

Last updated: July 13, 2015

1st Quarter Result for Fiscal year ending February 29, 2016

July 13, 2015

Gulliver International Co., Ltd.
(7599)

I . 1st Quarter Result for FY 2016

II . Acquisition of Buick Holdings Pty Ltd
(DVG Automotive Group) in Australia

III . Business Domain Expansion and M&A

IV . Reference

I .1st Quarter Result for FY 2016

1Q Summary

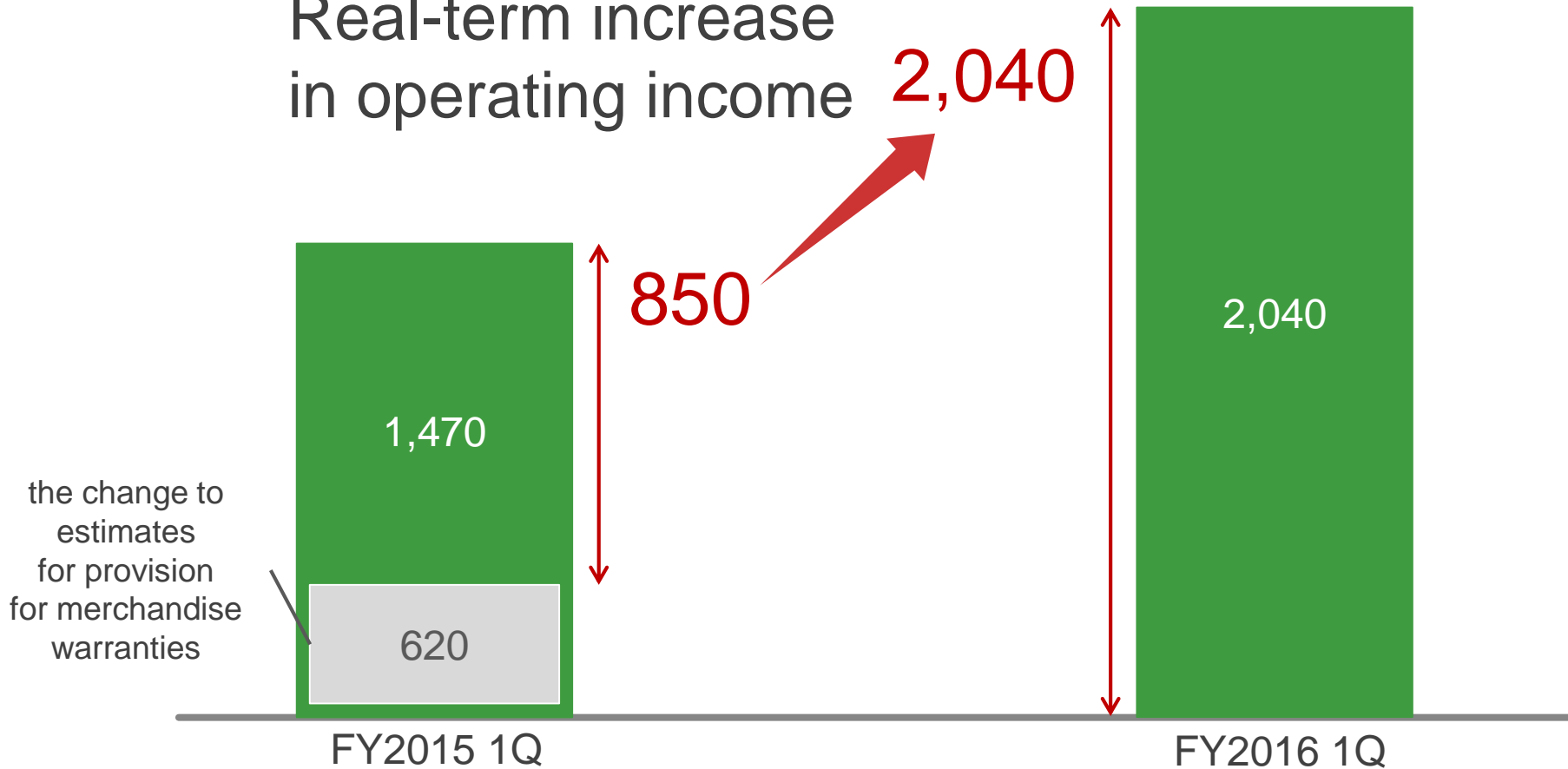
	FY 2015 1Q		FY 2016 1Q
No. of cars purchased	36,230 cars	➔	48,189 cars
No. of wholesale	30,105 cars	➔	37,652 cars
No. of retail car sales	12,840 cars	➔	18,416 cars
SG&A expenses	7.91 billion yen	➔	9.69 billion yen
Operating income	1.47 billion yen	➔	2.04 billion yen

*Number of cars for direct stores.

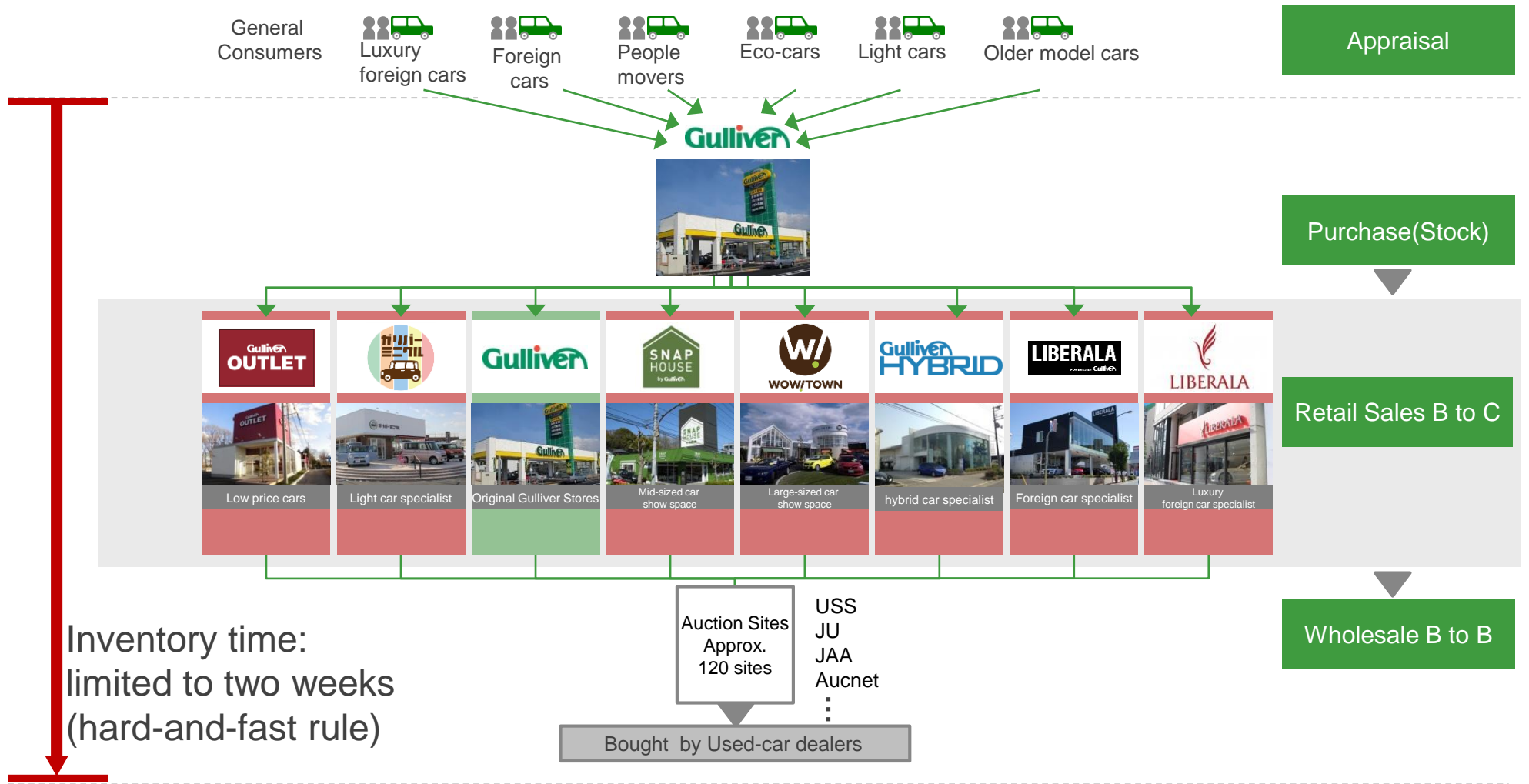
Consolidated Operating Income

(unit: million yen)

Real-term increase
in operating income

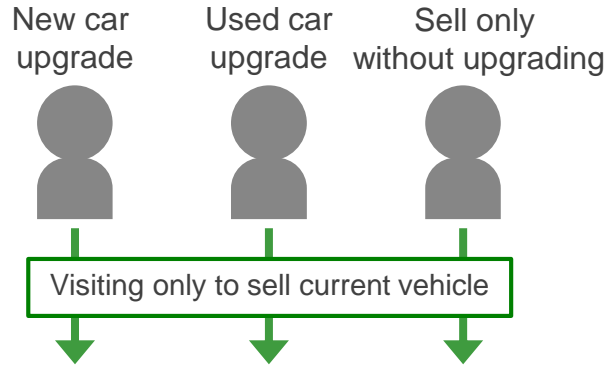


Car Distribution Flow at Gulliver's Directly Managed Stores



Process leading to retail close

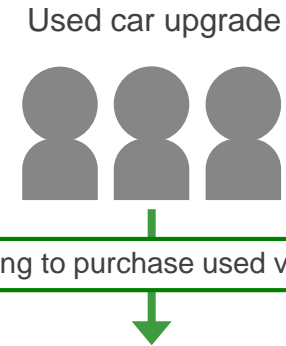
Original Gulliver stores



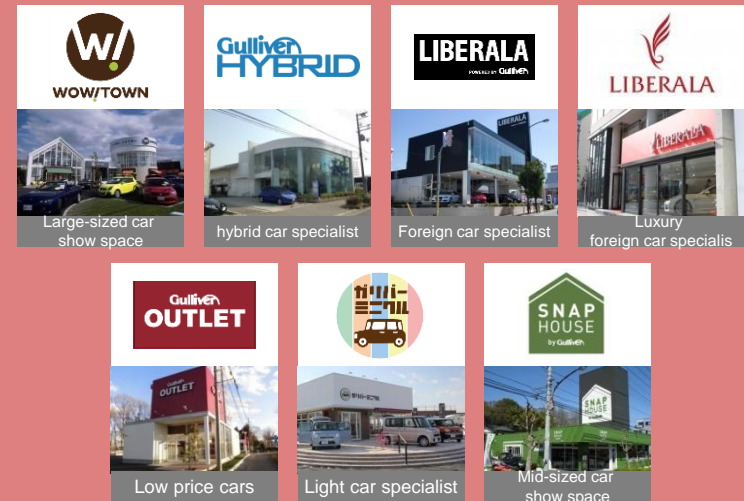
Sales talk for cross selling



Display sales stores

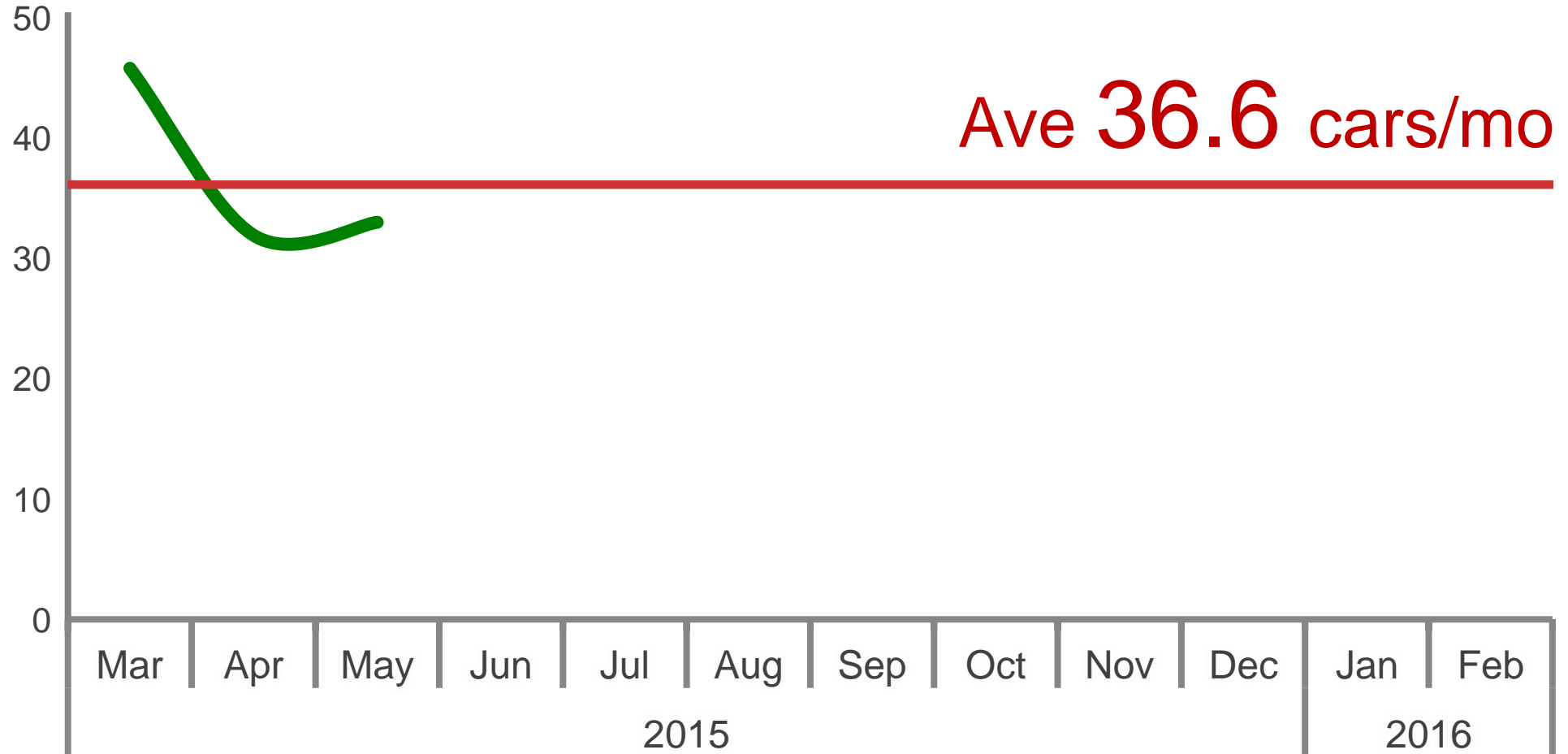


Sales talk for responding to needs



Status of display sales stores (existing stores ; sales volume)

(unit:car)



*Average retail car sales for stores that opened before February 2015 and are fully operational in the fiscal year ending February 2016 (excluding Shake! Hamamatsu and VOLVO Matsuyama)

Display sales stores opened



OL R1-Toyohashinishiguchi
Aichi, Toyohashi



OL R38-Obihiro
Hokkaido, Obihiro



OL R41-Komaki
Aichi, Komaki



OL Naritakukodori
Chiba, Narita



OL Hamamatsuirino
Shizuoka, Hamamatsu



SN Tsukubakenkyugakuen
Ibaraki, Tsukuba



SN Shizuokaikeda
Shizuoka, Shizuoka



SN Hamamatsushinzucho
Shizuoka, Hamamatsu



SN Nagoyanarumi
Aichi, Nagoya



LIBERALA Utsunomiya
Tochigi, Utsunomiya



LIBERALA Takamatsu
Kagawa, Takamatsu



LIBERALA Hamamatsuwada
Shizuoka, Hamamatsu



MC Tsukubakenkyugakuen
Ibaraki, Tsukuba



MC Isesaki
Gunma, Isesaki



Basis for current term development plan

Mar-May
Net Increase

13 stores

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

48 stores

Sites currently
under negotiation
(As of May 31)

52 stores

New projects

Plan to open this term

100 stores

(First half 35 stores + Second half 65 stores)

Business Development at Nakamitsu Motors

BMW

Ichikawa
Chiba, Ichikawa



Urayasu
Chiba, Urayasu



Funabashi
Chiba, Funabashi



Matsudo
Chiba, Matsudo



Kashiwa
Chiba, Kashiwa



BMW Premium Selection (used car)

Urayasu
Chiba, Urayasu



Funabashi
Chiba, Funabashi



Kashiwa
Chiba, Kashiwa



MINI

Ichikawa
Chiba, Ichikawa



Funabashi
Chiba, Funabashi



Matsudo
Chiba, Matsudo

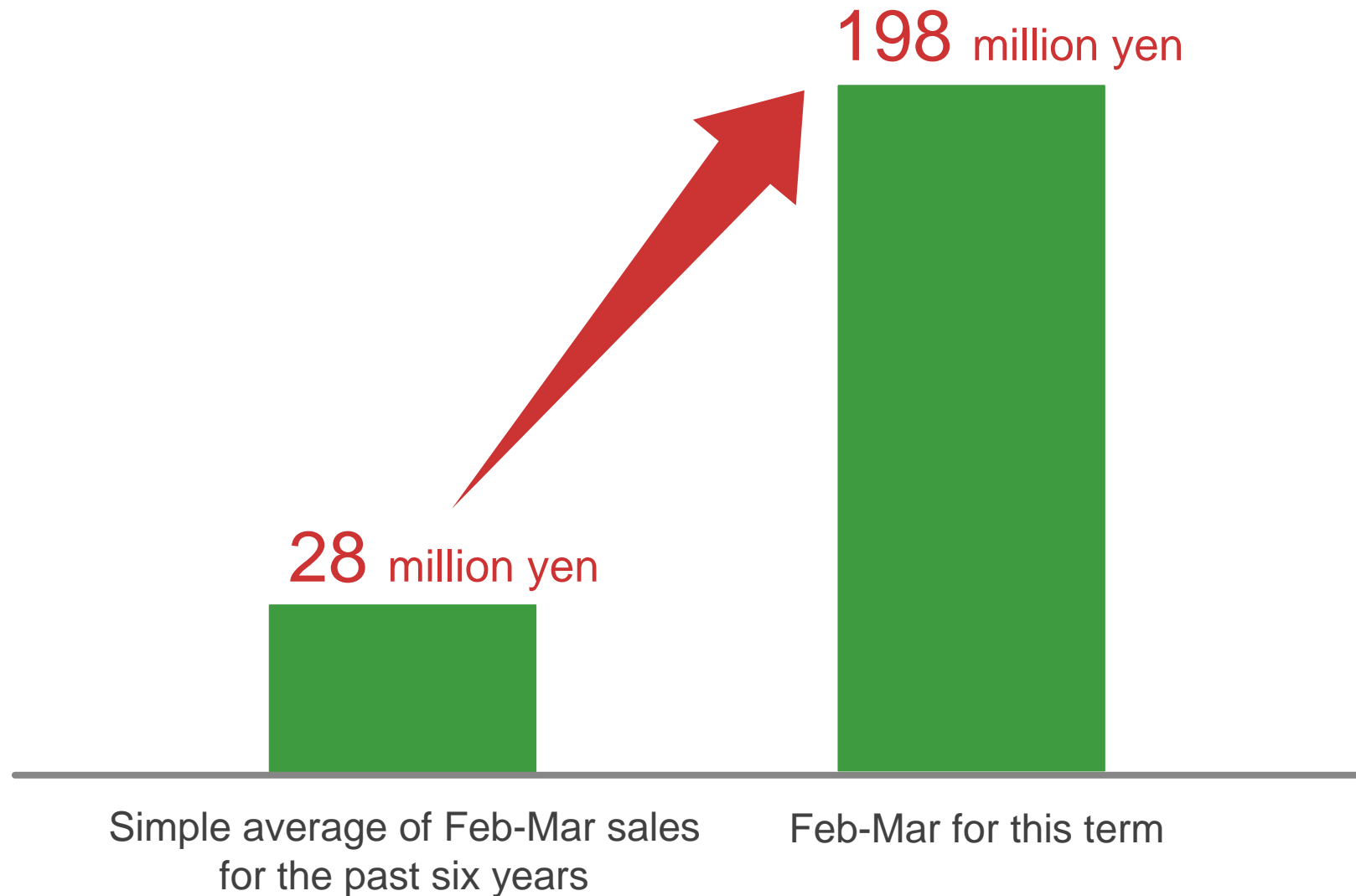


Kashiwa
Chiba, Kashiwa



*Nakamitsu Motors Co., LTD. is scheduled to be renamed Motoren Glanz Co., LTD.

Sales performance at Nakamitsu Motors



*Nakamitsu Motors Co., LTD. is scheduled to be renamed Motoren Glanz Co., LTD.

Aim for a **7%** operating margin
as soon as possible

II . Acquisition of Buick Holdings Pty Ltd (DVG Automotive Group) in Australia

- 1. Why Australia?**
- 2. What kind of company is Buick?**
- 3. What will Buick contribute to results?**
- 4. What will be the post-acquisition
management structure?**
- 5. How will you source the acquisition funds?**

1. Why Australia?

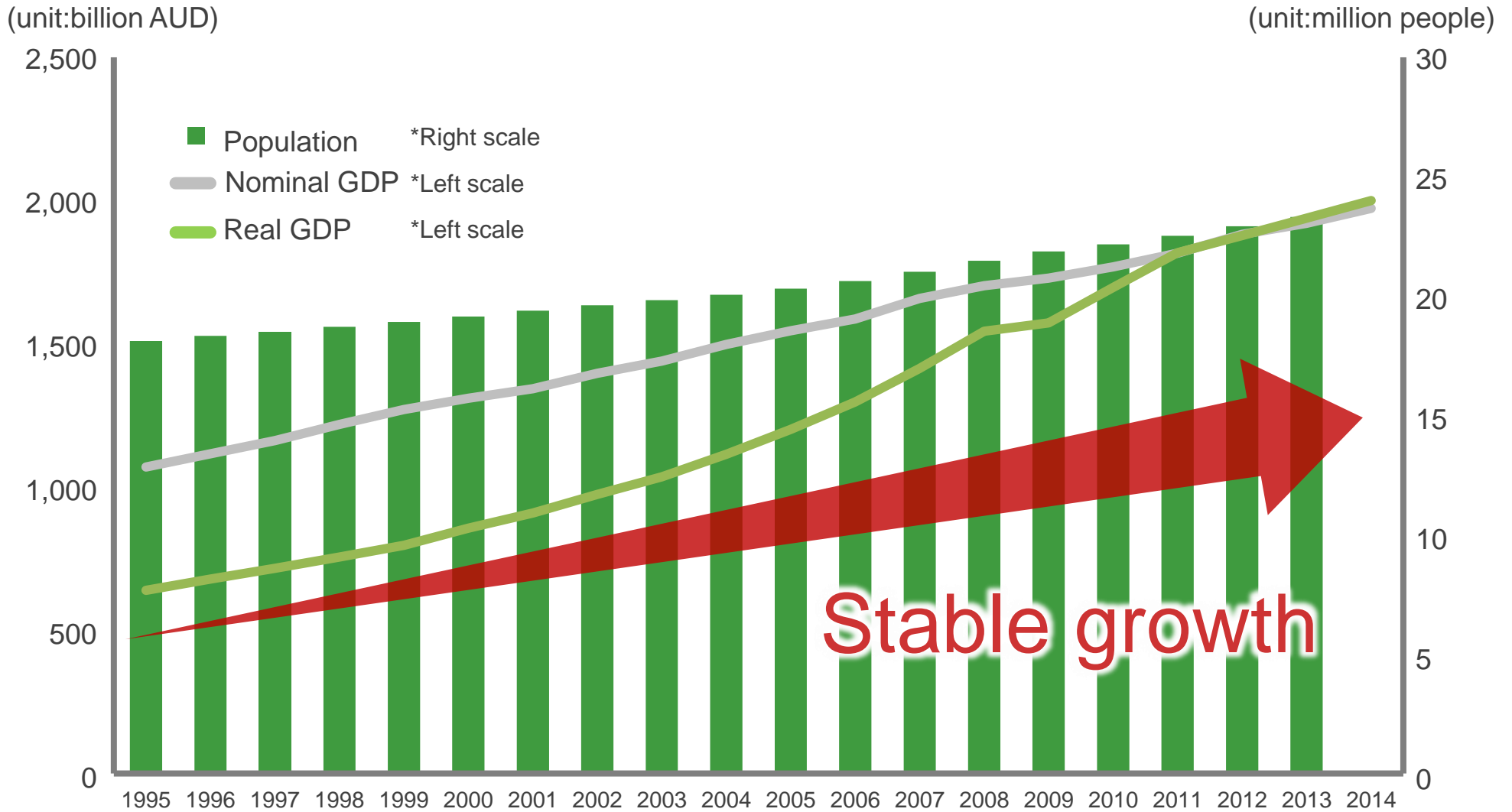
2. What kind of company is Buick?

3. What will Buick contribute to results?

**4. What will be the post-acquisition
management structure?**

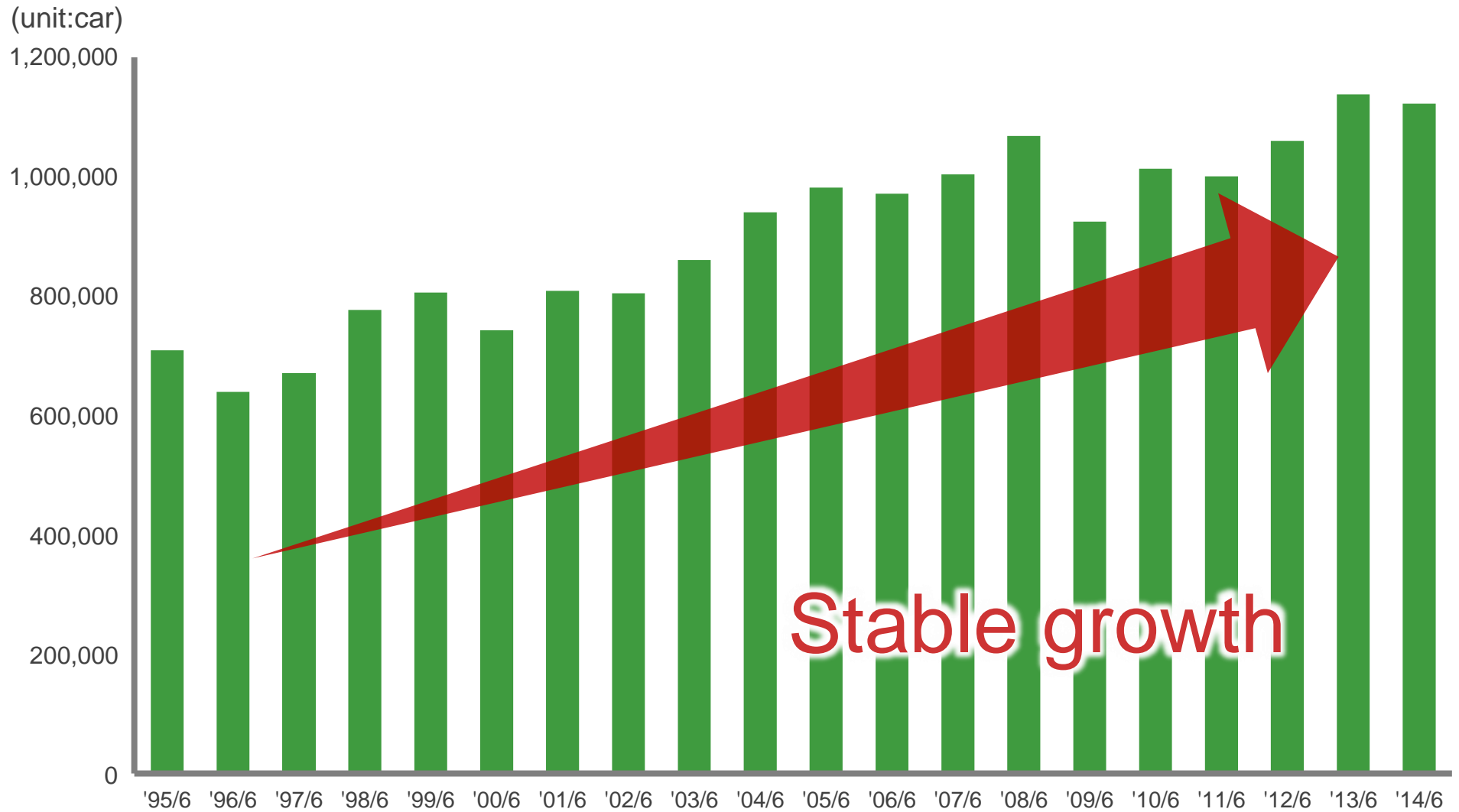
5. How will you source the acquisition funds?

Economic Situation in Australia



*source: IMF Survey

New Car Market in Australia (Annual New Car Sales Volume)



*source : Australian Bureau of Statistics

1. Why Australia?

2. What kind of company is Buick?

3. What will Buick contribute to results?

4. What will be the post-acquisition
management structure?

5. How will you source the acquisition funds?

Buick Holdings operates **25** multi-brand automotive dealerships at around 10 locations in Western Australia

Toyota	Nissan	Honda	Isuzu	Mitsubishi	Suzuki
--------	--------	-------	-------	------------	--------

Hyundai	Kia	Holden
---------	-----	--------

Chrysler	Peugeot	Volkswagen	FIAT	Alfa Romeo
----------	---------	------------	------	------------



Dealer Breakdown by Brand

DVG Wanneroo

Mitsubishi	January, 1997-
Isuzu	October, 2008-

DVG Morley

Hyundai	January, 1998-
Mitsubishi	March, 1999-
Nissan	January, 2003-

DVG Midland

Hyundai	January, 1998-
Mitsubishi	January, 2001-
Nissan	January, 2001-
Kia	March, 2008-

DVG Maddington

Chrysler	June, 2001-
Isuzu	October, 2008-
Hyundai	June, 2011-

DVG Melville

Hyundai	September, 2005-
Chrysler	September, 2005-
Peugeot	February, 2006-
Volkswagen	January, 2010-
FIAT	March, 2013-
Alfa Romeo	March, 2013-

Prosser Toyota

Toyota	March, 2008-
--------	--------------

Midland Toyota

Toyota	March, 2008-
Isuzu	October, 2008-

Canning Vale

Toyota	February, 2011-
--------	-----------------

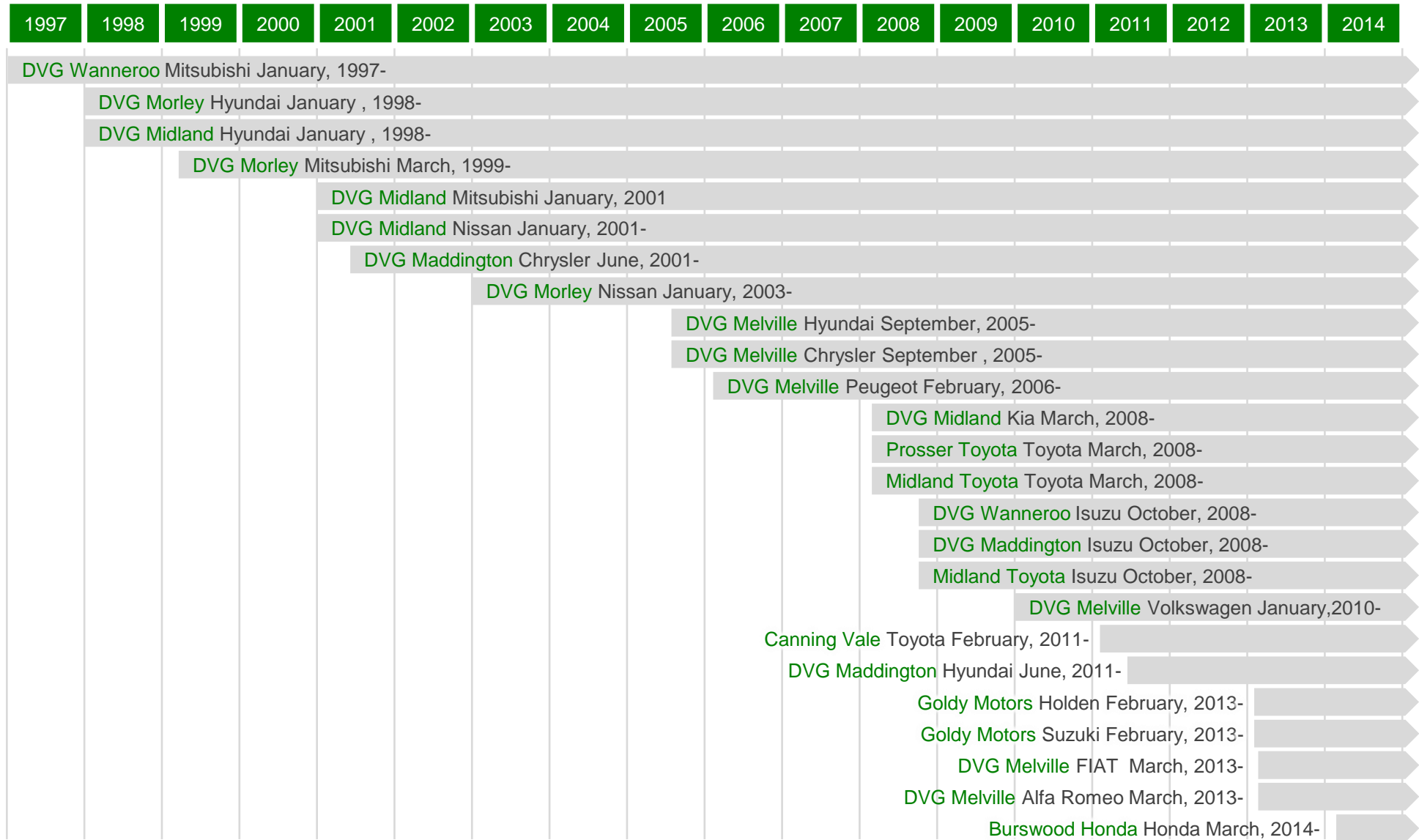
Goldy Motors

Holden	February, 2013-
Suzuki	February, 2013-

Burswood Honda

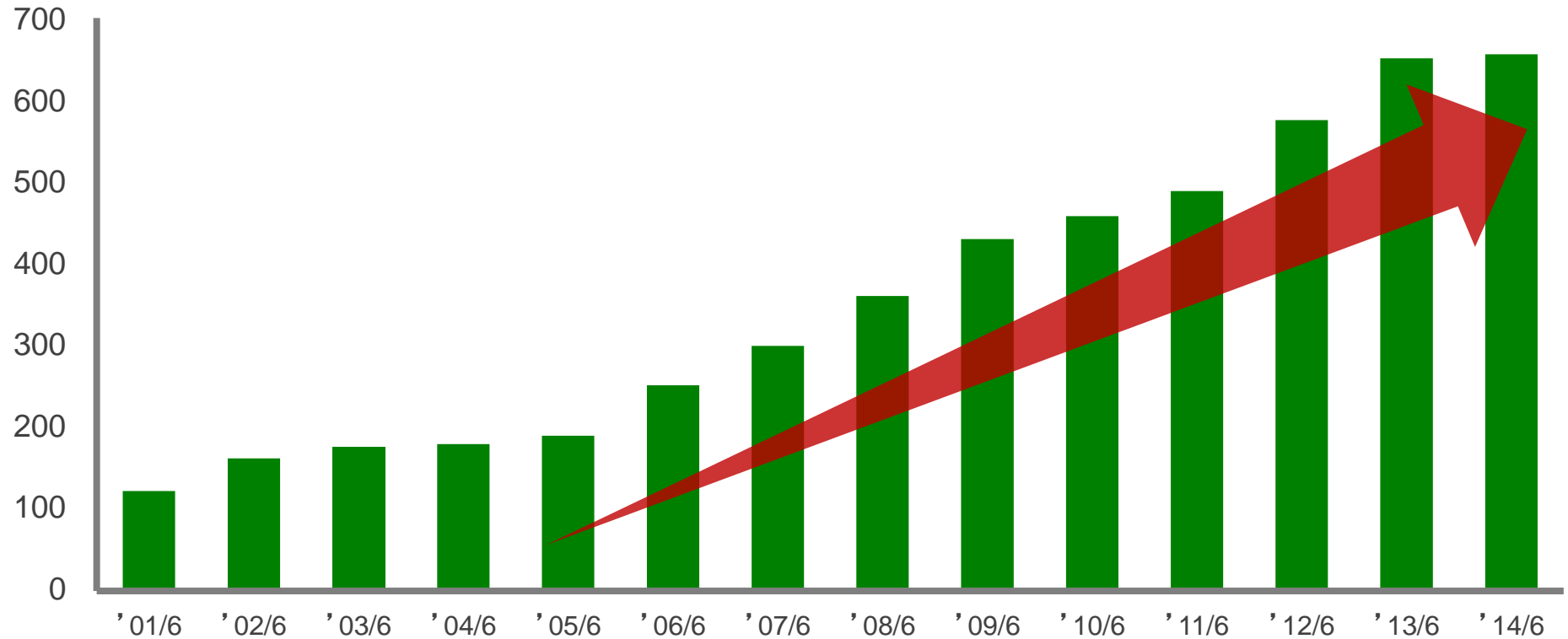
Honda	March, 2014-
-------	--------------

History of Dealership Management



Steady growth through the development of multi-brand dealers, with a sales volume track record of approx. 14,000 vehicles a year

(unit: million AUD)



Storefront Photos of the Local Dealerships



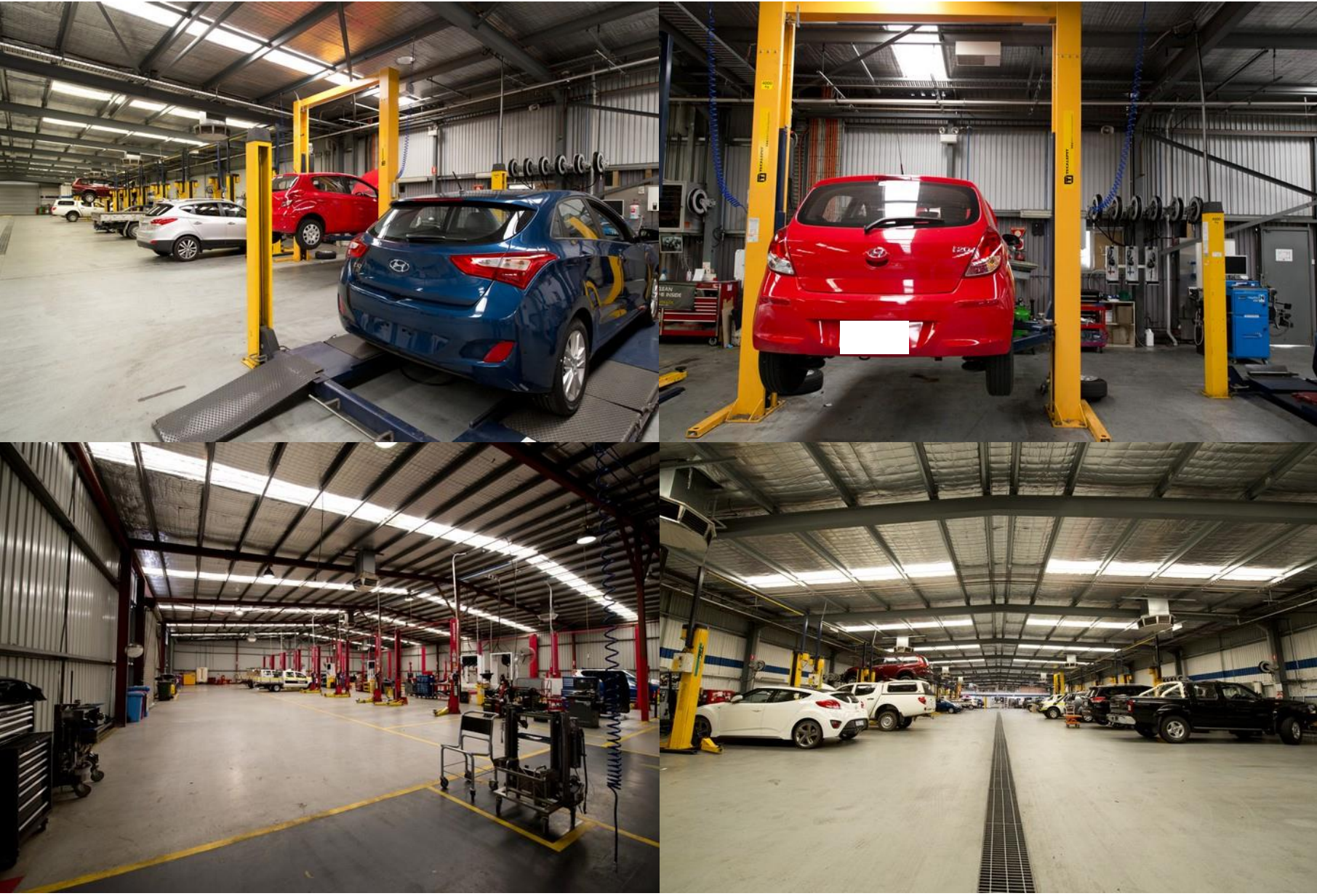
Storefront Photos of the Local Dealerships



Storefront Photos of the Local Dealerships



Storefront Photos of the Local Dealerships



Tightly owned and managed by the DiVirgilio family



Stephen DiVirgilio
Director
Regional Manager
(Morley & Wanneroo)

Dominic DiVirgilio
Director
Founding member
One of the most knowledgeable and
experienced in the industry
Oversees the group's operation and strategies
Dealer Principal

Luigi DiVirgilio
Managing Director
Founding member
Top management

David DiVirgilio
Director
Regional Manager
(Midland)

Michael DiVirgilio
Director
General Manager
(Operation)
Dealer Principal

Robert DiVirgilio
Director
Founding member
Over 15 years of dealer
management experience
Dealer Principal

John DiVirgilio
Director
General Manager
(Wholesale)

Career History of Top Management



Luigi DiVirgilio
Managing Director

Luigi DiVirgilio founded Buick Holdings together with his younger brothers after working for financial institutions in Sydney and New York. As the oldest son of the family, he took charge of management to grow Buick Holdings into one of Australia's leading group of automotive dealers with approximately 700 employees.

Mr. DiVirgilio has been a board member of the Australian Automotive Dealer Association since 2014 and was the Mitsubishi Australia Subcommittee Dealer Representative in 2011.

History of Awards and Commendations (Excerpt, Random Order)

Midland Toyota

- 2014 - 5 Star Guest Experience Dealership- Sales & Service
- 2014 Number 1 Metro Sales Guest Satisfaction Index
- 2011, 2012, 2013 - Bronze Knight Sales Award
- 2014 - Bronze Brand & Customer Experience Award
- 2012, 2013 - Bronze Customer First Award for Excellence
- 2013 - Bronze Business Management Award
- 2013, 2014, 2015 - Fleet Specialist Dealer Accredited
- 2013, 2014 - Used Cars Excellence Award
- 2014 - TSM Foundations Accredited Dealer

Midland Isuzu

- 2014 - National Dealer Evaluation Program Top 25 Award
- Nissan Dealer of the Year award for the last 3 years. In the last year they changed it to the Nissan Dealer excellence award. In 2014 Midland Nissan was awarded Nissan dealer excellence award. This would be 5th year in a row Midland Nissan has achieved Nissans highest accolades. The Nissan award covers all areas of the business. To achieve the award you need to be above national average in both Sales and service CSI, you also need to achieve sales targets. Midland Nissan has also achieved Nissan Global Dealership of the year award in 2013.

Midland Hyundai

- Hyundai has achieved the same award in 2012 and 2013. We have achieved Best Sales Manager Award for our category and we also achieved Best Service Manager for our category. We have also achieved Best sales and Best service CSI from 2011-2013. Midland Hyundai also achieved the Best Service CSI for 2014 in our category.

Burswood Honda

- National Awards
- Honda Dealer of the Year 2009
- Honda Customer Service Excellence Award 2009
- National Honda Insurance Sales Winner 2009
- Honda Dealer of the Year 2007
- Honda Excellence Award Winner 2010
- Honda Excellence Award Winner 2011
- Honda Excellence Award Winner 2012
- Honda Excellence Award Winner 2013
- Western Australia
- New Car Sales Excellence 2009
- New Car Sales Excellence 2008
- New Car Sales Excellence 2006
- Overall Excellence 2008
- Overall Excellence 2007
- Overall Excellence 2006
- Overall Excellence 2005
- Service Overall Excellence 2009
- Service Overall Excellence 2008
- Service Overall Excellence 2007
- Service Overall Excellence 2006
- Service Overall Excellence 2001
- Parts and Accessories Excellence Award 2009
- Parts and Accessories Excellence Award 2008
- Parts and Accessories Excellence Award 2006
- 30th Anniversary Honda Dealership 2003

Prosser Toyota

- 2013
- Toyota Financial Services Toyota Access Silver Award
- Toyota Sales Silver Knight award
- Toyota Used Car Excellence award
- Toyota Business Management Excellence Bronze award
- Toyota Fleet Specialist Dealer
- Toyota Fleet Management Dealer of the Year

2014

- Toyota Financial Services Toyota Access Bronze award
- Toyota Fleet Specialist Dealer
- Toyota Fleet Management Dealer of the Year
- Toyota Used Car Certified award
- Toyota Service 5 Star Guest Survey rating
- Toyota Sales 5 Star Guest Survey rating

2015

- Achieved Toyota Service Foundations accreditation (June)
- Toyota Service 5 Star Guest Survey rating YTD (number 1 in metro area YTD)
- Toyota Sales 5 Star Guest Survey rating YTD

Prosser Toyota - Canning Vale

- 2013
- Silver Service Excellence Award Metro (Number 1 in the State, top 5 in Australia)
- Bronze Service Excellence Award Metro
- Bronze Business Management Excellence Award
- Silver Toyota Access Dealer of the Year
- TSM Foundations Accredited (Toyota Customer Service Workshop Management)
- Toyota Sales Silver Knight
- 2014
- Silver Service Excellence Award Metro (Number 1 in the State, top 5 in Australia)
- Bronze Service Excellence Award Metro
- Bronze Toyota Access Dealer of the Year
- TSM Foundations Accredited (Toyota Customer Service Workshop Management) Express Maintenance
- All 2015 awards will be announced in February next year.
- We are currently a 5 Star Dealer YTD in 2015

Wanneroo Mitsubishi

- In the last 3 years achieved "Millennium Dealer" status, being awarded the top 4 awards 2012 Nationally. This has earned the Dealership and all expense paid holiday to Japan with the CEO (Oshikiri)

Wanneroo Isuzu

- Retaining the number 1 title in WA, retaining this title since we acquired the franchise in 2000

Morley Mitsubishi

- 1 dealer in WA for CSI satisfaction for over 2 years running.

Maddington Isuzu

- DEP recognition 2014 and 2014 Platinum Award for CSI Service
- CSI: Customer Satisfaction Inventory

Maddington Hyundai

- Cat B Sales person of the year award

Awarded Consecutively by Auto Makers
High Customer Satisfaction
and Service Quality Ratings

Cohesive management of the DiVirgilio family

Highly rated customer satisfaction and service

Centralized management structure

Expansion in Western Australia

Dealership expansion in Eastern Australia

Cost efficiency gains

1. Why Australia?

2. What kind of company is Buick?

3. What will Buick contribute to results?

4. What will be the post-acquisition
management structure?

5. How will you source the acquisition funds?

Shareholder Composition

DiVirgilio 7brothers

100%

Buick Holdings

Gulliver International Co., Ltd.

DiVirgilio 7brothers

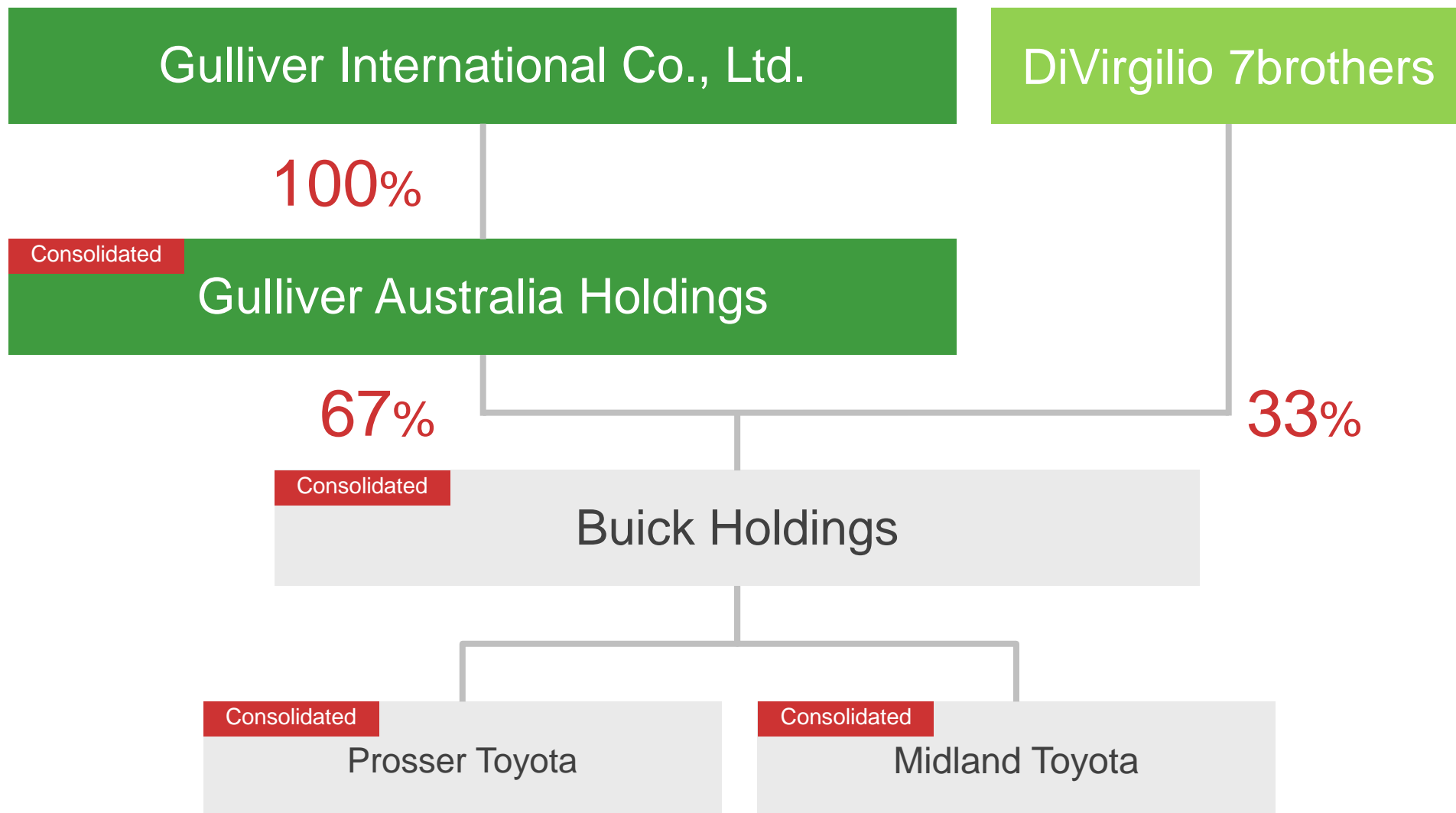
Consolidated

67%

33%

Buick Holdings

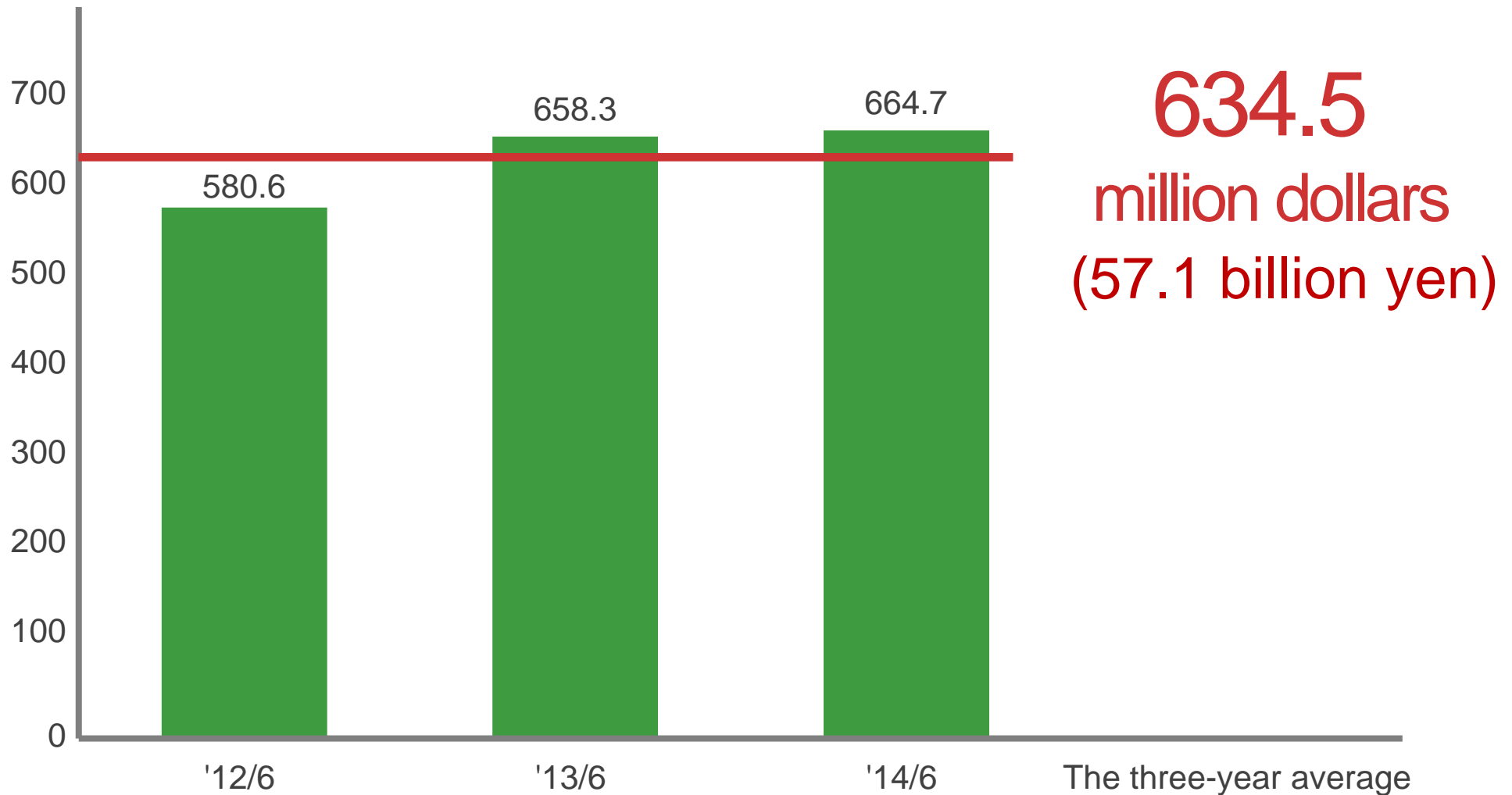
Breakdown of Shareholder Composition and Corporate Structure



Sales **634** million dollars
(Approx. **57.1** billion yen)

Operating Income **19** million dollars
(Approx. **1.7** billion yen)

Trend and Average in Sales in the Three Most Recent Years

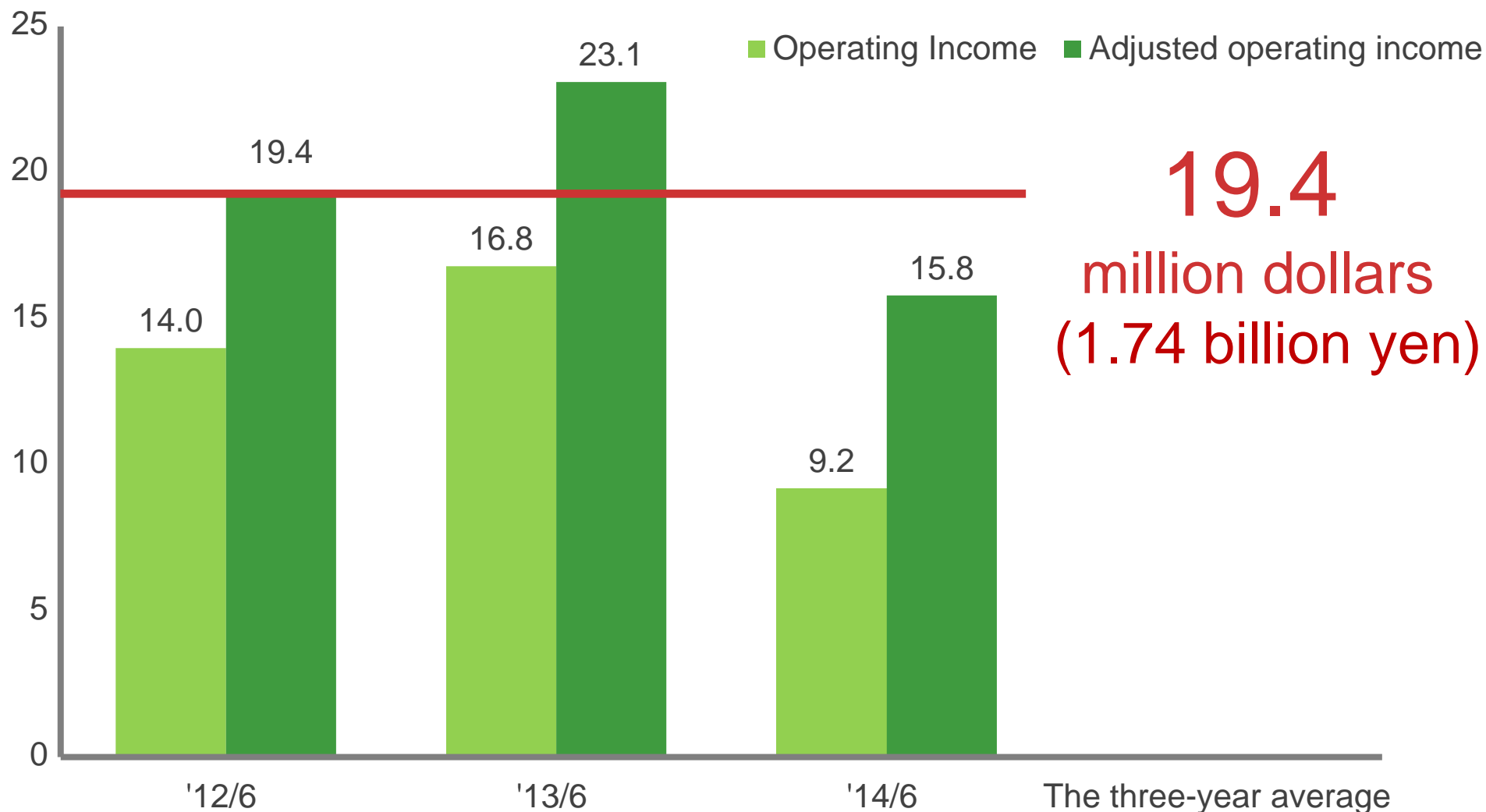


*The above figures are the results of Buick Holdings Pty Ltd restated in accordance with Japanese GAAP under certain conditions.

*The three-year average is a simple average of the fiscal years ended June 2012 through June 2014

*Based on an exchange rate of A\$1=¥90

Trend and Average in Operating Income in the Three Most Recent Years



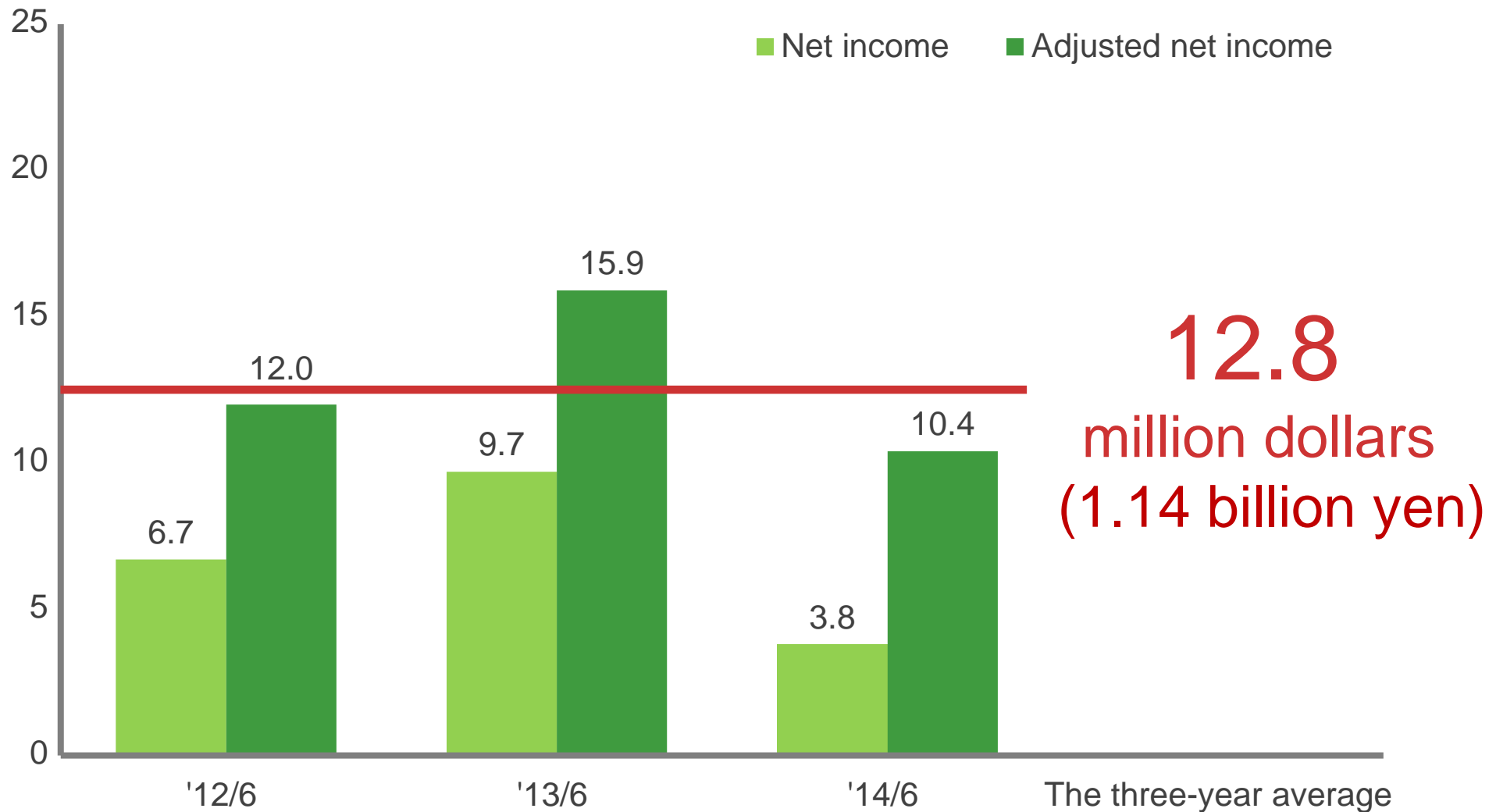
*Adjusted operating income is the amount of operating income less expenses that will not be incurred after the acquisition (remuneration paid to the current owner company, etc.).

*The above figures are the results of Buick Holdings Pty Ltd restated in accordance with Japanese GAAP under certain conditions.

*The three-year average is a simple average of the fiscal years ended June 2012 through June 2014

*Based on an exchange rate of A\$1=¥90

Trend and Average in Net Income in the Three Most Recent Years



*Adjusted net income is the amount of net income less expenses that will not be incurred after the acquisition (remuneration paid to the current owner company, etc.).

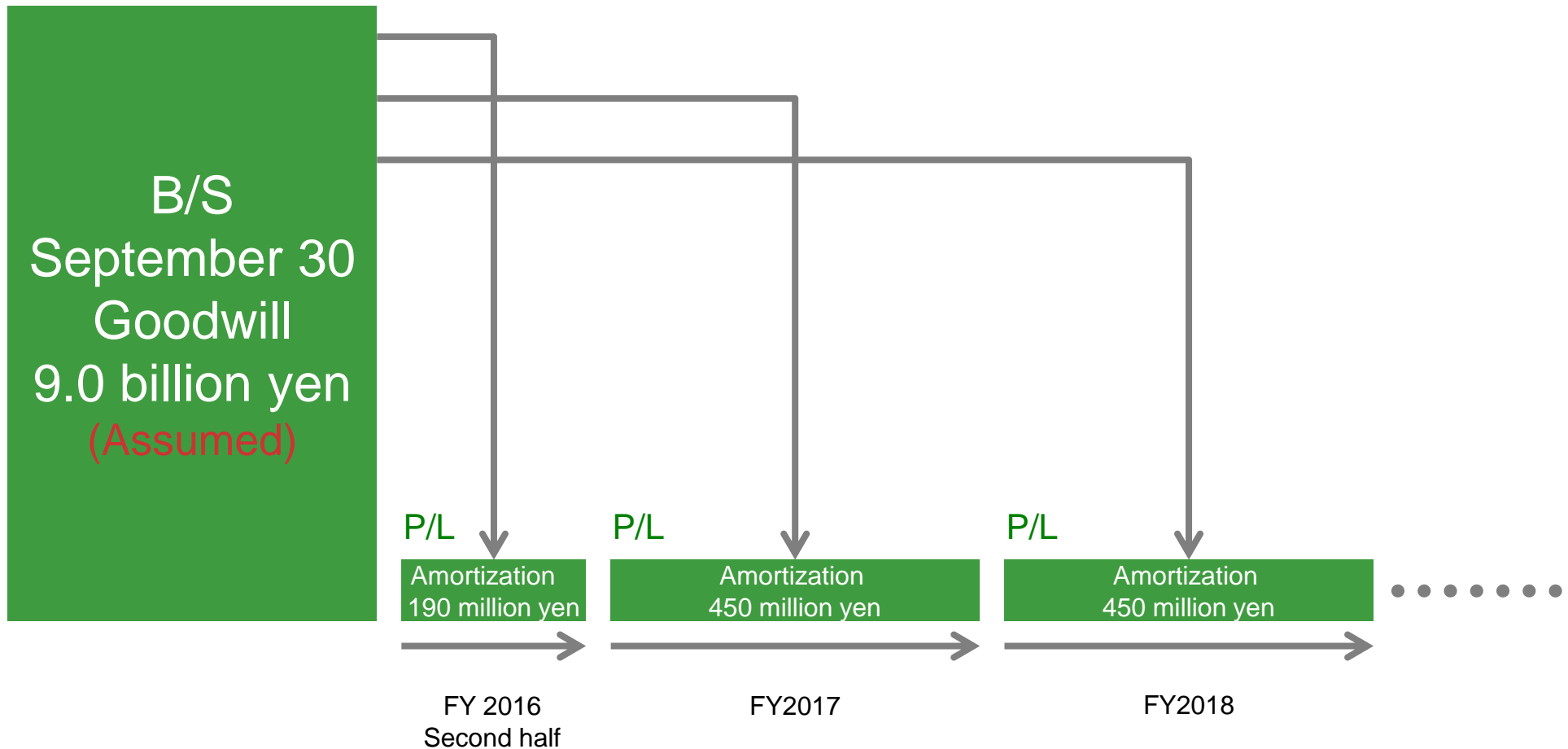
*The above figures are the results of Buick Holdings Pty Ltd restated in accordance with Japanese GAAP under certain conditions.

*The three-year average is a simple average of the fiscal years ended June 2012 through June 2014

*Based on an exchange rate of A\$1=¥90

Expected Posting of Goodwill and Amortization of Goodwill

Deemed Acquisition Date (planned) is September 30 / Goodwill (assumed) is 9 billion yen /
Amortization Period (assumed) is 20 years



*The deemed acquisition date, amount of goodwill, and amortization period have yet to be confirmed and may differ from the figures presented here.

1. Why Australia?
2. What kind of company is Buick?
3. What will Buick contribute to results?
- 4. What will be the post-acquisition management structure?**
5. How will you source the acquisition funds?

Post-Acquisition Management Structure



Luigi DiVirgilio



Dominic DiVirgilio



Robert DiVirgilio



Michael DiVirgilio



Guido Berini



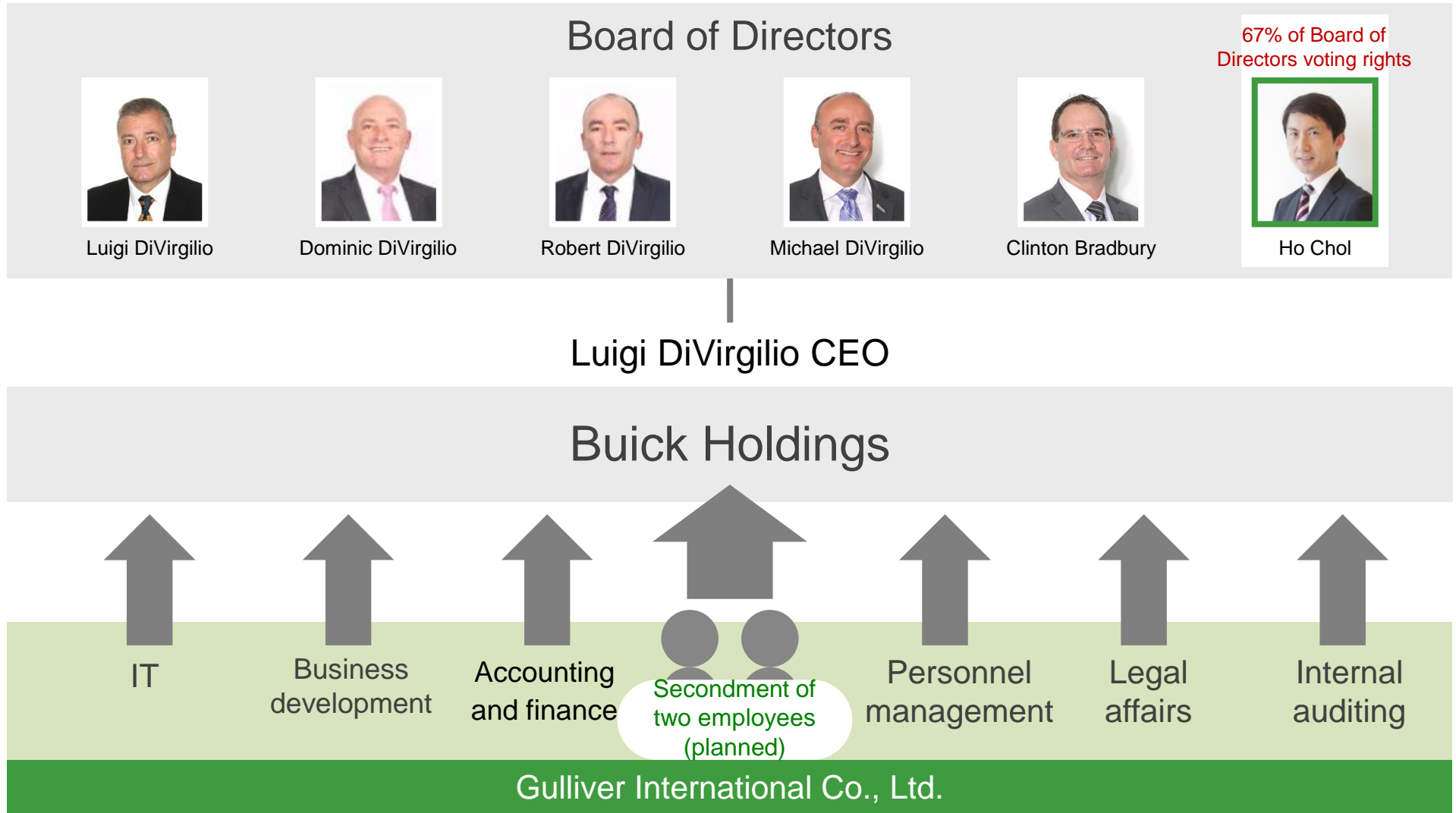
Clinton Bradbury

67% of Board of
Directors voting rights



Ho Chol
Executive Officer
Overseas Business Supervision
Gulliver International

Parent Company Control and Support Structure



1. Why Australia?
2. What kind of company is Buick?
3. What will Buick contribute to results?
4. What will be the post-acquisition
management structure?
- 5. How will you source the acquisition funds?**

Stock Acquisition Price **11,772** million yen

*11,372 million yen (120.6 million AUD) in ordinary shares + an estimated 400 million yen in advisory fees and other expenses

*Based on an exchange rate of 1 AUD=94.3 yen(Based on closing price on Jun 30, 2015)

Amount of new bank loans(planned) **12,000** million yen

Financial condition

(unit: million yen)

February 28, 2015

Cash and deposits
4,897

Loan 5,335

Net assets
34,629

May 31, 2015

Cash and deposits
7,108

Loan 4,039

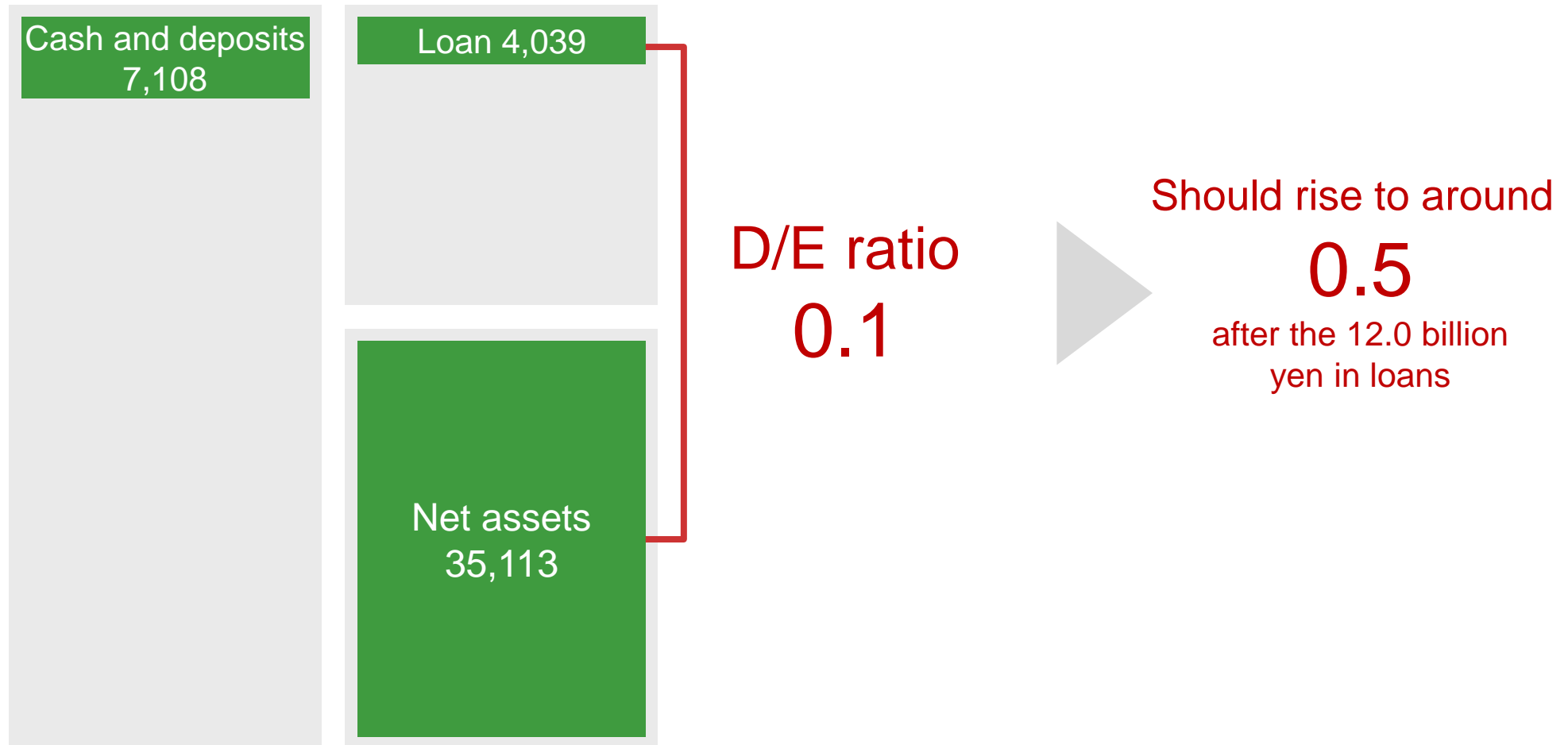
Net assets
35,113



Financial condition

(unit: million yen)

May 31, 2015



III. Business Domain Expansion and M&A

Create world's largest
vehicle sales infrastructure

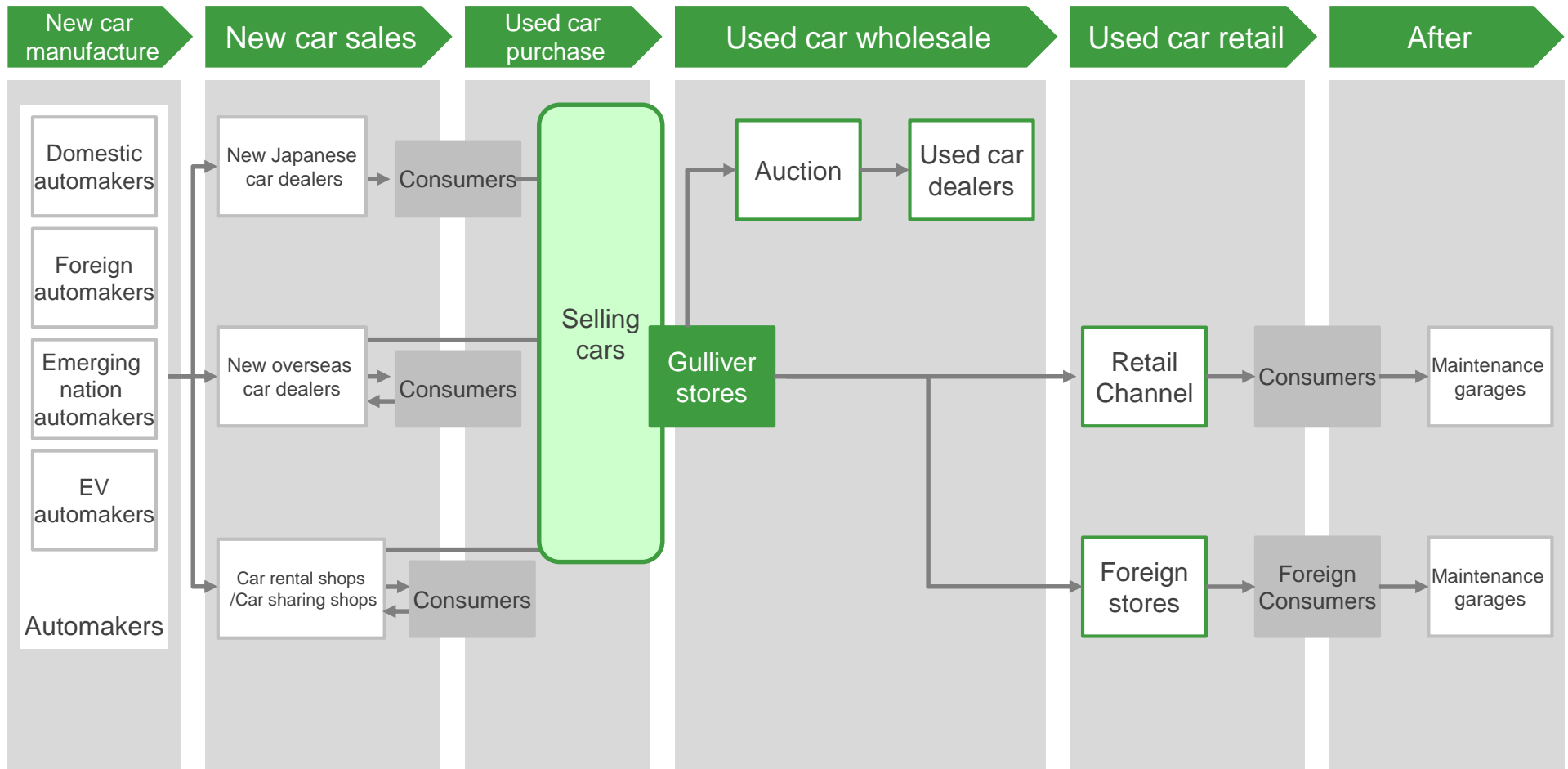
Create world's largest vehicle sales infrastructure



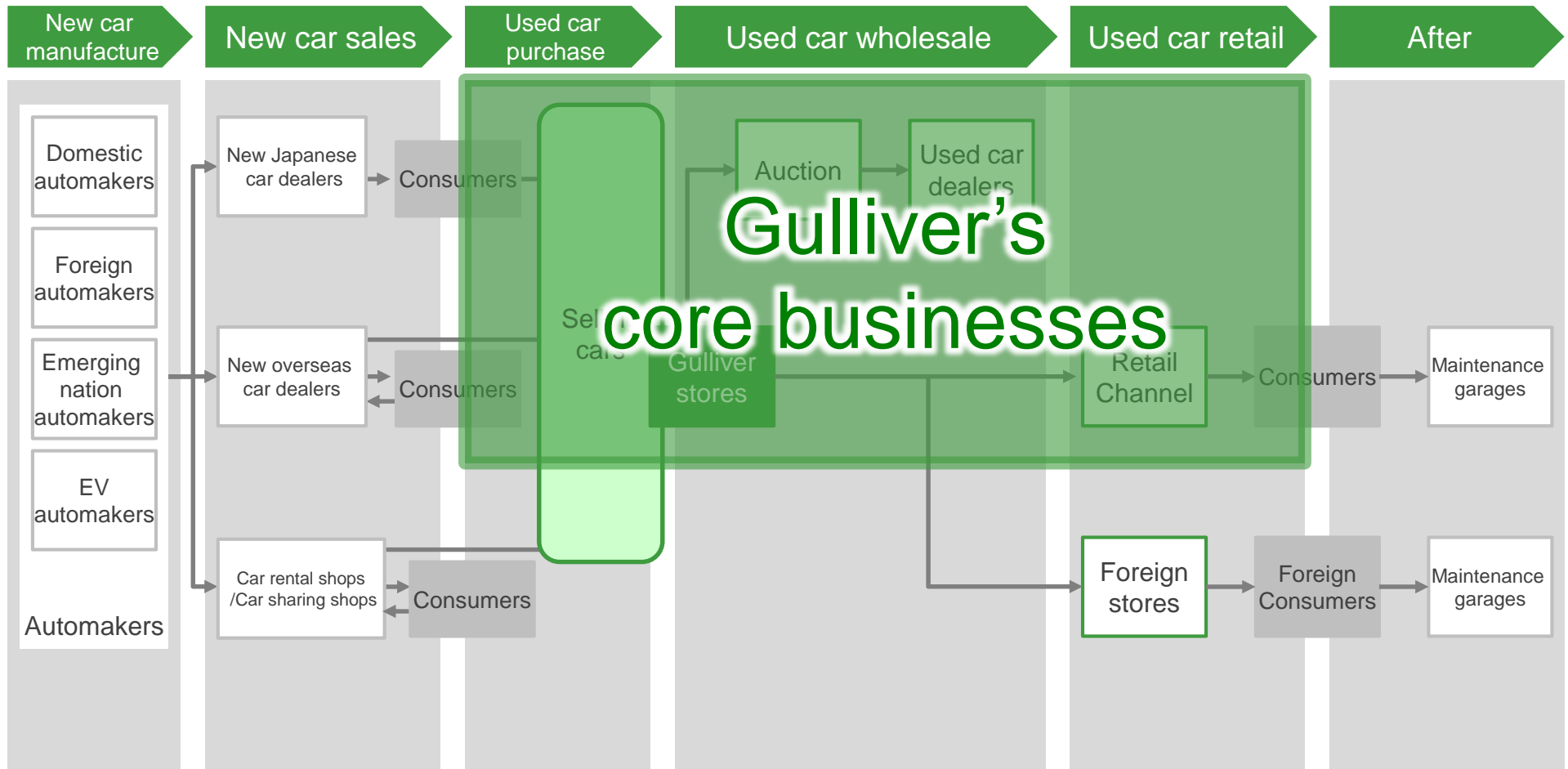
Create world's largest vehicle sales infrastructure



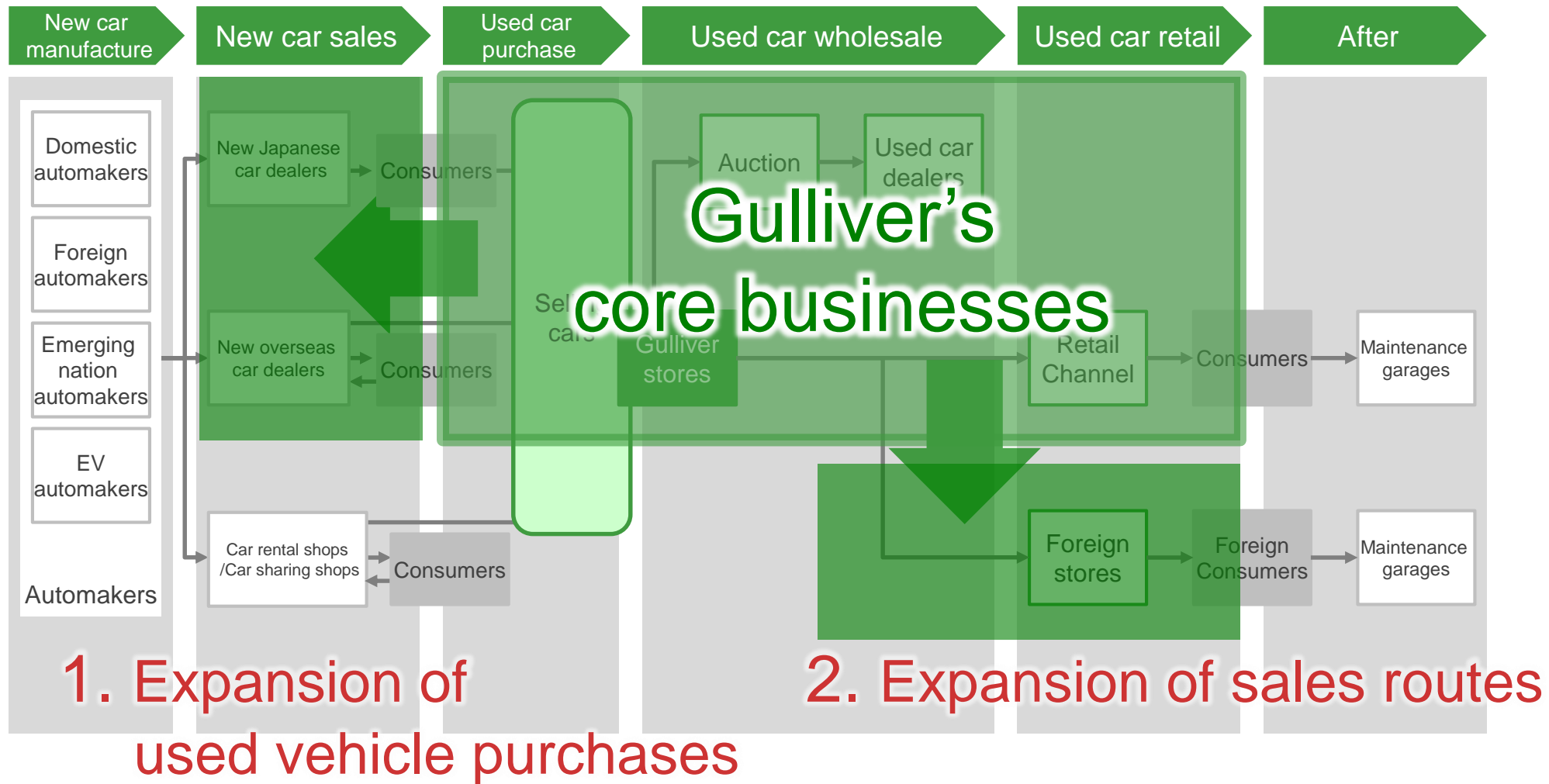
Car Distribution Flow



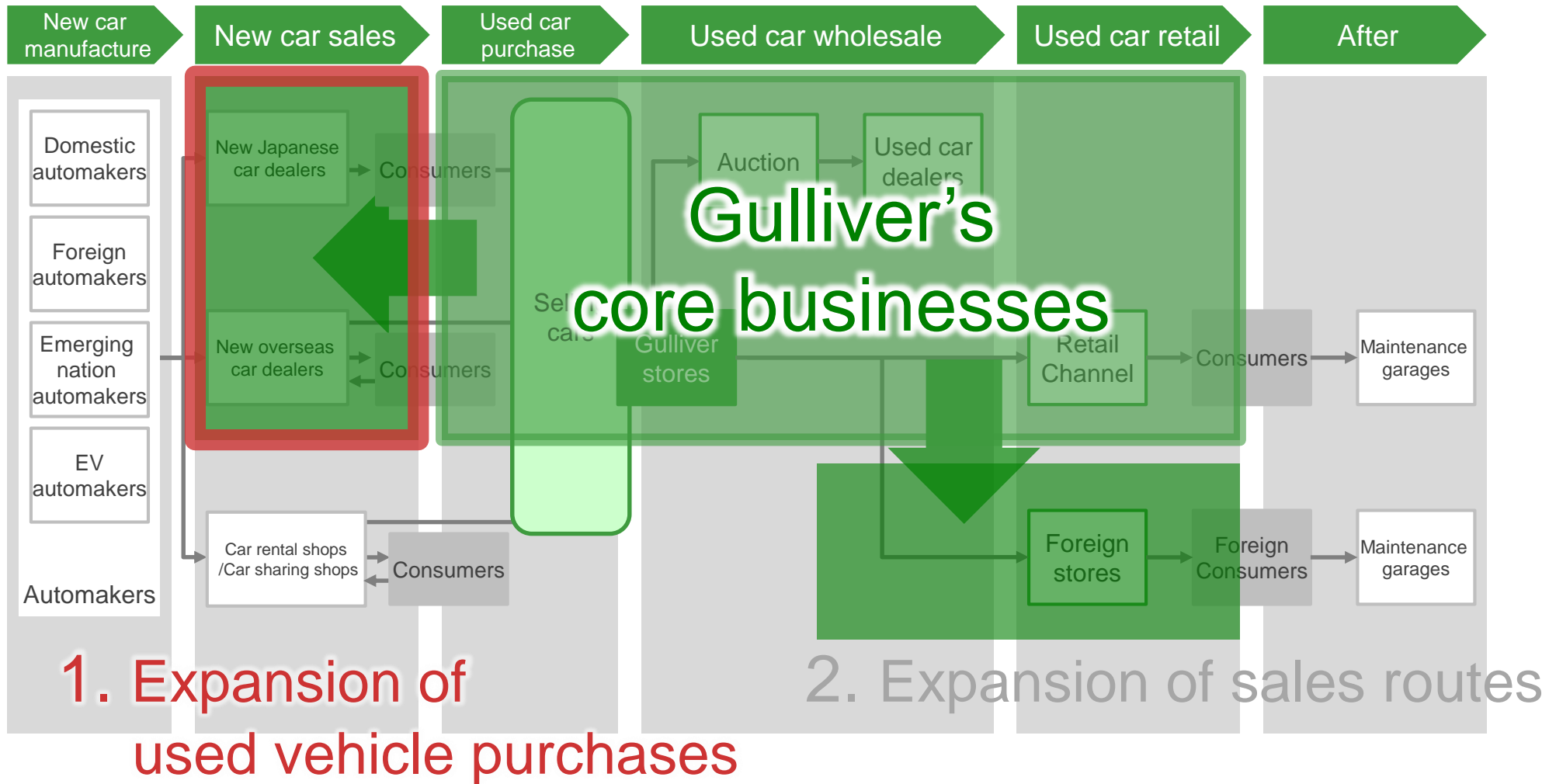
Expansion to Domestic Business



Expansion to Domestic Business



Expansion to Domestic Business



Business Development at Nakamitsu Motors

BMW

Ichikawa
Chiba, Ichikawa



Urayasu
Chiba, Urayasu



Funabashi
Chiba, Funabashi



Matsudo
Chiba, Matsudo



Kashiwa
Chiba, Kashiwa



BMW Premium Selection (used car)

Urayasu
Chiba, Urayasu



Funabashi
Chiba, Funabashi



Kashiwa
Chiba, Kashiwa



MINI

Ichikawa
Chiba, Ichikawa



Funabashi
Chiba, Funabashi



Matsudo
Chiba, Matsudo



Kashiwa
Chiba, Kashiwa



*Nakamitsu Motors Co., LTD. is scheduled to be renamed Motoren Glanz Co., LTD.

Synergy Effects from M&A with New Car Dealers

Expand used car purchasing

Use trade-ins from new car customers to supply inventory for used car retail sales



Expansion of sales routes

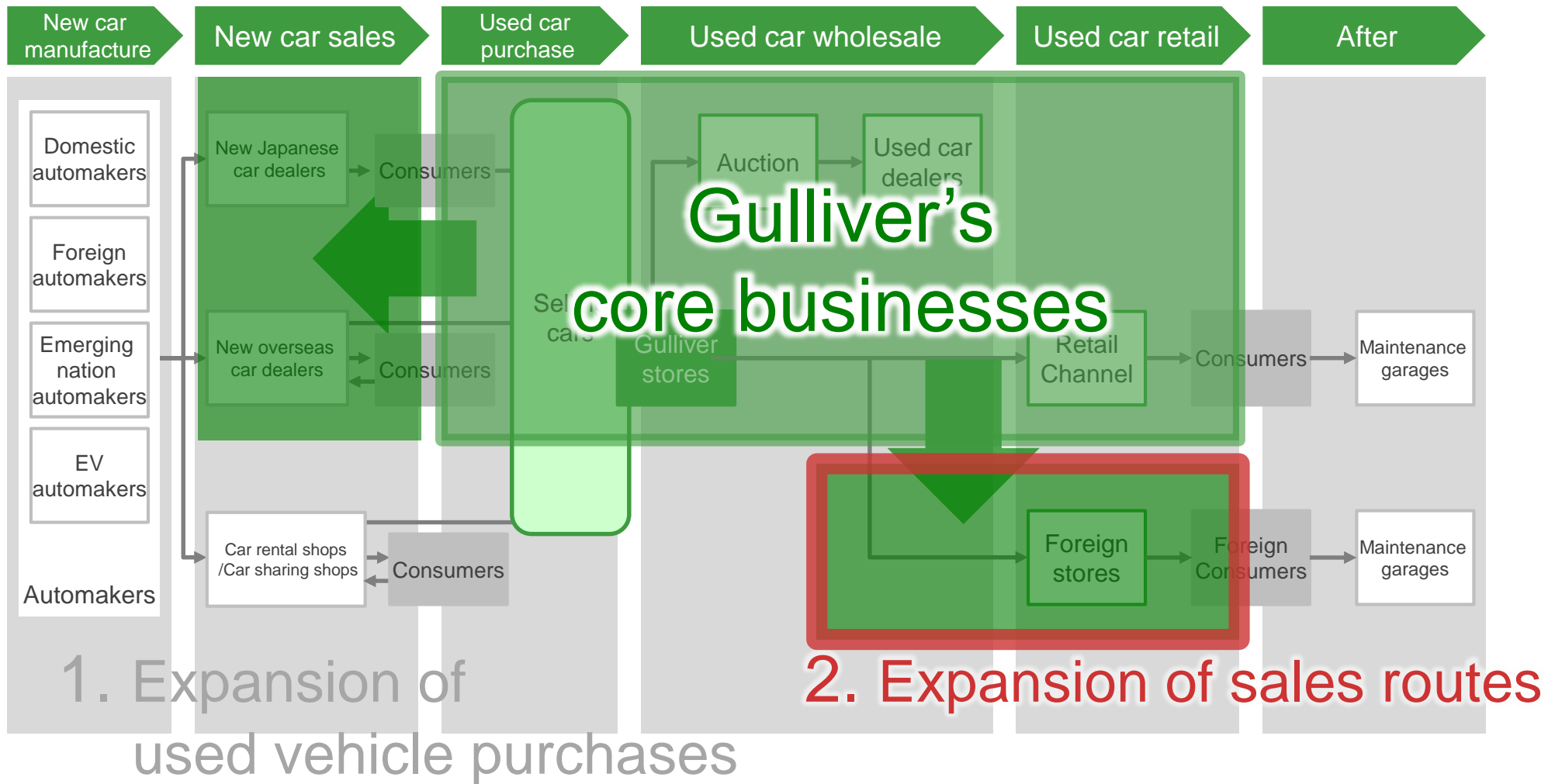
Create opportunities to propose used vehicle retail sale to new vehicle upgrade customers



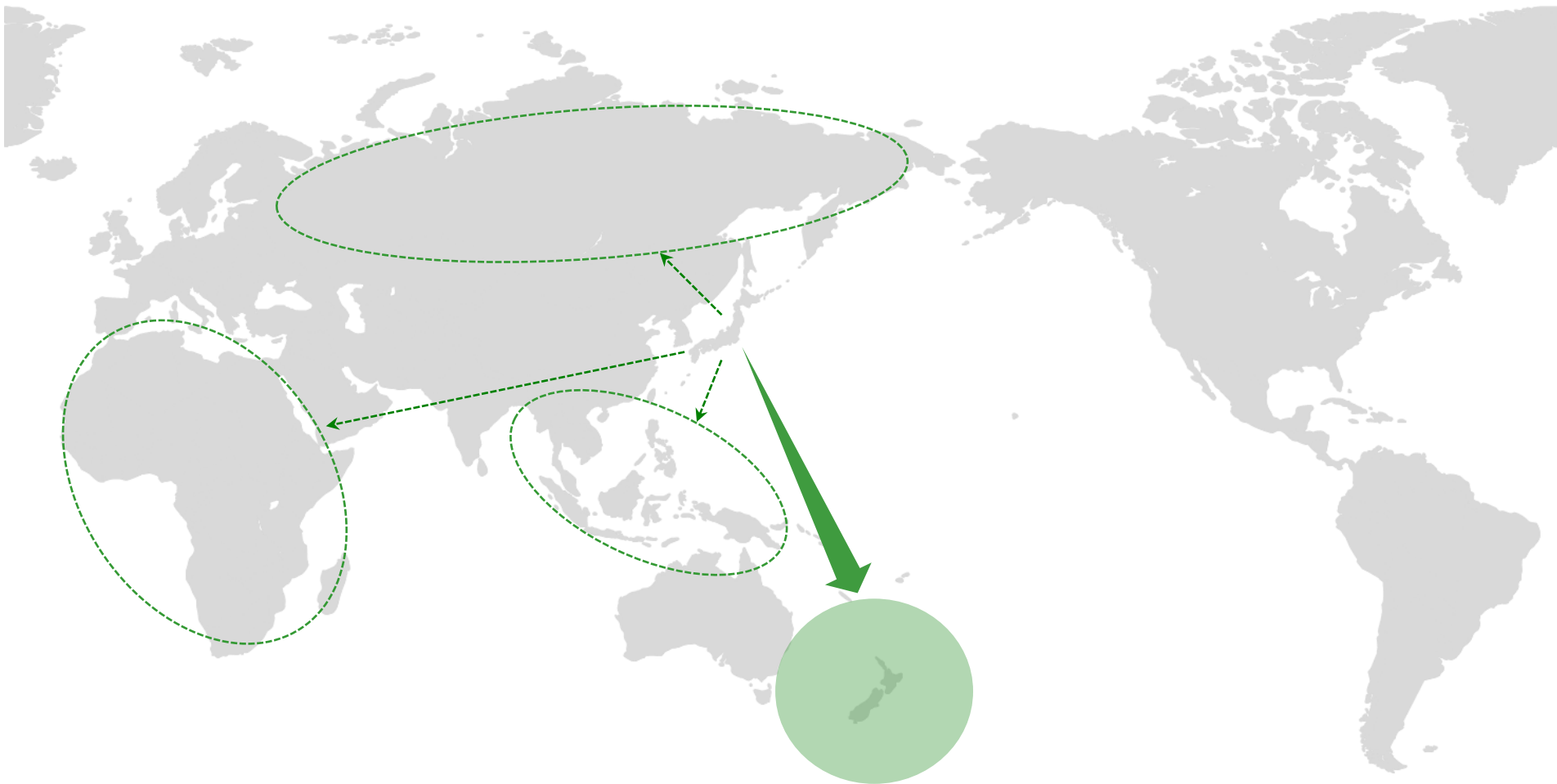
Expansion of ancillary services

Shared use of maintenance workshops

Expansion to Domestic Business



Overseas Development for Expanding the Sales Channel



New Zealand

Expansion to New Zealand

Direct export model using Dolphinet

MERCEDES-BENZ M.BENZ A180 SPORTS 2013
\$2,689 *This price all includes NZ compliance and AA service [Search in DN](#)

Online purchasing
4000 cars purchased by owners in Japan are always available online so that you can find an well informed specification of each. Each one will be inspected by specialists, online test driving only to your eyes.

Basic information

Expiration date	-	Year	2013
On road costs	Excluded - additional costs may apply	Power or Diesel	Petrol
Engine	1,800cc	Origin	Japan
Displacement	6,420mm	Fuel system	-
Transmission	CAT	Car inspection	-
Grade	SPORTS	Registration	No registration
Retention	15 days	Warranty	Mechanical Warranty 1 year on Price

Car details

SPEC	FEATURES
Engine	GPS navigation
Fuel consumption	TV
Manual or auto only	CD/MP3
Drive/air	Leather seat
Doors	Power window
Seat	Air bag (Driver's seat)
Hand side	Air bag (Passenger seat)
Weight	Power steering
Model name	ABS
Length	Aluminum wheels
Width	Turbo / Super charger
Height	

☆ You can customize optional features with this mark.

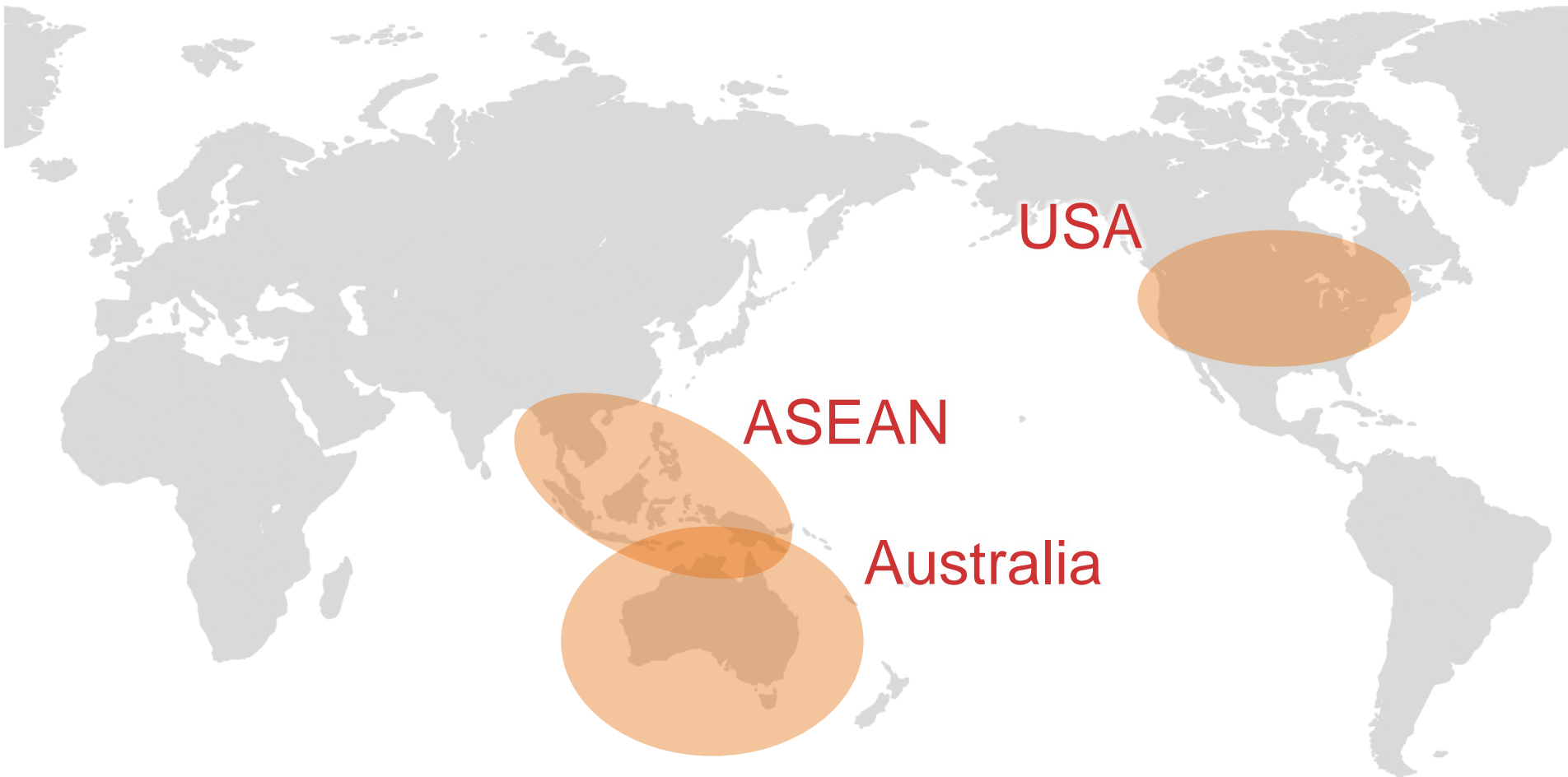
New Zealand

- Establish a wholly-owned subsidiary and open the first store on November, 2014.
- Currently preparing to open a second store.

Create world's largest vehicle sales infrastructure



Target Areas of Overseas Business Expansion



Expansion of overseas business

Growth Market



(New and used) cars market:
Underdeveloped

Underdeveloped used car market
infrastructure

Gulliver's policy
Develop an infrastructure business in
used car distribution

Stable Market



(New and used) cars market: Mature

Industry reorganization and
consolidation


Gulliver's policy
M&A of new car dealers

Industry Reorganization and Consolidation

<https://newspicks.com/news/647551/body>

Article

Industry Reorganization and Consolidation

Buffett dealers  

Search results

Search results

Examples in the U.S.

New Cars Business

AutoNation(<http://www.autonation.com/>)

Sales 19,108 million dollars

Net Income 418 million dollars

Market Capitalization 7.23 billion dollars

Used Cars Business

CarMax(<http://www.carmax.com/>)

Sales 14,268 million dollars

Net Income 597 million dollars

Market Capitalization 13.91 billion dollars

Automobile Infrastructure • Internet Business

Cox Automotive(<http://www.coxautoinc.com/>)

- Manheim(Auction)
 - Autotrader(Internet Media)
 - Kelly Blue Book(Internet Media)
 - V Auto(Software)
- Make them a group company
Group employees number around **24,000**

* Sales and Net Income are Computed based on \$1=¥112.5

* Market capitalization as of July 2, 2015. Computed based on \$1=¥123.0

Create world's largest
vehicle sales infrastructure

IV. Reference

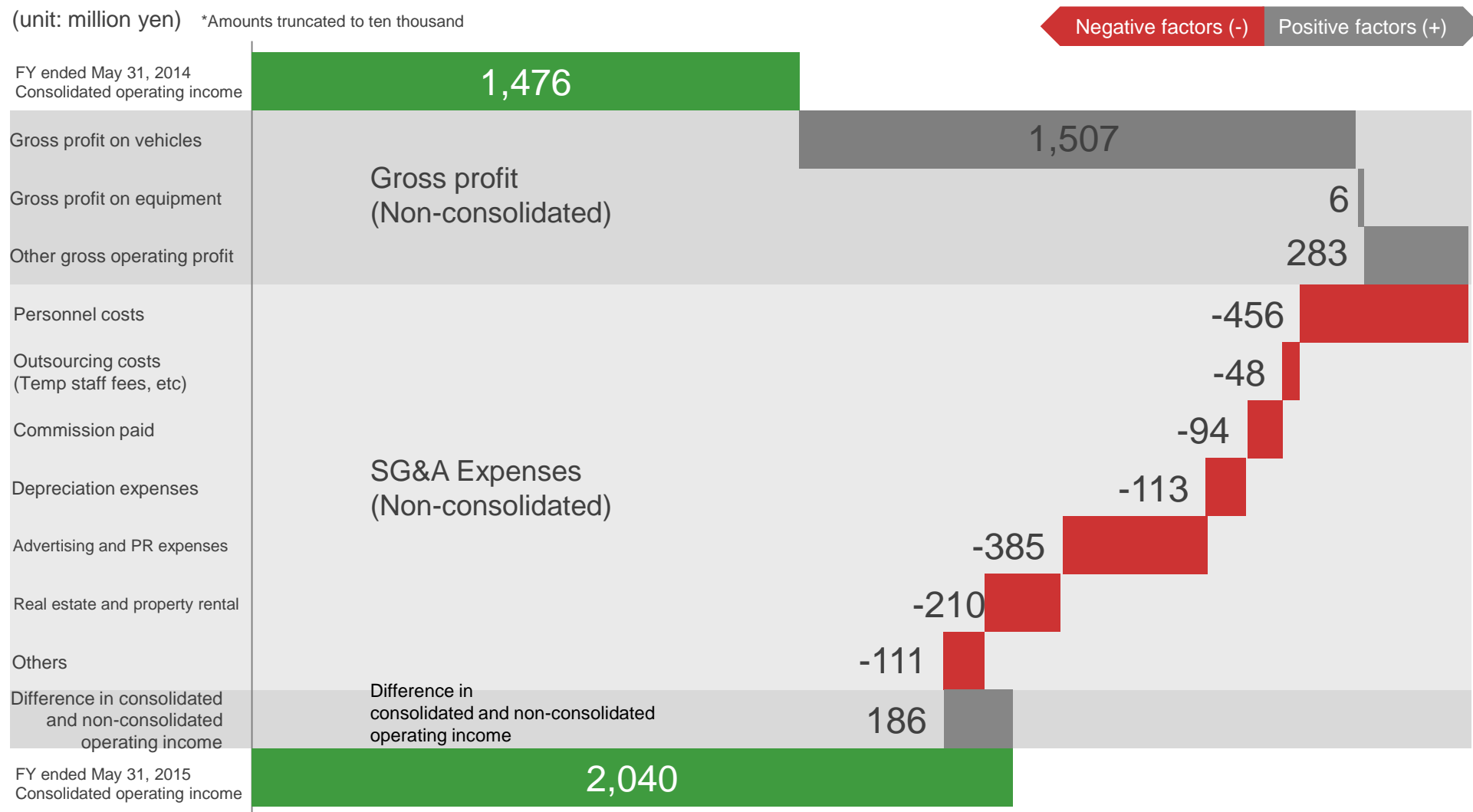
Income Statement

Consolidated	FY ended May 31, 2012		FY ended May 31, 2013		FY ended May 31, 2014		FY ended May 31, 2015			
	Result (million yen)	Ratio (%)	Result (million yen)	Ratio (%)	Result (million yen)	Ratio (%)	Result (million yen)	Ratio (%)	Change (million yen)	Y/Y (%)
Sales	38,755	100.0	45,729	100.0	38,845	100.0	50,498	100.0	11,653	33.0
Cost of sales	31,019	80.0	36,676	80.2	29,453	75.8	38,766	76.8	9,313	31.7
Gross profit	7,736	20.0	9,053	19.8	9,391	24.2	11,731	23.2	2,340	24.9
SG&A Expenses	7,038	18.2	7,157	15.7	7,915	20.4	9,690	19.2	1,775	22.4
Operating income	697	1.8	1,896	4.1	1,476	3.8	2,040	4.0	564	38.2
Ordinary income	747	1.9	1,913	4.2	1,507	3.9	2,017	4.0	510	33.9
Income before income taxes and minority interests	679	1.8	1,935	4.2	1,487	3.8	2,017	4.0	530	35.6
Net income	348	0.9	1,227	2.7	910	2.3	1,248	2.5	338	37.1

Non-Consolidated	FY ended May 31, 2012		FY ended May 31, 2013		FY ended May 31, 2014		FY ended May 31, 2015			
	Result (million yen)	Ratio (%)	Result (million yen)	Ratio (%)	Result (million yen)	Ratio (%)	Result (million yen)	Ratio (%)	Change (million yen)	Y/Y (%)
Sales	38,428	100.0	45,388	100.0	38,172	100.0	47,604	100.0	9,432	24.7
Cost of sales	30,833	80.2	36,472	80.4	29,013	76.0	36,649	77.0	7,636	26.3
Gross profit	7,594	19.8	8,916	19.6	9,158	24.0	10,954	23.0	1,796	19.6
SG&A Expenses	6,963	18.1	7,082	15.6	7,774	20.4	9,194	19.3	1,420	18.3
Operating income	630	1.6	1,834	4.0	1,383	3.6	1,760	3.7	377	27.3
Ordinary income	674	1.8	1,850	4.1	1,396	3.7	1,737	3.6	341	24.4
Income before income taxes	668	1.7	1,848	4.1	1,382	3.6	1,736	3.6	354	25.6
Net income	375	1.0	1,161	2.6	838	2.2	1,012	2.1	174	20.8

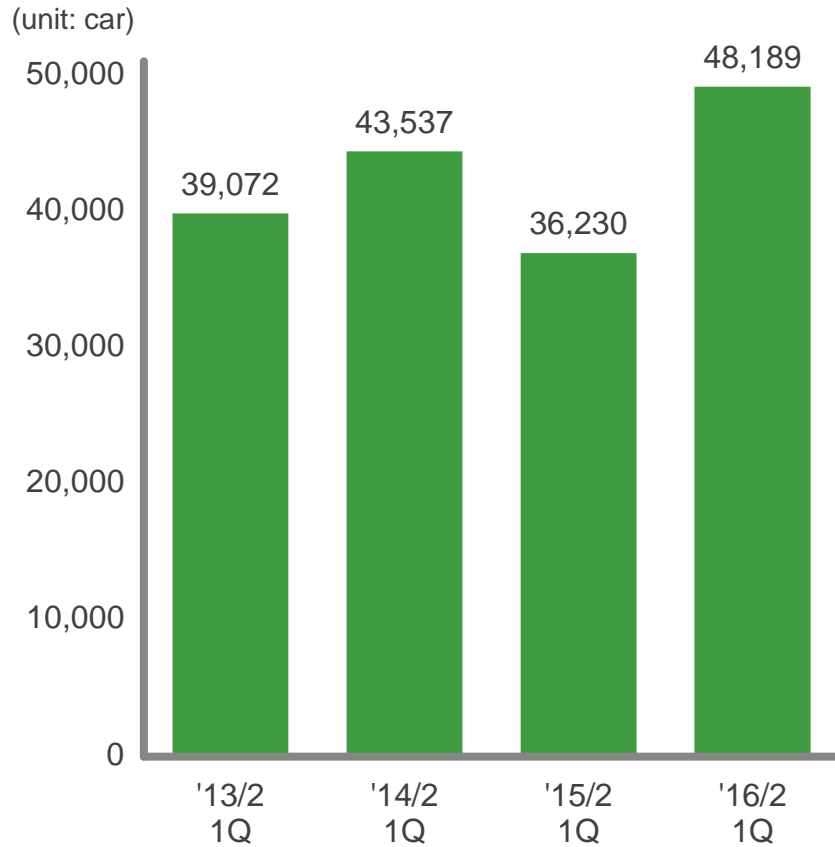
Analysis of change in consolidated operating income

(unit: million yen) *Amounts truncated to ten thousand

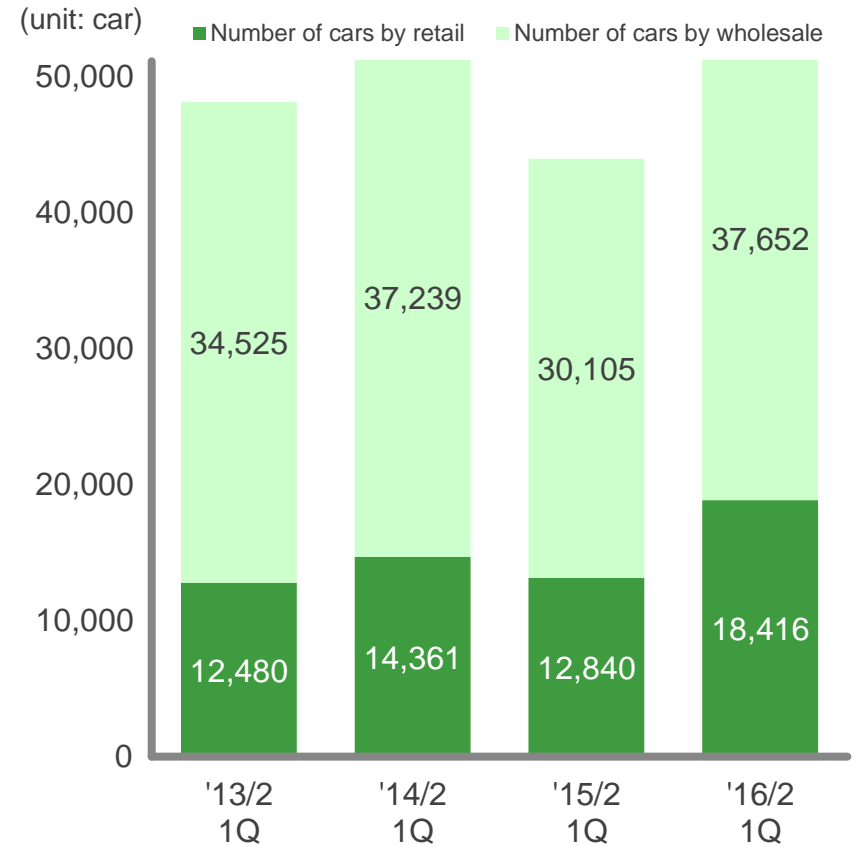


Transaction Volume

Number of cars purchased



Number of cars by wholesale and Number of cars by retail



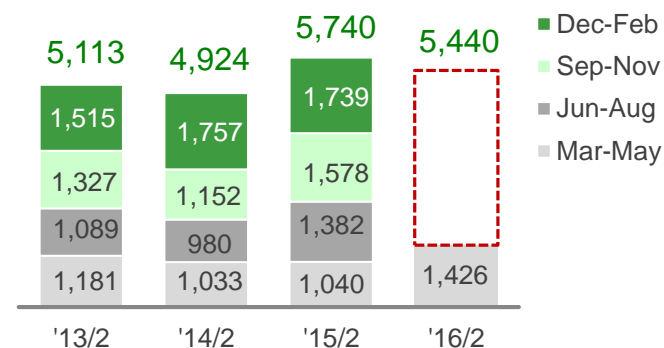
SG&A Expense (Non-Consolidated)

	FY ended May 31, 2012		FY ended May 31, 2013		FY ended May 31, 2014		FY ended May 31, 2015			
	Result (million yen)	Ratio (%)	Result (million yen)	Ratio (%)	Result (million yen)	Ratio (%)	Result (million yen)	Ratio (%)	Change (million yen)	Y/Y (%)
Personnel costs	2,779	7.2%	2,869	6.3%	3,040	8.0%	3,497	7.3%	457	15.0%
Outsourcing costs (Temp staff fees, etc)	301	0.8%	277	0.6%	325	0.9%	373	0.8%	48	14.8%
Commission paid	136	0.4%	135	0.3%	173	0.5%	267	0.6%	94	54.3%
Depreciation expenses	275	0.7%	295	0.6%	337	0.9%	450	0.9%	113	33.5%
Advertising and PR expenses	1,181	3.1%	1,033	2.3%	1,040	2.7%	1,426	3.0%	386	37.1%
Real estate and property rental	1,153	3.0%	1,234	2.7%	1,283	3.4%	1,494	3.1%	211	16.4%
Others	1,135	3.0%	1,235	2.7%	1,573	4.1%	1,684	3.5%	111	7.1%
Total	6,963	18.1%	7,082	15.6%	7,774	20.4%	9,194	19.3%	1,420	18.3%

Basic data

		FY ended May 31, 2012	FY ended May 31, 2013	FY ended May 31, 2014	FY ended May 31, 2015
Employees (Head office)	person	514	502	499	606
Employees (Direct stores)	person	1,517	1,531	1,725	2,091
Total employees	person	2,031	2,033	2,224	2,697
Capital investment(stores)	million yen	32	125	706	1,136
Capital investment(system, etc)	million yen	142	53	388	100
Total capital investment	million yen	174	179	1,095	1,236

Advertising expenses (million yen)



Consolidated balance sheets

(unit: million yen)

	As of February 28, 2015	As of May 31, 2015
Assets		
Current assets		
Cash and deposits	4,897	7,108
Notes and accounts receivable - trade	4,619	3,689
Merchandise	17,020	13,993
Deferred tax assets	801	921
Other	2,114	1,789
Allowance for doubtful accounts	-49	-48
Total current assets	29,402	27,454
Non-current assets		
Property, plant and equipment		
Buildings and structures	20,622	21,755
Accumulated depreciation	-6,571	-6,859
Buildings and structures, net	14,051	14,896
Vehicles	571	457
Accumulated depreciation	-104	-101
Vehicles, net	467	356
Tools, furniture and fixtures	3,155	3,344
Accumulated depreciation	-2,414	-2,550
Tools, furniture and fixtures, net	741	793
Land	218	218
Construction in progress	649	350
Total property, plant and equipment	16,126	16,614
Intangible assets		
Goodwill	1,997	1,971
Software	1,332	1,442
Other	19	19
Total intangible assets	3,349	3,434
Investments and other assets		
Investment securities	0	0
Shares of subsidiaries and associates	71	76
Long-term loans receivable	124	253
Lease and guarantee deposits	4,034	4,159
Construction assistance fund receivables	3,472	3,626
Deferred tax assets	268	250
Other	381	417
Allowance for doubtful accounts	-78	-78
Total investments and other assets	8,274	8,704
Total non-current assets	27,750	28,754
Total assets	57,153	56,208

	As of February 28, 2015	As of May 31, 2015
Liabilities		
Current liabilities		
Accounts payable - trade	5,100	4,877
Short-term loans payable	150	-
Current portion of bonds	495	-
Current portion of long-term loans payable	4,647	4,000
Accounts payable - other	2,203	1,918
Income taxes payable	242	881
Advances received	2,951	1,898
Deposits received	479	308
Provision for bonuses	436	30
Provision for merchandise warranties	1,276	1,015
Other	1,864	3,439
Total current liabilities	19,847	18,368
Non-current liabilities		
Long-term loans payable	43	39
Long-term guarantee deposited	690	682
Provision for directors' retirement benefits	507	515
Asset retirement obligations	1,435	1,489
Total non-current liabilities	2,676	2,726
Total liabilities	22,523	21,094
Net assets		
Shareholders' equity		
Capital stock	4,157	4,157
Capital surplus	4,032	4,032
Retained earnings	30,278	30,763
Treasury shares	-3,947	-3,947
Total shareholders' equity	34,521	35,005
Accumulated other comprehensive income		
Foreign currency translation adjustment	108	108
Total accumulated other comprehensive income	108	108
Total net assets	34,629	35,113
Total liabilities and net assets	57,153	56,208