

Note : This document has been translated from a part of the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

## UNITED, Inc. Consolidated Financial Report For the FY 2022 (Japanese Accounting Standards)

May 10, 2023

Company name: UNITED, Inc. Stock exchange listing: Tokyo Stock Exchange  
 Stock code: 2497 URL: https://united.jp/  
 Representative: Tomonori Hayakawa, CEO  
 Contact: Yuji Yamashita, Director and General Manager of Corporate Administration Division  
 Tel: +81-3-6821-0000

Scheduled date of the Annual General Meeting of Shareholders: June 16, 2023  
 Scheduled date of commencement of dividend payment: June 19, 2023  
 Scheduled date for filing of securities report: June 19, 2023  
 Supplementary documents for financial results: Yes  
 Financial results briefing: Yes (For institutional investors and securities analysts)

(Amounts of less than one million yen are rounded down)

### 1. Financial Highlights

#### (1) Results of Operations

(Percentages are shown as year-on-year changes)

	Net sales		Operating income		Ordinary income		Net income attributable to owners of parent	
	Mil.¥	%	Mil.¥	%	Mil.¥	%	Mil.¥	%
FY 2022	13,140	3.3	5,823	1.5	5,851	1.6	4,139	8.2
FY 2021	12,714	—	5,738	—	5,757	—	3,825	—

(Note) Comprehensive income FY 2022  $\Delta 1,894$  Mil.¥ (—%) FY 2021  $\Delta 1,973$  Mil.¥ (—%)

	Net income per share (basic)	Net income per share (diluted)	Return on equity	Return on assets	Ratio of operating income to net sales(%)
FY 2022	¥ 209.33	¥ 209.30	14.7%	16.5%	44.3%
FY 2021	¥ 181.26	¥ 181.04	11.6%	13.4%	45.1%

(Notes) Income on equity method investments FY 2022 26 Mil.¥ FY 2021 7 Mil.¥

Due to the adoption of ASBJ Statement No. 29 "Accounting Standard for Revenue Recognition" in the FY2022, this Forecasts of consolidated results of operations for FY2021 is presented based on the figures after the application of ASBJ Statement No. 29.

Year-on-year percentage changes in net sales is not presented because the Company expects a significant impact on the figure of net sales and it is not appropriate to compare that for the FY2022 with that for the FY2021.

#### (2) Financial Position

	Total assets	Net assets	Equity ratio	Shareholders' equity per share
FY 2022	Mil.¥ 32,318	Mil.¥ 26,647	81.7%	¥ 1,351.31
FY 2021	38,701	30,288	77.7%	1,490.61

(Notes) Shareholder's equity FY 2022 26,402 Mil.¥ FY 2021 30,064 Mil.¥

#### (3) Cash Flows

	Operating activities	Investing activities	Financing activities	Cash and cash equivalents at the end of the year
FY 2022	Mil.¥ 3,947	Mil.¥ $\Delta 839$	Mil.¥ $\Delta 1,903$	Mil.¥ 13,370
FY 2021	2,718	$\Delta 477$	$\Delta 3,849$	12,165

### 2. Dividend

	Dividends per share					Total amount of dividends (Annual)	Payout ratio (consolidated)	Dividends to net assets ratio
	First quarter	Second quarter	Third quarter	Fourth quarter	Total			
FY 2021	¥ —	¥ 17.00	¥ —	¥ 20.00	¥ 37.00	764	20.4%	2.4%
FY 2022	—	20.00	—	23.00	43.00	842	20.5%	3.0%
FY 2023 (Forecasted)	—	24.00	—	24.00	48.00	—	—	—

(Notes) We will conduct the 2-for-1 stock split of its common stock with an effective date of June 1, 2023.

Dividends per share of FY 2021 and FY 2022 is the amount of actual dividends before the stock split is stated.

Dividends per share of FY 2023 (forecasted) is the amount of forecasted dividends after the stock split is stated.

The annual dividend (forecasted) for FY 2023 on a pre-stock split basis is 96 yen, which is an effective dividend increase of 53 yen.

### 3. Forecasts of consolidated results of operations for FY 2023

(Percentages show year-on-year changes)

	Net sales		Operating income		Ordinary income		Net income attributable to owners of the parent		Net income per share
	Mil.¥	%	Mil.¥	%	Mil.¥	%	Mil.¥	%	
FY 2023	13,150	0.1	5,000	$\Delta 14.1$	5,000	$\Delta 14.5$	3,300	$\Delta 20.3$	¥ 79.50

(Notes) We will conduct the 2-for-1 stock split of its common stock with an effective date of June 1, 2023.

Net income per share is calculated based on the number of issued shares (excluding treasury stock) after the stock split.

Net income per share before stock split will be 159.00 yen.

\* Notes

(1) Significant changes in scope of consolidation  
(Changes in scope of consolidation of specified subsidiaries) : No

(2) Changes in accounting policies and changes or restatement of accounting estimates  
(i) Changes in accounting policies caused by revision of accounting standards : Yes  
(ii) Changes in accounting policies other than (i) : No  
(iii) Changes in accounting estimates : No  
(iv) Restatement : No

(3) Number of shares issued (common stock)

(i) Number of shares issued at end of the year  
(including treasury stock)  
(ii) Number of shares issued at end of the year  
at end of the year  
(iii) Number of average shares outstanding  
during twelve-month period

FY 2022	20,206,345 shares	FY 2021	20,756,345 shares
FY 2022	667,899 shares	FY 2021	587,199 shares
FY 2022	19,774,265 shares	FY 2021	21,106,093 shares

(For Reference) Financial Highlights (Non-Consolidated)

(1) Non-Consolidated Results of Operations

(Percentages are shown as year-on-year changes)

	Net sales		Operating income		Ordinary income		Net income	
	Mil.¥	%	Mil.¥	%	Mil.¥	%	Mil.¥	%
FY 2022	7,072	7.6	5,532	11.8	5,539	11.7	3,729	5.3
FY 2021	6,575	△40.2	4,949	△6.2	4,959	△6.2	3,540	19.6

	Net income per share (basic)		Net income per share (diluted)	
	¥	¥	¥	¥
FY 2022	188.59	188.57	188.57	188.57
FY 2021	167.75	167.55	167.55	167.55

(2) Non-Consolidated Financial Position

	Total assets		Net assets		Equity ratio	Shareholders' equity per share
	Mil.¥	Mil.¥	Mil.¥	Mil.¥	%	¥
FY 2022	29,508	25,582	25,582	25,582	85.9	1,297.95
FY 2021	36,315	29,651	29,651	29,651	81.0	1,459.02

(Notes) Shareholder's equity FY 2022 25,359 Mil.¥ FY 2021 29,427 Mil.¥

\* This consolidated financial report is not subject to audit procedures by certified public accountants or an auditing firm.

\* Note to forecasts on the consolidated results of operations and other items

Descriptions regarding the future are estimated based on the information that the Company is able to obtain at the present point in time and assumptions which are deemed to be reasonable. However, actual results may be different due to various factors.

The video of the financial results briefing for the FY2022 will be delivered to institutional investors and analysts via the Company's website. The materials used in this video will be posted on the website.

UNITED Consolidated Financial Statements

(1) UNITED Consolidated Balance Sheet

(Unit : Thousands of Yen)

Items of an account	FY 2021	FY 2022
	(As of March 31, 2022)	(As of March 31, 2023)
	Amount	Amount
<b>Assets</b>		
<b>Current assets</b>		
Cash and deposits	12,165,526	13,370,743
Notes and accounts receivable - trade	1,347,244	1,061,233
Operational investment securities	18,789,981	11,236,595
Inventories	69,727	30,397
Derivatives	1,471,624	1,942,923
Other	340,835	271,640
Allowance for doubtful accounts	△5,411	△21,662
<b>Total current assets</b>	<b>34,179,529</b>	<b>27,891,871</b>
<b>Non-current assets</b>		
<b>Property, plant and equipment</b>		
Buildings and structures	343,659	374,423
Tools, furniture and fixtures	216,366	187,144
Accumulated depreciation	△267,426	△250,590
<b>Total property, plant and equipment</b>	<b>292,599</b>	<b>310,977</b>
<b>Intangible assets</b>		
Goodwill	327,664	905,899
Software	233,587	298,369
Other	1,025	1,025
<b>Total intangible assets</b>	<b>562,278</b>	<b>1,205,294</b>
<b>Investments and other assets</b>		
Investment securities	203,699	423,820
Shares of subsidiaries and associates	19,035	30,798
Derivatives	3,088,403	2,088,959
Deferred tax assets	79,810	95,444
Leasehold and guarantee deposits	234,840	234,840
Other	40,858	36,346
<b>Total investments and other assets</b>	<b>3,666,648</b>	<b>2,910,211</b>
<b>Total non-current assets</b>	<b>4,521,526</b>	<b>4,426,483</b>
<b>Total assets</b>	<b>38,701,056</b>	<b>32,318,354</b>

(Unit : Thousands of Yen)

Items of an account	FY 2021	FY 2022
	(As of March 31, 2022)	(As of March 31, 2023)
	Amount	Amount
<b>Liabilities</b>		
<b>Current liabilities</b>		
Accounts payable - trade	879,338	739,442
Short-term borrowings	100,000	100,000
Current portion of long-term borrowings	69,178	47,720
Accounts payable - other	235,291	280,608
Income taxes payable	1,103,564	1,201,741
Other	424,786	408,150
<b>Total current liabilities</b>	<b>2,812,158</b>	<b>2,777,664</b>
<b>Non-current liabilities</b>		
Long-term borrowings	75,766	54,900
Deferred tax liabilities	5,524,606	2,838,741
<b>Total non-current liabilities</b>	<b>5,600,372</b>	<b>2,893,641</b>
<b>Total liabilities</b>	<b>8,412,531</b>	<b>5,671,305</b>
<b>Net assets</b>		
<b>Shareholders' equity</b>		
Share capital	2,923,019	2,923,019
Capital surplus	379,270	379,270
Retained earnings	14,979,955	17,437,075
Treasury shares	△983,344	△1,068,576
<b>Total shareholders' equity</b>	<b>17,298,901</b>	<b>19,670,789</b>
<b>Accumulated other comprehensive income</b>		
Valuation difference on available-for-sale securities	9,601,720	3,934,443
Deferred gains or losses on hedges	3,163,747	2,797,321
<b>Total accumulated other comprehensive income</b>	<b>12,765,468</b>	<b>6,731,764</b>
Share acquisition rights	224,154	222,743
Non-controlling interests	-	21,751
<b>Total net assets</b>	<b>30,288,524</b>	<b>26,647,048</b>
<b>Total liabilities and net assets</b>	<b>38,701,056</b>	<b>32,318,354</b>

## (2) UNITED Consolidated Statement of Income

(Unit : Thousands of Yen)

Items of an account	FY 2021	FY 2022
	(April 1, 2021 to March 31, 2022)	(April 1, 2022 to March 31, 2023)
	Amount	Amount
Net sales	12,714,596	13,140,387
Cost of sales	4,350,815	4,343,254
Gross profit	8,363,780	8,797,132
Selling, general and administrative expenses	2,625,399	2,973,343
Operating income	5,738,381	5,823,789
Non-operating income		
Interest and dividend income	148	132
Share of profit of entities accounted for using equity method	7,925	26,182
Gain on forfeiture of unclaimed dividends	2,245	3,252
Consumption tax difference	13,813	2,378
Other	2,214	8,998
Total non-operating income	26,348	40,944
Non-operating expenses		
Interest expenses	2,250	2,050
Foreign exchange losses	-	1,368
Loss on valuation of crypto assets	1,315	3,957
Expense related to restricted stock	-	3,646
Commission expenses	299	1,589
Other	3,292	981
Total non-operating expenses	7,158	13,593
Ordinary income	5,757,571	5,851,140
Extraordinary income		
Gain on reversal of share acquisition rights	64,320	15,699
Transfer of rights income	-	350,000
Total extraordinary income	64,320	365,699
Extraordinary losses		
Loss on retirement of non-current assets	-	2,717
Office relocation expenses	-	26,322
Loss on liquidation of business	-	12,267
Loss on sale of shares of subsidiaries and associates	-	7,722
Loss on reversal of foreign currency translation adjustments	10,872	-
Total extraordinary losses	10,872	49,029
Income before income taxes	5,811,019	6,167,810
Income taxes - current	1,841,285	2,034,711
Income taxes - deferred	144,143	△6,273
Total income taxes	1,985,429	2,028,438
Net income	3,825,590	4,139,372
Net income attributable to owners of parent	3,825,590	4,139,372

## (3) UNITED Consolidated Statement of Comprehensive Income

(Unit : Thousands of Yen)

Items of an account	FY 2021 (April 1, 2021 to March 31, 2022)	FY 2022 (April 1, 2022 to March 31, 2023)
	Amount	Amount
Net income	3,825,590	4,139,372
Other comprehensive income		
Valuation difference on available-for-sale securities	△8,968,135	△5,667,277
Deferred gains or losses on hedges	3,163,747	△366,426
Foreign currency translation adjustment	7,634	-
Share of other comprehensive income of entities accounted for using equity method	△1,969	-
Total other comprehensive income	△5,798,722	△6,033,704
Comprehensive income	△1,973,131	△1,894,331
Comprehensive income attributable to owners of parent	△1,973,131	△1,894,331

## (4) Consolidated Statement of Changes in Equity

FY2021 (April 1, 2021 - March 31, 2022)

(Unit: Thousands of Yen)

	Shareholders' equity				
	Capital stock	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at the beginning of current period	2,923,019	2,332,513	14,607,662	△ 2,638,347	17,224,847
Cumulative effects of changes in accounting policies			△ 35,157		△ 35,157
Restated balance	2,923,019	2,332,513	14,572,504	△ 2,638,347	17,189,689
Changes of items during period					
Dividends of surplus			△ 775,876		△ 775,876
Net income attributable to owners of parent			3,825,590		3,825,590
Purchase of treasury shares				△ 3,000,139	△ 3,000,139
Disposal of treasury shares		5,125		54,510	59,636
Cancellation of treasury shares		△ 4,600,631		4,600,631	-
Transfer from retained earnings to capital surplus		2,642,263	△ 2,642,263		-
Net changes of items other than shareholders' equity					-
Total changes of items during period	-	△ 1,953,242	407,450	1,655,002	109,211
Balance at the end of current period	2,923,019	379,270	14,979,955	△ 983,344	17,298,901

	Accumulated other comprehensive income				Subscription rights to shares	Total net assets
	Valuation difference on available-for-sale securities	Deferred gains or losses on hedges	Foreign currency translation adjustment	Total accumulated other comprehensive income		
Balance at the beginning of current period	18,571,825	-	△ 7,634	18,564,190	245,955	36,034,994
Cumulative effects of changes in accounting policies						△ 35,157
Restated balance	18,571,825	-	△ 7,634	18,564,190	245,955	35,999,836
Changes of items during period						
Dividends of surplus						△ 775,876
Net income attributable to owners of parent						3,825,590
Purchase of treasury shares						△ 3,000,139
Disposal of treasury shares						59,636
Cancellation of treasury shares						-
Transfer from retained earnings to capital surplus						-
Net changes of items other than shareholders' equity	△ 8,970,104	3,163,747	7,634	△ 5,798,722	△ 21,800	△ 5,820,522
Total changes of items during period	△ 8,970,104	3,163,747	7,634	△ 5,798,722	△ 21,800	△ 5,711,311
Balance at the end of current period	9,601,720	3,163,747	-	12,765,468	224,154	30,288,524

	Shareholders' equity				
	Capital stock	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at the beginning of current period	2,923,019	379,270	14,979,955	△ 983,344	17,298,901
Cumulative effects of changes in accounting policies					
Restated balance	2,923,019	379,270	14,979,955	△ 983,344	17,298,901
Changes of items during period					
Dividends of surplus			△ 796,260		△ 796,260
Net income attributable to owners of parent			4,139,372		4,139,372
Purchase of treasury shares				△ 1,001,405	△ 1,001,405
Disposal of treasury shares		△ 1,425		36,224	34,799
Cancellation of treasury shares		△ 879,948		879,948	-
Transfer from retained earnings to capital surplus		881,374	△ 881,374		-
Decrease in retained earnings due to exclusion of equity method companies			△ 4,617		△ 4,617
Net changes of items other than shareholders' equity					
Total changes of items during period	-	-	2,457,119	△ 85,231	2,371,888
Balance at the end of current period	2,923,019	379,270	17,437,075	△ 1,068,576	19,670,789

	Accumulated other comprehensive income				Subscription rights to shares	Non-controlling interests	Total net assets
	Valuation difference on available-for-sale securities	Deferred gains or losses on hedges	Foreign currency translation adjustment	Total accumulated other comprehensive income			
Balance at the beginning of current period	9,601,720	3,163,747	-	12,765,468	224,154	-	30,288,524
Cumulative effects of changes in accounting policies							
Restated balance	9,601,720	3,163,747	-	12,765,468	224,154	-	30,288,524
Changes of items during period							
Dividends of surplus							△ 796,260
Net income attributable to owners of parent							4,139,372
Purchase of treasury shares							△ 1,001,405
Disposal of treasury shares							34,799
Cancellation of treasury shares							-
Transfer from retained earnings to capital surplus							-
Decrease in retained earnings due to exclusion of equity method companies							△ 4,617
Net changes of items other than shareholders' equity	△ 5,667,277	△ 366,426	-	△ 6,033,704	△ 1,410	21,751	△ 6,013,363
Total changes of items during period	△ 5,667,277	△ 366,426	-	△ 6,033,704	△ 1,410	21,751	△ 3,641,475
Balance at the end of current period	3,934,443	2,797,321	-	6,731,764	222,743	21,751	29,647,048



## (5) UNITED Consolidated Statements of Cash Flows

(Unit : Thousands of Yen)

Items of an account	FY 2021 (April 1, 2021 to March 31, 2022)	FY 2022 (April 1, 2022 to March 31, 2023)
	Amount	Amount
Cash flows from operating activities		
Income before income taxes	5,811,019	6,167,810
Depreciation	140,603	147,721
Amortization of goodwill	57,823	182,119
Share-based payment expenses	57,993	54,712
Increase (decrease) in allowance for doubtful accounts	217	16,251
Interest and dividend income	△148	△132
Interest expenses	2,250	2,050
Share of loss (profit) of entities accounted for using equity method	△7,925	△26,182
Loss on sale of shares of subsidiaries and associates	-	7,722
Loss on retirement of non-current assets	-	2,717
Transfer of rights income	-	△350,000
Decrease (increase) in trade receivables	△191,989	310,145
Decrease (increase) in investment securities for sale	△756,316	△599,667
Increase (decrease) in trade payables	268,391	△161,038
Other, net	△553,392	184,276
Subtotal	4,828,526	5,938,505
Interest and dividends received	148	132
Interest paid	△2,256	△2,046
Income taxes refund (paid)	△2,107,514	△1,989,171
Net cash provided by (used in) operating activities	2,718,903	3,947,418
Cash flows from investing activities		
Purchase of property, plant and equipment	△4,632	△71,554
Purchase of intangible assets	△104,546	△171,372
Purchase of investment securities	△54,324	△217,308
Purchase of shares of associates	-	△35,000
Proceeds from sale of shares of associates	-	23,203
Purchase of shares of subsidiaries resulting in change in scope of consolidation	△329,036	△628,776
Payments for acquisition of businesses	-	△100,000
Proceeds from transfer of rights	-	350,000
Other, net	14,803	11,713
Net cash provided by (used in) investing activities	△477,735	△839,095
Cash flows from financing activities		
Repayments of long-term borrowings	△74,476	△106,724
Purchase of treasury shares	△3,000,139	△1,001,405
Dividends paid	△775,255	△794,977
Net cash provided by (used in) financing activities	△3,849,870	△1,903,106
Effect of exchange rate change on cash and cash equivalents	70	-
Net increase (decrease) in cash and cash equivalents	△1,608,632	1,205,216
Cash and cash equivalents at beginning of period	13,774,158	12,165,526
Cash and cash equivalents at end of period	12,165,526	13,370,743