

## Consolidated Financial Results for the First Three Months of the Fiscal Year Ending December 31, 2019 <under Japanese GAAP>

Company name:	OAT Agrio Co., Ltd.
Listing:	Tokyo Stock Exchange
Securities code:	4979
URL:	http://www.oat-agrio.co.jp
Representative:	Akihei Mori, President CEO
Contact:	Kenji Matsumoto, Director (Board Member) (responsible for HR Division, General
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	Section)
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Scheduled date to file Quarterly Securities Report:	May 15, 2019
Scheduled date to commence dividend payments:	_
Preparation of supplementary material on quarterly financial results:	None
Holding of quarterly financial results presentation meeting:	None

(Millions of yen with fractional amounts discarded, unless otherwise noted)

## 1. Consolidated financial results for the first three months of the fiscal year ending December 31, 2019 (from January 1, 2019 to March 31, 2019)

#### (1) Consolidated operating results (cumulative)

	Net sale	s	Operating p	profit	Ordinary p		Profit attribut owners of p	able to
Three months ended	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
March 31, 2019	7,364	25.3	1,239	(31.5)	1,217	(30.0)	830	(31.1)
March 31, 2018	5,878	10.7	1,809	18.5	1,739	17.4	1,204	19.2

Note: Comprehensive income Three months ended March 31, 2019:

Three months ended March 31, 2018:

	Basic earnings per share	Diluted earnings per share
Three months ended	Yen	Yen
March 31, 2019	153.49	-
March 31, 2018	222.61	-

¥603 million [(45.2)%] ¥1,099 million [11.4%]

Note: Diluted earnings per share for the three months ended March 31, 2019 is not presented because there are no potential shares.

#### (2) Consolidated financial position

	Total assets	Net assets	Equity-to-asset ratio	Net assets per share
As of	Millions of yen	Millions of yen	%	Yen
March 31, 2019	31,970	7,705	22.3	1,315.91
December 31, 2018	29,496	7,318	22.9	1,246.52
Reference: Equity	As of March 31, 2019	9: ¥7,121 mil	lion	•

Reference: Equity

As of March 31, 2019:

As of December 31, 2018:

¥6,746 million

#### 2. Dividends

		Dividends per share			
	First quarter-end	Second quarter-end	Third quarter-end	Fiscal year-end	Total
	Yen	Yen	Yen	Yen	Yen
Fiscal year ended December 31, 2018	_	0.00	_	40.00	40.00
Fiscal year ending December 31, 2019	_				
Fiscal year ending December 31, 2019 (Forecast)		0.00	_	40.00	40.00

Note: Revisions to the dividends forecasts most recently announced: None

#### 3. Consolidated earnings forecasts for the fiscal year ending December 31, 2019 (from January 1, 2019 to December 31, 2019)

( <i>j</i> -,					(1	Percentag	es indicate ye	ear-on-yea	ar changes.)
	Net sa	les	Operating	; profit	Ordinary	profit	Profit attrib owners of		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Fiscal year ending December 31, 2019	22,995	50.5	1,869	6.0	1,676	(4.6)	1,007	(19.9)	186.06

Note: Revisions to the earnings forecasts most recently announced: None

As the Company manages its operations on an annual basis, consolidated earnings forecasts for the first six months are omitted.

#### \* Notes

- (1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in the change in scope of consolidation): None
- (2) Application of special accounting for preparing quarterly consolidated financial statements: None
- (3) Changes in accounting policies, changes in accounting estimates, and restatement
  - a. Changes in accounting policies in accordance with changes in accounting standards, etc.: Yes
  - b. Changes in accounting policies due to other reasons: None
  - c. Changes in accounting estimates: None
  - d. Restatement: None
- \* For more details, please refer to the section of "2. Quarterly consolidated financial statements and significant notes thereto, (3) Notes to quarterly consolidated financial statements, Change in accounting policy" on page 7 of the attached material.

#### (4) Number of shares issued (common shares)

a. Number of shares issued at the end of the period (including treasury shares)

As of March 31, 2019	5,536,000 shares
As of December 31, 2018	5,536,000 shares

b. Number of treasury shares at the end of the period

As of March 31, 2019	123,863 shares
As of December 31, 2018	123,817 shares

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

Three months ended March 31, 2019	5,412,152 shares
Three months ended March 31, 2018	5,412,282 shares

# \* Quarterly financial results reports are exempt from quarterly review conducted by certified public accountants or an audit corporation.

#### \* Proper use of earnings forecasts, and other special matters

The forward-looking statements, including earnings forecasts, contained in these materials are based on information currently available to the Company and on certain assumptions deemed to be reasonable. Consequently, the statements herein do not constitute assurances regarding the Company's actual results. Actual financial and other results may differ substantially from the statements herein due to various factors.

#### **Attached Materials**

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#### 1. Qualitative information regarding financial results for the first three months

#### (1) Information regarding operating results

In the first three months of the fiscal year ending December 31, 2019, the Japanese economy showed improvements in the employment situation and a trend of recovery in consumer spending, yet the outlook for the global economy remains uncertain, particularly due to concerns regarding the intensifying trade friction between the U.S. and China, the progress of negotiations regarding bilateral agreement between Japan and U.S., and United Kingdom's decision to leave the EU.

Net sales and operating profit of OAT Agrio Group (the "Group") tend to be higher in the first quarter of the consolidated fiscal year compared with the other three quarters because it is the period for deliveries in preparation for peak demand seasons, particularly with respect to the domestic agrichemicals business.

In the fiscal period under review, sales increased due to the consolidation of LIDA Plant Research, S.L. and CAPA Ecosystems, S.L.U. of Spain, and Chrysal International B.V. (Blue Wave Holding B.V.) of the Netherlands, acquired in 2018.

Although the shipment of the acaricide *Cyflumetofen* for overseas was delayed to the second quarter period, net sales increased year on year. On the other hand, operating profit decreased year on year as a result of the acquisition mentioned above leading to subsidiary related expenses, such as selling, general and administrative, and goodwill amortization being newly included into the scope of consolidation, and also because of increased R&D expenses at the Company.

As a result, in the first three months under review, net sales was \$7,364 million, up \$1,486 million or 25.3% year on year, operating profit was \$1,239 million, down \$570 million or 31.5% year on year, ordinary profit was \$1,217 million, down \$522 million or 30.0% year on year and profit attributable to owners of parent was \$830 million, down \$374 million or 31.1% year on year.

The Group has a single business segment, the AgriTechno Business. The operating results by business fields in this segment are as follows.

In the agrichemicals field, shipments within Japan fell due to slow domestic agrichemical market. In the overseas agrochemical market, sales of the insecticide *Oncol* for overseas sales increased year on year, but sales of the acaricide *Cyflumetofen* for overseas sales decreased year on year due to delayed shipment, resulting in a decrease in net sales. As a result, overall net sales in the agrichemicals field decreased by  $\frac{1}{363}$  million, or 7.9% year on year, to  $\frac{1}{4}$ ,233 million.

In the fertilizer and biostimulant field, net sales increased as a result of the acquisition of the two overseas subsidiaries mentioned above. As a result, overall net sales in the fertilizer and biostimulant field increased by \$1,850 million, or 144.5% year on year, to \$3,131 million.

#### (2) Information regarding financial position

Total assets as of March 31, 2019, was \$31,970 million, an increase of \$2,474 million compared to December 31, 2018. This was mainly the result of increases of \$2,685 million in notes and accounts receivable - trade.

Total liabilities was  $\frac{124,265}{10}$  million, an increase of  $\frac{12,087}{10}$  million compared to December 31, 2018. This was mainly the result of an increase of  $\frac{1832}{10}$  million in notes and accounts payable - trade and an increase of  $\frac{1831}{10}$  million in long-term loans payable.

Net assets was \$7,705 million, an increase of \$386 million compared to December 31, 2018. This was mainly the result of an increase of \$613 million in retained earnings.

#### (3) Information regarding consolidated earnings forecasts and other forward-looking statements

The consolidated earnings forecasts for the fiscal year ending December 31, 2019, announced in "Consolidated Financial Results for the Fiscal Year Ended December 31, 2018" on February 14, 2019, have not been changed.

## 2. Quarterly consolidated financial statements and significant notes thereto

## (1) Consolidated balance sheet

		(Millions of y
	As of December 31, 2018	As of March 31, 2019
Assets		
Current assets		
Cash and deposits	2,474	2,460
Notes and accounts receivable - trade	5,135	7,820
Merchandise and finished goods	3,629	3,205
Work in process	552	689
Raw materials and supplies	1,469	1,472
Other	663	828
Allowance for doubtful accounts	(65)	(40)
Total current assets	13,859	16,436
Non-current assets		
Property, plant and equipment	3,219	3,620
Intangible assets		
Goodwill	10,616	10,044
Other	826	781
Total intangible assets	11,442	10,825
Investments and other assets	974	1,087
Total non-current assets	15,636	15,533
Total assets	29,496	31,970
Liabilities		
Current liabilities		
Notes and accounts payable - trade	2.489	3,322
Short-term loans payable	13,782	13,460
Income taxes payable	216	523
Provision for sales returns	15	16
Provision for sales rebates	38	103
Provision for bonuses	33	131
Other	1,884	1.933
Total current liabilities	18,461	19,492
Non-current liabilities	10,101	
Long-term loans payable	2,860	3,671
Net defined benefit liability	219	237
Deferred tax liabilities	234	179
Other	402	684
Total non-current liabilities	3,716	4,773
Total liabilities	22,177	24,265

		(Millions of yen)
	As of December 31, 2018	As of March 31, 2019
Net assets		
Shareholders' equity		
Capital stock	461	461
Capital surplus	2,410	2,410
Retained earnings	4,277	4,891
Treasury shares	(161)	(161)
Total shareholders' equity	6,987	7,601
Accumulated other comprehensive income		
Valuation difference on available-for-sale	(56)	(9)
securities		
Foreign currency translation adjustment	(166)	(447)
Remeasurements of defined benefit plans	(18)	(21)
Deferred gains or losses on hedges		(1)
Total accumulated other comprehensive income	(241)	(479)
Non-controlling interests	572	583
Total net assets	7,318	7,705
Total liabilities and net assets	29,496	31,970

### (2) Consolidated statement of income and consolidated statement of comprehensive income

### Consolidated statement of income (cumulative)

	Three months ended	(Millions of y) Three months ended	
	March 31, 2018	March 31, 2019	
Net sales	5,878	7,364	
Cost of sales	3,002	4,019	
Gross profit	2,875	3,345	
Selling, general and administrative expenses	1,065	2,105	
Operating profit	1,809	1,239	
Non-operating income			
Interest income	5	5	
Dividend income	0	2	
Subsidy income	_	8	
Technical support fee	_	44	
Other	2	11	
Total non-operating income	8	72	
Non-operating expenses			
Interest expenses	7	82	
Foreign exchange losses	70	12	
Other	0	0	
Total non-operating expenses	78	95	
Ordinary profit	1,739	1,217	
Extraordinary income			
Gain on sales of non-current assets	0	_	
Total extraordinary income	0	_	
Extraordinary losses			
Loss on retirement of non-current assets	0	0	
Total extraordinary losses	0	0	
Profit before income taxes	1,739	1,217	
Income taxes - current	548	451	
Income taxes - deferred	(10)	(76)	
Total income taxes	537	374	
Profit	1,201	842	
Profit (loss) attributable to non-controlling interests	(2)	11	
Profit attributable to owners of parent	1,204	830	

## Consolidated statement of comprehensive income (cumulative)

		(Millions of yen)
	Three months ended March 31, 2018	Three months ended March 31, 2019
Profit	1,201	842
Other comprehensive income		
Valuation difference on available-for-sale securities	(7)	46
Foreign currency translation adjustment	(96)	(282)
Remeasurements of defined benefit plans, net of tax	1	(2)
Deferred gains or losses on hedges	_	(1)
Total other comprehensive income	(102)	(239)
Comprehensive income	1,099	603
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	1,128	588
Comprehensive income attributable to non- controlling interests	(28)	14

#### (3) Notes to quarterly consolidated financial statements

#### Notes on premise of going concern

No items to report.

#### Change in accounting policy

The Group's subsidiaries that apply IFRS have adopted IFRS 16 "Leases" (released January 2016) effective the first three months of the fiscal year ending December 31, 2019. With the adoption of IFRS 16, the said subsidiaries have adopted the method where the cumulative effect of applying this standard is recognized at the date of initial application, which is the approved approach for the transitional adoption period.

As the effect of the adoption of this standard, property, plant and equipment increased by  $\frac{423}{137}$  million and other under non-current liabilities increased by  $\frac{137}{137}$  million and other under non-current liabilities increased by  $\frac{137}{137}$  million in the consolidated balance sheet.

The impact of this change on profit and loss for the first three months of the fiscal year ending December 31, 2019 was immaterial.

#### Notes on substantial changes in the amount of shareholders' equity

No items to report.

#### Segment information, etc.

[Segment information]

As the Group consists of a single business segment, the AgriTechno Business, this information is omitted.