VTホールディングス株式会社

会社説明会

2014年6月



上場市場:東証JQ、名証2部

証券コード:7593

VT HOLDINGS CO., LTD

Company briefing June, 2014



Markets on which stocks are listed:

Securities code:

Tokyo Stock Exchange (JQ) and 2nd Section of Nagoya Stock Exchange

7593

【沿革】	
1983年 3月	愛知県東海市加木屋町丸根に、株式会社ホンダベルノ東海を資本金4,000万円をもって設立。
1983年 4月	本田技研工業株式会社とベルノ店取引基本契約を締結し、愛知県東海市加木屋町に東海店を開設。
1998年 9月	名古屋証券取引所市場第二部に上場。
2000年 6月	大阪証券取引所ナスダック・ジャパン市場(現・東京証券取引所 JASDAQ市場)に上場。
2003年 4月	自動車販売関連事業を株式会社ホンダベルノ東海として分社すると同時に、商号をVTホールディングス 株式会社に変更し、持株会社体制へ移行。

社名	VTホールディングス株式会社
設立	1983年3月(前身:(株)ホンダベルノ東海)
本社	愛知県東海市
資本金	42億9,730万円 (2014年3月31日現在)
主な事業内容	自動車販売関連事業 (売上構成比 97%)
グループ従業員数	2,285名(2014年3月末日現在)
グループ構成	連結子会社23社、持分法適用関係会社2社 (2014年3月末日現在)
発行済株式数	39,793,678株(2014年3月31日) 119,381,034株(2014年4月 1日 株式3分割後)

Company History and Corporate Profile

VT HOLDINGS
Presentation of Financial Results
for the Year Ended March 2013

[History]			
March 1983	Established HONDA VERNO TOKAI CO., LTD. with capital of 40 million yen in Marune, Kagiyamachi, Tokai City, Aichi Prefecture.		
April 1983	Entered into a basic contract for a VERNO dealership with Honda Motor Co., Ltd. and opened the Tokai Shop in Kagiyacho, Tokai City, Aichi Prefecture.		
September 1998	Listed on the 2nd Section of Nagoya Stock Exchange		
June 2000	Listed on the NASDAQ Japan market of the Osaka Stock Exchange (currently the JASDAQ market of the Tokyo Stock Exchange).		
April 2003	Split the automobile sales-related business as Honda Verno Tokai Co., Ltd. and changed its trade name to VT HOLDINGS CO., LTD. at the same time. The Company reorganized itself as a holding company.		

VT HOLDINGS CO., LTD.
March 1983 (former HONDA VERNO TOKAI CO., LTD.)
Tokai City, Aichi Prefecture
4.2973 billion yen (as of March 31, 2014)
Automobile sales-related business (sales composition ratio 97%)
2,285 (as of March 31, 2014)
23 consolidated subsidiaries and 2 equity method affiliates (as of March 31, 2014)
39,793,678 (as of March 31, 2014) 119,381,034(as of April 1, 2014 Share split(1to3))

M&Aによる成長戦略

1998年9月に名証2部上場後、M&Aを開始

1999年 3月 (株)	ホンダ自販名南	ホンダ系ディーラー(5店舗)	株式譲受	現ホンダカーズ東海
1999年 3月 (株)	フォードライフ中部	フォード系ディーラー(9店舗)	株式譲受	現フォードライフ中部
1999年 6月 (株)	オリックスレンタカー中部	レンタカー会社(2店舗)	営業譲受	現J-netレンタリース
2000年 2月 (株)	フォード新岐阜	フォード系ディーラー(1店舗)	営業譲受	
	ホンダベルノ岐阜 京ホンダ(株)	ホンダ系ディーラー(2店舗) ホンダ系ディーラー(3店舗)	営業譲受 株式譲受	
2000年 5月 (株)7	ホンダ新知多	ホンダ系ディーラー(1店舗)	営業譲受	
2000年 6月 (株)	オリックスレンタカー大阪	レンタカー会社(4店舗)	営業譲受	
2001年 5月 (株)	アーキッシュギャラリー	注文住宅販売(2店舗)	営業譲受	
2002年 1月 (株)7	ホンダプリモ東海中	ホンダ系ディーラー(1店舗)	営業譲受	
2003年 3月 (株)	トラスト	中古車の輸出	株式譲受	
2004年 1月 (株):	シー・イー・エス	コンピューターソフトの製造・販売	株式譲受	
2005年 4月 (株)	エル・シー・アイ	ロータス輸入総代理店(1店舗)	増資引受	
2005年 9月 V	Tインターナショナル(株)	ジャガー・ランドローバーディーラー(1店舗)	営業譲受	
2006年 1月 長	野日産自動車㈱	日産系ディーラー(41店舗)	株式譲受	
	岡日産自動車㈱ 河日産自動車㈱	日産系ディーラー(39店舗) 日産系ディーラー(13店舗)	株式譲受 株式譲受	
	estern Breeze Trading 23 roprietary) Limited	南アフリカ共和国のプジョー/フィアット・アルファロメオ 系ディーラー(2店舗)	増資引受	現·TRUST ABSOLUT AUTO (PTY) LIMITED
	DJITZ ABSOLUT AUTO PROPRIETARY) LIMITED	南アフリカ共和国のスズキディーラー(3店舗)	増資引受	現·SKY ABSOLUT AUTO (PTY) LIMITED
2012年 4月 (株)	日産サティオ埼玉	日産系ディーラー(21店舗)	株式譲受	
CO	OLT CAR RETAIL LIMITED	英国の三菱系ディーラー(11店舗)	株式譲受	現CCR MOTOR CO.LTD.
2014年 4月 (株)[日産サティオ奈良	日産系ディーラー(7店舗)	株式譲受	

Strategy for Growth through M&A

VT HOLDINGS

resentation of Financial Results for the Year Ended March 2013

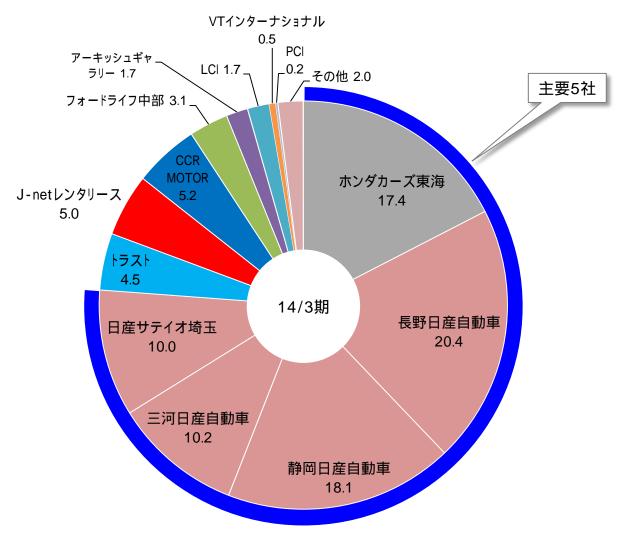
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After being listed in the second section of the Nagoya Stock Exchange in September 1998, started M&A.

March 1999	Honda Motor Sales Meinan Co., Ltd.	Honda-related dealer (5 stores)	Receipt of transfer of shares	Currently Honda Cars Tokai Co., Ltd.
March 1999	Ford Life Chubu Co., Ltd.	Ford-related dealer (9 stores)	Receipt of transfer of shares	Currently Ford Life Chubu Co., Ltd.
June 1999	ORIX Rent-A-Car Chubu Corporation	Car rental company (2 stores)	Receipt of transfer of business	Currently J-net Rental and Lease Co., Ltd.
February 2000	Ford Shin Gifu Co., Ltd.	Ford-related dealer (1 store)	Receipt of transfer of business	_
April 2000	Honda Verno Gifu Co., Ltd. Chukyo Honda Co., Ltd.	Honda-related dealer (2 stores) Honda-related dealer (3 stores)	Receipt of transfer of business Receipt of transfer of shares	_
May 2000	Honda Shin Chita Co., Ltd.	Honda-related dealer (1 store)	Receipt of transfer of business	-
June 2000	ORIX Rent-A-Car Osaka Corporation	Car rental company (4 stores)	Receipt of transfer of business	-
May 2001	Archish Gallery Corporation	Custom-built house sales (2 stores)	Receipt of transfer of business	_
January 2002	Honda Primo Tokai Naka Co., Ltd.	Honda-related dealer (1 store)	Receipt of transfer of business	
March 2003	Trust Co., Ltd.	Export of used cars	Receipt of transfer of shares	_
January 2004	C.E.S Co., Ltd.	Manufacture and sale of computer software	Receipt of transfer of shares	-
April 2005	LCI Ltd.	Lotus sole import agent (1 store)	Acceptance of capital increase	_
September 2005	VT International Co., Ltd.	Jaguar and Land Rover dealer (1 store)	Receipt of transfer of business	_
January 2006	Nagano Nissan Auto Co., Ltd.	Nissan-related dealer (41 stores)	Receipt of transfer of shares	_
July 2006	Shizuoka Nissan Auto Co., Ltd. Mikawa Nissan Auto Co., Ltd.	Nissan-related dealer (39 stores) Nissan-related dealer (13 stores)	Receipt of transfer of shares Receipt of transfer of shares	
February 2011	Western Breeze Trading 23 (Proprietary) Limited	Peugeot, FIAT and Alfa Romeo-related dealer in the Republic of South Africa (2 stores)	Acceptance of capital increase	Currently, TRUST ABSOLUT AUTO (PTY) LIMITED
October 2011	SOJITZ ABSOLUT AUTO (PROPRIETARY) LIMITED	Suzuki dealer in the Republic of South Africa (3 stores)	Acceptance of capital increase	Currently, SKY ABSOLUT AUTO (PTY) LIMITED
April 2012	Nissan Satio Saitama Co., Ltd.	Nissan-related dealer (21 stores)	Receipt of transfer of shares	_
	COLT CAR RETAIL LIMITED	Mitsubishi-related dealer in the UK (11 stores)	Receipt of transfer of shares	Currently, CCR MOTOR CO.LTD.
April 2014	Nissan Satio Nara Co., Ltd.	Nissan-related dealer (7 stores)	Receipt of transfer of shares	

主要5社で全体の76.2%、日産系ディーラーの比率が58.8%

主要5社は、ホンダカーズ東海と日産系ディーラー4社で、連結売上高1,326億円のうち1,010億円を占める J-netレンタリース、トラストの業容拡大等により、主要5社の構成比は、若干減少(前年同期_主要5社構成比77.5%)

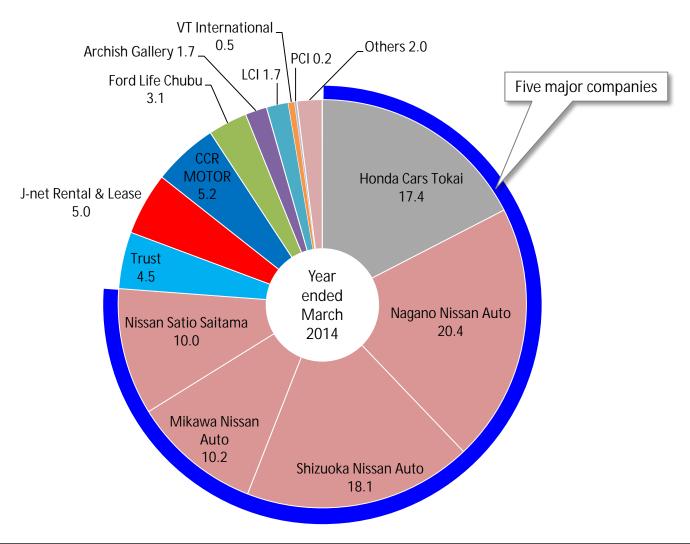


Presentation of Financial Results for the Full Year Ended March 2014

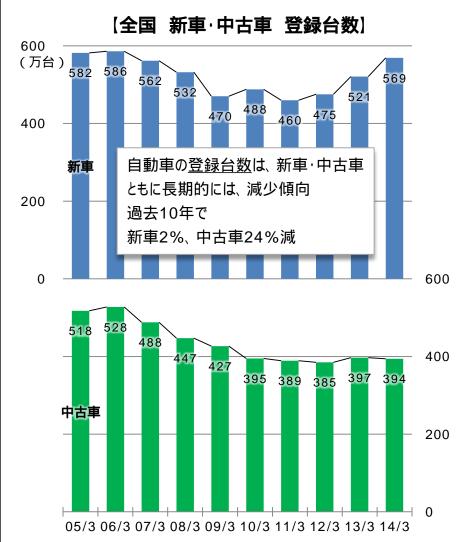
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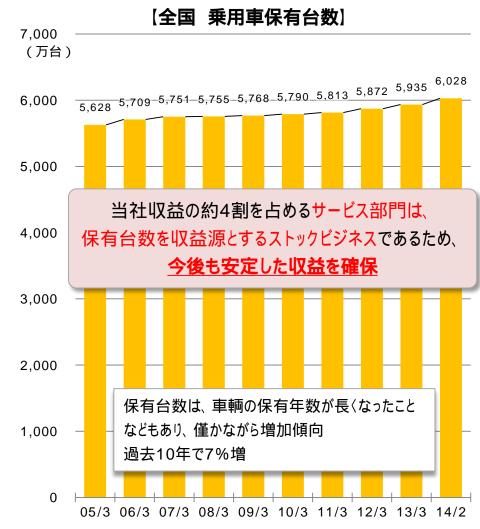
Five major companies account for 76.2% of total sales. Ratio of Nissan-related dealers is 58.8%.

Five major companies comprise Honda Cars Tokai and four Nissan-related dealers and account for 101 billion yen out of the consolidated sales of 132.6 billion yen. Mainly due to expansion of operations of J-net Rental & Lease and Trust, the composition ratio of the five major companies slightly decreased (composition ratio of five major companies for the same period of the previous year: 77.5%)



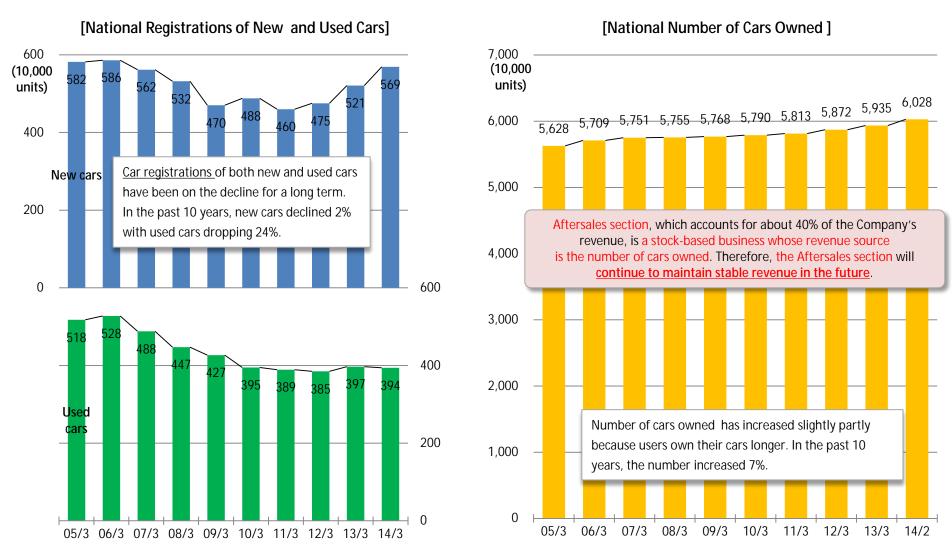
全国乗用車保有台数は、安定的に推移





登録台数は、社)日本自動車販売協会連合会調べ乗用車保有台数は、財)自動車検査登録情報協会調べ

Stable change in number of vehicles owned in Japan

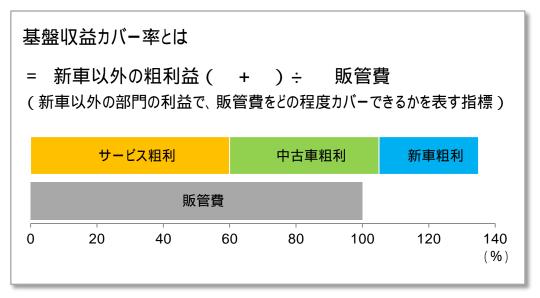


^{*} Registrations were researched by the Japan Automobile Dealers Association.

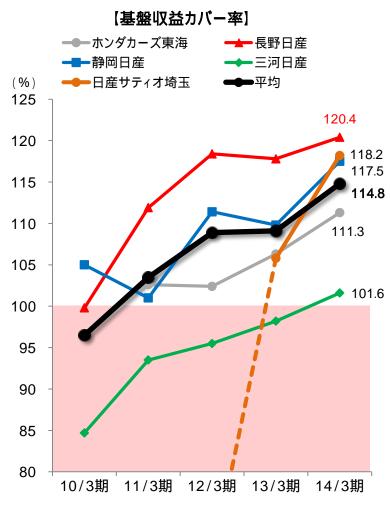
^{*} Cars owned were researched by the Automobile Inspection Registration Information Association.

主要ディーラー平均で115%

新車販売動向に左右されに〈い企業体質を確立



- üメーカー次第となる新型車の発売サイクル等、外部要因に左右されやすい新車部門以外で、コストを賄う「新車が売れなくても赤字にならない企業体質」を確立
- ü 主要 5 社で、グループ全体の売上高の76%を占める。



サティオ埼玉12/3期は、当社子会社化前の参考値となります。

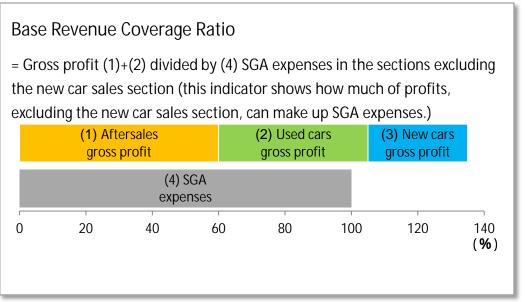
基盤収益カバー率については、連結調整など考慮前の各社個別の決算数値に基づきつつ、一部5社比較の為の修正を行っております。 平均は、各社の売上高に応じて、加重平均しております。

Presentation of Financial Results for the Full Year Ended March 2014

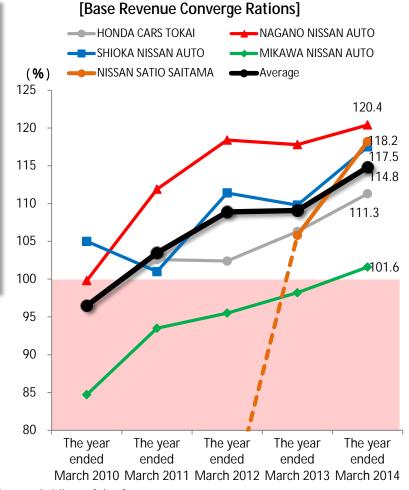
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Average of the main dealers is at 115%.

Established a business structure not likely to be affected by the trend of new car sales.



- ü Companies have established a business structure, in which profits of sections other than the new car section can make up the expenses, putting the companies in the black. Profits of new cars tend to fluctuate due to external factors such as introduction cycles set by automakers.
- ü The five main companies account for about 76% of the group's total sales.



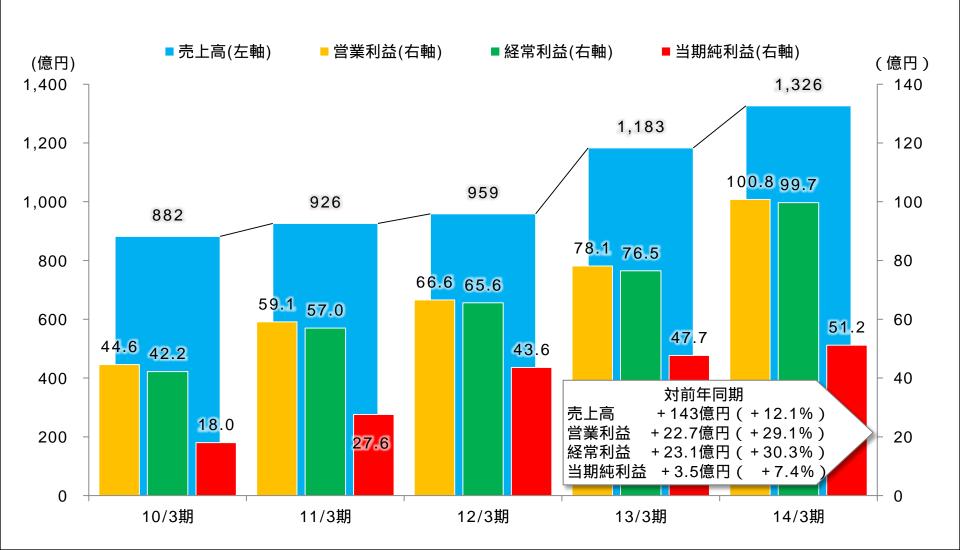
- * SATIO SAITAMA's figure for the year ended March 2012 is a reference as it was before becoming a subsidiary of the Company.
- * Adjustments were partly made to facilitate the comparison of the five companies' ratio, based on each company's fiscal closing numbers before adjustments for consolidation and others.
- * The average is a weighted average in accordance with sales of each company.

- | 売上高1,326億円は、過去最高
- l 営業利益100億円、経常利益99億円、当期純利益51 億円は過去最高
- | 営業利益率7.6%は、前期に比べ1.0%向上
- | グループ合計自動車販売台数
 - ü 新車販売台数 **31,427台**(前年同期比+3,808台 +13.8%)
 - ü中古車販売台数 **47,783台**(前年同期比+4,517台 +10.4%)
- | 財務体質の改善
 - ü 自己資本は、前期末比77億円増加し、279億円
 - ü 自己資本比率は、前期末比8.5%改善し、33.9%

- I Sales of 132.6 billion yen marked record highs.
- I Operating income of 10 billion yen, ordinary income of 9.9 billion yen and net income of 5.1 billion yen marked record highs.
- I Operating margin of 7.6% improved by 1.0% as compared with the previous period.
- I Total number of cars sold by the Group
 - ü Number of new cars sold: 31,427 units (increase by 3,808 units or 13.8% on a year-on-year basis)
 - ü Number of used cars sold: 47,783 units (increase by 4,517 units or 10.4% on a year-on-year basis)
- I Improvement in financial standing
 - ü Shareholders' equity of 27.9 billion yen, increased by 7.7 billion yen as compared with the amount at the end of the previous period.
 - ü Ratio of shareholders' equity to total sales of 33.9%, improved by 8.5% as compared with the amount at the end of the previous period.

当期は新規M&Aはないものの売上高・利益ともに過去最高

売上高は、4期連続で過去最高を更新 営業利益、経常利益、当期利益は、いずれも5期連続で過去最高を更新



Profits/Losses for the Year Ended March 2014

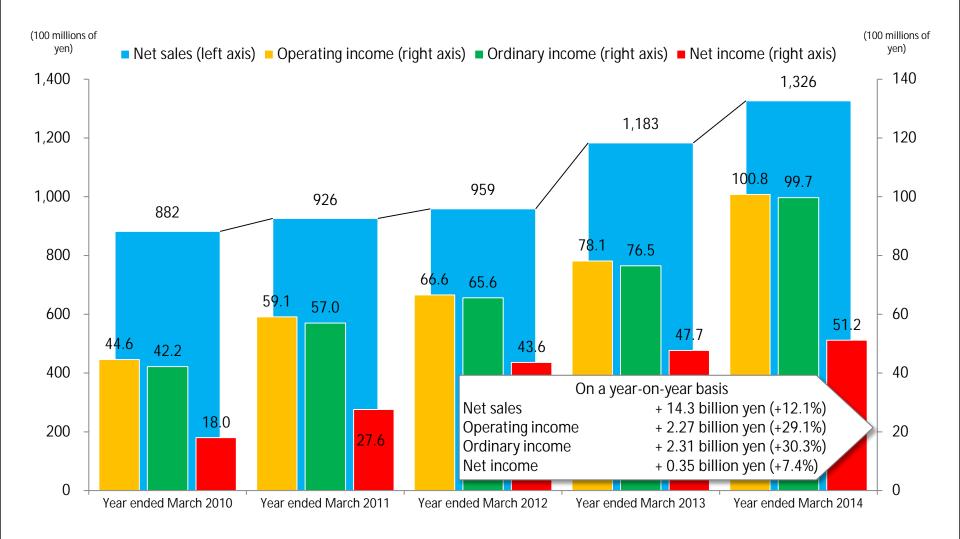
VT HOLDINGS

Presentation of Financial Results
for the Full Year Ended March 2014

Both sales and income marked new record highs for the current period without new M&A.

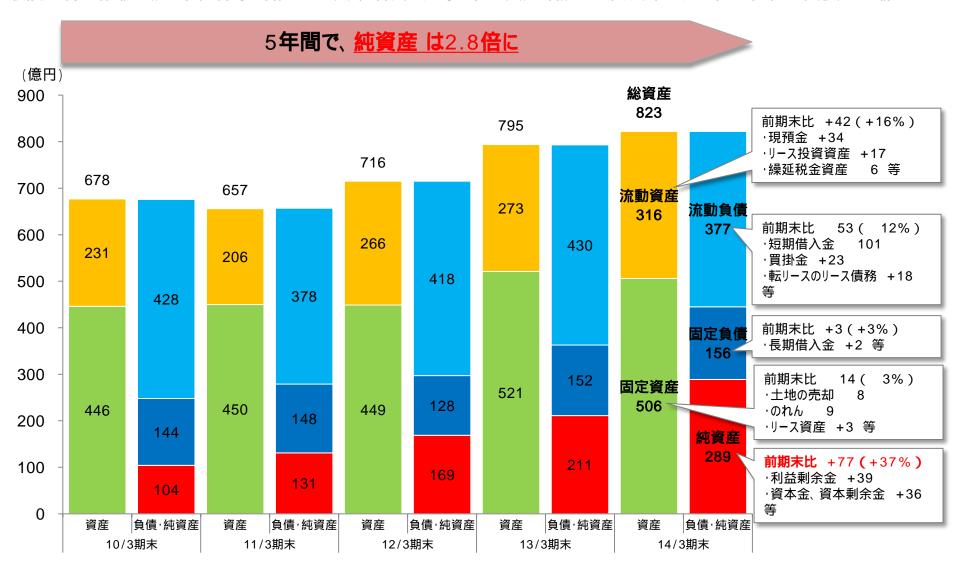
Sales marked the highest for four consecutive periods.

Each of operating income, ordinary income and net income marked new record highs for five consecutive periods.



純資産が大幅増加(77.9億円増 +37%)

順調な利益推移に加え、新株予約権による資本増強が完了し、純資産増加 前期末に比べ、49億円の負債を圧縮



Balance Sheets as of the End of the Year Ended March 2014

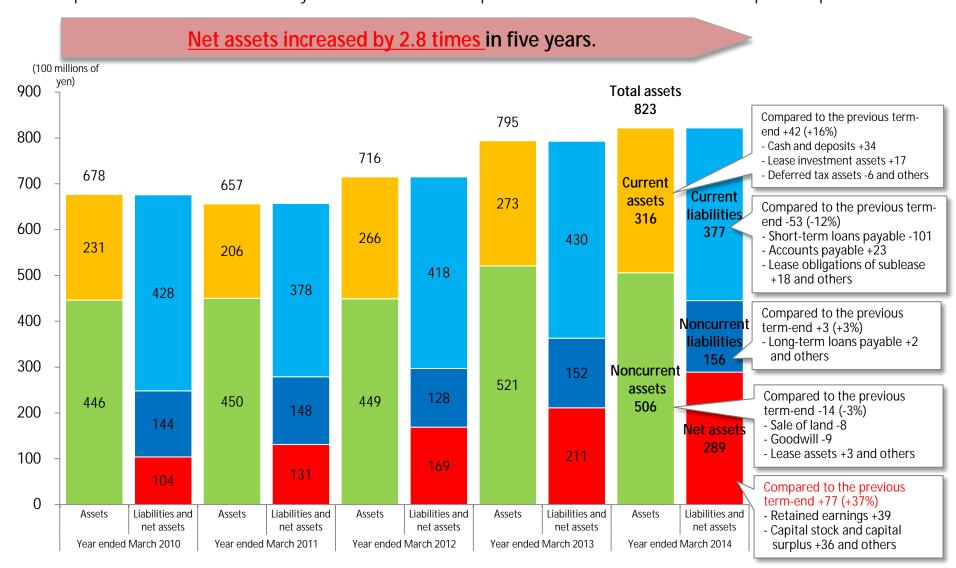
VT HOLDINGS

Presentation of Financial Results for the Full Year Ended March 2014

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Significant increase in net assets (increase by 7.79 billion yen, +37%)

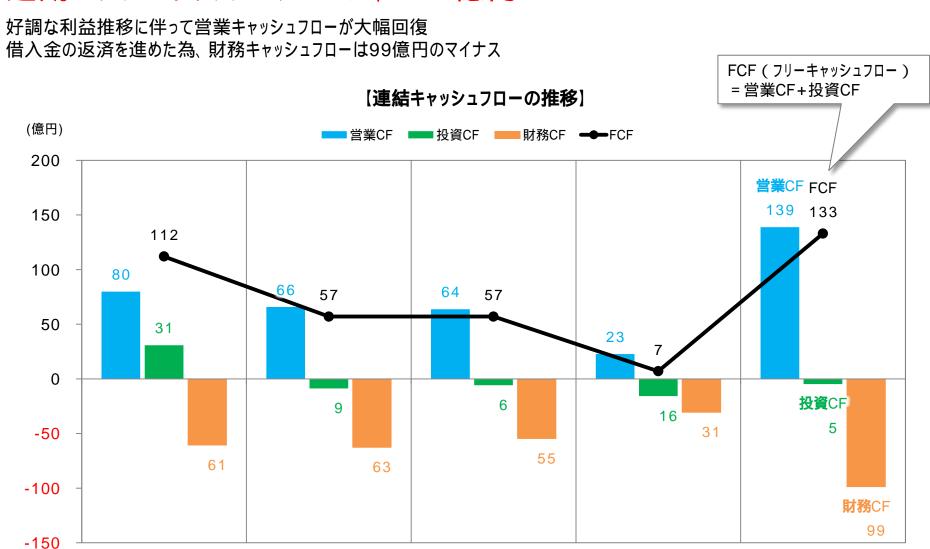
Net assets increased due to completion of capital reinforcement through exercise of stock acquisition rights in addition to smooth trends in profit Liabilities of 4.9 billion yen were reduced as compared to the amount at the end of the previous period.



10/3期

11/3期

通期のフリーキャッシュフローは、133億円



12/3期

13/3期

14/3期

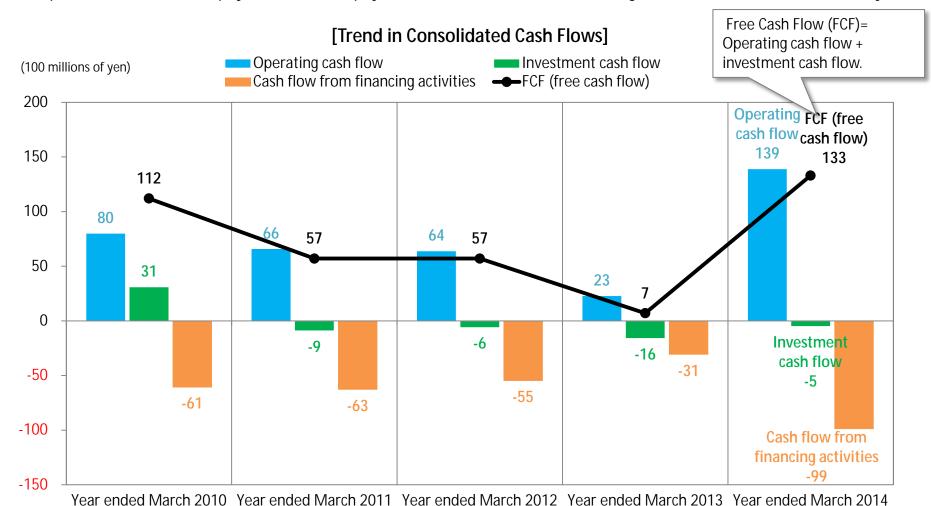
Cash Flow for the Year Ended March 2014

VT HOLDINGS
Presentation of Financial Results

Presentation of Financial Results for the Full Year Ended March 2014 20

Free cash flow for the full year was 13.3 billion yen.

Operating cash flow significantly recovered in connection with a steady trend in profit. As we proceeded with the repayment of loans payable, the cash flow from financing activities was minus 9.9 billion yen





<愛知県尾張、岐阜県西濃>

·新車

25拠点

·中古車

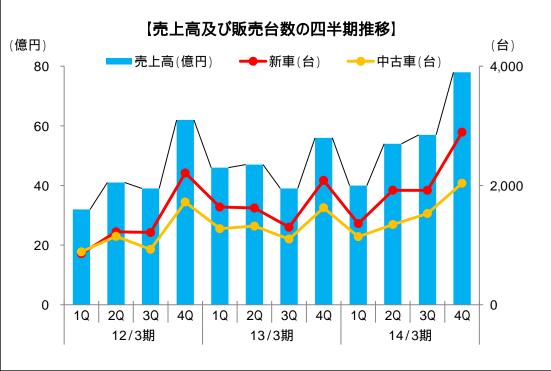
1 拠点

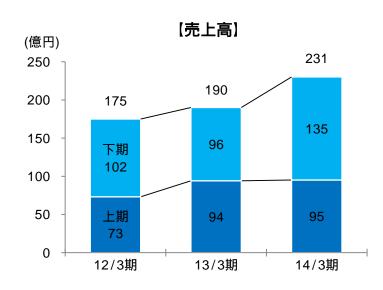
売上高、経常利益ともに過去最高を更新

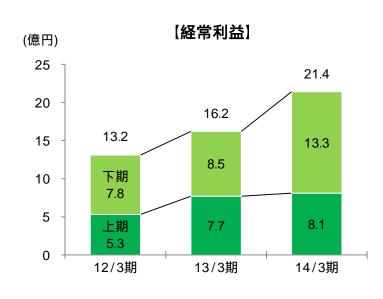
売上高経常利益率 9.3% (前年同期 8.5%)

連結売上高に対する構成比 17.4%

上場時の母体企業でもあり、ここで培われた運営 / ウハウがグループ傘下の他のディーラーに注入され、収益性強化に寄与







Main Subsidiary HONDA CARS TOKAI

VT HOLDINGS

Presentation of Financial Results for the Full Year Ended March 2014

2



<Owari, Aichi Prefecture and Seino, Gifu Prefecture>

· New cars 25 basis

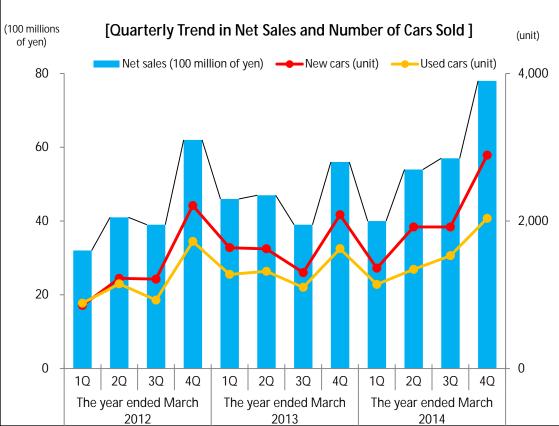
· Used cars 1 base

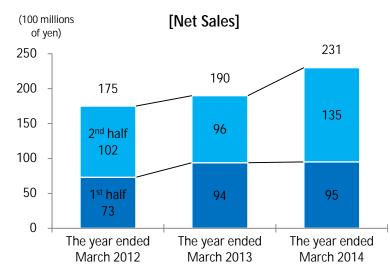
Both sales and ordinary income marked record highs.

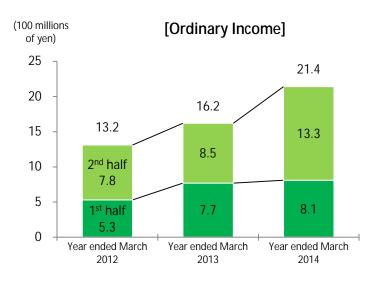
Ratio of ordinary income to net sales 9.3% (8.5% for the same period of the previous year)

The company 's share in the consolidated net sales 17.4%

At the time of listing, it was the founding company, whose accumulated know-how was transferred to the other group dealers, enhancing group-wide profitability.







2014年3月期 通期 決算説明

2014年3月期

9月 FIT ニューモデル登場

人気のFITが驚きの低燃費 36.4 k m/Lを実現し、 新登場(9/5)

11月 5代目オデッセイ登場

人気のミニバン「オデッセイ」は、 超低床プラットフォームを採用し、 後席スライドドアとなり、 新登場(11/1)

11月 N-WGN登場

Nシリーズ第4弾ハ イトワゴンタイプの軽乗用車 を発売(11/22)

12月 VESEL登場

FITベースのSUVに ハイブリッドモデル、4WD をラインナップした新型車 (12/19)

2015年3月期

上期 FITセダンHB 下期 ストリーム後継 Nシリーズ第5弾 FITシャトル フルモデルチェンジ ステップワゴン フルモデルチェンジ

















SHUTTLE III



FREED





FIT ...







フィット







SHUTTLE III



FREED



フィット ハイブリッド





フリード スパイク ハイブリッド Accord 🚥 VEZEL 🚥

INSIGHT 🔤







インサイト



ODYSSEY

アコード ハイブリッド

ヴェゼル ハイブリッド STEDWOR SOROA







ストリーム



アクティ・バン

CR-V

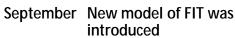


Topics of Honda Cars

VT HOLDINGS

Presentation of Financial Results for the Full Year Ended March 2014

The year ended March 2014



Popular FIT realized a remarkable fuel efficiency of 36.4 km/l and was introduced (September 5)



HONDA

November

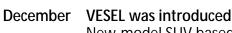
Fifth-generation ODYSSEY was introduced

> Popular mini-van "ODYSSY" adopted an ultralow-floor platform and rear sliding doors and was introduced

(November 1)

November

N-WGN was introduced The fourth of N series, K-car of the height wagon type was introduced (November 22)



New-model SUV based on FIT with the lineup of hybrid version and 4WD version (December 19)



The year ended March 2015

1st half 2nd half

FIT Sedan HB STREAM replacement 5th of N series

Full restyling of FIT SHUTTLE Full restyling of STEPWGN



FIT ...

Neox ==



Neox+ =

XHUTTLE III

SHUTTLE III





FIIT SHUTTLE



FREED

FREED SPIKE

...Spike

LIFE



FIT

FIT

FIIT HYBRID



INSIGHT 🔤

INSIGHT



FIT SHUTTLE HYBRID

CR:Z



FREED HYBRID

Accord 🚥

ACCORD HYBRID



STEPWON SPROR

STEPWGN

STEPWGN SPADA

FREED SPIKE

HYBRID

VEZEL HYBRID



STREAM



ODYSSEY



vamos

VAMOS



<長野県全域>

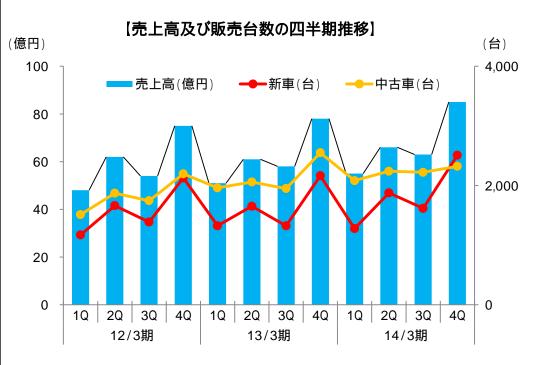
·新車 31拠点

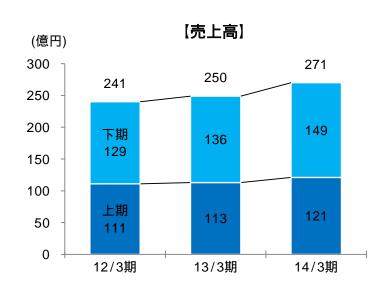
·中古車 5拠点

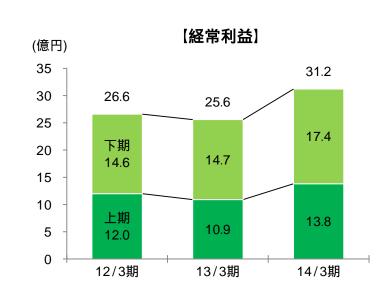
增収、增益 過去最高益

売上高経常利益率 11.5% (前期 10.3%)

連結売上高に対する構成比 20.4%







Main Subsidiary NAGANO NISSAN AUTO

VT HOLDINGS

Presentation of Financial Results for the Full Year Ended March 2014

26



<Whole area of Nagano Prefecture>

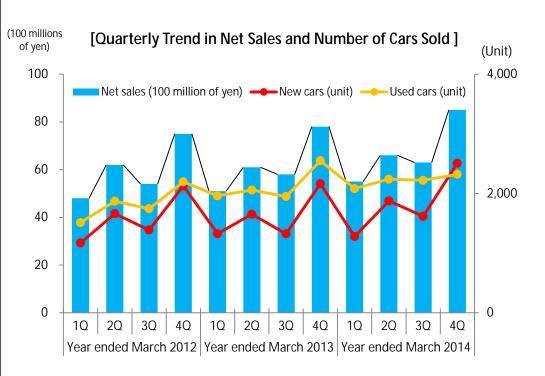
·New cars 31 bases

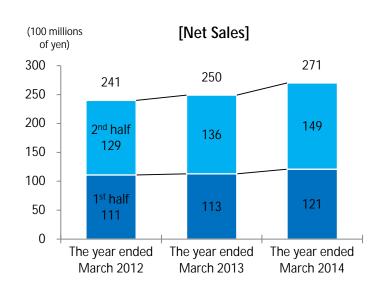
·Used cars 5 bases

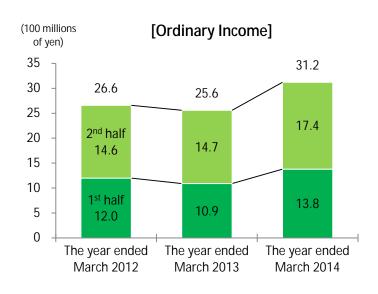
Sales and profits increased, achieved the highest profits.

Ratio of ordinary income to net sales 11.5% (Previous period 10.3%)

The company's share in consolidated net sales 20.4%









<静岡県中東部>

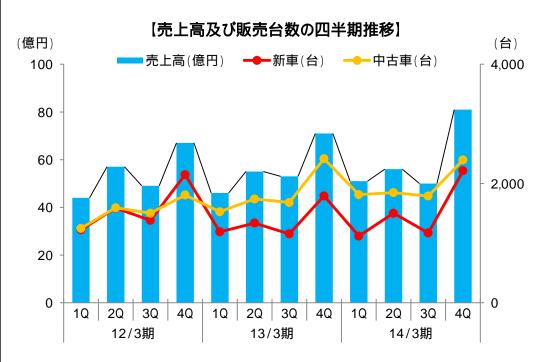
·新車 25拠点

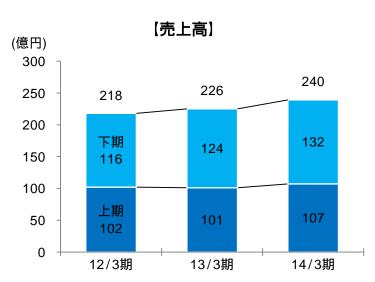
·中古車 4拠点

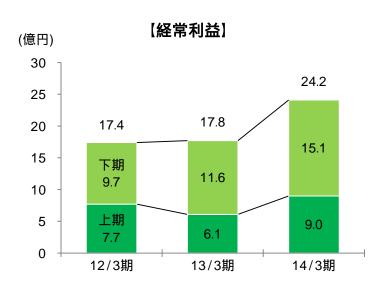
增収、增益 過去最高益

売上高経常利益率 10.1% (前期 7.9%)

連結売上高に対する構成比 18.1%







Main Subsidiary SHIZUOKA NISSAN AUTO

for the Full Year Ended March 2014



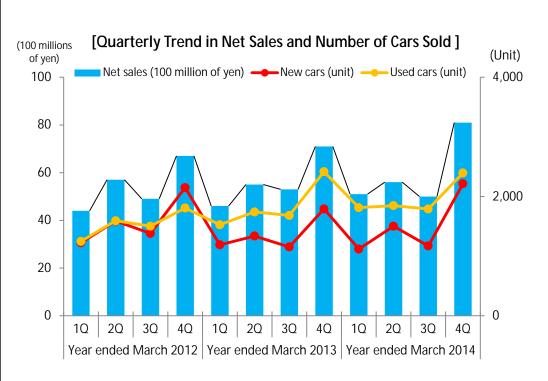
<Mid-east part of Shizuoka Prefecture>

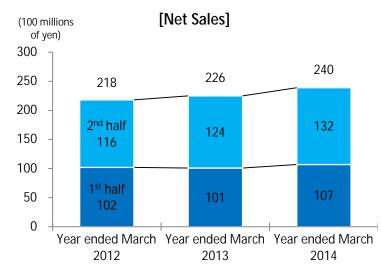
- · New cars 25 basses
- · Used cars 4 bases

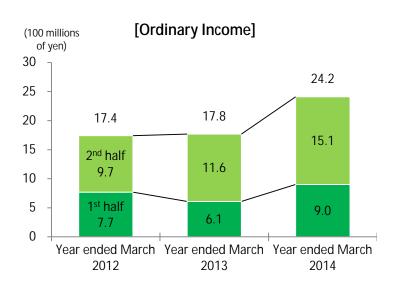
Sales and profits increased, achieved the highest profits.

Ratio of ordinary income to net sales 10.1% (Previous period 7.9%)

The company's share in consolidated net sales 18.1%











<愛知県西三河>

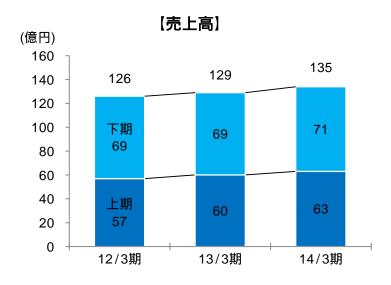
·新車 11拠点

·中古重 2拠点

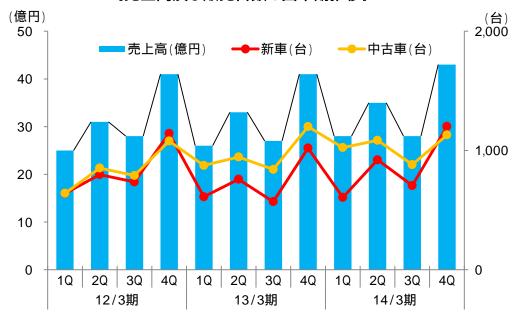
增収、增益 過去最高益

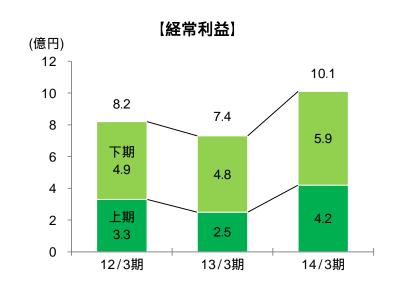
売上高経常利益率 7.5% (前年同期 5.7%)

連結売上高に対する構成比 10.2%



【売上高及び販売台数の四半期推移】





Main Subsidiary MIKAWA NISSAN AUTO

VT HOLDINGS

Presentation of Financial Results for the Full Year Ended March 2014



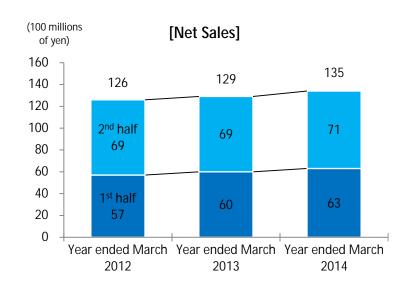
<Nishimikawa, Aichi Prefecture>
•New cars 11 bases

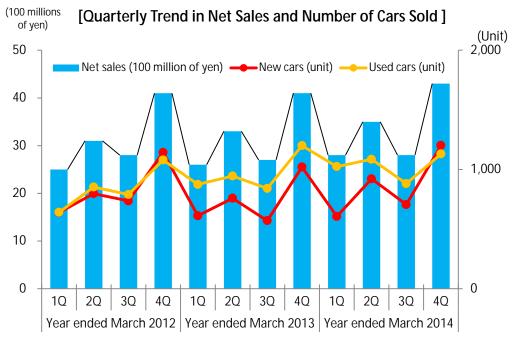
·Used cars 2 bases

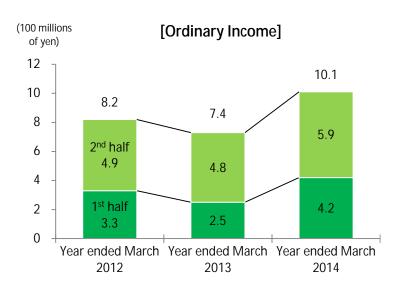
Sales and profits increased, achieved the highest profits.

Ratio of ordinary income to net sales 7.5% (5.7% for the same period of the previous year)

The company's share in consolidated net sales 10.2%







主な子会社 日産サティオ埼玉

1 旭州 大异矶

31



<埼玉県東南部>

·新車 17拠点

·中古車 2拠点

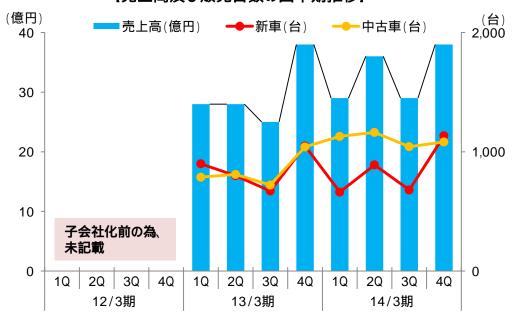
増収、増益 過去最高益

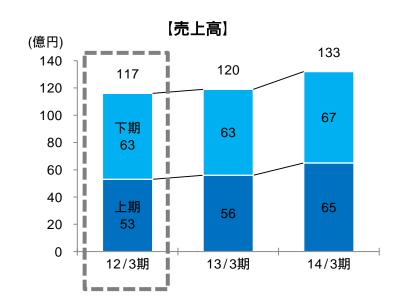
当社グループのノウハウで収益改善し、半年足らずで日産系トップディーラーに仲間入り(2012年4月2日に子会社化)

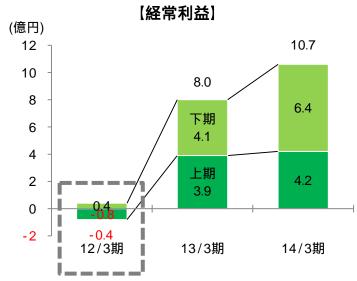
売上高経常利益率 8.1% (前期 6.7%)

連結売上高に対する構成比 10.0%

【売上高及び販売台数の四半期推移】







点線で囲ってある2012年3月期の売上高・経常利益は、子会社化前であり、当社連結業績とは関係なく、当社基準の監査等がなされていない参考数値となります。

Main Subsidiary NISSAN SATIO SAITAMA

VT HOLDINGS

Presentation of Financial Results for the Full Year Ended March 2014

3



<Southeast part of Saitama Prefecture>

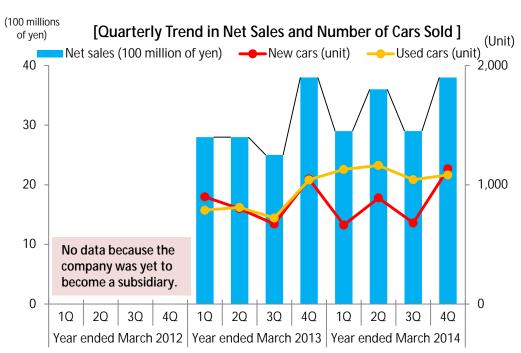
- ·New cars 17 bases
- ·Used cars 2 bases

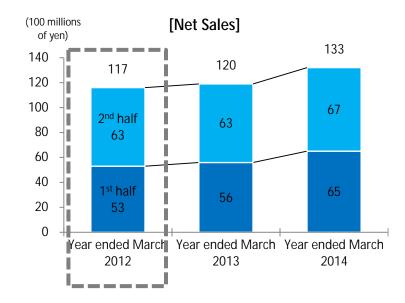
Sales and profits increased, achieved the highest profits.

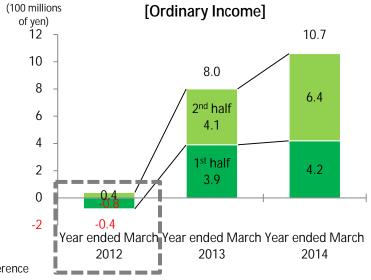
The company improved its sales and income by means of using the know-how of VT Holdings group, and was able to be one of the best Nissan dealers in barely six months. (It became a subsidiary on April 2, 2012)

Ratio of ordinary income to net sales 8.1% (Previous period 6.7%)

The company's share in consolidated net sales 10.0%







*Net sales and ordinary income for the year ended March 2012 in a box written with a dotted line are just for reference

because these numbers were made before becoming a subsidiary. The numbers were not related to our consolidated results. The numbers were not audited by our accounting standards.

大和郡山市

2014年4月1日付で連結子会社化



<奈良県>

·新重 6拠点

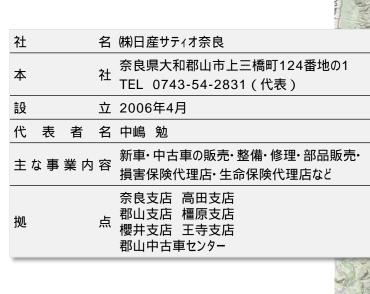
·中古車

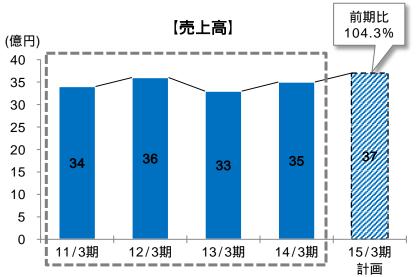
1拠点

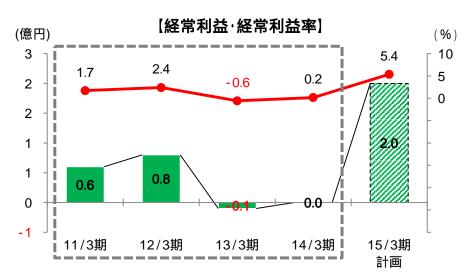
4月1日から連結業績に組み込まれ、今期の 増収増益に寄与

今期の業績予想に占める同社の割合

売上高 2.8% 経営利益 2.0%







大和高田市

点線で囲ってある14年3月期以前の売上高・経常利益は、当社連結業績とは関係なく、当社基準の監査等がなされていない参考数値となります。

Main Subsidiary NISSAN SATIO NARA

VT HOLDINGS

大和郡山市

Presentation of Financial Results for the Full Year Ended March 2014

Became a consolidated subsidiary as of April 1, 2014



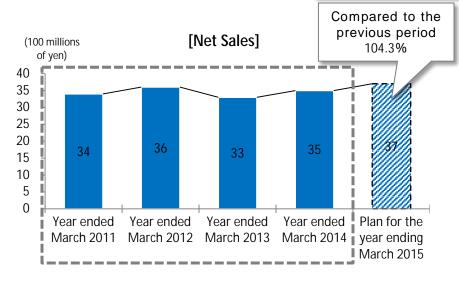
- <Nara Prefecture>
- · New cars 6 bases
- ·Used cars 1 base

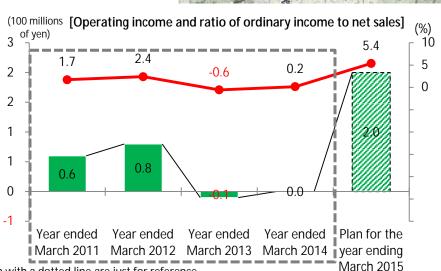
Its results were incorporated into our consolidated results from April 1 and contributed to an increase in sales and profits for the current period.

Ratio of the company to the earnings expectations for the current period.

Net sales 2.8% Ordinary income 2.0%

Corporate name Nissan Satio Nara Co., Ltd. 124-1 Kami Mitsuhashi-cho, Yamato **Head Office** Koriyama City, Nara Prefecture TEL 0743-54-2831 (Representative) Establishment April 2006 Name of Tsutomu Nakajima representative Sale of new cars and used cars, maintenance, Details of main repair, sale of parts, non-life insurance agent, business life insurance agent and others Nara Branch, Takada Branch Koriyama Branch, Kashihara Branch Bases Sakurai Branch, Oji Branch Koriyama Used Car Center





*Net sales and ordinary income for the year ended March 2012 or previous years in a box written with a dotted line are just for reference.

The numbers were not related to our consolidated results. The numbers were not audited by our accounting standards.

VT HOLDINGS

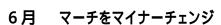
2014年3月期 通期 決算説明

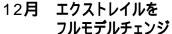
35

2014年3月期

デイズ新登場 6月

> ハイトワゴンタイプの 新型軽自動車を 発売(6/6)

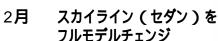






2月 デイズ ルークス新登場 旧ルークスの後継モデル

を発売(2/13)





日産系販社 日産車のトピックス

2015年3月期

5月 スカイライン ターボ車発売予定

上期 ジューク マイナーチェンジ予定

下期 e-NV200発売予定 電気自動車の商用車











NISSAN





















NV350キャラバン

NV200バネット

















シルフィ





クロスオーバー









Topics of Nissan Cars by Nissan-related Companies

VT HOLDINGS

Presentation of Financial Results for the Full Year Ended March 2014

MARCH

TEANA

Year ended March 2014

June DAYS was introduced.

> New model K-car of the height wagon type was launched

(June 6)

Minor changes to MARCH June

December X-TRAIL had full restyling.



February DAYS ROOX was launched.

A replacement model of the former ROOX was introduced

(February 13)

SKYLINE (Sedan) had full restyling **February**



Year ended March 2015

May SKYLINE turbo engine car is scheduled to be released.

Minor changes are scheduled to be made to JUKE. 1st half

2nd half e-NV200 is scheduled to be released.

Commercial electric car



CIMA



FUGA

SKYLINE

FUGA HYBRID

ホンダではNBOXがダントツ首位、日産ではノートが首位

販売台数に占める軽自動車の比率が増加傾向であり、14/3期は、ホンダで55%、日産で33%が軽自動車

(単位:台)	W= /3	1-40			14/3期					
	m - /1	1-4Q		1-4Q						
1	順位	車種名	台数	順位	車種名	台数	構成比			
1	1	NBOX	2,546	1	NBOX	2,742	33.9%			
	2	ステップワゴン	665	2	フィットハイブリット	888	11.0%			
	3	N-ONE	619	3	N-ONE	750	9.3%			
	4	フィット ハイブリッド	480	4	NWGN	694	8.6%			
	5	フィット	432	5	ステップワゴン	648	8.0%			
HONDA ホンダ	6	NBOXプラス	311	6	フィット	509	6.3%			
, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	7	フリード ハイブリッド	295	7	オデッセイ	327	4.0%			
	8	フィットシャトル ハイブリッド	281	8	VEZEL ハイブリット	216	2.7%			
	9	フリード	216	9	フリードハイブリット	209	2.6%			
	10	フリード スパイク ハイブリッド	156	10	NBOX+	183	2.3%			
	11	その他	647	11	その他	927	11.5%			
		合計	6,648		合計	8,093	100.0%			
	1	ノート	3,573	1	ノート	3,957	19.7%			
	2	セレナ	3,004	2	デイズ	3,850	19.2%			
	3	₹⊐	2,234	3	セレナ	2,908	14.5%			
NISSAN	4	ルークス	1,450	4	エクストレイル	1,567	7.8%			
	5	マーチ	1,036	5	₹⊐	1,250	6.2%			
日産	6	キューブ	884	6	デイズ ルークス	747	3.7%			
	7	エクストレイル	821	7	マーチ	689	3.4%			
	8	ジューク	817	8	キューブ	620	3.1%			
	9	キャラバン	552	9	ジューク	595	3.0%			
	10	クリッパー	541	10	クリッパー	566	2.8%			
1	11	その他	3,399	11	その他	3,332	16.6%			
		合計	18,311		合計	20,081	100.0%			

Number of New Cars Sold by Five Major Companies by Model

VT HOLDINGS

Presentation of Financial Results for the Full Year Ended March 2014 38

Among Honda cars, NBOX was the best seller by far and among Nissan cars, NOTE won the first place.

The ratio of K-cars accounting for the number of cars sold tends to increase. 55% of Honda cars and 33% of Nissan cars were K-cars for the year ended March 2014.

	Year ended March 2013				Year ended March 2014				
(Unit: cars)		1-40		1-4Q					
(Gritti sur sy	Order	Model name	Number of cars	Order	Model name	Number of cars	Composi- tion ratio		
	1	NBOX	2,546	1	NBOX	2,742	33.9%		
	2	SETPWGN	665	2	FREED HYBRID	888	11.0%		
	3	N-ONE	619	3	N-ONE	750	9.3%		
	4	FIT HYBRID	480	4	NWGN	694	8.6%		
HONDA	5	FIT	432	5	SETPWGN	648	8.0%		
HONDA	6	NBOX+	311	6	FIT	509	6.3%		
HONDA	7	FREED HYBRID	295	7	ODDYSEY	327	4.0%		
	8	FIT SHUTTLE HYBRID	281	8	VEZEL HYBRID	216	2.7%		
	9	FREED	216	9	FREED HYBRID	209	2.6%		
	10	FREED SPIKE HYBRID	156	10	NBOX+	183	2.3%		
	11	Others	647	11	Others	927	11.5%		
		Total	6,648		Total	8,093	100.0%		
	1	NOTE	3,573	1	NOTE	3,957	19.7%		
	2	SERENA	3,004	2	DAYS	3,850	19.2%		
NISSAN	3	MOCO	2,234	3	SERENA	2,908	14.5%		
	4	ROOX	1,450	4	X-TRAIL	1,567	7.8%		
	5	MARCH	1,036	5	MOCO	1,250	6.2%		
NISSAN	6	CUBE	884	6	DAYZ ROOX	747	3.7%		
141337114	7	X-TRAIL	821	7	MARCH	689	3.4%		
	8	JUKE	817	8	CUBE	620	3.1%		
	9	CARAVAN	552	9	JUKE	595	3.0%		
	10	CLIPPER	541	10	CLIPPER	566	2.8%		
	11	Others	3,399	11	Others	3,332	16.6%		
_{5.}		Total	18,311		Total	20,081	100.0%		
•									

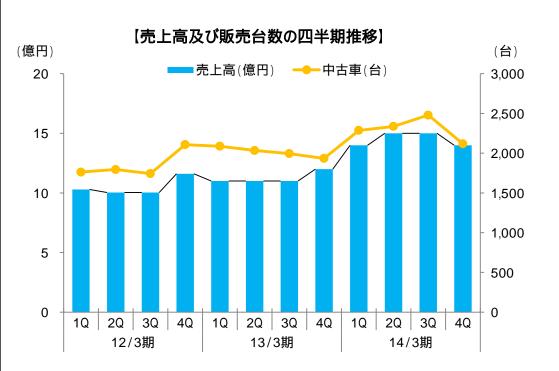
indicates K-cars

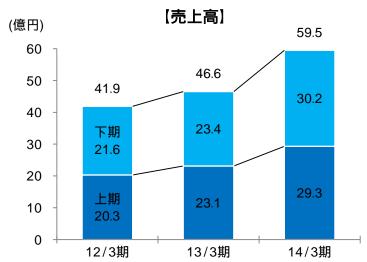


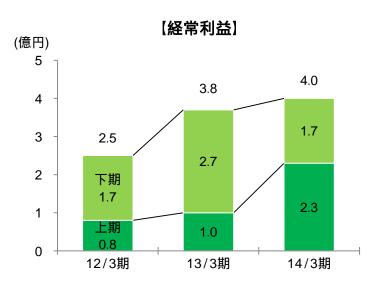
車両ラインアップの強化、WEBサイトの改善、一部B2B販売の強化等に加え、主力のアフリカ地域での陸送サービス、アフターサービスの充実を図り、販売が順調に推移、増収増益

売上高経常利益率 6.8% (前期 8.2%)

連結売上高に対する構成比 4.5%







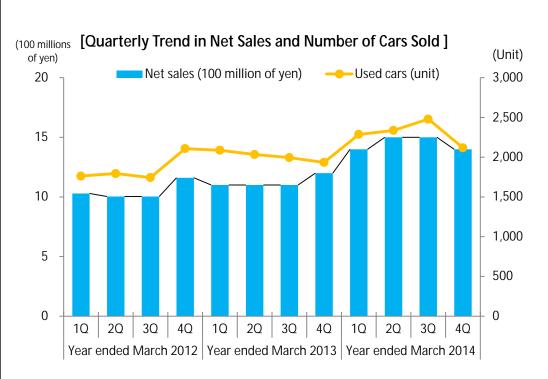
Presentation of Financial Results for the Full Year Ended March 2014 40

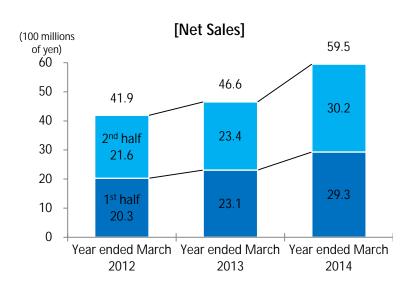


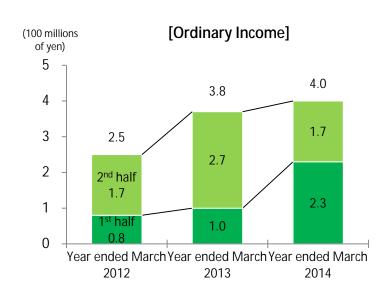
The growth in sales and income were generated due to steady sales mainly not only by the strengthened vehicle lineup, improved Web site and partially strengthened B2B sales but also the enhanced land transport service and aftersales in Africa, which is the main area.

Ratio of ordinary income to net sales 6.8% (Previous period 8.2%)

The company's share in consolidated net sales 4.5%







主な子会社 J-netレンタリース

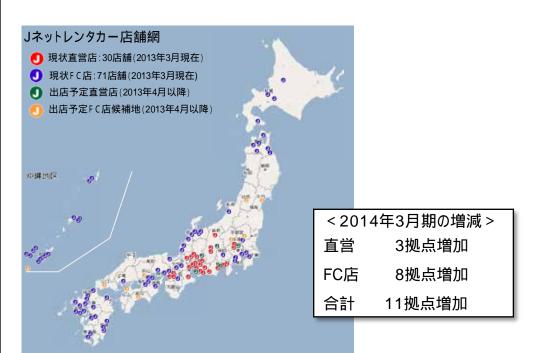
2014年3月期 通期 決算説明

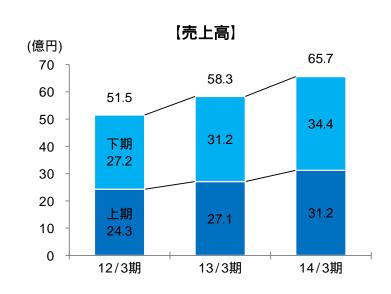
41

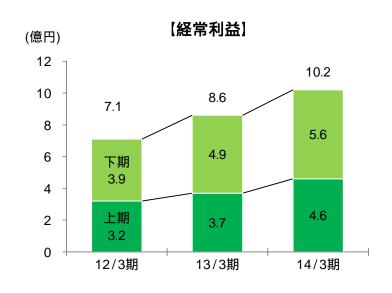


直営店 33店舗 79店舗 計 112店舗 (2014年3月末時点)

新規出店の効果もあり、売上高、経常利益ともに過去最高を更新 予約サイトの強化、TVCMの継続実施等、個人顧客の獲得に注力 売上高経常利益率 15.6% (前期 14.8%) 連結売上高に対する構成比 5.0%







Main Subsidiary J-net rental & lease

VT HOLDINGS

Presentation of Financial Results for the Full Year Ended March 2014



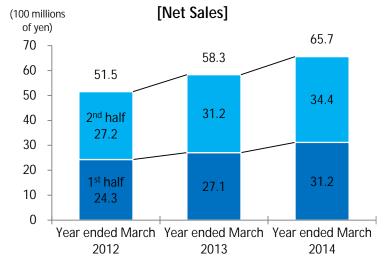
Directly-managed stores 33 stores
Franchise stores 79 stores
Total 112 stores
(as of the end of March 2014)

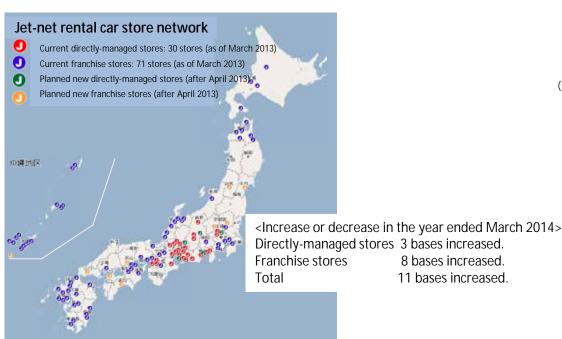
Both sales and ordinary income made new records partly due to the effects of new stores.

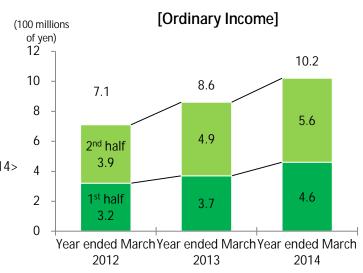
The company focused on measures to attract retail customers, including strengthening the online site for booking and continuing TV commercials.

Ratio of ordinary income to net sales 15.6% (previous period 14.8%)

The company's share in consolidated net sales 5.0%







M&Aによる規模拡大策、店舗新設による拡大策、ともに積極検討

<u>2014年4月1日付けで子会社化</u>

1	ホンダ	会社名 (株ホンダカーズ東海 長野日産自動車株)	ブランド ホンダ	新車店舗	中古車店舗	拠点合計	代理店数
	ホンダ	1 1 1	ホンダ	25	A		
		長野日産自動車㈱		_~	1	26	-
			日産	31	5	36	-
		静岡日産自動車㈱	日産	24	4	29	-
	日産	三河日産自動車㈱	日産	11	2	13	-
		(株)日産サティオ埼玉	日産	17	2	19	-
		㈱日産サティオ奈良	日産	6	1	7	-
		##\¬	スズキ	4	0	4.5	
国内	その他のディーラー	(株)フォードライフ中部 	フォード	3	8	15	-
		VTインターナショナル(株)	プジョー/シトロエン	1		1	-
			SAAB				31 1
	輸入車 インポーター	ピーシーアイ(株)	ノートン				17
		インポーター	ケータハム				20
		エルシーアイ(株)	ロータス	2		2	19
	レンタカー	J-netレンタリース(株)	_		1	1	-
			小計	124	24	148	-
		T. A. A.	フィアット/アルファロメオ	1			
>= h	7 0 //h 0 = 1 . =	TAA	プジョー	1		2	-
海外	その他のディーラー	SAA	スズキ	3		3	-
		CCR	三菱	11		11	-
			小計	16	-	16	-
				140	24	164	_

Number of Car Sales Bases in the Group

VT HOLDINGS

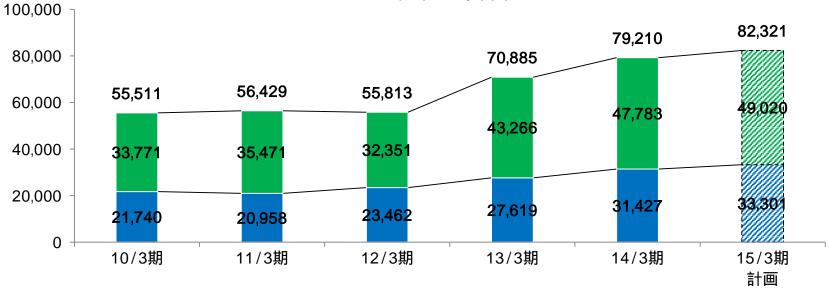
Presentation of Financial Results for the Full Year Ended March 2014

Both measures for expansion of scale through M&A and measures for expansion by establishing new stores were actively considered. Became a subsidiary as of April 1, 2014

Classification for tally		Company names	Brands	New car stores	Used car stores	Base total	No. of Agents		
Honda		HONDA CARS TOKAI CO., LTD	Honda	25	1	26			
		NAGANO NISSAN AUTO CO., LTD.	Nissan	31	5	36			
		SHIZUOKA NISSAN AUTO CO., LTD.	Nissan	24	4	29			
	Nissan	MIKAWA NISSAN AUTO CO., LTD.	Nissan	11	2	13			
		NISSAN SATIO SAITAMA CO., LTD.	Nissan	17	2	19			
		NISSAN SATIO NARA CO., LTD.	Nissan	6	1	7			
lanan		FORD LIFE CHUBU CO., LTD.	Suzuki	4	8	15			
Japan	Japan Other dealers	FORD LIFE CHUBU CO., LTD.	Ford	3	0				
		VT International Co., Ltd.	Peugeot/Citroen	1		1			
	Importers of foreign cars		SAAB				3		
			Norton						
		foreign cars	foreign cars		Caterham				
			LCI Ltd.	Lotus	2		2		
	Rental cars	J-net rental & lease Co., Ltd.	_		1	1			
			Subtotal	124	24	148			
		TAA	Fiat/ Alfa Romeo	1		2			
Abroad	Other dealers	TAA	Peugeot	1		2			
Abroad	Other dealers	SAA	Suzuki	3		3			
		CCR	Mitsubishi	11		11			
			Subtotal	16	-	16			
			Total	140	24	164			

^{*1.} As the base for service, they provide a maintenance service only.

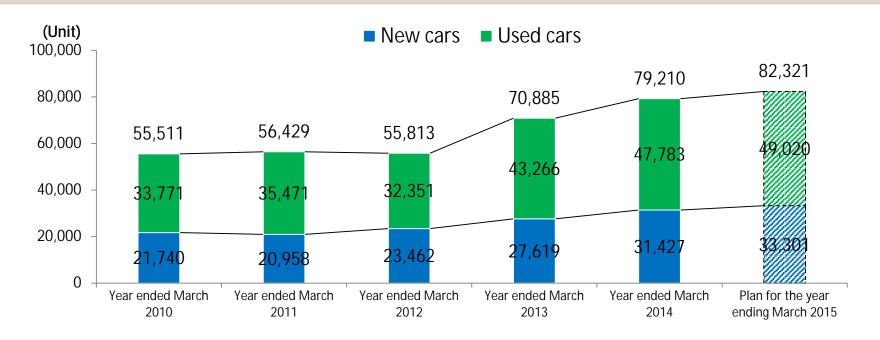




1-4Q			10/3期 11/3期		12/3期	13/3期	4.4./0#8	15/3期			
		-4Q			10/3期	11/3期	12/3期	13/3規	14/3期	計画	前期比
	国産	車	ディ ー	ラ ー	21,479	20,489	21,506	24,959	28,174	29,423	104.4%
新車	その	他デ	<u> </u>	ラ ー	55	85	1,664	2,459	2,944	3,471	117.9%
初 里	輸入	車イ	ンポー	ター	206	384	292	201	309	407	131.7%
	合			計	21,740	20,958	23,462	27,619	31,427	33,301	106.0%
	輸	出	台	数	7,466	7,373	7,157	7,833	9,036	10,721	118.6%
中古車	輸	出	以	外	26,305	28,098	25,194	35,433	38,747	38,299	98.8%
	合			計	33,771	35,471	32,351	43,266	47,783	49,020	102.6%
自 動	車	販 5	売 台	数	55,511	56,429	55,813	70,885	79,210	82,321	103.9%

Number of Cars Sold by the Group

VT HOLDINGS Presentation of Financial Results for the Full Year Ended March 2014

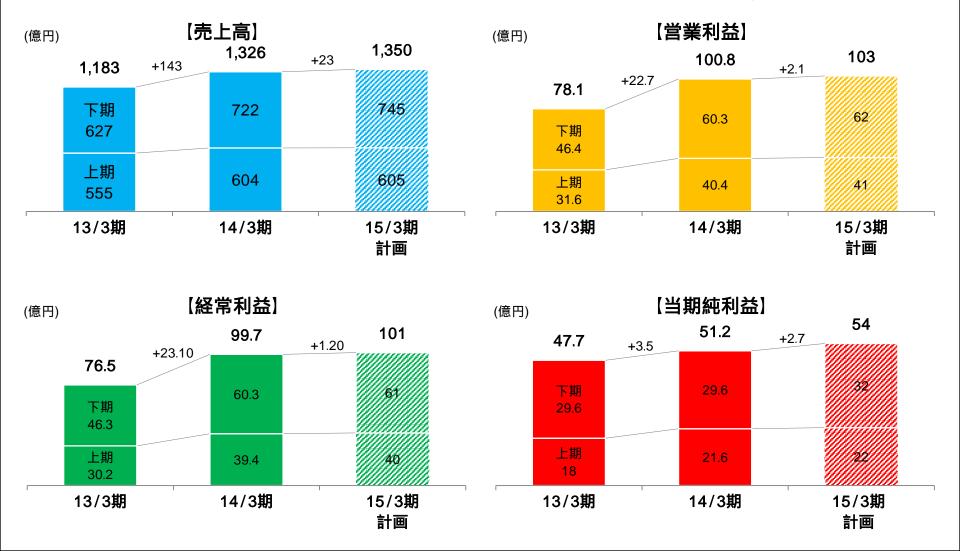


1-4Q		Year ended	Plan for the year ending March 2015					
		March 2010	March 2011	March 2012	March 2013	March 2014	Plan	Compared to the previous period
	Domestically-made car dealers	21,479	20,489	21,506	24,959	28,174	29,423	104.4%
New	Other dealers	55	85	1,664	2,459	2,944	3,471	117.9%
cars	Importers of foreign cars	206	384	292	201	309	407	131.7%
	Total	21,740	20,958	23,462	27,619	31,427	33,301	106.0%
	Number of exported cars	7,466	7,373	7,157	7,833	9,036	10,721	118.6%
Used cars	Other than exported cars	26,305	28,098	25,194	35,433	38,747	38,299	98.8%
	Total	33,771	35,471	32,351	43,266	47,783	49,020	102.6%
	Number of cars sold		56,429	55,813	70,885	79,210	82,321	103.9%

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前期対比微増ながら、各項目にて過去最高を更新見込

消費増税前の駆け込み需要の反動や個人消費の低迷懸念などあるものの、収益性の強化を更に進める既存会社に加え、4月 1日に子会社化した日産サティオ奈良が業績寄与すため、連結業績としては、堅調に推移する見込み。



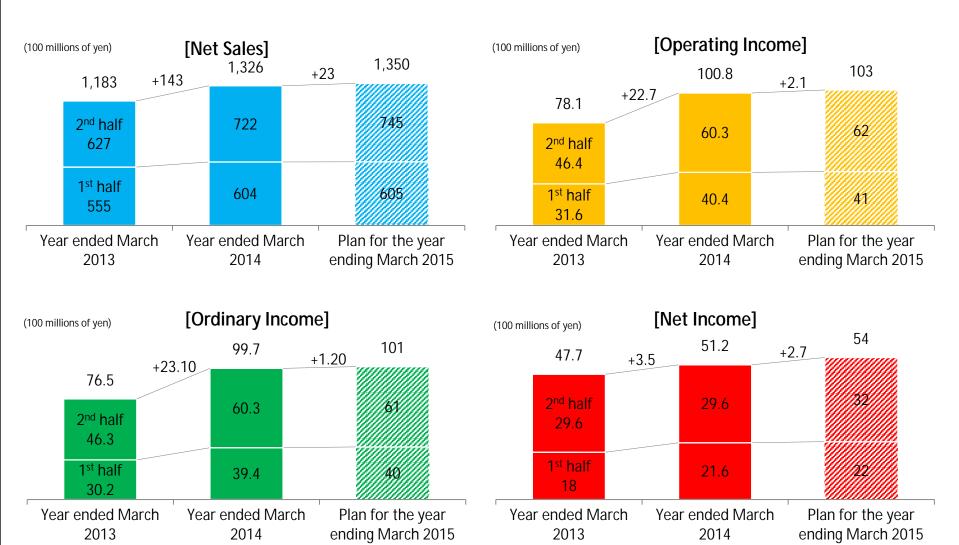
Earnings Forecast for the Year Ending March 2015

VT HOLDINGS

Presentation of Financial Results
for the Full Year Ended March 2014

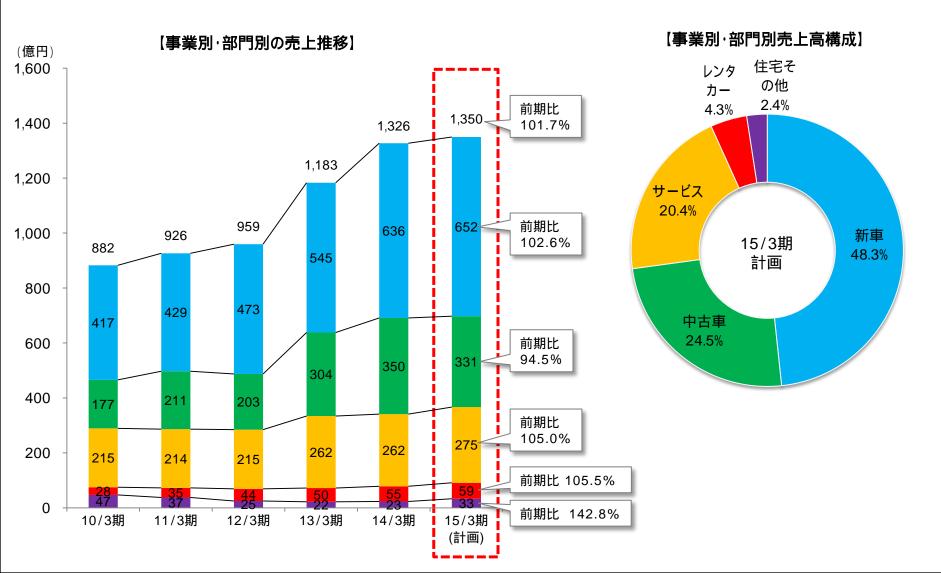
Despite a slight increase as compared to the previous period, new records are expected in each item.

Although there are likely to be a backlash against a surge in consumer spending in anticipation of a consumption tax hike and low personal consumer spending, since Nissan Satio Nara which became a subsidiary on April 1, in addition to the existing companies the profitability of which will be strengthened further, contributes to results, the consolidated business performance is projected to grow steadily.



各部門、消費増税後の反動減が見込まれるが、通期では前期並予想

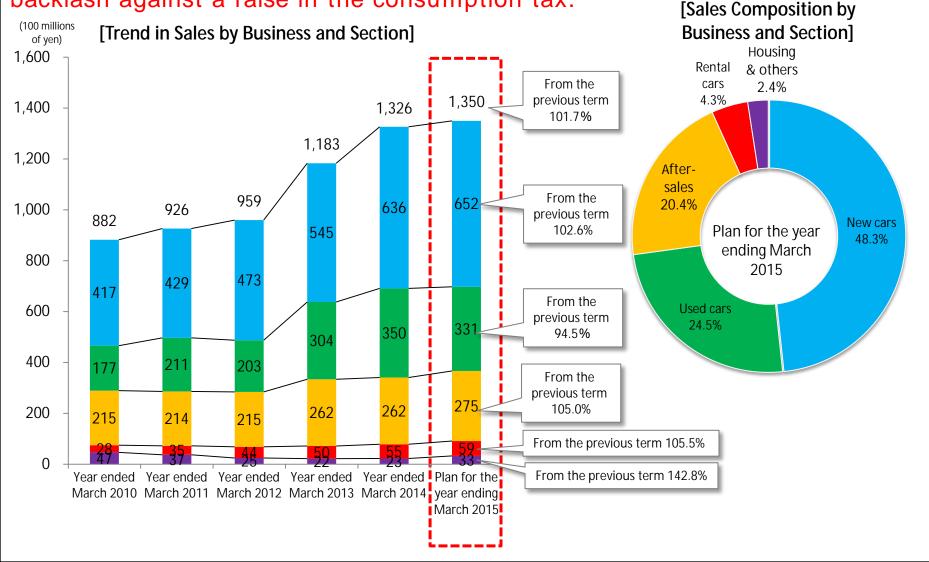
部門別の前期比では、サービス部門、レンタカー部門、住宅その他の増加率が高い見込み



Presentation of Financial Results for the Full Year Ended March 2014 50

Each section is projected to have the sales for the full year similar to those for the previous period although the sales are expected to decrease due to a backlash against a raise in the consumption tax.

[Sales Composition by]

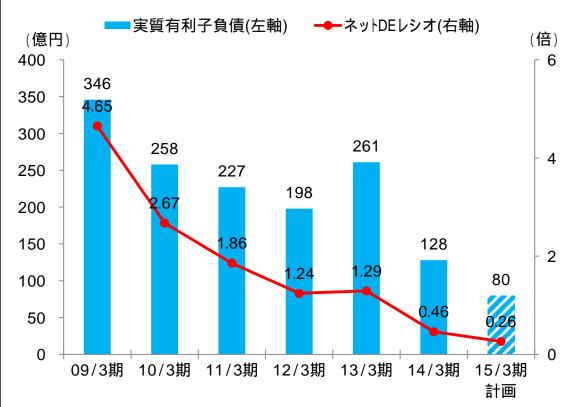


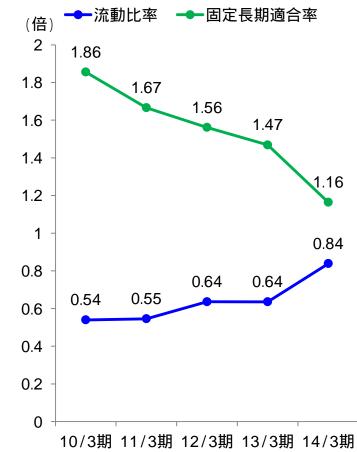
自己資本の蓄積、新株予約権の行使完了により、大幅削減

13/3期末、メーカーへの支払いサイトの変更等にともない一時的に増加した実質有利子負債は、営業キャッシュフローの改善、 新株予約権の行使完了により、大幅な削減が進む。

15/3期の通期では、実質有利子負債100億円以下を見込む。

【実質有利子負債】





実質有利子負債 = 有利子負債 - 現預金 ネットDEレシオ(実質負債資本倍率) = 実質有利子負債÷自己資本

流動比率 = 流動資産÷流動負債 固定長期適合率 = 固定資産÷(固定負債+自己資本)

Net interest-bearing debt

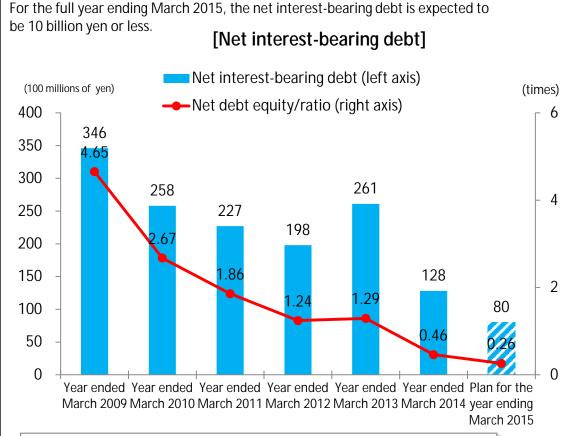
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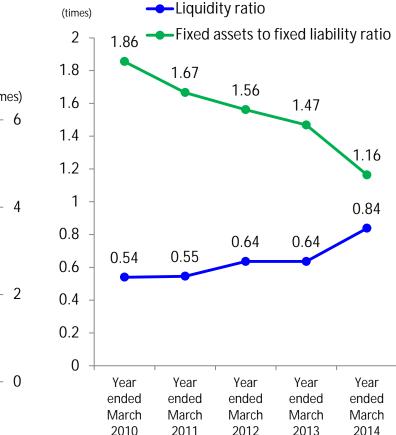
Presentation of Financial Results for the Full Year Ended March 2014 52

Significant decrease due to the growth of shareholders' equity and completion of exercise of stock acquisition rights.

Net interest-bearing debt which temporarily increased partly because of the change in a payment sight for purchase from makers was further reduced significantly as a result of improvement in operating cash flow and completion of exercise of stock acquisition rights as of the end of the year ended March

2013.

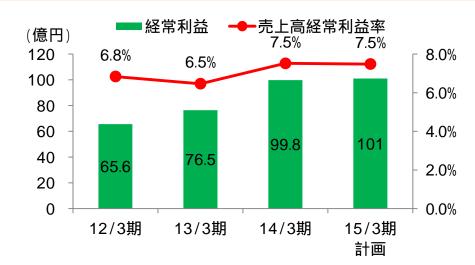




- * Net interest-bearing debt = interest-bearing debt minus bank deposits and cash
- * Net debt/equity ratio (Substantial debt/equity ratio) = net interestbearing debt divided by shareholders' equity
- *Liquidity ratio = current assets divided by current liabilities
- *Fixed assets to fixed liability ratio = fixed assets divided by (fixed liabilities plus equity capital)

□売上高経常利益率 8%以上

- ü 2014年3月期の経常利益率は、7.5%
- 当社グループ内で最も高い収益性を誇る長野日産自動車(経常利益率11.5%)をベンチマークに、グループ全社の収益性向上を図る

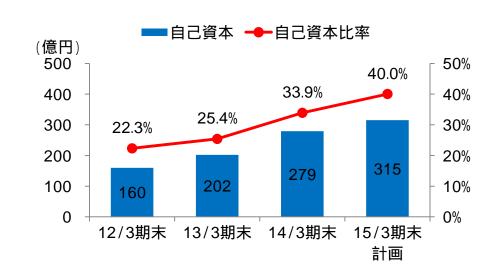


| 自己資本比率 40%以上

(2014/3期は、30%目標を達成)

- ü 2014年3月期末の自己資本比率は、33.9%
- ü 自己資本蓄積のための収益性向上策は、上記のとおり
- ü 2012年11月に発行した新株予約権の行使完了により、36億円を市場調達

(自己資本比率改善幅 8.5%のうち、3%に相当)



高い収益効率の実現により、事業規模の拡大と財務の安定性を両立させ、安定成長を目指す

Mid-Term Management Targets

VT HOLDINGS Presentation of Financial Results

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I Ratio of ordinary income to net sales of 8% or more

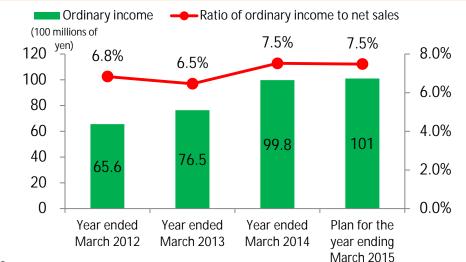
- Ordinary income ratio for the year ended March 2014 was 7.5%.
- ü Aim to improve profitability group-wide through making the group's most profitable NAGANO NISSAN AUTO (its ordinary income ratio of 11.5%) as a benchmark.
- ü Keys to success include further improving profitability of new subsidiaries which joined through M&A, creating synergies with the used car export business, expanding the rental car business nationwide.

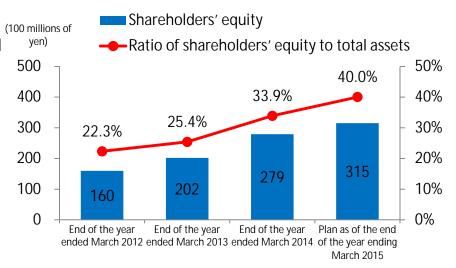
I Ratio of shareholders' equity to total asses of 40% or more (The target ratio of 30% was achieved for the year ended March 2014.)

- ü Ratio of shareholders' equity to total assets for the year ended March 2014 of 33.9%
- Ü Measures to improve profitability for increasing shareholders' equity are above mentioned.
- ü Aimed to balance business expansion and a reduction of liabilities by realizing M&A based on cost-efficient investment within the scope of operating cash flow.
- Ü Obtained financing of 3.6 billion yen from the market by completing exercise of stock acquisition rights issued in November 2012.

(Equivalent to 3% out of the improvement in the ratio of shareholders' equity to total assets of 8.5%)

VT HOLDINGS aims to achieve both business expansion and financial stability by raising profitability for stable growth.





平成26年4月1日付で株式分割(1対3)を実施

株式分割により、当社株式の投資単位当たりの金額を引き下げ、株式の流動性を高めることで、投資家の皆様により投資しやすい環境を整え、投資家層の拡大を推進

株式分割に伴い、発行済株式数、発行可能株式総数ともに3倍に

	基準日	効力発生日				
	平成26年3月31日	平成26年4月1日				
発行済株式数	39,793,678株	119,381,034株				
発行可能株式総数	56,600,000株	169,800,000株				

分割に伴い 最低投資額が低下

参考)株式分割による最低投資価額の低減について		分割前	分割後
2014年5月20日終値552円による試算	100株当たりの購入価額	165,600円	55,200円

Regarding Share Split

VT HOLDINGS

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Share split (1 to 3) was carried out as of April 1, 2014.

Create the conditions for investors to make an investment more easily and promote broadening of our investor base by reducing the amount per unit of investment in shares of the Company and increasing liquidity of shares through share split

Both the number of issued shares and total number of shares authorized to be issued increased threefold as a result of share split.

	Record date	Effective date				
	March 31, 2014	April 1, 2014				
Number of issued shares	39,793,678 shares	119,381,034 shares				
Total number of shares authorized to be issued	56,600,000 shares	169,800,000 shares				

Minimum investment amount decreased as a result of split.

(Reference) Decrease in minimum investment		Before split	After split
amount as a result of share split <u>Trial calculation made using the closing price of</u> <u>May 20, 2014 of 552 yen</u>	Purchase price for 100 shares	165,600 yen	55,200 yen

2015年3月期の配当予想は、中間7円、期末7円で年間14円の予想

当社の利益規模の拡大状況や東証上場会社の配当性向の平均値などを総合的に勘案し、 **目標とする連結配当性向を20%から30%に引き上げ**、株主の皆様への利益還元のさらなる充実を図ります。 2015年3月期の連結配当性向は、30.5%となる見込み。



上記の配当金は、表示期間中行われた株式分割を考慮し、現在の株数に換算(少数第3位を四捨五入)した金額を記載しております。

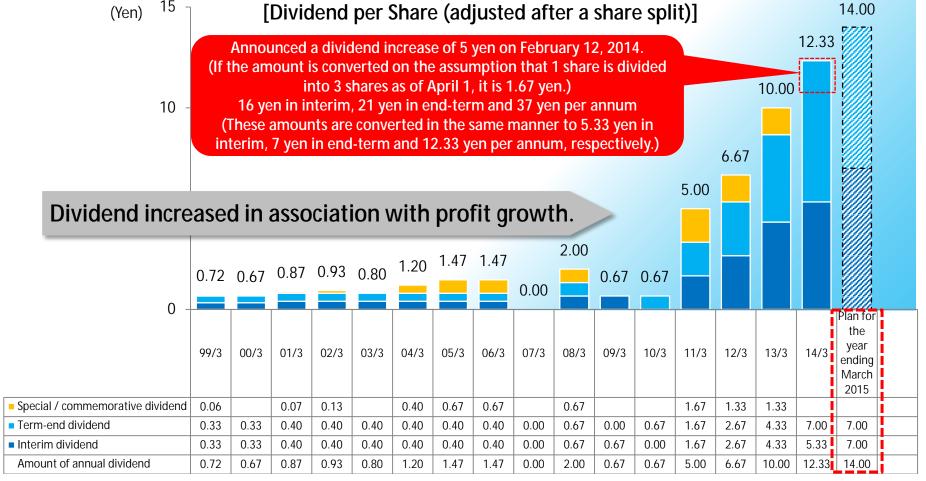
Regarding Dividend Policy

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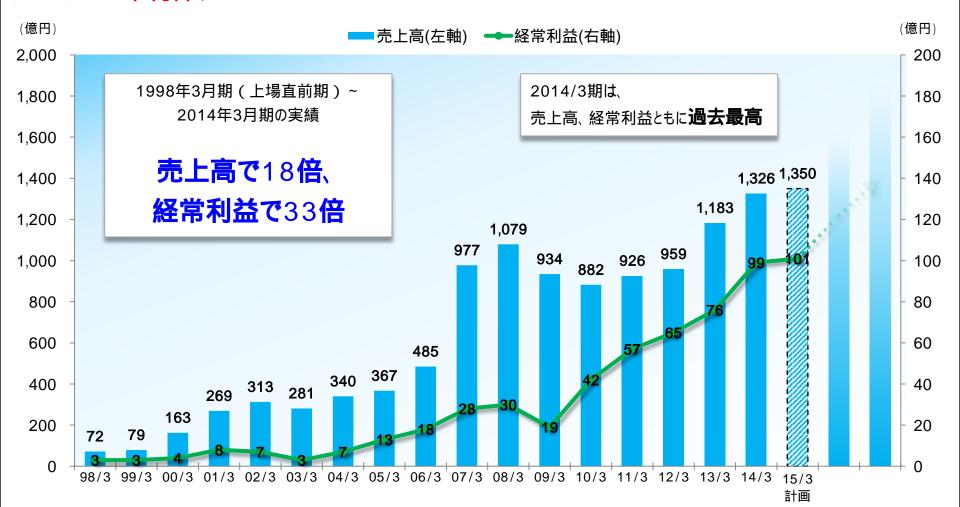
Dividends expected for the year ending March 2015: 7 yen in interim, 7 yen in end-term and 14 yen per annum

After taking an increase in profit of the Company, the average of the dividend payout ratio of the companies listed on the Tokyo Stock Exchange and other matters into consideration in a comprehensive manner, we increase the target consolidated dividend payout ratio from 20% to 30% and try to return more profits to shareholders. The consolidated dividend payout ratio is expected to be 30.5% for the year ending March 2015.



^{*}The amount of abovementioned dividend is the amount calculated (rounded off to two decimal places) in terms of the present number of shares, taking the share split made during the period mentioned above into consideration.

キャッシュフローの範囲内で継続的にM&Aに取組み、『事業規模の拡大』 『収益性の向上』『財務体質の強化』のすべてのテーマをバランスさせた成長 シナリオを目指す



Presentation of Financial Results for the Full Year Ended March 2014

VT HOLDINGS aims to realize a growth scenario: to balance all themes, that is, "expansion in business scale," "improvement in profitability" and "strengthening financial structure" by engaging in M&A activities continuously within the scope of cash flows.



ディーラーを超えるディーラーへ

この資料は投資家の参考に資するため、VTホールディングス株式会社(以下、当社)の現状をご理解いただくことを目的として当社が作成したものです。

当資料に記載された内容は、2014年6月9日現在において一般的に認識されている経済・社会等の情勢および当社が合理的と判断した一定の前提に基づいて作成されておりますが、経営環境の変化等の事由により、予告なしに変更される可能性があります。

投資を行う際は、投資家ご自身の判断でなさるようお願いいたします。

本資料に関するお問合せ先

VTホールディングス株式会社 管理部総務グループ

TEL: 052-203-9500

HP: http://www.vt-holdings.co.jp/

A dealer beyond all others

This material was prepared by VT HOLDINGS CO., LTD. (hereinafter referred to as the Company) to provide information to investors. The Company hopes that this material will help investors to understand the current situation of the Company.

The contents described in this material were made on the basis of universally recognized economic and social situations and certain premises that the Company considered as reasonable as of June 9, 2014, but may be subject to change without notice due to changes in the business environment, etc. Investors are requested to make investment decisions at their own risk.

Contact for information on this material

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