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Consolidated Financial Results for the Fiscal Year Ended March 31, 2022 [Japanese GAAP]



May 13, 2022

Company name: WIN-Partners Co., Ltd.
 Stock exchange listing: Tokyo Stock Exchange
 Code number: 3183
 URL: <http://www.win-partners.co.jp/>
 Representative: Hideumi Akizawa, Chief Executive Officer
 Contact: Keiji Matsumoto, Director
 Phone: +81-3-3548-0790
 Scheduled date of general shareholders' meeting: June 28, 2022
 Scheduled date of commencing dividend payments: June 29, 2022
 Scheduled date of filing securities report: June 28, 2022
 Availability of supplementary explanatory materials on annual financial results: Not available
 Schedule of annual financial results briefing session: Scheduled (for institutional investors and analysts)

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

1. Consolidated Financial Results for the Fiscal Year Ended March 31, 2022 (April 1, 2021 - March 31, 2022)

(1) Consolidated Operating Results (% indicates changes from the previous corresponding period.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Fiscal year ended March 31, 2022	66,391	6.9	2,762	22.5	2,765	22.0	1,831	18.9
March 31, 2021	62,123	(3.7)	2,255	(14.9)	2,265	(14.7)	1,540	(17.7)

(Note) Comprehensive income: Fiscal year ended March 31, 2022: ¥1,857 million [17.6%]

Fiscal year ended March 31, 2021: ¥1,580 million [(15.8)%]

	Basic earnings per share	Diluted earnings per share	Return on equity	Ratio of ordinary profit to total assets	Ratio of operating profit to net sales
Fiscal year ended	Yen	Yen	%	%	%
March 31, 2022	63.88	—	8.5	6.8	4.2
March 31, 2021	53.66	—	7.4	5.7	3.6

(Reference) Equity in earnings of affiliated companies: Fiscal year ended March 31, 2022: ¥— million

Fiscal year ended March 31, 2021: ¥— million

(2) Consolidated Financial Position

	Total assets	Net assets	Equity ratio	Net assets per share
	Million yen	Million yen	%	Yen
As of March 31, 2022	41,564	21,721	52.3	764.32
As of March 31, 2021	40,187	21,138	52.6	736.32

(Reference) Equity: As of March 31, 2022: ¥21,721 million

As of March 31, 2021: ¥21,138 million

(3) Consolidated Cash Flows

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Cash and cash equivalents at year-end
Fiscal year ended	Million yen	Million yen	Million yen	Million yen
March 31, 2022	2,622	(2,894)	(1,276)	10,572
March 31, 2021	1,850	(1,276)	(947)	12,122

2. Dividends

	Annual dividends					Total dividends (annual)	Payout ratio (consolidated)	Ratio of dividends to net assets (consolidated)
	1st quarter-end	2nd quarter-end	3rd quarter-end	Year-end	Total			
	Yen	Yen	Yen	Yen	Yen	Million yen	%	%
Fiscal year ended March 31, 2021	–	0.00	–	34.00	34.00	976	63.4	4.7
Fiscal year ended March 31, 2022	–	0.00	–	35.00	35.00	994	54.8	4.7
Fiscal year ending March 31, 2023 (Forecast)	–	0.00	–	36.00	36.00		53.0	

3. Consolidated Financial Results Forecast for the Fiscal Year Ending March 31, 2023 (April 1, 2022 - March 31, 2023)

(% indicates changes from the previous corresponding period.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
First half	33,400	7.2	1,210	2.9	1,210	2.6	830	3.8	29.20
Full year	68,800	3.6	2,820	2.1	2,820	2.0	1,930	5.4	67.91

* Notes:

- (1) Changes in significant subsidiaries during the period under review: None
(Changes in specified subsidiaries resulting in changes in scope of consolidation)
- (2) Changes in accounting policies, changes in accounting estimates and retrospective restatement
 - 1) Changes in accounting policies due to the revision of accounting standards: Yes
 - 2) Changes in accounting policies other than 1) above: None
 - 3) Changes in accounting estimates: None
 - 4) Retrospective restatement: None
- (3) Total number of issued shares (common shares)
 - 1) Total number of issued shares at the end of the period (including treasury shares):

March 31, 2022:	30,503,310 shares
March 31, 2021:	30,503,310 shares
 - 2) Total number of treasury shares at the end of the period:

March 31, 2022:	2,083,573 shares
March 31, 2021:	1,795,073 shares
 - 3) Average number of shares during the period:

Fiscal year ended March 31, 2022:	28,675,572 shares
Fiscal year ended March 31, 2021:	28,708,237 shares

(Reference) Summary of Non-consolidated Financial Results**1. Non-consolidated Financial Results for the Fiscal Year Ended March 31, 2022 (April 1, 2021 - March 31, 2022)****(1) Non-consolidated Operating Results** (% indicates changes from the previous corresponding period.)

Year ended	Net sales		Operating profit		Ordinary profit		Profit	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
March 31, 2022	2,485	(7.0)	1,531	(14.5)	1,530	(14.7)	1,436	(16.9)
March 31, 2021	2,672	(16.4)	1,790	(22.5)	1,793	(22.4)	1,729	(23.9)

Year ended	Basic earnings per share	Diluted earnings per share
	Yen	Yen
March 31, 2022	50.10	—
March 31, 2021	60.24	—

(2) Non-consolidated Financial Position

	Total assets	Net assets	Equity ratio	Net assets per share
	Million yen	Million yen	%	Yen
As of March 31, 2022	19,376	19,096	98.6	671.95
As of March 31, 2021	19,176	18,934	98.7	659.54

(Reference) Equity: As of March 31, 2022: ¥19,096 million

As of March 31, 2021: ¥18,934 million

* These financial results are outside the scope of audit by certified public accountants or an audit firm.

* Explanation of the proper use of financial results forecasts and other notes

(Note on forward-looking statements)

The financial results forecasts and other forward-looking statements contained in this document are based on information currently available and assumptions as of the announcement date of this document concerning uncertain factors that may affect the future performance, and the Company does not promise the achievement of these forecasts. Actual results may differ significantly from these forecasts due to various factors.

1. Consolidated Financial Statements and Principal Notes
(1) Consolidated Balance Sheets

(Thousand yen)

	As of March 31, 2021	As of March 31, 2022
Assets		
Current assets		
Cash and deposits	17,122,053	15,572,870
Notes and accounts receivable - trade	14,532,825	14,542,286
Electronically recorded monetary claims - operating	1,434,126	1,819,004
Merchandise	2,334,618	2,066,037
Accounts receivable - other	209,870	283,135
Other	361,151	462,494
Allowance for doubtful accounts	(277)	–
Total current assets	35,994,369	34,745,828
Non-current assets		
Property, plant and equipment		
Buildings and structures	1,490,196	1,494,421
Land	2,180,968	3,999,503
Construction in progress	7,310	842,651
Other	1,058,982	1,024,569
Accumulated depreciation	(1,555,488)	(1,612,370)
Total property, plant and equipment	3,181,968	5,748,776
Intangible assets		
Software	44,748	49,240
Other	83,992	107,338
Total intangible assets	128,740	156,579
Investments and other assets		
Investment securities	92,043	87,619
Deferred tax assets	522,819	589,671
Other	267,914	236,522
Total investments and other assets	882,778	913,813
Total non-current assets	4,193,487	6,819,169
Total assets	40,187,857	41,564,997

(Thousand yen)

	As of March 31, 2021	As of March 31, 2022
Liabilities		
Current liabilities		
Notes and accounts payable - trade	14,957,753	14,881,444
Electronically recorded obligations - operating	1,798,312	2,094,209
Accounts payable - other	289,955	342,034
Income taxes payable	277,887	595,688
Contract liabilities	–	66,061
Provision for bonuses	351,576	392,514
Other	285,160	326,608
Total current liabilities	17,960,643	18,698,560
Non-current liabilities		
Retirement benefit liability	1,086,875	1,142,531
Other	2,000	2,000
Total non-current liabilities	1,088,875	1,144,531
Total liabilities	19,049,519	19,843,091
Net assets		
Shareholders' equity		
Share capital	550,000	550,000
Capital surplus	2,272,369	2,272,369
Retained earnings	18,832,438	19,688,252
Treasury shares	(538,066)	(836,142)
Total shareholders' equity	21,116,741	21,674,479
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	43,879	40,538
Remeasurements of defined benefit plans	(22,282)	6,887
Total accumulated other comprehensive income	21,596	47,426
Total net assets	21,138,338	21,721,905
Total liabilities and net assets	40,187,857	41,564,997

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

(Thousand yen)

	For the fiscal year ended March 31, 2021	For the fiscal year ended March 31, 2022
Net sales	62,123,939	66,391,940
Cost of sales	54,380,170	57,871,801
Gross profit	7,743,768	8,520,139
Selling, general and administrative expenses	5,488,481	5,757,706
Operating profit	2,255,287	2,762,432
Non-operating income		
Interest income	910	133
Dividend income	1,338	1,221
Rental income from real estate	2,009	2,067
Other	7,894	3,870
Total non-operating income	12,153	7,292
Non-operating expenses		
Other	1,677	4,638
Total non-operating expenses	1,677	4,638
Ordinary profit	2,265,762	2,765,086
Extraordinary income		
Gain on sale of non-current assets	–	357
Total extraordinary income	–	357
Extraordinary losses		
Loss on retirement of non-current assets	19,800	110,597
Total extraordinary losses	19,800	110,597
Profit before income taxes	2,245,962	2,654,845
Income taxes - current	718,705	901,661
Income taxes - deferred	(13,339)	(78,709)
Total income taxes	705,365	822,951
Profit	1,540,597	1,831,893
Profit attributable to owners of parent	1,540,597	1,831,893

Consolidated Statement of Comprehensive Income

(Thousand yen)

	For the fiscal year ended March 31, 2021	For the fiscal year ended March 31, 2022
Profit	1,540,597	1,831,893
Other comprehensive income		
Valuation difference on available-for-sale securities	24,433	(3,340)
Remeasurements of defined benefit plans, net of tax	15,123	29,170
Total other comprehensive income	39,557	25,829
Comprehensive income	1,580,154	1,857,723
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	1,580,154	1,857,723

(3) Consolidated Statements of Changes in Equity

Fiscal year ended March 31, 2021 (from April 1, 2020 to March 31, 2021)

(Thousand yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	550,000	2,272,369	18,239,213	(538,066)	20,523,515
Changes during period					
Dividends of surplus			(947,371)		(947,371)
Profit attributable to owners of parent			1,540,597		1,540,597
Purchase of treasury shares					-
Net changes in items other than shareholders' equity					
Total changes during period	-	-	593,225	-	593,225
Balance at end of period	550,000	2,272,369	18,832,438	(538,066)	21,116,741

	Accumulated other comprehensive income			Total net assets
	Valuation difference on available-for-sale securities	Remeasurements of defined benefit plans	Total accumulated other comprehensive income	
Balance at beginning of period	19,445	(37,406)	(17,960)	20,505,555
Changes during period				
Dividends of surplus				(947,371)
Profit attributable to owners of parent				1,540,597
Purchase of treasury shares				-
Net changes in items other than shareholders' equity	24,433	15,123	39,557	39,557
Total changes during period	24,433	15,123	39,557	632,782
Balance at end of period	43,879	(22,282)	21,596	21,138,338

Fiscal year ended March 31, 2022 (from April 1, 2021 to March 31, 2022)

(Thousand yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	550,000	2,272,369	18,832,438	(538,066)	21,116,741
Changes during period					
Dividends of surplus			(976,080)		(976,080)
Profit attributable to owners of parent			1,831,893		1,831,893
Purchase of treasury shares				(298,075)	(298,075)
Net changes in items other than shareholders' equity					
Total changes during period	-	-	855,813	(298,075)	557,738
Balance at end of period	550,000	2,272,369	19,688,252	(836,142)	21,674,479

	Accumulated other comprehensive income			Total net assets
	Valuation difference on available-for-sale securities	Remeasurements of defined benefit plans	Total accumulated other comprehensive income	
Balance at beginning of period	43,879	(22,282)	21,596	21,138,338
Changes during period				
Dividends of surplus				(976,080)
Profit attributable to owners of parent				1,831,893
Purchase of treasury shares				(298,075)
Net changes in items other than shareholders' equity	(3,340)	29,170	25,829	25,829
Total changes during period	(3,340)	29,170	25,829	583,567
Balance at end of period	40,538	6,887	47,426	21,721,905

(4) Consolidated Statement of Cash Flows

(Thousand yen)

	For the fiscal year ended March 31, 2021	For the fiscal year ended March 31, 2022
Cash flows from operating activities		
Profit before income taxes	2,245,962	2,654,845
Depreciation	194,069	160,524
Interest and dividend income	(2,249)	(1,354)
Decrease (increase) in trade receivables	(1,300,907)	(394,338)
Decrease (increase) in inventories	291,456	269,497
Increase (decrease) in trade payables	856,287	219,587
Other, net	326,767	304,455
Subtotal	2,611,386	3,213,216
Interest and dividends received	2,604	1,354
Income taxes paid	(763,474)	(592,513)
Net cash provided by (used in) operating activities	1,850,516	2,622,058
Cash flows from investing activities		
Payments into time deposits	(5,000,000)	(5,000,000)
Proceeds from withdrawal of time deposits	5,000,000	5,000,000
Purchase of property, plant and equipment	(1,176,605)	(2,758,956)
Other, net	(100,123)	(135,972)
Net cash provided by (used in) investing activities	(1,276,728)	(2,894,928)
Cash flows from financing activities		
Purchase of treasury shares	—	(298,075)
Dividends paid	(947,371)	(976,080)
Other, net	—	(2,156)
Net cash provided by (used in) financing activities	(947,371)	(1,276,312)
Effect of exchange rate change on cash and cash equivalents	—	—
Net increase (decrease) in cash and cash equivalents	(373,584)	(1,549,182)
Cash and cash equivalents at beginning of period	12,495,637	12,122,053
Cash and cash equivalents at end of period	12,122,053	10,572,870

2. Non-consolidated Financial Statements and Principal Notes

(1) Non-consolidated Balance Sheets

(Thousand yen)

	As of March 31, 2021	As of March 31, 2022
Assets		
Current assets		
Cash and deposits	8,367,080	7,519,383
Prepaid expenses	5,145	8,727
Short-term loans receivable from subsidiaries and associates	–	1,000,000
Income taxes refund receivable	311,922	309,512
Other	11,009	15,399
Total current assets	8,695,158	8,853,023
Non-current assets		
Property, plant and equipment		
Buildings	27,879	27,879
Tools, furniture and fixtures	58,045	64,123
Accumulated depreciation	(48,614)	(57,977)
Total property, plant and equipment	37,310	34,025
Intangible assets		
Software	39,925	43,274
Other	82,480	106,004
Total intangible assets	122,405	149,278
Investments and other assets		
Shares of subsidiaries and associates	10,205,422	10,205,422
Long-term prepaid expenses	176	40
Leasehold and guarantee deposits	65,251	65,209
Deferred tax assets	51,088	69,957
Total investments and other assets	10,321,938	10,340,630
Total non-current assets	10,481,654	10,523,934
Total assets	19,176,812	19,376,957

(Thousand yen)

	As of March 31, 2021	As of March 31, 2022
Liabilities		
Current liabilities		
Accounts payable - other	59,802	97,214
Accrued expenses	8,272	10,996
Income taxes payable	24,158	14,604
Accrued consumption taxes	17,172	2,851
Provision for bonuses	34,627	45,517
Other	8,607	11,927
Total current liabilities	152,640	183,112
Non-current liabilities		
Provision for retirement benefits	90,072	97,227
Total non-current liabilities	90,072	97,227
Total liabilities	242,713	280,340
Net assets		
Shareholders' equity		
Share capital	550,000	550,000
Capital surplus		
Legal capital surplus	150,000	150,000
Other capital surplus	9,505,422	9,505,422
Total capital surplus	9,655,422	9,655,422
Retained earnings		
Other retained earnings		
Retained earnings brought forward	9,266,744	9,727,337
Total retained earnings	9,266,744	9,727,337
Treasury shares	(538,066)	(836,142)
Total shareholders' equity	18,934,099	19,096,617
Total net assets	18,934,099	19,096,617
Total liabilities and net assets	19,176,812	19,376,957

(2) Non-consolidated Statement of Income

(Thousand yen)

	For the fiscal year ended March 31, 2021	For the fiscal year ended March 31, 2022
Operating revenue		
Management fee income	1,008,642	977,531
Dividends from subsidiaries and associates	1,663,956	1,507,761
Total operating revenue	2,672,598	2,485,292
Operating expenses		
General and administrative expenses	881,775	953,788
Total operating expenses	881,775	953,788
Operating profit	1,790,822	1,531,503
Non-operating income		
Interest income	883	491
Other	1,428	621
Total non-operating income	2,312	1,112
Non-operating expenses		
Other	65	2,537
Total non-operating expenses	65	2,537
Ordinary profit	1,793,070	1,530,078
Extraordinary losses		
Loss on retirement of non-current assets	19,800	110,597
Total extraordinary losses	19,800	110,597
Profit before income taxes	1,773,270	1,419,480
Income taxes - current	47,923	1,677
Income taxes - deferred	(3,971)	(18,869)
Total income taxes	43,951	(17,191)
Profit	1,729,318	1,436,672

(3) Non-consolidated Statements of Changes in Equity

Fiscal year ended March 31, 2021 (from April 1, 2020 to March 31, 2021)

(Thousand yen)

	Shareholders' equity			
	Share capital	Capital surplus		
		Legal capital surplus	Other capital surplus	Total capital surplus
Balance at beginning of period	550,000	150,000	9,505,422	9,655,422
Changes during period				
Dividends of surplus				
Profit				
Purchase of treasury shares				
Total changes during period	–	–	–	–
Balance at end of period	550,000	150,000	9,505,422	9,655,422

	Shareholders' equity				Total net assets
	Retained earnings		Treasury shares	Total shareholders' equity	
	Other retained earnings	Total retained earnings			
Balance at beginning of period	8,484,797	8,484,797	(538,066)	18,152,152	18,152,152
Changes during period					
Dividends of surplus	(947,371)	(947,371)		(947,371)	(947,371)
Profit	1,729,318	1,729,318		1,729,318	1,729,318
Purchase of treasury shares				–	–
Total changes during period	781,946	781,946	–	781,946	781,946
Balance at end of period	9,266,744	9,266,744	(538,066)	18,934,099	18,934,099

Fiscal year ended March 31, 2022 (from April 1, 2021 to March 31, 2022)

(Thousand yen)

	Shareholders' equity			
	Share capital	Capital surplus		
		Legal capital surplus	Other capital surplus	Total capital surplus
Balance at beginning of period	550,000	150,000	9,505,422	9,655,422
Changes during period				
Dividends of surplus				
Profit				
Purchase of treasury shares				
Total changes during period	–	–	–	–
Balance at end of period	550,000	150,000	9,505,422	9,655,422

	Shareholders' equity				Total net assets
	Retained earnings		Treasury shares	Total shareholders' equity	
	Other retained earnings	Total retained earnings			
Balance at beginning of period	9,266,744	9,266,744	(538,066)	18,934,099	18,934,099
Changes during period					
Dividends of surplus	(976,080)	(976,080)		(976,080)	(976,080)
Profit	1,436,672	1,436,672		1,436,672	1,436,672
Purchase of treasury shares			(298,075)	(298,075)	(298,075)
Total changes during period	460,592	460,592	(298,075)	162,517	162,517
Balance at end of period	9,727,337	9,727,337	(836,142)	19,096,617	19,096,617