

Translation

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Summary of Consolidated Financial Results for the Year Ended March 31, 2022 (Based on Japanese GAAP)

May 9, 2022

Company name: YAMADA Consulting Group Co.,Ltd.
 Stock exchange listing: Tokyo
 Stock code: 4792 URL <https://www.yamada-cg.co.jp>
 Representative: President Keisaku Masuda
 Director and General Manager of Administration Department
 Inquiries: Hideji Shuto TEL 03-6212-2500
 Scheduled date of ordinary general meeting of shareholders: June 23, 2022
 Scheduled date to file Securities Report: June 24, 2022
 Scheduled date to commence dividend payments: June 9, 2022
 Preparation of supplementary material on financial results: Yes
 Holding of financial results meeting: Yes (for institutional investors and analysts)

(Amounts less than one million yen are rounded down)

1. Consolidated financial results for the year ended March 31, 2022 (from April 1, 2021 to March 31, 2022)

(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, 2022 | 14,645 | (4.3) | 2,501 | 11.0 | 2,570 | 10.7 | 1,716 | 23.0 |
| Year ended March 31, 2021 | 15,315 | 12.8 | 2,252 | 1.9 | 2,322 | 5.8 | 1,394 | 13.0 |

| | 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, 2022 | 90.27 | – | 13.0 | 14.5 | 17.0 |
| Year ended March 31, 2021 | 73.38 | 73.38 | 11.4 | 14.5 | 14.7 |

(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, 2022 | 18,419 | 13,834 | 74.0 | 716.56 |
| As of March 31, 2021 | 16,892 | 12,733 | 74.4 | 661.95 |

(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, 2022 | 217 | (86) | (765) | 9,662 |
| Year ended March 31, 2021 | 3,315 | 23 | 767 | 10,195 |

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, 2021 | – | 15.00 | – | 22.00 | 37.00 | 703 | 50.4 | 5.7 |
| Year ended March 31, 2022 | – | 18.00 | – | 28.00 | 46.00 | 874 | 50.9 | 6.6 |
| Year ending March 31, 2023 (Forecast) | – | 23.00 | – | 24.00 | 47.00 | | 50.5 | |

3. Forecast of consolidated financial results for the year ending March 31, 2023 (from April 1, 2022 to March 31, 2023)

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 |
| Full year | 16,680 | 13.8 | 2,700 | 7.9 | 2,660 | 3.4 | 1,770 | 3.1 | 93.04 |

4. Notes

(1) Changes in significant subsidiaries during the year ended March 31, 2022

(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: Yes

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, 2022 | 19,896,000 shares | As of March 31, 2021 | 19,896,000 shares |
|----------------------|-------------------|----------------------|-------------------|

Number of treasury shares at the end of the period

| | | | |
|----------------------|----------------|----------------------|----------------|
| As of March 31, 2022 | 872,989 shares | As of March 31, 2021 | 895,090 shares |
|----------------------|----------------|----------------------|----------------|

Average number of shares during the period

| | | | |
|---------------------------|-------------------|---------------------------|-------------------|
| Year ended March 31, 2022 | 19,009,878 shares | Year ended March 31, 2021 | 19,000,489 shares |
|---------------------------|-------------------|---------------------------|-------------------|

Consolidated financial statements
Consolidated balance sheets

(Thousands of yen)

| | As of March 31, 2021 | As of March 31, 2022 |
|---------------------------------------|----------------------|----------------------|
| Assets | | |
| Current assets | | |
| Cash and deposits | 10,391,915 | 9,864,630 |
| Notes and accounts receivable - trade | 1,164,854 | 1,325,334 |
| Securities | – | 626,504 |
| Operational investment securities | 2,194,889 | 3,965,168 |
| Merchandise and finished goods | 100,935 | 99,060 |
| Raw materials and supplies | 116 | 116 |
| Other | 432,609 | 489,178 |
| Allowance for doubtful accounts | (44,923) | (49,559) |
| Total current assets | 14,240,397 | 16,320,434 |
| Non-current assets | | |
| Property, plant and equipment | | |
| Buildings and structures | 375,806 | 428,802 |
| Accumulated depreciation | (136,111) | (166,437) |
| Buildings and structures, net | 239,694 | 262,365 |
| Land | 57,774 | 57,774 |
| Other | 478,885 | 568,985 |
| Accumulated depreciation | (325,876) | (416,849) |
| Other, net | 153,009 | 152,135 |
| Total property, plant and equipment | 450,478 | 472,275 |
| Intangible assets | | |
| Goodwill | 514 | 399 |
| Other | 157,458 | 118,062 |
| Total intangible assets | 157,972 | 118,462 |
| Investments and other assets | | |
| Investment securities | 687,960 | 109,517 |
| Leasehold and guarantee deposits | 643,902 | 610,168 |
| Deferred tax assets | 225,213 | 220,487 |
| Other | 486,766 | 568,019 |
| Total investments and other assets | 2,043,843 | 1,508,192 |
| Total non-current assets | 2,652,294 | 2,098,930 |
| Total assets | 16,892,691 | 18,419,364 |

(Thousands of yen)

| | As of March 31, 2021 | As of March 31, 2022 |
|---|----------------------|----------------------|
| Liabilities | | |
| Current liabilities | | |
| Notes and accounts payable - trade | 269,725 | 271,670 |
| Short-term borrowings | 2,000,000 | 2,000,000 |
| Income taxes payable | 503,980 | 834,331 |
| Contract liabilities | – | 88,840 |
| Provision for bonuses | 130,540 | 133,188 |
| Other | 1,175,377 | 1,172,329 |
| Total current liabilities | 4,079,624 | 4,500,360 |
| Non-current liabilities | | |
| Deferred tax liabilities | 12,082 | 19,777 |
| Other | 67,931 | 64,803 |
| Total non-current liabilities | 80,014 | 84,580 |
| Total liabilities | 4,159,638 | 4,584,941 |
| Net assets | | |
| Shareholders' equity | | |
| Share capital | 1,599,538 | 1,599,538 |
| Capital surplus | 1,526,001 | 1,542,322 |
| Retained earnings | 9,944,451 | 10,900,246 |
| Treasury shares | (523,772) | (510,839) |
| Total shareholders' equity | 12,546,218 | 13,531,266 |
| Accumulated other comprehensive income | | |
| Valuation difference on available-for-sale securities | 19,211 | (2,106) |
| Foreign currency translation adjustment | 12,330 | 102,142 |
| Total accumulated other comprehensive income | 31,542 | 100,035 |
| Share acquisition rights | 30,919 | 34,447 |
| Non-controlling interests | 124,372 | 168,672 |
| Total net assets | 12,733,052 | 13,834,422 |
| Total liabilities and net assets | 16,892,691 | 18,419,364 |

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

(Thousands of yen)

| | Fiscal year ended March 31, 2021 | Fiscal year ended March 31, 2022 |
|--|-------------------------------------|-------------------------------------|
| Net sales | 15,315,397 | 14,645,401 |
| Cost of sales | 3,455,597 | 2,201,251 |
| Gross profit | 11,859,799 | 12,444,149 |
| Selling, general and administrative expenses | 9,607,655 | 9,942,545 |
| Operating profit | 2,252,144 | 2,501,604 |
| Non-operating income | | |
| Interest income | 18,141 | 19,691 |
| Gain on investments in investment partnerships | 30,316 | – |
| Foreign exchange gains | 1,325 | 82,064 |
| Subsidy income | 44,287 | 4,173 |
| Other | 24,369 | 7,347 |
| Total non-operating income | 118,440 | 113,277 |
| Non-operating expenses | | |
| Interest expenses | 5,891 | 6,557 |
| Loss on investments in investment partnerships | – | 3,515 |
| Commission expenses | 23,863 | 25,481 |
| Other | 18,618 | 8,462 |
| Total non-operating expenses | 48,373 | 44,017 |
| Ordinary profit | 2,322,211 | 2,570,864 |
| Extraordinary income | | |
| Gain on sale of non-current assets | 27,351 | – |
| Total extraordinary income | 27,351 | – |
| Extraordinary losses | | |
| Loss on valuation of investment securities | 69,266 | – |
| Loss on retirement of non-current assets | 5,212 | – |
| Special executive bonuses | 300,000 | – |
| Total extraordinary losses | 374,478 | – |
| Profit before income taxes | 1,975,084 | 2,570,864 |
| Income taxes - current | 544,463 | 789,960 |
| Income taxes - deferred | 21,179 | 25,005 |
| Total income taxes | 565,642 | 814,965 |
| Profit | 1,409,442 | 1,755,898 |
| Profit attributable to non-controlling interests | 15,176 | 39,835 |
| Profit attributable to owners of parent | 1,394,265 | 1,716,063 |

Consolidated statements of comprehensive income

(Thousands of yen)

| | Fiscal year ended March 31, 2021 | Fiscal year ended March 31, 2022 |
|--|-------------------------------------|-------------------------------------|
| Profit | 1,409,442 | 1,755,898 |
| Other comprehensive income | | |
| Valuation difference on available-for-sale securities | 11,029 | (21,364) |
| Foreign currency translation adjustment | 37,088 | 94,914 |
| Total other comprehensive income | 48,117 | 73,549 |
| Comprehensive income | 1,457,560 | 1,829,448 |
| Comprehensive income attributable to | | |
| Comprehensive income attributable to owners of parent | 1,437,853 | 1,784,556 |
| Comprehensive income attributable to non-controlling interests | 19,706 | 44,891 |

Consolidated statements of changes in equity

Fiscal year ended March 31, 2021

(Thousands of yen)

| | Shareholders' equity | | | | |
|--|----------------------|-----------------|-------------------|-----------------|----------------------------|
| | Share capital | Capital surplus | Retained earnings | Treasury shares | Total shareholders' equity |
| Balance at beginning of period | 1,599,538 | 1,523,982 | 9,272,156 | (525,355) | 11,870,321 |
| Changes during period | | | | | |
| Dividends of surplus | | | (721,971) | | (721,971) |
| Profit attributable to owners of parent | | | 1,394,265 | | 1,394,265 |
| Purchase of treasury shares | | | | (55) | (55) |
| Disposal of treasury shares | | 2,019 | | 1,638 | 3,657 |
| Net changes in items other than shareholders' equity | | | | | |
| Total changes during period | – | 2,019 | 672,294 | 1,582 | 675,896 |
| Balance at end of period | 1,599,538 | 1,526,001 | 9,944,451 | (523,772) | 12,546,218 |

| | Accumulated other comprehensive income | | | Share acquisition rights | Non-controlling interests | Total net assets |
|--|---|---|--|--------------------------|---------------------------|------------------|
| | Valuation difference on available-for-sale securities | Foreign currency translation adjustment | Total accumulated other comprehensive income | | | |
| Balance at beginning of period | 8,182 | (20,227) | (12,045) | 27,304 | 115,005 | 12,000,585 |
| Changes during period | | | | | | |
| Dividends of surplus | | | | | | (721,971) |
| Profit attributable to owners of parent | | | | | | 1,394,265 |
| Purchase of treasury shares | | | | | | (55) |
| Disposal of treasury shares | | | | | | 3,657 |
| Net changes in items other than shareholders' equity | 11,029 | 32,558 | 43,588 | 3,614 | 9,367 | 56,569 |
| Total changes during period | 11,029 | 32,558 | 43,588 | 3,614 | 9,367 | 732,466 |
| Balance at end of period | 19,211 | 12,330 | 31,542 | 30,919 | 124,372 | 12,733,052 |

Fiscal year ended March 31, 2022

(Thousands of yen)

| | Shareholders' equity | | | | |
|--|----------------------|-----------------|-------------------|-----------------|----------------------------|
| | Share capital | Capital surplus | Retained earnings | Treasury shares | Total shareholders' equity |
| Balance at beginning of period | 1,599,538 | 1,526,001 | 9,944,451 | (523,772) | 12,546,218 |
| Changes during period | | | | | |
| Dividends of surplus | | | (760,268) | | (760,268) |
| Profit attributable to owners of parent | | | 1,716,063 | | 1,716,063 |
| Disposal of treasury shares | | 16,320 | | 12,932 | 29,253 |
| Net changes in items other than shareholders' equity | | | | | |
| Total changes during period | – | 16,320 | 955,794 | 12,932 | 985,047 |
| Balance at end of period | 1,599,538 | 1,542,322 | 10,900,246 | (510,839) | 13,531,266 |

| | Accumulated other comprehensive income | | | Share acquisition rights | Non-controlling interests | Total net assets |
|--|---|---|--|--------------------------|---------------------------|------------------|
| | Valuation difference on available-for-sale securities | Foreign currency translation adjustment | Total accumulated other comprehensive income | | | |
| Balance at beginning of period | 19,211 | 12,330 | 31,542 | 30,919 | 124,372 | 12,733,052 |
| Changes during period | | | | | | |
| Dividends of surplus | | | | | | (760,268) |
| Profit attributable to owners of parent | | | | | | 1,716,063 |
| Disposal of treasury shares | | | | | | 29,253 |
| Net changes in items other than shareholders' equity | (21,318) | 89,812 | 68,493 | 3,528 | 44,300 | 116,322 |
| Total changes during period | (21,318) | 89,812 | 68,493 | 3,528 | 44,300 | 1,101,370 |
| Balance at end of period | (2,106) | 102,142 | 100,035 | 34,447 | 168,672 | 13,834,422 |

Consolidated statements of cash flows

(Thousands of yen)

| | Fiscal year ended March 31, 2021 | Fiscal year ended March 31, 2022 |
|--|-------------------------------------|-------------------------------------|
| Cash flows from operating activities | | |
| Profit before income taxes | 1,975,084 | 2,570,864 |
| Depreciation | 147,603 | 155,133 |
| Amortization of goodwill | 114 | 114 |
| Increase (decrease) in provision for bonuses | (5,398) | 2,648 |
| Interest and dividend income | (18,141) | (19,691) |
| Subsidy income | (44,287) | (4,173) |
| Interest expenses | 5,891 | 6,557 |
| Foreign exchange losses (gains) | (1,325) | (82,064) |
| Special executive bonuses | 300,000 | – |
| Loss (gain) on investments in investment partnerships | (30,316) | 3,515 |
| Loss (gain) on valuation of investment securities | 69,266 | – |
| Loss (gain) on sale of property, plant and equipment | (27,351) | – |
| Loss on retirement of non-current assets | 5,212 | – |
| Decrease (increase) in investment securities for sale | 1,726,492 | (1,770,279) |
| Decrease (increase) in trade receivables | 344,727 | (160,479) |
| Increase (decrease) in allowance for doubtful accounts | 44,923 | 4,636 |
| Decrease (increase) in inventories | (1,108) | 1,875 |
| Increase (decrease) in trade payables | 16,338 | 1,944 |
| Decrease (increase) in other assets | 6,794 | (145,083) |
| Increase (decrease) in other liabilities | (163,319) | 15,983 |
| Subtotal | 4,351,199 | 581,500 |
| Interest and dividends received | 18,108 | 19,603 |
| Subsidies received | 44,287 | 4,173 |
| Interest paid | (4,094) | (6,555) |
| Payments for special executive bonuses | (300,000) | – |
| Income taxes paid | (794,141) | (381,618) |
| Net cash provided by (used in) operating activities | 3,315,360 | 217,104 |
| Cash flows from investing activities | | |
| Purchase of property, plant and equipment | (87,169) | (110,786) |
| Proceeds from sale of property, plant and equipment | 74,871 | – |
| Purchase of intangible assets | (21,466) | (413) |
| Purchase of investment securities | (52,875) | (28,327) |
| Cash dividends income to Investment securities | 175,382 | 2,092 |
| Payments of leasehold and guarantee deposits | (66,668) | (9,953) |
| Proceeds from refund of leasehold and guarantee deposits | 4,956 | 52,365 |
| Other, net | (3,103) | 8,723 |
| Net cash provided by (used in) investing activities | 23,926 | (86,299) |

(Thousands of yen)

| | Fiscal year ended March 31, 2021 | Fiscal year ended March 31, 2022 |
|---|-------------------------------------|-------------------------------------|
| Cash flows from financing activities | | |
| Increase (decrease) in short-term borrowings | 1,500,000 | – |
| Proceeds from received an investment to non-controlling shareholders | 2,533 | 24,477 |
| Proceeds from disposal of treasury shares | 2,881 | 11,638 |
| Purchase of treasury shares | (55) | – |
| Dividends paid | (721,971) | (760,268) |
| the amount of payment of the dividend to non-controlling shareholders | (12,873) | (24,297) |
| Other, net | (3,138) | (16,761) |
| Net cash provided by (used in) financing activities | 767,377 | (765,212) |
| Effect of exchange rate change on cash and cash equivalents | 32,455 | 102,199 |
| Net increase (decrease) in cash and cash equivalents | 4,139,119 | (532,208) |
| Cash and cash equivalents at beginning of period | 6,055,915 | 10,195,034 |
| Cash and cash equivalents at end of period | 10,195,034 | 9,662,826 |