

Financial Results Briefing for /FY2018

October 31, 2018

Appendix

Consolidated B/S

(Unit: millions of yen)

	FY2018	FY2017	Change		FY2018	FY2017	Change
Current assets	16,764	17,366	(602)	Liabilities	3,954	4,883	(929)
Cash and deposit	10,504	10,133	+370	Accounts payable-trade	1,284	1,276	+8
Notes and accounts receivable-trade	5,203	6,187	(983)	Account payable-other	1,462	1,974	(512)
Other	1,101	1,109	(7)	Income taxes payable	133	668	(535)
Allowance for doubtful accounts	(45)	(64)	+19	Allowance for coin usage	141	148	(6)
				Other	932	816	+116
Non-current assets	7,132	6,531	+601	Non-current liabilities	1,133	1,076	+57
Property, plant and equipment	263	276	(13)	Net defined benefit liability	1,108	1,020	+88
Intangible fixed assets	1,976	2,198	(222)	Other	25	56	(31)
Include software	1,757	2,078	(321)	Total liabilities	5,088	5,960	(872)
Investments and other assets	4,892	4,055	+837	Capital stock	5,100	5,069	+30
Include investment securities	3,309	2,437	+871	Capital surplus	5,820	5,790	+30
				Retained earning	10,800	9,311	+769
				Treasury shares	(3,148)	(3,148)	-
				Accumulated other comprehensive income	125	3	+122
				Subscription rights to shares	332	297	+34
				Non-controlling interests	496	613	(116)
				Total net assets	18,808	17,937	+871
Total assets	23,896	23,897	(1)	Total liabilities and net assets	23,896	23,897	(1)

Trends in Consolidated P/L

(Unit: millions of yen)

	FY2016				FY2017				FY2018			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Net sales	8,547	8,447	7,924	7,924	7,637	7,648	7,811	7,837	7,517	7,645	7,036	6,876
Cost of sales	1,362	1,272	1,294	1,424	1,275	1,230	1,533	1,606	1,590	1,734	1,499	1,580
Gross profit (Ratio)	7,184 84.1%	7,175 84.9%	6,630 83.7%	6,500 82.0%	6,362 83.3%	6,417 83.9%	6,277 80.4%	6,230 79.5%	5,926 78.8%	5,910 77.3%	5,537 78.7%	5,295 77.0%
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	4,444	4,542
Operating income (Ratio)	1,121 13.1%	1,367 16.2%	1,896 23.9%	969 12.2%	1,149 15.0%	925 12.1%	1,139 14.6%	839 10.7%	661 8.8%	710 9.3%	1,092 15.5%	753 11.0%
Ordinary income (Ratio)	1,117 13.1%	1,317 15.6%	1,894 23.9%	981 12.4%	1,125 14.7%	907 11.9%	1,143 14.6%	796 10.2%	619 8.2%	706 9.2%	1,085 15.4%	705 10.3%
Profit attributable to owners of parent (Ratio)	697 8.2%	727 8.6%	1,195 15.1%	696 8.8%	677 8.9%	(235) -	703 9.0%	289 3.7%	801 10.7%	352 4.6%	740 10.5%	(266) -

Trends in Consolidated SG&A

(Unit: millions of yen)

	FY2016				FY2017				FY2018			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Total	6,062	5,807	4,734	5,530	5,213	5,492	5,137	5,391	5,265	5,200	4,444	4,542
Advertising expenses	2,532	2,246	1,180	1,648	1,542	1,578	1,317	1,307	1,369	1,487	721	822
Personnel expenses	1,341	1,368	1,402	1,525	1,395	1,406	1,554	1,566	1,534	1,456	1,500	1,324
Commission fee	954	955	923	908	926	935	904	932	886	938	884	913
Subcontract expenses	374	384	314	382	402	519	255	253	282	240	240	361
Depreciation	298	303	316	354	374	401	458	456	430	422	412	373
Other	561	549	597	711	572	650	647	874	761	654	685	746