Notice: This document is an excerpt translation of the original Japanese document and is only for reference purposes. In the event of any discrepancy between this translated document and the original Japanese document, the latter shall prevail.

Summary of Consolidated Financial Results for the Nine Months Ended November 30, 2013 (Based on Japanese GAAP)

January 10, 2014

Company name	Gulliver International Co., Ltd.		
Stock exchange listing	Tokyo		
Stock Code	7599 URL http://221616.com		
Representative	Chairman	Kenichi Hatori	
Inquiries	Accounting and Finance Section Manager	Masayuki Matsumoto	TEL 03-5208-5503
Scheduled date to file Q	uarterly Securities Report	January 14, 2014	
Scheduled date to comm	nence dividend payments	-	
Preparation of suppleme	entary material on quarterly earnings	yes	
Holding of quarterly ear	nings performance review	no -	

(Amounts less than one million yen are rounded down)

Percentages indicate year-on-year changes

1. Consolidated financial results for the nine months ended November 30, 2013 (from March 1, 2013 to November 30, 2013)

- 11	1) Compatible data d	an anatin a na anilea	(
	i i Consondaled	operating results	cumulanvei

	Net sales		Operating income		Ordinary income		Net income	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Nine months ended November 30, 2013	128,637	17.8	5,912	78.1	6,012	72.9	3,707	89.9
Nine months ended November 30, 2012	109,169	5.6	3,319	(42.0)	3,477	(39.3)	1,952	(46.1)

	Net income per share	Diluted net income per share
	Yen	Yen
Nine months ended November 30, 2013	36.58	36.57
Nine months ended November 30, 2012	19.26	19.26

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio	Net assets per share
	Millions of yen	Millions of yen	%	Yen
As of November 30, 2013	50,733	32,184	63.4	317.47
As of February 28, 2013	53,253	29,451	55.3	290.50

2. Cash dividends

		Annual dividends				
	1st quarter-end	2nd quarter-end	3rd quarter-end	Fiscal year-end	Total	
	Yen	Yen	Yen	Yen	Yen	
Year ended February 28, 2013	-	41.00	-	47.00	88.00	
Year ending February 28, 2014	-	5.00	-			
Year ending February 28, 2014 (Forecast)				5.00	10.00	

3. Forecast for the year ending February 28, 2014 (from March 1, 2013 to February 28, 2014)

Percentages indicate year-on-year changes

ſ		Net sales	Net sales Operating income Ordinary income Net income				Operating income Ordinary income		e	Net income per share
		Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
	Full year	145,000	1.1	5,800	14.2	5,800	10.4	3,300	10.7	32.56

4. Notes(1) Changes in significant subsidiaries during the (changes in specified subsidiaries resulting in	no			
(2) Application of special accounting for prepari	financial statements: no			
(3) Changes in accounting policies, changes in a	ccounting estimates, and r	estatement of prior period financial state	ments after error corrections	
Changes in accounting policies due to revis	Changes in accounting policies due to revisions to accounting standards and other regulations:			
Changes in accounting policies due to other	reasons:	no		
Changes in accounting estimates:		yes		
Restatement of prior period financial statem	ents after error correction	s: no		
(4) Number of issued shares				
Total number of issued shares at the end of	the period (including treas	ury stock)		
As of November 30, 2013	106,888,000 shares	As of February 28, 2013	106,888,000 shares	
Number of shares of treasury stock at the end of the period				
As of November 30, 2013	As of February 28, 2013	5,519,770 shares		
Average number of shares during the period	l (cumulative from the beg	inning of the fiscal year)		
Nine months ended November 30, 2013	101,368,200 shares	Nine months ended November 30, 201	2 101,368,323 shares	

1. Qualitative information on settlement of accounts for the first three quarters

(1) Qualitative information on consolidated operating results

In the first nine months of the fiscal year under review, used vehicle purchases and retail sales volume at Gulliver-directly operated stores increased year on year. Contributory factors included the opening of stores in new channels, such as OUTLET and LIBERALA, which mainly carry luxury vehicles, as well as the full-year operation of large-scale showrooms WOW! TOWN, which opened in the previous fiscal year. Another factor was the development of personnel at existing Gulliver stores that have been strengthened in recent years.

While we limited PR and advertising costs, selling, general and administrative (SG&A) expenses saw an increase in expenses related to store operations, accompanying an increased number of Gulliver-directly operated stores.

As a result of the above, consolidated business results for the first nine months were highlighted by higher net sales and earnings, as follows: consolidated net sales were 128,637 million yen (up 17.8% from the same term last year), operating income was 5,912 million yen (up 78.1% from the same term last year), ordinary income was 6,012 million yen (up 72.9% from the same term last year) and net income was 3,707 million yen (up 89.9% from the same term last year).

(2) Qualitative information on consolidated financial position

Assets

Total assets as of November 30, 2013 were 50,733 million yen, a decrease of 4.7% from February 28, 2013.

Current assets were 32,464 million yen, up 9.8% from the same date. The primary contributing factor was an increase in cash and deposits, partly offset by decreases in merchandise and notes and accounts receivable-trade.

Total noncurrent assets as of November 30, 2013 decreased by 22.9% from February 28, 2013, to 18,269 million yen. This mainly reflected a decrease in long-term loans receivable.

Of the total amount of accounts receivable-trade, the accounts receivable (financial credit) of consolidated subsidiary G-One Financial Services Co., Ltd. stood at 4,682 million yen.

Liabilities

Total liabilities as of November 30, 2013 decreased by 22.1% from February 28, 2013 to 18,548 million yen.

Current liabilities as of November 30, 2013 decreased by 29.8% from February 28, 2013 to 12,178 million yen mainly due to a decrease in accounts payable-trade and short-term loans payable.

Total noncurrent liabilities as of November 30, 2013 decreased by 1.2% from February 28, 2013 to 6,369 million yen.

Net assets

Net assets as of November 30, 2013 increased by 9.3% from February 28, 2013 to 32,184 million yen, mainly due to an increase in retained earnings accompanying the posting of net income.

(3) Outlook for the fiscal year ending February 28, 2014

There have been no changes made to the full-year consolidated results forecasts as announced in the Consolidated Results, Second Quarter of the Fiscal Year Ending February 28, 2014 that was issued on October 11, 2013.

Quarterly consolidated financial statements

Consolidated balance sheets

	As of February 28, 2013	As of November 30, 2013
Assets	1.5 011 Containly 20, 2010	100110000000000000000000000000000000000
Current assets		
Cash and deposits	6,863	15,045
Notes and accounts receivable-trade	9,614	7,042
Merchandise	10,380	8,08
Deferred tax assets	965	1,324
Other	1,792	1,024
Allowance for doubtful accounts	(61)	(6)
Total current assets	29,555	32,46
Noncurrent assets		
Property, plant and equipment		
Buildings and structures	13,757	14,39
Accumulated depreciation	(4,937)	(5,39
Buildings and structures, net	8,820	9,00
Vehicles	232	22
Accumulated depreciation	(156)	(18
Vehicles, net	76	4
Tools, furniture and fixtures	2,379	2,53
Accumulated depreciation	(1,925)	(2,04
Tools, furniture and fixtures, net	454	48
Land	218	21
Construction in progress	40	31
Total property, plant and equipment	9,609	10,07
Intangible assets		
Software	926	88
Other	16	1
Total intangible assets	942	89
Investments and other assets		
Investment securities	14	
Stocks of subsidiaries and affiliates	361	64
Long-term loans receivable	6,558	15
Lease and guarantee deposits	3,065	3,23
Construction assistance fund receivables	2,758	2,80
Deferred tax assets	249	23
Other	250	28
Allowance for doubtful accounts	(111)	(6
Total investments and other assets	13,146	7,29
Total noncurrent assets	23,698	18,26
Total assets	53,253	50,73

	As of Fohmomy 28, 2012	(Millions of yen As of November 30, 2013
Liabilities	As of February 28, 2013	As of November 50, 2015
Current liabilities		
Accounts payable-trade	3,439	2,536
Short-term loans payable	5,000	2,330
Accounts payable-other	1,829	1.240
Income taxes payable	579	1,240
Deposits received	264	1,744
Provision for bonuses	204 464	123
Provision for merchandise warranties	404	1,779
Other	4,270	4,654
Total current liabilities	17,357	12,178
Noncurrent liabilities	17,557	12,170
	4.000	4.000
Long-term loans payable	4,000 772	4,000
Long-term guarantee deposited Provision for directors' retirement benefits	493	
Asset retirement obligations	493	465 1,165
Provision for loss on business of subsidiaries and affiliates	50	1,10.
=		()()
Total noncurrent liabilities	6,445	6,369
Total liabilities	23,802	18,548
Net assets		
Shareholders' equity		
Capital stock	4,157	4,157
Capital surplus	4,032	4,032
Retained earnings	25,171	27,895
Treasury stock	(3,975)	(3,975
Total shareholders' equity	29,385	32,109
Accumulated other comprehensive income		
Foreign currency translation adjustment	62	71
Total accumulated other comprehensive income	62	71
Subscription rights to shares	3	4
Total net assets	29,451	32,184
Total liabilities and net assets	53,253	50,733

Consolidated statements of income (cumulative) and consolidated statements of comprehensive income (cumulative)

Consolidated statements of income (cumulative)

	Nine months ended	Nine months ended
	November 30, 2012	November 30, 2013
Net sales	109,169	128,637
Cost of sales	84,686	101,379
Gross profit	24,482	27,257
Selling, general and administrative expenses	21,163	21,345
Operating income	3,319	5,912
— Non-operating income		
Interest income	94	61
Foreign exchange gains	7	9
Reversal of allowance for doubtful accounts	-	52
Insurance income	78	8
Other	62	33
Total non-operating income	243	166
Non-operating expenses		
Interest expenses	76	53
Other	8	12
Total non-operating expenses	84	66
Ordinary income	3,477	6,012
Extraordinary income		
Compensation income	6	-
Reversal of provision for loss on business of subsidiaries and affiliates	-	50
Other	0	-
Total extraordinary income	6	50
Extraordinary loss		
Loss on retirement of noncurrent assets	51	59
Provision for loss on business of subsidiaries and affiliates	18	-
Other	21	18
Total extraordinary losses	91	77
Income before income taxes and minority interests	3,392	5,984
Income taxes-current	1,601	2,625
Income taxes-deferred	(161)	(347)
Total income taxes	1,439	2,277
Income before minority interests	1,952	3,707
Net income	1,952	3,707

Consolidated statements of comprehensive income (cumulative)

		(Millions of yen)
	Nine months ended	Nine months ended
	November 30, 2012	November 30, 2013
Income before minority interests	1,952	3,707
Other comprehensive income		
Foreign currency translation adjustment	(0)	8
Total other comprehensive income	(0)	8
Comprehensive income	1,952	3,716
Comprehensive income attributable to		
Comprehensive income attributable to owners of the parent	1,952	3,716