

First Half of FY3/18 Consolidated Business Results

(Millions of yen unless otherwise stated)

| | 1H FY3/17 Results | % | 1H FY3/18 Results | % | YoY change | YoY % |
|--------------------------------------------------------|-------------------|-------|-------------------|-------|------------|-------|
| Sales | 82,656 | 100.0 | 85,675 | 100.0 | 3,019 | 103.7 |
| Fashion | 45,811 | 100.0 | 46,298 | 100.0 | 486 | 101.1 |
| Anniversaire/Bridal | 12,908 | 100.0 | 13,187 | 100.0 | 279 | 102.2 |
| Karaoke | 8,856 | 100.0 | 8,939 | 100.0 | 82 | 100.9 |
| Café Complex | 15,094 | 100.0 | 17,273 | 100.0 | 2,179 | 114.4 |
| Gross profit | 34,342 | 41.5 | 35,006 | 40.9 | 663 | 101.9 |
| Fashion | 27,006 | 59.0 | 27,552 | 59.5 | 545 | 102.0 |
| Anniversaire/Bridal | 3,312 | 25.7 | 3,555 | 27.0 | 243 | 107.3 |
| Karaoke | 1,046 | 11.8 | 987 | 11.0 | -58 | 94.4 |
| Café Complex | 2,736 | 18.1 | 2,718 | 15.7 | -17 | 99.4 |
| SG&A expenses | 33,681 | 40.7 | 33,646 | 39.3 | -35 | 99.9 |
| Fashion | 28,822 | 62.9 | 28,609 | 61.8 | -213 | 99.3 |
| Anniversaire/Bridal | 2,481 | 19.2 | 2,608 | 19.8 | 126 | 105.1 |
| Karaoke | 1,007 | 11.4 | 1,014 | 11.3 | 6 | 100.6 |
| Café Complex | 1,461 | 9.7 | 1,619 | 9.4 | 157 | 110.8 |
| Operating profit | 660 | 0.8 | 1,359 | 1.6 | 699 | 205.8 |
| Fashion | -1,816 | - | -1,057 | - | 759 | - |
| Anniversaire/Bridal | 831 | 6.4 | 947 | 7.2 | 116 | 114.0 |
| Karaoke | 38 | 0.4 | -26 | - | -64 | - |
| Café Complex | 1,274 | 8.4 | 1,099 | 6.4 | -175 | 86.3 |
| Ordinary income | 508 | 0.6 | 959 | 1.1 | 451 | 188.7 |
| Profit attributable to owners of parent | 152 | 0.2 | 163 | 0.2 | 10 | 106.7 |
| Net income per share (yen) | 1.72 | - | 1.87 | - | 0.15 | - |
| Shares outstanding at period-end (1,000 shares) | 88,032 | - | 86,881 | - | -1,151 | - |

Full-year FY3/18 Consolidated Forecast

(Millions of yen unless otherwise stated)

| | FY3/17 | % | FY3/18 Initial forecast | % | FY3/18 Revised forecast | % | YoY change | YoY % |
|--------------------------------------------------------|---------|-------|----------------------------|-------|----------------------------|-------|------------|-------|
| Sales | 194,046 | 100.0 | 200,550 | 100.0 | 199,850 | 100.0 | 5,803 | 103.0 |
| Fashion | 118,264 | 100.0 | 119,900 | 100.0 | 119,200 | 100.0 | 935 | 100.8 |
| Anniversaire/Bridal | 26,860 | 100.0 | 27,800 | 100.0 | 27,700 | 100.0 | 839 | 103.1 |
| Karaoke | 18,676 | 100.0 | 19,000 | 100.0 | 18,800 | 100.0 | 123 | 100.7 |
| Café Complex | 30,264 | 100.0 | 33,900 | 100.0 | 34,200 | 100.0 | 3,935 | 113.0 |
| Gross profit | 86,315 | 44.5 | 88,250 | 44.0 | 87,820 | 43.9 | 1,504 | 101.7 |
| Fashion | 70,692 | 59.8 | 71,700 | 59.8 | 71,400 | 59.9 | 707 | 101.0 |
| Anniversaire/Bridal | 7,493 | 27.9 | 8,290 | 29.8 | 8,100 | 29.2 | 606 | 108.1 |
| Karaoke | 2,832 | 15.2 | 2,875 | 15.1 | 2,860 | 15.2 | 27 | 101.0 |
| Café Complex | 4,838 | 16.0 | 4,965 | 14.6 | 5,090 | 14.9 | 251 | 105.2 |
| SG&A expenses | 71,868 | 37.0 | 73,750 | 36.8 | 73,320 | 36.7 | 1,451 | 102.0 |
| Fashion | 62,524 | 52.9 | 63,200 | 52.7 | 62,900 | 52.8 | 375 | 100.6 |
| Anniversaire/Bridal | 4,732 | 17.6 | 5,490 | 19.7 | 5,300 | 19.1 | 567 | 112.0 |
| Karaoke | 1,944 | 10.4 | 1,975 | 10.4 | 1,960 | 10.4 | 15 | 100.8 |
| Café Complex | 2,945 | 9.7 | 3,065 | 9.0 | 3,190 | 9.3 | 244 | 108.3 |
| Operating profit | 14,447 | 7.4 | 14,500 | 7.2 | 14,500 | 7.3 | 52 | 100.4 |
| Fashion | 8,167 | 6.9 | 8,500 | 7.1 | 8,500 | 7.1 | 332 | 104.1 |
| Anniversaire/Bridal | 2,760 | 10.3 | 2,800 | 10.1 | 2,800 | 10.1 | 39 | 101.4 |
| Karaoke | 887 | 4.8 | 900 | 4.7 | 900 | 4.8 | 12 | 101.4 |
| Café Complex | 1,893 | 6.3 | 1,900 | 5.6 | 1,900 | 5.6 | 6 | 100.4 |
| Ordinary income | 13,895 | 7.2 | 14,000 | 7.0 | 14,000 | 7.0 | 104 | 100.8 |
| Profit attributable to owners of parent | 7,355 | 3.8 | 7,600 | 3.8 | 7,600 | 3.8 | 244 | 103.3 |
| Net income per share (yen) | 83.38 | - | 87.11 | - | 87.40 | - | 4.02 | - |
| Shares outstanding at period-end (1,000 shares) | 87,245 | - | 87,245 | - | 86,881 | - | -364 | - |