SENKO Group Holdings Co., Ltd.

## Summary of Financial Statements for the Fiscal Year Ended March 31, 2020 [Japan GAAP]

May 13, 2020

Name of Listed Company: SENKO Group Holdings Co., Ltd. Stock Listed on: The First Section of the Tokyo Stock Exchange

Code Number: 9069 URL https://www.senkogrouphd.co.jp/en/

Representative: Title: President and Representative Director Name: Yasuhisa Fukuda

Inquiries: Title: Executive Officer, Responsible for PR & IR Name: Satoru Kokubo Tel. (06) 6440-5156

Scheduled Date of Annual Meeting of Shareholders: June 25, 2020 Scheduled Date of Dividend Paid: June 26, 2020

Scheduled Date of Issue of Financial Report: June 25, 2020

Supplemental Information Materials: Yes

Information Meeting for Financial Results: Yes (for analysts)

(Amounts less than ¥1 million have been rounded down)

1. Consolidated Operating Results for the Fiscal Year Ended March 31, 2020 (From April 1, 2019 to March 31, 2020)

## (1) Consolidated Operating Results

(Percentage figures represent year-on-year changes)

|                                  | Operating revenue |     | Operating profit |      | Ordinary profit |      | Profit attributable to owners of parent |      |
|----------------------------------|-------------------|-----|------------------|------|-----------------|------|---|------|
|                                  | Million yen       | %   | Million yen      | %    | Million yen     | %    | Million yen                             | %    |
| Fiscal year ended March 31, 2020 | 570,030           | 7.6 | 20,656           | 5.2  | 20,744          | 4.4  | 12,081                                  | 3.4  |
| Fiscal year ended March 31, 2019 | 529,609           | 7.6 | 19,631           | 14.9 | 19,876          | 14.8 | 11,681                                  | 22.9 |

### (Note) Comprehensive income

Fiscal year ended March 31, 2020: ¥10,677 million (1.2%) Fiscal year ended March 31, 2019: ¥10,547 million (-18.2%)

|                                  | Profit<br>per share | Diluted profit<br>per share | Return on equity | Ratio of ordinary<br>profit to total<br>assets | Ratio of operating profit to operating revenue |
|----------------------------------|---------------------|-----------------------------|------------------|--|--|
|                                  | Yen                 | Yen                         | %                | %  | %  |
| Fiscal year ended March 31, 2020 | 79.51               | 73.75                       | 9.9              | 6.0  | 3.6  |
| Fiscal year ended March 31, 2019 | 76.90               | 71.31                       | 10.1             | 5.9  | 3.7  |

(Reference) Equity in earnings (losses) of affiliates:

Fiscal year ended March 31, 2020: ¥408 million

Fiscal year ended March 31, 2019: ¥402 million

## (2) Consolidated Financial Position

| ( )                  |              |             |              |                      |  |
|----------------------|--------------|-------------|--------------|----------------------|--|
|                      | Total assets | Net assets  | Equity ratio | Net assets per share |  |
|                      | Million yen  | Million yen | %            | Yen                  |  |
| As of March 31, 2020 | 356,308      | 134,181     | 35.1         | 823.61               |  |
| As of March 31, 2019 | 340,491      | 126,895     | 35.0         | 785.08               |  |

## (Reference) Equity:

As of March 31, 2020: ¥125,158 million

As of March 31, 2019: ¥119,204 million

### (3) Consolidated Cash Flows

|                                  | Cash flows from operating activities | Cash flows from investing activities | Cash flows from financing activities | Cash and cash<br>equivalents at end of<br>period |
|----------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|--|
|                                  | Million yen                          | Million yen                          | Million yen                          | Million yen                                      |
| Fiscal year ended March 31, 2020 | 31,098                               | (18,030)                             | (9,155)                              | 27,142   |
| Fiscal year ended March 31, 2019 | 27,022                               | (15,770)                             | (13,224)                             | 22,801   |

#### 2. Dividends

|                                   |      | Annual dividend |          |       |       |                     | Dayout ratio                | Dividend on    |
|-----------------------------------|------|-----------------|----------|-------|-------|---------------------|-----------------------------|----------------|
|                                   | June | September       | December | March | Total | Aggregate<br>amount | Payout ratio (Consolidated) | equity ratio   |
|                                   | 30   | 30              | 31       | 31    | TOtal | (Annual)            | (Consolidated)              | (Consolidated) |
|                                   | Yen  | Yen             | Yen      | Yen   | Yen   | Million yen         | %                           | %              |
| Fiscal year ended March 31, 2019  | -    | 13.00           | -        | 13.00 | 26.00 | 3,966               | 33.8                        | 3.4            |
| Fiscal year ended March 31, 2020  | _    | 13.00           | _        | 13.00 | 26.00 | 3,969               | 32.7                        | 3.2            |
| Fiscal year ending March 31, 2021 |      |                 |          |       |       |                     |                             |                |
| (Forecast)                        | _    | _               |          | _     | _     |                     | _                           |                |

(Note) The dividend forecast for the fiscal year ending March 31, 2021 is undetermined at this time.

3. Forecast of Consolidated Operating Results for the Fiscal Year Ending March 31, 2021 (From April 1, 2020 to March 31, 2021)

The forecast of consolidated operating results for the fiscal year ending March 31, 2021 is undetermined as a reasonable assessment of the impact of the novel coronavirus disease (COVID-19) is difficult at this time. The forecast of consolidated operating results will be announced promptly when disclosure becomes possible.

#### Notes

- (1) Changes in significant subsidiaries during the fiscal year (Changes in specified subsidiaries associated with change in scope of consolidation): None
- (2) Changes in accounting principles and estimates, and retrospective restatement
  - (a) Changes due to revision of accounting standards: None
  - (b) Changes other than in (a): None
  - (c) Changes in accounting estimates: Yes
  - (d) Retrospective restatement: None
- (3) Shares outstanding (Common shares)
  - (a) Shares outstanding (including treasury shares)

As of March 31, 2020: 152,861,921 shares As of March 31, 2019: 152,861,921 shares

(b) Treasury shares

As of March 31, 2020: 898,113 shares As of March 31, 2019: 1,024,460 shares

(c) Average number of shares

Fiscal year ended March 31, 2020: 151,936,796 shares Fiscal year ended March 31, 2019: 151,898,229 shares

(Note) Starting with the third quarter of the fiscal year ended March 31, 2018, the number of treasury shares at term-end includes Senko shares owned by the trust accounts of Performance-linked Stock Compensation Plan for Employees (as of March 31, 2020: 348,880 shares; as of March 31, 2019: 351,500 shares) and Performance-linked Stock Compensation Plan for Directors (as of March 31, 2020: 352,988 shares; as of March 31, 2019: 353,000 shares).

[Reference] Overview of Non-Consolidated Operating Results

Non-Consolidated Operating Results for the Fiscal Year Ended March 31, 2020 (From April 1, 2019 to March 31, 2020)

#### (1) Non-Consolidated Operating Results

(Percentage figures represent year-on-year changes)

|                                  | Operating revenue |       | Operating profit |       | Ordinary profit |       | Profit      |       |
|----------------------------------|-------------------|-------|------------------|-------|-----------------|-------|-------------|-------|
|                                  | Million yen       | %     | Million yen      | %     | Million yen     | %     | Million yen | %     |
| Fiscal year ended March 31, 2020 | 10,342            | 11.1  | 4,491            | 3.7   | 4,672           | (0.7) | 3,995       | 8.4   |
| Fiscal year ended March 31, 2019 | 9,305             | 152.0 | 4,330            | 370.3 | 4,705           | 459.4 | 3,686       | 333.0 |

|                                  | Profit    | Diluted profit |
|----------------------------------|-----------|----------------|
|                                  | per share | per share      |
|                                  | Yen       | Yen            |
| Fiscal year ended March 31, 2020 | 26.29     | 24.36          |
| Fiscal year ended March 31, 2019 | 24.27     | 22.48          |

#### (2) Non-Consolidated Financial Position

| · /                  |              |             |              |                      |  |
|----------------------|--------------|-------------|--------------|----------------------|--|
|                      | Total assets | Net assets  | Equity ratio | Net assets per share |  |
|                      | Million yen  | Million yen | %            | Yen                  |  |
| As of March 31, 2020 | 216,568      | 76,630      | 35.2         | 501.42               |  |
| As of March 31, 2019 | 210,904      | 76,903      | 36.3         | 503.69               |  |

## (Reference) Equity:

As of March 31, 2020: ¥76,198 million

As of March 31, 2019: ¥76,479 million

This financial report is exempt from audit conducted by certified public accountants or an audit corporation.

Cautionary statement regarding forecasts of operating results and special notes

- The forecast of consolidated operating results for the fiscal year ending March 31, 2021 is undetermined as a reasonable assessment of the impact of COVID-19 is difficult at this time. The forecast of consolidated operating results will be announced promptly when disclosure becomes possible. For details, please see "Forecasts" on page 3.
- · The supplementary material on financial results will be available on the Company's website.

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#### 1. Overview of Operating Results and Others

- (1) Overview of operating results and others
- (a) Overview of results of operations in the fiscal year ended March 31, 2020

In the fiscal year ended March 31, 2020 (April 1, 2019 to March 31, 2020), the employment and income environment in the Japanese economy continued to improve, but the outlook remains unclear due to factors such as the development of a slowdown in overseas economies as a result of trade friction between the United States and China, and the rush in demand before the consumption tax hike and the recoil in demand after the tax hike.

In particular, the business environment has been highly challenging due to the impact of the spread of novel coronavirus disease (COVID-19) in the fourth quarter.

In this environment, the Senko Group has worked to expand and strengthen its business operations, as the third year of the "Senko Innovation Plan 2021 (SIP21)" five-year medium-term business plan.

The following provides an outline of our main activities in the fiscal year ended March 31, 2020.

In the Logistics, SENKO Co., Ltd. commenced operations of Inzai Logistics Center (Inzai City, Chiba Prefecture) in May, Oita PD Center (Oita City, Oita Prefecture) in October, and Amagasaki PD Center (Amagasaki City, Hyogo Prefecture) in February.

Moreover, Runtec Corporation commenced operations of the frozen and refrigerated storage warehouse of its Kansai Branch (Nishinomiya City, Hyogo Prefecture) in July.

Outside Japan, M-Senko Logistics Co., Ltd., a joint venture with MK Restaurant Group Public Company Limited, a major Thai restaurant chain conglomerate, commenced operations of its three-temperature zone (i.e., frozen, refrigerated, and normal) M-SENKO Logistics Center in October, and has been working to develop a cold logistics chain in Thailand.

In the Trading & Commerce, AST CORPORATION started to handle household paper products for large-scale mass-merchandiser groups throughout Japan.

In the Living Support, we have been actively working to open new locations. VENUS CO., LTD., which operates day-care locations, has opened eleven new locations, BLUE EARTH JAPAN Co., Ltd., which operates fitness clubs, has opened six new locations including their first overseas location in Cebu Island in the Philippines, and KEIHANNA helper station Co., Ltd., which operates residential nursing homes, has opened two new locations.

In the Business Support, Tokyo Eastside Hotel Kaie, which had been constructed within the grounds of the Company's Head Office in Shiomi, Koto-ku, Tokyo, celebrated its grand opening in February.

With regard to initiatives to reduce environmental load, SENKO Co., Ltd. and Runtec Corporation respectively received the Special Logistics Environment Award from the Japan Association for Logistics and Transport in June, and four Group companies received the Award for Excellent Business Entities Working on Modal Shift from the same association in November.

The full-year performance was as follows.

(Unit: Millions of Yen)

|   |                                     |                                     |        | •   |
|---|-------------------------------------|-------------------------------------|--------|-----|
|   | Fiscal year ended<br>March 31, 2019 | Fiscal year ended<br>March 31, 2020 | Change | %   |
| Operating revenue                       | 529,609                             | 570,030                             | 40,421 | 7.6 |
| Operating profit                        | 19,631                              | 20,656                              | 1,024  | 5.2 |
| Ordinary profit                         | 19,876                              | 20,744                              | 868    | 4.4 |
| Profit attributable to owners of parent | 11,681                              | 12,081                              | 399    | 3.4 |

Consolidated operating revenue for the fiscal year ended March 31, 2020 increased ¥40,421 million year on year to ¥570,030 million. This result mainly reflected effects of expanding sales and revising the freight charges, opening logistics centers, and making overseas Group companies and operating companies of living support services into consolidated subsidiaries. On the profit front, despite factors that include higher costs largely stemming from rises in outsourcing costs and the impact of the spread of COVID-19, consolidated operating profit increased ¥1,024 million year on year to ¥20,656 million and consolidated ordinary profit increased ¥868 million year on year to ¥20,744 million. This upturn in profits was largely attributable to the effects of the higher revenue mentioned previously and our efforts to improve productivity. Profit attributable to owners of parent increased to ¥12,081 million, up ¥399 million year on year.

The full-year operating revenue by segment was as follows.

#### Logistics

(Unit: Millions of Yen)

|                   | Fiscal year ended<br>March 31, 2019 | Fiscal year ended<br>March 31, 2020 | Change | %    |
|-------------------|-------------------------------------|-------------------------------------|--------|------|
| Operating revenue | 375,384                             | 392,728                             | 17,343 | 4.6  |
| Segment income    | 16,210                              | 17,847                              | 1,637  | 10.1 |

Operating revenue increased ¥17,343 million year on year to ¥392,728 million and segment income rose ¥1,637 million year on year to ¥17,847 million. This was mainly attributable to the effects of the commencement of operations of logistic centers in the current and the previous fiscal year as well as the effect of expanding sales and revising freight charges, and making seven overseas Group companies into consolidated subsidiaries.

#### **Trading & commerce**

(Unit: Millions of Yen)

|                   | Fiscal year ended<br>March 31, 2019 | Fiscal year ended<br>March 31, 2020 | Change | %     |
|-------------------|-------------------------------------|-------------------------------------|--------|-------|
| Operating revenue | 142,294                             | 161,314                             | 19,020 | 13.4  |
| Segment income    | 2,280                               | 2,119                               | (160)  | (7.0) |

Operating revenue increased ¥19,020 million year on year to ¥161,314 million and segment income fell ¥160 million year on year to ¥2,119 million. Although sales of household paper products for large-scale mass-merchandiser groups grew, there were higher costs largely stemming from rises in outsourcing costs.

#### **Others**

(Unit: Millions of Yen)

|                   | Fiscal year ended<br>March 31, 2019 | Fiscal year ended<br>March 31, 2020 | Change | %      |
|-------------------|-------------------------------------|-------------------------------------|--------|--------|
| Operating revenue | 11,930                              | 15,987                              | 4,057  | 34.0   |
| Segment income    | 1,679                               | 1,419                               | (260)  | (15.5) |

Operating revenue increased ¥4,057 million year on year to ¥15,987 million and segment income fell ¥260 million year on year to ¥1,419 million. Although there was business expansion such as making Life-eat Co., Ltd., which manages the food and drink business, into a consolidated subsidiary as well as opening new nursing care and fitness locations and opening a hotel, the segment has been affected by the spread of COVID-19.

#### (b) Forecasts

As a result of the worldwide outbreak of COVID-19, the future outlook remains highly unclear. Under such circumstances, the forecast of operating results for the fiscal year ending March 31, 2021 is undetermined as calculation of a reasonable estimate is difficult at this time. The forecast of operating results will be announced promptly when disclosure becomes possible.

#### (2) Financial condition

#### (a) Assets, liabilities and net assets

## **Total assets**

Total assets as of March 31, 2020 were ¥356,308 million, ¥15,817 million higher than at the end of the previous fiscal year.

Current assets amounted to  $\pm 124,210$  million, up  $\pm 6,947$  million from the end of the previous fiscal year. This mainly reflected increases of  $\pm 3,246$  million in cash and deposits and  $\pm 3,050$  million in trade notes and accounts receivable.

Non-current assets totaled ¥231,384 million, up ¥8,189 million from the end of the previous fiscal year. This was primarily due to increases of ¥8,763 million in property, plant and equipment and ¥1,131 million in intangible assets, despite a decrease of ¥1,706 million in investments and other assets.

#### Liabilities

Liabilities as of March 31, 2020 increased ¥8,531 million from the end of the previous fiscal year to ¥222,127 million.

Current liabilities totaled ¥111,638 million, up ¥12,969 million from the end of the previous fiscal year. This was mainly due to increases of ¥3,382 million in trade notes and accounts payable and ¥7,671 million in short-term borrowings.

Non-current liabilities totaled ¥110,489 million, down ¥4,437 million from the end of the previous fiscal year. This was primarily due to a decrease of ¥8,857 million in long-term borrowings, despite an increase of ¥3,412 million in lease obligations.

#### Net assets

Net assets as of March 31, 2020 rose ¥7,285 million from the end of the previous fiscal year to ¥134,181 million. This was primarily due to increases of ¥7,918 million in retained earnings and ¥1,324 million in non-controlling interests, despite a decrease of ¥1,519 million in remeasurements of defined benefit plans. The equity ratio as of March 31, 2020 increased by 0.1 percentage points to 35.1% from the end of the previous fiscal year.

#### (b) Cash flows

Cash and cash equivalents as of March 31, 2020 increased by ¥4,340 million from the end of the previous fiscal year to ¥27,142 million. Net cash provided by operating activities amounted to ¥31,098 million. This was mainly due to profit before income taxes of ¥19,648 million, depreciation of ¥15,565 million, an increase in cash due to an increase in trade payables of ¥1,572 million, and an increase in cash due to an increase in accrued consumption taxes of ¥2,317 million, despite a ¥2,866 million decrease in cash from an increase in trade receivables and income taxes paid of ¥7,645 million.

Net cash used in investing activities totaled ¥18,030 million. This was mainly due to the purchase of property, plant and equipment of ¥17,449 million.

Net cash used in financing activities totaled ¥9,155 million. This was mainly due to repayments of long-term borrowings of ¥6,978 million, repayments of finance lease obligations of ¥3,924 million and dividends paid of ¥3,964 million, despite proceeds from long-term borrowings of ¥5,210 million.

#### (c) Performance indicators associated with cash flows

| Fiscal years ended March 31              | 2016 | 2017 | 2018 | 2019 | 2020 |
|--|------|------|------|------|------|
| Equity ratio (%)                         | 32.6 | 35.1 | 33.7 | 35.0 | 35.1 |
| Market capitalization equity ratio (%)   | 36.4 | 38.0 | 37.6 | 41.0 | 35.7 |
| Interest-bearing debt to cash flow ratio | 5.7  | 4.1  | 4.9  | 4.2  | 3.6  |
| Interest coverage ratio                  | 14.7 | 21.9 | 25.4 | 26.2 | 28.3 |

#### Notes:

Equity ratio: Equity / Total assets

Market capitalization equity ratio: Market capitalization / Total assets

Interest-bearing debt to cash flow ratio: Interest-bearing debt / Operating cash flows

Interest coverage ratio: Operating cash flows / Interest expenses

- All figures are based on the consolidated financial statements.
- Market capitalization is calculated by multiplying the fiscal year-end stock price and the number of shares issued at the end of the fiscal year (after deducting treasury shares).
- Operating cash flows are the figure shown in the consolidated statement of cash flows. Interest-bearing debt is the sum of all liabilities on the consolidated balance sheet on which interest is paid. Interest expenses are the figure shown in the consolidated statement of cash flows.

## (3) Fundamental policy for distribution of earnings and dividends for the current and the next fiscal years

While securing internal reserves necessary for future business development and management structure reinforcement, the basic policy of the Company is to return profits to shareholders by implementing stable dividends and dividends that are linked to business results with the aim of enhancing the return to its shareholders.

In accordance with this policy, the year-end dividend for the fiscal year ended March 31, 2020 is set at ¥13.00 per share as previously forecasted. Combined with the already declared interim dividend of ¥13.00, the total annual dividend is expected to be ¥26.00. The dividend forecast of the fiscal year ending March 31, 2021 is undetermined at this time. The dividend forecast will be announced promptly when disclosure of a reasonable estimate becomes possible.

#### (4) Business risk

No discussion of business and other risks is presented here because there have been no significant changes involving these risks since the most recent Securities Report (dated June 26, 2019), which includes a section about business and other risks.

## 2. Basic Concept Regarding the Selection of Accounting Standards

To facilitate comparisons of its consolidated financial statements across time periods and with other companies, the Senko Group intends to prepare its consolidated financial statements based on Japanese generally accepted accounting principles (JGAAP) for the time being. With regard to the adoption of International Financial Reporting Standards (IFRS), the Company intends to respond to this issue appropriately while giving consideration to various circumstances in Japan and overseas.

# 3. Consolidated Financial Statements

## (1) Consolidated balance sheets

|   | As of March 31, 2019   | As of March 31, 2020     |
|---|------------------------|--------------------------|
| Assets  | 7 to 61 March 61, 2016 | 7.6 61 Mai 611 6 1, 2626 |
| Current assets                                      |                        |                          |
| Cash and deposits                                   | 25,232                 | 28,479                   |
| Trade notes and accounts receivable                 | 71,311                 | 74,361                   |
| Electronically recorded monetary claims - operating | 1,785                  | 2,651                    |
| Merchandise and finished goods                      | 8,513                  | 8,368                    |
| Work in process                                     | 670                    | 679                      |
| Raw materials and supplies                          | 583                    | 567                      |
| Other   | 9,181                  | 9,125                    |
| Allowance for doubtful accounts                     | (14)                   | (21                      |
| Total current assets                                | 117,263                | 124,210                  |
| Non-current assets                                  |                        |                          |
| Property, plant and equipment                       |                        |                          |
| Buildings and structures                            | 142,722                | 145,10                   |
| Accumulated depreciation                            | (78,077)               | (80,965                  |
| Buildings and structures, net                       | 64,645                 | 64,14                    |
| Machinery, equipment and vehicles                   | 62,543                 | 67,91                    |
| Accumulated depreciation                            | (40,819)               | (44,383                  |
| Machinery, equipment and vehicles, net              | 21,723                 | 23,52                    |
| Tools, furniture and fixtures                       | 8,398                  | 9,33                     |
| Accumulated depreciation                            | (6,656)                | (7,061                   |
| Tools, furniture and fixtures, net                  | 1,742                  | 2,27                     |
| Land  | 59,669                 | 61,66                    |
| Leased assets                                       | 16,875                 | 19,24                    |
| Accumulated depreciation                            | (6,751)                | (6,173                   |
| Leased assets, net                                  | 10,124                 | 13,07                    |
| Construction in progress                            | 4,308                  | 6,29                     |
| Total property, plant and equipment                 | 162,214                | 170,97                   |
| Intangible assets                                   |                        |                          |
| Goodwill  | 7,446                  | 7,76                     |
| Other   | 4,576                  | 5,39                     |
| Total intangible assets                             | 12,022                 | 13,15                    |
| Investments and other assets                        |                        |                          |
| Investment securities                               | 20,260                 | 17,66                    |
| Long-term loans receivable                          | 3,888                  | 3,45                     |
| Retirement benefit asset                            | 3,088                  | 2,09                     |
| Guarantee deposits                                  | 13,271                 | 14,55                    |
| Deferred tax assets                                 | 5,138                  | 5,99                     |
| Other   | 4,019                  | 4,26                     |
| Allowance for doubtful accounts                     | (709)                  | (779                     |
| Total investments and other assets                  | 48,958                 | 47,25                    |
| Total non-current assets                            | 223,195                | 231,38                   |
| Deferred assets                                     |                        |                          |
| Business commencement expenses                      | 32                     | 71:                      |
| Total deferred assets                               | 32                     | 713                      |
| Total assets  | 340,491                | 356,308                  |

|  | As of March 31, 2019   | As of March 31, 2020    |
|--|------------------------|-------------------------|
| Liabilities  | 7.6 61 Maron 6 1, 2016 | , to 0. Marsh 0.1, 2020 |
| Current liabilities  |                        |                         |
| Trade notes and accounts payable                                     | 37,603                 | 40,985                  |
| Electronically recorded obligations - operating                      | 7,047                  | 6,559                   |
| Current portion of bonds payable                                     | 48                     | 48                      |
| Short-term borrowings  | 21,580                 | 29,252                  |
| Lease obligations  | 3,181                  | 3,673                   |
| Income taxes payable   | 4,242                  | 3,745                   |
| Provision for bonuses  | 5,253                  | 5,433                   |
| Provision for bonuses for directors (and other officers)             | 347                    | 401                     |
| Provision for loss on disaster                                       | 103                    | _                       |
| Other  | 19,261                 | 21,537                  |
| Total current liabilities  | 98,669                 | 111,638                 |
| Non-current liabilities  |                        | ,                       |
| Bonds payable  | 17,120                 | 17,072                  |
| Convertible bond-type bonds with share acquisition rights            | 10,029                 | 10,019                  |
| Long-term borrowings   | 64,696                 | 55,839                  |
| Lease obligations  | 10,500                 | 13,912                  |
| Provision for retirement benefits for directors (and other officers) | 180                    | 20                      |
| Provision for special repairs  | 80                     | 90                      |
| Provision for share-based remuneration                               | 124                    | 27 <sup>-</sup>         |
| Retirement benefit liability   | 6,970                  | 7,060                   |
| Asset retirement obligations   | 1,011                  | 1,14                    |
| Other  | 4,212                  | 4,870                   |
| Total non-current liabilities  | 114,926                | 110,489                 |
| Total liabilities  | 213,595                | 222,127                 |
| Net assets   | ,                      | ,                       |
| Shareholders' equity   |                        |                         |
| Share capital  | 26,528                 | 26,528                  |
| Capital surplus  | 29,841                 | 29,770                  |
| Retained earnings  | 62,983                 | 70,90 <sup>-</sup>      |
| Treasury shares  | (697)                  | (652                    |
| Total shareholders' equity   | 118,656                | 126,548                 |
| Accumulated other comprehensive income                               | ,                      | ,                       |
| Valuation difference on available-for-sale securities                | 1,350                  | 779                     |
| Deferred gains or losses on hedges                                   | (3)                    | 14                      |
| Foreign currency translation adjustment                              | 122                    | 256                     |
| Remeasurements of defined benefit plans                              | (920)                  | (2,439                  |
| Total accumulated other comprehensive income                         | 548                    | (1,390                  |
| Share acquisition rights   | 424                    | 432                     |
| Non-controlling interests  | 7,265                  | 8,590                   |
| Total net assets   | 126,895                | 134,18                  |
| Total liabilities and net assets                                     | 340,491                | 356,308                 |

|   | Fiscal year ended<br>March 31, 2019 | Fiscal year ended<br>March 31, 2020 |
|---|-------------------------------------|-------------------------------------|
|   | (April 1, 2018–March 31, 2019)      | (April 1, 2019–March 31, 2020)      |
| Operating revenue   | 529,609                             | 570,030                             |
| Operating costs   | 471,129                             | 503,687                             |
| Operating gross profit  | 58,479                              | 66,342                              |
| Selling, general and administrative expenses                                    | 38,847                              | 45,686                              |
| Operating profit  | 19,631                              | 20,656                              |
| Non-operating income  | ,                                   | ,                                   |
| Interest income   | 122                                 | 110                                 |
| Dividend income   | 146                                 | 143                                 |
| Share of profit of entities accounted for using equity method                   | 402                                 | 408                                 |
| Rental income from land and buildings   | 246                                 | 302                                 |
| Other   | 1,175                               | 1,250                               |
| Total non-operating income  | 2,093                               | 2,216                               |
| Non-operating expenses  |                                     | · ·                                 |
| Interest expenses   | 1,035                               | 1,099                               |
| Foreign exchange losses   | , · · <u>-</u>                      | 236                                 |
| Other   | 813                                 | 792                                 |
| Total non-operating expenses  | 1,849                               | 2,128                               |
| Ordinary profit   | 19,876                              | 20,744                              |
| Extraordinary income  |                                     |                                     |
| Subsidy income  | 1,586                               | 578                                 |
| Gain on reversal of tax purpose reduction entry of non-current assets           | -<br>-                              | 237                                 |
| Insurance claim income  | _                                   | 144                                 |
| Gain on sales of non-current assets   | 370                                 | 58                                  |
| Gain on extinguishment of tie-in shares   | _                                   | 51                                  |
| Gain on termination of retirement benefit plan                                  | _                                   | 46                                  |
| Gain on sales of investment securities  | 259                                 | <del>-</del>                        |
| Gain on liquidation of subsidiaries and associates                              | 79                                  | -                                   |
| Reversal of allowance for doubtful accounts for subsidiaries and associates     | 34                                  | -                                   |
| Total extraordinary income  | 2,330                               | 1,117                               |
| Extraordinary losses  |                                     |                                     |
| Loss on tax purpose reduction entry of non-current assets                       | 1,565                               | 564                                 |
| Loss on liquidation of subsidiaries   | _                                   | 355                                 |
| Loss on return of subsidies   | _                                   | 237                                 |
| Impairment loss   | 31                                  | 210                                 |
| Provision of allowance for doubtful accounts for<br>subsidiaries and associates | 149                                 | 208                                 |
| Loss on valuation of shares of subsidiaries and associates                      | 675                                 | 189                                 |
| Loss on retirement of non-current assets  | 334                                 | 159                                 |
| Settlement package  | _                                   | 117                                 |
| Loss on valuation of investment securities                                      | _                                   | 113                                 |
| Litigation settlement   | _                                   | 55                                  |
| Loss on liquidation of subsidiaries   | 200                                 | _                                   |
| Loss on office withdrawal   | 133                                 | -                                   |
| Loss on disaster  | 111                                 |                                     |
| Provision for loss on disaster  | 103                                 | _                                   |
| Total extraordinary losses  | 3,304                               | 2,213                               |

|  | Fiscal year ended<br>March 31, 2019<br>(April 1, 2018–March 31, 2019) | Fiscal year ended<br>March 31, 2020<br>(April 1, 2019–March 31, 2020) |  |
|--|---|---|--|
| Profit before income taxes                       | 18,901  | 19,648  |  |
| Income taxes - current                           | 7,102   | 7,009   |  |
| Income taxes - deferred                          | (295)   | 102   |  |
| Total income taxes                               | 6,806   | 7,111   |  |
| Profit   | 12,094  | 12,536  |  |
| Profit attributable to non-controlling interests | 413   | 455   |  |
| Profit attributable to owners of parent          | 11,681  | 12,081  |  |

|  |   | (Office Hillington of 1911)   |
|--|---|---|
|  | Fiscal year ended<br>March 31, 2019<br>(April 1, 2018–March 31, 2019) | Fiscal year ended<br>March 31, 2020<br>(April 1, 2019–March 31, 2020) |
| Profit   | 12,094  | 12,536  |
| Other comprehensive income   |   |   |
| Valuation difference on available-for-sale securities              | (433)   | (560)   |
| Deferred gains or losses on hedges                                 | 58  | 21  |
| Foreign currency translation adjustment                            | (294)   | 199   |
| Remeasurements of defined benefit plans, net of tax                | (877)   | (1,519)   |
| Total other comprehensive income                                   | (1,547)   | (1,859)   |
| Comprehensive income   | 10,547  | 10,677  |
| Comprehensive income attributable to                               |   |   |
| Comprehensive income attributable to owners of parent              | 10,227  | 10,078  |
| Comprehensive income attributable to non-<br>controlling interests | 320   | 598   |
|  |   |   |

# (3) Consolidated statements of changes in equity

Fiscal year ended March 31, 2019 (April 1, 2018 – March 31, 2019)

|   |               | Shareholders' equity |                      |                 |                                  |  |  |  |
|---|---------------|----------------------|----------------------|-----------------|----------------------------------|--|--|--|
|   | Share capital | Capital surplus      | Retained<br>earnings | Treasury shares | Total<br>shareholders'<br>equity |  |  |  |
| Balance at beginning of period  | 26,528        | 29,730               | 54,968               | (590)           | 110,637                          |  |  |  |
| Changes during period   |               |                      |                      |                 |                                  |  |  |  |
| Dividends of surplus  |               |                      | (3,660)              |                 | (3,660)                          |  |  |  |
| Profit attributable to owners of parent   |               |                      | 11,681               |                 | 11,681                           |  |  |  |
| Purchase of treasury shares   |               |                      |                      | (127)           | (127)                            |  |  |  |
| Disposal of treasury shares   |               | (2)                  |                      | 20              | 17                               |  |  |  |
| Change in scope of consolidation  |               |                      | (5)                  |                 | (5)                              |  |  |  |
| Change in ownership interest of<br>parent due to transactions with<br>non-controlling interests |               | 114                  |                      |                 | 114                              |  |  |  |
| Net changes in items other than shareholders' equity  |               |                      |                      |                 | _                                |  |  |  |
| Total changes during period   | _             | 111                  | 8,015                | (107)           | 8,018                            |  |  |  |
| Balance at end of period  | 26,528        | 29,841               | 62,983               | (697)           | 118,656                          |  |  |  |

|   | Accumulated other comprehensive income                             |   |  |  |  |                                |                                  |                     |
|---|--|---|--|--|--|--------------------------------|----------------------------------|---------------------|
|   | Valuation<br>difference<br>on available-<br>for-sale<br>securities | Deferred<br>gains or<br>losses on<br>hedges | Foreign<br>currency<br>translation<br>adjustment | Remeasure-<br>ments of<br>defined<br>benefit plans | Total<br>accumulated<br>other<br>comprehensive<br>income | Share<br>acquisition<br>rights | Non-<br>controlling<br>interests | Total net<br>assets |
| Balance at beginning of period  | 1,775  | (61)  | 334  | (42)   | 2,005  | 373                            | 5,040                            | 118,056             |
| Changes during period   |  |   |  |  |  |                                |                                  |                     |
| Dividends of surplus  |  |   |  |  | _  |                                |                                  | (3,660)             |
| Profit attributable to owners of parent   |  |   |  |  | _  |                                |                                  | 11,681              |
| Purchase of treasury shares   |  |   |  |  | _  |                                |                                  | (127)               |
| Disposal of treasury shares   |  |   |  |  | _  |                                |                                  | 17                  |
| Change in scope of consolidation  |  |   |  |  | _  |                                |                                  | (5)                 |
| Change in ownership interest of<br>parent due to transactions with<br>non-controlling interests |  |   |  |  | _  |                                |                                  | 114                 |
| Net changes in items other than shareholders' equity  | (424)  | 57  | (212)  | (877)  | (1,457)  | 51                             | 2,225                            | 820                 |
| Total changes during period   | (424)  | 57  | (212)  | (877)  | (1,457)  | 51                             | 2,225                            | 8,838               |
| Balance at end of period  | 1,350  | (3)   | 122  | (920)  | 548  | 424                            | 7,265                            | 126,895             |

|   |               | Shareholders' equity |                   |                 |                                  |  |  |
|---|---------------|----------------------|-------------------|-----------------|----------------------------------|--|--|
|   | Share capital | Capital surplus      | Retained earnings | Treasury shares | Total<br>shareholders'<br>equity |  |  |
| Balance at beginning of period  | 26,528        | 29,841               | 62,983            | (697)           | 118,656                          |  |  |
| Changes during period   |               |                      |                   |                 |                                  |  |  |
| Dividends of surplus  |               |                      | (3,967)           |                 | (3,967)                          |  |  |
| Profit attributable to owners of parent   |               |                      | 12,081            |                 | 12,081                           |  |  |
| Purchase of treasury shares   |               |                      |                   | (0)             | (0)                              |  |  |
| Disposal of treasury shares   |               | 4                    |                   | 46              | 50                               |  |  |
| Change in scope of consolidation  |               | 42                   | (195)             |                 | (152)                            |  |  |
| Change in ownership interest of<br>parent due to transactions with<br>non-controlling interests |               | (119)                |                   |                 | (119)                            |  |  |
| Net changes in items other than shareholders' equity  |               |                      |                   |                 | _                                |  |  |
| Total changes during period   | _             | (71)                 | 7,918             | 45              | 7,892                            |  |  |
| Balance at end of period  | 26,528        | 29,770               | 70,901            | (652)           | 126,548                          |  |  |

|   | Acc  | Accumulated other comprehensive income      |  |  |  |                                |                                  |                     |
|---|--|---|--|--|--|--------------------------------|----------------------------------|---------------------|
|   | Valuation<br>difference<br>on available-<br>for-sale<br>securities | Deferred<br>gains or<br>losses on<br>hedges | Foreign<br>currency<br>translation<br>adjustment | Remeasure-<br>ments of<br>defined<br>benefit plans | Total<br>accumulated<br>other<br>comprehensive<br>income | Share<br>acquisition<br>rights | Non-<br>controlling<br>interests | Total net<br>assets |
| Balance at beginning of period  | 1,350  | (3)   | 122  | (920)  | 548  | 424                            | 7,265                            | 126,895             |
| Changes during period   |  |   |  |  |  |                                |                                  |                     |
| Dividends of surplus  |  |   |  |  | _  |                                |                                  | (3,967)             |
| Profit attributable to owners of parent   |  |   |  |  | _  |                                |                                  | 12,081              |
| Purchase of treasury shares   |  |   |  |  | _  |                                |                                  | (0)                 |
| Disposal of treasury shares   |  |   |  |  | _  |                                |                                  | 50                  |
| Change of scope of consolidation  |  |   |  |  | _  |                                |                                  | (152)               |
| Change in ownership interest of<br>parent due to transactions with<br>non-controlling interests |  |   |  |  | _  |                                |                                  | (119)               |
| Net changes in items other than shareholders' equity  | (571)  | 17  | 134  | (1,519)  | (1,938)  | 7                              | 1,324                            | (606)               |
| Total changes during period   | (571)  | 17  | 134  | (1,519)  | (1,938)  | 7                              | 1,324                            | 7,285               |
| Balance at end of period  | 779  | 14  | 256  | (2,439)  | (1,390)  | 432                            | 8,590                            | 134,181             |

|   |   | (Unit: Millions of Ye   |  |  |
|---|---|---|--|--|
|   | Fiscal year ended<br>March 31, 2019<br>(April 1, 2018 – March 31, 2019) | Fiscal year ended<br>March 31, 2020<br>(April 1, 2019 – March 31, 2020) |  |  |
| Cash flows from operating activities                                  |   |   |  |  |
| Profit before income taxes  | 18,901  | 19,648  |  |  |
| Depreciation  | 14,334  | 15,565  |  |  |
| Amortization of goodwill  | 484   | 705   |  |  |
| Increase (decrease) in allowance for doubtful accounts                | 98  | 17  |  |  |
| Decrease (increase) in retirement benefit asset                       | (57)  | (139  |  |  |
| Increase (decrease) in retirement benefit liability                   | (598)   | (670  |  |  |
| Increase (decrease) in provision for bonuses                          | 584   | 176   |  |  |
| Increase (decrease) in provision for share-based remuneration         | 124   | 27 <sup>-</sup>   |  |  |
| Increase (decrease) in provision for loss on disaster                 | 103   | (103  |  |  |
| Interest and dividend income  | (272)   | (253  |  |  |
| Foreign exchange losses (gains)                                       | 293   | 67  |  |  |
| Interest expenses   | 1,035   | 1,09  |  |  |
| Subsidy income  | (1,586)   | (57)  |  |  |
| Loss on tax purpose reduction entry of non-current assets             | 1,565   | 56  |  |  |
| Loss (gain) on liquidation of subsidiaries                            | _   | 35  |  |  |
| Loss on return of subsidies   | _   | 23  |  |  |
| Gain on reversal of tax purpose reduction entry of non-current assets | _   | (23   |  |  |
| Impairment loss   | 31  | 21  |  |  |
| Loss on valuation of shares of subsidiaries and associates            | 675   | 18  |  |  |
| Insurance claim income  | _   | (14   |  |  |
| Settlement package  | _   | 11  |  |  |
| Litigation settlement   | _   | 5   |  |  |
| Loss (gain) on extinguishment of tie-in shares                        | _   | (5  |  |  |
| Gain on termination of retirement benefit plan                        | _   | (4  |  |  |
| Loss on liquidation of subsidiaries                                   | 200   | ,   |  |  |
| Loss on office withdrawal   | 133   |   |  |  |
| Loss on disaster  | 111   |   |  |  |
| Loss (gain) on sales of non-current assets                            | (348)   | (5  |  |  |
| Loss on retirement of non-current assets                              | 334   | 15  |  |  |
| Decrease (increase) in trade receivables                              | (2,138)   | (2,86   |  |  |
| Decrease (increase) in inventories                                    | (1,547)   | 13  |  |  |
| Increase (decrease) in trade payables                                 | 871   | 1,57  |  |  |
| Increase (decrease) in accrued consumption taxes                      | (647)   | 2,31  |  |  |
| Decrease (increase) in consumption taxes refund receivable            | 1,440   | 54  |  |  |
| Other   | (730)   | (   |  |  |
| Subtotal  | 33,397  | 39,01   |  |  |
| Subsidies received  | 1,586   | 57  |  |  |
| Settlement package paid   |   | (10   |  |  |
| Subsidies returned  |   | (23   |  |  |
| Interest and dividends received                                       | 718   | 59  |  |  |
| Interest paid   | (1,030)   | (1,09   |  |  |
| Income taxes paid   | (7,649)   | (7,64   |  |  |
| Net cash provided by (used in) operating activities                   | 27,022  | 31,09   |  |  |

|   | Fiscal year ended<br>March 31, 2019<br>(April 1, 2018 – March 31, 2019) | Fiscal year ended<br>March 31, 2020<br>(April 1, 2019 – March 31, 2020) |
|---|---|---|
| Cash flows from investing activities  | -   |   |
| Payments into time deposits   | (3,595)   | (2,738)   |
| Proceeds from withdrawal of time deposits   | 2,412   | 3,934   |
| Purchase of property, plant and equipment   | (24,375)  | (17,449)  |
| Proceeds from sales of property, plant and equipment  | 14,094  | 1,182   |
| Purchase of shares of subsidiaries and associates   | (1,295)   | _   |
| Purchase of shares of subsidiaries resulting in change in scope of consolidation                                    | (1,380)   | -   |
| Payments of guarantee deposits  | (1,576)   | (2,043)   |
| Other   | (54)  | (916)   |
| Net cash provided by (used in) investing activities   | (15,770)  | (18,030)  |
| Cash flows from financing activities  |   |   |
| Net increase (decrease) in short-term borrowings  | (5,331)   | 212   |
| Proceeds from long-term borrowings  | 7,711   | 5,210   |
| Repayments of long-term borrowings  | (9,865)   | (6,978)   |
| Repayments of finance lease obligations   | (3,871)   | (3,924)   |
| Proceeds from share issuance to non-controlling shareholders  | 2,305   | 803   |
| Dividends paid  | (3,659)   | (3,964)   |
| Dividends paid to non-controlling interests   | (86)  | (170)   |
| Payments from changes in ownership interests in subsidiaries that do not result in change in scope of consolidation | (169)   | (152)   |
| Other   | (256)   | (191)   |
| Net cash provided by (used in) financing activities   | (13,224)  | (9,155)   |
| Effect of exchange rate change on cash and cash equivalents   | (115)   | 45  |
| Net increase (decrease) in cash and cash equivalents  | (2,087)   | 3,958   |
| Cash and cash equivalents at beginning of period  | 23,795  | 22,801  |
| Increase in cash and cash equivalents resulting from inclusion of subsidiaries in consolidation                     | 1,093   | 315   |
| Increase in cash and cash equivalents resulting from merger with unconsolidated subsidiaries                        | -   | 66  |
| Cash and cash equivalents at end of period  | 22,801  | 27,142  |