

# **Financial Results Briefing for Q3/FY2018**

July 31, 2018

## **Appendix**

# Consolidated B/S

(Unit: millions of yen)

	As of June 30,2018	As of September 30,2017	Change		As of June 30,2018	As of September 30,2017	Change
Current assets	16,126	17,366	(1,240)	Current liabilities	3,835	4,883	(1,048)
Cash and deposit	9,441	10,133	(692)	Accounts payable-trade	1,208	1,276	(67)
Notes and accounts receivable-trade	5,324	6,187	(862)	Account payable-other	1,555	1,974	(418)
Other	1,432	1,109	+322	Income taxes payable	26	668	(642)
Allowance for doubtful accounts	(72)	(64)	(7)	Allowance for coin usage	147	148	(1)
				Other	898	816	+82
Non-current assets	8,182	6,531	+1,651	Non-current liabilities	1,182	1,076	+105
Property, plant and equipment	311	276	+34	Net defined benefit liability	1,111	1,020	+91
Intangible fixed assets	2,708	2,198	+509	Other	71	56	+14
Include software	1,750	2,078	(327)	Total liabilities	5,018	5,960	(942)
Investments and other assets	5,162	4,055	+1,107	Capital stock	5,083	5,069	+13
Include investment securities	3,607	2,437	+1,170	Capital surplus	5,803	5,790	+13
				Retained earning	10,351	9,311	+1,039
				Treasury shares	(3,148)	(3,148)	-
				Accumulated other comprehensive income	251	3	+248
				Subscription rights to shares	331	297	+33
				Non-controlling interests	617	613	+4
				Total net assets	19,290	17,937	+1,353
Total assets	24,309	23,897	+411	Total liabilities and net assets	24,309	23,897	+411

# Trends in Consolidated P/L

(Unit: millions of yen)

	FY2016				FY2017				FY2018		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
<b>Net sales</b>	8,547	8,447	7,924	7,924	7,637	7,648	7,811	7,837	7,517	7,645	7,036
<b>Cost of sales</b>	1,362	1,272	1,294	1,424	1,275	1,230	1,533	1,606	1,590	1,734	1,499
<b>Gross profit</b>	7,184	7,175	6,630	6,500	6,362	6,417	6,277	6,230	5,926	5,910	5,537
(Ratio)	84.1%	84.9%	83.7%	82.0%	83.3%	83.9%	80.4%	79.5%	78.8%	77.3%	78.7%
<b>Selling, general and administrative expenses</b>	6,062	5,807	4,734	5,530	5,213	5,492	5,137	5,391	5,265	5,200	4,444
<b>Operating income</b>	1,121	1,367	1,896	969	1,149	925	1,139	839	661	710	1,092
(Ratio)	13.1%	16.2%	23.9%	12.2%	15.0%	12.1%	14.6%	10.7%	8.8%	9.3%	15.5%
<b>Ordinary income</b>	1,117	1,317	1,894	981	1,125	907	1,143	796	619	706	1,085
(Ratio)	13.1%	15.6%	23.9%	12.4%	14.7%	11.9%	14.6%	10.2%	8.2%	9.2%	15.4%
<b>Profit attributable to owners of parent</b>	697	727	1,195	696	677	(235)	703	289	801	352	740
(Ratio)	8.2%	8.6%	15.1%	8.8%	8.9%	-	9.0%	3.7%	10.7%	4.6%	10.5%

# Trends in Consolidated SG&A

(Unit: millions of yen)

	FY2016				FY2017				FY2018		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
<b>Total</b>	6,062	5,807	4,734	5,530	5,213	5,492	5,137	5,391	5,265	5,200	4,444
<b>Advertising expenses</b>	2,532	2,246	1,180	1,648	1,542	1,578	1,317	1,307	1,369	1,487	721
<b>Personnel expenses</b>	1,341	1,368	1,402	1,525	1,395	1,406	1,554	1,566	1,534	1,456	1,500
<b>Commission fee</b>	954	955	923	908	926	935	904	932	886	938	884
<b>Subcontract expenses</b>	374	384	314	382	402	519	255	253	282	240	240
<b>Depreciation</b>	298	303	316	354	374	401	458	456	430	422	412
<b>Other</b>	561	549	597	711	572	650	647	874	761	654	685

# Consolidated Earnings Forecast for FY2018

(Unit: millions of yen)

	FY2018 (Forecast)			FY2017 (Actual)			Change	
	Full-year	H1	H2	Full-year	H1	H2	Amount (Full-year)	Percentage (Full-year)
<b>Net sales</b>	30,000	15,162	14,837	30,933	15,285	15,648	(933)	(3.0%)
<b>Cost of sales</b>	6,600	3,325	3,274	5,645	2,505	3,140	+954	+16.9%
<b>Gross profit</b>	23,400	11,837	11,562	25,288	12,780	12,508	(1,888)	(7.5%)
<b>Selling, general and administrative expenses</b>	20,600	10,465	10,134	21,234	10,705	10,528	(634)	(3.0%)
<b>Operating income</b>	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%		
<b>Ordinary income</b>	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%		
<b>Profit attributable to owners of parent</b>	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%		