| ( All 29 sectors ) | Score | From the Top | Ranking |  | Score (50 as average in all companies) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | 30 | 40 | 50 | 60 | 70 |
| Overall Management Indicator (OMI) | 59.9 | 13.2 \% | 451 among 3 | 3408 |  |  |  |  |  |
| Major 4 Categories Composing "Overall Management Indicator" |  |  |  |  | 30 | 40 | 50 | 60 | 70 |
| Growth Potential | 51.7 | 35.1 \% | 1196 among 3408 <br> 357 among 3408 <br> 800 among 3408 <br> 462 among 3408 |  |  | ************* |  |  |  |
| Asset \& Capital Profitability | 61.9 | 10.5 \% |  |  | **********\|** | ************************ |  |  |  |
| Sales Profitability | 54.7 | 23.5 \% |  |  | $\underbrace{*}$ |  |  |  |
| Sound Dividend Payout Ratio | 60.4 | 13.6 \% |  |  | ************ |  |
| ( In the Sector ) | Score | From the Top | Ranking |  |  |  |  |  |  |  |  |  |
| Overall Management Indicator | 59.9 | 30.7 \% | 126 among | 411 |  |  |  |  |  |
| Growth Potential | 51.7 | 56.2 \% | 231 among | 411 |  |  |  |  |  |
| Asset \& Capital Profitability | 61.9 | 22.9 \% | 94 among | 411 |  |  |  |  |  |
| Sales Profitability | 54.7 | 37.0 \% | 152 among | 411 |  |  |  |  |  |
| Sound Dividend Payout Ratio | 60.4 | 24.3 \% | 100 among | 411 | Prof |  |  |  | bility |

Overall Management Indicator 3408 Companies in 29 Sectors Distribution Chart (Orange: the Company)
(right axis: no. of companies)

Overall Management Indicator


Overall Management Indicator Historical Ranking / Percentage from the Top

| Accounting Period | FY2013 | FY2014 | FY2015 | FY2016 | FY2017 | FY2018 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Reference Date | May 2014 | May 2015 | May 2016 | May 2017 | May 2018 | May 2019 |
| No. of companies | 3279 | 3220 | 3238 | 3326 | 3372 | 3408 |
| Ranking | 477 | 314 | 255 | 308 | 335 | 451 |
| From the Top | $14.5 \%$ | $9.8 \%$ | $7.9 \%$ | $9.3 \%$ | $9.9 \%$ | $13.2 \%$ |





Sales Profitability 3408 Companies in 29 Sectors Distribution Chart (Orange: the Company) (right: no. of companies)


Sound Dividend Payout Ratio 3408 Companies in 29 Sectors Distribution Chart (Orange: the Company) (right: no. of companies)




Assset \& Capital Profitability Historical Chart


Sales Profitability Historical Chart


Sound Dividend Payout Ratio Historical Chart



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|  | From the Top $80 \%$ ~ $100 \%$ | From the Top $60 \% ~ ~ ~ 80 \%$ | From the Top $40 \% ~ ~ 60 \%$ | From the Top $20 \% ~ ~ ~ 40 \%$ | From the Top within $20 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 【 Overall Management Indicator】 |  |  |  |  | $\star$ |
| [ Major 4 Categories ] $\cdots$ s | From the Top $80 \%$ ~ $100 \%$ | From the Top $60 \% ~ ~ ~ 80 \%$ | From the Top $40 \% ~ \sim ~ 60 \%$ | From the Top $20 \% \sim 40 \%$ | From the Top within 20\% |
| [ Growth Potential ] <br> [ Asset \& Capital Profitability ] <br> [Sales Profitability ] <br> [ Sound Dividend Payout Ratio ] |  |  |  | $\xi$ <br> is | $\pi$ <br> $\xi$ |
| Growth Potential Intermediate Categories | From the Top $80 \%$ ~ $100 \%$ | From the Top $60 \%$ ~ 80\% | From the Top $40 \% ~ ~ 60 \%$ | From the Top $20 \% ~ ~ ~ 40 \%$ | From the Top within $20 \%$ |
| $<$ Minor Categories > $\cdots$ © |  |  |  |  |  |
| ( 3 terms) |  |  |  | - |  |
| < Sales Growth Rate > <br> < Operating Profit Growth Rate > <br> < Recurring Profit Growth Rate > <br> < Net Profit Growth Rate > |  |  | $\begin{aligned} & 0 \\ & 0 \\ & 0 \end{aligned}$ | $\bigcirc$ |  |
| ( Previous Term ) |  |  | $\bullet$ |  |  |
| < Sales Growth Rate > <br> < Operating Profit Growth Rate > <br> <Recurring Profit Growth Rate > <br> < Net Profit Growth Rate > |  |  | © <br> © <br> © <br> © |  |  |
| ( This Term) |  |  |  | $\bullet$ |  |
| < Sales Growth Rate > <br> < Operating Profit Growth Rate > <br> < Recurring Profit Growth Rate > <br> < Net Profit Growth Rate > |  |  | $\begin{aligned} & 0 \\ & 0 \\ & 0 \end{aligned}$ | $\bigcirc$ |  |


| Asset \& Capital Profitability - <br> Intermediate Categories . | From the Top $80 \%$ ~ $100 \%$ | From the Top 60\% ~ 80\% | From the Top$40 \% ~ ~ ~ 60 \%$ | From the Top 20\% ~ 40\% | From the Top within 20\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| <Minor Categories > ${ }^{\text {co © }}$ |  |  |  |  |  |
| ( ROA ) |  |  |  |  | - |
| < ROA 3 Terms > |  |  |  |  | $\bigcirc$ |
| <ROA Previous Term > |  |  |  |  | $\bigcirc$ |
| < ROA This Term > |  |  |  |  | $\bigcirc$ |
| ( ROE ) |  |  |  |  | - |
| < ROE 3 Terms > |  |  |  |  | $\bigcirc$ |
| < ROE Previous Term > |  |  |  |  | $\bigcirc$ |
| < ROE This Term > |  |  |  |  | $\bigcirc$ |


| Sales Profitability Intermediate Categories … | From the Top $80 \%$ ~ $100 \%$ | From the Top60\% ~ 80\% | From the Top40\% ~ 60\% | From the Top 20\% ~ 40\% | From the Top within 20\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| <Minor Categories > $\cdots$ © |  |  |  |  |  |
| ( Previous Term) |  |  |  | $\bullet$ |  |
| < Operating Profit ROS > <br> < Recurring Profit ROS > <br> < Net Profit ROS > |  |  |  | ○ |  |
| ( This Term ) |  |  |  | $\bullet$ |  |
| < Operating Profit ROS > <br> < Recurring Profit ROS > <br> < Net Profit ROS > |  |  |  | ○ |  |


| Sound Dividend Payout Ratio Intermediate Categories .. | From the Top $80 \%$ ~ $100 \%$ | From the Top $60 \%$ ~ 80\% | From the Top 40\% ~ 60\% | From the Top$20 \% ~ ~ ~ 40 \%$ | From the Top within 20\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| < Minor Categories > ${ }^{\text {c }}$ © |  |  |  |  |  |
| ( 3 terms) |  |  |  |  | - |
| $\begin{aligned} & \text { < Dividend Payout Ratio > } \\ & \text { < DOE > } \end{aligned}$ |  |  |  | $\bigcirc$ | $\bigcirc$ |
| ( Previous Term ) |  |  |  |  | $\bullet$ |
| $\begin{aligned} & \text { < Dividend Payout Ratio > } \\ & \text { < DOE > } \end{aligned}$ |  |  |  | $\bigcirc$ | $\bigcirc$ |

Reference
Average of Management Indicator Scores by Sector

|  | Number of companies | Overall Management Indicator | Ranking | Growth <br> Potential | Ranking | Asset \& Capital Profitability | Ranking | Sales Profitability | Ranking | Sound Dividend Payout Ratio | Ranking |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fishery, Agriculture \& Forestry | 11 | 46.6 | 24 | 47.6 | 21 | 47.5 | 20 | 46.8 | 24 | 48.3 | 22 |
| Mining | 5 | 49.7 | 10 | 52.2 | 5 | 47.4 | 23 | 53.2 | 3 | 46.7 | 26 |
| Construction | 164 | 49.9 | 9 | 49.2 | 11 | 51.4 | 5 | 48.9 | 16 | 50.1 | 9 |
| Foods | 124 | 47.8 | 16 | 47.8 | 19 | 48.0 | 18 | 47.3 | 22 | 50.5 | 6 |
| Textiles and Apparels | 55 | 45.0 | 27 | 46.4 | 26 | 44.2 | 27 | 46.8 | 25 | 48.6 | 20 |
| Pupp and Paper | 26 | 45.2 | 26 | 47.1 | 22 | 44.7 | 26 | 46.2 | 26 | 48.3 | 21 |
| Chemicals | 213 | 50.5 | 7 | 48.7 | 13 | 50.3 | 7 | 52.4 | 7 | 50.9 | 4 |
| Pharmaceutical | 63 | 44.9 | 28 | 46.7 | 23 | 41.9 | 29 | 48.4 | 17 | 48.8 | 18 |
| Oil and Coal Products | 11 | 52.3 | 4 | 53.6 | 4 | 52.0 | 4 | 49.6 | 13 | 50.4 | 7 |
| Rubber Products | 19 | 48.4 | 14 | 46.1 | 28 | 49.9 | 9 | 51.5 | 9 | 48.9 | 15 |
| Glass and Ceramics Products | 56 | 50.1 | 8 | 50.3 | 7 | 49.5 | 10 | 52.2 | 8 | 48.7 | 19 |
| Iron and Steel | 45 | 46.9 | 23 | 50.0 | 8 | 46.1 | 25 | 47.5 | 21 | 47.2 | 25 |
| Nonferrous Metals | 33 | 47.4 | 19 | 47.9 | 18 | 48.9 | 13 | 47.7 | 20 | 48.2 | 24 |
| Metal Products | 92 | 48.1 | 15 | 48.4 | 15 | 48.4 | 16 | 49.7 | 12 | 48.3 | 23 |
| Machinery | 227 | 50.8 | 6 | 49.2 | 12 | 50.1 | 8 | 53.3 | 2 | 50.6 | 5 |
| Electric Appliances | 243 | 48.9 | 11 | 48.5 | 14 | 48.5 | 15 | 50.5 | 11 | 50.0 | 11 |
| Transportation Equipment | 95 | 46.4 | 25 | 46.4 | 25 | 47.4 | 24 | 47.2 | 23 | 48.8 | 16 |
| Precision Instruments | 50 | 50.9 | 5 | 51.2 | 6 | 49.1 | 11 | 52.4 | 5 | 50.1 | 8 |
| Other Products | 108 | 47.7 | 18 | 46.6 | 24 | 47.5 | 22 | 48.2 | 19 | 51.5 | 1 |
| Electric Power and Gas | 24 | 48.6 | 13 | 49.8 | 10 | 47.5 | 21 | 49.4 | 15 | 49.3 | 14 |
| Land Transportation | 66 | 47.7 | 17 | 48.1 | 17 | 48.6 | 14 | 50.7 | 10 | 46.7 | 27 |
| Marine Transportation | 13 | 41.0 | 29 | 42.7 | 29 | 42.5 | 28 | 45.8 | 27 | 44.2 | 29 |
| Air Transportation | 5 | 47.2 | 20 | 46.4 | 27 | 51.3 | 6 | 49.4 | 14 | 45.6 | 28 |
| Warehousing and Harbor Transportation | 39 | 48.7 | 12 | 50.0 | 9 | 48.9 | 12 | 48.3 | 18 | 48.8 | 17 |
| Information \& Communication | 411 | 53.8 | 3 | 54.5 | 2 | 52.9 | 3 | 53.0 | 4 | 49.9 | 12 |
| Wholesale Trade | 314 | 47.2 | 21 | 48.1 | 16 | 47.9 | 19 | 45.4 | 29 | 50.0 | 10 |
| Retail Trade | 344 | 47.0 | 22 | 47.7 | 20 | 48.4 | 17 | 45.6 | 28 | 49.3 | 13 |
| Real Estate | 128 | 56.5 | 1 | 55.7 | 1 | 55.1 | 1 | 56.1 | 1 | 51.5 | 2 |
| Services | 424 | 54.4 | 2 | 53.9 | 3 | 54.4 | 2 | 52.4 | 6 | 51.5 | 3 |
| All Sectors | 3408 | 50.0 |  | 50.0 |  | 50.0 |  | 50.0 |  | 50.0 |  |

## Growth Potential

Sales $($ FY2010 $=100)$


Recurring Profit (FY2010 $=100$ )


Sales Change (yoy, \%)
the Company Info. \& Com. 29 Sectors

| FY2011 | 9.9 | 4.0 | 1.5 |
| :--- | ---: | ---: | ---: |
| FY2012 | 10.2 | 4.2 | 3.4 |
| FY2013 | 15.7 | 14.8 | 11.5 |
| FY2014 | 13.8 | 5.4 | 4.2 |
| FY2015 | 14.8 | 6.3 | 1.7 |
| FY2016 | 7.4 | 1.9 | -2.0 |
| FY2017 | 7.9 | 4.3 | 7.7 |
| FY2018 | 5.7 | 3.4 | 3.9 |
| FY2019 | 7.5 | 2.6 | 2.7 |
|  |  |  |  |
| FY2010-FY2019 | 10.3 | 5.2 | 3.8 |
| 9 Term Average |  |  |  |
| FY2014-FY2019 |  |  |  |
| 5 Term Average | 8.6 | 3.7 | 2.8 |

Recurring Profit Change (yoy, \%) the Company Info. \& Com. 29 Sectors

| FY2011 | 11.7 | 8.7 | -15.7 |
| :--- | ---: | ---: | ---: |
| FY2012 | 20.0 | 7.2 | 11.2 |
| FY2013 | 18.9 | 12.1 | 35.8 |
| FY2014 | 33.7 | -0.2 | 7.7 |
| FY2015 | 27.5 | 9.0 | 7.6 |
| FY2016 | 7.7 | 4.9 | 0.4 |
| FY2017 | 13.5 | 2.5 | 14.9 |
| FY2018 | 4.8 | 20.0 | 2.5 |
| FY2019 | 4.2 | 0.4 | -0.9 |
|  |  |  |  |
| FY2010 - FY2019 |  |  |  |
| 9 Term Average | 15.4 | 7.0 | 6.3 |
| FY2014-FY2019 |  |  |  |
| 5 Term Average | 11.2 | 7.1 | 4.7 |

Sales Profitability

Operating Profit ROS (\%)


Operating Profit ROS (\%)
the Company Info. \& Com. 29 Sectors

|  |  |  |  |
| :--- | :--- | :--- | :--- |
| FY2010 | 5.2 | 13.0 | 6.1 |
| FY2011 | 6.0 | 13.2 | 5.2 |
| FY2012 | 6.5 | 13.4 | 5.3 |
| FY2013 | 6.5 | 13.0 | 6.3 |
| FY2014 | 8.0 | 11.5 | 6.3 |
| FY2015 | 8.6 | 12.6 | 7.0 |
| FY2016 | 8.8 | 13.6 | 7.1 |
| FY2017 | 9.3 | 14.1 | 7.5 |
| FY2018 | 9.1 | 16.2 | 7.5 |
| FY2019 | 9.0 | 15.6 | 7.3 |
|  |  |  |  |
| FY2010-FY2019 |  |  |  |
| 10 Term Average | 7.7 | 13.6 | 6.6 |
|  |  |  |  |
| FY2015-FY2019 |  |  |  |
| 5 Term Average | 8.9 | 14.4 | 7.3 |

Net Profit ROS (\%)


Net Profit ROS (\%)

|  | the Company | Info. \& Com. 29 Sectors |  |
| :--- | ---: | ---: | ---: |
|  |  |  |  |
| FY2010 | 3.9 | 6.1 | 2.6 |
| FY2011 | 2.6 | 7.1 | 1.9 |
| FY2012 | 4.0 | 7.0 | 2.4 |
| FY2013 | 4.3 | 6.9 | 3.8 |
| FY2014 | 5.6 | 7.0 | 4.0 |
| FY2015 | 5.9 | 7.6 | 4.2 |
| FY2016 | 6.6 | 10.1 | 4.7 |
| FY2017 | 6.6 | 9.5 | 5.3 |
| FY2018 | 6.5 | 9.7 | 5.0 |
| FY2019 | 6.4 | 9.5 | 4.8 |
| FY2010-FY2019 |  |  |  |
| 10 Term Average | 5.2 | 8.0 | 3.9 |
|  |  |  |  |
| FY2015-FY2019 | 6.4 | 9.3 | 4.8 |

## ROE




Valuation and Market Data as of June 6, 2019

| Closing Price | 3,255 | Year High | 3,780 | $2 / 13 / 2019$ |
| :--- | :---: | :--- | ---: | ---: |
| PER (estimated) | 14.74 | Year Low | 2,735 | $1 / 4 / 2019$ |
| PER (actual) | 15.58 | 6-Month \% Change | $-9.3 \%$ | ( TOPIX ) |
| PBR (actual) | 2.21 | 12-Month \% Change | $-0.8 \%$ | ( TOPIX) |
| Dividend Yield (actual) | $2.03 \%$ | 12-Month Historical Volatility | $47.7 \%$ | ( TOPIX) |
| EV/EBITDA | 7.55 |  |  |  |
| PSR (forecast) | 0.94 |  |  |  |
| PSR (actual) | 1.01 |  |  |  |
| Profitability Indicators and All-Company Rankings Based on Business Results Announced by the Company |  |  |  |  |
| (29 sectors excluding financials) (calculated by Spring) |  |  |  |  |


| Fiscal Year Accounting Period |  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2015/03 | 2016/03 | 2017/03 | 2018/03 | 2019/03 | 2020/03 |
|  |  | Actual | Actual | Actual | Actual | Actual | Est. |
| No. of Companies |  | 3363 | 3443 | 3467 | 3512 | 3512 | 3556 |
| Sales | Y mil | 25,063 | 28,775 | 30,893 | 33,328 | 35,230 | 37,880 |
| Ranking |  | 1808 | 1742 | 1683 | 1637 | 1636 | 1588 |
| Operating Profit | Y mil | 2,013 | 2,484 | 2,707 | 3,091 | 3,207 | 3,400 |
| Ranking |  | 1383 | 1287 | 1275 | 1254 | 1232 | 1188 |
| Recurring Profit | Y mil | 2,240 | 2,857 | 3,078 | 3,492 | 3,658 | 3,813 |
| Ranking |  | 1355 | 1220 | 1186 | 1190 | 1183 | 1137 |
| Net Profit | Y mil | 1,405 | 1,705 | 2,042 | 2,202 | 2,285 | 2,416 |
| Ranking |  | 1324 | 1233 | 1180 | 1214 | 1182 | 1155 |

* Percentage from the Top is not calculated for this section to exclude company size effects.

| Operating Profit ROS | $\%$ | 8.0 | 8.6 | 8.8 | 9.3 | 9.1 | 9.0 |
| :--- | :---: | ---: | ---: | ---: | ---: | ---: | ---: |
| All Companies | $\%$ | 5.7 | 6.2 | 6.7 | 7.3 | 7.2 | 7.3 |
| Ranking |  | 888 | 906 | 925 | 892 | 901 | 931 |
| Percentage from the Top | $\%$ | 26.4 | 26.3 | 26.7 | 25.4 | 25.7 | 26.2 |
|  |  |  |  |  |  |  |  |
| Recurring Profit ROS | $\%$ | 8.9 | 9.9 | 10.0 | 10.5 | 10.4 | 10.1 |
| All Companies | $\%$ | 5.9 | 6.2 | 6.7 | 7.4 | 7.2 | 7.2 |
| Ranking | 833 | 721 | 784 | 760 | 772 | 769 |  |
| Percentage from the Top | $\%$ | 24.8 | 20.9 | 22.6 | 21.6 | 22.0 | 21.6 |
|  |  |  |  |  |  |  |  |
| Net Profit ROS | $\%$ | 5.6 | 5.9 | 6.6 | 6.6 | 6.5 | 6.4 |
| All Companies | $\%$ | 3.6 | 3.6 | 4.3 | 5.2 | 4.9 | 4.8 |
| Ranking | 889 | 862 | 811 | 903 | 900 | 863 |  |
| Percentage from the Top | $\%$ | 26.4 | 25.0 | 23.4 | 25.7 | 25.6 | 24.3 |

## Simplified Fact Sheet

June 6, 2019
ROE / ROA / Dividend Payout Ratio / DOE / Ranking
Spring Capital Co., Ltd.

ROE, ROA, Dividend Payout Ratio, and DOE Indicators and Rankings Based on Business Results Announced by the Company (29 sectors excluding financials) (calculated by Spring)

|  |  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Accounting Period |   <br>  $2015 / 03$ <br> Actual  | $2016 / 03$ <br> Actual | $2017 / 03$ <br> Actual | $2018 / 03$ <br> Actual | $2019 / 03$ <br> Actual | 2020/03 <br> Est. |  |
|  |  |  |  |  |  |  |  |
| R O E | 14.1 | 14.8 | 15.7 | 15.2 | 14.6 | 15.0 |  |
| 29 Sectors | $\%$ | 8.4 | 7.8 | 8.8 | 10.2 | 9.4 | 9.1 |
| Ranking | 552 | 536 | 521 | 605 | 584 | 572 |  |
| No. of Companies |  | 3340 | 3421 | 3438 | 3493 | 3507 | 3549 |
| Percentage from the Top | $\%$ | 16.5 | 15.7 | 15.2 | 17.3 | 16.7 | 16.1 |

* ROE is an important indicator, calculated as net profit / equity ( $\approx$ shareholders' equity), that measures the final profit secured using shareholders' equity.
As the average of term-end equity of 2 terms is used as the denominator, companies posting zero or negative equity during the relevant terms are excluded.

ROE for the latest quarter is calculated using estimated net profit for this term and shareholders' equity as of the end of the previous term and of the latest quarter.

| R O A | $\%$ | 13.0 | 14.3 | 14.5 | 14.8 | 14.3 | 13.4 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 29 Sectors | $\%$ | 5.2 | 5.6 | 5.7 | 6.2 | 6.0 | 5.8 |
| Ranking |  | 364 | 317 | 304 | 321 | 315 | 394 |
| No. of Companies |  | 3355 | 3427 | 3450 | 3540 | 3512 | 3556 |
| Percentage from the Top | $\%$ | 10.8 | 9.3 | 8.8 | 9.1 | 9.0 | 11.1 |

* ROA is calculated as Earnings before Interest and Taxes (operating profit + interest revenue + dividend income and interest on securities) / total assets. It is justifiable for a company to expand its business by financial leverage using debt, if the company's ROA exceeds the company's financing cost (e.g. cost of issuing 10-year corporate bonds $=2 \%$ ).
Interest coverage ratio shown on P11 indicates the ratio of Earnings before Interest and Taxes to financial expenses (interest and discount expenses), with 10 times regarded as ideal.

If the interest coverage ratio holds a sufficient level with a high ROA and Profit Ratio of Sales, a company has no problem in financing aggressively.

As the average of term-end equity of 2 terms is used as the denominator, companies unable to be measured with the same standard are excluded.
ROA for the latest quarter is calculated using estimated operating profit for this term and total assets as of the end of the previous term and of the latest quarter.

| Dividend Payout Ratio | $\%$ | 29.1 | 33.0 | 30.5 | 35.5 | 31.6 |
| :--- | :--- | ---: | ---: | ---: | ---: | ---: |
| 29 Sectors | $\%$ | 31.2 | 33.8 | 30.1 | 27.4 | 32.4 |
| Ranking |  | 1075 | 813 | 1032 | 595 | 1010 |
| No. of Companies |  | 3220 | 3238 | 3438 | 3525 | 3579 |
| Percentage from the Top | $\%$ | 33.4 | 25.1 | 30.0 | 16.9 | 28.2 |

* Dividend Payout Ratio is calculated as total dividend / net profit. It should be noted that it may differ from the figure announced by the companies calculated from profit per share according to the accounting principle.
Data for total annual dividend exceeding net profit and dividend of unprofitable companies are excluded from the rankings.

| D O E | $\%$ | 4.1 | 4.9 | 4.8 | 5.4 | 4.6 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| 29 Sectors | $\%$ | 2.5 | 2.7 | 2.8 | 2.9 | 3.0 |
| Ranking |  | 289 | 214 | 287 | 212 | 357 |
| No. of Companies |  | 3220 | 3238 | 3438 | 3493 | 3507 |
| Percentage from the Top | $\%$ | 9.0 | 6.6 | 8.3 | 6.1 | 10.2 |

* DOE, calculated as ROE times the dividend payout ratio, can be called the "true dividend payout ratio", and is closely tracked by global investors. Its inverse (1 / DOE) equals the period (year) to recover shareholders' equity via the dividend.

As the average of term-end equity of two terms is used as the denominator, companies posting zero or negative equity during the relevant terms are excluded.

Management Indicators, Cash Flow, and Financial Indicators Calculated by Spring based on Business Results Announced by the Company (million yen, \%, multiple)

| Fiscal Year |  | 2014 | 2015 | 2016 | 2017 | 2018 | Latest <br> Quarter |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Accounting Period |  | $2015 / 03$ | $2016 / 03$ | $2017 / 03$ | $2018 / 03$ | $2019 / 03$ |  |
| Data Source |  | Securities Report | Securities Report | Securities Report | Securities Report | Financial Results |  |
| Current Ratio | $\%$ | 238.0 | 255.1 | 293.3 | 284.8 | 277.9 |  |
| Fixed Assets Ratio | $\%$ | 59.6 | 59.2 | 54.7 | 57.9 | 56.3 |  |
| Equity Ratio | $\%$ | 60.8 | 63.3 | 66.9 | 62.6 | 63.6 |  |
| Debt Ratio | $\%$ | 63.8 | 57.9 | 49.5 | 59.8 | 57.2 |  |
| D/E Ratio | $\%$ | 2.9 | 1.9 | 1.5 | 9.1 | 6.2 |  |
| Interest Coverage Ratio | Multiple | 714.3 | $1,323.5$ | $2,902.0$ | $1,104.0$ | 887.8 |  |
| Financial Leverage | Multiple | 1.6 | 1.6 | 1.5 | 1.6 | 1.6 |  |
| CF from Operating Activities | Y mil | 1,681 | 1,543 | 1,144 | 2,174 | 1,824 |  |
| CF from Investing Activities | Y mil | 178 | $-1,287$ | -505 | -179 | $-1,238$ |  |
| CF from Financing Activities | Y mil | 8 | -286 | -604 | -606 | $-1,278$ |  |
| (Cash and Cash Equivalents) | Y mil | $(5,504)$ | $(5,470)$ | $(5,503)$ | $(6,892)$ | $(6,201)$ |  |
| (EBITDA) | Y mil | $(2,378)$ | $(3,025)$ | $(3,265)$ | $(3,701)$ | $(3,856)$ |  |

Review of Financial Soundness as of June 6, 2019

Comparison with average data of all companies in the TSE 29 industrial sectors (excluding 4 financial sectors) and with the sector

|  |  | $\begin{array}{r} \text { A } \\ 29 \text { sectors } \end{array}$ | $\begin{array}{r} B \\ \text { Sector } \end{array}$ | Standard <br> Criterion | Standard Value | Desirable Value | The Company | Result |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Current Ratio | \% | 145.1 | 134.8 | Lower of A or B | 134.8 | Higher | 277.9 | Positive |
| Fixed Assets Ratio | \% | 138.7 | 165.3 | Higher of $A$ or $B$ | 165.3 | Lower | 56.3 | Positive |
| Equity Ratio | \% | 40.9 | 39.5 | Lower of $A$ or $B$ | 39.5 | Higher | 63.6 | Positive |
| Debt Ratio | \% | 137.6 | 141.4 | Higher of $A$ or $B$ | 141.4 | Lower | 57.2 | Positive |
| D/E Ratio | \% | 142.8 | 147.8 | Higher of $A$ or $B$ | 147.8 | Lower | 6.2 | Positive |

Corporate Information as of June 6, 2019

| Ticker Code | 4674 |  |  |
| :---: | :---: | :---: | :---: |
| Company Name | CRESCO LTD. |  |  |
| Head Office | Shinagawa Intercity A-tower 25th-27th Floor, 2-15-1 Kounan, Minato-ku, Tokyo, 108-6026 JAPAN |  |  |
| Stock Listings | The Tokyo Stock Exchange, First Section |  |  |
| TSE Industrial Sector | Information \& Communication |  |  |
| Investment Unit | 100 shares |  |  |
| Minimum Investment | 325,500 | President | Hiroyuki Nemoto |
| Date of Listing | 7/23/1997 | Paid-in Capital | 2,514 mil yen |
| Date of Establishment | 9/9/1948 | Market Capitalization | 39,060 mil yen ranked 1,230 of 3,765 companies |
| Accounting Period | March | 25-Day Average Trading Value | 60 mil yen ranked 1,665 of 3,765 companies |
| Floating Stock Ratio | 10.3\% | Market Cap as of March-end 2019 | 39,900 mil yen ranked 1,248 of 3,760 companies |
| Major Shareholder Ownership | 79.7\% | Average Trading Value in FY2018 | 107 mil yen ranked 1,584 of 3,760 companies |

- This report has been prepared under a contract between CRESCO LTD. (hereafter "the Company") and Spring Capital Co., Ltd. (hereafter "SC") by SC. In the contract, the Company has consented that SC prepare this report based entirely upon the standards of SC only and excluding any intervention from the Company on all items, including qualitative information, management indicators adopted in the Management Indicators Rankings, and classification of business sectors (or the Company's business sector) chosen for the comparison reports.
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Disclaimers on Overall Management Indicator

- "All sectors" in this report refer to the 29 sectors that remain when excluding the four financial sectors (Banks, Securities and Commodity Futures, Insurance, and Other Financials), which use different accounting standards, from the 33 sectors as defined by Tokyo Stock Exchange, and consist of all companies whose common shares were listed on the Japanese stock market as of the end of March 2019. Given that the calculations of the Growth Potential, the ROA, the ROE, and other items use figures of full-year financial results for the most recent four fiscal years, companies that had not released full-year financial results and companies that had posted zero or negative equity at least once during the four-year period, as well as companies whose disclosed full-year financial results cannot be recalculated into reasonable figures based on the Japanese GAAP and companies that had not been able to disclose the FY2018 financial results by May 20, 2019, are excluded. Thereby, a total of 3,408 companies have been analyzed in the rankings.
- The numbers used in this report for FY2019 are adopted from one of the following sources in the order of decreasing priority: (1) numbers in a company's disclosed financial results; (2) the company's forecasts; or (3) the estimates by SC. In this FY2018 finalized report (as of May 2019), SC's estimates for FY2019 were used for 70 companies.
- On P7-P8, a historical comparison is made on Growth Potential, Sales Profitability, ROE, and ROA with 29 business sectors and with the Company's sector as defined by the Tokyo Stock Exchange. The figures for ROE and ROA used in the comparison match those on P10. However, for Growth Potential and Sales Profitability, the figures do not match those on P9. This difference is due to the fact that, for the purpose of comparing the Growth Potential over the long term, the comparative report limits its target to only those companies in the 29 business sectors and the Company's sector (as defined by the Tokyo Stock Exchange) that have continuously announced their full-year financial results from FY2010 to FY2018. This modification of the universe for the comparison of the Growth Potential is conducted every year in the finalized ranking report for the previous fiscal year based on values available as of May(this report).
- Going forward, the reports for FY2019 are planned to be prepared on a quarterly basis in correspondence with the announcements of quarterly results by companies whose accounting period ends in March. Accordingly, reports based on the values available as of August, November, and February will be issued the following month. The finalized report for FY2019 will be based on the values available as of May 2020 and will be issued the following month.
- The Overall Management Indicator (as scored by SC) in this report represents an overall score for the major categories (Growth Potential, Asset \& Capital Profitability, Sales Profitability, and Sound Dividend Payout Ratio). The weighting for each category is $30 \%, 25 \%, 20 \%$, and $25 \%$, respectively.
- The data in this report on corporate financial results are owned by SC, and a part of the data has been verified for greater accuracy with information vendors with which SC has a contract. However, SC does not guarantee integrity of its data. The content of this report was relevant as of the time of compilation and may change without prior notice.

