

# **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
<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	6,876
<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	1,580
<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	5,295
(Ratio)	84.1%	84.9%	83.7%	82.0%	83.3%	83.9%	80.4%	79.5%	78.8%	77.3%	78.7%	77.0%
<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	4,542
<b>Operating income</b>	1,121	1,367	1,896	969	1,149	925	1,139	839	661	710	1,092	753
(Ratio)	13.1%	16.2%	23.9%	12.2%	15.0%	12.1%	14.6%	10.7%	8.8%	9.3%	15.5%	11.0%
<b>Ordinary income</b>	1,117	1,317	1,894	981	1,125	907	1,143	796	619	706	1,085	705
(Ratio)	13.1%	15.6%	23.9%	12.4%	14.7%	11.9%	14.6%	10.2%	8.2%	9.2%	15.4%	10.3%
<b>Profit attributable to owners of parent</b>	697	727	1,195	696	677	(235)	703	289	801	352	740	(266)
(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	Q4
<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	4,542
<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	822
<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	1,324
<b>Commission fee</b>	954	955	923	908	926	935	904	932	886	938	884	913
<b>Subcontract expenses</b>	374	384	314	382	402	519	255	253	282	240	240	361
<b>Depreciation</b>	298	303	316	354	374	401	458	456	430	422	412	373
<b>Other</b>	561	549	597	711	572	650	647	874	761	654	685	746