

Financial Results Briefing for Q2/FY2017

April 28, 2017

Appendix

Consolidated B/S

(Unit: millions of yen)

	As of March 31,2017	As of September 30,2016	Change		As of March 31,2017	As of September 30,2016	Change
Current assets	17,272	20,051	(2,778)	Liabilities	5,381	6,148	(767)
Cash and deposit	9,801	12,613	(2,811)	Accounts payable-trade	1,145	1,177	(31)
Notes and accounts receivable-trade	6,391	6,163	+227	Current portion of long-term loans payable	60	-	+60
Other	1,142	1,339	(197)	Account payable-other	2,143	2,290	(147)
Allowance for doubtful accounts	(62)	(65)	+2	Income taxes payable	879	1,343	(464)
				Allowance for coin usage	168	188	(19)
				Other	983	1,148	(164)
Non-current assets	6,823	5,102	+1,721	Non-current liabilities	1,330	1,152	+177
Property, plant and equipment	265	179	+86	Long-term loans payable	104	-	+104
Intangible fixed assets	2,625	2,504	+121	Net defined benefit liability	1,179	1,099	+80
Include software	2,572	2,462	+109	Other	45	53	(7)
Investments and other assets	3,932	2,419	+1,513	Total liabilities	6,711	7,301	(589)
Include investment securities	2,326	1,054	+1,272	Capital stock	5,055	5,012	+43
				Capital surplus	5,878	5,834	+43
				Retained earning	8,775	8,727	+48
				Treasury shares	(3,148)	(2,148)	(999)
				Accumulated other comprehensive income	(175)	(119)	(56)
				Subscription rights to shares	272	132	+140
				Non-controlling interests	726	414	+311
				Net assets	17,384	17,852	(468)
Total assets	24,096	25,154	(1,057)	Total liabilities and net assets	24,096	25,154	(1,057)

Trends in Consolidated P/L

(Unit: millions of yen)

	FY2015				FY2016				FY2017	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Net sales	8,209	8,410	8,261	8,579	8,547	8,447	7,924	7,924	7,637	7,648
Cost of sales	1,343	1,322	1,281	1,491	1,362	1,272	1,294	1,424	1,275	1,230
Gross profit (Ratio)	6,865 83.6%	7,088 84.3%	6,979 84.5%	7,088 82.6%	7,184 84.1%	7,175 84.9%	6,630 83.7%	6,500 82.0%	6,362 83.3%	6,417 83.9%
Selling, general and administrative expenses	5,532	6,313	5,559	6,371	6,062	5,807	4,734	5,530	5,213	5,492
Operating income (Ratio)	1,333 16.2%	774 9.2%	1,420 17.2%	717 8.4%	1,121 13.1%	1,367 16.2%	1,896 23.9%	969 12.2%	1,149 15.0%	925 12.1%
Ordinary income (Ratio)	1,315 16.0%	719 8.5%	1,405 17.0%	704 8.2%	1,117 13.1%	1,317 15.6%	1,894 23.9%	981 12.4%	1,125 14.7%	907 11.9%
Profit attributable to owners of parent (Ratio)	761 9.3%	327 3.9%	855 10.4%	663 7.7%	697 8.2%	727 8.6%	1,195 15.1%	696 8.8%	677 8.9%	(235) -

Trends in Consolidated SG&A

(Unit: millions of yen)

	FY2015				FY2016				FY2017	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Total	5,532	6,313	5,559	6,371	6,062	5,807	4,734	5,530	5,213	5,492
Advertising expenses	2,021	2,680	1,795	2,580	2,532	2,246	1,180	1,648	1,542	1,578
Personnel expenses	1,374	1,382	1,454	1,558	1,341	1,368	1,402	1,525	1,395	1,406
Commission fee	896	938	923	968	954	955	923	908	926	935
Subcontract expenses	350	331	344	299	374	384	314	382	402	519
Depreciation	353	341	314	309	298	303	316	354	374	401
Other	535	638	726	654	561	549	597	711	572	650