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# Financial Results

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For the fiscal year ended January 31, 2017



# Consolidated Income Statements Summary

¥ Million

	FY 2015 Results (15/2 – 16/1)	FY 2016 Results (16/2 – 17/1)	Increase (Decrease)
Order Accepted	67,139	72,883	5,744
<b>Net Sales</b>	<b>67,612</b>	<b>70,781</b>	<b>3,169</b>
<b>Gross Profit</b>	<b>11,916</b>	<b>12,337</b>	<b>2,748</b>
Selling, General & Admin. Expenses	8,697	8,407	△289
<b>Operating Income</b>	<b>3,218</b>	<b>3,929</b>	<b>710</b>
Non-operating Income(Expenses)	84	84	0
<b>Ordinary Income</b>	<b>3,303</b>	<b>4,115</b>	<b>812</b>
Extraordinary Income(Expenses)	3,758	7	△3,750
Income before Income Taxes	7,061	4,122	△2,938
Income Taxes-current	796	1,320	524
Income Taxes-deferred	1,885	176	△1,709
<b>Net Income</b>	<b>4,379</b>	<b>2,626</b>	<b>△1,753</b>
E P S	91.03	54.58	△36.45
R O E	22.5	11.8	△10.7

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 Jan. 31 2017
<b>ASSETS</b>		
Current Assets	33,649	33,023
Fixed Assets	7,901	8,182
<b>Total Assets</b>	<b>41,550</b>	<b>41,205</b>
<b>Liabilities</b>		
Current Liabilities	17,546	16,170
Noncurrent Liabilities	2,581	1,925
<b>Total Liabilities</b>	<b>20,128</b>	<b>18,095</b>
<b>Net Assets</b>		
Shareholder's Equity	20,537	22,200
Other accumulated comprehensive income	885	909
Minority Interests	—	—
<b>Total Net Assets</b>	<b>21,422</b>	<b>23,110</b>
<b>Total Liabilities and Net Assets</b>	<b>41,550</b>	<b>41,205</b>

## Consolidated Net Sales & Operating Income by Market Segment

¥ Million

	FY2015 Results (15/2-16/1)	FY2016 Results (16/2-17/1)	Increase (Decrease)
Commercial And Other Facility Market	42,054	43,214	1,160
Chain Store Market	15,378	16,264	886
Cultural Facility Market	9,424	10,691	1,267
Others	754	610	△143
<b>Net Sales</b>	<b>67,612</b>	<b>70,781</b>	<b>3,169</b>
Commercial And Other Facility Market	2,241	1,970	△271
Chain Store Market	623	956	332
Cultural Facility Market	110	811	701
Others	232	179	△53
Segment profit adjustment	10	11	0
<b>Operating Income</b>	<b>3,218</b>	<b>3,929</b>	<b>710</b>

# Consolidated Cash Flow Statements Summary

¥ Million

	FY2015 Full Year Results (15/2-16/1)	FY2016 Full Year Results (16/2-17/1)
Net Cash Provided by ( Used in ) Operating Activities	2,009	5,755
Net Cash Provided by ( Used in ) Investing Activities	7,153	△479
Net Cash Provided by ( Used in ) Financing Activities	△ 1,490	△1,905
Effect of exchange rate changes on cash and cash equivalents	△ 15	7
Net Increase (Decrease) in Cash and Cash Equivalents	7,657	3,376
Cash and Cash Equivalents at the Beginning of the Fiscal Year	5,162	12,819
Cash and Cash Equivalents at the End of the Fiscal Year	12,819	16,196

## Forecast for the Year Ended January 2018 (Consolidated Earnings)

¥ Million

	FY2016 Full Year Results (16/2-17/1)	FY2017 Full Year Forecast (17/2-18/1)
Order Accepted	72,883	75,000
Net Sales	70,781	73,400
Gross Profit	12,337	12,600
Operating Income	3,929	4,200
Ordinary Income	4,115	4,300
Net Income	2,626	2,850
E P S	54.58	59.24
R O E	11.8	11.9

## Forecast for the Year Ended January 2018

(Consolidated Net Sales & Operating Income by Market Segment)

¥ Million

	<b>FY2016 Full Year Forecast (16/2-17/1)</b>	<b>FY2017 Full Year Forecast (17/2-18/1)</b>
Commercial And Other Facility Market	43,200	45,300
Chain Store Market	15,520	16,800
Cultural Facility Market	10,400	10,700
Others	680	600
<b>Net Sales</b>	<b>69,800</b>	<b>73,400</b>
Commercial And Other Facility Market	2,350	2,550
Chain Store Market	450	850
Cultural Facility Market	480	600
Others	120	200
Segment profit adjustment	—	—
<b>Operating Income</b>	<b>3,400</b>	<b>4,200</b>