## CRESCO LTD. (4674 TSE 1st Section)

## Overall Management Indicator

Based on the data as of May 2018

June 5, 2018

Spring Capital Co., Ltd.



Major 4 Categories Compos	sing "Overall Managen	nent Indicator"	30	40	50	60	70
Growth Potential	52.6 31.5 %	1063 among 3372	******	****	***		
Asset & Capital Profitability	62.4 9.8 %	329 among 3372	*******	****	***	****	
Sales Profitability	55.0 22.7 %	767 among 3372	******	****	***		
Sound Dividend Payout Ratio	64.8 7.5 %	254 among 3372	******	****	****	****	

( In the Sector )	Score	From the Top	Ranking
Overall Management Indicator	62.4	21.4 %	85 among 398
Growth Potential	52.6	43.0 %	171 among 398
Asset & Capital Profitability	62.4	20.9 %	83 among 398
Sales Profitability	55.0	37.2 %	148 among 398
Sound Dividend Payout Ratio	64.8	15.6 %	62 among 398



··· Within the Top 30%

Overall Management Indicator 3372 Companies in 29 Sectors Distribution Chart (Orange: the Company)

(right axis: no. of companies)

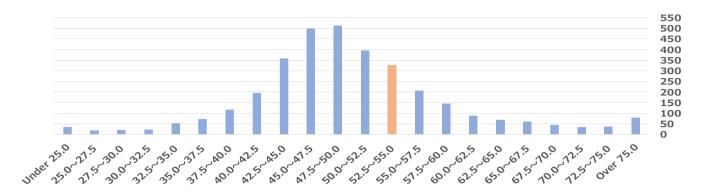


Overall Management Indicator Historical Ranking / Percentage from the Top

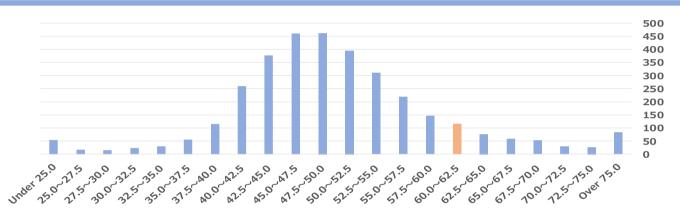
Accounting Period	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017
Reference Date	May 2013	May 2014	May 2015	May 2016	May 2017	May 2018
No. of companies	3292	3279	3220	3238	3326	3372
Ranking	368	477	314	255	308	335
From the Top	11.2 %	14.5 %	9.8 %	7.9 %	9.3 %	9.9 %



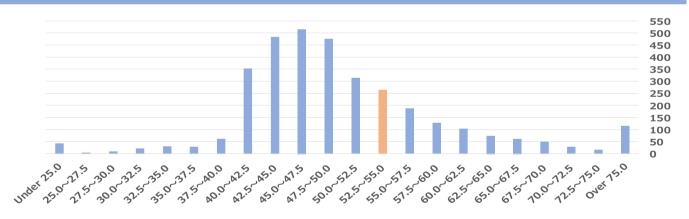
Growth Potential 3372 Companies in 29 Sectors Distribution Chart (Orange: the Company) (right: no. of companies)



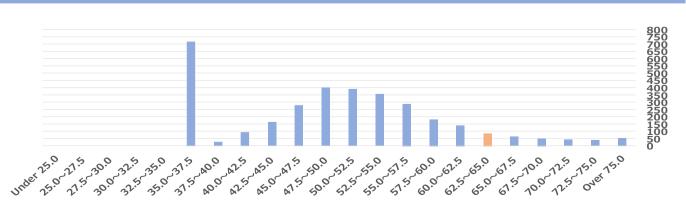
Asset & Capital Profitability 3372 Companies in 29 Sectors Distribution Chart (Orange: the Company) (right: no. of companies)



Sales Profitability 3372 Companies in 29 Sectors Distribution Chart (Orange: the Company) (right: no. of companies)



Sound Dividend Payout Ratio 3372 Companies in 29 Sectors Distribution Chart (Orange: the Company) (right: no. of companies)

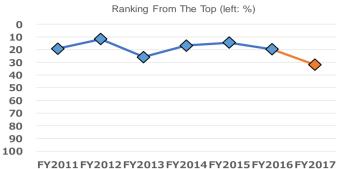




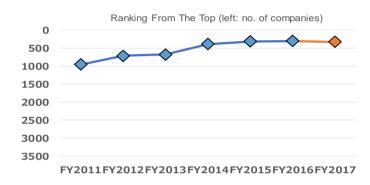
# Management Indicators Ranking Report Historical Ranking of Major 4 Categories

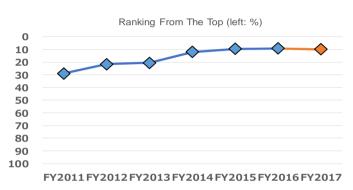
## **Growth Potential Historical Chart**



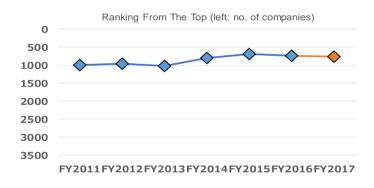


## Assset & Capital Profitability Historical Chart





#### Sales Profitability Historical Chart





#### Sound Dividend Payout Ratio Historical Chart





## Management Indicators Ranking Quintile Chart (All Categories)

	From the Top				
	80% ~ 100%	60% ~ 80%	40% ~ 60%	20% ~ 40%	within 20%
【 Overall Management Indicator】  …★					*

[ Major 4 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%
[ Growth Potential ]				☆	
[ Asset & Capital Profitability ]					☆
[ Sales Profitability ]				☆	
[ Sound Dividend Payout Ratio ]					☆

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 > · · · ◎					
( 3 terms )				•	
< Sales Growth Rate > < Operating Profit Growth Rate >				©	0
< Recurring Profit Growth Rate > < Net Profit Growth Rate >			©	0	
( Previous Term )			•		
< Sales Growth Rate > < Operating Profit Growth Rate > < Recurring Profit Growth Rate >			© ©	©	
< Net Profit Growth Rate >  ( This Term )			© •		
< Sales Growth Rate >  < Operating Profit Growth Rate >  < Recurring Profit Growth Rate >			© ©	©	
< Net Profit Growth Rate >				0	

## Management Indicators Ranking Quintile Chart (All Categories) Continued

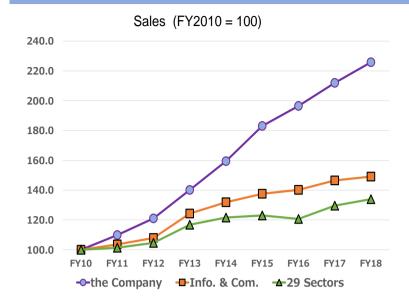
Asset & Capital Profitability - Intermediate Categories · · · ●  < Minor Categories > · · · ◎	From the Top 80% ~ 100%	From the Top 60% ~ 80%	From the Top 40% ~ 60%	From the Top 20% ~ 40%	From the Top within 20%
( ROA )					•
< ROA 3 Terms > < ROA Previous Term > < ROA This Term >					© ©
( ROE )					•
< ROE 3 Terms > < ROE Previous Term > < ROE This Term >					© ©
Sales Profitability - Intermediate Categories · · · ●  < Minor 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%
( Previous Term )				•	
< Operating Profit ROS > < Recurring Profit ROS > < Net Profit ROS >				© ©	
( This Term )				•	
< Operating Profit ROS > < Recurring Profit ROS > < Net Profit ROS >				© ©	
Sound Dividend Payout Ratio - Intermediate Categories ··· ●  < Minor 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%
( 3 terms )					•
< Dividend Payout Ratio > < DOE >				0	©
( Previous Term )					•
< Dividend Payout Ratio > < DOE >					© ©

# Management Indicators Ranking report Average of Management Indicator Scores by Sector

Reference
Average of Management Indicator Scores by Sector

	Number of companies	Overall Management Indicator	Ranking	Growth Potential	Ranking	Asset & Capital Profitability	Ranking	Sales Profitability	Ranking	Sound Dividend Payout Ratio	Ranking
Fishery, Agriculture & Forestry	11	46.3	25	45.8	29	47.8	20	46.7	26	49.8	15
Mining	6	47.0	23	46.2	28	45.9	25	51.0	10	49.5	18
Construction	174	49.4	11	48.5	15	51.5	5	48.6	18	49.7	17
Foods	127	47.5	21	48.4	16	47.8	21	47.2	25	49.4	19
Textiles and Apparels	53	45.9	26	46.5	26	44.3	27	47.7	22	50.6	9
Pulp and Paper	26	44.6	28	46.6	24	44.9	26	45.8	27	47.5	27
Chemicals	210	51.4	5	49.8	10	50.4	8	52.9	5	51.4	3
Pharmaceutical	62	44.9	27	46.4	27	42.1	29	48.6	17	49.1	20
Oil and Coal Products	11	52.0	4	52.3	4	51.1	7	51.3	9	50.7	7
Rubber Products	19	51.3	7	48.9	13	51.4	6	53.7	2	50.5	10
Glass and Ceramics Products	58	49.6	10	51.0	6	47.8	19	51.7	8	48.5	23
Iron and Steel	47	48.0	17	50.2	9	46.5	24	48.3	20	49.0	21
Nonferrous Metals	35	49.3	13	51.1	5	49.0	10	48.8	16	48.6	22
Metal Products	91	48.0	16	48.2	19	48.4	15	49.9	14	48.3	25
Machinery	230	51.3	6	50.9	8	49.7	9	53.1	4	50.3	12
Electric Appliances	249	49.8	9	49.3	12	48.4	13	50.3	13	51.5	1
Transportation Equipment	94	47.6	20	47.6	21	48.0	17	47.6	23	50.1	14
Precision Instruments	50	50.7	8	51.0	7	48.4	14	52.1	6	50.6	8
Other Products	103	47.7	18	47.0	23	47.7	23	48.6	19	50.8	6
Electric Power and Gas	23	49.2	14	49.6	11	47.8	22	48.9	15	51.4	2
Land Transportation	64	47.4	22	46.5	25	48.2	16	50.5	11	48.4	24
Marine Transportation	14	43.9	29	48.0	20	42.5	28	47.2	24	45.4	29
Air Transportation	5	49.3	12	47.1	22	54.2	3	50.3	12	47.2	28
Warehousing and Harbor Transportation	38	48.3	15	48.4	17	48.6	12	47.9	21	50.3	11
Information & Communication	398	53.1	3	52.8	2	53.1	4	53.1	3	49.7	16
Wholesale Trade	312	47.6	19	48.8	14	48.0	18	45.2	29	50.8	5
Retail Trade	342	46.7	24	48.3	18	48.8	11	45.6	28	47.8	26
Real Estate	122	56.6	1	55.8	1	55.8	1	56.6	1	50.3	13
Services	398	53.7	2	52.7	3	54.4	2	52.1	7	51.0	4
All Sectors	3372	50.0		50.0		50.0		50.0		50.0	

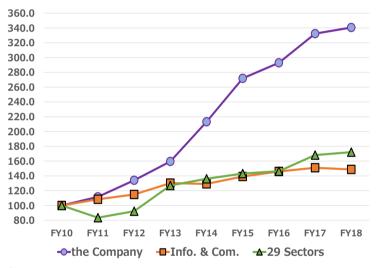
## **Growth Potential**



## Sales Change (yoy, %)

	the Company	Info. & Com.	29 Sectors
FY2011	9.9	3.6	1.4
FY2012	10.2	4.1	3.2
FY2013	15.7	15.2	11.6
FY2014	13.8	6.1	4.1
FY2015	14.8	4.3	1.1
FY2016	7.4	1.9	-1.9
FY2017	7.9	4.5	7.4
FY2018	6.5	1.8	3.3
FY2010 - FY2018		- 4	0.7
8 Term Average	10.7	5.1	3.7
FY2013-FY2018	10.0	3.7	2.8
	10.0	3.7	

## Recurring Profit (FY2010 = 100)



### Recurring Profit Change (yoy, %)

	the Company Info	o. & Com.	29 Sectors
FY2011	11.7	8.4	-16.5
FY2012	20.0	6.0	10.4
FY2013	18.9	13.3	37.8
FY2014	33.7	-0.8	7.1
FY2015	27.5	7.7	5.2
FY2016	7.7	4.9	2.3
FY2017	13.5	3.4	14.9
FY2018	2.5	-1.5	2.4
FY2010 - FY2018		- 1	7.0
8 Term Average	16.6	5.1	7.0
FY2013-FY2018 5 Term Average	16.4	2.7	6.3

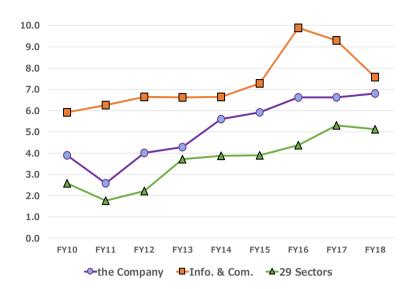
## Sales Profitability

#### Operating Profit ROS (%) 15.0 14.0 13.0 12.0 11.0 10.0 9.0 8.0 7.0 6.0 5.0 4.0 3.0 2.0 FY11 FY12 FY14 FY15 FY16 -- the Company ■Info. & Com. →29 Sectors

## Operating Profit ROS (%)

th	e Company	Info. & Com.	29 Sectors
FY2010	5.2	12.6	6.0
FY2011	6.0	12.8	5.0
FY2012	6.5	13.0	5.1
FY2013	6.5	12.6	6.1
FY2014	8.0	11.0	6.2
FY2015	8.6	12.1	6.7
FY2016	8.8	13.2	7.0
FY2017	9.3	13.8	7.3
FY2018	9.2	14.1	7.4
FY2010-FY2018			
9 Term Average	7.6	12.8	6.3
FY2014-FY2018			
5 Term Average	8.8	12.8	6.9

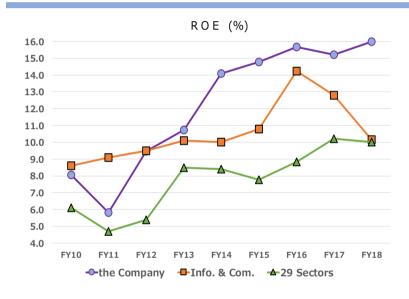
## Net Profit ROS (%)



## Net Profit ROS (%)

the Company	Info. & Com.	29 Sectors
3.9	5.9	2.6
2.6	6.3	1.8
4.0	6.6	2.2
4.3	6.6	3.7
5.6	6.7	3.9
5.9	7.3	3.9
6.6	9.9	4.4
6.6	9.3	5.3
6.8	7.6	5.1
3		
5.1	7.3	3.6
3		
6.3	8.1	4.5
	3.9 2.6 4.0 4.3 5.6 5.9 6.6 6.6 6.8	3.9 5.9 2.6 6.3 4.0 6.6 4.3 6.6 5.6 6.7 5.9 7.3 6.6 9.9 6.6 9.3 6.8 7.6

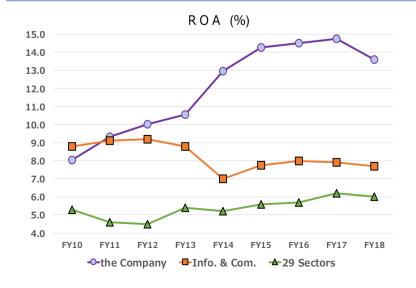
## ROE



## **ROE** (%)

	the Company	Info. & Com.	29 Sectors
FY2010	8.1	8.6	6.1
FY2011	5.8	9.1	4.7
FY2012	9.5	9.5	5.4
FY2013	10.7	10.1	8.5
FY2014	14.1	10.0	8.4
FY2015	14.8	10.8	7.8
FY2016	15.7	14.2	8.8
FY2017	15.2	12.8	10.2
FY2018	16.0	10.1	10.0
FY2010 - FY2018	3		
9 Term Average	12.2	10.6	7.8
FY2014-FY2018 5 Term Average	3 15.1	11.6	9.0

## ROA



## ROA (%)

	the Company	Info. & Com.	29 Sectors
FY2010	8.0	8.8	5.3
FY2011	9.3	9.1	4.6
FY2012	10.0	9.2	4.5
FY2013	10.6	8.8	5.4
FY2014	13.0	7.0	5.2
FY2015	14.3	7.7	5.6
FY2016	14.5	8.0	5.7
FY2017	14.8	7.9	6.2
FY2018	13.6	7.7	6.0
FY2010 - FY2018	-		
9 Term Average	12.0	8.2	5.4
FY2014-FY2018	;		
5 Term Average	14.0	7.7	5.7

## Valuation Data, Profitability Indicators and Ranking

Spring Capital Co., Ltd.

Valuation and Market Data as of June 5, 2018

Closing Price	3,475	Since last year High	4,875	1/25/2018	
PER (estimated)	15.74	Since last year Low	3,145	3/	8/2018
PER (actual)	17.26	6-Month % Change	-24.4 %	(TOPIX)	-0.9 %
PBR (actual)	2.52	12-Month % Change	-4.0 %	(TOPIX)	10.2 %
Dividend Yield (actual)	2.07 %	12-Month Historical Volatility	41.8 %	(TOPIX)	12.6 %
EV/EBITDA	8.58				
PSR (forecast)	1.07				
PSR (actual)	1.14				

Profitability Indicators and All-Company Rankings Based on Business Results Announced by the Company (29 sectors excluding financials) (calculated by Spring)

Fiscal Year		2013	2014	2015	2016	2017	2018
Accounting Period		2014/03	2015/03	2016/03	2017/03	2018/03	2019/03
		Actual	Actual	Actual	Actual	Actual	Est.
No. of Companies		3365	3363	3443	3467	3512	3512
Sales	Y mil	22,028	25,063	28,775	30,893	33,328	35,500
Ranking		1895	1808	1742	1683	1637	1627
Operating Profit	Y mil	1,430	2,013	2,484	2,707	3,091	3,280
Ranking		1575	1383	1287	1275	1254	1243
Recurring Profit	Y mil	1,676	2,240	2,857	3,078	3,492	3,580
Ranking		1520	1355	1220	1186	1190	1200
Net Profit	Y mil	941	1,405	1,705	2,042	2,202	2,416
Ranking		1540	1324	1233	1180	1214	1185

<sup>\*</sup> Percentage from the Top is not calculated for this section to exclude company size effects.

Operating Profit ROS	%	6.5	8.0	8.6	8.8	9.3	9.2
All Companies	%	5.5	5.7	6.2	6.7	7.3	7.4
Ranking		1120	888	906	925	892	897
Percentage from the Top	%	33.3	26.4	26.3	26.7	25.4	25.5
Recurring Profit ROS	%	7.6	8.9	9.9	10.0	10.5	10.1
All Companies	%	5.8	5.9	6.2	6.7	7.4	7.4
Ranking		971	833	721	784	760	768
Percentage from the Top	%	28.9	24.8	20.9	22.6	21.6	21.9
Net Profit ROS	%	4.3	5.6	5.9	6.6	6.6	6.8
All Companies	%	3.4	3.6	3.6	4.3	5.2	5.1
Ranking		1144	889	862	811	903	772
Percentage from the Top	%	34.0	26.4	25.0	23.4	25.7	22.0



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)

		2013	2014	2015	2016	2017	2018
Accounting Period		2014/03	2015/03	2016/03	2017/03	2018/03	2019/03
		Actual	Actual	Actual	Actual	Actual	Est.
ROE	%	10.7	14.1	14.8	15.7	15.2	16.0
29 Sectors	%	8.5	8.4	7.8	8.8	10.2	10.0
Ranking		892	552	536	521	605	520
No. of Companies		3329	3340	3421	3438	3493	3570
Percentage from the Top	%	26.8	16.5	15.7	15.2	17.3	14.6

<sup>\*</sup> ROE is an important indicator, calculated as net profit / equity (~ 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.

ROA	%	10.6	13.0	14.3	14.5	14.8	13.6
29 Sectors	%	5.4	5.2	5.6	5.7	6.2	6.0
Ranking		526	364	317	304	321	405
No. of Companies		3351	3355	3427	3450	3540	3512
Percentage from the Top	%	15.7	10.8	9.3	8.8	9.1	11.5

<sup>\*</sup> 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	%	34.1	29.1	33.0	30.5	35.5	
29 Sectors	%	29.2	31.2	33.8	30.1	27.4	
Ranking		764	1075	813	1032	595	
No. of Companies		3365	3220	3238	3438	3525	
Percentage from the Top	%	22.7	33.4	25.1	30.0	16.9	

<sup>\*</sup> 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.

DOE	%	3.7	4.1	4.9	4.8	5.4	
29 Sectors	%	2.5	2.5	2.7	2.8	2.9	
Ranking		352	289	214	287	212	
No. of Companies		3365	3220	3238	3438	3493	
Percentage from the Top	%	10.5	9.0	6.6	8.3	6.1	

<sup>\*</sup> 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 Accounting Period		2013 2014/03	2014 2015/03	2015 2016/03	2016 2017/03	2017 2018/03	Latest Quarter
Data Source		Securities Report	Securities Report	Securities Report	Securities Report	Financial Results	
Current Ratio	%	230.7	238.0	255.1	293.3	284.8	
Fixed Assets Ratio	%	68.3	59.6	59.2	54.7	57.9	
Equity Ratio	%	59.5	60.8	63.3	66.9	62.6	
Debt Ratio	%	67.2	63.8	57.9	49.5	59.8	
D/E Ratio	%	6.3	2.9	1.9	1.5	9.1	
Interest Coverage Ratio	Multiple	311.0	714.3	1,323.5	2,902.0	1,104.0	
Financial Leverage	Multiple	1.7	1.6	1.6	1.5	1.6	
CF from Operating Activities	Y mil	960	1,681	1,543	1,144	2,174	
CF from Investing Activities	Y mil	-466	178	-1,287	-505	-179	
CF from Financing Activities	Y mil	-757	8	-286	-604	-606	
(Cash and Cash Equivalents)	Y mil	(3,633)	(5,504)	(5,470)	(5,503)	(6,892)	
(EBITDA)	Y mil	(1,818)	(2,378)	(3,025)	(3,265)	(3,701)	

Review of Financial Soundness as of June 5, 2018

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

		A 29 sectors	B Sector	Standard Criterion	Standard Value	Desirable Value	The Company	Result
Current Ratio	%	149.1	148.3	Lower of A or B	148.3	Higher	284.8	Positive
Fixed Assets Ratio	%	136.4	161.0	Higher of A or B	161.0	Lower	57.9	Positive
Equity Ratio	%	41.0	40.7	Lower of A or B	40.7	Higher	62.6	Positive
Debt Ratio	%	137.2	133.5	Higher of A or B	137.2	Lower	59.8	Positive
D/E Ratio	%	144.6	140.1	Higher of A or B	144.6	Lower	9.1	Positive

#### Corporate Information as of June 5, 2018

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 347,500 President Hiroyuki Nemoto

Date of Listing 7/23/1997 Paid-in Capital 2,514 mil yen

Date of Establishment 9/9/1948 Market Capitalization 41,700 mil yen

Date of Establishment 9/9/1948 Market Capitalization 41,700 mil yen ranked 1,316 of 3,713 companies

Accounting Period March 25-Day Average Trading Value 73 mil yen ranked 1,776 of 3,713 companies

Floating Stock Ratio 11.2% Market Cap as of March-end 2018 42,720 mil yen ranked 1,295 of 3,713 companies

Major Shareholder Ownership 78.1% Average Trading Value in FY2017 181 mil yen ranked 1,398 of 3,713 companies



#### **Disclaimers**

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- All sectors in this report refer to the 29 sectors that are among the 33 sectors of the Tokyo Stock Exchange, excluding the 4 financial sectors (Banks, Securities and Commodity Futures, Insurance, and Other Financials) which use different accounting standards and all companies for which common shares were listed on the Japanese stock market as of the end of March 2018. In the calculation for Growth Potential, ROA, ROE, and other items, the companies analyzed total 3,372. Given that the earnings numbers for the most recent 4 fiscal years were used, about 50 companies were excluded in total as some companies had not released earnings results for the relevant terms or had posted zero or negative equity at least once, including about 10 companies whose earnings data cannot be recalculated into reasonable figures based on Japanese accounting standards.
- The numbers used in this report for FY2018 are adopted in the following order of priority: (1) numbers in a company's earnings results; (2) company's forecasts; and (3) estimates by Spring. In the May 2018 report, estimates for FY2018 by Spring are used for 48 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 calculation method has been changed starting in this finalized report for FY2017 (as of May 2018) such that the calculations are based only on companies that have announced their earnings continuously from FY2010 to FY2017, in order to allow comparison of Growth Potential and Sales Profitability for eight years up to FY2018. Therefore, the number of companies on which the calculation is based is different from the number as shown on P9.
- Going forward, this report will be prepared on a quarterly basis, with the FY2018 Q1 report (based on August 2018), the FY2018 Q2 report (based on November 2018), and the FY2018 Q3 report (based on February 2019) to be issued in the month following the month of basis. The finalized report for FY2018 will be based on May 2019 and issued in the following month.
- Overall Management Indicator (as scored by Spring) in this report represents an overall score, which is a composite of Growth Potential, Asset & Capital Profitability, Sales Profitability, and Sound Dividend Payout Ratio. The weighting for each category has been set at 30%, 25%, 20%, and 25%, respectively.
- Corporate earnings data in this report are owned by Spring, and some data have been verified with information vendors with which Spring has a contract for greater accuracy. However, Spring does not guarantee completeness of the information. The content of this report was valid at the time the materials were compiled and may change without prior notice.

