
Financial Results

For the third quarter ended October 31, 2014



Consolidated Income Statements Summary

¥ Million

	FY 2013 3rd Quarter Results (13/2 – 13/10)	FY 2014 3rd Quarter Results (14/2 – 14/10)	Increase (Decrease)
Order Accepted	44,445	52,076	7,630
Net Sales	42,880	46,976	4,095
Gross Profit	6,972	8,243	1,271
Selling, General & Admin. Expenses	5,126	5,380	253
Operating Income	1,845	2,862	1,017
Non-operating Income(Expenses)	103	118	15
Ordinary Income	1,948	2,981	1,033
Extraordinary Income(Expenses)	32	49	16
Income before Income Taxes	1,981	3,030	1,049
Income Taxes-current	242	642	400
Income Taxes-deferred	△628	304	933
Income before minority Interest	2,368	2,084	△284
Net Income	2,368	2,084	△284
EPS	73.73	64.97	△8.76
ROE	17.2	13.3	△3.9

Tanseisha Co.,Ltd divided common stock at a rate of 1.3-for-1 on 1 February, 2014.

EPS is calculated assuming stock split carried out in the beginning of the previous fiscal year.

Consolidated Balance Sheets Summary

¥ Million

	As of Jan. 31 2014	As of Oct. 31 2014
Assets		
Current Assets	20,070	24,417
Fixed Assets	11,127	11,365
Total Assets	31,198	35,782
Liabilities		
Current Liabilities	13,193	17,119
Noncurrent Liabilities	3,906	2,943
Total Liabilities	17,100	20,063
Net Assets		
Shareholder's Equity	13,115	14,791
Other accumulated comprehensive income	982	927
Total Net Assets	14,098	15,718
Total Liabilities and Net Assets	31,198	35,782

Consolidated Net Sales & Operating Income by Market Segment

¥ Million

	FY2013 3rd Quarter Results (13/2-13/10)	FY2014 3rd Quarter Results (14/2-14/10)	Increase (Decrease)	FY2014 Full Year Forecast (14/2 – 15/1)
Commercial And Other Facility Market	24,507	26,817	2,310	35,550
Chain Store Market	10,610	11,409	798	14,000
Cultural Facility Market	6,279	7,217	938	9,200
Others	1,482	1,531	48	2,250
Net Sales	42,880	46,976	4,095	61,000
Commercial And Other Facility Market	821	1,547	725	1,560
Chain Store Market	367	402	35	300
Cultural Facility Market	258	458	199	340
Others	359	453	94	500
Segment profit adjustment	38	1	△37	—
Operating Income	1,845	2,862	1,017	2,700

Consolidated Cash Flow Statements Summary

¥ Million

	FY2013 3rd Quarter Results (13/2-13/10)	FY2014 3rd Quarter Results (14/2-14/10)
Net Cash Provided by (Used in) Operating Activities	2,261	391
Net Cash Provided by (Used in) Investing Activities	65	△203
Net Cash Provided by (Used in) Financing Activities	△ 310	△ 144
Net Increase (Decrease) in Cash and Cash Equivalents	2,046	51
Cash and Cash Equivalents at Beginning of Year	4,498	5,266
Cash and Cash Equivalents at End of Period	6,544	5,318

Forecast for the Year Ended January 2015 (Consolidated Earnings)

¥ Million

	FY2012 Full Year Results (12/2-13/1)	FY2013 Full Year Results (13/2-14/1)	FY2014 Full Year Forecast (14/2-15/1)
Order Accepted	58,060	60,471	66,000
Net Sales	53,571	57,074	61,000
Gross Profit	8,090	9,392	10,400
Operating Income	1,390	2,061	2,700
Ordinary Income	1,474	2,177	2,800
Net Income	1,149	2,565	2,000
E P S	35.77	79.89	62.35
ROE	10.9	20.3	12.6

Tanseisha Co.,Ltd divided common stock at a rate of 1.3-for-1 on 1 February, 2014.

EPS is calculated assuming stock split carried out in the beginning of the previous fiscal year.

Forecast for the Year Ended January 2015

(Consolidated Net Sales & Operating Income by Market Segment)

¥ Million

	FY2013 Full Year Results (13/2-14/1)	FY2014 Full Year Forecast (14/2-15/1)
Commercial And Other Facility Market	33,083	35,550
Chain Store Market	13,043	14,000
Cultural Facility Market	8,799	9,200
Others	2,147	2,250
Net Sales	57,074	61,000
Commercial And Other Facility Market	877	1,560
Chain Store Market	182	300
Cultural Facility Market	442	340
Others	515	500
Segment profit adjustment	43	—
Operating Income	2,061	2,700