# Gulliver International Co., Ltd. 

## Non-consolidated Results

Third Quarter of the Fiscal Year Ending February 28, 2007
(Nine-month period ended November 30, 2006)

## SUMMARY OF FINANCIAL STATEMENTS (Non-consolidated)

Third quarter results for the fiscal year ending February 28, 2007
Gulliver International Co., Ltd.
January 9, 2007

Stock Code: 7599
http://www.glv.co.jp/
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Listed exchanges: Tokyo ( $1^{\text {st }}$ Section)
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## 1. Notes to preparation of these financial statements

Adoption of simplified accounting treatments: Yes (partial use of the simple method)
Differences in accounting treatments applied compared to previous fiscal year: None
2. Non-consolidated financial results for the nine month period ended November 30, 2006

| 1) Non-consolidated Operating Results | Millions of yen, rounded down |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine months ended November 30, 2006 |  | Nine months ended November 30, 2005 |  | Fiscal year ended February 28, 2006 |  |
|  |  | (\% change) |  | (\% change) |  | (\% change) |
| Sales | 123,456 | (0.1) | 123,665 | 17.9 | 169,735 | 15.0 |
| Operating income | 7,408 | 17.3 | 6,311 | (9.9) | 10,143 | 5.6 |
| Ordinary income. | 7,423 | 17.2 | 6,330 | (9.6) | 10,135 | 5.7 |
| Net income. | 3,823 | 13.3 | 3,372 | (10.7) | 5,320 | 1.1 |
| Earnings per share ( $\ddagger$ ). | $¥ 391.35$ | -- | $¥ 337.45$ | -- | ¥525.75 | -- |
| Fully diluted earnings per share ( $¥$ ). | ¥389.26 | -- | $¥ 333.68$ | -- | ¥520.30 | -- |

## Notes to the preparation of these financial statements:

1. Percentage figures for sales, operating income, etc. represent changes compared to the comparable period of the previous fiscal year.

| 2) Financial Position (non-consolidated) | Millions of yen, rounded down |  |  |
| :---: | :---: | :---: | :---: |
|  | As of November 30, 2006 | As of November 30, 2005 | As of February 28, 2006 |
| Total assets. | 33,344 | 31,519 | 35,697 |
| Net assets. | 16,210 | 15,534 | 16,094 |
| Equity ratio (\%). | 48.6 | 49.3 | 45.0 |
| Shareholders' equity per share ( $¥$ ) ........... | 1,661.39 | 1,559.09 | 1,631.46 |


| 3. Forecasts for the Fiscal Year Ending February 28, 2007 (March 1, 2006 to February 28, 2007) |  | Millions of yen |
| :---: | :---: | :---: |
|  | FY ending February 28, 2007 |  |
| Sales ........................................................................... | 190,000 |  |
| Ordinary income | 11,700 |  |
| Net Income................................................................... | 6,700 |  |
| Net income per share (¥).................................................. | 686.69 |  |

Forecasts and forward-looking statements in this document are based on a number of assumptions made and beliefs held by management in light of information currently available. Actual financial results may differ materially depending on a number of factors, including economic conditions, legislative and regulatory developments, delay in new product or service launches, and pricing and product initiatives of competitors.

Non-consolidated Balance Sheets

|  |  |  |  | Millions of yen |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | As of November 30, 2006 |  | $\begin{gathered} \text { As of November 30, } \\ 2005 \end{gathered}$ |  | As of February 28, 2006 |  |
| ASSETS |  | \% of total |  | of total |  | \% of total |
| Current assets |  |  |  |  |  |  |
| Cash and deposits. | 1,542 |  | 3,009 |  | 2,107 |  |
| Accounts receivable. | 3,206 |  | 2,663 |  | 7,235 |  |
| Inventory | 2,765 |  | 4,319 |  | 3,309 |  |
| Short-term loans to related companies .. | 3,768 |  | -- |  | 2,769 |  |
| Deferred tax assets. | 281 |  | 514 |  | 448 |  |
| Others | 1,475 |  | 3,694 |  | 1,478 |  |
| Allowance for doubtful accounts .......... | (89) |  | (77) |  | (98) |  |
| Total current assets.. | 12,949 | 38.8 | 14,123 | 44.8 | 17,249 | 48.3 |
| Fixed assets |  |  |  |  |  |  |
| Tangible fixed assets |  |  |  |  |  |  |
| Buildings and structures | 7,542 |  | 5,904 |  | 6,805 |  |
| Tools, fixtures and equipment. | 1,386 |  | 1,250 |  | 1,679 |  |
| Land. | 327 |  | 327 |  | 327 |  |
| Other.. | 60 |  | 312 |  | 409 |  |
| Total tangible fixed assets | 9,315 | 27.9 | 7,794 | 24.7 | 9,221 | 25.8 |
| Intangible fixed assets |  |  |  |  |  |  |
| Software | 2, 357 |  | 2,962 |  | 2,694 |  |
| Other... | 89 |  | 96 |  | 95 |  |
| Total intangible fixed assets . | 2,447 | 7.4 | 3,059 | 9.7 | 2,789 | 7.8 |
| Investments and other assets |  |  |  |  |  |  |
| Investment securities .............. | 99 |  | 319 |  | 199 |  |
| Shares held in related companies...... | 2,321 |  | 494 |  | 494 |  |
| Long term loans to related companies... | -- |  | 500 |  | 500 |  |
| Deposits and guarantee money .. | 3,366 |  | 3,250 |  | 3,011 |  |
| Construction cooperation fund. | 2,470 |  | 1,636 |  | 1,890 |  |
| Deferred tax assets.. | 148 |  | 94 |  | 105 |  |
| Other. | 574 |  | 592 |  | 588 |  |
| Allowance for doubtful accounts .. | (349) |  | (345) |  | (352) |  |
| Total investment and other assets....... | 8,631 | 25.9 | 6,542 | 20.8 | 6,436 | 18.1 |
| Total fixed assets ........................... | 20,394 | 61.2 | 17,395 | 55.2 | 18,447 | 51.7 |
| Total Assets....................................... | 33,344 | 100.0 | 31,519 | 100.0 | 35,697 | 100.0 |

Non-consolidated Balance Sheets

|  | Millions of yen, rounded down |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { As of November 30, } \\ 2006 \\ \hline \end{gathered}$ |  | As of November 30,$2005$ |  | As of February 28, 2006 |  |
| LIABILITIES |  | \% of tota |  | of total |  | \% of total |
| Current liabilities |  |  |  |  |  |  |
| Accounts payable . | 1,944 |  | 2,600 |  | 3,386 |  |
| Short-term borrowing. | 9,700 |  | 7,000 |  | 8,000 |  |
| Accrued expenses.. | 1,551 |  | 1,657 |  | 3,241 |  |
| Accrued corporate taxes. | 963 |  | 616 |  | 1,815 |  |
| Advances received | 306 |  | 667 |  | 335 |  |
| Deposits received | 593 |  | 675 |  | 451 |  |
| Reserve for bonuses | 310 |  | 940 |  | 513 |  |
| Other................... | 893 |  | 1,198 |  | 1,263 |  |
| Total current liabilities........................ | 16,263 | 48.8 | 15,356 | 48.7 | 19,007 | 53.3 |
| Long-term liabilities |  |  |  |  |  |  |
| Guarantee deposits received............... | 870 |  | 628 |  | 594 |  |
| Total long-term liabilities........ | 870 | 2.6 | 628 | 2.0 | 594 | 1.7 |
| Total liabilities................ | 17,134 | 51.4 | 15,985 | 50.7 | 19,602 | 55.0 |
| CAPITAL |  |  |  |  |  |  |
| Paid-in capital. | -- | -- | 4,157 | 13.2 | 4,157 | 11.6 |
| Capital surplus.. | -- | -- | 4,032 | 12.8 | 4,032 | 11.3 |
| Retained earnings . | -- | -- | 14,065 | 44.6 | 15,905 | 44.5 |
| Unrealized gains and losses in other securities $\qquad$ | -- | -- | 79 | 0.3 | 67 | 0.2 |
| Treasury stock ..................... | -- | -- | $(6,799)$ | (21.6) | $(8,067)$ | (22.6) |
| Total shareholders' equity. | -- | -- | 15,534 | 49.3 | 16,094 | 45.0 |
| Total Liabilities and Shareholders' |  |  |  |  |  |  |
| Equity................................................ | -- | -- | 31,519 | 100.0 | 35,697 | 100.0 |
| NET ASSETS |  |  |  |  |  |  |
| Shareholders' equity |  |  |  |  |  |  |
| Paid-in capital | 4,157 | 12.5 | -- |  | -- |  |
| Capital surplus .... | 4,032 | 12.1 | -- |  | -- |  |
| Retained earnings. | 17,787 | 53.3 | -- |  | -- |  |
| Treasury shares................................ | $(9,775)$ | (29.3) | -- |  | -- |  |
| Total shareholders' equity ................. | 16,201 | 48.6 | -- |  | -- |  |
| Appraisal and translation differences |  |  |  |  |  |  |
| Unrealized gains and losses in other securities. $\qquad$ | 8 | 0.0 | -- |  | -- |  |
| Total appraisal and translation differences $\qquad$ | 8 | 0.0 | -- | -- | -- | -- |
| Total net assets................................. | 16,210 | 48.6 | -- | -- | -- | -- |
| Total liabilities and net assets .............. | 33,344 | 100.0 | -- | -- | -- | -- |

Non-consolidated Statements of Income

|  |  |  |  |  | Millions of yen |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | March 1, 2006 to November 30, 2006 |  | March 1, 2005 to November 30, 2005 |  | March 1, 2005 to <br> February 28, 2006 |  |
|  |  | \% |  | \% |  | \% |
| Sales ...................................................... | 123,456 | 100.0 | 123,665 | 100.0 | 169,735 | 100.0 |
| Cost of goods sold .. | 93,990 | 76.1 | 92,808 | 75.0 | 126,850 | 74.7 |
| Gross profit ......................................... | 29,465 | 23.9 | 30,857 | 25.0 | 42,884 | 25.3 |
| Sales, general \& administrative expenses ...... | 22,056 | 17.9 | 24,545 | 19.9 | 32,740 | 19.3 |
| Operating income .................................... | 7,408 | 6.0 | 6,311 | 5.1 | 10,143 | 6.0 |
| Non-operating income ................................. | 88 | 0.1 | 56 | 0.0 | 68 | 0.0 |
| Non-operating expenses. | 73 | 0.1 | 37 | 0.0 | 77 | 0.0 |
| Ordinary income ........................................ | 7,423 | 6.0 | 6,330 | 5.1 | 10,135 | 6.0 |
| Extraordinary profit . | 12 | 0.0 | 47 | 0.1 | 54 | 0.0 |
| Extraordinary losses | 578 | 0.5 | 365 | 0.3 | 1,000 | 0.6 |
| Net income before taxes, etc. ...................... | 6,857 | 5.5 | 6,013 | 4.9 | 9,189 | 5.4 |
| Corporate income tax, inhabitants tax and enterprise tax $\qquad$ | 2,868 | 2.3 | 2,656 | 2.2 | 3,820 | 2.3 |
| Corporate tax adjustments. | 165 | 0.1 | (15) | (0) | 47 | 0.0 |
| Net income ................................................ | 3,823 | 3.1 | 3,372 | 2.7 | 5,320 | 3.1 |

(3) Changes to Non-consolidated third quarter shareholders' equity

Third quarter (March 1, 2006 to November 30, 2006)
Millions of yen

|  | Shareholders' equity |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Capital | Capital surplus |  |  | Accumulated earnings |  |  | Treasurystock | Total shareholders' equity |
|  |  | Capital reserves | Other capital surplus | Total capital surplus | Profit reserve | Other accumulated <br> earnings <br> Deferred profit <br> reserve | Total accumulated earnings |  |  |
| Balance as of February 28, 2006 | 4,157 | 4,032 | -- | 4,032 | 39 | 15,866 | 15,905 | $(8,067)$ | 16,027 |
| Change during the period |  |  |  |  |  |  |  |  |  |
| Surplus dividend |  |  |  |  |  | $(1,608)$ | $(1,608)$ |  | $(1,608)$ |
| Bonuses to directors through profit appropriation |  |  |  |  |  | (73) | (73) |  | (73) |
| Net income |  |  |  |  |  | 3,823 | 3,823 |  | 3,823 |
| Acquisition of treasury stock |  |  |  |  |  |  |  | $(2,079)$ | $(2,079)$ |
| Disposal of treasury stock |  |  |  |  |  | (258) | (258) | 371 | 112 |
| Changes to items other than shareholders' equity during the period | -- | -- | -- | -- | -- | -- | -- | -- | -- |
| Total change during the period | -- | -- | -- | -- | -- | 1,882 | 1,882 | $(1,707)$ | 174 |
| Balance as of November 30, 2006 | 4,157 | 4,032 | -- | 4,032 | 39 | 17,748 | 17,787 | $(9,775)$ | 16,201 |



## Changes to Accounting Treatment

| March 1, 2006 - November 30, 2006 | March 1, 2005 - November 30, 2005 | March 1, 2005 - February 28, 2006 |
| :--- | :--- | :--- |
| Accounting standards relating to impairment of |  |  |
| fixed assets |  |  |
| From this period we have applied the 'Accounting |  |  |
| Standards for Impairment of Fixed Assets' (issued |  |  |
| by the Accounting Standards Board of Japan on |  |  |
| August 9, 2002) and the Financial Accounting |  |  |
| Standards Implementation Guidance No. 6, |  |  |
| 'Implementation Guidance for Accounting |  |  |
| Standards for Impairment of Fixed Assets' (issued |  |  |
| by the Accounting Standards Board of Japan on |  |  |
| October 31, 2003). This change has had no |  |  |
| material effect on profit and loss. |  |  |
| Accounting standards relating to presentation |  |  |
| of net assets on balance sheets |  |  |
| From this period the 'Statement Regarding the |  |  |
| Presentation of Net Assets on the Balance Sheet' |  |  |
| (Business Accounting Council, December 9, 2005, |  |  |
| Article No. 5) and ''Guidelines for the Application of |  |  |
| Accounting Policies for the Presentation of Net |  |  |
| Assets on the Balance Sheet' (Guidelines for the |  |  |
| Application of Business Accounting Polices, Article |  |  |
| 8; Business Accounting Council, December 9, |  |  |
| 2005) have been applied. |  |  |
| The equivalent amount previously recorded as |  |  |
| 'Capital' is ¥16,210 million. |  |  |
| Following changes to the regulations on the interim |  |  |
| financial statements, net assets on the third |  |  |
| quarter balance sheet have been recorded in |  |  |
| accordance with the revised regulations. |  |  |

## Changes to Presentation Method

| March 1, 2006 - November 30, 2006 | March 1, 2005 - November 30, 2005 |
| :--- | :---: |
| Presentation of third quarter balance sheet |  |
| 'Short term loans to related companies', which was included in |  |
| 'Others' within current assets in the previous quarter exceeded 5\% |  |
| of total assets in the current period and so has been separately |  |
| recorded. |  |
| At the end of the previous quarter, 'Short-term loans to related |  |
| companies' was $¥ 1,408$ million. |  |

