

Consolidated Financial Results for the year ended March 31, 2023



ALL NIPPON AIRWAYS TRADING CO.,LTD.

Overview of Consolidated Financial Results for FY2022



→ Consolidated Balance Sheet

(Millions of yen)

Item	March 31, 2022	March 31, 2023	Item	March 31, 2022	March 31, 2023
Assets			Liabilities		
Current assets	39,555	44,364	Current liabilities	21,933	24,582
Cash and deposits	2,699	2,937	Notes and accounts payable-trade	8,352	10,211
Notes and accounts receivable-trade	7,376	9,129	Current portion of long-term debt	260	260
Accounts receivable-other	3,271	4,775	Finance lease obligations	1,750	1,523
Lease investment assets	6,780	6,480	Accounts payable - other	7,953	8,982
Merchandise	7,419	7,448	Accrued income taxes	428	387
Raw materials and supplies	211	236	Accrued bonuses to employees	220	325
Short-term loans receivable	6,605	8,833	Other current liabilities	2,968	2,893
Other current assets	4,962	4,648			
Allowance for doubtful account	△ 48	△ 78	Long-term liabilities	7,386	8,205
			Long-term debt	260	-
Fixed assets	21,029	22,981	Finance lease obligations	3,073	3,842
Property and equipment	5,649	6,563	Accrued corporate executive officers' retirement benefits	225	211
Buildings and structures	2,185	2,031	Liability for retirement benefits	2,483	2,551
Machinery, equipment and vehicles	397	607	Other long-term liabilities	1,344	1,600
Tools, furniture and fixtures	644	662			
Land	2,171	2,188	Total liabilities	29,319	32,788
Construction in progress	2	9			
Other	248	1,064	Net assets		
Intangible fixed assets	1,213	1,281	Shareholders' equity	27,132	29,629
Goodwill	349	236	Capital stock	1,000	1,000
Software	704	486	Capital surplus	26	26
Software in progress	100	506	Retained earnings	26,105	28,602
Other intangible assets	58	51	Accumulative other comprehensive income	3,852	4,614
Investments and others	14,166	15,135	Unrealized holding gain (loss) on securities	3,184	3,420
Investment securities	9,036	9,386	Unrealized gain (loss) from hedging instruments	393	△ 24
Long-term loans receivable	359	347	Foreign currency translation adjustments	353	849
Deferred tax assets	2,666	2,866	Remeasurements of defined benefit plans	△ 79	369
Net defined benefit asset	268	924	Non-controlling interests	280	312
Other	2,202	2,192			
Allowance for doubtful account	△ 367	△ 580	Total net assets	31,265	34,557
Total assets	60,585	67,345	Total liabilities and net assets	60,585	67,345

(Note) The amounts shown are rounded down to the nearest million yen.

Overview of Consolidated Financial Results for FY2022



↗ Consolidated Statement of Income

(Millions of yen)

Item	March 31, 2022	March 31, 2023
Operating revenues	83,128	106,066
Cost of operating revenues	63,435	80,829
Gross profit	19,693	25,236
Selling, general and administrative expenses	19,195	21,814
Operating income(loss)	498	3,422
Non-operating income		
Interest income	4	18
Dividend income	82	172
Equity in earnings of non-consolidated subsidiaries and affiliates	233	-
Foreign exchange gains	77	365
Employment adjustment subsidy	564	88
Other	130	69
Total non-operating income	1,093	714
Non-operating expenses		
Interest expenses	23	17
Loss on retirement of fixed assets	6	-
Other	87	291
Total non-operating expenses	117	310
Ordinary income(loss)	1,474	3,826
Extraordinary gains		
Total extraordinary gains	-	-
Extraordinary loss		
Loss on valuation of investment securities	0	96
Impairment loss	169	78
Other	638	291
Total extraordinary losses	808	468
Income before income taxes	665	3,358
Income taxes -current	1,067	921
Income taxes -deferred	△ 825	△ 148
Total income taxes	242	772
Profit	423	2,585
Profit attributable to non-controlling interests	57	46
Owners of parent	365	2,539

(Note) The amounts shown are rounded down to the nearest million yen.

Overview of Consolidated Financial Results for FY2022



- During the fiscal year under review, Japan sought to normalize economic activity amid the ongoing COVID-19 pandemic, but rising prices stemming from economic sanctions imposed in response to Russia's invasion of Ukraine as well as other factors delayed a recovery in personal consumption. As the trading company group responsible for the ANA Group's diversified businesses, the All Nippon Airways Trading Group has been working to expand its business operations by maximizing its strengths and to diversify its earnings by entering new lines of business in keeping with its basic policy of taking a market-oriented approach that addresses the needs of society and customers and diversifying its businesses and earnings sources by promptly moving into new sectors.
- Taking an overview of the Group's business, our electronics business saw record profits for the third consecutive year thanks to our diversification of markets, products, and services as manifested in our expanded sales of high-demand energy-saving products and products for EVs, our sales of raw materials to China and our cultivation of the US market. In the aircraft parts business, the Group secured profits by working with its overseas business locations to capture growing demand in the rapidly recovering US and European markets. ANA Foods' profitability was hit by cost increases caused by higher ocean freight rates and other factors, but the company offset these by raising wholesale prices and adjusting production locally, thereby constituting a pillar of the Group's earnings for the fiscal year under review. (Total operating income of the above businesses: 3,048 million yen; year-on-year change: +893 million yen).
- Amid a rebound in the number of passengers on domestic flights, our airport shop business (ANA FESTA) also secured profits by allocating personnel to shops in line with user demand and closing unprofitable shops, resulting in a significant improvement in profits from the previous year and the first favorable year-end balance since FY2018. Our airport duty-free business (ADF) captured greater demand and achieved considerably higher year-on-year earnings by continuing external secondment and steadily reopening stores and changing the number of days they operate to accommodate the easing of entry restrictions from the second half of the year. (Total operating income of the airport duty-free and airport shop businesses: -42 million yen; year-on-year change: +2,475 million yen)
- The Group as a whole posted consolidated operating income of 3,422 million yen and net income attributable to shareholders of the parent company of 2,539 million yen.

→ Consolidated Operating Results

(Millions of yen)

	FY2021	FY2022	Change
Operating revenues	83,128	106,060	+22,932
Operating income	498	3,422	+2,924
Ordinary income	1,474	3,826	+2,352
Net income attributable to owners of the parent	365	2,539	+2,174
EBITDA	1,649	4,385	+2,736

※1 EBITDA = Operating income + Depreciation expenses + Amortization expenses

Financial Highlights

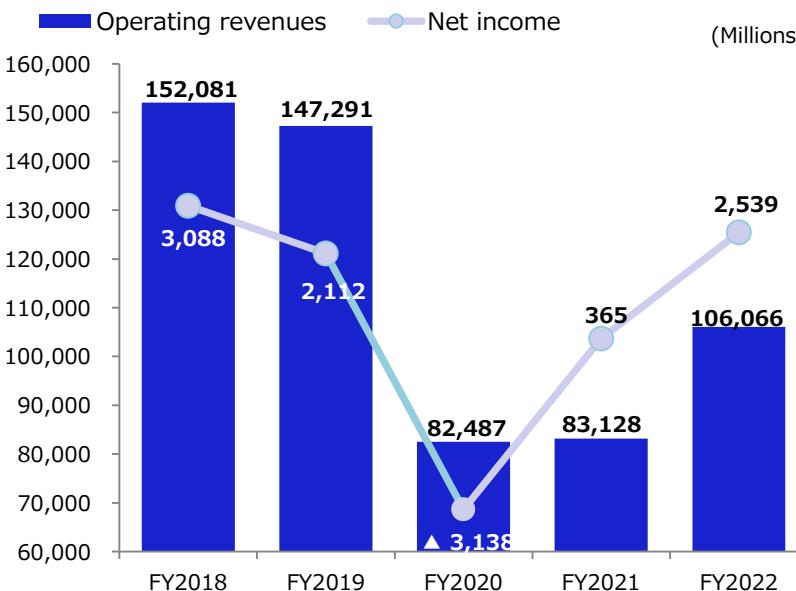


→ Major Financial Figures

(Millions of yen)

	FY2018	FY2019	FY2020	FY2021	FY2022
Operating revenues	152,081	147,291	82,487	83,128	106,066
Operating income	3,804	3,074	▲4,305	498	3,422
Ordinary income	4,927	3,654	▲2,682	1,474	3,826
Net income attributable to owners of the parent	3,088	2,112	▲3,138	365	2,539
Total assets	68,935	64,759	60,656	60,585	67,345
Net assets	31,185	31,063	29,871	31,265	34,557
Equity ratio (%)	45.0	47.8	49.2	51.6	51.3

→ Trend in Operating Revenues and Net Income



→ Trend in Total Assets and Net Assets

