RELO GROUP

FY2020/3

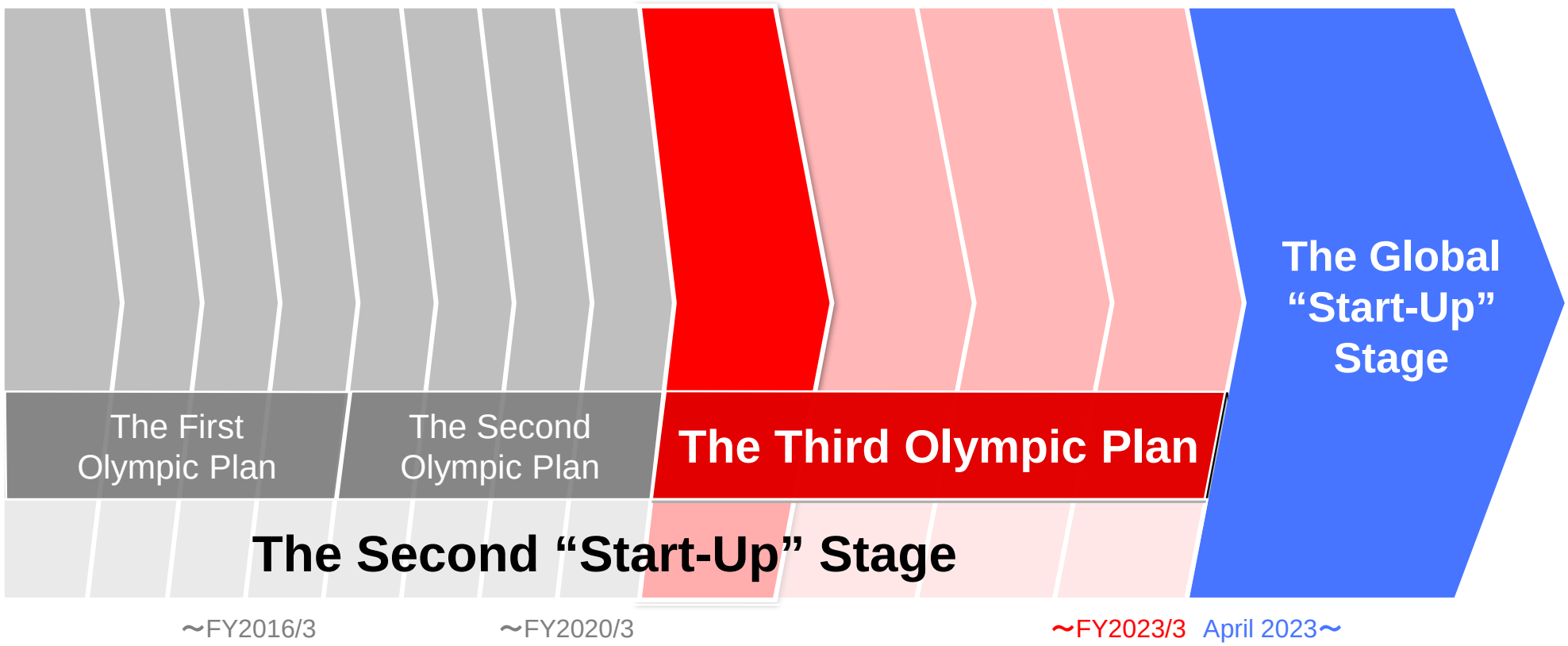
Relo Group

Investor Presentation

May 25, 2020

The Third Olympic Plan

FY2020/3 ～ FY2023/3
A four-year medium-term management plan



Consolidated Results

（Millions of yen）
Amounts less than ¥1M rounded off

	Actual FY2020/3	Actual FY2019/3	YoY
Sales	313,019	250,864	+ 24.8%
Recurring profit	20,149	20,072	+ 0.4%
Profit before income taxes	11,235	19,076	- 41.1%
＋ Impairment loss	9,504	-	-
＋ Loss on valuation of Investment securities	767	-	-
After adjusted Profit before income taxes	21,507	19,076	+ 12.7%

The Third Olympic Plan

Target for FY2023/3

Profit before income taxes

35.5 bn

No change to target

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Consolidated Results

（Millions of yen）
Amounts less than ¥1M rounded off

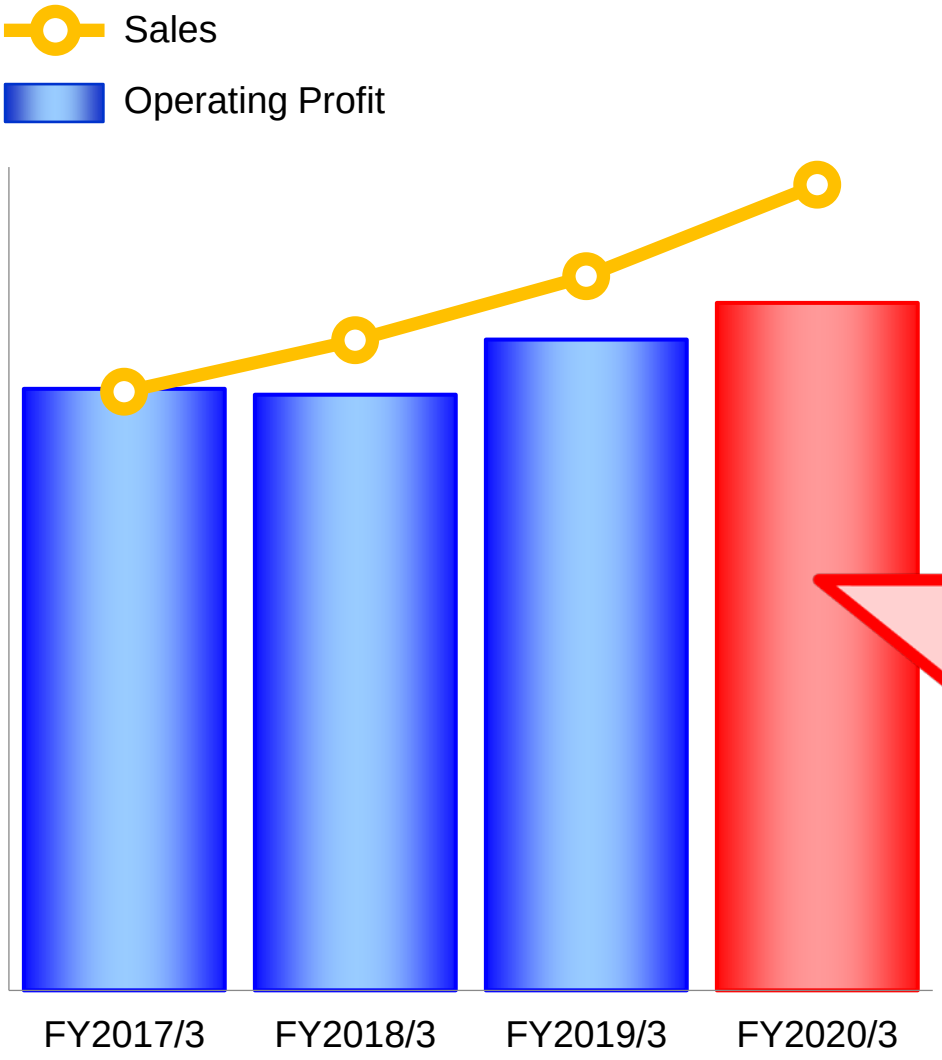
	Actual FY2020/3	Actual FY2019/3	YoY
Sales	313,019	250,864	+ 24.8%
Operating profit	17,874	17,867	+ 0.0%
Profit before income taxes	11,235	19,076	- 41.1%
Net income	3,818	13,005	- 70.6%
Annual dividend per share（Yen）	29.00	26.00	+ 3.00
EPS（Yen）	25.35	87.20	- 61.85

Consolidated Balance Sheet

(Millions of yen)
Amounts less than ¥1M rounded off

	Actual FY2020/3	Actual FY2019/3	YoY	Summary
Total assets	**227,965**	148,477	+ 79,488	-
Current assets	138,323	87,347	+ 50,975	Cash and deposits +6,732 Notes and accounts receivable-trade +33,817 Real estate for sale +5,217 Other +2,849
Noncurrent assets	89,548	61,094	+ 28,454	Goodwill +6,603 Customer related assets +11,543 Software +2,167
Total liabilities	**175,815**	93,969	+ 81,845	-
Current liabilities	111,843	46,184	+ 65,659	Short-term loans payable +14,250 Current portion of bonds with stock acquisition rights +25,572 Current portion of long-term loans payable +7,897
Noncurrent liabilities	63,971	47,785	+ 16,186	Bonds with stock acquisition rights -26,197 Long-term loans payable +37,209 Deferred tax liabilities +3,305
Total net assets	**52,150**	54,507	- 2,357	Retained earnings -4,085 Treasury stock +4,024 Foreign currency translation adjustment -2,227

Domestic Relocation Business



Sales

¥224.9 bn

YoY Change **+12.8%**

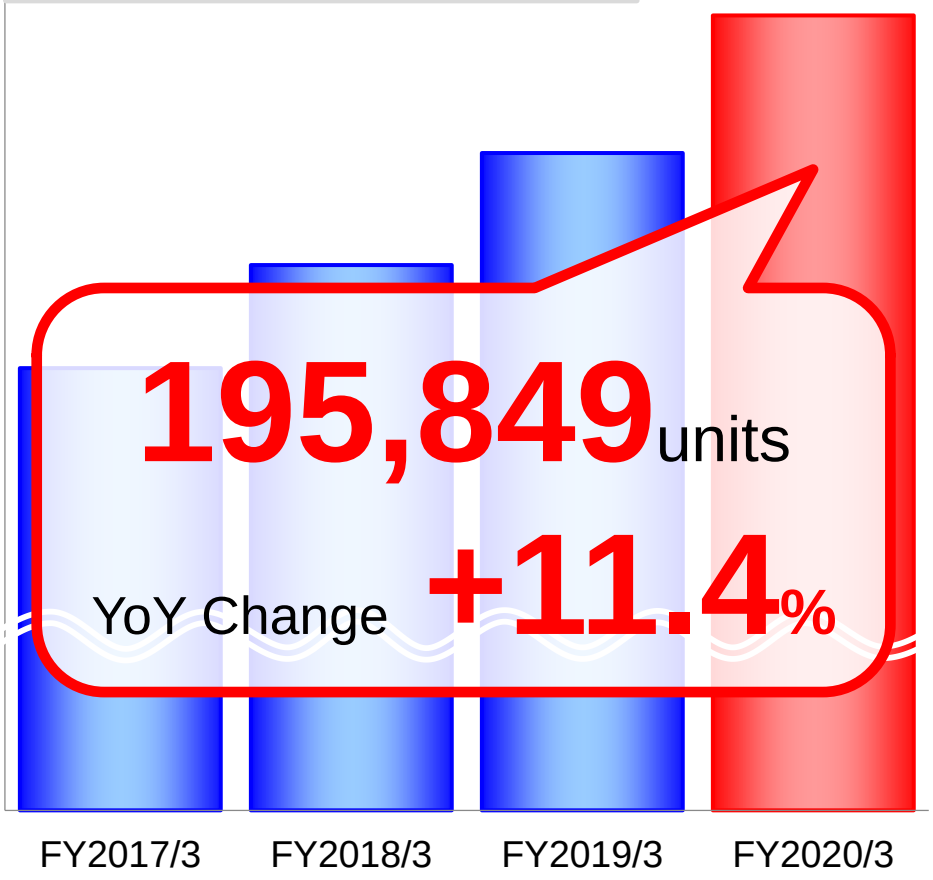
Operating Profit

¥9.1 bn

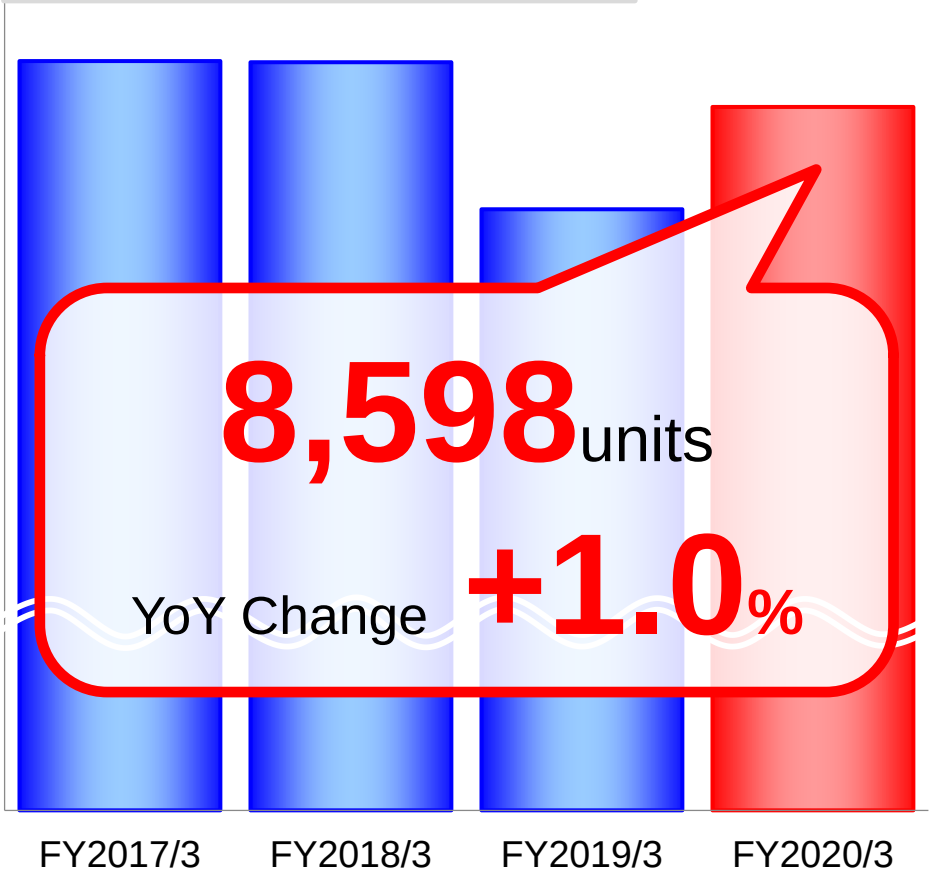
YoY Change **+5.7%**

Domestic Relocation Business

Leased Corporate Housing Management

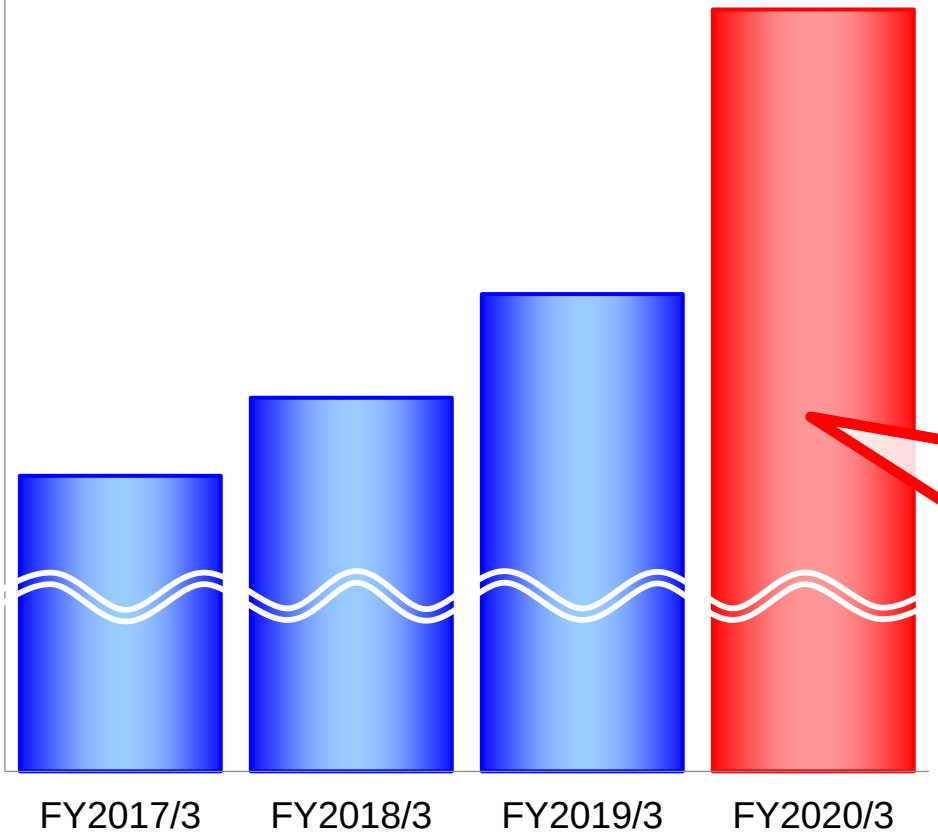


Relocation House Rental Management



Domestic Relocation Business

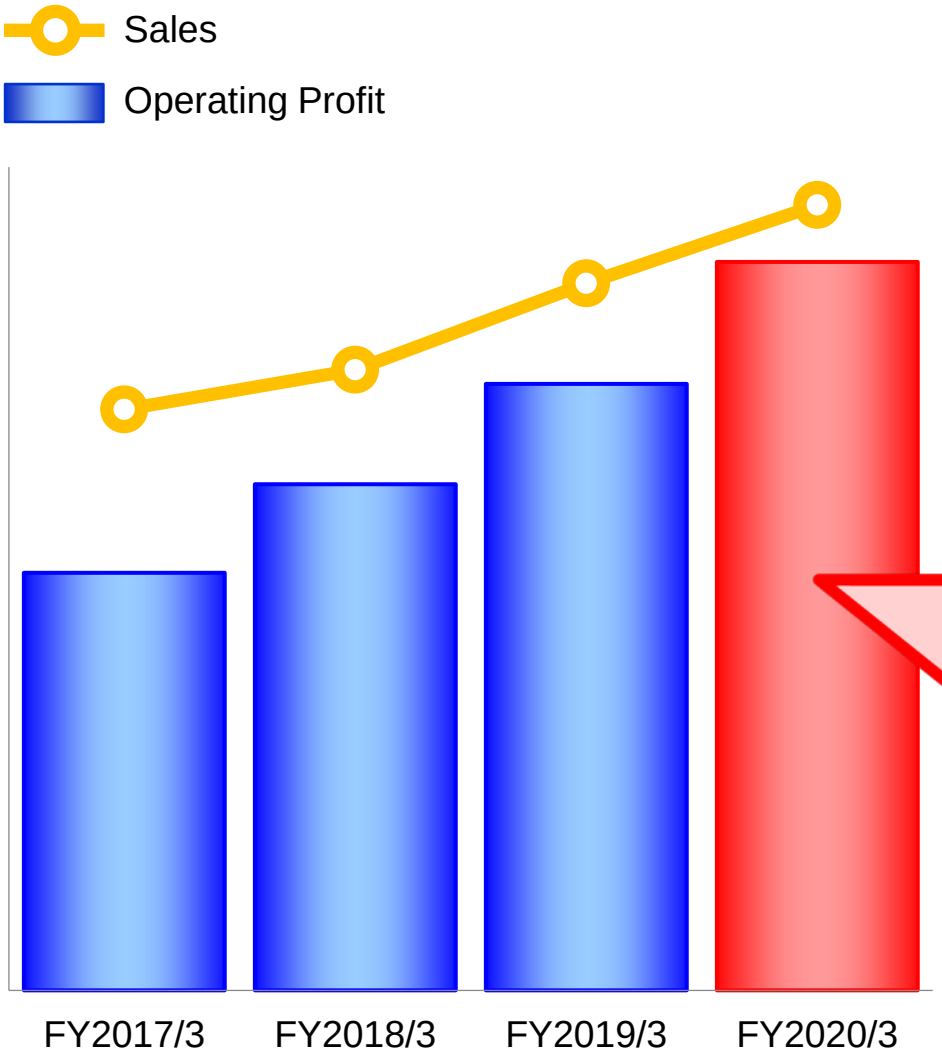
Property Management



89,770units

YoY Change **+36.9%**

Corporate Fringe Benefits



Sales

¥20.8 bn

YoY Change **+12.9%**

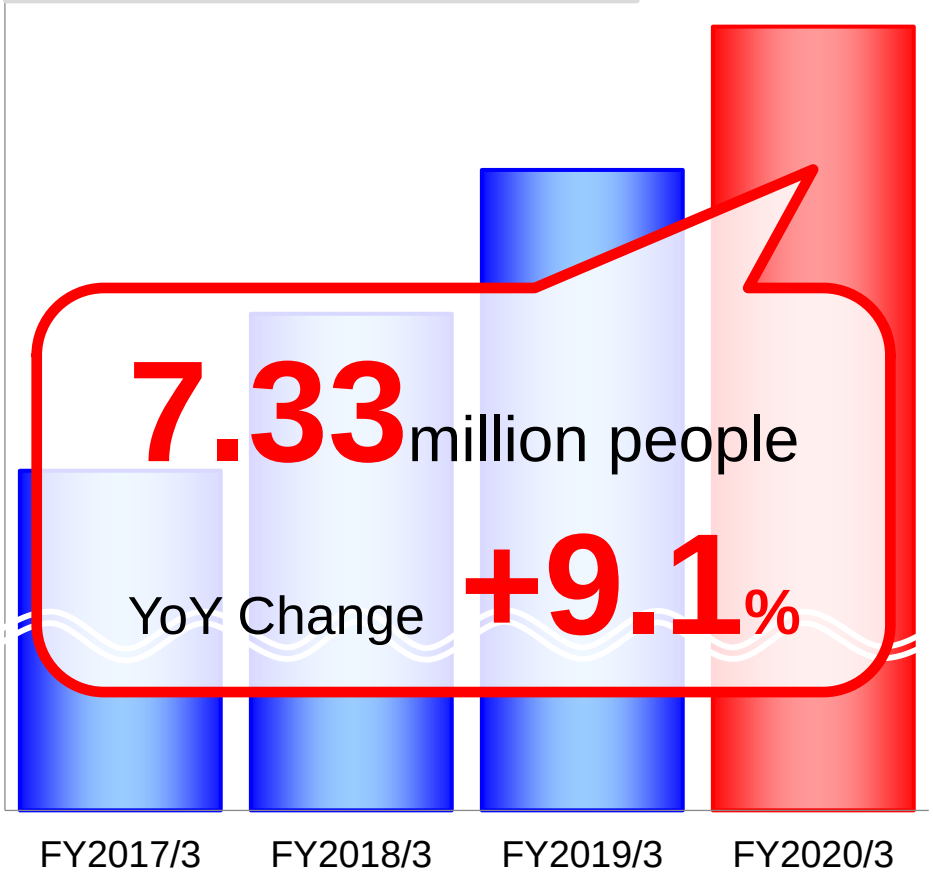
Operating Profit

¥7.9 bn

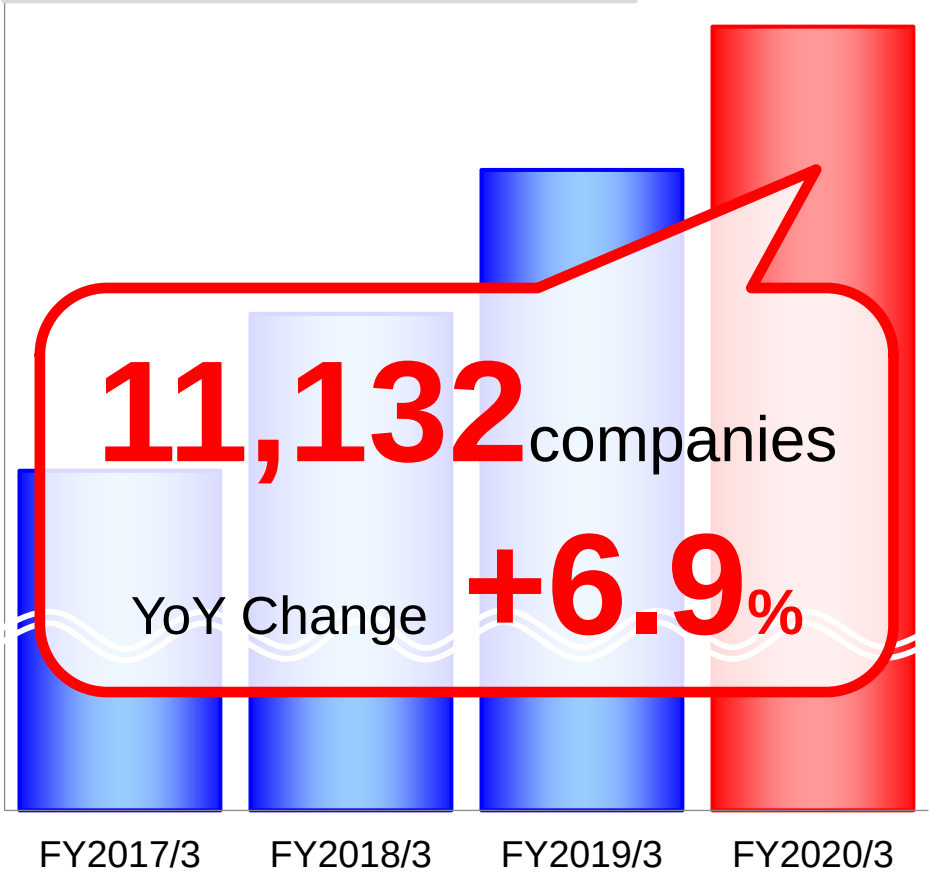
YoY Change **+20.1%**

Corporate Fringe Benefits

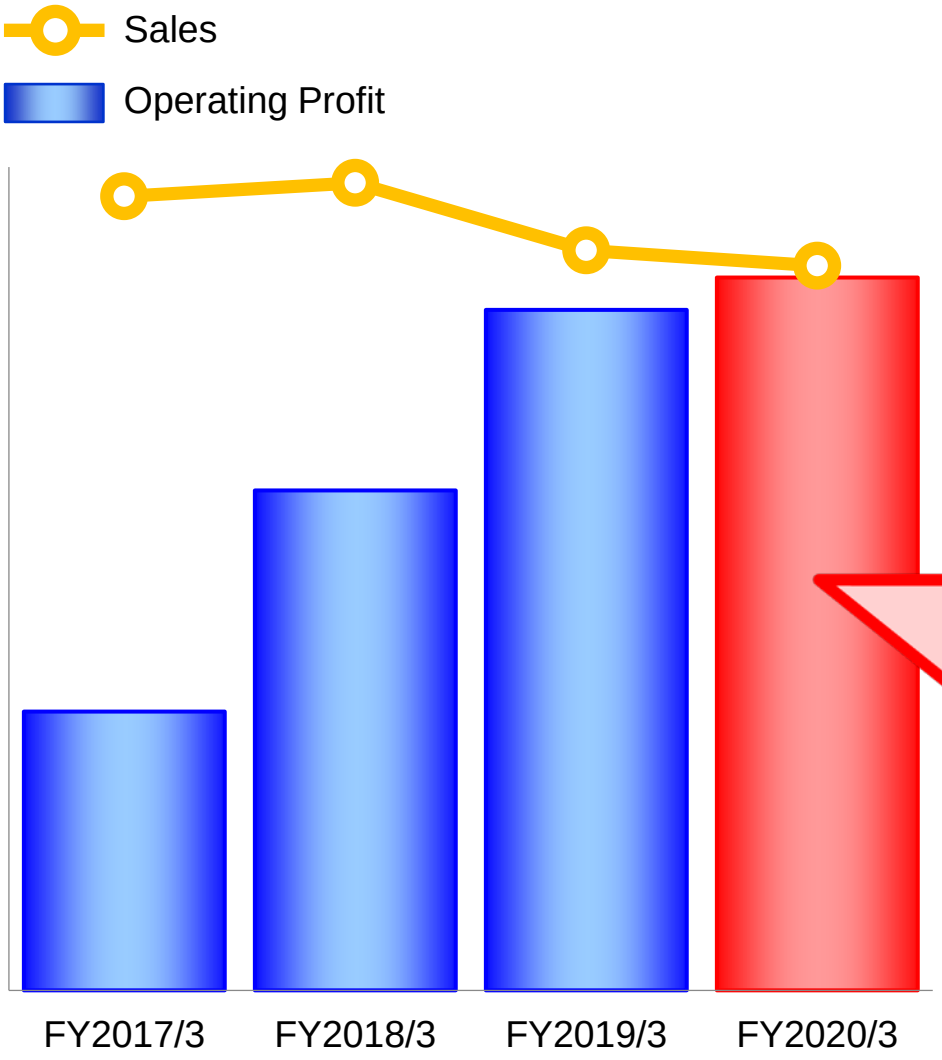
Fringe benefit members



Fringe Benefit Companies



Relocation Support Business



Sales

¥5.7 bn

YoY Change **-2.1%**

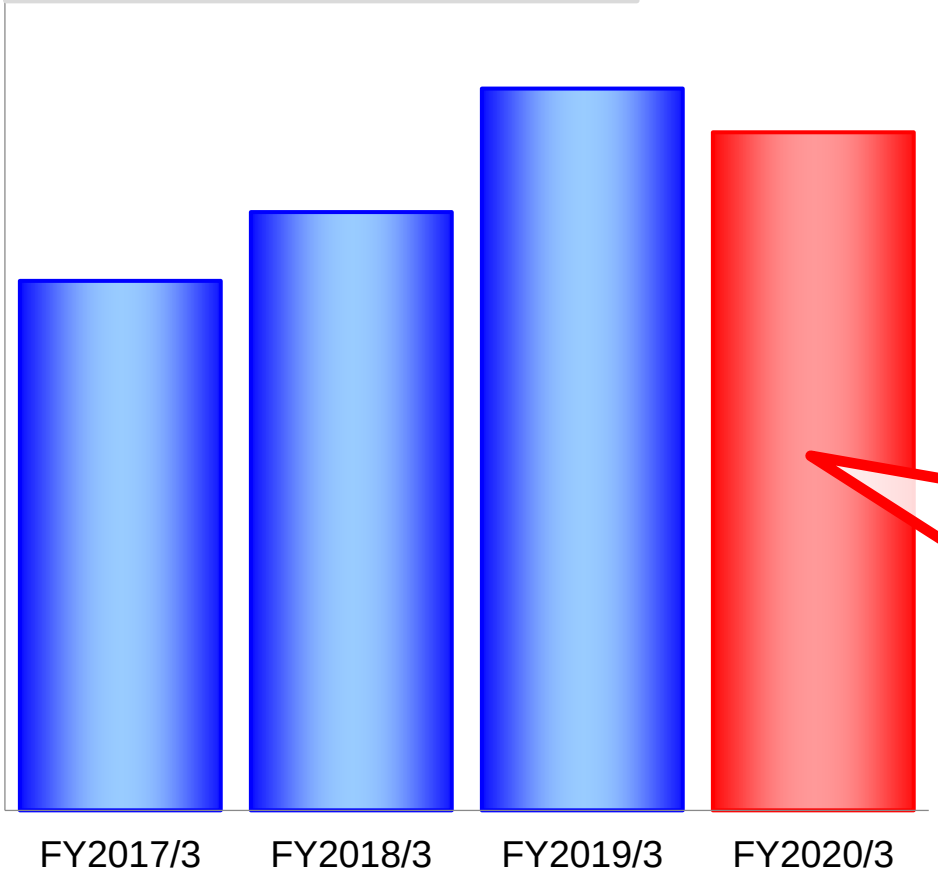
Operating Profit

¥1.2 bn

YoY Change **+4.8%**

Relocation Support Business

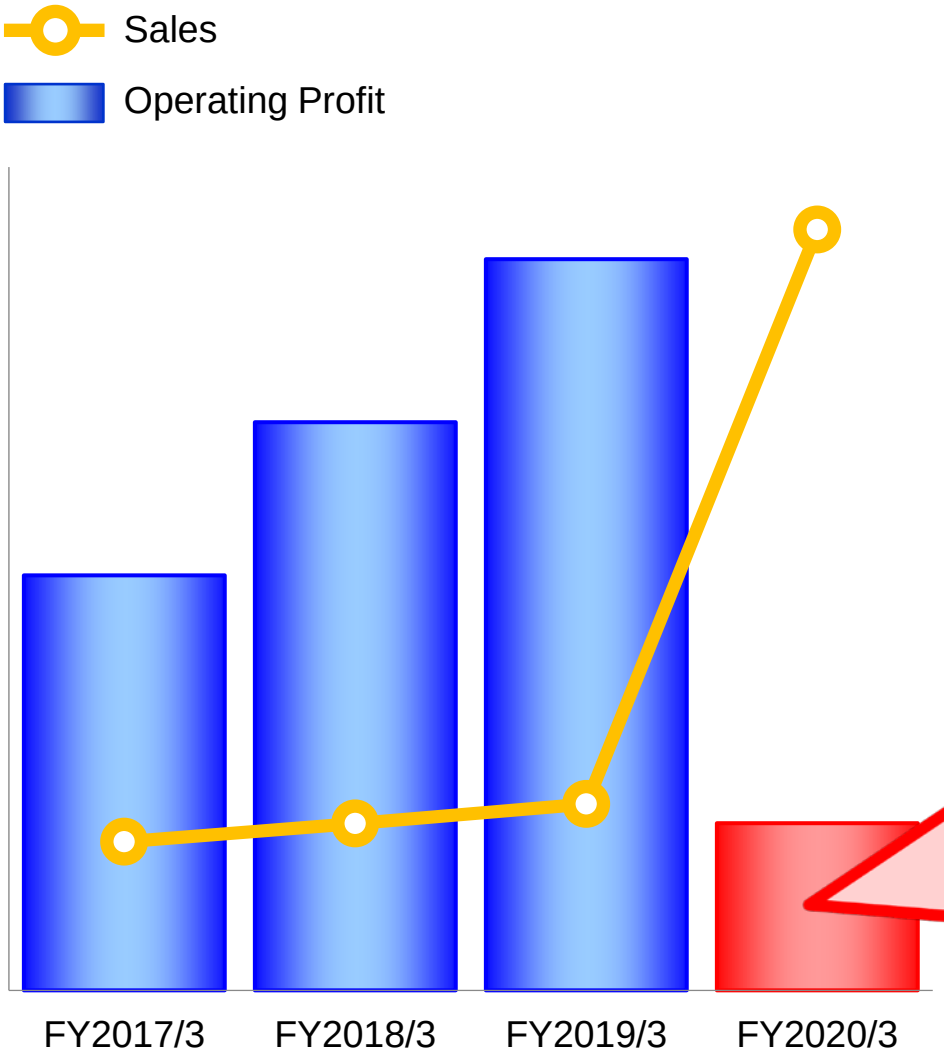
No. of completed overseas assignments



8,235 households

YoY Change **-6.1%**

Global Business



Sales

¥46.1 bn

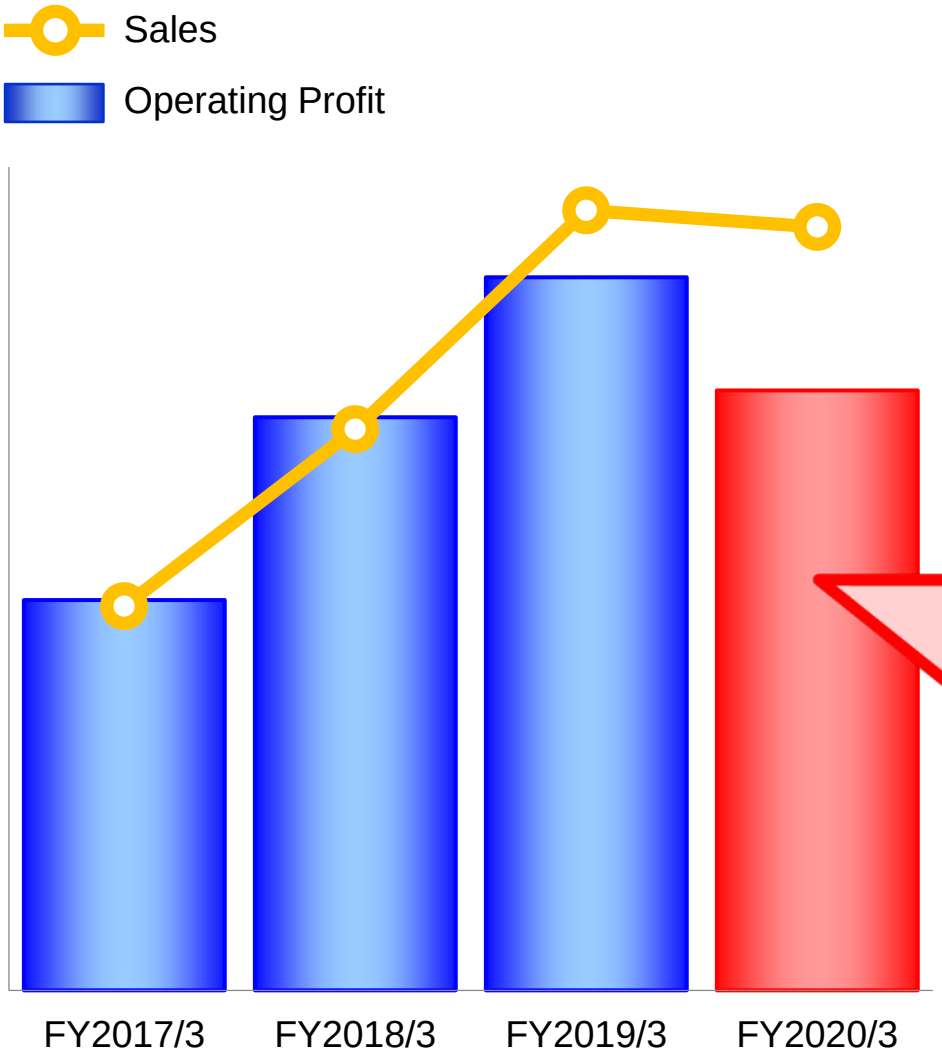
YoY Change **+308.0%**

Operating Profit

¥0.2 bn

YoY Change **-77.1%**

Tourism Business



Sales

¥14.8 bn

YoY Change **-2.1%**

Operating Profit

¥2.5 bn

YoY Change **-15.9%**

FY2021/3 Plan

（Millions of yen）
Amounts less than ¥1M rounded off

	Plan FY2021/3	Actual FY2020/3	YoY
Sales	290,000	313,019	- 7.4%
Operating profit	9,800	17,874	- 45.2%
Profit before income taxes	11,300	11,235	+ 0.6%
Net income	5,500	3,818	+ 44.0%
Annual dividend per share（Yen）	-	29.00	-

(Note) The dividend forecast has not been determined at this time.

FY2021/3 New Segments

Old Segment	New Segment
Domestic Relocation Business	Relocation Business
Leased Corporate Housing Management Business	Leased Corporate Housing Management Business
Residential Property Management Business	Residential Property Management Business
	Relocation Support Business（+REDAC）
Fringe Benefit Business	Fringe Benefit Business
Relocation Support Business	
Global Business	Global Strategic Business
BGRS・AIRINC	BGRS・AIRINC
REDAC	
Tourism Business	Tourism Business

FY2021/3 Segments Plan

（Millions of yen）
Amounts less than ¥1M rounded off

	Sales			Operating profit		
	Plan FY2021/3	Actual FY2020/3	YoY	Plan FY2021/3	Actual FY2020/3	YoY
Relocation Business	225,000	237,796	- 5.4%	6,400	10,593	- 39.6%
Leased Corporate Housing Management Business	181,000	185,778	- 2.6%	4,200	5,627	- 25.4%
Residential Property Management Business	35,000	39,199	- 10.7%	2,500	3,574	- 30.1%
Relocation Support Business	9,000	12,818	- 29.8%	- 300	1,391	-
Fringe Benefit Business	22,000	20,846	+ 5.5%	8,500	7,962	+ 6.7%
Global Strategic Business	32,500	39,087	- 16.9%	- 2,500	9	-
Tourism Business	10,000	14,835	- 32.6%	500	2,550	- 80.4%
Other Business	500	452	+ 10.4%	- 100	- 138	-
Amount of adjustment	0	0	-	0	- 3,102	-
Total	290,000	313,019	- 7.4%	9,800	17,874	- 45.2%

FY2021/3 Key Performance Indicators

	Plan FY2021/3	Actual FY2020/3	YoY
Relocation Business			
Leased Corporate Housing Management	205,000	195,849	+ 4.7%
Relocation House Rental Management	8,600	8,598	+ 0.0%
Property Management	93,000	89,770	+ 3.6%
Number of Global Relocation Support	5,000	8,235	- 39.3%
Fringe Benefit Business			
Membership（Million）	7.70	7.33	+ 5.0%
Number of Member Companies	11,500	11,132	+ 3.3%

Contact

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