



# Summary of Financial Results

## for the Third Quarter of the Fiscal Year Ending March 31, 2021 [Consolidated]

### (From April 1, 2020 to December 31, 2020)

#### [Japan GAAP]

February 5, 2021

Company name:	Relo Group, Inc.	Listed Exchange:	Tokyo Stock Exchange, First Section
Security code.:	8876	URL:	https://www.relo.jp/
Representative:	Kenichi Nakamura, President and Representative Director		
Contact:	Yasushi Kadota, Senior Managing Director	TEL:	03-5312-8704
Scheduled Date to Submit the Quarterly Securities Report:	February 15, 2021		
Scheduled Date to Start Distributing Dividends:	-		
Supplemental documents for the financial results provided:	Non		
Results briefing for the period under review provided:	Yes (for institutional investors and securities analysts)		

(Millions of yen, rounded down)

### 1. Consolidated Financial Results for the Third Quarter of Fiscal Year Ending March 31, 2021 (From April 1, 2020 to December 31, 2020)

(1) Consolidated Operating Results (% figures represent change from the same period of the previous fiscal year)

	Sales		Operating Profit		Recurring Profit		Net Income attributable to parent shareholders	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Nine months Ending December 31, 2020	247,061	8.9	8,971	(25.9)	10,993	(20.5)	6,713	(31.5)
Nine months Ending December 31, 2019	226,768	23.6	12,115	(1.1)	13,831	2.2	9,798	7.5

(Note) Comprehensive Income: Nine months Ending December 31, 2020 6,649 million yen (-36.9%) Nine months Ending December 31, 2019 10,541 million yen (13.3%)

	Net Income per Share	Diluted Net Income per Share
	Yen	Yen
Nine months Ending December 31, 2020	44.41	40.01
Nine months Ending December 31, 2019	65.16	59.48

### (2) Consolidated Financial Positions

	Total Assets	Net Assets	Equity Ratio
	Millions of yen	Millions of yen	%
As of December 31, 2020	246,692	53,376	20.4
As of March 31, 2020	228,102	52,150	21.6

(Reference) Shareholders' Equity: As of December 31, 2020 50,218 million yen As of March 31, 2020 49,223 million yen

### 2. Dividends

	Dividends per Share				
	1st quarter End	2nd quarter End	3rd quarter End	Fiscal Year End	Total
	Yen	Yen	Yen	Yen	Yen
Fiscal year ending March 31, 2020	-	0.00	-	29.00	29.00
Fiscal year ending March 31, 2021	-	0.00	-		
Fiscal year ending March 31, 2021 (Projected)				-	-

(Note) 1. Revisions to the latest result projection announced: None

2. Dividends forecasts for the fiscal year ending March 31, 2021 has not been determined at present.

### 3. Projected Consolidated Results for the Fiscal Year Ending March 31, 2021 (From April 1, 2020 to March 31, 2021)

(From April 1, 2020 to March 31, 2021)

(% figures represent change from the same period of the previous fiscal year)

	Operating Revenue		Operating profit		Profit before income taxes		Net Income attributable to owners of parent		Net Income per Share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	yen
Full year	290,000	(7.4)	9,800	(45.2)	11,300	0.6	5,500	44.0	36.43

(Note) Revisions to the latest result projection announced: None

\*Notes

(1) Changes in significant subsidiaries during the Fiscal Year (Changes in specified subsidiaries associated with changes in the scope of consolidation): None

Newly consolidated: -

Excluded: -

(2) Adoption of Special Accounting Treatment for preparing Quarterly Consolidate Financial Statement: None

(3) Changes in Accounting Policies, Changes in Accounting Estimates and Restatements:

1. Changes in accounting policies associated with the revisions of accounting standards: None

2. Changes in accounting principles other than above 1: None

3. Changes in accounting estimates: None

4. Restatements: None

(4) Number of Shares Issued and Outstanding (Common stock)

1. Number of shares issued at the end of period (including treasury stock)

2. Number of treasury stock at the end of period

3. Average number of shares during the period

As of December 31, 2020	152,951,200 shares	As of March 31, 2020	152,951,200 shares
As of December 31, 2020	1,774,037 shares	As of March 31, 2020	1,462,769 shares
3rd Quarter of FY2021/3	151,154,918 shares	3rd Quarter of FY2020/3	150,376,131 shares

\* Statement concerning the Status of Financial Audit Procedures

This Summary of Consolidated Financial Results is not subject to audit procedures under the Financial Instruments and Exchange Act. At the time of disclosing this document, audit procedures specified in the Financial Instruments and Exchange Act have not been completed.

\* Statement regarding the proper use of financial forecasts and other specific remarks

The forward-looking statements such as forecasts contained in this document are based on the information currently available to the company and certain assumptions which are regarded as reasonable. Actual results may differ from these forecasts due to various factors.

This translation is to be used solely as a reference and the consolidated financial statements in this release are unaudited.

## Consolidated Financial Statements

### (1) Consolidated Balance Sheets

(Millions of yen)

	Previous fiscal year (As of March 31, 2020)	The third quarter of the reporting fiscal year (As of December 31, 2020)
<b>Assets</b>		
Current assets		
Cash and deposits	34,052	67,274
Notes and accounts receivable-trade	50,151	39,401
Real estate for sale	22,354	20,809
Supplies	953	1,138
Advance payments	18,409	17,551
Other	12,444	11,380
Allowance for doubtful accounts	(43)	(60)
Total current assets	138,323	157,495
Noncurrent assets		
Property, buildings and equipment		
Buildings and structures	15,325	16,254
Accumulated depreciation	(4,590)	(5,128)
Buildings and structures, net	10,734	11,126
Tools, furniture and fixtures	2,951	2,902
Accumulated depreciation	(1,984)	(2,156)
Tools, furniture and fixtures, net	967	745
Land	7,768	7,813
Other	4,844	5,351
Accumulated depreciation	(1,744)	(2,334)
Other, net	3,099	3,017
Total property, buildings and equipment	22,570	22,702
Intangible assets		
Goodwill	15,496	14,230
Customer related assets	11,940	10,916
Software	5,301	6,259
Other	28	26
Total intangible assets	32,766	31,432
Investments and other assets		
Investment securities	13,047	14,664
Lease and guarantee deposits	14,736	14,224
Other	6,743	6,247
Allowance for doubtful accounts	(176)	(194)
Total investments and other assets	34,349	34,941
Total noncurrent assets	89,686	89,076
Deferred assets		
Bond issuance expenses	15	56
Other	77	62
Total deferred assets	93	119
Total assets	228,102	246,692

## Consolidated Financial Statements

### (1) Consolidated Balance Sheets

(Millions of yen)

	Previous fiscal year (As of March 31, 2020)	The third quarter of the reporting fiscal year (As of December 31, 2020)
<b>Liabilities</b>		
Current liabilities		
Accounts payable-trade	8,741	8,583
Short-term loans payable	19,819	5,784
Current portion of bonds with stock acquisition rights	25,572	25,104
Current portion of long-term loans payable	9,847	10,630
Income taxes payable	3,484	1,485
Advances received	21,172	21,211
Allowance for bonuses	1,001	479
Other	22,204	22,051
<b>Total current liabilities</b>	<b>111,843</b>	<b>95,329</b>
Noncurrent liabilities		
Bonds with stock acquisition rights	—	24,818
Corporate bond	827	576
Long-term loans payable	49,447	58,904
Long-term lease deposits	7,349	7,270
Other	6,484	6,417
<b>Total noncurrent liabilities</b>	<b>64,109</b>	<b>97,986</b>
<b>Total liabilities</b>	<b>175,952</b>	<b>193,315</b>
Net assets		
Shareholders' equity		
Capital stock	2,667	2,667
Capital surplus	2,722	2,584
Retained earnings	48,645	50,835
Treasury stock	(2,666)	(3,460)
<b>Total shareholders' equity</b>	<b>51,368</b>	<b>52,626</b>
Total accumulated other comprehensive income		
Valuation difference on available-for-sale securities	14	81
Foreign currency translation adjustment	(2,103)	(2,442)
Remeasurement of defined benefit plans	(56)	(48)
<b>Total accumulated other comprehensive income</b>	<b>(2,145)</b>	<b>(2,408)</b>
Subscription rights to shares	125	230
Non controlling interests	2,801	2,927
<b>Total net assets</b>	<b>52,150</b>	<b>53,376</b>
<b>Total liabilities and net assets</b>	<b>228,102</b>	<b>246,692</b>

## Consolidated Financial Statements

### (2) Consolidated Statements of Income

(Millions of yen)

	The third quarter of the previous fiscal year (From April 1, 2019 to December 31, 2019)	The third quarter of the reporting fiscal year (From April 1, 2020 to December 31, 2020)
Sales	226,768	247,061
Cost of Sales	183,256	201,665
Gross operating profit	43,511	45,395
Selling, general and administrative expenses	31,396	36,424
Operating profit	12,115	8,971
Non-operating income		
Interest income	480	500
Dividends income	13	32
Equity in earnings of affiliates	1,083	1,604
Foreign exchange gains	347	—
Other	288	585
Total non-operating income	2,214	2,722
Non-operating expenses		
Interest expenses	439	353
Foreign exchange losses	—	201
Other	58	145
Total non-operating expenses	498	700
Recurring profit	13,831	10,993
Extraordinary income		
Surrender value of insurance policies	—	139
Gain on sales of investment securities	963	67
Gain on sales of noncurrent assets	184	46
Other	0	30
Total extraordinary income	1,149	283
Extraordinary loss		
Impairment loss	—	133
Loss on liquidation of subsidiaries and associates	—	31
Loss on valuation of shares of subsidiaries and associates	—	24
Loss on sales of noncurrent assets	13	7
Other	30	33
Total extraordinary losses	44	231
Profit before income taxes	14,936	11,045
Income taxes-current	4,832	3,844
Income taxes-deferred	(18)	299
Total income taxes	4,814	4,144
Net income	10,122	6,900
Net income attributable to noncontrolling interests	323	187
Net income attributable to owners of parent	9,798	6,713