

## Major Financial Data

	FY2008	FY2009	FY2010	FY2011
Net sales	1,426,684	1,291,617	1,220,772	1,239,921
Gross profit	397,446	360,685	342,005	347,788
Selling, general and administrative expenses	377,863	356,508	331,012	323,954
Operating income	19,582	4,177	10,993	23,834
Recurring income	35,052	19,730	27,093	38,452
Net income attributable to parent company shareholders	4,683	(63,521)	2,640	58,891
Total assets	1,351,633	1,238,006	1,237,775	1,227,947
Shareholders' equity	475,369	413,861	406,501	456,583
Net assets	489,740	425,120	418,152	468,479
Interest-bearing debt	232,842	197,283	213,925	173,264
Cash flows from operating activities	18,162	(3,604)	33,211	57,843
Cash flows from investing activities	(27,429)	47,443	(24,419)	(15,939)
Cash flows from financing activities	7,116	(41,688)	11,241	(44,940)
Capital investment	30,120	28,256	32,937	19,243
Depreciation	24,253	22,411	22,933	22,406
Net income per share (yen)	12.08	(162.51)	6.69	149.28
Net assets per share (yen)	1,225.85	1,049.09	1,030.60	1,157.37
Cash dividend per share (yen)	14.00	10.00	7.00	10.00
Gross profit margin	27.86%	27.93%	28.02%	28.05%
SG&A expense ratio	26.5%	27.6%	27.1%	26.1%
Operating profit margin	1.4%	0.3%	0.9%	1.9%
Return on equity (ROE)	1.0%	(14.3%)	0.6%	13.6%
Return on assets (ROA)	1.4%	0.3%	0.9%	1.9%
Rate of return on invested capital (ROIC)	–	–	0.9%	2.3%
Shareholders' equity ratio	35.2%	33.4%	32.8%	37.2%
Payout ratio	115.9%	(6.2%)	104.6%	6.7%

\*In sections with "–", the value is not stated because data are not available.

\*Percentage figures are rounded off to one decimal place.

\*Data for the fiscal year ended March 31, 2018 are financial data disclosed on May 9, 2018

(Millions of yen)

FY2012	FY2013	FY2014	FY2015	FY2016	FY2017
1,236,333	1,321,512	1,272,130	1,287,253	1,253,457	1,268,865
347,410	370,022	355,456	361,768	365,609	367,282
320,771	335,376	322,372	328,660	341,673	342,869
26,639	34,646	33,083	33,107	23,935	24,413
34,217	38,440	34,563	36,704	27,418	27,325
25,292	21,166	29,886	26,506	14,976	(960)
1,223,677	1,284,658	1,291,560	1,293,043	1,312,074	1,284,208
491,001	524,591	560,362	563,264	568,858	576,396
505,127	541,069	577,655	574,316	579,782	588,091
181,263	171,285	160,601	175,871	186,751	139,972
4,438	46,022	49,448	43,099	35,373	72,972
(26,312)	(19,221)	(34,374)	(24,481)	(40,913)	(26,981)
2,339	(16,151)	(17,372)	(3,711)	2,413	(52,753)
30,499	31,569	29,279	40,043	34,200	38,446
21,559	22,228	22,818	23,020	23,562	25,272
64.11	53.65	75.74	67.41	38.27	(2.47)
1,244.54	1,329.45	1,421.72	1,438.17	1,460.32	1,478.74
10.00	11.00	11.00	12.00	12.00	12.00
28.10%	28.00%	27.94%	28.10%	29.17%	28.95%
25.9%	25.4%	25.3%	25.5%	27.3%	27.0%
2.2%	2.6%	2.6%	2.6%	1.9%	1.9%
5.3%	4.2%	5.5%	4.7%	2.6%	(0.2%)
2.2%	2.8%	2.6%	2.6%	1.8%	1.9%
2.5%	3.1%	3.0%	3.0%	2.2%	2.3%
40.1%	40.8%	43.4%	43.6%	43.4%	44.9%
15.6%	20.5%	14.5%	17.8%	31.4%	—

## Consolidated Balance Sheets (Millions of yen)

ASSETS	Fiscal 2016 (As of March 31, 2017)	Fiscal 2017 (As of March 31, 2018)	LIABILITIES	Fiscal 2016 (As of March 31, 2017)	Fiscal 2017 (As of March 31, 2018)
<b>Current assets</b>			<b>Current liabilities</b>		
Cash and bank deposits	61,722	55,710	Notes and accounts payable	115,712	113,119
Notes and accounts receivable-trade	134,718	134,082	Current portion of bonds payable	-	10,000
Marketable securities	953	380	Short-term borrowings	60,451	30,672
Merchandise	57,726	50,164	Commercial paper	37,000	-
Finished goods	489	427	Income taxes payable	6,271	5,272
Work in process	418	374	Gift vouchers	83,434	82,084
Raw materials and supplies	993	924	Deferred tax liabilities	94	1
Deferred tax assets	14,209	16,439	Reserve for bonuses	9,735	12,466
Other current assets	43,824	26,853	Allowance for point cards	9,291	9,686
Less: Allowance for doubtful accounts	(3,623)	(3,194)	Reserve for loss from redemption of gift vouchers	27,761	29,258
<b>Total current assets</b>	<b>311,433</b>	<b>282,163</b>	Other current liabilities	93,648	108,921
<b>Property and equipment</b>			<b>Total current liabilities</b>	<b>443,399</b>	<b>401,483</b>
<b>Tangible fixed assets</b>			<b>Long-term liabilities</b>		
Buildings and structures, net	172,172	174,148	Bonds payable	20,000	30,000
Land	526,996	539,724	Long-term debt	69,300	69,300
Construction in progress	7,410	8,035	Deferred tax liabilities	138,426	138,464
Other tangible fixed assets, net	21,892	22,715	Net defined benefit liability	40,693	37,597
<b>Total tangible fixed assets</b>	<b>728,471</b>	<b>744,624</b>	Provision for loss on business of subsidiaries and affiliates	111	105
<b>Intangible fixed assets</b>			Liabilities from application of equity method	4,539	1,874
Software	24,761	22,534	Other long-term liabilities	15,822	17,292
Goodwill	11,118	6,794	<b>Total long-term liabilities</b>	<b>288,892</b>	<b>294,632</b>
Other intangible fixed assets	43,895	30,035	<b>Total liabilities</b>	<b>732,291</b>	<b>696,116</b>
<b>Total intangible fixed assets</b>	<b>79,775</b>	<b>59,364</b>	<b>NET ASSETS</b>		
<b>Investments and other assets</b>			<b>Shareholders' equity</b>		
Investment securities	116,061	126,673	Common stock	50,328	50,461
Long-term loans receivable	938	332	Capital surplus	322,699	322,807
Guarantee deposits	62,141	59,288	Retained earnings	195,184	193,239
Net defined benefit assets	3,456	3,476	Less: Treasury stock	(9,286)	(9,294)
Deferred tax assets	3,000	1,866	<b>Total shareholders' equity</b>	<b>558,925</b>	<b>557,214</b>
Other assets	7,273	6,537	<b>Accumulated other comprehensive income</b>		
Less: Allowance for doubtful accounts	(528)	(250)	Net unrealized gains (losses) on other securities	5,989	10,094
<b>Total investments and other assets</b>	<b>192,343</b>	<b>197,923</b>	Deferred gains (losses) on hedges	0	39
<b>Total property and equipment</b>	<b>1,000,590</b>	<b>1,001,912</b>	Foreign currency translation adjustments	5,697	9,858
<b>Deferred assets</b>			Remeasurements of defined benefit plans	(1,754)	(810)
Bond issue costs	51	132	<b>Total accumulated other comprehensive income</b>	<b>9,933</b>	<b>19,182</b>
<b>Total deferred assets</b>	<b>51</b>	<b>132</b>	Stock acquisition rights	1,946	2,028
<b>Total assets</b>	<b>1,312,074</b>	<b>1,284,208</b>	Non-controlling interests	8,977	9,666
			<b>Total net assets</b>	<b>579,782</b>	<b>588,091</b>
			<b>Total liabilities and net assets</b>	<b>1,312,074</b>	<b>1,284,208</b>

\*In sections with "-", the value is not stated because data are not available.

\*Data for the fiscal year ended March 31, 2018 are financial data disclosed on May 9, 2018

## Consolidated Statements of Income (Millions of yen)

	<b>Fiscal 2016</b> (From April 1, 2016 to March 31, 2017)	<b>Fiscal 2017</b> (From April 1, 2017 to March 31, 2018)
Net sales	1,253,457	1,268,865
Cost of sales	887,848	901,582
Gross profit	365,609	367,282
Selling, general and administrative expenses	341,673	342,869
Operating income	23,935	24,413
Non-operating income	15,615	14,851
Non-operating expenses	12,131	11,939
Recurring income	27,418	27,325
Extraordinary gain	1,228	1,232
Extraordinary loss	13,924	26,124
Income before income taxes	14,722	2,433
Income taxes - current	6,396	5,807
Income taxes - deferred	(6,460)	(2,527)
Total income taxes	(64)	3,279
Net income (loss)	14,787	(845)
Net income (loss) attributable to nonattributable interests	(188)	114
Net income (loss) attributable to parent company shareholders	14,976	(960)

## Consolidated Statements of Cash Flows (Millions of yen)

	<b>Fiscal 2016</b> (From April 1, 2016 to March 31, 2017)	<b>Fiscal 2017</b> (From April 1, 2017 to March 31, 2018)
Cash flows from operating activities	35,373	72,972
Cash flows from investing activities	(40,913)	(26,981)
Cash flows from financing activities	2,413	(52,753)
Effect of exchange rate changes on cash and cash equivalents	(1,087)	432
Net increase (decrease) in cash and cash equivalents	(4,214)	(6,329)
Cash and cash equivalents at beginning of year	64,238	60,024
Increase (decrease) in cash and cash equivalents due to changes in scope of consolidation	-	275
Cash and cash equivalents at end of year	60,024	53,969