

# **Summary of the Settlement of Accounts for FY2018 1st Quarter**

**(April 1 – June 30, 2018)**

**July 31, 2018**



**The Okinawa Electric Power Company, Inc.**



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# Financial Results for FY2018 1Q YTD (Year-on-Year Comparison)

(Unit: million yen, X)

	Consolidated (A)			Non-consolidated (B)			(A) / (B)	
	FY2017 1Q YTD (Results)	FY2018 1Q YTD (Results)	Rate of Change	FY2017 1Q YTD (Results)	FY2018 1Q YTD (Results)	Rate of Change	FY2017 1Q YTD (Results)	FY2018 1Q YTD (Results)
Sales	43,177	48,183	+11.6%	41,528	45,977	+10.7%	1.04	1.05
Operating income	564	-1,151	-	555	-1,201	-	1.02	-
Ordinary income	235	-1,257	-	518	-955	-	0.45	-
Net income	133*	-1,132*	-	411	-795	-	0.32	-

\* Net income attributable to owners of parent.

## Consolidated and Non-consolidated : Increase in Sales, Decrease in Income (the first time in 4 years)

### 【Revenue】

- Increase in Electricity sales volume in Electric business.
- Increase in Sales due to increase in income from the Fuel cost adjustment system in Electric business.

### 【Expenditure】

- Increase in Fuel costs, Purchased power costs and Repair and maintenance costs in Electric business.

# Trends in Electricity Sales Volume

## Electricity Sales Volume

(Unit: million kWh %)

	FY2017 1Q YTD (Results)	FY2018 1Q YTD (Results)	Change	Rate of Change
Lighting	670	692	+22	+3.3
Power	1,052	1,098	+46	+4.3
Total	1,722	1,790	+68	+3.9

### <Lighting>

The demand for Lighting increased Year-on-Year due to increase of new customers and higher temperature compared with previous year.

### <Power>

The demand for Power increased Year-on-Year due to higher temperature compared with previous year.

### ■ Power Generation Infrastructure and Power Generated and Received

(Unit: million kWh , thousand kW)

		FY2017 1Q YTD		FY2018 1Q YTD			
		Electricity generated	Com-position ratio	Electricity generated	Com-position ratio	Maximum output	Com-position ratio
OEPC	Coal	788	41.3%	735	36.5%	752	30.6%
	Oil	275	14.5%	288	14.3%	856	34.8%
	LNG	380	19.9%	389	19.3%	537	21.9%
	Total	1,443	75.7%	1,412	70.2%	2,145	87.3%
Other company (coal)		346	18.1%	454	22.6%	312	12.7%
Other		118	6.2%	145	7.2%	-	-
Total		1,907	100.0%	2,011	100.0%	2,457	100.0%

### <Power Generation Infrastructure>

- The maximum electric power output decreased 5,705 kW.\*

Miyako power plant No.10	: -4,500kW
Kumejima power plant No.9	: -2,000kW
Shin tarama power plant No.4	: -230kW
Shin tarama power plant No.5	: -200kW
Tonaki power plant No.1	: -75kW
Yonaguni power plant No.10	: +1,000kW
Shin tarama power plant No.8	: +300kW

### <Power Generated and Received>

- Power generated and received was 2,011 million kWh, up 5.5%.\*
- Ratio of OEPC's coal-fired thermal power was down 4.8 points.\*
- Ratio of Other company's coal-fired thermal power was up 4.5 points.\*
- Ratio of LNG-fired thermal power was down 0.6 points.\*

\*Comparison with the same period of the previous year.



# Non-consolidated - Factors in Revenue and Expenditure Changes

(Unit: million yen)

		FY2017 1Q YTD (Results)	FY2018 1Q YTD (Results)	Change	Rate of change	Main factors in changes	
Ordinary revenues	Lighting	16,775	18,241	+1,466	+8.7%	[Electricity sales] Electricity sales volume +1,453 Fuel cost adjustment system +1,548 Renewable Energy Power Promotion Surcharge +663	
	Power	20,997	22,996	+1,999	+9.5%		
	Electricity sales	37,772	41,238	+3,466	+9.2%		
	Grant under Act on Purchase of Renewable Energy Sourced Electricity	3,027	3,779	+751	+24.8%		
	Other income	1,217	1,631	+413	+34.0%		Non-operating income +182 Sold power to other suppliers +104 Gas supply business revenue +90
	(Sales)	(41,528)	(45,977)	(+4,449)	(+10.7%)		
Total		42,018	46,649	+4,631	+11.0%		
Ordinary expenses	Personnel costs	4,335	4,398	+63	+1.5%	Salary and benefits +55	
	Fuel costs	9,755	12,134	+2,379	+24.4%	CIF +2,163 Fuel composition +224 Initial inventories +175 Exchange rate -309	
	Repair and maintenance costs	3,804	4,842	+1,037	+27.3%	Thermal +624 Internal combustion +522 Distribution -95	
	Depreciation costs	5,749	5,589	-160	-2.8%	Thermal -242 General +66 Transmission +49	
	Purchased power costs	7,435	9,449	+2,014	+27.1%	Solar +1,169 Thermal +821	
	Interest expenses	471	401	-69	-14.8%	Average rate -55 Average balance -14	
	Tax and other public charges	1,640	1,786	+146	+8.9%	Fixed property tax +67 Enterprise tax +40	
	Levy under Act on Purchase of Renewable Energy Sourced Electricity	3,873	4,537	+663	+17.1%		
	Other expenses	4,435	4,465	+30	+0.7%	Gas supply business expenses +92 Supplies expenses +62 Non-current assets retirement costs -133	
(Operating expenses)		(40,972)	(47,179)	(+6,207)	(+15.1%)		
Total		41,500	47,605	+6,105	+14.7%		
(Operating income)		(555)	(-1,201)	(-1,757)	(-)		
Ordinary income		518	-955	-1,473	-		
Income before income taxes		518	-955	-1,473	-		
Income taxes		106	-159	-265	-		
Net income		411	-795	-1,207	-		

# Non-consolidated -Trends in Data and Effects of Changes

## ■ Main Data

		FY2017 1Q YTD (Results)	FY2018 1Q YTD (Results)
Crude oil CIF price	\$/bbl	53.3	70.5
Coal CIF price	\$/t	84.6	101.9
Exchange rate	Yen/\$	111.1	109.1

## ■ Effects of Changes

(Unit:100 million yen)

		FY2017 1Q YTD (Results)	FY2018 1Q YTD (Results)
Crude oil CIF price *1,2	1\$/bbl	1.0	1.0
Coal CIF price *1	1\$/t	0.4	0.4
Exchange rate *1	1Yen/\$	0.8	1.1
Electric energy demand	1%	1.4	1.2
Interest rate	1%	0.0	0.1

\*1 Figures for effects of changes do not include data of Purchased power costs.

\*2 Includes the effect of LNG.



# Consolidated - Factors in Revenue and Expenditure Changes

(Unit: million yen)

	FY2017 1Q YTD (Results)	FY2018 1Q YTD (Results)	Change	Rate of change
Sales	43,177	48,183	+5,005	+11.6%
Operating income	564	-1,151	-1,716	-
Ordinary income	235	-1,257	-1,492	-
Net income*	133	-1,132	-1,265	-

\* Net income attributable to owners of parent.

## ■ By Segment (before eliminating internal transactions)

(Unit: million yen)

	Electric business	Other
Sales	45,977	10,640
(YoY change)	(+4,449)	(+1,450)
Sales to outside customers out of total	45,453	2,730
(YoY change)	(+4,357)	(+648)
Operating income	-1,201	-51
(YoY change)	(-1,757)	(+74)

(Unit: million yen)

## ■ Sales : 48,183 (+5,005)

- Increase in Sales in Electric business.

## ■ Operating income : -1,151 (-1,716)

### 【 Factors for increase 】

- Increase in Sales in Electric business.

### 【 Factors for decrease 】

- Increase in Fuel costs in Electric business.
- Increase in Purchased power costs in Electric business.
- Increase in Repair and maintenance costs in Electric business.

## ■ Ordinary income : -1,257 (-1,492)

## ■ Net income\* : -1,132 (-1,265)

By segment

- In “Other” segment, Sales increased due to increase in construction orders from Electric business and private sector.



# Financial Results of each Company

(Unit: million yen)

		Sales			Operating income			Ordinary income			Net income		
		FY2017 1Q YTD (Results)	FY2018 1Q YTD (Results)	Change	FY2017 1Q YTD (Results)	FY2018 1Q YTD (Results)	Change	FY2017 1Q YTD (Results)	FY2018 1Q YTD (Results)	Change	FY2017 1Q YTD (Results)	FY2018 1Q YTD (Results)	Change
The Okinawa Electric Power Co., Inc.		41,528	45,977	+4,449	555	-1,201	-1,757	518	-955	-1,473	411	-795	-1,207
Other	Okidenko Co., Inc.	3,454	4,768	+1,313	-32	24	+56	9	64	+55	6	45	+38
	Okiden Kigyo Co., Inc.	1,117	1,444	+326	-18	-2	+16	-3	12	+16	-1	9	+11
	Okinawa Plant Kogyo Co., Inc.	1,847	2,234	+386	-101	-54	+46	-94	-45	+48	-43	-15	+27
	Okinawa Denki Kogyo Co., Inc.	226	308	+82	-1	36	+38	7	46	+39	4	30	+25
	Okiden Kaihatsu Co., Inc.	1,070	665	-404	85	29	-55	85	36	-49	56	22	-33
	The Okiden Global Systems Co., Inc.	367	334	-32	-73	-53	+20	-70	-50	+20	-46	-33	+13
	Okinawa Enetech Co., Inc.	171	91	-80	2	-34	-36	2	-30	-33	1	-20	-22
	Okinawa New Energy Development Co., Inc.	139	120	-18	-33	-45	-11	-37	-48	-10	-27	-29	-1
	Okisetsubi Co., Ltd.	199	317	+118	-7	3	+10	-7	4	+12	-4	3	+7
	First Riding Technology, Inc.	323	331	+8	60	54	-6	60	55	-4	7	29	+21
	Progressive Energy Corp.	493	599	+106	-1	8	+9	-8	-0	+8	-3	-0	+3
	The Reliance Energy Okinawa, Inc. *1	-	-	-	-	-13	-13	-	-13	-13	-	-9	-9
Elimination (Include investment gain/loss by equity method)		-7,761	-9,011	-1,250	132	97	-34	-225	-333	-107	-227	-369	-141
Consolidated		43,177	48,183	+5,005	564	-1,151	-1,716	235	-1,257	-1,492	133*2	-1,132*2	-1,265*2

\*1 Energy service provider business company. (Established on December 1, 2017)

\*2 Net income attributable to owners of parent.





# Balance Sheet Comparison

(Unit: million yen)

		FY2017 Term end	FY2018 1QTerm end	Change	Major factors for change
Assets	*1	402,088	410,001	+7,912	
	*2	375,163	381,327	+6,163	
Non-current assets	*1	354,495	352,638	-1,857	{ Consolidated (Capex +4,063, Depreciation -5,709, Loss on retirement of non-current assets -121)
	*2	343,797	341,256	-2,540	
Current assets	*1	47,593	57,363	+9,769	{ Inventories +5,150 Notes and accounts receivable-trade +4,821
	*2	31,366	40,070	+8,703	
Liabilities	*1	249,329	259,683	+10,354	
	*2	239,156	247,420	+8,263	
Non-current liabilities	*1	187,403	188,970	+1,567	Long-term loans payable [ Borrowing +4,724, Repayment -2,332 ]
	*2	180,388	182,346	+1,957	
Current liabilities	*1	61,926	70,713	+8,786	CP +10,000
	*2	58,767	65,073	+6,305	
Net assets	*1	152,759	150,318	-2,441	{ Dividend -1,244, Net loss*3 -1,132,
	*2	136,006	133,907	-2,099	

## Reference: Interest-bearing debt and Capital adequacy ratio

		FY2017 Term end	FY2018 1QTerm end	Change
Interest-bearing debt (million yen)	*1	177,332	189,733	+12,401
	*2	173,257	185,669	+12,411
Capital adequacy ratio (%)	*1	37.7	36.4	-1.3
	*2	36.3	35.1	-1.2

\*1 Consolidated.

\*2 Non-consolidated.

\*3 Net loss attributable to owners of parent.



# Annual Outlook Summary

(Unit: million yen, X)

	Consolidated(A)				Non-consolidated(B)				(A) / (B)	
	FY2017 (Results)	FY2018 (Forecasts)		Change (II) - (I)	FY2017 (Results)	FY2018 (Forecasts)		Change (II) - (I)	FY 2017 (Results)	FY 2018 (Forecasts)
		Announced in Apr. 2018 (I)	Announced in Jul. 2018 (II)			Announced in Apr. 2018 (I)	Announced in Jul. 2018 (II)			
Sales	196,134	203,000	207,300	+4,300	188,075	193,000	197,300	+4,300	1.04	1.05
Operating income	9,333	7,800	7,800	-	7,160	6,400	6,400	-	1.30	1.22
Ordinary income	8,381	6,700	6,700	-	6,322	5,500	5,500	-	1.33	1.22
Net income	6,273*	5,100*	5,100*	-	5,106	4,400	4,400	-	1.23	1.16

\* Net income attributable to owners of parent.

**Consolidated and Non-consolidated :Increase in Sales, Decrease in Income(the first time in 6 years)**

**[ Comparison with previous forecasts (Apr.2018) ]**

**【Revenue】**

- Increase in Electricity sales due to increase in income from the Fuel cost adjustment system in Electric business.
- Increase in Electricity sales due to increase in Electricity sales volume in Electric business.

**【Expenditure】**

- Increase in Fuel costs and Purchased power costs in Electric business.

# Non-consolidated – Revenue and Expenditure Forecasts, Factors in Changes [Comparison with previous forecasts (April.2018)]

## ■ Electricity Sales Volume

(Unit: million kWh)

(Unit: million yen)

	FY2018 (Forecasts)		Change	Rate of Change
	Apr.2018	Jul.2018		
Lighting	3,045	3,041	-4	-0.1%
Power	4,505	4,544	+39	+0.9%
Total	7,550	7,585	+35	+0.5%

## ■ Revenue and Expenditure

(Unit: million yen)

Ordinary revenues	Electricity sales	176,500	179,800	+3,300	+1.9%
	Grant under Act on Purchase of Renewable Energy Sourced Electricity	11,800	12,300	+500	+4.2%
	Other income	5,500	5,900	+500	+9.1%
	(Sales)	(193,000)	(197,300)	(+4,300)	(+2.2%)
	Total	193,700	198,000	+4,300	+2.2%
Ordinary expenses	Personnel costs	17,700	17,600	-100	-0.6%
	Fuel costs	49,100	51,300	+2,200	+4.5%
	Repair and maintenance costs	18,300	18,300	-	-
	Depreciation costs	23,000	23,000	-	-
	Purchased power costs	30,500	32,500	+2,000	+6.6%
	Interest expenses	1,500	1,500	-	-
	Tax and other public charges	7,500	7,500	-	-
	Levy under Act on Purchase of Renewable Energy Sourced Electricity	19,600	19,700	+100	+0.5%
	Other expenses	21,000	21,100	+100	+0.5%
	(Operating expenses)	(186,600)	(190,900)	(+4,300)	(+2.3%)
	Total	188,200	192,500	+4,300	+2.3%
	(Operating income)	(6,400)	(6,400)	(-)	(-)
	Ordinary income	5,500	5,500	-	-
	Income taxes	1,100	1,100	-	-
	Net income	4,400	4,400	-	-

### ■ Sales : 197,300 (+4,300)

- Increase in Electricity sales due to increase in income from the Fuel cost adjustment system.
- Increase in Electricity sales due to increase in Electricity sales volume.

### ■ Operating income : 6,400 (No change)

#### 【Factors for increase】

- Increase in Sales.

#### 【Factors for decrease】

- Increase in Fuel costs due to rise in fuel prices.
- Increase in Purchased power costs due to increase in purchased power volume and rise in coal prices.

### ■ Ordinary income : 5,500 (No change)

### ■ Net income : 4,400 (No change)

# Non-consolidated – Revenue and Expenditure Forecasts, Factors in Changes [Comparison with FY2017 results]

## ■ Electricity Sales Volume

(Unit: million kWh)

(Unit: million yen)

	FY2017 (Results)	FY2018 (Forecasts)	Change	Rate of Change
Lighting	3,140	3,041	-99	-3.2%
Power	4,621	4,544	-77	-1.7%
Total	7,761	7,585	-176	-2.3%

## ■ Revenue and Expenditure

(Unit: million yen)

		FY2017 (Results)	FY2018 (Forecasts)	Change	Rate of Change
Ordinary revenues	Electricity sales	172,846	179,800	+6,953	+4.0%
	Grant under Act on Purchase of Renewable Energy Sourced Electricity	11,628	12,300	+671	+5.8%
	Other income	4,737	5,900	+1,162	+24.5%
	(Sales)	(188,075)	(197,300)	(+9,224)	(+4.9%)
Total		189,212	198,000	+8,787	+4.6%
Ordinary expenses	Personnel costs	17,251	17,600	+348	+2.0%
	Fuel costs	45,609	51,300	+5,690	+12.5%
	Repair and maintenance costs	19,717	18,300	-1,417	-7.2%
	Depreciation costs	23,584	23,000	-584	-2.5%
	Purchased power costs	29,335	32,500	+3,164	+10.8%
	Interest expenses	1,782	1,500	-282	-15.8%
	Tax and other public charges	7,141	7,500	+358	+5.0%
	Levy under Act on Purchase of Renewable Energy Sourced Electricity	18,144	19,700	+1,555	+8.6%
	Other expenses	20,324	21,100	+775	+3.8%
	(Operating expenses)	(180,915)	(190,900)	(+9,984)	(+5.5%)
Total		182,890	192,500	+9,609	+5.3%
(Operating income)		(7,160)	(6,400)	(-760)	(-10.6%)
Ordinary income		6,322	5,500	-822	-13.0%
Income taxes		1,216	1,100	-116	-9.5%
Net income		5,106	4,400	-706	-13.8%

### ■ Sales : 197,300 (+9,224)

- Increase in Electricity sales due to increase in income from the Fuel cost adjustment system.
- Electricity sales volume is expected to decrease.

### ■ Operating income : 6,400 (-760)

#### 【Factors for decrease】

- Increase in Fuel costs due to rise in fuel prices.
- Increase in Purchased power costs due to increase in purchased power volume and rise in coal prices.

### ■ Ordinary income : 5,500 (-822)

### ■ Net income : 4,400 (-706)

# Non-consolidated

## -Trends in Data and Effects of Changes (Forecasts)

### ■ Main Data

		FY2017 (Results)	FY2018(Forecasts)	
			Apr.2018	Jul.2018
<b>Crude oil CIF price</b>	\$/bbl	57.0	65.0	70.0
<b>Coal CIF price</b>	\$/t	86.1	100.0	105.0
<b>Exchange rate</b>	Yen/\$	110.9	110.0	110.0

### ■ Effects of Changes

(Unit:100 million yen)

		FY2017 (Results)	FY2018(Forecasts)	
			Apr.2018	Jul.2018
<b>Crude oil CIF price</b> *1,2	1\$/bbl	4.2	3.8	3.9
<b>Coal CIF price</b> *1	1\$/t	1.7	1.7	1.6
<b>Exchange rate</b> *1	1Yen/\$	3.7	4.1	4.4
<b>Electric energy demand</b>	1%	6.7	6.4	6.3
<b>Interest rate</b>	1%	0.0	0.4	0.4

\*1 Figures for effects of changes do not include data of Purchased power costs.

\*2 Includes the effect of LNG.

# Consolidated – Revenue and Expenditure Forecasts, Factors in Changes

(Unit: million yen)

	FY2017 (Results) (A)	FY2018 (Forecasts)		Change	
		Apr.2018 (B)	Jul.2018 (C)	(C)-(A)	(C)-(B)
Sales	196,134	203,000	207,300	+11,165	+4,300
Operating income	9,333	7,800	7,800	-1,533	-
Ordinary income	8,381	6,700	6,700	-1,681	-
Net income*1	6,273	5,100	5,100	-1,173	-

\*1 Net income attributable to owners of parent.

## ■ By Segment (Forecasts)\*2

(Unit: million yen)

	Electric business	Other
Sales	197,300	47,700
(YoY Change)	(+9,224)	(+2,640)
Sales to outside customers out of total	195,000	12,300
(YoY Change)	(+8,767)	(+2,398)
Operating income	6,400	1,400
(YoY Change)	(-760)	(-757)

\*2 before eliminating internal transactions.

(Unit: million yen)

## Comparison with previous forecasts(Apr.2018)

### ■ Sales : 207,300 (+4,300)

- Increase in Electricity sales due to increase in income from the Fuel cost adjustment system in Electric business.
- Increase in Electricity sales due to increase in Electricity sales volume in Electric business.

### ■ Ordinary income : 6,700 (No Change)

## Comparison with FY2017 results

### ■ Sales : (+11,165)

- Increase in Electricity sales due to increase in income from the Fuel cost adjustment system in Electric business.
- Increase in Sales to outside customers in consolidated subsidiaries.

### ■ Ordinary income : (-1,681)

#### 【Factors for decrease】

- Increase in Fuel costs in Electric business.
- Increase in Purchased power costs in Electric business.
- Increase in Cost of sales in consolidated subsidiaries.

## Comparison with FY2017 results

- In “Other” segment, although Sales to outside customers is expected to increase, Operating income is expected to decrease due to increase in Cost of sales.



# Financial Outlook of each Company

(Unit: million yen)

		Sales			Operating income			Ordinary income			Net income		
		FY2017 (Results)	FY2018 (Forecasts)	Change	FY2017 (Results)	FY2018 (Forecasts)	Change	FY2017 (Results)	FY2018 (Forecasts)	Change	FY2017 (Results)	FY2018 (Forecasts)	Change
The Okinawa Electric Power Co., Inc.		188,075	197,300	+9,224	7,160	6,400	-760	6,322	5,500	-822	5,106	4,400	-706
Other	Okidenko Co., Inc.	17,551	20,233	+2,682	623	410	-213	687	460	-227	577	318	-258
	Okiden Kigyo Co., Inc.	5,108	4,627	-480	49	26	-23	75	47	-28	56	35	-20
	Okinawa Plant Kogyo Co., Inc.	10,696	10,263	-433	406	135	-271	423	147	-275	275	95	-179
	Okinawa Denki Kogyo Co., Inc.	1,321	1,130	-190	203	62	-141	225	90	-135	149	59	-90
	Okiden Kaihatsu Co., Inc.	3,202	3,472	+269	299	402	+102	299	391	+91	213	267	+54
	The Okiden Global Systems Co., Inc.	1,976	1,911	-64	40	28	-12	49	33	-16	47	38	-8
	Okinawa Enetech Co., Inc.	1,187	1,132	-54	102	44	-58	107	44	-63	71	29	-42
	Okinawa New Energy Development Co., Inc.	838	761	-76	147	104	-43	135	94	-41	91	58	-32
	Okisetsubi Co., Ltd.	1,292	1,400	+107	79	40	-39	79	40	-39	53	27	-25
	First Riding Technology, Inc.	1,308	1,325	+17	206	118	-87	206	118	-88	83	66	-16
	Progressive Energy Corp.	2,101	3,149	+1,048	23	77	+53	2	71	+68	0	51	+51
The Reliance Energy Okinawa, Inc. *1	-	-	-	-4	-89	-85	-5	-89	-84	-3	-59	-56	
Elimination (Include investment gain/loss by equity method)		-38,525	-39,408	-883	-7	40	+47	-229	-248	-19	-447	-288	+159
Consolidated		196,134	207,300	+11,165	9,333	7,800	-1,533	8,381	6,700	-1,681	6,273*2	5,100*2	-1,173*2

\*1 Energy service provider business company. (Established on December 1, 2017)

\*2 Net income attributable to owners of parent.



# Outlook of Capex, Cash Flow and Interest-bearing Debt

(Unit : million yen)

		Consolidated			Non-consolidated		
		FY2017 (Results)	FY2018 (Forecasts)	Change	FY2017 (Results)	FY2018 (Forecasts)	Change
Capital expenditure		18,942	26,700	+7,757	16,859	24,700	+7,841
C F	Operating activities	32,610	26,100	-6,510	32,532	25,200	-7,332
	Investing activities	-15,238	-21,700	-6,462	-16,097	-20,600	-4,503
	(FCF)	(17,372)	(4,400)	(-12,972)	(16,434)	(4,600)	(-11,834)
	Financing activities	-11,411	-2,500	+8,911	-11,757	-4,400	+7,357
Interest-bearing debt outstanding		177,332	179,300	+1,967	173,257	173,300	+43

【Operating activities】 -6,510 million yen

- Decrease in Increase (decrease) in notes and accounts payable-trade.
- Decrease in Income before income taxes.

【Investing activities】 -6,462 million yen

- Increase in Purchase of non-current assets.

Accordingly, free cash-flow decreases Year-on-Year.





## [Reference]

# Trends in Financial Indicators (Non-consolidated)

		2013	2014	2015	2016	2017
Sales	Million yen	172,059	177,509	174,286	172,340	188,075
Operating income	Million yen	6,788	7,525	5,597	7,112	7,160
EBITDA	Million yen	35,686	34,840	31,740	31,763	30,745
Ordinary income	Million yen	5,207	5,720	3,784	5,622	6,322
Net income	Million yen	3,917	3,960	2,931	4,486	5,106
ROA (Operating income/Assets)	%	1.6	1.9	1.4	1.9	1.9
ROA (Net income/Assets)	%	1.0	1.0	0.7	1.2	1.4
Capital adequacy ratio	%	31.2	33.4	35.0	36.7	36.3
Interest-bearing debt outstanding	Million yen	201,713	199,767	187,153	176,039	173,257
Total assets	Million yen	408,570	400,934	384,459	376,373	375,163
Total assets turnover	X	0.42	0.44*	0.44	0.45	0.50
Shareholders' equity	Million yen	127,631	133,851	134,609	137,985	136,006
ROE	%	3.1	3.0	2.2	3.3	3.7
Return on sales (Operating income/Sales)	%	3.9	4.2	3.2	4.1	3.8
Return on sales (Net income/Sales)	%	2.3	2.2	1.7	2.6	2.7
D/E ratio	X	1.58	1.49	1.39	1.28	1.27

\* Figures for Total assets turnover in FY2014 include the impact of revision of accounting standard for retirement benefits.



## [Reference]

# Trends in Financial Indicators (Consolidated)

		2013	2014	2015	2016	2017
Sales	Million yen	179,266	185,001	182,265	179,997	196,134
Operating income	Million yen	8,693	9,479	7,239	9,126	9,333
EBITDA	Million yen	37,752	36,907	33,823	34,393	33,486
Ordinary income	Million yen	6,936	7,638	5,229	7,521	8,381
Net income * <sup>3</sup>	Million yen	4,731	4,943	3,647	5,517	6,273
ROA (Operating income/Assets)	%	2.0	2.2	1.7	2.3	2.3
ROA (Net income/Assets)	%	1.1	1.2	0.9	1.4	1.6
Capital adequacy ratio	%	32.7	34.9	35.9	38.1	37.7
Interest-bearing debt outstanding	Million yen	202,895	200,882	188,748	179,758	177,332
Total assets	Million yen	428,333	421,824	409,860	400,237	402,088
Total assets turnover	X	0.42	0.44* <sup>2</sup>	0.44	0.44	0.49
Shareholders' equity * <sup>1</sup>	Million yen	140,222	147,008	147,111	152,316	151,543
ROE	%	3.4	3.4	2.5	3.7	4.1
Return on sales (Operating income/Sales)	%	4.8	5.1	4.0	5.1	4.8
Return on sales (Net income/Sales)	%	2.6	2.7	2.0	3.1	3.2
D/E ratio	X	1.45	1.37	1.28	1.18	1.17

\*<sup>1</sup> Shareholders' equity Subtract 'Non-controlling interests' from 'Net assets'

\*<sup>2</sup> Figures for Total assets turnover in FY2014 include the impact of revision of accounting standard for retirement benefits.

\*<sup>3</sup> Net income attributable to owners of parent.



**This document includes statements concerning future results. Such statements are based on calculations and predictions and are neither definite nor guaranteed. Please be aware that future results may change in accordance with changes in assumptions related to the management environment and the like.**

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