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# Financial Results

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For the third quarter ended October 31, 2016



# Consolidated Income Statements Summary

¥ Million

	FY 2015 3rd Quarter Results (15/2 – 15/10)	FY 2016 3rd Quarter Results (16/2 – 16/10)	Increase (Decrease)
Order Accepted	50,826	49,749	△1,077
<b>Net Sales</b>	<b>48,164</b>	<b>54,927</b>	<b>6,763</b>
<b>Gross Profit</b>	<b>8,694</b>	<b>9,709</b>	<b>1,015</b>
Selling, General & Admin. Expenses	6,236	5,989	△247
<b>Operating Income</b>	<b>2,457</b>	<b>3,720</b>	<b>1,262</b>
Non-operating Income(Expenses)	22	135	△35
<b>Ordinary Income</b>	<b>2,480</b>	<b>3,855</b>	<b>1,375</b>
Extraordinary Income(Expenses)	3,758	14	△3,743
Income before Income Taxes	6,238	3,870	△2,368
Income Taxes-current	383	1,218	834
Income Taxes-deferred	1,981	138	△1,843
<b>Net Income</b>	<b>3,872</b>	<b>2,513</b>	<b>△1,359</b>
E P S	80.49	52.25	△28.24
R O E	18.3	11.0	△7.3

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 in the beginning of the previous fiscal year.

# Consolidated Balance Sheets Summary

¥ Million

	As of Jan. 31 2016	As of Oct. 31 2016
<b>ASSETS</b>		
Current Assets	33,649	33,670
Fixed Assets	7,901	8,256
<b>Total Assets</b>	<b>41,550</b>	<b>41,926</b>
<b>Liabilities</b>		
Current Liabilities	17,546	17,143
Noncurrent Liabilities	2,581	1,877
<b>Total Liabilities</b>	<b>20,128</b>	<b>19,020</b>
<b>Net Assets</b>		
Shareholder's Equity	20,537	22,088
Other accumulated comprehensive income	885	816
Minority Interests	—	—
<b>Total Net Assets</b>	<b>21,422</b>	<b>22,908</b>
<b>Total Liabilities and Net Assets</b>	<b>41,550</b>	<b>41,926</b>

## Consolidated Net Sales & Operating Income by Market Segment

¥ Million

	FY2015 3rd Quarter Results (15/2-15/10)	FY2016 3rd Quarter Results (16/2-16/10)	Increase (Decrease)	FY2016 Full Year Forecast (16/2-17/1)
Commercial And Other Facility Market	29,280	32,544	3,264	43,200
Chain Store Market	10,862	13,337	2,474	15,520
Cultural Facility Market	7,443	8,604	1,160	10,400
Others	577	440	△137	680
<b>Net Sales</b>	<b>48,164</b>	<b>54,927</b>	<b>6,763</b>	<b>69,800</b>
Commercial And Other Facility Market	1,587	1,756	168	2,350
Chain Store Market	398	1,025	627	450
Cultural Facility Market	232	772	540	480
Others	236	148	△87	120
Segment profit adjustment	3	17	14	—
<b>Operating Income</b>	<b>2,457</b>	<b>3,720</b>	<b>1,262</b>	<b>3,400</b>

# Consolidated Cash Flow Statements Summary

¥ Million

	<b>FY2015 3rd Quarter Results (15/2-15/10)</b>	<b>FY2016 3rd Quarter Results (16/2-16/10)</b>
Net Cash Provided by ( Used in ) Operating Activities	879	5,620
Net Cash Provided by ( Used in ) Investing Activities	7,635	△567
Net Cash Provided by ( Used in ) Financing Activities	△1,416	△1,871
Net Increase (Decrease) in Cash and Cash Equivalents	7,094	3,198
Cash and Cash Equivalents at Beginning of Year	5,162	12,819
Cash and Cash Equivalents at End of Period	12,256	16,017

## Forecast for the Year Ended January 2017 (Consolidated Earnings)

¥ Million

	<b>FY2014 Full Year Results (14/2-15/1)</b>	<b>FY2015 Full Year Results (15/2-16/1)</b>	<b>FY2016 Full Year Forecast (16/2-17/1)</b>
Order Accepted	72,510	67,139	72,900
Net Sales	63,373	67,612	70,800
Gross Profit	10,765	11,916	12,000
Operating Income	2,749	3,218	3,800
Ordinary Income	2,934	3,303	3,950
Net Income	3,936	4,379	2,550
E P S	122.72	91.03	53.00
ROE	24.9	22.5	11.5

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

	<b>FY2015 Full Year Results (15/2-16/1)</b>	<b>FY2016 Full Year Forecast (16/2-17/1)</b>
Commercial And Other Facility Market	42,054	43,000
Chain Store Market	15,378	16,400
Cultural Facility Market	9,424	10,700
Others	754	700
<b>Net Sales</b>	<b>67,612</b>	<b>70,800</b>
Commercial And Other Facility Market	2,241	2,000
Chain Store Market	623	950
Cultural Facility Market	110	700
Others	232	150
Segment profit adjustment	10	—
<b>Operating Income</b>	<b>3,218</b>	<b>3,800</b>