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Consolidated Financial Results for the Fiscal Year Ended March 31, 2024 [Japanese GAAP]



May 14, 2024

Company name: Nice Corporation
 Stock exchange listing: Tokyo Stock Exchange
 Code number: 8089
 URL: <https://www.nice.co.jp/>
 Representative: Hironori Tsudo, Director and President
 Contact: Katsuya Watari, Deputy General Manager of Administration Division
 Phone: +81-45-521-6111
 Scheduled date of annual general meeting of shareholders: June 27, 2024
 Scheduled date of commencing dividend payments: June 28, 2024
 Scheduled date of filing annual securities report: June 27, 2024
 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, 2024 (from April 1, 2023 to March 31, 2024)

(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, 2024	225,869	(4.4)	4,403	(16.8)	4,332	(12.5)	4,204	11.2
March 31, 2023	236,329	3.0	5,292	(48.2)	4,949	(48.4)	3,780	(15.7)

(Note) Comprehensive income: Fiscal year ended March 31, 2024: ¥5,806 million [65.4%]

Fiscal year ended March 31, 2023: ¥3,510 million [(27.0)%]

	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, 2024	356.35	-	8.3	2.7	1.9
March 31, 2023	320.70	-	8.1	3.1	2.2

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

Fiscal year ended March 31, 2024: ¥120 million

Fiscal year ended March 31, 2023: ¥232 million

(2) Consolidated Financial Position

	Total assets	Net assets	Equity ratio	Net assets per share
	Million yen	Million yen	%	Yen
As of March 31, 2024	161,308	56,973	32.8	4,489.03
As of March 31, 2023	156,722	51,390	30.6	4,070.35

(Reference) Equity: As of March 31, 2024: ¥52,976 million

As of March 31, 2023: ¥48,003 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, 2024	10,103	614	(6,624)	41,501
March 31, 2023	12,956	(2,344)	(5,977)	37,348

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, 2023	Yen	Yen	Yen	Yen	Yen	Million yen	%	%
	-	0.00	-	40.00	40.00	471	12.5	1.0
Fiscal year ended March 31, 2024	-	20.00	-	40.00	60.00	708	16.8	1.4
Fiscal year ending March 31, 2025 (Forecast)	-	25.00	-	40.00	65.00		24.0	

(Notes) Revision to the forecast for dividends announced most recently: Yes

3. Consolidated Financial Results Forecast for the Fiscal Year Ending March 31, 2025 (April 1, 2024 to March 31, 2025)

(% 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	238,000	5.4	4,700	6.7	4,400	1.6	3,200	(23.9)	271.16

* **Notes:**

- (1) Changes in significant subsidiaries during the fiscal year ended March 31, 2024 (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, 2024: 12,180,419 shares
 - March 31, 2023: 12,170,719 shares
 - 2) Total number of treasury shares at the end of the period:
 - March 31, 2024: 379,158 shares
 - March 31, 2023: 377,357 shares
 - 3) Average number of shares during the period:
 - Fiscal year ended March 31, 2024: 11,799,612 shares
 - Fiscal year ended March 31, 2023: 11,788,826 shares

(Reference) Overview of Non-consolidated Financial Results

1. Non-consolidated Financial Results for the Fiscal Year Ended March 31, 2024 (April 1, 2023 to March 31, 2024)

(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, 2024	181,241	(6.8)	3,538	38.7	4,761	56.7	3,497	17.0
March 31, 2023	194,499	2.4	2,551	(65.6)	3,038	(54.6)	2,989	159.9

	Basic earnings per share	Diluted earnings per share
	Yen	Yen
Fiscal year ended		
March 31, 2024	296.43	-
March 31, 2023	252.81	-

(2) Non-consolidated Financial Position

	Total assets	Net assets	Equity ratio	Net assets per share
	Million yen	Million yen	%	Yen
As of March 31, 2024	138,393	45,740	33.1	3,875.90
As of March 31, 2023	138,795	42,075	30.3	3,567.76

(Reference) Equity: As of March 31, 2024: ¥45,740 million

As of March 31, 2023: ¥42,075 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, 2023	As of March 31, 2024
Assets		
Current assets		
Cash and deposits	32,421	33,269
Notes and accounts receivable - trade, and contract assets	31,379	29,551
Electronically recorded monetary claims - operating	9,949	9,703
Securities	5,000	8,500
Merchandise	10,023	7,052
Real estate for sale	11,322	15,268
Costs on construction contracts in progress	200	458
Other	2,656	2,479
Allowance for doubtful accounts	(173)	(148)
Total current assets	102,779	106,135
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	11,623	12,481
Machinery, equipment and vehicles, net	1,625	2,086
Land	27,559	26,875
Other, net	918	1,128
Total property, plant and equipment	41,726	42,572
Intangible assets	825	896
Investments and other assets		
Investment securities	6,375	7,264
Retirement benefit asset	2,292	2,244
Deferred tax assets	667	282
Other	2,136	1,990
Allowance for doubtful accounts	(80)	(77)
Total investments and other assets	11,390	11,704
Total non-current assets	53,942	55,173
Total assets	156,722	161,308

(Million yen)

	As of March 31, 2023	As of March 31, 2024
Liabilities		
Current liabilities		
Notes and accounts payable - trade	22,203	26,371
Electronically recorded obligations - operating	15,152	15,924
Short-term borrowings	20,997	18,735
Current portion of bonds payable	40	-
Income taxes payable	652	772
Provision for bonuses	2,092	1,586
Provision for directors bonuses	-	26
Other	8,682	9,292
Total current liabilities	69,820	72,709
Non-current liabilities		
Long-term borrowings	25,368	22,112
Deferred tax liabilities	104	369
Deferred tax liabilities for land revaluation	2,408	1,930
Retirement benefit liability	1,266	1,022
Other	6,363	6,191
Total non-current liabilities	35,512	31,626
Total liabilities	105,332	104,335
Net assets		
Shareholders' equity		
Share capital	24,426	24,433
Capital surplus	13,271	13,294
Retained earnings	12,135	16,711
Treasury shares	(829)	(830)
Total shareholders' equity	49,003	53,609
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	217	1,152
Deferred gains or losses on hedges	12	15
Revaluation reserve for land	(214)	(1,293)
Foreign currency translation adjustment	(847)	(701)
Remeasurements of defined benefit plans	(168)	194
Total accumulated other comprehensive income	(1,000)	(632)
Non-controlling interests	3,387	3,997
Total net assets	51,390	56,973
Total liabilities and net assets	156,722	161,308

2. Consolidated Statements of Income and Comprehensive Income

Consolidated Statements of Income

(Million yen)

	For the fiscal year ended March 31, 2023	For the fiscal year ended March 31, 2024
Net sales	236,329	225,869
Cost of sales	204,261	193,517
Gross profit	32,068	32,352
Selling, general and administrative expenses	26,776	27,948
Operating profit	5,292	4,403
Non-operating income		
Interest income	7	6
Dividend income	165	169
Share of profit of entities accounted for using equity method	232	120
Foreign exchange gains	31	145
Other	304	448
Total non-operating income	742	890
Non-operating expenses		
Interest expenses	844	744
Borrowing related expenses	164	152
Other	75	64
Total non-operating expenses	1,085	961
Ordinary profit	4,949	4,332
Extraordinary income		
Gain on sale of non-current assets	39	2,437
Gain on sale of investment securities	1	288
Gain on bargain purchase	-	141
Gain on step acquisitions	-	81
Gain on revision of retirement benefit plan	253	-
Gain on liquidation of subsidiaries and associates	12	-
Total extraordinary income	306	2,949
Extraordinary losses		
Loss on sale and retirement of non-current assets	88	138
Impairment losses	444	1,819
Loss on sale of shares of subsidiaries and associates	135	10
Loss on liquidation of subsidiaries and associates	-	222
Total extraordinary losses	667	2,190
Profit before income taxes	4,588	5,091
Income taxes - current	1,181	1,088
Income taxes - deferred	(594)	(326)
Total income taxes	587	761
Profit	4,000	4,330
Profit attributable to non-controlling interests	220	125
Profit attributable to owners of parent	3,780	4,204

Consolidated Statements of Comprehensive Income

(Million yen)

	For the fiscal year ended March 31, 2023	For the fiscal year ended March 31, 2024
Profit	4,000	4,330
Other comprehensive income		
Valuation difference on available-for-sale securities	20	965
Deferred gains or losses on hedges	(110)	2
Foreign currency translation adjustment	(215)	145
Remeasurements of defined benefit plans, net of tax	(184)	363
Share of other comprehensive income of entities accounted for using equity method	0	-
Total other comprehensive income	(489)	1,476
Comprehensive income	3,510	5,806
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	3,295	5,651
Comprehensive income attributable to non-controlling interests	215	155

3. Consolidated Statements of Changes in Equity

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

Fiscal year ended March 31, 2024 (from April 1, 2023 to March 31, 2024)

(Million yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	24,426	13,271	12,135	(829)	49,003
Changes during period					
Issuance of new shares	7	7			14
Dividends of surplus			(707)		(707)
Profit attributable to owners of parent			4,204		4,204
Purchase of treasury shares				(1)	(1)
Reversal of revaluation reserve for land			1,079		1,079
Change in ownership interest of parent due to transactions with non-controlling interests		15			15
Net changes in items other than shareholders' equity					
Total changes during period	7	23	4,576	(1)	4,605
Balance at end of period	24,433	13,294	16,711	(830)	53,609

	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	217	12	(214)	(847)	(168)	(1,000)	3,387	51,390
Changes during period								
Issuance of new shares								14
Dividends of surplus								(707)
Profit attributable to owners of parent								4,204
Purchase of treasury shares								(1)
Reversal of revaluation reserve for land								1,079
Change in ownership interest of parent due to transactions with non-controlling interests								15
Net changes in items other than shareholders' equity	935	2	(1,079)	145	363	367	610	977
Total changes during period	935	2	(1,079)	145	363	367	610	5,583
Balance at end of period	1,152	15	(1,293)	(701)	194	(632)	3,997	56,973

4. Consolidated Statements of Cash Flows

(Million yen)

	For the fiscal year ended March 31, 2023	For the fiscal year ended March 31, 2024
Cash flows from operating activities		
Profit before income taxes	4,588	5,091
Depreciation	1,494	1,657
Impairment losses	444	1,819
Amortization of goodwill	8	4
Increase (decrease) in allowance for doubtful accounts	(35)	(34)
Increase (decrease) in provision for bonuses	333	(533)
Increase (decrease) in provision for bonuses for directors (and other officers)	-	26
Increase (decrease) in retirement benefit liability	(14)	86
Interest and dividend income	(173)	(175)
Interest expenses	844	744
Share of loss (profit) of entities accounted for using equity method	(232)	(120)
Loss (gain) on sale and retirement of property, plant and equipment	58	-
Loss (gain) on sale and retirement of non-current assets	-	(2,297)
Loss (gain) on sale of investment securities	(1)	(288)
Loss (gain) on sale of shares of subsidiaries and associates	135	10
Loss (gain) on liquidation of subsidiaries and associates	(12)	222
Gain on bargain purchase	-	(141)
Loss (gain) on step acquisitions	-	(81)
Gain on revision of retirement benefit plan	(253)	-
Decrease (increase) in trade receivables	5,360	2,753
Decrease (increase) in inventories	(170)	(1,119)
Increase (decrease) in trade payables	1,674	3,805
Other, net	1,703	320
Subtotal	15,752	11,751
Interest and dividends received	175	175
Interest paid	(848)	(735)
Proceeds from insurance income	18	32
Income taxes paid	(2,140)	(1,120)
Net cash provided by (used in) operating activities	12,956	10,103
Cash flows from investing activities		
Purchase of property, plant and equipment	(2,455)	(3,179)
Proceeds from sale of property, plant and equipment	139	2,473
Purchase of investment securities	(19)	(19)
Proceeds from sale of investment securities	278	573
Payments for sale of shares of subsidiaries resulting in change in scope of consolidation	(6)	(93)
Proceeds from purchase of shares of subsidiaries resulting in change in scope of consolidation	-	1,161
Loan advances	(66)	(77)
Proceeds from collection of loans receivable	87	83
Other, net	(300)	(305)
Net cash provided by (used in) investing activities	(2,344)	614

	For the fiscal year ended March 31, 2023	For the fiscal year ended March 31, 2024
Cash flows from financing activities		
Net increase (decrease) in short-term borrowings	1,644	(1,572)
Proceeds from long-term borrowings	6,595	2,111
Repayments of long-term borrowings	(13,510)	(6,216)
Redemption of bonds	(40)	(40)
Purchase of treasury shares	(0)	(1)
Dividends paid	(585)	(703)
Dividends paid to non-controlling interests	(38)	(73)
Proceeds from sale of shares of subsidiaries not resulting in change in scope of consolidation	89	-
Other, net	(131)	(127)
Net cash provided by (used in) financing activities	(5,977)	(6,624)
Effect of exchange rate change on cash and cash equivalents	30	58
Net increase (decrease) in cash and cash equivalents	4,665	4,152
Cash and cash equivalents at beginning of period	33,006	37,348
Decrease in cash and cash equivalents resulting from exclusion of subsidiaries from consolidation	(323)	-
Cash and cash equivalents at end of period	37,348	41,501

(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, 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.

For the fiscal year ended March 31, 2024 (April 1, 2023 to March 31, 2024)

(Million yen)

	Reportable segment			Others (Note)	Total
	Building materials	Housing	Total		
Net sales					
Net sales to outside customers	169,949	45,593	215,542	10,326	225,869
Inter-segment net sales or transfers	2,807	244	3,051	5,517	8,569
Total	172,756	45,838	218,594	15,844	234,439
Segment profit	2,869	2,900	5,769	432	6,202
Segment assets	83,064	30,307	113,371	12,268	125,639
Other items					
Depreciation	724	252	977	632	1,609
Amortization of goodwill	4	-	4	-	4
Increase in property, plant and equipment and intangible assets	1,301	939	2,241	1,566	3,807

(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, 2023	FY ended of March 31, 2024
Total net sales for reportable segments	229,222	218,594
Net sales for the “Others” segment	15,373	15,844
Elimination of inter-segment transactions	(8,266)	(8,569)
Net sales recorded in the consolidated financial statements	236,329	225,869

(Million yen)

Profit	FY ended March 31, 2023	FY ended of March 31, 2024
Total profit for reportable segments	5,825	5,769
Profit for the “Others” segment	1,329	432
Elimination of inter-segment transactions	6	49
Overhead expenses (Note)	(1,868)	(1,848)
Operating profit recorded in the consolidated financial statements	5,292	4,403

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

(Million yen)

Assets	FY ended March 31, 2023	FY ended of March 31, 2024
Total assets for reportable segments	112,424	113,371
Assets for the “Others” segment	12,821	12,268
Offset elimination of intersegment receivables, etc.	(2,042)	(1,235)
Corporate assets (note)	33,519	36,905
Total assets recorded in the consolidated financial statements	156,722	161,308

(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, 2023	FY ended March 31, 2024	FY ended March 31, 2023	FY ended March 31, 2024	FY ended March 31, 2023	FY ended March 31, 2024	FY ended March 31, 2023	FY ended March 31, 2024
Depreciation	919	977	477	632	97	47	1,494	1,657
Amortization of goodwill	8	4	-	-	-	-	8	4
Increase in property, plant and equipment and intangible assets	2,123	2,241	1,698	1,566	32	46	3,854	3,853