

Tokyo Individualized Educational Institute (TIEI) Performance data

Unit : Million yen

Business Results	FY2015/2	FY2016/2	FY2017/2	FY2018/2	FY2019/2	FY2020/2	FY2021/2	FY2022/2	FY2023/2	FY2024/2
Net sales	15,717	17,094	17,909	19,175	20,397	21,261	19,142	22,495	21,790	21,661
Operating income	1,724	2,217	2,305	2,634	2,790	2,928	613	2,396	1,824	1,608
Ordinary income	1,729	2,223	2,308	2,636	2,793	2,931	647	2,402	1,834	1,615
Net income	1,075	1,383	1,438	1,744	1,932	1,936	253	1,578	1,249	959
Ratio of operating income to net sales (%)	11.0	13.0	12.9	13.7	13.7	13.8	3.2	10.7	8.4	7.4
Return on equity (%)	14.7	17.5	17.5	20.7	21.8	19.8	2.8	18.5	14.7	11.4

Financial condition										
Total assets	9,898	10,415	10,525	11,414	12,114	13,190	11,687	12,679	11,410	11,688
Net assets	7,656	8,171	8,252	8,585	9,106	9,606	8,447	8,616	8,457	8,440
Shareholders equity ratio (%)	77.4	78.5	78.4	75.2	75.2	72.7	72.2	67.8	74.0	72.0

Cash flow										
Cash flows from operating activities	1,509	1,644	1,490	2,366	2,438	2,707	235	2,754	965	1,976
Cash flows from investing activities	(4,483)	(513)	3,675	(388)	(379)	(963)	(1,015)	(802)	(589)	(262)
Cash flows from financing activities	(380)	(868)	(1,357)	(1,411)	(1,412)	(1,411)	(1,411)	(1,410)	(1,409)	(976)
Cash and cash equivalents at the end of period	3,136	3,399	7,207	7,773	8,420	8,753	6,562	7,103	6,069	6,807

Indicators per share										
Net income per share (Yen)	19.82	25.48	26.50	32.14	35.59	35.66	4.66	29.07	23.02	17.67
Net assets per share (Yen)	141.02	150.51	152.00	158.14	167.73	176.67	155.33	158.41	155.42	155.10
Dividends per share(full year) (Yen)	8.00	24.00	26.00	26.00	26.00	26.00	26.00	26.00	23.00	16.00
Dividend payout ratio (%)	40.4	94.2	98.1	80.9	73.1	74.4	557.8	89.4	99.9	90.6

Management index										
Number of students(average during the year) (persons)	25,258	27,036	28,483	30,308	32,328	33,159	30,426	33,309	32,436	30,720
Number of schools (end of February) (schools)	218	225	230	240	248	256	261	266	269	266
Number of instructors (persons)	7,082	7,453	8,106	9,269	10,381	11,070	11,814	12,335	11,629	10,866