

Financial Results Briefing for Q1/FY2018

January 31, 2018

Appendix

Consolidated B/S

(Unit: millions of yen)

	As of December 31,2017	As of September 30,2017	Change		As of December 31,2017	As of September 30,2017	Change
Current assets	16,699	17,366	(667)	Liabilities	4,089	4,883	(794)
Cash and deposit	9,569	10,133	(564)	Accounts payable-trade	1,205	1,276	(70)
Notes and accounts receivable-trade	5,806	6,187	(381)	Account payable-other	1,779	1,974	(195)
Other	1,401	1,109	+292	Income taxes payable	95	668	(573)
Allowance for doubtful accounts	(79)	(64)	(14)	Allowance for coin usage	146	148	(1)
				Other	862	816	+46
Non-current assets	6,969	6,531	+438	Non-current liabilities	1,105	1,076	+28
Property, plant and equipment	295	276	+18	Net defined benefit liability	1,053	1,020	+32
Intangible fixed assets	2,045	2,198	(153)	Other	52	56	(3)
Include software	1,923	2,078	(155)	Total liabilities	5,194	5,960	(765)
Investments and other assets	4,629	4,055	+573	Capital stock	5,070	5,069	+0
Include investment securities	3,026	2,437	+589	Capital surplus	5,790	5,790	+0
				Retained earning	9,694	9,311	+382
				Treasury shares	(3,148)	(3,148)	-
				Accumulated other comprehensive income	203	3	+199
				Subscription rights to shares	313	297	+15
				Non-controlling interests	551	613	(61)
				Total net assets	18,474	17,937	+536
Total assets	23,668	23,897	(228)	Total liabilities and net assets	23,668	23,897	(228)

Trends in Consolidated P/L

(Unit: millions of yen)

	FY2016				FY2017				FY2018
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Net sales	8,547	8,447	7,924	7,924	7,637	7,648	7,811	7,837	7,517
Cost of sales	1,362	1,272	1,294	1,424	1,275	1,230	1,533	1,606	1,590
Gross profit	7,184	7,175	6,630	6,500	6,362	6,417	6,277	6,230	5,926
(Ratio)	84.1%	84.9%	83.7%	82.0%	83.3%	83.9%	80.4%	79.5%	78.8%
Selling, general and administrative expenses	6,062	5,807	4,734	5,530	5,213	5,492	5,137	5,391	5,265
Operating income	1,121	1,367	1,896	969	1,149	925	1,139	839	661
(Ratio)	13.1%	16.2%	23.9%	12.2%	15.0%	12.1%	14.6%	10.7%	8.8%
Ordinary income	1,117	1,317	1,894	981	1,125	907	1,143	796	619
(Ratio)	13.1%	15.6%	23.9%	12.4%	14.7%	11.9%	14.6%	10.2%	8.2%
Profit attributable to owners of parent	697	727	1,195	696	677	(235)	703	289	801
(Ratio)	8.2%	8.6%	15.1%	8.8%	8.9%	(3.1%)	9.0%	3.7%	10.7%

Trends in Consolidated SG&A

(Unit: millions of yen)

	FY2016				FY2017				FY2018
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Total	6,062	5,807	4,734	5,530	5,213	5,492	5,137	5,391	5,265
Advertising expenses	2,532	2,246	1,180	1,648	1,542	1,578	1,317	1,307	1,369
Personnel expenses	1,341	1,368	1,402	1,525	1,395	1,406	1,554	1,566	1,534
Commission fee	954	955	923	908	926	935	904	932	886
Subcontract expenses	374	384	314	382	402	519	255	253	282
Depreciation	298	303	316	354	374	401	458	456	430
Other	561	549	597	711	572	650	647	874	761

Consolidated Earnings Forecast for FY2018

(Unit: millions of yen)

	FY2018 (Ammended forecast)			FY2017 (Actual)			Change	
	Full-year	H1	H2	Full-year	H1	H2	Amount (Full-year)	Percentage (Full-year)
Net sales	30,000	15,000	15,000	30,933	15,285	15,648	(933)	(3.0%)
Cost of sales	6,400	3,200	3,200	5,645	2,505	3,140	+754	+13.4%
Gross profit	23,600	11,800	11,800	25,288	12,780	12,508	(1,688)	(6.7%)
Selling, general and administrative expenses	20,800	10,800	10,000	21,234	10,705	10,528	(434)	(2.0%)
Operating income	2,800	1,000	1,800	4,053	2,074	1,979	(1,253)	(30.9%)
(Ratio)	9.3%	6.7%	12.0%	13.1%	13.6%	12.6%		
Ordinary income	2,800	960	1,840	3,972	2,032	1,939	(1,172)	(29.5%)
(Ratio)	9.3%	6.4%	12.3%	12.8%	13.3%	12.4%		
Profit attributable to owners of parent	2,000	870	1,130	1,434	441	992	+565	+39.4%
(Ratio)	6.7%	5.8%	7.5%	4.6%	2.9%	6.3%		