

Summary of Consolidated Financial Results for the Third Quarter Ending of the Fiscal Year June 30, 2020 [Based on IFRS]

May 14, 2020

Company name: ZERO CO., LTD.
 Stock code: 9028 URL: <http://www.zero-group.co.jp/>
 Representative: President & CEO
 Inquiries: Director and Manager of Group Strategies Headquarters
 Scheduled Date of Submission of Quarterly Report: May 15, 2020
 Scheduled date to commence dividend payments: -
 Preparation of supplementary material on quarterly financial results: No
 Holding of quarterly financial results meeting: No

Stock Exchange Listing: Tokyo
 Takeo Kitamura
 Toshihiro Takahashi TEL 044-520-0106

(Amounts less than one million yen are rounded down)

1. Consolidated financial results for the third quarter ending of the fiscal year June 30, 2020 (From July 1, 2019 to March 31, 2020)

(1) Consolidated operating results (cumulative)

(Percentages indicate year-on-year changes)

	Sales revenue		Operating income		Profit before tax		Quarterly income		Profit attributable to equity shareholders of the company		Total comprehensive income of the quarter	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
3Q FY2019	71,809	7.3	3,439	58.1	3,453	59.4	2,285	156.6	2,274	156.0	2,075	186.4
3Q FY2018	66,944	12.3	2,175	Δ31.9	2,167	Δ31.9	890	Δ45.1	888	Δ45.6	724	Δ58.9

	Basic quarterly earnings per share		Diluted quarterly earnings per share	
	Yen	Yen	Yen	Yen
3Q FY2019	136.32	135.94		
3Q FY2018	53.43	53.31		

(2) Consolidated financial position

	Total assets	Total capital	Equity attributable to equity shareholders of the company	Equity ratio attributable to equity shareholders of the company
	Millions of yen	Millions of yen	Millions of yen	%
3Q FY2019	47,386	24,595	24,567	51.8
FY2018	39,554	23,072	23,056	58.3

2. Cash dividends

	Annual dividends per share				
	1st quarter-end	2nd quarter-end	3rd quarter-end	Fiscal year-end	Total
	Yen	Yen	Yen	Yen	Yen
FY2018	---	4.00	---	20.90	24.90
FY2019	---	15.00	---		
FY2019 (forecast)				19.60	34.60

(Note) Amendment from the most recently announced dividend forecast: No

3. Forecast of consolidated financial results for the year ending June 30, 2020 (From July 1, 2019 to June 30, 2020)

(Percentages indicate year-on-year changes)

	Sales revenue		Operating income		Profit before tax		Profit attributable to equity shareholders of the company		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	95,000	5.3	4,000	21.0	3,980	20.8	2,300	38.7	138.33

(Note) Revisions from the most recently released business forecast: No

※(Note)

(1) Changes in significant subsidiary companies during the current quarter (Changes in the specific subsidiary companies following changes in the scope of consolidation): No

New — Co. (Company name),

Exclusions — Co. (Company name)

(2) Changes in accounting policies, changes in accounting estimates

① Changes in the accounting policies required by IFRS : Yes

② Changes in the accounting policies due to other reasons : No

③ Changes in the accounting estimates : Yes

(Note) For details, please refer to the attached page. See “2. Summary of the Quarterly Consolidated Financial Statements and Major Notes, (6) Notes regarding Summary Quarterly Consolidated Financial Statements (Changes in Accounting Policy), (Changes in Accounting Estimates)” on page 12-13.

(3) Number of issued shares (common shares)

① Total number of issued shares at the end of the period (including treasury shares)

3Q FY2019	17,560,242 shares	FY2018	17,560,242 shares	
② Number of treasury shares at the end of the period	3Q FY2019	1,018,869 shares	FY2018	1,030,369 shares
③ Average number of shares during the period (total up to this quarter)	3Q FY2019	16,685,873 shares	3Q FY2018	16,626,874 shares

※Earnings summary is not within the scope of the quarterly review by a certified public accountant or auditor

※Explanation of the proper use of financial results forecast and other notes

The earnings forecast, and other forward-looking statements herein are based on the information currently available to the Company and certain assumptions that the Company considers reasonable. The actual results may differ significantly from these forecasts due to a wide range of factors such as economic status of the major domestic and international markets or exchange rates fluctuation.

○ Attached Documents – Table of Contents

1. Qualitative information on the quarterly financial results	2
(1) Explanation regarding the operating results	2
(2) Explanation regarding the financial position	3
(3) Explanation on future forecast information, such as consolidated earnings forecast	4
2. Summary of the consolidated financial statements and major notes	5
(1) Summary of the quarterly consolidated financial position	5
(2) Summary of the quarterly consolidated profit and loss statement	7
(3) Summary of the quarterly consolidated comprehensive income statement	8
(4) Summary of the quarterly consolidated statement of changes in equity	9
(5) Summary of the quarterly consolidated statement of cash flows	10
(6) Notes regarding summary quarterly consolidated financial statements	12
(Notes on going concern assumption)	12
(Changes in accounting policy)	12
(Changes in accounting estimate)	13
(Segment information)	14

1. Qualitative information on the quarterly financial results

(1) Explanation regarding the operating results

Japan's economy during the consolidated cumulative period of the third quarter continued to recover gradually up to the second half-yearly consolidated cumulative period; personal consumption also improved with a steady employment and income environment, but it is getting affected by the massive spread of the n – COVID infection during the consolidated cumulative period of the third quarter and it is facing downward pressure of the background. The economic environment remains unclear as a weak movement is seen in the individual consumption.

Even in the domestic automotive market, a part of automobile manufacturers are adjusting production and even the total number of new vehicles sales decreased 93.7% (statistical data of the Japan Automobile Manufacturers Association) as compared to the consolidated cumulative period of the same quarter from the previous year (hereinafter referred to as the same quarter from the previous year). The first quarterly consolidated cumulative period ratio to the same period of the previous year stood at 108.1 % as rush demand prior to the rise in consumption tax is observed and as against this, there was a massive reduction in the second quarterly consolidated cumulative period ratio to the same period of the previous year standing at 83.7 % due to effect of reaction to rush demand and natural disaster. The third quarterly consolidated cumulative period ratio to the same period of the previous year stood at 89.8 % due to effect of spread of n – COVID infection in addition to continuation of decline in motivation of consumption due to the rise in tax therefore 2-digit reduction continues at two consecutive quarters.

The number of registered used cars has continued with the same trend. However, this has stopped at slight reduction of quarterly ratio of 99.5 % as compared to the previous year.

On the other hand, the business environment of the logistics industry is in serious circumstances with insufficient drivers due to the background of a strained supply and demand in the labor market as well as cost increase factors such as increased wages, increased hiring costs, and compliance response.

Under these circumstances, in the 3-year mid-term plan from July of 2018 until June of 2021 devised by our group, and are proceeding with the following 5 topics: (1) development of new businesses in anticipation of a reduction of the domestic automobile market and next generation mobility society, (2) Expansion of human resources business corresponding to the strained supply and demand in the labor market and decreasing working age population, (3) Expansion of overseas business in anticipation of economic growth such as in ASEAN countries, (4) Maximization of effect to establish regional block companies through promotion of transportation reform in the vehicle transportation business, and (5) Creation of group synergy, including subsidiaries and cooperating companies and promotion of optimization.

As a result, the business results of our group are as follows: sales revenue of 718,09 million yen (107.3% compared to the same quarter from the previous year) and operating profit of 3,439 million yen (158.1% compared to the same quarter from the previous year). In addition, the profit before taxes was 3,453 million yen (159.4 % compared to the same quarter from the previous year), and the profit of the quarter attributable to the equity shareholders of the company was 2,274 million yen (ratio of same quarter from the previous year of 256.0 %).

Number of units related to domestic distribution of automobiles

Units: vehicles

Domestic	July of 2018 to March of 2019	July of 2019 to March of 2020	Compared to the previous year
Number of new vehicles sold			
Domestic manufacturer *1 (out of this, Nissan Motor) *1	3,833,430 (466,331)	3,593,651 (408,032)	93.7 % (87.5 %)
Foreign manufacturer *2	234,374	219,871	93.8 %
Total of new vehicle sales	4,067,804	3,813,522	93.7 %
Number of used vehicle registrations			
Registered vehicles *3	2,904,829	2,881,172	99.2 %
Light vehicles *4	2,377,288	2,375,139	99.9 %
Total number of used vehicles registered	5,282,117	5,256,311	99.5 %
Number of vehicles permanently deleted *3	189,805	194,049	102.2 %

Export	July of 2018 to March of 2019	July of 2019 to March 2020	Compared to the previous year
New vehicles of domestic manufacturers *1	3,648,385	3,521,008	96.5%
Used vehicles(registered vehicles) *5	1,089,592	1,123,567	103.1 %

*1 Calculated from Japan Automobile Industry Association statistics *2 Calculated from Japan Automobile Importers' Association statistics *3 Calculated from Japan Automobile Dealers Association statistics *4 Calculated from Japan Mini Vehicles Association statistics *5 Trial calculated from the number of export deleted registered vehicles in the Japan Automobile Dealers Association statistics

The segment business results are as follows.

① Automobile related businesses

For vehicle transportation, which is the core business, sale for Nissan Motor Co., Ltd. reduced with slump in sales of the vehicles. However, yield increased due to proactive sales activity against the major used-cars dealers in addition to start of Mitsubishi Motors' vehicle transportation business in the middle of August of 2019. There was an overall increase in revenue for automotive-related businesses due to the favorable transition of the used vehicle export business for Malaysia as well as vehicle transportation business.

The restructuring of the transportation system including cooperating companies has been accelerated with the impetus of establishment of regional block companies in the vehicle transportation business, and thorough implementation of cost management is being conducted while aiming to achieve a systematic allocation and optimum distribution network throughout Japan. Profits increased in the automotive business due to the revision of transportation charges from January of 2019, review of the depreciation period of car carriers to match the actual life expectancy, and drop in unit price of fuel expenses compared to the same period of the previous year, in the midst of business challenges such as promoting initiatives for work style reforms to create forwarding company and decrease the total work hours, increased labor costs and recruitment costs to deal with driver shortages, and increased vehicle costs due to the increased number of vehicles and the measures against aging of car carriers.

As a result, the overall sales revenue in the automobile related businesses was 52,432 million yen (107.4 % compared to the same period from the previous year), and the segment profit was 4,525 million yen (147.5 % compared to the same quarter from the previous year).

② Human resource business

With tightening of the labor demand accompanying the economic recovery and increasing personnel expenses, the difficulty in employment in major cities has become a serious matter; therefore, the Group has promoted a regional shift from the major cities to smaller cities and reinforcement of the sales system, and has reviewed its product portfolio strategically and continuously. In addition to the fact that the existing pick up service and driver dispatch business have transitioned steadily, participation in the newly entered airport related business, and the fact that transient job listing advertising costs are no longer necessary has increased revenue; and profit has increased with the restructuring of non-profitable business and cost reduction.

As a result, the sales revenue of the overall human resource business was 14,491 million yen (105.0% compared to the same quarter from the previous year), and the segment profit was 684 million yen (285.6 % compared to the same quarter from the previous year).

③ General cargo business

Revenue in the transport / warehousing business increased due to the increased cargo volume from the last minute surge in demand of the consumption tax rate, from clients that were mainly handling household equipment. However, the revenue in the port cargo handling business reduced due to reduction in coal and automobile-related cargo. Furthermore, the CKD business was launched and contributed to the sales revenue increase, increasing the revenue in the overall general cargo business as well.

Profit increased with the increased revenue in the transport / warehousing business, but revenue decreased in the port cargo business due to reduced revenue. Furthermore, expenses related to the launch of the CKD business have continued, and there was a significant decrease overall in profit in the general cargo business.

As a result of the above, the sales revenue of the overall general cargo business was 4,885 million yen (112.5% compared to the same quarter of the previous year), and the segment loss was 277 million yen (segment profit of 413 million yen in the same quarter of the previous year).

Furthermore, the company expenses not included in the abovementioned report segment (expenses affiliated with our company's management division), etc. are allocated as an item in the "adjustment amount" as indicated in "2. (Segment information) in the summary of consolidated statements for the quarter," and totaled 1,491 million yen.

(2) Explanation regarding financial position

① Status of assets, liabilities, and equity

(Assets)

Current assets increased 2,860 million yen (15.7 %) compared to the end of the previous consolidated fiscal year and were 21,038 million yen.

This was mainly because, other current assets decreased 261 million yen, but the operating receivables and other receivables increased by 2,854 million yen.

Non-current assets increased by 4,971 million yen (23.3 %) compared to the end of the previous consolidated fiscal year to 26,348 million yen.

This was mainly due to an increase of tangible fixed assets of 5,334 million yen resulting from an increase of assets of right to use, etc.

As a result, total assets increased by 7,831 million yen (19.8 %) compared to the previous consolidated fiscal year to 47,386 million yen.

(Liabilities)

Current liabilities increased 4,341 million yen (34.6 %) compared to the end of the previous consolidated fiscal year to 16,903 million yen.

This was mainly due to accrued income tax decreasing by 256 million yen, while short-term borrowings increased by 2,067 million yen, and other financial liabilities increased by 2,171 million yen due to an increase of lease liabilities.

Non-current liabilities increased by 1,967 million yen (50.2 %) compared to the end of the previous consolidated fiscal year to 5,888 million yen.

This was mainly due to an increase of 2,219 million yen in other financial liabilities due to lease liabilities, etc.

As a result, total liabilities increased by 6,309 million yen (38.3 %) compared to the end of the previous consolidated fiscal year to 22,791 million yen.

(Equity)

Total equity increased by 1,522 million yen (6.6 %) compared to the end of the previous consolidated fiscal year to 24,595 million yen.

This is mainly because retained earnings increased by 1,637 million yen due to the recording of quarterly profits attributable to equity shareholders of the company.

②Cash flow status

Cash and cash equivalents (hereinafter referred to as "funds") at the end of the consolidated accounting period of the third quarter increased by 213 million yen compared to the end of the previous consolidated accounting fiscal year to 3,679 million yen.

Each cash flow status category during the consolidated cumulative period of the third quarter and their causes are as follows.

(Cash flow through operating activities)

Funds obtained from operating activities were 2,731 million yen (there were expenditures of 1,410 million yen during the same period of the previous year).

The main cause of the increase in funds were 2,285 million for profit from quarterly profits and 3,119 million yen for depreciation and amortization expenses which are non-fund expenses; the main cause of the decrease in funds was increased amount of trade receivables of 2,418 million yen and 1,327 million yen for payment of corporate income. To compare this with consolidated cumulative period of the previous third quarter, depreciation and amortization have increased due to the adoption of IFRS16 "lease", etc.

(Cash flow through investment activities)

Net cash used in investment activities was 1,510 million yen (expenditures of 1,665 million yen during the same period of the previous year).

The main itemization breakdown for expenditures was 1,371 million yen for acquisition of tangible fixed assets and investment property.

(Cash flow through financial activities)

Funds used due to financing activities were 1,006 million yen (income of 1,632 million yen in the previous year).

The main itemization breakdown for income was 2,100 million yen for short-term borrowings, and the main itemization breakdown for expenditures were 2,406 million yen lease liabilities payments and 593 million for dividends. To compare this with consolidated cumulative period of the previous third quarter, expenditures due to lease liability payments (payment of finance / lease liabilities for the consolidated cumulative period of the previous third quarter) have increased due to the adoption of IFRS16 "lease", etc.

(3) Explanation regarding the future forecast information such as consolidated business forecast

We have not made any amendments to the consolidated forecast announced on August 8, 2019. However sense of uncertainty about the future heightens, since as for the effect of spread of n-COVID infection April 2020 onwards when the situation such as declaration of emergency situation deepened, no. of vehicles sold in Japan will drop and no. of vehicle transportation contracts will also drop along with increased production adjustment by domestic automobile manufacturers and confinement (lockdown). Our full-year forecast based on our best estimate as of this reporting remains unchanged, but if any significant changes of the circumstance happen we will make announcements in a proper manner.

2. Summary of the consolidated financial statements and major notes

(1) Summary of quarterly consolidated statement of financial position

(Unit: million yen)

	End of the previous consolidated accounting year (June 30, 2019)	End of the consolidated accounting period of the third quarter (March 31, 2020)
Assets		
Current assets		
Cash and cash equivalents	3,465	3,679
Trade and other receivables	13,281	16,136
Inventories	922	968
Other financial assets	4	11
Other current assets	503	242
Total current assets	18,177	21,038
Non-current assets		
Tangible fixed assets	11,931	17,265
Goodwill and intangible assets	2,803	2,702
Investment properties	3,393	3,304
Investment accounting processed with equity method	986	1,023
Other financial assets	1,629	1,414
Other non-current assets	291	326
Deferred tax assets	341	310
Total non-current assets	21,377	26,348
Total assets	39,554	47,386

(Unit: million yen)

	End of the previous consolidated accounting year (June 30, 2019)	End of the consolidated accounting period of the third quarter (March 31, 2020)
Liabilities and Equity		
Liabilities		
Current liabilities		
Trade and other payable	6,976	7,210
Loans	1,283	3,350
Other financial liabilities	720	2,892
Income taxes payable, etc.	901	644
Other current liabilities	2,679	2,804
Total current liabilities	12,561	16,903
Non-current liabilities		
Loans	154	80
Other financial liabilities	1,519	3,739
Retirement benefits liabilities	1,725	1,562
Other non-current liabilities	306	290
Deferred tax liabilities	214	215
Total non-current liabilities	3,920	5,888
Total liabilities	16,481	22,791
Equity		
Capital	3,390	3,390
Capital surplus	3,362	3,395
Treasury stock	△687	△681
Other component of funds	236	69
Retained earnings	16,754	18,392
Total equity attributable to the equity shareholders of the company	23,056	24,567
Non-controlling interest	16	27
Total Equity	23,072	24,595
Total liabilities and equity	39,554	47,386

(2) Summary of quarterly consolidated profit and loss statement

(Unit: million yen)

	Consolidated cumulative period for the previous third quarter (from July 1, 2018 to March 31, 2019)	Consolidated cumulative period of this third quarter (from July 1, 2019 to March 31, 2020)
Sales revenue	66,944	71,809
Cost of sales	△ 58,307	△61,805
Gross Profit	8,636	10,004
Selling, general and administrative expenses	△ 6,968	△ 6,790
Other income	555	274
Other expenses	△47	△49
Operating profit	2,175	3,439
Financial profit	9	11
Financial expenses	△36	△45
Investment gain / loss through equity method	17	48
Profit before tax	2,167	3,453
Corporate income tax expenses	△1,276	△1,168
Profits of the quarter	890	2,285
Attribution of the profits of the quarter (>):		
Equity shareholders of the company	888	2,274
Non-controlling interest	2	11
Profits of the quarter	890	2,285
Quarterly earnings per share-		
Basic quarterly earnings per share (yen)	53.43	136.32
Diluted quarterly earnings per share (yen)	53.31	135.94

(3) Summary of quarterly consolidated statement of comprehensive income

(Unit: million yen)

	Consolidated cumulative period for the previous third quarter (from July 1, 2018 to March 31, 2019)	Consolidated cumulative period of this third quarter (from July 1, 2019 to December March, 2020)
Profits for the quarter	890	2,285
Other comprehensive income		
Items not transferring over to profit or loss:		
Remeasurement of defined benefit system	△18	△43
Financial assets measured by fair value through other comprehensive income	△125	△ 155
Total of the items not transferring over to profit or loss	△143	△198
Items which may be transferred over to profit or loss		
Other comprehensive income equity of affiliated company accounted for by the equity method	△22	△11
Total of the items which may be transferred over to profit or loss	△22	△11
Other comprehensive income after tax deduction	△166	△210
Comprehensive income for the quarter	724	2,075
Attribution of the comprehensive income for the quarter:		
Equity shareholders of the company	722	2,064
Non-controlling interest	2	11
Comprehensive income for the quarter	724	2,075

(4) Summary of quarterly consolidated statement of changes in equity
Consolidated accounting period of the second quarter (from July 1, 2018 to March 31, 2019)

(Unit: million yen)

	Equity attributable to equity shareholders of the company										Non-controlling interest	Total equity
	Capital	Capital surplus	Treasury stock	Other components of funds					Retained earnings	Total equity attributing to the equity shareholders of the company		
				Conversion difference of business activities overseas	Fluctuation of fair value of financial assets which can be sold	Financial assets measured by fair value through other comprehensive profits	Remeasurement of defined benefit system	Total other components of funds				
Balance on July 1, 2018	3,390	3,305	△687	△47	464	-	-	416	15,682	22,108	11	22,119
Cumulative effect amount due to change of accounting method					△464	464		-	△18	△18		△18
Carrying amount with the change in accounting method reflected	3,390	3,305	△687	△47	-	464	-	416	15,664	22,089	11	22,101
Profit of the quarter								-	888	888	2	890
Other comprehensive income				△22		△125	△18	△166		△166		△166
Comprehensive income of the quarter	-	-	-	△22	-	△125	△18	△166	888	722	2	724
Dividends of surplus								-	△348	△348		△348
Share-based payment transactions, etc.		44								44		44
Acquisition of own shares								-				
Other Acquisition of treasury stock			△0					-		△0		△0
Transfer from other capital component to Retained earnings							18	18	△18	-		-
Total transactions, etc. with the owners	-	44	△0	-	-	-	18	18	△367	△303	-	△303
Balance on March 31, 2019	3,390	3,350	△687	△70	-	339	-	269	16,185	22,508	13	22,522

Consolidated accounting period of the previous third quarter (from July 1, 2019 to March 31, 2020)

(Unit: million yen)

	Equity attributable to equity shareholders of the company										Non-controlling interests	Total equity
	Capital	Capital surplus	Treasury stock	Other components of funds					Retained earnings	Total equity attributing to the equity shareholders of the company		
				Conversion difference of business activities overseas	Fluctuation of fair value of financial assets which can be sold	Remeasurement of defined benefit system	Total other components of funds					
Balance on July 1, 2019	3,390	3,362	△687	△50	286	-	236	16,754	23,056	16	23,072	
Profit of the quarter								-	2,274	2,274	11	2,285
Other comprehensive income				△11	△155	△43	△210			△210		△210
Comprehensive income of the quarter	-	-	-	△11	△155	△43	△210	2,274	2,064	11	2,075	
Dividends of the surplus								-	△593	△593		△593
Share-based payment transactions		33	6					-		40		40
Transfer from other capital component to retained earnings						43	43	△43		-		-
Total of transactions, etc., with the owners	-	33	6	-	-	43	43	△636	△552	-		△552
Balance on March 31, 2020	3,390	3,395	△681	△61	131	-	69	18,392	24,567	27	24,595	

(5) Summary of quarterly consolidated cash flow statements

(Unit: million yen)

	Consolidated cumulative period for the previous third quarter (from July 1, 2018 to March 31, 2019)	Consolidated cumulative period of this third quarter (from July 1, 2019 to March 31, 2020)
Cash flow from operating activities		
Profits of the quarter	890	2,285
Depreciation and amortization costs	1,262	3,119
Interest income and dividend	△8	△10
Interest expense	34	38
Investment gain / loss through equity method	△17	△48
Corporate income tax expenses	1,276	1,168
Increase / decrease of trade receivables (△ is an increase)	△2,875	△2,418
Increase / decrease of inventories (△ is an increase)	△645	△46
Increase / decrease of trade payables (△ is a decrease)	957	571
Increase / decrease in retirement benefits liabilities (△ is a decrease)	△371	△213
Other	100	△359
Subtotal	601	4,086
Interest and dividend received	8	10
Interest paid	△34	△38
Corporate income tax paid	△1,986	△1,327
Net cash provided by (used in) operating activities	△1,410	2,731
Cash flow from investment activities		
Payment for acquisition of tangible fixed assets and investment properties	△1,486	△1,371
Proceed from sales of tangible fixed assets and investment properties	6	9
Payment for intangible assets	△223	△106
Payment for loans receivable	△14	△35
Proceed from loans receivable	11	13
Other	41	△21
Net cash provided by (used in) investment activities	△1,665	△1,510

	Consolidated cumulative period for the previous third quarter (from July 1, 2018 to March 31, 2019)	Consolidated cumulative period of this third quarter (from July 1, 2019 to March 31, 2020)
Cash flow from financing activities		
Net increase or decrease of short-term loans (△ is a decrease)	2,600	2,100
Repayment of long-term loans	△189	△106
Repayment of finance lease debts	△429	-
Repayment of lease debts	-	△2,406
Dividend paid	△348	△593
Payment for acquisition of treasury stock	△0	-
Cash flow through financing activities	1,632	△1,006
Increase / decrease in of cash and cash equivalents (△ is a decrease)	△1,443	213
Cash and cash equivalents at the beginning of the quarter	5,273	3,465
Balance of cash and cash equivalents at the end of the quarter	3,829	3,679

- (6) Notes regarding summary of quarterly consolidated financial statements
(Notes on going concern assumption)
There are no applicable matters.

(Changes in accounting policies)

The important company policies that our group applies to this quarterly consolidated financial statement summary will be the same company policies applicable to the consolidated financial statements of the previous consolidated accounting year excluding the below.

(1) Application of IFRS No. 16 (lease)

Our group has applied the following standards starting from the first quarter of the consolidated accounting period.

Standard	Name of the standard	Summary
IFRSNo. 16	Lease	Definition of lease and revision of accounting process

In the application of IFRS No. 16 "Lease (announced in January of 2016, hereinafter referred to as IFRS No. 16), a method which is approved as a transitional measure that recognizes the cumulative amount of financial impact due to the application of this standard to be recognized on the day the application is started (retroactive revision approach), is being adopted. Therefore, revised comparison information is not shown again, and the cumulative effect of the application of IFRS No. 16 is recognized on the initial application date, which is July 1, 2019.

In the previous consolidated accounting year, our group has classified all substantial risks and lease contracts with economic benefit as finance lease. Lease assets are initially recognized at the fair value or the current value of the total amount of minimum payment lease fee. Lease contracts other than finance leases are classified as operating leases and are not appropriated in the consolidated statement of affairs of our group. The payment lease fee of operating leases is recognized as an expense throughout the lease period based on the straight-line method.

During this consolidated accounting year, our group did not categorize borrower leases as finance leases or operating leases, in accordance with IFRS No. 16. Our group introduced a single accounting model, and has recognized lease debts which show the obligation to pay the right-of-use asset and lease fee, which show the right to use the underlying assets as a general rule for all leases; excluding cases of short term leases with a lease period shorter than 12 months or small amount assets leases.

Accompanying the application of IFRS No. 16, for borrower lease transactions, our group has measured the right to use asset at acquisition cost and the lease debt at the current value of the total amount of unpaid lease fees at the lease commencement date. The acquisition cost of the right to use asset is initially measured by adjusting the prepaid lease payment, etc. to the initial measured amount of the lease debt. In the summary of consolidated financial status statement for the quarter, the right-of-use asset is shown as included in the "tangible fixed assets," and the lease debt is included in the "other financial debts." The depreciation of the right-of-use assets and interest costs related to the lease debt are appropriated after recognizing the right-of-use assets and the lease debts.

Our group estimates the lease period of the right-of-use asset by adding a reasonably certain time period in which executing an option to extend the lease or executing an option to cancel the lease will not be exercised during the irrevocability period of the lease. In addition, the discount rate applied to the lease debts related to the applicable right-of-use assets utilize the borrowing interest rate of the borrower. The right-of-use assets are depreciated using the straight-line method over the useful life period of the underlying asset if the ownership of the underlying asset is to be transferred to the borrower, over the shorter of either the useful life period or the lease period for other cases.

In addition, our group utilizes the following practical expedients in applying the IFRS No. 16.

- Regarding leases in which the lease period is to be concluded within 12 months of the application start date, the same accounting process method of short-term leases
- Exclude the initial direct cost from the measurement of right-of use as of the date of initial application
- Carry over the past decision of whether the transaction is a lease or not for the contracts signed before the previous consolidated accounting year
- Utilize ex post facto decisions in the case of calculating the lease period for contracts which include extension or cancellation options

(2) Effect on the summary of the consolidated financial statements of the quarter

For the company group, 8,871million yen for right-of-use assets and 8,720 million yen for lease debts are appropriated in the summary of consolidated financial status statements for this quarter on July 1, 2019. This is mainly an influence of the lease fee classified as an operating lease in IAS No. 17 being appropriated as an asset and debt upon application of IFRS No. 16. Furthermore, there is no effect on the accumulated earnings at the beginning of the term because right-of-use assets that is the same amount as the lease debts (however, advance lease fee is revised) is recognized when the lease debt is recognized.

The average of the added borrowing interest applied to the lease debts at the time of the application start date was 0.2%.

In addition, the cash flow due to sales activities increased, and the cash flow due to financial activities decreased in conjunction with the change, etc. of display in the operating lease cost.

The difference between the total of the minimum lease fee of the irrevocable operating leases at the last date of the fiscal year immediately before the application start date, and the lease debt recognized in the summary of the consolidated financial status statement for the quarter as of the application start date, is as follows.

(Million yen)	
	Amount
Total amount of future minimum lease fees for irrevocable operating lease (June 30, 2019)	1,965
Total amount of future minimum lease fees for irrevocable operating lease after discount (July 1, 2019)	1,946
Lease debts classified in the finance leases (June 30, 2019)	2,149
Effects, etc., from the review of lease period due to the application of IFRS No. 16	4,624
Lease debts recognized in the summary of the consolidated financial status statement as of the application start date (July 1, 2019)	8,720

(Change of accounting estimates)

In creating the summary of the consolidated financial statements for the quarter conforming to IFRS, managers are required to apply the accounting policy as well as to determine, estimate, presume the effect thereof on the assets, debts, profits, and cost amount. The actual business results may differ compared to these estimates.

The estimate and the assumptions, which become the base of the estimates, will be continuously reviewed. The effect from the accounting estimate review is recognized in the accounting period in which the estimate is reviewed and in the future accounting period thereafter.

Excluding the changes in accounting estimate indicated below, the estimate and decisions significantly affecting the amount in the summary of the consolidated financial statements in the quarter are the same as the consolidated financial statements in the previous consolidated accounting year.

(Change in life expectancy)

Regarding the group's sales vehicles in the automobile related business by our company, (some excluded); it became clear that long-term usage could be expected through regular maintenance, etc. Due to this, the life expectancy has been revised from the conventional 7 years to 10 years starting the first quarter of the consolidated accounting period going forward.

Due to this, 235 million yen has been added to the sales profit and pre-tax profits for this third quarter of the consolidated cumulative period compared to the case of using the conventional useful life period. In addition, the effect on the segment information is indicated in the applicable portions.

(Segment information)

The segment information of our group is as follows.

Consolidated cumulative period of the previous third quarter (from July 1, 2018 to March 31, 2019)

(Unit: million yen)

	Automobile related businesses	Human resource businesses	General cargo businesses	Total	Adjustment amount (note)	Total amount on the quarterly consolidated financial statements
Sales revenue						
Sales revenue from external customers	48,807	13,796	4,341	66,944	-	66,944
Sales revenue between segments	27	885	306	1,219	△1,219	-
Total	48,834	14,681	4,647	68,163	△1,219	66,944
Segment profit (operating profit)	3,068	239	413	3,721	△1,545	2,175

(Note) The △1,545 million yen adjustment amount in the segment profits includes the total company cost △1,545 million yen and 0 million yen of transaction elimination between segments. The total company cost is an expense related to the management divisions of our company not belonging to the reporting segment.

Consolidated cumulative period of this third quarter (from July 1, 2019 to March 31, 2020)

(Unit: million yen)

	Automobile related businesses	Human resource businesses	General cargo businesses	Total	Adjustment amount (note)	Total amount on the quarterly consolidated financial statements
Sales revenue						
Sales revenue from external customers	52,432	14,491	4,885	71,809	-	71,809
Sales revenue between segments	32	850	341	1,225	△1,225	-
Total	52,465	15,342	5,226	73,034	△1,225	71,809
Segment profit (operating profit)(△ is loss)	4,525	684	△277	4,931	△1,491	3,439

(Note) 1. The △1,491 million yen adjustment amount in the segment profits includes the total company cost △1,491 million yen and 0 million yen of transaction elimination between segments. The total company cost is an expense related to the management divisions of our company not belonging to the reporting segment.

2. as indicated in "2. Summary of consolidated financial statements for the quarter and important notes (change in accounting estimates)", the life expectancy has been changed starting from the consolidated cumulative period of this second quarter for the vehicles for sales in our company's automobile related businesses (excludes some). Due to this change, the segment profit during the consolidated cumulative period of this third quarter has increased 235 million yen in the automotive related businesses compared to that of the conventional method.