

Curves®

The power to amaze yourself.®

————— 明日の自分にきっと驚く

**Supplementary Material:
Consolidated Results of Operations
for FY ended August 31, 2023**

October 13, 2023

TSE Prime Market : 7085

CURVES HOLDINGS Co., Ltd.

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■ Results summary of FY 8/2023

- **Sales:** Annual **30.0** B yen (**109.1%** Y-on-Y)
- **Operating profit:** Annual **3.8** B yen (**140.4%** Y-on-Y)
- **Chain-wide Sales:** Annual **71.3** B yen, 4Q **18.9** B yen

* Chain-wide sales: Total sales of the chain including all franchisees from monthly dues, sign-up fees income and merchandise sales income

Achieved record high in both **Annual /4Q** exceeding pre-Covid levels

* Franchisees' average sales also **exceeded Pre-Covid level**

- **Total members:** **777K**, Net growth **22K** Y-on-Y

* Ended short of the initial forecast

- **Club count:** **1,962** clubs, Net growth **15** clubs Y-on-Y



Results details of FY 8/2023

Consolidated Statement of Income

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(million yen)	FY 8/2023(current)	FY 8/2022(previous)	Year on year	FY 8/2023(current)	
	Annual(Sep-Aug)Actual	Annual(Sep-Aug)Actual		Annual(Sep-Aug)Forecast	To Forecast
Sales	30,022	27,509	109.1%	30,000	100.1%
Cost of Sales	17,216	15,517	110.9%		
(COS ratio)	57.3%	56.4%			
Gross profit	12,806	11,991	106.8%		
(Gross profit ratio)	42.7%	43.6%			
SGA	8,954	9,248	96.8%		
incl. Amortization expenses for goodwill, trademark rights and intangible fixed assets*	1,703	1,454	117.1%		
Operating profit	3,851	2,742	140.4%	3,700	104.1%
(Operating profit ratio)	12.8%	10.0%		12.3%	
Ordinary profit	3,841	3,311	116.0%	3,710	103.6%
(Ord profit ratio)	12.8%	12.0%		12.4%	
Net profit	2,551	2,247	113.5%	2,422	105.3%
(Net profit ratio)	8.5%	8.2%		8.1%	

Consolidated Statement of Income – Comparison to Forecasts

(million yen)	FY 8/2023(current)Actual			FY 8/2023(current)Forecast	To Forecast	
	1st Half(9-2)	2nd Half(3-8)	Annual(9-8)Actual	Annual(9-8)Actual	Difference	Achieved
Sales	14,482	15,540	30,022	30,000	+22	100.1%
Operating profit	2,033	1,817	3,851	3,700	+151	104.1%
(Operating profit ratio)	14.0%	11.7%	12.8%	12.3%		
Ordinary profit	1,914	1,927	3,841	3,710	+131	103.6%
(Ord profit ratio)	13.2%	12.4%	12.8%	12.4%		
Net profit	1,178	1,373	2,551	2,422	+128	105.3%
(Net profit ratio)	8.1%	8.8%	8.5%	8.1%		
Average exchange rate during period	139.22 yen/\$	137.98 yen/\$	137.98 yen/\$	139.25 yen/\$	1.27 yen appreciated	
Exchange rate end period	132.7 yen/\$	144.99 yen/\$	144.99 yen/\$	140 yen/\$	4.99 yen depreciated	

Sales to Forecast

Difference +22 M yen

Achieved 100.1%

- Total members grew by 22K net Y-on-Y from 754K to 777K. However, it was short of the initial forecast.
- Merchandise sales reached a record high exceeding the pre-Covid level.

Operating profit to Forecast

Difference +151 M yen

Achieved 104.1%

- As a result of overall cost review and other measures.

Ordinary profit to Forecast

Difference +131 M yen

Achieved 103.6%

- Recorded currency exchange gain (no impacts on cash) due to exchange rate fluctuations which was smaller than forecasted.

Consolidated Statement of Income – Year on Year comparison⁷

Year-on-Year Comparison

	Sales	Operating profit	Ordinary profit	Net profit
Current FY (9/22-8/23)	30.02 B yen (+2.51B yen Y-on-Y)	3.85 B yen (+1.10 B yen)	3.84 B yen (+530 M yen)	2.55 B yen (+300 M yen)
Previous FY (9/21-8/22)	27.50 B yen	2.74 B yen	3.31 B yen	2.24 B yen

Sales 30.0 B yen, +2.51 B yen Y-on-Y (109.1%)

① Increase in Royalty Fees Income

- Total membership increased from **754K** → **777K members**
Net growth by 22K members

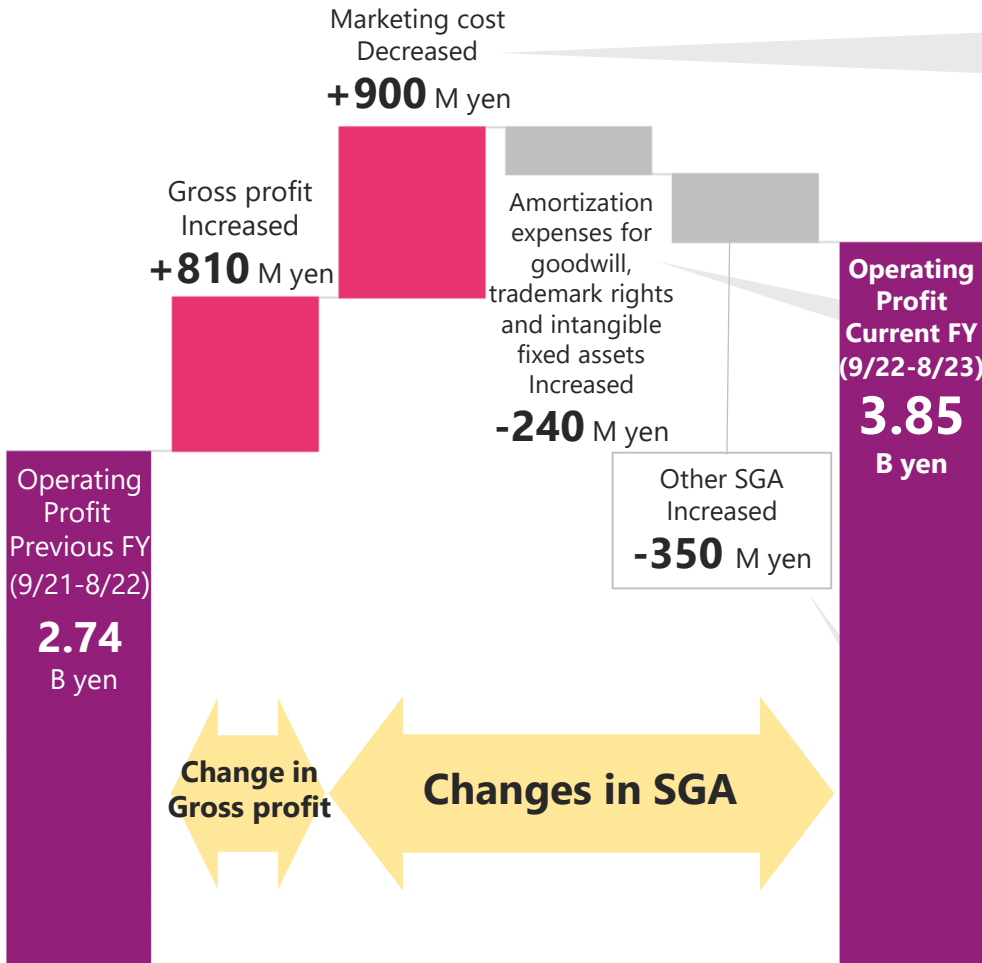
② Increase in Merchandise Sales

- Merchandise sales grew from **16.4 B yen** → **17.4 B yen**
- Growth in Protein products subscribers and steady shift in sales to new high functional products

Consolidated Statement of Income – Year on Year comparison⁸

Operating profit 3.85 B yen, +1.10 B yen Y-on-Y (140.4%)

Changes from previous FY (9/21-8/22) to current FY (9/22-8/23)



Advertising efficiency improved and Ad Funds from franchisees Increased

- **Decrease in Marketing Costs**

Increase in Amortization Expenses for overseas assets in terms of yen due to Yen depreciation
(no impact on changes in cash)

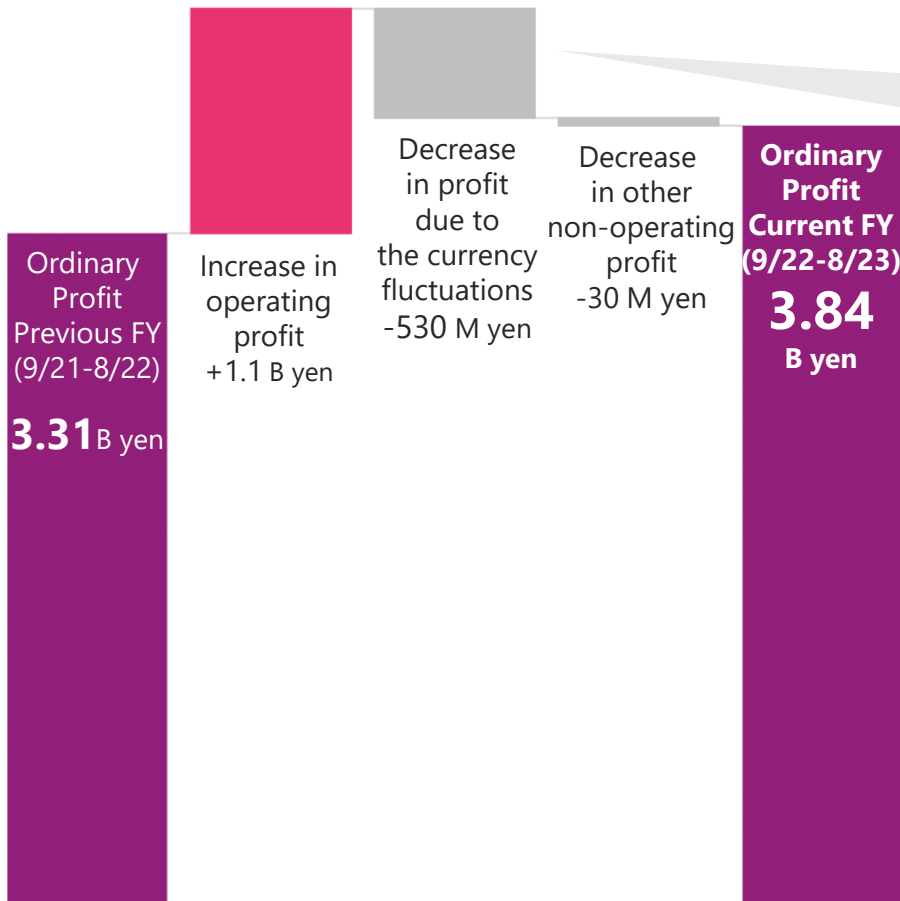
Average exchange rate (US\$):
Annual current FY 137.98 yen
Annual previous FY 117.81 yen

Sales activities normalized, Increase in payrolls, etc.

Consolidated Statement of Income – Year on Year comparison⁹

Ordinary profit 3.84 B yen, +530 M yen Y-on-Y (116.0%)

Changes from previous FY (9/21-8/22) to current FY (9/22-8/23)



**Yen-based Loans from the company to overseas subsidiaries:
Decrease in currency exchange gains due to shrink of currency fluctuations in the Yen depreciation – no impacts on changes in cash**

※Exchange rate at end period (US\$)

End 8/2021 ⇒ End 8/2022 ⇒ End 8/2023
110.58 yen ⇒ **136.68 yen** ⇒ **144.99 yen**
(Depreciation by 26.10 yen) (Depreciation by 8.31 yen)

Consolidated Statement of Income (by region)

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(million yen)	FY 8/2023 (current)		FY 8/2022 (previous)		Year on year	FY 8/2023 (current)	
	Annual (Sep-Aug) Actual	To Sales	Annual (Sep-Aug) Actual	To Sales		4Q (Jun-Aug) Actual	To Sales
Sales	30,022	100.0%	27,509	100.0%	109.1%	7,832	100.0%
Domestic	29,545	98.4%	27,105	98.5%	109.0%	7,702	98.3%
International	477	1.6%	404	1.5%	118.0%	130	1.7%
Operating profit	3,851	12.8%	2,742	10.0%	140.4%	756	9.7%
Domestic	5,914		4,603		128.5%	1,246	
International	-471		-476		-	-88	
Adjustments	-1,591		-1,384		-	-401	
Average exchange rate during period	137.98 yen/\$		117.81 yen/\$		Depreciation by 20.17 yen	137.98 yen/\$	

* Sales and Operating Profit for the International segment

The international segment comprises of the global franchise business and European franchiser operations by 2 subsidiaries (Curves International, Inc. and Curves Europe B.V.). Sales and operating profit for the international segment do not include incomes from royalty fees and equipment sales from the domestic business to Curves International, as well as the costs for management fee payments from the 2 subsidiaries to the Japanese entity.

* Adjustments for operating profit

Expenses not attributable to specific regions, including amortizations for goodwill and trademark rights.

Composition of Sales

Spot Income: One time incomes from franchise sales and renewal of FA

- Income from license fee and new equipment sales for new club opening
- Income from Franchise Agreement renewal for equipment sales, etc.

Base Income: Ongoing incomes associated with numbers of clubs and members

Domestic
(Japan)

Royalty fee, etc.

Royalty fees and membership administrative fees etc. received from franchisees

Franchisees, other

Other incomes from franchisees

Merchandise for members

Merchandise sales for members. Direct sale by the group to members and sales commission paid to franchisees.

Corporate-owned clubs

Income from operating corporate clubs

Others

Others

International

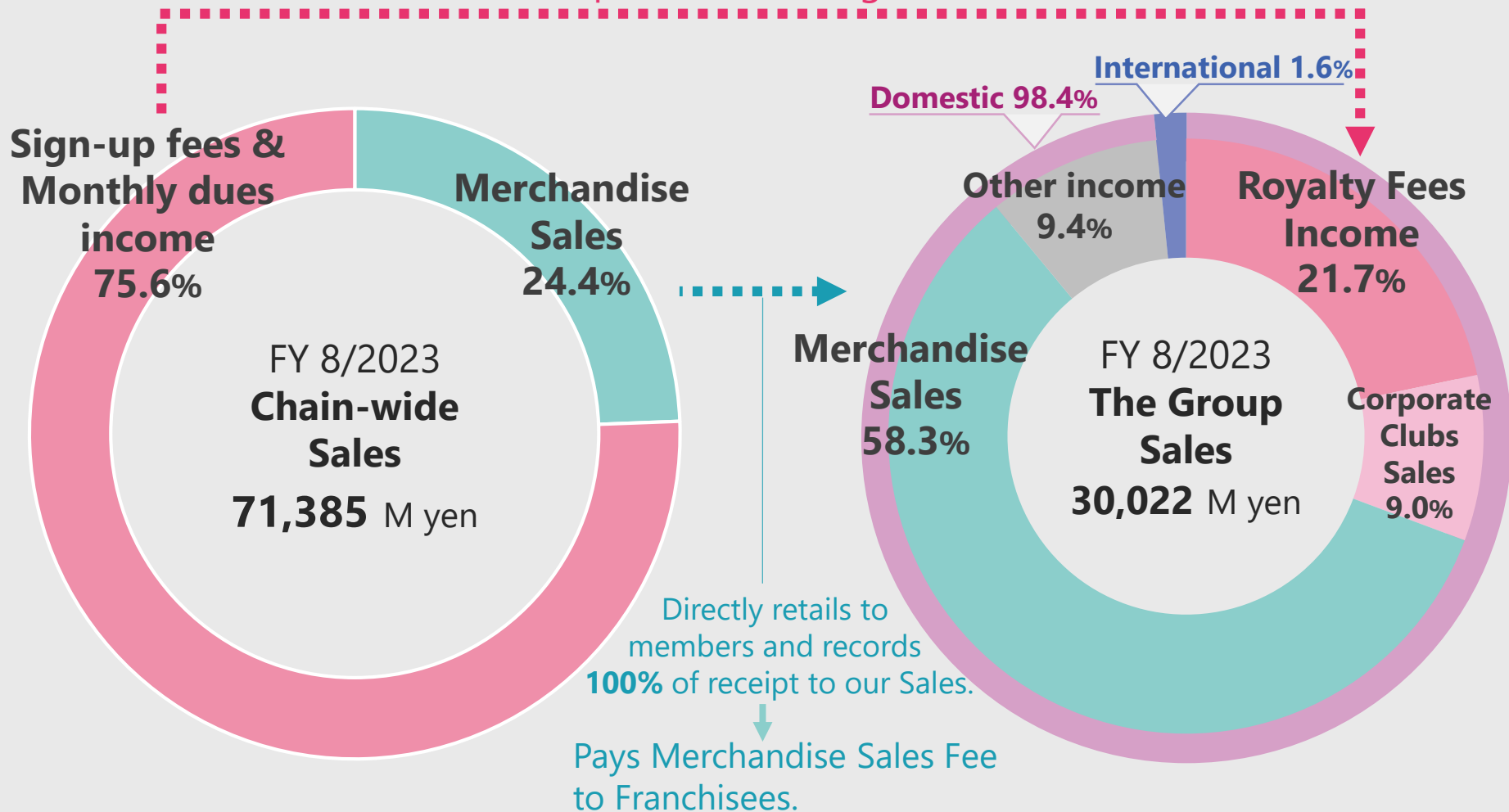
Breakdown of Sales

(million yen)	FY 8/2023(current)		FY 8/2022(previous)		Year on year	FY 8/2023(current)	
	Annual(Sep-Aug)Actual	To Sales	Annual(Sep-Aug)Actual	To Sales		4Q(Jun-Aug)Actual	To Sales
Sales	30,022	100.0%	27,509	100.0%	109.1%	7,832	100.0%
Domestic	29,545	98.4%	27,105	98.5%	109.0%	7,702	98.3%
Spot	698	2.3%	509	1.9%	137.3%	187	2.4%
Base	28,846	96.1%	26,596	96.7%	108.5%	7,514	95.9%
Royalty,etc	6,518	21.7%	6,022	21.9%	108.2%	1,690	21.6%
Franchisees, other	2,021	6.7%	1,646	6.0%	122.8%	500	6.4%
Merchandise*	17,488	58.3%	16,408	59.6%	106.6%	4,568	58.3%
Corporate clubs	2,704	9.0%	2,418	8.8%	111.8%	722	9.2%
Other	113	0.4%	99	0.4%	114.2%	31	0.4%
International	477	1.6%	404	1.5%	118.0%	130	1.7%

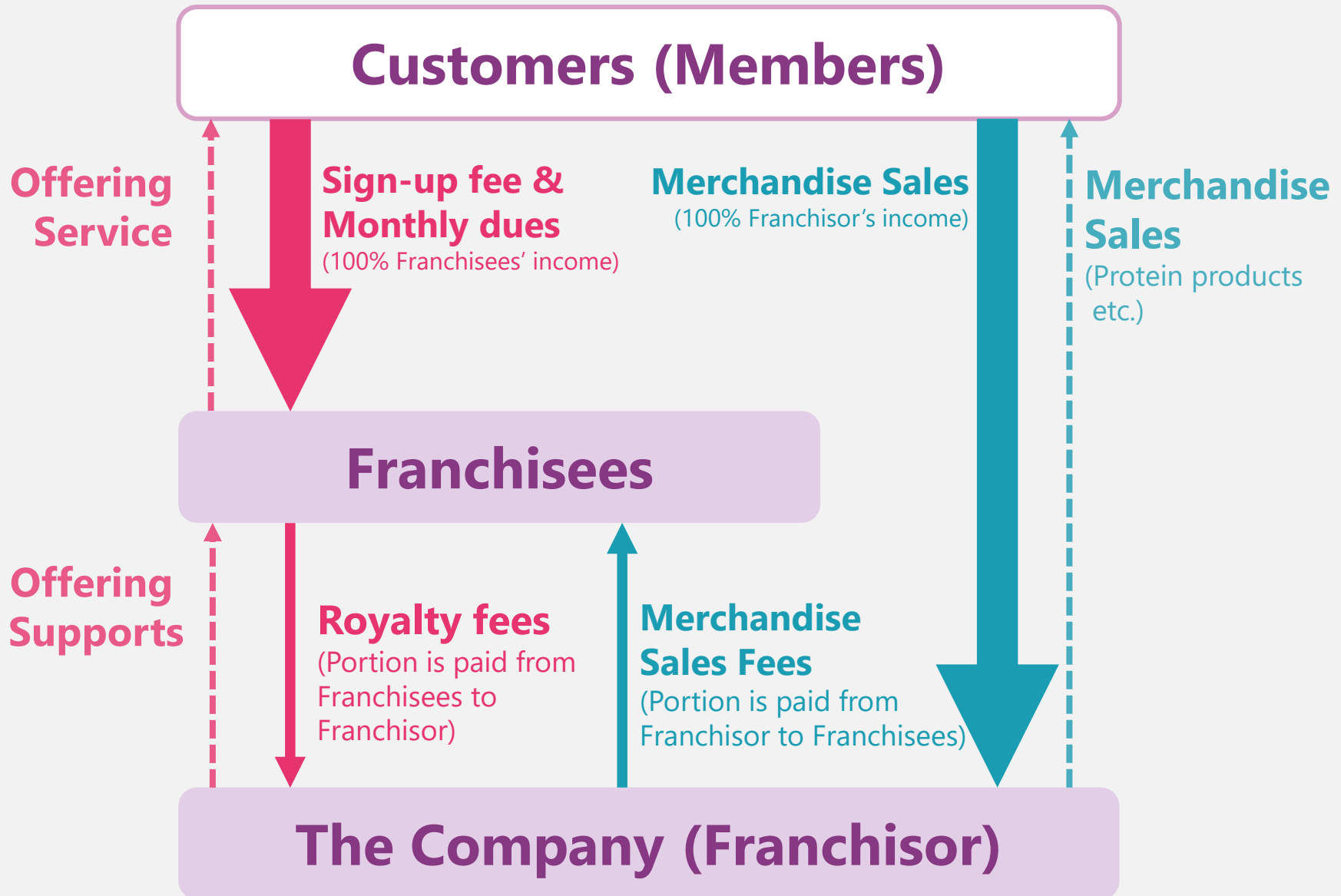
* Merchandise Sales include the sales of products sold to franchisees.

Difference in Sales Recording for Sign-up fees & Monthly dues Income and Merchandise sales①

Receives **portion of** members' sign-up fees and monthly dues from Franchisees as per Franchise Agreement.



Difference in Sales Recording for Sign-up fees & Monthly dues Income and Merchandise sales②



Consolidated Balance Sheet

(million yen)	FY 8/2023 End fiscal year	FY 8/2022 End fiscal year	Changes
Current assets	14,338	13,739	598
Cash and deposits *	8,134	8,212	-78
Notes and accounts receivable	4,444	4,156	288
Merchandise	985	933	52
Non-current assets	24,773	24,612	160
Property, plant and equipment	437	424	12
Intangible assets	23,183	23,401	-218
Goodwill	1,546	1,559	-13
Trademark rights	20,126	20,258	-132
Software	1,361	1,204	156
Investments and other assets	1,153	786	366
Total assets	39,111	38,352	759
Current liabilities	10,686	9,307	1,378
Current portion of long term borrowings	3,290	3,290	-
Non-current liabilities	13,354	16,688	-3,333
Long-term borrowings	8,665	11,956	-3,290
Total liabilities	24,041	25,996	-1,955
Interest-bearing debts	11,956	15,246	-3,290
Total net assets	15,070	12,355	2,714
Shareholders' equity	10,621	8,868	1,753
Total liabilities and net assets	39,111	38,352	759
(Exchange Rate)	144.99 yen/\$	136.68 yen/\$	Depreciation by 8.31 yen

Consolidated Statement of Cash Flows

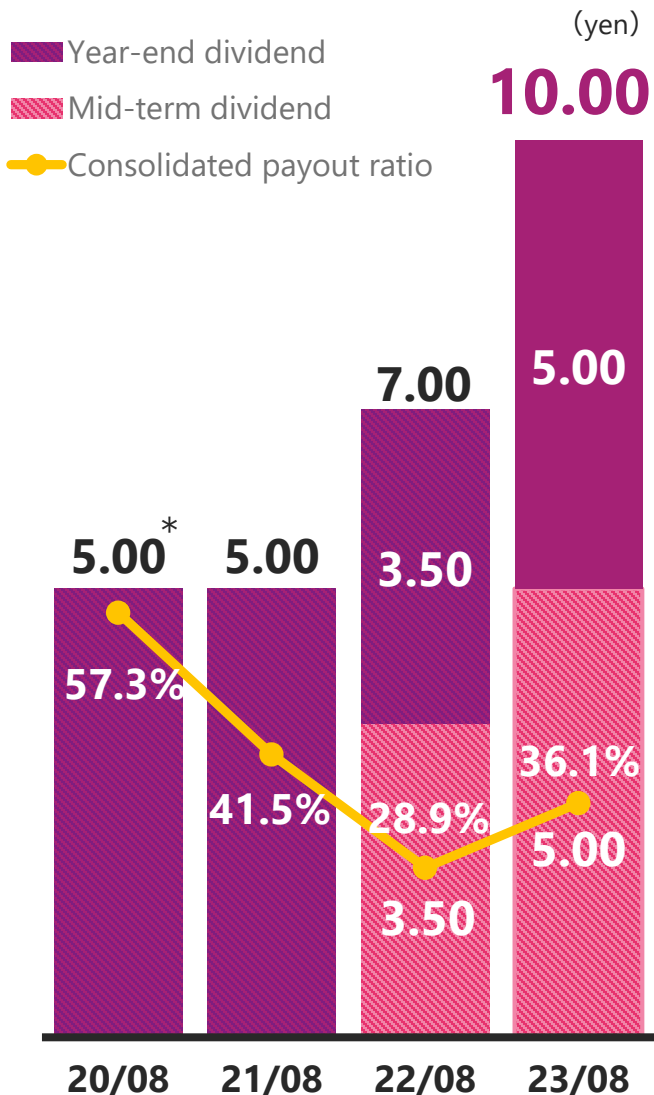
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(million yen)	FY 8/2023 (current) Annual (9-8) Actual	FY 8/2022 (previous) Annual (9-8) Actual	Differences
Cash flows from operating activities	4,920	3,273	1,647
Profit before income taxes	3,822	3,134	688
Depreciation/Amortization goodwill, trademark rights	2,309	1,994	315
Foreign exchange losses (gains)	-31	-588	557
Decrease (increase) in trade receivables	-252	-188	-64
Decrease (increase) in inventories	-87	172	-260
Increase (decrease) in trade payables	274	39	235
Increase (decrease) in accounts payable - other	-38	-171	133
Income taxes refund (paid)	-1,454	-1,338	-116
Other*1	378	218	160
Cash flows from investing activities	-891	-943	52
Purchase of property, plant and equipment	-162	-218	56
Purchase of intangible assets	-687	-717	29
Other	-41	-8	-33
Cash flows from financing activities	-4,091	-4,218	126
Proceeds from long-term borrowings	-	1,000	-1,000
Repayments of long-term borrowings	-3,290	-3,173	-116
Acquisition of treasury stock *2	-	-1,247	1,247
Dividends paid	-797	-797	0
Effect of exchange rate change on cash and cash equivalents	-25	73	-98
Net increase (decrease) in cash and cash equivalents	-88	-1,816	1,728
Cash and cash equivalents at beginning of period	7,943	9,760	-1,816
Cash and cash equivalents at end of period	7,855	7,943	-88
Free CF: Operation CF - Investing CF	4,028	2,329	1,699

* 1 : Includes 270 M. yen paid out for introduction of J-ESOP and BBT. (previous)

* 2 : Acquisition of treasury stock for introduction of J-ESOP and BBT. (previous)

FY 8/2023 Shareholders' Distribution



* Regular dividends : 3.00 Yen
Commemorative dividends : 2.00 Yen



FY 8/2023

Annual Dividend **10.00 yen**

Annual Results

Earnings per share **27.71 Yen**

Consolidated payout ratio **36.1%**

Shareholders incentives

Quo Card worth **500 yen**

1 Quo Card to all shareholders owning more than 100 shares (1 unit) as registered on the shareholders' list as of August 31, 2023.



Business outline and updates for FY 8/2023

Total Club Count

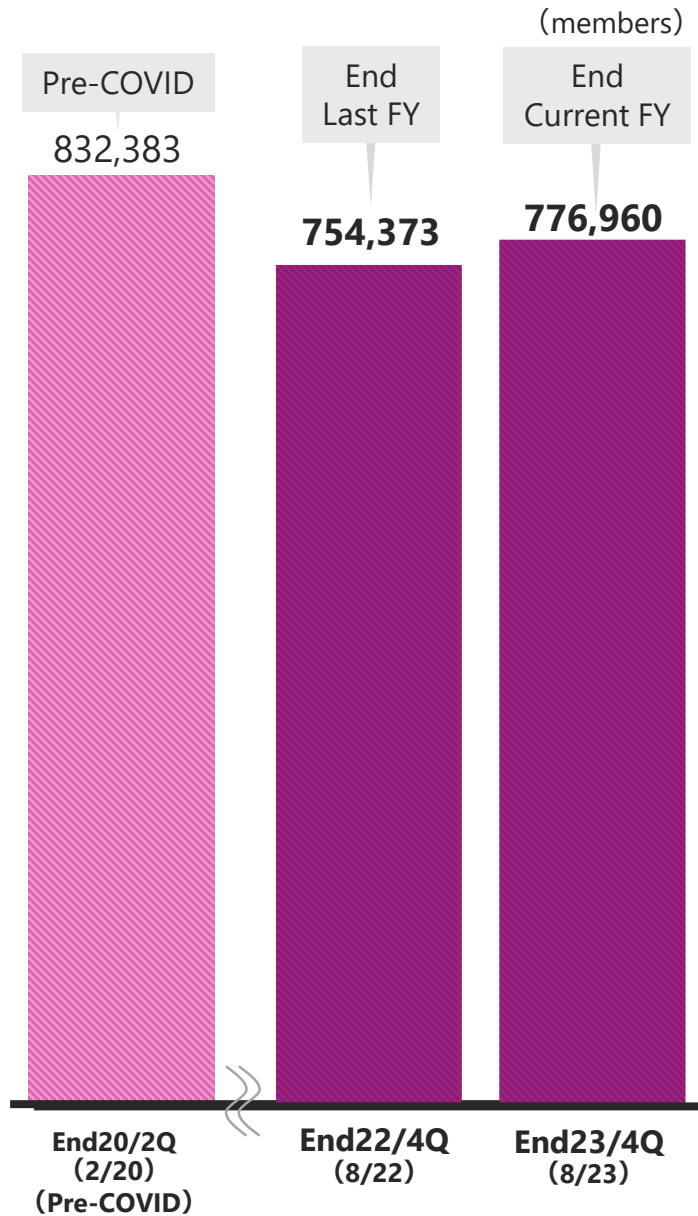


1,962 Clubs in Japan

	4Q(6-8)	Annual(9-8)
New open	11 clubs	25 clubs
Closed	5 clubs	10 clubs
Net growth	+ 6 clubs	+15 clubs

- FY end club count achieved a net growth first time in 3 years since FY 8/2020.
- Over 70% of members in closed clubs have transferred to neighboring clubs to continue exercise.

Total Membership Count



Approx **777K** Members

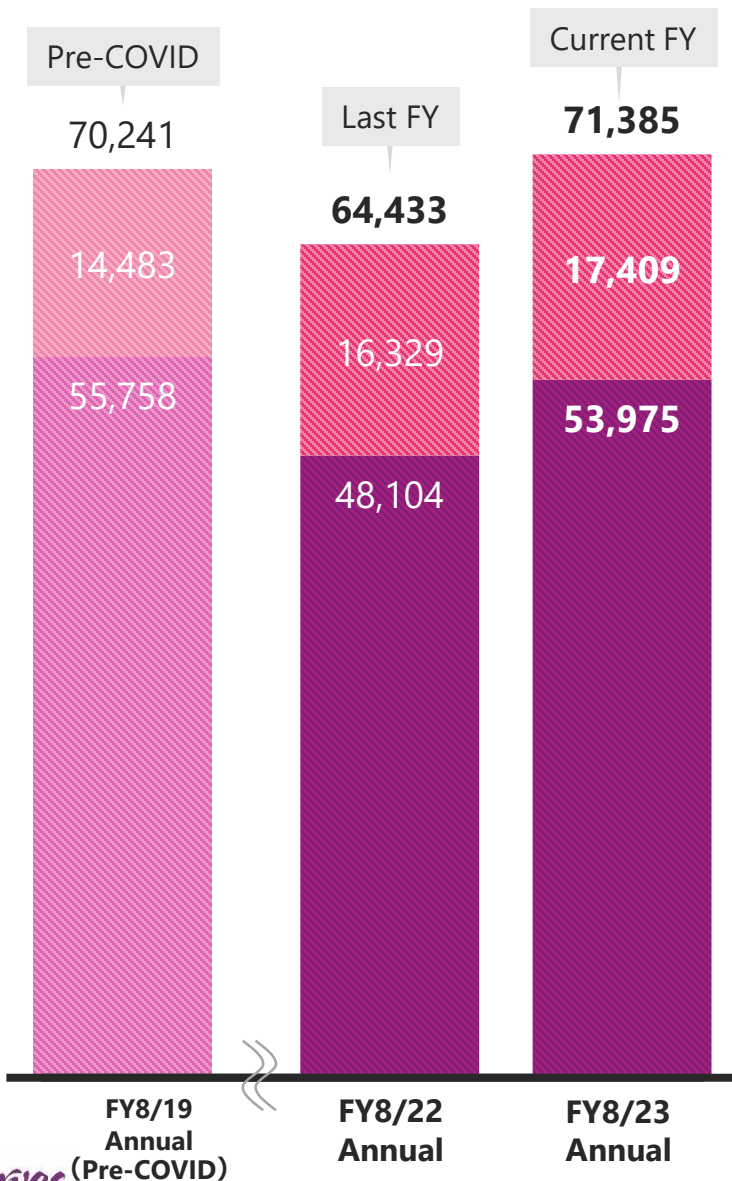
Year on Year
From end FY 8/22 + **22K**

Pre-COVID
From end FY 2Q/20 - **55K**

- Year end count was short of initial forecast, while continuing its recovery phase.
- Attrition rate maintained low at 2.2% (9-8)
- Online Program users reached approx. 43K (Approx. 23K with Ouchi-de-Curves Dual Plan and approx. 20K with Ouchi-de-Curves only)

Chain-wide Sales

Merchandise Membership/Dues (million yen)



Recorded all time high
 FY8/23 Annual **Actual 71.38** B yen

Last FY To 8/22 **110.8%**

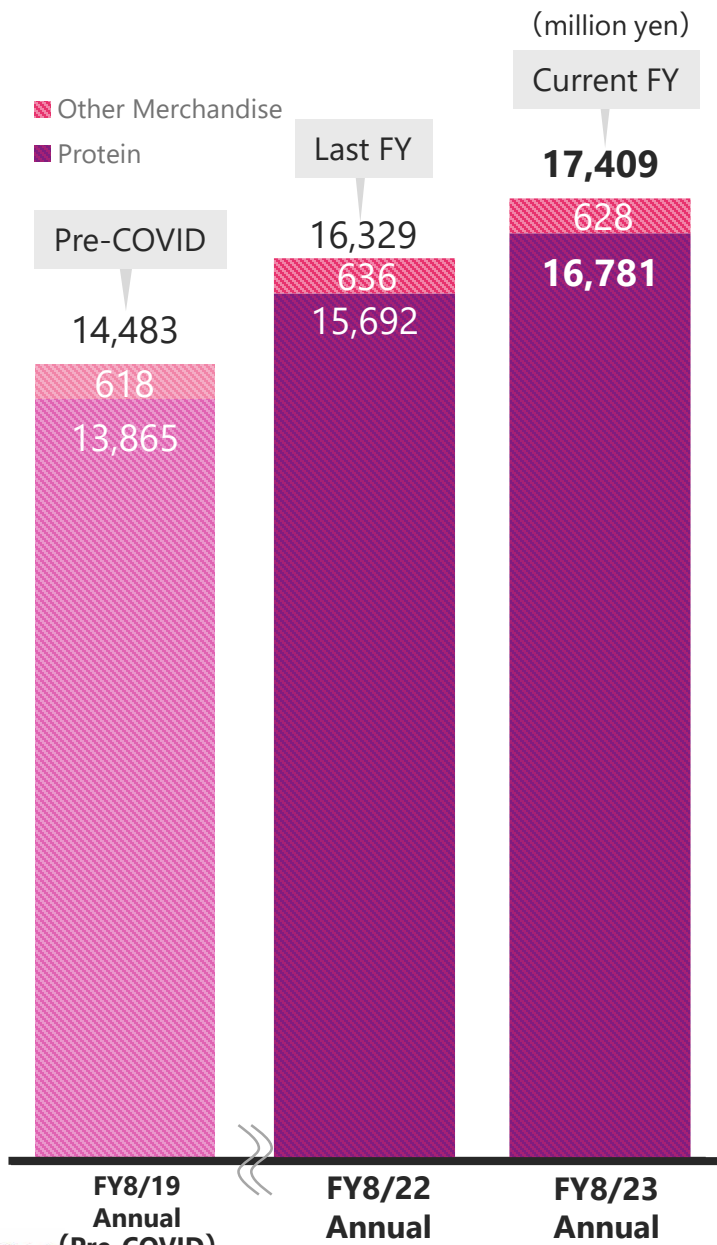
Pre-COVID To 8/19 **101.6%**

Current FY 4Q 8/23 Actual **18.92** B yen

Incl. Merchandise **4.55** B yen

Membership/Dues **14.37** B yen

Merchandise Sales



Recorded all time high

FY8/23 Annual

Actual

17.40 B yen

Last FY
To 8/22

106.6%

Pre-COVID
To 8/19

120.2%

Current FY
4Q 8/23 Actual

4.55 B yen

Incl. Protein

4.36 B yen

Topics for FY 8/2023

- 1. Elevating Customer Satisfaction**
- 2. Enhancing Marketing Activities**
- 3. Upgrading Diet Counseling/Advice**
- 4. Enhancing Online Programs**
- 5. Price revision & Improving employee benefits**
- 6. Collaboration with local governments and medical institutions**
- 7. Men's Curves**
- 8. International Segments**

Topic 1. Elevating Customer Satisfaction²⁴ 2023 JCSI

Released
9/2023

Japanese Customer Satisfaction Index survey

First time in Fitness Club Industry

Ranked #1 for 9 consecutive years*



Average monthly attrition rate for FY 8/23 (9/22-8/23) **2.2%**

All year attrition rate for FY 8/23  Sustained below the pre-COVID level

* No survey done for 5 industries including Fitness Clubs for 2020 due to the pandemic.

Topic 2. Enhancing Marketing Activities ²⁵

3 Membership Drive Campaigns in a year

1Q

2Q

3Q

4Q

Have rolled out Media-mix marketing including mass airing of national TV CM, Online and local sales promotion.

👉 Have improved marketing efficiency for young seniors

End FY 8/2022

754K

End FY 8/2023

777K

Young seniors (age 50-64)

👉 Achieving steady growth

Seniors (age 65+)

👉 Still weak due to slower social activities

+22K

Topic 3. Upgrading Diet Counseling/Advice

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Protein Subscribers have increased

Dec 2022 & May 2023

Rolled out "Diet Counseling Month" for members

→ Protein subscribers **reached record high** at end 5/2023.

Regular Protein + 1,000 Yen

Sales of new high function products are going steady.

Ratio of Premium+ products sold annually **exceeded 35%**.

Skip Shipping requests* by Protein subscribers have been slowing down.

We temporarily saw a slight increase in the Skip Shipping requests after price revision in 9/2022 (increase of 185 yen/package).

Enhanced service helped it normalize to the level prior to the price revision in May 2023.

Released in 12/2022

5th release of Premium+ series

Function-claimed food

Protein + Hyaluronic Acid



Premium+ Existing lineups



* Subscribers can request to skip shipment for a month. The skip shipping affects Sales as the invoicing and revenues are recognized at the time of delivery of products.

Topic 4. Enhancing Online Programs

Online Fitness



+



11/2022

Hybrid service of in-club and online workout

Dual Plan with Ouchi-de-Curves was promoted in campaign to regular in-club members

Approx. 43K out of total 777K members are **using Online Programs** as of end FY 8/2023 including users of “Ouchi-de-Curves” program only.

Curves App

Free App for members released in 9/22

As of 8/2023

Nearly 230K members enrolled

Strongly supported by users commenting “Helpful for making exercise a habit”.



Topic 5. Price revision & Improving employee benefits²⁸

In June 2023 -

Monthly Dues increased +500 yen (plus tax)

Due to cost inflation and wage costs increase

No impacts seen on Attrition Rate

Average monthly attrition rate during June-Aug 2023 was 2.3%.

👉 Maintained below the pre-COVID level

Franchisees gross margin improved with the monthly dues increase.

Employee benefits improve with wage raise and better work conditions

This will further enhance:

Hiring Power, HR Development & Stronger Organization

Topic 6. Collaboration with local governments and medical institutions 29

7/2023

Collaboration with local government

Comprehensive Collaboration Partnership for Health Promotion was signed with Ishinomaki city, Miyagi

Collaboration with medical institution

Patients Referral Partnership was signed with Ageo Chuo Sogo Hospital (Ageo, Saitama)

Current local government partnerships

Kanagawa Pref., Daisencho (Tottori),
Mishima-shi (Shizuoka), Yawata-shi (Kyoto),
Sapporo-shi (Hokkaido), Tomakomai-shi (Hokkaido),
Mitsuke-shi (Niigata),
Higashi Matsuyama-shi (Saitama),
Yokohama-shi (Kanagawa),
Omuta-shi (Fukuoka), etc

Medical institutions collaborations include:

CR-Gnet (Gifu Cardiac Rehabilitation Network)
Mori Orthopedic Rehabilitation Clinic

etc

Materiality 5 : Contributing to local communities

<https://www.curvesholdings.co.jp/en/sustainability/materiality05.html>



Information for medical institutions

<https://www.curves.co.jp/medical/>



Topic 7. Men's Curves

**5 new clubs opened in the FY 8/2023,
Making total 17 clubs at the end the Fiscal Year**

At the end FY 8/2022 : 12clubs

Opened in FY 8/2023 : 5clubs

At the end FY 8/2023 : 17clubs

- Recent new opening clubs are showing strong start-up.
- Attrition rates are steadily lowering.
- Will continue brushing up guest production know-how in FY 8/2024.

● Men's Curves locations

*Men's
Curves*

The power to amaze yourself.®



Topic 8. International Segments 31

Updates of Key Markets

Europe (8 countries including Spain, Italy and UK):

Total **137** clubs open as of end 6/2023

* Direct territories only where the group runs the franchise headquarters.

* 2 months delay in consolidating the international segments.

Currently building a new business model with growth strategy in markets post-COVID.





Forecasts and strategies of FY 8/2024

Financial Forecast for FY 8/2024 ³³

	Annual 8/2024 (9-8)	Annual 8/2023		
	Forecast	Actual	To Previous FY(8/23)	Change
Sales	34.00 B yen	30.02 B yen	+3.97 B yen	113.2%
Operating profit	4.70 B yen	3.85 B yen	+840 M yen	122.0%
Ordinary profit	4.65 B yen	3.84 B yen	+800 M yen	121.0%
Net profit	2.90 B yen	2.55 B yen	+340 M yen	113.7%
Members end period	810~820 K	777 K	+33~43 K	104~106 %
Club count end period	1,982 clubs	1,962 clubs	+20 clubs	101.0%

Strategies of FY 8/2024

Members

► Seniors (age 65+)

- Focus on new sign-ups as social restrictions lifted (Word of mouth referrals, marketing activities)
- Partnership with local governments

► Young seniors (age 50-64)

- Stronger focus as the growth market
- Word-of-mouth referrals & marketing and merchandise strategy to raise LTV.

Merchandise sales

- Increase Protein products subscribers through enhancing member support (coaching, habit building, diet counseling)
- Releasing new products to raise sales quantity and purchase per member

On-line Fitness

- Focus on promoting hybrid program (Ouchi-de-Curves Dual Plan)

New Business Development

- Build a business model for rolling-out new services such as Men's Curves.

Membership Drive Campaign

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今だけ
各店先着 **30名** 限定
9/30(土) まで
1か月無料体験
無料体験予約はこちら▶

Illustration of two women, one sitting in a chair and one standing behind her, and a small cat character.

40代・50代
忙しい私は…
1日 **6分**
おうちで
カーブス
おうちでカーブス会員
無料体験ご招待!
詳しくはこちら▶

Illustration of a smiling woman in a dark vest over a white shirt.

女性だけの
30分フィットネス
カーブス
カーブス会員
和江さん
お腹まわり
-14cm
62歳
お腹まわり
-14cm
56歳
お腹まわり
-18cm
(30分だから)生活のリズムに合わせられる
本当に変わった

Illustration of a woman in a yellow shirt and a woman in a red shirt, and a woman in a red shirt standing in a gym.

Membership Drive Campaign in 1Q

You can try if it works for you!
“All you can try for free for 1 month”
campaign

National TVCM, Infomercial & Media-mix marketing

- Massive TVCM for 10 days in September and October
- Media-mix marketing including TV, online and local marketing activities
→ To support leveraging members' referrals as the Curves' strength.

Merchandise Sales

First time in 6 years since FY 8/2018

New Protein Lines will be released

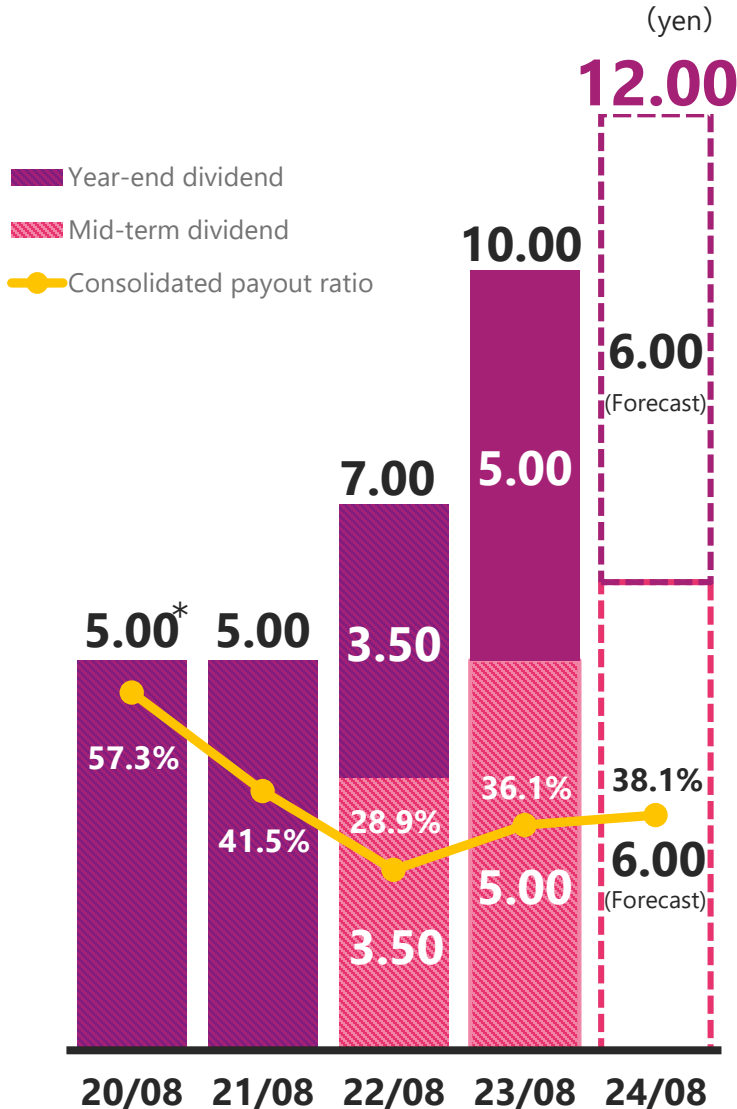
Full renewal of the Protein Products with our proprietary ingredient prescriptions based on scientific evidences to further enhance the efficacy of muscle development and maintaining/promoting health

Potential major product line to follow the Protein products

New Product Release for Subscription

The new product designed specifically for young senior members (age 50-64) was uniquely developed to respond to negative issues they feel discontent, inconvenient or uneasy about, and address their concerns as identified from their direct voices, dietary surveys and insight research.

Forecast of Dividends for FY 8/2024³⁷



**FY 8/2024
Annual Dividend
Forecast**

12.00 yen

Our basic policy on the dividends is to achieve the consolidated payout ratio at 50%, while ensuring to maintain sufficient reserves needed for future operations and the optimization of financial strength.

Earnings per share 31.50Yen
Consolidated payout ratio 38.1%

* Regular dividends : 3.00 Yen
 Commemorative dividends : 2.00 Yen



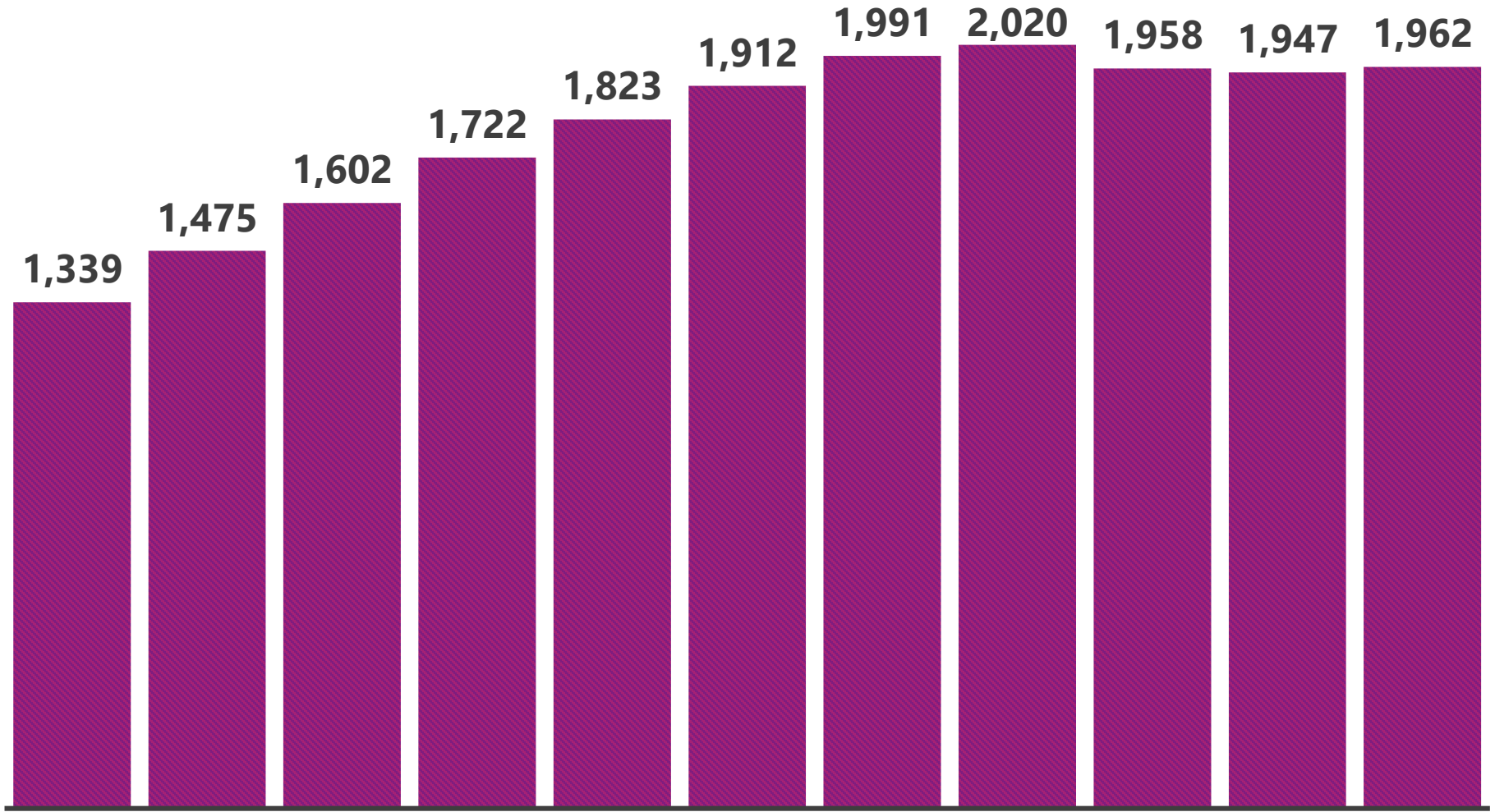
Appendix

| History of Curves Business

Trends in Club Count

40

(clubs)



13/08

14/08

15/08

16/08

17/08

18/08

19/08

20/08

21/08

22/08

23/08

13/08

14/08

15/08

16/08

17/08

18/08

19/08

20/08

21/08

22/08

23/08

1,339

1,475

1,602

1,722

1,823

1,912

1,991

2,020

1,958

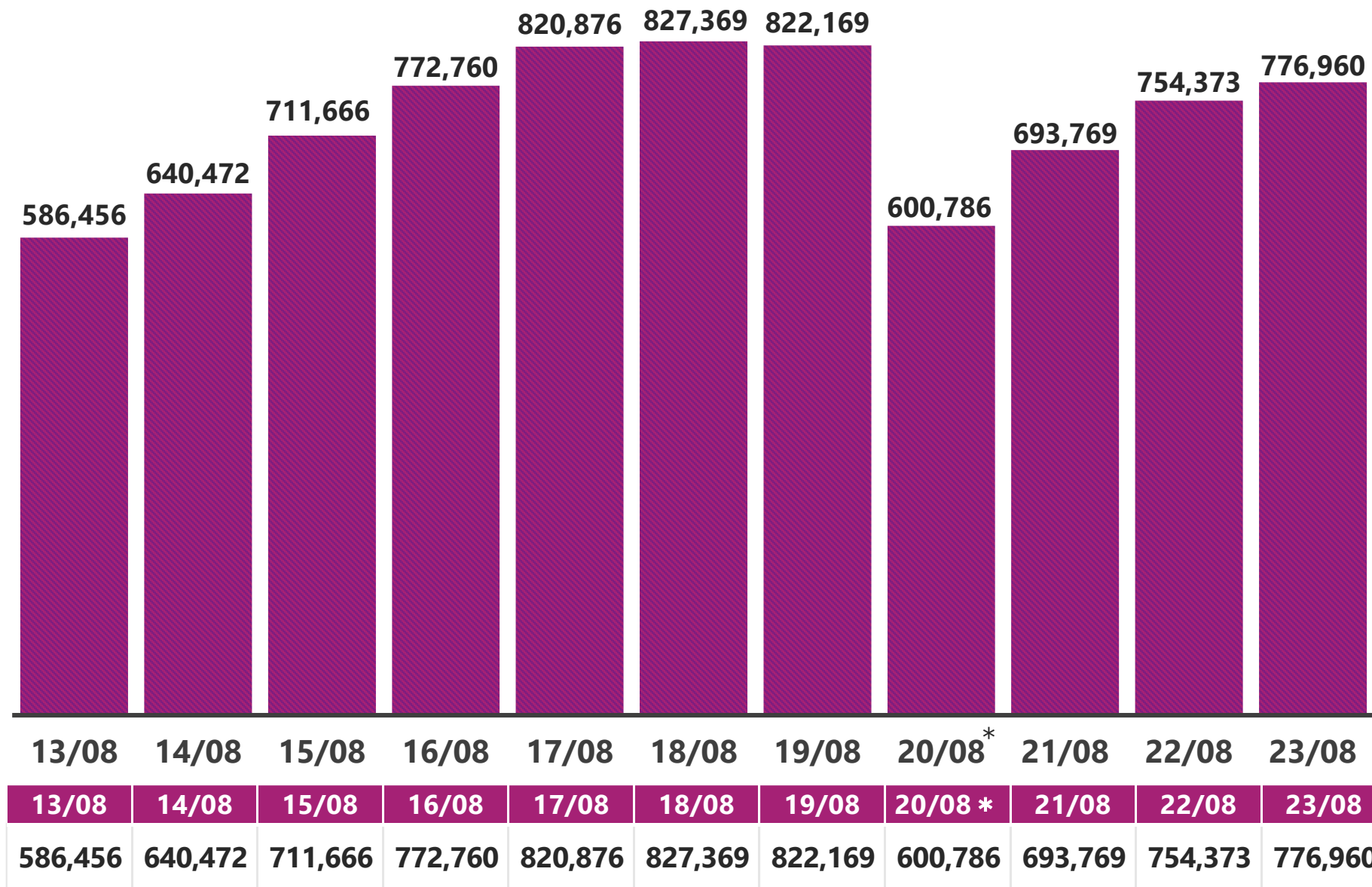
1,947

1,962

Trends in Membership

41

(members)

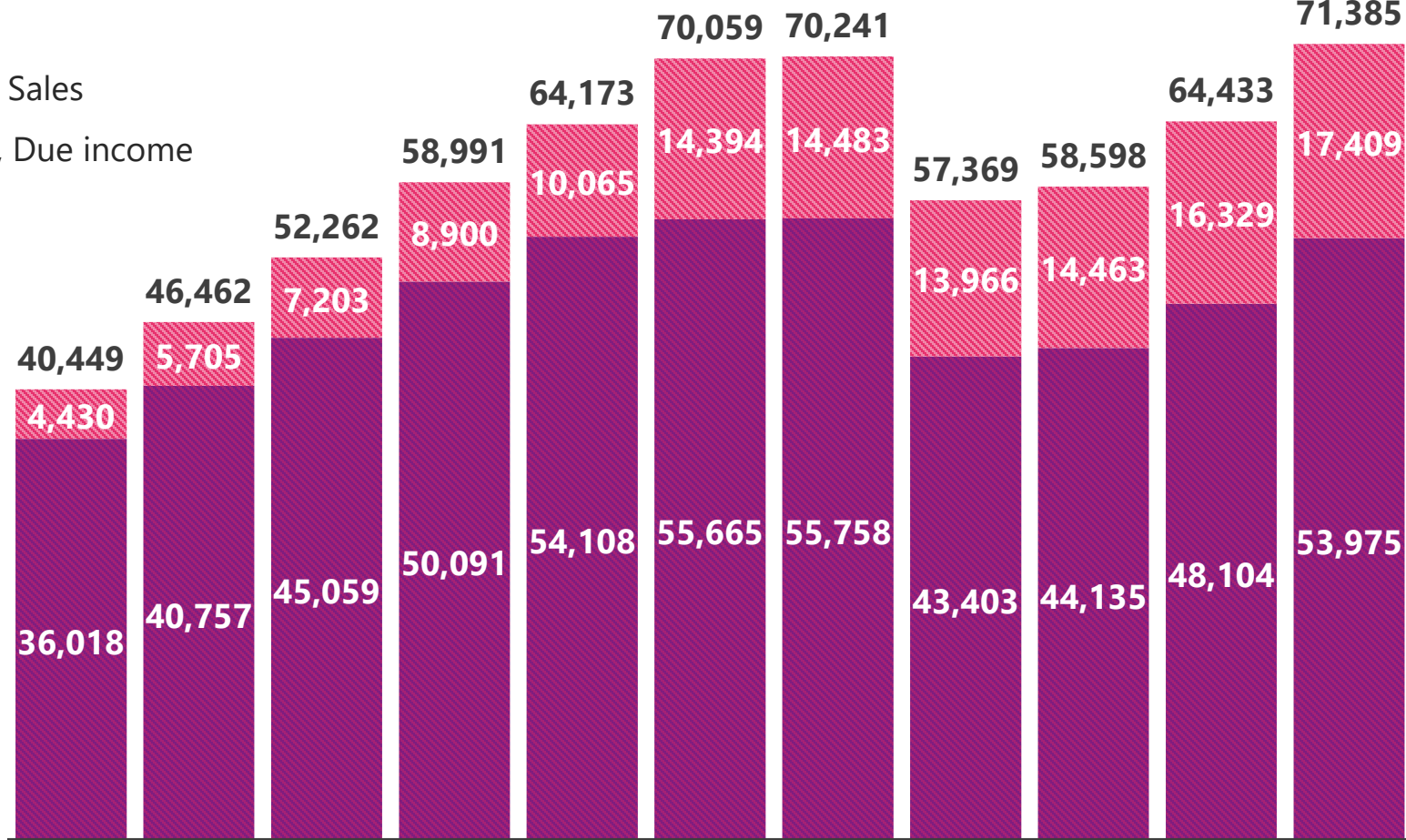


* FY 8/20 shows active members excluding absentees.

Trends in Chain-wide Sales

(million yen)

- Merchandise Sales
- Membership, Due income



13/08 14/08 15/08 16/08 17/08 18/08 19/08 20/08 21/08 22/08 23/08

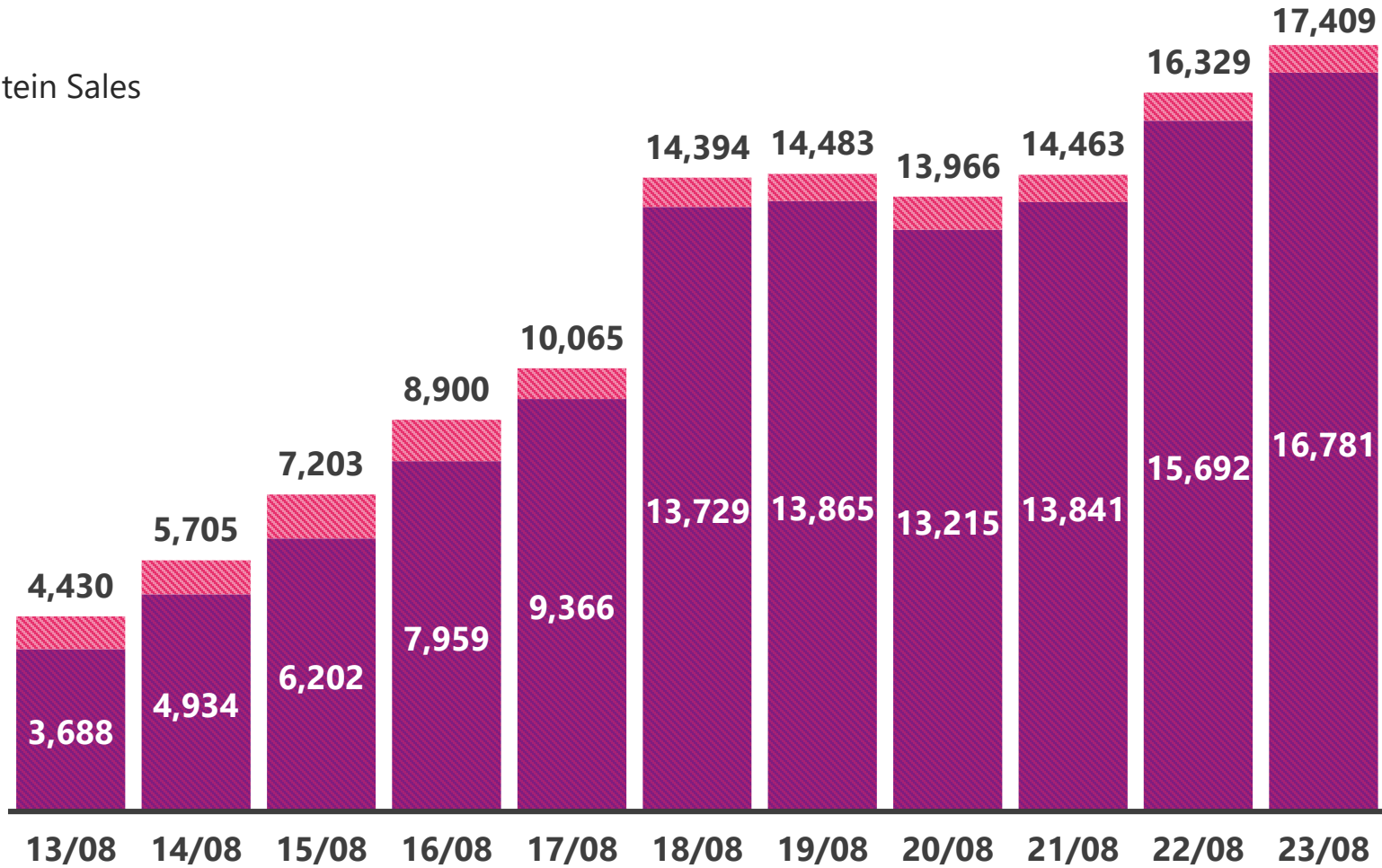
	13/08	14/08	15/08	16/08	17/08	18/08	19/08	20/08	21/08	22/08	23/08
Chain-wide Sales	40,449	46,462	52,262	58,991	64,173	70,059	70,241	57,369	58,598	64,433	71,385
Merchandise Sales	4,430	5,705	7,203	8,900	10,065	14,394	14,483	13,966	14,463	16,329	17,409
Membership, Dues	36,018	40,757	45,059	50,091	54,108	55,665	55,758	43,403	44,135	48,104	53,975

Trends in Merchandise Sales

43

(million yen)

Other than Protein Sales
Protein Sales



	13/08	14/08	15/08	16/08	17/08	18/08	19/08	20/08	21/08	22/08	23/08
Merchandise Sales	4,430	5,705	7,203	8,900	10,065	14,394	14,483	13,966	14,463	16,329	17,409
Incl. Protein Sales	3,688	4,934	6,202	7,959	9,366	13,729	13,865	13,215	13,841	15,692	16,781
Protein ratio	83.3%	86.5%	86.1%	89.4%	93.1%	95.4%	95.7%	94.6%	95.7%	96.1%	96.4%
Protein Year-on-year	137.8%	133.8%	125.7%	128.3%	117.7%	146.6%	101.0%	95.3%	104.7%	113.4%	106.9%

Goodwill and Trademark Rights posted in US dollars at the time of a US entity acquisition^①

Impacts of currency fluctuations to the Financials for FY 8/2023

BS Intangible assets (goodwill/trademark rights)

-140 M yen (Year end balance 21.67 B yen)

Net assets (Foreign currency translation adjustment)

+960 M yen (Year end balance 4.45 B yen)

PL Amortization of Goodwill/trademark rights

+200 M yen (Annual 1.40 B yen)

Goodwill and Trademark Rights posted in US dollars at the time of a US entity acquisition^②

When Curves International, Inc. was acquired (April 2018):

Goodwill & trademark rights	US\$	Converted to Yen (106.24 yen/\$)
	202 Million	21.5 B yen

Amortization for Goodwill/trademark rights (20 years) at **\$10 Million fixed annually**

Previous FY (8/2022)

Goodwill/trademark rights	US\$	Converted to Yen (136.68 yen/\$)
Balance	159.5 Million	21.8 B yen
Amortization	US\$	Converted to Yen (117.81 yen/\$)
Annual total	10 Million	1.19 B yen

Current FY (8/2023)

Goodwill/trademark rights	US\$	Converted to Yen (144.99 yen/\$) (8.31 yen depreciation YoY)
Balance	149.4 Million	21.6 B yen (-140 M yen YoY)
Amortization	US\$	Converted to Yen (137.98 yen/\$) (20.17 yen depreciation YoY)
Annual total	10 Million	1.4 B yen (+200 M yen YoY)

| Curves Group Profile

Our Mission

By spreading the habits of correct exercises, we will help our members and ourselves have a better life, and solve problems in our society.



Business purpose:

To create a society free from fears of illness, nursing cares and loneliness, filled with vitality for life.



Video "Curves in 10 Years"

<https://youtu.be/XKuPtwwnNIE>

Basic Sustainability Policy

In Pursuit of Community-based Health Infrastructure, We Will Contribute to Solving Social Issues.

The CURVES Group has the following management philosophy which dates back to its founding.

Business purpose : To create a society free from fears of illness, nursing cares and loneliness, filled with vitality for life.

Our mission: : By spreading the habits of correct exercises, we will help our members and ourselves have a better life, and solve problems in our society.

Based on the philosophy, the Group has been operating as the community-based health infrastructure to contribute to provide solutions to the social challenges. We will put into practice sustainability management by striving to improve society and the environment in cooperation with all stakeholders including customers, our franchisees and coworkers.

- 1. Serving as community-based health infrastructure to help customers and society get mentally and physically healthier**
- 2. Business operation aimed at the highest safety and reliability for customers**
- 3. Create business models and operate outlets in a way that is eco-friendly and entails smaller risks of climate change**
- 4. Develop human resources and workplaces and operate organizations for each motivated individual to shine**
- 5. Contributing to local communities**
- 6. Respect fair trade, human rights and human nature in the supply chain**
- 7. Effective corporate governance**



Group Companies

CURVES HOLDINGS Co., Ltd.
(Holding company)



Business Profile

- Operations of “Curves 30-min fitness clubs for women only”
- 1,962 clubs in Japan (76 corporate owned, 1,886 Franchisees)
(as of the end August 2023)

Basic Data

- Corporate Address: 11F, Shibaura Renasite Tower, 3-9-1
Shibaura, Minato-ku, Tokyo
- Founded(1) : Feb 2005
- Sales (2) : 30.0 billion Yen
- Capital (2) : 800 million Yen

Note:

(1) Shows date of incorporation of Curves Japan Co., Ltd. Curves Holdings was founded in October 2008.

(2) Results of the FY August 31, 2023.

History

- 02/2005** Curves Japan founded by Venture Link Co., Ltd.
(Acquired master license from Curves International)
- 03/2006** Rollout in Japan in franchising
- 06/2006** Opened 100 clubs
- 10/2008** Becomes Koshidaka Holdings' subsidiary
- 06/2011** Reached 1,000 clubs
- 06/2015** Opened 'Prevention Center Curves Odawara', the 1st
Prevention Center certified by Kanagawa Pref
- 03/2018** Acquired Curves International, Inc. (global franchiser)
- 11/2018** Started Men's Curves (Chino)
- 07/2019** Acquired CFW International Management B.V.
(currently Curves Europe B.V., European franchiser)
- 10/2019** Topped 2,000 clubs
- 03/2020** Listed in Tokyo Stock Exchange Section 1 with Stock
Allocation Spin-off
- 04/2022** Transferred to “Prime Market” of Tokyo Stock
Exchange.

For more information

▶ For IR related inquiries :

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e-Mail : curves-ir@curves.co.jp

URL : <https://www.curvesholdings.co.jp/>

TSE Code : 7085

The purpose of this presentation is to provide information about the Curves Group based on results of operations for the fiscal year ended August 31, 2023. This is not a solicitation to purchase securities issued by CURVES HOLDINGS Co., Ltd.

This presentation is based on information available as of October 11, 2023. Opinions, forecasts and other information represent the judgments of management at the time this presentation was prepared. Curves Holdings provides no guarantee or other assurance that the information in this presentation is accurate or complete and may revise information without prior notice.

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