

ZENRIN

Securities Code: 9474

**Results for First Quarter of
Fiscal 2022** (Year Ending March 31, 2022)

July 30, 2021

ZENRIN CO.,LTD.

Maps to the Future

1. Results for First Quarter of Fiscal 2022
2. Appendix

Note: This document contains forward-looking statements based on assumptions, forecasts and plans in light of information available to ZENRIN Co., Ltd. as of the preparation date of this document. Actual performance may vary significantly from the forecast figures due to various risks and uncertainties owing to global economic trends, market demand, status of competition, exchange fluctuations and other factors.

The information that appears in this document rounds down fractions to the nearest specified unit and rounds off decimals in the percentage of change to the first decimal place.

In addition, cases where the percentage of change exceeds 1000% and cases where one or both are negative are shown as “-.”

1. Results for First Quarter of Fiscal 2022

- 1) Overview of Results for First Quarter
- 2) Changes in Net Sales, Income and Profit
- 3) Causes for Change in Operating Income
- 4) Net Sales by Business
under Medium- to Long-Term Business Plan ZGP25

1-1) Overview of Results for First Quarter

Key Points of Results for First Quarter of Fiscal 2022

Compared to 1Q of Fiscal 2021 <increase in sales and income>

- In addition to solid performance in the provision of contracted services for corporations and residential map data, the recovery trends in markets contributed a year-on-year increase of sales of automotive and marketing solution businesses.
- In terms of profit and loss, although SG&A expenses such as advertising expenses increased, operating income and ordinary income improved for the first time in three terms due to sales increase, and profit attributable to owners of parent improved for the two consecutive terms.

(Amounts in million yen)

	1Q of FY2020 Actual	1Q of FY2021 Actual	1Q of FY2022 Actual	Compared to 1Q of FY2020	Compared to		
					% of Change	1Q of FY2021	% of Change
Net Sales	12,588	11,312	12,243	-344	-2.7	930	8.2
Operating Expenses	13,222	12,443	12,656	-566	-4.3	212	1.7
Operating Income	-634	-1,130	-413	221	—	717	—
Operating Margin	-5.0%	-10.0%	-3.4%	1.6pt		6.6pt	
Ordinary Income	-390	-1,016	-346	44	—	670	—
Profit Attributable to Owners of Parent	-640	-621	-298	341	—	323	—

*the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29, March 31, 2020), etc. have been applied from the beginning of the first quarter of fiscal 2022. As a result, net sales for the first quarter of fiscal 2022 decreased by 240 million yen, and cost of sales decreased by 207 million yen as compared to the previous accounting method. The impacts on operating loss, ordinary loss and loss before income taxes were minor.

*Regarding figures for the previous fiscal year (fiscal 2021) and earlier, the increase (decrease) are reference values because the Accounting Standard for Revenue Recognition, etc. are not applied retrospectively (same as the next page and after).

1-2) Changes in Net Sales, Income and Profit

Net Sales

Up 930 (+8.2%)

Operating Income

Improved 717 (—)

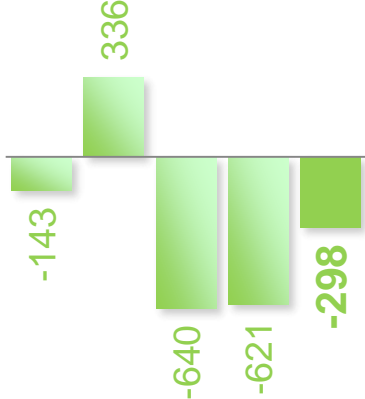
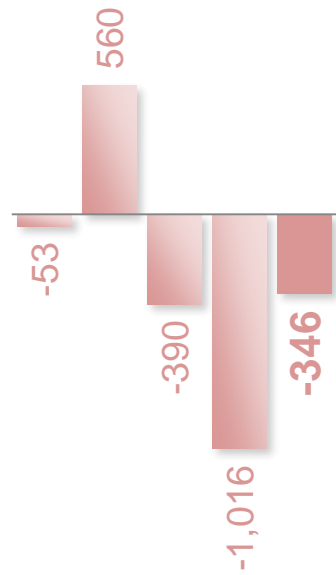
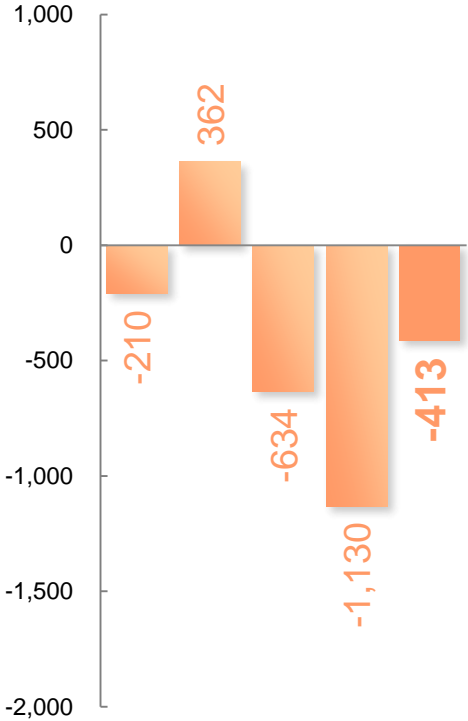
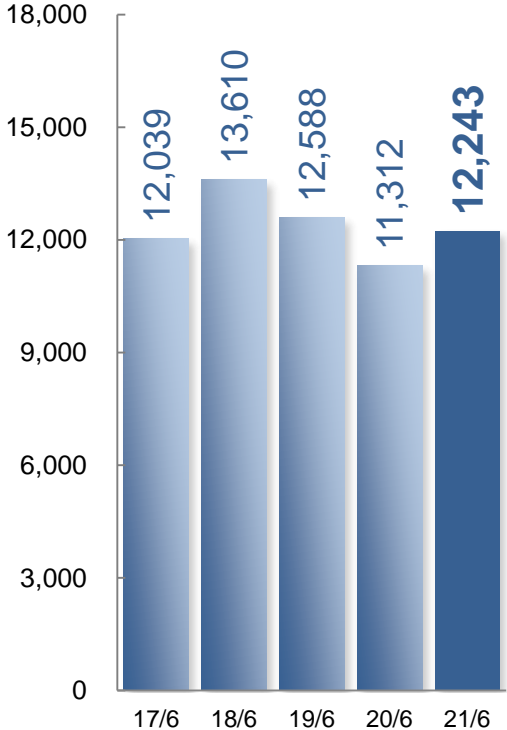
Ordinary Income

Improved 670 (—)

Profit Attributable to Owners of Parent

Improved 323 (—)

Compared to 1Q of FY2021



Increase in sales for the first time in 3 terms

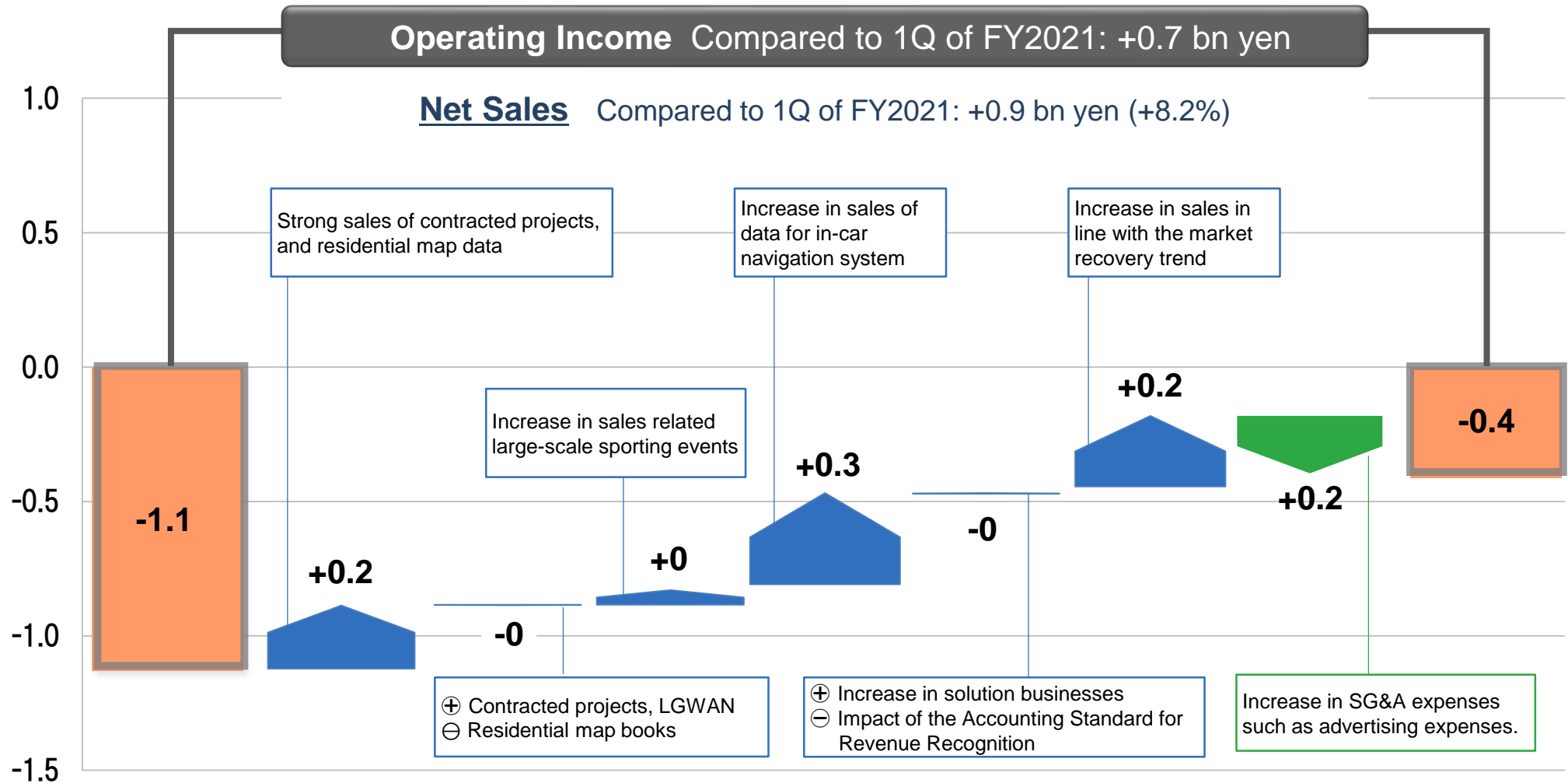
Improved in income for the first time in 3 terms

Improved in profit for 2 consecutive terms

(Amounts in billion yen)

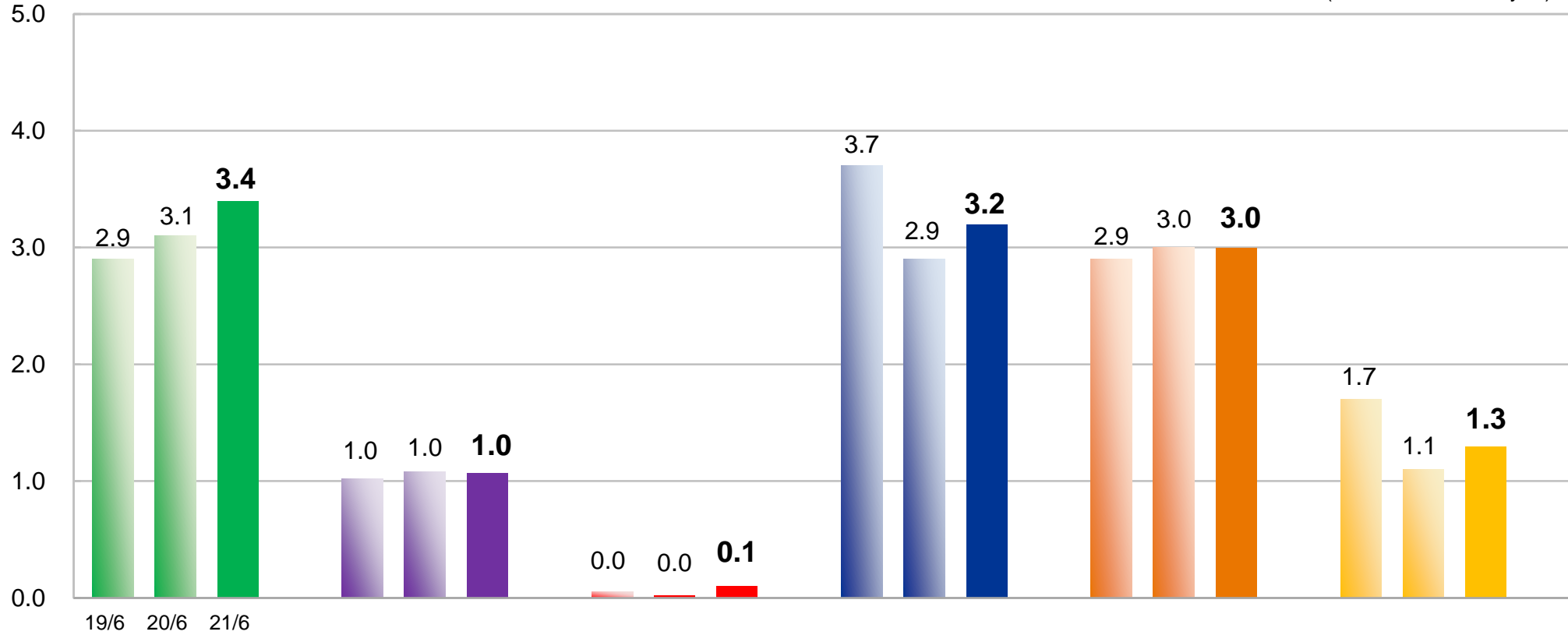
Operating Income Compared to 1Q of FY2021: **+0.7 bn yen**

Net Sales Compared to 1Q of FY2021: **+0.9 bn yen (+8.2%)**



1-4) Net Sales by Business under the ZGP25

(Amounts in billion yen)



Compare to 20/6

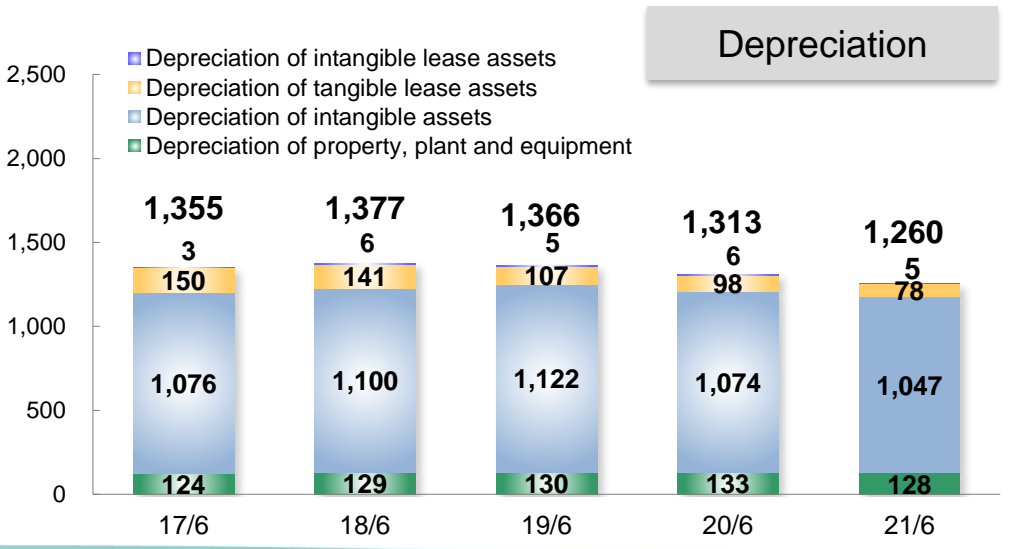
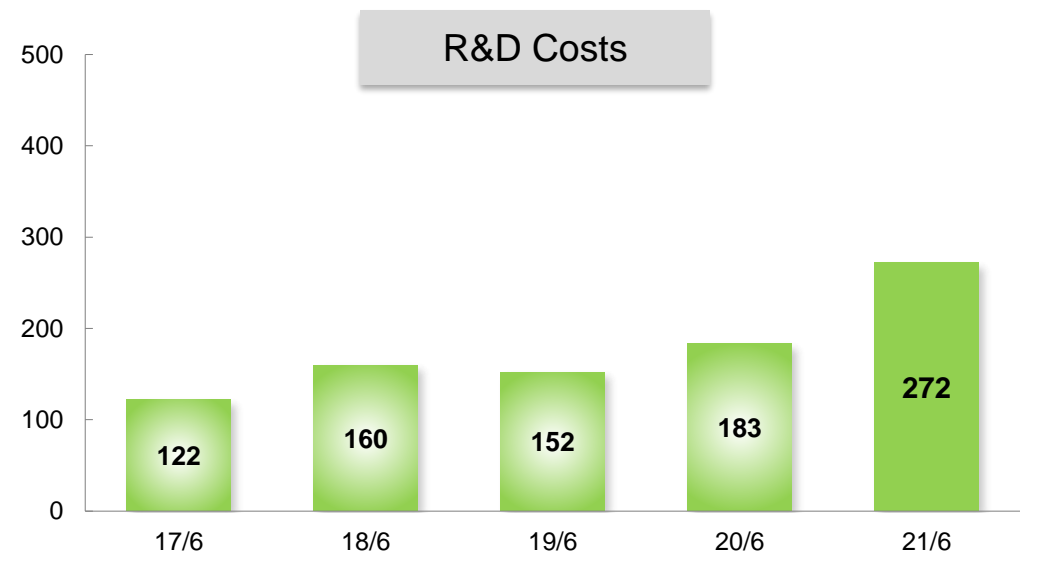
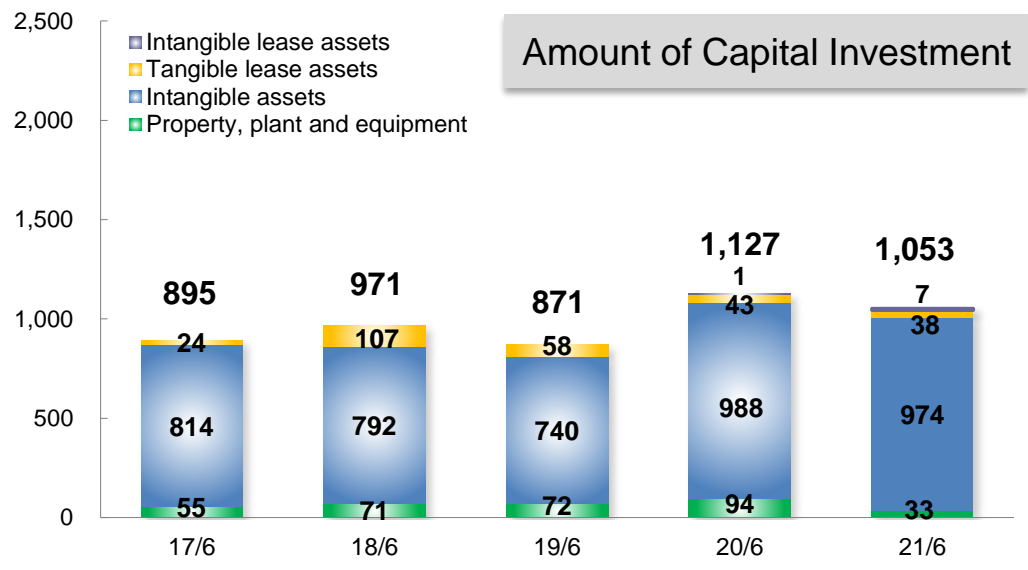
Business	Change (20/6)	Change (%)
Product	+0.2	(+9.0%)
Public Solution	-0.0	(-1.0%)
Map Design	+0.0	(+283.2%)
Automotive	+0.3	(+12.0%)
IoT	-0.0	(-0.8%)
Marketing Solution	+0.2	(+23.0%)

2. Appendix

- 1) Overview of results for First Quarter of Fiscal 2022
Amount of Capital Investment, Depreciation and R&D Costs
- 2) Earnings Forecast
- 3) Changes in Net Sales, Income and Profit
- 4) Changes in Net Sales by business
- 5) Shareholder Returns
- 6) Changes in Composition of Net Sales by Quarter

(Amounts in million yen)

2-1) First Quarter of Fiscal 2022 Amount of Capital Investment, Depreciation and R&D Costs



2-2) Earnings Forecast

- The ZENRIN Group's sales and profits are subject to extreme seasonal fluctuations and tend to be concentrated in the 4th quarter
- The forecast for the results of operations for the first six months of fiscal 2022 and the full-year forecast remain unchanged from the forecast announced on April 28, 2021, because the period of end of COVID-19 and the prospect for recovery of economic activities are uncertain.

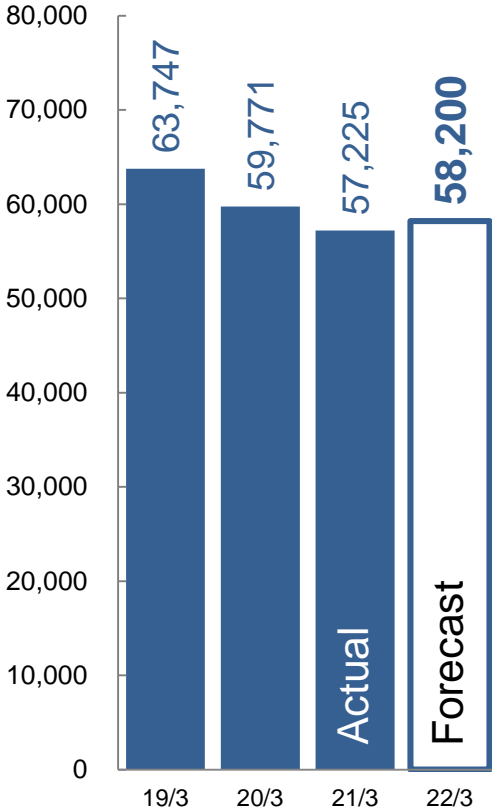
(Amounts in million yen)

Earnings Forecast for First 2 Quarters of Fiscal 2022 (Announced on April 28, 2021)				
	First 2Qs of FY2021 Actual	First 2Qs of FY2022 Forecast	Compared to First 2Qs of FY2021	% of Changes
Net Sales	24,209	24,800	590	2.4
Operating Expenses	25,670	26,000	329	1.3
Operating Income	-1,460	-1,200	260	—
Operating Margin	-6.0%	-4.8%	1.2pt	—
Ordinary Income	-1,240	-1,000	240	—
Profit Attributable to Owners of Parent	-723	-700	23	—

Earnings Forecast for Fiscal 2022 (Announced on April 28, 2021)				
	FY2021 Actual	FY2022 Forecast	Compared to FY2021	% of Changes
Net Sales	57,225	58,200	974	1.7
Operating Expenses	55,789	56,500	710	1.3
Operating Income	1,436	1,700	263	18.3
Operating Margin	2.5%	2.9%	0.4pt	—
Ordinary Income	1,683	1,900	216	12.8
Profit Attributable to Owners of Parent	1,248	1,300	51	4.1

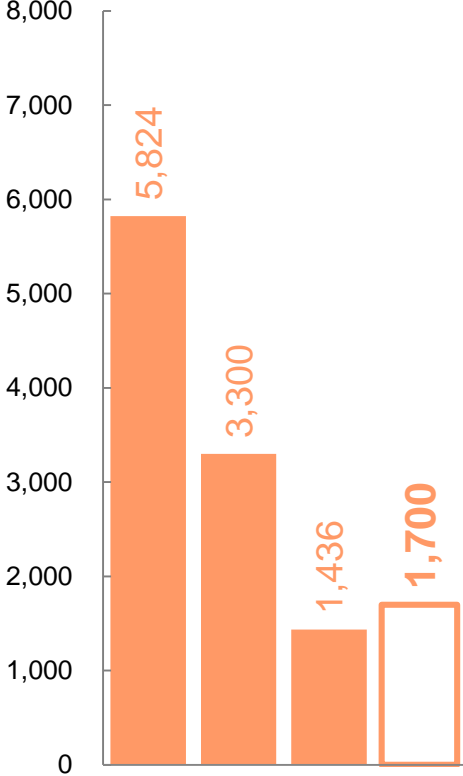
(Amounts in million yen)

Net Sales



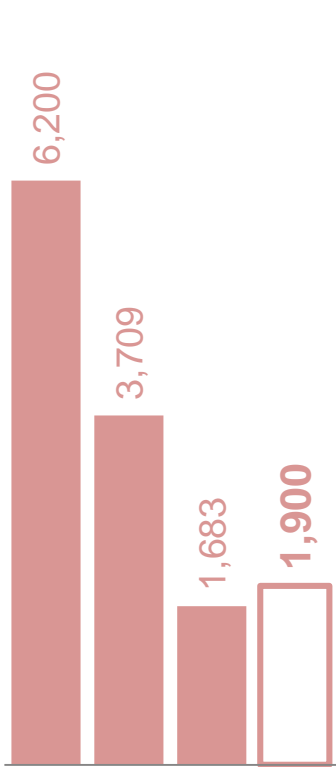
Increase in sales for the first time in 3 terms

Operating Income

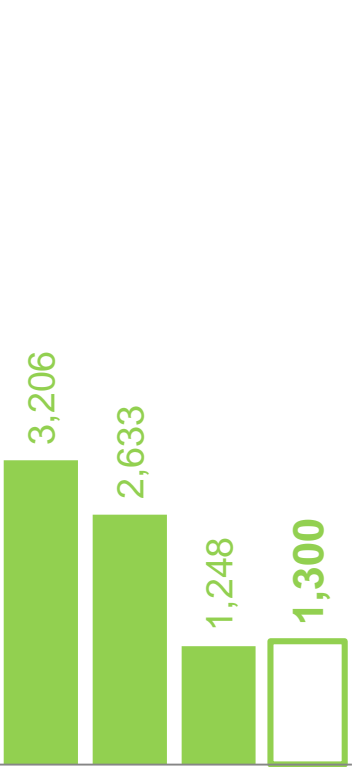


Increase in income for the first time in 3 terms

Ordinary Income



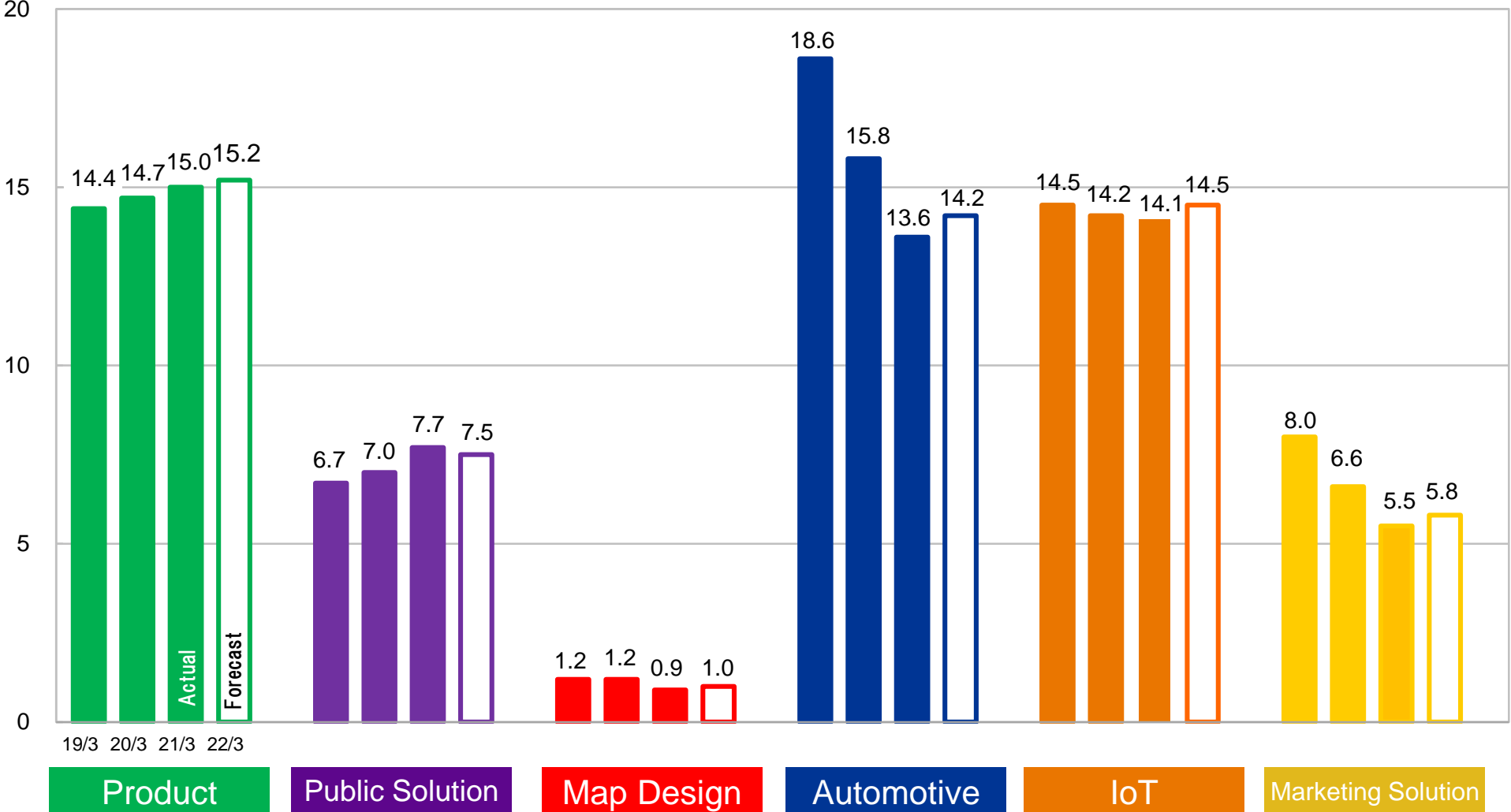
Profit Attributable to Owners of Parent



Increase in profit for the first time in 4 terms

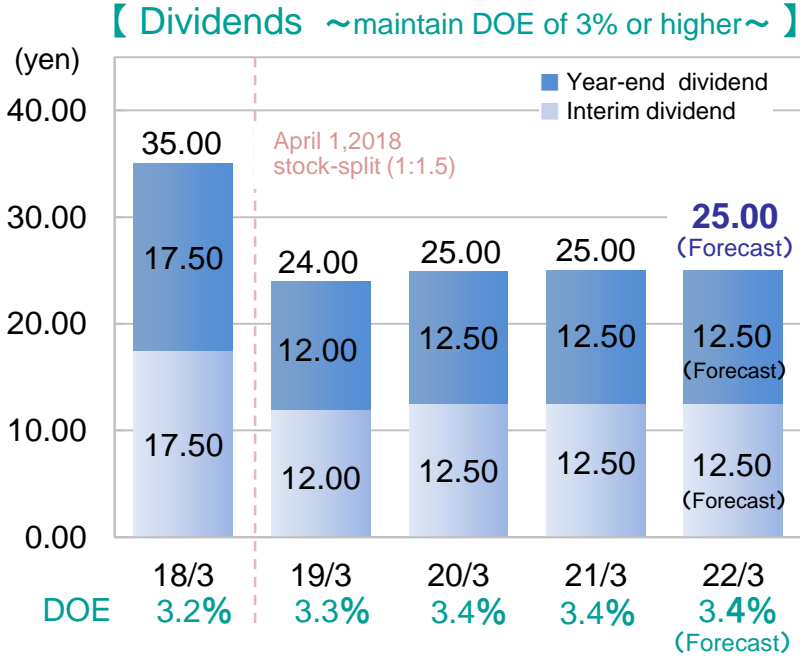
2-4) Changes in Net Sales by business

(Amounts in billion yen)



2-5) Shareholder Returns

Dividend	<p>Return income to shareholders derived from income growth based on the medium- to long-term business plan, while taking into account maintaining an adequate amount of internal reserves</p> <p>→ Target dividend on equity (DOE) on a consolidated basis of 3% or higher</p>
Purchase of treasury shares	<p>To be carried out flexibly as a measure of shareholder returns that also contributes to the maintenance and improvement of capital efficiency</p> <p>→ Make a decision by taking into account capital conditions, stock prices, market environments, and opportunities for growth investments and other related factors</p>

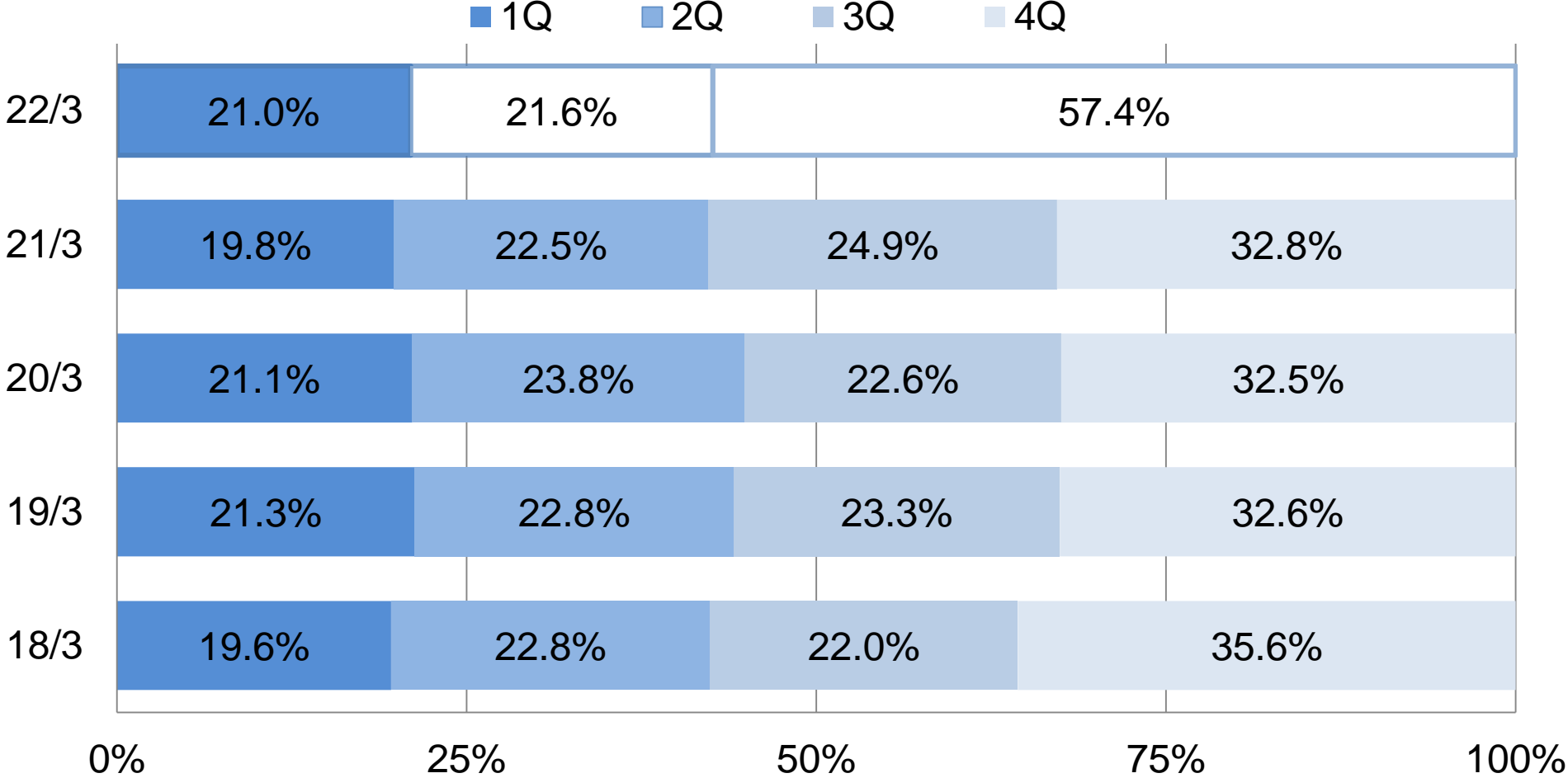


【 Purchase of treasury shares 】

Details of the resolution at the board meeting on April 28, 2021	
Period of purchase	May 6, 2021 - March 31, 2022
Number of shares purchased	Up to 1,000,000 shares
Purchase price	Up to 1,500,000,000 yen
Progress (% = progress rate)	
Period of purchase	As of the period from May 6, 2021 to June 30, 2021
Number of shares purchased	232,800 shares (23.28%)
Purchase price	269,044,100 yen (17.94%)

2-6) Changes in Composition of Net Sales by Quarter

Results for First Quarter of Fiscal 2022



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Maps to the Future