

Benesse Holdings, Inc. Annual Data

Unit : Millions of Yen

Performance highlights	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020
Net Sales	412,828	423,706	450,182	466,399	463,264	444,190	430,064	434,497	439,431	448,577	427,531
Operating Income	42,867	33,797	38,145	35,830	29,227	10,862	7,685	12,626	16,245	21,266	13,089
Ordinary Income	44,703	34,698	38,995	35,216	26,838	8,732	5,545	9,253	12,150	16,759	9,260
Net Income	20,586	16,369	21,147	19,930	(10,705)	(8,211)	3,557	12,397	4,902	6,289	3,122
Net income per share (Yen)	208.47	167.79	217.54	206.79	(111)	(85.37)	36.98	128.79	50.89	65.28	32.40

Unit : Millions of Yen

Asset status	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020
Total assets	405,119	432,080	460,259	487,594	490,954	474,926	481,904	496,595	504,682	517,425	541,982
Net worth	192,793	194,189	207,479	215,109	197,892	179,266	175,166	175,122	175,099	175,339	175,037
Capital adequacy ratio (%)	46.2	43.5	43.7	42.9	39.2	36.4	34.9	34.5	33.6	32.7	31.3

Unit : Millions of Yen

Cash flows	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020
Cash flow from operating activities	44,937	40,631	33,709	32,295	27,839	26,195	25,237	26,449	13,948	41,978	25,843
Cash flow from investment activities	(14,632)	(33,524)	(23,012)	(24,729)	3,048	(26,191)	(436)	5,503	(30,490)	1,425	(19,698)
Cash flow from financial activities	12,923	(11,254)	(11,270)	(14,514)	(13,112)	(3,236)	(11,994)	(12,512)	(10,084)	(12,661)	(4,745)
Cash and cash equivalents closing balance	101,691	96,942	97,802	93,835	112,955	108,355	119,001	138,304	112,658	142,881	144,035

Unit : Millions of Yen

Sales by segment	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020
Domestic Education	-	-	-	-	-	-	-	182,028	192,064	200,393	205,789
Global Kodomo Challenge	-	-	-	-	-	-	-	52,220	56,443	56,555	55,175
Nursing Care and Childcare	-	-	-	-	-	-	-	111,812	116,999	122,868	123,807
Berlitz	-	-	-	-	-	-	-	51,306	49,275	45,020	26,401
Others	-	-	-	-	-	-	-	37,129	24,647	23,739	16,358

Unit : Millions of Yen

Management index	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020
CAPEX	21,938	44,610	23,796	31,915	37,998	24,934	23,609	19,419	31,582	22,660	29,243
Depreciation and amortization of goodwill	13,738	14,183	16,957	17,367	21,056	21,606	20,384	19,961	19,884	19,885	18,885
Number of employees (person)	16,888	18,941	19,739	20,005	20,145	20,607	21,022	20,387	20,426	20,673	19,456
Operating Income ratio (%)	10.4	8.0	8.5	7.7	6.3	2.4	1.8	2.9	3.7	4.7	3.1
ROE (%)	11.3	8.7	10.9	9.7	(5.3)	(4.5)	2.1	7.3	2.9	3.7	1.8
ROA (%)	5.4	3.9	4.7	4.2	(2.2)	(1.7)	0.7	2.5	1.0	1.2	0.6

Benesse Holdings, Inc. Quarterly Data

Unit : Millions of Yen

Performance highlights	FY2018 3Q	FY2018 4Q	FY2019 1Q	FY2019 2Q	FY2019 3Q	FY2019 4Q	FY2020 1Q	FY2020 2Q	FY2020 3Q	FY2020 4Q	FY2021 1Q
Net Sales	324,007	439,431	108,851	224,727	336,562	448,577	98,097	208,946	317,585	427,531	105,461
Operating Income	15,527	16,245	150	14,647	23,093	21,266	(5,254)	8,200	16,662	13,089	(1,021)
Ordinary Income	12,643	12,150	(469)	12,956	20,026	16,759	(7,416)	5,053	13,434	9,260	(2,658)
Net Income	6,582	4,902	(1,597)	8,378	13,181	6,289	(5,671)	2,274	7,027	3,122	(3,032)
Net income per share (Yen)	68.34	50.89	(16.59)	86.97	136.82	65.28	(58.86)	23.61	72.92	32.40	(31.46)

Asset status	FY2018 3Q	FY2018 4Q	FY2019 1Q	FY2019 2Q	FY2019 3Q	FY2019 4Q	FY2020 1Q	FY2020 2Q	FY2020 3Q	FY2020 4Q	FY2021 1Q
Total assets	469,986	504,682	489,754	486,655	493,370	517,425	494,690	490,153	497,151	541,982	532,260
Net worth	174,217	175,099	170,360	180,653	182,952	175,339	167,902	176,477	178,361	175,037	147,365
Capital adequacy ratio (%)	36.3	33.6	33.7	35.9	35.9	32.7	32.8	34.7	34.6	31.3	26.7