



---

Financial Results for the Third Quarter  
of the Fiscal Year Ending March 31, 2021

---

January 29, 2021

JALUX Inc. (TSE #2729)

Consolidated Financial Summary	... 3
Results by Operational Segment	... 8
Forecasts for the Fiscal Year Ending March 31, 2021	... 15

# Consolidated Financial Summary

# 1. Consolidated P/L (Summary)



(Million yen)

Consolidated P/L (Summary)	Apr.-Dec. 2019	Apr.-Dec. 2020	YoY	YoY (%)
Net sales	110,951	<b>61,599</b>	▲49,352	55.5%
Gross profit	20,202	<b>9,677</b>	▲10,525	47.9%
SG&A expenses	16,596	<b>11,619</b>	▲4,976	70.0%
Operating profit/loss	3,606	<b>▲1,942</b>	▲5,548	—
Non-op. profit/loss	681	<b>371</b>	▲309	54.5%
Ordinary profit/loss	4,287	<b>▲1,570</b>	▲5,858	—
Extraordinary profit/loss	▲58	<b>▲711</b>	▲652	—
Profit/Loss attributable to owners of parent	2,781	<b>▲1,986</b>	▲4,767	—
Gross profit to net sales ratio	18.2	<b>15.7</b>	▲2.5	
Ordinary profit to net sales ratio	3.9	—	—	

<Net Sales> Decrease in: sales of airport shops and duty-free shops, wholesale to duty-free shops, sales of souvenir sweets and lunch boxes, wholesale of marine products, wholesale of agricultural products and wine, sales of aircraft-engine parts

<SG&A expenses> Decrease in: percentage rent, labor cost, sales commission

<Non-op. profit/losses> Non-operating income: dividend income, subsidies; Non-operating expense: loss of equity method investments

<Extraordinary profit/losses> COVID-19 related losses: fixed costs of airport shops during temporary closure reported as an extraordinary loss

## 2. Breakdown of SG&A expenses

(Million yen)

Breakdown of SG&A Expenses	Apr.-Dec. 2019	Apr.-Dec. 2020	YoY	YoY (%)
Gross profit	20,202	<b>9,677</b>	▲10,525	47.9%
Personnel expenses	5,896	<b>4,640</b>	▲1,255	78.7%
Rent expenses	3,541	<b>1,508</b>	▲2,032	42.6%
External service fee	1,241	<b>1,084</b>	▲157	87.4%
Depreciation	480	<b>394</b>	▲86	82.1%
Packing and transportation expenses	1,353	<b>1,121</b>	▲232	82.8%
Other expenses	4,082	<b>2,870</b>	▲1,212	70.3%
SG&A expenses	16,596	<b>11,619</b>	▲4,976	70.0%
Operating profit	3,606	<b>▲1,942</b>	▲5,548	—

### 3. Consolidated B/S (Summary)



(Million yen)

Consolidated B/S (Summary)	March 31 2020	Dec. 31 2020	YoY	YoY (%)
Current assets	48,765	<b>43,560</b>	▲5,204	89.3%
Cash and deposits	6,175	<b>8,123</b>	+1,947	131.5%
Non-current assets	12,079	<b>11,386</b>	▲692	94.3%
Property plant and equipment	5,266	<b>4,878</b>	▲388	92.6%
Intangible assets	673	<b>646</b>	▲27	95.9%
Investments and other assets	6,138	<b>5,862</b>	▲276	95.5%
<b>Total assets</b>	<b>60,844</b>	<b>54,947</b>	<b>▲5,896</b>	<b>90.3%</b>
Current liabilities	31,704	<b>25,843</b>	▲5,869	81.5%
Non-current liabilities	1,093	<b>4,261</b>	+3,168	389.6%
Net assets	28,046	<b>24,851</b>	▲3,195	88.6%
<b>Total liabilities and net assets</b>	<b>60,844</b>	<b>54,947</b>	<b>▲5,896</b>	<b>90.3%</b>

<Assets> Increase: Cash and deposits / Decrease: Account receivables

<Liabilities> Increase: Long-term loans for securing liquidity, Issuance of commercial paper

Decrease: Account payables, Short-term loans payable

<Net assets> Loss attributable to owners of parent, Dividends payment

## 4. Financial Position



(Million yen)

Financial Position	March 31 2020	Dec. 31 2020	YoY	YoY (%)
Total assets	60,844	<b>54,947</b>	▲5,896	90.3%
Shareholders' equity	26,337	<b>23,579</b>	▲2,758	89.5%
Shareholders' equity ratio (%)	43.3	<b>42.9</b>	▲0.4	
Interest bearing debt	14,329	<b>14,322</b>	▲7	99.9%
Debt/Equity ratio (times)	0.54	<b>0.61</b>	+0.07	

## Results by Operational Segment



# 6. Net Sales by Segment



Note: Sales including inter-segment transaction

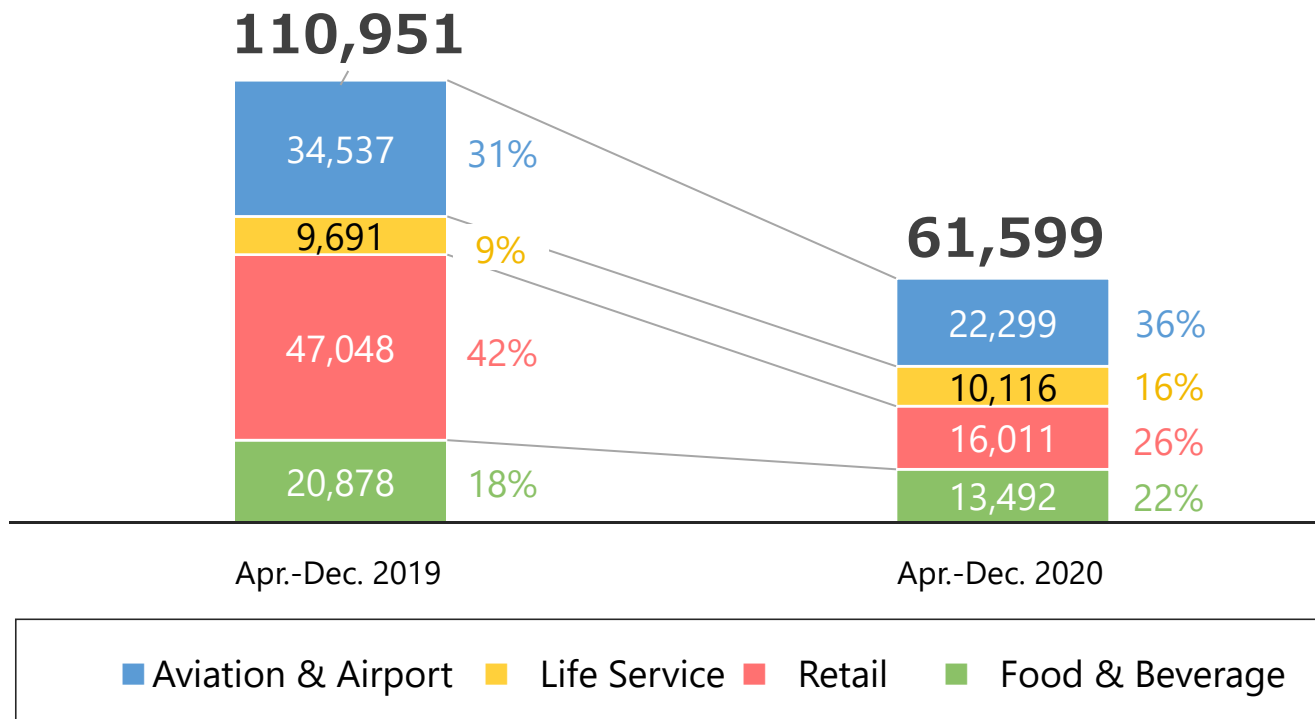
(Million yen)

Net Sales by Segment	Apr.-Dec. 2019	Apr.-Dec. 2020	YoY	YoY (%)
Aviation & Airport	34,537	<b>22,299</b>	▲12,237	64.6%
Life Service	9,691	<b>10,116</b>	+424	104.4%
Retail	47,048	<b>16,011</b>	▲31,037	34.0%
Food & Beverage	20,878	<b>13,492</b>	▲7,385	64.6%
Eliminations	▲1,203	<b>▲320</b>		
<b>Total</b>	<b>110,951</b>	<b>61,599</b>	<b>▲49,352</b>	<b>55.5%</b>

# 7. Sales Composition Ratio by Segment

(Million yen)

\*Sales including inter-segment transaction



- Aviation & Airport : The maintenance demand partially recovered, while the manufacturing demand declined because of lowering engine's production
- Life Service : Steady insurance business, growing demand for hygiene products
- Retail : Domestic passenger traffic is recovering but partially offsets due to the re-spread of COVID-19 infection; Significant reduction of international flights affected our duty-free business
- Food & Beverage : Decreasing demand for restaurants and travel affected businesses such as marine products, wines, souvenir snacks, and lunc boxes

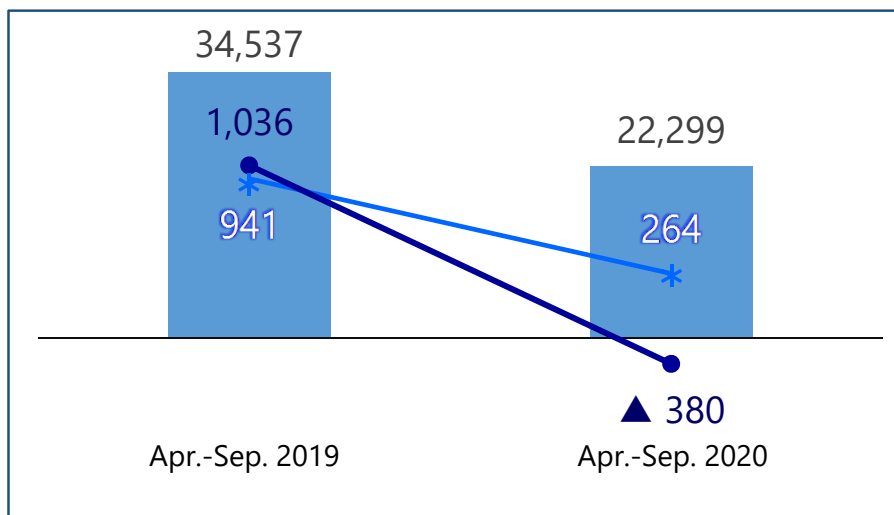
# 8. Aviation & Airport

(Million yen)

Aviation & Airport	Apr.-Dec. 2019	Apr.-Dec. 2020	YoY	YoY (%)
Net sales* <sup>1</sup>	34,537	<b>22,299</b>	▲12,237	64.6%
Operating profit/loss* <sup>2</sup>	941	<b>264</b>	▲676	28.1%
Ordinary profit/loss	1,036	<b>▲380</b>	▲1,417	—

\*1 Net sales and Operating profit including inter-segment transaction

\*2 Operating profit/loss before allocating common expense



## Remarks

- Aircraft engine parts business remained sluggish;
  - Maintenance demand decline has partially bottomed out;
  - Manufacturing sales decreased because of lowering engine's production
- Overseas airport operation business in Lao PDR and Myanmar: decreased equity in net income of affiliated companies due to decline of flight

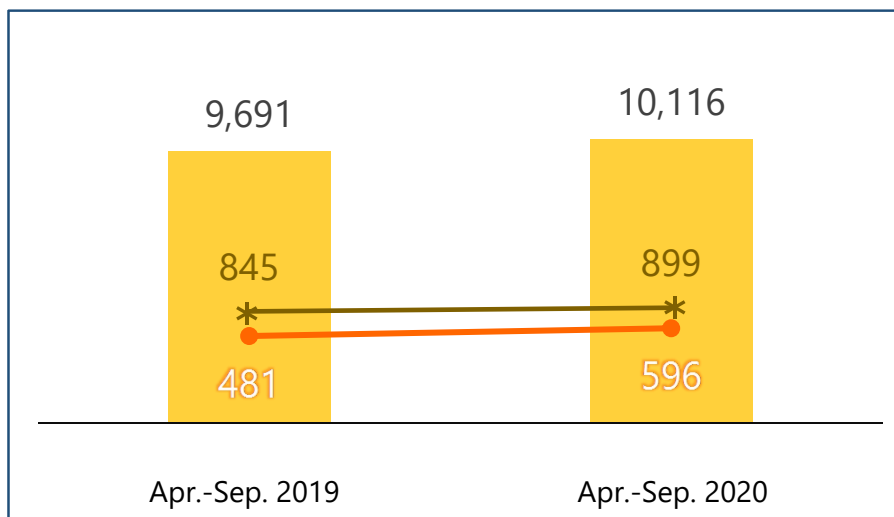
# 9. Life Service

(Million yen)

Life Service		Apr.-Dec. 2019	Apr.-Dec. 2020	YoY	YoY (%)
Net sales*1	■	9,691	<b>10,116</b>	+424	104.4%
Operating profit/loss*2	*—*	845	<b>899</b>	+53	106.3%
Ordinary profit/loss	●—●	481	<b>596</b>	+115	124.0%

\*1 Net sales and Operating profit including inter-segment transaction

\*2 Operating profit/loss before allocating common expense



## Remarks

- Real Estate : Decreased facility management due to decline of airport users  
Decreased demand for elderly day-care services as a result of the COVID-19 respread
- Insurance : Remaining steady; insurance sales to overseas travelers decreased while group insurance increased
- Machinery & Materials : Import and sales of hygiene products on growing demand
- Non-op. profit : Increase in dividend income (recorded in Q1)

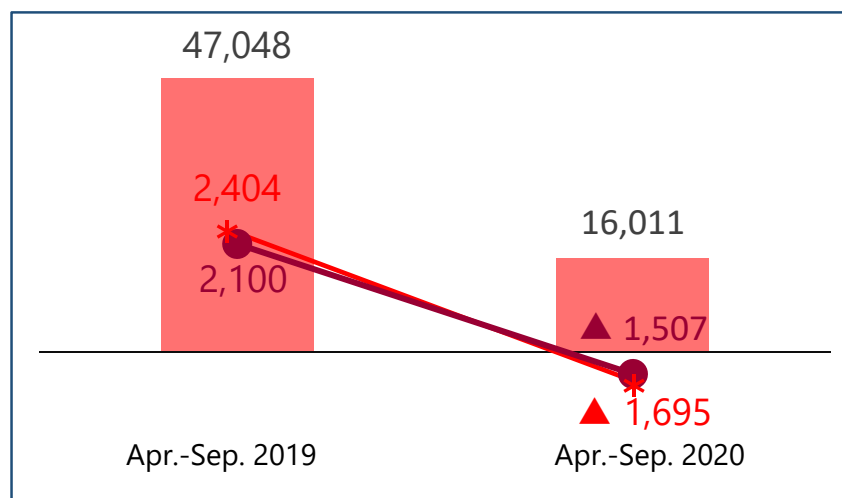
# 10. Retail

(Million yen)

Retail		Apr.-Dec. 2019	Apr.-Dec. 2020	YoY	YoY (%)
Net sales*1	■	47,048	<b>16,011</b>	▲31,037	34.0%
Operating profit/loss*2	*—*	2,404	<b>▲1,695</b>	▲4,100	—
Ordinary profit/loss	●—●	2,100	<b>▲1,507</b>	▲3,608	—

\*1 Net sales and Operating profit including inter-segment transaction

\*2 Operating profit/loss before allocating common expense



## Remarks

- Airport shops : Domestic passenger traffic is recovering but partially offset due to the re-spread of COVID-19 infection  
**「BLUE SKY」**  
 Narita airport : Continued closure of all the 10 stores
- Duty-free shops : Narita airport : Some stores reopened with shorter hours  
**「JAL DUTYFREE」**
- Duty-free wholesale : Almost all clients still closed
- Mail Order : Online sales, mainly in gourmet products and beauty & health products going well due to the demand of Stay-at-home consumption
- Food gifts : Increased demand for year-end gifts and new-year dishes
- Non-op.profit : Subsidies for temporary closure of airport shops
- Extraordinary losses : Fixed costs of airport shops during temporary closure

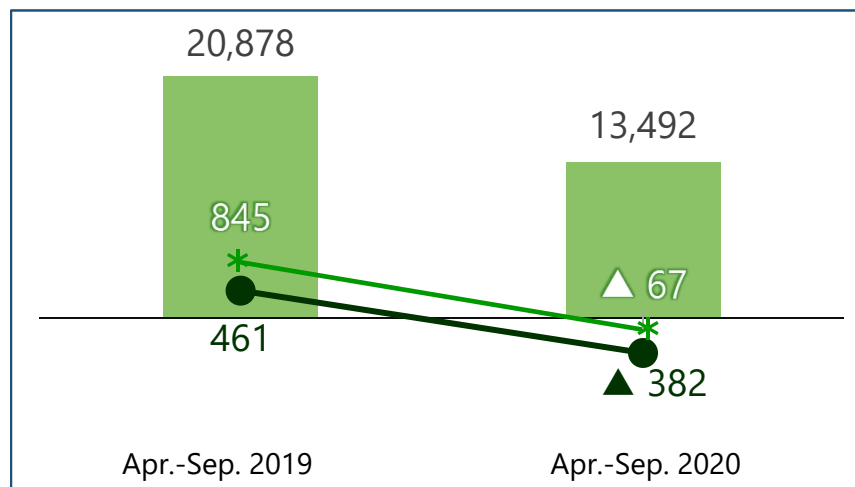
# 11. Food & Beverage

(Million yen)

Food & Beverage		Apr.-Dec. 2019	Apr.-Dec. 2020	YoY	YoY (%)
Net sales*1		20,878	<b>13,492</b>	<b>▲7,385</b>	<b>64.6%</b>
Operating profit/loss*2		845	<b>▲67</b>	<b>▲913</b>	—
Ordinary profit/loss		461	<b>▲382</b>	<b>▲844</b>	—

\*1 Net sales and Operating profit including inter-segment transaction

\*2 Operating profit/loss before allocating common expense



Remarks	
· Marine products	Demand for eating out is recovering but partially offset because of the re-spread of COVID-19 infection The state of emergency in Thailand affected Thonglor Nihon Ichiba in Thailand
· Agricultural products	Decreased demand for red peppers because of falling in price of domestic vegetables Decreased sales of okra and tomato due to high transportation cost
· Wine	Demand for eating out is recovering but partially offset because of the re-spread of COVID-19 infection Increased sales to new clients such as mass retailers
· Processed foods/ Food manufacturer	Demands for souvenir sweets and lunch boxes partially recovered Increased sales to new clients such as mass retailers

# Forecasts for Fiscal Year Ending March 31, 2021

# 12. Forecasts for the Fiscal Year Ending March 31, 2021



(Published figures)

(Million yen)

Revised consolidated earnings forecast	Previous announcement	Revised forecast	Increase/decrease	Rate of change
Net sales	110,000	<b>85,000</b>	▲25,000	▲22.7%
Operating profit/loss	▲2,200	<b>▲3,000</b>	▲800	—
Ordinary profit/loss	▲1,900	<b>▲2,500</b>	▲600	—
Profit/loss attributable to owners of parent	▲1,200	<b>▲2,100</b>	▲900	—
Earnings per share (yen)	▲94.91	<b>▲166.09</b>	▲71.18	—

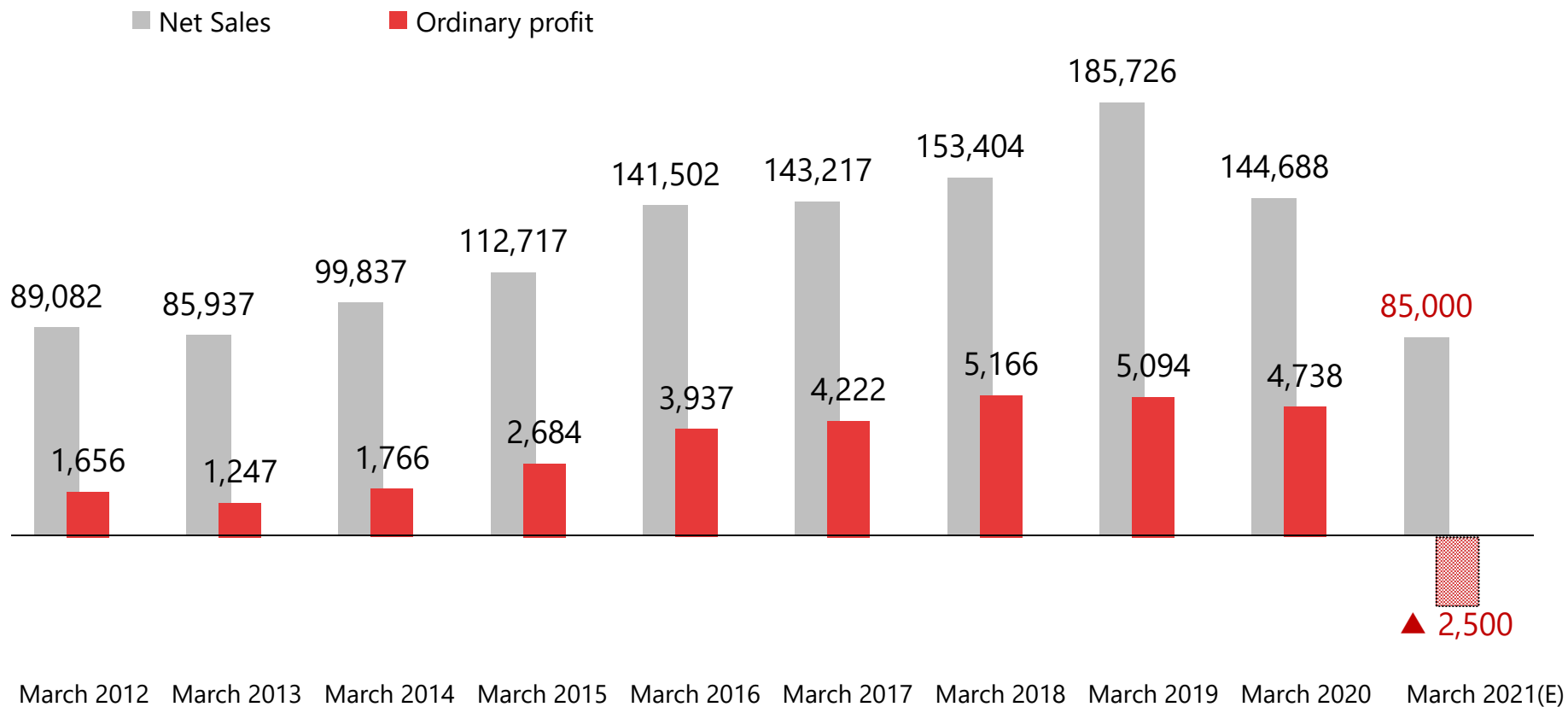
JALUX has announced the revision of its forecasts for the fiscal year ending March 31, 2021 above. Global economic conditions are still uncertain as COVID-19 pandemic has not restored and seems to be long-standing. It is assumed that negative impacts of COVID-19 on aviation and airport business domains will continue for full-year.



# 13. Performance trends



(Million yen)



Previous medium-term management plan

Current medium-term management plan

## Caution Regarding Forward-Looking Statements

This document contains forward-looking statements based on information available to the company at the time of disclosure and certain assumptions that management believes to be reasonable.

JALUX makes no assurances as to the actual results and/or other outcomes, which may differ substantially from those expressed or implied by such forward-looking statements

due to various factors including changes in economic conditions in key markets, both in Japan and overseas, and foreign exchange rate fluctuation.

<https://www.jalux.com/en/profile/>

www.jalux.com

