

SATO Holdings Corporation
Fact Sheet - FY2018 Q1 (1/2)

August 3, 2018

(Millions of yen)	FY2016					FY2017					FY2018	FY2018 Forecasts
	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY	1Q	
Business performance												
Sales	25,341	25,742	27,656	27,562	106,302	26,799	28,024	30,192	28,367	113,383	28,118	120,000
Overseas sales ratio	38.9%	35.4%	35.9%	36.4%	36.6%	37.9%	37.7%	37.3%	38.2%	37.8%	39.2%	
Gross profit	10,821	10,939	11,405	11,855	45,022	11,360	12,352	12,677	12,265	48,655	12,332	
Gross profit margin	42.7%	42.5%	41.2%	43.0%	42.4%	42.4%	44.1%	42.0%	43.2%	42.9%	43.9%	
Selling, general and administrative expenses	9,774	9,333	9,768	10,040	38,917	10,509	10,647	10,557	10,691	42,405	10,858	
Operating income	1,047	1,605	1,636	1,815	6,104	851	1,704	2,119	1,573	6,249	1,473	7,300
Operating income margin	4.1%	6.2%	5.9%	6.6%	5.7%	3.2%	6.1%	7.0%	5.5%	5.5%	5.2%	6.1%
EBITDA *1	2,318	2,842	2,944	3,190	11,296	2,261	3,057	3,502	2,993	11,814	2,866	13,000
EBITDA margin	9.2%	11.0%	10.6%	11.6%	10.6%	8.4%	10.9%	11.6%	10.6%	10.4%	10.2%	10.8%
Profit attributable to owners of parent	453	1,053	1,218	495	3,221	337	2,075	1,152	509	4,074	781	4,100
Effective tax rate	43.6%	30.1%	36.8%	56.0%	39.9%	74.6%	36.0%	42.4%	-5.7%	39.5%	44.0%	
Financial position												
Total assets	93,368	93,000	103,074	104,280	104,280	103,929	106,501	107,307	106,447	106,447	103,846	
Interest-bearing debt *2	15,546	14,732	17,737	17,004	17,004	17,510	16,410	15,901	16,794	16,794	15,983	
Net assets	49,088	49,606	53,799	54,217	54,217	53,722	56,882	57,300	56,225	56,225	54,899	
Research and development	622	578	567	619	2,387	588	823	777	805	2,994	822	3,500
Capital expenditures	871	2,467	678	1,706	5,723	2,320	2,449	1,896	2,378	9,044	1,584	7,000
Depreciation	972	954	1,007	1,061	3,996	1,043	1,054	1,080	1,129	4,307	1,105	4,600
Amortization of goodwill	299	282	299	313	1,195	366	298	302	291	1,258	287	1,100
Cash flow												
Cash flow from operating activities	2,321	2,460	2,104	3,881	10,769	393	451	1,402	3,936	6,184	1,642	
Cash flow from investing activities	-857	-2,155	-708	-4,994	-8,716	-1,065	1,298	-1,709	-2,027	-3,504	-1,417	
Cash flow from financing activities	-1,329	-932	1,803	-886	-1,343	-988	-1,087	-1,543	160	-3,458	-2,025	
Foreign currency translation adjustments on cash and cash equivalents	-885	-89	940	-130	-164	136	216	93	-398	47	-135	
Cash and cash equivalents at end of quarter	15,462	14,746	18,886	16,757	16,757	15,233	16,112	14,354	16,026	16,026	14,090	
Per share data (yen)												
EPS					96.07					121.54		122.29
BPS					1,579.53					1,634.69		
DPS		30		30	60		32		33	65		70
Financial indicators												
ROE					6.2%					7.6%		7.4%
ROIC *3					6.2%					6.1%		
ROA					5.4%					5.6%		
Equity ratio	51.5%	52.2%	51.0%	50.8%	50.8%	50.5%	52.0%	52.0%	51.5%	51.5%	51.6%	
Debt-equity ratio *4	32.4%	30.3%	33.7%	32.1%	32.1%	33.4%	29.6%	28.5%	30.6%	30.6%	29.8%	

	(Millions of yen)	FY2016					FY2017					FY2018	FY2018 Forecasts
		1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY	1Q	
Segment information													
Sales (consolidated)		25,341	25,742	27,656	27,562	106,302	26,799	28,024	30,192	28,367	113,383	28,118	120,000
Auto-ID Solutions Business		25,321	25,712	27,628	27,547	106,210	26,717	27,945	30,137	28,267	113,068	27,992	119,500
Overseas		9,845	9,112	9,939	10,029	38,926	10,087	10,517	11,224	10,755	42,585	10,910	47,500
Base Business		7,895	7,321	8,114	8,078	31,411	7,925	8,356	8,987	8,696	33,964	8,730	
Primary Labels		1,949	1,790	1,824	1,951	7,515	2,161	2,161	2,237	2,059	8,620	2,180	
Japan		15,475	16,600	17,688	17,517	67,283	16,630	17,428	18,912	17,511	70,482	17,081	72,000
IDP Business		19	29	28	14	92	82	78	54	100	315	125	500
Operating income (consolidated)		1,047	1,605	1,636	1,815	6,104	851	1,704	2,119	1,573	6,249	1,473	7,300
Auto-ID Solutions Business		1,052	1,629	1,691	1,848	6,221	1,232	2,075	2,515	1,873	7,697	1,777	9,200
Overseas		710	401	275	263	1,650	369	730	663	102	1,865	553	3,100
Base Business		486	270	301	162	1,221	340	681	701	25	1,749	477	
Primary Labels		163	115	-9	55	325	46	26	-19	78	131	112	
Eliminations		60	16	-17	45	103	-18	22	-17	-1	-15	-36	
Japan		341	1,228	1,415	1,585	4,571	862	1,345	1,851	1,771	5,831	1,224	6,100
IDP Business		-53	-51	-53	-81	-240	-319	-425	-338	-342	-1,426	-303	-1,900
Eliminations		48	26	0	48	122	-60	54	-57	42	-21	0	0
Sales by vertical information (Japan)													
Manufacturing		4,499	5,155	5,174	5,274	20,103	4,914	5,263	5,615	5,752	21,546	5,217	
Logistics		3,869	3,983	4,242	3,982	16,078	3,940	4,288	4,661	3,947	16,838	4,099	
Retail		1,777	1,833	2,110	2,051	7,772	1,909	1,865	2,294	1,813	7,883	2,016	
Health Care		1,723	1,899	1,887	2,037	7,547	1,722	1,933	2,047	2,097	7,801	1,806	
Foods & Beverage		1,518	1,573	1,672	1,508	6,273	1,560	1,586	1,770	1,453	6,371	1,584	
Public		416	432	805	864	2,518	805	693	723	693	2,915	583	
Other information													
Number of employees (excl. temporary staff/end of quarter)		4,954	4,979	4,983	5,012	5,012	5,091	5,141	5,094	5,076	5,076	5,149	
Exchange rate (YTD average)													
USD/JPY		108.04	105.19	106.59	108.34	108.34	111.09	111.04	111.68	110.85	110.85	109.09	110
EUR/JPY		121.88	118.03	117.97	118.74	118.74	122.26	126.31	128.55	129.65	129.65	130.03	130

*1 EBITDA=Operating income+Depreciation+Amortization of goodwill

*2 Including lease obligations

*3 Operating income x [1 minus effective tax rate] / Average of [Equity capital + Interest-bearing debt]

*4 Interest-bearing debt / Equity capital