

## Consolidated Financial Results for the Nine months Ended December 31, 2020 [Japanese GAAP]

Company name:	Oisix ra daichi Inc.	Stock exchange listings:	TSE
Securities code:	3182	URL:	<a href="http://www.oisixradaichi.co.jp">http://www.oisixradaichi.co.jp</a>
Representative:	Kohey Takashima, Representative Director, CEO		
Contact:	Daisaku Kadomae, General Manager of Administration Division		
Scheduled date of filing of Quarterly Report:	February 12, 2021		
Scheduled date of payment of dividend:	-		
Preparation of supplementary materials for financial results:	Yes		
Holding of quarterly financial results meeting:	None		

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

### 1. Consolidated Financial Results for Nine Months ended December 31, 2020 (from April 1, 2020 to December 31, 2020)

Nine months ended	Net Sales		Operating Income		EBITDA*1		Net Income Attributable to Owners of the Parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
December 31, 2020	74,790	42.7	6,131	283.8	7,198	202.3	3,900	460.4
December 31, 2019 *2	52,425	7.2	1,597	△29.5	2,381	△17.4	695	△72.5

Comprehensive income: 3rd Quarter of FY2020 (As of December 31, 2020) 3,752 million yen (493.6%)  
3rd Quarter of FY2019 (As of December 31, 2019) 632 million yen (△75.0%)

(Note)

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

\*2. The results for the same period of the previous year (First nine-month period of fiscal year under review ending Mar 2020) include the sales and profits/losses of ThreeLimes, Inc. (The Purple Carrot), which has been consolidating business figures since the 3Q of the previous year.

Nine months ended	Net Income per Share	Diluted Net Income per Share
	Yen	Yen
December 31, 2020	103.12	102.92
December 31, 2019	20.47	20.32

### (2) Consolidated Financial Position

Period ended	Total Assets	Net Assets	Shareholders' Equity Ratio
	Million yen	Million yen	%
December 31, 2020	41,717	23,304	53.7
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	97,500	37.2	6,500	163.5	8,000	122.5	4,000	406.2	105.76

(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 December 31, 2020	37,998,716shares
As of March 31, 2020	34,324,116shares

2) Number of treasury stocks:

As of December 31, 2020	3,955shares
As of March 31, 2020	3,780shares

3) Number of average shares during the period:

Three months ended December 31, 2020	37,821,606shares
Three months ended December 31, 2019	33,996,061shares

\* 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 December 31, 2020
<b>Assets</b>		
Current assets		
Cash and deposits	7,676	16,753
Accounts receivable-trade	6,824	10,650
Merchandise and finished goods	1,330	1,897
Work in process	15	65
Raw materials and supplies	265	405
Accounts receivable-other	1,989	3,004
Other-CA	379	446
Allowance for doubtful accounts	△231	△215
Current assets	18,250	33,008
Non-current assets		
Property, plant and equipment	1,432	2,254
Intangible assets		
Goodwill	2,375	1,875
Other	1,859	2,017
Intangible assets	4,234	3,893
Investments and other assets	2,170	2,561
Non-current assets	7,837	8,708
Assets	26,087	41,717

(Millions of yen)

	As of March 31, 2020	As of December 31, 2020
<b>Liabilities</b>		
Current liabilities		
Accounts payable-trade	4,975	7,842
Current portion of long-term borrowings	9	6
Accounts payable-other	4,277	5,812
Income taxes payable	651	1,881
Provision for point card certificates-CL	184	273
Provision for bonuses	—	192
Other-CL	943	1,488
Current liabilities	11,043	17,497
Non-current liabilities		
Long-term borrowings	43	135
Lease obligations	35	36
Provision for retirement benefits for directors (and other officers)	5	6
Asset retirement obligations	322	324
Deferred tax liabilities	138	114
Other-NCL	302	297
Non-current liabilities	848	914
Liabilities	11,891	18,412
Net assets		
Shareholders' equity		
Share capital	1,691	3,993
Capital surplus	5,705	8,007
Retained earnings	6,687	10,588
Treasury shares	△2	△3
Shareholders' equity	14,081	22,585
Valuation and translation adjustments		
Valuation difference on available-for-sale securities	△21	△54
Foreign currency translation adjustment	△39	△108
Valuation and translation adjustments	△60	△162
Non-controlling interests	174	881
Net assets	14,195	23,304
Liabilities and net assets	26,087	41,717

## (2) Consolidated Statement of Income

(Millions of yen)

	Nine months ended December 31, 2019	Nine months ended December 31, 2020
Net sales	52,425	74,790
Cost of sales	27,741	37,026
Gross profit (loss)	24,683	37,764
Selling, general and administrative expenses	23,086	31,632
Operating profit (loss)	1,597	6,131
Non-operating income		
Interest income	0	0
Dividend income	0	0
Compensation income	9	12
Material recycling revenue	3	5
Recoveries of written off receivables	3	10
Other	31	22
Non-operating income	48	50
Non-operating expenses		
Interest expenses	5	14
Share issuance costs	1	17
Foreign exchange losses	9	19
Share of loss of entities accounted for using equity method	198	249
Other-NOE	7	6
Non-operating expenses	222	307
Ordinary profit (loss)	1,423	5,874
Extraordinary losses		
Loss on disaster	54	—
Extraordinary losses	54	—
Profit (loss) before income taxes	1,368	5,874
Income taxes-current	436	2,092
Income taxes-deferred	236	△73
Income taxes	673	2,019

### (3) Consolidated Statement of Comprehensive Income

(Millions of yen)

	Nine months ended December 31, 2019	Nine months ended December 31, 2020
Profit (loss)	695	3,855
Other comprehensive income		
Valuation difference on available-for-sale securities, net of tax	△0	0
Foreign currency translation adjustment, net of tax	△60	△69
Share of other comprehensive income of entities accounted for using equity method	△1	△33
Other comprehensive income	△63	△102
Comprehensive income	632	3,752
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	632	3,797
Comprehensive income attributable to non-controlling interests	△0	△44