



# Financial Results

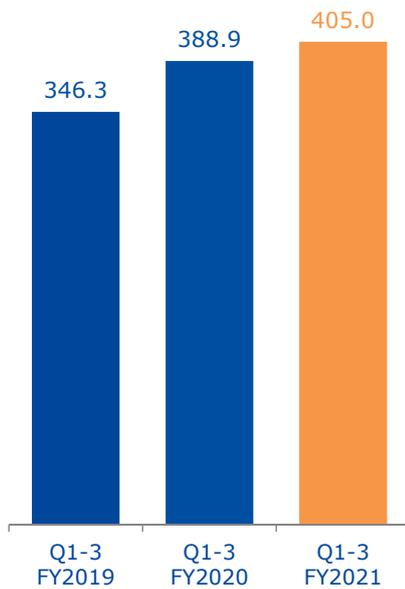
For the nine months ended December 31, 2020

February 12, 2021

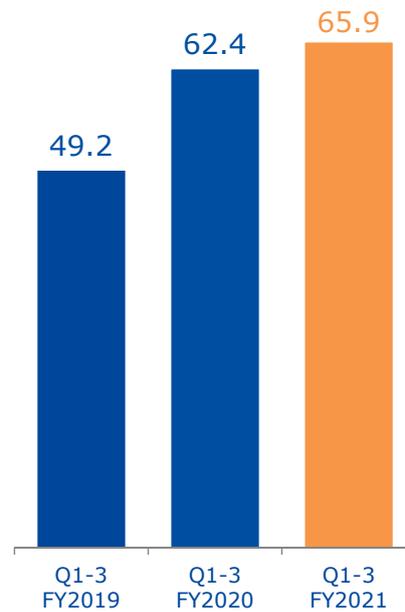
# Steady Performance

## 1) Revenue

(Billions JPY)

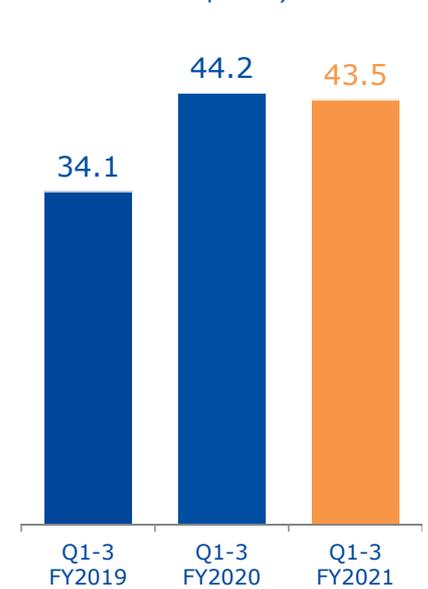


## 2) Operating Profit

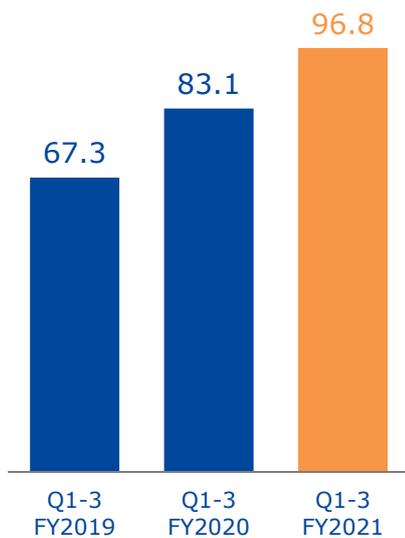


## 3) Quarterly Net Income

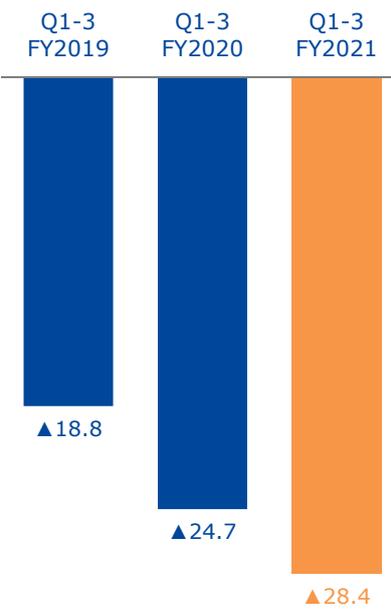
(Quarterly net income attributable to owners of parent)



## 4) Recurring Profit

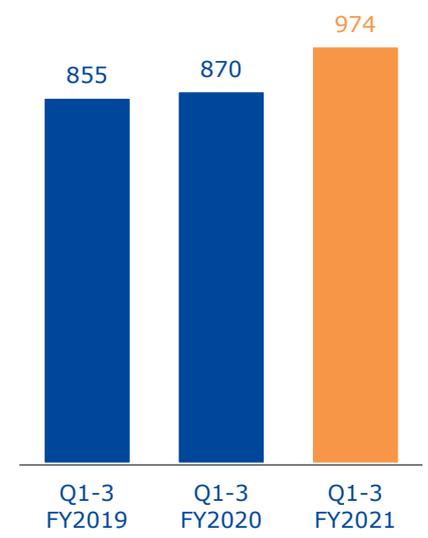


## 5) In-House Product Acquisition Cost



## 6) Number of In-House Products Acquired

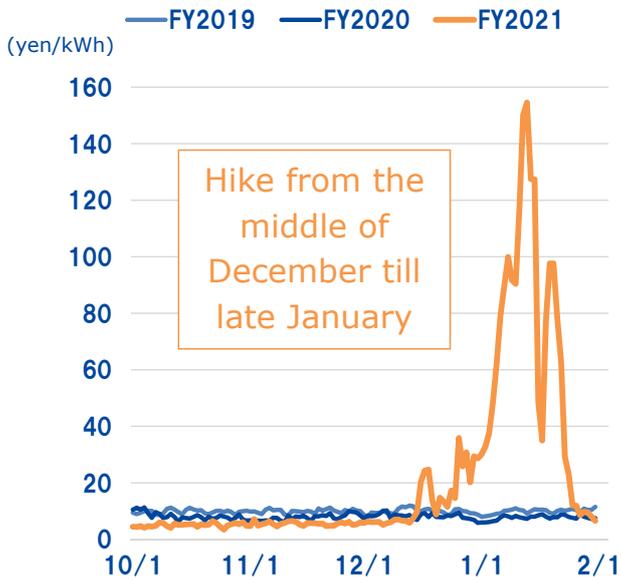
(Thousand Units)



Profit increased due to an increase in recurring profit which is a long-term, stable revenue.

# Impact from the Hike in Electricity Transaction Prices

Japan Electric Power Exchange (JEPX)  
Daily average system price



Prepared by Hikari Tsushin based on the JEPX Spot Market transaction results

## ■ Impact on 3Q performance

- 1) Lower recurring fee revenues from the middle of December to the end of December
- 2) Provision for the loss from unfavorable contracts\* sealed in January was recorded.
- 3) Impairment of contract cost

\* Those are the contracts whose costs required to execute the contractual obligations exceed the economic benefits expected from them. (IAS No.37)

## ■ Impact on 4Q performance

- 1) Lower recurring fee revenues in January

# Cause of Hike in Electricity Transaction Price / Recognition of Current Situation

■ Ministry of Economy, Trade and Industry  
(January 29, 2021) \*1

Tight supply-and-demand situation of electric power due to this bitterly cold winter, unsettled weather, etc.

■ Overhaul Task Force for Renewable energy regulations by the Cabinet Office  
(February 3, 2021)\*2

- 1) The supply-and-demand situation is not tight because of the bitter cold.
- 2) The supply-and-demand situation is not tight because of solar photovoltaic generation.
- 3) The true reason is the decline in the number of selling bids, which caused the price to remain high.
- 4) The reasons for the decline in the number of selling bids are still unknown.
- 5) Serious influence over the management of new power supply companies.
- 6) Insufficient competition policy lies in the background of the issue.

[Source]

\*1 Press release by the Ministry of Economy, Trade and Industry "Announcement of Actions on Dramatic Price Surge in Wholesale Electricity Market"

[https://www.meti.go.jp/english/press/2021/0129\\_002.html](https://www.meti.go.jp/english/press/2021/0129_002.html)

\*2 The 4th Overhaul Task Force for the Regulations on Renewable Energy, Etc. Material 3-1 "Denryokuno jukyuhippaku, kakakukotomondainitaisuru kinkyuteigen (Urgent proposals for the electricity's tight supply-and-demand situation and price hike)" pp. 1 to 3

<https://www8.cao.go.jp/kisei-kaikaku/kisei/conference/energy/20210203/agenda.html> (Japanese)

# Business Areas

Segments	Main Business	Conceptual Image	Target	Marketing Method
Corporate Service (In-house products for companies)	Internet connection line		SMEs	Door-to-door sales, TMS, etc.
	Contents			
	Industry-specific IT Solutions	<b>EPARK</b>		
	Electricity			
Individual Customer Service (In-house products for individuals)	Internet connection line		Individuals	Website, TMS, etc.
	Contents			
	Water delivery			
Commission-based Sales (Third-party products)	Internet connection line		SMEs Individuals	Shop, TMS, etc.
	Mobile phones			
	OA equipment			
	Sales of insurance by agent			

©2021 HIKARI TSUSHIN, INC. All Rights Reserved

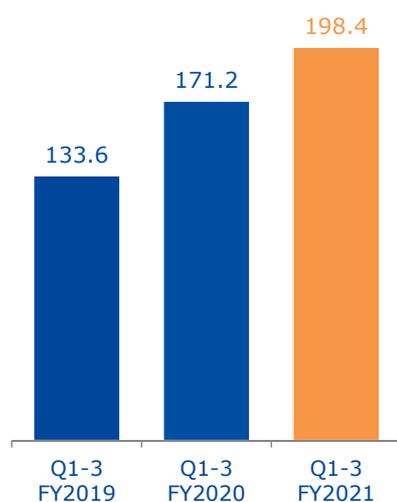
5

## Corporate Service

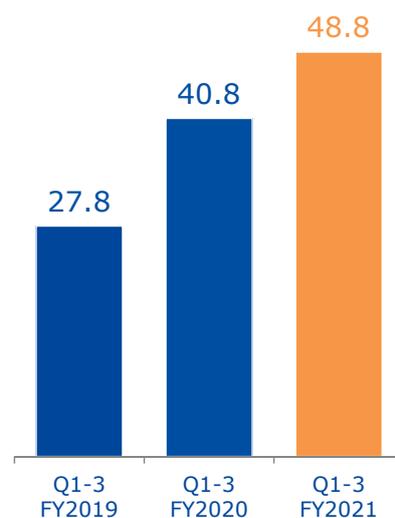
Main business: Internet communication line, content, electricity, industry-specific IT solutions, etc.

### 1) Revenue

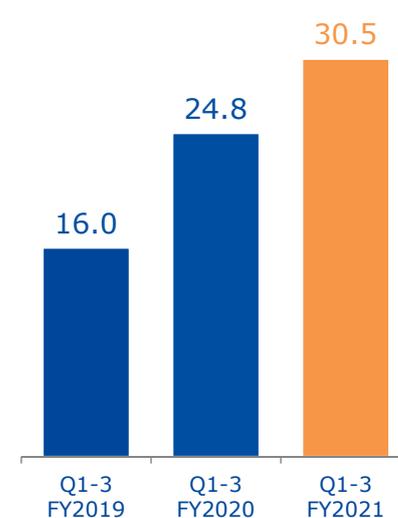
(Billions JPY)



### 2) Recurring Profit



### 3) Operating Profit



Revenue and profit increased mainly in the internet communication line business and the electricity business.

©2021 HIKARI TSUSHIN, INC. All Rights Reserved

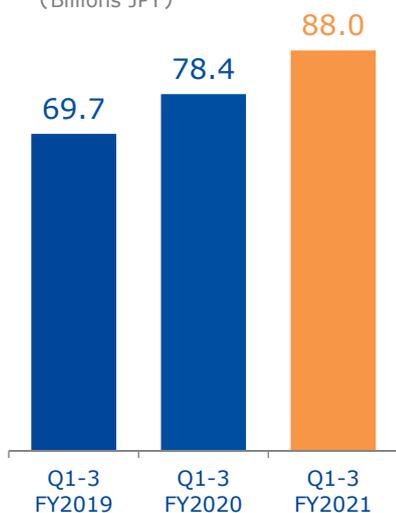
6

# Individual Customer Service

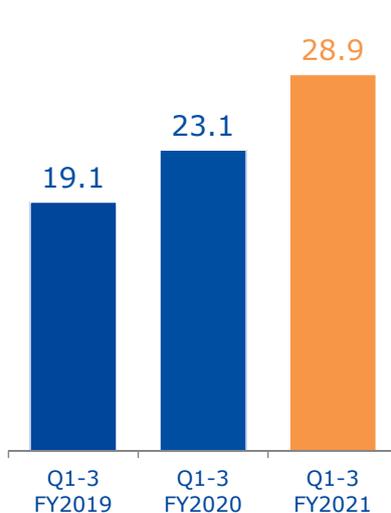
Main business: Internet communication line, content, water delivery, etc.

## 1) Revenue

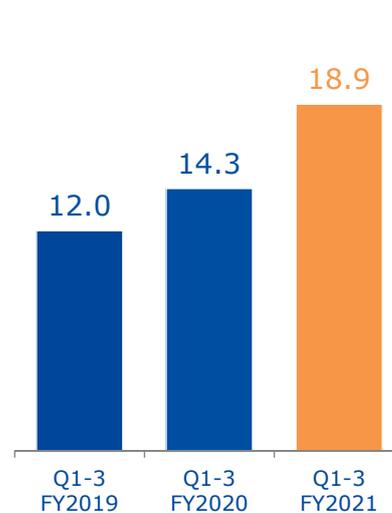
(Billions JPY)



## 2) Recurring Profit



## 3) Operating Profit



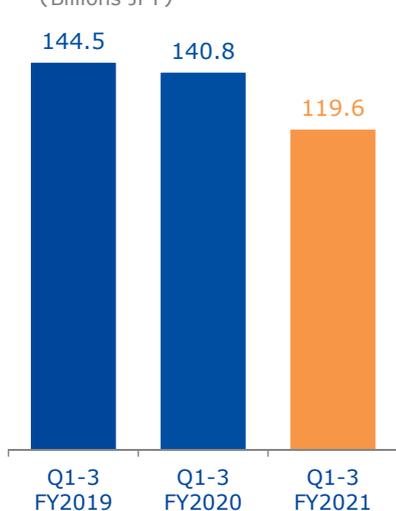
Revenue and profit increased mainly in the water delivery business.

# Commission-based Sales

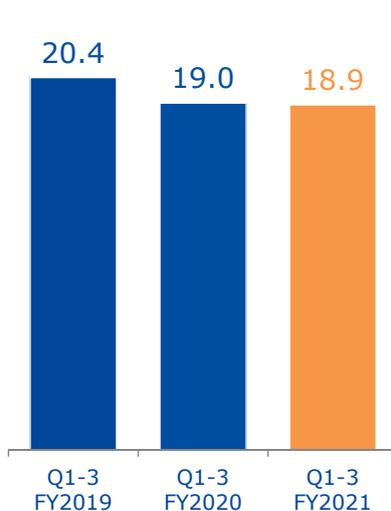
Main business: Commission-based sales for mobile phones, OA equipment, insurance, etc.

## 1) Revenue

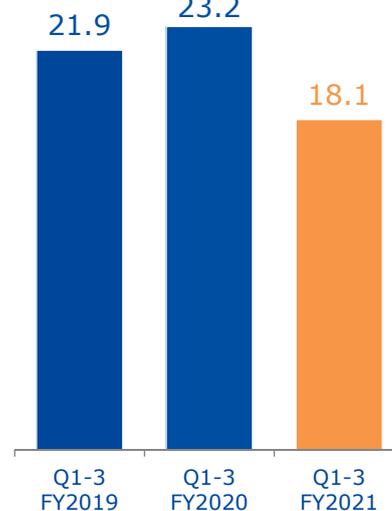
(Billions JPY)



## 2) Recurring Profit



## 3) Operating Profit



Revenue and profit tend to decrease due to change in external environment.

# Non-Operating Profit

(Billions JPY)

	FY2019	FY2020	FY2021
	Q1-3	Q1-3	Q1-3
Operating Profit	49.2	62.4	65.9
Financial revenue + Financial expenses	2.1	1.5	▲2.8
Share of loss (profit) of entities accounted for using equity method	0.7	2.0	3.5
Other non-operating expenses (income)	2.8	0.8	6.5
Quarterly profit (loss) before income taxes	54.2	66.8	73.1
Corporate income tax expenses	▲17.6	▲20.4	▲26.2
Non-controlling interests	▲2.4	▲2.1	▲3.2
Quarterly net income attributable to owners of parent	34.1	44.2	43.5

©2021 HIKARI TSUSHIN, INC. All Rights Reserved

9

# Performance forecast : No changes

(Billions JPY)

	FY2021 Q1-3	FY2021(E)	
	Actual Results	Forecast	Progress Rate
Revenue	405.0	525.0	77%
Operating Profit	65.9	75.0	87%
Quarterly net income and net income attributable to owners of parent	43.5	53.0	82%

©2021 HIKARI TSUSHIN, INC. All Rights Reserved

10

# Consolidated Cash Flow

(Billions JPY)

	FY2019	FY2020	FY2021
	Q1-3	Q1-3	Q1-3
Cash Flow from Operating Activities	+37.7	+67.5	+56.4
Cash Flow from Investing Activities	(70.0)	(52.2)	(78.4)
Free Cash Flow	(32.3)	+15.3	(22.0)
Cash Flow from Financial Activities	+9.6	+59.4	+30.4

©2021 HIKARI TSUSHIN, INC. All Rights Reserved

11

# Net Cash Assets

\*Cash and deposits + listed investment securities  
(not including listed subsidiaries) – interest-bearing liabilities

(Billions JPY)



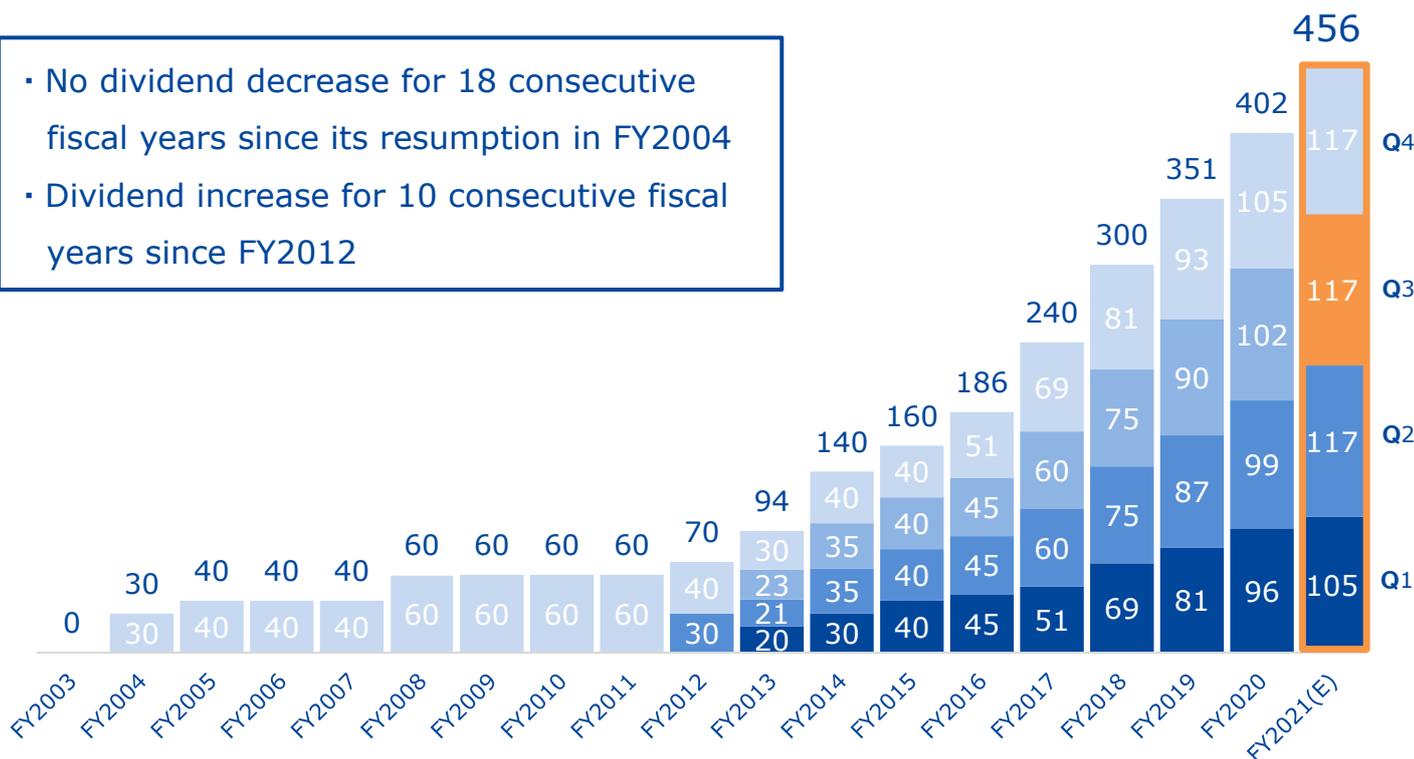
©2021 HIKARI TSUSHIN, INC. All Rights Reserved

12

# Dividends per share

(JPY)

- No dividend decrease for 18 consecutive fiscal years since its resumption in FY2004
- Dividend increase for 10 consecutive fiscal years since FY2012



©2021 HIKARI TSUSHIN, INC. All Rights Reserved

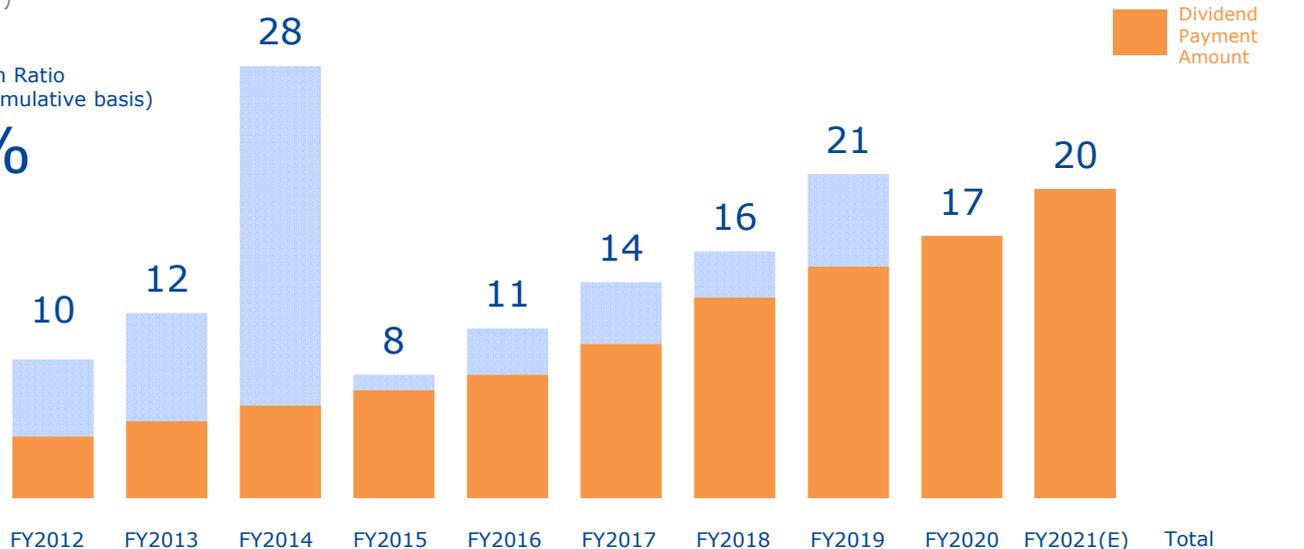
13

# Trend of Shareholder Returns

(Billions JPY)

Total Return Ratio  
(10-year cumulative basis)

**48%**



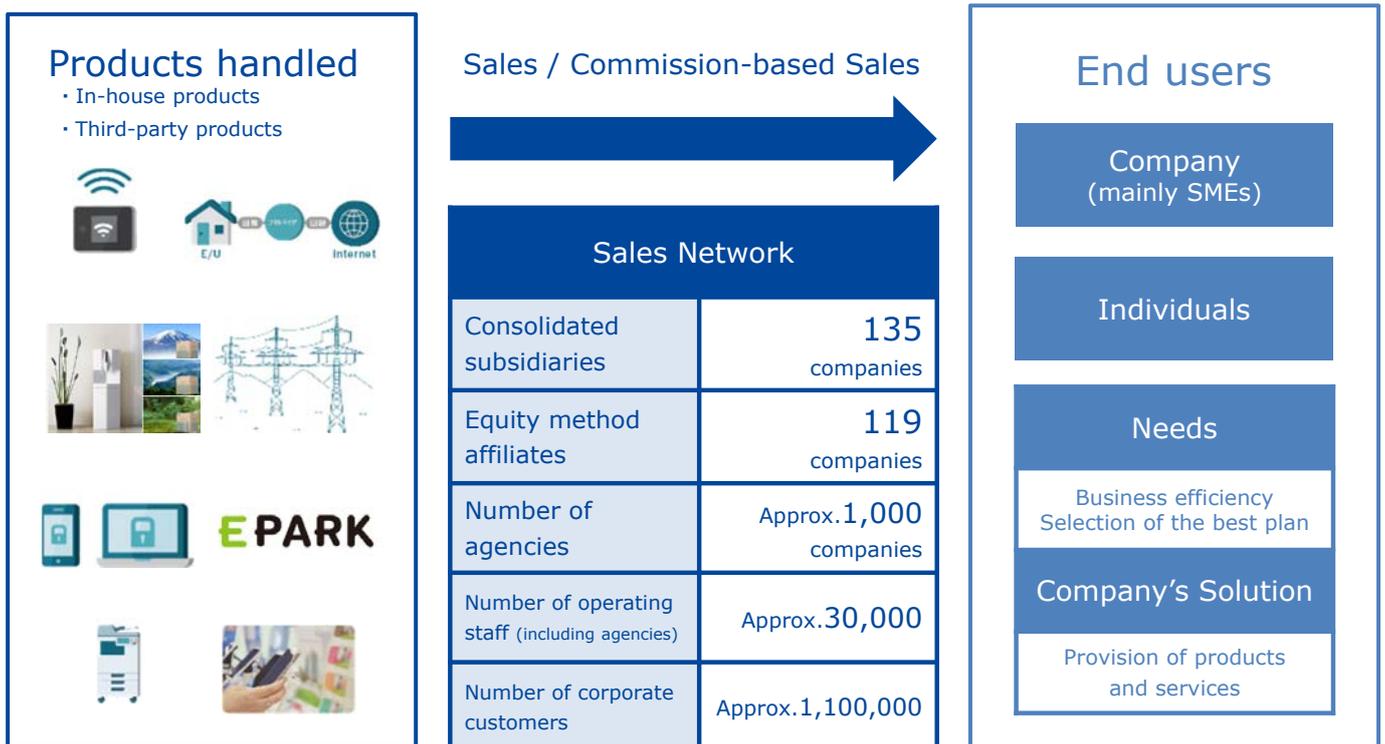
	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021(E)	Total
Dividend Payment Amount	4	5	6	7	8	10	13	15	17	20	109
Aggregate Amount of Treasury Stock Repurchased	5	7	22	1	3	4	3	6	0	0	53
Total Return Ratio	132%	75%	98%	42%	44%	37%	38%	43%	34%	38%	48%

©2021 HIKARI TSUSHIN, INC. All Rights Reserved

14

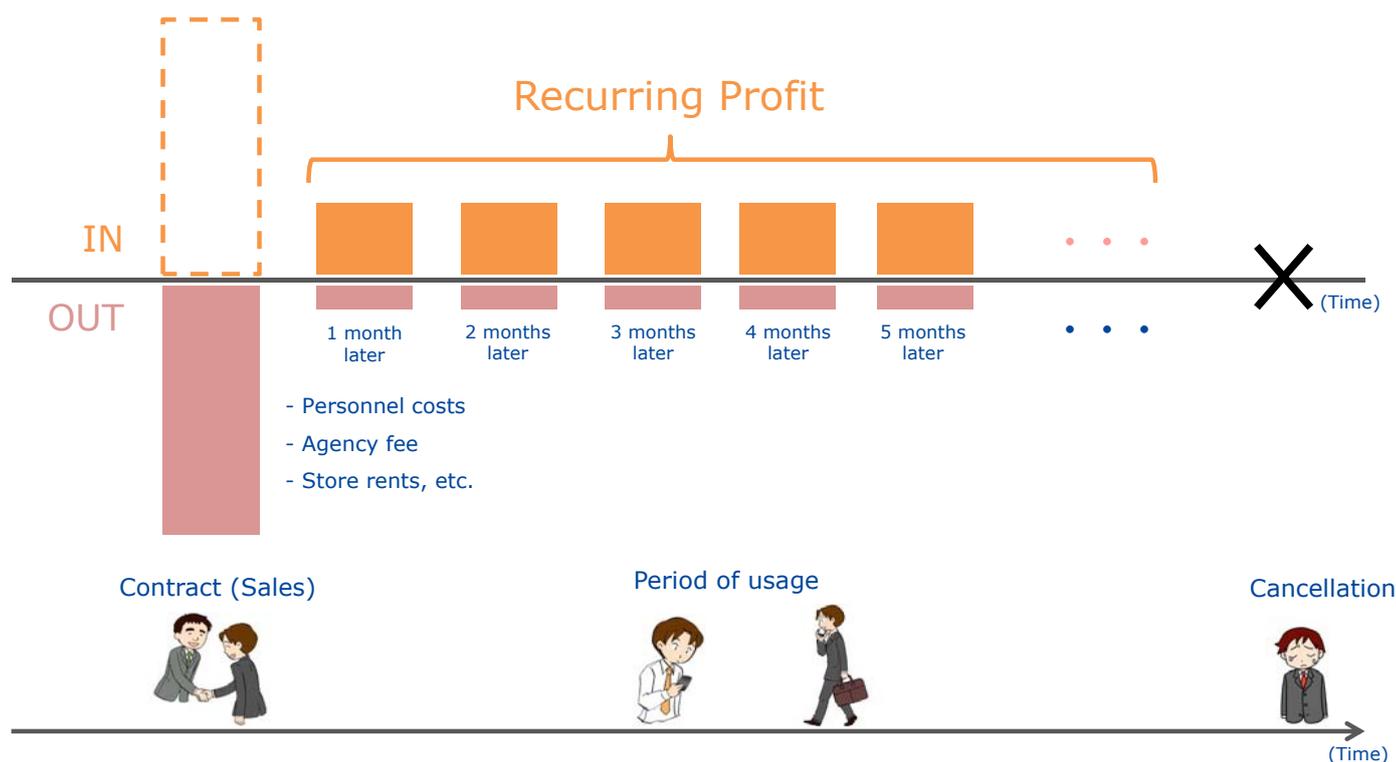
# Basic Information

## Business Overview



# Representative Earnings Model

(conceptual image of earnings per deal)



©2021 HIKARI TSUSHIN, INC. All Rights Reserved

17

## Explanation of Recurring Profit and Acquisition Cost

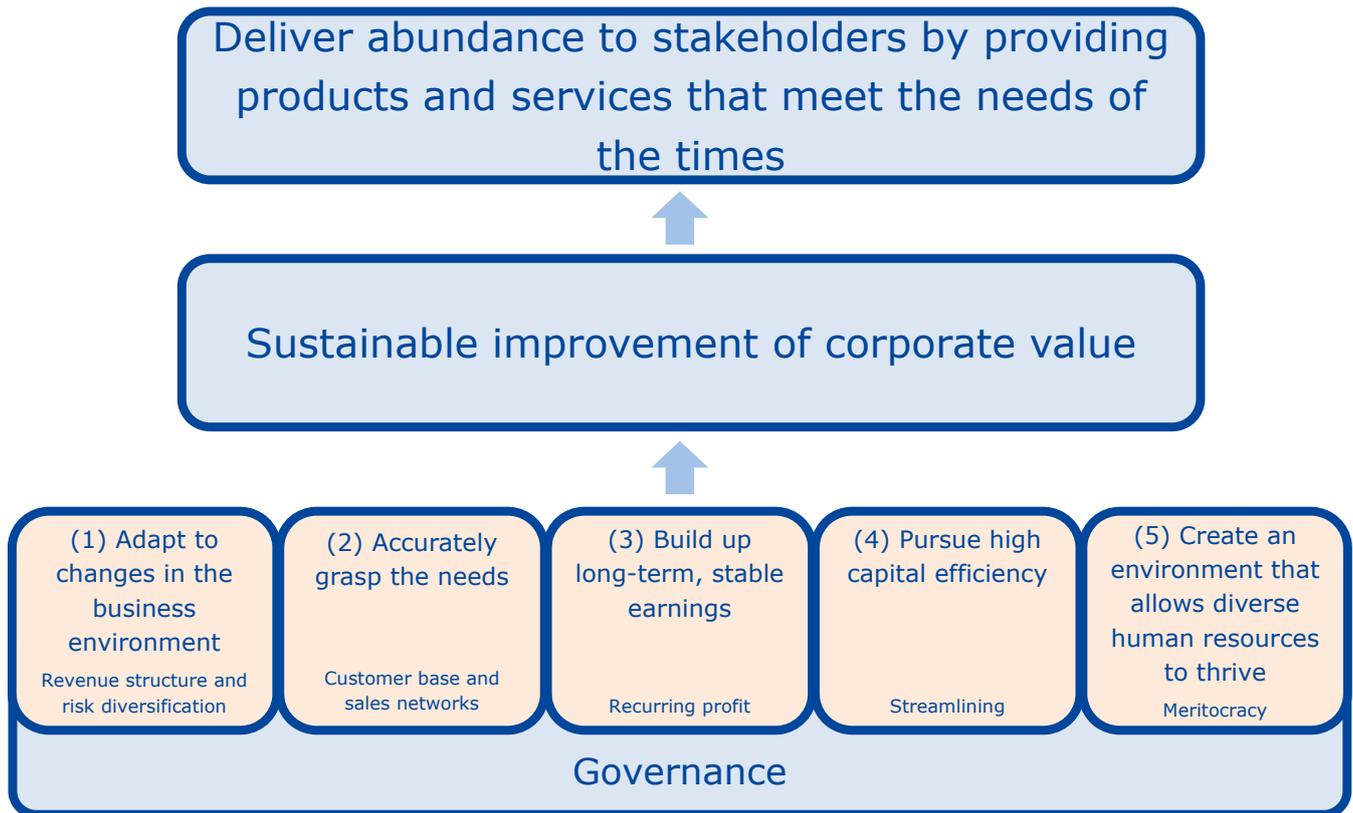
(Billions JPY)

	FY2020				
	Total	Recurring		Lump-sum	
Revenue	524.5	Communication usage fees from Company's customers, commission income from telecommunication carriers and insurance companies	340.2	Initial commission income, hardware sales proceeds of hardware, etc.	184.3
Cost of goods sold + SGA expenses	(451.5)	Cost of service provided, cost of customer retention such as billing costs, etc.	(226.7)	Hardware purchasing cost, personnel expenses for marketing, sales commission to secondary agents, etc.	(224.8)
Operating Profit	73.0	Recurring Profit	113.4	Acquisition Cost	(40.4)

©2021 HIKARI TSUSHIN, INC. All Rights Reserved

18

# Our Sustainability



## (1) Preparedness to adapt to changes in business environment

- Business model centered on recurring profit, which is long-term, stable earnings
- Swift decision-making enabled by a flatter organizational hierarchy and delegation to departments
- Risk-diversified business portfolio
- Improving capital efficiency by continual cost reduction and cash flow improvement regardless of business performance

### [Reference] Revenue structure

Operating income = Recurring profit + Acquisition cost

||
||  
Long-term, stable earnings
Mainly variable costs

Recurring profit is long-term, stable earnings, and unlikely to see a large deterioration in the short run. Acquisition costs are variable costs, over which the company has control on its own. Accordingly, the revenue structure is adaptable to changes in the business environment.

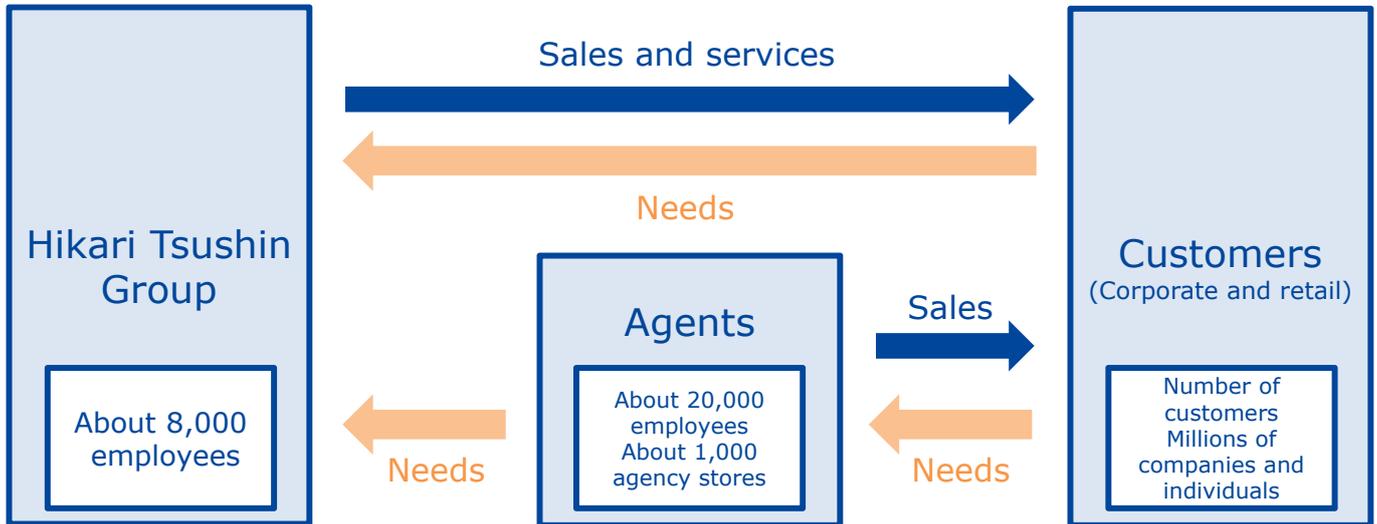
### [Reference] Business portfolio

	Office automation (OA) equipment	Mobile phones	Insurance	Land lines	Systems	Water	Electric power
1988~2000	○	○	-	-	-	-	-
2001~2010	○	○	○	○	-	-	-
2011~2020	○	○	○	○	○	○	○

Since the business launch in 1988, the number of businesses has been increasing; thus, risks are diversified.

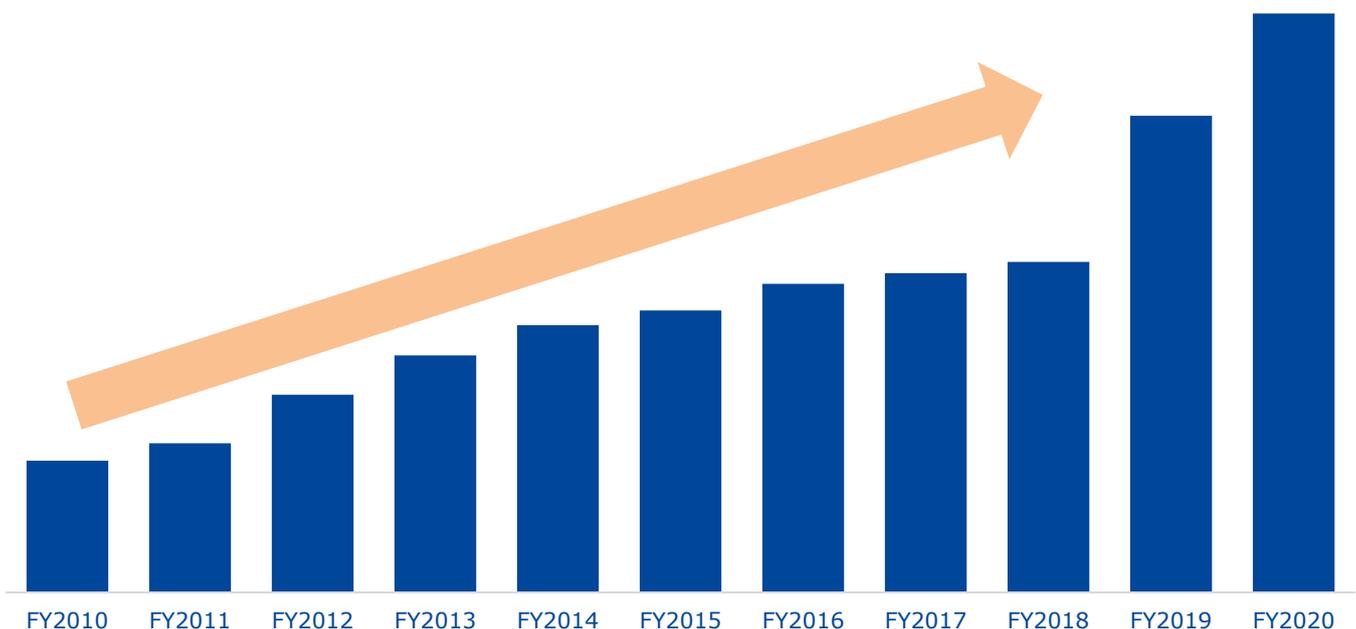
## (2) System to accurately grasp needs

Built a system to accurately understand customer needs through expansion and improvement of customer base and sales networks



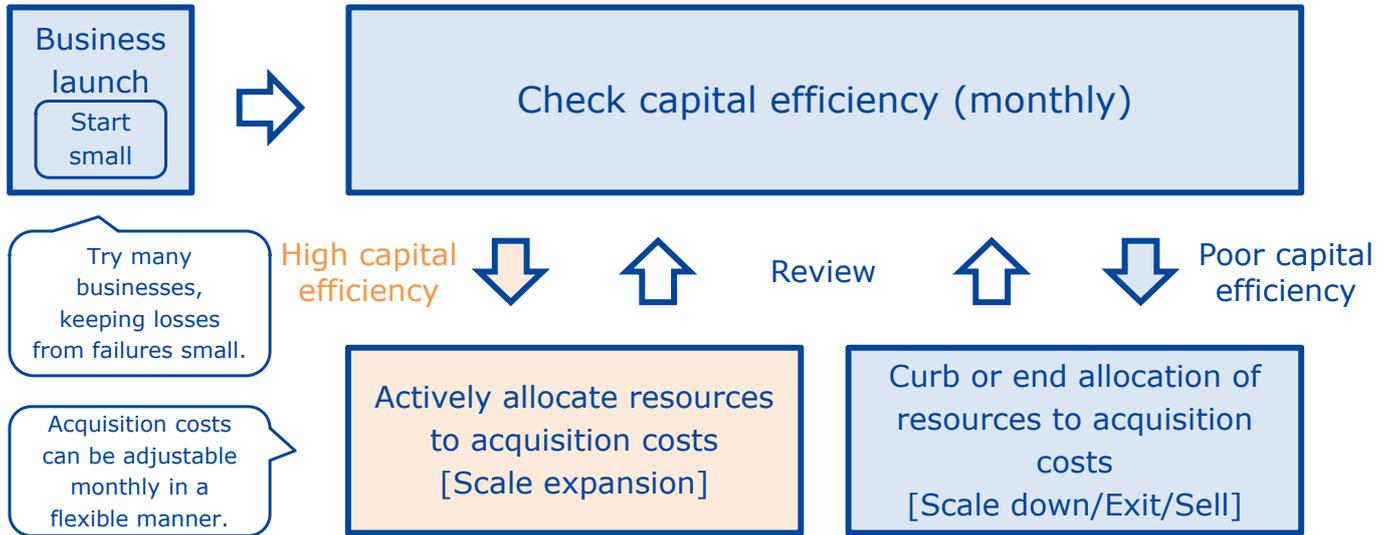
## (3) Build up long-term, stable earnings

Focus on accumulating recurring profit, which is long-term, stable earnings



# (4) Pursue high capital efficiency

Pursue high capital efficiency by avoiding focusing management resources on businesses with poor capital efficiency



# (5) Environment that allows diverse human resources to thrive

Concept: Experience makes people grow.



Foundation: Work environment that allows employees to focus on their work

# Environmental protection

## Non-possession

Tangible fixed assets accounted for 2% of the total assets as of the end of the fiscal year ended March 2020.

## Reuse

- When purchasing furniture and fixtures, used items are selected in principle.
- Reuse shelves are available for employees to share stationery and office supplies, which reduces the number of new items purchased and waste.

## Protection

- Hikari Tsushin Group (Group) recharges groundwater in mountain forests to conserve water sources and underground water.
- Other efforts include promoting paperless meetings including the meetings of the Board of Directors and installing LED lighting.

# Social contribution activities

## Economic contributions

The Group runs businesses all over Japan, and its continuous profit growth leads to economic growth of the entire society, job creation in a broad range of fields and revitalization of local communities.

## Contribution to local government

- The Group donates to Toshima-ku (head office location) some of the shareholder benefit items given by companies in which the Group invests. In November 2020, the Group received a letter of appreciation from the Toshima Ward Residents Council of Social Welfare.
- The Group donates used stamps to Toshima-ku Residents Council of Social Welfare. (Used stamps are turned into money and used as funds for the welfare businesses.)
- The Group regularly cleans the vicinity of Ikebukuro Station in Toshima-ku.
- The Group supports the NPO Ecocap Promotion Association that collects plastic caps of PET (plastic) bottles to raise money for vaccinations.

## Promotion of diversity

- Through a thorough performance-based evaluation, the Group practices fair performance evaluation that is free from bias based on race, gender, nationality, belief, age and disability.
- The Group respects human rights to eliminate any unjust discrimination or harassment so that everyone can work comfortably.
- The Group provides employees who want to become independent in pursuit of further growth with financial support based on their contribution to the companies that they currently serve in.

## Pursuit of productivity

- Long work hours and working on holidays are prohibited in principle. For the fiscal year ended March 2020, the number of holidays was 124 days a year, and the average monthly overtime was 16 hours.
- The Group created a work environment that allows employees to work comfortably by developing systems including flextime, childcare leave and shortened work hours, and support systems for returning to work after childbirth.
- The Group has opinion boxes to allow employees to send messages directly to managers including the president under their own names or anonymously.
- The Group promotes health improvement activities including subsidizing vaccination through the Group's health insurance association.
- The Group focuses on allowing employees to perform activities in good mental and physical health by establishing a counseling desk for employees to talk about any troubles and worries that they may have.

# Governance

The Group strives for fair and highly transparent group management that is in compliance with laws and regulations under a uniformed vision across the Group companies, in which the parent company Hikari Tsushin Inc., assuming the role of the holding company, takes the leadership in managing the subsidiaries. For details, please refer to the “Corporate Governance Report” and “Corporate Governance Basic Policy” on our website.

## Remuneration of executive directors

Remuneration of executive directors is determined based on indices including prospective earnings and operating profits in order to incentivize executive directors to improve the intrinsic corporate value from a long-term perspective and to achieve performance targets from a short-term perspective. The fixed portion of the remuneration is set to be smaller than the variable portion; therefore, when the targets are achieved, the amount of total remuneration will increase while the percentage of the fixed portion will decrease. When the targets are underachieved, the total amount of remuneration will decrease while the percentage of the fixed portion will increase.

### **Disclaimer**

Information mentioned in this material, other than that related to historical and current facts, is determined based on information currently available to HIKARI TSUSHIN and hypotheses built. Since information may be affected by uncertainties included in such hypothesis and judgement, and by changes in future economic environment, etc., it may differ from future performance of the Company and the HIKARI TSUSHIN Group.

The forward-looking statements contained in this material are prepared as of the date of this material (or the date otherwise specified) as mentioned above. The Company neither has an obligation nor policy to update such forward-looking statements with the latest information whenever necessary.

Furthermore, information in regard to matters other than the Company or Group companies stated in this material are cited from sources such as public information. The accuracy and adequacy of such information are not verified by the Company, and therefore are not guaranteed. The Company will not be held responsible for any damage that may occur as a result of the use of this material.

### **Notes in Regard to Insider Trading**

An investor (primary information receiver) who has received non-public material facts directly from a company shall not make sales or purchases of stocks, etc. before such information is "publicized" (Article 166 of Financial Instruments and Exchange Act). In accordance with the provisions of Article 30 of the Order for Enforcement of the Financial Instruments and Exchange Act, information is deemed to have been made "public" 12 hours after such information has been publicized in two or more journalistic organizations, or when notification to the security exchange is made by the company and further listed via electronic means (TDnet's Timely Disclosure Information Viewing Service and EDINET public website) as provided by the Cabinet Office Ordinance.