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## Consolidated Financial Results for the Fiscal Year Ended March 31, 2023 [Japanese GAAP]



May 12, 2023

Company name: Nice Corporation  
 Stock exchange listing: Tokyo Stock Exchange  
 Code number: 8089  
 URL: <https://www.nice.co.jp/>  
 Representative: Masayuki Sugita, Director and President  
 Contact: Atsushi Sugai, General Manager of Accounting Department  
 Phone: +81-45-521-6111  
 Scheduled date of annual general meeting of shareholders: June 29, 2023  
 Scheduled date of commencing dividend payments: June 30, 2023  
 Scheduled date of filing annual securities report: June 29, 2023  
 Availability of supplementary explanatory materials on financial results: Available  
 Schedule of financial results briefing session: Scheduled (for securities analysts)

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

### 1. Consolidated Financial Results for the Fiscal Year Ended March 31, 2023 (from April 1, 2022 to March 31, 2023)

#### (1) Consolidated Operating Results (% indicates changes from the previous corresponding period.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Fiscal year ended								
March 31, 2023	236,329	3.0	5,292	(48.2)	4,949	(48.4)	3,780	(15.7)
March 31, 2022	229,514	7.2	10,224	127.5	9,589	143.3	4,482	122.2

(Note) Comprehensive income: Fiscal year ended March 31, 2023: ¥3,510 million [(27.0)%]  
 Fiscal year ended March 31, 2022: ¥4,807 million [25.9%]

	Basic earnings per share	Diluted earnings per share	Return on equity	Ratio of ordinary profit to total assets	Ratio of operating profit to net sales
Fiscal year ended	Yen	Yen	%	%	%
March 31, 2023	320.70	-	8.1	3.1	2.2
March 31, 2022	410.56	-	11.0	6.4	4.5

(Reference) Share of profit (loss) of entities accounted for using equity method:

Fiscal year ended March 31, 2023: ¥232 million

Fiscal year ended March 31, 2022: ¥209 million

#### (2) Consolidated Financial Position

	Total assets	Net assets	Equity ratio	Net assets per share
	Million yen	Million yen	%	Yen
As of March 31, 2023	156,722	51,390	30.6	4,070.35
As of March 31, 2022	157,921	48,543	28.8	3,855.78

(Reference) Equity: As of March 31, 2023: ¥48,003 million  
 As of March 31, 2022: ¥45,410 million

### (3) Consolidated Cash Flows

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Cash and cash equivalents at end of period
Fiscal year ended	Million yen	Million yen	Million yen	Million yen
March 31, 2023	12,956	(2,344)	(5,977)	37,348
March 31, 2022	1,734	(675)	4,278	33,006

### 2. Dividends

	Annual dividends					Total dividends (Total)	Payout ratio (Consolidated)	Ratio of dividends to net assets (Consolidated)
	1st quarter-end	2nd quarter-end	3rd quarter-end	Year-end	Total			
Fiscal year ended March 31, 2022	Yen	Yen	Yen	Yen	Yen	Million yen	%	%
Fiscal year ended March 31, 2022	-	0.00	-	50.00	50.00	593	12.2	1.3
Fiscal year ended March 31, 2023	-	0.00	-	40.00	40.00	471	12.5	1.0
Fiscal year ending March 31, 2024 (Forecast)	-	20.00	-	30.00	50.00		15.5	

(Notes) 1. Revision to the forecast for dividends announced most recently: None

2. Breakdown of year-end dividends for the fiscal year ended March 31, 2022:

Ordinary dividends: ¥40.00 Extraordinary dividends: ¥10.00

### 3. Consolidated Financial Results Forecast for the Fiscal Year Ending March 31, 2024 (April 1, 2023 to March 31, 2024)

(% indicates changes from the previous corresponding period.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
Full year	244,000	3.2	4,500	(15.0)	4,000	(19.2)	3,800	0.5	322.22

\* **Notes:**

- (1) Changes in significant subsidiaries during the fiscal year ended March 31, 2023 (changes in specified subsidiaries resulting in changes in scope of consolidation): None
- (2) Changes in accounting policies, changes in accounting estimates and retrospective restatement
- 1) Changes in accounting policies due to the revision of accounting standards: None
  - 2) Changes in accounting policies other than 1) above: None
  - 3) Changes in accounting estimates: None
  - 4) Retrospective restatement: None
- (3) Total number of issued shares (common shares)
- 1) Total number of issued shares at the end of the period (including treasury shares):  
 March 31, 2023: 12,170,719 shares  
 March 31, 2022: 12,143,719 shares
  - 2) Total number of treasury shares at the end of the period:  
 March 31, 2023: 377,357 shares  
 March 31, 2022: 366,399 shares
  - 3) Average number of shares during the period:  
 Fiscal year ended March 31, 2023: 11,788,826 shares  
 Fiscal year ended March 31, 2022: 10,918,508 shares

**(Reference) Overview of Non-consolidated Financial Results**

**1. Non-consolidated Financial Results for the Fiscal Year Ended March 31, 2023 (April 1, 2022 to March 31, 2023)**

(1) Non-consolidated Operating Results (% indicates changes from the previous corresponding period.)

	Net sales		Operating profit		Ordinary profit		Profit	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Fiscal year ended								
March 31, 2023	194,499	2.4	2,551	(65.6)	3,038	(54.6)	2,989	159.9
March 31, 2022	189,942	9.3	7,418	158.8	6,692	9.0	1,150	(79.0)

	Basic earnings per share	Diluted earnings per share
	Yen	Yen
Fiscal year ended		
March 31, 2023	252.81	-
March 31, 2022	104.55	-

(2) Non-consolidated Financial Position

	Total assets	Net assets	Equity ratio	Net assets per share
	Million yen	Million yen	%	Yen
As of March 31, 2023	138,795	42,075	30.3	3,567.76
As of March 31, 2022	140,983	39,848	28.3	3,359.85

(Reference) Equity: As of March 31, 2023: ¥42,075 million

As of March 31, 2022: ¥39,848 million

\* These consolidated financial results are outside the scope of audit by certified public accountants or audit firms.

\* Explanation of the proper use of financial results forecast and other notes

(Note on forward-looking statements, etc.)

The earnings forecasts and other forward-looking statements presented in this document are based on information that is currently available to the Company and certain assumptions that the Company deems reasonable, and the Company does not guarantee to achieve them. In addition, actual financial results, etc. may differ significantly from these forecasts and statements due to a wide range of factors.

Consolidated Financial Statements  
1. Consolidated Balance Sheets

(Million yen)

	As of March 31, 2022	As of March 31, 2023
<b>Assets</b>		
Current assets		
Cash and deposits	29,107	32,421
Notes and accounts receivable - trade, and contract assets	37,225	31,379
Electronically recorded monetary claims - operating	9,463	9,949
Securities	4,000	5,000
Merchandise	11,309	10,023
Real estate for sale	9,871	11,322
Costs on construction contracts in progress	510	200
Other	4,772	2,656
Allowance for doubtful accounts	(167)	(173)
Total current assets	106,094	102,779
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	9,659	11,623
Machinery, equipment and vehicles, net	1,539	1,625
Land	27,762	27,559
Other, net	981	918
Total property, plant and equipment	39,942	41,726
Intangible assets	565	825
Investments and other assets		
Investment securities	6,483	6,375
Long-term loans receivable	103	97
Retirement benefit asset	2,247	2,292
Deferred tax assets	299	667
Other	2,306	2,038
Allowance for doubtful accounts	(121)	(80)
Total investments and other assets	11,318	11,390
Total non-current assets	51,826	53,942
Total assets	157,921	156,722

(Million yen)

	As of March 31, 2022	As of March 31, 2023
<b>Liabilities</b>		
Current liabilities		
Notes and accounts payable - trade	23,408	22,203
Electronically recorded obligations - operating	12,273	15,152
Short-term borrowings	26,655	20,997
Current portion of bonds payable	40	40
Income taxes payable	1,780	652
Provision for bonuses	1,758	2,092
Other	7,816	8,682
Total current liabilities	73,733	69,820
Non-current liabilities		
Bonds payable	40	-
Long-term borrowings	24,981	25,368
Deferred tax liabilities	381	104
Deferred tax liabilities for land revaluation	2,415	2,408
Retirement benefit liability	1,244	1,266
Other	6,581	6,363
Total non-current liabilities	35,644	35,512
<b>Total liabilities</b>	<b>109,378</b>	<b>105,332</b>
<b>Net assets</b>		
Shareholders' equity		
Share capital	24,404	24,426
Capital surplus	13,325	13,271
Retained earnings	9,210	12,135
Treasury shares	(828)	(829)
Total shareholders' equity	46,111	49,003
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	195	217
Deferred gains or losses on hedges	123	12
Revaluation reserve for land	(402)	(214)
Foreign currency translation adjustment	(631)	(847)
Remeasurements of defined benefit plans	15	(168)
Total accumulated other comprehensive income	(700)	(1,000)
Non-controlling interests	3,132	3,387
<b>Total net assets</b>	<b>48,543</b>	<b>51,390</b>
<b>Total liabilities and net assets</b>	<b>157,921</b>	<b>156,722</b>

2. Consolidated Statements of Income and Comprehensive Income  
Consolidated Statements of Income

(Million yen)

	For the fiscal year ended March 31, 2022	For the fiscal year ended March 31, 2023
Net sales	229,514	236,329
Cost of sales	192,281	204,261
Gross profit	37,233	32,068
Selling, general and administrative expenses	27,009	26,776
Operating profit	10,224	5,292
Non-operating income		
Interest income	10	7
Dividend income	158	165
Share of profit of entities accounted for using equity method	209	232
Other	224	336
Total non-operating income	603	742
Non-operating expenses		
Interest expenses	782	844
Borrowing related expenses	306	164
Other	149	75
Total non-operating expenses	1,238	1,085
Ordinary profit	9,589	4,949
Extraordinary income		
Gain on revision of retirement benefit plan	-	253
Gain on sale of non-current assets	16	39
Gain on sale of investment securities	83	1
Gain on liquidation of subsidiaries and associates	-	12
Total extraordinary income	100	306
Extraordinary losses		
Loss on sale and retirement of non-current assets	94	88
Impairment losses	2,957	444
Loss on sale of shares of subsidiaries and associates	-	135
Other	19	-
Total extraordinary losses	3,070	667
Profit before income taxes	6,619	4,588
Income taxes - current	2,079	1,181
Income taxes - deferred	(244)	(594)
Total income taxes	1,835	587
Profit	4,784	4,000
Profit attributable to non-controlling interests	301	220
Profit attributable to owners of parent	4,482	3,780

## Consolidated Statements of Comprehensive Income

(Million yen)

	For the fiscal year ended March 31, 2022	For the fiscal year ended March 31, 2023
Profit	4,784	4,000
Other comprehensive income		
Valuation difference on available-for-sale securities	(307)	20
Deferred gains or losses on hedges	90	(110)
Foreign currency translation adjustment	198	(215)
Remeasurements of defined benefit plans, net of tax	41	(184)
Share of other comprehensive income of entities accounted for using equity method	0	0
Total other comprehensive income	23	(489)
Comprehensive income	4,807	3,510
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	4,509	3,295
Comprehensive income attributable to non-controlling interests	297	215



### 3. Consolidated Statements of Changes in Equity

Fiscal year ended March 31, 2022 (from April 1, 2021 to March 31, 2022)

(Million yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	22,069	10,992	4,331	(826)	36,567
Cumulative effects of changes in accounting policies			56		56
Restated balance	22,069	10,992	4,388	(826)	36,623
Changes during period					
Issuance of new shares	2,334	2,334			4,669
Dividends of surplus			(281)		(281)
Profit attributable to owners of parent			4,482		4,482
Purchase of treasury shares				(1)	(1)
Reversal of revaluation reserve for land			444		444
Change in ownership interest of parent due to transactions with non-controlling interests		(2)			(2)
Retained earnings increased sales associated with a increase in equity method affiliates			175		175
Net changes in items other than shareholders' equity					
Total changes during period	2,334	2,332	4,822	(1)	9,487
Balance at end of period	24,404	13,325	9,210	(828)	46,111

	Accumulated other comprehensive income						Non-controlling interests	Total net assets
	Valuation difference on available-for-sale securities	Deferred gains or losses on hedges	Revaluation reserve for land	Foreign currency translation adjustment	Remeasurements of defined benefit plans	Total accumulated other comprehensive income		
Balance at beginning of period	497	32	42	(829)	(25)	(282)	2,875	39,160
Cumulative effects of changes in accounting policies								56
Restated balance	497	32	42	(829)	(25)	(282)	2,875	39,217
Changes during period								
Issuance of new shares								4,669
Dividends of surplus								(281)
Profit attributable to owners of parent								4,482
Purchase of treasury shares								(1)
Reversal of revaluation reserve for land								444
Change in ownership interest of parent due to transactions with non-controlling interests								(2)
Retained earnings increased sales associated with a increase in equity method affiliates								175
Net changes in items other than shareholders' equity	(302)	90	(444)	198	41	(417)	256	(161)
Total changes during period	(302)	90	(444)	198	41	(417)	256	9,326
Balance at end of period	195	123	(402)	(631)	15	(700)	3,132	48,543

Fiscal year ended March 31, 2023 (from April 1, 2022 to March 31, 2023)

(Million yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	24,404	13,325	9,210	(828)	46,111
Changes during period					
Issuance of new shares	22	22			44
Dividends of surplus			(593)		(593)
Profit attributable to owners of parent			3,780		3,780
Purchase of treasury shares				(0)	(0)
Reversal of revaluation reserve for land			(188)		(188)
Change in scope of consolidation		(12)			(12)
Change in ownership interest of parent due to transactions with non-controlling interests		(64)			(64)
Decrease in retained earnings from exclusion of equity method affiliate company			(74)		(74)
Net changes in items other than shareholders' equity					
Total changes during period	22	(54)	2,925	(0)	2,892
Balance at end of period	24,426	13,271	12,135	(829)	49,003

	Accumulated other comprehensive income						Non-controlling interests	Total net assets
	Valuation difference on available-for-sale securities	Deferred gains or losses on hedges	Revaluation reserve for land	Foreign currency translation adjustment	Remeasurements of defined benefit plans	Total accumulated other comprehensive income		
Balance at beginning of period	195	123	(402)	(631)	15	(700)	3,132	48,543
Changes during period								
Issuance of new shares								44
Dividends of surplus								(593)
Profit attributable to owners of parent								3,780
Purchase of treasury shares								(0)
Reversal of revaluation reserve for land								(188)
Change in scope of consolidation								(12)
Change in ownership interest of parent due to transactions with non-controlling interests								(64)
Decrease in retained earnings from exclusion of equity method affiliate company								(74)
Net changes in items other than shareholders' equity	22	(110)	188	(215)	(184)	(300)	254	(46)
Total changes during period	22	(110)	188	(215)	(184)	(300)	254	2,846
Balance at end of period	217	12	(214)	(847)	(168)	(1,000)	3,387	51,390

#### 4. Consolidated Statements of Cash Flows

(Million yen)

	For the fiscal year ended March 31, 2022	For the fiscal year ended March 31, 2023
<b>Cash flows from operating activities</b>		
Profit before income taxes	6,619	4,588
Depreciation	1,724	1,494
Impairment losses	2,957	444
Amortization of goodwill	8	8
Increase (decrease) in allowance for doubtful accounts	58	(35)
Increase (decrease) in provision for bonuses	493	333
Increase (decrease) in retirement benefit liability	32	(14)
Interest and dividend income	(169)	(173)
Interest expenses	782	844
Share of loss (profit) of entities accounted for using equity method	(209)	(232)
Loss (gain) on sale and retirement of property, plant and equipment	81	58
Loss (gain) on sale of investment securities	(82)	(1)
Loss (gain) on sale of shares of subsidiaries and associates	-	135
Gain on revision of retirement benefit plan	-	(253)
Decrease (increase) in trade receivables	(10,462)	5,360
Decrease (increase) in inventories	(2,168)	(170)
Increase (decrease) in trade payables	3,308	1,674
Other, net	381	1,690
Subtotal	3,354	15,752
Interest and dividends received	167	175
Interest paid	(776)	(848)
Proceeds from insurance income	40	18
Income taxes paid	(1,051)	(2,140)
Net cash provided by (used in) operating activities	1,734	12,956
<b>Cash flows from investing activities</b>		
Purchase of property, plant and equipment	(1,563)	(2,455)
Proceeds from sale of property, plant and equipment	69	139
Purchase of investment securities	(318)	(19)
Proceeds from sale of investment securities	175	278
Payments for sale of shares of subsidiaries resulting in change in scope of consolidation	(6)	(6)
Loan advances	(93)	(66)
Proceeds from collection of loans receivable	1,030	87
Other, net	29	(300)
Net cash provided by (used in) investing activities	(675)	(2,344)

	For the fiscal year ended March 31, 2022	For the fiscal year ended March 31, 2023
<b>Cash flows from financing activities</b>		
Net increase (decrease) in short-term borrowings	(2,792)	1,644
Proceeds from long-term borrowings	13,444	6,595
Repayments of long-term borrowings	(9,786)	(13,510)
Redemption of bonds	(40)	(40)
Purchase of treasury shares	(1)	(0)
Dividends paid	(281)	(585)
Dividends paid to non-controlling interests	(40)	(38)
Purchase of shares of subsidiaries not resulting in change in scope of consolidation	(3)	-
Proceeds from issuance of shares	3,920	-
Proceeds from sale of shares of subsidiaries not resulting in change in scope of consolidation	-	89
Other, net	(141)	(131)
Net cash provided by (used in) financing activities	4,278	(5,977)
Effect of exchange rate change on cash and cash equivalents	38	30
Net increase (decrease) in cash and cash equivalents	5,375	4,665
Cash and cash equivalents at beginning of period	27,631	33,006
Decrease in cash and cash equivalents resulting from exclusion of subsidiaries from consolidation	-	(323)
Cash and cash equivalents at end of period	33,006	37,348

(Segment information, etc.)

1 Information on net sales, profit or loss, assets, liabilities and other items by reportable segment

For the fiscal year ended March 31, 2022 (April 1, 2021 to March 31, 2022) (Million yen)

	Reportable segment			Others (Note)	Total
	Building materials	Housing	Total		
Net sales					
Net sales to outside customers	181,512	37,578	219,091	10,423	229,514
Inter-segment net sales or transfers	3,417	255	3,673	4,559	8,232
Total	184,930	37,834	222,764	14,982	237,747
Segment profit	10,615	306	10,922	1,249	12,171
Segment assets	92,005	24,413	116,419	11,871	128,290
Other items					
Depreciation	761	301	1,063	557	1,620
Amortization of goodwill	8	—	8	—	8
Increase in property, plant and equipment and intangible assets	1,000	226	1,226	390	1,616

(Note) The “Others” segment is a business segment not included in the reportable segments and includes the general public broadcasting business, the construction work business, the software development and sales business, etc.

For the fiscal year ended March 31, 2023 (April 1, 2022 to March 31, 2023)

(Million yen)

	Reportable segment			Others (Note)	Total
	Building materials	Housing	Total		
Net sales					
Net sales to outside customers	184,632	41,530	226,162	10,166	236,329
Inter-segment net sales or transfers	2,604	454	3,059	5,206	8,266
Total	187,236	41,985	229,222	15,373	244,595
Segment profit	4,068	1,756	5,825	1,329	7,154
Segment assets	87,189	25,234	112,424	12,821	125,246
Other items					
Depreciation	710	208	919	477	1,396
Amortization of goodwill	8	—	8	—	8
Increase in property, plant and equipment and intangible assets	1,425	698	2,123	1,698	3,821

(Note) The “Others” segment is a business segment not included in the reportable segments and includes the general public broadcasting business, the construction work business, the software development and sales business, etc.

2 Difference between the total amount of reportable segments and the amount recorded in the consolidated financial statements, and major contents of the difference (matters for adjustment)

(Million yen)

Net sales	FY ended March 31, 2022	FY ended of March 31, 2023
Total net sales for reportable segments	222,764	229,222
Net sales for the “Others” segment	14,982	15,373
Elimination of inter-segment transactions	(8,232)	(8,266)
Net sales recorded in the consolidated financial statements	229,514	236,329

(Million yen)

Profit	FY ended March 31, 2022	FY ended of March 31, 2023
Total profit for reportable segments	10,922	5,825
Profit for the “Others” segment	1,249	1,329
Elimination of inter-segment transactions	48	6
Overhead expenses (Note)	(1,996)	(1,868)
Operating profit recorded in the consolidated financial statements	10,224	5,292

(Note) Overhead expenses mainly consist of general and administrative expenses not attributable to the reportable segments.

(Million yen)

Assets	FY ended March 31, 2022	FY ended of March 31, 2023
Total assets for reportable segments	116,419	112,424
Assets for the “Others” segment	11,871	12,821
Offset elimination of intersegment receivables, etc.	(1,087)	(2,042)
Corporate assets (note)	30,718	33,519
Total assets recorded in the consolidated financial statements	157,921	156,722

(Note) Corporate assets consist of the Company’s cash and deposits, securities, and assets, etc. not attributable to reportable segments.

(Million yen)

Other items	Reportable segment total		Others		Adjustment		Consolidated financial statements total	
	FY ended March 31, 2022	FY ended March 31, 2023	FY ended March 31, 2022	FY ended March 31, 2023	FY ended March 31, 2022	FY ended March 31, 2023	FY ended March 31, 2022	FY ended March 31, 2023
Depreciation	1,063	919	557	477	103	97	1,724	1,494
Amortization of goodwill	8	8	—	—	—	—	8	8
Increase in property, plant and equipment and intangible assets	1,226	2,123	390	1,698	79	32	1,696	3,854