# 1st Quarter Results for Fiscal Year ending February 28, 2017 

July 13, 2016

Gulliver International Co., Ltd.
(7599)

Change in the company's Trade Name "IDOM" from July 15, 2016

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## I . 1st Quarter Results for FY 2017

|  | $\begin{gathered} \text { FY } 2016 \\ 1 Q \end{gathered}$ | $\begin{gathered} \text { FY } 2017 \\ 1 Q \end{gathered}$ |
| :---: | :---: | :---: |
| Number of cars purchased | 48,189 cars | 48,36 |
| Number of wholesale | 37,652 cars | 31,8 |
| Number of retail car sales | 18,416 cars | 23,39 |
| SG\&A expenses (Non-consolidated) | 4 million yen | 04 mill |
| Operating income (Non-consolidated) | 60 millon yen | 02 milli |

[Consolidated] Factors increasing and decreasing 1Q operating income


# II. Factors in difference between results and plan 

[Consolidated] Differences between 1Q operating income result and plan

Plan [consolidated] 1Q operating income 2,200 million yen
difference
1,245 million yen

1 Decline in cars purchased by Gulliver stores
2 Decline in wholesale gross profit due to incidents with Mitsubishi Motors(M/M) and Suzuki
FY 2017
(Initial plan) ..... FY 2017
(Revised plan)
Number of cars purchased 190,000 cars180,000 cars
Number of wholesale 103,000 cars93,000 carsNumber of retail car sales95,000 cars95,000 cars
SG\&A expenses (Non-consolidated)
52.6 billion yen 54.5 billion yen
10.8 billon yen 7.6 billion yen
[Consolidated] Difference between full-year operating income result and plan

## Initial Plan [consolidated] full-year operating income 10,800 million yen

Revised plan [consolidated] full-year operating income 7,600 million yen

1 Decline in cars purchased by Gulliver stores $-1,300$ million yen

2 Decline in wholesale gross profit due to incidents with Mitsubishi Motors(M/M) and Suzuki

3 Decline in profits of subsidiaries -300 million yen

4 Develop display sales stores
0 yen
5 Increase in expenses for developing future markets
$-1,500$ million yen

1 Decline in cars purchased by Gulliver stores
2 Decline in wholesale gross profit due to incidents with M/M and Suzuki
3 Decline in profits of subsidiaries
4 Develop display sales stores
5 Increase in expenses for developing future markets

## Status of Gulliver stores



Status of store visits
by objective (YoY)


1 Decline in cars purchased by Gulliver stores
2 Decline in wholesale gross profit due to incidents with $M / M$ and Suzuki
3 Decline in profits of subsidiaries
4 Develop display sales stores
5 Increase in expenses for developing future markets

## Wholesale profit margin loss on inventory following announcement of fraud

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Mitsubishi and Nissan (Applicable Light cars)
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- Purchase amount
-... Auction price



Impact period only 2 weeks


Suzuki (All models)


1 Decline in cars purchased by Gulliver stores
2 Decline in wholesale gross profit due to incidents with $M / M$ and Suzuki
3 Decline in profits of subsidiaries
4 Develop display sales stores
5 Increase in expenses for developing future markets

## Buick Holdings(DVG) / BMW Dealer subsidiaries

Buick Holdings(DVG)
(unit:million yen)

|  |  | Full-year |  |
| :--- | ---: | ---: | ---: |
|  |  | Initial plan | Revised plan |
| Operating income | -5 | 700 | 440 |
| Amortization of goodwill | 100 | 420 | 360 |
| Operating income after deduction of <br> amortization of goodwill | -106 | 280 | 80 |

BMW Dealer subsidiaries*
(unit:million yen)

|  | Full-year |  |  |
| :--- | ---: | ---: | ---: |
|  |  | Initial plan |  |
|  | Revised plan |  |  |
| Operating income | 7 | 193 | 93 |
| Amortization of goodwill | 23 | 93 | 93 |
| Operating income after deduction of <br> amortization of goodwill | -15 | 100 | 0 |

1 Decline in cars purchased by Gulliver stores
2 Decline in wholesale gross profit due to incidents with M/M and Suzuki
3 Decline in profits of subsidiaries
4 Develop display sales stores
5 Increase in expenses for developing future markets

Display sales stores opened


Store opening plan and progress

Opened on
March to May
10stores:

Contracts finalized but not yet opened (As of May 31)

## 48stores

Projects currently under negotiation (As of May 31)

52stores

New projects

Plan to open this term 60 stores

Status of display sales stores(Exising stores retail car sales)


Case study of an existing store : success at an OUTLET store
(unit:cars)


Case study: Average retail car sales volume for OUTLET stores in Shizuoka Prefecture


Note: Average values for each store: OL R150-Yaizu store (Feb. 2014), OL R1-Kiyomizu store (Oct. 2014), OL Hamamatsu Irino store (Apr. 2015), OL Kakegawa store (Oct. 2015), OL Shizuoka Ryustu Dori store (Dec. 2015), and OL Fujimiya store (Mar. 2016). Brackets indicate date of opening. Results are aggregated from order figures.

1 Decline in cars purchased by Gulliver stores
2 Decline in wholesale gross profit due to incidents with $M / M$ and Suzuki
3 Decline in profits of subsidiaries
4. Develop display sales stores

5 Increase in expenses for developing future markets

## Expenses for developing future markets


FY 2017
(Initial plan) (Revised plan)

Number of cars purchased
190,000 cars
103,000 cars
95,000 cars
180,000 cars

Number of wholesale

Number of retail car sales

SG\&A expenses (Consolidated)

93,000 cars
95,000 cars

Operating income (Consolidated)
52.6 billion yen
10.8 billon yen

## Shareholder Return Policy and Revision of Dividend Forecast

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Basic policy
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- We emphasize dividend payout ratio and return profits to investors corresponding to achievements.

Concrete Target

- Retaining dividend payout ratio of $30 \%$ of consolidated net income for the period.

Dividends per share
(unit:yen)

|  | FY ended <br> Feb 28, 2015 | FY ended <br> Feb 29, 2016 | FY ending <br> Feb 28, 2017 <br> (Forecast) |
| :--- | ---: | ---: | ---: |
| Interim dividend | 7.50 | 7.50 | 6.00 |
| Year-end dividend | Ordinary <br> dividend <br> Anniversary <br> dividend | 2.50 | 5.00 |
| Annual dividend | 5.00 | - | - |

## III.Topics(Reference)

Five stores in Kumamoto opening

- Gulliver R3-Kitami
- Gulliver Kumamotohigashi-bp
- Gulliver Kumamotoshimizu-bp
- Outlet Yashirointer
- Outlet Higashi-bp Kitami


## Retail sales opportunity loss Gross profit opportunity loss

## About 50 cars

Coming to store Situation
4/14 Earthquake occurrence


*Retail car sales volume and gross profit opportunity loss amounts calculated based on the period of closure due to the earthquake and the decline in store visits after the restart of operations at each store

## Directors, Auditors and Advisers (As of June 1, 2016)

| President <br> Yusuke Hatori | Internal | Born in 1971. Joined Gulliver in 1995, one year after its foundation. Set up several stores, starting with the Sapporo store. After serving as director, executive director, and senior executive director, appointed representative president and director in 2008 with the transition to a dual president structure. Currently responsible for corporate strategy, and supervises overseas business, franchise operations, and administration division, among others. |  |  |
| :---: | :---: | :---: | :---: | :---: |
| President <br> Takao Hatori | Intemal | Born in 1972. Joined Gulliver in 1995, one year after its foundation and established the first Kanto store. After serving as director, executive director, and senior executive director, appointed representative president and director in 2008 with the transition to a dual president structure. Currently responsible for corporate strategy and supervises directly managed businesses in general. |  |  |
| Director <br> Masaru Ohta | Internal | Born in 1964 and joined the Company in 1997. Appointed executive officer in 2009. Appointed director in 2016. Currently supervises Gulliver business as the Gulliver Company Leader. |  |  |
| Director <br> Go Kawada | $\qquad$ | Born in 1942. Joined the National Tax Agency and worked as chief of the Sendai National Tax Agency Bureau among other important posts. Registered as a tax accountant in 1996. <br> Taught as a practicum teacher, including as a Professor at Meiji University Graduate Schools. Appointed director of Gulliver in 2015. Currently serves as Audit \& Supervisory Board member of Nippon Kasei Chemical Co., Ltd., outside Audit \& Supervisory Board member of HONMA Corporation, outside Audit \& Supervisory Board member of DAIREI CO.,LTD., and outside Audit \& Supervisory Board member of Nihon Unisys, Ltd. |  |  |
| Auditor (Full-time) <br> Kunie Yanagawa | Intemal | Served at Itochu Corporation before joining Union Optical Co., LTD., where he served as representative director and president and representative director and chairman. <br> Subsequently held several board member positions at companies including a subsidiary of Gulliver. Appointed Audit \& Supervisory Board member of Gulliver in 2016. |  |  |
| Auditor <br> Masakatsu Endo | Outside Director | Tax accountant. Representative director of Wakaba Kaikei Center. Appointed Audit \& Supervisory Board member of Gulliver in 2000. | Honorary Chairman Kenichi Hatori | Founded Gulliver in 1994. <br> Appointed representative director and chairman of Gulliver in 2008. Appointed honorary chairman of Gulliver in 2016. |
| Auditor <br> Hiroto Nakamura | $\begin{gathered} \text { Outside } \\ \hline \text { Independent } \\ \text { Director } \\ \hline \end{gathered}$ | Certified public accountant. Head of Nakamura Accounting Office. Appointed Audit \& Supervisory Board member of Gulliver in 2008. Currently serves as outside Audit \& Supevisory Board member of MANDARAKE INC. | Adviser <br> Hideo Yamada | 12th Commissioner General of the National Police Agency. Appointed advisory of Gulliver in 2016. |

Change in the company＇s Trade Name from July 15， 2016


## 株式会社ガリバーインターナショナル Gulliver International Co．，Ltd．

## 株式会社 IDOM IDOM Inc．

## No change

# IV. Supplementary information about Operating 

 Results and Financial Data(Reference)
## Revised forecast

FY 2016 ..... FY 2017( Forecast)
Number of cars purchased 180,966 cars
180,000 cars
Number of wholesale
118,966 cars
93,000 cars
70,709 cars95,000 cars
SG\&A expenses (Consolidated) 44.0 billion yen 54.5 billion yen
7.5 billion yen ..... 7.6 billion yen
Operating income (Consolidated)
[Consolidated / Non-Consolidated] Income Statement ( Forecast )

| Consolidated | FY ended February 28, 2014 |  | FY ended February 28, 2015 |  | FY ended <br> February 29, 2016 |  | FY ending February 28, 2017 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Result } \\ \text { (million yen) } \end{gathered}$ | Ratio <br> (\%) | $\begin{gathered} \text { Result } \\ \text { (million yen) } \end{gathered}$ | Ratio (\%) | Result (million yen) | Ratio | Forecast (million yen) | $\begin{gathered} \text { Ratio } \\ (\%) \end{gathered}$ | Change (million yen) | $\begin{aligned} & \hline \mathrm{Y} / \mathrm{Y} \\ & (\%) \\ & \hline \end{aligned}$ |
| Sales | 169,398 | 100.0 | 155,681 | 100.0 | 210,085 | 100.0 | 243,500 | 100.0 | 33,415 | 15.9 |
| Cost of sales | 132,843 | 78.4 | 116,605 | 74.9 | 158,474 | 75.4 | 181,400 | 74.5 | 22,926 | 14.5 |
| Gross profit | 36,554 | 21.6 | 39,075 | 25.1 | 51,610 | 24.6 | 62,100 | 25.5 | 10,490 | 20.3 |
| SG\&A Expenses | 29,460 | 17.4 | 33,750 | 21.7 | 44,067 | 21.0 | 54,500 | 22.4 | 10,433 | 23.7 |
| Operating income | 7,094 | 4.2 | 5,325 | 3.4 | 7,542 | 3.6 | 7,600 | 3.1 | 58 | 0.8 |
| Ordinary income | 7,201 | 4.3 | 5,345 | 3.4 | 6,835 | 3.3 | 7,100 | 2.9 | 265 | 3.9 |
| Income before income taxes and minority interests | 7,071 | 4.2 | 5,157 | 3.3 | 6,610 | 3.1 | 6,900 | 2.8 | 290 | 4.4 |
| Net income | 4,360 | 2.6 | 3,286 | 2.1 | 4,111 | 2.0 | 4,100 | 1.7 | -11 | 0.3 |
| Depreciation and amortization | 1,354 | - | 1,643 |  | 2,449 |  | - | - | - |  |
| Capital investment | 2,764 | - | 5,676 |  | 5,450 |  | - | - | - |  |


| Non-Consolidated | FY ended February 28, 2014 |  | FY ended <br> February 28, 2015 |  | FY ended <br> February 29, 2016 |  | FY ending February 28, 2017 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Result (million yen) | Ratio (\%) | Result (million yen) | Ratio (\%) | Result (million yen) | Ratio (\%) | Forecast (million yen) | Ratio <br> (\%) | Change (million yen) | $\mathrm{Y} / \mathrm{Y}$ |
| Sales | 168,036 | 100.0 | 153,171 | 100.0 | 179,367 | 100.0 | 185,300 | 100.0 | 5,933 | 3.3 |
| Cost of sales | 132,000 | 78.6 | 114,992 | 75.1 | 134,077 | 74.8 | 133,500 | 72.0 | -578 | -0.4 |
| Gross profit | 36,036 | 21.4 | 38,178 | 24.9 | 45,289 | 25.2 | 51,800 | 28.0 | 6,511 | 14.4 |
| SG\&A Expenses | 29,161 | 17.4 | 33,137 | 21.6 | 38,447 | 21.4 | 44,800 | 24.2 | 6.353 | 16.5 |
| Operating income | 6,874 | 4.1 | 5,041 | 3.3 | 6,841 | 3.8 | 7,000 | 3.8 | 159 | 2.3 |
| Ordinary income | 6,987 | 4.2 | 6,024 | 3.9 | 6,384 | 3.6 | 6,800 | 3.7 | 416 | 6.5 |
| Income before income taxes | 6,810 | 4.1 | 5,837 | 3.8 | 6,155 | 3.4 | 6,600 | 3.6 | 445 | 7.2 |
| Net income | 4,200 | 2.5 | 4,091 | 2.7 | 3,949 | 2.2 | 4,100 | 2.2 | 151 | 3.8 |
|  |  |  |  |  |  |  |  |  |  |  |
| Depreciation and amortization | 1,349 |  | 1,621 |  | 2,129 | - | - |  | - |  |
| Capital investment | 2,764 |  | 5,676 |  | 5,450 | - | - | - | - |  |

[Consolidated / Non-Consolidated] Income Statement ( Forecast:Six months )

| Consolidated | FY ended August 31, 2013 |  | FY ended August 31, 2014 |  | FY ended August 31, 2015 |  | FY ending August 31, 2016 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Result (million yen) | Ratio (\%) | Result (million yen) | Ratio (\%) | Result (million yen) | Ratio (\%) | Forecast (million yen) | $\begin{gathered} \text { Ratio } \\ (\%) \end{gathered}$ | Change (million yen) | $\begin{aligned} & \mathrm{Y} / \mathrm{Y} \\ & (\%) \end{aligned}$ |
| Sales | 83,401 | 100.0 | 74,631 | 100.0 | 95,024 | 100.0 | 119,200 | 100.0 | 24,176 | 25.4 |
| Cost of sales | 65,637 | 78.7 | 55,828 | 74.8 | 71,573 | 75.3 | 89,600 | 75.2 | 18,027 | 25.2 |
| Gross profit | 17,763 | 21.3 | 18,802 | 25.2 | 23,450 | 24.7 | 29,600 | 24.8 | 6,150 | 26.2 |
| SG\&A Expenses | 14,206 | 17.0 | 16,075 | 21.5 | 19,371 | 20.4 | 27,000 | 22.7 | 7,629 | 39.4 |
| Operating income | 3,557 | 4.3 | 2,727 | 3.7 | 4,079 | 4.3 | 2,600 | 2.2 | -1,479 | -36.3 |
| Ordinary income | 3,658 | 4.4 | 2,758 | 3.7 | 4,043 | 4.3 | 2,350 | 2.0 | -1,693 | -41.9 |
| Income before income taxes and minority interests | 3,679 | 4.4 | 2,704 | 3.6 | 4,021 | 4.2 | 2,250 | 1.9 | -1,771 | -44.0 |
| Net income | 2,298 | 2.8 | 1,645 | 2.2 | 2,563 | 2.7 | 1,350 | 1.1 | -1,213 | -47.3 |


| Non-Consolidated | FY ended August 31, 2013 |  | FY ended August 31, 2014 |  | FY ended August 31, 2015 |  | FY ending August 31, 2016 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Result (million yen) | Ratio <br> (\%) | Result (million yen) | Ratio (\%) | Result (million yen) | Ratio <br> (\%) | Forecast (million yen) | Ratio (\%) | Change (million yen) | $\begin{aligned} & \mathrm{Y} / \mathrm{Y} \\ & (\%) \end{aligned}$ |
| Sales | 82,712 | 100.0 | 73,280 | 100.0 | 89,317 | 100.0 | 91,100 | 100.0 | 1,783 | 2.0 |
| Cost of sales | 65,211 | 78.8 | 54,925 | 75.0 | 67,268 | 75.3 | 66,300 | 72.8 | -968 | -1.4 |
| Gross profit | 17,500 | 21.2 | 18,355 | 25.0 | 22,048 | 24.7 | 24,800 | 27.2 | 2,752 | 12.5 |
| SG\&A Expenses | 14,043 | 17.0 | 15,793 | 21.6 | 18,272 | 20.5 | 22,300 | 24.5 | 4,028 | 22.0 |
| Operating income | 3,456 | 4.2 | 2,561 | 3.5 | 3,776 | 4.2 | 2,500 | 2.7 | 1,276 | -33.8 |
| Ordinary income | 3,502 | 4.2 | 2,563 | 3.5 | 3,740 | 4.2 | 2,400 | 2.6 | 1,340 | -35.8 |
| Income before income taxes | 3,532 | 4.3 | 2,519 | 3.4 | 3,721 | 4.2 | 2,300 | 2.5 | 1,421 | -38.2 |
| Net income | 2,198 | 2.7 | 1,528 | 2.1 | 2,343 | 2.6 | 1,450 | 1.6 | -893 | -38.1 |

## 1st Quarter Results

[Non-consolidated] Transaction Volume

Number of cars purchased


Number of cars by wholesale and
Number of cars by retail

[Consolidated / Non-Consolidated] Income Statement

| Consolidated | FY ended May 31, 2013 |  | FY ended May 31, 2014 |  | FY ended May 31, 2015 |  | FY ended May 31, 2016 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Result (million yen) | $\begin{gathered} \hline \text { Ratio } \\ (\%) \\ \hline \end{gathered}$ | Result (million yen) | $\overline{\text { Ratio }}$ (\%) | Result $($ million yen) | $\begin{aligned} & \hline \text { Ratio } \\ & (\%) \\ & \hline \end{aligned}$ | Result (million yen) | $\begin{gathered} \hline \text { Ratio } \\ (\%) \\ \hline \end{gathered}$ | Change (million yen) | $\begin{aligned} & \hline \text { Y/ } \\ & (\%) \end{aligned}$ |
| Sales | 45,729 | 100.0 | 38,845 | 100.0 | 50,498 | 100.0 | 66,192 | 100.0 | 15,694 | 31.1 |
| Cost of sales | 36,676 | 80.2 | 29,453 | 75.8 | 38,766 | 76.8 | 51,184 | 77.3 | 12,418 | 32.0 |
| Gross profit | 9,053 | 19.8 | 9,391 | 24.2 | 11,731 | 23.2 | 15,007 | 22.7 | 3,276 | 27.9 |
| SG\&A Expenses | 7,157 | 15.7 | 7,915 | 20.4 | 9,690 | 19.2 | 13,761 | 20.8 | 4,071 | 42.0 |
| Operating income | 1,896 | 4.1 | 1,476 | 3.8 | 2,040 | 4.0 | 1,245 | 1.9 | -795 | -39.0 |
| Ordinary income | 1,913 | 4.2 | 1,507 | 3.9 | 2,017 | 4.0 | 1,173 | 1.8 | -844 | -41.8 |
| Income before income taxes and minority interests | 1,935 | 4.2 | 1,487 | 3.8 | 2,017 | 4.0 | 1,050 | 1.6 | -967 | -47.9 |
| Net income | 1,227 | 2.7 | 910 | 2.3 | 1,248 | 2.5 | 732 | 1.1 | -516 | -41.3 |


| Non-Consolidated | FY ended May 31, 2013 |  | FY ended May 31, 2014 |  | FY ended May 31, 2015 |  | FY ended May 31, 2016 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Result } \\ \text { (million yen) } \end{gathered}$ | $\begin{gathered} \text { Ratio } \\ (\%) \end{gathered}$ | $\begin{gathered} \text { Result } \\ \text { (million yen) } \end{gathered}$ | $\begin{aligned} & \hline \text { Ratio } \\ & (\%) \\ & \hline \end{aligned}$ | $\begin{gathered} \text { Result } \\ \text { (million yen) } \end{gathered}$ | $\begin{gathered} \hline \text { Ratio } \\ (\%) \end{gathered}$ | $\begin{gathered} \text { Result } \\ \text { (million yen) } \end{gathered}$ | $\begin{gathered} \hline \text { Ratio } \\ (\%) \\ \hline \end{gathered}$ | $\begin{gathered} \text { Change } \\ \text { (million yen) } \end{gathered}$ | $\begin{aligned} & \hline \mathrm{Y} / \mathrm{Y} \\ & (\%) \end{aligned}$ |
| Sales | 45,388 | 100.0 | 38,172 | 100.0 | 47,604 | 100.0 | 51,275 | 100.0 | 3,671 | 7.7 |
| Cost of sales | 36,472 | 80.4 | 29,013 | 76.0 | 36,649 | 77.0 | 38,868 | 75.8 | 2,219 | 6.1 |
| Gross profit | 8,916 | 19.6 | 9,158 | 24.0 | 10,954 | 23.0 | 12,407 | 24.2 | 1,453 | 13.3 |
| SG\&A Expenses | 7,082 | 15.6 | 7,774 | 20.4 | 9,194 | 19.3 | 11,204 | 21.9 | 2,010 | 21.9 |
| Operating income | 1,834 | 4.0 | 1,383 | 3.6 | 1,760 | 3.7 | 1,202 | 2.3 | -558 | -31.7 |
| Ordinary income | 1,850 | 4.1 | 1,396 | 3.7 | 1,737 | 3.6 | 1,175 | 2.3 | -562 | -32.4 |
| Income before income taxes | 1,848 | 4.1 | 1,382 | 3.6 | 1,736 | 3.6 | 1,057 | 2.1 | -679 | -39.1 |
| Net income | 1,161 | 2.6 | 838 | 2.2 | 1,012 | 2.1 | 798 | 1.6 | -214 | -21.1 |

## [Non-consolidated] SG\&A Expense

|  | FY ended May 31, 2013 |  | FY ended <br> May 31, 2014 |  | FY ended May 31, 2015 |  | FY ended May 31, 2016 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Result (million yen) | $\begin{gathered} \text { Ratio } \\ (\%) \end{gathered}$ | Result (million yen) | $\begin{gathered} \hline \text { Ratio } \\ (\%) \\ \hline \end{gathered}$ | Result (million yen) | $\begin{gathered} \text { Ratio } \\ (\%) \\ \hline \end{gathered}$ | Result (million yen) | $\begin{gathered} \text { Ratio } \\ (\%) \end{gathered}$ | Change (million yen) | $\begin{aligned} & \hline \mathrm{Y} / \mathrm{Y} \\ & (\%) \end{aligned}$ |
| Personnel costs | 2,869 | 6.3 | 3,040 | 8.0 | 3,497 | 7.3 | 4,153 | 8.1 | 656 | 18.8 |
| Outsourcing costs (Temp staff fees,etc) | 277 | 0.6 | 325 | 0.9 | 373 | 0.8 | 434 | 0.8 | 61 | 16.4 |
| Commission paid | 135 | 0.3 | 173 | 0.5 | 267 | 0.6 | 385 | 0.8 | 118 | 44.2 |
| Depreciation expenses | 295 | 0.6 | 337 | 0.9 | 450 | 0.9 | 572 | 1.1 | 122 | 27.1 |
| Advertising and PR expenses | 1,033 | 2.3 | 1,040 | 2.7 | 1,426 | 3.0 | 1,994 | 3.9 | 568 | 39.8 |
| Real estate and property rental | 1,234 | 2.7 | 1,283 | 3.4 | 1,494 | 3.1 | 1,816 | 3.5 | 322 | 21.6 |
| Others | 1,235 | 2.7 | 1,573 | 4.1 | 1,684 | 3.5 | 1,846 | 3.6 | 162 | 9.6 |
| Total | 7,082 | 15.6 | 7,774 | 20.4 | 9,194 | 19.3 | 11,204 | 21.9 | 2,010 | 21.9 |


| Basic data |  |  |  |  |  | Advertising expenses (million yen) |  |  |  | $\square$ Dec-Feb |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | FY ended <br> May 31, 2013 | FY ended <br> May 31, 2014 | FY ended May 31, 2015 | FY ended <br> May 31, 2016 | 4,924 | 5,740 | 7,068 |  |  |
| Employees (Head office) | person | 502 | 499 | 606 | 752 |  |  |  |  | - Sep-Nov |
| Employees (Direct stores) | person | 1,531 | 1,725 | 2,091 | 2,485 |  |  |  |  | - Jun-Aug |
| Total employees | person | 2,033 | 2,224 | 2,697 | 3,237 |  | 1,739 |  |  | - Mar-May |
| Capital investment(stores) | million yen | 125 | 706 | 1,136 | 1,180 | 1,757 | 1,578 | 1,686 |  |  |
| Capital investment(system, etc) | million <br> yen | 53 | 388 | 100 | 240 | 1,152 980 | 1,382 | 1,241 | 1,994 |  |
| Total capital investment | million yen | 179 | 1,095 | 1,236 | 1,420 | $\begin{gathered} 980 \\ \hline 1,033 \\ \hline \end{gathered}$ | 1,040 | 1,426 |  |  |
|  |  |  |  |  |  | '14/2 | '15/2 | '16/2 | '17/2 |  |

[Consolidated] Analysis of change in consolidated operating income

[Consolidated] Balance sheet

|  | As of February 29, 2016 | $\begin{gathered} \text { As of May 31, } \\ 2016 \end{gathered}$ |
| :---: | :---: | :---: |
| Assets |  |  |
| Current assets |  |  |
| Cash and deposits | 9,149 | 26,468 |
| Notes and accounts receivable - trade | 5,192 | 3,767 |
| Merchandise | 31,848 | 29,116 |
| Deferred tax assets | 778 | 995 |
| Other | 2,159 | 2,282 |
| Allowance for doubtful accounts | $\Delta 54$ | $\triangle 53$ |
| Total current assets | 49,074 | 62,577 |
| Non-current assets |  |  |
| Property, plant and equipment |  |  |
| Buildings and structures | 26,000 | 27,090 |
| Accumulated depreciation | -8,564 | -8,896 |
| Buildings and structures, net | 17,435 | 18,193 |
| Vehicles | 435 | 432 |
| Accumulated depreciation | $\Delta 180$ | $\triangle 203$ |
| Vehicles, net | 255 | 229 |
| Tools, furniture and fixtures | 3,882 | 4,060 |
| Accumulated depreciation | -2,874 | -2,958 |
| Tools, furniture and fixtures, net | 1,007 | 1,102 |
| Land | 218 | 218 |
| Construction in progress | 826 | 459 |
| Total property, plant and equipment | 19,743 | 20,202 |
| Intangible assets |  |  |
| Software | 1,941 | 1,996 |
| Goodwill | 9,597 | 9,390 |
| Other | 3,974 | 3,869 |
| Total intangible assets | 15,513 | 15,256 |
| Investments and other assets |  |  |
| Investment securities | 13 | 22 |
| Shares of subsidiaries and associates | 45 | 45 |
| Long-term loans receivable | 395 | 389 |
| Lease and guarantee deposits | 4,565 | 4,766 |
| Construction assistance fund receivables | 4,304 | 4,571 |
| Deferred tax assets | 274 | 307 |
| Other | 489 | 489 |
| Allowance for doubtful accounts | -209 | $\triangle 209$ |
| Total investments and other assets | 9,879 | 10,382 |
| Total non-current assets | 45,136 | 45,841 |
| Total assets | 94,211 | 108,419 |


|  | ( unit: million yen ) |  |
| :---: | :---: | :---: |
|  | As of February 29, 2016 | $\begin{gathered} \text { As of May 31, } \\ 2016 \end{gathered}$ |
| Liabilities |  |  |
| Current liabilities |  |  |
| Accounts payable - trade | 14,102 | 12,328 |
| Short-term loans payable | 2,045 | 68 |
| Current portion of long-term loans payable | 79 | 71 |
| Accounts payable - other | 3,064 | 2,789 |
| Income taxes payable | 1,778 | 663 |
| Advances received | 3,026 | 3,032 |
| Deposits received | 475 | 406 |
| Provision for bonuses | 459 | 30 |
| Provision for merchandise warranties | 1,076 | 1,088 |
| Other provision (Current) | 113 | 130 |
| Other | 2,378 | 4,526 |
| Total current liabilities | 28,600 | 25,136 |
| Non-current liabilities |  |  |
| Long-term loans payable | 22,851 | 40,827 |
| Long-term guarantee deposited | 651 | 593 |
| Provision for directors' retirement benefits | 540 | 177 |
| Asset retirement obligations | 1,653 | 1,710 |
| Deferred tax liabilities (fixed) | 1,086 | 1,064 |
| Other provision (fixed) | 388 | 399 |
| Other | 194 | 231 |
| Total non-current liabilities | 27,365 | 45,004 |
| Total liabilities | 55,965 | 70,140 |
| Net assets |  |  |
| Shareholders' equity |  |  |
| Capital stock | 4,157 | 4,157 |
| Capital surplus | 4,032 | 4,032 |
| Retained earnings | 32,869 | 33,095 |
| Treasury shares | -3,947 | -3,947 |
| Total shareholders' equity | 37,111 | 37,337 |
| Accumulated other comprehensive income |  |  |
| Foreign currency translation adjustment | 1 | $\triangle 132$ |
| Total accumulated other comprehensive income | 1 | $\triangle 132$ |
| Minority owner shares worth | 1,131 | 1,073 |
| Total net assets | 38,245 | 38,278 |
| Total liabilities and net assets | 94,211 | 108,419 |

