

Consolidated Financial Results for the year ended March 31, 2025

Overview of Consolidated Financial Results for FY2024



1. Consolidated Financial Information

〈 Consolidated Statement of Income 〉			
(Millions of yen)	FY2023 ended Mar 31, 2024	FY2024 ended Mar 31, 2025	Change
Sales	121,297	135,035	13,738
Operating income	4,757	4,709	△48
Non-op. income/expenses	1,178	1,424	245
Ordinary income	5,936	6,133	197
Extraordinary income/loss	-	8	8
Owners of parent	4,085	4,088	3

〈 Consolidated Balance Sheet 〉			
(Millions of yen)	As of Mar 31, 2024	As of Mar 31, 2025	Change
Current assets	48,304	53,242	4,938
Fixed assets	25,167	27,253	2,085
Total assets	73,471	80,495	7,024
Current liabilities	25,319	27,743	2,423
Long-term liabilities	8,527	10,728	2,200
Net assets	39,624	42,024	2,400
Total liabilities and net assets	73,471	80,495	7,024

2. Summary of Consolidated Financial Results

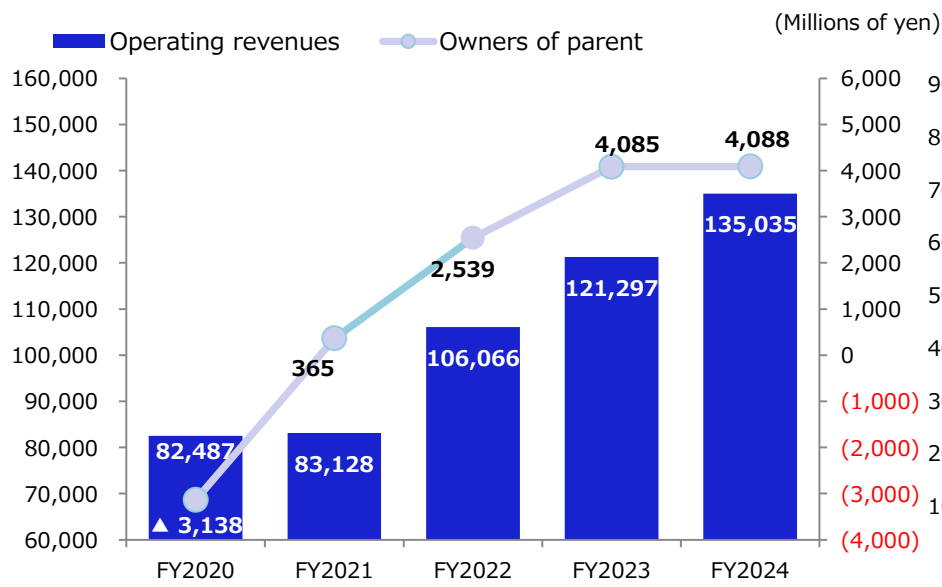
- During the fiscal year, the Japanese economy showed a moderate recovery, fueled by a positive cycle of rising prices and wages. However, challenges remained in fully revitalizing the overall economy. Under these circumstances, the ANA Trading Group operated under the core principle of **"Understand changes, undertake challenges."** We maximized our strengths to **realizing business diversification and multi-tiered earnings**, focusing on expanding our operations and entering new business areas to increase income from outside the Group.
- As a result, the consolidated **operating income** for the ANA Trading Group remained roughly **on par with the previous year**. We recorded equity earnings from ANA TRADING CORP., U.S.A. as non-operating income, which led to **record-high ordinary income and net income** for the second consecutive year.
- While **the Electronics (Semiconductor) business** remained a key driver of group revenue this fiscal year, it experienced a decline in both sales and profit due to the overall recession in the semiconductor market. Meanwhile, **ANA FOODS**, which handles a variety of food products including imported fruits and processed foods, saw an increase in sales driven by the expansion of its Laotian banana business. However, profitability was impacted by over sea logistics disruptions and a temporary imbalance in domestic supply and demand, leading to a decrease in profit.
- **ANA TRADING DUTY FREE**, which operates duty-free shops(**ANA DUTY FREE SHOP**) at Narita and Haneda airports, achieved **both increased revenue and profit** by steadily capturing demand. This was driven by the rising number of international flights at Haneda Airport's Terminal 2 and our consistent efforts to strengthen in-store promotions. Similarly, **ANA FESTA**, which operates gift shops primarily at the 24 domestic airports served by ANA, also saw an **increase in both revenue and profit**. This was a result of effectively capturing demand at major airports by using digital signage to attract customers and by overhauling its merchandising strategy. Additionally, **FUJISEY**, which plans, manufactures, and wholesales tourist souvenir products, achieved **record-high profits for the second consecutive year**. This was thanks to a surge in demand for souvenirs from a growing number of tourists, as well as an expansion of business with sports organizations and local governments.

3. Major Financial Figures

(Millions of yen)

	FY2020	FY2021	FY2022	FY2023	FY2024
Operating revenues	82,487	83,128	106,066	121,297	135,035
Operating income	▲4,305	498	3,422	4,757	4,709
Ordinary income	▲2,682	1,474	3,826	5,936	6,133
Owners of parent	▲3,138	365	2,539	4,085	4,088
Total assets	60,656	60,585	67,345	73,471	80,495
Net assets	29,871	31,265	34,557	39,624	42,024
Equity ratio (%)	49.2	51.6	51.3	53.5	51.7

➔Trend in Operating Revenues and Net Income



➔Trend in Total Assets and Net Assets

