



Supplemental Materials for FY2019 1Q Financial Results



February 28, 2019
H.I.S. Co., Ltd.
TSE 1: 9603

Consolidated Operating Results

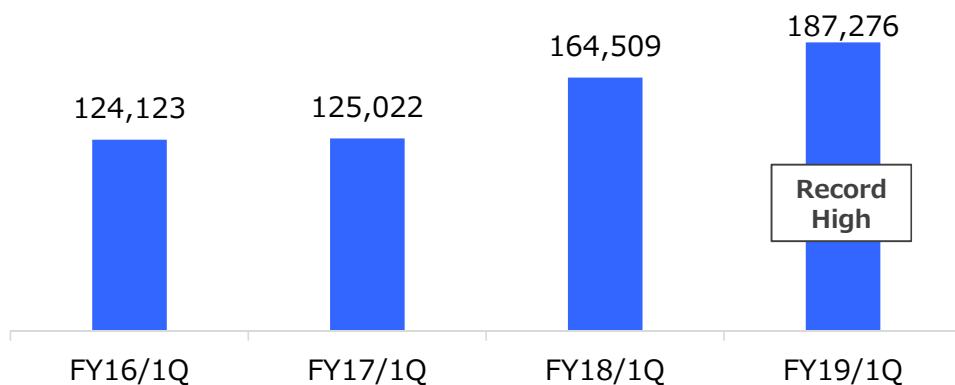
	FY18/1Q	FY19/1Q	YoY	Increase/Decrease	Major Reasons for Increase/Decrease
Net Sales (JPY million)	164,509	187,276	113.8%	+22,766	Travel+20,870、Energy+1,734
Gross Profit	31,619	35,093	111.0%	+3,474	
Operating Profit	4,078	5,981	146.7%	+1,903	Travel+2,092、Huis Ten Bosch Group△204、Energy+150、Hotel△137
EBITDA	6,150	8,154	132.6%	+2,004	
Non-Operating Income	849	697	82.1%	△152	
Non-Operating Expenses	970	1,479	152.4%	+509	
Ordinary Profit	3,957	5,199	131.4%	+1,241	
Extraordinary Income	-	-	-	-	
Extraordinary Losses	-	-	-	-	
Profit before Income Taxes	3,957	5,199	131.4%	+1,241	
Income Taxes	1,833	1,803	98.4%	△29	
Profit Attributable to Non-Controlling Interests	821	1,039	126.6%	+218	
Profit Attributable to Owners of Parent	1,302	2,356	180.9%	+1,053	



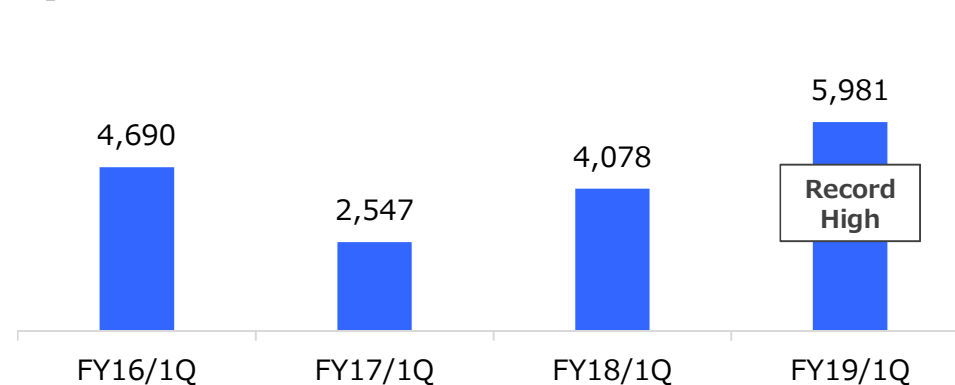
Consolidated Financial Results (5 Years)

(JPY million)

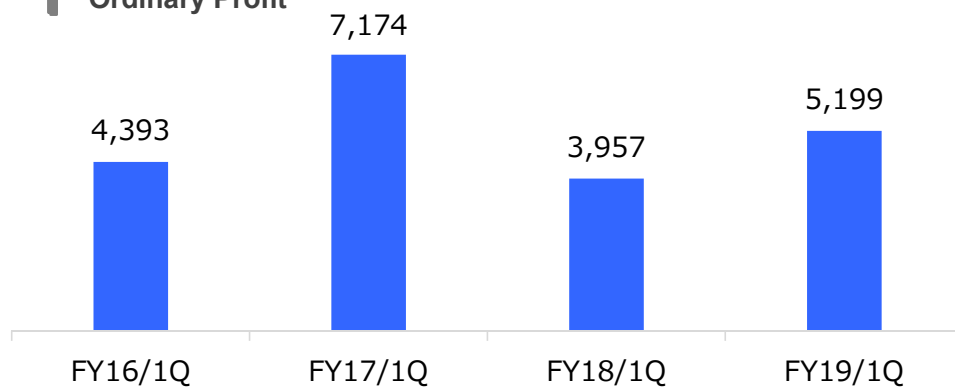
Net Sales



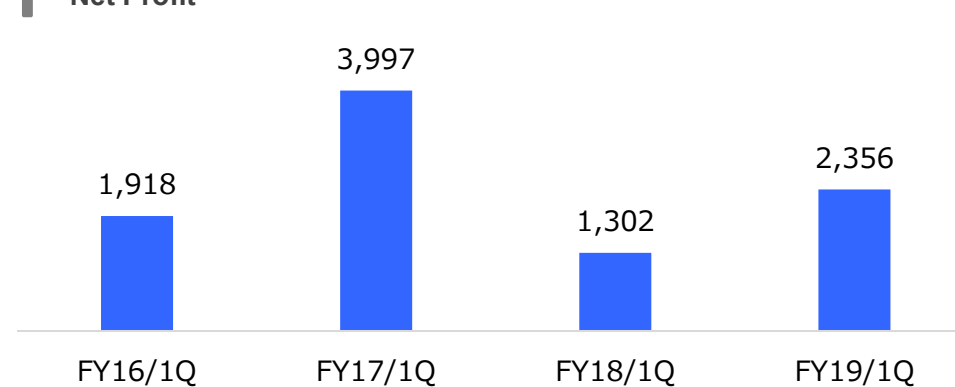
Operating Profit



Ordinary Profit



Net Profit



Quarterly Consolidated Income Statement

(JPY million)	FY18					FY19		Forecast	
	1Q	2Q	3Q	4Q	Total	1Q	1H	2H	Total
Net Sales	164,509	176,738	169,190	218,115	728,554	187,276	374,000	412,000	786,000
YoY	131.6%	120.4%	118.1%	114.3%	120.2%	113.8%	-	-	107.8%
Cost of Sales	132,890	144,919	137,991	179,384	595,185	152,182	-	-	-
Gross Profit	31,619	31,818	31,198	38,731	133,368	35,093	69,000	74,500	143,500
G/P Margin	19.2%	18.0%	18.4%	17.8%	18.3%	18.7%	-	-	-
SG&A Expenses	27,540	28,238	29,294	30,211	115,285	29,111	-	-	-
Operating Profit	4,078	3,545	1,939	8,461	18,083	5,981	8,400	11,600	20,000
YoY	160.1%	96.0%	104.4%	108.3%	113.6%	146.7%	-	-	110.6%
O/P Margin	2.5%	2.0%	1.1%	3.9%	2.5%	3.2%	-	-	-
EBITDA	6,150	5,884	4,253	10,784	27,073	8,154	13,090	16,470	29,560
Non-Operating Income	849	1,328	581	1,032	3,791	697	-	-	-
Non-Operating Expenses	970	1,015	22	366	2,375	1,479	-	-	-
Ordinary Profit	3,957	3,892	2,463	9,185	19,499	5,199	9,000	12,000	21,000
YoY	55.2%	114.9%	141.4%	124.2%	98.9%	131.4%	-	-	107.7%



Quarterly P/L by Business Segment

(JPY million)		FY18					FY19		Forecast		
		1Q	2Q	3Q	4Q	Total	1Q	1H	2H	Total	
Travel Business	Net Sales	145,746	157,941	151,159	196,455	651,303	166,617	331,000	363,000	694,000	
	YoY	134.2%	121.1%	118.9%	115.1%	121.3%	114.3%	-	-	106.6%	
	Operating Profit	1,979	2,245	968	7,012	12,205	4,071	6,200	7,100	13,300	
	YoY	231.5%	-	-	-	-	205.7%	-	-	109.5%	
	EBITDA	2,852	3,265	1,869	7,959	15,946	4,996	8,300	9,100	17,400	
	YoY	195.5%	94.9%	122.8%	125.4%	124.9%	175.2%	-	-	109.1%	
Huis Ten Bosch Group	Net Sales	7,654	7,408	6,658	8,959	30,680	7,415	15,000	15,900	30,900	
	YoY	-	-	-	-	-	96.9%	-	-	100.7%	
	Operating Profit	1,976	1,818	1,210	2,310	7,315	1,771	3,250	4,190	7,440	
	YoY	-	-	-	-	-	89.7%	-	-	101.7%	
	EBITDA	2,448	2,307	1,770	2,847	9,373	2,289	4,345	5,387	9,732	
	YoY	-	-	-	-	-	93.5%	-	-	103.8%	
Hotel Business	Net Sales	3,130	3,109	2,915	2,883	12,039	3,087	6,300	6,700	13,000	
	YoY	184.7%	161.5%	168.9%	101.9%	147.2%	98.6%	-	-	107.9%	
	Operating Profit	394	319	130	▲35	808	257	540	440	980	
	YoY	170.6%	121.4%	112.7%	-	105.7%	65.2%	-	-	121.3%	
	EBITDA	732	654	458	272	2,117	520	1,110	1,170	2,280	
	YoY	170.6%	138.8%	137.8%	56.7%	123.6%	71.1%	-	-	107.7%	



Quarterly P/L by Business Segment

(JPY million)		FY18					FY19		Forecast	
		1Q	2Q	3Q	4Q	Total	1Q	1H	2H	Total
Kyushu Sanko Group	Net Sales	5,740	5,105	5,277	5,519	21,641	5,882	11,500	11,200	22,700
	YoY	97.8%	96.1%	98.6%	96.0%	97.1%	102.5%	-	-	104.9%
	Operating Profit	235	114	▲25	74	398	183	330	210	540
	YoY	105.0%	568.3%	-	29.3%	70.7%	78.0%	-	-	135.6%
	EBITDA	455	349	226	364	1,395	405	780	720	1,500
	YoY	91.6%	114.5%	69.3%	74.0%	86.0%	89.0%	-	-	107.5%
Energy Business	Net Sales	2,280	2,910	2,751	4,048	11,989	4,014	9,600	12,900	22,500
	YoY	-	-	-	-	-	176.1%	-	-	187.7%
	Operating Profit	▲32	▲341	100	▲155	▲428	118	200	▲190	10
	YoY	-	-	-	-	-	-	-	-	-
	EBITDA	▲26	▲335	140	▲139	▲360	135	239	▲149	90
	YoY	-	-	-	-	-	-	-	-	-
Others	Net Sales	1,148	1,595	1,538	1,614	5,896	1,556	3,300	4,300	7,600
	YoY	42	▲2	122	▲141	21	101	110	220	230
	Operating Profit	138	104	▲236	▲38	441	223	345	352	697

- Energy segment was newly added from this consolidated fiscal year. "HTB Energy" was recategorized from Huis Ten Bosch Group to Energy Business, and "H.I.S. Energy Holdings", "H.I.S. SUPER Electric Power", "H.I.S. SUPER Electric Power Company" were recategorized from Others to Energy Business.
- "Huis Ten Bosch Technology Center" and its subsidiary "Nishinon Engineering" were recategorized from Huis Ten Bosch Group to Others.
- Revised the 1H operating profit forecasts for Travel Business, Huis Ten Bosch Group, and Energy Business.



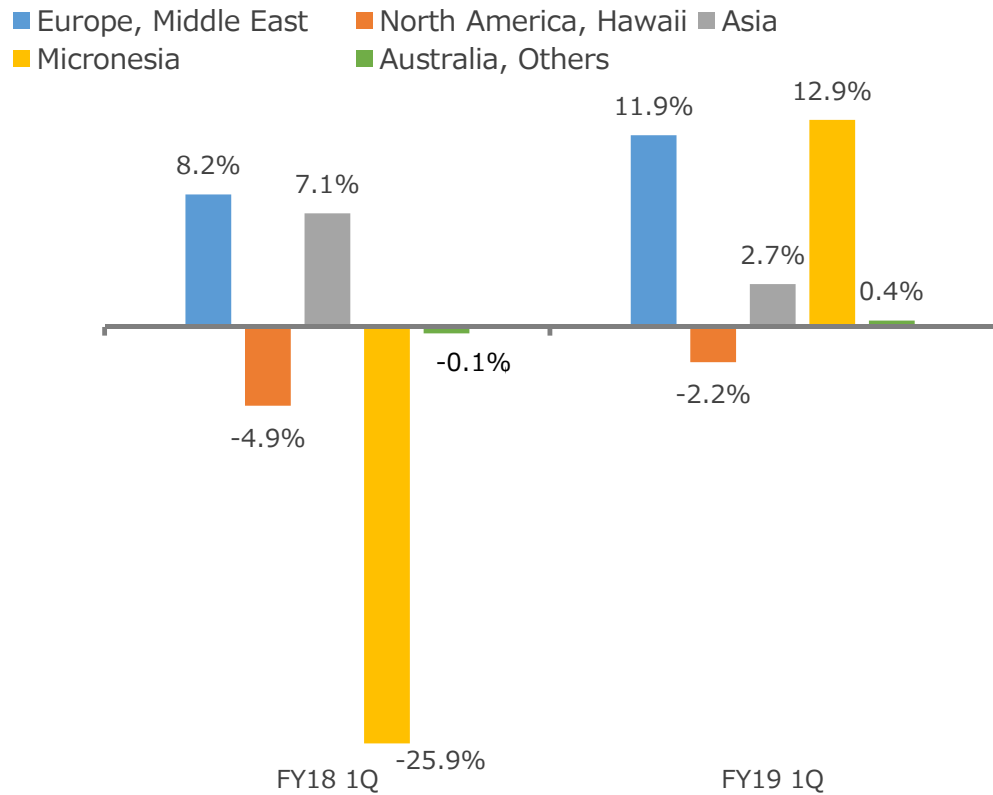
Travel Business / Quarterly Sub-Segment P/L

(JPY million)	FY18					FY19		Forecast	
	1Q	2Q	3Q	4Q	Total	1Q	1H	2H	Total
Travel Business Total	145,746	157,941	151,159	196,455	651,303	166,617	331,000	363,000	694,000
YoY	134.2%	121.1%	118.9%	115.1%	121.3%	114.3%	-	-	106.6%
International Travel from Japan / Transaction Amount	92,317	106,883	102,845	133,611	435,657	98,532	-	-	-
YoY	112.4%	112.7%	119.5%	118.8%	116.1%	106.7%	-	-	-
Fuel Surcharge (included in the transaction amount above)	2,162	4,430	4,560	6,806	17,960	6,030	-	-	-
Domestic Travel in Japan / Transaction Amount	11,776	16,434	13,600	18,413	60,224	11,941	-	-	-
YoY	109.0%	104.9%	99.5%	99.5%	102.7%	101.4%	-	-	-
Inbound Travel to Japan / Transaction Amount	5,901	7,212	7,913	7,796	28,824	7,052	-	-	-
YoY	202.6%	191.1%	183.5%	157.5%	180.7%	119.5%	-	-	-
Overseas Subsidiaries / Inbound Transaction Amount	44,088	33,129	38,373	51,708	167,299	56,070	-	-	-
YoY	229.8%	192.9%	201.4%	129.0%	175.2%	127.1%	-	-	-
Overseas Subsidiaries / Outbound Transaction Amount	18,897	20,222	21,248	19,634	80,002	19,719	-	-	-
YoY	205.3%	145.2%	110.4%	104.7%	142.4%	104.3%	-	-	-
Elimination of internal transactions, adjustments, etc.	△27,234	△25,950	△32,821	△34,707	△120,715	△26,697	-	-	-

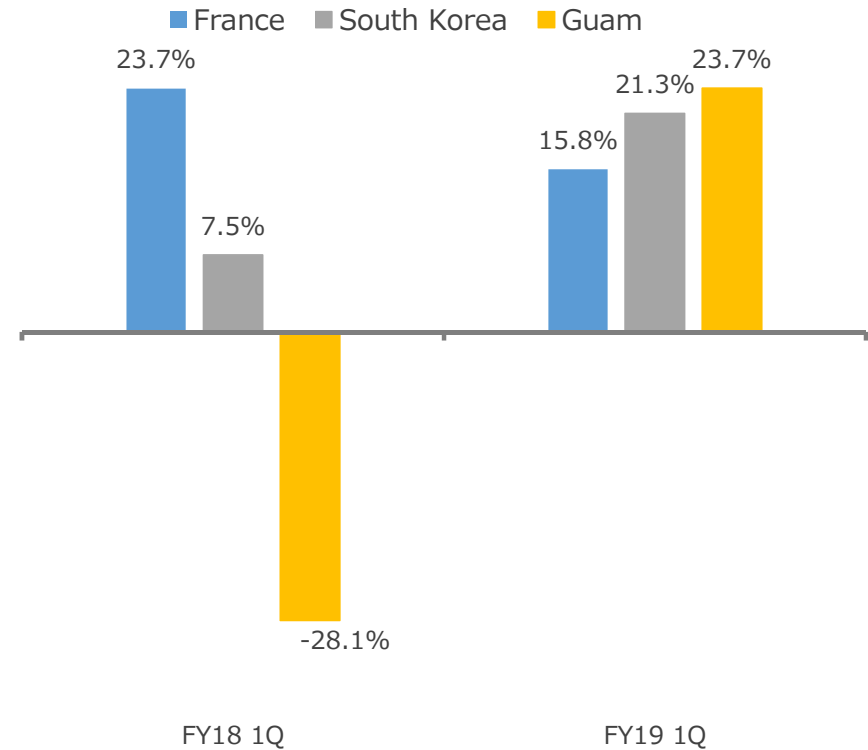


Travel Business / YoY Comparison for the # of Passengers by Destination (International Travel)

By Area



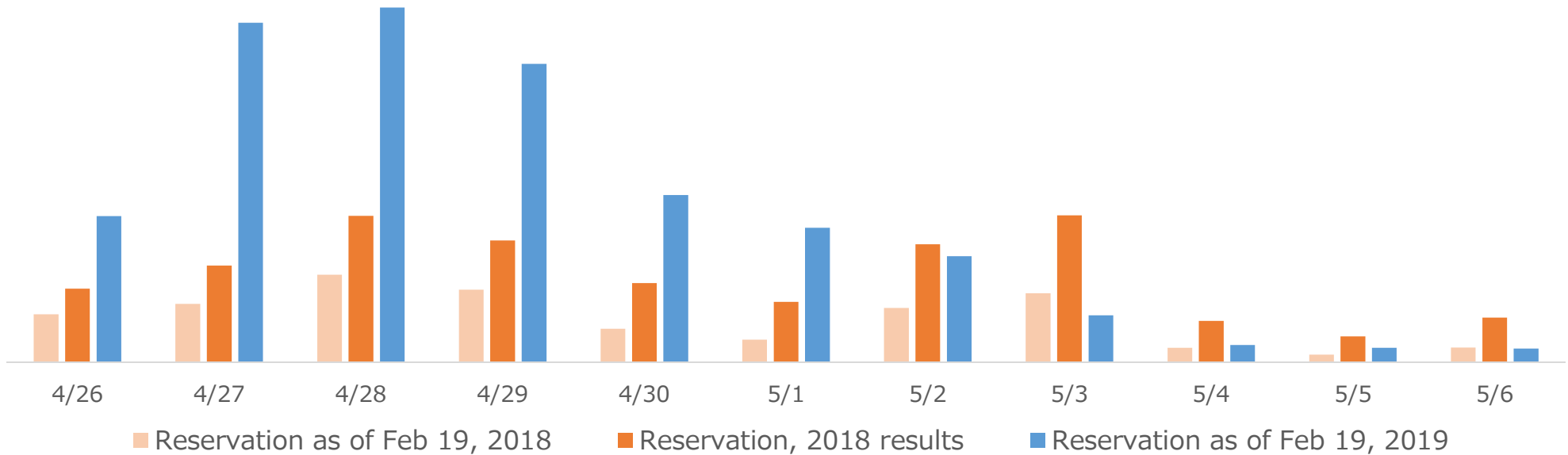
By Country



Travel Business / The Golden Week Reservation status (International Travel)

YoY Comparison for Net Sales By Departure date

Reservation as of Feb 19, 2019			Forecast (YoY)		
GW Total	Comparison vs reservation as of Feb 19, 2018	Comparison vs last year results	Net sales	# of passengers	Unit price
		338%	171%	200%	155%
4/26~4/30 Total	433%	252%			
5/1~5/6 Total	181%	76%			

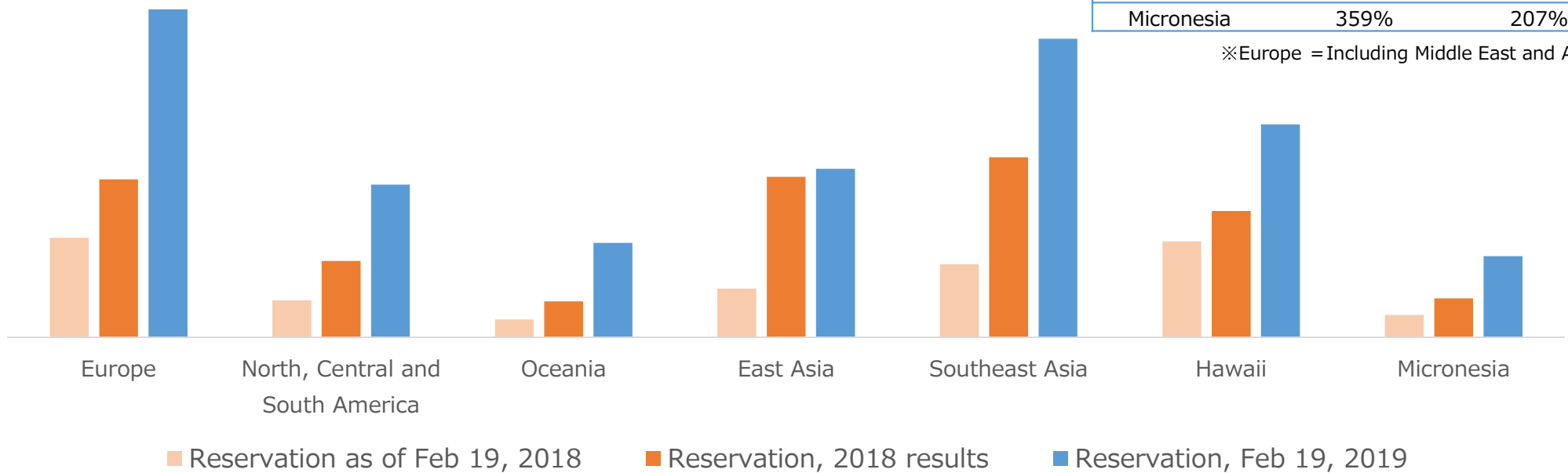


Travel Business / The Golden Week Reservation status (International Travel)

YoY Comparison for Reservation By Destination (Departure date : 4/26~5/6)

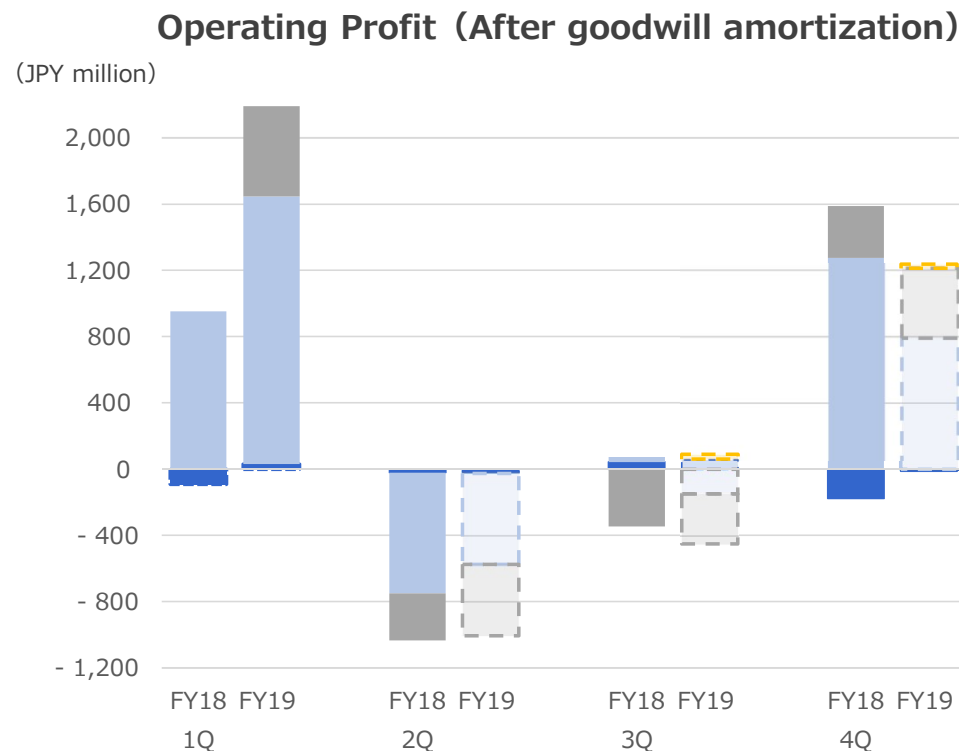
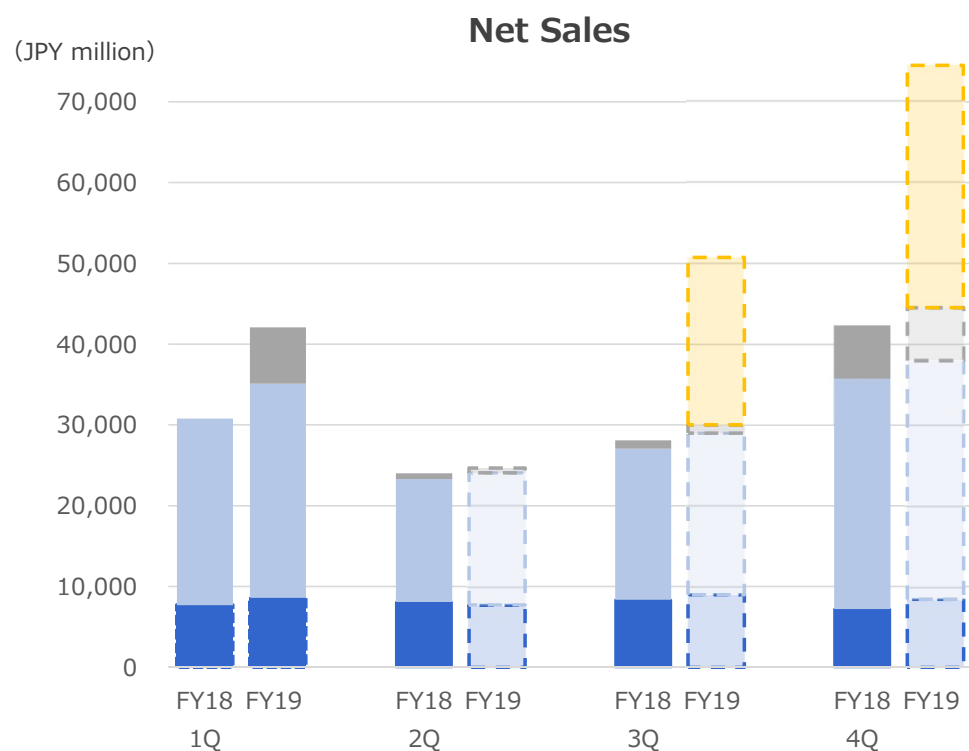
Reservation (As of Feb 19, 2019)		
Destination	Vs Feb 19, 2018	Vs 2018 results
Europe	329%	207%
North, Central and South America	410%	199%
Oceania	521%	262%
East Asia	343%	105%
Southeast Asia	407%	166%
Hawaii	221%	168%
Micronesia	359%	207%

※Europe = Including Middle East and Africa



Travel Business / Newly-Added Consolidated Subsidiaries

Seasonality of Newly-Added Consolidated Subsidiaries



■ Merit ■ MIKI ■ Jonview ■ Red Label

※Forecast after FY19 2Q



Huis Ten Bosch Quarterly P/L

(JPY million)	FY18					FY19		Forecast
	1Q	2Q	3Q	4Q	Total	1Q	Total	
Transaction Amount	7,361	7,167	6,340	7,515	28,384	7,079	29,200	
YoY	97.9%	104.3%	99.5%	89.7%	97.3%	96.2%	103.0%	
Operating Profit	2,049	2,062	1,285	1,779	7,176	1,894	7,300	
YoY	92.2%	109.3%	87.7%	88.4%	94.5%	92.4%	103.0%	
Number of Visitors (10,000)	72.9	66.6	62.3	70.3	272.2	70.8	285.0	
YoY	92.4%	96.9%	96.6%	92.6%	94.4%	97.2%	105.0%	
Foreign Visitors (included in the number above, 10,000)	4.3	4.7	5.0	4.3	18.4	3.5	-	
YoY	121.6%	91.4%	90.9%	89.6%	96.3%	82.1%	-	
Number of Hotel Guests (10,000)	7.6	8.1	6.5	7.9	30.2	7.4	-	
YoY	94.5%	101.7%	101.6%	90.8%	96.7%	96.1%	-	
Unit Price (JPY, rounded down to the nearest hundred)	10,000	10,700	10,100	10,600	10,400	9,900	-	
Increase/Decrease	+500	+800	+300	-300	+300	-100	-	



Consolidated Balance Sheet (as Compared to End of Last Fiscal Year)

(JPY million)

	18/4Q	19/1Q	Increase/Decrease
Cash and deposits	213,960	234,782	20,821
Notes and accounts receivable – trade	44,376	50,343	5,967
Operating accounts receivable	5,048	3,076	△1,971
Travel advance payments	34,347	43,899	9,551
Others	22,196	26,404	4,207
Total current assets	319,929	358,505	38,576
Property, plant and equipment	116,102	133,307	17,204
Intangible assets	12,964	12,736	△227
Goodwill	7,232	7,223	△8
Investments and other assets	59,807	59,954	147
Total non-current assets	196,105	213,221	17,115
Deferred assets	432	538	105
Total assets	516,468	572,265	55,797

	18/4Q	19/1Q	Increase/Decrease
Operating accounts payable	36,933	38,484	1,551
Travel advance received	68,344	89,268	20,923
Bonds and convertible bonds payable	85,141	85,127	△14
Long-term loans payable	124,317	148,452	24,134
Others	86,089	93,489	7,401
Total liabilities	400,826	454,822	53,996
Capital stock	11,000	11,000	-
Capital surplus	3,451	3,664	212
Retained earnings	102,083	102,679	596
Treasury shares	△28,611	△28,535	76
Accumulated other comprehensive income	304	468	163
Share acquisition rights	431	476	45
Non-controlling interests	26,982	27,689	707
Total net assets	115,641	117,443	1,802
Total liabilities and net assets	516,468	572,265	55,797





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