

Translation

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Summary of Consolidated Financial Results for the Year Ended March 31, 2019 (Based on Japanese GAAP)

May 8, 2019

Company name: ICHINEN HOLDINGS CO., LTD
 Stock exchange listing: Tokyo
 Stock code: 9619 URL <https://www.ichinenhd.co.jp>
 Representative: President Masashi Kuroda
 Executive Officer
 Inquiries: General Manager Hisako Imoto TEL 06-6309-7890
 General Planning Dept.
 Scheduled date of ordinary general meeting of shareholders: June 18, 2019
 Scheduled date to file Securities Report: June 18, 2019
 Scheduled date to commence dividend payments: June 19, 2019
 Preparation of supplementary material on financial results: Yes
 Holding of financial results meeting: Yes

(Amounts less than one million yen are rounded down)

1. Consolidated financial results for the year ended March 31, 2019 (from April 1, 2018 to March 31, 2019)

(1) Consolidated operating results

Percentages indicate year-on-year changes

| | Net sales | | Operating profit | | Ordinary profit | | Profit attributable to owners of parent | |
|---------------------------|-----------------|-----|------------------|-----|-----------------|-----|---|------|
| | Millions of yen | % | Millions of yen | % | Millions of yen | % | Millions of yen | % |
| Year ended March 31, 2019 | 87,773 | 7.9 | 6,272 | 6.0 | 6,346 | 6.6 | 5,127 | 33.2 |
| Year ended March 31, 2018 | 81,379 | 2.1 | 5,918 | 4.2 | 5,953 | 8.0 | 3,848 | 1.3 |

| | Earnings per share | Diluted earnings per share | Profit attributable to owners of parent/equity | Ordinary profit/total assets | Operating profit/net sales |
|---------------------------|--------------------|----------------------------|--|------------------------------|----------------------------|
| | Yen | Yen | % | % | % |
| Year ended March 31, 2019 | 208.44 | – | 16.0 | 5.1 | 7.1 |
| Year ended March 31, 2018 | 156.47 | – | 13.5 | 5.1 | 7.3 |

(2) Consolidated financial position

| | Total assets | Net assets | Equity ratio | Net assets per share |
|----------------------|-----------------|-----------------|--------------|----------------------|
| | Millions of yen | Millions of yen | % | Yen |
| As of March 31, 2019 | 130,015 | 33,798 | 26.0 | 1,374.01 |
| As of March 31, 2018 | 118,476 | 30,136 | 25.4 | 1,225.13 |

(3) Consolidated cash flows

| | Cash flows from operating activities | Cash flows from investing activities | Cash flows from financing activities | Cash and cash equivalents at end of period |
|---------------------------|--------------------------------------|--------------------------------------|--------------------------------------|--|
| | Millions of yen | Millions of yen | Millions of yen | Millions of yen |
| Year ended March 31, 2019 | 909 | (5,299) | 5,213 | 2,201 |
| Year ended March 31, 2018 | 2,358 | (1,328) | (1,184) | 1,382 |

2. Cash dividends

| | Annual dividends per share | | | | | Total cash dividends (Total) | Dividend payout ratio (Consolidated) | Ratio of dividends to net assets (Consolidated) |
|---------------------------------------|----------------------------|-----------------|-----------------|-----------------|-------|------------------------------|--------------------------------------|---|
| | 1st quarter-end | 2nd quarter-end | 3rd quarter-end | Fiscal year-end | Total | | | |
| | Yen | Yen | Yen | Yen | Yen | Millions of yen | % | % |
| Year ended March 31, 2018 | – | 18.00 | – | 18.00 | 36.00 | 885 | 23.0 | 3.1 |
| Year ended March 31, 2019 | – | 20.00 | – | 20.00 | 40.00 | 983 | 19.2 | 3.1 |
| Year ending March 31, 2020 (Forecast) | – | 20.00 | – | 20.00 | 40.00 | | 24.5 | |

3. Forecast of consolidated financial results for the year ending March 31, 2020 (from April 1, 2019 to March 31, 2020)

Percentages indicate year-on-year changes

| | Net sales | | Operating profit | | Ordinary profit | | Profit attributable to owners of parent | | Earnings per share |
|--------------------------------------|-----------------|-----|------------------|-------|-----------------|-------|---|--------|--------------------|
| | Millions of yen | % | Millions of yen | % | Millions of yen | % | Millions of yen | % | Yen |
| Six months ending September 30, 2019 | 46,450 | 8.9 | 3,280 | (1.6) | 3,320 | (2.0) | 2,050 | (37.8) | 83.34 |
| Full year | 94,000 | 7.1 | 6,350 | 1.2 | 6,440 | 1.5 | 4,010 | (21.8) | 163.02 |

4. Notes

(1) Changes in significant subsidiaries during the year ended March 31, 2019

(changes in specified subsidiaries resulting in the change in scope of consolidation):

Yes

(2) Changes in accounting policies, changes in accounting estimates, and restatement of prior period financial statements

Changes in accounting policies due to revisions to accounting standards and other regulations:

No

Changes in accounting policies due to other reasons:

No

Changes in accounting estimates:

No

Restatement of prior period financial statements:

No

(3) Number of issued shares (common shares)

Total number of issued shares at the end of the period (including treasury shares)

| | | | |
|----------------------|-------------------|----------------------|-------------------|
| As of March 31, 2019 | 24,612,227 shares | As of March 31, 2018 | 24,612,227 shares |
|----------------------|-------------------|----------------------|-------------------|

Number of treasury shares at the end of the period

| | | | |
|----------------------|---------------|----------------------|---------------|
| As of March 31, 2019 | 13,764 shares | As of March 31, 2018 | 13,622 shares |
|----------------------|---------------|----------------------|---------------|

Average number of shares during the period

| | | | |
|---------------------------|-------------------|---------------------------|-------------------|
| Year ended March 31, 2019 | 24,598,526 shares | Year ended March 31, 2018 | 24,598,754 shares |
|---------------------------|-------------------|---------------------------|-------------------|

Consolidated financial statements
Consolidated balance sheets

(Millions of yen)

| | As of March 31, 2018 | As of March 31, 2019 |
|---|----------------------|----------------------|
| Assets | | |
| Current assets | | |
| Cash and deposits | 1,382 | 2,201 |
| Notes and accounts receivable - trade | 11,563 | 13,034 |
| Electronically recorded monetary claims - operating | 1,169 | 1,516 |
| Accounts receivable-leasing business and maintenance business | 2,310 | 2,346 |
| Lease investment assets | 17,374 | 18,606 |
| Merchandise and finished goods | 3,177 | 4,045 |
| Work in process | 196 | 786 |
| Raw materials and supplies | 445 | 705 |
| Prepaid expenses | 2,292 | 2,361 |
| Other | 1,165 | 1,935 |
| Allowance for doubtful accounts | (4) | (4) |
| Total current assets | 41,074 | 47,534 |
| Non-current assets | | |
| Property, plant and equipment | | |
| Assets for lease | 113,348 | 117,865 |
| Accumulated depreciation | (63,341) | (65,654) |
| Lease assets, net | 50,007 | 52,210 |
| Buildings and structures | 9,805 | 10,722 |
| Accumulated depreciation | (4,004) | (4,329) |
| Buildings and structures, net | 5,801 | 6,393 |
| Tools, furniture and fixtures | 4,287 | 4,608 |
| Accumulated depreciation | (2,828) | (3,227) |
| Tools, furniture and fixtures, net | 1,459 | 1,380 |
| Machinery, equipment and vehicles | 1,754 | 2,748 |
| Accumulated depreciation | (1,329) | (1,448) |
| Machinery, equipment and vehicles, net | 425 | 1,300 |
| Land | 5,967 | 7,564 |
| Leased assets | 197 | 194 |
| Accumulated depreciation | (177) | (176) |
| Leased assets, net | 20 | 17 |
| Construction in progress | 28 | 163 |
| Total property, plant and equipment | 63,709 | 69,030 |
| Intangible assets | | |
| Goodwill | 1,873 | 1,604 |
| Telephone subscription right | 30 | 30 |
| Software | 2,670 | 3,051 |
| Other | 3 | 2 |
| Total intangible assets | 4,577 | 4,688 |

(Millions of yen)

| | As of March 31, 2018 | As of March 31, 2019 |
|--|----------------------|----------------------|
| Investments and other assets | | |
| Investment securities | 4,428 | 4,207 |
| Long-term loans receivable | 23 | 21 |
| Long-term prepaid expenses | 1,731 | 1,827 |
| Deferred tax assets | 1,121 | 862 |
| Deposit-recycle | 747 | 753 |
| Other | 1,169 | 1,157 |
| Allowance for doubtful accounts | (137) | (107) |
| Total investments and other assets | 9,084 | 8,721 |
| Total non-current assets | 77,371 | 82,441 |
| Deferred assets | | |
| Bond issuance cost | 29 | 39 |
| Total deferred assets | 29 | 39 |
| Total assets | 118,476 | 130,015 |
| Liabilities | | |
| Current liabilities | | |
| Notes and accounts payable - trade | 9,865 | 11,572 |
| Electronically recorded obligations - operating | 1,265 | 1,324 |
| Short-term loans payable | 4,200 | 4,300 |
| Commercial papers | 1,000 | 4,000 |
| Current portion of bonds | 5,342 | 143 |
| Current portion of long-term loans payable | 17,433 | 13,063 |
| Lease obligations | 35 | 25 |
| Accounts payable - other | 1,304 | 1,271 |
| Accrued expenses | 31 | 30 |
| Income taxes payable | 1,141 | 674 |
| Accrued consumption taxes | 282 | 226 |
| Advances received-leasing business and maintenance business | 747 | 692 |
| Provision for bonuses | 482 | 581 |
| Reserve for quality assurance | 7 | 8 |
| Other | 519 | 796 |
| Total current liabilities | 43,658 | 38,712 |
| Non-current liabilities | | |
| Bonds payable | 5,143 | 10,000 |
| Long-term loans payable | 37,156 | 44,968 |
| Lease obligations | 16 | 15 |
| Long-term accounts payable - other | 133 | 132 |
| Deferred tax liabilities | 92 | 164 |
| Retirement benefit liability | 1,488 | 1,523 |
| Provision for retirement benefits for directors (and other officers) | 158 | 135 |
| Asset retirement obligations | 372 | 392 |
| Other | 119 | 171 |
| Total non-current liabilities | 44,680 | 57,504 |
| Total liabilities | 88,339 | 96,216 |

(Millions of yen)

| | As of March 31, 2018 | As of March 31, 2019 |
|---|----------------------|----------------------|
| Net assets | | |
| Shareholders' equity | | |
| Capital stock | 2,529 | 2,529 |
| Capital surplus | 1,805 | 1,805 |
| Retained earnings | 24,432 | 28,624 |
| Treasury shares | (14) | (14) |
| Total shareholders' equity | 28,752 | 32,944 |
| Accumulated other comprehensive income | | |
| Valuation difference on available-for-sale securities | 1,445 | 927 |
| Deferred gains or losses on hedges | (9) | 17 |
| Foreign currency translation adjustment | – | 7 |
| Remeasurements of defined benefit plans | (51) | (98) |
| Total accumulated other comprehensive income | 1,383 | 853 |
| Total net assets | 30,136 | 33,798 |
| Total liabilities and net assets | 118,476 | 130,015 |

Consolidated statements of income and consolidated statements of comprehensive income
Consolidated statements of income

(Millions of yen)

| | Fiscal year ended March 31, 2018 | Fiscal year ended March 31, 2019 |
|--|-------------------------------------|-------------------------------------|
| Net sales | 81,379 | 87,773 |
| Cost of sales | 62,200 | 67,519 |
| Gross profit | 19,179 | 20,254 |
| Selling, general and administrative expenses | | |
| Remuneration for directors (and other officers) | 831 | 831 |
| Salaries, allowances and bonuses | 4,733 | 4,992 |
| Provision for bonuses | 455 | 532 |
| Retirement benefit expenses | 247 | 233 |
| Provision for retirement benefits for directors (and other officers) | 31 | 31 |
| Welfare expenses | 1,265 | 1,321 |
| Entertainment expenses | 117 | 129 |
| Provision of allowance for doubtful accounts | 69 | (3) |
| Provision for quality assurance | (1) | 8 |
| Depreciation | 497 | 554 |
| Rent expenses | 529 | 619 |
| Amortization of goodwill | 448 | 269 |
| Other | 4,035 | 4,462 |
| Total selling, general and administrative expenses | 13,260 | 13,982 |
| Operating profit | 5,918 | 6,272 |
| Non-operating income | | |
| Interest income | 1 | 1 |
| Dividend income | 74 | 78 |
| Purchase discounts | 56 | 57 |
| Foreign exchange gains | 3 | 20 |
| Other | 63 | 44 |
| Total non-operating income | 199 | 202 |
| Non-operating expenses | | |
| Interest expenses | 51 | 25 |
| Interest on bonds | 22 | 27 |
| Interest on commercial papers | 7 | 3 |
| Commission expenses | 16 | 15 |
| Amortization of bond issuance cost | 19 | 17 |
| Nondeductible consumption tax | 18 | 18 |
| Other | 29 | 19 |
| Total non-operating expenses | 164 | 127 |
| Ordinary profit | 5,953 | 6,346 |
| Extraordinary income | | |
| Gain on sales of non-current assets | 204 | 0 |
| Gain on sales of investment securities | 391 | 8 |
| State subsidy | 160 | 327 |
| Gain on bargain purchase | 166 | 1,145 |
| Total extraordinary income | 923 | 1,482 |

(Millions of yen)

| | Fiscal year ended March 31, 2018 | Fiscal year ended March 31, 2019 |
|--|-------------------------------------|-------------------------------------|
| Extraordinary losses | | |
| Loss on sales and retirement of non-current assets | 665 | 91 |
| Impairment loss | 49 | – |
| Loss on reduction of non-current assets | 160 | 327 |
| Loss on sales of investment securities | – | 1 |
| Loss on valuation of investment securities | – | 7 |
| Total extraordinary losses | 875 | 428 |
| Profit before income taxes | 6,000 | 7,401 |
| Income taxes - current | 2,420 | 2,163 |
| Income taxes - deferred | (269) | 110 |
| Total income taxes | 2,151 | 2,273 |
| Profit | 3,848 | 5,127 |
| Profit attributable to owners of parent | 3,848 | 5,127 |

Consolidated statements of comprehensive income

(Millions of yen)

| | Fiscal year ended March 31, 2018 | Fiscal year ended March 31, 2019 |
|---|-------------------------------------|-------------------------------------|
| Profit | 3,848 | 5,127 |
| Other comprehensive income | | |
| Valuation difference on available-for-sale securities | 374 | (517) |
| Deferred gains or losses on hedges | (4) | 26 |
| Foreign currency translation adjustment | – | 7 |
| Remeasurements of defined benefit plans, net of tax | 46 | (46) |
| Total other comprehensive income | 415 | (530) |
| Comprehensive income | 4,264 | 4,597 |
| Comprehensive income attributable to | | |
| Comprehensive income attributable to owners of parent | 4,264 | 4,597 |

Consolidated statements of changes in equity

Fiscal year ended March 31, 2018

(Millions of yen)

| | Shareholders' equity | | | | |
|--|----------------------|-----------------|-------------------|-----------------|----------------------------|
| | Capital stock | Capital surplus | Retained earnings | Treasury shares | Total shareholders' equity |
| Balance at beginning of current period | 2,529 | 1,805 | 21,493 | (13) | 25,814 |
| Changes of items during period | | | | | |
| Dividends of surplus | | | (910) | | (910) |
| Profit attributable to owners of parent | | | 3,848 | | 3,848 |
| Purchase of treasury shares | | | | (0) | (0) |
| Disposal of treasury shares | | 0 | | 0 | 0 |
| Net changes of items other than shareholders' equity | | | | | |
| Total changes of items during period | - | 0 | 2,938 | (0) | 2,938 |
| Balance at end of current period | 2,529 | 1,805 | 24,432 | (14) | 28,752 |

| | Accumulated other comprehensive income | | | | Total net assets |
|--|---|------------------------------------|---|--|------------------|
| | Valuation difference on available-for-sale securities | Deferred gains or losses on hedges | Remeasurements of defined benefit plans | Total accumulated other comprehensive income | |
| Balance at beginning of current period | 1,071 | (5) | (97) | 968 | 26,782 |
| Changes of items during period | | | | | |
| Dividends of surplus | | | | - | (910) |
| Profit attributable to owners of parent | | | | - | 3,848 |
| Purchase of treasury shares | | | | - | (0) |
| Disposal of treasury shares | | | | - | 0 |
| Net changes of items other than shareholders' equity | 374 | (4) | 46 | 415 | 415 |
| Total changes of items during period | 374 | (4) | 46 | 415 | 3,354 |
| Balance at end of current period | 1,445 | (9) | (51) | 1,383 | 30,136 |

Fiscal year ended March 31, 2019

(Millions of yen)

| | Shareholders' equity | | | | |
|--|----------------------|-----------------|-------------------|-----------------|----------------------------|
| | Capital stock | Capital surplus | Retained earnings | Treasury shares | Total shareholders' equity |
| Balance at beginning of current period | 2,529 | 1,805 | 24,432 | (14) | 28,752 |
| Changes of items during period | | | | | |
| Dividends of surplus | | | (934) | | (934) |
| Profit attributable to owners of parent | | | 5,127 | | 5,127 |
| Purchase of treasury shares | | | | (0) | (0) |
| Net changes of items other than shareholders' equity | | | | | |
| Total changes of items during period | – | – | 4,192 | (0) | 4,192 |
| Balance at end of current period | 2,529 | 1,805 | 28,624 | (14) | 32,944 |

| | Accumulated other comprehensive income | | | | | Total net assets |
|--|---|------------------------------------|---|---|--|------------------|
| | Valuation difference on available-for-sale securities | Deferred gains or losses on hedges | Foreign currency translation adjustment | Remeasurements of defined benefit plans | Total accumulated other comprehensive income | |
| Balance at beginning of current period | 1,445 | (9) | – | (51) | 1,383 | 30,136 |
| Changes of items during period | | | | | | |
| Dividends of surplus | | | | | – | (934) |
| Profit attributable to owners of parent | | | | | – | 5,127 |
| Purchase of treasury shares | | | | | – | (0) |
| Net changes of items other than shareholders' equity | (517) | 26 | 7 | (46) | (530) | (530) |
| Total changes of items during period | (517) | 26 | 7 | (46) | (530) | 3,662 |
| Balance at end of current period | 927 | 17 | 7 | (98) | 853 | 33,798 |

Consolidated statements of cash flows

(Millions of yen)

| | Fiscal year ended March 31, 2018 | Fiscal year ended March 31, 2019 |
|--|-------------------------------------|-------------------------------------|
| Cash flows from operating activities | | |
| Profit before income taxes | 6,000 | 7,401 |
| Depreciation | 13,089 | 13,799 |
| Impairment loss | 49 | – |
| Amortization of goodwill | 448 | 269 |
| Gain on bargain purchase | (166) | (1,145) |
| Increase (decrease) in allowance for doubtful accounts | 66 | (3) |
| Interest and dividend income | (75) | (79) |
| Interest expenses | 81 | 56 |
| Loss (gain) on sales of investment securities | (391) | (7) |
| Other loss (gain) | 113 | 111 |
| Decrease (increase) in notes and accounts receivable - trade | 665 | (845) |
| Decrease (increase) in accounts receivable-leasing business and maintenance business | (108) | (35) |
| Decrease (increase) in inventories | 322 | (644) |
| Net decrease and increase in lease investment assets | (958) | (1,696) |
| Net decrease and increase in lease business assets | (14,019) | (14,415) |
| Increase (decrease) in retirement benefit liability | (37) | (81) |
| Increase (decrease) in provision for retirement benefits for directors (and other officers) | 22 | (22) |
| Increase (decrease) in notes and accounts payable - trade | (1,158) | 782 |
| Increase (decrease) in accounts receivable-leasing business and maintenance business | 20 | (54) |
| Increase and decrease in other assets and debt | 637 | 139 |
| Subtotal | 4,601 | 3,528 |
| Interest and dividend income received | 75 | 79 |
| Interest expenses paid | (81) | (56) |
| Business security receive(paid) | (136) | 6 |
| Income taxes paid | (2,100) | (2,658) |
| Income taxes refund | 0 | 9 |
| Net cash provided by (used in) operating activities | 2,358 | 909 |
| Cash flows from investing activities | | |
| Payments into time deposits | (1) | (0) |
| Proceeds from withdrawal of time deposits | 1 | 79 |
| Purchase of property, plant and equipment and intangible assets | (2,797) | (2,671) |
| Proceeds from sales of property, plant and equipment and intangible assets | 1,327 | 23 |
| Payments for retirement of non-current assets | (6) | (369) |
| Purchase of investment securities | (428) | (266) |
| Proceeds from sales of investment securities | 762 | 21 |
| Purchase of shares of subsidiaries resulting in change in scope of consolidation | (302) | – |
| Proceeds from purchase of shares of subsidiaries resulting in change in scope of consolidation | 29 | – |
| Payments for absorption-type split | – | (2,120) |
| Other, net | 86 | 4 |
| Net cash provided by (used in) investing activities | (1,328) | (5,299) |

(Millions of yen)

| | Fiscal year ended March 31, 2018 | Fiscal year ended March 31, 2019 |
|---|-------------------------------------|-------------------------------------|
| Cash flows from financing activities | | |
| Increase in short-term loans payable | 200 | 100 |
| Decrease in short-term loans payable | (85) | – |
| Net increase (decrease) in commercial papers | (3,000) | 3,000 |
| Proceeds from long-term loans payable | 20,500 | 22,300 |
| Repayments of long-term loans payable | (17,501) | (18,856) |
| Proceeds from issuance of bonds | – | 4,973 |
| Redemption of bonds | (362) | (5,342) |
| Repayments of lease obligations | (7) | (7) |
| Cash dividends paid by parent company | (910) | (934) |
| Balance by buying and selling self-stock | (0) | (0) |
| Other, net | (17) | (17) |
| Net cash provided by (used in) financing activities | (1,184) | 5,213 |
| Effect of exchange rate change on cash and cash equivalents | – | (4) |
| Net increase (decrease) in cash and cash equivalents | (153) | 819 |
| Cash and cash equivalents at beginning of period | 1,535 | 1,382 |
| Cash and cash equivalents at end of period | 1,382 | 2,201 |