# **Summary of Consolidated Financial Results** for the Second Quarter of the Fiscal Year Ending May 31, 2019 (From June 1, 2018 to November 30, 2018) [Japanese GAAP]

December 28, 2018

ERI Holdings Co., Ltd. First section of the Tokyo Stock Exchange Company Name: Listing Exchanges:

Securities Code: 6083 URL: <a href="http://www.h-eri.co.jp/">http://www.h-eri.co.jp/</a>

Representative: Akiyo Masuda, President and COO

For Inquiries, Contact: Shigeru Kato, Executive Officer, Head of Finance and Accounting Group

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Planned Date for Submission of Quarterly Securities Report: December 28, 2018 Planned Starting Date for Dividend Payments: January 31, 2019

Supplementary documents for financial results: Yes

Financial Results briefing: Yes (for institutional investors and securities analysts)

(Amounts are rounded down to the nearest million yen)

1. Consolidated Results for the Second Quarter of the Fiscal Year Ending May 31, 2019 (June 1, 2018 – November 30, 2018)

(1) Consolidated Financial Results (Cumulative)

(1) Consolidated Financial Results (Cumulative)							6 indicates year-on-year cl	nange)
	Net Calan		Profit Attributable to					
	Net Sales		Operating Prof.	Operating Profit Ordinary Profit		τ	Owners of Parent	
	million yen	%	million yen	%	million yen	%	million yen	%
FY 5/2019 Q2	7,241	24.5	348	68.2	364	69.6	232	92.2
FY 5/2018 Q2	5,818	3.8	206	53.2	214	52.7	120	49.4

(Note) Comprehensive Income

FY 5/2019 Q2: 234 million yen (95.6%)

FY 5/2018 Q2: 120 million yen (48.9%)

	Profit per Share	Diluted Profit per Share
	yen	yen
FY 5/2019 Q2	30.53	_
FY 5/2018 Q2	15.42	_

#### (2) Consolidated Financial Position

	Total Assets	Net Assets	Shareholders' Equity Ratio
	million yen	million yen	%
FY 5/2019 Q2	6,459	2,314	35.4
FY 5/2018	6,346	2,296	35.7

(Reference) Shareholders' Equity

FY 5/2019 Q2: 2,287 million yen

FY 5/2018: 2,267 million yen

## 2 Dividends

2. Dividends	Dividends per Share					
	End of Q1	End of Q2	End of Q3	Fiscal Year End	Annual	
	yen	yen	yen	yen	yen	
FY 5/2018	_	15.00	_	15.00	30.00	
FY 5/2019	_	15.00				
FY 5/2019 (Forecast)			_	15.00	30.00	

(Note) Revisions to dividend forecasts published most recently: None

3. Consolidated Results Forecasts for the Fiscal Year Ending May 31, 2019 (June 1, 2018– May 31, 2019)

(% indicates year-on-year change)

								(70 111010	ates year on year change)
	N-4 C-1	1	0	D £4	01:	D £4	Profit Attribu	itable to	Profit
	Net Sa	ies	Operating	Pront	Ordinary	Pront	Owners of	Parent	per Share
	million yen	%	million yen	%	million yen	%	million yen	%	yen
FY 5/2019	14,916	13.9	757	9.7	765	9.0	488	13.6	64.01

(Note) Revisions to performance forecasts published most recently: None

- \* Notes
- (1) Changes in significant subsidiaries during the term under review (changes in subsidiaries via share exchange causing a change in the scope of consolidation): None
- (2) Adoption of accounting treatment unique to the preparation of quarterly consolidated financial statements: None
- (3) Changes in accounting policies and changes or restatement of accounting estimates

(i) Changes in accounting policies associated with the revision of accounting standards, etc.: None
 (ii) Changes in accounting policies other than (i): None
 (iii) Changes in accounting estimates: None
 (iv) Restatement: None

#### (4) Number of shares issued (common stock)

(i) Shares Outstanding (incl. treasury stock):

(ii) Treasury Stock:

(iii) Average Number of Shares Outstanding

FY 5/2019 Q2	7,832,400 shares
FY 5/2018	7,832,400 shares
FY 5/2019 Q2	292,783 shares
FY 5/2018	200,083 shares
FY 5/2019 Q2	7,605,243 shares
FY 5/2018 Q2	7,832,317 shares

<sup>\*</sup> This report is not subject to audit by certified public accountant or audit firm.

The performance projections in this report are the forecast based on currently available information and significantly includes uncertainty. Actual result may differ materially from these projections due to various reasons.

<sup>\*</sup> Cautionary statement with respect to forward-looking statements, and other information.

## Quarterly Consolidated Financial Statements

## (1) Quarterly Consolidated Balance Sheets

Accounts receivable-trade       713,282       756,486         Work in process       446,244       492,445         Other       176,366       246,635         Allowance for doubtful accounts       (92)       (242         Total current assets       4,139,957       4,179,444         Non-current assets       947,030       443,175         Intangible assets       648,996       611,267         Other       295,251       308,285         Total intangible assets       944,248       919,553         Investments and other assets       1,647       1,588         Guarantee deposits       441,929       518,980         Deferred tax assets       367,613       304,802         Other       54,525       92,257         Total investments and other assets       865,716       917,628         Total non-current assets       2,206,994       2,280,357			(Unit: thousand yen)
Current assets         2,804,155         2,684,120           Accounts receivable-trade         713,282         756,486           Work in process         446,244         492,445           Other         176,366         246,635           Allowance for doubtful accounts         (92)         (242           Total current assets         4,139,957         4,179,444           Non-current assets         700         443,175           Intangible assets         648,996         611,267           Other         295,251         308,285           Total intangible assets         944,248         919,553           Investments and other assets         1,647         1,588           Guarantee deposits         441,929         518,986           Other         367,613         304,802           Other         54,525         92,257           Total investments and other assets         865,716         917,628           Total non-current assets         2,206,994         2,280,357			the reporting fiscal year
Cash and deposits       2,804,155       2,684,120         Accounts receivable-trade       713,282       756,486         Work in process       446,244       492,445         Other       176,366       246,635         Allowance for doubtful accounts       (92)       (242         Total current assets       4,139,957       4,179,444         Non-current assets       700       443,175         Intangible assets       97,030       443,175         Intangible assets       648,996       611,267         Other       295,251       308,285         Total intangible assets       944,248       919,553         Investments and other assets       1,647       1,588         Investment securities       1,647       1,588         Guarantee deposits       441,929       518,980         Other       54,525       92,257         Total investments and other assets       865,716       917,628         Total non-current assets       2,206,994       2,280,357	Assets		
Accounts receivable-trade       713,282       756,486         Work in process       446,244       492,445         Other       176,366       246,635         Allowance for doubtful accounts       (92)       (242)         Total current assets       4,139,957       4,179,444         Non-current assets       8       8         Property, plant and equipment       397,030       443,175         Intangible assets       648,996       611,267         Other       295,251       308,285         Total intangible assets       944,248       919,553         Investments and other assets       1,647       1,588         Guarantee deposits       441,929       518,980         Deferred tax assets       367,613       304,802         Other       54,525       92,257         Total investments and other assets       865,716       917,628         Total non-current assets       2,206,994       2,280,357	Current assets		
Work in process       446,244       492,445         Other       176,366       246,635         Allowance for doubtful accounts       (92)       (242         Total current assets       4,139,957       4,179,444         Non-current assets       397,030       443,175         Intangible assets       500dwill       648,996       611,267         Other       295,251       308,285         Total intangible assets       944,248       919,553         Investments and other assets       1,647       1,588         Guarantee deposits       441,929       518,980         Deferred tax assets       367,613       304,802         Other       54,525       92,257         Total investments and other assets       865,716       917,628         Total non-current assets       2,206,994       2,280,357	Cash and deposits	2,804,155	2,684,120
Other         176,366         246,635           Allowance for doubtful accounts         (92)         (242)           Total current assets         4,139,957         4,179,444           Non-current assets         97,030         443,175           Intangible assets         648,996         611,267           Goodwill         648,996         611,267           Other         295,251         308,285           Total intangible assets         944,248         919,553           Investments and other assets         1,647         1,588           Guarantee deposits         441,929         518,980           Deferred tax assets         367,613         304,802           Other         54,525         92,257           Total investments and other assets         865,716         917,628           Total non-current assets         2,206,994         2,280,357	Accounts receivable-trade	713,282	756,486
Allowance for doubtful accounts         (92)         (242)           Total current assets         4,139,957         4,179,444           Non-current assets         8           Property, plant and equipment         397,030         443,175           Intangible assets         648,996         611,267           Other         295,251         308,285           Total intangible assets         944,248         919,553           Investments and other assets         1,647         1,588           Guarantee deposits         441,929         518,980           Deferred tax assets         367,613         304,802           Other         54,525         92,257           Total investments and other assets         865,716         917,628           Total non-current assets         2,206,994         2,280,357	Work in process	446,244	492,445
Total current assets  Non-current assets  Property, plant and equipment Intangible assets  Goodwill Other 295,251 Source and other assets  Investments and other assets Investment securities Investment securities Investment assets  Guarantee deposits Deferred tax assets  Other Source assets  1,647 Source assets  1,647 Source assets  1,647 Source assets  1,647 Source assets  Deferred tax assets Source assets  Total investments and other assets  Total investments and other assets  Total non-current assets  Total non-current assets  2,206,994 2,280,357	Other	176,366	246,635
Non-current assets       397,030       443,175         Intangible assets       648,996       611,267         Other       295,251       308,285         Total intangible assets       944,248       919,553         Investments and other assets       1,647       1,588         Guarantee deposits       441,929       518,980         Deferred tax assets       367,613       304,802         Other       54,525       92,257         Total investments and other assets       865,716       917,628         Total non-current assets       2,206,994       2,280,357	Allowance for doubtful accounts	(92)	(242)
Property, plant and equipment       397,030       443,175         Intangible assets       648,996       611,267         Other       295,251       308,285         Total intangible assets       944,248       919,553         Investments and other assets       1,647       1,588         Guarantee deposits       441,929       518,980         Deferred tax assets       367,613       304,802         Other       54,525       92,257         Total investments and other assets       865,716       917,628         Total non-current assets       2,206,994       2,280,357	Total current assets	4,139,957	4,179,444
Intangible assets       648,996       611,267         Other       295,251       308,285         Total intangible assets       944,248       919,553         Investments and other assets       1,647       1,588         Guarantee deposits       441,929       518,986         Deferred tax assets       367,613       304,802         Other       54,525       92,257         Total investments and other assets       865,716       917,628         Total non-current assets       2,206,994       2,280,357	Non-current assets		
Goodwill       648,996       611,267         Other       295,251       308,285         Total intangible assets       944,248       919,553         Investments and other assets       1,647       1,588         Guarantee deposits       441,929       518,980         Deferred tax assets       367,613       304,802         Other       54,525       92,257         Total investments and other assets       865,716       917,628         Total non-current assets       2,206,994       2,280,357	Property, plant and equipment	397,030	443,175
Other         295,251         308,285           Total intangible assets         944,248         919,553           Investments and other assets         1,647         1,588           Guarantee deposits         441,929         518,980           Deferred tax assets         367,613         304,802           Other         54,525         92,257           Total investments and other assets         865,716         917,628           Total non-current assets         2,206,994         2,280,357	Intangible assets		
Total intangible assets         944,248         919,553           Investments and other assets         1,647         1,588           Investment securities         1,647         1,588           Guarantee deposits         441,929         518,980           Deferred tax assets         367,613         304,802           Other         54,525         92,257           Total investments and other assets         865,716         917,628           Total non-current assets         2,206,994         2,280,357	Goodwill	648,996	611,267
Investments and other assets       1,647       1,588         Investment securities       1,647       1,588         Guarantee deposits       441,929       518,980         Deferred tax assets       367,613       304,802         Other       54,525       92,257         Total investments and other assets       865,716       917,628         Total non-current assets       2,206,994       2,280,357	Other	295,251	308,285
Investment securities       1,647       1,588         Guarantee deposits       441,929       518,980         Deferred tax assets       367,613       304,802         Other       54,525       92,257         Total investments and other assets       865,716       917,628         Total non-current assets       2,206,994       2,280,357	Total intangible assets	944,248	919,553
Guarantee deposits       441,929       518,980         Deferred tax assets       367,613       304,802         Other       54,525       92,257         Total investments and other assets       865,716       917,628         Total non-current assets       2,206,994       2,280,357	Investments and other assets		
Deferred tax assets       367,613       304,802         Other       54,525       92,257         Total investments and other assets       865,716       917,628         Total non-current assets       2,206,994       2,280,357	Investment securities	1,647	1,588
Other         54,525         92,257           Total investments and other assets         865,716         917,628           Total non-current assets         2,206,994         2,280,357	Guarantee deposits	441,929	518,980
Total investments and other assets         865,716         917,628           Total non-current assets         2,206,994         2,280,357	Deferred tax assets	367,613	304,802
Total non-current assets 2,206,994 2,280,357	Other	54,525	92,257
	Total investments and other assets	865,716	917,628
	Total non-current assets	2,206,994	2,280,357
Total assets 6,346,951 6,459,801	Total assets	6,346,951	6,459,801

(Unit: thousand yen)

	Previous fiscal year (As of May 31, 2018)	The second quarter of the reporting fiscal year (As of November 30, 2018)
Liabilities		
Current liabilities		
Current portion of long-term loans payable	137,100	137,10
Accounts payable - other	459,133	299,39
Accrued expenses	819,406	789,23
Income taxes payable	155,580	86,15
Advances received	827,219	934,63
Other	223,703	178,47
Total current liabilities	2,622,143	2,425,00
Non-current liabilities		
Long-term loans payable	1,199,625	1,474,0
Net defined benefit liability	100,077	82,6
Long-term accounts payable - other	90,323	90,32
Other	37,921	73,37
Total non-current liabilities	1,427,946	1,720,4
Total liabilities	4,050,090	4,145,4
Net assets		
Shareholders' equity		
Capital stock	992,784	992,7
Capital surplus	7,677	42,2
Retained earnings	1,469,004	1,586,7
Treasury shares	(201,870)	(334,64
Total shareholders' equity	2,267,596	2,287,1
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	(35)	(7
Total accumulated other comprehensive income	(35)	(7
Non-controlling interests	29,300	27,3
Total net assets	2,296,861	2,314,3
Total liabilities and net assets	6,346,951	6,459,8

# (2) Quarterly Consolidated Statements of Income and Comprehensive Income Quarterly Consolidated Statements of Income

		(Unit: thousand yen)
	The second quarter of	The second quarter of
	the previous fiscal year	the reporting fiscal year
	(From June 1, 2017	(From June 1, 2018
	to November 30, 2017)	to November 30, 2018)
Net sales	5,818,401	7,241,192
Cost of sales	4,146,204	5,149,055
Gross profit	1,672,197	2,092,137
Selling, general and administrative expenses	1,465,230	1,743,930
Operating profit	206,966	348,206
Non-operating income		
Interest income	41	14
Dividend income of insurance	6,491	9,001
Commission fee	829	1,125
Rent revenue	-	3,359
Compensation income	-	3,844
Miscellaneous income	1,480	2,942
Total non-operating income	8,842	20,288
Non-operating expenses		
Interest expenses	987	4,330
Miscellaneous loss	70	25
Total non-operating expenses	1,058	4,356
Ordinary profit	214,751	364,138
Extraordinary income		
Compensation for transfer	-	40,080
Total extraordinary income	-	40,080
Extraordinary losses		
Branch office transfer expenses	-	11,453
Total extraordinary losses	-	11,453
Profit before income taxes	214,751	392,765
Income taxes - current	93,069	95,067
Income taxes - deferred	1,615	62,831
Total income taxes	94,684	157,898
Profit	120,066	234,866
Profit (loss) attributable to non-controlling interests	(736)	2,652
Profit attributable to owners of parent	120,803	232,214

## Quarterly Consolidated Statements of Comprehensive Income

		(Unit: thousand yen)
	The second quarter of	The second quarter of
	the previous fiscal year	the reporting fiscal year
	(From June 1, 2017	(From June 1, 2018
	to November 30, 2017)	to November 30, 2018)
Profit	120,066	234,866
Other comprehensive income		
Valuation difference on available-for-sale		(38)
securities		(38)
Total other comprehensive income	_	(38)
Comprehensive income	120,066	234,827
Comprehensive income attributable to:		
Comprehensive income attributable to	120,803	232,176
owners of parent	120,603	232,170
Comprehensive income attributable to	(736)	2,651
non-controlling interests	(730)	2,031

## (3) Consolidated Statements of Cash Flows

		(Unit: thousand yer
	The second quarter of the previous fiscal year (From June 1, 2017	The second quarter of the reporting fiscal year (From June 1, 2018
Cook flows from anauting activities	to November 30, 2017)	to November 30, 2018)
Cash flows from operating activities  Profit before income taxes	214,751	392,76
Depreciation	45,631	63,89
Amortization of goodwill	6,037	37,72
Interest income	(41)	(14
Interest expenses	987	4,33
Compensation for removal		(40,080
Branch office transfer expenses	<u>-</u>	11,45
Decrease (increase) in notes and accounts		
receivable - trade	(66,761)	(43,203
Decrease (increase) in inventories	(34,681)	(46,200
Increase (decrease) in accounts payable - other	3,016	(188,929
Increase (decrease) in accrued expenses	490	(30,924
Increase (decrease) in advances received	82,528	107,41
Other, net	7,493	(72,346
Subtotal	259,451	195,89
Interest and dividend income received	43	3
Interest expenses paid	(1,099)	(4,640
Income taxes paid	(63,835)	(170,877
Net cash provided by (used in) operating activities	194,559	20,40
Cash flows from investing activities		
Purchase of shares of subsidiaries resulting in change in scope of consolidation	(120,690)	
Purchase of non-current assets	(46,713)	(105,710
Payments for guarantee deposits	(841)	(87,923
Proceeds from collection of guarantee deposits	-	20
Other, net	(1,557)	(2,030
Net cash provided by (used in) investing activities	(169,802)	(195,46)
Cash flows from financing activities		
Increase (decrease) in short-term loans payable	684,000	
Proceeds from long-term loans payable	-	343,00
Repayments of long-term loans payable	-	(68,550
Cash dividends paid	(117,293)	(113,99°
Dividends paid to non-controlling interests	-	(1,500
Purchase of treasury shares		(342,680
Proceeds from disposal of treasury shares	-	242,71
Other, net		(3,960
Net cash provided by (used in) financing activities	566,706	55,01
Net increase (decrease) in cash and cash equivalents	591,464	(120,035
Cash and cash equivalents at beginning of period	2,103,670	2,803,55
Cash and cash equivalents at end of period	2,695,135	2,683,51