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April 23, 2024

Consolidated Financial Results for the Fiscal Year Ended March 31, 2024 (Under Japanese GAAP)

Company name: OBIC Co., Ltd.
 Listing: Tokyo Stock Exchange
 Securities code: 4684
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 Scheduled date of annual general meeting of shareholders: June 27, 2024
 Scheduled date to commence dividend payments: June 28, 2024
 Scheduled date to file annual securities report: June 28, 2024
 Preparation of supplementary material on financial results: Yes
 Holding of financial results briefing: Yes

(Yen amounts are rounded down to millions, unless otherwise noted.)

1. Consolidated financial results for the fiscal year ended March 31, 2024 (from April 1, 2023 to March 31, 2024)

(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	%
Fiscal year ended								
March 31, 2024	111,590	11.4	70,910	13.5	81,151	15.6	58,007	15.7
March 31, 2023	100,167	11.9	62,490	15.4	70,223	16.7	50,116	15.2

Note: Comprehensive income For the fiscal year ended March 31, 2024: ¥110,429 million [101.2%]
 For the fiscal year ended March 31, 2023: ¥54,874 million [8.6%]

	Basic earnings per share	Diluted earnings per share	Return on equity	Ratio of ordinary profit to total assets	Ratio of operating profit to net sales
Fiscal year ended	Yen	Yen	%	%	%
March 31, 2024	654.60	–	16.0	19.6	63.5
March 31, 2023	565.14	–	16.1	20.3	62.4

Reference: Share of profit (loss) of entities accounted for using equity method
 For the fiscal year ended March 31, 2024: ¥4,842 million
 For the fiscal year ended March 31, 2023: ¥3,917 million

(2) Consolidated financial position

	Total assets	Net assets	Equity-to-asset ratio	Net assets per share
As of	Millions of yen	Millions of yen	%	Yen
March 31, 2024	462,165	398,692	86.3	4,531.90
March 31, 2023	366,708	327,864	89.4	3,697.16

Reference: Equity
 As of March 31, 2024: ¥398,692 million
 As of March 31, 2023: ¥327,864 million

(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
Fiscal year ended	Millions of yen	Millions of yen	Millions of yen	Millions of yen
March 31, 2024	55,831	(2,206)	(39,702)	170,244
March 31, 2023	52,960	1,282	(20,619)	156,321

2. Cash dividends

	Annual dividends per share					Total cash dividends (Total)	Payout ratio (Consolidated)	Ratio of dividends to net assets (Consolidated)
	First quarter-end	Second quarter-end	Third quarter-end	Fiscal year-end	Total			
	Yen	Yen	Yen	Yen	Yen	Millions of yen	%	%
Fiscal year ended March 31, 2023	–	110.00	–	140.00	250.00	22,170	44.2	7.1
Fiscal year ended March 31, 2024	–	130.00	–	170.00	300.00	26,484	45.8	7.3
Fiscal year ending March 31, 2025 (Forecast)	–	160.00	–	160.00	320.00		44.7	

3. Consolidated earnings forecasts for the fiscal year ending March 31, 2025 (from April 1, 2024 to March 31, 2025)

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Fiscal year ending March 31, 2025	122,800	10.0	78,000	10.0	88,000	8.4	63,000	8.6	716.12

* **Notes**

(1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in the change in scope of consolidation): None

Newly included: –

Excluded: –

(2) Changes in accounting policies, changes in accounting estimates, and restatement

(i) Changes in accounting policies due to revisions to accounting standards and other regulations: None

(ii) Changes in accounting policies due to other reasons: None

(iii) Changes in accounting estimates: None

(iv) Restatement: None

(3) Number of issued shares (common shares)

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

As of March 31, 2024	99,600,000 shares
As of March 31, 2023	99,600,000 shares

(ii) Number of treasury shares at the end of the period

As of March 31, 2024	11,625,336 shares
As of March 31, 2023	10,919,907 shares

(iii) Average number of shares outstanding during the period

Fiscal year ended March 31, 2024	88,615,185 shares
Fiscal year ended March 31, 2023	88,679,426 shares

[Reference] Overview of non-consolidated financial results

Non-consolidated financial results for the fiscal year ended March 31, 2024 (from April 1, 2023 to March 31, 2024)

(1) Non-consolidated operating results

(Percentages indicate year-on-year changes.)

Fiscal year ended	Net sales		Operating profit		Ordinary profit		Profit	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
March 31, 2024	103,401	10.8	68,385	12.6	75,776	13.9	53,790	14.6
March 31, 2023	93,344	13.0	60,725	15.9	66,512	18.6	46,918	16.9

Fiscal year ended	Basic earnings per share	Diluted earnings per share
	Yen	Yen
March 31, 2024	607.01	–
March 31, 2023	529.08	–

(2) Non-consolidated financial position

As of	Total assets	Net assets	Equity-to-asset ratio	Net assets per share
	Millions of yen	Millions of yen	%	Yen
March 31, 2024	396,031	337,534	85.2	3,836.73
March 31, 2023	305,940	271,196	88.6	3,058.15

Reference: Equity

As of March 31, 2024: ¥337,534 million

As of March 31, 2023: ¥271,196 million

* Financial results reports are exempt from audit conducted by certified public accountants or an audit corporation.

* Proper use of earnings forecasts, and other special matters

The forward-looking statements, including earnings forecasts, contained in these materials are based on information currently available to the Company and on certain assumptions deemed to be reasonable.

Consequently, any statements herein do not constitute assurances regarding actual results by the Company.

Actual business and other results may differ substantially due to various factors. Please refer to the section of “(4) Future outlook” of “1. Review of operating results and others” on page 3 of [Attached Material] for the suppositions that form the assumptions for earnings forecasts and cautions concerning the use thereof.

Consolidated financial statements

(1) Consolidated balance sheet

(Millions of yen)

	As of March 31, 2023	As of March 31, 2024
Assets		
Current assets		
Cash and deposits	156,321	170,244
Notes receivable - trade	68	71
Accounts receivable - trade	13,718	14,681
Contract assets	67	563
Merchandise and finished goods	103	99
Work in process	263	244
Raw materials and supplies	-	1
Other	1,205	1,229
Allowance for doubtful accounts	(2)	(3)
Total current assets	171,746	187,132
Non-current assets		
Property, plant and equipment		
Buildings and structures	31,889	32,176
Accumulated depreciation	(7,124)	(8,414)
Buildings and structures, net	24,765	23,761
Land	27,636	29,700
Other	6,891	8,140
Accumulated depreciation	(4,014)	(4,792)
Other, net	2,876	3,347
Total property, plant and equipment	55,279	56,809
Intangible assets		
Other	144	122
Total intangible assets	144	122
Investments and other assets		
Investment securities	137,226	215,787
Deferred tax assets	251	251
Deferred tax assets for land revaluation	212	212
Other	1,853	1,853
Allowance for doubtful accounts	(5)	(3)
Total investments and other assets	139,538	218,101
Total non-current assets	194,962	275,032
Total assets	366,708	462,165

(Millions of yen)

	As of March 31, 2023	As of March 31, 2024
Liabilities		
Current liabilities		
Accounts payable - trade	4,186	4,662
Income taxes payable	12,941	12,996
Unearned revenue	1,300	1,338
Provision for bonuses	2,402	2,452
Provision for bonuses for directors (and other officers)	182	216
Other	6,053	6,869
Total current liabilities	27,067	28,534
Non-current liabilities		
Retirement benefit liability	5,940	5,995
Asset retirement obligations	398	398
Deferred tax liabilities	3,389	26,500
Other	2,047	2,043
Total non-current liabilities	11,776	34,938
Total liabilities	38,843	63,473
Net assets		
Shareholders' equity		
Share capital	19,178	19,178
Capital surplus	19,567	19,656
Retained earnings	295,484	329,547
Treasury shares	(27,558)	(43,305)
Total shareholders' equity	306,671	325,077
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	21,567	74,011
Revaluation reserve for land	(481)	(481)
Remeasurements of defined benefit plans	106	84
Total accumulated other comprehensive income	21,192	73,614
Total net assets	327,864	398,692
Total liabilities and net assets	366,708	462,165

(2) Consolidated statement of income and consolidated statement of comprehensive income**(Consolidated statement of income)**

(Millions of yen)

	Fiscal year ended March 31, 2023	Fiscal year ended March 31, 2024
Net sales	100,167	111,590
Cost of sales	22,942	25,161
Gross profit	77,224	86,428
Selling, general and administrative expenses	14,734	15,518
Operating profit	62,490	70,910
Non-operating income		
Interest income	70	2
Dividend income	2,271	3,282
Gain on sale of investment securities	–	1,791
Share of profit of entities accounted for using equity method	3,917	4,842
Rental income	1,706	1,792
Foreign exchange gains	1,901	–
Other	71	28
Total non-operating income	9,939	11,740
Non-operating expenses		
Rental expenses	1,505	1,498
Cancellation fee	696	–
Other	3	0
Total non-operating expenses	2,205	1,499
Ordinary profit	70,223	81,151
Extraordinary income		
Gain on sale of non-current assets	1	–
Total extraordinary income	1	–
Extraordinary losses		
Loss on retirement of non-current assets	0	2
Loss on sale of investment securities	–	11
Loss on valuation of investment securities	–	21
Loss on sale of shares of subsidiaries and associates	–	37
Total extraordinary losses	0	72
Profit before income taxes	70,225	81,078
Income taxes - current	20,458	22,964
Income taxes - deferred	(350)	106
Total income taxes	20,108	23,070
Profit	50,116	58,007
Profit attributable to non-controlling interests	–	–
Profit attributable to owners of parent	50,116	58,007

(Consolidated statement of comprehensive income)

(Millions of yen)

	Fiscal year ended March 31, 2023	Fiscal year ended March 31, 2024
Profit	50,116	58,007
Other comprehensive income		
Valuation difference on available-for-sale securities	5,619	52,160
Remeasurements of defined benefit plans, net of tax	43	(35)
Share of other comprehensive income of entities accounted for using equity method	(905)	296
Total other comprehensive income	4,757	52,421
Comprehensive income	54,874	110,429
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	54,874	110,429
Comprehensive income attributable to non-controlling interests	—	—

(3) Consolidated statement of changes in equity**Fiscal year ended March 31, 2023 (From April 1, 2022 to March 31, 2023)**

(Millions of yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	19,178	19,530	265,985	(27,562)	277,131
Changes during period					
Dividends of surplus			(20,617)		(20,617)
Profit attributable to owners of parent			50,116		50,116
Disposal of treasury shares		36		5	42
Purchase of treasury shares				(1)	(1)
Net changes in items other than shareholders' equity					—
Total changes during period	—	36	29,498	4	29,540
Balance at end of period	19,178	19,567	295,484	(27,558)	306,671

	Accumulated other comprehensive income				Total net assets
	Valuation difference on available-for-sale securities	Revaluation reserve for land	Remeasurements of defined benefit plans	Total accumulated other comprehensive income	
Balance at beginning of period	16,877	(481)	39	16,435	293,567
Changes during period					
Dividends of surplus					(20,617)
Profit attributable to owners of parent					50,116
Disposal of treasury shares					42
Purchase of treasury shares					(1)
Net changes in items other than shareholders' equity	4,689		67	4,757	4,757
Total changes during period	4,689	—	67	4,757	34,297
Balance at end of period	21,567	(481)	106	21,192	327,864

Fiscal year ended March 31, 2024 (From April 1, 2023 to March 31, 2024)

(Millions of yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	19,178	19,567	295,484	(27,558)	306,671
Changes during period					
Dividends of surplus			(23,944)		(23,944)
Profit attributable to owners of parent			58,007		58,007
Disposal of treasury shares		89		11	100
Purchase of treasury shares				(15,758)	(15,758)
Net changes in items other than shareholders' equity					
Total changes during period	–	89	34,063	(15,747)	18,405
Balance at end of period	19,178	19,656	329,547	(43,305)	325,077

	Accumulated other comprehensive income				Total net assets
	Valuation difference on available-for-sale securities	Revaluation reserve for land	Remeasurements of defined benefit plans	Total accumulated other comprehensive income	
Balance at beginning of period	21,567	(481)	106	21,192	327,864
Changes during period					
Dividends of surplus					(23,944)
Profit attributable to owners of parent					58,007
Disposal of treasury shares					100
Purchase of treasury shares					(15,758)
Net changes in items other than shareholders' equity	52,444		(22)	52,421	52,421
Total changes during period	52,444	–	(22)	52,421	70,827
Balance at end of period	74,011	(481)	84	73,614	398,692

(4) Consolidated statement of cash flows

(Millions of yen)

	Fiscal year ended March 31, 2023	Fiscal year ended March 31, 2024
Cash flows from operating activities		
Profit before income taxes	70,225	81,078
Depreciation	2,511	2,532
Share of loss (profit) of entities accounted for using equity method	(3,917)	(4,842)
Loss (gain) on sale of investment securities	–	(1,780)
Increase (decrease) in provision for bonuses for directors (and other officers)	53	34
Increase (decrease) in provision for special bonuses for founders	(360)	–
Increase (decrease) in allowance for doubtful accounts	4	(1)
Increase (decrease) in retirement benefit liability	60	4
Interest and dividend income	(2,341)	(3,285)
Decrease (increase) in trade receivables	(1,829)	(1,461)
Decrease (increase) in inventories	(57)	21
Increase (decrease) in trade payables	580	475
Increase (decrease) in accrued consumption taxes	521	212
Other, net	(504)	485
Subtotal	64,943	73,474
Interest and dividends received	4,294	5,247
Income taxes paid	(16,277)	(22,889)
Net cash provided by (used in) operating activities	52,960	55,831
Cash flows from investing activities		
Proceeds from withdrawal of time deposits	11,865	–
Purchase of property, plant and equipment	(1,119)	(3,727)
Proceeds from sale of property, plant and equipment	2	–
Purchase of intangible assets	(40)	(35)
Purchase of investment securities	(9,531)	(2,725)
Proceeds from sale of investment securities	–	4,023
Proceeds from sale of shares of subsidiaries and associates	–	220
Other, net	106	38
Net cash provided by (used in) investing activities	1,282	(2,206)
Cash flows from financing activities		
Purchase of treasury shares	(1)	(15,758)
Dividends paid	(20,617)	(23,944)
Net cash provided by (used in) financing activities	(20,619)	(39,702)
Effect of exchange rate change on cash and cash equivalents	(2)	–
Net increase (decrease) in cash and cash equivalents	33,622	13,922
Cash and cash equivalents at beginning of period	122,699	156,321
Cash and cash equivalents at end of period	156,321	170,244