

Translation

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## Consolidated Financial Results for the Six Months Ended September 30, 2024 [Based on Japanese GAAP]

November 12, 2024

Company name: SAN-AI OBBLI CO., LTD.  
 Stock exchange listing: Tokyo Stock Exchange  
 Stock code: 8097  
 URL : <https://www.san-ai-obbli.com/en/>  
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Scheduled date to file semi-annual Securities Report: November 13, 2024  
 Scheduled date to commence dividend payments: December 6, 2024  
 Preparation of supplementary material on financial results: Yes  
 Holding of financial results meeting: Yes

(Amounts are rounded down to the nearest million yen)

1. Consolidated Financial Results for the six months ended September 30, 2024 (from April 1, 2024 to September 30, 2024)

(1) Consolidated Operating Results (cumulative)

Percentages indicate year-on-year changes

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Six months ended September 30, 2024	307,152	-3.4	5,532	-36.2	6,055	-33.6	4,488	-20.4
Six months ended September 30, 2023	318,066	3.2	8,666	30.1	9,121	28.5	5,640	23.4

(Note): Comprehensive Income For the six months ended September 30 2024: 3,948 million yen [-48.5%]

For the six months ended September 30 2023: 7,670 million yen [43.5%]

	Earnings per share		Diluted earnings per share	
	Yen		Yen	
Six months ended September 30, 2024	70.20		—	
Six months ended September 30, 2023	85.04		—	

(2) Consolidated Financial Position

	Total assets		Net assets		Equity ratio	
	Millions of yen	%	Millions of yen	%		%
As of September 30, 2024	200,225		122,372			58.0
As of March 31, 2024	218,607		123,829			53.9

(Reference) : Equity As of September 30, 2024 : 116,049 million yen

As of March 31, 2024 : 117,738 million yen

2. Cash Dividends

	Annual dividends per share				
	1st quarter-end	2nd quarter-end	3rd quarter-end	Fiscal year-end	Total
Year ended March 31, 2024	—	30.00	—	50.00	80.00
Year ended March 31, 2025	—	50.00			
Year ending March 31, 2025 (Forecast)			—	50.00	100.00

(Note):Revisions to the most recently announced dividends forecasts: No

3. Forecast of consolidated Financial results for the fiscal year ending March 31, 2025 (from April 1, 2024 to March 31, 2025)

Percentages indicate year-on-year changes

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	650,000	-1.5	12,500	-25.9	13,000	-26.7	9,500	-15.3	147.72

(Note):Revisions to the most recently announced financial forecasts: No

\* Notes

- (1) Significant changes in the scope of consolidation during the six months ended September 30, 2024: No
- (2) Adoption of accounting treatment specific to the preparation of semi-annual consolidated financial statements: No
- (3) Changes in accounting policies, changes in accounting estimates, and restatement
- ① Changes in accounting policies due to revisions to accounting standards and other regulations: Yes
  - ② Changes in accounting policies due to other reasons : No
  - ③ Changes in accounting estimates : No
  - ④ Restatement : No

For details, please refer to "(4) Notes to Changes in accounting policies of "2. Consolidated Financial Statements" on page 9 of the attached material.

(4) Number of issued shares (common shares)

① Total number of issued shares at the end of the period (including treasury shares)

As of September 30, 2024	66,000,000 shares	As of March 31, 2024	66,000,000 shares
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② Number of treasury shares at the end of the period

As of September 30, 2024	2,678,004 shares	As of March 31, 2024	1,688,130 shares
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③ Average number of shares outstanding during the period (cumulative from the beginning of the fiscal year)

Six months ended September 30, 2024	63,943,890 shares	Six months ended September 30, 2023	66,318,999 shares
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※ Consolidated Financial Results are exempt from review conducted by certified public accounting or an audit firm.

※ Proper use of earnings forecasts, and other special notes

The forecasts and other forward-looking statements in this report are based on information currently available to the Company and on certain assumptions deemed to be reasonable by the Company. Actual business and other results may significantly differ from these forecasts due to various factors. Please refer to "1. Overview of Operating Results and others. (3) Explanation of Consolidated Earnings Forecasts and Other Forward-looking Statements" on page 3 of the attached material for the assumptions upon which the forecasts are based and notes for using the forecasts.

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## 1. Overview of Operating Results and Others

### (1) Business Results for six months ended September 30, 2024

During the six months ended September 30, 2024, the Japanese economy had tendency to improve in the employment and income environment, but the economic outlook became more uncertain due to the uncertainty about the economic outlook increased due to the volatility of crude petroleum price caused by the tension in the Middle East and price increases caused by the depreciation of the yen.

In the energy industry that surrounds our group, the demand for aviation fuel has been increasing due to inbound tourists, but the demand for overall petroleum products has been decreasing due to factors such as a decline in the use of private vehicles and improved fuel efficiency in automobiles.

Under these circumstances, SAN-AI OBBLI Group promoted strategic implementation and growth-oriented investments to achieve the second stage of our medium-term management plan, "Challenge for the Transforming Future 2030," which is our vision for Fiscal Year 2030.

During the six months ended September 30, 2024, net sales of our group decreased by 3.4% year-on-year to 307,152 million yen due to the decrease in sales volume of petroleum products. Operating profit decreased by 36.2% year-on-year to 5,532 million yen due to the revision of the unit price for fuel handling fees in the aviation-related business. Ordinary profit decreased by 33.6% year-on-year to 6,055 million yen, and profit attributable to owners of parent decreased by 20.4% year-on-year to 4,488 million yen.

Results by business segment are as follows.

#### ① Petroleum-related businesses

In the Petroleum-related business, although gasoline sales increased firm, sales of kerosene, diesel fuel, and heavy oil were sluggish, so overall sales volume fell year-on-year. The status of each division is as follows.

In the Petroleum retail division, sales volume and earnings both fell year-on-year due to fell sales in directly managed Service Station. In the Petroleum wholesale business, gross profit rose year-on-year due to improved margins, but profits fell year-on-year due to an increase in selling, general and administrative expenses. In the Industrial fuel oil sales division, both sales volume and profits fell year-on-year due to intensifying price competition. In the Industrial lubricants sales division, gross profit increased due to increased orders for gas engine maintenance for power generation and endoscopy surveys for wind power generation. On the other hand, profit fell year-on-year due to the recording for provision of reserve for doubtful accounts due to the interruption of wind power plant development surveys.

Consequently, net sales in the Petroleum-related business decreased by 4.4% year-on-year to 263,747 million yen, and segment profit decreased by 16.8% year-on-year to 4,281 million yen.

#### ② Chemical Products-related business

In the Chemical Products-related business, while sales volume of each product remained at the same level as the same period of the previous year, profit margins improved due to optimization of the supply chain. The status of each product is as follows.

In Automotive-related products, although the sales volume of commercial car wash products, the company's own product fell year-on-year, profit rose year-on-year due to a recovery in profit margins. Sales volume and profits for Biocide products both remained at the same level as the same period of the previous year. In solvent and industrial chemicals, profit rose year-on-year due to a recovery in profit margins. In tackifier, profit rose year-on-year due to a recovery in sales volume for petroleum resin and packaging tape applications. In other areas, sales of higher alcohol as a performance chemicals were strong.

Consequently, net sales in the Chemical Products-related business increased by 6.3% year-on-year to 6,311 million yen, and segment profit increased by 24.6% year-on-year to 516 million yen.

#### ③ Gas-related business

##### <LPG sales Business>

In LPG sales business, sales volume remained at the same level as the same period of the previous year, amid a general downward trend in demand due to the extremely hot summer and other factors. The status of each division is as follows.

In the retail division, although unit consumption declined, mainly for household, profit rose year-on-year due to an increase in the number of customers following the acquisition of goodwill. In the wholesale division, sales volume rose year-on-year due to marine trades and other factors, and profit increase year-on-year due to the impact of inventory valuations.

##### <Natural Gas Business>

In the Natural gas business, sales volume increased year-on-year for household use due to the acquisition of Imari Gas Co., Ltd. (\*). In the Commercial and Industrial products department, sales volume fell slightly year-on-year due to a decrease in demand from some customers. As a result, in the Natural gas sales industry as a whole, sales volume was at the same level as the same period of the previous year, but profit were down year-on-year due to a decrease in industrial sales volume.

Consequently, net sales in the Gas-related business increased by 11.7% year-on-year to 27,199 million yen due to higher sales price for LPG. Segment profit increased by 38.4% year-on-year to 374 million yen.

(\*) In May 2024, the company acquired shares of Imari Gas Co., Ltd., which supplies city gas and sells LPG to retailers in Imari City, Saga Prefecture.

#### ④ Aviation-related business

In the Aviation-related business, air travel demand was generally strong due to an increase in foreign visitors to Japan and so on. The volume of fuel handled at Haneda Airport decreased slightly year-on-year on domestic airline due to bad weather. On international airline, sales were strong due to the resurgence of flights from the COVID-19 and the launch of new long-haul routes in line with inbound demand. As a result, the combined volume of fuel handled on domestic and international airline increased by about 8% year-on-year. In addition, results in the fueling business at other airports, excluding Haneda Airport, were also strong due to a recovery in aviation demand.

However, both sales and profits fell sharply year-on-year due to revisions to the unit price of fuel handling fees at Haneda Airport.

Consequently, in the Aviation-related business, net sales decreased by 23.9% year-on-year to 7,197 million yen, and segment profit decreased by 59.1% year-on-year to 1,781 million yen.

#### ⑤ The Other businesses

In The Other businesses, in the cleaning and surface treatment business for metal products and other products, orders for precision cleaning treatment were sluggish due to factors such as continued production adjustments for semiconductor manufacturing equipment, and sales were down year-on-year, but profit were up year-on-year due to improved profit margins. In the construction industry, both sales and profits exceeded the results for the same period of the previous fiscal year due to firm orders.

Consequently, sales in The Others segment increased by 10.8% year-on-year to 2,696 million yen due to firm orders in the construction industry. Segment profit increased by 11.8% year-on-year to 326 million yen.

### (2) Interim period of Financial Position

#### ① Conditions of assets, liabilities and net assets

Total assets as of September 30, 2024 decreased by 18,382 million yen from the end of the previous consolidated accounting year to 200,225 million yen. This was mainly due to a decrease in cash and deposits.

Total liabilities decreased by 16,925 million yen from the end of the previous fiscal year to 77,853 million yen. This was mainly due to a decrease in Notes and accounts payable-trade, as the end of the previous consolidated accounting was a holiday for financial institutions.

Total net assets decreased by 1,456 million yen from the end of the previous fiscal year to 122,372 million yen. This was mainly due to the repurchase of treasury shares.

Consequently, the Equity ratio increased from 53.9% at the end of the previous fiscal year to 58.0%.

#### ② Conditions of Cash Flow

Cash and cash equivalents (hereinafter referred to as "funds") as of September 30, 2024 decreased by 17,428 million yen from the previous consolidated accounting year (March 31, 2024) to 35,952 million yen.

The status of each cash flow and its factors for the six months ended September 30, 2024 are as follows.

##### Cash flows from operating activities

Funds used in operating activities was 9,700 million yen. This was mainly due to payments of Notes and accounts payable and an increase in operating security deposits. In the same period in the previous (the six months ended September 30, 2023) fiscal year, the company acquired funds of 11,038 million yen.

##### Cash flows from investing activities

Funds used in investing activities was 1,966 million yen. This was mainly due to purchase of property, plant and equipment. Funds used decreased by 2,629 million yen year-on-year.

##### Cash flows from financing activities

Funds used in financing activities was 5,761 million yen. This was mainly due to dividend payments and the repurchase of treasury shares. Funds used decreased by 999 million yen year-on-year.

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

The company has not revised the consolidated earnings forecasts announced on May 14, 2024.

## 2. Consolidated Financial Statements

### (1) Consolidated Balance Sheets

(Millions of yen)

	As of March 31, 2024	As of September 30, 2024
<b>Assets</b>		
Current assets		
Cash and deposits	53,671	36,260
Notes and accounts receivable-trade and contract assets	46,740	38,373
Securities	100	50
Merchandise and finished goods	7,387	8,909
Work in process	29	91
Raw materials and supplies	130	142
Other	1,046	1,825
Allowance for doubtful accounts	-486	-95
Total current assets	108,620	85,558
Non-current assets		
Property, plant and equipment		
Buildings and structures	71,938	74,271
Accumulated depreciation	-51,155	-53,575
Buildings and structures, net	20,783	20,695
Machinery, equipment and vehicles	37,178	37,708
Accumulated depreciation	-28,705	-29,610
Machinery, equipment and vehicles, net	8,472	8,097
Land	18,762	18,828
Other	10,259	10,965
Accumulated depreciation	-5,579	-5,795
Other, net	4,679	5,170
Total property, plant and equipment	52,697	52,791
Intangible assets		
Goodwill	1,881	2,170
Customer-related intangible assets	1,004	959
Other	4,026	4,057
Total intangible assets	6,912	7,187
Investments and other assets		
Investment securities	20,978	19,211
Retirement benefit asset	3,442	3,553
Guarantee deposits	24,813	30,804
Other	1,270	1,784
Allowance for doubtful accounts	-127	-666
Total investments and other assets	50,377	54,687
Total non-current assets	109,987	114,666
Total assets	218,607	200,225

(Millions of yen)

	As of March 31, 2024	As of September 30, 2024
<b>Liabilities</b>		
<b>Current liabilities</b>		
Notes and accounts payable-trade	55,202	42,910
Short-term borrowings	300	320
Current portion of long-term loans borrowing	946	501
Current portion of bonds payable	-	30
Income taxes payable	2,547	2,487
Provision for bonuses	2,226	2,100
Provision for bonuses for directors(and other officers)	84	41
Provision for warranties for completed construction	1	1
Other	17,179	12,841
<b>Total current liabilities</b>	<b>78,488</b>	<b>61,233</b>
<b>Non-current liabilities</b>		
Long-term borrowings	1,168	1,634
Provision for retirement benefits for directors (and other officers)	194	173
Provision for special repairs	227	220
Retirement benefit liability	95	139
Asset retirement obligations	562	891
Other	14,041	13,558
<b>Total non-current liabilities</b>	<b>16,290</b>	<b>16,619</b>
<b>Total liabilities</b>	<b>94,778</b>	<b>77,853</b>
<b>Net assets</b>		
<b>Shareholders' equity</b>		
Share capital	10,127	10,127
Capital surplus	2,531	2,534
Retained earnings	101,702	102,984
Treasury shares	-2,605	-4,595
<b>Total shareholders' equity</b>	<b>111,755</b>	<b>111,051</b>
<b>Accumulated other comprehensive income</b>		
Valuation difference on available-for-sale securities	7,101	6,068
Revaluation reserve for land	-613	-622
Remeasurements of defined benefit plans	-505	-448
<b>Total accumulated other comprehensive income</b>	<b>5,983</b>	<b>4,998</b>
Non-controlling interests	6,090	6,322
<b>Total net assets</b>	<b>123,829</b>	<b>122,372</b>
<b>Total liabilities and net assets</b>	<b>218,607</b>	<b>200,225</b>

## (2) Consolidated Statements of Income and Consolidated Statements of Comprehensive Income(cumulative)

## Consolidated Statements of Income(cumulative)

(Millions of yen)

	Six months ended September 30,2023	Six months ended September 30,2024
Net sales		
Net sales of goods	316,965	305,760
Net sales of completed construction contracts	1,101	1,391
Total net sales	318,066	307,152
Cost of sales		
Cost of goods sold	286,398	276,931
Cost of sales of completed construction contracts	952	1,224
Total cost of sales	287,350	278,156
Gross profit	30,716	28,995
Selling, general and administrative expenses	22,049	23,463
Operating profit	8,666	5,532
Non-operating income		
Interest income	26	37
Dividend income	254	306
Purchase discounts	110	122
Light oil delivery tax grant	82	77
Reversal of allowance for doubtful accounts	0	0
Other	134	154
Total non-operating income	609	699
Non-operating expenses		
Interest expenses	45	42
Sales discount	87	88
Other	22	45
Total non-operating expenses	154	176
Ordinary profit	9,121	6,055
Extraordinary income		
Gain on sale of non-current assets	38	4
Gain on sale of investment securities	-	1,434
Total extraordinary income	38	1,439
Extraordinary losses		
Loss on sale and retirement of non-current assets	137	64
Impairment losses	4	24
Total extraordinary loss	142	88
Profit before income taxes	9,017	7,406
Income taxes - current	2,787	2,312
Income taxes - deferred	183	150
Total income taxes	2,970	2,462
Profit	6,046	4,944
Profit attributable to non-controlling interests	406	455
Profit attributable to owners of parent	5,640	4,488



## Consolidated Statements of Comprehensive Income(cumulative)

(Millions of yen)

	Six months ended September 30,2023	Six months ended September 30,2024
Profit	6,046	4,944
Other comprehensive income		
Valuation difference on available-for-sale securities	1,484	-1,052
Remeasurements of defined benefit plans, net of tax	138	57
Total other comprehensive income	1,623	-995
Comprehensive income	7,670	3,948
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	7,270	3,512
Comprehensive income attributable to non-controlling interests	399	435

## (3) Consolidated Statements of Cash Flows

(Millions of yen)

	Six months ended September 30,2023	Six months ended September 30,2024
<b>Cash flows from operating activities</b>		
Profit before income taxes	9,017	7,406
Depreciation	2,671	2,739
Amortization of goodwill	207	225
Increase (decrease) in allowance for doubtful accounts	1	141
Increase (decrease) in provision for bonuses	-215	-132
Increase (decrease) in provision for bonuses for directors(and other officers)	-50	-42
Increase (decrease) in retirement benefit asset or liability	-35	-11
Interest and dividends income	-392	-467
Interest expenses	132	130
Loss(gain) on sale and retirement of property, plant and equipment	92	59
Impairment losses	4	24
Loss (gain) on sale of investment securities	-	-1,434
Decrease (increase) in trade receivables	-519	8,451
Decrease (increase) in inventories	-1,204	-1,555
Decrease (increase) in other current assets	-1,073	-781
Decrease (increase) in guarantee deposits and bankruptcy claims	27	-6,482
Increase (decrease) in trade payable	2,327	-12,367
Increase (decrease) in other current liabilities	3,563	-3,431
Other, net	5	-120
<b>Subtotal</b>	<b>14,560</b>	<b>-7,647</b>
Interest and dividends received	373	436
Interest paid	-146	-142
Income taxes paid	-3,748	-2,346
<b>Net cash provided by (used in) operating activities</b>	<b>11,038</b>	<b>-9,700</b>
<b>Cash Flows from investing activities</b>		
Purchase of investment securities	-312	-607
Proceeds from sale of investment securities	-	2,186
Purchase of property, plant and equipment	-3,412	-2,547
Proceeds from sales of property, plant and equipment	206	7
Purchase of intangible assets	-988	-731
Purchase of investment subsidiaries resulting change in scope of consolidation	-	-234
Other, net	-88	-39
<b>Net cash provided by (used in) investing activities</b>	<b>-4,595</b>	<b>-1,966</b>
<b>Cash Flows from financing activities</b>		
Net increase (decrease) in short-term loans payable	-	20
Proceeds from long-term loans payable	-	700
Repayments of long-term loans payable	-1,626	-754
Purchase of treasury shares	-2,208	-2,000
Dividends paid to non-controlling interests	-217	-208
Dividends paid	-2,410	-3,215
Other, net	-297	-302
<b>Net cash provided by (used in) financing activities</b>	<b>-6,760</b>	<b>-5,761</b>
Net increase (decrease) in cash and cash equivalents	-318	-17,428
Cash and cash equivalents at beginning of period	46,747	53,381
Cash and cash equivalents at end of period	46,429	35,952

(4) Notes

(Changes in accounting policies)

(Application of “Accounting Standard for Current Income Taxes”, etc.)

The Company has applied the “Accounting Standard for Current Income Taxes” (ASBJ Statement No. 27, October 28, 2022; hereinafter referred to as the “Revised Accounting Standard 2022”), etc., from the beginning of the six months ended September 30, 2024.

With respect to the revision concerning the classification of current income taxes (taxes on other comprehensive income), the Company has applied the transitional treatments stipulated in the proviso of Paragraph 20-3 of the “Revised Accounting Standard 2022” and the proviso of Paragraph 65-2 (2) of the “Implementation Guidance on Accounting Standard for Tax Effect Accounting” (ASBJ Guidance No. 28, March 22, 2024; hereinafter referred to as the “Revised Implementation Guidance 2024”). This change in accounting policy has no impact on the consolidated financial statements.

In addition, the Company has adopted “Revised Implementation Guidance 2024” from the beginning of the six months ended September, 30, 2024, regarding the revision related to the treatment in the consolidated financial statements of the deferral for tax purposes of gains or losses arising from the sale of shares of subsidiaries and other securities among consolidated companies.

Therefore, the new accounting policy was reflected in the semi-annual consolidated financial statements for the six-months period of the previous fiscal year and the consolidated financial statements for the previous fiscal year.

There is no impact for the consolidated financial statements for the previous fiscal year as a result of this change in accounting policy.

(Notes on Substantial Changes in the Amount of Shareholders' Equity)

Based on the resolution of Director meeting held on May 14, 2024, the Company acquired 996,600 own shares. As a result of this acquisition and other factors, treasury shares increased by 1,989 million yen in the current interim consolidated accounting period, resulting in treasury shares of 4,595 million yen at the end of the current interim consolidated accounting period.

## (Segment Information)

## I Previous interim consolidated accounting period (Six months ended September 30,2023)

## 1.Information on net sales and profit by reportable segment

(Millions of yen)

	Reportable Segments						Adjusted amount (NOTE)1	Amount recorded in interim consolidated statements of income (NOTE)2
	Petroleum-related business	Chemical-related business	Gas-related business	Aviation-related business	The Other business	Total		
Net sales								
Sales to customers	275,877	5,937	24,356	9,460	2,434	318,066	-	318,066
Intersegment revenues or transfers	785	170	21	0	338	1,316	-1,316	-
Total	276,663	6,108	24,377	9,460	2,773	319,383	-1,316	318,066
Segment profit	5,146	414	270	4,356	292	10,479	-1,358	9,121

(NOTE)1. Adjusted amount to segment profit of -1,358 million yen include eliminations of intersegment transactions of 27million yen and corporate profit of -1,385 million yen not allocated to each reportable segment. Corporate profit is mainly selling, general and administrative expenses, non-operating income and non-operating expenses that are not attributable to reportable segments.

2. Segment profit is adjusted with ordinary profit in the interim consolidated statements of income.

## II Current interim consolidated accounting period (Six months ended September 30,2024)

## 1.Information on net sales and profit by reportable segment

(Millions of yen)

	Reportable Segments						Adjusted amount (NOTE)1	Amount recorded in interim consolidated statements of income (NOTE)2
	Petroleum-related business	Chemical Product-related business	Gas-related business	Aviation-related business	The Other business	Total		
Net sales								
Sales to customers	263,747	6,311	27,199	7,197	2,696	307,152	-	307,152
Intersegment revenues or transfers	911	155	29	-	433	1,530	-1,530	-
Total	264,659	6,466	27,228	7,197	3,130	308,682	-1,530	307,152
Segment profit	4,281	516	374	1,781	326	7,281	-1,225	6,055

(NOTE) 1. Adjusted amount to segment profit of -1,225 million yen include eliminations of intersegment transactions of 9 million yen and corporate profit of -1,235 million yen not allocated to each reportable segment. Corporate profit is mainly selling, general and administrative expenses, non-operating income and non-operating expenses that are not attributable to reportable segments.

2. Segment profit is adjusted with ordinary profit in the interim consolidated statements of income.

## (Notes on the Going Concern Assumption)

Not applicable.