

TRANSACTION

TRANSACTION GROUP

Review of the 3rd Medium-term Management Plan (FY8/20 to FY8/22)

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October 20, 2022

TRANSACTION Co., Ltd.

Prime Market of TSE

Securities code: 7818

Review of the 3rd Medium-term Management Plan

3rd medium-term management plan
disclosed on October 10, 2019

FY8/20

COVID-19
pandemic since January 2020

Assumptions for the medium-term
management plan were undermined.

FY8/21

FY8/22

- Emergency import of face masks in March 2020
Timely supply of anti-infection finished products

•Lockdowns outside Japan

•Enhancement of the e-commerce business

•Supply of products in response to the
charges for plastic shopping bags

•Logistics disruption

•Targeting customers in the thriving industry

•Rise in prices of MARKLESS STYLE

•Outbreak of the war between Russia and
Ukraine

•Sharp rise of prices of raw materials

•Rapid depreciation of the yen

**We responded by swiftly supplying products and changing target customers
in response to significant changes in the business environment.**

Review of the 3rd Medium-term Management Plan (Summary 1)

Net sales did not reach the target, but profit **hit a record high!**

Category	Results in FY8/19	3 rd medium-term management plan	Results in FY8/22	3-year growth	
				Amount	Rate
Net sales	16.45 billion yen	20.8 billion yen	18.27 billion yen	1.82 billion yen	111.1%
Operating profit	2.04 billion yen	3.1 billion yen	3.23 billion yen	1.18 billion yen	157.9%
Operating profit margin	12.4%	14.9%	17.7%	—	+5.3 points
Ordinary profit	2.07 billion yen	3.11 billion yen	3.3 billion yen	1.23 billion yen	159.4%
Profit attributable to owners of parent	1.28 billion yen	2.07 billion yen	2.19 billion yen	0.9 billion yen	170.5%

Review of the 3rd Medium-term Management Plan (Summary 2)

All of other management indicators **reached the targets**.

Category	3 rd medium-term management plan	Results in FY8/22
Return to shareholders		
Dividend payout ratio	Around 33%	33.14%
Dividend per share	24 yen	25 yen
HR policy		
Ratio of female managers	25% or higher	25%
Ratio of female directors	25% or higher	25%

*The dividend per share was estimated from the total number of outstanding shares as of the end of FY8/22.

TRANSACTION

TRANSACTION Co., Ltd.

8th floor of Shibuya-Shinminamiguchi Bldg., 3-28-13 Shibuya, Shibuya-ku, Tokyo 150-0002

TEL: 03-5468-9033

FAX: 03-5468-8010

<https://www.trans-action.co.jp/>

<Notes>

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