Summary of consolidated financial results as of December 31, 2019

Listed Company **ICHIKOH INDUSTRIES, LTD.** Tokyo First section

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Date for holding shareholders' meeting: March 26, 2020 Date for submitting financial statement reports: March 27, 2020

Date for starting dividends payment: March 27, 2020

Preparation of Supplementary Explanations of Financial Results: Yes

Financial Results Presentation to Be Held: Yes (Institutional Investor, Analyst)

(Figures under million yen rounded down)

1. Summary of financial results as of December 31, 2019 (January 1, 2019 ~ December 31, 2019)

(1) Consolidated operating results				,	•	(Percentages(%) shows	fluctuation to the	previous.)
		Net sales		Operating income		Ordinary income		Net income attributable to	
				operating means		,		the shareholde	er parent
		million yen	%	million yen	%	million yen	%	million yen	%
3	1-Dec-19	133,053	△ 5.4	6,440	△ 28.5	7,363	△ 24.0	5,214	△ 46.5
3	1-Dec-18	140,600	-	9,003	-	9,694	-	9,756	-

(Note) Comprehensive income:

Dec 31,2019 6,152 million yen (△15.2%) Dec 31,2018 7,251 million yen (-%)

	Net income per share	Net income per share including assuming diluted stocks	Net income / Shareholders' equity	Ordinary income / Total assets	Operating income / Net sales
	yen	yen	%	%	%
31-Dec-19	54.26	-	12.6	6.9	4.8
31-Dec-18	101.54	-	27.6	9.4	6.4

Investment gains / losses on equity method :

Dec 31,2019 825 million yen Dec 31,2018 940 million yen

Consolidated financial conditions

	Total assets	Net assets	Ratio of shareholders' equity	Net assets per share
	million yen	million yen	%	yen
31-Dec-19	109,813	45,405	40.3	460.23
31-Dec-18	102,416	39,997	37.9	403.79

(Reference) Shareholders' equity:

> Dec 31,2019 44,240 million yen Dec 31,2018 38,798 million yen

(3) Consolidated cash flow

	Operating activities	Investing activities	Financing activities	Cash and cash equivalents at the end	
	million yen	million yen	million yen	million yen	
31-Dec-19	16,122	△16,724	△1,409	8,196	
31-Dec-18	21,630	△5,824	△14,818	10,215	

2. Dividends

	Dividend per share			Total payment	Dividends	Total payment			
	1Q	2Q	3Q	4Q	Full Year	(Full year) payout		/ Shareholders' equity	
	yen	yen	yen	yen	yen	million yen	%	%	
31-Dec-18	-	2.50	-	4.50	7.00	672	6.9	1.9	
31-Dec-19	-	3.50	-	3.50	7.00	672	12.9	1.6	
31-Dec-20 (forecast)	-	4.00	-	4.00	8.00		14.0		

3. Consolidated earnings forecasts for the year ending December 31, 2020 (January 1, 2020 ~ December 31, 2020)

(Percentages(%) shows fluctuation to the previous respectively.)

	Net sales		Operating income		Ordinary income		Net income attributable to the shareholder parent company		Net incom per share	-
	million yen	%	million yen	%	million yen	%	million yen	%		yen
First half	66,000	△ 1.4	2,900	△ 27.8	3,100	△ 25.7	2,300	△ 16.6	23.93	
Full year	137,000	3.0	7,200	11.8	7,700	4.6	5,500	5.5	57.22	

X Note

(1) Principal affiliates' transfer in this fiscal term (in accordance with the change of consolidation scope)

No

Added 0 (Corporate name) Excluded 0 (Corporate name)

- (2) Changes in accounting policies, changes in accounting estimates, and restatement
 - ① Changes in accounting policies due to revisions to accounting standard: No
 - ② Changes in accounting policies due to other reasons: No
 - ③ Changes in accounting estimates: No
 - (4) Restatement: No
- (3) Number of issued stocks (Common stocks)

31-Dec-19

① Number of issued stocks at the end (including treasury stocks)

96,292,401 31-Dec-18 96,250,001

2 Number of treasury stocks at the end

31-Dec-19 164,321 31-Dec-18 163,749

3 Average shares outstanding over period (cumulative; consolidated)

31-Dec-19 96,112,096 31-Dec-18 96,077,852

(Reference) Summary of Non-consolidated financial results as of December 31, 2019

1. Summary of financial results as of December 31, 2019 (January 1, 2019 ~ December 31, 2019)

(1) Operating results

(Percentages(%) shows fluctuation to the previous.)

	Net sales	5	Operating in	come	Ordinary in	come	Net incor	me	
	million yen	%	million yen	%	million yen	%	million yen	%	
31-Dec-19	102,250	△ 6.8	5,108	△ 22.4	5,413	△ 28.7	3,522	△ 57.8	
31-Dec-18	109,671	-	6,580	-	7,588	-	8,357	-	

	Net income per share	Net income per share including assuming diluted stocks
	yen	yen
31-Dec-19	36.65	_
31-Dec-18	86.99	_

(2) Financial conditions

	Total assets	Net assets	Ratio of shareholders' equity	Net assets per share	
	million yen	million yen	%	yen	
31-Dec-19	88,360	36,980	41.9	384.70	
31-Dec-18	82,108	33,761	41.1	351.37	

(Reference) Shareholders' equity:

Dec 31,2019 36,980 million yen De

Dec 31,2018 33,761 million yen

* Indication for status of an audit

This is not subject of an audit based on Financial Instruments and Exchange Act, and the audit is not finished when this is released.

* Appropriate use of business forecast; other special items:

Those prospects have been made on the basis of the information available as of today. Accordingly, actual financial results may materially differ from those prospects due to various factors and events that may occur hereafter.

1. Summary of Financial Results

(1) Summary of Financial Results of this fiscal year

The Japanese economy for this consolidated fiscal year, domestic demand for full year maintained increase compared to last year thanks to the consecutive holidays for the change of the name of era and the rush demand before the consumption tax even though domestic demand dropped after consumption tax increase in October, but exports mainly to Asia including China decreased compared to last year due to USA-China trade war, and economy downturned as a whole.

As for the global economy, the consumption and employment index and the market indicators in USA maintained steady in general, and in China, economy downturned but domestic demand was partially improved due to contraction of range of the reduction of the individual consumption and contraction of range of reduction of export thanks to the demand from developing countries such as ASEAN. The economy of the developing countries in ASEAN showed signs of weakening such as a drop in export affected by the economic slowdown in China and a considerable slowdown in growth rate in Thailand.

As for automotive market to which the company group belongs, the domestic car production volume remained strong in both domestic demand and export and increased compared to the same period of last year. The total car production volume of the three countries in ASEAN regions decreased compared to the same period of last year, as the production in Malaysia increased but the production in Thailand decreased because export decreased in spite of domestic sales increase, and the production in Indonesia also decreased.

Under those circumstances, for the consolidated fiscal year on a combined base of ASEAN affiliates, both the sales and profits increased. On the other hand, in addition to the decrease in sales and profits of an affiliate in China which manufactures mirrors, the domestic sales and profits decreased compared to the same period of last year due to effect of lower production centered on vehicles for export and increase in expenses such as R&D expenses while production of strongly selling models continuously increased since last year. As a result, sales was 133,053 million yen (5.4%decrease compared to the same period of last year) and operating income was 6,440 million yen (28.5% decrease compared to the same period of last year). Ordinary income was 7,363 million yen (24.0% decrease compared to the same period of last year) and net income attributable to shareholders of the parent company was 5,214 million yen (46.5% decrease compared to the same period of last year).

Results by each segment are as follows:

1. Auto-Components business

As for auto-components business, both the sales and profits increased on a combined base of ASEAN affiliates. On the other hand, in addition to the decrease in sales and profits of an affiliate in China which manufactures mirrors, the domestic sales and profits decreased compared to the same period of last year due to effect of lower production centered on vehicles for export and increase in expenses such as R&D expenses while production of strongly selling models continuously increased since last year. As a result, sales was 124,403 million yen (5.5% decrease compared to the same period of last year)and operating income was 6,305 million yen (27.9% decrease compared to the same period of last year).

2. After-Market business

As for after-market business, the sales was 8,687 million yen (0.1% increase compared to the same period of last year) but operating income was 209 million yen (20.5% decrease compared to the same period of last year) because of the increase in the sales promotion cost and the cost for new system introduction.

3. Other business

Due to the decrease in the demand of light bulb for automobile, sales was 1,710 million yen (13.8% decrease compared to the same period of last year) and operating loss was 82 million yen (Operating income was 3 million yen in the same period of last year).

(2) Future Outlooks

As for the performance forecast for the next fiscal year ending December 2020, though market trends of automotive production remains unpredictable because of the spread of the Corona virus and effect of USA-China trade war, production sales in ASEAN are expected to increase continuing from previous fiscal year and sales in Japan are also expected to increase mainly thanks to lamps. The performance forecast is 137,000 million yen in sales, 7,200 million yen in operating income, 7,700 million yen in ordinary income and 5,500 million yen in net income attributable to shareholders of the parent company. The effects on production, procurement and sales caused by the spread of the Corona virus are not taken into account in this forecast.

The investment and other measures incorporated in the forecast are in line with the mid-term plan, and there is no change in mid-term growth strategies and targets.

The company considers both of the below as the important issues for the management to achieve.

- (1) Improve the corporate value by Research and Development and capital investment utilizing internal reserves
- (2) Improve the profit return to shareholders

Based on such basic policies, comprehensively taking into consideration the brisk demand for fund for technological development to secure the competitiveness in a highly competitive environment and security of payout ratio higher than last year, the year-end dividend is 3.5 yen per share following the midterm dividend, and the annual dividend becomes 7 yen which is the same amount as the previous year.

As for dividend of FY2020, the annual dividend will be 8 yen per share, an increase of 1 yen, since the company expects an increase in both sales and income and has the perspective to improve payout ratio.

2. Basic concept on the selection accounting standards

The Japanese accounting standard is currently adopted in the company to realize easier year-on -year comparison and comparability to other companies of the same industry in Japan. However, comprehensively taking into account the fact that IFRS is adopted in the parent company, the company continues to consider the change of accounting system to IFRS in the future.

3. Consolidated Financial Statement

(1) Consolidated Balance Sheets

	Previous Year End	Current Year End
		(As of December 31, 2019)
Assets	(11 11 11 11 1 1 1 1 1 1 1 1 1 1 1 1 1	(**************************************
Current assets		
Cash and deposits	10,215	8,196
Notes and accounts receivable-trade	23,590	20,118
Electronically recorded monetary claims-operating	1,049	1,541
Merchandise and finished goods	3,463	4,878
Work in progress	712	647
Raw materials and supplies	3,357	3,795
Short-term loans	-	5,888
Other	1,277	1,277
Allowance for doubtful accounts	(75)	(89)
Total current assets	43,589	46,255
Noncurrent assets		·
Property, plant and equipment		
Buildings and structures	27,651	29,312
Accumulated depreciation	(16,219)	(16,960)
Buildings and structures, net	11,432	12,351
Machinery, equipment and vehicles	38,152	40,779
Accumulated depreciation	(26,309)	(26,956)
Machinery, equipment and vehicles, net	11,842	13,823
Tools, furniture and fixtures	14,851	17,080
Accumulated depreciation	(10,289)	(12,031)
Tools, furniture and fixtures, net	4,561	5,049
Land	3,379	3,398
Lease assets	12,106	10,362
Accumulated depreciation	(8,338)	(8,811)
Lease assets, net	3,767	1,551
Construction in progress	4,064	6,587
Total property, plant and equipment	39,048	42,760
Intangible assets		
goodwill	324	135
Other	985	1,151
Total intangible assets	1,309	1,287
Investments and other assets		
Investment securities	5,167	5,042
Long-term loans receivable	519	909
Investment in affiliates	7,287	7,510
Deferred tax assets	4,084	3,956
Other	1,416	2,099
Allowance for doubtful accounts	(8)	(8)
Total investments and other assets	18,467	19,510
Total noncurrent assets	58,826	63,558
Total assets	102,416	109,813

	Dravious Vees Fig. 1	(Willions or yen)
	Previous Year End	Current Year End
1 * 1 996	(As of December 31, 2018)	(As of December 31, 2019)
Liabilities		
Current liabilities	05.004	00.540
Notes and accounts payable-trade	25,831	29,549
Short-term loans payable	2,100	1,012
Current portion of long-term loans payable	1,329	1,129
Lease obligations	3,072	730
Income taxes payable	1,549	1,080
Accrued expenses	3,476	3,525
Accounts payable	3,033	1,578
Provision for bonuses	921	1,004
Provision for directors' bonuses	23	25
Provision for product warranties	1,552	1,739
Notes payable-facilities	162	469
Other	3,799	3,975
Total current liabilities	46,853	45,821
Noncurrent liabilities		
Long-term loans payable	4,604	8,974
Lease obligations	1,654	490
Deferred tax liabilities	190	182
Retirement benefits	8,858	8,718
Asset retirement obligations	202	170
Provision for environmental measures	8	8
Other	45	40
Total noncurrent liabilities	15,565	18,586
Total liabilities	62,418	64,407
Net assets		
Shareholders' equity		
Capital stock	8,972	8,986
Capital surplus	2,491	2,505
Retained earnings	29,821	34,267
Treasury stock	(45)	(45)
Total shareholders' equity	41,239	45,713
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	1,423	1,899
Foreign currency translation adjustment	(2,817)	(2,905)
Adjustment retirement benefits	(1,047)	(467)
Total accumulated other comprehensive income	(2,441)	(1,473)
Minority interests	1,199	1,165
Total net assets	39,997	45,405
Total liabilities and net assets	102,416	109,813

(2) Consolidated Statements of Income and Consolidated Statements of Comprehensive Income

Consolidated Statements of Income

onsolidated Statements of Income		(Millions of yen
	Previous FY	Current FY
	(January 1, 2018 ~	(January 1, 2019 ~
	December 31, 2018)	December 31, 2019)
Net sales	140,600	133,053
Cost of sales	111,470	105,482
Gross profit	29,130	27,570
Selling, general and administrative expenses	20,127	21,130
Operating income (loss)	9,003	6,440
Non-operating income		
Interest income	82	89
Dividends income	258	239
Gain on securities sold	-	173
Equity in earnings of affiliates	940	825
Subsidy income	198	
Other	81	122
Total non-operating income	1,562	1,450
Non-operating expenses		
Interest expenses	328	160
Commission fee	144	22
Foreign exchange losses	234	250
Loss on reduction of noncurrent assets	103	
Other	59	93
Total non-operating expenses	871	527
Ordinary income	9,694	7,363
Extraordinary income		
Gain on disposal of noncurrent assets	4	C
Total extraordinary income	4	C
Extraordinary loss		
Loss on disposal of noncurrent assets	267	240
Total extraordinary losses	267	240
Income before income taxes and minority interests	9,431	7,123
Income taxes-current	1,926	2,109
Income taxes-deferred	(2,286)	(172
Total income taxes	(360)	1,937
Income before minority interests	9,791	5,185
Minority interests in income	35	(29
Net income	9,756	5,214
		,

onsolidated Statements of Comprehensive income		(Willions of year)
	Previous FY	Current FY
	(January 1, 2018 ~	(January 1, 2019 ~
	December 31, 2018)	December 31, 2019)
Income before minority interests	9,791	5,185
Other comprehensive income		
Valuation difference on available-for-sale securities	(883)	476
Foreign currency translation adjustment	(510)	85
Remeasurements of defined benefit plans.	(792)	580
Share of other comprehensive income of associates accounted for using equity method	(354)	(175)
Total other comprehensive income	(2,540)	966
Comprehensive income	7,251	6,152
Comprehensive income attributable to		
Comprehensive income attributable to owners of the parent	7,245	6,183
Comprehensive income attributable to minority interests	5	(30)

(3) Consolidated Statements of Change in Net Assets		(Willions or year)
	Previous FY	Current FY
	(January 1, 2018 ~	(January 1, 2019 ~
	December 31, 2018)	December 31, 2019)
Shareholders' equity		
Capital stock		
Balance at the beginning of current period	8,957	8,972
Issue new shares	14	14
Total changes of items during the period	14	14
Balance at the end of current period	8,972	8,986
Capital surplus		
Balance at the beginning of current period	2,476	2,491
Issue new shares	14	14
Total changes of items during the period	14	14
Balance at the end of current period	2,491	2,505
Retained earnings		
Balance at the beginning of current period	20,449	29,821
Net income	9,756	5,214
Dividend of Surplus	(384)	(768)
Total changes of items during the period	9,371	4,446
Balance at the end of current period	29,821	34,267
Treasury stock		
Balance at the beginning of current period	(43)	(45)
Purchase of treasury stock	(1)	(0)
Total changes of items during the period	(1)	(0)
Balance at the end of current period	(45)	(45)
Total shareholders' equity		
Balance at the beginning of current period	31,840	41,239
Net income	9,756	5,214
Issue new shares	28	28
Dividend of Surplus	(384)	(768)
Purchase of treasury stock	(1)	(0)
Total changes of items during the period	9,398	4,474
Balance at the end of current period	41,239	45,713
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities		
Balance at the beginning of current period	2,306	1,423
Net changes of items other than shareholders' equity	(883)	476
Total changes of items during the period	(883)	476
Balance at the end of current period	1,423	1,899
Foreign currency translation adjustment		
Balance at the beginning of current period	(1,982)	(2,817)
Net changes of items other than shareholders' equity	(834)	(88)
Total changes of items during the period	(834)	(88)
Balance at the end of current period	(2,817)	(2,905)
Adjustment retirement benefits	(, ,	
Balance at the beginning of current period	(254)	(1,047)
Net changes of items other than shareholders' equity	(792)	580
Total changes of items during the period	(792)	580
Balance at the end of current period	(1,047)	(467)
	(· , - · ·)	(121)

(3) Consolidated Statements of Change in Net Assets		(willions of yen)
	Previous FY	Current FY
	(January 1, 2018 ~	(January 1, 2019 ~
	December 31, 2018)	December 31, 2019)
Total accumulated other comprehensive income		
Balance at the beginning of current period	69	(2,441)
Net changes of items other than shareholders' equity	(2,510)	968
Total changes of items during the period	(2,510)	968
Balance at the end of current period	(2,441)	(1,473)
Minority interests		
Balance at the beginning of current period	1,356	1,199
Net changes of items other than shareholders' equity	(156)	(34)
Total changes of items during the period	(156)	(34)
Balance at the end of current period	1,199	1,165
Total net assets		
Balance at the beginning of current period	33,266	39,997
Net income	9,756	5,214
Issue new shares	28	28
Dividend of Surplus	(384)	(768)
Purchase of treasury stock	(1)	(0)
Net changes of items other than shareholders' equity	(2,667)	933
Total changes of items during the period	6,731	5,408
Balance at the end of current period	39,997	45,405

) Consolidated Cash Flows		(Millions of yen)
	Previous FY	Current FY
	(January 1, 2018 ~	(January 1, 2019 ~
	December 31, 2018)	December 31, 2019)
Net cash provided by (used in) operating activities		
Income before income taxes and minority interests	9,431	7,123
Depreciation and amortization	9,374	8,104
Amortization of goodwill	185	184
Increase (decrease) in allowance for doubtful accounts	(51)	13
Increase (decrease) in provision for bonuses	(36)	81
Increase (decrease) in provision for product warranties	193	184
Increase (decrease) in retirement benefits	(776)	206
Interest and dividends income	(341)	(328)
Interest expenses	328	160
Equity in (earnings) losses of affiliates	(940)	(825)
Loss (gain) on sales of investment securities	-	(173)
Loss (gain) on disposal of noncurrent assets	263	240
Decrease (increase) in notes and accounts receivable-trade	(378)	3,106
Decrease (increase) in inventories	1,085	(1,741)
Decrease (increase) in other current assets	263	(0)
Increase (decrease) in notes and accounts payable-trade	1,078	3,603
Increase (decrease) in other current liabilities	2,504	(692)
Other, net	120	(562)
Subtotal	22,304	18,686
Interest and dividends income received	391	315
Interest expenses paid	(335)	(165)
Income taxes paid	(729)	(2,714)
Net cash provided by (used in) operating activities	21,630	16,122
Net cash provided by (used in) investing activities		
Purchase of property, plant and equipment	(7,316)	(11,841)
Proceeds from sales of property, plant and equipment	2,111	24
Payments acquisition of intangible fixed assets	(97)	(298)
Purchase of investment securities	(18)	(19)
Decrease (increase) in short-term loans receivable	214	(5,888)
Other, net	(718)	1,298
Net cash provided by (used in) investing activities	(5,824)	(16,724)

		(
	Previous FY	Current FY
	(January 1, 2018 ~	(January 1, 2019 ~
	December 31, 2018)	December 31, 2019)
Net cash provided by (used in) financing activities		
Net increase (decrease) in short-term loans payable	(4,633)	(1,087)
Proceeds from long-term loans payable	200	5,500
Repayment of long-term loans payable	(4,068)	(1,329)
Dividend receipt	(384)	(768)
Cash dividends paid to minority shareholders	(162)	(3)
Repayments of lease obligations	(5,768)	(3,719)
Other, net	(1)	(0)
Net cash provided by (used in) financing activities	(14,818)	(1,409)
Effect of exchange rate change on cash and cash equivalents	(195)	(6)
Net increase (decrease) in cash and cash equivalents	793	(2,018)
Cash and cash equivalents at beginning of period	9,422	10,215
Cash and cash equivalents at end of period	10,215	8,196

Segment Information

- I . Previous consolidated fiscal year (January 1, 2018 to December 31, 2018)
- 1. Sales and profits or losses for each reportable segment

(Millions of yen)

		Segments		·	
	Automotive Parts	Automotive Aftermarket	Sub Total	Other	Total
Net sales					
(1) Sales to Outside Customers	131,598	7,645	139,244	1,356	140,600
(2) Intersegment Sales or Transfers	5	1,032	1,038	627	1,665
TOTAL	131,603	8,678	140,282	1,983	142,265
Segment income	8,750	263	9,014	3	9,018
Segment Assets	95,429	5,501	100,931	2,224	103,155
Other items					
Depreciation	9,217	132	9,349	33	9,383
Investment in entities accounted for using equity method	7,178	-	7,178	-	7,178
Increase in property, plant and equipment and intangible assets	9,824	83	9,908	14	9,923

^{* &}quot;Other" shows business segments which is not included in reportable segment. It shows "Sales and production business of electric bulb for automotive in our group".

2. Total amount for profit and loss in reportable segment and Details of adjustment in the quarterly consolidated statement (Adjustment amounts and items)

(Millions of yen)

Sales	Amount
Total amount for Segment	140,282
Profit including "Other"	1,983
Elimination for intersegment	(1,665)
Sales in consolidated statement	140,600

Profit	Amount
Total amount for Segment	9,014
Profit including "Other"	3
Elimination for intersegment	(15)
Operating income in consolidated statement	9,003

^{* &}quot;Increase in property, plant and equipment and intangible assets" is not included increase in construction in progress.

Segment Information

- II. Current consolidated fiscal year (January 1, 2019 to December 31, 2019)
- 1. Sales and profits or losses for each reportable segment

(Millions of yen)

		Segments		·	morio di yoni,
	Automotive Parts	Automotive Aftermarket	Sub Total	Other	Total
Net sales					
(1) Sales to Outside Customers	124,399	7,488	131,888	1,165	133,053
(2) Intersegment Sales or Transfers	3	1,199	1,202	544	1,747
TOTAL	124,403	8,687	133,090	1,710	134,800
Segment income	6,305	209	6,515	(82)	6,432
Segment Assets	102,786	5,676	108,462	2,146	110,609
Other items					
Depreciation	7,976	102	8,079	33	8,112
Investment in entities accounted for using equity method	7,400	-	7,400	-	7,400
Increase in property, plant and equipment and intangible assets	11,759	131	11,890	37	11,928

^{* &}quot;Other" shows business segments which is not included in reportable segment. It shows "Sales and production business of electric bulb for automotive in our group".

2. Total amount for profit and loss in reportable segment and Details of adjustment in the quarterly consolidated statement (Adjustment amounts and items)

(Millions of yen)

Sales	Amount
Total amount for Segment	133,090
Profit including "Other"	1,710
Elimination for intersegment	(1,747)
Sales in consolidated statement	133,053

· ·	, ,
Profit	Amount
Total amount for Segment	6,515
Profit including "Other"	(82)
Elimination for intersegment	7
Operating income in consolidated statement	6,440

^{* &}quot;Increase in property, plant and equipment and intangible assets" is not included increase in construction in progress.