# Document and entity information

| | Mar 2019 |
|---|---|
| Company information | |
| Company information | |
| FASF member mark | true |
| Document name | 決算短信〔日本基準〕（連結） |
| Filing date | 2019-05-10 |
| Company name | AOYAMA TRADING Co.,Ltd. |
| Stock exchange listings | |
| Tokyo | true |
| Tokyo 1st section | true |
| Tokyo 2nd section | - |
| Tokyo Mothers | - |
| Tokyo JASDAQ | - |
| Tokyo PRO Market | - |
| Tokyo Others | - |
| Nagoya | - |
| Nagoya 1st section | - |
| Nagoya 2nd section | - |
| Nagoya Centrex | - |
| Nagoya Others | - |
| Sapporo | - |
| Sapporo | - |
| Sapporo Ambitious | - |
| Sapporo Others | - |
| Fukuoka | - |
| Fukuoka | - |
| Fukuoka Q-Board | - |
| Fukuoka Others | - |
| Green Sheet | - |
| Japan Securities Dealers Association | - |
| Securities code | 82190 |
| URL | http://www.aoyama-syouji.co.jp |
| Business category | |
| General Business | true |
| Specific Business | - |
| Fiscal Year End | 2019-03-31 |
| Representative | |
| Title | 代表取締役社長 |
| Name | 青山 理 |
| Inquiries | |
| Title | 常務執行役員企画管理本部長 |
| Name | 財津 伸二 |
| Tel | 084-920-0050 |
| Other | |
| Date of general shareholders' meeting (as planned) | 2019-06-27 |
| Dividend payable date (as planned) | 2019-06-28 |
| Annual securities report filing date (as planned) | 2019-06-28 |
| Supplemental material of annual results | true |
| Way of getting | - |
| Convening briefing of annual results | true |
| Target audience | （機関投資家・アナリスト向け） |
| Note to fraction processing method | （百万円未満切捨て） |

# Business Results-Operating results

(in millions of yens)

| | Mar 2019 | Mar 2018 |
|---|---|---|
| Operating results | | |
| Operating results | | |
| Consolidated operating results | | |
| Consolidated income statements information | | |
| Net sales | | |
| Net sales | 250,300 | 254,846 |
| % change | -1.8 | 0.8 |
| Operating profit | | |
| Operating profit | 14,629 | 20,591 |
| % change | -29.0 | 1.9 |
| Ordinary profit | | |
| Ordinary profit | 15,611 | 21,311 |
| % change | -26.7 | 1.1 |
| Profit attributable to owners of parent | | |
| Profit attributable to owners of parent | 5,723 | 11,461 |
| % change | -50.1 | -0.9 |
| Note to consolidated income statements information | | |
| Comprehensive income | | |
| Comprehensive income | 4,223 | 11,343 |
| Change in comprehensive income | -62.8 | -3.9 |
| Other consolidated operating results | | |
| Basic earnings per share (Yen) | 114.32 | 224.81 |
| Diluted earnings per share (Yen) | - | 224.80 |
| Rate of return on equity (%) | 2.6 | 5.0 |
| Ordinary profit to total assets ratio (%) | 4.0 | 5.4 |
| Operating profit to net sales ratio (%) | 5.8 | 8.1 |
| Note to consolidated operating results | | |
| Investment profit (loss) on equity method | - | - |
| Note to operating results | - | |

# Business Results-Financial positions

(in millions of yens)

| | Mar 2019 | Mar 2018 |
|---|---|---|
| Financial positions | | |
| Financial positions | | |
| Consolidated financial positions | | |
| Total assets | 390,340 | 397,332 |
| Net assets | 224,170 | 230,518 |
| Capital adequacy ratio (%) | 56.6 | 57.2 |
| Net assets per share (Yen) | 4,418.58 | 4,505.53 |
| Note to consolidated financial positions | | |
| Owner's equity | 220,836 | 227,433 |
| Note to financial positions | - | |

# Business Results-Cash flows

(in millions of yens)

| | Mar 2019 | Mar 2018 |
|---|---|---|
| Cash flows | | |
| Cash flows | | |
| Consolidated cash flows | | |
| Cash flows from operating activities | 14,905 | 27,987 |
| Cash flows from investing activities | -2,580 | -6,986 |
| Cash flows from financing activities | -11,009 | -10,528 |
| Cash and equivalents, end of period | 50,087 | 48,827 |
| Note to consolidated cash flows | | |
| Note to cash flows | - | |

# Business Results-Note to business results

| | Mar 2019 |
|---|---|
| Note to business results | |
| Note to business results | |
| Note to consolidated financial results | |
| Note to consolidated financial results | - |

# Dividends

(in millions of yens)

| | Mar 2020 | Mar 2019 | Mar 2018 |
|---|---|---|---|
| Dividends | | | |
| Dividends | | | |
| Dividends | | | |
| Dividend per share (Yen) | | | |
| Dividend per share (Yen) | | | |
| First quarter | | | |
| Result | | - | - |
| Forecast | - | | |
| Upper | - | | |
| Lower | - | | |
| Second quarter | | | |
| Result | | 50.00 | 50.00 |
| Forecast | 50.00 | | |
| Upper | - | | |
| Lower | - | | |
| Third quarter | | | |
| Result | | - | - |
| Forecast | - | | |
| Upper | - | | |
| Lower | - | | |
| Year end | | | |
| Result | | 55.00 | 120.00 |
| Forecast | 50.00 | | |
| Upper | - | | |
| Lower | - | | |
| Annual | | | |
| Result | | 105.00 | 170.00 |
| Forecast | 100.00 | | |
| Upper | - | | |
| Lower | - | | |
| Total dividend paid | | | |
| Total dividend paid | | | |
| Annual | | | |
| Result | | 5,267 | 8,637 |
| Payout ratio (consolidated) | | | |
| Payout ratio (%) | | | |
| Annual | | | |
| Result | | 91.8 | 75.6 |
| Forecast | 73.5 | | |
| Ratio of total amount of dividends to net assets (consolidated) | | | |
| Ratio of total amount of dividends to net assets (%) | | | |
| Annual | | | |
| Result | | 2.4 | 3.8 |
| Note to dividends | | | |
| Note to dividends | | | |

| | |
|---|---|
| Annual | （注）2019年3月期期末配当金の内訳 普通配当 50円00銭　創業55周年記念配当 5円00銭詳細は、本日（2019年5月10日）公表いたしました「剰余金の配当に関するお知らせ」をご覧ください。 |

# Forecasts

(in millions of yens)

| | Mar 2020 | Sep 2019 |
|---|---|---|
| Forecasts | | |
| Forecasts | | |
| Title for forecasts | 3. 2020年 3月期の連結業績予想（2019年 4月 1日～2020年 3月 31日） | |
| Preamble to consolidated forecasts | | |
| Preamble to forecasts | - | |
| Main table of consolidated forecasts | | |
| Net sales | | |
| Net sales | | |
| Forecast | 246,600 | 103,700 |
| Upper | - | - |
| Lower | - | - |
| % change | | |
| Forecast | -1.5 | -1.4 |
| Upper | - | - |
| Lower | - | - |
| Operating profit | | |
| Operating profit | | |
| Forecast | 12,000 | -1,200 |
| Upper | - | - |
| Lower | - | - |
| % change | | |
| Forecast | -18.0 | - |
| Upper | - | - |
| Lower | - | - |
| Ordinary profit | | |
| Ordinary profit | | |
| Forecast | 13,400 | -500 |
| Upper | - | - |
| Lower | - | - |
| % change | | |
| Forecast | -14.2 | - |
| Upper | - | - |
| Lower | - | - |
| Profit attributable to owners of parent | | |
| Profit attributable to owners of parent | | |
| Forecast | 6,800 | -2,100 |
| Upper | - | - |
| Lower | - | - |
| % change | | |
| Forecast | 18.8 | - |
| Upper | - | - |
| Lower | - | - |
| Basic earnings per share (Yen) | | |
| Basic earnings per share (Yen) | | |
| Forecast | 136.06 | -42.02 |
| Upper | - | - |
| Lower | - | - |
| Note to consolidated forecasts | | |

| | |
|---|---|
| Note to forecasts | - |

## Notes-Material changes in subsidiaries during this period changes in scope of consolidations resulting from change in subsidiaries

| | Mar 2019 |
|---|---|
| Material changes in subsidiaries during this period (Changes in scope of consolidations resulting from change is subsidiaries) | |
| Material changes in subsidiaries during this period (Changes in scope of consolidations resulting from change is subsidiaries) | |
| Others | |
| Material changes in subsidiaries during this period (Changes in scope of consolidations resulting from change is subsidiaries) | |
| Material changes in subsidiaries during this period (Changes in scope of consolidations resulting from change is subsidiaries) | - |
| Note to material changes in subsidiaries during this period | |
| Note to material changes in subsidiaries during this period | - |

## Notes-Changes in accounting policies and accounting estimates retrospective restatement

| | Mar 2019 |
|---|---|
| Changes in accounting policies and accounting estimates, retrospective restatement | |
| Changes in accounting policies and accounting estimates, retrospective restatement | |
| Others | |
| Changes in accounting policies and accounting estimates, retrospective restatement | |
| Changes in accounting policies based on revisions of accounting standard | - |
| Changes in accounting policies other than ones based on revisions of accounting standard | - |
| Changes in accounting estimates | - |
| Retrospective restatement | - |
| Note to changes in accounting policies and accounting estimates, retrospective restatement | |
| Note to changes in accounting policies and accounting estimates, retrospective restatement | - |

## Notes-Number of issued and outstanding shares common stock

| | Mar 2019 | Mar 2018 |
|---|---|---|
| Number of issued and outstanding shares (common stock) | | |
| Number of issued and outstanding shares (common stock) | | |
| Others | | |
| Number of issued and outstanding shares (common stock) | | |
| Number of issued and outstanding shares at the end of fiscal year (including treasury stock) | 50,394,016 | 55,394,016 |
| Number of treasury stock at the end of fiscal year | 414,884 | 4,915,229 |
| Average number of shares | 50,062,300 | 50,985,093 |
| Note to number of issued and outstanding shares (common stock) | | |

| | |
|---|---|
| Note to number of issued and outstanding shares (common stock) | （注）期末自己株式数には、従業員インセンティブ・プラン「株式給付信託（J-ESOP）」制度に係る信託財産として、資産管理サービス信託銀行株式会社（信託E口）が保有する当社株式（2019年3月期 183,700株、2018年3月期 184,600株）が含まれております。また、資産管理サービス信託銀行株式会社（信託E口）が保有する当社株式を、期中平均株式数の計算において控除する自己株式に含めております（2019年3月期 184,150株、2018年3月期 185,191株）。 |

# Business Results-Overview of nonconsolidated operating results

(in millions of yens)

| | Mar 2019 | Mar 2018 |
|---|---|---|
| Non-consolidated operating results | | |
| Non-consolidated operating results | | |
| Non-consolidated operating results | | |
| Non-consolidated income statements information | | |
| Net sales | | |
| Net sales | 184,573 | 188,853 |
| % change | -2.3 | -0.4 |
| Operating profit | | |
| Operating profit | 12,653 | 18,260 |
| % change | -30.7 | -2.4 |
| Ordinary profit | | |
| Ordinary profit | 12,578 | 18,578 |
| % change | -32.3 | -6.2 |
| Profit | | |
| Profit | 3,831 | 11,438 |
| % change | -66.5 | 32.0 |
| Other non-consolidated operating results | | |
| Basic earnings per share (Yen) | 76.53 | 224.35 |
| Diluted earnings per share (Yen) | - | 224.35 |
| Note to non-consolidated operating results | | |
| Note to operating results | - | |

# Business Results-Overview of nonconsolidated financial positions

(in millions of yens)

| | Mar 2019 | Mar 2018 |
|---|---|---|
| Non-consolidated financial positions | | |
| Non-consolidated financial positions | | |
| Non-consolidated financial positions | | |
| Total assets | 320,715 | 328,443 |
| Net assets | 210,756 | 219,001 |
| Capital adequacy ratio (%) | 65.7 | 66.7 |
| Net assets per share (Yen) | 4,216.89 | 4,338.49 |
| Note to non-consolidated financial positions | | |
| Owner's equity | 210,756 | 219,001 |
| Note to financial positions | - | |

# Business Results-Note to overview of nonconsolidated business results

| | Mar 2019 |
|---|---|
| Note to non-consolidated financial results | |
| Note to non-consolidated financial results | |
| Note to non-consolidated financial results | |
| Note to financial results | - |

# Overview of nonconsolidated Forecasts

(in millions of yens)

| | Mar 2020 | Sep 2019 |
|---|---|---|
| Non-consolidated forecasts | | |
| Non-consolidated forecasts | | |
| Title for forecasts | 2. 2020年 3月期の個別業績予想（2019年 4月 1日～2020年 3月 31日） | |
| Preamble to non-consolidated forecasts | | |
| Preamble to forecasts | - | |
| Main table of non-consolidated forecasts | | |
| Net sales | | |
| Net sales | | |
| Forecast | 178,200 | 69,600 |
| Upper | - | - |
| Lower | - | - |
| % change | | |
| Forecast | -3.5 | -4.2 |
| Upper | - | - |
| Lower | - | - |
| Operating profit | | |
| Operating profit | | |
| Forecast | 9,200 | -2,500 |
| Upper | - | - |
| Lower | - | - |
| % change | | |
| Forecast | -27.3 | - |
| Upper | - | - |
| Lower | - | - |
| Ordinary profit | | |
| Ordinary profit | | |
| Forecast | 10,900 | -1,450 |
| Upper | - | - |
| Lower | - | - |
| % change | | |
| Forecast | -13.3 | - |
| Upper | - | - |
| Lower | - | - |
| Profit | | |
| Profit | | |
| Forecast | 6,100 | -2,200 |
| Upper | - | - |
| Lower | - | - |
| % change | | |
| Forecast | 59.2 | - |
| Upper | - | - |
| Lower | - | - |
| Basic earnings per share (Yen) | | |
| Basic earnings per share (Yen) | | |
| Forecast | 122.05 | -44.02 |
| Upper | - | - |
| Lower | - | - |

Note to non-consolidated forecasts

| | |
|---|---|
| Note to forecasts | - |

**This information is a summary of the earnings report. It does not contain all details included in the earnings report disclosed in Japanese.**