

Consolidated Financial Results for the Six months Ended September 30, 2020 [Japanese GAAP]

Company name:	Oisix ra daichi Inc.	Stock exchange listings:	TSE
Securities code:	3182	URL:	http://www.oisixradaichi.co.jp
Representative:	Kohey Takashima, Representative Director, CEO		
Contact:	Hajime Yamanaka, Corporate Officer, Administration		
Scheduled date of filing of Quarterly Report:		November 13, 2020	
Scheduled date of payment of dividend:		-	
Preparation of supplementary materials for financial results:		Yes	
Holding of quarterly financial results meeting:		Yes	

(All amounts are rounded down to the nearest million yen)

1. Consolidated Financial Results for Six Months ended September 30, 2020 (from April 1, 2020 to September 30, 2020)

(1) Consolidated Operating Results

(% of change from previous year)

Six months ended	Net Sales		Operating Income		EBITDA*1		Net Income Attributable to Owners of the Parent*3	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
September 30, 2020 *2	47,566	46.1	3,976	341.5	4,678	246.8	2,452	528.2
September 30, 2019 *3	32,552	2.6	900	△19.3	1,348	△10.9	390	△56.3

Comprehensive income: 2nd Quarter of FY2020 (As of September 30, 2020) 2,379 million yen (669.4%)
2nd Quarter of FY2019 (As of September 30, 2019) 309 million yen (△65.5%)

(Note)

*1. EBITDA stands for earnings before depreciation and amortisation.

*2. Operating income for the 2Q of the fiscal year under review has increased exceptionally. This is because the rapid increase in demand for home delivery accompanying the spread of COVID-19 and promotional expenses decrease significantly. The decrease of promotional expenses was due to the temporary suspended the acquisition of new customer by the tight shipping capacity for Oisix during the 1Q, and else.

*3. Sale and profits for the 1H of the previous fiscal year does not include the income and loss of Three Limes, Inc. (hereafter Purple carrot), which has been included in the scope of consolidation since the 3Q of the previous fiscal year.

Six months ended	Net Income per Share	Diluted Net Income per Share
	Yen	Yen
September 30, 2020	65.00	64.84
September 30, 2019	11.53	11.44

(2) Consolidated Financial Position

Period ended	Total Assets	Net Assets	Shareholders' Equity Ratio
	Million yen	Million yen	%
September 30, 2020	36,099	21,480	58.2
March 31, 2020	26,087	14,195	53.7

2. Dividends

Fiscal Year ended or ending	Dividend per Share				
	1Q	2Q	3Q	Year-end	Total
	Yen	Yen	Yen	Yen	Yen
March 31, 2020	—	0.00	—	0.00	0.00
March 31, 2021	—	—	—	—	—
March 31, 2021 (Forecast)	—	0.00	—	0.00	0.00

(Note)

Revisions to the most recently announced forecast: None

3. Forecast for the Fiscal Year Ending March 31, 2021 (from April 1, 2020 to March 31, 2021)

(Percentages represent year-on-year changes)

	Net Sales		Operating Income		EBITDA		Net Income		Net Income per Share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
Full year	90,000	26.7	5,000	102.7	6,400	78.0	2,500	216.4	66.25

(Note)

*1.Revisions to the most recently announced forecast: None

* Notes

(1) Changes of important subsidiaries during the period

(Changes of specific subsidiaries in accordance with changes in the scope of consolidation): None

(2) Adoption of specific accounting treatments to the preparation of consolidated quarterly financial statements:

None

(3) Changes in accounting policies and accounting estimates, and restatements

1) Changes in accounting policies due to revisions in accounting standards: None

2) Changes in accounting policies other than 1) above: None

3) Changes in accounting estimates: None

4) Restatements: None

(4) Number of shares issued (common shares)

1) Number of shares issued (including treasury stock):

As of September 30, 2020	37,997,516shares
As of March 31, 2020	34,324,116shares

2) Number of treasury stocks:

As of September 30, 2020	3,911shares
As of March 31, 2020	3,780shares

3) Number of average shares during the period:

Three months ended September 30, 2020	37,734,575shares
Three months ended September 30, 2019	33,871,591shares

* This financial report is outside the scope of the audit by certified public accountants or auditing firms.

* Explanation of the proper use of forecast and other notes

The forward-looking statements herein are based on information available to the Company and certain assumptions deemed reasonable as of the date of publication of this document. They are not intended as the Company's commitment to achieve such forecasts, and actual results may differ significantly from these forecasts due to a wide range of factors.

Consolidated Financial Statements

(1) Consolidated Balance Sheet

(Millions of yen)

	As of March 31, 2020	As of September 30, 2020
Assets		
Current assets		
Cash and deposits	7,676	15,182
Accounts receivable - trade	6,824	7,587
Merchandise and finished goods	1,330	1,434
Work in process	15	44
Raw materials and supplies	265	301
Accounts receivable - other	1,989	2,679
Other	379	388
Allowance for doubtful accounts	△231	△193
Total current assets	18,250	27,426
Non-current assets		
Property, plant and equipment	1,432	2,245
Intangible assets		
Goodwill	2,375	2,050
Other	1,859	1,898
Total intangible assets	4,234	3,948
Investments and other assets	2,170	2,479
Total non-current assets	7,837	8,672
Total assets	26,087	36,099

(Millions of yen)

	As of March 31, 2020	As of September 30, 2020
Liabilities		
Current liabilities		
Accounts payable - trade	4,975	5,915
Current portion of long-term borrowings	9	7
Accounts payable - other	4,277	4,805
Income taxes payable	651	1,363
Provision for bonuses	—	35
Provision for point card certificates	184	245
Other	943	1,320
Total current liabilities	11,043	13,695
Non-current liabilities		
Long-term borrowings	43	138
Lease obligations	35	32
Provision for retirement benefits for directors (and other officers)	5	6
Asset retirement obligations	322	323
Deferred tax liabilities	138	123
Other	302	298
Total non-current liabilities	848	923
Total liabilities	11,891	14,618
Net assets		
Shareholders' equity		
Share capital	1,691	3,993
Capital surplus	5,705	8,007
Retained earnings	6,687	9,140
Treasury shares	△2	△3
Total shareholders' equity	14,081	21,137
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	△21	△42
Foreign currency translation adjustment	△39	△80
Total accumulated other comprehensive income	△60	△123
Non-controlling interests	174	466
Total net assets	14,195	21,480
Total liabilities and net assets	26,087	36,099

(2) Consolidated Statement of Income

(Millions of yen)

	Six months ended September 30, 2019	Six months ended September 30, 2020
Net sales	32,552	47,566
Cost of sales	17,195	23,587
Gross profit	15,357	23,979
Selling, general and administrative expenses	14,456	20,003
Operating profit	900	3,976
Non-operating income		
Interest income	0	0
Dividend income	0	0
Compensation income	6	7
Gain on sales of scraps and recycling paper	3	3
Recoveries of written off receivables	3	7
Other	18	14
Total non-operating income	31	32
Non-operating expenses		
Interest expenses	0	9
Share issuance costs	0	17
Foreign exchange losses	8	12
Share of loss of entities accounted for using equity method	172	282
Other	5	5
Total non-operating expenses	188	327
Ordinary profit	743	3,681
Profit before income taxes	743	3,681
Income taxes - current	141	1,238
Income taxes - deferred	216	1
Total income taxes	357	1,239
Profit	385	2,441
Loss attributable to non-controlling interests	△4	△10
Profit attributable to owners of parent	390	2,452

(3) Consolidated Statement of Comprehensive Income

(Millions of yen)

	Six months ended September 30, 2019	Six months ended September 30, 2020
Profit	385	2,441
Other comprehensive income		
Valuation difference on available-for-sale securities	△2	0
Foreign currency translation adjustment	△68	△41
Share of other comprehensive income of entities accounted for using equity method	△6	△21
Total other comprehensive income	△76	△62
Comprehensive income	309	2,379
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	313	2,390
Comprehensive income attributable to non-controlling interests	△4	△10