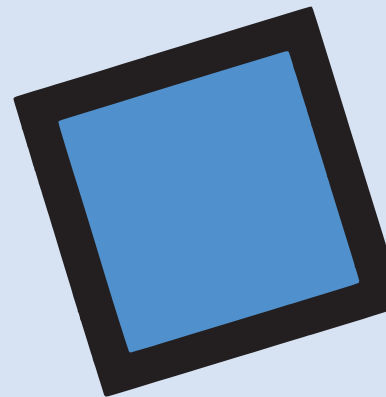


# KING JIM DATA FILE



## Company Overview (as of June 20, 2021)

Trade name:	KING JIM CO., LTD.
President & CEO:	Akira Miyamoto
Start of business:	April 1927
Date of incorporation:	August 1948
Capital stock:	¥1,978.69 million
Exchange listing:	Tokyo Stock Exchange, 1st Section Securities code 7962
Number of shares issued:	31,459,692
Number of employees (Consolidated):	2,157
Location of head office:	2-10-18, Higashi-Kanda, Chiyoda-ku, Tokyo 101-0031, Japan
Number of offices:	7 sales offices 3 distribution centers
Consolidated subsidiaries:	LADONNA CO., LTD. ASCA CO., LTD. BON FURNITURE CO., LTD. WINCESS CORPORATION P.T. KING JIM INDONESIA KING JIM (MALAYSIA) SDN.BHD. KING JIM (VIETNAM) CO., LTD. KING JIM (SHANGHAI) TRADING CO., LTD. KING JIM (HK) CO., LIMITED KING JIM (SHENZHEN) TRADING CO., LTD.

\* WINCESS CORPORATION has been included in the scope of consolidation from this fiscal year.

## Corporate Officers (as of Sep.16, 2021)

Directors	
President & CEO	Akira Miyamoto
Senior Managing Executive Officer	Naomichi Hagita
Managing Executive Officer	Shinichi Harada
Managing Executive Officer	Takanobu Kameda
Managing Executive Officer	Makoto Takano
External Director	Naoto Onzo
External Director	Keiko Kakiuchi
External Director	Katsuya Hirokawa
External Director	Mizuho Iwaki
Standing Auditor	Kazuto Shimizu
External Auditor	Mina Ota
External Auditor	Takeshi Niwa
Senior Executive Officer	Takeshi Iwata
Senior Executive Officer	Takuto Inoue
Senior Executive Officer	Eishun Kaneko
Executive Officer	Tsukasa Kanzaki
Executive Officer	Ko Kawamura
Executive Officer	Junya Tamura
Executive Officer	Takashi Tateishi
Executive Officer	Sotaro Takahashi
Executive Officer	Yusuke Kojima

## Worldwide Network (as of June 20, 2021)



- ① Head Office
- ② Tokyo Branch
- ③ Nagoya Branch
- ④ Osaka Branch
- ⑤ Fukuoka Branch
- ⑥ Sapporo Sales Office
- ⑦ Sendai Sales Office
- ⑧ Hiroshima Sales Office
- ⑨ Tokyo Logistics Center
- ⑩ Osaka Distribution Center
- ⑪ Fukuoka Distribution Center
- ⑫ P.T. KING JIM INDONESIA
- ⑬ KING JIM (MALAYSIA) SDN.BHD.
- ⑭ KING JIM (VIETNAM) CO., LTD.
- ⑮ KING JIM (SHANGHAI) TRADING CO., LTD.
- ⑯ KING JIM (HK) CO., LIMITED
- ⑰ KING JIM (SHENZHEN) TRADING CO., LTD.

## Contact Information

**KING JIM CO., LTD.**  
**Tokyo Head Office (Overseas Business Promoting Dept.)**  
 2-10-18, Higashi-Kanda, Chiyoda-ku, Tokyo 101-0031, Japan  
 Tel: +81-3-3864-5969 Fax: +81-3-3864-0698  
 URL: <https://www.kingjim.co.jp/>

**KING JIM (SHANGHAI) TRADING CO., LTD.**  
 21DE, No.728 Xi Zang Rd(M), Shanghai, China, 200001  
 Tel: +86-21-53082770 Fax: +86-21-53082769  
 URL: <http://www.kingjim.cn/>

**KING JIM (HK) CO., LIMITED**  
 Room1408, Beverly House, 93-107 Lockhart Road, Wan Chai, Hong Kong  
 Tel: +852-2838-0886 Fax: +852-2572-1866

**KING JIM (SHENZHEN) TRADING CO., LTD.**  
 Room No.1311, Coastal City West tower, Hai De San Dao, Nanshan District,  
 Shenzhen, P.R.China  
 Zip Code:518054  
 Tel: +86-755-6111-8928 Fax: +86-755-6188-8635

### P.T. KING JIM INDONESIA

JL. Rembang Industri II /1 Rembang-kav. Pasuruan 67152 Indonesia  
 Tel: +62-343-740166-9 Fax: +62-343-740165  
 URL: <http://www.kingjim.co.id/v2/>

**Jakarta Sales Office**  
 Gedung MTH Square Jl. Otto Iskandardinata No.390, Lt UG Unit B4A, Cawang, Jakarta  
 Timur 13330 Indonesia  
 Tel: +62-21-29048707 Fax: +62-21-29048707

### KING JIM (MALAYSIA) SDN.BHD.

Lot 151, Plot1&2, Jalan PKNK3/1, Kawasan Perusahaan Sungai Petani,  
 08000 Sungai Petani, Kedah Darul Aman, Malaysia  
 Tel: +60-4-442-4952 Fax: +60-4-442-4951

### KING JIM (VIETNAM) CO., LTD.

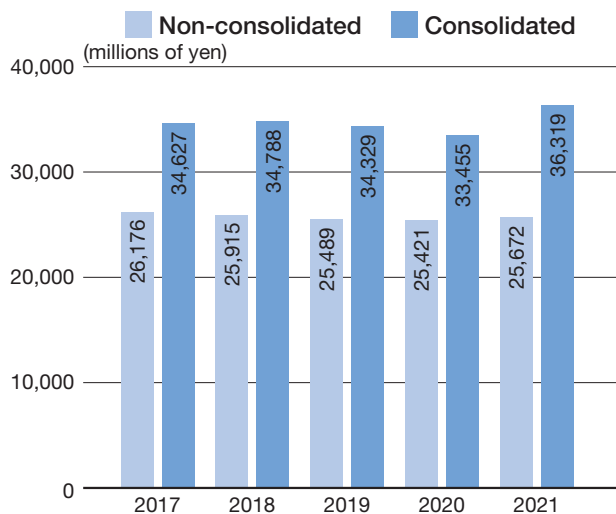
Lot D-4A-CN & D-4C-CN, My Phuoc Industrial Park 3, Thoi Hoa Ward, Ben Cat Town,  
 Binh Duong Province, Vietnam  
 Tel: +84-274-3577-055 Fax: +84-274-3577-056  
 URL: <https://www.kingjim.com.vn/>

### Ho Chi Minh City Representative Office

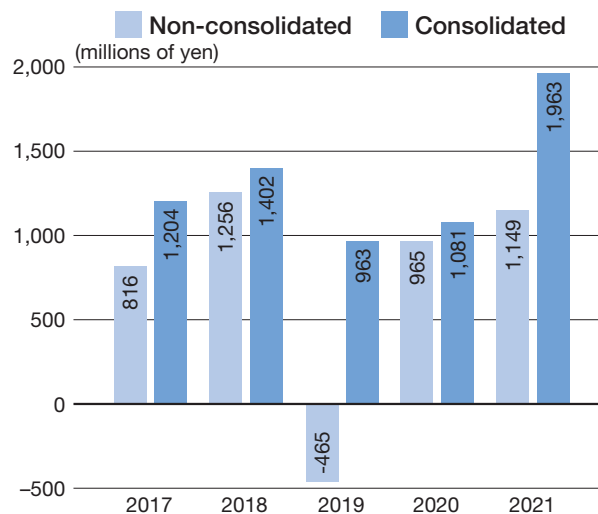
SAIGON RIVERSIDE OFFICE CENTRE Room 906, 9th Floor, 2A-4A Ton Duc Thang Street,  
 District 1, HCMC., Vietnam  
 Tel: +84-28-3939-3922 Fax: +84-28-3939-3923

## Key Financial Indicators and Sales by Segment

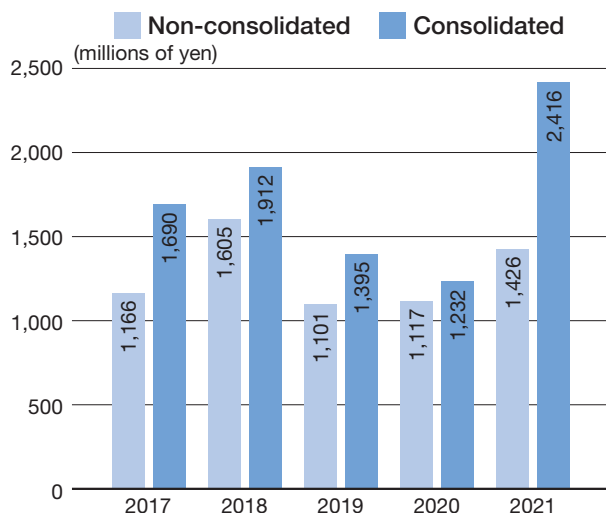
### Net sales



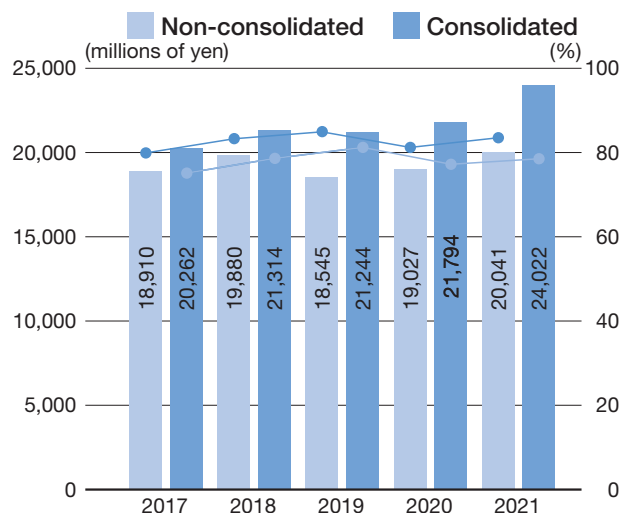
### Profit attributable to owners of parent



### Operating profit



### Equity and Equity ratio



### Consolidated sales by segment

Interior lifestyle  
(General merchandise and  
furniture)

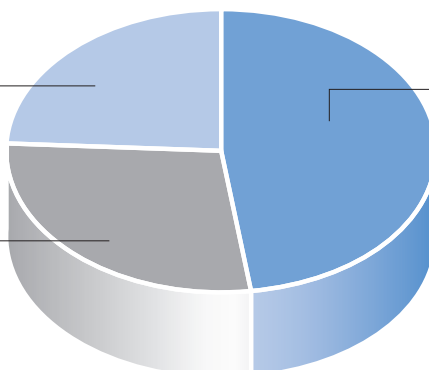
24%

Stationery and  
office supply  
(Stationery)

28%

Stationery and  
office supply  
(Electronic product)

48%



# FINANCIAL DATA

## Consolidated Balance Sheets

KING JIM CO., LTD. and Subsidiaries  
June 20, 2020 and 2021

	Thousands of yen		Thousands of US dollars
	2020	2021	2021
<b>Assets</b>			
Current assets			
Cash and deposits	¥5,644,022	¥7,439,265	\$67,427
Notes and accounts receivable—trade	4,656,058	4,722,763	42,805
Inventories	8,044,591	8,477,872	76,841
Other	459,217	589,869	5,346
Allowance for doubtful accounts	(4,395)	(6,817)	(61)
Total current assets	18,799,495	21,222,954	192,358
Non-current assets			
Property, plant and equipment	4,305,685	4,451,990	40,351
Intangible assets	488,162	520,801	4,720
Investments and other assets			
Investment securities	1,995,882	2,441,771	22,131
Retirement benefit asset	1,033,702	1,331,727	12,070
Deferred tax assets	151,196	209,795	1,901
Other	1,280,659	401,071	3,635
Allowance for doubtful accounts	(3,232)	(14,872)	(134)
Total investments and other assets	4,458,208	4,369,493	39,603
Total non-current assets	9,252,056	9,342,285	84,675
Total assets	28,051,551	30,565,239	277,034
<b>Liabilities</b>			
Current liabilities			
Notes and accounts payable—trade	2,214,206	2,159,803	19,575
Short-term borrowings	850,000	40,000	362
Current portion of long-term borrowings	—	26,361	238
Income taxes payable	379,178	678,217	6,147
Accounts payable—other	700,385	921,562	8,352
Other	853,196	1,031,594	9,350
Total current liabilities	4,996,966	4,857,537	44,027
Non-current liabilities			
Long-term borrowings	—	117,680	1,066
Deferred tax liabilities	437,158	656,035	5,946
Retirement benefit liability	420,247	488,341	4,426
Asset retirement obligations	21,315	24,251	219
Other	265,500	303,208	2,748
Total non-current liabilities	1,144,222	1,589,517	14,406
Total liabilities	6,141,188	6,447,055	58,434
<b>Net assets</b>			
Shareholders' equity			
Share capital			
Authorized :100,000,000 shares			
Issued :31,459,692 shares	1,978,690	1,978,690	17,934
Capital surplus	2,383,776	1,717,573	15,567
Retained earnings	21,190,651	22,468,110	203,644
Treasury shares	(3,568,021)	(2,638,851)	(23,917)
Total shareholders' equity	21,985,097	23,525,522	213,228
Accumulated other comprehensive income			
Valuation difference on available-for-sale securities	432,086	732,394	6,638
Deferred gains or losses on hedges	(760)	912	8
Foreign currency translation adjustment	(494,491)	(376,878)	(3,415)
Remeasurements of defined benefit plans	(127,205)	140,925	1,277
Total accumulated other comprehensive income	(190,370)	497,353	4,507
Share acquisition rights	109,292	87,088	789
Non-controlling interests	6,343	8,219	74
Total net assets	21,910,363	24,118,184	218,600
Total liabilities and net assets	¥28,051,551	¥30,565,239	\$277,034

## Consolidated Statements of Income

KING JIM CO., LTD. and Subsidiaries  
Years ended June 20, 2020 and 2021

	Thousands of yen		Thousands of US dollars
	2020	2021	2021
Net sales	¥33,455,274	¥36,319,071	\$329,185
COS and expenses from operating activities			
Cost of sales	20,554,178	21,880,290	198,316
Selling, general and administrative expenses	11,668,499	12,021,975	108,963
Operating profit	1,232,597	2,416,805	21,905
Other income			
Interest income	14,290	14,077	127
Dividend income	60,237	58,822	533
Foreign exchange gains	39,655	55,801	505
Rental income	154,276	153,064	1,387
Other	142,199	113,224	1,026
Total other income	410,659	394,989	3,580
Other expenses			
Interest expenses	7,491	6,795	61
Rental cost	46,694	45,554	412
Impairment loss	21,913	—	—
Extra retirement payments	—	30,095	272
Other	27,943	10,614	96
Total other expenses	104,043	93,058	843
Profit before income taxes	1,539,213	2,718,736	24,641
Total income taxes	457,031	753,519	6,829
Profit	1,082,181	1,965,216	17,812
Profit attributable to non-controlling interests	502	1,875	17
Profit attributable to owners of parent	¥1,081,679	¥1,963,340	\$17,795

## Consolidated Statement of Changes in Equity

KING JIM CO., LTD. and Subsidiaries  
Year ended June 20, 2021

KING JIM CO., LTD. and Subsidiaries		Shareholders' equity				Thousands of yen	
Year ended June 20, 2021		Capital stock	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity	
Balance at June 20, 2020		¥1,978,690	¥2,383,776	¥21,190,651	¥(3,568,021)	¥21,985,097	
Changes during period							
Dividends of surplus				(483,543)		(483,543)	
Profit attributable to owners of parent				1,963,340		1,963,340	
Purchase of treasury shares					(100)	(100)	
Disposal of treasury shares			(2,635)		46,270	43,635	
Cancellation of treasury shares			(663,568)	(219,431)	883,000	—	
Change in scope of consolidation				17,094		17,094	
Net changes of items other than shareholders' equity							
Total changes during period		—	(666,203)	1,277,458	929,170	1,540,425	
Balance at June 20, 2021		¥1,978,690	¥1,717,573	¥22,468,110	¥(2,638,851)	¥23,525,522	

Thousands of yen								
Accumulated other comprehensive income								
	Valuation difference on available-for-sale securities	Deferred gains or losses on hedges	Foreign currency translation adjustment	Remeasurements of defined benefit plans	Total accumulated other comprehensive income	Share acquisition rights	Non-controlling interests	Total net assets
Balance at June 20, 2020	¥432,086	¥(760)	¥(494,491)	¥(127,205)	¥(190,370)	¥109,292	¥6,343	¥21,910,363
Changes during period								
Dividends of surplus								(483,543)
Profit attributable to owners of parent								1,963,340
Purchase of treasury shares								(100)
Disposal of treasury shares								43,635
Cancellation of treasury shares								—
Change in scope of consolidation								17,094
Net changes of items other than shareholders' equity	300,307	1,672	117,612	268,130	687,723	(22,204)	1,875	667,395
Total changes during period	300,307	1,672	117,612	268,130	687,723	(22,204)	1,875	2,207,820
Balance at June 20, 2021	¥732,394	¥912	¥(376,878)	¥140,925	¥497,353	¥87,088	¥8,219	¥24,118,184

## Consolidated Statements of Cash Flows

KING JIM CO., LTD. and Subsidiaries  
Years ended June 20, 2020 and 2021

	Thousands of yen		Thousands of US dollars
	2020	2021	2021
Cash flows from operating activities	¥1,989,687	¥3,108,007	\$28,170
Cash flows from investing activities	(1,357,386)	(492,089)	(4,460)
Cash flows from financing activities	456,803	(1,382,331)	(12,529)
Effect of exchange rate change on cash and cash equivalents	(46,661)	74,550	675
Net increase (decrease) in cash and cash equivalents	1,042,443	1,308,137	11,856
Cash and cash equivalents at beginning of period	4,368,219	5,410,662	49,040
Increase in cash and cash equivalents resulting from inclusion of subsidiaries in consolidation	—	314,121	2,847
Cash and cash equivalents at end of period	¥5,410,662	¥7,032,921	\$63,744

## Notes to Consolidated Financial Statements

KING JIM CO., LTD. and Subsidiaries  
For the year ended June 20, 2021

### 1. Basis of Presenting Financial Statements

- (a) The accompanying financial statements are presented in accordance with the provisions set forth in the Japanese Companies Act and the Financial Instruments and Exchange Act of Japan and in conformity with accounting principles and practices generally accepted in Japan.
- (b) Under the Japanese Companies Act, reported amounts of less than one thousand yen have been omitted. As a result, the totals in yen and U.S. dollars shown in the consolidated financial statements do not necessarily agree with the sum of the individual amounts.
- (c) The Company, a Japanese corporation, maintains its records and prepares its financial statements in yen. In preparing the consolidated financial statements, certain reclassifications have been made to the consolidated financial statements.
- (d) The accompanying U.S. dollar financial statements have been converted from yen for convenience, and as a matter of arithmetical computation only, at the rate of ¥110.33 = US\$1, the exchange rate prevailing at June 20, 2021.
- (e) Items for which there is no applicable amount are indicated by “—”.

### 2. Significant Accounting Policies

- (a) Accounting policy for measuring significant assets

#### i) Securities

##### Other securities

##### Securities with fair market value

- Securities are stated at fair value as of the balance sheet date. Unrealized holding gains or losses on these securities are reported, as a separate component of net assets. Costs of securities sold are calculated by the moving average method.

##### Securities with no-available fair market value

- Securities with no-available fair market value are stated at cost determined by the moving average method.

#### ii) Derivatives

Derivatives are stated at fair value

#### iii) Inventories

##### Merchandise, finished goods and work in process

- Merchandise, finished goods and work in process are stated at cost determined by the periodic average method. (Figures on the balance sheet are calculated based on the method of reducing the book value in accordance with a decline in profitability.)

##### Raw materials and supplies

- Raw materials and supplies are stated at cost determined by the moving average method. (Figures on the balance sheet are calculated based on the method of reducing the book value in accordance with a decline in profitability.)

- (b) Accounting policy for depreciation of significant assets

#### i) Property, plant, and equipment (excluding leased assets)

##### Property, plant, and equipment acquired on or before March 31, 2007

Depreciation is primarily calculated by the former declining balance method.

However, as for the Company and its domestic consolidated subsidiaries, the depreciation of buildings (excluding facilities attached to buildings) acquired on and after April 1, 1998 is calculated by the former straight-line method.

##### Property, plant, and equipment acquired on and after April 1, 2007

Depreciation is primarily calculated by the declining balance method.

However, as for the Company and its domestic consolidated subsidiaries, the depreciation of buildings (excluding facilities attached to buildings) as well as facilities attached to buildings and structures acquired on and after April 1, 2016 is calculated by the straight-line method.

The estimated useful lives of depreciable assets are as follows:

Buildings and structures: 10 to 50 years

Machinery, equipment and vehicles: 4 to 16 years

ii) Intangible assets (excluding software and leased assets)

Amortization of intangible assets is calculated by the straight-line method.

iii) Software for internal use (excluding leased assets)

Amortization of software for internal use is calculated by the straight-line method over expected available period (5 years).

iv) Leased assets

With respect to leased assets relating to finance lease transactions which do not transfer ownership of the leased assets to the lessee, the Company has adopted the straight-line method on the assumption that the lease period is the useful life of the assets and the residual value is zero.

v) Long-term prepaid expenses

Amortization of long-term prepaid expenses is calculated by the straight-line method.

(c) Accounting policy for significant provisions

i) Allowance for doubtful accounts

To reserve for loss on doubtful account, the Company and some of its consolidated subsidiaries provide general allowances using the actual percentage of collection losses and also specific allowances are provided for the estimated amount considered to be uncollectible after reviewing individual collectability of certain doubtful account.

ii) Provision for directors' bonuses

To reserve for the payments of bonuses to directors and corporate auditors, the Company and its domestic consolidated subsidiaries record the amount to be payable at the end of current fiscal period as an provision for directors' bonuses based on the estimated annual amount of payment.

(d) Accounting for employee retirement benefits

i) Method for estimating the amount of retirement benefits for the fiscal year

The amount of projected retirement benefits to be paid by the end of the fiscal year is based on the benefit formula basis for the calculation of the retirement benefit obligations.

ii) Method for treating actuarial difference expenses

Actuarial differences are amortized by the straight-line method over a period within the average remaining service period of employees from the fiscal year when the actuarial difference was incurred (5 years), and allocated proportionally from the fiscal year following each respective incurrence.

Unrecognized actuarial differences are recorded in remeasurements of defined benefit plans of accumulated other comprehensive income under net assets, after tax effects have been adjusted.

iii) Adoption of simplified accounting methods by small subsidiaries

Some of the Company's consolidated subsidiaries have adopted simplified accounting for calculating expenses and liabilities related to retirement benefits, and treating the amount of benefits needed for a voluntary retirement of all employees at the fiscal year-end as retirement benefit obligations.

(e) Important hedge accounting methods

i) Hedge accounting method

The Company applies deferred hedge accounting.

ii) Hedging instruments and hedged items

Forward exchange contracts are used as hedging instruments.

Foreign-currency-denominated transactions are subject to hedging.

iii) Hedging policy

The Company carries out forward exchange contracts for the purpose of reducing the impact of fluctuating costs resulting from changes in future exchange rates on forecast profits, and does not conduct hedging for speculative purposes.

iv) Method of assessing the effectiveness of hedges

The Company assesses the effectiveness of hedges based on a comparison between the amount of change in the fair value of futures contracts and the amount of change in the fair value of spot contracts.

(f) Scope of cash and cash equivalents included in the consolidated statement of cash flows

Cash and cash equivalents stated in the consolidated statement of cash flows consist of cash on hand, demand deposits with banks, and short-term investment instruments due within 3 months from the acquisition date that bear only a low risk of price fluctuations, and which are readily convertible into cash.

(g) Accounting for consumption tax and local consumption tax

Accounting for consumption tax and local consumption tax is based on tax exclusion method.

### 3. Notes to Consolidated Balance Sheets

(a) Accumulated depreciation of property, plant and equipment

2020 (thousands of yen)	2021 (thousands of yen)
8,340,042	9,172,429

(b) Net income per share

2020 (yen)	2021 (yen)
38.06	68.99