

# FACT BOOK

## FY2020



## 財務ハイライト

## Consolidated Statements of Income ( I F R S )

【First half】

(Million JPY)

	FY 2018	FY 2019	FY 2020	FY 2021
Revenue	8,624	9,370	6,381	7,182
Operating profit	1,004	1,222	745	799
Profit before fax	974	1,186	711	763
Profit attributable to owners of parent	627	814	483	521
Operating margin to revenue	11.6%	13.0%	11.7%	11.1%
Profit attributable to owners of parent to revenue	7.3%	8.7%	7.6%	7.3%
EBITDA	1,264	1,551	1,058	—

【Second half】

(Million JPY)

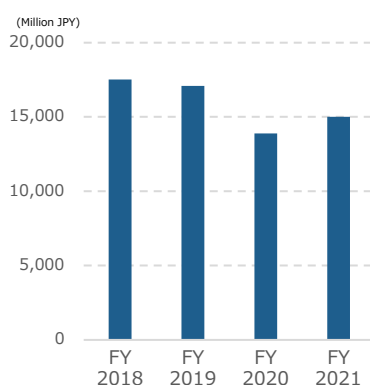
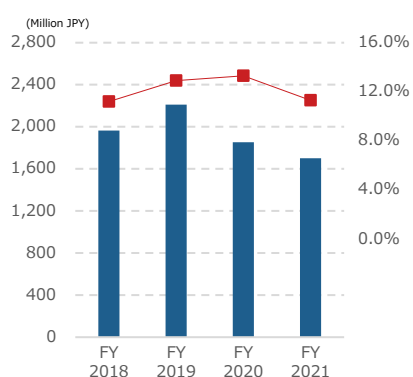
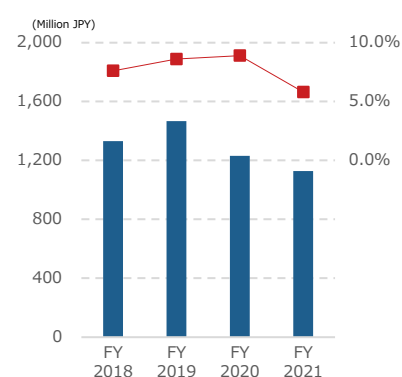
	FY 2018	FY 2019	FY 2020	FY 2021
Revenue	8,888	7,711	7,504	7,818
Operating profit	959	987	1,107	901
Profit before fax	920	952	1,072	866
Profit attributable to owners of parent	704	652	748	607
Operating margin to revenues	10.8%	12.8%	14.8%	11.5%
Profit attributable to owners of parent to revenue	7.9%	8.5%	10.0%	7.8%
EBITDA	1,236	1,325	1,408	—

【Full year】

(Million JPY)

	FY 2018	FY 2019	FY 2020	FY 2021
Revenue	17,512	17,081	13,885	15,000
Operating profit	1,963	2,210	1,853	1,700
Profit before fax	1,894	2,139	1,784	1,629
Profit attributable to owners of parent	1,331	1,467	1,231	1,128
Operating margin to revenues	11.2%	12.9%	13.3%	11.3%
Profit attributable to owners of parent to revenue	7.6%	8.6%	8.9%	7.5%
EBITDA	2,501	2,876	2,467	—

Revenue

Operating profit  
Operating margin to revenueProfit  
Profit attributable to owners  
of parent to revenue

## 【First half】

(Million JPY)

	FY 2018	FY 2019	FY 2020	FY 2020
Temporary Materials Division	6,973	8,064	5,436	5,520
Wedge binding type scaffolding	3,696	5,015	2,913	—
Next generation scaffolding	1,605	1,172	973	—
Other temporary materials	1,672	1,876	1,548	—
Distribution Equipment Division	1,650	1,305	945	1,661

## 【Second half】

(Million JPY)

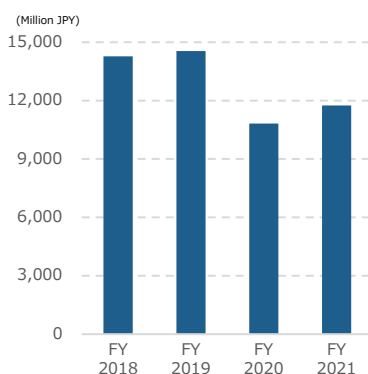
	FY 2018	FY 2019	FY 2020	FY 2020
Temporary Materials Division	7,301	6,480	5,382	6,230
Wedge binding type scaffolding	4,518	3,733	2,907	—
Next generation scaffolding	1,052	988	824	—
Other temporary materials	1,730	1,758	1,650	—
Distribution Equipment Division	1,586	1,230	2,121	1,587

## 【Full year】

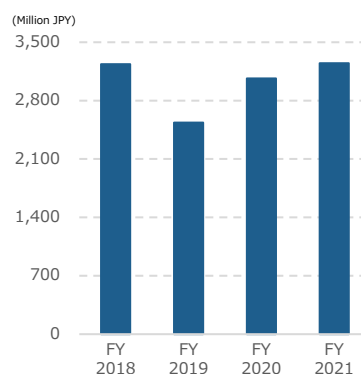
(Million JPY)

	FY 2018	FY 2019	FY 2020	FY 2020
Temporary Materials Division	14,275	14,544	10,818	11,751
Wedge binding type scaffolding	8,214	8,748	5,821	—
Next generation scaffolding	2,657	2,160	1,798	—
Other temporary materials	3,402	3,635	3,199	—
Distribution Equipment Division	3,236	2,536	3,066	3,248

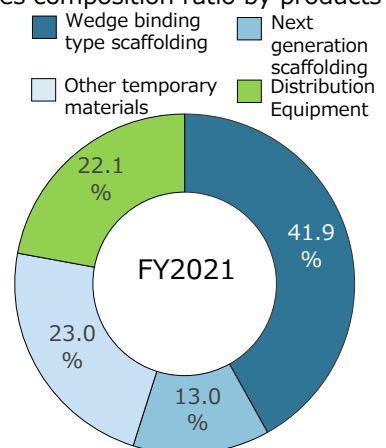
## Sales of Temporary Materials Division



## Sales of Distribution Equipment Division



## Sales composition ratio by products



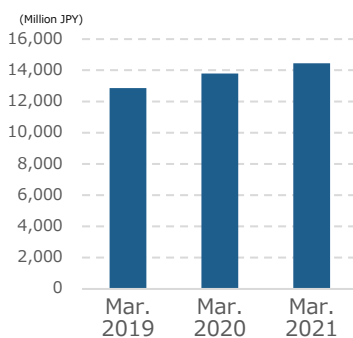
## 財務ハイライト

## Consolidated Statement of Financial Position (IFRS)

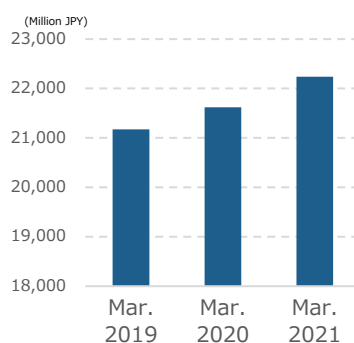
(Million JPY)

	As of Mar. 31, 2019	As of Mar. 31, 2020	As of Mar. 31, 2021
Total assets	21,172	21,620	22,236
Current assets	8,064	8,345	9,290
Cash and cash equivalents	1,742	3,120	4,738
Trade and other receivables	3,817	2,777	3,006
Inventories	2,382	2,405	1,483
Other current assets	121	42	62
Non-current assets	13,108	13,274	12,945
Property, plant and equipment	2,495	2,370	2,054
Right-of-use assets	–	353	380
Goodwill	9,221	9,221	9,221
Intangible assets	1,276	1,258	1,237
Other non-current assets	114	71	51
Total liabilities and equity	21,172	21,620	22,236
Total non-current liabilities	8,313	7,832	7,793
Current liabilities	2,177	2,018	2,428
Trade and other payables	1,180	739	803
Borrowings	494	495	581
Income taxes payable	174	432	593
Other current liabilities	327	350	450
Non-current liabilities	6,136	5,814	5,364
Borrowings	5,685	5,202	4,717
Provisions	45	45	45
Other non-current liabilities	404	565	601
Total equity	12,859	13,788	14,443
Share capital	150	150	153
Capital surplus	6,915	6,951	6,969
Retained earnings	5,793	6,640	7,252
Other components of equity	–	△ 1	4
Total equity attributable to owners of pare	12,859	13,740	14,379
Non-controlling interests	–	47	63

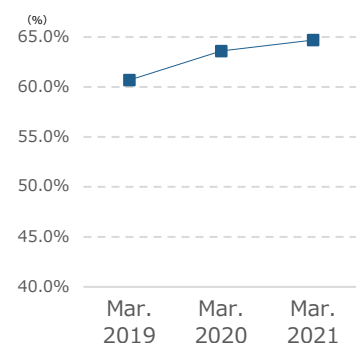
Total equity



Total assets



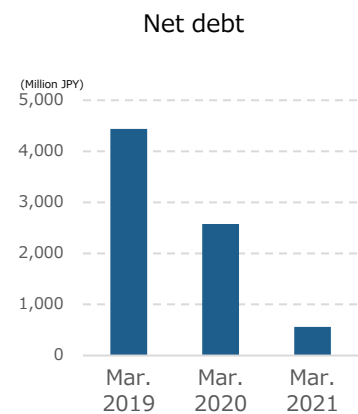
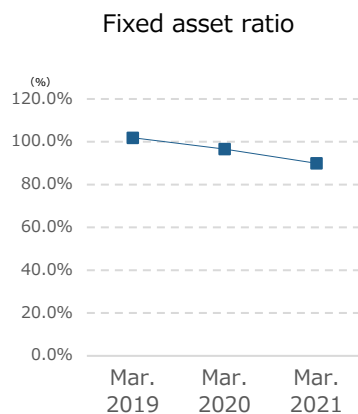
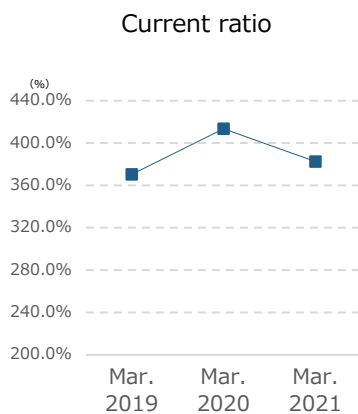
Equity ratio



	As of Mar. 31, 2019	As of Mar. 31, 2020	As of Mar. 31, 2021
Equity ratio	60.7%	63.6%	64.7%
Current ratio	370.4%	413.5%	382.5%
Fixed asset ratio	101.9%	96.6%	90.0%
Creditors equity to total assets	64.7%	56.8%	54.0%
Net Debt (Million JPY)	4,437	2,577	560
Debt/Equity ratio (times)	0.65	0.57	0.54

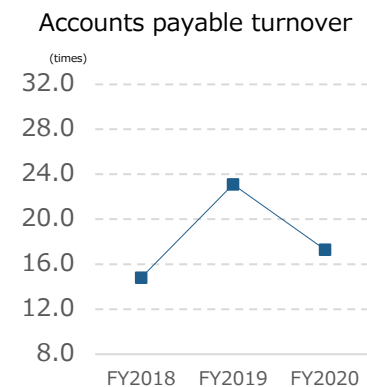
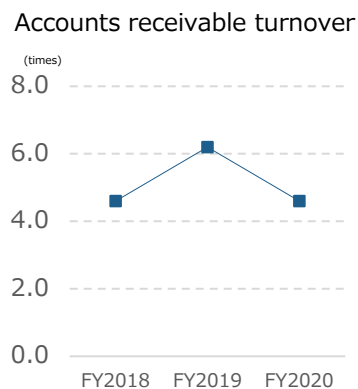
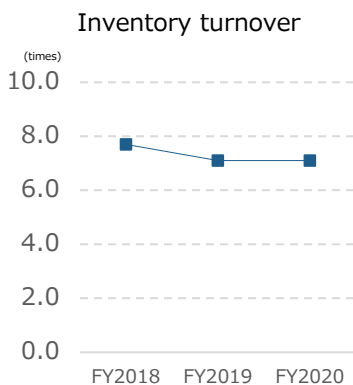
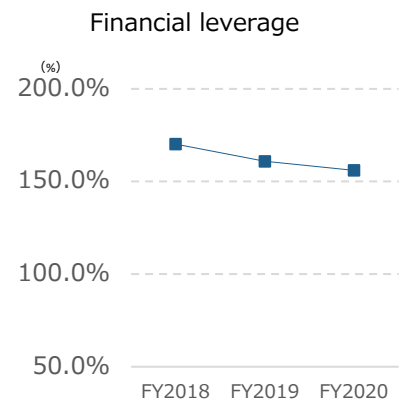
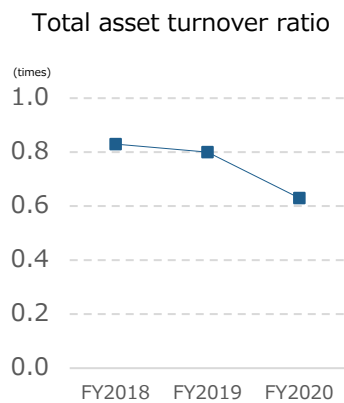
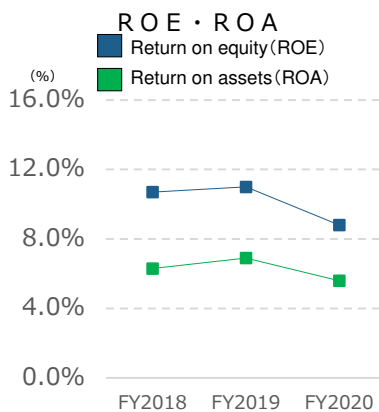
## Consolidated Statements of Cash Flow (IFRS)

	FY 2018	FY 2019	(Million JPY) FY 2020
C/F from operating activities	1,766	3,121	2,892
C/F from investing activities	△ 580	△ 515	△ 181
Free cash flows	1,186	2,606	2,711
C/F from financing activities	△ 951	△ 1,227	△ 1,104
Cash and cash equivalents at end of period	1,742	3,120	4,738



# Financial Indicators

	FY2018	FY2019	FY2020
Capital expenditures(Million JPY)	583	576	228
Depreciation(Million JPY)	544	674	655
Number of employees(Consolidated)	155	161	175
Return on equity (ROE)	10.7%	11.0%	8.8%
Return on asset (ROA)	6.3%	6.9%	5.7%
Ratio of profit attributable to owners of pa	7.6%	8.6%	8.9%
Total asset turnover ratio(times)	0.83	0.80	0.63
Financial leverage	170.2%	160.9%	156.0%
Inventory turnover(times)	7.7	7.1	7.1
Accounts receivable turnover(times)	4.6	6.2	4.6
Accounts payable turnover (times)	14.8	23.1	17.3
Inventory rotation days (days)	47.2	51.2	51.1
Accounts receivable days (days)	79.6	59.3	79.0
Accounts payable turnover (days)	24.6	15.8	21.1
Book value per share (JPY) (BPS)	919.24	975.26	1,019.59
Earnings per share (JPY) (EPS)	96.44	104.85	87.42
Dividend per Share (JPY)	44.00	44.00	35.00
Dividend payout ratio	45.6%	42.0%	40.0%



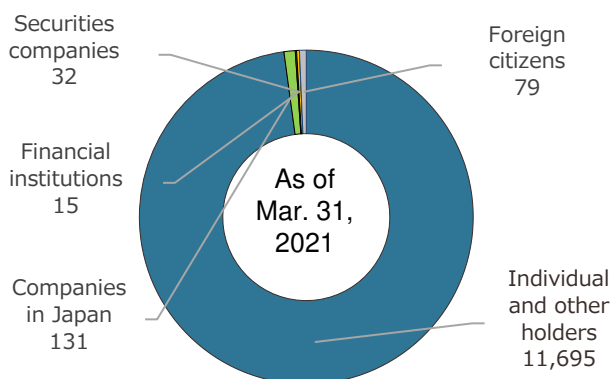
# Shareholder Composition

Number of shareholders	As of Mar. 31, 2019	As of Mar. 31, 2020	As of Mar. 31, 2021
Total	14,043	11,836	11,952
Individual and other holders	13,814	11,606	11,695
Companies in Japan	158	132	131
Financial institutions	6	17	15
Securities companies	26	29	32
National government and local public entities	—	—	—
Foreign citizens	39	52	79

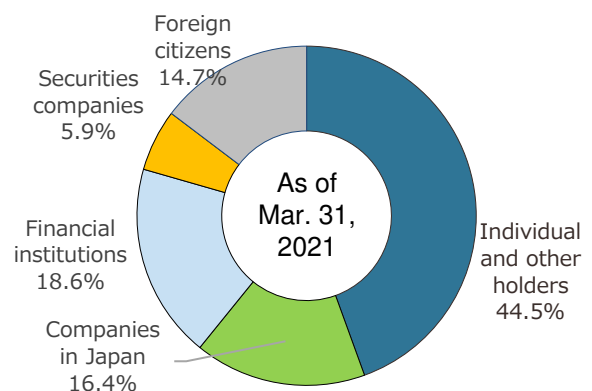
  

Number of shares (1,000)	As of Mar. 31, 2019	As of Mar. 31, 2020	As of Mar. 31, 2021
Total	13,988	14,089	14,103
Individual and other holders	6,602	5,848	6,274
Companies in Japan	2,274	2,214	2,308
Financial institutions	1,839	2,680	2,623
Securities companies	116	584	826
National government and local public entities	—	—	—
Foreign citizens	3,156	2,761	2,070

Number of shareholders



Ratio of shareholding



## Market Information

### 【Construction investments】

	FY2016	FY2017	FY2018	FY2019
Quick Estimate of Construction Investment (100 million JPY)	516,897	547,213	546,057	552,579
New construction works (100 million JPY)	399,727	407,901	429,629	439,524
Maintenance/Repair works (100 million JPY)	155,757	164,163	167,882	173,660
New houses (100 million JPY)	122,898	121,120	120,442	117,141
Reformed houses (100 million JPY)	29,628	30,161	30,065	31,566

Source: Ministry of Land, Infrastructure, Transport and Tourism "Quick Estimate of Construction Investment", "Statistics on Construction Undertaken"

### 【Market rates of raw materials】

	FY2017	FY2018	FY2019	FY2020
Zinc (yen/kg)	386.7	353.7	313.3	309.4

Source: Mitsui Mining & Smelting Co., Ltd.

	FY2017	FY2018	FY2019	FY2020
Scrap iron (yen/kg)	30.7	33.1	24.0	29.1
Deformed steel bar (yen/kg)	62.1	72.2	69.8	68.3
H section steel (yen/kg)	79.3	88.0	86.9	79.8

Source: Japan Iron And Steel Recycling Institute

	Y2017	Y2018	Y2019	Y2020
Coking coal (1,000 yen/ton)	16.90	17.48	16.27	11.54

Source: Trade Statistics of Japan

#### <Formula>

- Operating margin to revenue (%) = Operating profit / Revenue
- Profit to revenue (%) = Profit / Revenue
- EBITDA (Million JPY) = Operating profit + Other expense - Other income + Depreciation and amortization
- Equity ratio (%) = Total equity / Total liabilities and equity
- Current ratio (%) = Current asset / Current liabilities
- Fixed asset ratio (%) = Non-current liabilities / Total equity
- Creditors equity to total assets (%) = Total liabilities / Total equity
- Net Debt (Million JPY) = Borrowings - Cash and cash equivalents
- Debt / Equity ratio (times) = Total liabilities / Total equity
- Return on equity = Profit / Average of total equity at the beginning and end of fiscal year
- Return on assets = Profit / Average of total assets at the beginning and end of fiscal year
- Ratio of net profit (%) = Profit / Revenue
- Total asset turnover ratio (times) = Revenue / Average of total assets at the beginning and end of fiscal year
- Financial leverage (%) = Average of total assets at beginning and end of fiscal year / Average of total equity at beginning and end of fiscal year
- Inventory turnover (times) = Revenue / Average of inventory at the beginning and end of fiscal year
- Accounts receivable turnover (times) = Revenue / Trade and other receivables
- Accounts payable turnover (times) = Revenue / Trade and other payables
- Inventory rotation days (days) = Average of inventory at the beginning and end of fiscal year / Revenue
- Accounts receivable days (days) = Average of trade and other receivables at the beginning and end of fiscal year / Revenue
- Accounts payable turnover (days) = Average of trade and other payables at the beginning and end of fiscal year / Revenue
- Book value per share (JPY) = Total equity / Weighted average shares
- Earnings per share (JPY) = Profit / Weighted average shares
- Dividend payout ratio (%) = Cash dividends / Profit



# Company Profile

## Company outline

Name	Shinwa Co., Ltd.	
Establishment	August 2014 (Founded in August 1979)	
Capital	153 million yen	
Address	30-7 Hiratacho Bushigawa, Kaizu-shi, Gifu 503-0311 Japan	
Stock exchange listing	The first section of Tokyo stock exchange and Nagoya stock exchange	
Code number	3447	
Sales offices		
【Domestic】	Tokyo Branch	1-11, Sakuma-cho, Kanda, Chiyoda-ku, Tokyo
	Osaka Branch	1-23-101, Esaka-cho, Suita-shi, Osaka1
	Nagoya Office	2-2-24, Nishiki, Naka-ku, Nagoya-shi, Aichi
	Satte Office	4-5-8, Higashi, Satte-shi, Saitama
	Fukuoka Branch	228-3, Ino, Umi-machi, Kasuya-gun, Fukuoka
	Nagasaki Branch	1910-12, Kuyama-machi, Isahaya-shi, Nagasaki
【Overseas】	GUANGDONGNISSHIN-CHUANGFU ADVANCED CONSTRUCTION MATERIALS CO., LTD.	No.168-5,North of Yangda Road, Lunjiao, Shunde, Foshan, Guangdong, China
Equipment Center	Tsuchikura Equipment Center	478, Aza Ehigashi, Tsuchikura, Hirata-cho, Kaizu-shi, Gifu
	Sugito Equipment Center	39, Hirotonuma, Sugito-cho, Kitakatsushika-gun, Saitama
	Yokohama Equipment Center	2120, Kozukue-cho, Kohoku-ku, Yokohama, Kanagawa
	Kansai Equipment Center	157-1, Nakagawara- cho, Ikeda-shi, Osaka
	Kumamoto Equipment Center	1519-1, Aza Higashita, Kikko, Ueki-machi, Kita-ku, Kumamoto-shi, Kumamoto
Plant	Tsuchikura Plant	478, Aza Ehigashi, Tsuchikura, Hirata-cho, Kaizu-shi, Gifu

## History of Legal Personhood

Sep. 1977	Shinwa Shoten opened in Hashima-shi, Gifu, to manufacture and sell temporary materials
Aug. 1979	Shinwa Shoten incorporated to establish Shinwa Co., Ltd.
Feb. 2004	SBI Partners Co., Ltd. absorbs and merges with Shinwa Co., Ltd. through the acquisition of all shares that the founder of Shinwa holds in his company. SBI Partners Co., Ltd. then changes its name to Shinwa Co., Ltd.
Aug. 2006	Cosmetics Global Holdings Japan Co., Ltd. absorbs and merges with Shinwa Co., Ltd. and then changes its name to Shinwa Co., Ltd.
Apr. 2015	River Holdings Co., Ltd. absorbs and merges with its subsidiary ex-Shinwa Co., Ltd. and then changes its name to Shinwa Co., Ltd.

## History of Business

Sep. 1977	Shinwa Shoten opened in Hashima-shi, Gifu, to manufacture and sell temporary materials
Dec. 2003	Sale of logistics equipment to auto manufacturers begun to enter into the logistics equipment business
Aug. 2007	Shinwa Service Co., Ltd. (Umi-machi, Kasuya-gun, Fukuoka) made a wholly owned subsidiary through stock transfer
May 2016	Manufacture and sale of next-generation scaffolding "SPS (Silent Power System)" begun
Mar. 2018	Listed on the Second Section of the Tokyo Stock Exchange
Jun. 2018	Listed on the Second Section of the Nagoya Stock Exchange
Mar. 2019	Listed on the First Section of the Tokyo Stock Exchange and Nagoya Stock Exchange
Oct. 2019	Shinwa Service Co., Ltd. (a wholly owned subsidiary) absorbed and merged with
Nov. 2019	GUANGDONGNISSHIN-CHUANGFU ADVANCED CONSTRUCTION MATERIALS CO., LTD. established

## **Contact Information**

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