

# **Consolidated Financial Results for the year ended March 31, 2021**

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## → Consolidated Balance Sheet

(Millions of yen)

Item	March 31, 2020	March 31, 2021	Item	March 31, 2020	March 31, 2021
<b>Assets</b>			<b>Liabilities</b>		
<b>Current assets</b>	<b>44,960</b>	<b>39,947</b>	<b>Current liabilities</b>	<b>24,379</b>	<b>22,246</b>
Cash and deposits	1,902	2,244	Notes and accounts payable-trade	10,204	6,799
Notes and accounts receivable-trade	10,530	6,983	Short-term loans payable	359	-
Accounts receivable-other	3,135	2,646	Current portion of long-term debt	272	260
Lease investment assets	8,476	6,897	Finance lease obligations	2,251	1,077
Merchandise	11,244	9,054	Accounts payable - other	7,688	10,743
Raw materials and supplies	143	179	Accrued income taxes	406	302
Short-term loans receivable	6,748	5,725	Accrued bonuses to employees	759	289
Advances paid	457	3,686	Other current liabilities	2,438	2,773
Other current assets	2,455	2,604			
Allowance for doubtful account	△ 134	△ 77	<b>Long-term liabilities</b>	<b>9,317</b>	<b>8,538</b>
<b>Fixed assets</b>	<b>19,799</b>	<b>20,709</b>	Long-term debt	847	520
<b>Property and equipment</b>	<b>6,748</b>	<b>6,148</b>	Finance lease obligations	4,241	3,993
Buildings and structures	2,827	2,497	Accrued corporate executive officers' retirement benefits	224	213
Machinery, equipment and vehicles	412	459	Liability for retirement benefits	3,219	2,584
Tools, furniture and fixtures	930	775	Other long-term liabilities	784	1,227
Land	2,151	2,154	<b>Total liabilities</b>	<b>33,696</b>	<b>30,785</b>
Construction in progress	352	17	<b>Net assets</b>		
Other	72	243	<b>Shareholders' equity</b>	<b>29,999</b>	<b>26,767</b>
<b>Intangible fixed assets</b>	<b>2,260</b>	<b>1,641</b>	Capital stock	1,000	1,000
Goodwill	591	456	Capital surplus	26	26
Software	1,549	1,086	Retained earnings	28,972	25,740
Software in progress	83	64	<b>Accumulative other comprehensive income</b>	<b>936</b>	<b>2,843</b>
Other intangible assets	35	34	Unrealized holding gain (loss) on securities	1,887	3,027
<b>Investments and others</b>	<b>10,791</b>	<b>12,919</b>	Unrealized gain (loss) from hedging instruments	77	166
Investment securities	6,736	8,235	Foreign currency translation adjustments	△ 252	△ 176
Long-term loans receivable	363	341	Remeasurements of defined benefit plans	△ 775	△ 174
Deferred tax assets	1,374	2,016	<b>Non-controlling interests</b>	<b>127</b>	<b>261</b>
Net defined benefit asset	69	270			
Other	2,612	2,429	<b>Total net assets</b>	<b>31,063</b>	<b>29,871</b>
Allowance for doubtful account	△ 365	△ 374			
<b>Total assets</b>	<b>64,759</b>	<b>60,656</b>	<b>Total liabilities and net assets</b>	<b>64,759</b>	<b>60,656</b>

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

## → Consolidated Statement of Income

(Millions of yen)

Item	March 31, 2020	March 31, 2021
Operating revenues	147,291	82,487
Cost of operating revenues	113,262	65,112
Gross profit	34,028	17,374
Selling, general and administrative expenses	30,954	21,675
Operating income(loss)	3,074	△ 4,301
<b>Non-operating income</b>		
Interest income	15	4
Dividend income	156	152
Equity in earnings of non-consolidated subsidiaries and affiliates	355	19
Foreign exchange gains	217	67
Employment adjustment subsidy	–	1,221
Other	96	361
Total non-operating income	841	1,826
<b>Non-operating expenses</b>		
Interest expenses	32	17
Loss on retirement of fixed assets	19	94
Other	209	93
Total non-operating expenses	262	204
<b>Ordinary income(loss)</b>	3,654	△ 2,678
<b>Extraordinary gains</b>		
Gain on liquidation of subsidiaries	–	86
Gain on sale of investment securities	–	10
Total extraordinary gains	–	97
<b>Extraordinary loss</b>		
Loss on sales of fixed assets	–	–
Loss on valuation of investment securities	222	9
Impairment loss	364	661
Loss on disaster	–	–
Other	99	341
Total extraordinary losses	686	1,012
<b>Income(loss) before income taxes</b>	2,967	△ 3,593
Income taxes -current	1,197	276
Income taxes -deferred	△ 315	△ 865
Total income taxes	881	△ 588
Profit	2,085	△ 3,004
Profit attributable to non-controlling interests	△ 27	133
<b>Owners of parent</b>	2,112	△ 3,138

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

- In FY 2020, the COVID-19 pandemic brought about the worst economic crisis the Japanese economy has faced since the end of World War II. The “Corona Shock” made both supply and demand sluggish and this reciprocal sluggishness resulted in a severe economic downturn. It has therefore turned out to be a completely new kind of economic shock, as past economic crises have primarily affected either supply (e.g., the Great East Japan Earthquake) or demand (e.g., the financial crisis of 2007-2008).
- The ANA Trading Group is in charge of a diverse range of ANA Group businesses, and given the current economic climate, it has been striving to increase revenue from outside the Group by making various efforts based on its basic policy of improving its areas of expertise, aiming to satisfy customers, and developing a strong market presence. These efforts include making the most of its strengths to expand its businesses and venturing into new business areas.
- However, the COVID-19 pandemic caused a sharp decline in air travel demand and this resulted in a significant decrease in our revenues and income, mainly in the airport duty free/airport store business and the in-flight services/sales business. (Actual operating income for airport duty free/airport store business: -4,899 million yen (compared to -5,718 million yen in the previous fiscal year)) Fujisey also saw significant declines in its revenues and income after suffering from the drastic drop in tourism demand and the postponement of the Olympic and Paralympic Games. (Actual operating income: -558 million yen (compared to -737 million yen in the previous fiscal year)) Furthermore, in the airport store business, we closed a total of 9 unprofitable stores (1 store in Fukuoka, 3 stores in Naha, 1 store in Kansai, 1 store in Saga, 2 stores in Komatsu, and 1 store in Toyama).
- On the other hand, we managed to secure revenue through a number of our businesses. The food business secured a high level of revenue mainly from the sale of bananas and other products. Moreover, the electronics business achieved record high profits by capturing growing demand for semiconductors and electronic devices, and the e-commerce business captured the stay-at-home demand. (Actual operating income for the food, electronics and EC businesses: 2,076 million yen (up 1,175 million yen from the previous fiscal year)) Additionally, in the first half of the fiscal year, A2Care products also experienced robust sales thanks to strong demand preventing the spread of the COVID-19. However, the sharp drop in air travel demand has had a devastating impact on the entire Group, causing its revenues and income to fall. This resulted in consolidated operating revenues of 82,487 million yen, down 56% from the previous fiscal year, and an operating income of -4,301 million yen.
- As a result, the net income attributable to owners of the parent was -2,954 million yen.

## → Consolidated Operating Results

(Millions of yen)

	FY2019	FY2020	Change
Operating revenues	147,291	82,487	▲64,804
Operating income	3,074	▲4,301	▲7,375
Ordinary income	3,654	▲2,678	▲6,332
Net income attributable to owners of the parent	2,112	▲3,138	▲5,250
EBITDA※1	4,543	▲2,859	▲7,402

※1 EBITDA = Operating income + depreciation expenses

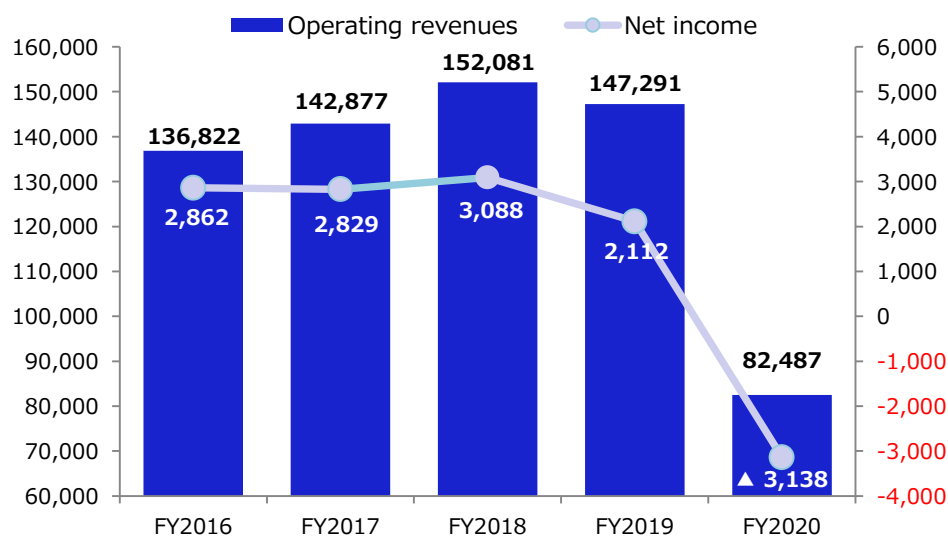
## → Major Financial Figures

(Millions of yen)

	FY2016	FY2017	FY2018	FY2019	FY2020
Operating revenues	136,822	142,877	152,081	147,291	82,487
Operating income	4,591	4,250	3,804	3,074	▲4,301
Ordinary income	4,755	4,404	4,927	3,654	▲2,678
Net income attributable to owners of the parent	2,862	2,829	3,088	2,112	▲3,138
Total assets	61,744	65,771	68,935	64,759	60,656
Net assets	26,009	28,411	31,185	31,063	29,871
Equity ratio (%)	41.9	43.0	45.0	47.8	49.2

## → Trend in Operating Revenues and Net Income

(Millions of yen)



## → Trend in Total Assets and Net Assets

(Millions of yen)

