

Financial Results Briefing for Q1/FY2019

January 31, 2019

Appendix

TSE code: 9438

Consolidated B/S

(Unit: millions of yen)

	As of December 31,2018	As of September 30,2018	Change		As of December 31,2018	As of September 30,2018	Change
Current assets	18,731	16,559	+2,171	Liabilities	4,147	3,954	+193
Cash and deposit	12,468	10,504	+1,964	Accounts payable-trade	1,241	1,284	(42)
Notes and accounts receivable-trade	5,118	5,203	△85	Account payable-other	1,444	1,462	(17)
Other	1,198	897	+300	Income taxes payable	355	133	+222
Allowance for doubtful accounts	(54)	(45)	(8)	Allowance for coin usage	147	141	+5
				Other	957	932	+25
Non-current assets	6,989	7,336	(347)	Non-current liabilities	1,161	1,133	+27
Property, plant and equipment	262	263	(0)	Net defined benefit liability	1,138	1,108	+29
Intangible fixed assets	2,082	1,976	+105	Other	23	25	(2)
Include software	1,797	1,757	+39	Total liabilities	5,309	5,088	+221
Investments and other assets	4,644	5,096	(452)	Capital stock	5,100	5,100	+0
Include investment securities	2,574	3,309	(735)	Capital surplus	6,885	5,820	1,064
				Retained earning	10,186	10,080	+105
				Treasury shares	(3,148)	(3,148)	(0)
				Accumulated other comprehensive income	(479)	125	(605)
				Subscription rights to shares	348	332	+15
				Non-controlling interests	1,519	496	+1,022
				Total net assets	20,411	18,808	+1,602
Total assets	25,720	23,896	+1,823	Total liabilities and net assets	25,720	23,896	+1,823

Trends in Consolidated P/L

(Unit: millions of yen)

	FY2017				FY2018				FY2019
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Net sales	7,637	7,648	7,811	7,837	7,517	7,645	7,036	6,876	6,862
Cost of sales	1,275	1,230	1,533	1,606	1,590	1,734	1,499	1,580	1,632
Gross profit	6,362	6,417	6,277	6,230	5,926	5,910	5,537	5,295	5,229
(Ratio)	83.3%	83.9%	80.4%	79.5%	78.8%	77.3%	78.7%	77.0%	76.2%
Selling, general and administrative expenses	5,213	5,492	5,137	5,391	5,265	5,200	4,444	4,542	4,400
Operating income	1,149	925	1,139	839	661	710	1,092	753	829
(Ratio)	15.0%	12.1%	14.6%	10.7%	8.8%	9.3%	15.5%	11.0%	12.1%
Ordinary income	1,125	907	1,143	796	619	706	1,085	705	868
(Ratio)	14.7%	11.9%	14.6%	10.2%	8.2%	9.2%	15.4%	10.3%	12.7%
Profit attributable to owners of parent	677	(235)	703	289	801	352	740	(266)	543
(Ratio)	8.9%	-	9.0%	3.7%	10.7%	4.6%	10.5%	-	7.9%

Trends in Consolidated SG&A

(Unit: millions of yen)

	FY2017				FY2018				FY2019
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
SG&A Total	5,213	5,492	5,137	5,391	5,265	5,200	4,444	4,542	4,400
Advertising expenses	1,542	1,578	1,317	1,307	1,369	1,487	721	822	722
Personnel expenses	1,395	1,406	1,554	1,566	1,534	1,456	1,500	1,499	1,550
Commission fee	926	935	904	932	886	938	884	913	880
Subcontract expenses	402	519	255	253	282	240	240	186	216
Depreciation	374	401	458	456	430	422	412	373	343
Other	572	650	647	874	761	654	685	746	687

Consolidated Earnings Forecast for FY2019

(Unit: millions of yen)

	FY2019			FY2018 (Actual)			Change	
	Full-year	H1	H2	Full-year	H1	H2	Amount (Full-year)	Percentage (Full-year)
Net sales	28,000	14,000	14,000	29,075	15,162	13,913	(1,075)	(3.7%)
Cost of sales	6,400	3,200	3,200	6,405	3,325	3,094	(5)	(0.1%)
Gross profit	21,600	10,800	10,800	22,670	11,837	10,819	(1,070)	(4.7%)
Selling, general and administrative expenses	19,200	9,800	9,400	19,452	10,465	8,961	(252)	(1.3%)
Operating income	2,400	1,000	1,400	3,218	1,372	1,858	(818)	(25.4%)
(Ratio)	8.6%	7.1%	10.0%	11.1%	9.1%	13.4%		
Ordinary income	2,300	950	1,350	3,116	1,325	1,802	(816)	(26.2%)
(Ratio)	8.2%	6.8%	9.6%	10.7%	8.7%	13.0%		
Profit attributable to owners of parent	1,400	600	800	1,629	1,154	487	(229)	(14.1%)
(Ratio)	5.0%	4.3%	5.7%	5.6%	7.6%	13.4		