

Gulliver Announces Revisions to Operating Results and Dividend Forecasts for the Fiscal Year Ended February 2012

TOKYO, March 28, 2012—Gulliver International Co., Ltd. (“Gulliver;” TSE stock code 7599) today announced revisions to its forecasts for operating results and dividend per share for the fiscal year ended February 29, 2012. The revisions are as follows.

Revision of Operating Results

Revisions to the consolidated full-year results forecast (March 1, 2011 to February 29, 2012) *(Millions of yen)*

	Net sales	Operating income	Ordinary income	Net income	Net income per share (¥)
Previously announced forecasts (A)	140,000	8,000	8,000	5,000	493.25
Revised forecasts (B)	133,000	6,200	6,200	3,900	384.74
Change (B – A)	(7,000)	(1,800)	(1,800)	(1,100)	
Percentage change (%)	(5.0)	(22.5)	(22.5)	(22.0)	
Reference: Results for the fiscal year ended February 2011	142,038	8,001	7,824	5,140	544.67

Revisions to the non-consolidated full-year results forecast (March 1, 2011 to February 29, 2012) *(Millions of yen)*

	Net sales	Ordinary income	Net income	Net income per share (¥)
Previously announced forecasts (A)	137,400	7,500	4,900	483.39
Revised forecasts (B)	130,000	5,500	3,600	355.14
Change (B – A)	(7,400)	(2,000)	(1,300)	
Percentage change (%)	(5.4)	(26.7)	(26.5)	
Reference: Results for the fiscal year ended February 2011	133,716	6,214	3,496	370.48

Reason for Revision

The used auction market dropped back in the second half of the fiscal year after rising sharply in the first half due to the impact of the Great East Japan Earthquake.

This external environment has effectively reduced the profitability of Gulliver’s wholesale operation selling used cars to dealers through these auctions.

The number of retail car sales through directly managed Gulliver stores trended lower year on year through the third quarter amid an economic environment marked by sluggish consumption.

In the fourth quarter, car sales rose compared to the same period in the previous fiscal year; however, retail car sales for the full year fell short of Gulliver’s target.

As a result, operating income for the full year is now expected to be lower than the previous forecast.

Revision of Dividend Forecast

Base date	Dividend per share		
	Interim dividend	Year-end dividend	Annual dividend
Previous dividend forecasts (Announced January 5, 2012)	--	¥74.00	¥148.00
Revised dividend forecasts	--	¥41.00	¥115.00
Actual dividends for FY ended February 29, 2012	¥74.00		
Results for the fiscal year ended February 2011	¥31.00	¥62.00	¥93.00

Reason for Revision

Gulliver has a basic policy of returning profits to shareholders as appropriate in accordance with operating results and emphasizes the dividend payout ratio in doing so.

Specifically, Gulliver targets a dividend payout ratio of around 30% of consolidated net income.

In accordance with this basic policy and target, and considering that consolidated net income in the operating results forecast for the fiscal year ended February 29, 2012 is expected to fall below the previous forecast, the year-end dividend has been revised downward from the previously forecast 74 yen per share to 41 yen per share.