

Consolidated Financial Results for the Third Quarter of the Fiscal Year Ending February 29, 2020 (Nine Months Ended November 30, 2019)

		[Japanese GAAP]
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Securities code:	9381	URL: http://www.ait-jp.com/
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Scheduled date of	filing of Quarterly Report:	January 14, 2020

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 (March 1, 2019 – November 30, 2019) of the Fiscal Year Ending February 29, 2020

(1) Consolidated results of operations

(1) Consolidated results of operation	(Percentages	represer	nt year-on-year	changes)				
	Operating revenue		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Nine months ended Nov. 30, 2019	35,028	66.5	1,520	21.1	1,819	31.4	1,195	26.7
Nine months ended Nov. 30, 2018	21,038	12.3	1,255	8.7	1,383	12.2	943	13.3
Note: Comprehensive income Nine months ended Nov. 30, 2019: 978 million yen						(up 11.	3%)	
Nine months ended Nov. 30, 2018: 878 million yen							%)	

	Net income per share	Diluted net income per share
	Yen	Yen
Nine months ended Nov. 30, 2019	49.98	-
Nine months ended Nov. 30, 2018	49.36	-

Note: There was a share exchange with Nisshin Transportation Co., Ltd. on March 1, 2019 in which Nisshin Transportation received 4,800,000 shares of AIT stock consisting of 4,159,200 shares newly issued and 640,800 treasury shares. AIT acquired 8,000 treasury shares upon resolution of the Board of Directors on November 19, 2019. The net income per share for the nine months ended Nov. 30, 2019 is calculated using an average number of shares during the period of 23,913,275.

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio
	Million yen	Million yen	%
As of Nov. 30, 2019	21,047	11,570	53.3
As of Feb. 28, 2019	8,214	5,954	72.2
Reference: Equity capital	As of Nov. 30, 2019: 11	,220 million yen As of Feb	5,927 million yen

2. Dividends

		Dividend per share					
	1Q-end	2Q-end	3Q-end	Year-end	Total		
	Yen	Yen	Yen	Yen	Yen		
Fiscal year ended Feb. 28, 2019	-	18.00	-	18.00	36.00		
Fiscal year ending Feb. 29, 2020	-	18.00	-				
Fiscal year ending Feb. 29, 2020 (forecast)				18.00	36.00		

Note: Revision to the most recently announced dividend forecast: None

3. Consolidated Forecast for the Fiscal Year Ending February 29, 2020 (March 1, 2019 – February 29, 2020)

						(Percentages re	epresent y	year-on-year changes)
Operating revenue		Operating profit		Ordinary profit		Profit attributable N		Net income per	
	Operating re-	venue	Operating profit		Ordinary profit		to owners of parent		share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
Full year	50,000	80.0	1,650	6.9	1,960	15.0	1,250	7.1	52.27

Note: Revision to the most recently announced forecast of consolidated results: None

Note: The AIT Board of Directors approved a resolution on November 19, 2019 to repurchase its own shares. Net income per share forecast has not been adjusted to reflect the stock repurchase.

* Notes

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

Newly added: 5, Nisshin Transportation Co., Ltd., Nisshin Trans Consolidator Co., Ltd., Nisshin Global Logistics (Shanghai) Co., Ltd., Nisshin International Trading (Shanghai) Co., Ltd., Nisshin (Myanmar) Co., Ltd. Excluded: -

- (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 outstanding shares (common stock)

1) Number of shares outstanding at the end of the period (including treasury shares)							
As of Nov. 30, 2019:	23,913,600 shares	As of Feb. 28, 2019:	19,754,400 shares				
2) Number of treasury shares at the end of	of the period						
As of Nov. 30, 2019:	8,033 shares	As of Feb. 28, 2019:	640,833 shares				
3) Average number of shares during the p	period						
Nine months ended Nov. 30, 2019:	23,913,275 shares	Nine months ended Nov. 30, 2018:	19,113,569 shares				

The current quarterly financial report is not subject to quarterly review by certified public accountants or auditing firms.

Cautionary statement with respect to forecasts of future performance and other special items

Forward-looking statements in these materials are based on certain assumptions judged to be valid and information currently available to AIT. These statements are not promises by AIT regarding future performance. Actual performance may differ significantly from these forecasts for a number of reasons. Please refer to "1. Qualitative Information on Quarterly Consolidated Financial Performance, (3) Explanation of Forecast of Consolidated Results and Other Forward-looking Statements" on page 4 of the attachments regarding preconditions or other related matters for forecasts shown above.

Contents of Attachments

1. Qualitative Information on Quarterly Consolidated Financial Performance	2
(1) Explanation of Results of Operations	2
(2) Explanation of Financial Position	3
(3) Explanation of Forecast of Consolidated Results and Other Forward-looking Statements	4
2. Quarterly Consolidated Financial Statements and Notes	5
(1) Quarterly Consolidated Balance Sheet	5
(2) Quarterly Consolidated Statements of Income and Comprehensive Income	7
(3) Notes to Quarterly Consolidated Financial Statements	9
Going Concern Assumption	9
Significant Changes in Shareholders' Equity	9
Changes in the Scope of Consolidation or Application of the Equity Method	9
Additional Information	9
Segment and Other Information	10

1. Qualitative Information on Quarterly Consolidated Financial Performance

(1) Explanation of Results of Operations

During the first nine months of the fiscal year ending February 29, 2020, the Japanese economy continued to recover slowly as improvements in corporate earnings and the job market continued. On the other hand, there is a lingering sense of uncertainty because of worries about prolonged U.S.-China trade friction, a slowdown in overseas economies and other factors.

On March 1, 2019, AIT and Nisshin Transportation conducted a share exchange with AIT as the sole parent company and Nisshin Transportation as the wholly owned subsidiary. As a result, Nisshin Transportation and its subsidiaries in Japan, China and Myanmar have joined the AIT Group.

In addition to our core businesses of international cargo transportation, customs clearance services and delivery services, merchandise inspections, needle detection in apparel shipments and distribution processing services have enabled the AIT Group to provide a comprehensive lineup of subcontracting services associated with imports and exports. The result is the ability to provide customers with more and better services.

In this environment, these initiatives and concentrated actions to create synergies among group companies along with actively promoting proposal type marketing for fully integrated service packages led to an increase in sea cargo volume from our principal markets, China and Southeast Asia to Japan. As a result, the scale of operations has increased, and the earnings base has strengthened.

To maintain the stability of earnings, there were measures to raise selling prices in order to reflect the higher cost of purchasing logistic services in Japan and overseas. All components of selling, general and administrative expenses were higher than one year earlier mainly because of amortization of goodwill associated with making Nisshin Transportation a subsidiary and higher personnel expenses due to the larger number of employees and restructuring of the group's personnel systems. On the other hand, the group has continually reviewed measures to cut costs as much as possible to generate profit.

Operating revenue largely increased 66.5% year-on-year to 35,028 million yen, and earnings were higher as well at all levels. Operating profit was up 21.1% to 1,520 million yen. Ordinary profit was up 31.4% to 1,819 million yen as non-operating income increased mainly due to earnings of equity-method affiliates, and profit attributable to owners of parent increased 26.7% to 1,195 million yen.

Results by business segment are as follows.

Starting on March 1, 2019, Nisshin Transportation and Nisshin Trans Consolidator Co., Ltd. were added to the "Japan" segment, Nisshin Global Logistics (Shanghai) Co., Ltd. and Nisshin International Trading (Shanghai) Co., Ltd. were added to the "China" segment, and Nisshin (Myanmar) Co., Ltd. was added to "Other," which is not a reportable segment.

AIT LOGISTICS (THAILAND) LIMITED, which was a consolidated subsidiary, was excluded from the scope of consolidation in the first quarter of the current fiscal year because its liquidation process was completed. Consequently, "Thailand" is no longer a reportable segment.

1) Japan

During the first nine months, in addition to the sales activities to capture more orders for fully integrated service packages, the addition of Nisshin Transportation to the AIT Group led to the handling of a larger volume of imports from China.

The number of containers handled in the sea freight sector increased 26.4% to 200,070 TEU for imports and 26.9% to 212,502 TEU for total imports and exports. Customs clearance orders largely increased 72.6% to 115,655.

The group is taking measures to reflect higher sea freight rates and delivery fees within Japan in service rates with the aim of raising selling prices and improving earnings.

As a result, operating revenue increased 65.5% to 27,826 million yen and segment profit increased 33.7% to 1,017 million yen because of an increase in selling, general and administrative expenses, including the amortization of goodwill.

2) China

There were more opportunities to earn profits associated with transportation within China due to the growth of the volume of shipments from China to Japan handled by the AIT Group. In addition, there was higher operating revenue from merchandise inspection, needle detection in apparel shipments and distribution processing services in China due to the addition of Nisshin Transportation to the group and the scale of operations in China increased.

As a result, operating revenue increased 68.4% to 6,364 million yen and segment profit decreased 11.0% to 428 million yen because of an increase in selling, general and administrative expenses, including the amortization of goodwill.

3) Other

There was growth in the volume of cargo at subsidiaries in the United States and Taiwan and at a joint venture in Vietnam. In addition, operating revenue in Myanmar contributed to this growth. As a result, operating revenue was 837 million yen, compared with 379 million yen one year earlier and segment profit was 74 million yen compared with 12 million yen one year earlier.

Note: TEU (twenty-foot equivalent unit) is a unit of cargo capacity based on a standard intermodal container.

(2) Explanation of Financial Position

Figures changed substantially following the use of a share exchange to make Nisshin Transportation a wholly owned subsidiary effective on March 1, 2019.

Assets

Total assets increased 12,833 million yen from the end of the previous fiscal year to 21,047 million yen at the end of the period under review.

Current assets increased 8,347 million yen to 16,072 million yen. This was mainly due to increases in cash and deposits of 3,946 million yen, and notes and accounts receivable-trade of 3,588 million yen because of making Nisshin Transportation a wholly owned subsidiary.

Non-current assets increased 4,485 million yen to 4,975 million yen. This was mainly due to increases in goodwill of 2,894 million yen, investment securities of 570 million yen, property, plant and equipment of 496 million yen, and deferred tax assets of 288 million yen because of making Nisshin Transportation a wholly owned subsidiary. The amount of goodwill is calculated provisionally because the allocation of the acquisition cost is incomplete.

Liabilities

Total liabilities increased 7,217 million yen to 9,477 million yen.

Current liabilities increased 6,790 million yen to 8,566 million yen. This was mainly due to increases in short-term loans payable of 4,300 million yen, accounts payable-trade of 1,549 million yen and provision for bonuses of 273 million yen because of making Nisshin Transportation a wholly owned subsidiary.

Non-current liabilities increased 427 million yen to 910 million yen. This was mainly due to an increase in net defined benefit liability of 214 million yen because of making Nisshin Transportation a wholly owned subsidiary.

Net assets

Net assets increased 5,615 million yen to 11,570 million yen. This was mainly due to a 5,053 million yen increase in capital surplus because of newly issued shares following the share exchange with Nisshin Transportation and a 322 million yen increase in non-controlling interests because of making Nisshin Transportation a wholly owned subsidiary. In addition, there was a booking of profit attributable to owners of parent of 1,195 million yen and dividends distributed from retained earnings of 774 million yen.

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

Results of operations in the first nine months were generally consistent with the plan for the fiscal year.

As apparel and household products account for a large share of the cargo handled by the AIT Group, the outlook is uncertain due to the impact of the consumption tax hike on consumer spending. In addition, there are concerns over rapid changes in global events and the potential effects of these events on exchange rates.

Following the share exchange that made Nisshin Transportation a wholly owned subsidiary, work is under way to determine the allocation of the acquisition cost for Nisshin Transportation and its subsidiaries. Since the allocation of the acquisition cost has not been completed, a provisional amount of goodwill has been calculated.

Based on this outlook, we maintain the full year forecasts of consolidated results for the fiscal year ending February 29, 2020, which was announced on April 10, 2019.

If revisions to the forecast become necessary, we will make an announcement promptly.

2. Quarterly Consolidated Financial Statements and Notes

(1) Quarterly Consolidated Balance Sheet

	EV2/10	(Thousands of yen
	FY2/19 (As of Feb. 28, 2019)	Third quarter of FY2/20 (As of Nov. 30, 2019)
Assets	(A3 01 1 c0. 20, 2017)	(AS 01 1107. 50, 2017)
Current assets		
Cash and deposits	4,999,159	8,945,27
Notes and accounts receivable-trade	1,833,833	5,421,85
Advances paid	775,691	984,91
Other	135,236	744,61
Allowance for doubtful accounts	(18,866)	(23,965
Total current assets	7,725,053	16,072,69
Non-current assets	1,723,033	10,072,09
Property, plant and equipment	82,423	579,13
Intangible assets	62;425	579,15
Goodwill		2 804 24
Other	-	2,894,24
	144,869	274,77
Total intangible assets	144,869	3,169,01
Investments and other assets	2.105	570.50
Investment securities	3,185	573,53
Deferred tax assets	25,993	314,75
Guarantee deposits	228,297	283,37
Other	4,758	55,42
Allowance for doubtful accounts	(232)	(73
Total investments and other assets	262,003	1,227,01
Total non-current assets	489,296	4,975,16
Total assets	8,214,350	21,047,86
Liabilities		
Current liabilities		
Accounts payable-trade	1,047,594	2,597,36
Short-term loans payable	-	4,300,00
Income taxes payable	253,949	449,05
Provision for bonuses	93,118	366,99
Provision for directors' bonuses	20,000	15,22
Other	361,086	837,58
Total current liabilities	1,775,748	8,566,22
Non-current liabilities		
Net defined benefit liability	333,759	547,94
Provision for directors' retirement benefits	94,220	109,75
Other	55,886	253,26
Total non-current liabilities	483,865	910,96
Total liabilities	2,259,614	9,477,19

		(Thousands of yen)
	FY2/19	Third quarter of FY2/20
	(As of Feb. 28, 2019)	(As of Nov. 30, 2019)
Net assets		
Shareholders' equity		
Capital stock	271,140	271,140
Capital surplus	221,590	5,275,185
Retained earnings	5,378,034	5,800,046
Treasury shares	(68,008)	(7,712)
Total shareholders' equity	5,802,756	11,338,660
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	223	8,568
Foreign currency translation adjustment	124,051	(127,185)
Total accumulated other comprehensive income	124,274	(118,616)
 Non-controlling interests	27,704	350,625
Total net assets	5,954,735	11,570,669
Total liabilities and net assets	8,214,350	21,047,860

(2) Quarterly Consolidated Statements of Income and Comprehensive Income

Quarterly Consolidated Statement of Income

(For the Nine-month Period)

	First nine months of FY2/19	First nine months of FY2/20
	(Mar. 1, 2018 – Nov. 30, 2018)	(Mar. 1, 2019 – Nov. 30, 2019)
Operating revenue		
Forwarding income	21,038,793	35,028,479
Total operating revenue	21,038,793	35,028,479
Operating cost		
Forwarding cost	17,735,827	28,560,618
Total operating cost	17,735,827	28,560,618
Gross profit	3,302,966	6,467,861
Selling, general and administrative expenses	2,047,761	4,947,539
Operating profit	1,255,204	1,520,321
Non-operating income		
Interest income	10,658	34,159
Dividend income	60	6,268
Share of profit of entities accounted for using equity method	-	185,765
Foreign exchange gains	80,732	31,713
Other	37,162	45,677
Total non-operating income	128,614	303,584
Non-operating expenses		
Interest expenses	-	2,445
Other	-	2,436
Total non-operating expenses	-	4,881
Ordinary profit	1,383,818	1,819,024
Extraordinary income		
Gain on sales of non-current assets	-	60
Gain on sales of shares of subsidiaries and associates	-	20,408
Total extraordinary income	-	20,468
Extraordinary losses		
Loss on sales of non-current assets	-	1,518
Loss on retirement of non-current assets	367	6,536
Total extraordinary losses	367	8,055
Profit before income taxes	1,383,450	1,831,438
Income taxes-current	446,964	731,576
Income taxes-deferred	(11,704)	(122,997)
Total income taxes	435,259	608,578
Profit	948,191	1,222,859
Profit attributable to non-controlling interests	4,680	27,703
Profit attributable to owners of parent	943,510	1,195,155

Quarterly Consolidated Statement of Comprehensive Income

(For the Nine-month Period)

		(Thousands of yen)
	First nine months of FY2/19	First nine months of FY2/20
	(Mar. 1, 2018 – Nov. 30, 2018)	(Mar. 1, 2019 – Nov. 30, 2019)
Profit	948,191	1,222,859
Other comprehensive income		
Valuation difference on available-for-sale securities	217	8,345
Foreign currency translation adjustment	(69,998)	(253,145)
Total other comprehensive income	(69,781)	(244,799)
Comprehensive income	878,410	978,059
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	874,109	952,264
Comprehensive income attributable to non-controlling interests	4,300	25,794

(3) Notes to Quarterly Consolidated Financial Statements

Going Concern Assumption

Not applicable.

Significant Changes in Shareholders' Equity

On March 1, 2019, AIT and Nisshin Transportation conducted a share exchange with AIT as the sole parent company and Nisshin Transportation as the wholly owned subsidiary. Due to this share exchange, Nisshin Transportation received AIT stock consisting of 4,159,200 shares newly issued and 640,800 treasury shares.

AIT acquired 8,000 treasury shares upon resolution of the Board of Directors on November 19, 2019.

As a result, capital surplus increased 5,053,595 thousand yen to 5,275,185 thousand yen, and treasury shares decreased 60,295 thousand yen to 7,712 thousand yen at the end of the third quarter of the current fiscal year.

Changes in the Scope of Consolidation or Application of the Equity Method

(1) Important changes in the scope of consolidation

As there was a share exchange with Nisshin Transportation on March 1, 2019 to make this company a wholly owned subsidiary, Nisshin Transportation, Nisshin Trans Consolidator, Nisshin Global Logistics (Shanghai), Nisshin International Trading (Shanghai), Nisshin (Myanmar) and one other companies currently being liquidated were included in the scope of consolidation from the first quarter of the current fiscal year.

The change in the scope of consolidation is expected to have a significant impact on our financial statements. This includes increases in assets and liabilities carried on the balance sheet and operating revenue on the statement of income and other items.

Nisshin Transportation and its four subsidiaries is considered as specified subsidiaries of AIT.

AIT LOGISTICS (THAILAND) LIMITED, which was a consolidated subsidiary, was excluded from the scope of consolidation from the first quarter of the current fiscal year because its liquidation process was completed.

(2) Important changes in the scope of application of the equity method

As there was a share exchange with Nisshin Transportation on March 1, 2019 to make this company a wholly owned subsidiary, Nisshin Logistics and five other companies are included in the scope of the equity method from the first quarter of the current fiscal year.

Additional Information

Application of the "Partial Amendments to Accounting Standard for Tax Effect Accounting," etc.

Effective from the beginning of the first quarter of the current fiscal year, AIT has adopted the "Partial Amendments to Accounting Standard for Tax Effect Accounting" Accounting Standards Board of Japan (ASBJ) Statement No. 28, February 16, 2018) and other related pronouncements. Accordingly, deferred tax assets and deferred tax liabilities have been presented in the investments and other assets section and the non-current liabilities section of the balance sheet, respectively.

Reclassifications

Quarterly Consolidated Statement of Income

Beginning with the first quarter of the current fiscal year, expenses for international cargo transportation, customs clearance services and delivery services are included in operating cost instead of selling, general and administrative expenses as in prior years. The purposes of this change are to clearly link expenses with revenue, use a single method for management of the AIT Group's results of operations, and provide a more suitable presentation of gross profit and selling, general and administrative expenses.

To conform to this change, the quarterly consolidated statement of income for the first nine months of the previous fiscal year are restated. As a result, 1,052,809 thousand yen of selling, general and administrative expenses in the first nine months of the previous fiscal year's quarterly consolidated statement of income is reclassified as operating cost.

Segment and Other Information

Segment Information

I First nine months of FY2/19 (Mar. 1, 2018 – Nov. 30, 2018) Information related to operating revenue and profit or loss for each reportable segment (Thousands of yen) Amounts shown Reportable segment on quarterly consolidated Other Total Adjustment China (Note 2) statement of Thailand Japan Sub-total (Note 1) income

		(meome
								(Note 3)
Operating revenue								
(1) Revenue from								
external	16,816,085	3,778,369	64,815	20,659,271	379,522	21,038,793	-	21,038,793
customers								
(2) Inter-segment								
revenue and	154,123	1,846,501	23,826	2,024,452	193,472	2,217,924	(2,217,924)	-
transfers								
Total	16,970,209	5,624,871	88,642	22,683,723	572,994	23,256,718	(2,217,924)	21,038,793
Segment profit	760,689	481,250	1,105	1,243,045	12,158	1,255,204	-	1,255,204

Notes: 1. "China" includes the business activities of entities in China and Hong Kong.

2. "Other" is a business segment not included in reportable segments and includes the business activities of entities in the U.S., Taiwan and Vietnam.

3. Segment profit is consistent with operating profit recorded in the quarterly consolidated statement of income.

II First nine months of FY2/20 (Mar. 1, 2019 – Nov. 30, 2019)

1. Information related to operating revenue and profit or loss for each reportable segment (Thousands of yen)

	Reportable segment						Amounts shown
	Japan	China (Note 1)	Sub-total	Other (Note 2)	Total	Adjustment	on quarterly consolidated statement of income
							(Note 3)
Operating revenue (1) Revenue from external customers (2) Inter-segment revenue and transfers	27,826,686 195,165	6,364,137 3,219,900	34,190,824 3,415,065	837,655 472,871	35,028,479 3,887,937	(3,887,937)	35,028,479
Total	28,021,852	9,584,037	37,605,889	1,310,527	38,916,417	(3,887,937)	35,028,479
Segment profit	1,017,389	428,414	1,445,803	74,518	1,520,321	-	1,520,321

Notes: 1. "China" includes the business activities of entities in China and Hong Kong.

2. "Other" is a business segment not included in reportable segments and includes the business activities of entities in the U.S., Taiwan, Vietnam and Myanmar.

3. Segment profit is consistent with operating profit recorded in the quarterly consolidated statement of income.

2. Information related to assets for each reportable segment

On March 1, 2019, AIT and Nisshin Transportation conducted a share exchange with AIT as the sole parent company and Nisshin Transportation as the wholly owned subsidiary. Accordingly, Nisshin Transportation and Nisshin Trans Consolidator, Nisshin Global Logistics (Shanghai), Nisshin International Trading (Shanghai), and Nisshin (Myanmar), which are subsidiaries of Nisshin Transportation, were included in the scope of consolidation beginning in the first quarter of FY2/20.

As a result, segment assets in "Japan," "China" and "Other" increased 10,711,384 thousand yen, 4,485,302 thousand yen and 773,127 thousand yen, respectively, from the end of FY2/19.

Since the allocation of the acquisition cost has not been completed as of the end of the third quarter of FY2/20, a provisional amount of asset has been calculated.

3. Information related to revisions for reportable segments

From the first quarter of FY2/20, Nisshin Transportation and Nisshin Trans Consolidator Co., Ltd. were added to the "Japan" segment, Nisshin Global Logistics (Shanghai) Co., Ltd. and Nisshin International Trading (Shanghai) Co., Ltd. were added to the "China" segment, and Nisshin (Myanmar) Co., Ltd. was added to "Other," which is not a reportable segment.

AIT LOGISTICS (THAILAND) LIMITED, which was a consolidated subsidiary, was excluded from the scope of consolidation from the first quarter of the current fiscal year because its liquidation process was completed. Consequently, "Thailand" is no longer a reportable segment.

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.