
Financial Results

For the second quarter ended July 31, 2017



Consolidated Income Statements Summary

¥ Million

	FY 2016 2nd Quarter Results (16/2 - 16/7)	FY 2017 2nd Quarter Results (17/2 - 17/7)	Increase (Decrease)
Order Accepted	34,461	38,915	4,454
Net Sales	37,855	40,219	2,364
Gross Profit	6,683	7,057	373
Selling, General & Admin. Expenses	3,871	4,146	275
Operating Income	2,812	2,910	98
Non-operating Income(Expenses)	79	52	△27
Ordinary Income	2,892	2,963	71
Extraordinary Income(Expenses)	12	-	△12
Income before Income Taxes	2,904	2,963	59
Income Taxes-current	694	832	137
Income Taxes-deferred	274	147	△127
Net Income	1,935	1,984	48
E P S	40.23	41.24	1.01
ROE	8.5	8.1	△0.4

Consolidated Balance Sheets Summary

¥ Million

	As of Jan. 31 2017	As of Jul. 31 2017
ASSETS		
Current Assets	33,023	35,095
Fixed Assets	8,182	8,154
Total Assets	41,205	43,250
Liabilities		
Current Liabilities	16,170	17,269
Noncurrent Liabilities	1,925	1,365
Total Liabilities	18,095	18,635
Net Assets		
Shareholder's Equity	22,200	23,606
Other accumulated comprehensive income	909	1,008
Total Net Assets	23,110	24,615
Total Liabilities and Net Assets	41,205	43,250

Consolidated Net Sales & Operating Income by Market Segment

¥ Million

	FY2016 2nd Quarter Results (16/2-16/7)	FY2017 2nd Quarter Results (17/2-17/7)	Increase (Decrease)	FY2017 Full Year Forecast (17/2 -18/1)
Commercial And Other Facility Market	22,036	23,308	1,272	45,300
Chain Store Market	8,745	11,047	2,301	16,800
Cultural Facility Market	6,781	5,568	△1,213	10,700
Others	291	295	3	600
Net Sales	37,855	40,219	2,364	73,400
Commercial And Other Facility Market	1,310	1,531	221	2,550
Chain Store Market	669	844	174	850
Cultural Facility Market	737	423	△313	600
Others	88	99	10	200
Segment profit adjustment	6	11	4	—
Operating Income	2,812	2,910	98	4,200

Consolidated Cash Flow Statements Summary

¥ Million

	FY2016 2nd Quarter Results (16/2-16/7)	FY2017 2nd Quarter Results (17/2-17/7)
Net Cash Provided by (Used in) Operating Activities	3,896	988
Net Cash Provided by (Used in) Investing Activities	△562	△427
Net Cash Provided by (Used in) Financing Activities	△675	△652
Net Increase (Decrease) in Cash and Cash Equivalents	2,672	△86
Cash and Cash Equivalents at Beginning of Year	12,819	16,196
Cash and Cash Equivalents at End of Period	15,491	16,109

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

	FY2016 Full Year Results (16/2-17/1)	FY2017 Full Year Forecast (17/2-18/1)
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
Net Sales	70,781	73,400
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	—
Operating Income	3,929	4,200