

Translation

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Summary of Consolidated Financial Results for the Nine Months Ended December 31, 2018 (Based on Japanese GAAP)

February 4, 2019

Company name: SE Corporation
 Stock exchange listing: Tokyo
 Stock code: 3423 URL <http://www.se-corp.com/>
 Representative: President Tetsuo Otsu
 Corporate Director Masaharu Tsukada
 Inquiries: Senior Managing Executive Officer TEL 03-3340-5500
 Scheduled date to file Quarterly Securities Report: February 13, 2019
 Scheduled date to commence dividend payments: –
 Preparation of supplementary material on quarterly financial results: No
 Holding of quarterly financial results meeting: No

(Amounts less than one million yen are rounded down)

1. Consolidated financial results for the nine months ended December 31, 2018 (from April 1, 2018 to December 31, 2018)

(1) Consolidated operating results (cumulative)

Percentages indicate year-on-year changes

| | Net sales | | Operating profit | | Ordinary profit | | Profit attributable to owners of parent | |
|-------------------------------------|-----------------|------|------------------|------|-----------------|-------|---|--------|
| | Millions of yen | % | Millions of yen | % | Millions of yen | % | Millions of yen | % |
| Nine months ended December 31, 2018 | 15,778 | 11.4 | 631 | 13.7 | 601 | (6.1) | 334 | (15.3) |
| Nine months ended December 31, 2017 | 14,157 | 18.3 | 554 | – | 640 | – | 394 | – |

| | Earnings per share | | Diluted earnings per share | |
|-------------------------------------|--------------------|--|----------------------------|--|
| | Yen | | Yen | |
| Nine months ended December 31, 2018 | 11.18 | | – | |
| Nine months ended December 31, 2017 | 13.20 | | – | |

(2) Consolidated financial position

| | Total assets | Net assets | Equity ratio | Net assets per share |
|-------------------------|-----------------|-----------------|--------------|----------------------|
| | Millions of yen | Millions of yen | % | Yen |
| As of December 31, 2018 | 22,350 | 8,322 | 37.1 | 277.47 |
| As of March 31, 2018 | 22,525 | 8,345 | 37.0 | 278.43 |

2. Cash dividends

| | Annual dividends per share | | | | |
|---------------------------------------|----------------------------|-----------------|-----------------|-----------------|-------|
| | 1st quarter-end | 2nd quarter-end | 3rd quarter-end | Fiscal year-end | Total |
| | Yen | | | | |
| Year ended March 31, 2018 | – | 0.00 | – | 18.00 | 18.00 |
| Year ending March 31, 2019 | – | 0.00 | – | | |
| Year ending March 31, 2019 (Forecast) | | | | 10.00 | 10.00 |

3. Forecast of consolidated financial results for the year ending March 31, 2019 (from April 1, 2018 to March 31, 2019)

Percentages indicate year-on-year changes

| | Net sales | | Operating profit | | Ordinary profit | | Profit attributable to owners of parent | | Earnings per share |
|-----------|-----------------|-----|------------------|-----|-----------------|-------|---|-------|--------------------|
| | Millions of yen | % | Millions of yen | % | Millions of yen | % | Millions of yen | % | Yen |
| Full year | 21,500 | 6.5 | 1,045 | 9.6 | 1,050 | (0.1) | 680 | (0.0) | 22.74 |

4. Notes

- (1) Changes in significant subsidiaries during the nine months ended December 31, 2018
(changes in specified subsidiaries resulting in the change in scope of consolidation): No
- (2) Application of special accounting methods for preparing quarterly consolidated financial statements: Yes
- (3) Changes in accounting policies, changes in accounting estimates, and restatement of prior period financial statements
- Changes in accounting policies due to revisions to accounting standards and other regulations: No
- Changes in accounting policies due to other reasons: No
- Changes in accounting estimates: No
- Restatement of prior period financial statements: No

(4) Number of issued shares (common shares)

Total number of issued shares at the end of the period (including treasury shares)

| | | | |
|-------------------------|-------------------|----------------------|-------------------|
| As of December 31, 2018 | 31,256,600 shares | As of March 31, 2018 | 31,256,600 shares |
|-------------------------|-------------------|----------------------|-------------------|

Number of treasury shares at the end of the period

| | | | |
|-------------------------|------------------|----------------------|------------------|
| As of December 31, 2018 | 1,348,528 shares | As of March 31, 2018 | 1,348,528 shares |
|-------------------------|------------------|----------------------|------------------|

Average number of shares during the period (cumulative from the beginning of the fiscal year)

| | | | |
|-------------------------------------|-------------------|-------------------------------------|-------------------|
| Nine months ended December 31, 2018 | 29,908,072 shares | Nine months ended December 31, 2017 | 29,908,164 shares |
|-------------------------------------|-------------------|-------------------------------------|-------------------|

Quarterly consolidated financial statements
Consolidated balance sheets

(Thousands of yen)

| | As of March 31, 2018 | As of December 31, 2018 |
|--|----------------------|-------------------------|
| Assets | | |
| Current assets | | |
| Cash and deposits | 5,492,809 | 4,373,475 |
| Notes and accounts receivable - trade | 7,065,473 | 7,259,390 |
| Merchandise and finished goods | 454,610 | 558,967 |
| Work in process | 644,666 | 873,752 |
| Raw materials and supplies | 811,122 | 1,155,381 |
| Other | 146,868 | 219,098 |
| Allowance for doubtful accounts | (26,000) | (21,480) |
| Total current assets | 14,589,551 | 14,418,584 |
| Non-current assets | | |
| Property, plant and equipment | | |
| Buildings and structures, net | 1,558,928 | 1,610,836 |
| Machinery, equipment and vehicles, net | 473,575 | 594,930 |
| Tools, furniture and fixtures, net | 62,564 | 66,800 |
| Land | 2,788,918 | 2,788,898 |
| Leased assets, net | 103,960 | 126,269 |
| Construction in progress | 380 | 1,260 |
| Total property, plant and equipment | 4,988,329 | 5,188,997 |
| Intangible assets | | |
| Goodwill | 354,991 | 294,309 |
| Other | 64,972 | 84,878 |
| Total intangible assets | 419,964 | 379,188 |
| Investments and other assets | | |
| Investment securities | 1,786,366 | 1,625,344 |
| Other | 804,668 | 797,984 |
| Allowance for doubtful accounts | (63,071) | (59,326) |
| Total investments and other assets | 2,527,963 | 2,364,002 |
| Total non-current assets | 7,936,256 | 7,932,188 |
| Total assets | 22,525,808 | 22,350,773 |

(Thousands of yen)

| | As of March 31, 2018 | As of December 31, 2018 |
|---|----------------------|-------------------------|
| Liabilities | | |
| Current liabilities | | |
| Notes and accounts payable - trade | 3,903,979 | 4,528,434 |
| Electronically recorded obligations - operating | 1,176,909 | 1,315,436 |
| Short-term loans payable | 300,522 | 420,522 |
| Current portion of long-term loans payable | 1,273,704 | 1,136,240 |
| Current portion of bonds | 257,000 | 217,000 |
| Income taxes payable | 217,994 | 58,074 |
| Provision for bonuses | 110,038 | 49,461 |
| Provision for loss on construction contracts | 4,700 | 7,851 |
| Other | 1,411,880 | 1,309,823 |
| Total current liabilities | 8,656,728 | 9,042,845 |
| Non-current liabilities | | |
| Bonds payable | 542,000 | 453,500 |
| Long-term loans payable | 3,686,983 | 3,205,664 |
| Provision for directors' retirement benefits | 631,040 | 602,775 |
| Net defined benefit liability | 450,413 | 445,689 |
| Asset retirement obligations | 87,504 | 138,335 |
| Other | 125,676 | 139,543 |
| Total non-current liabilities | 5,523,618 | 4,985,507 |
| Total liabilities | 14,180,347 | 14,028,352 |
| Net assets | | |
| Shareholders' equity | | |
| Capital stock | 1,228,057 | 1,228,057 |
| Capital surplus | 1,003,898 | 991,898 |
| Retained earnings | 6,203,044 | 6,268,176 |
| Treasury shares | (247,777) | (247,777) |
| Total shareholders' equity | 8,187,222 | 8,240,354 |
| Accumulated other comprehensive income | | |
| Valuation difference on available-for-sale securities | 58,518 | 15,669 |
| Foreign currency translation adjustment | 55,819 | 21,681 |
| Remeasurements of defined benefit plans | 25,811 | 20,946 |
| Total accumulated other comprehensive income | 140,149 | 58,297 |
| Non-controlling interests | 18,089 | 23,769 |
| Total net assets | 8,345,461 | 8,322,421 |
| Total liabilities and net assets | 22,525,808 | 22,350,773 |

Consolidated statements of income (cumulative) and consolidated statements of comprehensive income (cumulative)

Consolidated statements of income (cumulative)

(Thousands of yen)

| | Nine months ended December 31, 2017 | Nine months ended December 31, 2018 |
|---|--|--|
| Net sales | 14,157,373 | 15,778,058 |
| Cost of sales | 10,484,038 | 11,851,471 |
| Gross profit | 3,673,335 | 3,926,587 |
| Selling, general and administrative expenses | 3,118,473 | 3,295,532 |
| Operating profit | 554,861 | 631,054 |
| Non-operating income | | |
| Interest income | 324 | 195 |
| Dividend income | 3,977 | 5,159 |
| Commission fee | 9,111 | 6,594 |
| House rent income | 8,885 | 6,822 |
| Foreign exchange gains | – | 3,108 |
| Share of profit of entities accounted for using equity method | 98,759 | – |
| Reversal of allowance for doubtful accounts | 611 | 4,595 |
| Other | 25,149 | 35,118 |
| Total non-operating income | 146,820 | 61,595 |
| Non-operating expenses | | |
| Interest expenses | 40,451 | 32,269 |
| Sales discounts | 12,015 | 13,527 |
| Foreign exchange losses | 9 | – |
| Share of loss of entities accounted for using equity method | – | 38,591 |
| Contribution | 8,172 | 3,130 |
| Other | 445 | 3,552 |
| Total non-operating expenses | 61,095 | 91,072 |
| Ordinary profit | 640,587 | 601,577 |
| Extraordinary income | | |
| Gain on sales of non-current assets | – | 3,107 |
| Gain on sales of investment securities | – | 4,413 |
| Total extraordinary income | – | 7,520 |
| Extraordinary losses | | |
| Loss on sales of non-current assets | 288 | 62 |
| Loss on retirement of non-current assets | 903 | 578 |
| Loss on valuation of investment securities | 12,140 | 3,050 |
| Loss on sales of golf club memberships | – | 130 |
| Directors' retirement benefits | – | 3,000 |
| Total extraordinary losses | 13,331 | 6,821 |
| Profit before income taxes | 627,255 | 602,276 |
| Income taxes | 232,104 | 262,292 |
| Profit | 395,151 | 339,984 |
| Profit attributable to non-controlling interests | 413 | 5,679 |
| Profit attributable to owners of parent | 394,737 | 334,304 |

Consolidated statements of comprehensive income (cumulative)

(Thousands of yen)

| | Nine months ended December 31, 2017 | Nine months ended December 31, 2018 |
|--|--|--|
| Profit | 395,151 | 339,984 |
| Other comprehensive income | | |
| Valuation difference on available-for-sale securities | 63,830 | (43,275) |
| Remeasurements of defined benefit plans, net of tax | (602) | (4,864) |
| Share of other comprehensive income of entities accounted for using equity method | 15,062 | (33,710) |
| Total other comprehensive income | 78,291 | (81,851) |
| Comprehensive income | 473,442 | 258,132 |
| Comprehensive income attributable to | | |
| Comprehensive income attributable to owners of parent | 473,028 | 252,453 |
| Comprehensive income attributable to non-controlling interests | 413 | 5,679 |