

Financial Results for the Fiscal Year Ended September 30, 2021

[Japanese GAAP]

November 12, 2021

Company name: Amifa Co., Ltd.

Stock exchange listing: Tokyo Stock Exchange

Code number: 7800

URL: <https://www.amifa.co.jp/>

Representative: Yuzo Fujii, President and CEO

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Scheduled date of filing securities report: November 12, 2021

Scheduled date of commencing dividend payments: November 26, 2021

Availability of supplementary briefing material on financial results: Yes

Schedule of financial results briefing session: Yes

(Amounts of less than one million yen are rounded down.)

1. Financial Results for the fiscal year ended September 30, 2021

(From October 1, 2020 to September 30, 2021)

(1) Operating Results (% indicates changes from the previous year)

	Net sales		Operating income		Ordinary income		Net income	
For the year ended	Million Yen	%	Million Yen	%	Million Yen	%	Million Yen	%
September 30,2021	4,677	(2.3)	216	(17.8)	256	(3.6)	172	(0.2)
September 30,2020	4,785	(3.7)	262	(20.2)	266	(7.4)	173	(2.1)

	Net income per share	Diluted net income per share
For the year ended	Yen	Yen
September 30,2021	53.51	53.46
September 30,2020	53.81	53.71

(2) Financial Position

	Total assets	Net assets	Equity Ratio
	Million Yen	Million Yen	%
As of September 30,2021	2,944	2,289	77.7
As of September 30,2020	2,938	2,155	73.3

(Reference) Equity: As of September 30,2021, ¥2.289 million

As of September 30,2020, ¥2,155 million

2. Dividend

	Cash dividend per share				
	1Q	2Q	3Q	4Q	Total annual
	Yen	Yen	Yen	Yen	Yen
Fiscal year ended September 30,2020	—	0.00	—	19.00	19.00
Fiscal year ended September 30,2021	—	0.00	—	19.00	19.00
Fiscal year ending September 31,2022 (Forecast)				19.00	19.00

3. Financial Results Forecast for the Fiscal Year Ending September 30,2022
(From December 1,2021 to September 30,2022)

(% indicates changes from the previous year)

	Net sales	Operating income	Ordinary income	Net income	Net income per share
Full year	Million Yen %	Million Yen %	Million Yen %	Million Yen %	Yen
	5,100 9.0	245 13.4	245 (4.3)	152 (11.6)	46.99

(Note) The company does not make the six months forecast, because the company's performance management system is based on full year.

* Notes:

(1) Changes in accounting policies, changes in accounting estimates and retrospective restatement

1) Changes in accounting policies due to the revision of accounting standards: No

2) Changes in accounting policies other than 1) above: No

3) Changes in accounting estimates: No

4) Retrospective restatement: No

(3) Total number of issued shares (common shares)

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

September 30, 2020: 3,225,000 shares

September 30, 2021: 3,235,000 shares

2) Total number of treasury shares at the end of the period:

September 30, 2020: None

September 30, 2021: None

3) Average number of shares during the period:

September 30, 2020: 3,228,753 shares

September 30, 2021: 3,215,710 shares

* Presentation regarding the implementation status of the audit process

At the time of disclosure of these financial results, audit procedures for the financial statements under the Company Act has been completed.

* Explanation for the appropriate use of performance forecasts and other special notes

The performance forecasts and other statements on future events presented in this material are based on information that was available at the time of preparation of this material and based on certain assumptions considered to be reasonable. The actual performance, etc. may differ materially from these forecasts due to various factors.

4. Financial Statements
(1) Balance Sheets

(Thousands of yen)

	As of September 30, 2020	As of September 30, 2021
Assets		
Current assets		
Cash and deposits	1,332,039	1,279,016
Notes receivable - trade	2,032	—
Electronically recorded monetary claims - operating	1,699	4,102
Accounts receivable - trade	391,498	426,429
Inventories	986,360	954,370
Advance payments to suppliers	11,656	16,284
Prepaid expenses	25,607	27,969
Other	3,142	59,727
Allowance for doubtful accounts	△247	△407
Total current assets	<u>2,753,788</u>	<u>2,767,493</u>
Non-current assets		
Property, plant and equipment		
Facilities attached to buildings	74,041	74,041
Accumulated depreciation	△48,101	△51,898
Facilities attached to buildings, net	<u>25,940</u>	<u>22,143</u>
Vehicles	9,632	9,632
Accumulated depreciation	△3,836	△5,836
Vehicles, net	<u>5,796</u>	<u>3,796</u>
Tools, furniture and fixtures	113,523	134,149
Accumulated depreciation	△88,228	△102,927
Tools, furniture and fixtures, net	<u>25,294</u>	<u>31,221</u>
Total property, plant and equipment	<u>57,031</u>	<u>57,161</u>
Intangible assets		
Trademark right	3,239	2,865
Software	13,971	41,545
Software in progress	34,750	—
Other	288	288
Total intangible assets	<u>52,249</u>	<u>44,698</u>
Investments and other assets		
Investment securities	4,475	—
Long-term prepaid expenses	11	1,816
Deferred tax assets	33,739	21,022
Leasehold deposits	37,703	52,714
Distressed receivables	1,958	—
Allowance for doubtful accounts	△1,958	—
Total investments and other assets	<u>75,929</u>	<u>75,553</u>
Total non-current assets	<u>185,210</u>	<u>177,412</u>
Total assets	<u>2,938,999</u>	<u>2,944,906</u>

(Thousands of yen)

	As of September 30, 2020	As of September 30, 2021
Liabilities		
Current liabilities		
Accounts payable - trade	23,504	34,653
Current portion of long-term borrowings	70,000	70,000
Accounts payable - other	239,565	154,343
Accrued expenses	14,645	15,520
Income taxes payable	32,084	37,025
Advances received	167	13,110
Deposits received	10,049	11,726
Provision for bonuses	27,528	23,697
Other	6,069	—
Total current liabilities	<u>423,614</u>	<u>360,077</u>
Non-current liabilities		
Long-term borrowings	87,500	17,500
Provision for retirement benefits	18,145	23,778
Long-term obligations to directors	254,335	254,335
Total non-current liabilities	<u>359,980</u>	<u>295,613</u>
Total liabilities	<u>783,594</u>	<u>655,691</u>
Net assets		
Shareholders' equity		
Share capital	35,525	37,220
Capital surplus		
Legal capital surplus	3,525	5,220
Other capital surplus	268,248	268,248
Total capital surplus	<u>271,773</u>	<u>273,468</u>
Retained earnings		
Legal retained earnings	8,000	8,000
Other retained earnings		
General reserve	400,000	400,000
Retained earnings brought forward	1,441,603	1,553,106
Total retained earnings	<u>1,849,603</u>	<u>1,961,106</u>
Total shareholders' equity	<u>2,156,902</u>	<u>2,271,794</u>
Valuation and translation adjustments		
Valuation difference on available-for-sale securities	2,472	—
Deferred gains or losses on hedges	△3,969	17,420
Total valuation and translation adjustments	<u>△1,497</u>	<u>17,420</u>
Total net assets	<u>2,155,404</u>	<u>2,289,215</u>
Total liabilities and net assets	<u>2,938,999</u>	<u>2,944,906</u>

(2) Statements of Income

(Thousands of yen)

	Fiscal year ended September 30, 2020	Fiscal year ended September 30, 2021
Net sales	4,785,114	4,677,444
Cost of sales		
Beginning merchandise inventory	1,090,736	891,687
Cost of purchased goods	2,504,865	2,506,036
Total	<u>3,595,602</u>	<u>3,397,723</u>
Ending merchandise inventory	891,687	791,295
Cost of sales	<u>2,703,915</u>	<u>2,606,428</u>
Gross income	<u>2,081,199</u>	<u>2,071,015</u>
Selling, general and administrative expenses	<u>1,818,212</u>	<u>1,854,799</u>
Operating income	<u>262,987</u>	<u>216,216</u>
Non-operating income		
Interest income	158	8
Dividend income	64	65
Foreign exchange gains	608	—
Gain on sale of non-current assets	999	—
Settlement received	1,200	—
Gain on investments in silent partnerships	—	36,463
Subsidy income	861	2,945
Other	1,368	5,501
Total non-operating income	<u>5,260</u>	<u>44,983</u>
Non-operating expenses		
Interest expenses	1,204	874
Loss on investments in silent partnerships	658	—
Foreign exchange losses	—	3,415
Other	0	180
Total non-operating expenses	<u>1,863</u>	<u>4,470</u>
Ordinary income	<u>266,384</u>	<u>256,730</u>
Income before income taxes	<u>266,384</u>	<u>256,730</u>
Income taxes - current	88,340	81,240
Income taxes - deferred	5,006	2,712
Total income taxes	<u>93,347</u>	<u>83,952</u>
Net income	<u>173,037</u>	<u>172,777</u>

(3) Cash Flow Statements

	Fiscal year ended September 30, 2020	(Thousands of yen) Fiscal year ended September 30, 2021
Cash flows from operating activities		
Income before income taxes	266,384	256,730
Depreciation	34,224	31,697
Increase (decrease) in allowance for doubtful accounts	△1,091	△1,798
Increase (decrease) in provision for bonuses	△20,853	△3,830
Increase (decrease) in provision for retirement benefits	3,041	5,632
Loss (gain) on sale of securities	△81	△3,239
Interest and dividend income	△222	△73
Interest expenses	1,204	874
Foreign exchange losses (gains)	△1,237	△674
Settlement received	△1,200	-
Subsidy income	△861	△2,945
Loss (gain) on sale of non-current assets	△999	-
Loss (gain) on investments in silent partnerships	658	△36,463
Decrease (increase) in trade receivables	△12,578	△35,301
Decrease (increase) in inventories	177,064	31,989
Increase (decrease) in trade payables	△1,358	11,149
Decrease (increase) in other assets	1,558	△15,429
Increase (decrease) in other liabilities	67,789	△31,620
Subtotal	511,440	206,696
Interest and dividends received	222	73
Interest paid	△1,204	△874
Settlement package received	1,200	-
Subsidies received	861	2,945
Income taxes paid	△115,543	△76,299
Net cash provided by (used in) operating activities	396,976	132,541
Cash flows from investing activities		
Proceeds from sale of investment securities	327	3,934
Purchase of property, plant and equipment	△20,043	△20,617
Proceeds from sale of property, plant and equipment	1,000	-
Purchase of intangible assets	△21,561	△25,591
Payments of leasehold and guarantee deposits	-	△16,147
Other payments	△11	-
Net cash provided by (used in) investing activities	△40,289	△58,422
Cash flows from financing activities		
Repayments of long-term borrowings	△88,132	△70,000
Proceeds from issuance of shares resulting from exercise of share acquisition rights	7,050	3,390
Dividends paid	△60,619	△61,207
Net cash provided by (used in) financing activities	△141,701	△127,817
Effect of exchange rate change on cash and cash equivalents	1,237	674
Net increase (decrease) in cash and cash equivalents	216,223	△53,023
Cash and cash equivalents at beginning of period	1,115,815	1,332,039
Cash and cash equivalents at end of period	1,332,039	1,279,016