

## **SANIX INCORPORATED**

Summary of Consolidated Financial Statements
For the First Quarter Ended June 30, 2016

[Japanese Standards]

The financial figures in this document are based on Japanese Accounting Standards and accompanying laws. Amounts are rounded off to 1 decimal place. This document is an English translation of the Japanese-language original.

#### Consolidated Financial Statements for the First Quarter ended June 30, 2016

#### **SANIX INCORPORATED**

Stock Listed: Tokyo Stock Exchange First Section, Fukuoka Stock Exchange

Code No; 4651

URL: http://sanix.jp
President and CEO: Shin-ichi Munemasa

Contact: Kozo Inoue, Director, Management Corporate Officer,

General Manager of Management & Planning Division

# 1. Business Results – Operating results for the First Quarter ended June 30, 2016 (April 1, 2016 to June 30, 2016)

(1) Consolidated Operating Results

(In Millions of Yen)

	First Quarter From April 1 to June 30					
•						
	FY2016	%change	FY2015	%change		
Net Sales	11,358	(27.6%)	15,690	(27.7%)		
Operating Income	(446)	_	(1,332)	_		
Ordinary Income	(368)	_	(1,368)	_		
Net Income	(621)	_	(1,754)	_		
Net Income per Share (¥) ·····	(¥13.01)	_	(¥36.70)	_		
Net Income per Share, Diluted(¥)·····	_	_	_	_		
(Note) Comprehensive Income	(758)	_	(1,695)	_		

#### (2) Consolidated Financial Position

(In Millions of Yen)

		,
	As of June 30	As of March 31
_	FY2016	FY2015
Total Assets	30,161	31,248
Net Assets	1,870	2,629
Shareholders' Equity Ratio (%)	6.1%	8.3%
Net assets per share(¥)·····	¥38.46	¥54.34
(Reference) Equity Capital	1,838	2,597

#### 2. Dividends

	Quarterly Period						
_	1 <sup>st</sup> 2 <sup>nd</sup>		1 <sup>st</sup> 2 <sup>nd</sup> 3 <sup>rd</sup> 4 <sup>th</sup>		A		
	Quarter	Quarter	Quarter	Quarter	Annual		
(Dividends per Share)							
FY2015 ended March 31, 2016	0.00	0.00	0.00	0.00	0.00		
FY2016 ended June 30, 2016	0.00						
FY2016 ended March 31, 2017 (Forecast)		0.00	0.00	0.00	0.00		

#### 3. Forecasts for Consolidated Business Results (April 1, 2016 to March 31, 2017)

(In Millions of Yen)

	Fiscal Year 2016					
	From April 1 to March 31					
	First Half	%change	Full Year	%change		
Net Sales	22,870	(25.3%)	46,670	(24.6%)		
Operating Income	(520)	_	600	_		
Ordinary Income	(580)	_	480	_		
Net Income ·····	(1,000)	_	(60)	_		
Net Income per Share (¥)·····	(¥20.92)		(¥1.26)			

#### \* Notes

(1) Changes in significant subsidiaries during the period

(Change in scope of consolidations resulting from change in subsidiaries): None

Number of subsidiaries newly consolidated

Name of subsidiaries newly consolidated

Number of subsidiaries excluded from consolidation

Name of subsidiaries excluded from consolidation —

- (2) Adoption of special quarterly accounting methods: None
- (3) Changes in accounting policies and accounting estimates retrospective restatement
  - i ) Changes in accounting policies based on revisions of accounting standard: None
  - ii) Changes in accounting policies other than ones based on revisions of accounting standard: None
  - iii) Changes in accounting estimates: None
  - iv) Retrospective restatement: None

#### (4) Number of Issued and Outstanding Shares (Common Stock)

(Shares)

	End of term		
_	June 30, 2016	March 31, 2016	
Number of issued and outstanding shares ,end of period (including treasury stock)	48,919,396	48,919,396	
Number of treasury stock ,end of period	1,113,518	1,113,443	
Average number of shares during the fiscal term	47,805,897	* 47,806,228	

<sup>\*</sup> June 30, 2015

#### \* Indication of Implementation status about the quarterly review:

This summary of financial statements is exempt from audit procedure required by Financial instruments and Exchange Act. It is under the audit procedure process at the time of disclosure of this report.

#### \* Note to ensure appropriate use of forecasts:

Forecasts in this document are based on assumptions, prospects and plans as of the date of this document. Actual results may differ significantly from these forecasts, due to various factors affecting the Company's business performance, such as change in economical conditions. For details of these assumptions, prospects and plans, and for notes appropriate use of forecasts for the business results, please see page 2 of the Attachment.

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#### 1. Qualitative Information for the first quarter ended June 30, 2016

#### (1) Information of Consolidated Business Results

In the first quarter of the fiscal year ending March 31,2017 (April 1, 2016 to June 30, 2016), the Japanese economy stayed on a modest recovery path. However, the outlook remained uncertain, with sluggish consumer spending and the risk of downturn in corporate earnings amid deceleration in certain emerging economies.

Under such a business environment, in the previous consolidated fiscal year, our Group implemented measures, such as reducing the workforce through a voluntary retirement program and eliminating and consolidating stores, in anticipation of the solar electric power business environment and as an appropriate and timely response to dramatic changes. Then, recognizing the need to further strengthen the business foundation to achieve sustainable growth, the Group started to execute its new medium-term business plan (FY2016-FY2018) and, in the first quarter under review, carried out concrete management reform measures, including implementing a voluntary retirement program, consolidating and eliminating stores, and downsizing logistics and production operations with the aim of business rationalization.

As for sales in the first quarter under view, the Solar Engineering (SE) Division posted sharp decline in sales, reflecting changes in the market environment for the solar electric power business. As a consequence, the net sales of the entire Group were ¥11,358 million (falling 27.6% year on year).

In terms of profitability, although sales declined sharply, lower costs as a result of management rationalization initiatives and lower materials costs, among other factors, led to improvement in profitability and the operating loss narrowed year on year. As a consequence, for the whole Group, the operating loss was ¥446 million compared to the operating loss of ¥1,332 million in the same period of the previous year, and the ordinary loss was ¥368 million compared to the ordinary loss of ¥1,368 million in the same period of the previous year. The Group posted expenses related to voluntary retirement including special retirement allowances of ¥177 million as extraordinary losses. Reflecting the extraordinary losses, the Group posted a net loss belonging to the shareholders of the parent company of ¥621 million, compared to a net loss belonging to the shareholders of the parent company of ¥1,754 million in the same period of the previous year.

Consolidated results of individual divisions for the first quarter were as follows:

#### a. Solar Engineering (SE) Division

Sales of PV systems decreased. This decrease mainly reflected decline in the number of installations of commercial PV systems and decline in wholesale sales of PV modules and other products. As a consequence, the sales were ¥5,757 million (decreased 42.7% year on

year).

Despite the sharp decline in sales, operating income increased, reflecting improvement in profitability compared to a year ago, thanks to lower expenses mainly as a result of management rationalization and lower materials costs. Accordingly, an operating loss of ¥68 million yen was posted, compared to an operating loss of ¥1,150 million in the same period of the previous year.

#### b. Home Sanitation (HS) Division

The HS Division focused on home maintenance-related services with high profit margins such as termite control services, floor/ceiling ventilation systems, and basic repair and house reinforcement construction services. However, sales declined. As a result, the sales were ¥1,655 million (decreased 14.8% year on year).

The operating income were ¥253 million (decreased 34.2% year on year) due to decreases in segment sales.

#### c. Establishment Sanitation (ES) Division

The ES Division concentrated on maintenance-related services for buildings and condominiums and sanitation management-related services such as pest control for offices. As a result, net sales were ¥232 million (decreased 2.1% year on year).

Cost reduction measured results in an operating profit of ¥14 million in spite of decreases in segment sales (increased 25.3% year on year).

#### d. Environmental Resources Development (ERD) Division

Plastic fuel sales fell slightly, down 1.1% from a year earlier, reflecting efforts to raise unit prices for regular properties despite lower collection volume of waste plastic. Electricity sales rose 41.6% year on year due to expansion of the electric power retail area to high-voltage consumers and an increase in new supply destinations. As a consequence, the sales were ¥3,713 million (increased 7.1% year on year).

Despite increased sales, operating income declined 42.5% year on year to ¥128 million, mainly due to higher repair costs as a result of the regular repairs carried out at Tomakomai Power Plant in the first quarter under review.

#### (2) Information of Consolidated Financial Position

#### The status of Assets, Liabilities and Net Assets

Total assets as of the end of the first quarter under review were ¥30,161 million, a decrease of ¥1,086 million, compared with the end of the previous consolidated fiscal year, mainly due to the increase in cash and deposits by ¥764 million, the decrease in notes and accounts receivable-trade by ¥1,550 million, and the decrease in inventories by ¥396 million.

Total liabilities were ¥28,290 million, a decrease of ¥328 million, compared with the end of the previous consolidated fiscal year, mainly due to the decrease in notes and accounts payable-trade by ¥1,737 million, the decrease in accounts payable-other by ¥701 million, the decrease in long-term loans payable by ¥289 million, the decrease n income taxes payable by ¥116 million, while the short-term loans payable increased of ¥2,616 million.

Net assets were ¥1,870 million, a decrease of ¥758 million, compared with the end of the previous consolidated fiscal year, mainly due to the net loss belonging to the shareholders of the parent company was ¥621 million.

As a consequence, the capital-to-asset ratio was 6.1%, compared with 8.3% at the end of the previous consolidated fiscal year.

## (3) Information on the Future Outlook, Including the Forecasts of Consolidated Business Results

There is no change in the forecast of consolidated business results for the current fiscal year ending March 31, 2017, from the forecasts announced on May 12, 2016.

#### 2. Matters relating to Summary Information (Notes)

#### (1) Changes in Significant Subsidiaries during the Period

: None

## (2) Application of Particular Accounts Procedures to the Preparation of Quarterly Consolidated Financial Statements

: None

#### (3) Changes in Accounting Policies and Changes or Restatement of Accounting Estimates

: None

#### 3. Important Information regarding Assumption of Going Concern

The Group recorded a significant operating loss, ordinary loss, and net loss belonging to the shareholders of the parent company both in the fiscal year ended March 31, 2015 and the fiscal year ended March 31, 2016. Also in the first quarter under review, the Group posted an operating loss of ¥446 million, an ordinary loss of ¥368 million, a net loss belonging to the shareholders of the parent company of ¥621 million. The Group's interest-bearing debt is ¥15,157 million, which is high compared with its liquidity on hand and the Company recognizes that it is susceptible to events and conditions that cast significant doubt on going concern assumptions.

To overcome the situation, the Company believes that, in light of the business environment surrounding the solar electric power business, it is essential to further strengthen the business foundation to achieve sustainable growth. The Company is thus focusing on the following measures as part of the medium-term business plan (FY2016 - FY2018) announced on April 15, 2016.

#### i ) A well-balanced allocation of management resources to business divisions

The Company is scaling down the SE Division to an appropriate size based on a reasonable analysis of the external environment, rebuilding the HS Division and ES Division, and further improving efficiency of the Environmental Resources Development Division.

#### ii ) Strengthening the business base through thorough streamlining

The Company is disposing of assets in accordance with the downsizing of the SE Division (the elimination and consolidation of stores, the scaling down of the production of power conditioners, the downsizing of logistics and production operations, and the closing of a logistics center).

The Company called for voluntary retirement (approximately 500 employees) in accordance with sales and, as a result, 391 employees took voluntary retirement, which was less than the number called for but is more or less in line with the initial plan if the reduction in employees retiring for personal reasons, etc. is taken into account. The Company is also lowering the level of wages across the board.

#### iii) Enhancement of the governance system

At the 38<sup>th</sup> Annual general Meeting of Shareholders held on June 29, 2016, the Company increased the number of outside directors by one to a total of three. The Company is also strengthening the management oversight functions of the Board of Directors and changing the business execution system to clarify the responsibilities of each business division.

The Company expects that its profitability will improve through these initiatives and will remain in the black. The medium-term business plan (FY2016 - FY2018) has been formulated on the assumption of the continued support of the main financing bank. The Company expects to continue to receive support and cooperation in financing and will work to stabilize cash management.

However, we have not completed these initiatives, and the support and cooperation of the main financing bank is not ensured, although we have obtained their understanding. We therefore recognize significant uncertainty about the going concern assumption.

# 4. Quarterly Consolidated Financial Statements for the first quarter ended June 30, 2016

### (1) Quarterly Consolidated Balance Sheets

		(In Millions of Yen)
	As of March 31	As of June 30
	FY2015	FY2016
Assets:		
Current Assets:		
Cash and deposits	3,038	3,802
Notes and accounts receivable-trade	6,693	5,142
Merchandise and finished goods	962	953
Work in process-construction	514	472
Raw materials and supplies	5,688	5,343
Other	727	878
Allowance for doubtful accounts	(693)	(660)
Total Current Assets	16,930	15,931
Fixed Assets:		
Property, Plant and Equipment :		
Buildings and structures (net of depreciation)	1,909	1,863
Machinery, Equipment and Vehicles(net of depreciation)	1,323	1,267
Land	8,001	7,941
Other, net	1,183	1,274
Total Property, Plant and Equipment	12,417	12,347
Intangible Fixed Assets :		
Goodwill	289	261
Other	151	144
Intangible Fixed Assets, net	440	406
Investments and Other Assets:	1,458	1,476
Total Fixed Assets	14,317	14,229
Total Assets	31,248	30,161

(In Millions of Yen) As of March 31 As of June 30 FY2015 FY2016 Liabilities: Current Liabilities: Notes and accounts payable-trade 7,227 5,490 Short-term loans payable 10,118 12,734 Current portion of long-term loans payable 896 862 Accounts payable 3,298 2,597 Accrued income taxes 128 244 Allowance for resource-recycling expenses 30 37 Other 2,820 2,813 **Total Current Liabilities** 24,642 24,657 Non-Current Liabilities: Long-term loans payable 1,077 821 163 Provision for directors' retirement benefits 170 499 511 Provision for disposal site closing expenses Liability Related to Retirement Benefits 1,371 1,366 Other 856 769 Total Non-Current Liabilities 3,976 3,633 **Total Liabilities** 28,618 28,290 Net Assets: Shareholders' Equity: 14,041 14,041 Capital stock Capital surplus (10,815) Retained earnings (10,193)Treasury stock (1,481)(1,481) Total Shareholders' Equity 2,368 1,746 Valuation and translation adjustments: Valuation difference on available-for-sale securities 34 28 Foreign currency translation adjustment 46 (48) Adjustment for Retirement Benefits (Cumulative) 148 111 Total Valuation and translation adjustments 91 229 Non-controlling Interests 31 31 **Total Net Assets** 2,629 1,870 **Total Liabilities and Assets** 31,248 30,161

# (2) Quarterly Consolidated Statements of Income and Comprehensive Income (Quarterly Consolidated Statements of Income)

(For the first quarter of the fiscal year ending March 31, 2017)

(In Millions of Yen) First Quarter From April 1 to June 30 FY2015 FY2016 Net sales 15,690 11,358 Cost of sales 8,284 12,713 Gross profit 2,977 3,074 Selling, general and administrative expenses 4,309 3,520 Operating income (loss) (1,332)(446) Non-operating income: 16 7 Interest income Dividends income 7 1 Land and house rent revenue 17 16 Foreign exchange gains 96 Subsidy income 45 Other 25 26 Total non-operating expenses 110 148 Non-operating expenses: 50 53 Interest expenses Rent expenses 4 0 Foreign exchange losses 85 6 Other 16 Total non-operating expenses 146 70 Ordinary income (loss) (368) (1,368)Extra ordinary loss: Cost of earlier voluntary retirement 177 284 284 Total extra ordinary loss 177 Income (loss) before income taxes and minority interests (1,653)(546) Income taxes-current 100 72 Income taxes-deferred (0)2 Total income taxes 100 75 Net Income (1,753)(621) Net Income (loss) belonging to the non-controlling shareholders 0 0 Net income (loss) belonging to the shareholders of the parent (1,754)(621) company

# (Quarterly Consolidated Statements of Comprehensive Income) (For the first quarter of the fiscal year ending March 31, 2017)

(In Millions of Yen) First Quarter From April 1 to June 30 FY2015 FY2016 Income before minority interests (1,753)(621) Other comprehensive income: Share of other comprehensive income of associates 31 (5) accounted for using equity method Foreign currency translation adjustment 18 (94) Retirement benefit adjustment 7 (37) Total other comprehensive income 57 (137) Comprehensive net income (1,695)(758) Comprehensive income attributable to Comprehensive income (loss) belonging to non-controlling (1,696)(759) shareholders Comprehensive income (loss) belonging to the shareholders of the parent company 0 0

#### (3) Notes to the Quarterly Consolidated Financial Statements

#### (Notes to Assumption of Going Concern)

The Group recorded a significant operating loss, ordinary loss, and net loss belonging to the shareholders of the parent company both in the fiscal year ended March 31, 2015 and the fiscal year ended March 31, 2016. Also in the first quarter under review, the Group posted an operating loss of ¥446 million, an ordinary loss of ¥368 million, a net loss belonging to the shareholders of the parent company of ¥621 million. The Group's interest-bearing debt is ¥15,157 million, which is high compared with its liquidity on hand and the Company recognizes that it is susceptible to events and conditions that cast significant doubt on going concern assumptions.

To overcome the situation, the Company believes that, in light of the business environment surrounding the solar electric power business, it is essential to further strengthen the business foundation to achieve sustainable growth. The Company is thus focusing on the following measures as part of the medium-term business plan (FY2016 - FY2018) announced on April 15, 2016.

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each business division.

The Company expects that its profitability will improve through these initiatives and will remain in the black. The medium-term business plan (FY2016 - FY2018) has been formulated on the assumption of the continued support of the main financing bank. The Company expects to continue to receive support and cooperation in financing and will work to stabilize cash management.

However, we have not completed these initiatives, and the support and cooperation of the main financing bank is not ensured, although we have obtained their understanding. We therefore recognize significant uncertainty about the going concern assumption.

Quarterly consolidated financial statements were prepared based on the assumption of a going concern, and did not reflect the impact of these serious doubts regarding our ability to continue as a going concern.

#### (Notes to Remarkable Changes in the amount of Shareholders' Equity)

: None

#### (Segment Information, etc.)

I The previous first quarter (From April 1, 2015 to June 30, 2015)
Information concerning the Amount of Net Sales and Operating Income (loss)
by Segment

(In Millions of Yen)

	Segments					Elimination	Consolidated
	SE	HS	ES	ERD	Total	or Group (note 1)	(note 2)
Sales: Sales to customers Internal sales among segments And transfer accounts	10,043	1,942	237	3,465	15,690	-	15,690
Total	10,043	1,942	237	3,465	15,690	-	15,690
Operating income (loss)	(1,150)	384	11	223	(530)	(801)	(1,332)

(note 1)

Negative ¥801 million for adjustments of Operating income (loss) represents corporate expenses not allocated to reportable segments. Corporate expenses are mainly general and administrative expenses note attributable to reportable segments.

(note 2)

Operating income (loss) is adjusted to operating loss of quarterly consolidated statements of income.

#### II The first quarter (From April 1, 2016 to June 30, 2016)

# i ) Information concerning the Amount of Net Sales and Operating Income (loss) by Segment

(In Millions of Yen)

			Segments	Elimination	Consolidated		
	SE	HS	ES	ERD	Total	or Group (note 1)	(note 2)
Sales: Sales to customers Internal sales among segments And transfer accounts	5,757	1,655	232	3,713	11,358	-	11,358
Total	5,757	1,655	232	3,713	11,358	-	11,358
Operating income (loss)	(68)	253	14	128	327	(773)	(446)

(note 1)

Negative ¥773 million for adjustments of Operating income (loss) represents corporate expenses not allocated to reportable segments. Corporate expenses are mainly general and administrative expenses note attributable to reportable segments.

(note 2)

Operating income (loss) is adjusted to operating loss of quarterly consolidated statements of income.

#### ii ) Information concerning Assets by Segment

During the first quarter under review, the assets of the SE Division decreased \$2,416 million from the end of the previous consolidated fiscal year.

This was mainly due to a decline in notes and accounts receivable-trade as a result of a decrease in sales from the fourth quarter of the previous consolidated fiscal year.

### 5. Supplemental Information

Consolidated Net Sales by Division

			(In Millions of Yen)
_	From April	1 to June 30	- Changes
	FY2015	FY2016	Changes
Commercial PV system	8,078	5,238	(2,840)
Wholesale of PV components	1,935	488	(1,447)
Others	29	30	1
Solar Engineering Total	10,043	5,757	(4,286)
Termite Eradication Service	810	634	(176)
Under-Roof/Roof Ventilation System	253	186	(67)
Foundation Repairing/Home Reinforcement System	125	144	19
Others	753	689	(63)
Home Sanitation Division Total	1,942	1,655	(287)
Anti-rust equipment installation	10	16	5
Repair of building water-woks	120	78	(41)
Water proofing of building	13	30	17
Others	94	107	13
Establishment Sanitation Division Total	237	232	(5)
Plastic fuel	1,717	1,698	(19)
Industrial waste (Organic Waste Water Recycle)	864	1,224	360
Generation of electricity	419	410	(9)
Final disposal	182	172	(10)
Others	280	207	(73)
Environmental Resources Development Division Total :	3,465	3,713	247
Total Net Sales	15,690	11,358	(4,331)