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# Financial Results

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For the first quarter ended April 30, 2017



# Consolidated Income Statements Summary

¥ Million

	<b>FY 2016</b> 1st Quarter Results (16/2 - 16/4)	<b>FY 2017</b> 1st Quarter Results (17/2 - 17/4)	Increase (Decrease)
Order Accepted	17,069	19,370	△2,198
<b>Net Sales</b>	<b>23,675</b>	<b>21,476</b>	△1,696
<b>Gross Profit</b>	<b>4,192</b>	<b>3,690</b>	△502
Selling, General & Admin. Expenses	1,898	2,063	164
<b>Operating Income</b>	<b>2,294</b>	<b>1,627</b>	△666
Non-operating Income(Expenses)	44	4	△39
<b>Ordinary Income</b>	<b>2,338</b>	<b>1,632</b>	△706
Extraordinary Income(Expenses)	12	—	△12
Income before Income Taxes	2,351	1,632	△718
Income Taxes-current	740	550	△190
Income Taxes-deferred	13	4	△8
<b>Net Income</b>	<b>1,597</b>	<b>1,077</b>	△519
E P S	33.20	22.40	△10.80
R O E	7.09	4.56	△2.53

# Consolidated Balance Sheets Summary

¥ Million

	As of Jan. 31 2017	As of Apr. 30 2017
<b>ASSETS</b>		
Current Assets	33,023	35,401
Fixed Assets	8,182	8,542
<b>Total Assets</b>	<b>41,205</b>	<b>43,943</b>
<b>Liabilities</b>		
Current Liabilities	16,170	19,005
Noncurrent Liabilities	1,925	1,319
<b>Total Liabilities</b>	<b>18,095</b>	<b>20,324</b>
<b>Net Assets</b>		
Shareholder's Equity	22,200	22,700
Other accumulated comprehensive income	909	918
<b>Total Net Assets</b>	<b>23,110</b>	<b>23,619</b>
<b>Total Liabilities and Net Assets</b>	<b>41,205</b>	<b>43,943</b>

# Consolidated Net Sales & Operating Income by Market Segment

¥ Million

	FY2016 1st Quarter Results (16/2-16/4)	FY2017 1st Quarter Results (17/2-17/4)	Increase (Decrease)	FY2017 Full Year Forecast (17/2-18/1)
Commercial And Other Facility Market	13,763	10,211	△3,552	45,300
Chain Store Market	5,187	6,581	1,393	16,800
Cultural Facility Market	4,567	4,538	△29	10,700
Others	155	145	△10	600
<b>Net Sales</b>	<b>23,675</b>	<b>21,476</b>	<b>△2,198</b>	<b>73,400</b>
Commercial And Other Facility Market	1,134	350	△784	2,550
Chain Store Market	479	544	65	850
Cultural Facility Market	617	673	56	600
Others	52	55	2	200
Segment profit adjustment	9	3	△6	—
<b>Operating Income</b>	<b>2,294</b>	<b>1,627</b>	<b>△666</b>	<b>4,200</b>

# Consolidated Cash Flow Statements Summary

¥ Million

	FY2016 1st Quarter Results (16/2-16/4)	FY2017 1st Quarter Results (17/2-17/4)
Net Cash Provided by ( Used in ) Operating Activities	1,642	△2,440
Net Cash Provided by ( Used in ) Investing Activities	△407	△228
Net Cash Provided by ( Used in ) Financing Activities	△571	△600
Net Increase (Decrease) in Cash and Cash Equivalents	667	△3,620
Cash and Cash Equivalents at Beginning of Year	12,819	16,196
Cash and Cash Equivalents at End of Period	13,487	12,935

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

¥ Million

	FY2015 Full Year Results (15/2-16/1)	FY2016 Full Year Results (16/2-17/1)	FY2017 Full Year Forecast (17/2-18/1)
Order Accepted	67,139	72,883	75,000
Net Sales	67,612	70,781	73,400
Gross Profit	11,916	12,337	12,600
Operating Income	3,218	3,929	4,200
Ordinary Income	3,303	4,115	4,300
Net Income	4,379	2,626	2,850
E P S	91.03	54.58	59.24
ROE	22.5	11.8	11.9

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 2015.

# Forecast for the Year Ended January 2018

(Consolidated Net Sales & Operating Income by Market Segment)

¥ Million

	<b>FY2016 Full Year Results (16/2-17/1)</b>	<b>FY2017 Full Year Forecast (17/2-18/1)</b>
Commercial And Other Facility Market	43,214	45,300
Chain Store Market	16,264	16,800
Cultural Facility Market	10,691	10,700
Others	610	600
<b>Net Sales</b>	<b>70,781</b>	<b>73,400</b>
Commercial And Other Facility Market	1,970	2,550
Chain Store Market	956	850
Cultural Facility Market	811	600
Others	179	200
Segment profit adjustment	11	—
<b>Operating Income</b>	<b>3,929</b>	<b>4,200</b>