

Summary of Business Result for the Third Quarter ended December 31, 2020

Date: January 29, 2021

Company name	BELLUNA CO., LTD.	Registered on the TSE1
Stock code	9997	URL http://www.belluna.co.jp/
presentative person	Kiyoshi Yasuno, President and Representative Director	TEL (048) 771-7753
Contact person	Tomohiro Matsuda, Director and Executive Officer General Manager of Administration	
Date of filing Shihanki-Houkokusho	February 12, 2021	Date of payment of cash dividends -
Drawing up of support documentation for its business result for 3Q	: Yes	
Taking place of analyst meeting for 3Q presentation	: None	

1. Consolidated Business Results for the Third Quarter of FY March 2021 (April 1, 2020 – December 31, 2020)

(1) Results of Operations (cumulative)

(Note: Rounded down to ¥ Million)

FY	Net sales		Operating income		Ordinary income		Net income	
	¥ Million	%(YOY)	¥ Million	%(YOY)	¥ Million	%(YOY)	¥ Million	%(YOY)
3Q ended Dec. 2020	154,145	12.0	11,607	59.6	12,487	69.0	8,620	87.6
3Q ended Dec. 2019	137,578	3.0	7,274	-14.0	7,389	-34.7	4,594	-36.0

(Note) Comprehensive income (Consolidated):

8,956 million yen for 3Q of FY March 2021 (116.3%) 4,140 million yen for 3Q of FY March 2020(-19.6%)

FY	Net income per share		Diluted net income per share	
	¥		¥	
3Q ended Dec. 2020	89.18		—	
3Q ended Dec. 2019	47.51		—	

(2) Financial Position

FY	Total assets	Net assets	Net assets excluding share subscription rights and minority interests to total assets
			%
As of Dec. 2020	¥ Million 241,219	¥ Million 109,945	45.3
As of Mar. 2020	223,128	102,525	45.7

(Note) Net assets excluding share subscription rights and minority interests (Consolidated):

109,342 million yen as of Dec. 31, 2020 101,889 million yen as of Mar. 31, 2020

2. Dividends

	Annual cash dividends per share				
	at 1st quarter end	at 2nd quarter end	at 3rd quarter end	at fiscal year end	total
	yen	yen	yen	yen	yen
FY ended Mar. 2020	—	8.00	—	8.00	16.00
FY ended Mar. 2021	—	8.00			
FY ending Mar. 2021 (forecast)			—	8.50	16.50

(Note) Revision in forecast of dividends: None

3. Forecast of Consolidated Financial Performance in FY March 2021 (April 1, 2020- March 31, 2021)

FY	Net sales		Operating income		Ordinary income		Net income		Net income per share
	¥ Million	%(YOY)	¥ Million	%(YOY)	¥ Million	%(YOY)	¥ Million	%(YOY)	¥
FY ending Mar. 2021	200,000	11.1	14,000	35.8	14,800	42.8	10,500	79.1	108.62

(Note) Revision in forecast of consolidated financial performance: None

4. Others

(1) Significant changes in scope of consolidation : None

(2) Simplified accounting method adopted : None

(3) Changes in accounting policies

1. Changes due to changes in accounting standard : None

2. Other changes : None

3. Change in accounting estimate : None

4. Re-statement : None

(4) Number of shares issued

1. Number of outstanding shares at the fiscal year/period end (including treasury shares):

97,244,472 shares as of Dec. 31, 2020 97,244,472 shares as of Mar. 31, 2020

2. Number of treasury shares at the fiscal year/period end:

571,610 shares as of Dec. 31, 2020 587,369 shares as of Mar. 31, 2020

3. Outstanding averaged number of shares:

96,664,827 shares for 3Q of FY March 2021 (April 1, 2020 - December 31, 2020)

96,721,721 shares for 3Q of FY March 2020 (April 1, 2019 - December 31, 2019)

[Reference] Sales by Business Segment

The Third Quarter of FY March 2020 (April 1, 2019 - December 31, 2019)

(Note: Rounded down to ¥ Million)

	General Mail Order	Specialty Mail Order	Retail store	Solution	Finance	Property
Net Sales	58,127	37,368	22,947	5,907	3,252	6,725
(1) Sales to customers	57,780	37,267	22,947	5,782	3,252	6,648
(2) Internal sales or transfers to/from segments	347	101	—	124	—	76
Segment Income / Loss	1,816	2,791	-5	1,904	1,373	434

	Other	Adjustments (Note1)	Consolidated total on profit and loss statements (Note2)
Net Sales	3,997	-747	137,578
(1) Sales to customers	3,900	—	137,578
(2) Internal sales or transfers to/from segments	97	-747	—
Segment Income / Loss	-746	-294	7,274

(Note)

1. Adjustments of segment income / loss: 155 million yen for Elimination and corporate amount, and -449 million yen for depreciation for goodwill.
2. Operating income on profit and loss statements for 3Q was calculated from Segment Income and Adjustments.

The Third Quarter of FY March 2021 (April 1, 2020 - December 31, 2020)

(Note: Rounded down to ¥ Million)

	General Mail Order	Specialty Mail Order	Retail store	Solution	Finance	Property
Net Sales	69,554	47,985	17,120	7,707	3,486	5,410
(1) Sales to customers	69,210	47,896	17,117	7,585	3,486	5,328
(2) Internal sales or transfers to/from segments	343	88	2	122	—	81
Segment Income / Loss	4,890	5,353	-1,791	2,122	1,857	197

	Other	Adjustments (Note1)	Consolidated total on profit and loss statements (Note2)
Net Sales	3,607	-726	154,145
(1) Sales to customers	3,519	—	154,145
(2) Internal sales or transfers to/from segments	88	-726	—
Segment Income / Loss	-703	-319	11,607

(Note)

1. Adjustments of segment income / loss: 194 million yen for Elimination and corporate amount, and -514 million yen for depreciation for goodwill.
2. Operating income on profit and loss statements for 3Q was calculated from Segment Income and Adjustments.

(Note) The forecasts contained in this material reflect the judgment of the information which the Company obtains as of the time of the preparation this material, and the assumption which is deemed reasonable by the Company. The actual results may differ from the forecasts caused by some factors.

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