

FY3/17 Consolidated Business Results

(Millions of yen unless otherwise stated)

	FY3/16 Results	%	FY3/17 Forecast	%	FY3/17 Results	%	YoY change	YoY %
Sales	188,594	100.0	196,270	100.0	194,046	100.0	5,451	102.9
Fashion	114,015	100.0	119,100	100.0	118,264	100.0	4,249	103.7
Anniversaire/Bridal	29,321	100.0	27,400	100.0	26,860	100.0	-2,460	91.6
Karaoke	18,240	100.0	18,900	100.0	18,676	100.0	435	102.4
Café Complex	27,054	100.0	30,900	100.0	30,264	100.0	3,210	111.9
Gross profit	87,170	46.2	88,160	44.9	86,315	44.5	-854	99.0
Fashion	69,734	61.2	71,610	60.1	70,692	59.8	957	101.4
Anniversaire/Bridal	8,695	29.7	7,750	28.3	7,493	27.9	-1,201	86.2
Karaoke	3,417	18.7	3,060	16.2	2,832	15.2	-584	82.9
Café Complex	4,851	17.9	5,240	17.0	4,838	16.0	-12	99.7
SG&A expenses	69,380	36.8	72,360	36.9	71,868	37.0	2,488	103.6
Fashion	59,915	52.6	62,610	52.6	62,524	52.9	2,609	104.4
Anniversaire/Bridal	5,103	17.4	4,950	18.1	4,732	17.6	-370	92.7
Karaoke	1,928	10.6	2,000	10.6	1,944	10.4	16	100.9
Café Complex	2,559	9.5	3,000	9.7	2,945	9.7	385	115.1
Operating profit	17,789	9.4	15,800	8.1	14,447	7.4	-3,342	81.2
Fashion	9,818	8.6	9,000	7.6	8,167	6.9	-1,651	83.2
Anniversaire/Bridal	3,591	12.2	2,800	10.2	2,760	10.3	-830	76.9
Karaoke	1,489	8.2	1,060	5.6	887	4.8	-601	59.6
Café Complex	2,291	8.5	2,240	7.2	1,893	6.3	-397	82.6
Ordinary profit	17,627	9.3	15,500	7.9	13,895	7.2	-3,731	78.8
Profit attributable to owners of parent	9,711	5.1	8,800	4.5	7,355	3.8	-2,356	75.7
Net income per share (yen)	107.55	-	99.48	-	83.38	-	-24.17	-
Shares outstanding at period-end (1,000 shares)	89,665	-	88,459	-	87,245	-	-2,420	-

FY3/18 Consolidated Forecast

(Millions of yen unless otherwise stated)

	FY3/17 Results	%	FY3/18 Forecast	%	YoY change	YoY %
Sales	194,046	100.0	200,550	100.0	6,503	103.4
Fashion	118,264	100.0	119,900	100.0	1,635	101.4
Anniversaire/Bridal	26,860	100.0	27,800	100.0	939	103.5
Karaoke	18,676	100.0	19,000	100.0	323	101.7
Café Complex	30,264	100.0	33,900	100.0	3,635	112.0
Gross profit	86,315	44.5	88,250	44.0	1,934	102.2
Fashion	70,692	59.8	71,700	59.8	1,007	101.4
Anniversaire/Bridal	7,493	27.9	8,290	29.8	796	110.6
Karaoke	2,832	15.2	2,875	15.1	42	101.5
Café Complex	4,838	16.0	4,965	14.6	126	102.6
SG&A expenses	71,868	37.0	73,750	36.8	1,881	102.6
Fashion	62,524	52.9	63,200	52.7	675	101.1
Anniversaire/Bridal	4,732	17.6	5,490	19.7	757	116.0
Karaoke	1,944	10.4	1,975	10.4	30	101.5
Café Complex	2,945	9.7	3,065	9.0	119	104.1
Operating profit	14,447	7.4	14,500	7.2	52	100.4
Fashion	8,167	6.9	8,500	7.1	332	104.1
Anniversaire/Bridal	2,760	10.3	2,800	10.1	39	101.4
Karaoke	887	4.8	900	4.7	12	101.4
Café Complex	1,893	6.3	1,900	5.6	6	100.4
Ordinary profit	13,895	7.2	14,000	7.0	104	100.8
Profit attributable to owners of parent	7,355	3.8	7,600	3.8	244	103.3
Net income per share (yen)	83.38	-	87.11	-	3.73	-
Shares outstanding at period-end (1,000 shares)	87,245	-	87,245	-	-	-