

The 75rd (Year ended Sept 30, 2021)

Settlement of accounts

2021.11.12

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1. (Con.) Statements of income and Forecasts

(Million yen, %)

	Sept. 30, FY2021		Sept. 30, FY2020		FY2021 / FY2020		FY2021 forecast		Comparison with forecast		Notes
	Amount	Ratio to net sales	Amount	Ratio to net sales	Amount	%	Amount	Ratio to net sales	Amount	%	
Net sales	1,137,101	100.00	1,104,695	100.00	32,405	2.93	1,130,000	100.00	7,101	0.63	
Cost of sales	1,062,783	93.46	1,031,367	93.36	31,416	3.05					
Gross profit	74,317	6.54	73,327	6.64	989	1.35	74,700	6.61	▲ 382	▲ 0.51	
Selling, general and administrative expenses	62,705	5.52	61,753	5.59	951	1.54	63,600	5.64	▲ 894	▲ 1.41	
Personnel expenses	16,601	1.46	16,003	1.45	597	3.73					
Transportation expenses	28,101	2.47	28,512	2.58	▲ 410	▲ 1.44					
Other	18,002	1.58	17,237	1.56	765	4.44					
Operating income	11,612	1.02	11,574	1.05	37	0.32	11,100	0.98	512	4.61	
Non-operating income	2,072	0.18	2,002	0.18	69	3.47					
Interest and dividends income	981	0.09	1,003	0.09	▲ 22	▲ 2.19					
Real estate rent	355	0.03	352	0.03	3	0.96					
Equity in earnings of affiliates	73	0.01	54	0.00	18	34.33					
Other	661	0.06	592	0.05	69	11.72					
Non-operating expenses	402	0.03	367	0.03	34	9.47					
Interest expenses	109	0.01	101	0.01	7	7.69					
Rent expenses on real estates	167	0.01	165	0.02	1	0.99					
Other	125	0.01	100	0.01	25	25.30					
Ordinary income	13,281	1.17	13,209	1.20	72	0.55	12,600	1.12	681	5.41	
Extraordinary income	68	0.00	644	0.06	▲ 575	▲ 89.38					
Extraordinary loss	453	0.04	187	0.02	266	142.06					
Income before income taxes and minority interests	12,896	1.13	13,666	1.24	▲ 769	▲ 5.63					
Income taxes-current	4,145	0.36	4,353	0.39	▲ 207	▲ 4.76					
Income taxes-deferred	66	0.01	▲ 51	-	118	-					
Net income	8,684	0.76	9,364	0.85	▲ 680	▲ 7.27					
Profit attributable to non-controlling interests	298	0.02	313	0.03	▲ 14	▲ 4.61					
Profit attributable to owners of parent	8,385	0.74	9,051	0.82	▲ 665	▲ 7.36	8,200	0.73	185	2.27	
Net income per share(yen)	238.32		253.91		▲ 15.59		233.03		5.29		
Net assets per share(yen)	3757.48		3497.82		259.66		-				
Number of employees	4282		3517		765		-				
Capital investment	5,905		4,110		1,795		-				(Property, plant and equipment)
Depreciation and amortization	2,737		2,596		141		-				(Property, plant and equipment)

2. (Con.) Balance sheets

(Million yen)

	Sept. 30, FY2021	Sept. 30, FY2020	FY2021 / FY2020 (Amount)	Notes
Total assets	384,102	368,676	15,426	
Current assets	255,508	249,141	6,366	
Cash and deposits	82,273	84,250	▲ 1,976	
Notes and accounts receivable-trade	136,881	130,489	6,391	
Securities	-	1,004	▲ 1,004	
Inventories	27,402	24,685	2,717	
Other	9,636	9,376	259	
Allowance for doubtful accounts	▲ 686	▲ 664	▲ 21	
Noncurrent assets	128,594	119,534	9,059	
(Property, plant and equipment)	48,092	43,624	4,467	
Buildings and structures	17,167	13,184	3,982	
Machinery, equipment and vehicles	2,256	2,327	▲ 70	
Tools, furniture and fixtures	1,148	838	310	
Land	24,373	23,994	379	
Other	3,146	3,281	▲ 135	
(Intangible assets)	6,517	5,784	733	
Goodwill	943	705	237	
Software	5,351	4,925	426	
Other	223	153	70	
(Investments and other assets)	73,984	70,125	3,858	
Investment securities	48,380	43,820	4,559	
Deferred tax assets	277	250	26	
Other	25,425	26,165	▲ 739	
Allowance for doubtful accounts	▲ 98	▲ 110	12	
Total liabilities	248,542	239,112	9,429	
Current liabilities	223,255	214,255	9,000	
Notes and accounts payable-trade	202,960	196,160	6,800	
Short-term loans payable	3,691	1,257	2,433	
Other	16,604	16,837	▲ 233	
Noncurrent liabilities	25,286	24,857	429	
Total net assets	135,560	129,563	5,996	
Shareholders' equity	112,663	109,890	2,773	
Capital stock	5,934	5,934	-	
Capital surplus	8,760	8,760	-	
Retained earnings	107,671	101,745	5,926	
Treasury stock	▲ 9,702	▲ 6,550	▲ 3,152	
Accumulated other comprehensive income	17,532	14,807	2,725	
Non-controlling interests	5,364	4,866	498	

3. (Con.) Statements of cash flows

(Million yen)

	Sept. 30, FY2021	Sept. 30, FY2020	FY2021 / FY2020 (Amount)	Notes
Income before income taxes and minority interests	12,896	13,666	▲ 769	
Depreciation and amortization	4,365	3,925	439	
Increase (decrease) in net defined benefit asset	▲ 409	▲ 357	▲ 51	
Increase (decrease) in net defined benefit liability	60	82	▲ 21	
Decrease (increase) in notes and accounts receivable-trade	▲ 4,549	▲ 1,251	▲ 3,298	
Decrease (increase) in inventories	▲ 1,774	▲ 1,151	▲ 622	
Increase (decrease) in notes and accounts payable-trade	6,500	4,497	2,002	
Income taxes paid	▲ 4,625	▲ 3,813	▲ 812	
Other	1,793	▲ 403	2,197	
Net cash provided by (used in) operating activities	14,257	15,193	▲ 935	
Purchase of property, plant and equipment	▲ 5,121	▲ 2,900	▲ 2,221	
Proceeds from sales of property, plant and equipment	114	73	41	
Purchase of intangible assets	▲ 1,871	▲ 2,343	472	
Purchase of investment securities	▲ 1,769	▲ 746	▲ 1,023	
Proceeds from sales of investment securities	15	924	▲ 908	
Other	▲ 726	2,762	▲ 3,488	
Net cash provided by (used in) investing activities	▲ 9,359	▲ 2,231	▲ 7,128	
Repayment of long-term loans payable	▲ 99	▲ 89	▲ 10	
Cash dividends paid	▲ 2,459	▲ 2,245	▲ 213	
Purchase of treasury stock	▲ 3,171	▲ 1	▲ 3,170	
Other	▲ 1,413	▲ 2,671	1,258	
Net cash provided by (used in) financing activities	▲ 7,144	▲ 5,008	▲ 2,135	
Effect of exchange rate change on cash and cash equivalents	103	▲ 94	197	
Net increase (decrease) in cash and cash equivalents	▲ 2,142	7,859	▲ 10,002	
Cash and cash equivalents at beginning of period	83,447	75,588	7,859	
Cash and cash equivalents at end of period	81,305	83,447	▲ 2,142	

4. (Con.) Sales breakdowns by product type

(Million yen, %)

		Sept. 30, FY2019		Sept. 30, FY2020		Sept. 30, FY2021		FY2020 / FY2019		FY2021 / FY2020	
		Amount	Sales composition	Amount	Sales composition	Amount	Sales composition	Amount	Ratio	Amount	Ratio
	Perishables	125,172	11.8	129,156	11.7	133,192	11.7	3,984	3.2	4,035	3.1
	Instant foods	202,127	19.0	218,366	19.8	225,541	19.9	16,239	8.0	7,175	3.3
	Dried foods, cereals	53,045	5.0	56,684	5.1	55,831	4.9	3,638	6.9	▲ 852	▲ 1.5
	Beverages	178,202	16.8	183,607	16.6	185,587	16.3	5,405	3.0	1,979	1.1
	Alcoholic beverages	166,285	15.6	164,745	14.9	168,619	14.8	▲ 1,539	▲ 0.9	3,873	2.4
	Luxuries	109,566	10.3	115,570	10.5	117,773	10.4	6,004	5.5	2,202	1.9
	Condiments	162,129	15.2	175,125	15.9	182,100	16.0	12,996	8.0	6,974	4.0
	Other	25,439	2.4	22,533	2.0	19,860	1.7	▲ 2,906	▲ 11.4	▲ 2,672	▲ 11.9
	Domestic Subtotal	1,021,969	96.1	1,065,790	96.5	1,088,506	95.7	43,820	4.3	22,716	2.1
	Overseas	41,249	3.9	38,904	3.5	48,594	4.3	▲ 2,344	▲ 5.7	9,689	24.9
	Total	1,063,219	100.0	1,104,695	100.0	1,137,101	100.0	41,476	3.9	32,405	2.9

5. (Con.) Sales breakdowns by client category

(Million yen, %)

		Sept. 30, FY2019		Sept. 30, FY2020		Sept. 30, FY2021		FY2020 / FY2019		FY2021 / FY2020	
		Amount	Sales composition	Amount	Sales composition	Amount	Sales composition	Amount	Ratio	Amount	Ratio
	General merchandise stores	179,030	16.8	190,659	17.3	194,383	17.1	11,629	6.5	3,724	2.0
	Super markets	407,539	38.3	435,397	39.4	444,037	39.1	27,858	6.8	8,640	2.0
	Convenience stores	54,820	5.2	57,847	5.2	69,222	6.1	3,027	5.5	11,375	19.7
	Drugstores	97,920	9.2	112,696	10.2	114,104	10.0	14,776	15.1	1,407	1.2
	Discount stores	131,852	12.4	137,803	12.5	149,471	13.1	5,951	4.5	11,667	8.5
	Wholesalers	89,352	8.4	76,473	6.9	69,402	6.1	▲ 12,879	▲ 14.4	▲ 7,071	▲ 9.2
	Other	61,454	5.8	54,913	5.0	47,884	4.2	▲ 6,541	▲ 10.6	▲ 7,028	▲ 12.8
	Domestic Subtotal	1,021,969	96.1	1,065,790	96.5	1,088,506	95.7	43,820	4.3	22,716	2.1
	Overseas	41,249	3.9	38,904	3.5	48,594	4.3	▲ 2,344	▲ 5.7	9,689	24.9
	Total	1,063,219	100.0	1,104,695	100.0	1,137,101	100.0	41,476	3.9	32,405	2.9

6. (Con.) Change of financial results

(Million yen, %)

	Sept. 30, FY2018		Sept. 30, FY2019		Sept. 30, FY2020		Sept. 30, FY2021		Year-on-year changes		
	Amount	Ratio to net sales	Amount	Ratio to net sales	Amount	Ratio to net sales	Amount	Ratio to net sales	FY2018/ FY2019	FY2019/ FY2020	FY2020/ FY2021
Net sales	1,009,095	100.00	1,063,219	100.00	1,104,695	100.00	1,137,101	100.00	5.4	3.9	2.9
Gross profit	67,080	6.65	70,812	6.66	73,327	6.64	74,317	6.54	5.6	3.6	1.4
Selling, general and administrative expenses	56,887	5.64	60,017	5.64	61,753	5.59	62,705	5.52	5.5	2.9	1.5
Operating income	10,192	1.01	10,795	1.02	11,574	1.05	11,612	1.02	5.9	7.2	0.3
Ordinary income	11,535	1.14	12,507	1.18	13,209	1.20	13,281	1.17	8.4	5.6	0.6
Profit attributable to owners of parent	7,005	0.69	7,148	0.67	9,051	0.82	8,385	0.74	2.0	26.6	▲ 7.4
Total assets	360,926	-	353,633	-	368,676	-	384,102	-	▲ 2.0	4.3	4.2
Total net assets	122,035	-	119,903	-	129,563	-	135,560	-	▲ 1.7	8.1	4.6
Equity ratio	32.65%	-	32.65%	-	33.82%	-	33.90%	-	-	1.17	0.08
Net income per share(yen)	191.45	-	199.12	-	253.91	-	238.32	-	7.67	54.79	▲ 15.59
Net assets per share(yen)	3,247.75	-	3,238.90	-	3,497.82	-	3,757.48	-	▲ 8.85	258.92	259.66
※ ROA	3.30% (2.00%)	-	3.50% (2.00%)	-	3.66% (2.51%)	-	3.53% (2.23%)	-	0.20 (-)	0.16 (0.51)	▲ 0.13 (▲ 0.28)
ROE	6.14%	-	6.13%	-	7.54%	-	6.58%	-	▲ 0.01	1.41	▲ 0.96
Consolidated/Non-consolidated Ratio	0.96	-	1.05	-	1.07	-	1.01	-	0.09	0.02	▲ 0.06

※ROA displays it at total assets ordinary profit rate. (The parenthesis displays it at a net income rate for the total assets current term.)

※Consolidated/Non-consolidated Ratio displays it on the basis of Profit attributable to owners of parent for the current term.

7. (Con.) Selling, general and administrative expenses

(Million yen, %)

	Sept. 30, FY2018		Sept. 30, FY2019		Sept. 30, FY2020		Sept. 30, FY2021	
	Amount	Ratio to net sales	Amount	Ratio to net sales	Amount	Ratio to net sales	Amount	Ratio to net sales
Net sales	1,009,095	100	1,063,219	100	1,104,695	100	1,137,101	100
Personnel expenses	14,853	1.47	15,630	1.47	16,003	1.45	16,601	1.46
Transportation expenses	24,832	2.46	26,483	2.49	28,512	2.58	28,101	2.47
Subtotal	39,685	3.93	42,113	3.96	44,515	4.03	44,702	3.93
Depreciation and amortization	3,014	0.30	2,999	0.28	3,126	0.28	3,595	0.32
Rent expenses	5,201	0.52	5,501	0.52	5,245	0.47	5,662	0.50
Information system cost	3,144	0.31	3,348	0.31	3,616	0.33	3,704	0.33
Other	5,840	0.58	6,054	0.57	5,249	0.48	5,040	0.44
Total	56,887	5.64	60,017	5.64	61,753	5.59	62,705	5.52

8. (Con.) Segments information

(Million yen, Percentages show year-on-year changes)

	Reportable segments												Other			Amount recorded in consolidated financial statements		
	Processed foods business			Frozen and chilled business			Alcoholic beverages business			Overseas Business								
	Amount	%		Amount	%		Amount	%		Amount	%		Amount	%		Amount	%	
Sales	781,373	16,435	2.1	108,821	4,551	4.4	191,893	1,845	1.0	48,594	9,689	24.9	13,580	▲ 56	▲ 0.4	1,137,101	32,405	2.9
Operating income	9,741	69	0.7	299	395	-	237	▲ 321	▲ 57.5	162	10	6.8	1,128	▲ 132	▲ 10.5	11,612	37	0.3
Ratio of operating income to net sales	1.25%	▲ 0.02		0.28%	-		0.12%	▲ 0.17		0.33%	▲ 0.05		8.31%	▲ 0.94		1.02%	▲ 0.03	
Segment assets	307,775	11,122	3.7	22,736	887	4.1	36,401	514	1.4	20,428	8,242	67.6	25,471	▲ 546	▲ 2.1	384,102	15,426	4.2
Segment liabilities	190,074	6,977	3.8	19,373	649	3.5	30,003	251	0.8	7,499	3,970	112.5	12,699	▲ 1,020	▲ 7.4	248,542	9,429	3.9
Other items																		
Depreciation and amortization	3,342	418	14.3	56	▲ 7	▲ 11.3	150	▲ 0	▲ 0.5	259	74	40.4	556	▲ 45	▲ 7.5	4,365	439	11.2
Impairment loss	190	190	-	-	-	-	-	-	-	-	-	-	-	-	-	190	190	-
Amortization of goodwill	-	-	-	-	-	-	-	-	-	393	▲ 35	▲ 8.2	-	-	-	393	▲ 35	▲ 8.2
Increase in property, plant and equipment, and intangible assets	6,728	879	15.0	29	▲ 56	▲ 65.9	207	35	20.5	141	▲ 223	▲ 61.2	829	501	153.2	7,936	1,137	16.7

9. (Con.) Capital investment

(Million yen, %)

	Sept. 30, FY2018	Sept. 30, FY2019	Sept. 30, FY2020	Sept. 30, FY2021	FY2021 / FY2020	Sept 30, FY2022 (Forecast)
Capital investment						
Property, plant and equipment	1,758	1,605	4,110	5,905	43.7	3,876
(Inner lease assets)	581	285	1,155	286	▲ 75.2	439
Software	1,481	1,853	2,377	2,030	▲ 14.6	1,835
(Inner lease assets)	26	114	49	132	165.6	-
Other	3	3	36	-	▲ 100.0	-
Total	3,243	3,462	6,524	7,936	21.6	5,711
(Inner lease assets)	607	399	1,204	419	▲ 65.2	439
Depreciation and amortization						
Property, plant and equipment	2,350	2,418	2,596	2,737	5.4	2,879
(Inner lease assets)	529	508	502	462	▲ 8.0	493
Software	1,287	1,230	1,220	1,532	25.5	1,696
(Inner lease assets)	41	41	47	61	30.2	52
Sub total	3,637	3,648	3,817	4,270	11.9	4,575
(Inner lease assets)	570	550	549	524	▲ 4.7	546
Long-term prepaid expense	3	2	3	4	42.8	3
Other	122	113	105	90	▲ 13.9	186
Total	3,763	3,764	3,925	4,365	11.2	4,766
(Inner lease assets)	570	550	549	524	▲ 4.7	546

10. (Non-Con.) Statements of income and Forecasts

(Million yen, %)

	Sept. 30, FY2021		Sept. 30, FY2020		FY2021 / FY2020		FY2021 forecast		Comparison with forecast		Notes
	Amount	Ratio to net sales	Amount	Ratio to net sales	Amount	%	Amount	Ratio to net sales	Amount	%	
Net sales	779,032	100.00	759,478	100.00	19,554	2.57	766,000	100.00	13,032	1.70	
Cost of sales	728,245	93.48	709,226	93.38	19,019	2.68					
Gross profit	50,787	6.52	50,251	6.62	535	1.07	50,700	6.62	87	0.17	
Selling, general and administrative expenses	40,092	5.15	39,714	5.23	378	0.95	40,800	5.33	▲ 707	▲ 1.74	
Personnel expenses	9,277	1.19	9,118	1.20	158	1.74					
Transportation expenses	18,155	2.33	18,678	2.46	▲ 523	▲ 2.80					
Other	12,659	1.62	11,916	1.57	742	6.23					
Operating income	10,695	1.37	10,537	1.39	157	1.49	9,900	1.29	795	8.03	
Non-operating income	1,528	0.20	1,670	0.22	▲ 142	▲ 8.54					
Interest income	68	0.01	115	0.02	▲ 47	▲ 40.80					
Dividends income	787	0.10	850	0.11	▲ 62	▲ 7.38					
Real estate rent	260	0.03	275	0.04	▲ 15	▲ 5.59					
Other	412	0.05	429	0.06	▲ 17	▲ 4.06					
Non-operating expenses	294	0.04	422	0.06	▲ 128	▲ 30.34					
Interest expenses	22	0.00	20	0.00	1	7.65					
Rent expenses on real estates	171	0.02	181	0.02	▲ 10	▲ 5.72					
Other	100	0.01	219	0.03	▲ 119	▲ 54.36					
Ordinary income	11,929	1.53	11,786	1.55	142	1.21	11,000	1.44	929	8.45	
Extraordinary income	185	0.02	564	0.07	▲ 379	▲ 67.17					
Extraordinary loss	252	0.03	224	0.03	28	12.69					
Income before income taxes and minority interests	11,862	1.52	12,127	1.60	▲ 265	▲ 2.19					
Income taxes-current	3,440	0.44	3,659	0.48	▲ 219	▲ 6.00					
Income taxes-deferred	115	0.01	▲ 28	-	143	-					
Net income	8,307	1.07	8,496	1.12	▲ 189	▲ 2.23	7,500	0.98	807	10.76	
Net income per share(yen)	236.08		238.32		▲ 2.24		213.14		22.94		
Dividend per share (yen)	72.00		66.00		6.00		72.00		-		
Net assets per share(yen)	3,563.45		3,331.32		232.13						
Number of employees	1,124		1,105		19						
Capital investment	4,834		3,315		1,519						(Property, plant and equipment)
Depreciation and amortization	1,813		1,704		109						(Property, plant and equipment)

1 1. (Non-Con.) Balance sheets

(Million yen)

	Sept. 30, FY2021	Sept. 30, FY2020	FY2021 / FY2020 (Amount)	Notes
Total assets	322,987	311,996	10,991	
Current assets	199,975	198,253	1,721	
Cash and deposits	77,222	79,757	▲ 2,534	
Notes receivable-trade	603	652	▲ 48	
Accounts receivable-trade	98,679	93,807	4,872	
Securities	-	1,004	▲ 1,004	
Inventories	16,568	16,185	383	
Other	7,522	7,454	67	
Allowance for doubtful accounts	▲ 622	▲ 608	▲ 14	
Noncurrent assets	123,012	113,742	9,270	
(Property, plant and equipment)	39,658	36,643	3,014	
Buildings and structures	13,947	10,362	3,584	
Land	21,550	21,570	▲ 19	
Other	4,160	4,711	▲ 550	
(Intangible assets)	5,446	4,984	461	
Software	5,241	4,850	390	
Other	205	134	70	
(Investments and other assets)	77,907	72,113	5,793	
Investment securities	42,154	37,745	4,408	
Other	36,448	35,053	1,395	
Allowance for doubtful accounts	▲ 695	▲ 685	▲ 10	
Total liabilities	199,514	193,234	6,280	
Current liabilities	177,385	171,415	5,969	
Accounts payable-trade	156,490	151,223	5,266	
Other	20,894	20,191	703	
Noncurrent liabilities	22,129	21,819	310	
Total net assets	123,472	118,761	4,711	
Shareholders' equity	107,030	104,335	2,694	
Capital stock	5,934	5,934	-	
Capital surplus	8,806	8,806	-	
Retained earnings	101,993	96,145	5,847	
Treasury stock	▲ 9,702	▲ 6,550	▲ 3,152	
Total valuation and translation adjustments	16,442	14,425	2,016	

1 2. (Non-Con.) Statements of cash flows

(Million yen)

	Sept. 30, FY2021	Sept. 30, FY2020	FY2021 / FY2020 (Amount)	Notes
Income before income taxes and minority interests	11,862	12,127	▲ 265	
Depreciation and amortization	3,377	2,968	408	
Increase (decrease) in provision for retirement benefits	88	103	▲ 15	
Decrease (increase) in notes and accounts receivable-trade	▲ 4,823	▲ 3,845	▲ 977	
Decrease (increase) in inventories	▲ 383	▲ 654	271	
Increase (decrease) in notes and accounts payable-trade	5,266	6,557	▲ 1,290	
Income taxes paid	▲ 4,013	▲ 2,925	▲ 1,087	
Other	1,979	▲ 994	2,974	
Net cash provided by (used in) operating activities	13,354	13,336	18	
Purchase of property, plant and equipment	▲ 4,008	▲ 2,237	▲ 1,771	
Proceeds from sales of property, plant and equipment	0	0	▲ 0	
Purchase of intangible assets	▲ 1,794	▲ 2,330	536	
Purchase of investment securities	▲ 1,715	▲ 666	▲ 1,048	
Proceeds from sales of investment securities	14	897	▲ 882	
Other	▲ 1,488	1,826	▲ 3,314	
Net cash provided by (used in) investing activities	▲ 8,990	▲ 2,508	▲ 6,481	
Cash dividends paid	▲ 2,459	▲ 2,245	▲ 213	
Purchase of treasury stock	▲ 3,171	▲ 1	▲ 3,170	
Other	▲ 1,267	▲ 1,335	67	
Net cash provided by (used in) financing activities	▲ 6,899	▲ 3,582	▲ 3,316	
Net increase (decrease) in cash and cash equivalents	▲ 2,534	7,244	▲ 9,779	
Cash and cash equivalents at beginning of period	79,757	72,481	7,275	
Increase (decrease) in cash and cash equivalents resulting from merger	-	31	▲ 31	
Cash and cash equivalents at end of period	77,222	79,757	▲ 2,534	

1 3. (Non-Con.) Sales breakdowns by product type

(Million yen, %)

	Sept. 30, FY2019		Sept. 30, FY2020		Sept. 30, FY2021		FY2020 / FY2019		FY2021 / FY2020	
	Amount	Sales composition	Amount	Sales composition	Amount	Sales composition	Amount	Ratio	Amount	Ratio
Perishables	28,531	4.0	32,548	4.3	32,411	4.2	4,016	14.1	▲ 136	▲ 0.4
Instant foods	201,694	28.3	218,007	28.7	225,186	28.8	16,313	8.1	7,179	3.3
Dried foods, cereals	51,156	7.2	55,211	7.3	54,431	7.0	4,055	7.9	▲ 779	▲ 1.4
Beverages	158,811	22.3	163,827	21.6	165,984	21.3	5,016	3.2	2,156	1.3
Luxuries	99,125	13.9	105,110	13.8	110,322	14.2	5,984	6.0	5,212	5.0
Condiments	158,467	22.3	171,764	22.6	178,416	22.9	13,296	8.4	6,652	3.9
Other	14,360	2.0	13,008	1.7	12,278	1.6	▲ 1,352	▲ 9.4	▲ 729	▲ 5.6
Total	712,146	100.0	759,478	100.0	779,032	100.0	47,331	6.6	19,554	2.6

1 4. (Non-Con.) Sales breakdowns by client category

(Million yen, %)

	Sept. 30, FY2019		Sept. 30, FY2020		Sept. 30, FY2021		FY2020 / FY2019		FY2021 / FY2020	
	Amount	Sales composition	Amount	Sales composition	Amount	Sales composition	Amount	Ratio	Amount	Ratio
General merchandise stores	162,392	22.8	171,614	22.6	173,230	22.2	9,221	5.7	1,615	0.9
Super markets	298,251	41.8	326,294	43.0	335,745	43.1	28,042	9.4	9,451	2.9
Convenience stores	50,618	7.1	45,153	5.9	44,805	5.8	▲ 5,464	▲ 10.8	▲ 348	▲ 0.8
Drugstores	71,687	10.1	84,862	11.2	84,822	10.9	13,174	18.4	▲ 40	▲ 0.0
Discount stores	67,652	9.5	74,786	9.8	84,349	10.8	7,134	10.5	9,563	12.8
Wholesalers	41,082	5.8	36,529	4.8	35,649	4.6	▲ 4,552	▲ 11.1	▲ 880	▲ 2.4
Other	20,462	2.9	20,236	2.7	20,429	2.6	▲ 225	▲ 1.1	193	1.0
Total	712,146	100.0	759,478	100.0	779,032	100.0	47,331	6.6	19,554	2.6

15. (Non-Con.) Change of financial results

(Million yen, %)

	Sept. 30, FY2018		Sept. 30, FY2019		Sept. 30, FY2020		Sept. 30, FY2021		Year-on-year changes		
	Amount	Ratio to net sales	Amount	Ratio to net sales	Amount	Ratio to net sales	Amount	Ratio to net sales	FY2018/ FY2019	FY2019/ FY2020	FY2020/ FY2021
Net sales	685,066	100.00	712,146	100.00	759,478	100.00	779,032	100.00	4.0	6.6	2.6
Gross profit	45,273	6.61	47,266	6.64	50,251	6.62	50,787	6.52	4.4	6.3	1.1
Selling, general and administrative expenses	36,445	5.32	38,314	5.38	39,714	5.23	40,092	5.15	5.1	3.7	1.0
Operating income	8,828	1.29	8,952	1.26	10,537	1.39	10,695	1.37	1.4	17.7	1.5
Ordinary income	9,825	1.43	10,273	1.44	11,786	1.55	11,929	1.53	4.6	14.7	1.2
Net income	7,290	1.06	6,803	0.96	8,496	1.12	8,307	1.07	▲ 6.7	24.9	▲ 2.2
Total assets	296,162	-	295,228	-	311,996	-	322,987	-	▲ 0.3	5.7	3.5
Total net assets	112,032	-	110,175	-	118,761	-	123,472	-	▲ 1.7	7.8	4.0
Equity ratio	37.83%	-	37.32%	-	38.07%	-	38.23%	-	▲ 0.51	0.75	0.16
Net income per share(yen)	199.24	-	189.50	-	238.32	-	236.08	-	▲ 9.74	48.82	▲ 2.24
Dividend per share (yen)	56.00	-	60.00	-	66.00	-	72.00	-	4.00	6.00	6.00
Net assets per share(yen)	3,087.26	-	3,090.45	-	3,331.32	-	3,563.45	-	3.19	240.87	232.13
※ ROA	3.41% (2.53%)	-	3.47% (2.30%)	-	3.88% (2.80%)	-	3.76% (2.62%)	-	0.06 (▲0.23)	0.41 (0.50)	▲ 0.12 (▲0.18)
ROE	6.75%	-	6.12%	-	7.42%	-	6.86%	-	▲ 0.63	1.30	▲ 0.56

※ROA displays it at total assets ordinary profit rate. (The parenthesis displays it at a net income rate for the total assets current term.)

1 6. (Non-Con.) Selling, general and administrative expenses

(Million yen, %)

	Sept. 30, FY2018		Sept. 30, FY2019		Sept. 30, FY2020		Sept. 30, FY2021	
	Amount	Ratio to net sales	Amount	Ratio to net sales	Amount	Ratio to net sales	Amount	Ratio to net sales
Net sales	685,066	100	712,146	100	759,478	100	779,032	100
Personnel expenses	8,600	1.26	8,671	1.22	9,118	1.20	9,277	1.19
Transportation expenses	16,317	2.38	17,460	2.45	18,678	2.46	18,155	2.33
Subtotal	24,917	3.64	26,132	3.67	27,797	3.66	27,432	3.52
Depreciation and amortization	2,601	0.38	2,508	0.35	2,542	0.33	2,955	0.38
Rent expenses	3,906	0.57	4,158	0.58	3,911	0.51	4,333	0.56
Information system cost	2,079	0.30	2,247	0.32	2,451	0.32	2,514	0.32
Other	2,940	0.43	3,267	0.46	3,011	0.40	2,856	0.37
Total	36,445	5.32	38,314	5.38	39,714	5.23	40,092	5.15

17. Forecasts (FY2022)

【Full Year】

(Million yen, %)

	Consolidated						Non consolidated					
	Sept. 30, FY2022 (Forecast)		Sept. 30, FY2021		FY2022(Forecast) / FY2021		Sept. 30, FY2022 (Forecast)		Sept. 30, FY2021		FY2022(Forecast) / FY2021	
	Amount	Ratio to Operating Revenue	Amount	Ratio to Operating Revenue	Amount	%	Amount	Ratio to Operating Revenue	Amount	Ratio to Operating Revenue	Amount	%
Operating Revenue	1,034,000	100.00	1,137,101	100.00	-	-	645,000	100.00	779,032	100.00	-	-
Gross profit	73,450	7.10	74,317	6.54	-	-	49,600	7.69	50,787	6.52	-	-
Selling, general and administrative expenses	61,600	5.95	62,705	5.52	-	-	39,400	6.11	40,092	5.15	-	-
Operating income	11,850	1.15	11,612	1.02	-	-	10,200	1.58	10,695	1.37	-	-
Ordinary income	13,400	1.30	13,281	1.17	-	-	11,500	1.78	11,929	1.53	-	-
Profit attributable to owners of parent	8,800	0.85	8,385	0.74	-	-	8,000	1.24	8,307	1.07	-	-
Net income per share (yen)	253.97	-	238.32	-	-	-	230.88	-	236.08	-	-	-
Consolidated/Non- consolidated Ratio	1.10		1.01		-		-		-		-	

【Second Quarter of the Fiscal Year】

(Million yen, %)

	Consolidated						Non consolidated					
	Mar. 31, 2022 (Forecast)		Mar. 31, FY2021		FY2022(Forecast) / FY2021		Mar. 31, 2022 (Forecast)		Mar. 31, FY2021		FY2022(Forecast) / FY2021	
	Amount	Ratio to Operating Revenue	Amount	Ratio to Operating Revenue	Amount	%	Amount	Ratio to Operating Revenue	Amount	Ratio to Operating Revenue	Amount	%
Operating Revenue	516,000	100.00	564,800	100.00	-	-	322,000	100.00	385,895	100.00	-	-
Gross profit	37,100	7.19	37,158	6.58	-	-	24,700	7.67	25,415	6.59	-	-
Operating income	6,560	1.27	6,554	1.16	-	-	5,650	1.75	5,871	1.52	-	-
Ordinary income	7,370	1.43	7,351	1.30	-	-	6,300	1.96	6,497	1.68	-	-
Profit attributable to owners of parent	4,800	0.93	4,590	0.81	-	-	4,400	1.37	4,343	1.13	-	-

(Note) The Company has adopted the "Accounting Standard for Revenue Recognition" (ASBJ Statement No.29), etc. from the beginning of the first quarter accounting period for the fiscal ending 30 September 2022. The above forecasts are based on figures after application of said accounting standards, and the increase (decrease) compared to the same period of the previous fiscal year is not stated.

In addition, the account name has been changed from "Net sales" to "Operating Revenue".

(Reference) Forecasts (FY2022) * Based on before adopting the "Accounting Standard for Revenue Recognition" (ASBJ Statement No.29)

【Full Year】

(Million yen, %)

	Consolidated						Non consolidated					
	Sept. 30, FY2022 (Forecast)		Sept. 30, FY2021		FY2022(Forecast) / FY2021		Sept. 30, FY2022 (Forecast)		Sept. 30, FY2021		FY2022(Forecast) / FY2021	
	Amount	Ratio to Total revenue	Amount	Ratio to Total revenue	Amount	%	Amount	Ratio to Total revenue	Amount	Ratio to Total revenue	Amount	%
Total revenue	1,185,000	100.00	1,137,101	100.00	47,898	4.2	793,000	100.00	779,032	100.00	13,967	1.8
Gross profit	77,150	6.51	74,317	6.54	2,832	3.8	51,600	6.51	50,787	6.52	812	1.6
Selling, general and administrative expenses	65,300	5.51	62,705	5.52	2,594	4.1	41,400	5.22	40,092	5.15	1,307	3.3
Operating income	11,850	1.00	11,612	1.02	237	2.0	10,200	1.29	10,695	1.37	▲ 495	▲ 4.6
Ordinary income	13,400	1.13	13,281	1.17	118	0.9	11,500	1.45	11,929	1.53	▲ 429	▲ 3.6
Profit attributable to owners of parent	8,800	0.74	8,385	0.74	414	4.9	8,000	1.01	8,307	1.07	▲ 307	▲ 3.7
Net income per share (yen)	253.97	-	238.32	-	15.65	-	230.88	-	236.08	-	▲ 5.20	-
Consolidated/Non-consolidated Ratio	1.10		1.01		-		-		-		-	

【Second Quarter of the Fiscal Year】

(Million yen, %)

	Consolidated						Non consolidated					
	Mar. 31, 2022 (Forecast)		Mar. 31, FY2021		FY2022(Forecast) / FY2021		Mar. 31, 2022 (Forecast)		Mar. 31, FY2021		FY2022(Forecast) / FY2021	
	Amount	Ratio to Total revenue	Amount	Ratio to Total revenue	Amount	%	Amount	Ratio to Total revenue	Amount	Ratio to Total revenue	Amount	%
Total revenue	592,000	100.00	564,800	100.00	27,199	4.8	395,500	100.00	385,895	100.00	9,604	2.5
Gross profit	38,700	6.54	37,158	6.58	1,541	4.1	25,800	6.52	25,415	6.59	384	1.5
Operating income	6,560	1.11	6,554	1.16	5	0.1	5,650	1.43	5,871	1.52	▲ 221	▲ 3.8
Ordinary income	7,370	1.24	7,351	1.30	18	0.2	6,300	1.59	6,497	1.68	▲ 197	▲ 3.0
Profit attributable to owners of parent	4,800	0.81	4,590	0.81	209	4.6	4,400	1.11	4,343	1.13	56	1.3

1 8. Stock Information (Year ended Sept 30, 2021)

<Number of shares per trading unit= 1 0 0 shares>

OStock summary

Number of shares authorized	72, 000, 000
Number of issued shares	38, 153, 115
Number of shareholders	6, 462
(Number of the inner unit stock shareholders)	(6, 067)

OBreakdown of shares by type of shareholder

Item	Number of shareholders	Component ratio	Number of trading unit	Component ratio
Financial institutions	23	0.36	55,798	14.63
Financial instruments businesses	26	0.40	2,412	0.63
Other corporations	156	2.41	153,908	40.37
Foreign corporations, etc.	184	2.85	57,576	15.10
Individuals and Others	6,072	93.96	76,578	20.08
Sub total	6,461	99.98	346,272	90.81
Treasury	1	0.02	35,033	9.19

OMajor shareholders

Name of shareholder	Number of shares (thousand)	Ration of voting (%)
The Master Trust Bank of Japan, Ltd. (Trust Account)	3,452	9.97
MITSUI & CO., LTD. Mitsubishi Corporation	3,153 1,787	9.10 5.16
Custody Bank of Japan, Ltd. (Trust Account)	971	2.80
Kazuya Kato	953	2.75
SUMITOMO CORPORATION	931	2.68
Kato Kosan Co., Ltd.	850	2.45
Kewpie Corporation	841	2.42
HOUSE FOODS GROUP INC.	838	2.42
KAGOME CO.,LTD.	731	2.11
Total	14,510	41.86

OBreakdown of shares by number of trading unit of shareholder

Item	Number of shareholders	Component ratio	Number of trading unit	Component ratio
less than 1	395	6.11	-	-
less than 5 more than 1	4,929	76.27	5,782	1.52
less than 10 more than 5	182	2.82	1,114	0.29
less than 100 more than 10	699	10.82	18,415	4.83
more than 100	257	3.98	355,994	93.36

OBreakdown of shares by area of shareholder

Item	Number of shareholders	Component ratio	Number of trading unit	Component ratio
Hokkaido • Tohoku Area	193	2.99	1,643	0.43
Kanto Area	2,212	34.23	174,679	45.81
Chubu Area	945	14.62	13,244	3.47
Kinki Area	2,188	33.86	127,818	33.52
Chugoku • Shikoku Area	455	7.04	3,748	0.98
Kyushu Area	285	4.41	2,597	0.68
Overseas	184	2.85	57,576	15.10

※The number of the shares cuts off less than 1,000 stocks, and the ration of voting cut off lower than decimal point third place.

1 9. Expected Dividends

< 1 > Basic Policy on Profit Sharing

We recognize that returning our profits to our shareholders is an important policy of management and have the basic policy of maintaining a fair dividend that is stable and commensurate with business performance while improving our earning capacity and enhancing our financial structure.

< 2 > Dividend History

		FY2017	FY2018	FY2019	FY2020	FY2021	FY2022 (Forecast)
Dividend per share (yen)	Annual	52.00	56.00	60.00	66.00	72.00	76.00
	Interim	23.00	28.00	30.00	33.00	36.00	38.00
	Year-end	29.00	28.00	30.00	33.00	36.00	38.00
(Inner special or commemorative dividend)		(4.00)	(0)	(0)	(0)	(0)	(0)
Net income per share (yen)	Non consolidated	186.22	199.24	189.50	238.32	236.08	230.88
	Consolidated	185.45	191.45	199.12	253.91	238.32	253.97
Payout ratio (%)	Non consolidated	27.92	28.01	31.55	27.7	30.47	32.92
	Consolidated	28.04	29.15	30.02	26.00	30.18	29.92