

Consolidated Financial Results for the year ended March 31, 2022



Overview of Consolidated Financial Results for FY2021



→ Consolidated Balance Sheet

(Millions of yen)

Item	March 31, 2021	March 31, 2022	Item	March 31, 2021	March 31, 2022
Assets			Liabilities		
Current assets	39,947	39,555	Current liabilities	22,246	21,933
Cash and deposits	2,244	2,699	Notes and accounts payable-trade	6,799	8,352
Notes and accounts receivable-trade	6,983	7,376	Short-term loans payable	-	-
Accounts receivable-other	2,646	3,271	Current portion of long-term debt	260	260
Lease investment assets	6,897	6,780	Finance lease obligations	1,077	1,750
Merchandise	9,054	7,419	Accounts payable - other	10,743	7,953
Raw materials and supplies	179	211	Accrued income taxes	302	428
Short-term loans receivable	5,725	6,605	Accrued bonuses to employees	289	220
Advances paid	3,686	277	Other current liabilities	2,773	2,968
Other current assets	2,604	4,962			
Allowance for doubtful account	△ 77	△ 48	Long-term liabilities	8,538	7,386
			Long-term debt	520	260
Fixed assets	20,709	21,029	Finance lease obligations	3,993	3,073
Property and equipment	6,148	5,649	Accrued corporate executive officers' retirement benefits	213	225
Buildings and structures	2,497	2,185	Liability for retirement benefits	2,584	2,483
Machinery, equipment and vehicles	459	397	Other long-term liabilities	1,227	1,344
Tools, furniture and fixtures	775	644			
Land	2,154	2,171	Total liabilities	30,785	29,319
Construction in progress	17	2			
Other	243	248	Net assets		
Intangible fixed assets	1,641	1,213	Shareholders' equity	26,767	27,132
Goodwill	456	349	Capital stock	1,000	1,000
Software	1,086	704	Capital surplus	26	26
Software in progress	64	100	Retained earnings	25,740	26,105
Other intangible assets	34	58	Accumulative other comprehensive income	2,843	3,852
Investments and others	12,919	14,166	Unrealized holding gain (loss) on securities	3,027	3,184
Investment securities	8,235	9,036	Unrealized gain (loss) from hedging instruments	166	393
Long-term loans receivable	341	359	Foreign currency translation adjustments	△ 176	353
Deferred tax assets	2,016	2,666	Remeasurements of defined benefit plans	△ 174	△ 79
Net defined benefit asset	270	268	Non-controlling interests	261	280
Other	2,429	2,202			
Allowance for doubtful account	△ 374	△ 367	Total net assets	29,871	31,265
Total assets	60,656	60,585	Total liabilities and net assets	60,656	60,585

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

→ Consolidated Statement of Income

(Millions of yen)

Item	March 31, 2021	March 31, 2022
Operating revenues	82,487	83,128
Cost of operating revenues	65,112	63,435
Gross profit	17,374	19,693
Selling, general and administrative expenses	21,675	19,195
Operating income(loss)	△ 4,301	498
Non-operating income		
Interest income	4	4
Dividend income	152	82
Equity in earnings of non-consolidated subsidiaries and affiliates	19	233
Foreign exchange gains	67	77
Employment adjustment subsidy	1,221	564
Other	361	130
Total non-operating income	1,826	1,093
Non-operating expenses		
Interest expenses	17	23
Loss on retirement of fixed assets	94	6
Other	93	87
Total non-operating expenses	204	117
Ordinary income(loss)	△ 2,678	1,474
Extraordinary gains		
Gain on liquidation of subsidiaries	86	-
Gain on sale of investment securities	10	-
Total extraordinary gains	97	-
Extraordinary loss		
Loss on sales of fixed assets	-	-
Loss on valuation of investment securities	9	0
Impairment loss	661	169
Loss on disaster	-	-
Other	341	638
Total extraordinary losses	1,012	808
Income(loss) before income taxes	△ 3,593	665
Income taxes -current	276	1,067
Income taxes -deferred	△ 865	△ 825
Total income taxes	△ 588	242
Profit	△ 3,004	423
Profit attributable to non-controlling interest	133	57
Owners of parent	△ 3,138	365

(Note 1) The amounts shown are rounded down to the nearest million yen.

(Note 2) The Company has applied the "Accounting Standard for Revenue Recognition" (ASBJ Statement No.29, March31, 2020), etc. effective from the beginning of the current fiscal year.

- Although two years have passed since the outbreak of the COVID-19 pandemic, it continues to have devastating economic and social effects in Japan and around the rest of the world. As a result and in spite of the good progress made with vaccinations, Japan has only reached the halfway point on the recovery trajectory for its socioeconomic activities in this fiscal year. Looking at individual industries, we can see that some have made a quick recovery and are now striving toward further growth. However, there are also industries that continue to face challenging conditions, and this is especially the case for the face-to-face service industry. Therefore, it appears that there will be a prolonged K-shaped recovery.
- Under these circumstances, the ANA Trading Group, as a trading company group responsible for the diversified businesses of the ANA Group, has been striving to expand revenues from outside the Group by expanding its businesses utilizing its strengths to the maximum and taking on challenges in new business areas, under the basic policy of improving its areas of expertise, aiming to satisfy customers, and developing a strong market presence.
- As for the general situation across our businesses, the prolonged COVID-19 pandemic continued to have a negative impact primarily on the airport duty-free / airport store business. However, our income improved significantly compared to the previous year due to the recovery in passenger numbers, our efforts to improve the efficiency of store operations, external secondments, etc. (Total operating income for the airport duty-free / airport store business: -2,526 million yen / +2,373 million yen compared to the previous year.) Furthermore, Fujisey also saw a rise in its income compared to the previous year in spite of negative factors, including the Tokyo Olympic and Paralympic Games being held without spectators and the delayed recovery in passenger traffic primarily to tourist destinations. This was because Fujisey secured sales during the periods with high levels of passenger traffic (namely summer and the year-end/New Year holiday period) and made efforts to reduce costs. (Total operating income: -201 million yen / +357 million yen compared to the previous year.)
- On the other hand, the electronics business continued to capture the growing demand for semiconductors and electronic devices, and subsequently recorded an all-time high for income for the second consecutive year. Furthermore, the A-style business also continued to see a rise in its income as it captured stay-at-home demand. In addition, ANA Foods had a lower income than the previous year due to increases in maritime transport fares, etc. leading to rising costs. Nevertheless, the business continued to secure income mainly from fresh banana and other product sales. (Total operating income for the food, electronics and EC business: 2,438 million yen / +324 million yen compared to the previous year). Thanks to these positive results and the income increases seen across many other businesses and Group companies, the Group as a whole managed to achieve a consolidated operating income of 498 million yen (+4,799 million yen compared to the previous year.)
- As a result, the net income attributable to the parent company was 365 million yen.

→ Consolidated Operating Results

(Millions of yen)

	FY2020	FY2021 ※1	Change
Operating revenues	82,487	83,128	※1
Operating income	▲4,301	498	4,799
Ordinary income	▲2,678	1,474	4,152
Net income attributable to owners of the parent	▲3,138	365	3,503
EBITDA	▲2,859	1,649	4,508

※1 The Company has applied the "Accounting Standard for Revenue Recognition" (ASBJ Statement No.29, March31, 2020), etc. effective from the beginning of the current fiscal year.

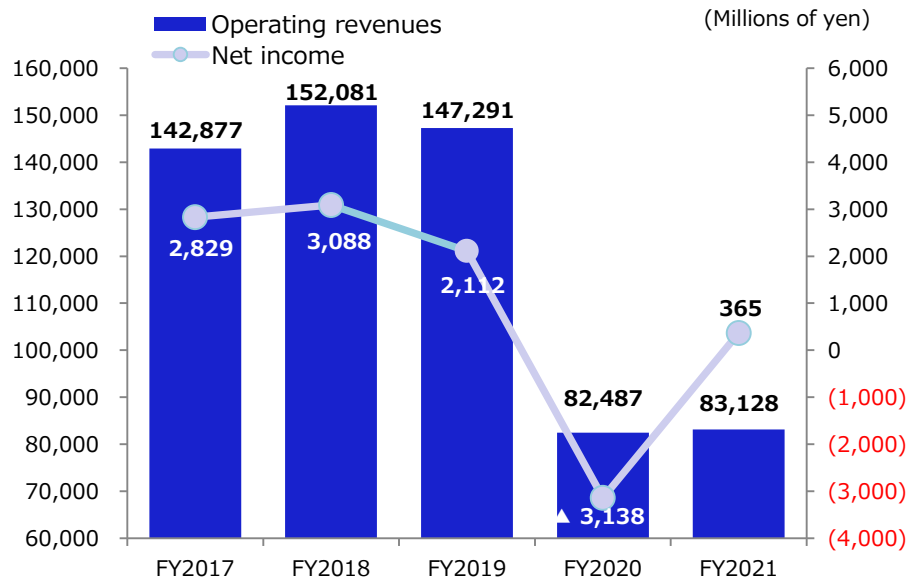
Financial Highlights

→ Major Financial Figures

(Millions of yen)

	FY2017	FY2018	FY2019	FY2020	FY2021
Operating revenues	142,877	152,081	147,291	82,487	83,128
Operating income	4,250	3,804	3,074	▲4,301	498
Ordinary income	4,404	4,927	3,654	▲2,678	1,474
Net income attributable to owners of the parent	2,829	3,088	2,112	▲3,138	365
Total assets	65,771	68,935	64,759	60,656	60,585
Net assets	28,411	31,185	31,063	29,871	31,265
Equity ratio (%)	43.0	45.0	47.8	49.2	51.6

→ Trend in Operating Revenues and Net Income



→ Trend in Total Assets and Net Assets

