

# Result Briefing

Financial highlights for the year  
ended March 2022

Financial forecast for the year  
ending March 2023

***ALPS LOGISTICS CO., LTD.***

(TSE Prime 9055)

May 11, 2022

Representative Director, Masaru Usui  
President



- 1. Financial highlights for the year ended March 2022**
2. Financial forecast for the year ending March 2023



# Business Environment

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## Economic environment

Significantly affected by the new coronavirus pandemic, economic activities were conducted with a close eye on the infection situation.

Logistics continued to face tight marine transportation due to container shortages, tight air transportation due to lack of space, and soaring freight rates.

## Electronic components related

While the semiconductor-related industry continued to do well, automotive and electronics manufacturers were forced to adjust production due to semiconductor shortages, which constrained the recovery.

## Consumer products logistics

Mail-order and delivery demand remained high as the stay-at-home lifestyle became established due to the prolonged pandemic.

## Factors affecting future performance

Electronic components market is picking up. Marine and air transportation will probably normalize in the second half of this fiscal year.

We view the pandemic's impact, semiconductor shortages, inflation concerns, geopolitical risks, etc. as uncertain factors.



Year Ended  
March 2022

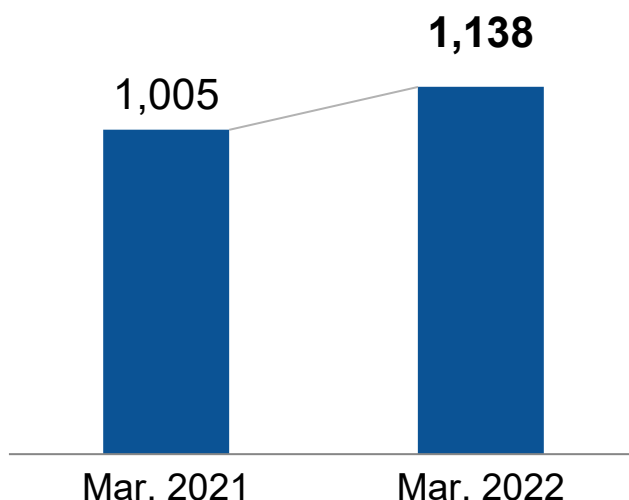
# Financial Highlights (Consolidated)

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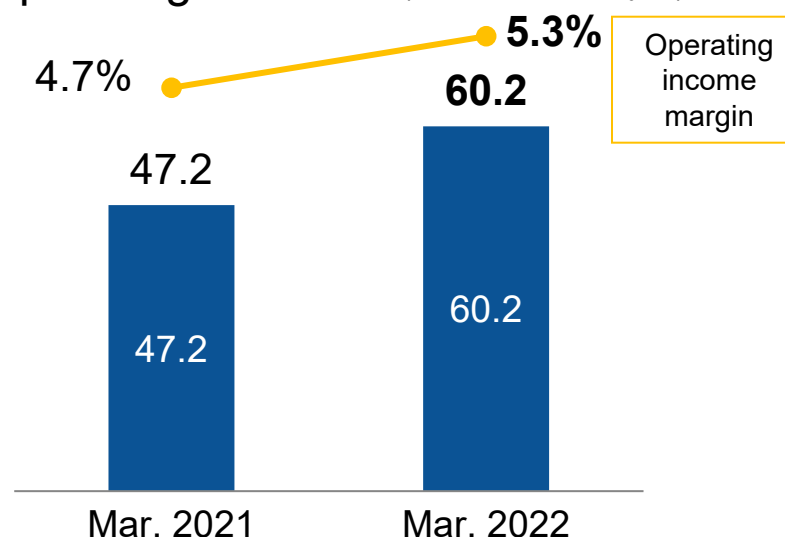
**Net sales and income at all levels set new record highs.**

(Unit: million yen)	Mar. 2021	Mar. 2022	
	Results	Results	Percent change (y/y)
Net sales	100,562	113,814	13.2%
Operating income	4,725	6,021	27.4%
Ordinary income	4,926	6,166	25.2%
Profit attributable to owners of parent	2,900	3,598	24.1%

■ Net sales (Unit: 100 million yen)



■ Operating income (Unit: 100 million yen)





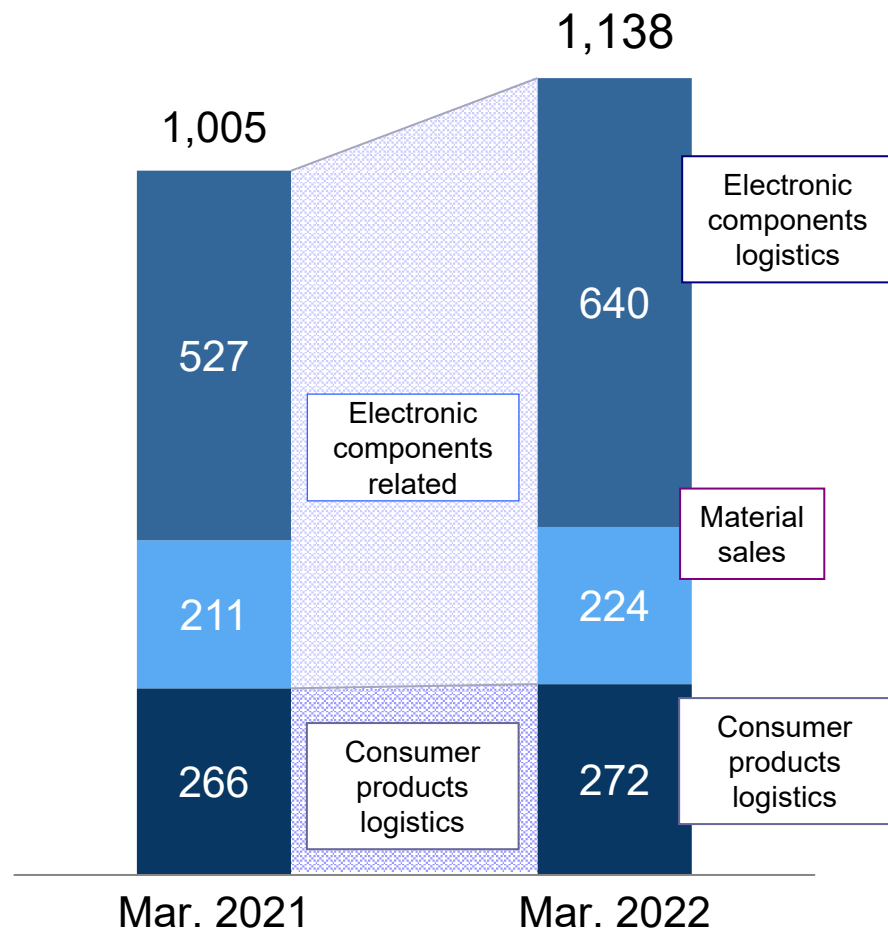
Year Ended  
March 2022

# Net Sales (Consolidated)

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## Net sales by segment

(Unit: 100 million yen)



**+13.2billion yen (+13.2%) y/y**

### ■ Electronic components logistics +11.3 billion yen

Steady sales expansion led to increased sales in all businesses, including storage, transportation, and import/export, both in Japan and overseas.

### ■ Material sales +1.3 billion yen

Sales of molding materials for telecommunications and information equipment increased mainly in China. Sales of packaging materials also increased due to sales expansion.

### ■ Consumer products logistics +0.5 billion yen

Newly-launched medical-related business contributed to the growth. Delivery demand remained high as the stay-at-home lifestyle became established.

\* Sales of each segment represent sales after elimination of intra-company transactions.

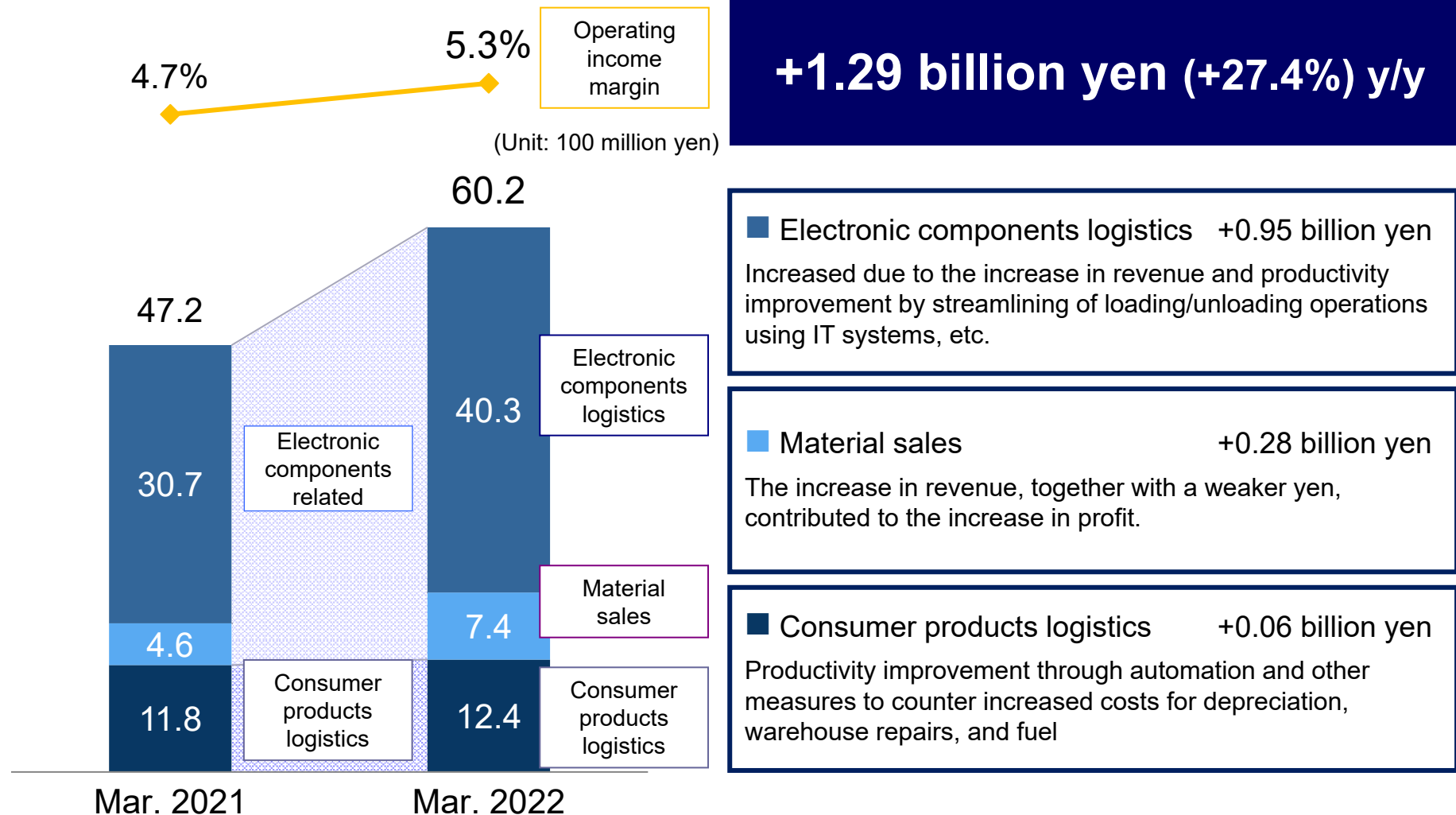


Year Ended  
March 2022

# Operating Income (Consolidated)

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## ■ Operating income by segment



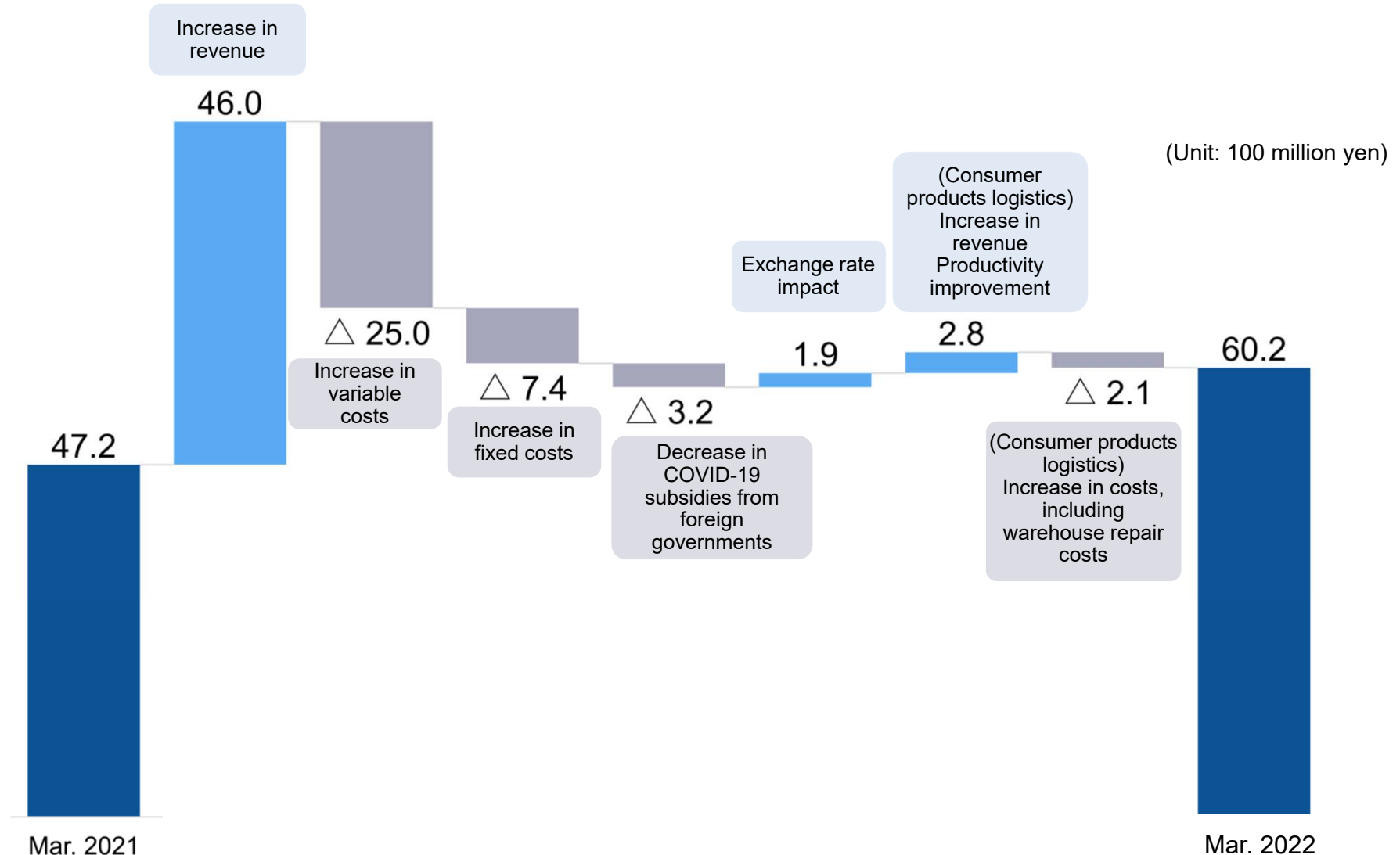
\* Operating income of each segment represents operating income after elimination of intra-company transactions.



Year Ended  
March 2022

# Changes in Operating Income (Consolidated) 7

**Profit increased due to sales expansion and the increase in revenue from international air transportation.**



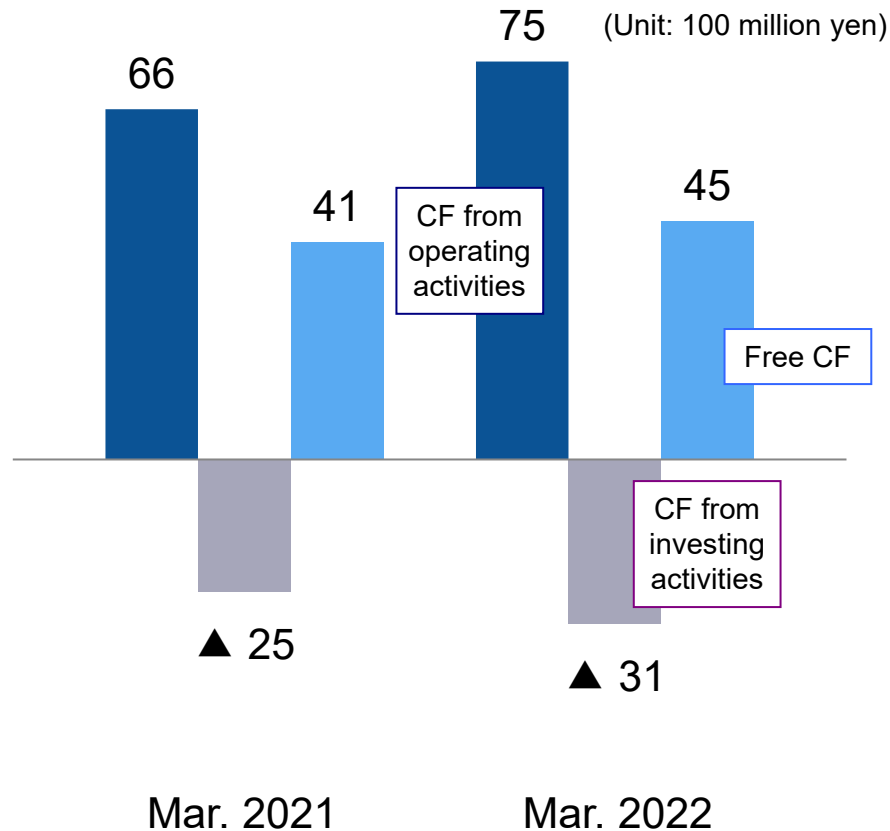


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# Financial Status (Consolidated)

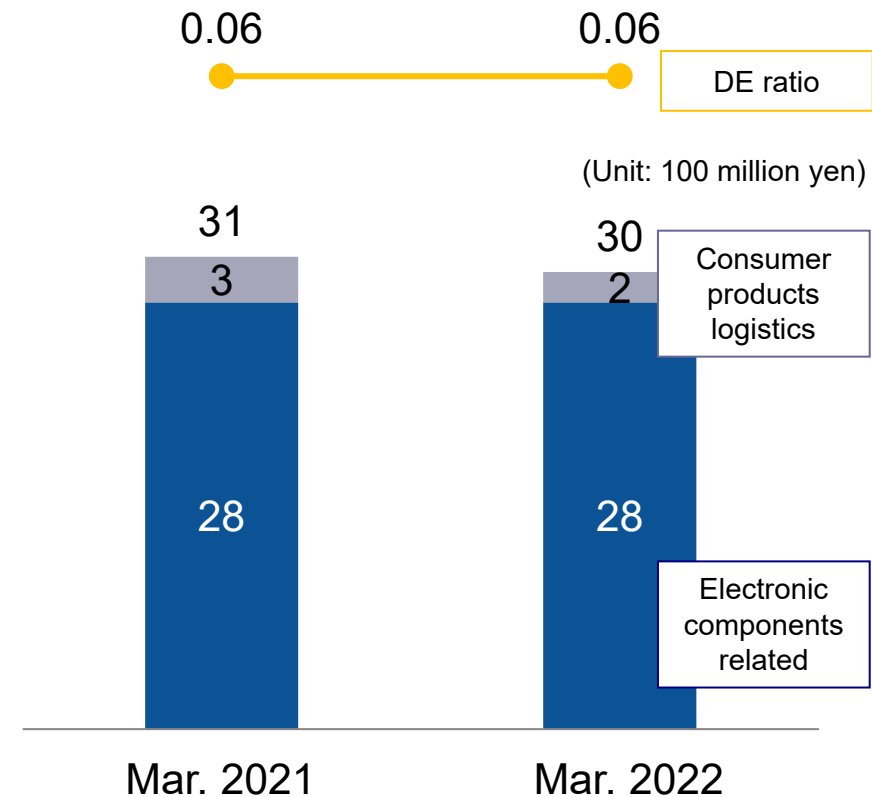
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## ■ Cash flow (CF)



CF from operating activities: Increased due to higher profits.  
CF from investing activities: Increased in expenditure related to new warehouse construction.

## ■ Outstanding interest-bearing liabilities



Borrowing: Decreased in consumer products logistics.  
DE ratio: Remained flat with little change in borrowing.



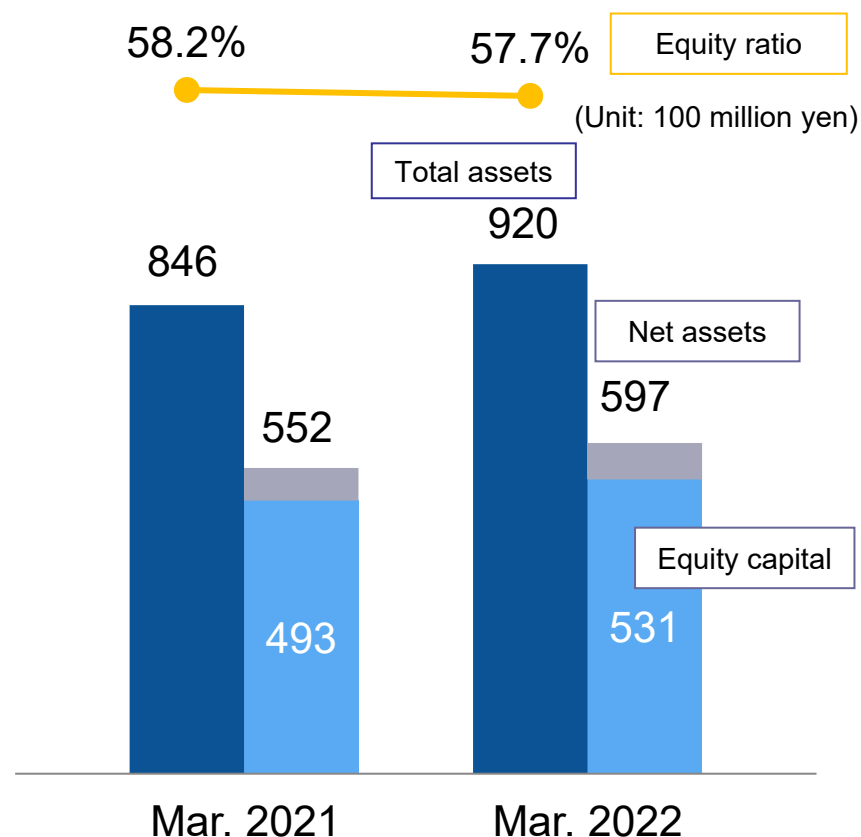


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# Financial Index (Consolidated)

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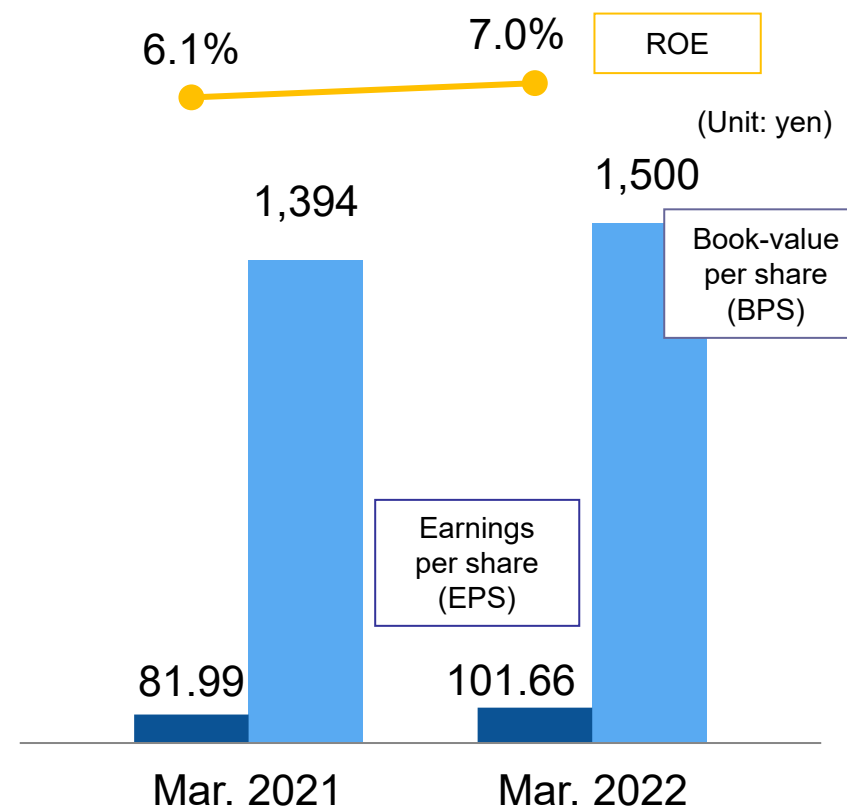
## ■ Assets



Total assets: Increased due to an increase in cash and tangible fixed assets.

Equity ratio: Decreased due to an increase in total assets, despite an increase in equity capital.

## ■ ROE · EPS · BPS



EPS +19.67 yen and ROE +0.9p due to an increase in net profit attributable to owners of the parent company.



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- 2. Financial forecast for the year ending March 2023**



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March 2022

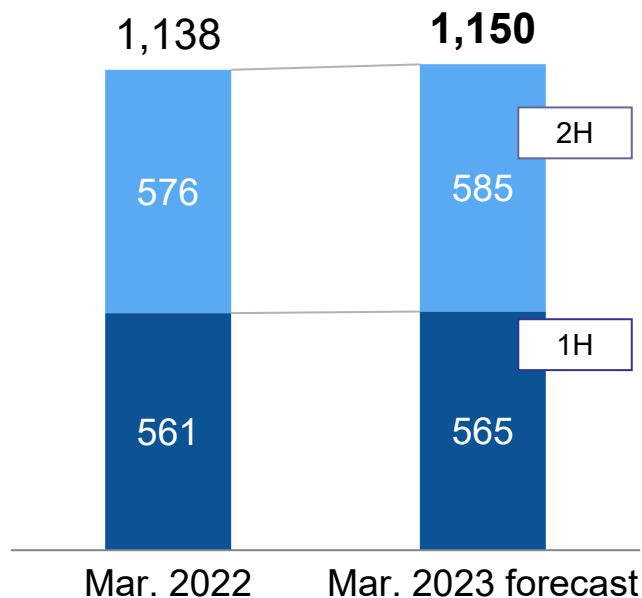
# Financial Forecast (Consolidated)

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(Unit: million yen)	Mar. 2022		Mar. 2023		
	Results	Income ratio	Forecast	Income ratio	Percent change (y/y)
Net sales	113,814	-	115,000	-	+ 1.0 %
Operating income	6,021	5.3 %	5,800	5.0 %	-3.7%
Ordinary income	6,166	5.4 %	5,550	4.8 %	-10.0%
Profit attributable to owners of parent	3,598	3.2 %	3,250	2.8 %	-9.7%

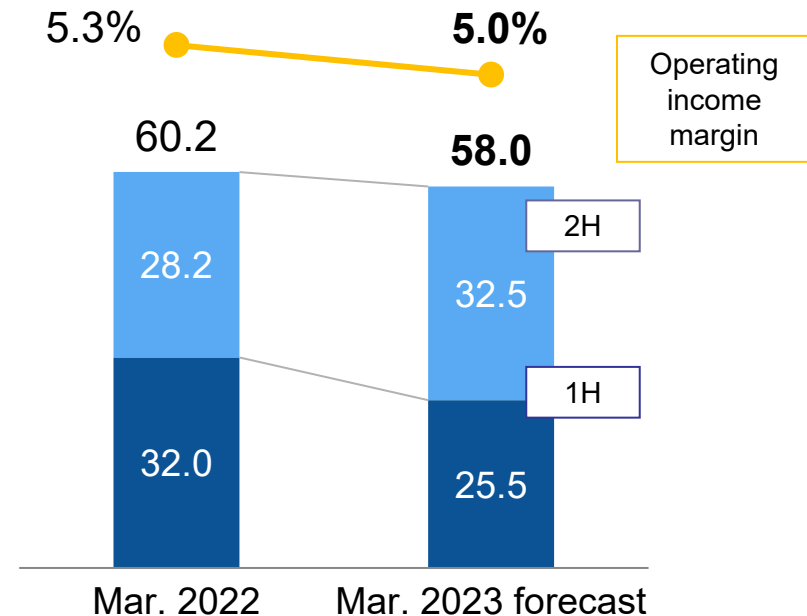
## ■ Net sales

(Unit: 100 million yen)



## ■ Operating income

(Unit: 100 million yen)



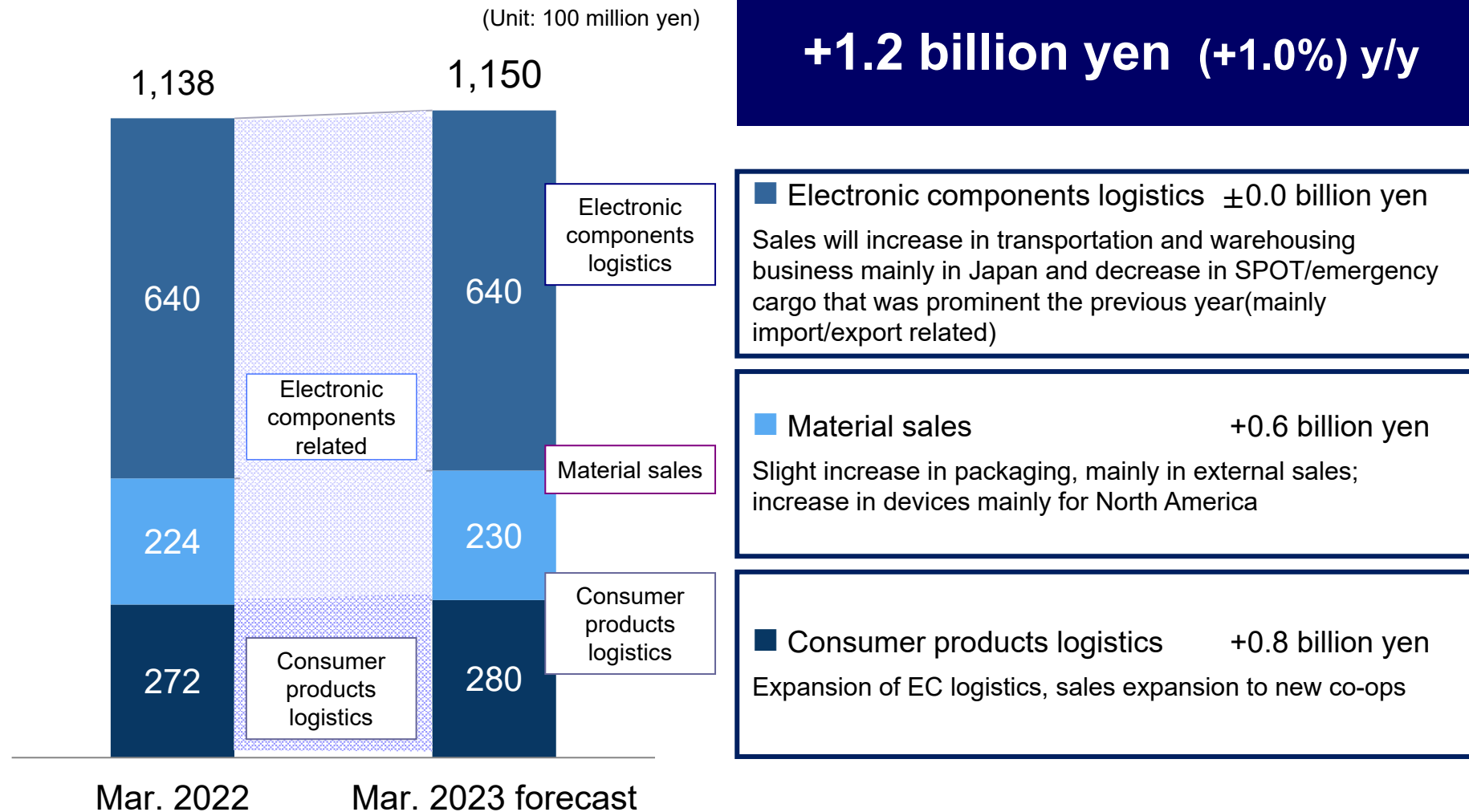


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# Net Sales (Consolidated)

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## ■ Net sales by segment



\* Sales of each segment represent sales after elimination of intra-company transactions.

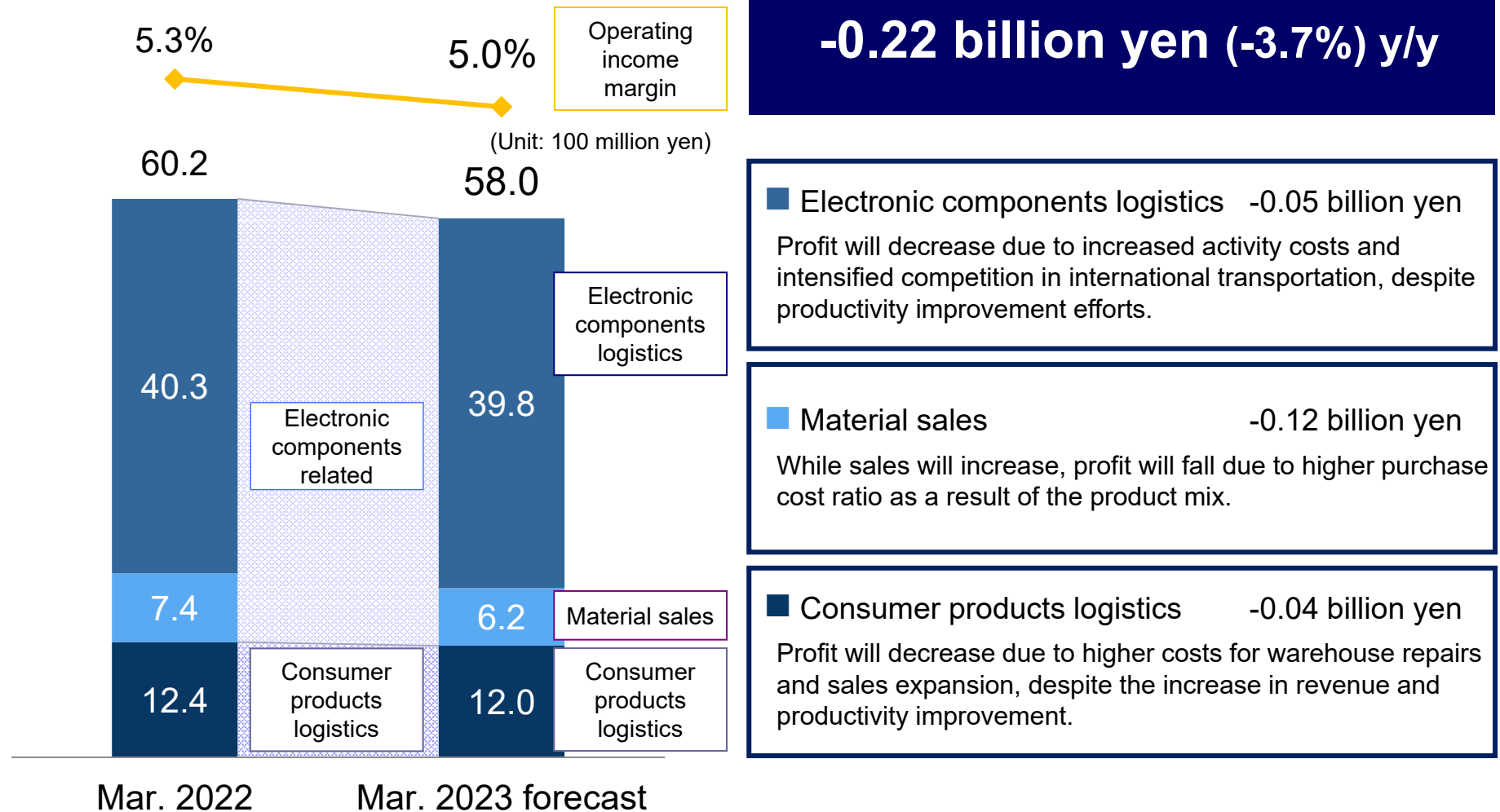


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# Operating Income (Consolidated)

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## ■ Operating income by segment



\* Operating income of each segment represents operating income after elimination of intra-company transactions.

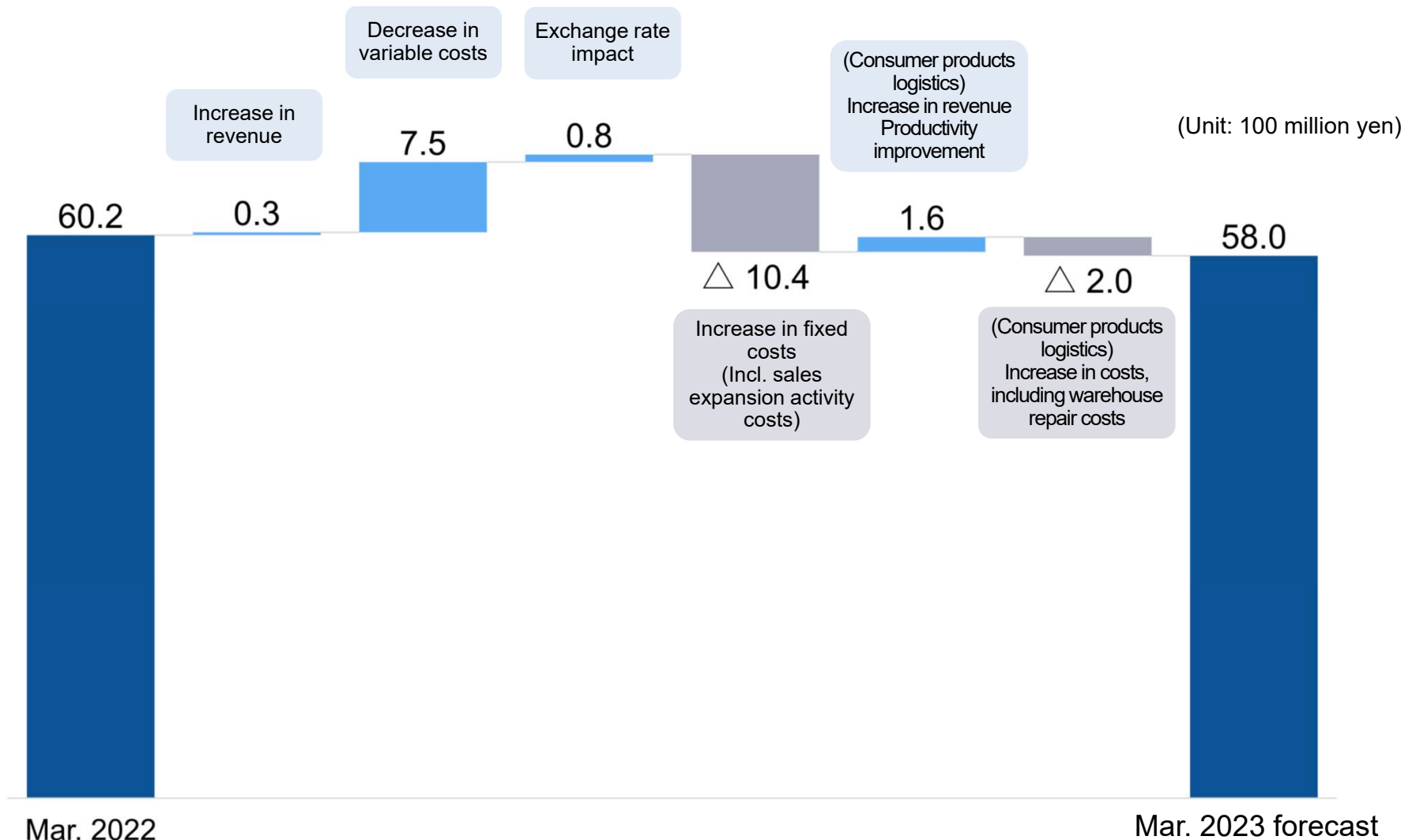


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# Changes in Operating Income (Consolidated)

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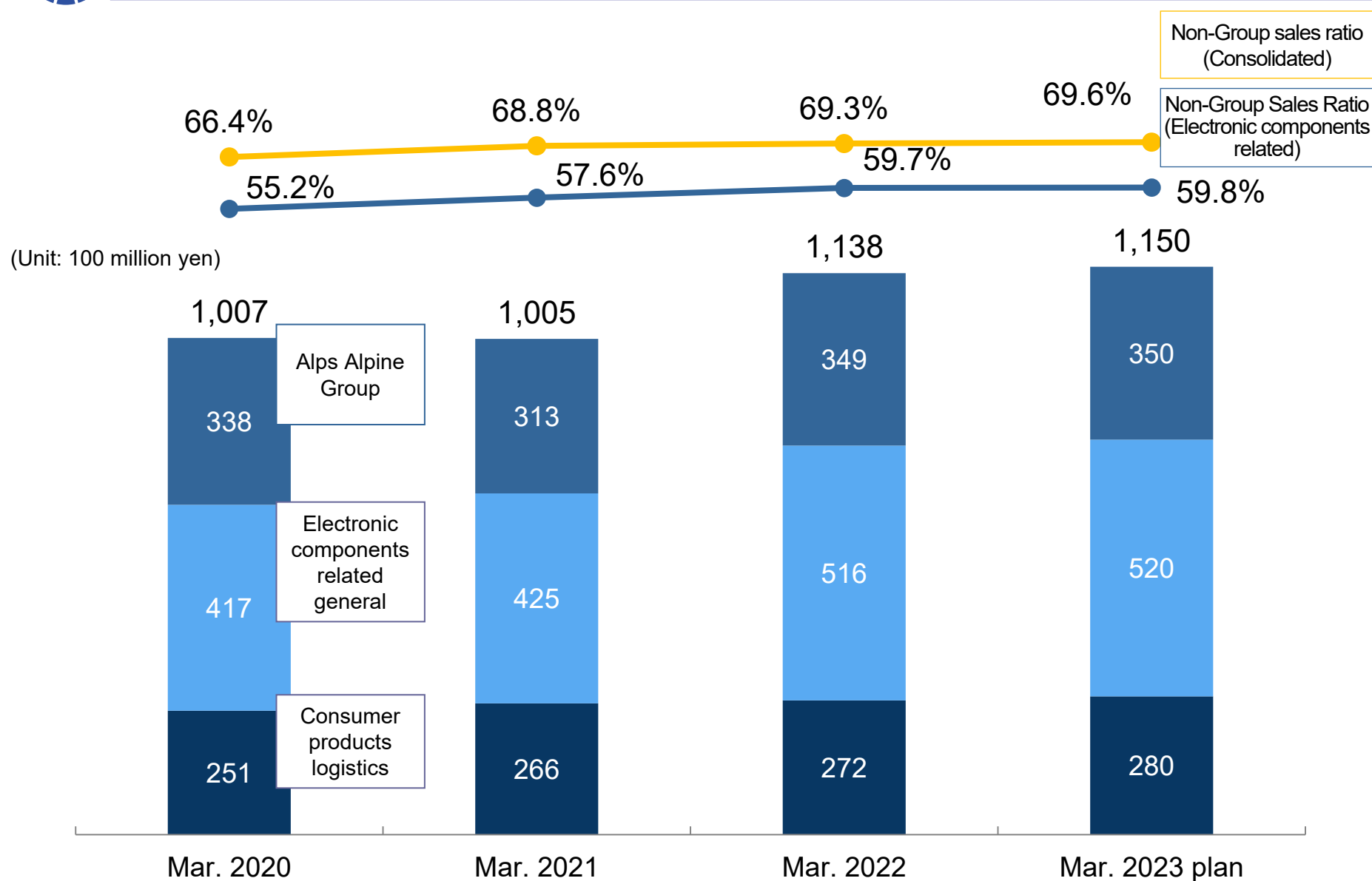
**Slight decrease in profit due to increase in expenses for sales expansion activities, etc., despite productivity improvement efforts**





# Non-Group Sales Ratio

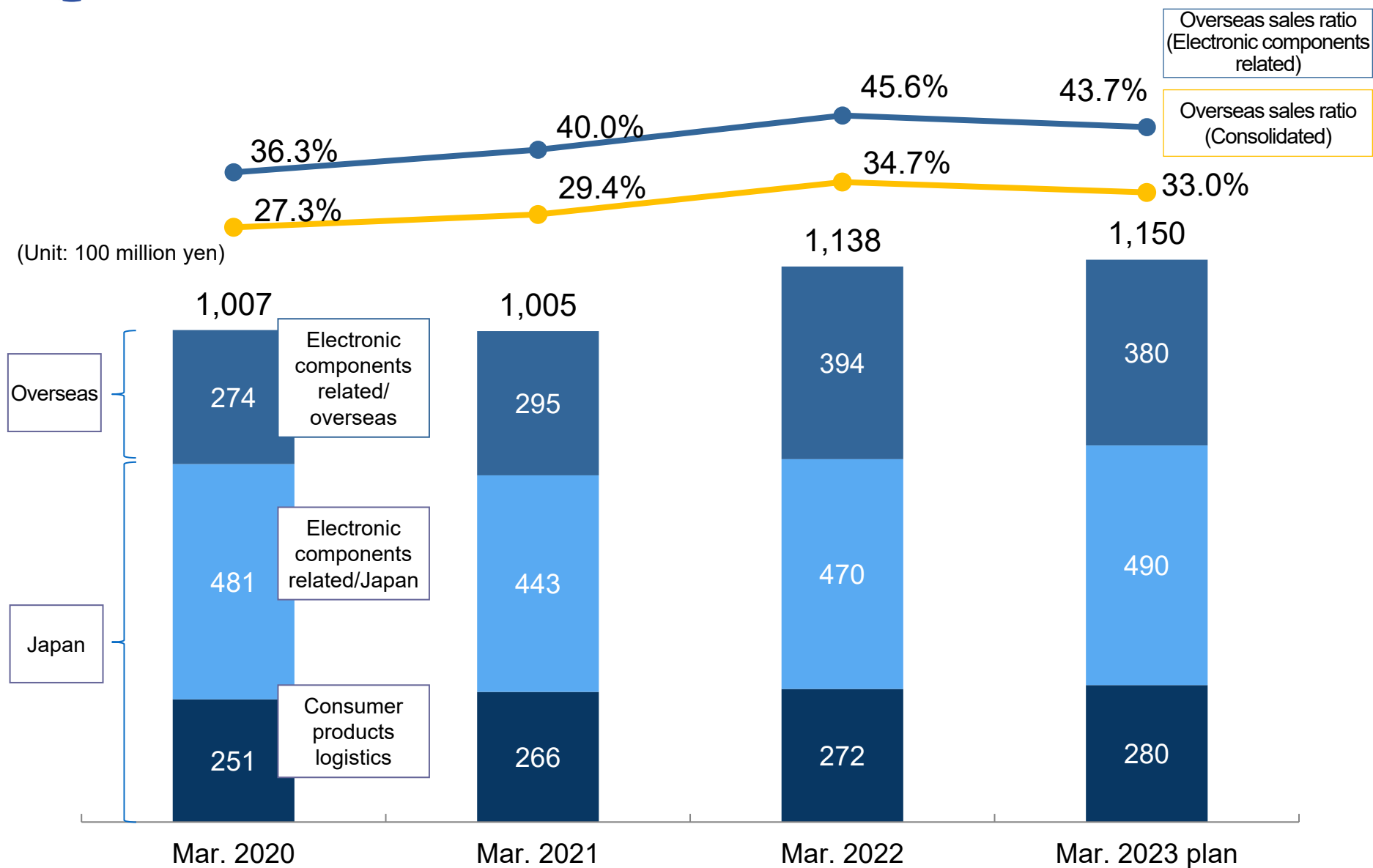
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# Overseas Sales Ratio

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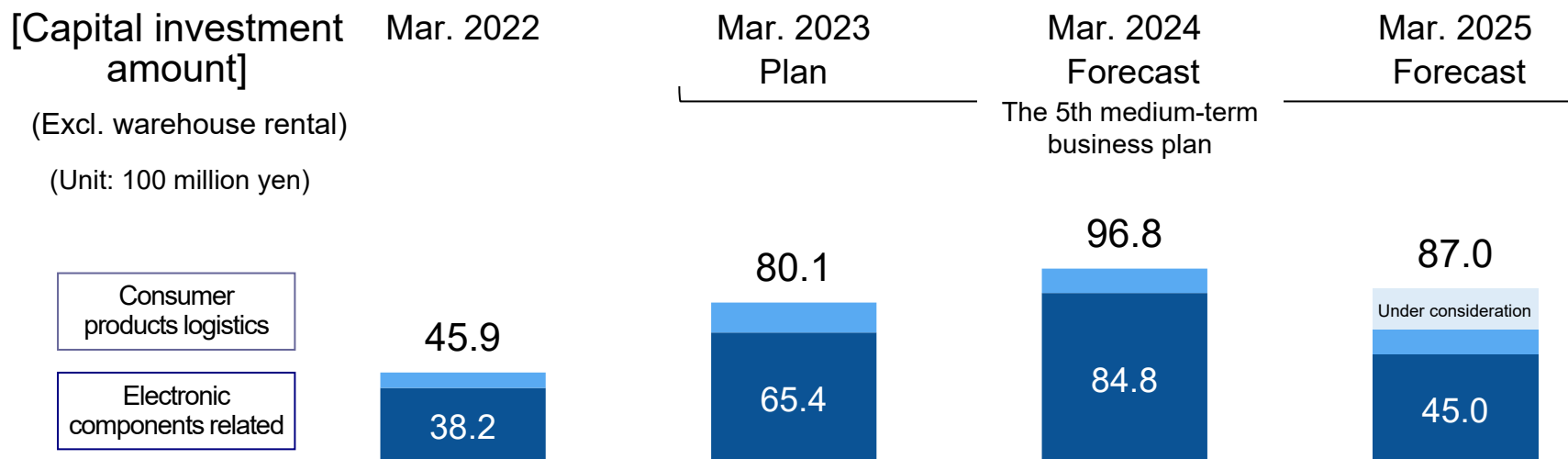




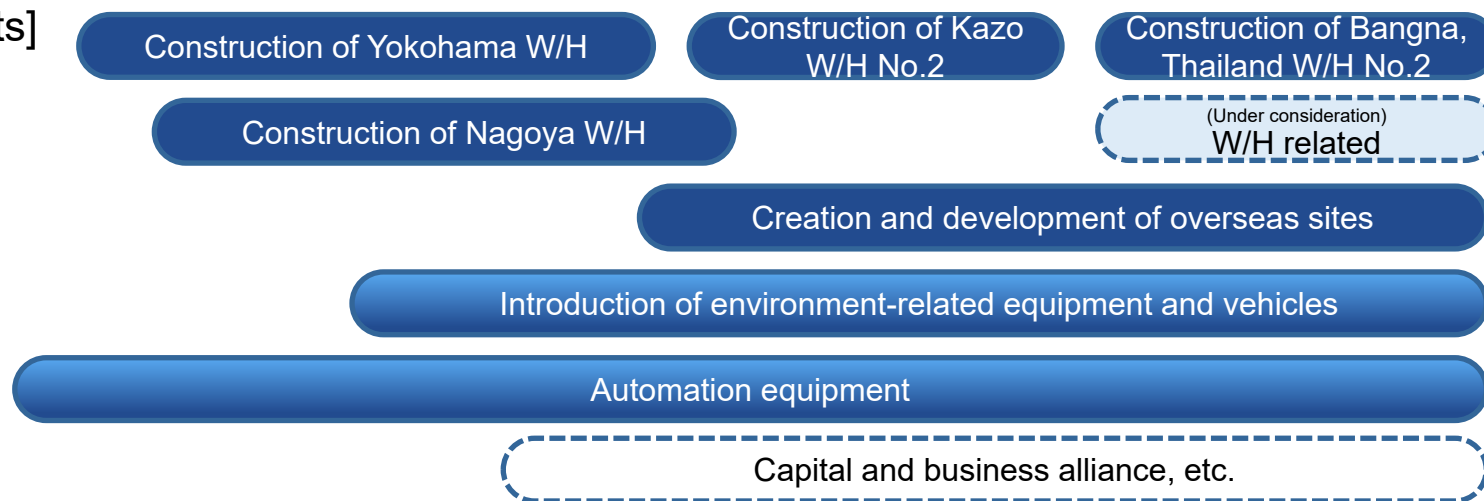
# Capital Investment

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**“Expansion of strategic investment”  
= “Site development” + “Productivity improvement”**



## [Major projects]





# Expansion of Logistics Infrastructure

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## ■ Number of sites

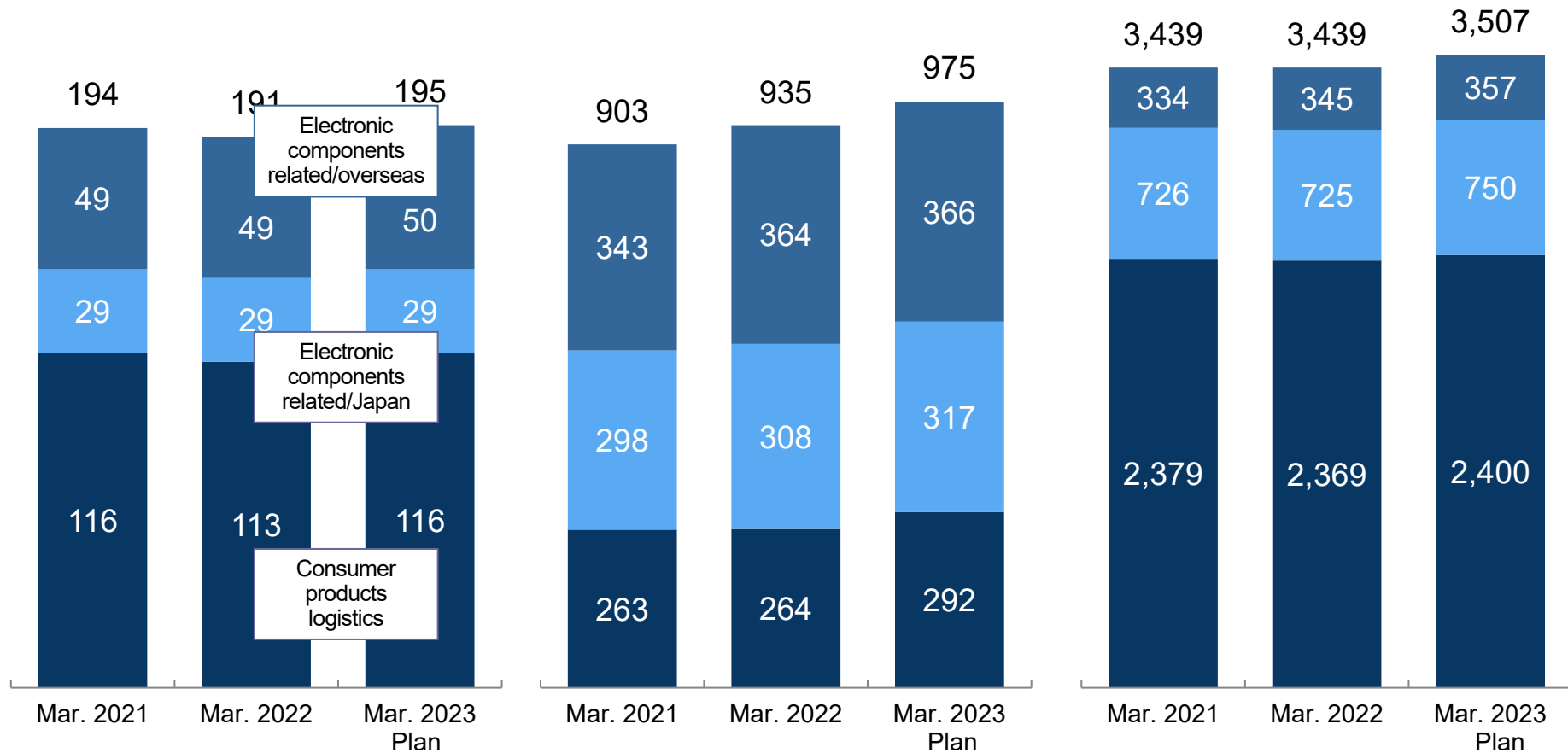
(Unit: site)

## ■ Warehouse area

(Unit: 1,000 m<sup>2</sup>)

## ■ Number of trucks in regular operation

(Unit: vehicle)

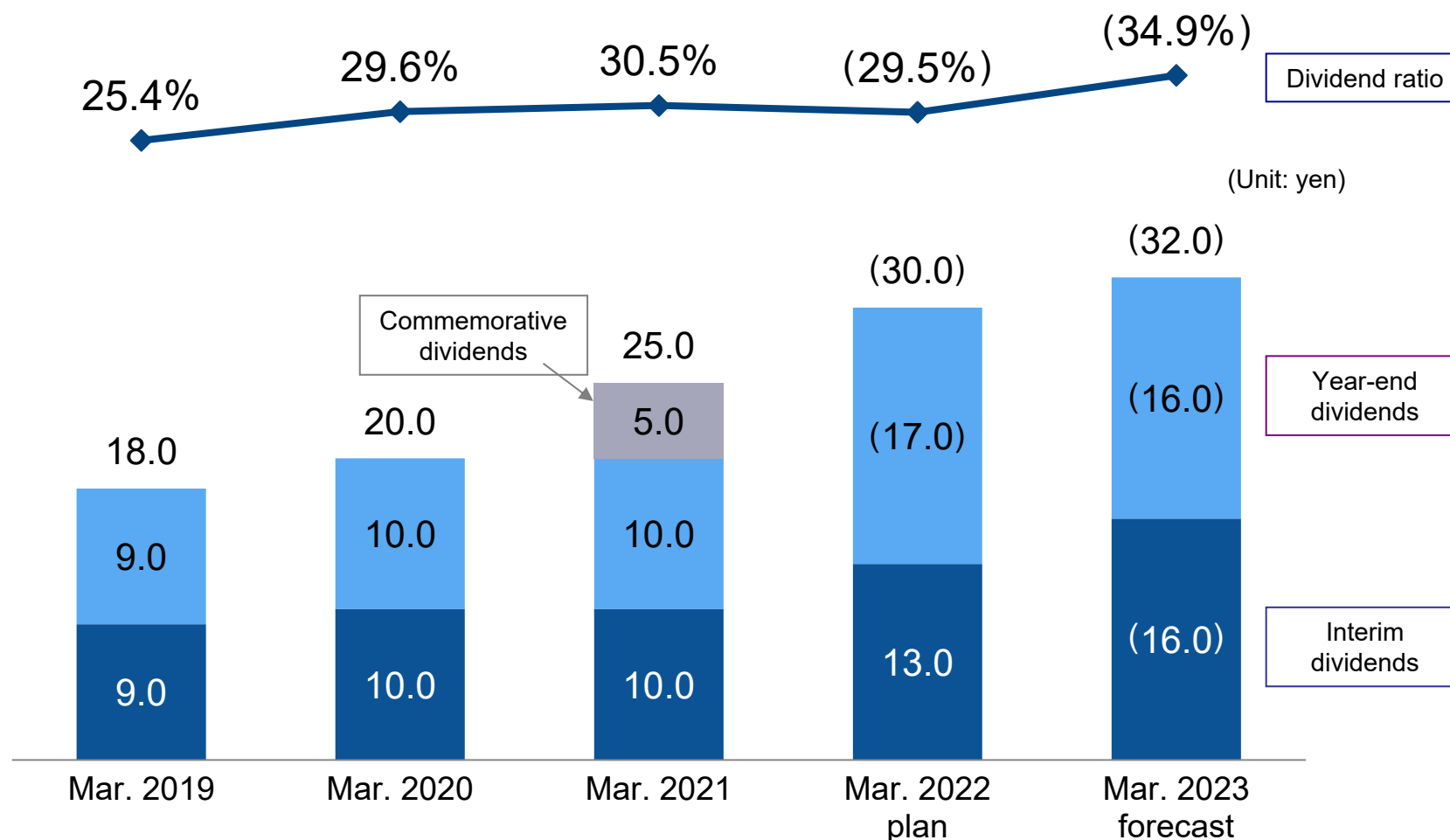




# Dividend Policy

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- Aim for a stable increase in dividends by balancing investment and shareholder returns.
- Maintain the dividend ratio approximately in the range of 30 - 40%.



Disclaimer:

The business and future forecasts contained in this document are based on the information available at this moment and may include uncertain factors.

Actual performance may be affected by changes in business conditions and may differ from the forecast stated in this document.

This document is not subject to accounting audit.