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# Financial Results

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For the fiscal year ended January 31, 2015



# Consolidated Income Statements Summary

	FY 2013 Results (13/2-14/1)	FY 2014 Results (14/2-15/1)	Increase (Decrease)
Order Accepted	60,471	72,510	12,038
<b>Net Sales</b>	<b>57,074</b>	<b>63,373</b>	<b>6,299</b>
<b>Gross Profit</b>	<b>9,392</b>	<b>10,765</b>	<b>1,372</b>
Selling, General & Admin.Expenses	7,330	8,015	684
<b>Operating Income</b>	<b>2,061</b>	<b>2,749</b>	<b>688</b>
Non-operating Income(Expenses)	116	184	68
<b>Ordinary Income</b>	<b>2,177</b>	<b>2,934</b>	<b>757</b>
Extraordinary Income(Expenses)	65	74	8
Income before Income Taxes	2,243	3,008	765
Income Taxes-current	340	926	585
Income Taxes-deferred	△662	△1,853	△1,191
Income before minority Interest	2,565	3,936	1,371
<b>Net Income</b>	<b>2,565</b>	<b>3,936</b>	<b>1,371</b>
E P S	79.89	122.72	42.83
ROE	20.3%	24.9%	4.6

¥ Million

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 Jan. 31 2015
<b>Assets</b>		
Current Assets	20,070	24,414
Fixed Assets	11,127	12,092
<b>Total Assets</b>	<b>31,198</b>	<b>36,506</b>
<b>Liabilities</b>		
Current Liabilites	13,193	17,177
Noncurrent Liabilites	3,906	1,841
<b>Total Liabilities</b>	<b>17,100</b>	<b>19,018</b>
<b>Net Assets</b>		
Shareholder's Equity	13,115	16,643
Other accumulated comprehensive income	982	845
<b>Total Net Assets</b>	<b>14,098</b>	<b>17,488</b>
<b>Total Liabilities and Net Assets</b>	<b>31,198</b>	<b>36,506</b>

# Consolidated Net Sales & Operating Income by Market Segment

¥ Million

	<b>FY2013 Results (13/2-14/1)</b>	<b>FY2014 Results (14/2-15/1)</b>	<b>Increase (Decrease)</b>
Commercial And Other Facility Market	33,083	37,276	4,192
Chain Store Market	13,043	14,643	1,599
Cultural Facility Market	8,799	9,279	480
Others	2,147	2,174	26
<b>Net Sales</b>	<b>57,074</b>	<b>63,373</b>	<b>6,299</b>
Commercial And Other Facility Market	877	1,451	574
Chain Store Market	182	347	165
Cultural Facility Market	442	355	△86
Others	515	598	82
Segment profit adjustment	43	△3	△46
<b>Operating Income</b>	<b>2,061</b>	<b>2,749</b>	<b>688</b>

# Consolidated Cash Flow Statements Summary

¥ Million

	<b>FY2013</b> <b>Full Year</b> <b>Results</b> <b>(13/2-14/1)</b>	<b>FY2014</b> <b>Full Year</b> <b>Results</b> <b>(14/2-15/1)</b>
<b>Net Cash Provided by ( Used in ) Operating Activities</b>	<b>1,623</b>	<b>1,969</b>
<b>Net Cash Provided by ( Used in ) Investing Activities</b>	<b>51</b>	<b>△ 343</b>
<b>Net Cash Provided by ( Used in ) Financing Activities</b>	<b>△ 965</b>	<b>△ 1,752</b>
<b>Effect of exchange rate changes on cash and cash equivalents</b>	<b>59</b>	<b>21</b>
<b>Net Increase (Decrease) in Cash and Cash Equivalents</b>	<b>768</b>	<b>△104</b>
<b>Cash and Cash Equivalents at Beginning of Year</b>	<b>4,498</b>	<b>5,266</b>
<b>Cash and Cash Equivalents at End of Period</b>	<b>5,266</b>	<b>5,162</b>

## Forecast for the Year Ended January 2016 (Consolidated Earnings)

	<b>FY2013</b> <b>Full Year</b> <b>Results</b> <b>(13/2-14/1)</b>	<b>FY2014</b> <b>Full Year</b> <b>Results</b> <b>(14/2-15/1)</b>	<b>FY2015</b> <b>Full Year</b> <b>Forecast</b> <b>(15/2-16/1)</b>
<b>Order Accepted</b>	<b>60,471</b>	<b>72,510</b>	<b>69,400</b>
<b>Net Sales</b>	<b>57,074</b>	<b>63,373</b>	<b>66,500</b>
<b>Gross Profit</b>	<b>9,392</b>	<b>10,765</b>	<b>10,460</b>
<b>Operating Income</b>	<b>2,061</b>	<b>2,749</b>	<b>2,350</b>
<b>Ordinary Income</b>	<b>2,177</b>	<b>2,934</b>	<b>2,320</b>
<b>Net Income</b>	<b>2,565</b>	<b>3,936</b>	<b>3,620</b>
<b>E P S</b>	<b>79.89</b>	<b>122.72</b>	<b>112.85</b>
<b>ROE</b>	<b>20.3</b>	<b>24.9</b>	<b>19.0</b>

¥ Million

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 2016

## (Consolidated Net Sales & Operating Income by Market Segment)

¥ Million

	FY2014 Full Year Results (14/2-15/1)	FY2015 Full Year Forecast (15/2-16/1)
Commercial And Other Facility Market	37,276	41,800
Chain Store Market	14,643	15,000
Cultural Facility Market	9,279	8,900
Others	2,174	800
<b>Net Sales</b>	<b>63,373</b>	<b>66,500</b>
Commercial And Other Facility Market	1,451	1,690
Chain Store Market	347	240
Cultural Facility Market	355	240
Others	598	180
Segment profit adjustment	△3	—
<b>Operating Income</b>	<b>2,749</b>	<b>2,350</b>