

**Consolidated Financial Results**  
**for the Third Quarter Ended December 31, 2020 [ Japan GAAP ]**

February 8, 2021

**The Sumitomo Warehouse Co., Ltd.**

Securities code: 9303  
 Stock exchange listings: Tokyo  
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 Quarterly statement filing date (as planned): February 10, 2021  
 Dividend payable date (as planned): —  
 Supplemental material of quarterly results: None  
 Convening briefing of quarterly results: None

(Figures are rounded down to the nearest million yen)

**1. Consolidated financial results for the third quarter ended December 31, 2020** (April 1, 2020- December 31, 2020)

(1) Consolidated operating results (%: year-on-year change)

	Operating revenue		Operating income		Ordinary income		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Nine months ended December 31, 2020	141,979	(1.1)	7,944	(6.2)	10,394	(6.2)	6,494	(6.3)
Nine months ended December 31, 2019	143,565	2.9	8,473	29.3	11,082	23.1	6,932	72.3

Note: Comprehensive income:

Nine months ended December 31, 2020: 20,212 million yen; 231.9%  
 Nine months ended December 31, 2019: 6,089 million yen; —%

	Net income per share	Diluted net income per share
	Yen	Yen
Nine months ended December 31, 2020	77.85	77.63
Nine months ended December 31, 2019	81.56	81.31

(2) Consolidated financial positions

	Total assets	Net assets	Capital adequacy ratio
	Millions of yen	Millions of yen	%
As of December 31, 2020	341,991	186,345	52.4
As of March 31, 2020	318,458	171,976	51.9

Note: Owner's equity

As of December 31, 2020: 179,314 million yen  
 As of March 31, 2020: 165,291 million yen

## 2. Dividends

	Dividend per share				
	First quarter	Second quarter	Third quarter	Fiscal year end	Total
	Yen	Yen	Yen	Yen	Yen
Year ended March 31, 2020	—	18.00	—	29.00	47.00
Year ending March 31, 2021	—	24.00	—		
Year ending March 31, 2021 (Forecast)				24.00	48.00

Note: Correction of dividend forecast from the most recent dividend forecast: None

\* The fiscal year-end dividend per share for the year ended March 31, 2020 consists of ¥19.00 for ordinary dividend and ¥10.00 for 120th anniversary commemorative dividend.

## 3. Consolidated forecasts for the year ending March 31, 2021 (April 1, 2020-March 31, 2021)

(%: year-on-year change)

	Operating revenue		Operating income		Ordinary income		Profit attributable to owners of parent		Net income per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	189,000	(1.4)	10,500	(5.4)	12,800	(5.9)	8,100	(9.5)	97.10

Note: Correction of financial forecast from the most recent financial forecast: Yes

## 4. Other

(1) Material changes in subsidiaries during this period (Changes in scope of consolidations resulting from change in subsidiaries)  
: None

(2) Applying of specific accounting of the consolidated quarterly financial statements: Yes

(3) Changes in accounting policies, accounting estimates and retrospective restatement

1) Changes in accounting policies based on revisions of accounting standard: None

2) Changes in accounting policies other than ones based on revisions of accounting standard: None

3) Changes in accounting estimates: None

4) Retrospective restatement: None

(4) Number of issued and outstanding shares (common stock)

Number of issued and outstanding shares (including treasury stock):

As of December 31, 2020 : 84,386,615 shares

As of March 31, 2020 : 84,386,615 shares

Number of treasury stock:

As of December 31, 2020 : 1,711,060 shares

As of March 31, 2020 : 838,377 shares

Average number of shares:

Third quarter ended December 31, 2020 : 83,422,493 shares

Third quarter ended December 31, 2019 : 85,000,952 shares

\* Status of quarterly reviewing processes

This Financial Results is not subject to review based on the Japanese Financial Instruments and Exchange Act.

\* Explanation for the proper use of forecasts and other special instructions

The forecasts are based on information currently available and certain assumptions judged to be reasonable. The Company's actual results may differ materially from the forecasts as a result of numerous factors outside of the Company's control.

Consolidated Financial Results  
(1) Consolidated quarterly balance sheets

(Millions of yen)

	As of March 31, 2020	As of December 31, 2020
<b>Assets</b>		
<b>Current assets</b>		
Cash and deposits	36,367	34,213
Notes and accounts receivable-trade	21,851	22,542
Real estate for sale	27	20
Work in process	10	2
Other	5,774	5,792
Allowance for doubtful accounts	(121)	(101)
Total current assets	63,911	62,470
<b>Non-current assets</b>		
<b>Property, plant and equipment</b>		
Buildings and structures, net	77,487	82,519
Machinery, equipment and vehicles, net	4,875	5,282
Vessels, net	4,261	4,604
Tools, furniture and fixtures, net	1,000	1,132
Land	64,048	64,169
Construction in progress	8,239	7,510
Other, net	3,107	2,657
Total property, plant and equipment	163,020	167,876
<b>Intangible assets</b>		
Goodwill	44	31
Leasehold interests in land	5,125	5,140
Software	1,284	1,292
Other	233	214
Total intangible assets	6,687	6,679
<b>Investments and other assets</b>		
Investment securities	77,232	97,127
Long-term loans receivable	330	481
Deferred tax assets	535	461
Other	6,993	7,151
Allowance for doubtful accounts	(253)	(256)
Total investments and other assets	84,839	104,964
Total non-current assets	254,547	279,521
Total assets	318,458	341,991

(Millions of yen)

	As of March 31, 2020	As of December 31, 2020
<b>Liabilities</b>		
Current liabilities		
Notes and accounts payable-trade	12,670	13,555
Current portion of bonds payable	5,000	5,000
Short-term borrowings	19,747	17,467
Income taxes payable	1,243	1,210
Provision for bonuses	1,823	1,142
Other	7,133	7,671
Total current liabilities	47,619	46,046
Non-current liabilities		
Bonds payable	43,000	53,000
Long-term borrowings	25,070	19,803
Deferred tax liabilities	16,271	22,437
Provision for retirement benefits for directors (and other officers)	54	54
Retirement benefit liability	4,800	5,047
Long-term deposits received	8,076	7,969
Other	1,588	1,286
Total non-current liabilities	98,862	109,599
Total liabilities	146,482	155,646
<b>Net assets</b>		
Shareholders' equity		
Share capital	14,922	14,922
Capital surplus	12,115	12,341
Retained earnings	106,514	108,572
Treasury stock	(1,191)	(2,393)
Total shareholders' equity	132,361	133,444
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	31,030	44,793
Foreign currency translation adjustment	2,196	1,386
Remeasurements of defined benefit plans	(298)	(309)
Total accumulated other comprehensive income	32,929	45,870
Share acquisition rights	294	289
Non-controlling interests	6,391	6,740
Total net assets	171,976	186,345
Total liabilities and net assets	318,458	341,991

(2) Consolidated quarterly statements of income and consolidated quarterly statements of comprehensive income  
(Consolidated quarterly statements of income)

	(Millions of yen)	
	Nine months ended December 31, 2019	Nine months ended December 31, 2020
Operating revenue		
Warehouse income	19,834	20,054
Harbor transportation income	28,843	26,826
International transportation income	30,542	30,251
Land transportation income	29,103	32,158
Shipping income	18,376	16,147
Rent income of warehouse and logistics facilities	4,181	4,294
Real estate lease revenue	7,599	7,578
Other	5,084	4,666
Total operating revenue	143,565	141,979
Operating costs		
Cost of sales	88,952	87,109
Personal expenses	16,891	17,406
Rent expenses	7,741	7,837
Taxes and dues	1,714	1,785
Depreciation	5,756	6,291
Other	6,591	6,330
Total operating costs	127,648	126,760
Operating gross profit	15,916	15,219
Selling, general and administrative expenses		
Salaries, allowances and welfare expenses	4,153	4,143
Provision for bonuses	181	205
Retirement benefit expenses	152	191
Amortization of goodwill	13	13
Other	2,942	2,720
Total selling, general and administrative expenses	7,443	7,274
Operating income	8,473	7,944
Non-operating income		
Interest and dividend income	2,515	2,258
Share of profit of entities accounted for using equity method	228	141
Other	347	502
Total non-operating income	3,090	2,903
Non-operating expenses		
Interest expenses	319	300
Other	161	152
Total non-operating expenses	481	453
Ordinary income	11,082	10,394

(Millions of yen)

	Nine months ended December 31, 2019	Nine months ended December 31, 2020
Extraordinary income		
Gain on sales of non-current assets	28	80
Gain on sales of investment securities	57	—
Gain on bargain purchase	—	90
Gain on reversal of share acquisition rights	19	—
Total extraordinary income	105	171
Extraordinary losses		
Loss on retirement of non-current assets	162	155
Loss on disaster	113	—
Total extraordinary losses	275	155
Profit before income taxes	10,913	10,410
Income taxes-current	3,029	3,012
Income taxes-deferred	385	161
Total income taxes	3,415	3,173
Profit	7,497	7,237
Profit attributable to non-controlling interests	564	743
Profit attributable to owners of parent	6,932	6,494

(Consolidated quarterly statements of comprehensive income)

(Millions of yen)

	Nine months ended December 31, 2019	Nine months ended December 31, 2020
Profit	7,497	7,237
Other comprehensive income		
Valuation difference on available-for-sale securities	(496)	13,834
Foreign currency translation adjustment	(638)	(802)
Remeasurements of defined benefit plans, net of tax	(96)	(11)
Share of other comprehensive income of entities accounted for using equity method	(177)	(45)
Total other comprehensive income	(1,408)	12,974
Comprehensive income	6,089	20,212
(Comprehensive income attributable to)		
Owners of parent	5,511	19,435
Non-controlling interests	577	776

## (3) Consolidated quarterly statements of cash flows

(Millions of yen)

	Nine months ended December 31, 2019	Nine months ended December 31, 2020
Cash flows from operating activities		
Profit before income taxes	10,913	10,410
Depreciation	6,086	6,610
Amortization of goodwill	13	13
Increase (decrease) in provisions	(593)	(728)
Interest and dividend income	(2,515)	(2,258)
Interest expenses	319	300
Share of loss (profit) of entities accounted for using equity method	(228)	(141)
Loss (gain) on sales of non-current assets	(28)	(80)
Loss on retirement of non-current assets	162	155
Loss (gain) on sales of investment securities	(57)	—
Gain on bargain purchase	—	(90)
Decrease (increase) in trade receivables	(585)	(740)
Increase (decrease) in trade payables	222	985
Other, net	961	1,557
Subtotal	14,670	15,992
Interest and dividends received	2,685	2,364
Interest paid	(318)	(288)
Income taxes paid	(6,710)	(2,976)
Net cash provided by (used in) operating activities	10,326	15,091
Cash flows from investing activities		
Payments into time deposits	(13,291)	(9,592)
Proceeds from withdrawal of time deposits	5,167	1,013
Purchase of property, plant and equipment	(14,333)	(12,026)
Proceeds from sales of property, plant and equipment	32	96
Purchase of intangible assets	(373)	(394)
Purchase of investment securities	(36)	(32)
Proceeds from sales of investment securities	68	50
Purchase of shares of subsidiaries resulting in change in scope of consolidation	—	(391)
Loan advances	(21)	(171)
Collection of loans receivable	34	68
Other, net	(292)	(63)
Net cash provided by (used in) investing activities	(23,047)	(21,442)
Cash flows from financing activities		
Proceeds from short-term borrowings	4,713	2,036
Repayments of short-term borrowings	(3,881)	(2,336)
Proceeds from long-term borrowings	11,547	—
Repayments of long-term borrowings	(7,601)	(7,429)
Proceeds from issuance of bonds	15,000	10,000
Purchase of treasury stock	(2,000)	(1,281)
Cash dividends paid	(3,844)	(4,271)
Other, net	(824)	(938)
Net cash provided by (used in) financing activities	13,108	(4,220)
Effect of exchange rate change on cash and cash equivalents	(240)	(261)
Net increase (decrease) in cash and cash equivalents	147	(10,833)
Cash and cash equivalents at beginning of period	24,161	34,549
Cash and cash equivalents at end of period	24,308	23,715



#### (4) Segment information

Information related to operating revenue and income (loss) by reportable segment

Nine months ended December 31, 2019

(Millions of yen)

	Reportable segment				Adjustment (Note 1)	Amount in consolidated quarterly statements of income (Note 2)
	Logistics	Shipping	Real estate	Total		
Operating revenue						
Operating revenue to outside customers	117,457	18,376	7,730	143,565	—	143,565
Intersegment transfers	384	472	343	1,200	(1,200)	—
Total	117,842	18,849	8,073	144,766	(1,200)	143,565
Segment income (loss)	8,454	(272)	4,104	12,287	(3,813)	8,473

Notes: 1. Adjustment in segment income (loss) of ¥ (3,813) million includes company-wide expenses of ¥ (3,751) million, which are not allocated to the respective reportable segments. Company-wide expenses consist mainly of the expenses not assignable to neither of the reportable segments for administrative departments of the Company and some of its consolidated subsidiaries.

2. Segment income (loss) is adjusted to coincide with operating income as recorded on the consolidated quarterly statements of income.

Nine months ended December 31, 2020

(Millions of yen)

	Reportable segment				Adjustment (Note 1)	Amount in consolidated quarterly statements of income (Note 2)
	Logistics	Shipping	Real estate	Total		
Operating revenue						
Operating revenue to outside customers	118,128	16,147	7,703	141,979	—	141,979
Intersegment transfers	319	464	386	1,169	(1,169)	—
Total	118,447	16,612	8,089	143,148	(1,169)	141,979
Segment income (loss)	7,892	(398)	4,140	11,634	(3,690)	7,944

Notes: 1. Adjustment in segment income (loss) of ¥ (3,690) million includes company-wide expenses of ¥ (3,675) million, which are not allocated to the respective reportable segments. Company-wide expenses consist mainly of the expenses not assignable to neither of the reportable segments for administrative departments of the Company and some of its consolidated subsidiaries.

2. Segment income (loss) is adjusted to coincide with operating income as recorded on the consolidated quarterly statements of income.

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