

# FY3/18 Consolidated Business Results

(Millions of yen unless otherwise stated)

	FY3/17 Results	%	FY3/18 Forecast	%	FY3/18 Results	%	YoY change	YoY %
<b>Sales</b>	194,046	100.0	199,850	100.0	198,417	100.0	4,371	102.3
<b>Fashion</b>	118,264	100.0	119,200	100.0	118,455	100.0	190	100.2
<b>Anniversaire/Bridal</b>	26,860	100.0	27,700	100.0	27,173	100.0	312	101.2
<b>Karaoke</b>	18,676	100.0	18,800	100.0	18,691	100.0	15	100.1
<b>Café Complex</b>	30,264	100.0	34,200	100.0	34,129	100.0	3,864	112.8
<b>Gross profit</b>	86,315	44.5	87,820	43.9	86,864	43.8	548	100.6
<b>Fashion</b>	70,692	59.8	71,400	59.9	70,878	59.8	185	100.3
<b>Anniversaire/Bridal</b>	7,493	27.9	8,100	29.2	7,876	29.0	383	105.1
<b>Karaoke</b>	2,832	15.2	2,860	15.2	2,708	14.5	-123	95.6
<b>Café Complex</b>	4,838	16.0	5,090	14.9	5,020	14.7	182	103.8
<b>SG&amp;A expenses</b>	71,868	37.0	73,320	36.7	72,000	36.3	131	100.2
<b>Fashion</b>	62,524	52.9	62,900	52.8	62,351	52.6	-173	99.7
<b>Anniversaire/Bridal</b>	4,732	17.6	5,300	19.1	5,067	18.6	335	107.1
<b>Karaoke</b>	1,944	10.4	1,960	10.4	1,943	10.4	-1	99.9
<b>Café Complex</b>	2,945	9.7	3,190	9.3	2,948	8.6	3	100.1
<b>Operating profit</b>	14,447	7.4	14,500	7.3	14,864	7.5	417	102.9
<b>Fashion</b>	8,167	6.9	8,500	7.1	8,526	7.2	359	104.4
<b>Anniversaire/Bridal</b>	2,760	10.3	2,800	10.1	2,809	10.3	48	101.7
<b>Karaoke</b>	887	4.8	900	4.8	765	4.1	-122	86.2
<b>Café Complex</b>	1,893	6.3	1,900	5.6	2,071	6.1	178	109.4
<b>Ordinary profit</b>	13,895	7.2	14,000	7.0	14,003	7.1	108	100.8
<b>Profit attributable to owners of parent</b>	7,355	3.8	7,600	3.8	7,377	3.7	22	100.3
<b>Net income per share (yen)</b>	83.38	-	87.40	-	84.87	-	1.49	-
<b>Shares outstanding at period-end (1,000 shares)</b>	87,245	-	86,881	-	86,564	-	-681	-

# FY3/19 Consolidated Forecast

(Millions of yen unless otherwise stated)

	FY3/18 Results	%	FY3/19 Forecast	%	YoY change	YoY %
<b>Sales</b>	<b>198,417</b>	<b>100.0</b>	<b>199,100</b>	<b>100.0</b>	<b>682</b>	<b>100.3</b>
Fashion	118,455	100.0	119,150	100.0	694	100.6
Anniversaire/Bridal	27,173	100.0	27,200	100.0	26	100.1
Karaoke	18,691	100.0	17,760	100.0	-931	95.0
Café Complex	34,129	100.0	35,040	100.0	910	102.7
<b>Gross profit</b>	<b>86,864</b>	<b>43.8</b>	<b>87,530</b>	<b>44.0</b>	<b>665</b>	<b>100.8</b>
Fashion	70,878	59.8	71,580	60.1	701	101.0
Anniversaire/Bridal	7,876	29.0	7,940	29.2	63	100.8
Karaoke	2,708	14.5	2,600	14.6	-108	96.0
Café Complex	5,020	14.7	4,970	14.2	-50	99.0
<b>SG&amp;A expenses</b>	<b>72,000</b>	<b>36.3</b>	<b>72,530</b>	<b>36.4</b>	<b>529</b>	<b>100.7</b>
Fashion	62,351	52.6	62,630	52.6	278	100.4
Anniversaire/Bridal	5,067	18.6	5,340	19.6	272	105.4
Karaoke	1,943	10.4	1,830	10.3	-113	94.2
Café Complex	2,948	8.6	2,890	8.2	-58	98.0
<b>Operating profit</b>	<b>14,864</b>	<b>7.5</b>	<b>15,000</b>	<b>7.5</b>	<b>135</b>	<b>100.9</b>
Fashion	8,526	7.2	8,950	7.5	423	105.0
Anniversaire/Bridal	2,809	10.3	2,600	9.6	-209	92.6
Karaoke	765	4.1	770	4.3	4	100.6
Café Complex	2,071	6.1	2,080	5.9	8	100.4
<b>Ordinary profit</b>	<b>14,003</b>	<b>7.1</b>	<b>13,750</b>	<b>6.9</b>	<b>-253</b>	<b>98.2</b>
<b>Profit attributable to owners of parent</b>	<b>7,377</b>	<b>3.7</b>	<b>7,400</b>	<b>3.7</b>	<b>22</b>	<b>100.3</b>
<b>Net income per share (yen)</b>	<b>84.87</b>	<b>-</b>	<b>85.49</b>	<b>-</b>	<b>0.61</b>	<b>-</b>
<b>Shares outstanding at period-end (1,000 shares)</b>	<b>86,564</b>	<b>-</b>	<b>86,564</b>	<b>-</b>	<b>0</b>	<b>-</b>