
Financial Results

For the second quarter ended July 31, 2016



Consolidated Income Statements Summary

¥ Million

	FY 2015 2nd Quarter Results (15/2 – 15/7)	FY 2016 2nd Quarter Results (16/2 – 16/7)	Increase (Decrease)
Order Accepted	35,087	34,461	1,739
Net Sales	28,664	37,855	2,767
Gross Profit	6,443	6,683	240
Selling, General & Admin. Expenses	3,838	3,871	32
Operating Income	2,605	2,812	207
Non-operating Income(Expenses)	64	79	14
Ordinary Income	2,669	2,892	222
Extraordinary Income(Expenses)	180	12	(168)
Income before Income Taxes	2,850	2,904	54
Income Taxes-current	797	694	(102)
Income Taxes-deferred	233	274	40
Net Income	1,818	1,935	116
E P S	37.80	40.23	2.43
ROE	9.3	8.5	(0.8)

Tanseisha Co.,Ltd divided common stock at a rate of 1.5-for-1 on 1 August, 2015.
EPS is calculated assuming stock split carried out at the beginning of the Fiscal Year 2014.

Consolidated Balance Sheets Summary

¥ Million

	As of Jan. 31 2016	As of Jul. 31 2016
ASSETS		
Current Assets	33,649	32,499
Fixed Assets	7,901	8,163
Total Assets	41,550	40,663
Liabilities		
Current Liabilities	17,546	15,462
Noncurrent Liabilities	2,581	2,422
Total Liabilities	20,128	17,884
Net Assets		
Shareholder's Equity	20,537	21,991
Other accumulated comprehensive income	885	787
Minority Interests	—	—
Total Net Assets	21,422	22,778
Total Liabilities and Net Assets	41,550	40,663

Consolidated Net Sales & Operating Income by Market Segment

¥ Million

	FY2015 2nd Quarter Results (15/2-15/7)	FY2016 2nd Quarter Results (16/2-16/7)	Increase (Decrease)	FY2016 Full Year Forecast (16/2 – 17/1)
Commercial And Other Facility Market	20,973	22,036	1,062	43,200
Chain Store Market	7,522	8,745	1,222	15,520
Cultural Facility Market	6,179	6,781	602	10,400
Others	412	291	(120)	680
Net Sales	35,087	37,855	2,767	69,800
Commercial And Other Facility Market	1,525	1,310	(214)	2,350
Chain Store Market	347	669	322	450
Cultural Facility Market	540	737	196	480
Others	177	88	(88)	120
Segment profit adjustment	14	6	(7)	—
Operating Income	2,605	2,812	207	3,400

Consolidated Cash Flow Statements Summary

¥ Million

	FY2015 2nd Quarter Results (15/2-15/7)	FY2016 2nd Quarter Results (16/2-16/7)
Net Cash Provided by (Used in) Operating Activities	3,512	3,896
Net Cash Provided by (Used in) Investing Activities	3,117	(562)
Net Cash Provided by (Used in) Financing Activities	(1,036)	(675)
Net Increase (Decrease) in Cash and Cash Equivalents	5,605	2,672
Cash and Cash Equivalents at Beginning of Year	5,162	12,819
Cash and Cash Equivalents at End of Period	10,768	15,491

Forecast for the Year Ended January 2017 (Consolidated Earnings)

¥ Million

	FY2014 Full Year Results (14/2-15/1)	FY2015 Full Year Results (15/2-16/1)	FY2016 Full Year Forecast (16/2-17/1)
Order Accepted	72,510	67,139	73,000
Net Sales	63,373	67,612	69,800
Gross Profit	10,765	11,916	11,500
Operating Income	2,749	3,218	3,400
Ordinary Income	2,934	3,303	3,480
Net Income	3,936	4,379	2,300
E P S	122.72	91.03	47.81
ROE	24.9	22.5	10.4

Tanseisha Co.,Ltd divided common stock at a rate of 1.5-for-1 on 1 August, 2015.
EPS is calculated assuming stock split carried out at the beginning of the Fiscal Year 2014.

Forecast for the Year Ended January 2017

(Consolidated Net Sales & Operating Income by Market Segment)

¥ Million

	FY2015 Full Year Results (15/2-16/1)	FY2016 Full Year Forecast (16/2-17/1)
Commercial And Other Facility Market	42,054	43,200
Chain Store Market	15,378	15,520
Cultural Facility Market	9,424	10,400
Others	754	680
Net Sales	67,612	69,800
Commercial And Other Facility Market	2,241	2,350
Chain Store Market	623	450
Cultural Facility Market	110	480
Others	232	120
Segment profit adjustment	10	—
Operating Income	3,218	3,400