

MARUI GROUP CO., LTD

**Overview of Performance for the Fiscal Year
Ended March 31, 2021**

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MARUI GROUP
May 12, 2021



Highlights in the Fiscal Year Ended March 31, 2021



- 1. Important KPIs, which is EPS, ROE and ROIC, unachieved the targets for the final year of the medium-term-management-plan due to COVID-19 and increase of provision for loss on interest repayment**
- 2. We revalidated forecasts for claim of provision for loss on interest repayment, and recorded provision for loss on interest repayment of ¥19.4 billion**
- 3. For the negative impact of COVID-19,
Retailing segment operating income decreased ¥7.3 billion and
FinTech segment operating income decreased ¥2.6 billion**
- 4. We expect that recovery period from the impact of COVID-19 is FY2024 and we forecast for FY2022 EPS of ¥79.6 (VS. FY2020 68%),
ROE of 5.9% (VS. FY2020 difference – 2.9%), and
ROIC of 3.2% (VS. FY2020 difference – 0.5%)**

Consolidated Performance



	FY2020	FY2021	YOY change	YOY difference	VS. target	VS. Mid-term Plan
EPS (yen)	117.6	10.9	9	−106.7	−61.4	−119.1
ROE (%)	8.8	0.8	−	−8.0	−4.5	−9.2
ROIC (%)	3.7	1.4	−	−2.3	−1.7	−2.6
Capital costs (%)	6.9	7.8	−	+0.9	−	−
WACC (%)	3.0	3.5	−	+0.5	−	−

	Billions of yen	Billions of yen	%	Billions of yen	Billions of yen
Total Group transactions	2903.7	2919.2	101	+15.5	−50.8
Revenue	247.6	220.8	89	−26.7	−2.2
Gross Profit	195.7	178.3	91	−17.3	−1.2
〈Recurring gross profit〉	131.1	123.6	94	−7.5	−
SG&A expenses	153.7	163.0	106	+9.3	+19.0
Operating income	41.9	15.3	37	−26.6	−20.2
Net income	25.4	2.3	9	−23.1	−13.2

Segment Income



Operating income

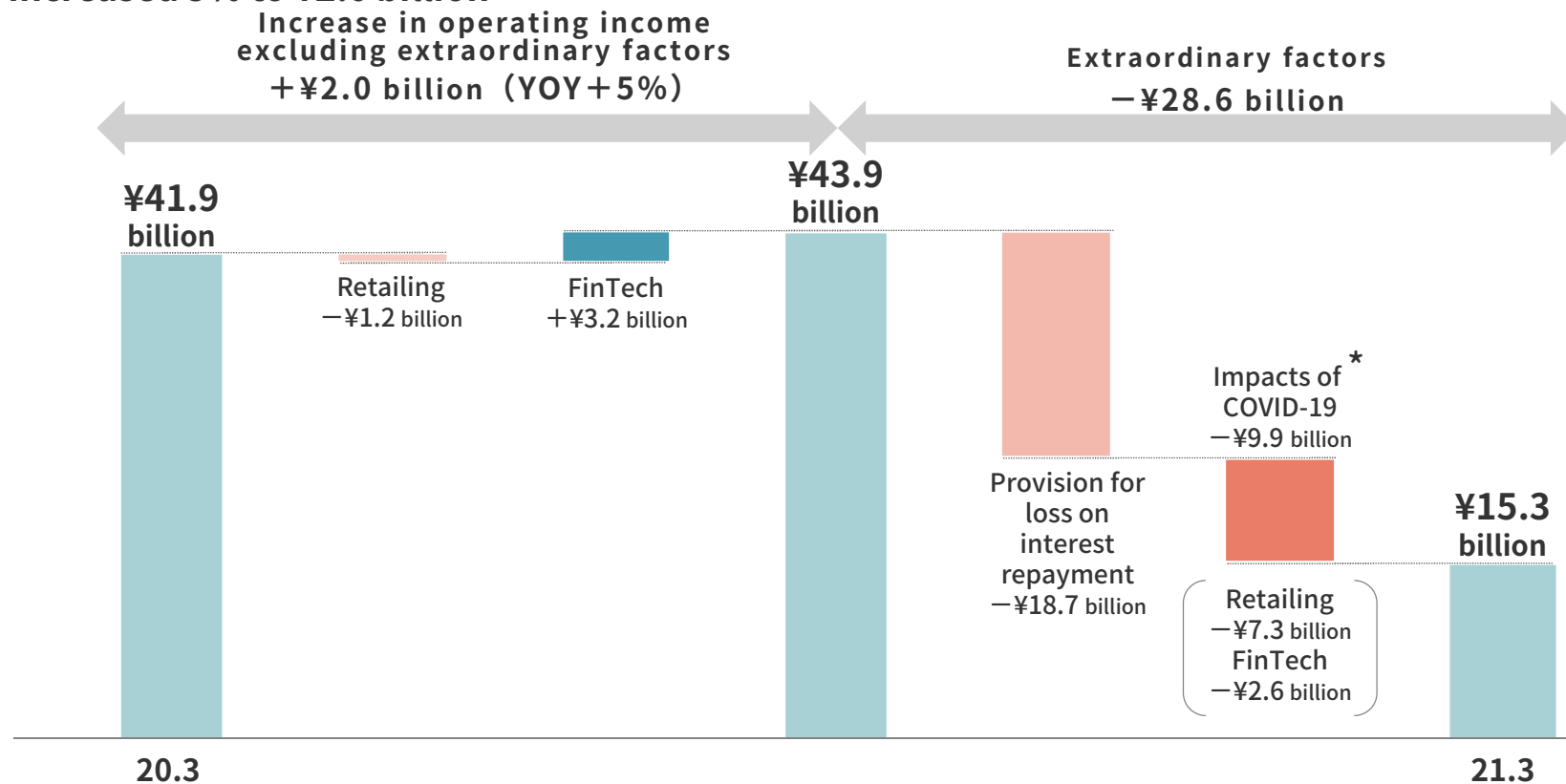
	FY2020	FY2021	YOY change	YOY difference	VS. target
	Billions of yen	Billions of yen	%	Billions of yen	Billions of yen
Retailing	10.0	1.5	15	−8.5	−1.5
FinTech	38.4	20.3	53	−18.1	−18.7
Eliminations /Corporate	−6.5	−6.5	—	0	0
Consolidated	41.9	15.3	37	−26.6	−20.2

ROIC

FY2021	YOY change
%	%
0.5	△2.9
2.5	△2.1
—	—
1.4	△2.3

Factors Affecting Operating Income

- Consolidated operating income excluding extraordinary factors and impacts of COVID-19 increased 5% to ¥2.0 billion



* Impacts of COVID-19: Difference from the estimated figures assuming that the performance for this term would follow the same trend as before COVID-19 epidemic (April.2019-February.2020)

Consolidated Balance sheets



	Mar.31, 2020	Mar.31, 2021	YOY difference
	Billions of yen	Billions of yen	Billions of yen
Operating receivables	555.6	544.7	-10.9
(Liquidated accounts receivable : Off-balance sheet)	(181.9)	(182.2)	(+0.3)
[Ratio of liquidated accounts receivable(%) *1]	[24.7]	[25.1]	[+0.4]
installment sales accounts receivable	416.3	426.7	+10.4
operating loans outstanding	139.3	118.0	-21.3
Fixed assets	259.2	277.3	+18.1
Investment securities	27.4	42.1	+14.8
Interest-bearing debt	479.8	484.6	+4.7
[Ratio of operating receivables(%) *2]	[86.4]	[89.0]	[+2.6]
Shareholder's equity	289.8	290.2	+0.4
[Equity ratio (%)]	[32.7]	[32.2]	[-0.5]
Total assets	886.0	901.1	+15.1

*1 Ratio of liquidated accounts receivable = Liquidated accounts receivable / (Operating receivables + Liquidated accounts receivable)

*2 Ratio of interest-bearing debt to operating receivables = Interest-bearing debt / Operating receivables

Cash Flows



	FY2020	FY2021	YOY difference
	Billions of yen	Billions of yen	Billions of yen
Net cash provided by (used in) operating activities	39.9	22.2	-17.7
Increase(decrease) in operating receivables	0.9	1.6	+0.7
Core operating cash flow *3	39.0	20.6	-18.4
Net cash provided by (used in) investing activities	-20.3	-16.2	+4.1
Purchase of fixed assets	-11.0	-10.4	+0.6
Acquisition of investment securities	-9.0	-6.6	+2.4
Gains on sales of investment securities, etc.	-0.3	0.8	+1.1
Net cash provided by (used in) financial activities	-25.5	-5.6	+19.9
Increase(decrease) in interest-bearing dept	-6.9	4.6	+11.5
Cash dividends paid	-11.7	-10.1	+1.6
Purchase of treasury stock, etc.	-6.9	-0.1	+6.7
Cash and cash equivalents at end of period	40.8	41.2	+0.4

*3 Core operating cash flow = Net cash provided by (used in) operating activities – Change in operating receivables

Lifetime Value Management Indicator



Recurring Gross Profit

	FY2020	FY2021	YOY Change	YOY difference
	Billions of yen	Billions of yen	%	Billions of yen
Retailing	42.6	35.7	84	− 7.0
FinTech	88.5	87.9	99	− 0.5
Total	131.1	123.6	94	− 7.5
Composition within gross profit (%)	65.3	67.7	—	+ 2.4

Contracted Future Recurring Gross Profit

From FY2022	VS. gross profit
Billions of yen	%
76.2	141
257.8	201
334.0	183

Full-Year Forecasts for FY2022




	FY2021	FY2022	YOY change	YOY difference	VS. FY2020 difference
EPS (yen)	10.9	79.6	733	+68.7	-38.0
ROE (%)	0.8	5.9	-	+5.1	-2.9
ROIC (%)	1.4	3.2	-	+1.8	-0.5
〈Reference〉					
	Billions of yen	Billions of yen	%	Billions of yen	Billions of yen
Total Group transactions	2919.2	3410.0	117	+490.8	+506.3
Revenue	207.2	212.0	102	+4.8	-20.9
Gross Profit	178.3	185.0	104	+6.7	-10.7
SG&A expenses	163.0	148.5	91	-14.5	-5.2
Operating income	15.3	36.5	238	+21.2	-5.4
Net income	2.3	16.5	709	+14.2	-8.9

*Revenues both for FY2021 and FY2022 apply the revised accounting standard “ASBJ Statement No. 29 (Accounting Standard for Revenue Recognition)”

〈Reference〉 Segment income forecasts for FY2022

Operating Income

	FY2021	FY2022	YOY change	YOY difference
	Billions of yen	Billions of yen	%	Billions of yen
Retailing	1.5	2.0	135	+0.5
FinTech	20.3	41.0	202	+20.7
Eliminations /Corporate	-6.5	-6.5	-	0
Consolidated	15.3	36.5	238	+21.2



The forward-looking statements contained in this presentation are based on information available at the time of preparation of this presentation and certain assumptions that MARUI GROUP deems to be reasonable.
The forward-looking statements may differ materially from actual results due to a variety of different factors.
Please direct any inquiries to the IR Department (Tel: 03-5343-0075).

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