



# Summary of Consolidated Financial Results for the Third Quarter of the Fiscal Year Ending March 31, 2021 (Nine Months Ended December 31, 2020)

[Japanese GAAP]

January 29, 2021

Company name: QUICK CO., LTD.

Listing: First Section, Tokyo Stock Exchange

Stock code: 4318 URL: https://919.jp/

Representative: Tsutomu Wano, Chairman

Contact: Yasuhiko Hirata, Director, Executive Officer,

General Manager of Administration and Accounting Division Tel: +81-6-6366-0919

Scheduled date of filing of Quarterly Report: February 10, 2021

Scheduled date of payment of dividend:

Preparation of supplementary materials for quarterly financial results: None Holding of quarterly financial results meeting: None

(All amounts are rounded down to the nearest million yen.)

# 1. Consolidated Financial Results for the Third Quarter of the Fiscal Year Ending March 31, 2021 (April 1, 2020 – December 31, 2020)

(1) Consolidated results of operations

(Percentages represent year-on-year changes.)

	Net sales Operating pr		rofit	it Ordinary profit		Profit attributable to owners of parent		
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Nine months ended Dec. 31, 2020	14,935	(4.4)	1,743	(32.2)	1,914	(26.4)	1,324	(23.2)
Nine months ended Dec. 31, 2019	15,620	9.6	2,572	12.8	2,600	12.8	1,724	11.2

Note: Comprehensive income (millions of yen) Nine months ended Dec. 31, 2020: 1,631 (down 12.8%)

Nine months ended Dec. 31, 2019: 1,870 (up 23.5%)

	Net income per share	Diluted net income per share
	Yen	Yen
Nine months ended Dec. 31, 2020	70.33	-
Nine months ended Dec. 31, 2019	91.46	-

(2) Consolidated financial position

	Total assets	Net assets	Shareholders' equity ratio	Net assets per share	
	Millions of yen	Millions of yen	%	Yen	
As of Dec. 31, 2020	13,975	10,322	73.8	547.88	
As of Mar. 31, 2020	13,558	9,464	69.8	502.19	

Reference: Shareholders' equity (millions of yen) As of Dec. 31, 2020: 10,320 As of Mar. 31, 2020: 9,459

### 2. Dividends

		Dividend per share						
	1Q-end	2Q-end	3Q-end	Year-end	Total			
	Yen	Yen	Yen	Yen	Yen			
Fiscal year ended Mar. 31, 2020	-	22.00	-	23.00	45.00			
Fiscal year ending Mar. 31, 2021	-	18.00	-					
Fiscal year ending Mar. 31, 2021 (forecast)				22.00	40.00			

Note: Revisions to the most recently announced dividend forecast: Yes

Regarding revisions to the dividend forecast, please refer to the "Notice of Revisions to the Earnings Forecast and Year-end Dividend Forecast (Dividend Increase)" that was announced today (January 29, 2021, Japanese version only).

Breakdown of 2Q-end dividends for the fiscal year ending Mar. 31, 2021: Ordinary dividends: 12.00 yen; Commemorative dividends: 6.00 yen

Breakdown of year-end dividends for the fiscal year ending Mar. 31, 2021(forecast): Ordinary dividends: 16.00 yen; Commemorative dividends: 6.00 yen

## 3. Consolidated Earnings Forecast for the Fiscal Year Ending March 31, 2021 (April 1, 2020 - March 31, 2021)

(Percentages represent year-on-year changes.

-	1		1		1	(	tuges represent y		
Net sales		On anatin a mustit		Ondinant modit		Profit attributable to		Net income	
	Net sales		Operating profit		Ordinary profit		owners of parent		per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	19,500	(7.3)	1,753	(40.2)	1,940	(35.5)	1,315	(36.6)	69.81

Note: Revisions to the most recently announced consolidated earnings forecast: Yes

Regarding revisions to the consolidated earnings forecast, please refer to the "Notice of Revisions to the Earnings Forecast and Year-end Dividend Forecast (Dividend Increase)" that was announced today (January 29, 2021, Japanese version only).

#### \* Notes

(1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in changes in scope of consolidation): Yes

Newly added: -

Excluded: 1 (QUICK GLOBAL CO., LTD.)

- (2) Application of special accounting methods for presenting quarterly consolidated financial statements: None
- (3) Changes in accounting policies and accounting-based estimates, and restatements
  - 1) Changes in accounting policies due to revisions in accounting standards, others: None
  - 2) Changes in accounting policies other than 1) above: None
  - 3) Changes in accounting-based estimates: None
  - 4) Restatements: None
- (4) Number of shares outstanding (common shares)
  - 1) Number of shares outstanding at the end of the period (including treasury shares)

As of Dec. 31, 2020: 19,098,576 shares As of Mar. 31, 2020: 19,098,576 shares

2) Number of treasury shares at the end of the period

As of Dec. 31, 2020: 261,173 shares As of Mar. 31, 2020: 261,173 shares

3) Average number of shares outstanding during the period

Nine months ended Dec. 31, 2020: 18,837,403 shares Nine months ended Dec. 31, 2019: 18,850,712 shares

Forecasts and forward-looking statements in these materials are based on assumptions judged to be valid and information available to the Company's management at the time the materials were prepared. These materials are not promises by the Company regarding future performance. Actual results may differ significantly from these forecasts for a number of reasons. For discussion of the assumptions and other factors considered by the Company in preparing the above projections, please refer to page 4 of the attachments "1. Qualitative Information on Quarterly Consolidated Financial Performance, (3) Explanation of Consolidated Earnings Forecast and Other Forward-looking Statements."

<sup>\*</sup> The current quarterly financial report is not subject to quarterly review by certified public accountants or accounting firms.

<sup>\*</sup> Explanation of appropriate use of earnings forecasts, and other special items

#### 1. Qualitative Information on Quarterly Consolidated Financial Performance

## (1) Explanation of Results of Operations

During the first nine months of the fiscal year ending March 31, 2021, consumer and corporate activities in Japan were severely restricted by the impact of the state of emergency declaration in April 2020 in response to the spread of the COVID-19 infections, followed by the second and third waves from July through the end of 2020. Accordingly, the economic activities have been slow to pick up and the outlook of the domestic economy remains uncertain.

In Japan's labor market, in November 2020, the seasonally adjusted job openings-to-applicants ratio improved for two consecutive months with 1.06 and the unemployment rate also improved from the previous month to 2.9%. However, the impact of the COVID-19 pandemic has made the outlook unpredictable. That was a complete turn from the situation a year ago where many corporations across wide range of industries faced serious labor shortages.

To promote and sustain business in order to fulfill its corporate social responsibility in this business environment, the QUICK Group expanded operations in new strategic market sectors, and strengthened coordination between the group companies as well as continued reinforcing the existing services under the COVID-19 pandemic environment. All of these activities are aimed at differentiating the QUICK Group from competitors and increasing customer satisfaction by helping solve HR related problems at client companies. Furthermore, the Group worked on strengthening the business base through restructuring the sales structure in order to enhance the productivity.

In the Human Resources Service Business, some of our client companies initially showed a weaker appetite for recruiting, and suspended or delayed their hiring activities in the personnel placement category partly due to the impacts of the spread of COVID-19 infections and the state of emergency declaration in April 2020. However, since the lifting of the declaration in May 2020, an increasing number of companies have resumed their hiring activities. The semiconductor industry continues to show a vigorous recruiting needs and, as the prolonged pandemic and the outbreak of the third wave have overwhelmed the medical system, the demand for recruiting nurses hovers at a high level.

Given this business environment, the personnel placement business for professionals and technical staff to general companies almost leveled off while the placements of nurses and childcare professionals remained solid. Those were the major results of our efforts including focusing on selected categories, restructuring of our sales structure and providing an extensive support of having more meetings with our client companies and registrants who wish to change careers.

In the temporary staffing, temporary-to-permanent staffing and business contracting categories, the performance of the temporary staffing of nurses almost offset the impact of decreased number of workdays caused by temporary closure of medical facilities and the like following the state of emergency declaration in April 2020. Amid such circumstances, our endeavor to promote extension of the existing contracts and cultivate new clients contributed to a strong performance. The temporary staffing of childcare workers also remained firm as we enhanced promotional activities to attract new registrants and provided a thorough support to existing registrants.

Meanwhile, the temporary staffing in other fields continues to be tough as the COVID-19 pandemic has made many companies reluctant to hire temporary staff in the categories except those including IT.

Overall, sales of the Human Resources Service Business increased 1.1% year-on-year to 10,133 million yen and operating profit decreased 2.9% year-on-year to 2,123 million yen.

In the Recruiting Business, the new college graduate category saw an improvement in the volume of advertisements in our recruitment websites targeting March 2021 new college graduates and our internship websites for March 2022 new college graduates as client companies resumed recruiting activities. However, the handling of new graduate recruiting events remained severe because, to prevent the spread of COVID-19 infections, joint information meetings and recruiting events hosted by Rikunabi were canceled until August 2020 and so were large-scale joint information meetings scheduled in November and December 2020 in large urban areas.

In the mid-career hiring domain, the volume of "Indeed" business was favorable, primarily underpinned by strong recruitment needs in the fields such as medical/nursing care and logistics. Although the volume of recruiting advertisements for full-time employees, part-time workers and potential registrants for temporary staffing shows an improvement trend, it will take some more time for a full-fledged recovery. This is because the lingering pandemic has hurt performance of restaurant operators, service industries, temporary staffing companies and the like, leading to delayed recovery in hiring demand.

Under these circumstances, Jump Co., Ltd., which was made a consolidated subsidiary in the first quarter, is supporting recruiting activities of client companies mainly by providing consulting services to build a recruitment strategy targeting new college graduates in the age of COVID-19, helping develop online internship programs and creating recruitment websites.

Overall, sales of the Recruiting Business decreased 29.0% year-on-year to 1,823 million yen and operating loss was 14 million yen, compared with operating profit of 631 million yen in the same period of the previous fiscal year.

In the Information Publishing Business, despite remaining impact of COVID-19, the volume of our mainstay lifestyle information and housing information magazines improved as client companies such as restaurants, retailers, homebuilders and those in service industries are gradually regaining sales promotion sentiment and recruiting needs. Additionally, given this operating environment, the performance of posting services including flyers distributed to households with lifestyle information magazines recovered primarily in Kanazawa and Niigata, and the volume of "Indeed" business continued to remain favorable.

Furthermore, the concierge services we operate under the "cococolor" brand expanded in the career change domain and additionally, housing domain continued to improve. Thus, the operating performance of the entire concierge services remained steady.

Overall, sales of the Information Publishing Business decreased 8.7% year-on-year to 1,408 million yen and operating profit also decreased 62.6% year-on-year to 54 million yen.

In the Other Businesses, being impacted by the COVID-19 pandemic, the IT & Internet-Related Business category faced with cautious attitude toward conducting sales promotions among the majority of recruiting and human resources development-related companies that consist our main customer base. Yet we worked on strengthening sales activities against companies in the domains of Digital Transformation (DX) and Software as a Service (SaaS), which are enjoying continuous growth even amid the COVID-19 pandemic. Furthermore, the online HR-related event "HR Conference 2020 - Autumn edition -" under the "Nihon no Jinjibu" (Japan's Human Resources Department) brand held in November 2020 hit a record high in all numbers of exhibitors, visitors and revenue. This owes to a high evaluation given to "HR Conference 2020 - Spring edition -" under the "Nihon no Jinjibu" (Japan's Human Resources Department) brand, which was held online in May. Consequently, performance of our mainstay business "Nihon no Jinjibu" improved and as a result, HR Vision Co., Ltd. started to increase profit compared with the same period of the previous year.

Kronos Co., LTD., in the learning field, the COVID-19 pandemic has discouraged many companies, due to concerns over performance outlook, from investing in IT-related trainings, and there has been increasing number of companies that refrained from holding on-site group trainings, seminars and other events in consideration of infection spread risk. Under these circumstances, the company sustained a healthy operating performance through holding online seminars related to AI and DX, which are drawing growing interest in recent years as well as focusing on receiving orders for individual trainings, in addition to stepping up our sales efforts focusing on major companies. In contrast, in the system development field, while there were series of postponement and cancellation of development projects, the performance improved as a result of focusing on AI-related new projects and small projects that require short delivery, as well as system quality assurance projects that can even be covered by less-experienced engineers.

In the Overseas Business category, North and Central America (notably in the U.S. and Mexico) had some relaxation of regulations on COVID-19, and corporate activities partly began resuming, which resulted in progress of the suspended recruiting projects. However, corporations' recruiting needs have been inclined to those for professionals with immediate fighting strength mainly for the field of IT-related or those of accounting and

translation, while recruiting needs for general office work and those for the unexperienced have been still low. As a result, the performance of the personnel placement business has not turned back to the real recovery yet, although it is on an improvement trend. The temporary staffing business in the U.S. also has been resilient, primarily due to work resumption of a considerable ratio of staff who had been on the furlough.

As for Asia (notably in China, Vietnam, and Thailand), the personnel placement business in China has been favorable in the midst of the normalization process of economic activities after the earliest calm-down of the COVID-19 pandemic. Furthermore, solid results were achieved for both counseling advisory service for handling personnel and labor issues and other issues under the COVID-19 pandemic, and the personnel and labor consulting service such as training services and other services that grabbed needs for human resources development in the post-COVID-19 era. In Vietnam, in the midst of overseas travel restrictions, we had tough results for our mainstay business, the personnel placement of Japanese staff at the operations of Japanese companies. In such circumstances, we put emphasis on personnel placement business of Vietnamese staff, which is not impacted by overseas travel restrictions, mainly for IT, food and furniture sales industries with vigorous recruiting needs. Although it has seen some outcome, has not grown enough to compensate for sluggish performance of placement business of Japanese staff. Also in Thailand, during lagging economic recovery due to the impact of overseas travel restriction and other reasons under the COVID-19, we worked on reinforcing sales activities for personnel placement business for Chinese and Taiwanese companies that are active in investment activities.

In the U.K., domestic personnel placement services as well as temporary staffing services faced severe situation due to the suspension of recruiting activities and the shrinkage of recruiting needs that was affected by the COVID-19 pandemic related lockdown. Given the situation, international personnel placement services supporting career changes to non-U.K. European companies (Cross Border Recruitment services), remained favorable and we have been working on new customer cultivation in European companies to enhance further business expansion.

The Company's Global Business Division gave sales supports to overseas companies and worked on promoting the international career change supports (Cross Border Recruitment services), attracting more local registrants who want to change careers, and supporting other activities.

Overall, sales of the Other Businesses increased 5.5% year-on-year to 1,569 million yen and operating profit decreased 12.1% year-on-year to 170 million yen.

As a result of these factors, net sales decreased 4.4% year-on-year to 14,935 million yen, operating profit decreased 32.2% year-on-year to 1,743 million yen, ordinary profit decreased 26.4% year-on-year to 1,914 million yen, and profit attributable to owners of parent decreased 23.2% year-on-year to 1,324 million yen.

#### (2) Explanation of Financial Position

Total assets at the end of the third quarter of the fiscal year under review were 13,975 million yen, which was 416 million yen more than at the end of the previous fiscal year. This was mainly the result of increases in cash and deposits and investment securities, despite a decrease in notes and accounts receivable-trade.

Total liabilities were 3,652 million yen, which was 441 million yen less than at the end of the previous fiscal year. This was mainly the result of decreases in accounts payable-trade, income taxes payable and provision for bonuses.

Total net assets were 10,322 million yen, which was 858 million yen more than at the end of the previous fiscal year. This was mainly the result of an increase in retained earnings due to the booking of profit attributable to owners of parent. Consequently, the shareholders' equity ratio improved 4.0 percentage points from the end of the previous fiscal year to 73.8%.

## (3) Explanation of Consolidated Earnings Forecast and Other Forward-looking Statements

As a result of reviewing the results of operations for the first nine months of the current fiscal year and the future outlook, we have revised the consolidated earnings forecast for the fiscal year ending March 31, 2021, which was announced in "Notice of Revisions to the Full-year Earnings Forecast and Dividend Forecast" dated October 30, 2020 (Japanese version only).

For more information, please refer to the press release "Notice of Revisions to the Earnings Forecast and Year-end Dividend Forecast (Dividend Increase)" announced today (Japanese version only).

## 2. Quarterly Consolidated Financial Statements and Notes

## (1) Quarterly Consolidated Balance Sheet

		(Thousands of yen)
	FY3/20	Third quarter of FY3/21
	(As of Mar. 31, 2020)	(As of Dec. 31, 2020)
Assets		
Current assets		
Cash and deposits	7,469,166	7,966,949
Notes and accounts receivable-trade	2,139,732	1,511,315
Other	423,453	343,539
Allowance for doubtful accounts	(2,081)	(1,854)
Total current assets	10,030,271	9,819,949
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	879,320	847,700
Vehicles, net	4,872	1,757
Tools, furniture and fixtures, net	99,880	105,335
Land	276,869	276,869
Leased assets, net	7,360	5,252
Total property, plant and equipment	1,268,302	1,236,914
Intangible assets		
Software	367,856	443,084
Software in progress	74,851	225,515
Goodwill	74,846	71,804
Other	10,659	10,659
Total intangible assets	528,213	751,064
Investments and other assets		
Investment securities	926,517	1,400,382
Leasehold deposits	656,096	661,359
Deferred tax assets	100,388	47,212
Other	52,152	61,510
Allowance for doubtful accounts	(3,433)	(3,102)
Total investments and other assets	1,731,721	2,167,362
Total non-current assets	3,528,237	4,155,341
Total assets	13,558,509	13,975,291

		(Thousands of yen)
	FY3/20	Third quarter of FY3/21
	(As of Mar. 31, 2020)	(As of Dec. 31, 2020)
Liabilities		
Current liabilities		
Accounts payable-trade	492,927	238,321
Short-term borrowings	192,502	653,588
Current portion of long-term borrowings	6,000	14,840
Accounts payable-other	838,432	952,703
Accrued expenses	562,217	594,640
Income taxes payable	552,213	124,595
Accrued consumption taxes	349,522	311,611
Provision for bonuses	571,211	290,348
Provision for bonuses for directors (and other officers)	42,000	-
Provision for repayment	20,600	13,400
Other	348,576	127,694
Total current liabilities	3,976,203	3,321,743
Non-current liabilities		
Long-term borrowings	4,500	9,033
Deferred tax liabilities	7,530	216,409
Asset retirement obligations	98,011	98,042
Other	8,262	7,356
Total non-current liabilities	118,304	330,841
Total liabilities	4,094,508	3,652,585
Net assets		
Shareholders' equity		
Share capital	351,317	351,317
Capital surplus	391,392	391,392
Retained earnings	8,194,756	8,747,322
Treasury shares	(16,005)	(16,005)
Total shareholders' equity	8,921,459	9,474,026
Accumulated other comprehensive income		· · · · · · · · · · · · · · · · · · ·
Valuation difference on available-for-sale securities	537,307	863,428
Foreign currency translation adjustment	1,134	(16,869)
Total accumulated other comprehensive income	538,441	846,558
Non-controlling interests	4,099	2,121
Total net assets	9,464,000	10,322,706
Total liabilities and net assets	13,558,509	13,975,291
Total Intollities and net assets	15,556,507	13,773,271

## (2) Quarterly Consolidated Statements of Income and Comprehensive Income Quarterly Consolidated Statement of Income

(For the Nine-month Period)

		(Thousands of yen)
	First nine months of FY3/20	First nine months of FY3/21
N 1	(Apr. 1, 2019 – Dec. 31, 2019)	(Apr. 1, 2020 – Dec. 31, 2020)
Net sales	15,620,690	14,935,873
Cost of sales	5,767,785	5,701,028
Gross profit	9,852,904	9,234,844
Selling, general and administrative expenses	7,280,377	7,491,804
Operating profit	2,572,526	1,743,040
Non-operating income		
Interest income	594	1,335
Dividend income	12,049	8,785
Subsidy income	-	155,376
Other	18,668	12,878
Total non-operating income	31,312	178,376
Non-operating expenses	·	
Interest expenses	1,673	3,663
Foreign exchange losses	1,000	3,532
Commission expenses	730	-
Other	149	66
Total non-operating expenses	3,553	7,262
Ordinary profit	2,600,285	1,914,154
Extraordinary income		
Gain on sales of non-current assets	-	1,580
Gain on sales of investment securities	63,338	- -
Gain on step acquisitions	14,025	-
Total extraordinary income	77,363	1,580
Extraordinary losses		7
Loss on sales of non-current assets	_	227
Loss on retirement of non-current assets	4,443	55
Impairment loss	60,114	_
Office relocation expenses	-	7,569
Total extraordinary losses	64,558	7,852
Profit before income taxes	2,613,090	1,907,882
Income taxes-current	756,331	463,059
Income taxes-deferred	131,707	122,757
Total income taxes	888,038	
	<del></del>	585,817
Profit  Description of the latest and the latest an	1,725,052	1,322,064
Profit (loss) attributable to non-controlling interests	956	(2,834)
Profit attributable to owners of parent	1,724,095	1,324,899

## Quarterly Consolidated Statement of Comprehensive Income

## (For the Nine-month Period)

		(Thousands of yen)
	First nine months of FY3/20	First nine months of FY3/21
	(Apr. 1, 2019 – Dec. 31, 2019)	(Apr. 1, 2020 – Dec. 31, 2020)
Profit	1,725,052	1,322,064
Other comprehensive income		
Valuation difference on available-for-sale securities	157,740	326,121
Foreign currency translation adjustment	(12,703)	(17,147)
Total other comprehensive income	145,037	308,974
Comprehensive income	1,870,089	1,631,039
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	1,869,219	1,633,017
Comprehensive income attributable to non-controlling interests	869	(1,978)

#### (3) Notes to Quarterly Consolidated Financial Statements

## **Going-concern Assumption**

Not applicable.

## Significant Changes in Shareholders' Equity

Not applicable.

## **Segment Information**

I. First nine months of FY3/20 (Apr. 1, 2019 – Dec. 31, 2019)

1. Information pertaining to net sales and profit/loss in reportable segments

(Thousands of yen)

		Reportabl	le Segment					Amount in
	Human Resources Services Business	Recruiting Business	Information Publishing Business	Subtotal	Other (Note 1)	Total	Adjustment (Note 2)	the quarterly consolidated statement of income (Note 3)
Net sales								
Sales to external customers	10,020,642	2,569,083	1,542,619	14,132,344	1,488,345	15,620,690	-	15,620,690
Inter-segment sales and transfers	6,585	8,509	7,472	22,567	8,415	30,983	(30,983)	-
Total	10,027,227	2,577,592	1,550,091	14,154,911	1,496,761	15,651,673	(30,983)	15,620,690
Segment profit	2,186,372	631,414	145,734	2,963,521	193,597	3,157,118	(584,591)	2,572,526

- Notes: 1. "Other" represents the businesses which are not included in any of the reportable segments and mainly consists of the Internet-Related Business and the Overseas Business.
  - 2. The (584,591) thousand yen adjustment to segment profit includes elimination for inter-segment transactions of 136,809 thousand yen, and (721,400) thousand yen in company-wide costs that cannot be allocated to any specific reportable segments. Company-wide costs consist primarily of expenses related to the administration division which are not attributable to any reportable segments, including general affairs and accounting at the Company.
  - 3. Segment profit is adjusted with operating profit shown on the quarterly consolidated statement of income.
- Information pertaining to impairment losses of non-current assets, goodwill, etc. in reportable segments Not applicable.
- II. First nine months of FY3/21 (Apr. 1, 2020 Dec. 31, 2020)

1. Information pertaining to net sales and profit/loss in reportable segments (Thousands of yen)

	Reportable Segment							Amount in
	Human Resources Services Business	Recruiting Business	Information Publishing Business	Subtotal	Other (Note 1)	Total	Adjustment (Note 2)	the quarterly consolidated statement of income (Note 3)
Net sales								
Sales to external customers	10,133,924	1,823,386	1,408,884	13,366,195	1,569,677	14,935,873	-	14,935,873
Inter-segment sales and transfers	3,857	8,107	5,846	17,811	61,964	79,775	(79,775)	-
Total	10,137,782	1,831,493	1,414,730	13,384,006	1,631,641	15,015,648	(79,775)	14,935,873
Segment profit (loss)	2,123,049	(14,826)	54,507	2,162,731	170,124	2,332,855	(589,815)	1,743,040

- Notes: 1. "Other" represents the businesses which are not included in any of the reportable segments and mainly consists of the IT and Internet-Related Business, and the Overseas Business.
  - 2. The (589,815) thousand yen adjustment to segment profit (loss) includes elimination for inter-segment transactions of 84,254 thousand yen, and (674,069) thousand yen in company-wide costs that cannot be allocated to any specific reportable segments. Company-wide costs consist primarily of expenses related to the administration division which are not attributable to any reportable segments, including general affairs and accounting at the Company.
  - 3. Segment profit (loss) is adjusted with operating profit shown on the quarterly consolidated statement of income.
- 2. Information pertaining to impairment losses of non-current assets, goodwill, etc. in reportable segments Not applicable.

This summary report is solely a translation of "Kessan Tanshin" (in Japanese, including attachments), which has been prepared in accordance with accounting principles and practices generally accepted in Japan, for the convenience of readers who prefer an English translation.