

Tokyo Individualized Educational Institute (TIEI) Performance data

Unit : Million yen

Business Results	FY2013/2	FY2014/2	FY2015/2	FY2016/2	FY2017/2	FY2018/2	FY2019/2	FY2020/2	FY2021/2	FY2022/2
Net sales	13,017	14,322	15,717	17,094	17,909	19,175	20,397	21,261	19,142	22,495
Operating income	716	1,272	1,724	2,217	2,305	2,634	2,790	2,928	613	2,396
Ordinary income	723	1,277	1,729	2,223	2,308	2,636	2,793	2,931	647	2,402
Net income	358	737	1,075	1,383	1,438	1,744	1,932	1,936	253	1,578
Ratio of operating income to net sales (%)	5.5	8.9	11.0	13.0	12.9	13.7	13.7	13.8	3.2	10.7
Return on equity (%)	5.5	10.9	14.7	17.5	17.5	20.7	21.8	19.8	2.8	18.5

Financial condition										
Total assets	8,216	8,886	9,898	10,415	10,525	11,414	12,114	13,190	11,687	12,679
Net assets	6,548	6,960	7,656	8,171	8,252	8,585	9,106	9,606	8,447	8,616
Shareholders equity ratio (%)	79.7	78.3	77.4	78.5	78.4	75.2	75.2	72.7	72.2	67.8

Cash flow										
Cash flows from operating activities	875	1,112	1,509	1,644	1,490	2,366	2,438	2,707	235	2,754
Cash flows from investing activities	249	1,723	(4,483)	(513)	3,675	(388)	(379)	(963)	(1,015)	(802)
Cash flows from financing activities	(327)	(326)	(380)	(868)	(1,357)	(1,411)	(1,412)	(1,411)	(1,411)	(1,410)
Cash and cash equivalents at the end of period	3,981	6,490	3,136	3,399	7,207	7,773	8,420	8,753	6,562	7,103

Indicators per share										
Net income per share (Yen)	6.60	13.59	19.82	25.48	26.50	32.14	35.59	35.66	4.66	29.07
Net assets per share (Yen)	120.62	128.21	141.02	150.51	152.00	158.14	167.73	176.67	155.33	158.41
Dividends per share(full year) (Yen)	6.00	6.00	8.00	24.00	26.00	26.00	26.00	26.00	26.00	26.00
Dividend payout ratio (%)	90.9	44.1	40.4	94.2	98.1	80.9	73.1	74.4	557.8	89.4

Management index										
Number of students(average during the year) (persons)	21,908	23,790	25,258	27,036	28,483	30,308	32,328	33,159	30,426	33,309
Number of schools (end of February) (schools)	202	208	218	225	230	240	248	256	261	266
Number of instructors (persons)	5,821	6,289	7,082	7,453	8,106	9,269	10,381	11,070	11,814	12,335