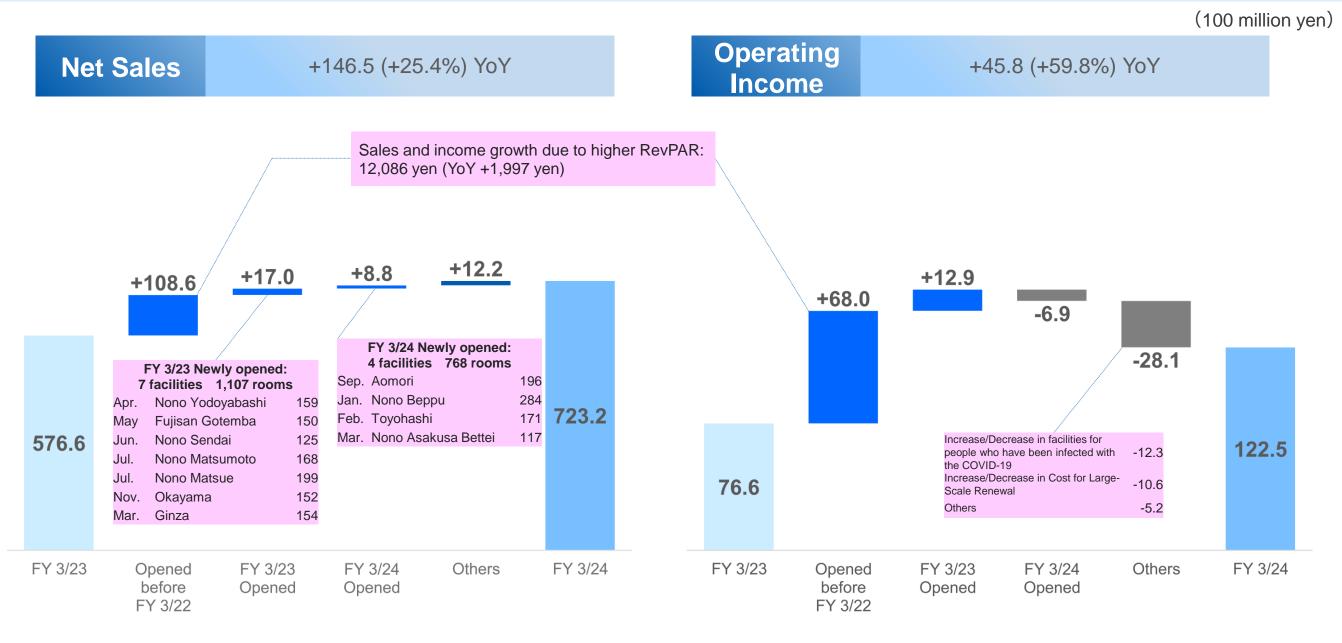
(100 million yen)

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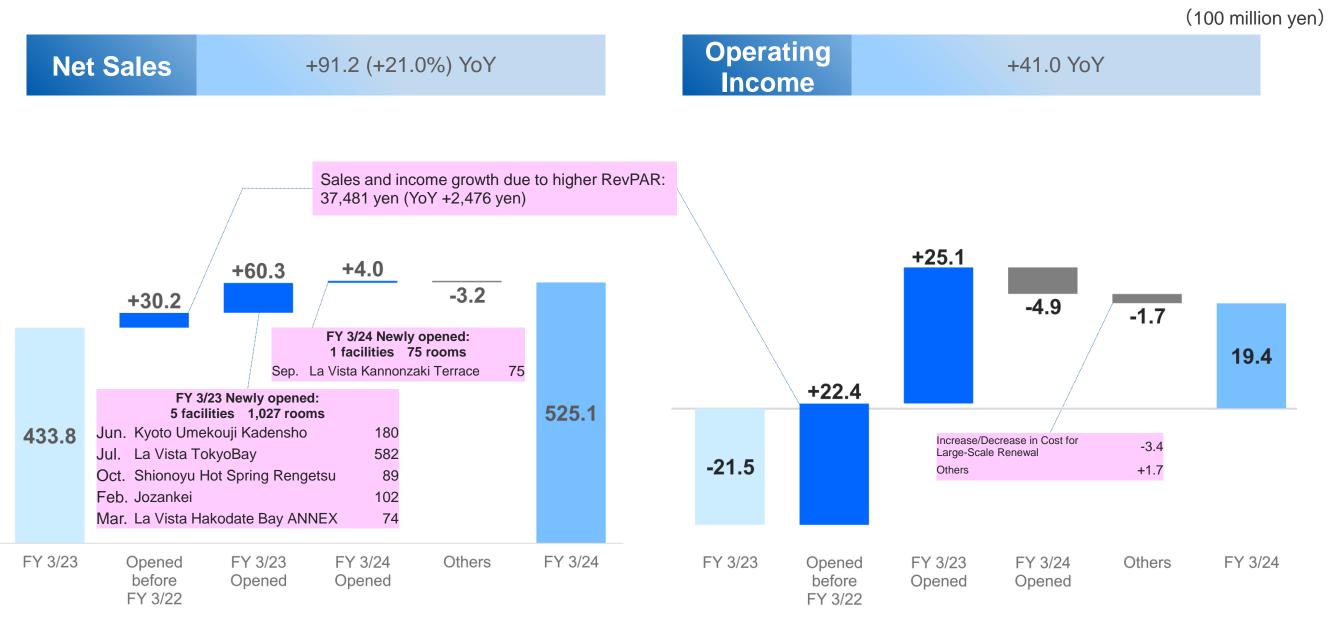
Consolidated Financial Forecast, Dormy Inn Business: Net Sales and Operating Income





Consolidated Financial Forecast, Resorts Business: Net Sales and Operating Income





Consolidated Financial Forecast, Dormy Inn Business: Quarterly Trends in KPI

FY 3/21



FY 3/22

FY 3/23

			000						ADR						RevPA	R	
(%)	Q1	Q2	Q3	Q4	Full year	(Thousand yen)	Q1	Q2	Q3	Q4	Full year	(Thousand yen)	Q1	Q2	Q3	Q4	Full year
FY 3/19	88.9	91.6	92.7	89.7	90.8	FY 3/19	10.9	11.7	11.1	10.4	11.0	FY 3/19	9.7	10.7	10.3	9.3	10.0
FY 3/20	90.5	94.2	93.3	74.9	88.1	FY 3/20	11.3	11.4	10.6	9.1	10.6	FY 3/20	10.2	10.7	9.9	6.8	9.4
FY 3/21	42.1	69.8	81.1	63.8	64.7	FY 3/21	6.2	8.0	8.9	7.5	7.9	FY 3/21	2.6	5.6	7.2	4.8	5.1
FY 3/22	61.5	69.6	85.3	78.8	73.9	FY 3/22	7.8	8.6	9.1	9.1	8.7	FY 3/22	4.8	6.0	7.7	7.1	6.4
FY 3/23	87.0	85.9	86.4	84.9	86.1	FY 3/23	10.2	11.7	12.5	12.4	11.7	FY 3/23	8.8	10.0	10.8	10.5	10.0
FY 3/24 Previous Forecast	85.4	87.1	86.9	84.2	85.9	FY 3/24 Previous Forecast	13.2	14.6	13.3	12.8	13.5	FY 3/24 Previous Forecast	11.3	12.7	11.6	10.8	11.6
FY 3/24 Revised Forecast	85.4	87.1	89.1	85.0	86.7	FY 3/24 Revised Forecast	13.2	14.6	14.4	13.4	13.9	FY 3/24 Revised Forecast	11.3	12.7	12.8	11.3	12.0
Compared with previous forecast	-	-	+2.3pt	+0.8pt	+0.8pt	Compared with previous forecast	-	-	+1.0	+0.5	+0.3	Compared with previous forecast	-	-	+1.2	+0.5	+0.4

Note) The table above shows figures excluding hotels that opened in April 2022 or later, in order to enable comparison between the three periods under the same conditions

FY 3/20

88.9%

10.9

9.7

Q1

0--

11.7

10.7

Q2

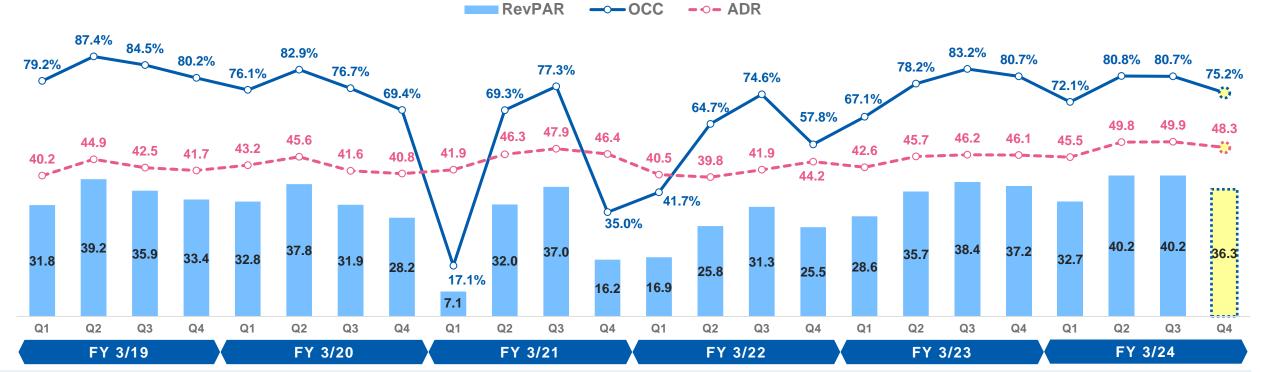
FY 3/19

FY 3/24

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Consolidated Financial Forecast, Resorts Business: Quarterly Trends in KPI





			000						ADR						RevPA	R	
(%)	Q1	Q2	Q3	Q4	Full year	(Thousand yen)	Q1	Q2	Q3	Q4	Full year	(Thousand yen)	Q1	Q2	Q3	Q4	Full year
FY 3/19	79.2	87.4	84.5	80.2	82.8	FY 3/19	40.2	44.9	42.5	41.7	42.4	FY 3/19	31.8	39.2	35.9	33.4	35.1
FY 3/20	76.1	82.9	76.7	69.4	76.2	FY 3/20	43.2	45.6	41.6	40.8	42.9	FY 3/20	32.8	37.8	31.9	28.2	32.7
FY 3/21	17.1	69.3	77.3	35.0	51.8	FY 3/21	41.9	46.3	47.9	46.4	46.6	FY 3/21	7.1	32.0	37.0	16.2	24.1
FY 3/22	41.7	64.7	74.6	57.8	59.9	FY 3/22	40.5	39.8	41.9	44.2	41.6	FY 3/22	16.9	25.8	31.3	25.5	24.9
FY 3/23	67.1	78.2	83.2	80.7	77.3	FY 3/23	42.6	45.7	46.2	46.1	45.3	FY 3/23	28.6	35.7	38.4	37.2	35.0
FY 3/24 Previous Forecast	72.1	80.8	83.1	77.2	78.4	FY 3/24 Previous Forecast	45.5	49.8	49.0	47.9	48.1	FY 3/24 Previous Forecast	32.7	40.2	40.7	37.0	37.7
FY 3/24 Revised Forecast	72.1	80.8	80.7	75.2	77.3	FY 3/24 Revised Forecast	45.5	49.8	49.9	48.3	48.5	FY 3/24 Revised Forecast	32.7	40.2	40.2	36.3	37.4
Compared with previous forecast	-	-	-2.4pt	-2.0pt	-1.1pt	Compared with previous forecast	-	-	+0.8	+0.4	+0.3	Compared with previous forecast	-	-	-0.4	-0.6	-0.2

Note) The table above shows figures excluding hotels that opened in April 2022 or later, in order to enable comparison between the three periods under the same conditions

Dormitory / Hotel Development Plans



	FY 3/20		FY :	3/21	FY	3/22	FY	3/23	FY 3	3/24
	+15 facilities*	+1,574 rooms*	+15 facilities*	+1,181 rooms*	+21 facilities*	+1,928 rooms*	+20 facilities*	+1,971 rooms*	+12 facilities*	+1,037 rooms
	Ending number of facilities	494 facilities	Ending number of facilities	507 facilities	Ending number of facilities	512 facilities	Ending number of facilities	511 facilities	Ending number of facilities	518 facilities
	Ending guest capacity	40,633 rooms	Ending guest capacity	41,927 rooms	Ending guest capacity	42,551 rooms	Ending guest capacity	43,291 rooms	Ending guest capacity	44,085 rooms
Dormitories,	Leasing rate	87.6%	Leasing rate	87.0%	Leasing rate	86.7%	Leasing rate	86.6%	Leasing rate	86.9%
Domeal	[L] Sendai Higashigi [L] Motoyama, [L] O [L] Kagoshima, [L] K [L] Ichigaya, [L] Kom Meiji University Glob [L] Setagaya Todori	saka Tenma, lobe, nagome, pal Village,	 [L] Hokudai Avenue,[L] Nippori, [L] Sendai Tsutsujigaoka, [L] Nagakute,[L] Hamadayama, [L] Komazawa Park, [L] Esaka Park, [L] Yokohama-Nishi, [L] Hyakumanben Annex, [L] Azabujuban etc. 		 [L] Sakado Hanamachi, Niigata Akashidori, [L] Chuo University Minamidaira, [L] Iriya,[L] Duo Jiyugaoka, [L] Kameari,[L] Angelique Cour, [L] Tsuruma Park, [L] Osaka Fukushima, [L] Kyoto Kuinabashi, Gennanso, etc. 		 [L] Nishi-Shinjuku, [L] Utsunomiya, [L]Kashiwa, Teikyo University Hachioji, [L] Tokai University mae, [L] Sapporo Oyachi [L] Sendai Yamamotocho, [L] Minamimoricho, [L] Kyoto Yamashina, etc. 		 [L] Hirosaki, [L] Sendai Komatsushima, [L] Yamagata Honcho, [L] Asuto Nagamachi [L] Otsuka, [L] Kyoto Saiin, [L] Sagami ono, [L] yamatominami [L] Nakano-sakaue, etc. 	
	+7 facilities*	+1,535 rooms*	+4 facilities*	+1,166 rooms*	+2 facilities*	+471 rooms*	+7 facilities*	+1,107 rooms*	+4 facilities*	+768 rooms'
	Ending number of facilities	87 facilities	Ending number of facilities	85 facilities	Ending number of facilities	85 facilities	Ending number of facilities	91 facilities	Ending number of facilities	95 facilities
Dormy Inn	Ending guest capacity	14,783 rooms	Ending guest capacity	15,219 rooms	Ending guest capacity	15,468 rooms	Ending guest capacity	16,435 rooms	Ending guest capacity	17,203 room
	Leasing rate	99.0%	Leasing rate	99.1%	Leasing rate	99.1%	Leasing rate	99.1%	Leasing rate	97.5%
[L] Maebashi, [L] PREMIUM Fukui, [L] Morioka, [L] Nono Asakusa, [L] Kawasaki, [L] La Vista Furano Hills [L] Mito.		o Asakusa,	[L] Premium Nagasaki Ekimae, [L] Nono Kyoto Shichijo, [L] Kobe Motomachi, [L] Ikebukuro.		[L] Nono Kanazawa [L] Hiroshima Anne		[L] Nono Osaka Yod [L] Express Fujisan ([L] Nono Sendai, [L] Nono Matsumoto [L] Nono Matsue, [L] [L] Premium Ginza.	Gotemba,	Express Toyohashi, Nono Asakusa Bette [L] Nono Beppu, [L] Aomori.	<u>əi.</u>
	+3 facilities*	+224 rooms*	+3 facilities*	+297 rooms*	+1 facilities*	+69 rooms*	+5 facilities*	+1,027 rooms*	+1 facilities*	+75 rooms'
	Ending number of facilities	34 facilities	Ending number of facilities	36 facilities	Ending number of facilities	37 facilities	Ending number of facilities	41 facilities	Ending number of facilities	42 facilities
	Ending guest capacity	2,872 rooms	Ending guest capacity	3,135 rooms	Ending guest capacity	3,239 rooms	Ending guest capacity	4,193 rooms	Ending guest capacity	4,283 rooms
Resorts	Leasing rate	61.6%	Leasing rate	58.5%	Leasing rate	66.0%	Leasing rate	71.6%	Leasing rate	72.2%
	[L] Echigo Yuzawa hot Spring, [L] Kotohira hot Spring ONYADO Shikishimakan, Inazumi Hot Spring.		Shuzenji Hot Spring Katsuragawa, Okuhida Hot Spring Hirayukan, [L] Wakura Hot Spring Noto Kaishu.		[L] La Vista Kusatsi	ı Hills.	[L] Kyoto Umekouji [L] La Vista Tokyo E <u>Nasu Shiobara Ren</u> [L] Jozankei Yuraku [L] La Vista Hakoda	Bay, <u>igetsu,</u> i Souan,	[L] La Vista Kannonzaki Terrace.	
Companywide leasing rate	89.2	88.5%		88.7%		88.	8%	88.7%		

* Indicates numbers of increases in facilities and rooms from development projects (does not indicate numbers of increases from the end of the previous year for facilities and rooms in operation at the end of the year) (Note) [L] indicates a leased property; texts with underline indicate properties planned for real-estate securitization in the future.

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Appendix : **Opening Information**



Senior Life Business (2 facilities 241 rooms) & Foods Business (4 store)

	Facility Name	Prefecture	Number of Rooms	Opening Month	
Senior Life	Dormy Mejirodai	Tokyo	176 rooms	9/2023	
Senior Life Business	Dormy Suginami Imagawa	Tokyo	65 rooms	10/2023	Dormy Mejiroda
	Monja Teppanyaki Irohauta Ginza Korido	Tokyo		10/2023	
-oods E	Monja Teppanyaki Irohauta Hanayashikitori	Tokyo		12/2023	
Foods Business	Bistro Pumpkin Asakusa Hanayashikitori	Tokyo		12/2023	
07	Hagoromo Saryo Asakusa Hanayashikitori	Tokyo		12/2023	Monja Teppanyaki Irohauta (Kyoritsu Foods Service Co., Ltd.)



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Bistro Pumpkin (Kyoritsu Oasis Co., Ltd.)



Hagoromo Saryo (Kyoritsu Oasis Co., Ltd.)

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