

Consolidated Statement of Profit and Loss

(millions of yen, unless otherwise stated)

	Fiscal Year Ended March 31, 2018 (FY2017)	Fiscal Year Ended March 31, 2019 (FY2018)
Revenue	2,173,385	2,310,756
Cost of sales	1,159,102	1,141,594
Gross profit	1,014,283	1,169,162
Selling, general and administrative expenses	817,233	947,041
Other operating income	5,760	9,112
Other operating expenses	11,015	8,143
Operating income	191,794	223,090
Share of profit (loss) of associates and joint ventures	2,918	7,894
Finance income	5,618	9,204
Finance costs	1,102	374
Profit before tax	199,228	239,814
Income tax expense	46,898	64,433
Profit for the year	152,329	175,381
Profit attributable to:		
Owners of the parent	151,667	174,280
Non-controlling interests	662	1,101
Profit for the year	152,329	175,381
Earnings per share attributable to owners of the parent		
Basic earnings per share - Basic EPS (yen)	90.79	104.31
Diluted earnings per share - Diluted EPS (yen)	90.60	104.11

KPIs and other information

EBITDA ¹	258,413	293,243
Profit available for dividends ²	131,820	162,346
Adjusted earnings per share - Adjusted EPS ³ (yen)	86.74	107.10
ROE (%)	19.3	19.3

¹ EBITDA = operating income + depreciation and amortization ± other operating income/expenses

² Profit available for dividends = profit attributable to owners of the parent ± non-recurring income/losses, etc.

³ Adjusted earnings per share or Adjusted EPS = adjusted profit⁴ / (number of shares issued at the end of the period - number of treasury stock at the end of the period)

⁴ Adjusted profit = profit attributable to owners of the parent ± adjustment items⁵ (excluding non-controlling interests) ± tax reconciliation related to certain adjustment items

⁵ Adjustment items = amortization of intangible assets by acquisitions ± non-recurring income/losses

Consolidated Statement of Cash Flows

(millions of yen, unless otherwise stated)

	Fiscal Year Ended March 31, 2018 (FY2017)	Fiscal Year Ended March 31, 2019 (FY2018)
Cash flows from operating activities		
Profit before tax	199,228	239,814
Depreciation and amortization	61,363	71,122
Gain on sales of investments in subsidiaries	(3,489)	(7,501)
(Increase) decrease in trade and other receivables	(26,765)	(14,311)
Increase (decrease) in trade and other payables	27,453	7,742
Other	7,268	6,258
Subtotal	265,060	303,125
Interest and dividends received	4,107	6,656
Interest paid	(295)	(446)
Income tax paid	(74,754)	(32,375)
Net cash flows from operating activities	194,117	276,960
Cash flows from investing activities		
Payment for purchase of property and equipment	(19,997)	(28,480)
Payment for purchase of intangible assets	(44,133)	(47,285)
Payment for purchase of shares of subsidiaries	(5,330)	(126,847)
Payment from sales of shares of subsidiaries	6,799	8,041
Other	(3,276)	(10,047)
Net cash flows from investing activities	(65,937)	(204,619)
Cash flows from financing activities		
Repayments of long-term borrowings	(24,958)	(24,957)
Payment for purchase of treasury stock	(1,081)	(1,323)
Dividends paid	(54,552)	(42,616)
Other	(2,577)	376
Net cash flows from financing activities	(83,169)	(68,521)
Effect of exchange rate changes on cash and cash equivalents	(10,384)	9,270
Net increase (decrease) in cash and cash equivalents	34,625	13,088
Cash and cash equivalents at the beginning of the year	355,196	389,822
Cash and cash equivalents at the end of the year	389,822	402,911

Consolidated Statement of Financial Position

(millions of yen, unless otherwise stated)

	As of March 31, 2018	As of March 31, 2019
Assets		
Current Asset		
Cash and cash equivalents	389,822	402,911
Trade and other receivables	323,116	340,254
Other current financial assets	19,864	26,903
Other current assets	38,159	38,938
Total current assets	770,962	809,007
Non-current assets		
Property, plant and equipment	57,211	74,566
Goodwill	312,944	410,651
Intangible assets	229,232	242,583
Investments in associates and joint ventures	43,950	50,557
Other non-current financial assets	118,038	127,458
Deferred tax assets	35,590	27,451
Other non-current assets	6,102	6,706
Total non-current assets	803,070	939,975
Total Assets	1,574,032	1,748,982

(millions of yen, unless otherwise stated)

	As of March 31, 2018	As of March 31, 2019
Liabilities and equity		
Liabilities		
Current liabilities		
Trade and other payables	204,172	212,193
Bonds and borrowings	24,068	24,869
Other financial liabilities	1,356	1,175
Income tax payables	20,991	35,327
Provisions	7,034	4,665
Other liabilities	190,145	219,362
Total current liabilities	447,768	497,594
Non-current liabilities		
Bonds and borrowing	159,007	137,212
Other financial liabilities	4,860	1,334
Provisions	5,043	8,581
Net defined benefit liability	45,781	52,347
Deferred tax liabilities	53,172	52,240
Other non-current liabilities	17,738	27,420
Total non-current liabilities	285,603	279,137
Total liabilities	733,372	776,731
Equity		
Equity attributable to owners of the parent		
Common stock	10,000	10,000
Share premium	50,115	49,136
Retained earnings	811,287	942,449
Treasury stock	(32,049)	(32,378)
Other components of equity	(3,748)	(3,431)
Total equity attributable to owners of the parent	835,605	965,775
Non-controlling interests	5,055	6,475
Total equity	840,660	972,251
Total liabilities and equity	1,574,032	1,748,982