

FACT BOOK2020

(revised, 15th May, 2020)

(TSE first section, 8133)



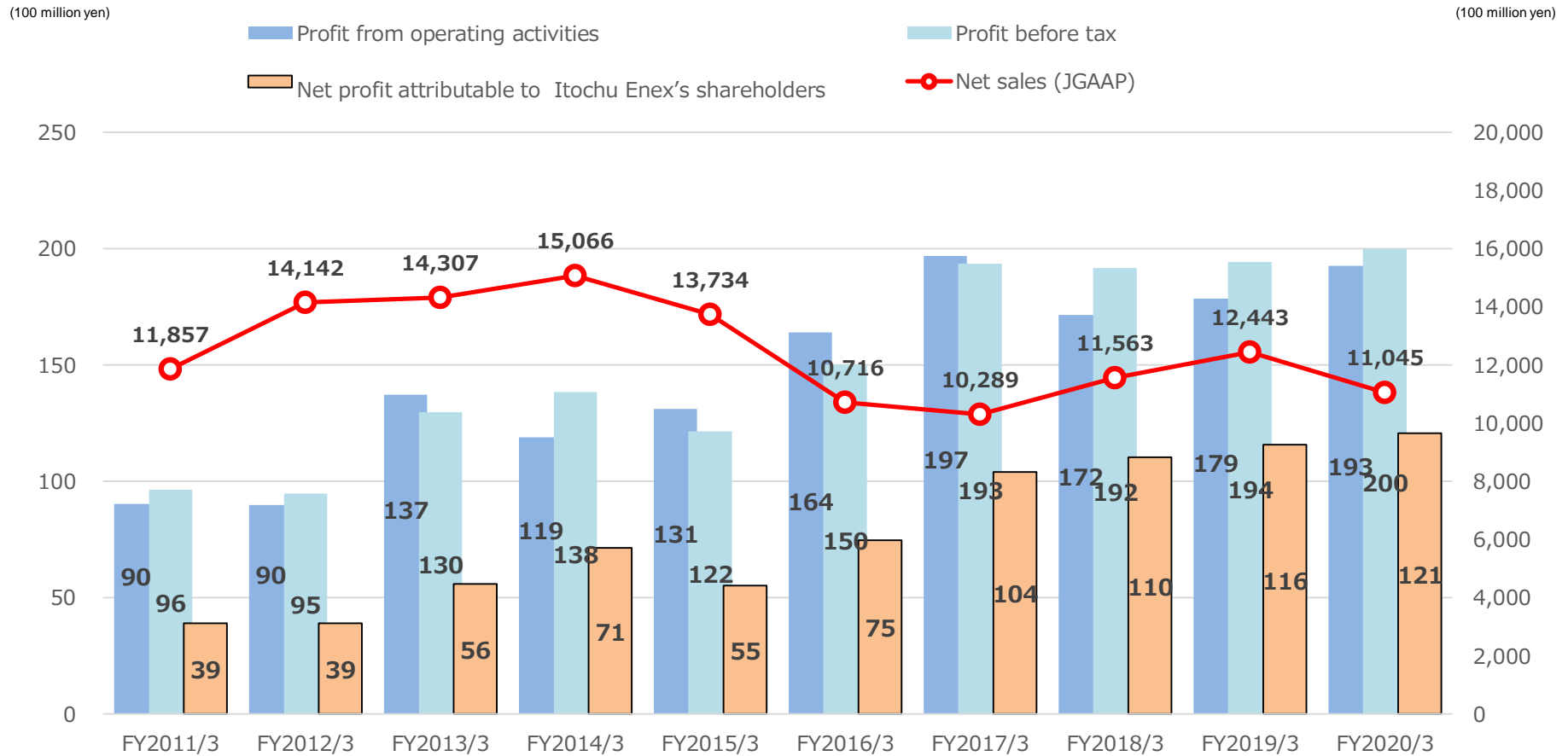
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1. Trends in Net Sales and Profits

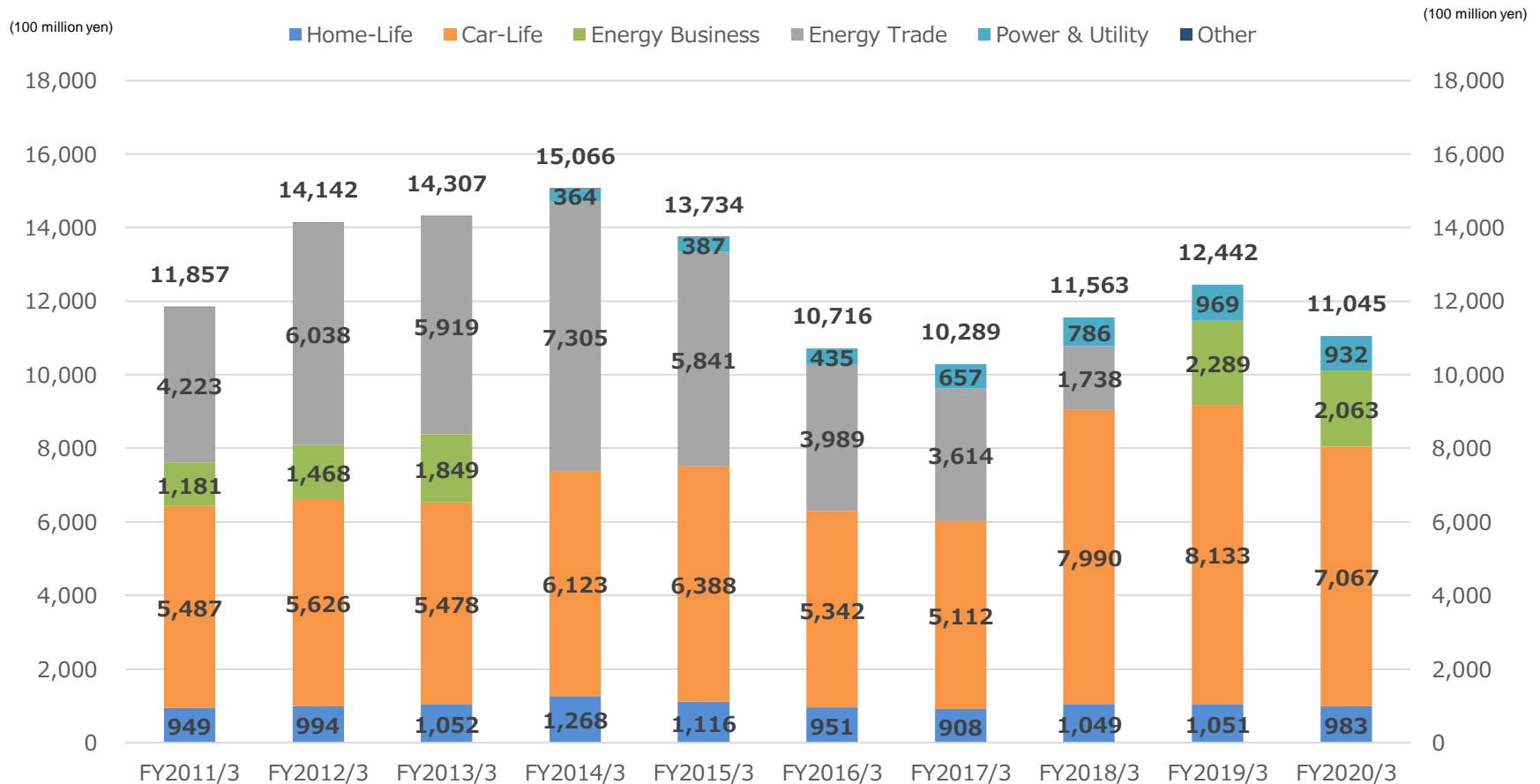
JGAAP

I F R S



*Net sales are based on JGAAP.

2. Net Sales by Segment (JGAAP)



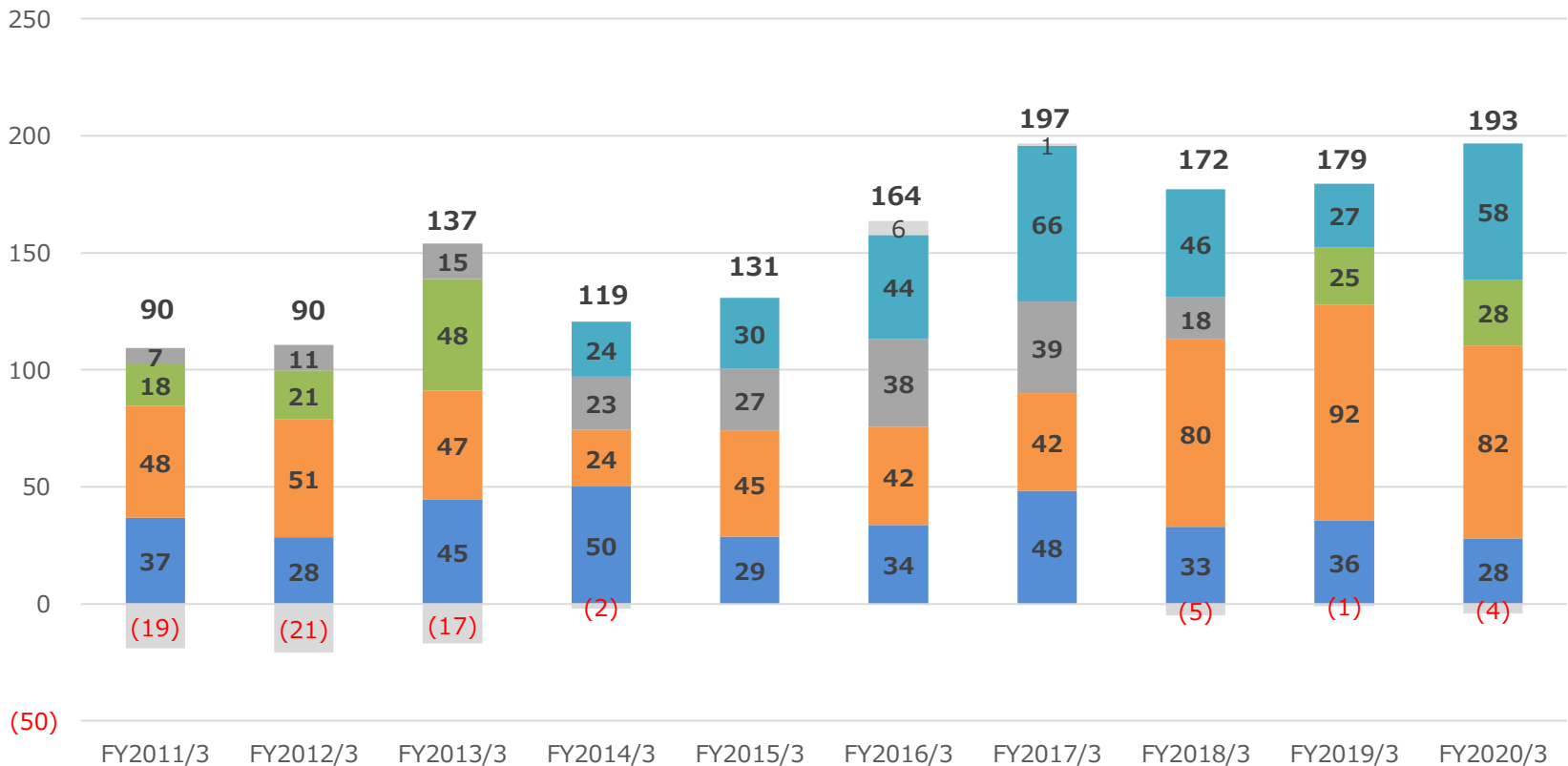
3. Operating Profit by Segment

JGAAP

IFRS

(100 million yen)

Home-Life Car-Life Energy Business Energy Trade Power & Utility Other

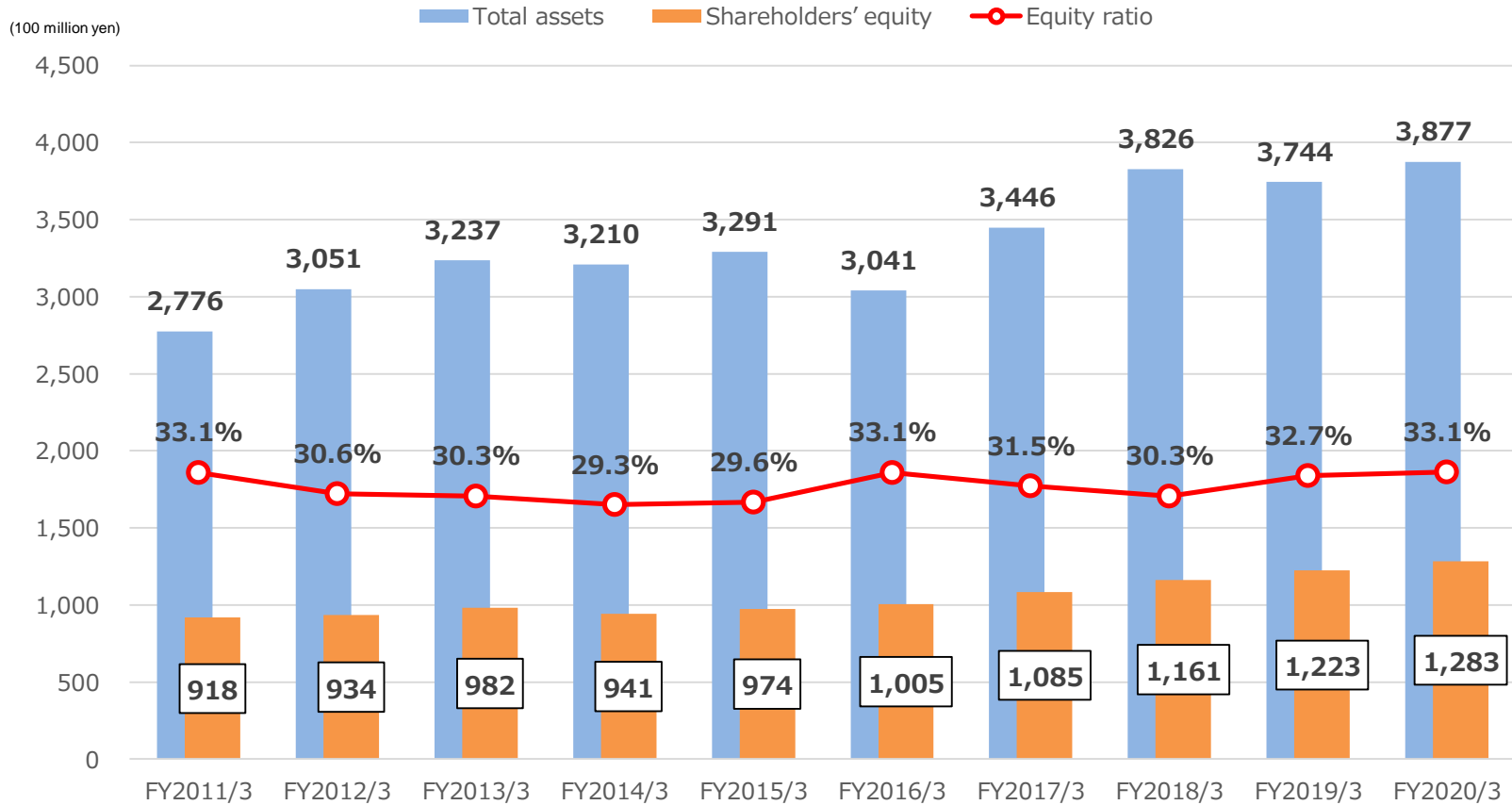


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4. Total Assets, Shareholders' Equity, Equity Ratio

JGAAP

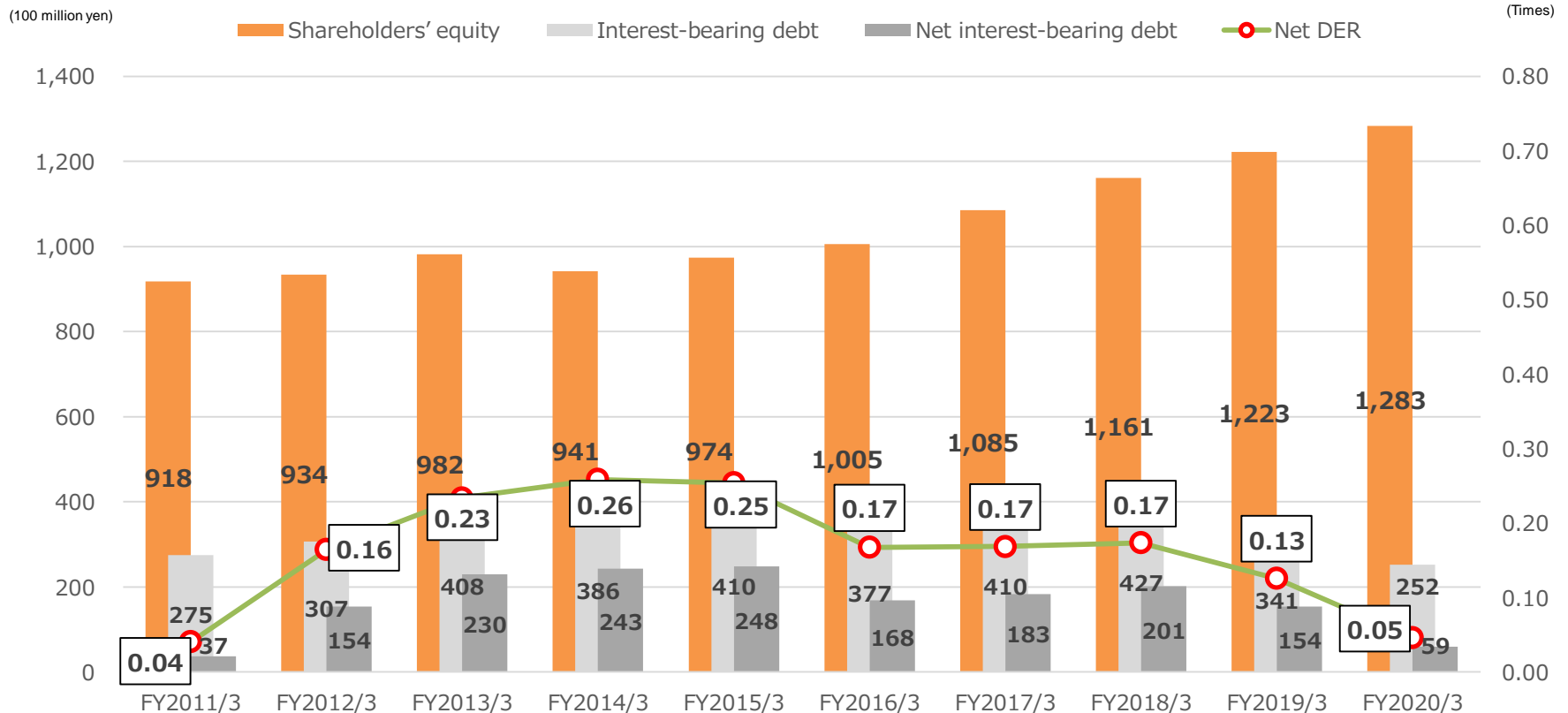
IFRS



5. Net DER

JGAAP

IFRS



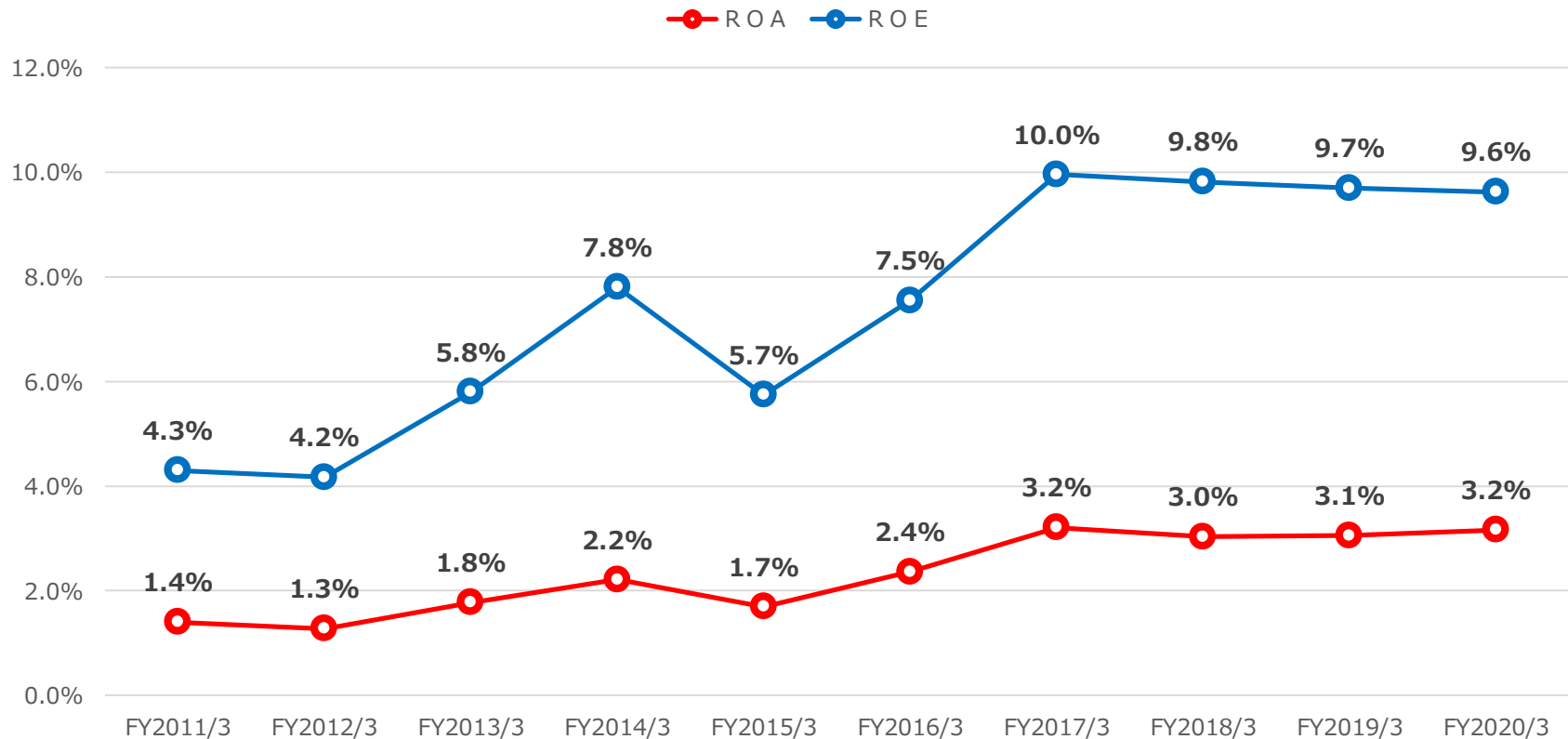
* Net DER = (Interest-bearing debt – Ending balance of cash and cash-equivalents) / Shareholders' equity

* Net DER (IFRS) = (Interest-bearing debt – Ending balance of cash and cash-equivalents) / Shareholders' equity

6. ROA and ROE

JGAAP

IFRS



* ROA (return on asset) = Net profit / Total assets (average of beginning and ending total assets)

* ROE (return on equity) = Net profit / Shareholders' equity (average of beginning and ending shareholders' equity)

* ROA (return on asset) (IFRS) = Net profit attributable to Itochu Enex's shareholders / Total assets (average of beginning and ending total assets)

* ROE (return on equity) (IFRS) = Net profit attributable to Itochu Enex's shareholders / Shareholders' equity (average of beginning and ending shareholders' equity)

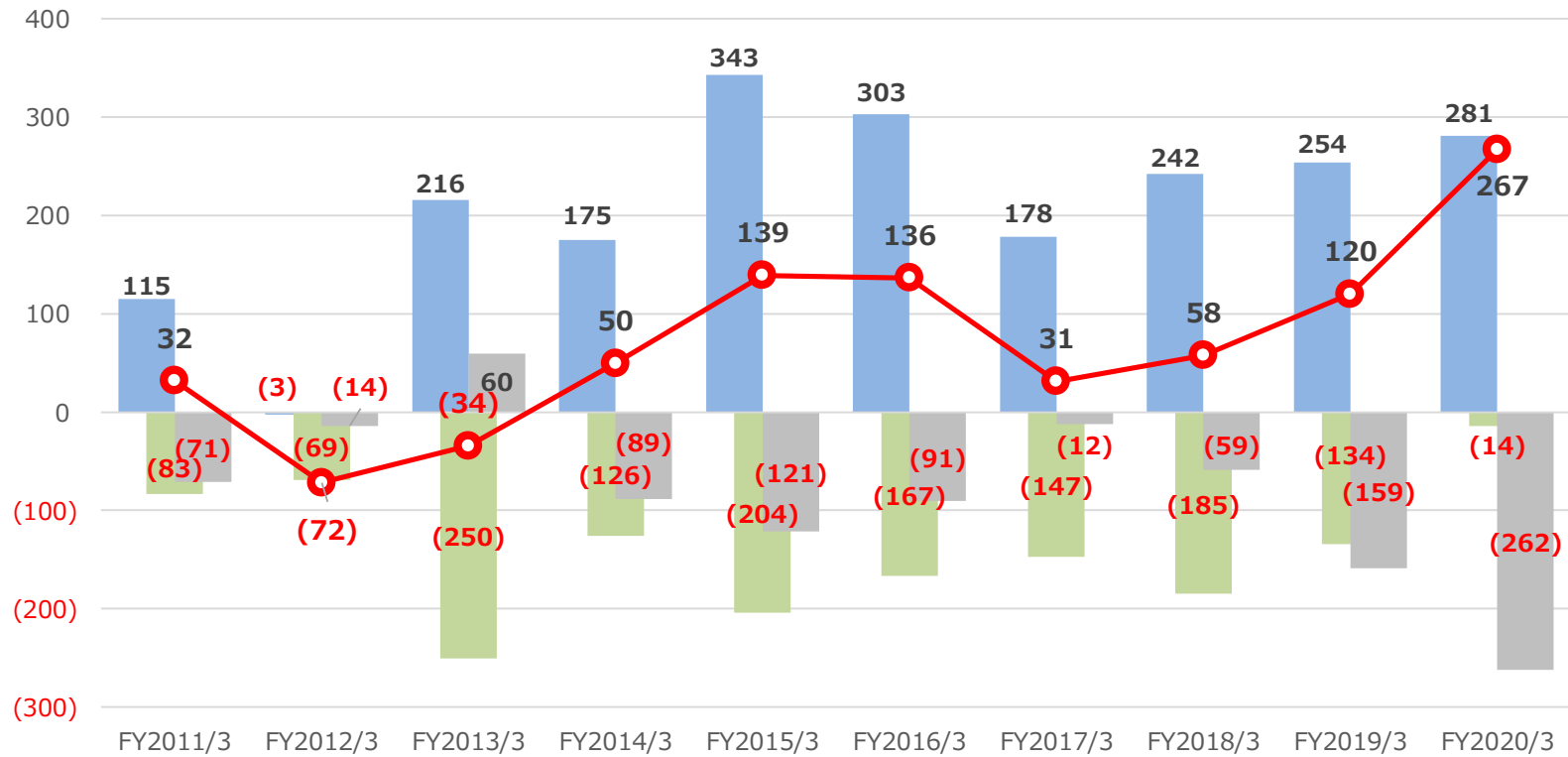
7. Cash Flows

JGAAP

IFRS

(100 million yen)

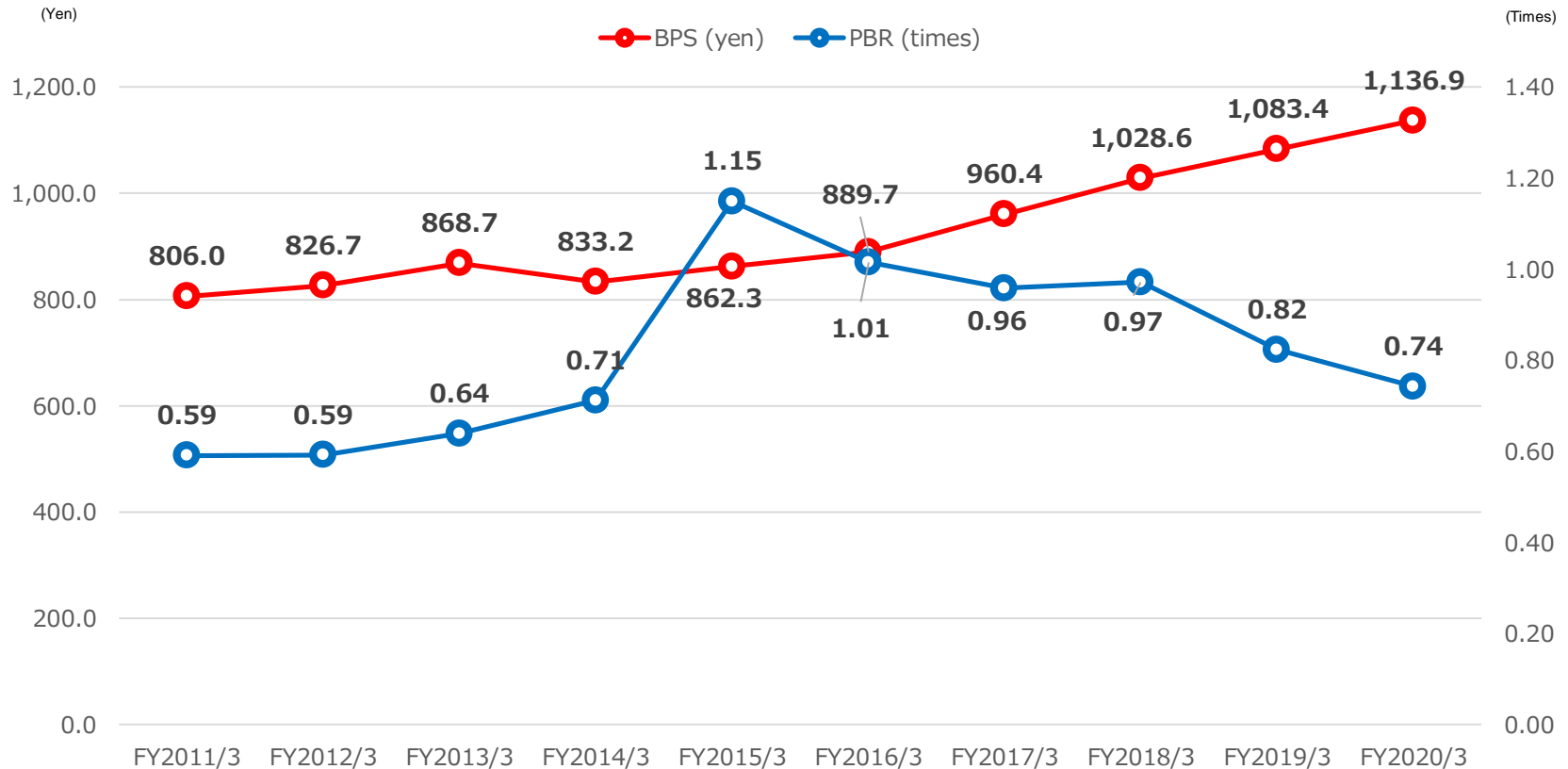
■ Cash flows from operating activities
 ■ Cash flows from investing activities
■ Cash flows from financing activities
 ● Free cash flows



8. BPS and PBR

JGAAP

IFRS



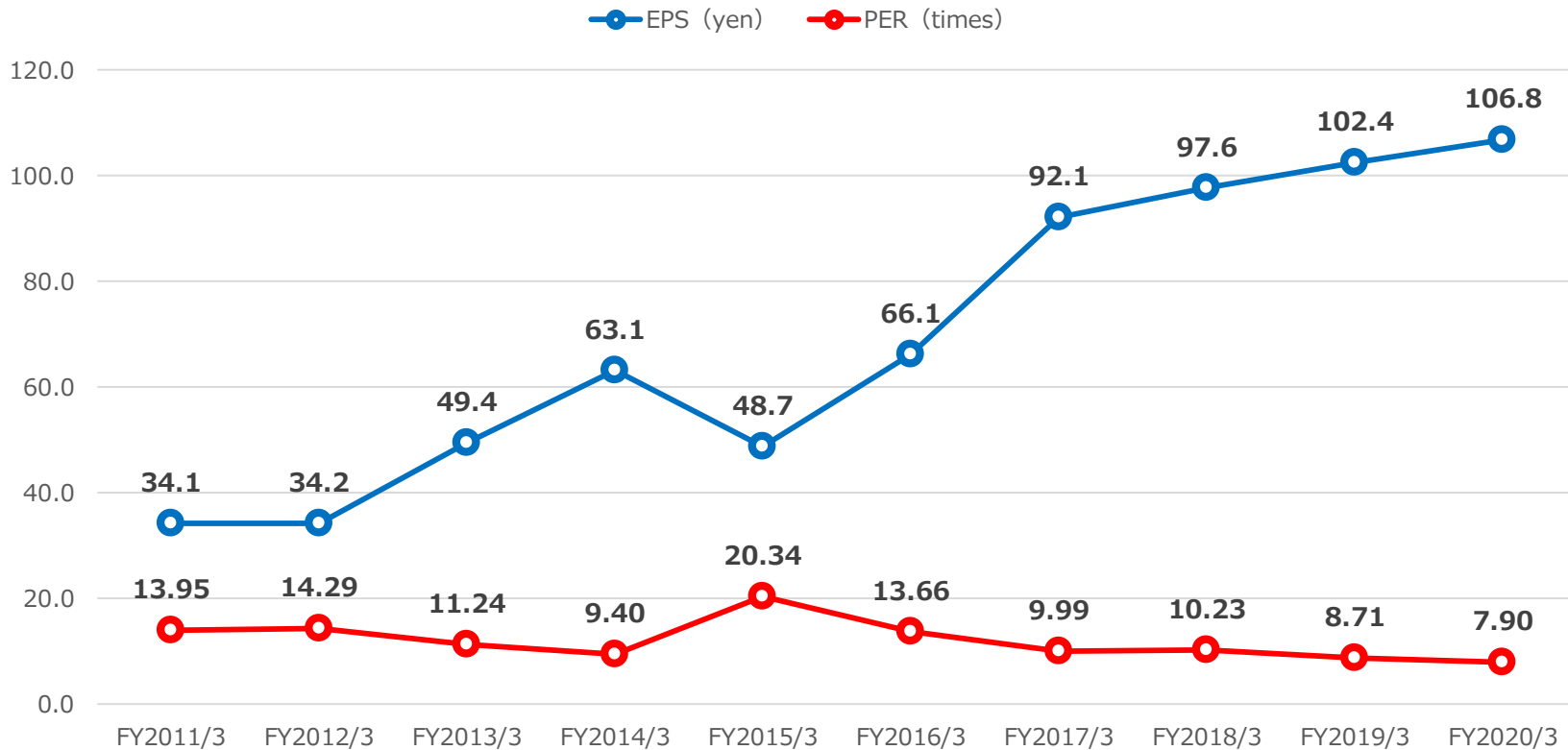
* BPS (book value per share) = Shareholders' equity / Number of shares outstanding

* PBR (price-book value ratio) = Share price (closing price at the end of the period) / BPS (book value per share)

9. PER and EPS

JGAAP

IFRS

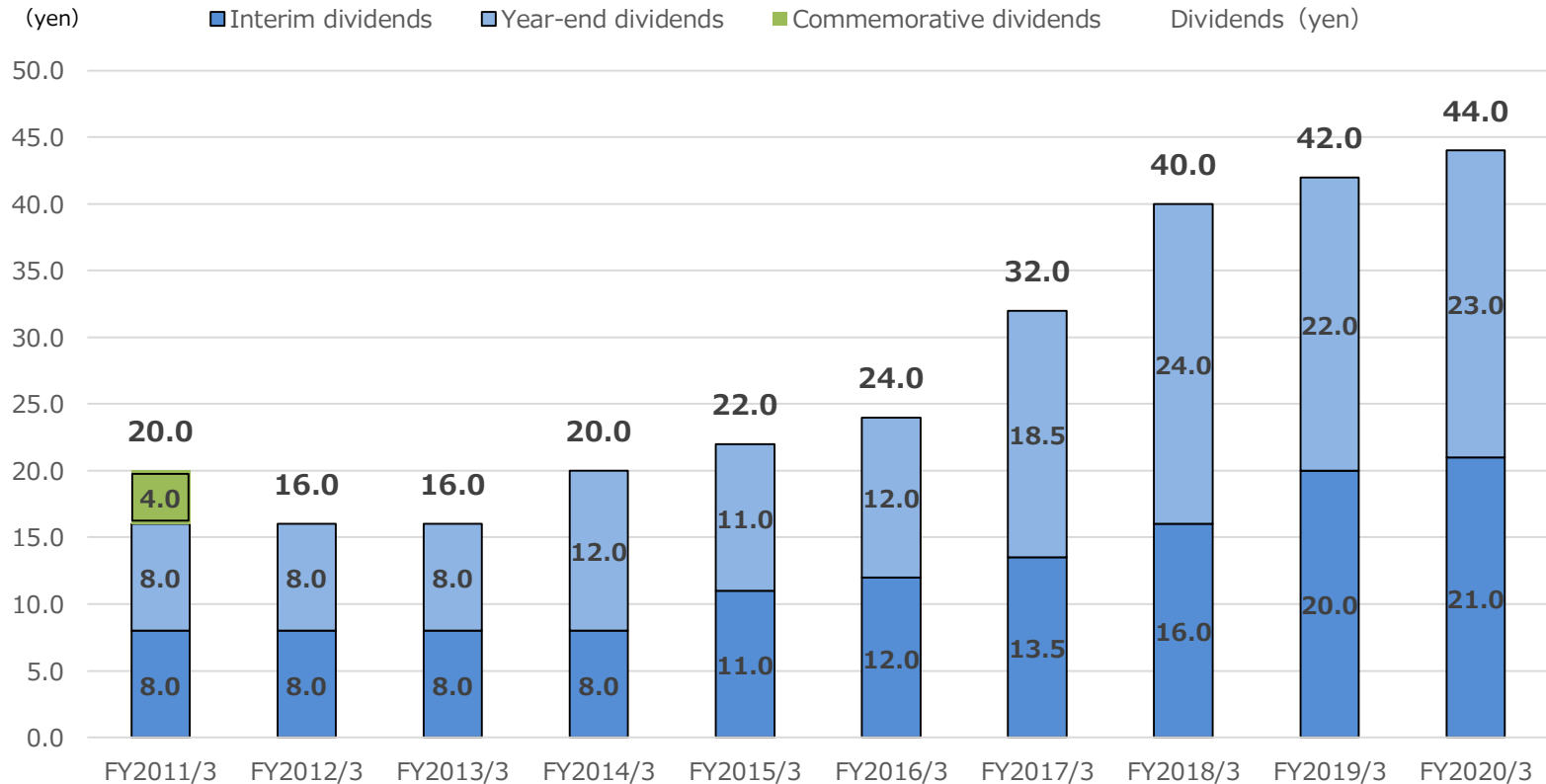


* PER (price-earnings ratio) = Share price (end of the period) / EPS (earnings per share)
 * EPS (earnings per share) = Net profit / Number of shares outstanding

10. Dividends

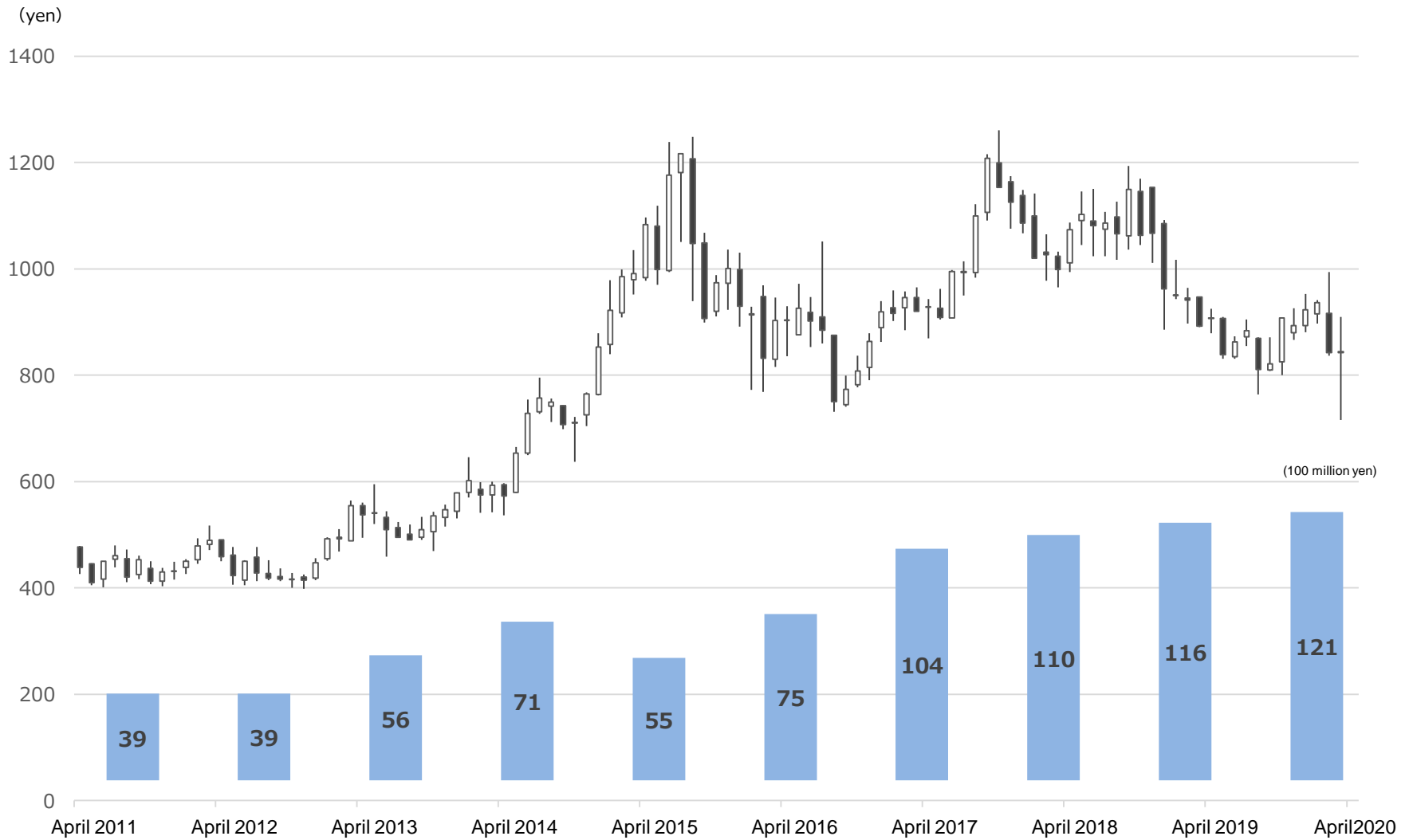
JGAAP

IFRS

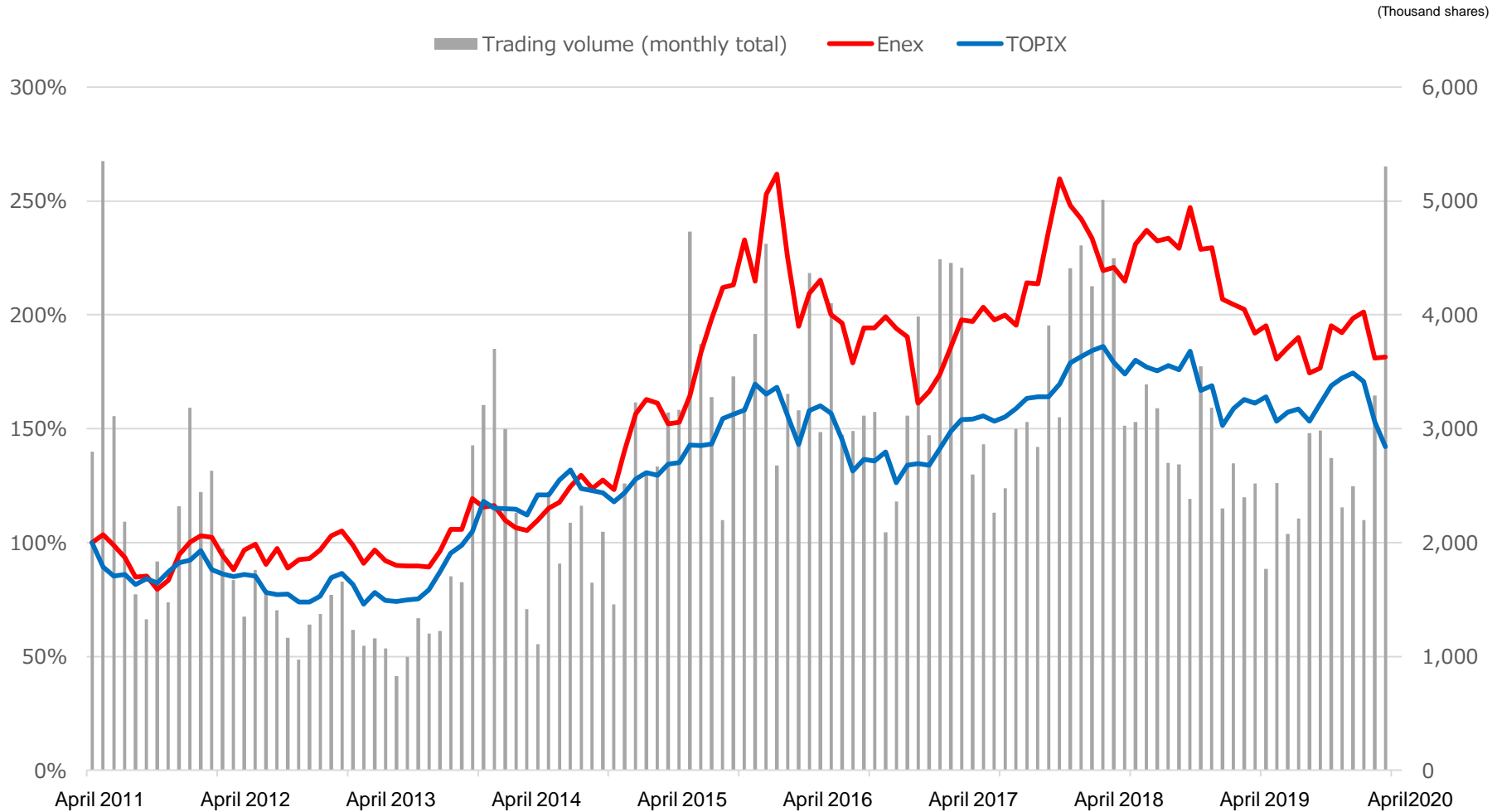


Payout ratio (%)	FY2011/3	FY2012/3	FY2013/3	FY2014/3	FY2015/3	FY2016/3	FY2017/3	FY2018/3	FY2019/3	FY2020/3
	58.6%	46.8%	32.4%	31.7%	45.2%	36.3%	34.8%	41.0%	41.0%	41.2%

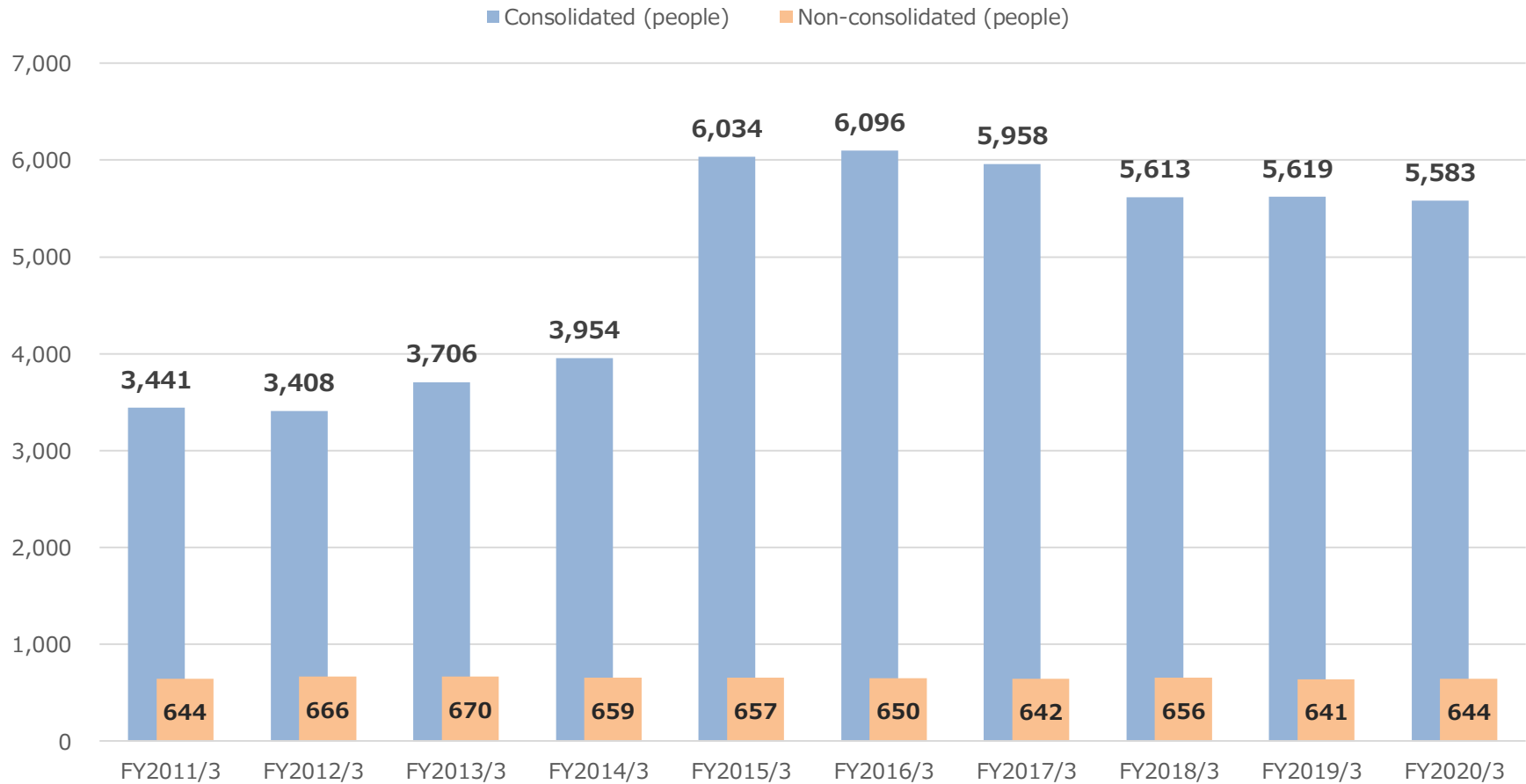
11. Share Price and Net Profit



12. Share Price Performance and Trading Volume



13. Number of Employees at End of Period



* The number of employees (consolidated) increased in FY2015/3 because Osaka Car Life Group Co., Ltd. and its subsidiary Nissan Osaka Sales Co., Ltd. became new subsidiaries.

14. Balance Sheets for 9 Years (JGAAP)

(100 million yen)

	JGAAP								
	FY2005/3	FY2006/3	FY2007/3	FY2008/3	FY2009/3	FY2010/3	FY2011/3	FY2012/3	FY2013/3
Current assets	120,784	131,036	137,974	158,721	141,888	160,629	167,938	197,877	193,077
Non-current assets	109,507	104,583	97,875	96,406	105,698	102,467	109,646	107,175	130,669
Total assets	230,292	235,619	235,850	255,127	247,587	263,096	277,585	305,053	323,747
Current liabilities	117,299	123,395	121,750	135,415	116,895	140,177	139,127	173,145	162,233
Non-current liabilities	34,993	33,216	31,750	36,004	39,804	30,861	44,334	35,817	54,983
Total liabilities	152,292	156,611	153,501	171,419	156,700	171,039	183,462	208,962	217,216
Shareholders' equity	81,826	84,943	88,217	90,906	98,057	99,011	101,088	102,050	105,970
Other comprehensive income	-8,936	-6,698	-6,623	-9,120	-9,292	-8,933	-9,336	-8,641	-7,815
Minority interests	5,109	762	755	1,922	2,121	1,979	2,371	2,681	8,375
Total net assets	77,999	79,008	82,349	83,707	90,886	92,057	94,123	96,090	106,530
Total liabilities and net assets	230,292	235,619	235,850	255,127	247,587	263,096	277,585	305,053	323,747

15. Balance Sheets for 6 Years (IFRS)

	IFRS						
	FY2014/3	FY2015/3	FY2016/3	FY2017/3	FY2018/3	FY2019/3	FY2020/3
Current assets	188,193	157,708	137,865	178,127	212,769	199,775	161,240
Non-current assets	132,839	171,351	166,188	166,476	169,852	174,598	226,417
Total assets	321,032	329,059	304,053	344,603	382,621	374,373	387,657
Current liabilities	159,201	149,443	111,997	143,751	174,929	165,463	133,224
Non-current liabilities	58,268	66,669	74,894	73,375	70,626	64,344	102,549
Total liabilities	217,469	216,112	186,891	217,126	245,555	229,807	235,773
Total shareholders' equity	94,144	97,432	100,526	108,511	116,104	122,290	128,333
Non-controlling interests	9,419	15,515	16,636	18,966	20,962	22,276	23,551
Total equity	103,563	112,947	117,162	127,477	137,066	144,566	151,884
Total liabilities and equity	321,032	329,059	304,053	344,603	382,621	374,373	387,657

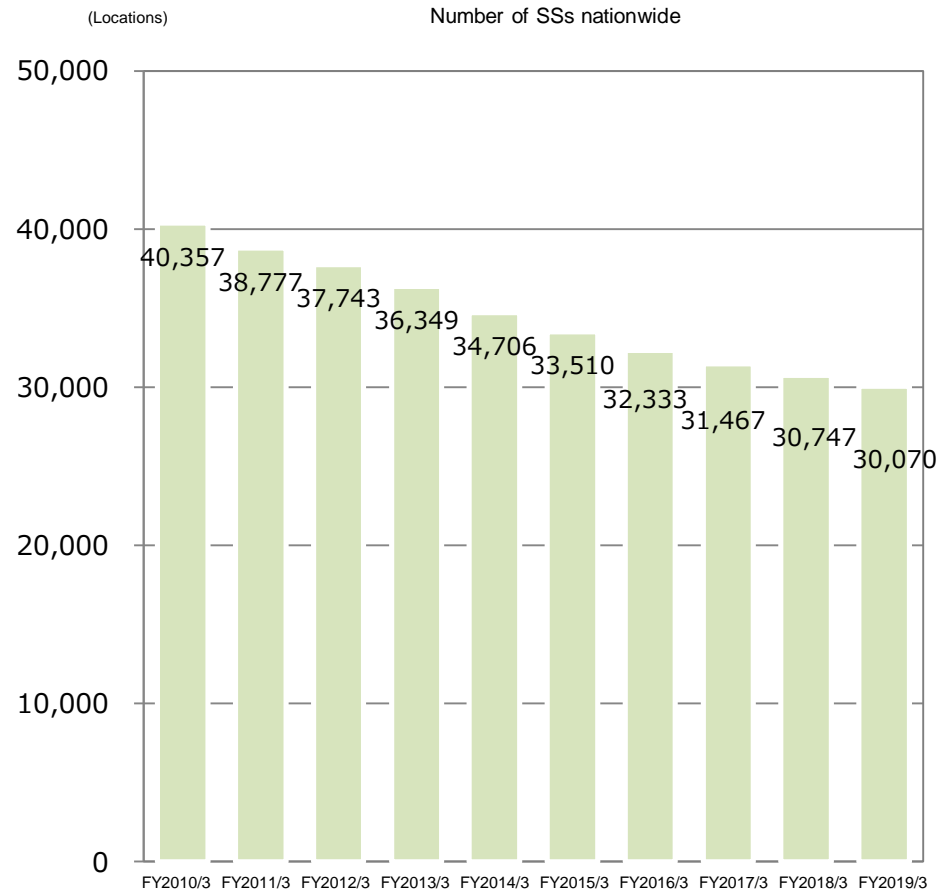
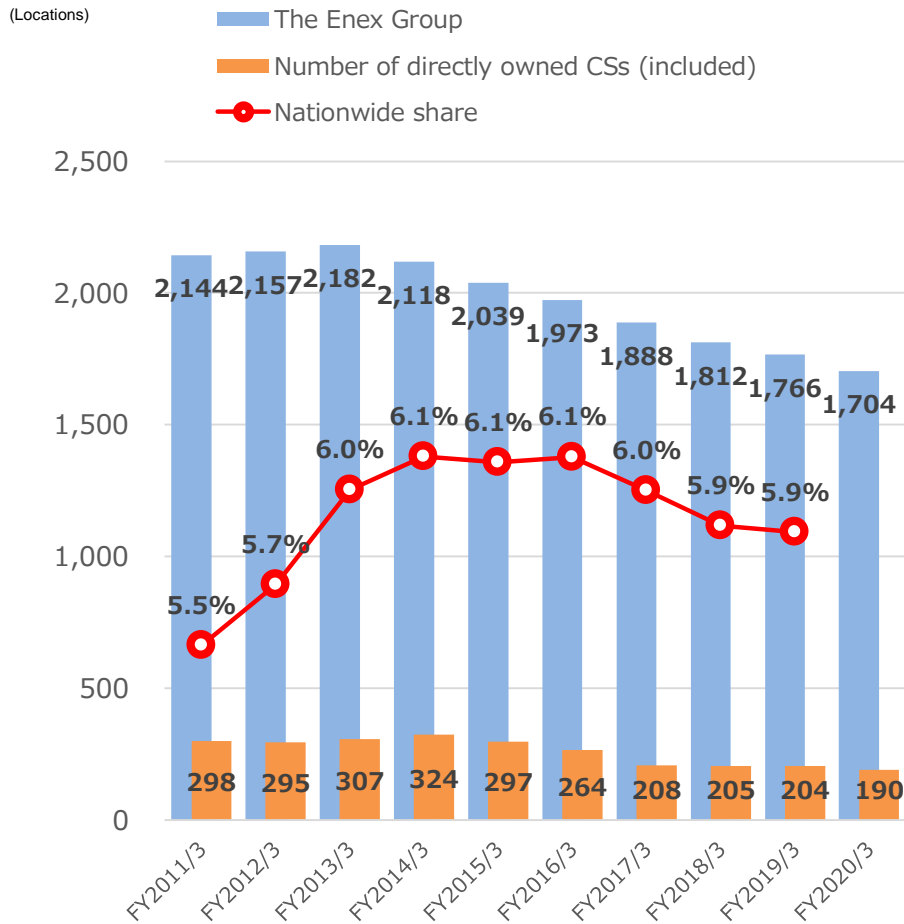
16. Statements of Income for 9 Years (JGAAP)

	JGAAP								
	FY2005/3	FY2006/3	FY2007/3	FY2008/3	FY2009/3	FY2010/3	FY2011/3	FY2012/3	FY2013/3
Net sales	635,230	771,894	886,483	1,093,752	1,164,708	1,083,760	1,185,731	1,414,161	1,430,745
Cost of sales	-573,425	-711,193	-823,668	-1,027,741	-1,090,248	-1,019,202	-1,120,830	-1,349,557	-1,360,691
Gross profit	61,805	60,701	62,815	66,010	74,459	64,557	64,900	64,604	70,054
Selling, general and administrative expenses	-54,978	-53,876	-54,880	-58,309	-64,578	-58,461	-55,873	-55,631	-56,328
Operating profit	6,826	6,824	7,934	7,700	9,881	6,095	9,027	8,973	13,726
Interest income	417	465	658	210	231	177	78	62	26
Dividend income	75	216	150	316	286	222	240	257	255
Other	2,389	2,012	1,278	1,486	1,505	1,830	1,613	1,221	1,248
Total non-operating income	2,884	2,695	2,087	2,013	2,024	2,230	1,932	1,541	1,531
Interest expenses	-660	-676	-766	-591	-769	-617	-438	-466	-548
Other	-371	-268	-507	-815	-908	-703	-900	-578	-1,745
Total non-operating expenses	-1,032	-944	-1,274	-1,406	-1,677	-1,320	-1,339	-1,044	-2,294
Ordinary profit	8,678	8,576	8,748	8,306	10,227	7,005	9,621	9,470	12,963
Extraordinary income	1,102	533	179	972	2,054	3,141	706	411	417
Extraordinary losses	-10,506	-1,242	-1,360	-1,515	-1,998	-811	-2,145	-929	-1,882
Profit before income taxes	-724	7,867	7,567	7,763	10,284	9,335	8,181	8,951	11,497
Income taxes	-3,386	-3,135	-2,504	-3,301	-4,555	-4,501	-3,791	-4,581	-5,004
Profit before minority interests	-4,110	4,731	5,063	4,462	5,729	4,833	4,390	4,370	6,493
Minority interests in income and loss	27	-70	-75	-274	-310	-473	-506	-477	-916
Net profit	-4,083	4,661	4,987	4,187	5,418	4,360	3,883	3,893	5,576

17. Statements of Income for 6 Years (IFRS)

	IFRS						
	FY2014/3	FY2015/3	FY2016/3	FY2017/3	FY2018/3	FY2019/3	FY2020/3
Revenue	966,044	936,841	723,645	695,060	744,767	1,007,086	897,427
Cost of sales	-894,445	-851,121	-634,083	-601,456	-655,945	-922,876	-811,009
Gross profit	71,599	85,720	89,562	93,604	88,822	84,210	86,418
Selling, general and administrative expenses	-57,862	-71,184	-73,226	-74,697	-70,931	-67,318	-68,858
Loss (gain) related to fixed assets	-1,460	-1,825	-593	-982	-1,544	-241	-428
Other losses (gains)	-402	389	641	1,753	806	1,200	2,125
Profit from operating activities	11,875	13,100	16,384	19,678	17,153	17,851	19,257
Interest income	22	53	54	89	92	83	58
Dividend income	248	236	242	246	296	66	103
Interest expenses	-721	-878	-1,004	-966	-950	-906	-1,126
Other	-5	8	0	-203	-241	755	-82
Total finance income (costs)	-456	-581	-708	-834	-803	-2	-1,047
Share of profit (loss) of investments accounted for using the equity method	528	-357	-672	500	493	1,565	1,768
Gain (loss) on sale of investments in subsidiaries and associates	1,897	-7	-	-	2,326	-	-
Profit before tax	13,844	12,155	15,004	19,344	19,169	19,414	19,978
Income tax expense	-5,794	-5,626	-6,040	-6,599	-5,945	-5,749	-5,793
Net profit	8,050	6,529	8,964	12,745	13,224	13,665	14,185
Profit attributable to non-controlling interests	925	1,026	1,495	2,340	2,199	2,106	2,129
Net profit attributable to Itochu Enex's shareholders	7,124	5,503	7,469	10,405	11,025	11,559	12,056

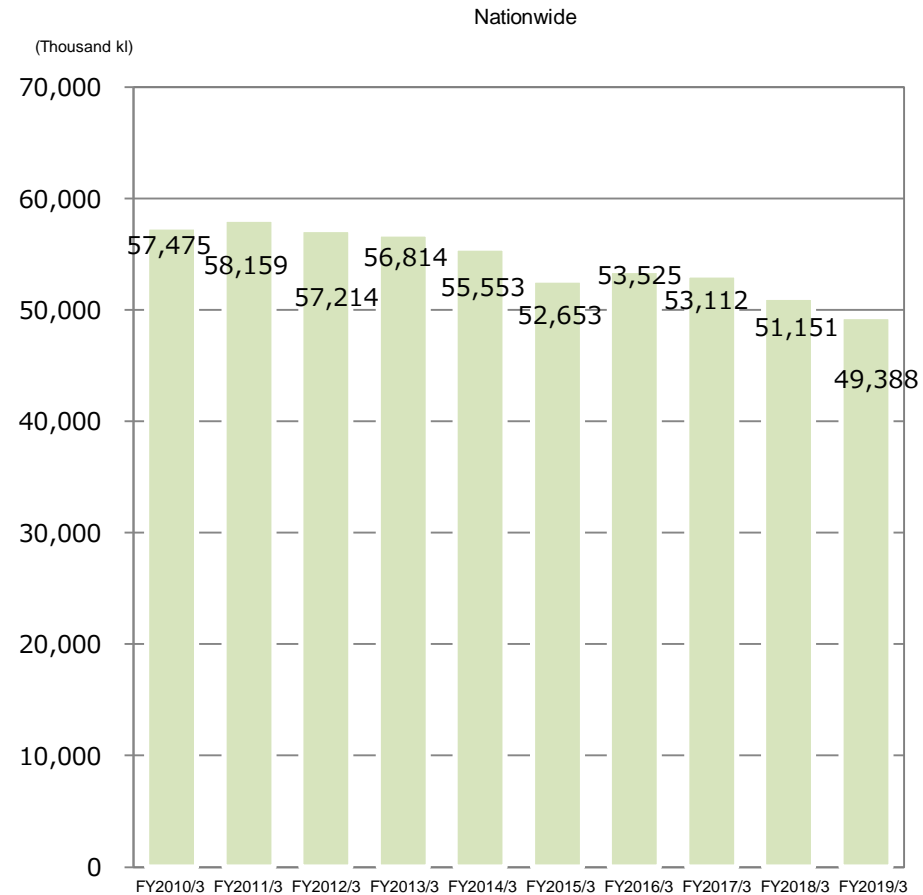
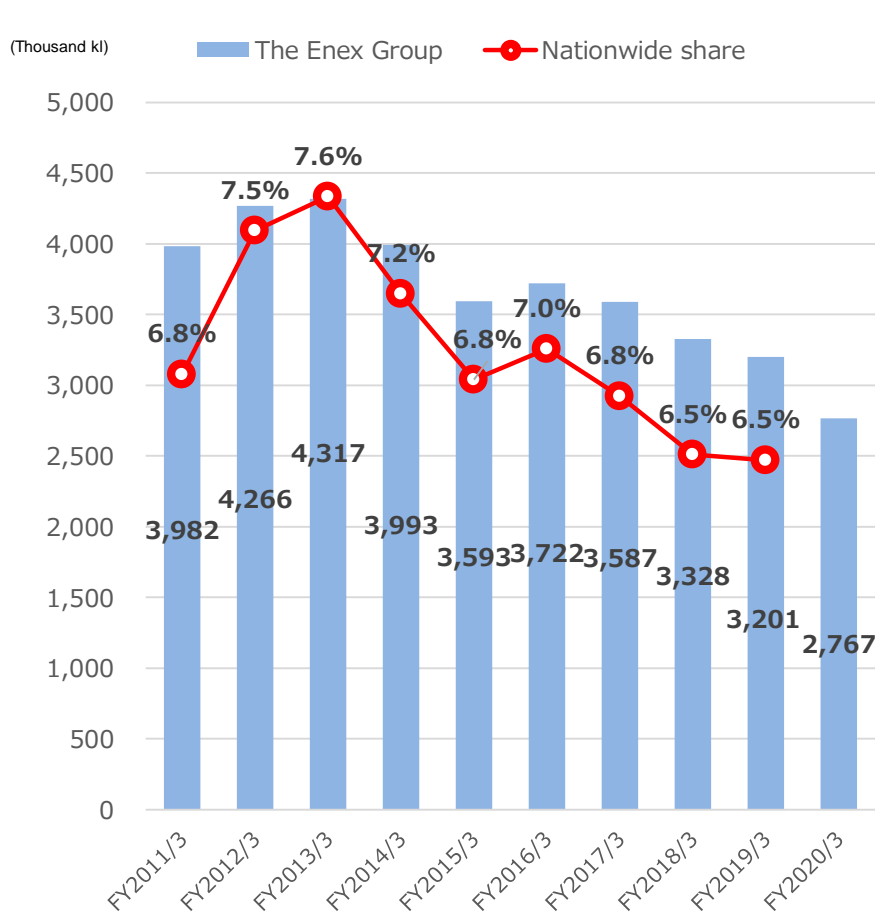
18. Number of Service Stations of the Enex Group



* Source: Agency for Natural Resources and Energy

* The value for FY2020/3 has not yet been announced. This is to be renewed as soon as it is announced.

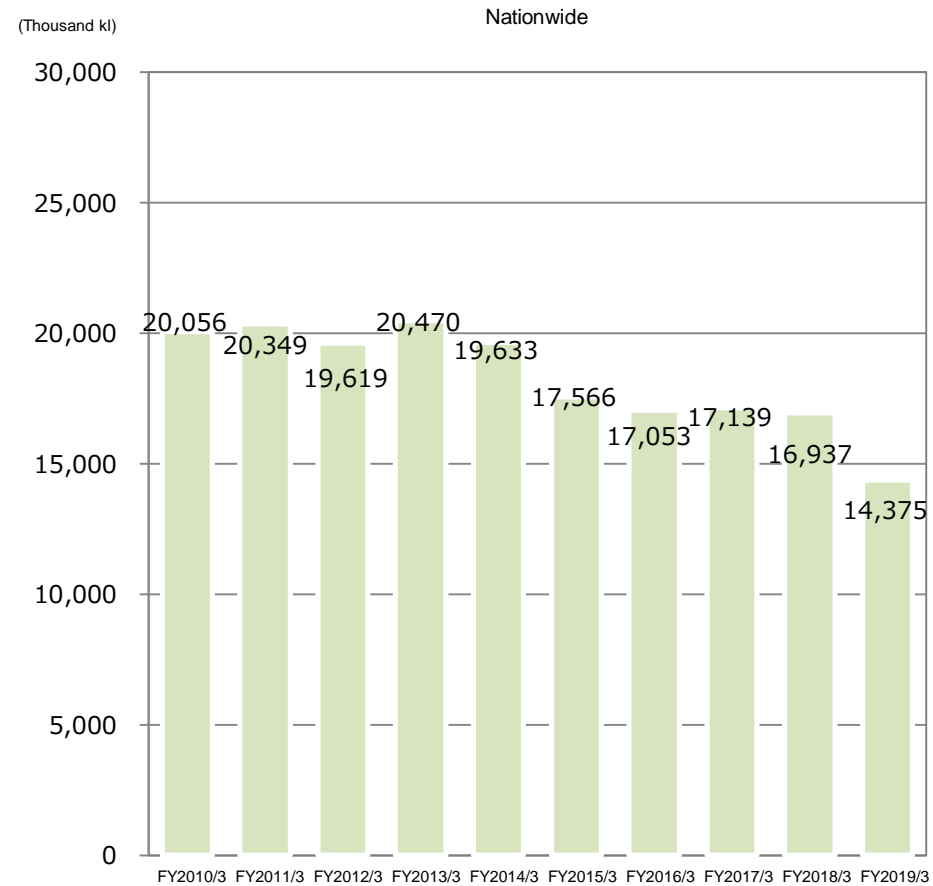
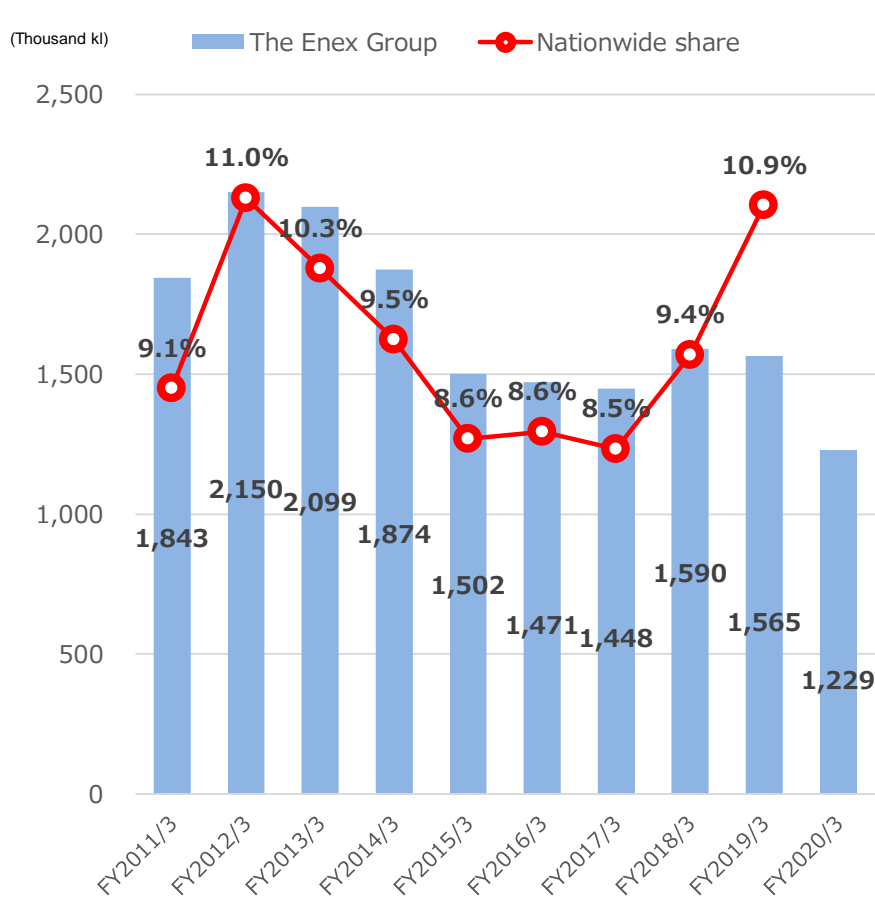
19. Gasoline Sales Volume of the Enex Group



* Source: Petroleum Association of Japan

* The value for FY2020/3 has not yet been announced. This is to be renewed as soon as it is announced.

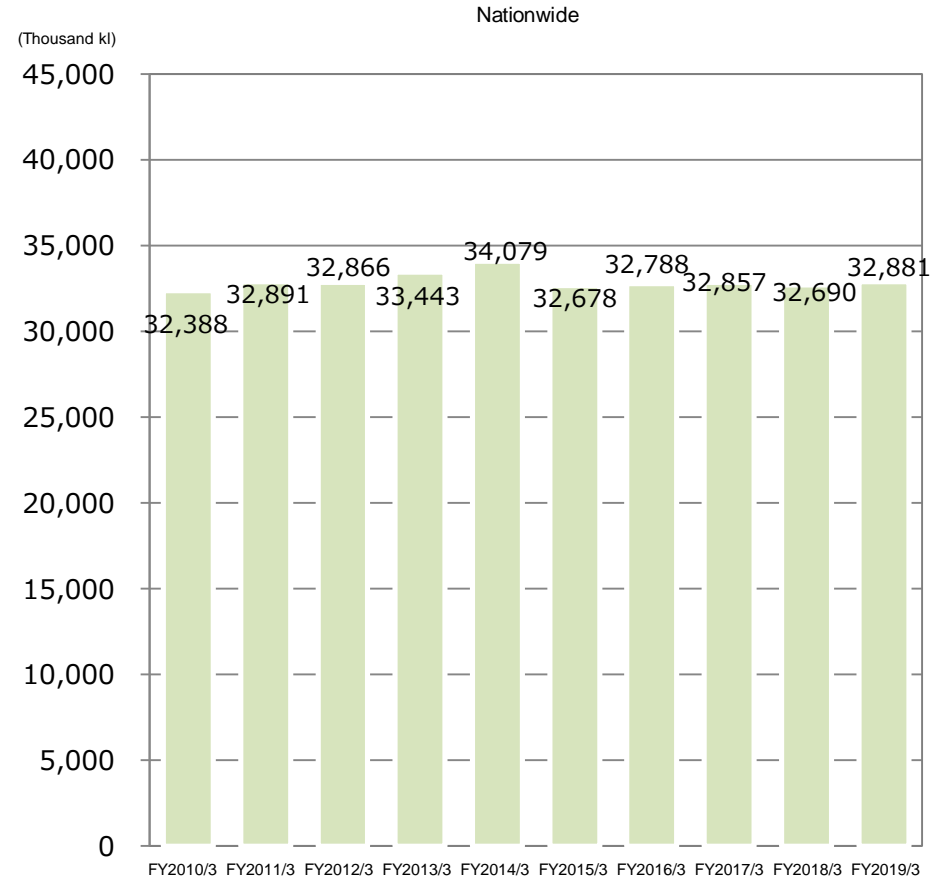
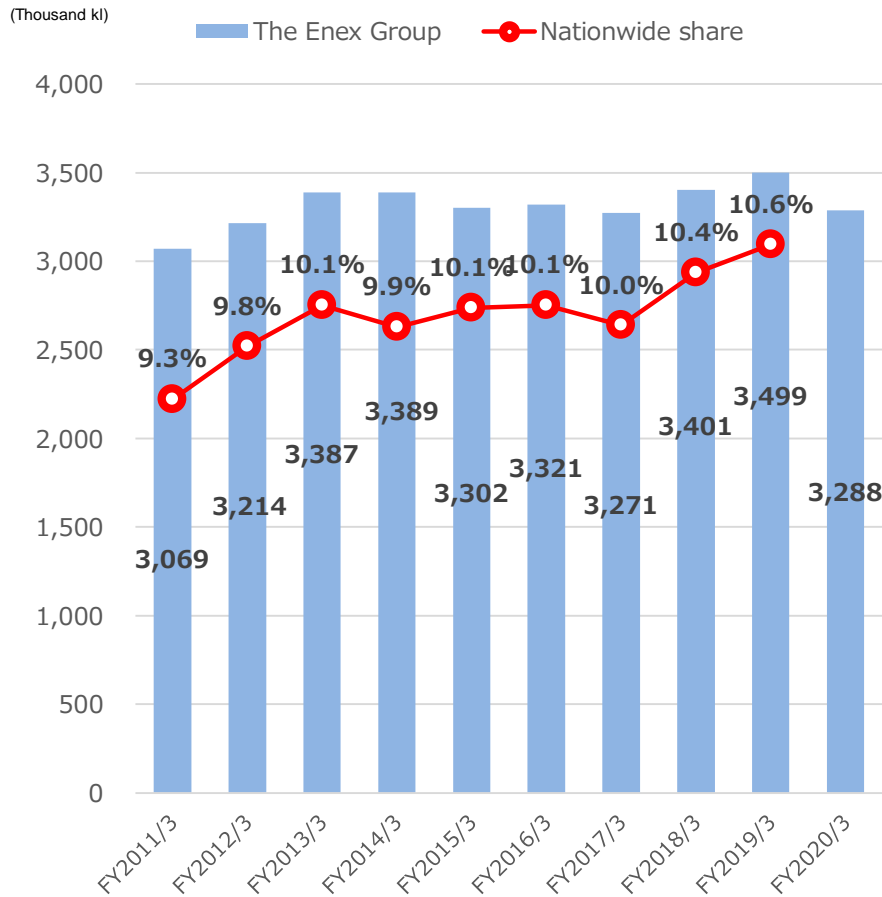
20. Kerosene Sales Volume of the Enex Group



* Source: Petroleum Association of Japan

* The value for FY2020/3 has not yet been announced. This is to be renewed as soon as it is announced.

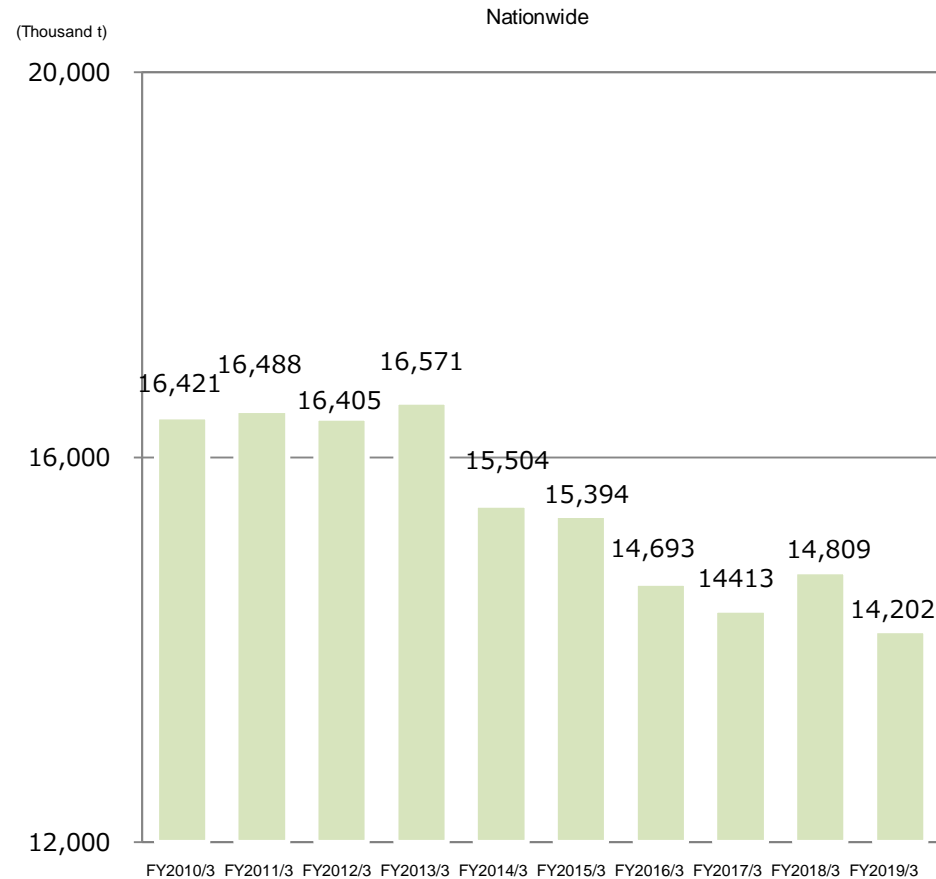
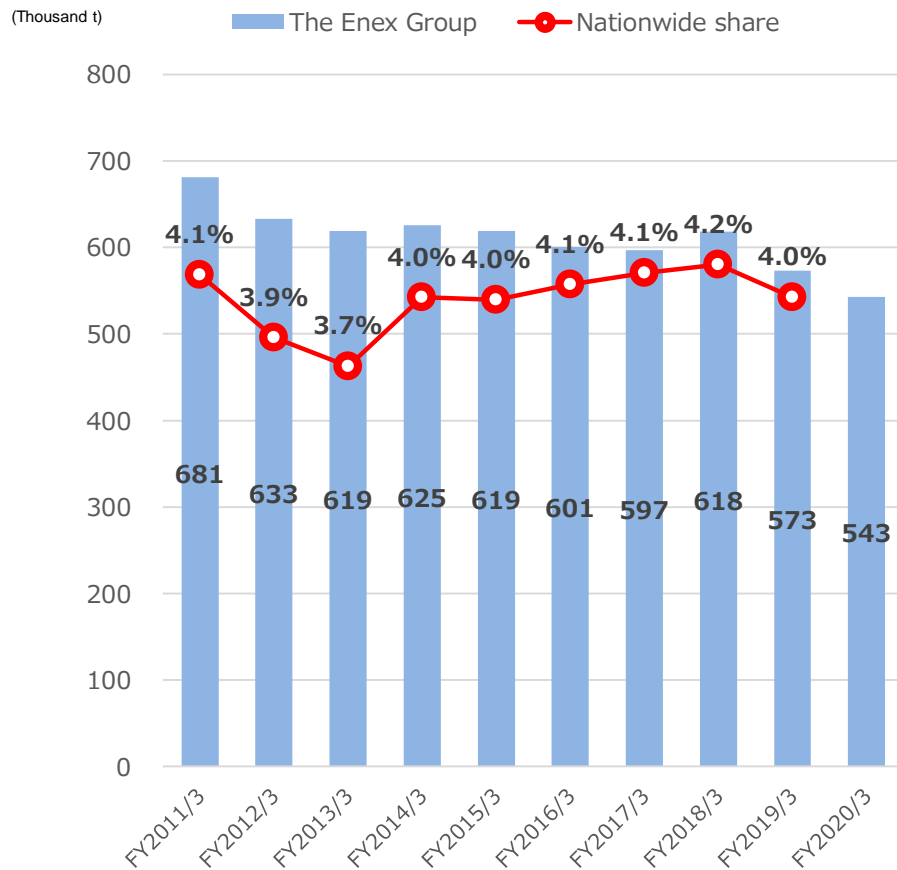
21. Diesel Oil Sales Volume of the Enex Group



* Source: Petroleum Association of Japan

* The value for FY2020/3 has not yet been announced. This is to be renewed as soon as it is announced.

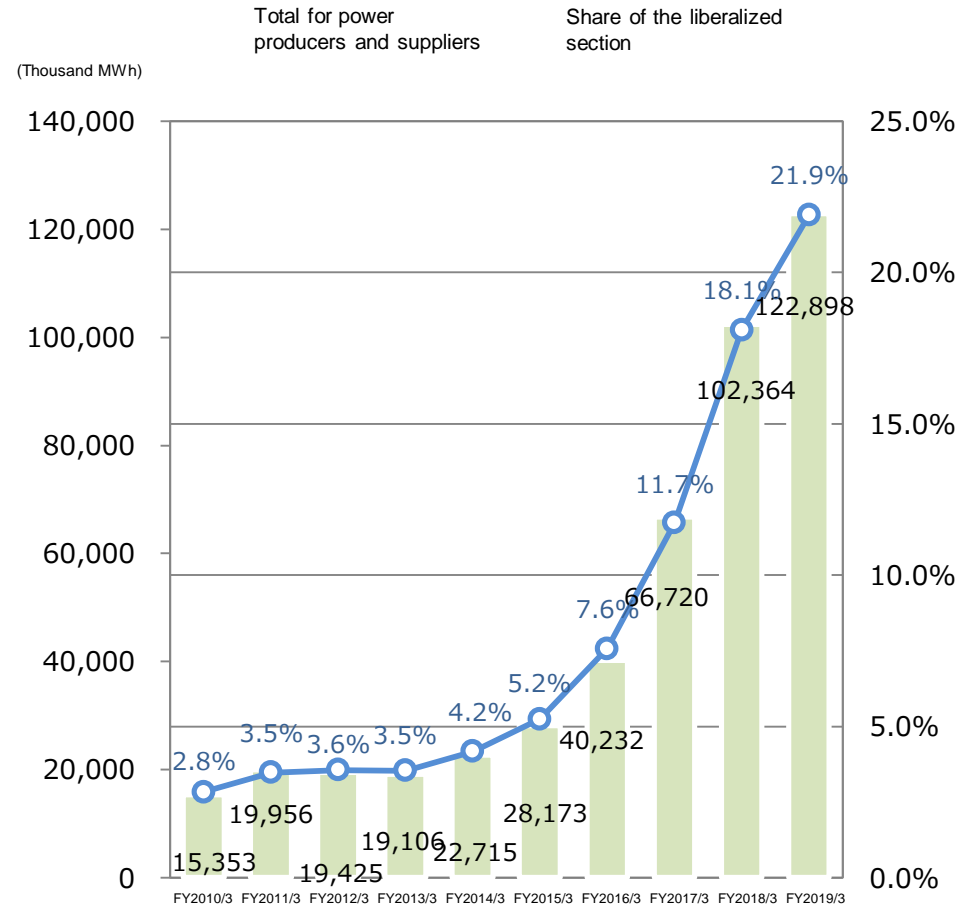
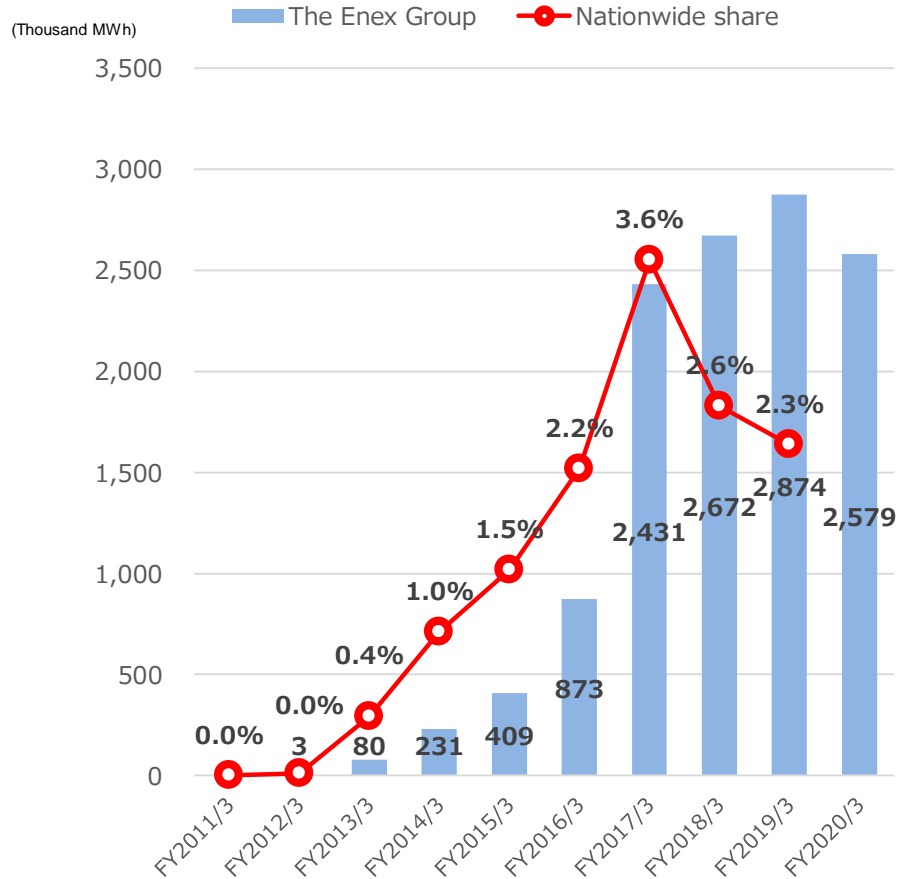
22. LP Gas Sales Volume of the Enex Group



* Source: Japan LP Gas Association

* The value for FY2020/3 has not yet been announced. This is to be renewed as soon as it is announced.

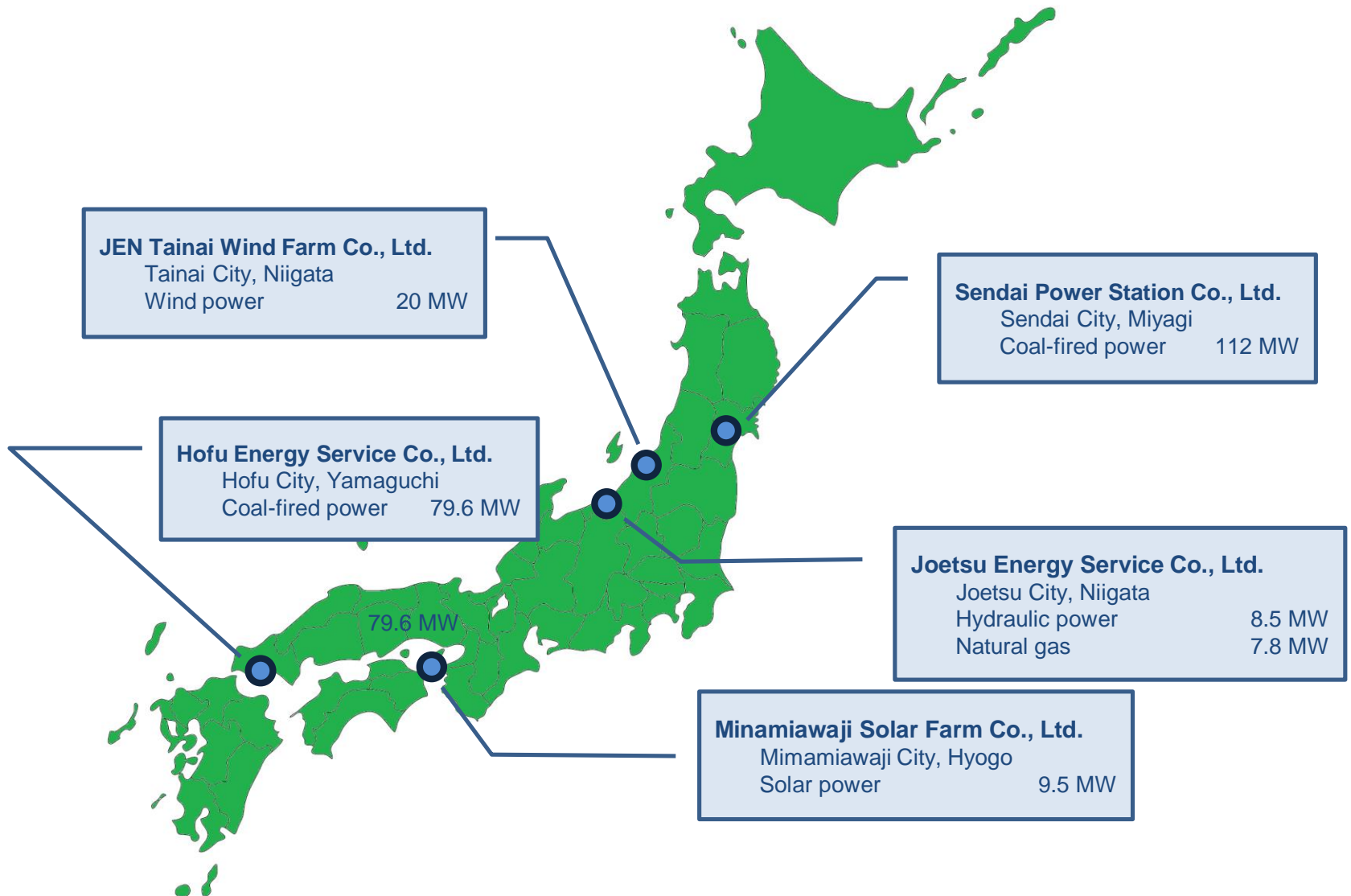
23. Electricity Sales Volume of the Enex Group



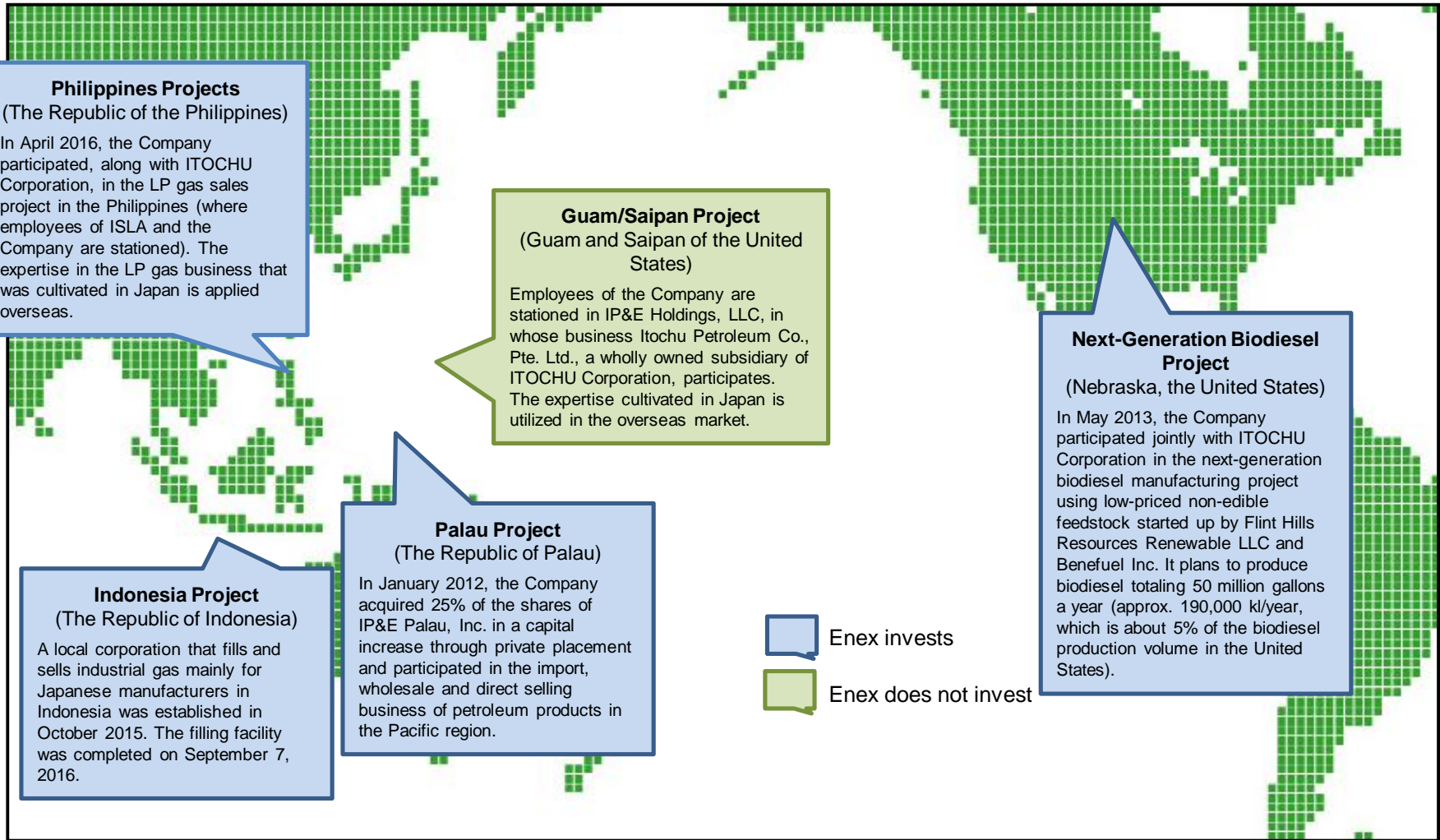
* Source: Agency for Natural Resources and Energy

* The value for FY2020/3 has not yet been announced. This is to be renewed as soon as it is announced.

24. Power Plants of the Enex Group (as of the end of March 2020)



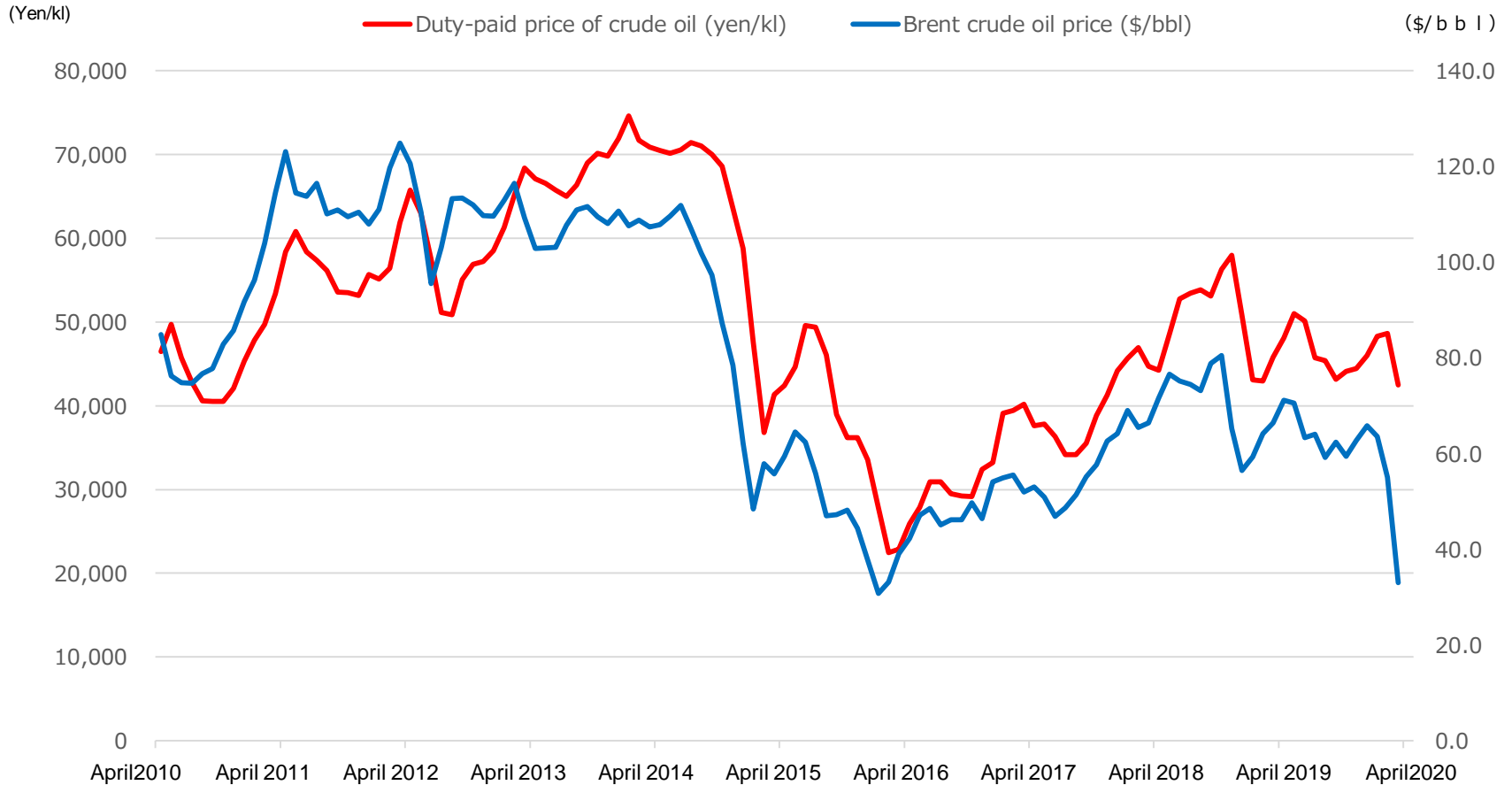
25. Overseas Development of the Enex Group



-Memo-

Reference

Trends in Crude Oil Prices (Duty-Paid Price and Brent Crude Oil Price)

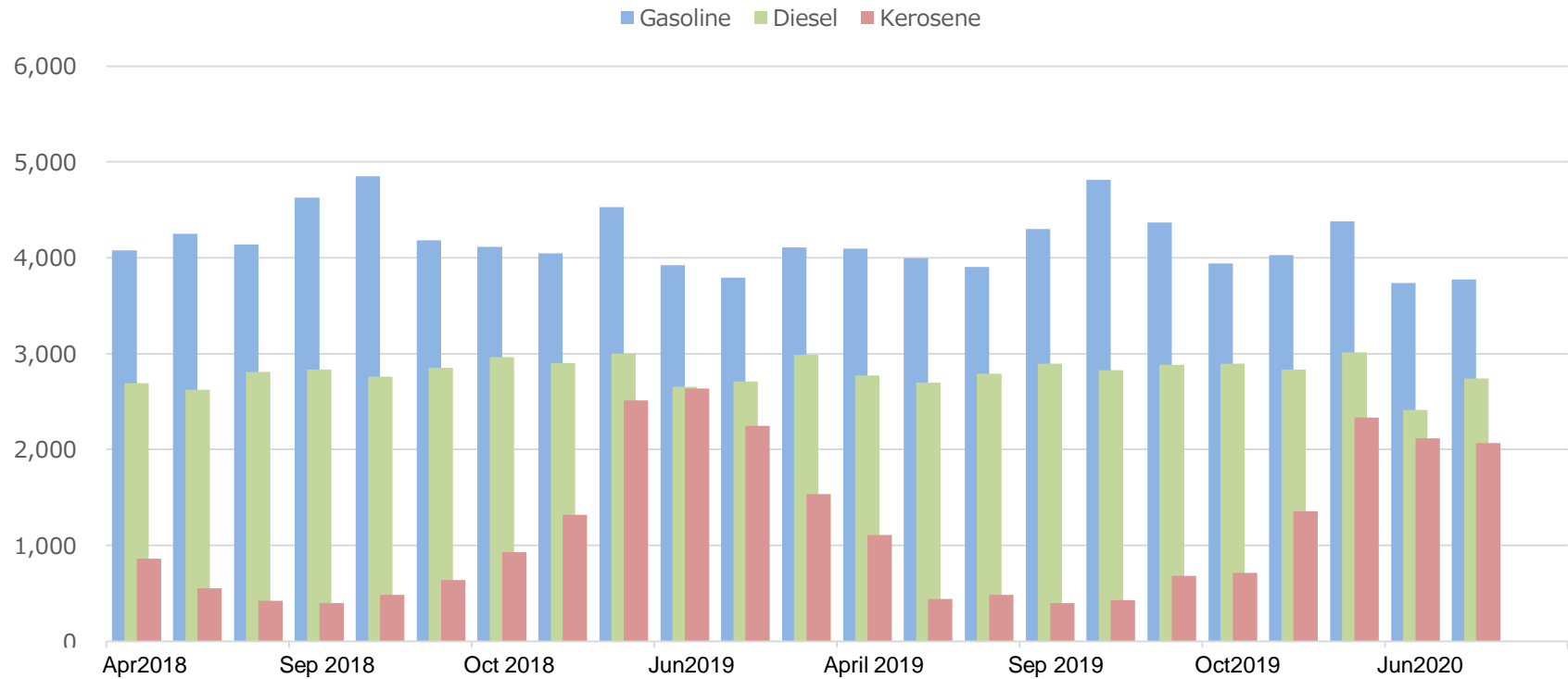


* Source: Ministry of Economy, Trade and Industry, IMF and others

Reference

Nationwide Monthly Gasoline and Diesel and Kerosene Sales Volumes

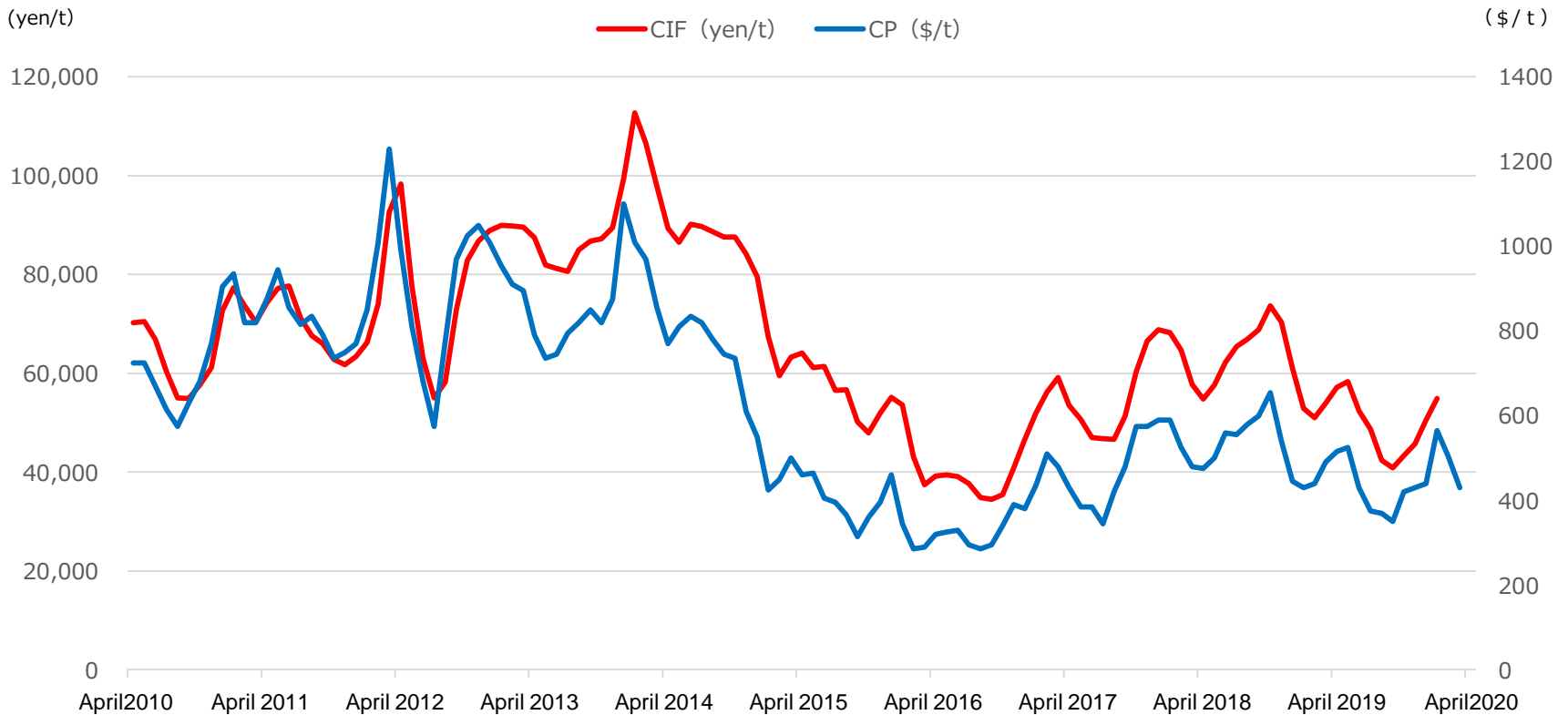
(Thousand kl)



* Source: Ministry of Economy

Reference

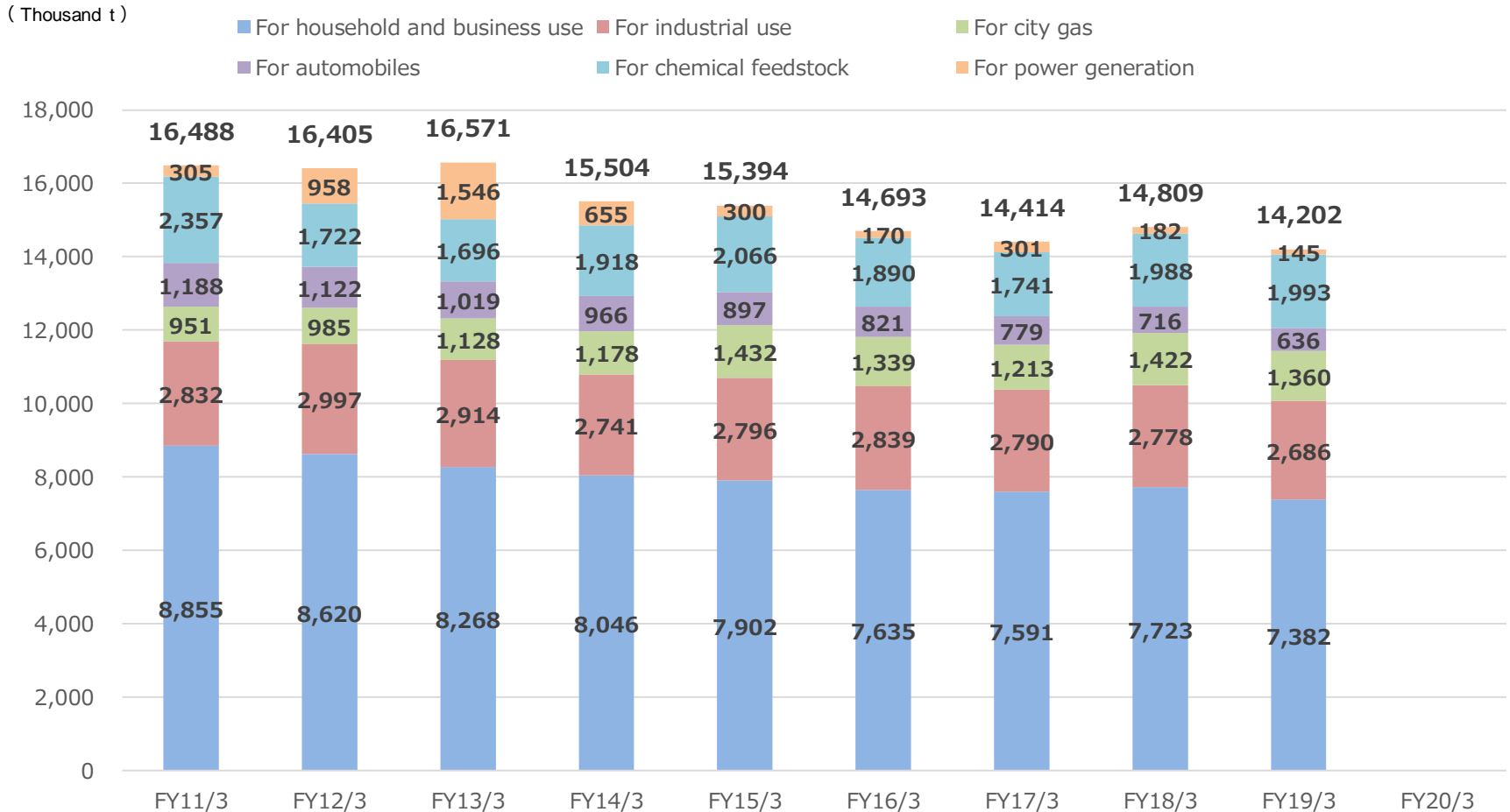
Trends in LP Gas Price (Propane: CP and CIF)



* Source: Japan LP Gas Association

Reference

Nationwide LP Gas Sales Volume by Use



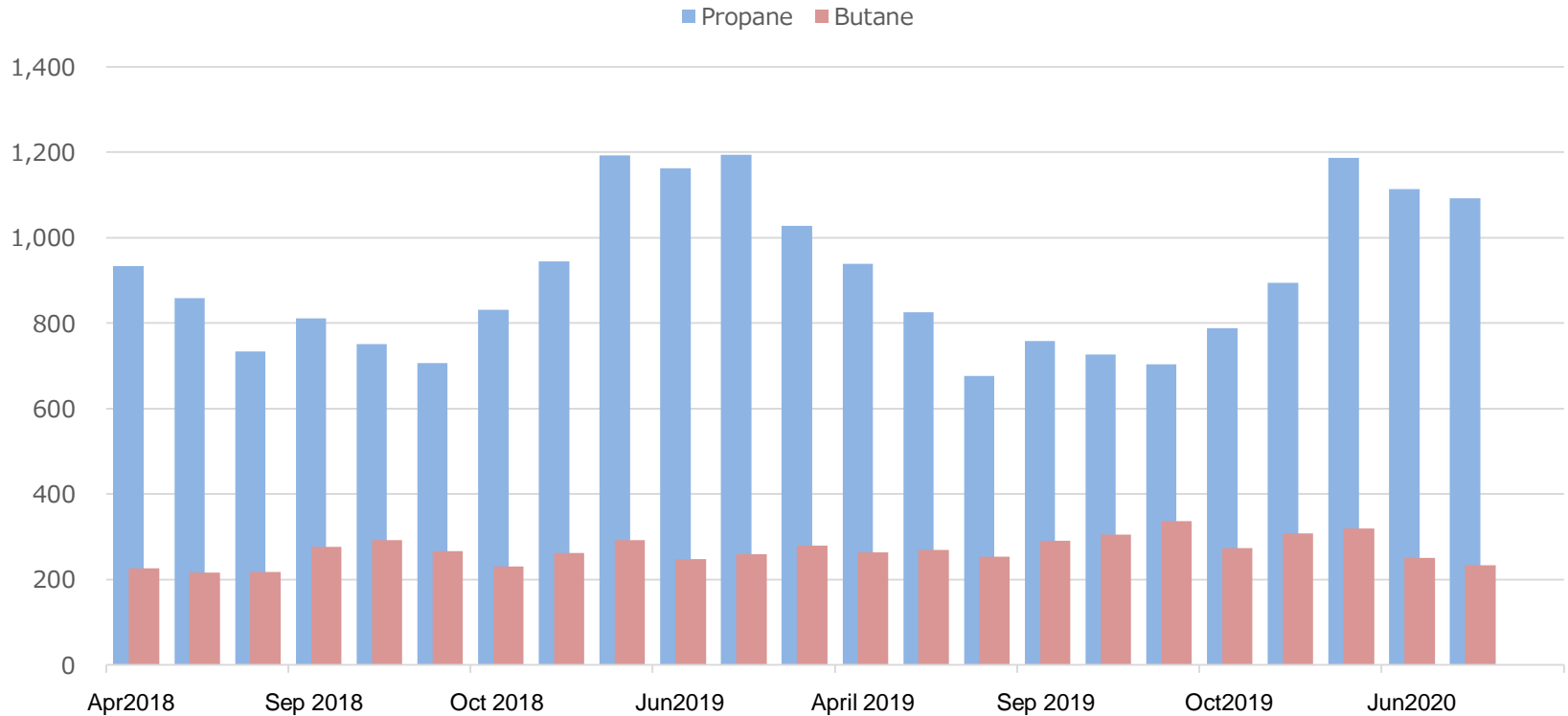
* Source: Japan LP Gas Association

* The value for FY2020/3 has not yet been announced. This is to be renewed as soon as it is announced.

Reference

Nationwide Monthly LP Gas Sales Volume (Propane)

(Thousand t)



* Source: Japan LP Gas Association

Reference

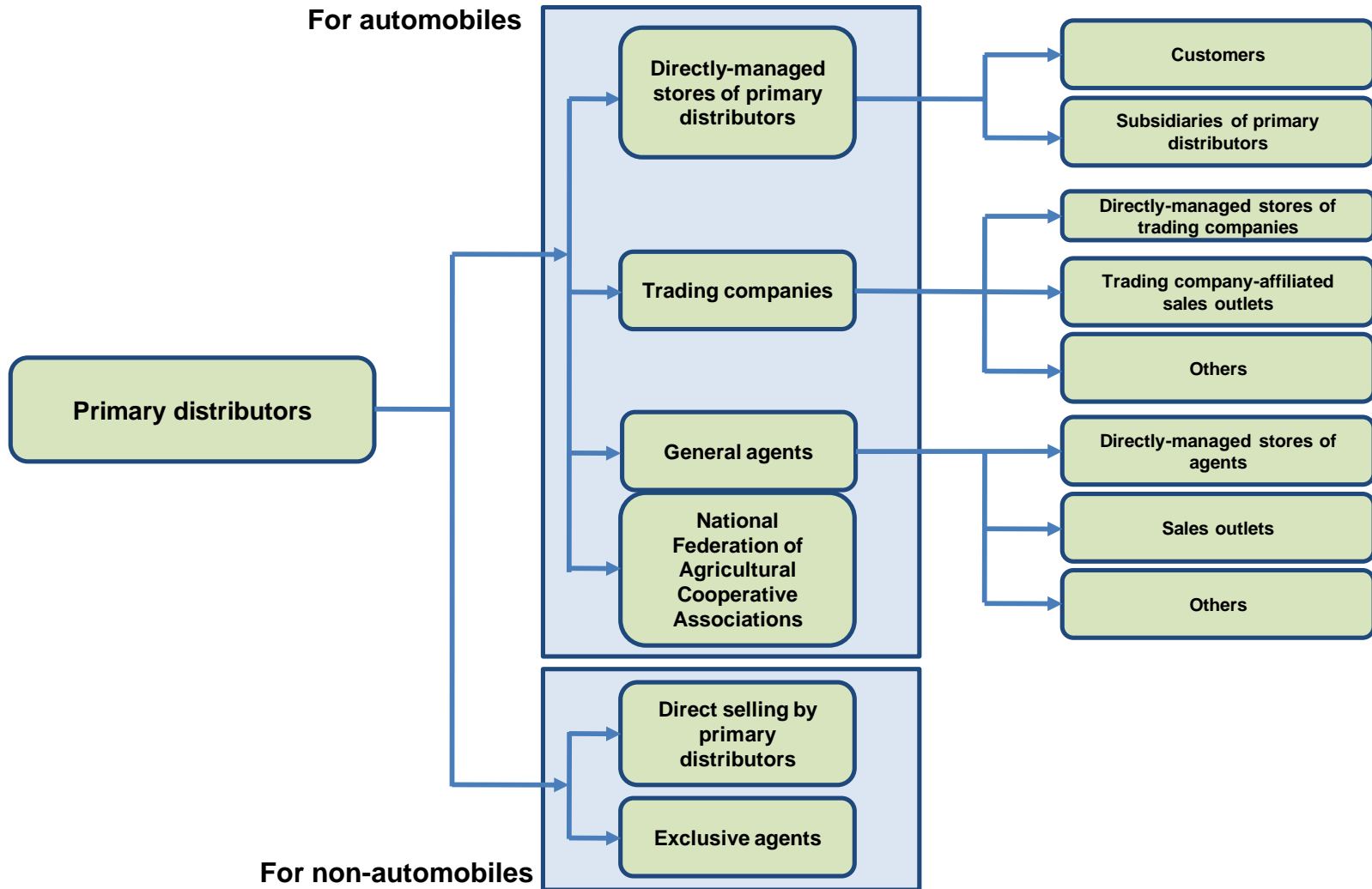
Trends in Electricity Spot Price



* Source: JEPX

Reference

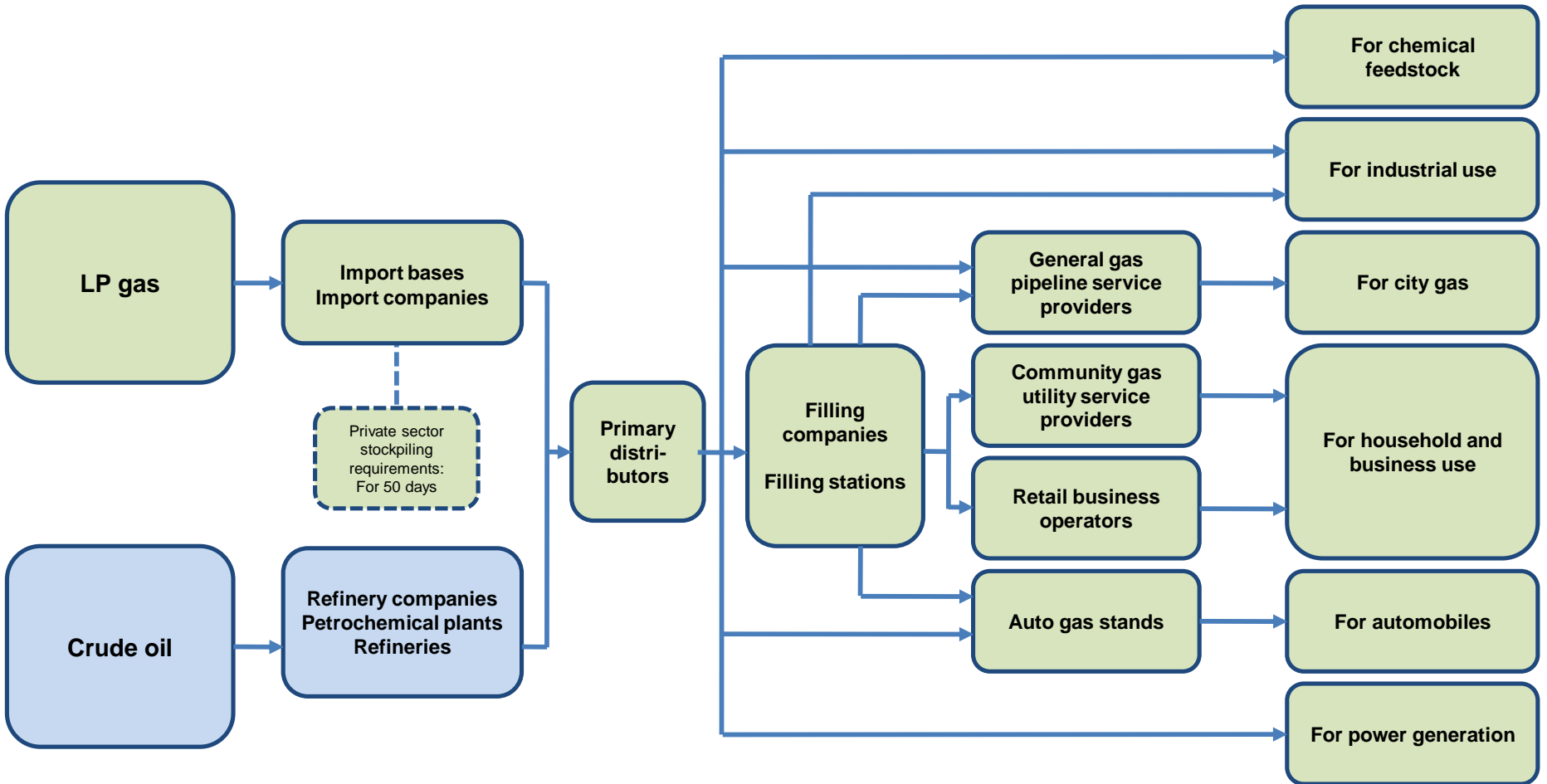
Gasoline Distribution Flow



* Source: Petroleum data (Sekiyu Tsushin Co., Ltd.)

Reference

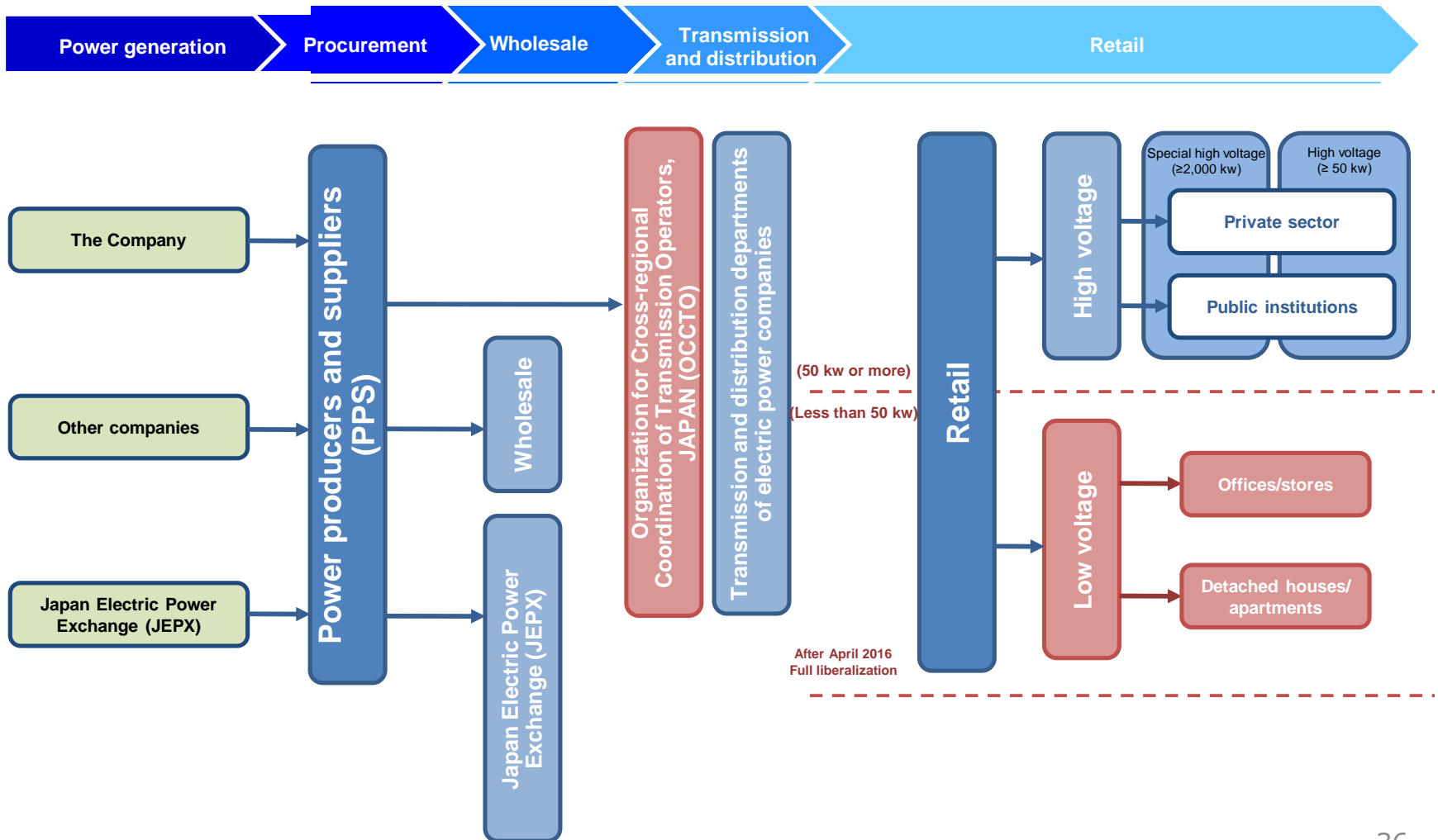
LP Gas Distribution Flow



* Source: Petroleum data (Sekiyu Tsushin Co., Ltd.)

Reference

PPS Distribution Flow





Moving 2020
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(Horizons)

【Note】

We pay close attention to the content of the material, but the Company and information providers will not be liable for any damage caused by errors in the information posted or damage suffered based on the information posted in this material.

The current plans and strategies of the Company posted in this material are forecasts prepared by the Company based on information currently available, and these future forecasts include risks and uncertainties. Accordingly, the actual results may differ materially from the forecasts posted. Please note that the Company does not guarantee the certainty of these forecasts.