

Financial Results Briefing for Q2/FY2018

May 1, 2018

Appendix

Consolidated B/S

(Unit: millions of yen)

	As of December 31,2018	As of September 30,2017	Change		As of December 31,2018	As of September 30,2017	Change
Current assets	16,511	17,366	(854)	Liabilities	4,536	4,883	(347)
Cash and deposit	9,413	10,133	(720)	Accounts payable-trade	1,362	1,276	+86
Notes and accounts receivable-trade	5,983	6,187	(204)	Account payable-other	1,788	1,974	(186)
Other	1,182	1,109	+72	Income taxes payable	345	668	(323)
Allowance for doubtful accounts	(67)	(64)	(3)	Allowance for coin usage	148	148	(0)
				Other	892	816	+73
Non-current assets	8,212	6,531	+1,681	Non-current liabilities	1,140	1,076	+63
Property, plant and equipment	303	276	+26	Net defined benefit liability	1,084	1,020	+64
Intangible fixed assets	2,838	2,198	+639	Other	55	56	(0)
Include software	1,799	2,078	(279)	Total liabilities	5,677	5,960	(283)
Investments and other assets	5,071	4,055	+1,016	Capital stock	5,077	5,069	+8
Include investment securities	3,519	2,437	+1,082	Capital surplus	5,798	5,790	+8
				Retained earning	10,046	9,311	+735
				Treasury shares	(3,148)	(3,148)	-
				Accumulated other comprehensive income	246	3	+242
				Subscription rights to shares	324	297	+26
				Non-controlling interests	702	613	+88
				Total net assets	19,047	17,937	+1,110
Total assets	24,724	23,897	+826	Total liabilities and net assets	24,724	23,897	+826

Trends in Consolidated P/L

(Unit: millions of yen)

	FY2016				FY2017				FY2018	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Net sales	8,547	8,447	7,924	7,924	7,637	7,648	7,811	7,837	7,517	7,645
Cost of sales	1,362	1,272	1,294	1,424	1,275	1,230	1,533	1,606	1,590	1,734
Gross profit	7,184	7,175	6,630	6,500	6,362	6,417	6,277	6,230	5,926	5,910
(Ratio)	84.1%	84.9%	83.7%	82.0%	83.3%	83.9%	80.4%	79.5%	78.8%	77.3%
Selling, general and administrative expenses	6,062	5,807	4,734	5,530	5,213	5,492	5,137	5,391	5,265	5,200
Operating income	1,121	1,367	1,896	969	1,149	925	1,139	839	661	710
(Ratio)	13.1%	16.2%	23.9%	12.2%	15.0%	12.1%	14.6%	10.7%	8.8%	9.3%
Ordinary income	1,117	1,317	1,894	981	1,125	907	1,143	796	619	706
(Ratio)	13.1%	15.6%	23.9%	12.4%	14.7%	11.9%	14.6%	10.2%	8.2%	9.2%
Profit attributable to owners of parent	697	727	1,195	696	677	(235)	703	289	801	352
(Ratio)	8.2%	8.6%	15.1%	8.8%	8.9%	-	9.0%	3.7%	10.7%	4.6%

Trends in Consolidated SG&A

(Unit: millions of yen)

	FY2016				FY2017				FY2018	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Total	6,062	5,807	4,734	5,530	5,213	5,492	5,137	5,391	5,265	5,200
Advertising expenses	2,532	2,246	1,180	1,648	1,542	1,578	1,317	1,307	1,369	1,487
Personnel expenses	1,341	1,368	1,402	1,525	1,395	1,406	1,554	1,566	1,534	1,456
Commission fee	954	955	923	908	926	935	904	932	886	938
Subcontract expenses	374	384	314	382	402	519	255	253	282	240
Depreciation	298	303	316	354	374	401	458	456	430	422
Other	561	549	597	711	572	650	647	874	761	654

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	15,162	14,837	30,933	15,285	15,648	(933)	(3.0%)
Cost of sales	6,600	3,325	3,274	5,645	2,505	3,140	+954	+16.9%
Gross profit	23,400	11,837	11,562	25,288	12,780	12,508	(1,888)	(7.5%)
Selling, general and administrative expenses	20,600	10,465	10,134	21,234	10,705	10,528	(634)	(3.0%)
Operating income	2,800	1,372	1,427	4,053	2,074	1,979	(1,253)	(30.9%)
(Ratio)	9.3%	9.1%	9.6%	13.1%	13.6%	12.6%		
Ordinary income	2,800	1,325	1,474	3,972	2,032	1,939	(1,172)	(29.5%)
(Ratio)	9.3%	8.7%	9.9%	12.8%	13.3%	12.4%		
Profit attributable to owners of parent	2,000	1,154	845	1,434	441	992	+565	+39.4%
(Ratio)	6.7%	7.6%	5.7%	4.6%	2.9%	6.3%		