Consolidated Financial Results
for FY 2020

ZÉNSHO

ZENSHO HOLDINGS CO., LTD.

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ZENSHO HOLDINGS CO., LTD.

Highlights

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- Net Sales   128.3 billion yen（YoY   －16.3%）
  Operating Profit   －7.9 billion yen（YoY   - %）
  Profit attributable to owners of parent   －6.3billion yen（YoY   - %）

- Same store sales (YoY)
  Gyudon   85.9%
  Family Dining   57.9%
  Fast Food Service   75.2%

- New Store Openings TOTAL   74 outlets
  （Japan   18 outlets）
  （Overseas   56* outlets）   * Including franchised stores in U.S.A, Canada and Australia operation by Advanced Fresh Concepts Corp.

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Income Statement

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(Unit:100 million yen, amounts less than 100 million yen are disregarded)

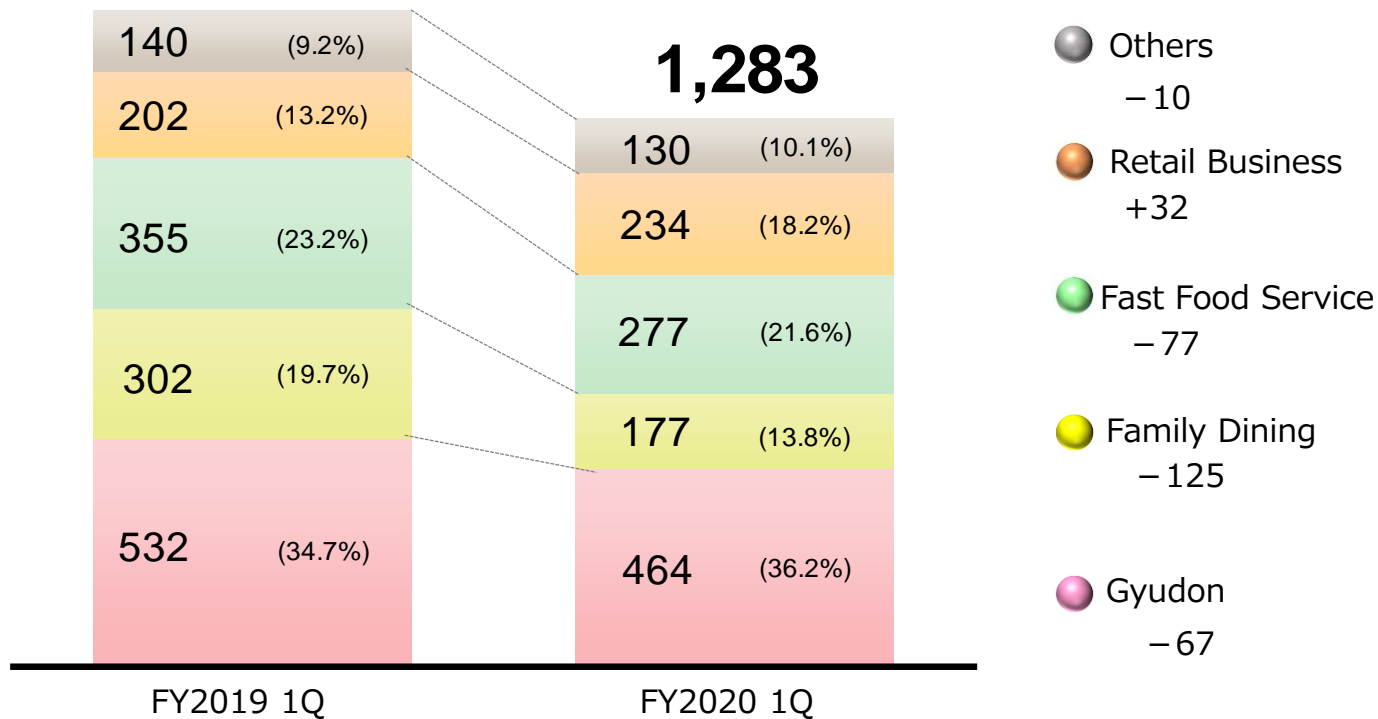|	FY2019 Q1	FY2020 Q1		
	Apr.-Sep. results	Apr.-Sep. results	Differences	YoY
Net Sales	1,533	1,283	−249	−16.3%
Cost of Sales	654	575	−79	−12.1%
(Component Ratio)	(42.7%)	(44.8%)	(+2.1%pt)	
SGA	833	787	−46	−5.5%
(Component Ratio)	(54.4%)	(61.4%)	(+7.0%pt)	
Operating Profit	44	▲79	−124	−
(Component Ratio)	(2.9%)	(−)		
Ordinary Profit	40	▲81	−122	−
(Component Ratio)	(2.7%)	(−)		
Profit attributable to owners of parent	19	▲63	−83	−
(Component Ratio)	(1.3%)	(−)		

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Category Analysis : Sales

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■ −24.9 billion yen increase (YoY)

(Unit:100 million yen, amounts less than 100 million yen are disregarded)

1,533

FY2019 1Q	
140	(9.2%)
202	(13.2%)
355	(23.2%)
302	(19.7%)
532	(34.7%)

1,283

FY2020 1Q	
130	(10.1%)
234	(18.2%)
277	(21.6%)
177	(13.8%)
464	(36.2%)

⚪ Others
  −10

🟤 Retail Business
  +32

🟢 Fast Food Service
  −77

🟡 Family Dining
  −125

🟣 Gyudon
  −67

※ （ ） Sales composition

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Balance Sheet

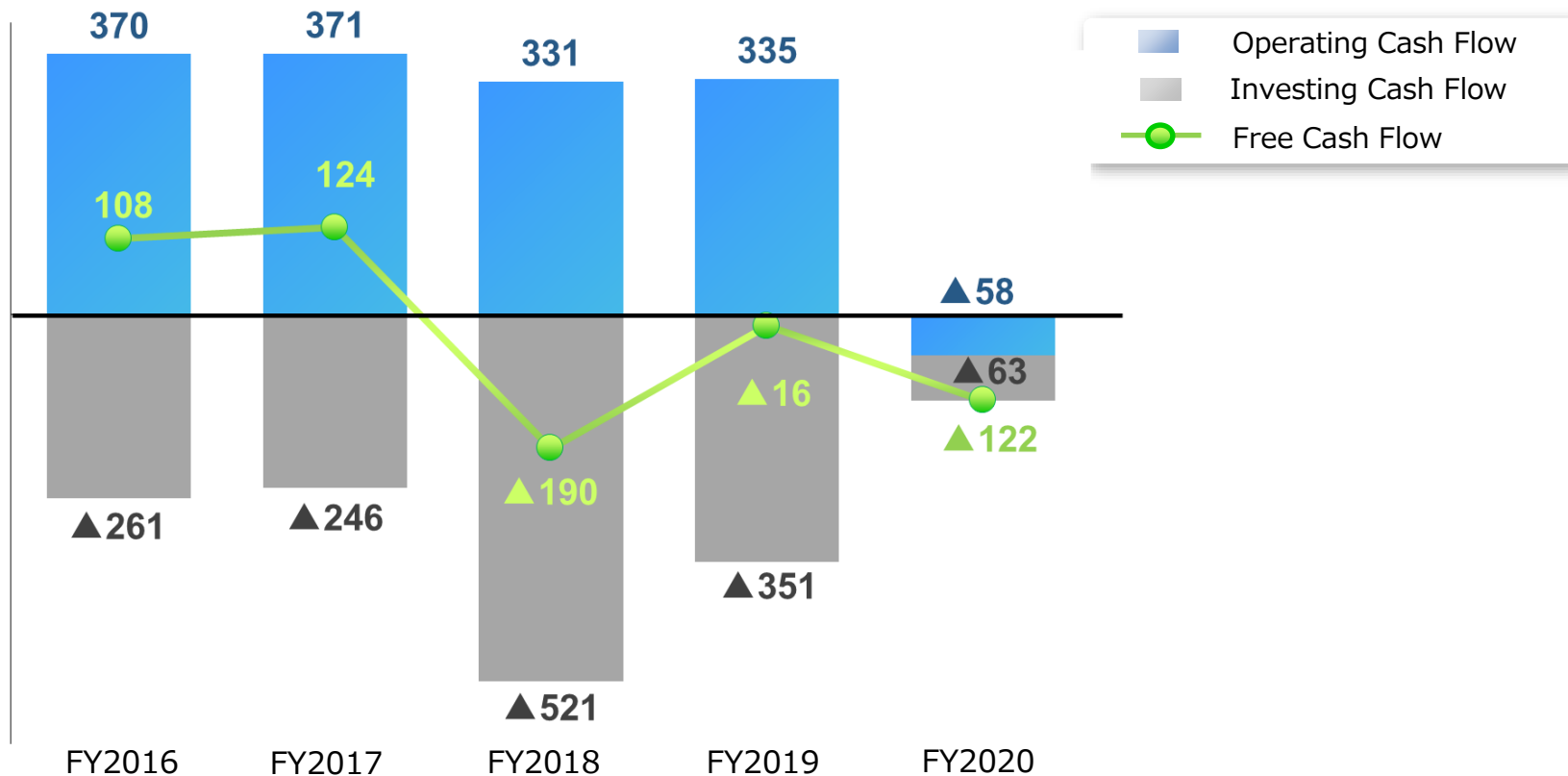ZENSHO

(Unit:100 million yen, amounts less than 100 million yen are disregarded)

	Mar.31 /2020	Jun.30 /2020	Differences		Mar.31 /2020	Jun.30 /2020	Differences
Current Assets	888	997	+109	**Interest-bearing Debt**	1,807	2,042	+234
Cash and Deposits	289	362	+73	Other Liabilities	982	983	+1
Other Current Assets	599	635	+36	**Liabilities**	2,790	3,026	+235
Noncurrent Assets	2,768	2,798	+29	**Shareholders Equity**	916	821	−95
Tangible Assets	1,512	1,530	+18	Retained Earnings	420	341	−79
Intangible Assets	588	581	−7	**Accumulated other comprehensive income**	−50	−53	−2
Total Investments and Other Assets	668	686	+17	**Non-controlling Interests**	1	2	+0
Deffered Assets	1	0	−0	**Total Net Assets**	867	770	−97
Total Assets	3,658	3,796	+138	**Total Liabilities and Net Assets**	3,658	3,796	+138

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Cash Flow

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（Unit:100 million yen, amounts less than 100 million yen are disregarded）

Highlights on Financial Forecasts for FY2020

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- Net Sales   625.4 billion yen（YoY　−0.8%）
  Operating Profit   8.8 billion yen（YoY　−57.7%）
  Profit attributable to owners of parent   1.0 billion yen（YoY　−91.7%)

- Same store sales (YoY)
  Consolidated   96.1%

- New Store Openings TOTAL   522 outlets
  （Japan   98 outlets）
  （Overseas   424* outlets）   * Including franchised stores in U.S.A, Canada and Australia operation by Advanced Fresh Concepts Corp.

- Plan to propose 20 yen per share of the total annual dividend for FY2020

Income Statement

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(Unit:100 million yen, amounts less than 100 million yen are disregarded)

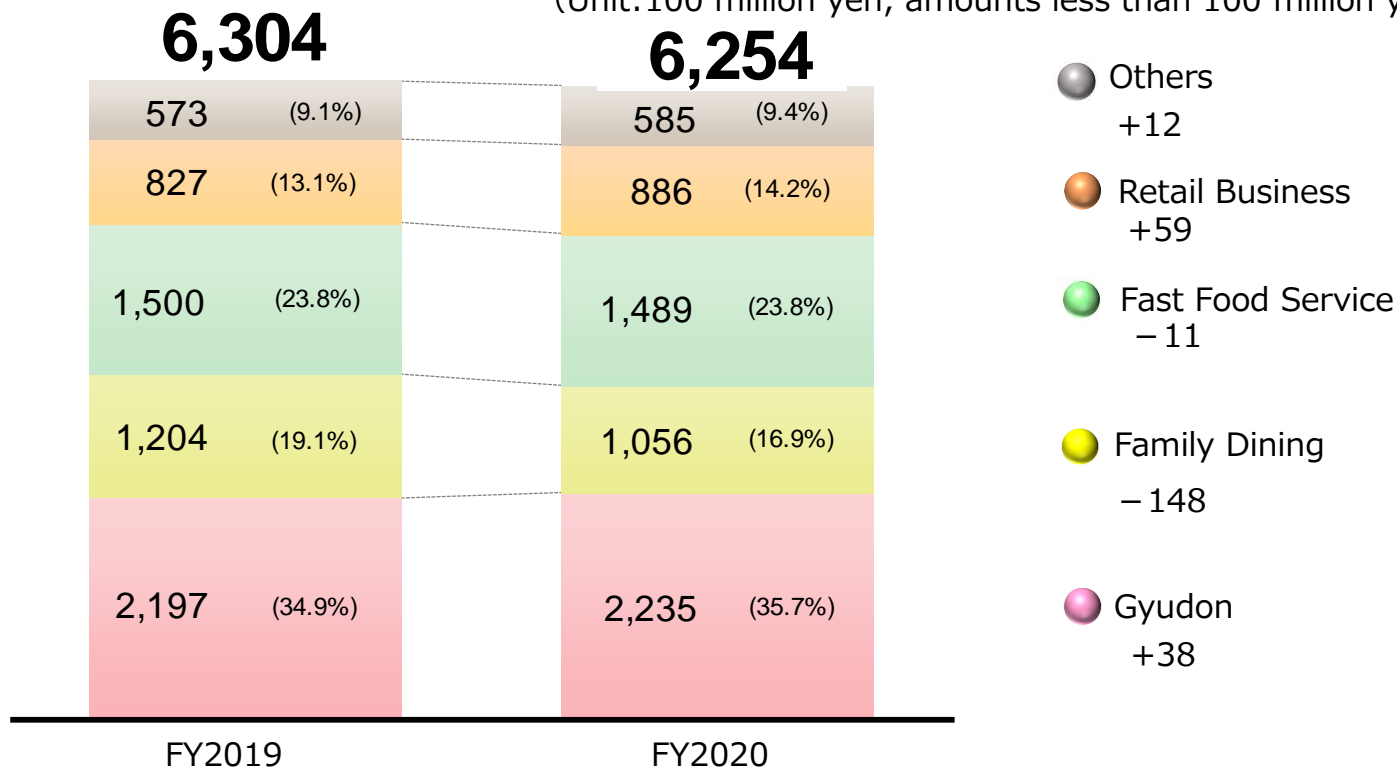|	FY2019	FY2020		
	Apr.-Mar. results	Apr.-Mar. forecast	Differences	YoY
Sales	6,304	6,254	−50	−0.8%
Cost of Sales	2,676	2,692	＋15	+0.6%
(Component Ratio)	(42.5%)	(43.1%)	(+0.6%pt)	
SGA	3,418	3,473	＋54	+1.6%
(Component Ratio)	(54.2%)	(55.5%)	(+1.3%pt)	
Operating Profit	209	88	−120	−57.7%
(Component Ratio)	(3.3%)	(1.4%)		
Ordinary Profit	199	73	−125	−62.8%
(Component Ratio)	(3.2%)	(1.2%)		
Net Profit	119	10	−109	−91.7%
(Component Ratio)	(1.9%)	(0.2%)		

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Category Analysis : Sales

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■ −5.0 billion yen increase (YoY)

（Unit:100 million yen, amounts less than 100 million yen are disregarded）

6,304　　　**6,254**

FY2019		FY2020	
573	(9.1%)	585	(9.4%)
827	(13.1%)	886	(14.2%)
1,500	(23.8%)	1,489	(23.8%)
1,204	(19.1%)	1,056	(16.9%)
2,197	(34.9%)	2,235	(35.7%)

⬤ Others
+12

⬤ Retail Business
+59

⬤ Fast Food Service
−11

⬤ Family Dining
−148

⬤ Gyudon
+38

※（ ）Sales composition

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