



Interim Period of Fiscal Year Ending March 31, 2025
Financial Results Briefing Materials

RENAISSANCE INCORPORATED

November 8, 2024

(Tokyo Stock Exchange Prime Market: 2378)

Table of Contents



1. Financial Highlights	.. 2
2. Overview by Business	.. 8
3. Store Openings/Closings and the Number of Facilities	.. 16
4. Full-Year Earnings Forecast for Fiscal Year Ending March 2025	.. 19

1. Financial Highlights

On March 31, 2024, the Company acquired all of the shares of Tokyu Sports Oasis Inc. (currently Sports Oasis Co., Ltd.) and made it a wholly-owned consolidated subsidiary.

Consolidated Interim Statements of Income

<<Net sales>>

- Sales increased as Sports Oasis Co., Ltd. (hereinafter referred to as “Oasis”) became a wholly-owned consolidated subsidiary at the end of the previous fiscal year.
- Oasis’s Home Fitness Business (mail-order sales of home exercise equipment) stayed above the initial plan.

<<Operating income>>

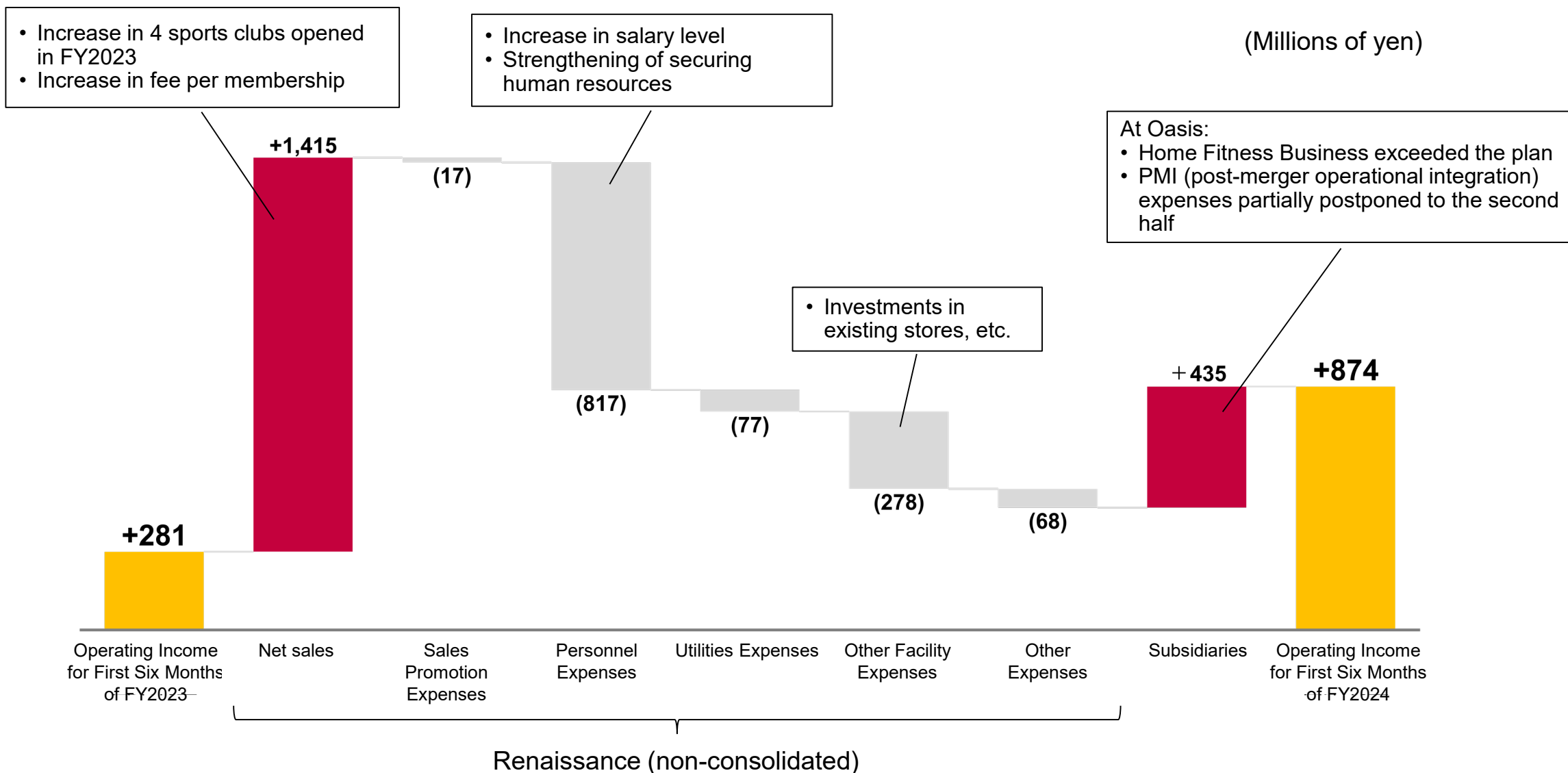
- Utilities expenses were lower than planned due to the government subsidies and others.
- Facility costs were lower than initially planned due to store repair costs and some of the PMI (post-merger operational integration) expenses associated with the merger with Oasis being postponed to the second half of the year. Full-year earnings forecast remains unchanged. (See slide 20 for details)

(Millions of yen)

Consolidated	Interim Period of Fiscal Year Ended March 31, 2024	Interim Period of Fiscal Year Ending March 31, 2025	Year-on-Year	Previous forecast	Differences between the earnings forecast and actual results
Net sales	21,155	31,367	+48.3%	31,000	+1.2%
Operating income	281	874	+210.2%	650	+34.5%
Ordinary income	214	468	+118.9%	300	+56.2%
Net income attributable to owners of the parent company	150	222	+47.5%	200	+11.2%

Factors for Increase and Decrease in Consolidated Interim Operating Income (Year-on-Year)

(Millions of yen)



Consolidated Interim Net Sales by Division



(Millions of yen)

	Interim Period of Fiscal Year Ended March 31, 2024	Composition ratio	Interim Period of Fiscal Year Ending March 31, 2025	Composition ratio	Year-on-Year
Fitness Division Total	9,503	44.9%	14,312	45.6%	+50.6%
Swimming school	4,959	23.4%	6,450	20.6%	+30.0%
Tennis school	2,015	9.5%	2,076	6.6%	+3.0%
Other schools	646	3.1%	898	2.9%	+39.0%
School Division Total	7,621	36.0%	9,424	30.1%	+23.7%
Shop Division Total	349	1.7%	402	1.3%	+15.1%
Other Income Total (beauty salon, massage, etc.)	1,719	8.1%	2,339	7.5%	+36.0%
Total Net Sales - Sports Facilities	19,193	90.7%	26,479	84.4%	+38.0%
Health Promotion of the Community and for Companies, etc.	872	4.1%	1,464	4.7%	+67.8%
Nursing Care and Rehabilitation	965	4.6%	989	3.2%	+2.4%
Home Fitness	84	0.4%	2,377	7.6%	-
Other Net Sales	38	0.2%	55	0.2%	+43.7%
Total Net Sales	21,155	100.0%	31,367	100.0%	+48.3%

* Beginning with the consolidated interim accounting period under review, the presentation method has been changed to appropriately present the Group's business.

Consolidated Interim Balance Sheet



(Millions of yen)

	Fiscal Year Ended March 31, 2024	Interim Period of Fiscal Year Ending March 31, 2025	Year-on-Year	Major Factors for Increase and Decrease
Current assets	10,992	11,643	+5.9%	Increase in cash and deposits
Fixed assets	42,184	42,576	+0.9%	
Deferred assets	18	13	(24.8%)	
Total Assets	53,194	54,234	+2.0%	
Current liabilities	13,507	14,783	+9.4%	Increase in short-term borrowings
Fixed liabilities	28,261	27,892	(1.3%)	
Total Liabilities	41,769	42,675	+2.2%	
Total Net Assets	11,425	11,558	+1.2%	
Total Liabilities and Net Assets	53,194	54,234	+2.0%	

Consolidated Interim Statement of Cash Flows



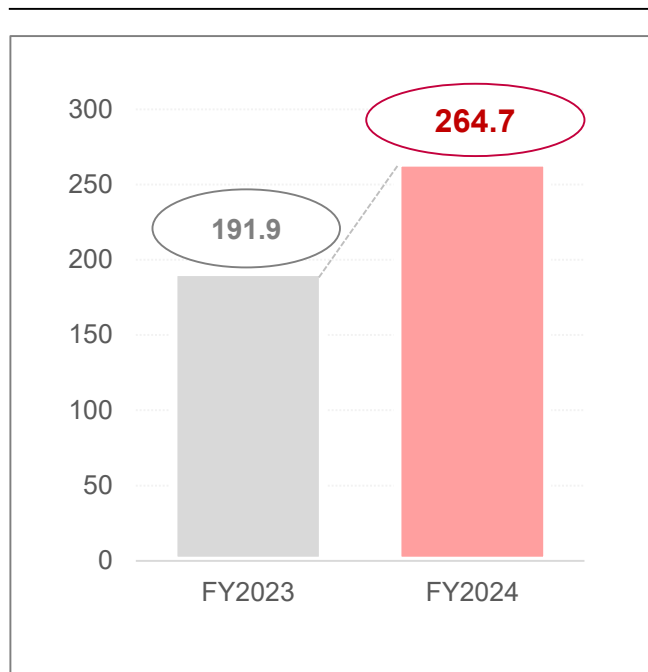
(Millions of yen)

	Interim Period of Fiscal Year Ended March 31, 2024	Interim Period of Fiscal Year Ending March 31, 2025	Highlights of Interim Period of Fiscal Year Ending March 31, 2025
Cash flows from operating activities	1,986	510	Increase in depreciation and amortization, decrease in accounts payable-other, payment of income taxes, etc.
Cash flows from investing activities	(1,772)	(1,733)	Purchase of property, plant and equipment, proceeds from collection of leasehold and guarantee deposits, etc.
Cash flows from financing activities	(331)	1,965	Increase in short-term and long-term borrowings, repayment of long-term borrowings, etc.
Net increase (decrease) in cash and cash equivalents, etc.	(198)	780	
Cash and cash equivalents at beginning of period	5,532	6,211	
Cash and Cash Equivalents at End of Period	5,334	6,992	

2. Overview by Business

- The number of integrated sports clubs of Oasis increased mainly in the Tokyo metropolitan area and Kansai region.
- Opened “Sports Club Renaissance KSC Kanamachi 24” after renovation in April. (Business succession in March 2024)

Year-on-year net sales
(100 million yen)



Added a total of 32 Oasis sports club facilities

Oasis became a wholly-owned consolidated subsidiary, resulting in the increase of 32 facilities including integrated sports clubs. We aim to create synergies by utilizing the Company’s know-how in corporate member plans, junior schools and others.



Sports Club Renaissance KSC Kanamachi 24 opened

The Company succeeded the operation of “KSC wellness Fitness Club Kanamachi and Kanamachi Swimming Club,” which has a history of over 50 years in Kanamachi, Katsushika-ku, Tokyo, and reopened it as “Sports Club Renaissance KSC Kanamachi 24” in April.



Sports Club Business: Number of Members by Division



- The number of Oasis sports club members was added.
- Acquisition of new members went well due to the introduction of a new enrollment plan for members of companies and health insurance associations with which we have a corporate contract (included in Fitness Division total).

(Members)

	Interim Period of Fiscal Year Ended March 31, 2024	Composition ratio	Interim Period of Fiscal Year Ending March 31, 2025	Composition ratio	Year-on-Year
Fitness Division Total	185,477	47.5%	252,332	50.1%	+36.0%
Swimming school	106,550	27.3%	130,369	25.9%	+22.4%
Tennis school	33,573	8.6%	34,025	6.8%	+1.3%
Other schools	19,698	5.0%	24,841	4.9%	+26.1%
School Division Total	159,821	40.9%	189,235	37.6%	+18.4%
Online Total	45,620	11.7%	62,285	12.4%	+36.5%
Total Number of Members	390,918	100.0%	503,852	100.0%	+28.9%

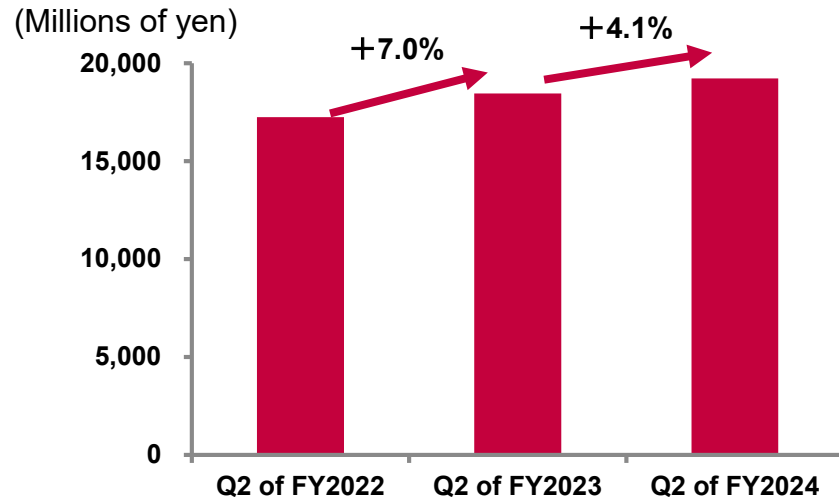
* Number of members in the fitness and school divisions indicate members of directly managed facilities in Japan

* Of which, 85,933 Oasis members

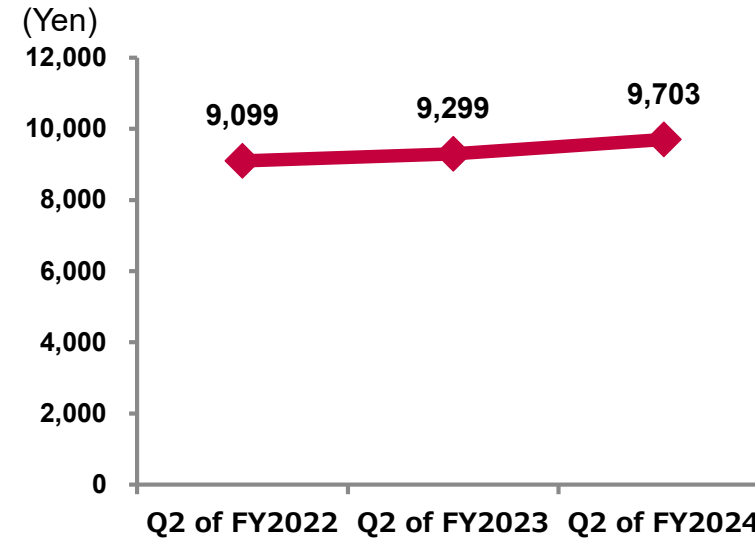
Sports Club Business: Trends in Existing Clubs

* Results for Renaissance on a non-consolidated basis

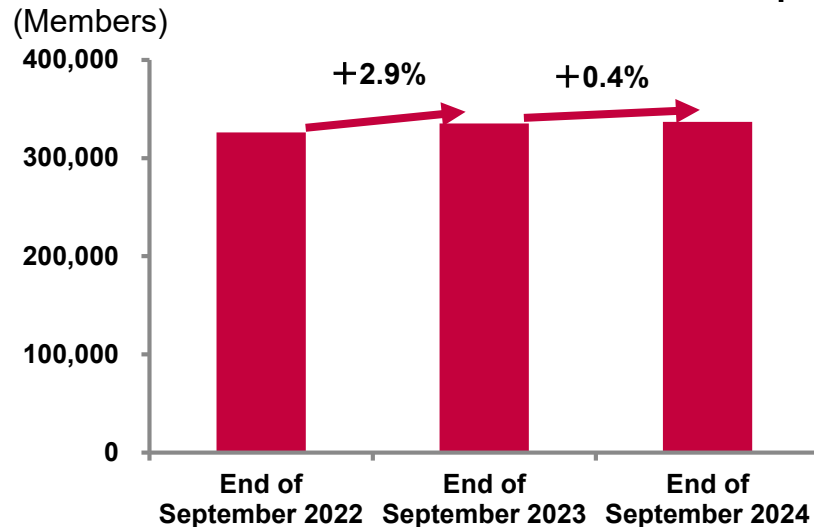
■ Net sales



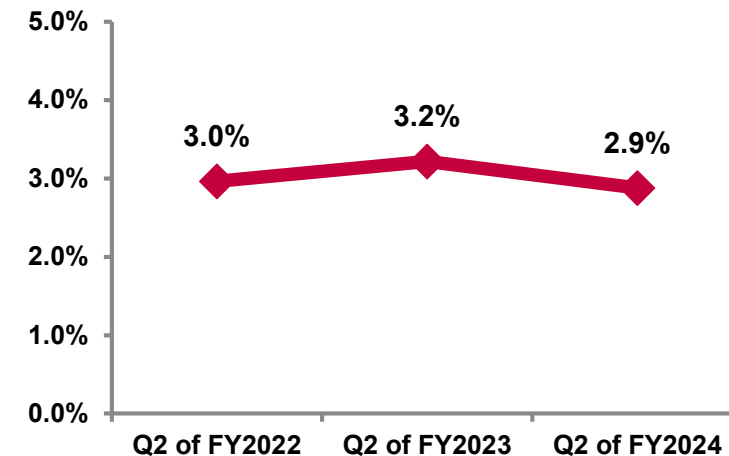
■ Fee per membership (cumulative total for interim period)



■ Number of members at end of September



■ Withdrawal rate (cumulative total for interim period)

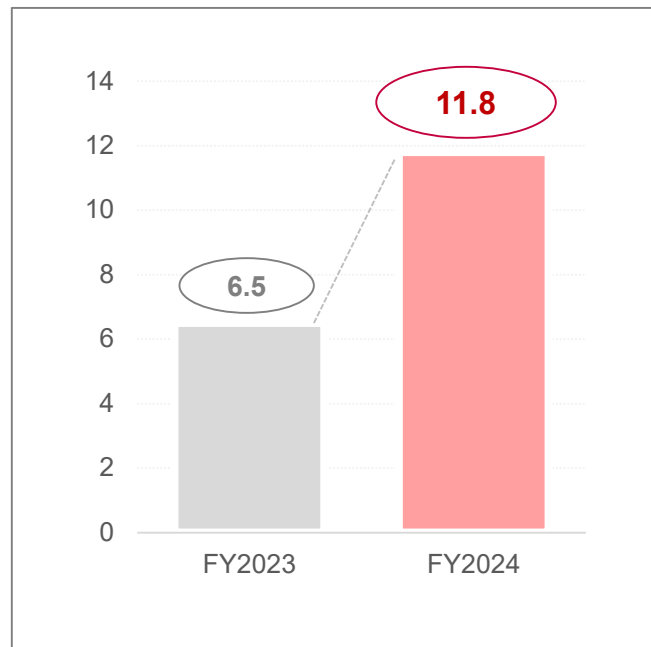


Sports Club Business-Related - BtoG

(Promoting Health of Community)

- The number of nursing care prevention projects for local governments and swimming lessons at schools that were entrusted to sports clubs increased.
- In addition to promoting the health of the community, we also work to provide support in the event of a disaster by utilizing the Company's sports club facilities.

Year-on-year net sales
(100 million yen)



Solving social issues through the entrustment of swimming lessons at schools

Offered swimming lessons at 79 schools in 44 local governments, about 1.6 times those in the same period of the previous year, in response to a growing need due to aging pool facilities, reduction in teachers' workload, and an increase in the number of extremely hot days.



Support in the event of a disaster through the use of sports club facilities

Strengthened cooperation with local governments in areas surrounding our sports clubs and concluded memorandums with Kasuga-shi, Fukuoka and Nishitokyo-shi, Tokyo on the use of the Company's facilities during disaster prevention.

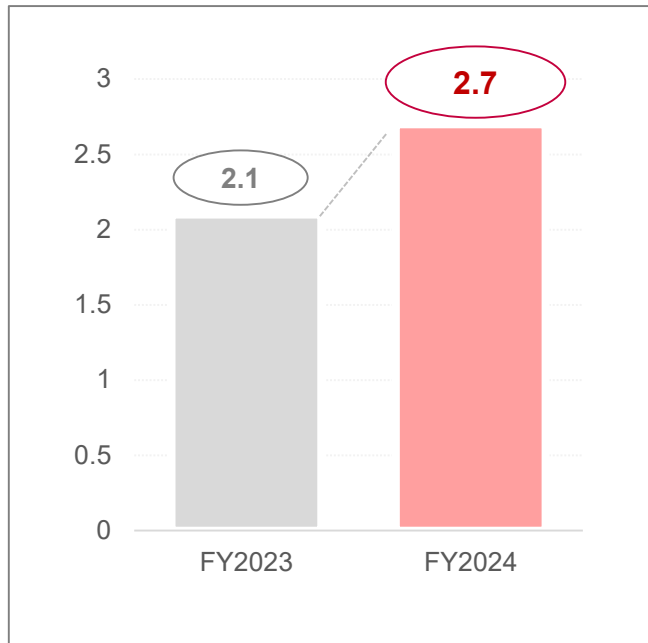
Sports Club Business-Related - BtoB

(Promoting Health of Workers for Companies and Health Insurance Associations)



- Expanded support for companies' initiatives for health promotion through an online lesson service "RENAISSANCE Online Livestream" (hereinafter referred to as "ROL"), mainly used by Vitality members of Sumitomo Life Insurance Co., Ltd.
- In August, started offering preferential services of the Company's sports clubs and ROL to all policyholders of Aflac Life Insurance Japan Ltd.

Year-on-year net sales
(100 million yen)



Support for health promotion through online lesson service "ROL"

We support companies' initiatives for health promotion for their employees and customers, through the online lesson service ROL, which offers approx. 900 lesson programs per week. We seek to increase the number of partner companies.

RENAISSANCE Online Livestream



Nursing and Medical Care Peripheral Business

- “Renaissance Rehabilitation Station Konandai”, a home nursing station, was opened within the premises of “Sports Club Renaissance Konandai 24” in September.
This is the second facility to be opened on the premises of a sports club, following “Rehabilitation Station Fujimidai” that opened in the previous fiscal year.
- As part of the initiative to prevent dementia, we have been selected as a participant in the Ministry of Economy, Trade and Industry’s Orange Innovation Project to promote participatory development with the aim of creating a society of symbiosis in which people with dementia can live their own lives.

Year-on-year net sales
(100 million yen)



Established a home nursing station in a sports club

In September, we launched “Renaissance Rehabilitation Station Konandai”, our second home nursing station opened in a sports club, within the premises of “Sports Club Renaissance Konandai 24”, following Fujimidai.

In the second half, we plan to open two facilities of “Genki Gym”, a day-care service specializing in rehabilitation.



Initiatives for preventing dementia

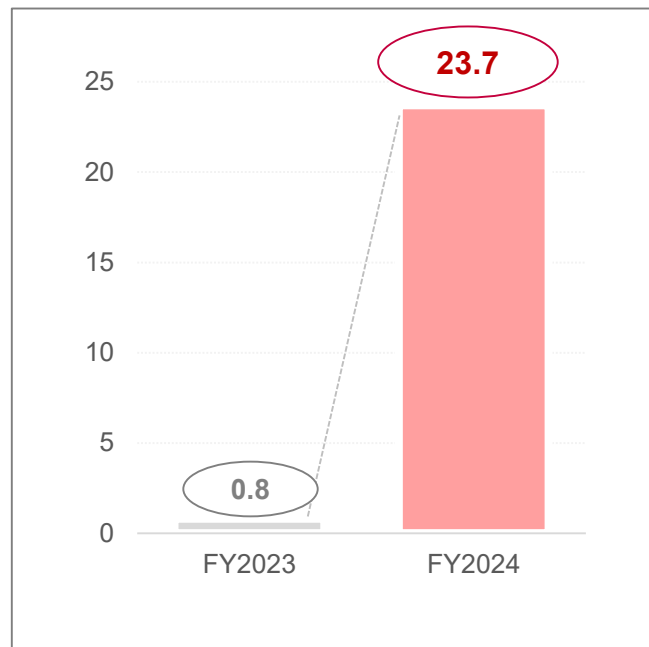
We offer a brain activation method developed in-house, SYNAPSOLOGY®, to the nursing care service businesses, nursing care prevention classes, corporate health management, and initiatives by drug stores and pharmacies to promote the health of the community. Selected as a participant in the Ministry of Economy, Trade and Industry’s “Orange Innovation Project.”



Home Fitness Business

- Online sales of the Twist Stepper series of hit products stayed above the plan.
- In wholesale, StylyBall, sales of a rechargeable vibration ball that allows you to strengthen your adductor muscles while sitting, have been strong.
- Will also work on product development utilizing Renaissance's know-how in nursing care rehabilitation.

Year-on-year net sales
(100 million yen)

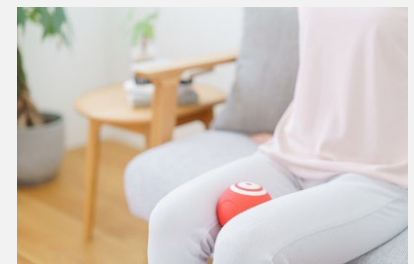


“Home Fitness Business” developed by Oasis

- Engages in the development and sale of home exercise equipment on its own.
- The concept is “Gym’s coming to my home!” and “fitness furniture.”
- Suggests “training while doing something else” for those who are not good at doing exercise or who have a difficulty in keeping up.
- Selling through various channels including its own online shop, major e-commerce sites, and TV mail-order.
- During the consolidated interim accounting period under review, online sales of the hit product Twist Stepper and wholesale of StylyBall were strong.



Twist Stepper



StylyBall

3. Store Openings/Closings and the Number of Facilities

New Store Openings During First Six Months (Interim Period), and Third Quarter and Beyond



■ Track record of new store openings during first six months (interim period)

Opening date	Facility name	Address	Type
April 2024	Sports Club Renaissance KSC Kanamachi 24	Katsushika-ku, Tokyo	Sports club
April 2024	BEACHTOWN Daisen	Daisen-cho, Saihaku-gun, Tottori	Outdoor fitness (BEACH TOWN)
April 2024	Karatsu City Municipal Community Area	Karatsu-shi, Saga	Entrusted management
April 2024	Kasuya Town General Gymnasium	Kasuya-machi, Kasuya-gun, Fukuoka	Entrusted management
April 2024	Kasuga City Ikilki Plaza	Kasuga-shi, Fukuoka	Entrusted management
April 2024	Iyo City Shiosai Park	Iyo-shi, Ehime	Designated management
April 2024	Futami Shiokaze Fureai Park	Iyo-shi, Ehime	Designated management
July 2024	Re PT GYM RENAISSANCE JAPAN Times City	Hanoi, Vietnam	Personal training gym (Renaissance Vietnam)
July 2024	THE OSAKA STATION HOTEL, Autograph Collection 30F GYM/OFURO	Osaka-shi, Osaka	Entrusted management (Oasis)
September 2024	Renaissance Rehabilitation Station Konandai	Yokohama-shi, Kanagawa	Nursing and rehabilitation (directly managed)

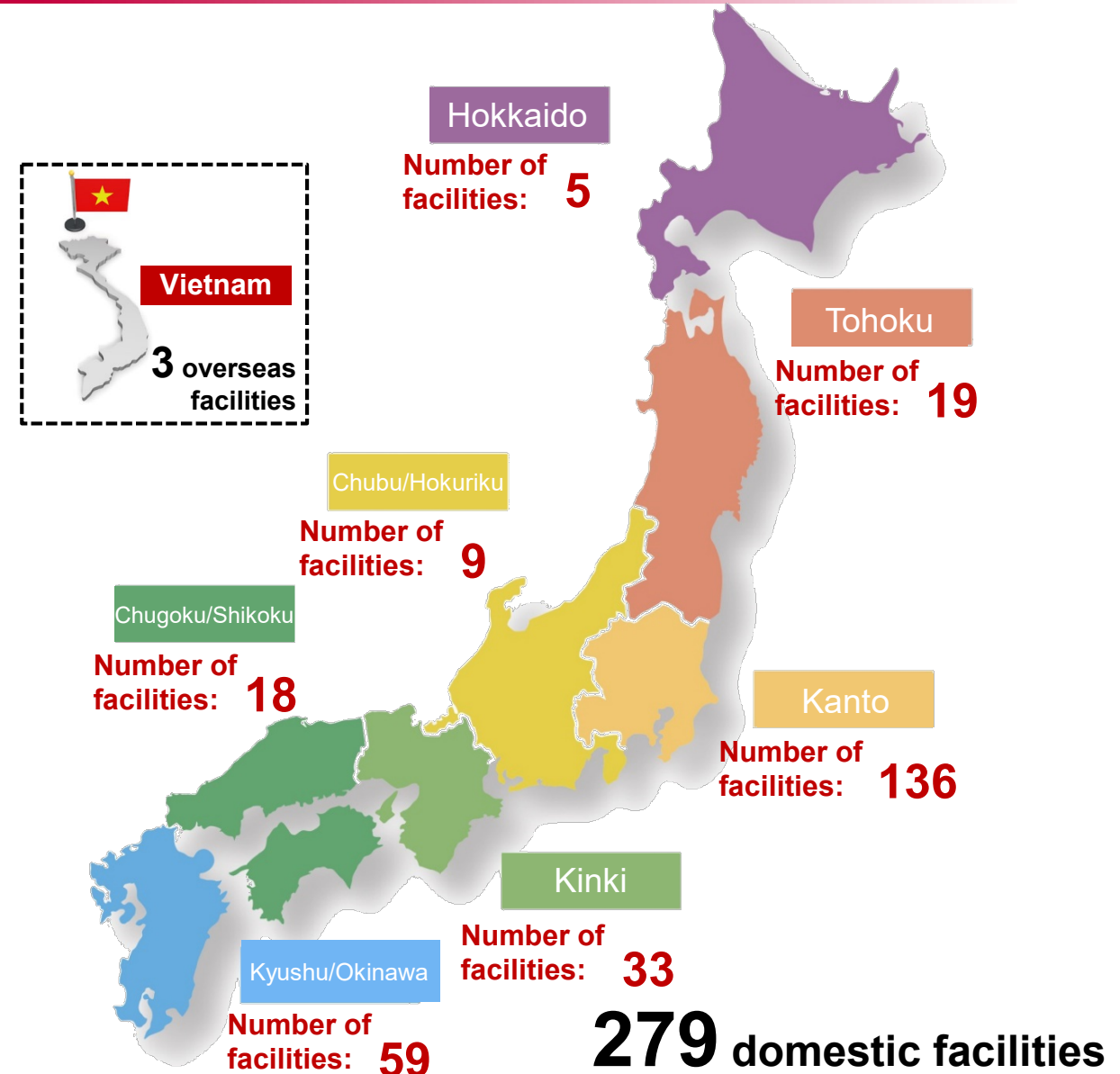
■ Plans to open new stores in and after Q3

Opening date	Facility name	Address	Type
October 2024	Renaissance Genki Gym Ofuna-okamoto	Kamakura-shi, Kanagawa	Nursing and rehabilitation (directly managed)
October 2024	CARAPPO Toranomom Hills	Minato-ku, Tokyo	Entrusted management (Oasis)
November 2024	Renaissance Genki Gym Yayoidai	Yokohama-shi, Kanagawa	Nursing and rehabilitation (directly managed)
November 2024	Gym & Studio Renaissance Higashi-azuma 24	Sumida-ku, Tokyo	Sports club

Number of Facilities (As of September 30, 2024)

Group total of **282** facilities

		End of September 2024	
Domestic	Renaissance	Sports club facilities	107
		Entrusted management facilities	63
		Operational support	4
		Total sports club facilities	174
		Total compact-size facilities	2
		Rehabilitation facilities (directly managed)	35
	Rehabilitation facilities (FC)	10	
	Total rehabilitation facilities	45	
	Sports Oasis	Sports club facilities	32
		Entrusted management facilities	12
		Total sports club facilities	44
	BEACH TOWN	Outdoor fitness facilities	5
		Entrusted management facilities	9
		Total outdoor fitness facilities	14
Subtotal		279	
Overseas	Renaissance Vietnam	Sports club facilities	2
		Total sports club facilities	2
		Total compact-size facilities	1
	Subtotal	3	
Total		282	



4. Full-Year Earnings Forecast for Fiscal Year Ending March 2025

Revisions to Consolidated Results and Forecast of Dividends for Fiscal Year Ending March 2025



With regards to the full-year consolidated earnings forecast, we have revised net sales upward by 500 million yen and kept the forecasts for operating income, ordinary income and net income attributable to owners of the parent unchanged. We did so because some of the sports club repair costs and PMI (post-merger operational integration) expenses associated with the merger with Oasis in the next fiscal year that had been planned for the first half of the year were postponed to the second half of the year, and we expect an increase in costs including upfront investment in anticipation of growth in FY2025 and beyond.

(Millions of yen)

	Fiscal Year Ending March 31, 2025 (Forecast prior to revision)	Fiscal Year Ending March 31, 2025 (Forecast after revision)	Change % Change	Results during previous year (Reference)	Year-on-Year Increase/ decrease
Net sales	63,000	63,500	+0.8% +500	43,627	+45.6% +19,872
Operating income	1,800	1,800	-	1,261	+42.7% +538
Ordinary income	1,000	1,000	-	524	+90.6% +475
Net income attributable to owners of the parent company	700	700	-	632	+10.6% +67
Net income per share (yen)	36.00	36.00	-	32.45	-
Dividend per share (yen)	11.0 (Interim 3.0/ Fiscal year end 8.0)	11.0 (Interim 3.0/ Fiscal year end 8.0)	-	10.0 (Interim 3.0/ Fiscal year end 7.0)	-

We at Renaissance will continue to propose healthy and comfortable lifestyles to our customers as a “company for creating purpose in life (*ikigai* in Japanese)”



RENAISSANCE

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This presentation material contains projections based on future assumptions, outlooks and plans as of November 8, 2024. Actual results may differ from these forecasts due to risks and uncertainties associated with the global economy, currency fluctuations, competitive conditions, and other factors.