

P/E ratio has settled down to its peers' average

Key is to get a read on catalysts that may prompt another premium valuation

Earnings Result Summary

- **Share Price:** OHBA's share price has generally remained flat at a little over JPY 1,000 for the past six months. Its share price had risen linearly for a little over a year from JPY 645 at the beginning of 2023, thanks to the Company's strong shareholder return policy announced in July 2023 targeting a 60% total shareholder return, as well as market recognition and understanding of the Company's solid growth performance demonstrated by 13 consecutive fiscal years of operating profit growth through FY2024/5. However, its share price has recently plateaued.

- **Earnings Trends:** On the other hand, OHBA's earnings performance has been steady. On October 10, 2024, the Company announced Q1 FY2025/5 results, with net sales up 45.2% YoY to JPY 3,959 mn and operating profit surging 9.8x YoY to JPY 274 mn. Investors should take note that the main reason for the substantial jump in sales and profit during the slow period of Q1 is attributed to posting a major one-time gain. Nevertheless, the Company's mainstay construction consulting business is also performing well, and investors might feel confident in its ability to achieve its FY2025/5 targets, which calls for the 14th consecutive fiscal year of operating profit growth.

- **Valuation Multiple:** While OHBA's share price has remained flat, EPS has been steadily rising, and its valuation multiple is starting to look more attractive. Until FY2024/5, the Company had a premium valuation when comparing its P/E ratio to other construction consulting firms. However, as of December 9, 2024, the Company's shares had no premium with a P/E ratio of 11.4x, compared to 11.9x for a simple average of 16 other construction consulting firms. Given its strong shareholder return policy and sustainable growth characteristics as mentioned above, the Company may enjoy a premium valuation again if there are any catalysts for growth.

- **Catalysts** | In the short term, SIR sees the following two events as potential direct catalysts. The first event involves a further and accelerated pace of increase in engineer average price for design work outsourcing disclosed by the Ministry of Land, Infrastructure, Transport and Tourism each February. The second event involves additional returns in line with the 60% total shareholder return ratio policy, as the current FY2025/5 dividend forecast and share buybacks already executed amount to less than the 60% total return ratio, assuming the Company achieves its FY2025/5 targets. For the second event, any potential moves will likely take place in H2, since the Company's earnings are heavily skewed toward Q4 and it will be difficult to predict where earnings will come in before a certain level of quarterly progress is made. However, if earnings progress from Q2 onward is solid, equity market participants may go ahead and incorporate additional returns into their valuation expectations.

FY	JPY mn, %	Net Sales	YoY	Oper. Profit	YoY	Profit ATOP	YoY	EPS (JPY)	DPS (JPY)
2022/5		15,933	0.4	1,583	18.6	1,086	27.3	67.0	23.0
2023/5		15,648	(1.8)	1,715	8.3	1,075	(0.9)	66.7	24.0
2024/5		16,486	5.4	1,843	7.4	1,339	24.6	83.7	37.0
2025/5 CE		17,500	6.1	1,950	5.8	1,400	4.5	87.5	40.0
2024/5 Q1		2,727	10.8	28	-	22	91.8	1.4	-
2025/5 Q1		3,959	45.2	274	860.2	190	736.1	12.0	-

Source: Compiled by SIR from the Company's IR materials. . Note: The FY25/5CE figures indicate the Company's forecast.

Q1 Follow-up

URBAN DEVELOPMENT & CIVIL ENGINEERING, CONSULTANTS
OHBA & CO.

Focus Points:

General construction consulting firm boasting a leading market share in the field of urban development. Key highlights include its proven business development capabilities demonstrated by 13 consecutive years of operating profit growth through FY24/5, and its commitment to providing the highest level of shareholder returns in the sector.

Key Indicators

Share price (12/12)	989
YH (4/12)	1,169
YL (8/5)	884
10YH (24/4/12)	1,169
10YL (16/2/17)	317
Shrs out. (mn shrs)	17.00
Mkt cap (JPY bn)	16.81
EV(JPY bn)	14.67
Shr equity ratio (24/5/31)	70.3%
25.5 P/E (CE)	11.30x
24.5 P/B (act)	1.30x
25.5 DY (CE)	4.0%

Share price chart (1 Year)



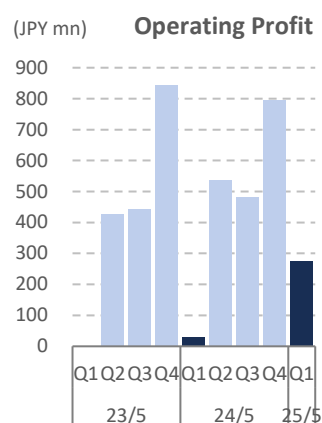
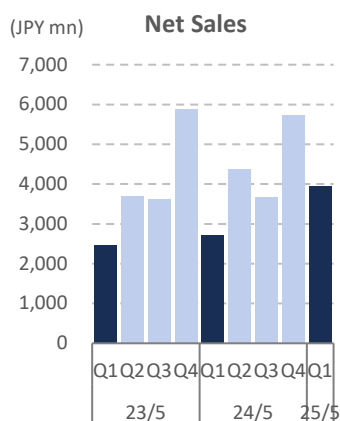
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FY25/5 Q1 Earnings Result



Substantial increase in sales and profit from buildup of work in Business Solutions segment

Earnings Result Summary

According to OHBA's Q1 FY2025/5 results announced on October 10, 2024, sales rose 45.2% YoY to JPY 3,959 mn and operating profit jumped 9.6 times YoY to JPY 274 mn. Q1 sales in the mainstay Construction Consultant segment are usually limited compared to other quarters due to seasonal factors. In Q1 FY2025/5, sales in this segment were steady, rising 5.8% YoY to JPY 2,572 mn.

On the other hand, the Company recorded a sizeable amount of sales in Q1 in the Business Solutions segment, where it leverages its balance sheet to act as a business agent in rezoning land. Sales rose sharply by 5.0 times YoY to JPY 1,364 mn, boosting overall results. This impact will need to be leveled out in order to assess the Company's capabilities. However, the strong prospect that the Company's higher-than-usual progress rate will continue into the next quarterly results provides some reassurance in terms of earnings appeal.

Some investors may be concerned about the decline in company-wide gross profit margin from 31.6% in Q1 FY2024/5 to 26.9% in Q1 FY2025/5. However, there is no need for alarm, as the decline is mainly attributable to a change in the mix of the Business Solutions segment, and not to a drop in the gross profit margin of the mainstay Construction Consultant segment. By segment, gross profit margins in Q1 came to 31.5% for the Construction Consultant segment and 18.3% for the Business Solutions segment.

Company-wide orders in Q1 FY2025/5 were up 1.5% YoY to JPY 6,448 mn. Given the solid performance in Q1 FY2024/5, it is fitting to describe the results as commendable. As the Company is projecting sales to rise 6.2% YoY for the full year, it will be worth keeping a close eye on progress in orders from Q2 FY2025/5 onward. It appears the Company has steadily accumulated private sector orders for zoning and development projects, notably for the continued work on the major Kawasaki Todoroki Park project.

Quarterly Earnings Results

Item	Unit	FY2023/5				FY2024/5				FY2025/5	
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q1
Sales	JPY mn	2,463	3,698	3,613	5,873	2,727	4,362	3,669	5,727	3,959	
YoY	%	(4.1)	0.6	(10.8)	4.2	10.8	18.0	1.6	(2.5)	45.2	
Construction Consultant	JPY mn	2,294	3,505	3,347	5,619	2,431	4,167	3,462	5,580	2,572	
YoY	%	(6.8)	3.7	(9.4)	9.5	5.9	18.9	3.4	(0.7)	5.8	
Geospatial Information	JPY mn	574	791	834	1,308	662	1,075	832	1,240	620	
YoY	%	(12.7)	(9.5)	(3.5)	10.8	15.4	35.9	(0.2)	(5.2)	(6.4)	
Environment	JPY mn	105	184	151	243	125	204	200	283	202	
YoY	%	11.6	22.9	12.9	(17.1)	19.0	11.1	32.7	16.1	61.9	
Urban Planning	JPY mn	964	1,460	1,352	2,350	1,017	1,665	1,375	2,626	1,128	
YoY	%	(14.2)	6.8	(12.9)	11.7	5.5	14.0	1.7	11.7	11.0	
Civil Engineering	JPY mn	652	1,070	1,010	1,717	627	1,223	1,055	1,431	622	
YoY	%	11.2	8.3	(11.7)	10.6	(3.8)	14.2	4.4	(16.6)	(0.9)	
Orders Received	JPY mn	5,573	3,758	2,587	3,713	6,114	3,632	2,489	4,028	6,245	
YoY	%	12.5	11.8	7.3	15.7	9.7	(3.3)	(3.8)	8.5	2.2	
Order Backlog	JPY mn	10,035	10,286	9,526	7,622	11,309	10,770	9,796	8,244	11,980	
YoY	%	(21.3)	(30.4)	(40.7)	12.8	12.7	4.7	2.8	8.2	5.9	
Business Solutions	JPY mn	143	167	242	229	273	171	182	123	1,364	
YoY	%	78.7	(39.5)	(26.8)	(49.9)	91.7	2.6	(24.9)	(46.3)	399.1	
Lease Rental Income, etc.	JPY mn	26	26	24	25	23	24	24	24	24	
Cost of Sales	JPY mn	1,734	2,532	2,449	3,753	1,864	3,012	2,413	3,674	2,895	
sales ratio	%	70.4	68.5	67.8	63.9	68.4	69.0	65.8	64.2	73.1	
Gross Profit	JPY mn	728	1,167	1,164	2,121	863	1,351	1,257	2,053	1,064	
sales ratio	%	29.6	31.5	32.2	36.1	31.6	31.0	34.2	35.8	26.9	
SG&A Expenses	JPY mn	728	739	721	1,278	835	815	774	1,257	790	
sales ratio	%	29.6	20.0	19.9	21.8	30.6	18.7	21.1	22.0	19.9	
Operating Profit	JPY mn	0	428	444	843	29	536	482	796	275	
sales ratio	%	0.0	11.6	12.3	14.4	1.0	12.3	13.1	13.9	6.9	

Source: Compiled by SIR from the Company's IR materials.

■ Business Model of the Business Solutions Business

It will be important to take a fresh look at the Business Solutions business, which substantially boosted the Company's quarterly earnings due to one-time gains, by going over an overview of the business, issues in executing projects, and the timing of order and revenue recognition, in order to better forecast future earnings performance.

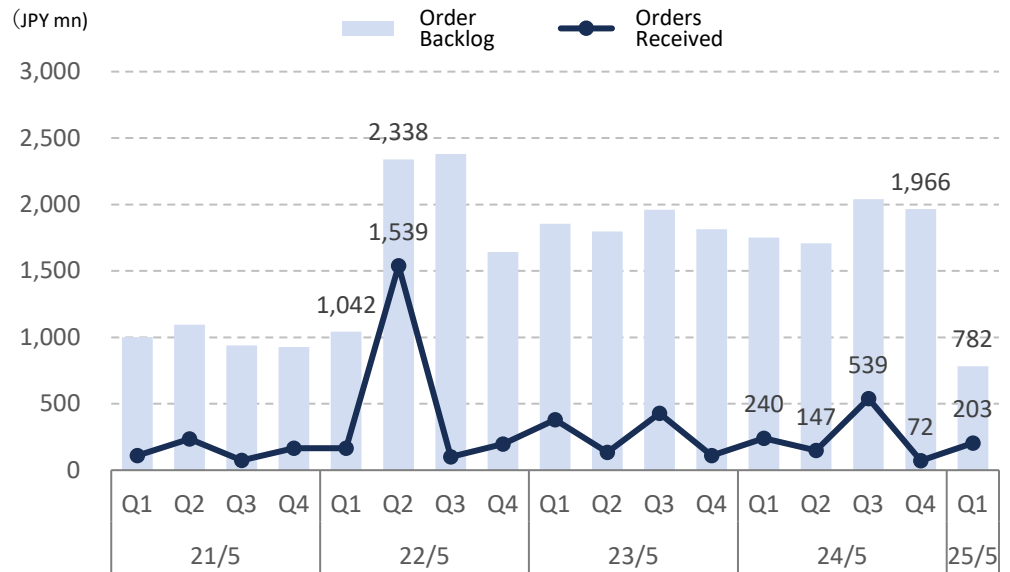
Overview: The Business Solutions business offers services associated with construction consulting in the urban development domain, which is the Company's mainstay business. When moving forward with a zoning project, there is a need to cover various project costs such as land development work, surveying and design, etc. The general scheme is to sell a portion of the land within the project area as "reserved land" to cover the costs, rather than using the cash of multiple landowners. In many cases, it is sold to developers and homebuilders, as the land undergoes development and site leveling for commercial facilities or detached housing lots. Since the Company is a construction consulting firm, it also acts as an agent for acquiring reserved land on its own, and the earnings related to these activities are recorded in the Business Solutions business.

Issues in executing projects: When moving forward with a zoning project, a preparatory committee is established among local landowner representatives, followed by the establishment of an association after several years. In the preparatory stage, it is particularly important to gather the opinions of the local landowners and to prepare a project plan, which involves various design work, and funding these expenses is a key issue. The Company is involved in the project from when the association is established and provides services to facilitate project promotion and funding in the preparatory stage. In return, it acquires and sells the reserved land to make a profit once the project has been approved.

Timing of order and revenue recognition: In most cases, when the Company participates in projects as an agent as mentioned above, it signs a sales contract with a developer or homebuilder in advance of the final delivery of the property before land development and site leveling, with revenue sometimes being recorded two to three years after the order is booked. This major project is a case in point. The Company booked the order for this project in September-November 2021, then purchased, delivered, and recorded revenue this quarter after approximately three years of land development and site leveling. Meanwhile, the Business Solutions business also includes real estate brokerage services to help landowners make the most of their land after land readjustment. The Company intends to generate synergies with its construction consulting business by providing agency services and real estate brokerage services.

Earnings trend: As shown in the graph on the next page, the order book for the Business Solutions business settled down to JPY 782 mn as of end-August 2024, following the major sale. Conversely, the Company has enough earnings sources to have an impact on quarterly earnings, so investors will need to keep an eye on short-term fluctuations in earnings going forward. In addition, even if the Company were to secure a major order, investors should take note that revenue recognition will likely happen two or three fiscal years later.

Business Solutions Business: Quarterly Orders Received and Order Backlog



Source: Compiled by SIR from the Company's IR materials.

Investment in Human Capital

With the aim of boosting employee motivation, OHBA has been implementing compensation improvements every year, including in FY2025/5. In addition to continuous wage increases triggered by macroeconomic cost-push inflation, the Company has continued to raise starting salaries and the base salaries of young employees, while also accelerating promotions for young employees and increasing technical compensation. The system is designed to raise base salaries for employees who hold multiple certifications and can flexibly handle advanced work, and has become a source of strength for the Company as it expands its pool of qualified personnel.

In addition to the above, in order to boost employee skills and engagement, the Company holds the OHBA Technology Presentation Conference, which is a day-long event held once a year and consists of about 15 programs, where representatives from branch offices nationwide present case studies and examples of the use of cutting-edge technologies to all employees. Furthermore, the Company encourages employees to make research contributions to academic societies and other external organizations. Both of these efforts are reflected in branch and individual performance evaluations, and help motivate employees and enhance the Company's technical capabilities.

Research contributions tied to performance evaluations are often a formality at other companies, but this is not the case with OHBA. Several awards have also been given to the Company's employees in recent years by various associations, including the Japan Civil Engineering Consultants Association, the Planning Consultants Association of Japan, and the Japan Society of Civil Engineers. These awards not only help to maintain and improve the Company's advanced technical capabilities but also highlight its efforts and accomplishments in enhancing its presence in the industry. (Please see the Company's full-year FY2024/5 earnings briefing materials for the various awards received.)

Valuation

Valuation multiple starting to look more attractive following continued profit growth

■ Multiples and Catalysts

In recent years, OHBA's shares have been given a premium valuation compared to the sub-sector average in terms of both P/E and P/B ratios, reflecting its leading shareholder return policy among construction consulting firms, high profitability, and ROE of over 10%. However, as a result of consecutive profit growth and steady increases in both profit levels and shareholder equity, its valuation multiples have begun to look even more attractive following the full-year earnings announcement. As of closing on December 9, 2024, OHBA's shares were trading at a P/E ratio of 11.4x, which is in line with the simple average of other companies in the same industry. In addition, its share price has remained flat for the past six months, and another re-rate may be in the cards given an upside catalyst.

The engineer average price for design work outsourcing disclosed by the Ministry of Land, Infrastructure, Transport and Tourism every February is a point of interest in the short term. In recent years, the pace of increase has somewhat accelerated, and this has contributed significantly to improving the margins and compensation of construction consulting firms. SIR believes that this will provide an opportunity to examine the sustainability of profitability improvements.

Furthermore, Q3 earnings, which will be disclosed around April 2025, are another point of interest. The Company's earnings are skewed toward Q4 given the seasonal nature of its business, but Q3 earnings should offer a good estimate of where the Company's full-year earnings will come in. OHBA aims for a 60% total shareholders' return ratio, but its FY2025/5 dividend forecast and share repurchases already executed come short of target, and the Company will likely announce additional return measures at some point if its performance is solid, in SIR's view.

On the other hand, SIR believes that Q2 earnings results, set to be announced in January 2025, will offer insights into how much the Company will be able to provide in terms of returns in FY2025/5, as it will confirm several key indicators, including whether the Company has steadily accumulated orders and maintained a high gross profit margin.

■ Understanding of the external environment and the Company's growth strategy

A robust medium- to long-term growth story would help OHBA regain a clear premium valuation. SIR believes that the Company's efforts to enhance its technological capabilities through active investment in human capital and its focus on growth domains, particularly in defense civil engineering, are worth highlighting.

The engineer average price for design work outsourcing, which is announced every February, will likely show an increase in the February 2025 announcement as well. Although the scale of increase is unknown, it will likely help boost market size in monetary terms. On the other hand, the budget for public-sector civil engineering has not grown significantly, and work volume is not steady. If the market size were to gradually contract over the medium to long term, the market will likely polarize between operators that can execute unique projects, proactively take on challenging projects with a wealth of engineers, and offer clear strengths in specific domains, and operators that cannot offer any of these capabilities. It is fair to say the Company has been able to make investments in anticipation of this future trend, in SIR's opinion.

In November 2024, Tokio Marine Holdings (TSE Code: 8766) announced a tender offer to acquire ID&E Holdings (9161, core company: Nippon Koei), one of the largest construction consulting firms in Japan, with the intention of incorporating it into the Tokio Marine Group, which SIR views as a major move. ID&E Holdings' announcement expressing support for the tender offer shows the company's heightened concern, noting "as a future prospect beyond 2030, there is a possibility that financial reform, such as that involving a reduction in the budget for public works due to the accelerating, declining birthrate and aging population and an increase in social security costs in Japan, will be discussed in full". The deal can be seen as a step to address this issue, and investors should keep a close eye on industry trends, including restructuring, and the policies of each company, as players who are able to move ahead of the competition in anticipation of the next five to ten years are likely to reap the benefits of residual profits.

Valuation Table of Construction Consultant Companies

Code	Company	EOFY	Stock price	Market value	P/E			PBR	Net Cash	Ord. Profit	Ord. Profit margin		
			(12/9)	(12/9)	FY21	FY22E	FY23E	Most recent FY	Most recent FY	FY21	FY21	FY22E	FY23E
-	-	-	yen	JPY mn			X	X	¥mn				%
9765	OHBA	May	994	16,898	14.9	11.9	11.4	1.30	3,116	1,788	8.1	7.9	3.7
-	Construction Consultants Average	-	-	-	11.9	11.1	11.9	0.96	-	-	-	-	-
2153	E·J Holdings	May	1,675	26,932	8.6	8.7	7.8	0.81	18,993	4,636	(1.5)	(0.8)	7.7
2325	NJS	Dec.	3,570	35,871	19.7	17.1	22.0	1.39	17,188	2,012	(29.6)	(15.3)	37.9
2498	Oriental Consultants HD	Sep.	4,390	27,021	9.3	9.3	10.3	1.08	(3,486)	4,336	24.7	(1.8)	(5.5)
4707	KITAC CORPORATION	Oct.	344	2,053	21.3	11.1	13.1	0.64	(1,977)	137	280.6	35.0	20.5
4840	Trils Incorporated	Dec.	293	2,432	4.9	22.4	17.8	0.45	2,797	(209)	SR	TB	(19.4)
6091	Wesco Holdings	Jul.	603	8,643	11.5	13.2	12.6	0.57	7,130	1,245	17.8	(8.7)	0.0
6542	FC Holdings	Jun.	905	6,208	6.5	8.6	6.8	0.77	1,557	1,202	3.5	(5.6)	5.7
7369	Meiho Holdings	Jun.	2,100	3,288	12.2	(37.4)	11.7	1.63	(1,822)	496	24.9	(82.1)	574.2
7377	DN Holdings	Jun.	1,600	13,472	7.3	8.3	7.4	1.31	137	2,353	6.9	(15.5)	25.8
9232	PASCO	Mar.	2,130	30,710	7.5	6.0	9.9	1.13	(8,033)	6,525	65.8	(16.7)	(15.3)
9233	Asia Air Survey	Sep.	1,093	20,345	11.4	10.7	10.4	0.95	3,103	2,744	7.1	8.2	2.3
9248	People, Dreams & Technologies Group	Sep.	1,370	12,900	5.2	10.2	(64.3)	0.61	3,724	3,891	-	(17.8)	(45.1)
9621	CTI Engineering	Dec.	5,180	73,344	12.5	9.6	11.8	1.31	16,776	8,235	15.7	23.3	(16.3)
9647	KYOWA ENGINEERING CONSULTANTS	Nov.	4,980	2,919	9.0	7.2	7.1	0.88	2,182	549	18.6	19.5	3.7
9755	OYO	Dec.	2,399	59,639	31.8	14.3	21.7	0.77	15,257	3,033	(27.4)	18.5	11.3
9768	IDEA Consultants	Dec.	2,490	18,673	8.3	8.9	8.5	0.67	867	3,278	55.6	(8.8)	8.7

Code	Company	EOFY	ROE		Ord. Profit margin		Asset turnover		Equity ratio		Payout ratio		Dividend return
			FY21	FY22E	FY21	FY22E	FY21	FY22E	FY21	FY22E	FY21	FY22E	current period
-	-	-	%		%		Times		%		%		%
9765	OHBA	May	10.6	11.8	11.4	11.7	1.02	0.97	65.4	68.0	36.0	44.2	4.02
-	Construction Consultants Average	-	10.8	10.3	9.1	8.5	1.06	1.00	60.6	64.7	27.5	28.3	3.08
2153	E·J Holdings	May	10.7	9.7	12.4	12.4	0.96	0.92	76.2	78.7	25.5	28.4	3.88
2325	NJS	Dec.	7.8	8.4	10.5	7.7	0.69	0.76	81.7	83.2	41.4	40.6	2.52
2498	Oriental Consultants HD	Sep.	16.6	13.9	5.6	5.4	1.47	1.33	33.9	35.3	15.4	21.1	4.56
4707	KITAC CORPORATION	Oct.	3.3	5.9	5.1	6.7	0.48	0.47	49.5	50.6	30.9	16.2	1.45
4840	Trils Incorporated	Dec.	10.1	2.0	-29.0	35.7	0.11	0.11	84.4	90.7	0.0	0.0	TBD
6091	Wesco Holdings	Jul.	5.2	4.4	7.9	7.3	0.79	0.78	75.1	78.7	30.4	35.0	3.32
6542	FC Holdings	Jun.	12.5	9.3	14.0	13.3	0.95	0.93	76.1	81.1	19.3	28.6	3.31
7369	Meiho Holdings	Jun.	13.6	-	6.7	0.9	1.88	-	51.2	-	0.0	0.0	0.00
7377	DN Holdings	Jun.	16.1	12.3	7.2	5.8	1.60	1.51	56.3	56.0	32.0	33.7	4.38
9232	PASCO	Mar.	16.1	17.1	10.5	8.9	0.88	0.84	38.3	43.5	15.8	21.2	2.58
9233	Asia Air Survey	Sep.	9.8	9.7	8.1	8.0	1.11	1.14	57.7	58.7	29.3	30.3	4.03
9248	People, Dreams & Technologies Group	Sep.	11.8	6.0	10.3	8.0	1.12	1.14	59.0	56.9	25.2	52.0	4.38
9621	CTI Engineering	Dec.	13.6	14.7	9.9	10.9	1.15	1.21	64.8	68.7	24.1	27.7	2.90
9647	KYOWA ENGINEERING CONSULTANTS	Nov.	12.2	13.0	7.1	8.5	1.09	1.08	40.8	46.6	5.4	4.4	0.60
9755	OYO	Dec.	2.7	5.6	5.1	5.5	0.67	0.69	78.3	73.9	63.7	34.7	2.42
9768	IDEA Consultants	Dec.	9.5	7.8	14.2	13.2	0.75	0.66	72.7	76.9	14.9	23.3	3.61

Source: compiled by SIR from each company's IR materials.

Note: TB=Turn black. SR= Shrink Red.

Note: FY24E figures for companies with a September fiscal year-end reflect actual results. Sector average P/E ratio is calculated by excluding stocks with a P/E ratio below zero.

KPI / Balance Sheet

Item	Unit	Act												CE 25/5
		14/5	15/5	16/5	17/5	18/5	19/5	20/5	21/5	22/5	23/5	24/5		
EPS	JPY	28.5	45.1	41.4	39.2	42.1	99.5	49.3	52	67	66.7	83.7	71.8	
Diluted EPS	JPY	28.2	44.4	40.7	38.6	41.4	97.4	47.9	50.2	64.2	63.9	80.0	-	
BPS	JPY	261.1	334.3	333	358.7	390.7	460.1	487.6	551.5	610.3	657.9	763.4	-	
DPS	JPY	7	12	12	12	12	18	14	15	23	24	37.0	34	
Payout Ratio	%	24.6	26.6	29	30.6	28.5	18.1	28.4	28.8	34.3	36	44.2	47.4	
ROE	%	11.2	15.1	12.4	11.4	11.3	23.5	10.4	10	11.5	10.6	11.8	-	
ROA (Operating profit)	%	4.9	6.7	7.5	8.8	9.6	9.3	9	10	11.3	11.2	10.8	-	
Operating Profit Margin	%	4.1	5.1	5.9	6.7	6.7	7.1	7.5	8.4	9.9	11	11.2	10.6	
Asset Turnover	times	1.18	1.31	1.28	1.31	1.43	1.32	1.2	1.19	1.13	1.02	0.97	-	
Equity Ratio	%	39.5	52.3	46.9	57.5	60.4	62.8	62.1	65.7	68.2	65.4	68.0	-	
EBITDA	¥mn	750	1,014	1,155	1,245	1,249	1,308	1,398	1,601	1,839	1,934	2,062	-	
sales ratio	%	5.3	6.6	7.5	8	7.8	8.4	9.2	10.1	11.5	12.4	12.5	-	
Capital Expenditures	¥mn	477	160	426	115	220	2,071	345	707	136	-	118	-	
Total Assets	¥mn	11,900	11,550	12,703	11,085	11,353	12,332	12,979	13,675	14,427	16,117	17,967	-	
Current Assets	¥mn	7,890	7,451	8,405	7,013	6,918	6,928	7,525	6,894	7,623	9,643	9,973	-	
Cash and Deposits	¥mn	1,443	864	771	1,101	1,610	2,007	2,337	3,002	1,956	4,205	3,116	-	
Notes and Accounts Receivable	¥mn	2,532	3,005	3,909	2,220	3,129	2,847	2,879	2,764	4,833	4,803	6,198	-	
Inventory	¥mn	1,847	1,494	1,614	3,403	2,059	1,952	2,132	1,008	258	509	526	-	
Other	¥mn	2,068	2,088	2,111	289	120	121	177	119	576	126	133	-	
Non-Current Assets	¥mn	3,990	4,088	4,292	4,070	4,435	5,404	5,454	6,781	6,804	6,475	7,994	-	
Property, Plant and Equipment	¥mn	2,577	2,655	2,809	2,721	2,783	3,913	3,925	4,368	4,266	3,312	3,204	-	
Intangible Assets	¥mn	68	52	42	37	52	42	141	139	113	82	97	-	
Investments and Other Assets	¥mn	1,345	1,381	1,441	1,312	1,600	1,450	1,388	2,274	2,425	3,081	4,693	-	
Total Liabilities	¥mn	7,169	5,448	6,652	4,637	4,402	4,439	4,693	4,375	4,197	5,186	5,343	-	
Current Liabilities	¥mn	4,319	3,912	5,560	3,429	3,523	3,348	3,800	3,672	3,489	4,272	4,022	-	
Trade Payables	¥mn	953	721	925	773	816	862	944	869	1,027	1,257	1,110	-	
Short-Term Interest-Bearing Debt	¥mn	1,588	1,240	2,370	626	346	192	60	60	0	0	0	-	
Income Taxes Payable	¥mn	60	263	172	245	84	293	138	462	330	93	396	-	
Other	¥mn	1,717	1,689	2,093	1,784	2,277	2,000	2,658	2,281	2,132	2,922	2,516	-	
Non-current liabilities	¥mn	2,850	1,535	1,093	1,208	879	1,091	893	703	708	915	1,321	-	
Long-term Interest-bearing Debt	¥mn	1,677	1,198	548	665	312	120	60	0	0	0	0	-	
Other	¥mn	1,173	337	544	543	567	971	833	703	708	915	1,321	-	
Total Net Assets	¥mn	4,731	6,103	6,050	6,448	6,950	7,893	8,286	9,300	10,230	10,931	12,624	-	
Shareholders' Equity	¥mn	4,702	5,546	5,994	6,388	6,776	7,701	7,999	8,440	9,316	9,859	10,662	-	
Accumulated Other Comprehensive Income	¥mn	0	499	(38)	(9)	77	38	56	545	524	686	1,546	-	
Share Acquisition Rights	¥mn	25	58	95	69	98	154	231	316	391	386	416	-	
Non-Controlling Interests	¥mn	3	0	0	0	0	0	0	0	0	0	0	-	

Source: compiled by SIR from the company's IR materials.

Cash Flow Statement

Item	Unit	Act 14/5	15/5	16/5	17/5	18/5	19/5	20/5	21/5	22/5	23/5	24/5	CE 25/5
Cash Flows from Operating Activities	¥mn	1,767	263	369	2,304	1,697	1,500	1,260	1,994	(346)	2,295	(346)	-
Pretax Profit	¥mn	615	881	932	977	1,115	2,426	1,168	1,361	1,594	1,501	1,899	-
Depreciation	¥mn	166	224	239	200	176	204	253	267	256	220	204	-
Increase (decrease) in working capital	¥mn	719	(790)	(429)	1,375	957	76	218	546	(760)	359	(1,759)	-
Other, net	¥mn	353	38	18	54	(182)	(1,032)	64	68	(727)	797	(462)	-
Income Taxes	¥mn	(87)	(89)	(391)	(301)	(369)	(174)	(443)	(247)	(710)	(581)	(228)	-
Cash Flows from Investing Activities	¥mn	(662)	93	(641)	13	(191)	39	(212)	(848)	(179)	574	(164)	-
Increase (Decrease) of Property, Plant and Equipment	¥mn	(421)	(116)	(407)	(118)	(7)	54	(140)	(765)	(128)	445	(152)	-
Increase (Decrease) of Intangible Assets	¥mn	(24)	(12)	(19)	(10)	(33)	(7)	(121)	(30)	(29)	-	(53)	-
Other, net	¥mn	(217)	220	(216)	141	(151)	(8)	49	(52)	(22)	129	41	-
Free Cash Flows	¥mn	1,105	356	(272)	2,317	1,506	1,539	1,047	1,147	(525)	2,869	(511)	-
Cash Flows From Financing Activities	¥mn	(1,111)	(945)	182	(1,986)	(997)	(1,135)	(718)	(481)	(521)	(619)	(578)	-
Increase (Decrease) of Interest-Bearing Debt	¥mn	(1,021)	(828)	480	(1,626)	(633)	(346)	(192)	(60)	(60)	-	-	-
Cash Dividends Paid	¥mn	(89)	(125)	(217)	(216)	(213)	(312)	(318)	(231)	(261)	(420)	(478)	-
Increase (Decrease) in Equity	¥mn	0	8	(82)	(144)	(150)	(476)	(208)	(190)	(200)	(200)	(100)	-
Other, net	¥mn	0	0	0	0	0	0	0	0	0	0	0	-
Effect of Exchange Rate Change on Cash and Cash Equivalents	¥mn	2	10	(2)	(1)	0	0	0	0	0	0	0	-
Net Increase (Decrease) in Cash and Cash Equivalents	¥mn	(4)	(579)	(93)	330	509	397	329	665	(1,046)	2,249	(1,089)	-
Cash and Cash Equivalents at Beginning of Period	¥mn	1,447	1,443	864	771	1,101	1,610	2,007	2,337	3,002	1,956	4,205	-
Cash and Cash Equivalents at End of Period	¥mn	1,443	864	771	1,101	1,610	2,007	2,337	3,002	1,956	4,205	3,116	-

Source: compiled by SIR from the company's IR materials.

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