# Consolidated Financial Results for the Three Months Ended May 31, 2014 [Japanese GAAP]



June 26, 2014

Company name: Takihyo Co., Ltd.

Code number: 9982

URL: http://www.takihyo.co.jp

Stock exchange listing: Tokyo Stock Exchange (First Section), Nagoya Stock Exchange (First Section)

Representative: Kazuo Taki, CEO

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Scheduled date of commencing dividend payments: –

Scheduled date for filing of quarterly securities report: July 4, 2014

Availability of supplementary briefing material on quarterly results: Available Schedule of quarterly results briefing session: Available (for institutional investors)

(Figures are rounded down to the nearest million yen)

# 1. Consolidated Financial Results for the Three Months Ended May 31, 2014 (March 1, 2014 to May 31, 2014)

(1) Consolidated Results of Operations (cumulative) (% indicates changes from the previous corresponding period)

|                                 | Net sal     | es    | Operating income |        | Ordinary income |        | Net income  |        |
|---------------------------------|-------------|-------|------------------|--------|-----------------|--------|-------------|--------|
|                                 | million yen | %     | million yen      | %      | million yen     | %      | million yen | %      |
| Three months ended May 31, 2014 | 19,384      | (1.3) | 555              | 48.9   | 605             | 33.7   | 429         | 58.1   |
| Three months ended May 31, 2013 | 19,635      | 4.5   | 373              | (64.3) | 453             | (57.7) | 271         | (54.0) |

(Note) Comprehensive income: Three months ended May 31, 2014: ¥200 million [(86.5)%]

Three months ended May 31, 2013: ¥1,480 million [-%]

|                                 | Net income per share | Diluted net income per share |  |
|---------------------------------|----------------------|------------------------------|--|
|                                 | yen                  | yen                          |  |
| Three months ended May 31, 2014 | 9.20                 | 9.12                         |  |
| Three months ended May 31, 2013 | 5.82                 | 5.78                         |  |

### (2) Consolidated Financial Position

|                         | Total assets | Net assets  | Equity ratio | Net assets per share |
|-------------------------|--------------|-------------|--------------|----------------------|
|                         | million yen  | million yen | %            | yen                  |
| As of May 31, 2014      | 52,366       | 31,757      | 60.4         | 677.98               |
| As of February 28, 2014 | 53,193       | 31,744      | 59.4         | 677.68               |

(Reference) Equity: As of May 31, 2014: \(\pm\)31,608 million As of February 28, 2014: \(\pm\)31,595 million

#### 2. Dividends

|   | Annual dividends |                 |                 |          |       |  |  |
|---|------------------|-----------------|-----------------|----------|-------|--|--|
|   | 1st quarter end  | 2nd quarter end | 3rd quarter end | Year end | Total |  |  |
|   | yen              | yen             | yen             | yen      | yen   |  |  |
| Fiscal year ended<br>February 28, 2014                | -                | 4.00            | -               | 4.00     | 8.00  |  |  |
| Fiscal year ending<br>February 28, 2015               | -                |                 |                 |          |       |  |  |
| Fiscal year ending<br>February 28, 2015<br>(Forecast) |                  | 4.00            | -               | 4.00     | 8.00  |  |  |

(Note) Revision of forecast results from recently announced figures: None

# 3. Consolidated Financial Results Forecast for the Fiscal Year Ending February 28, 2015 (March 1, 2014 to February 28, 2015)

(% indicates changes from the previous corresponding period)

|                     | Net sales   |     | Operating income Ordinary income |      | -              | Net income |             | Net income per share |       |
|---------------------|-------------|-----|----------------------------------|------|----------------|------------|-------------|----------------------|-------|
|                     | million yen | %   | million yen                      | %    | million<br>yen | %          | million yen | %                    | yen   |
| First six<br>months | 38,700      | 3.7 | 600                              | 22.8 | 640            | 14.6       | 360         | 2.6                  | 7.72  |
| Full year           | 82,000      | 3.3 | 2,100                            | 9.3  | 2,100          | 4.5        | 1,200       | 4.1                  | 25.74 |

(Note) Revision of forecast results from recently announced figures: None

#### \*Notes

- (1) Significant changes of subsidiaries during the period under review (affecting specified subsidiaries resulting in changes in scope of consolidation): No
- (2) Adoption of special accounting treatment for preparing quarterly consolidated financial statements: No
- (3) Changes in accounting policies, changes in accounting estimates and restatements
  - 1) Changes in accounting policies due to the revision of accounting standards: No
  - 2) Any changes in accounting policies other than 1) above: No
  - 3) Changes in accounting estimates: No
  - 4) Restatements: No
- (4) Total number of issued shares (common stock)
  - 1) Total number of issued shares at the end of the period (including treasury stock):

| • |                   | ne period (merading treasur) s |
|---|-------------------|--------------------------------|
|   | May 31, 2014      | 48,000,000 shares              |
|   | February 28, 2014 | 48,000,000 shares              |

2) Total number of treasury stock at the end of the period:

| May 31, 2014      | 1,378,458 shares |
|-------------------|------------------|
| February 28, 2014 | 1,377,035 shares |

3) Average number of shares during the period (cumulative):

|                                | 1 '                 |
|--------------------------------|---------------------|
| Three months ended May 31, 201 | 4 46,622,125 shares |
| Three months ended May 31, 201 | 3 46,602,139 shares |

## \* Presentation regarding the implementation status of the quarterly review process

This summary of consolidated quarterly financial results is not subject to the quarterly review procedures provided by the Japanese Financial Instruments and Exchange Act. Therefore, at the time of the disclosure of these financial results, the quarterly financial statement review procedures based on the Act have not been completed.

## \* Explanation of the proper use of performance forecast and other notes

The projections above were prepared based on available information at the time of the release of this document, and do not constitute a promise by the Company to achieve those projections. In addition, actual results may be different from the projections due to various factors.

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#### 1. Qualitative Information on Financial Results for the Period under Review

#### (1) Qualitative Information on Results of Operations

During the three months ended May 31, 2014, the Cabinet Office's Economy Watchers Survey reported that "the economy is continuing to recover at a moderate pace, while some weak movements are currently seen due to a reaction to a last-minute rise in demand before the consumption tax increase" while indicating that "concerning future economic conditions, the economy is expected to recover at a moderate pace."

In the operational environment surrounding Takihyo Co., Ltd. (the "Company"), although conditions have been severe since April for high-priced items, among others, whose sales grew substantially in the rush ahead of the tax hike, results at leading specialist retailers and commercial facilities exceeded those of last year. Meanwhile, some specialist retailers introduced higher-ranked products with better quality and began to revise their overall price range.

Amidst these circumstances, the Group expanded its production bases in Southeast Asian countries in the face of considerable depreciation of the Japanese yen in addition to increases in raw materials and labor costs in China, among others, and worked to broaden its market share by enhancing the added value of products such as quality, materials, design and function. Meanwhile, we worked to control and reduce selling, general and administrative expenses from various perspectives through such initiatives as improving the productivity of our distribution centers.

As a result, consolidated performance in the three months ended May 31, 2014 registered 19,384 million yen net sales (1.3% decrease from the previous corresponding period), 555 million yen operating income (48.9% increase from the previous corresponding period), 605 million yen ordinary income (33.7% increase from the previous corresponding period), and 429 million yen net income (58.1% increase from the previous corresponding period).

## (2) Qualitative Information on Financial Position

#### 1) Assets

Current assets decreased by 511 million yen compared with the end of the previous fiscal year, to 25,933 million yen, due primarily to 740 million yen decrease in notes and accounts receivable-trade, 446 million yen decrease in inventories and 422 million yen decrease in derivatives, despite 1,316 million yen increase in cash and deposits.

Noncurrent assets decreased by 315 million yen compared with the end of the previous fiscal year, to 26,443 million yen, due primarily to a decrease of 431 million yen in land.

As a result, total assets decreased by 826 million yen compared with the end of the previous fiscal year, to 52,366 million yen.

#### 2) Liabilities

Liabilities decreased by 840 million yen compared with the end of the previous fiscal year, to 20,609 million yen, due primarily to 4,542 million yen decrease in notes and accounts payable-trade, despite 2,660 million yen increase in loans payable and 698 million yen increase in accounts payable-other.

### 3) Net assets

Net assets increased by 13 million yen compared with the end of the previous fiscal year, to 31,757 million yen, due primarily to 242 million yen increase in retained earnings, despite 228 million yen decrease in accumulated other comprehensive income.

### (3) Explanation of Consolidated Forecast and Other Forward-looking Statements

Financial results forecast has not changed since its earlier announcement on March 31, 2014.

# 2. Consolidated Financial Statements

## (1) Consolidated Balance Sheets

|  |                         | (Millions of yen)  |
|--|-------------------------|--------------------|
|  | As of February 28, 2013 | As of May 31, 2014 |
| Assets                                       |                         |                    |
| Current assets                               |                         |                    |
| Cash and deposits                            | 2,917                   | 4,233              |
| Notes and accounts receivable-trade          | 17,334                  | 16,594             |
| Inventories                                  | 4,152                   | 3,705              |
| Other  | 2,054                   | 1,407              |
| Allowance for doubtful accounts              | (13)                    | (7)                |
| Total current assets                         | 26,445                  | 25,933             |
| Noncurrent assets                            |                         |                    |
| Property, plant and equipment                |                         |                    |
| Land   | 17,656                  | 17,225             |
| Other, net                                   | 3,132                   | 3,183              |
| Total property, plant and equipment          | 20,788                  | 20,408             |
| Intangible assets                            | 441                     | 439                |
| Investments and other assets                 |                         |                    |
| Investment securities                        | 4,269                   | 4,336              |
| Other  | 1,354                   | 1,353              |
| Allowance for doubtful accounts              | (106)                   | (104)              |
| Total investments and other assets           | 5,518                   | 5,585              |
| Total noncurrent assets                      | 26,748                  | 26,433             |
| Total assets                                 | 53,193                  | 52,366             |
| Liabilities                                  |                         |                    |
| Current liabilities                          |                         |                    |
| Notes and accounts payable-trade             | 9,974                   | 5,432              |
| Short-term loans payable                     | 1,780                   | 4,665              |
| Current portion of long-term loans payable   | 900                     | 800                |
| Income taxes payable                         | 205                     | 437                |
| Provision                                    | 154                     | 259                |
| Other  | 2,702                   | 3,386              |
| Total current liabilities                    | 15,717                  | 14,981             |
| Noncurrent liabilities                       |                         |                    |
| Long-term loans payable                      | 3,825                   | 3,700              |
| Provision for retirement benefits            | 433                     | 458                |
| Provision for directors' retirement benefits | 176                     | 176                |
| Asset retirement obligations                 | 114                     | 123                |
| Other  | 1,182                   | 1,168              |
| Total noncurrent liabilities                 | 5,732                   | 5,627              |
| Total liabilities                            | 21,449                  | 20,609             |
| Net assets                                   | ·                       | ·                  |
| Shareholders' equity                         |                         |                    |
| Capital stock                                | 3,622                   | 3,622              |
| Capital surplus                              | 4,148                   | 4,148              |
| Retained earnings                            | 22,727                  | 22,969             |
| Treasury stock                               | (577)                   | (577)              |
| Total shareholders' equity                   | 29,921                  | 30,163             |

|   | As of February 28, 2013 | As of May 31, 2014 |
|---|-------------------------|--------------------|
| Accumulated other comprehensive income                |                         |                    |
| Valuation difference on available-for-sale securities | 751                     | 797                |
| Deferred gains or losses on hedges                    | 763                     | 507                |
| Revaluation reserve for land                          | 142                     | 142                |
| Foreign currency translation adjustment               | 16                      | (1)                |
| Total accumulated other comprehensive income          | 1,674                   | 1,445              |
| Subscription rights to shares                         | 148                     | 148                |
| Total net assets                                      | 31,744                  | 31,757             |
| Total liabilities and net assets                      | 53,193                  | 52,366             |

# (2) Consolidated Statements of Income and Comprehensive Income Consolidated Statements of Income

|   |                      | (Millions of yen)    |
|---|----------------------|----------------------|
|   | For the three months | For the three months |
|   | ended May 31, 2013   | ended May 31, 2014   |
| Net sales   | 19,635               | 19,384               |
| Cost of sales                                     | 15,524               | 15,318               |
| Gross profit                                      | 4,111                | 4,066                |
| Provision for sales returns                       | 1                    | (2)                  |
| Gross profit-net                                  | 4,110                | 4,068                |
| Selling, general and administrative expenses      | 3,736                | 3,512                |
| Operating income                                  | 373                  | 555                  |
| Non-operating income                              |                      |                      |
| Interest income                                   | 25                   | 3                    |
| Dividends income                                  | 19                   | 18                   |
| Foreign exchange gains                            | 9                    | -                    |
| Subsidy income                                    | 53                   | 53                   |
| Other   | 19                   | 34                   |
| Total non-operating income                        | 127                  | 110                  |
| Non-operating expenses                            |                      |                      |
| Interest expenses                                 | 32                   | 30                   |
| Foreign exchange losses                           | -                    | 16                   |
| Other   | 15                   | 13                   |
| Total non-operating expenses                      | 48                   | 60                   |
| Ordinary income                                   | 453                  | 605                  |
| Extraordinary income                              |                      |                      |
| Gain on sales of noncurrent assets                | 0                    | 170                  |
| Gain on sales of investment securities            | 4                    | -                    |
| Total extraordinary income                        | 4                    | 170                  |
| Extraordinary losses                              |                      |                      |
| Loss on retirement of noncurrent assets           | 0                    | 8                    |
| Loss on sales of golf club memberships            | 1                    | -                    |
| Total extraordinary losses                        | 1                    | 8                    |
| Income before income taxes and minority interests | 455                  | 768                  |
| Income taxes                                      | 184                  | 338                  |
| Income before minority interests                  | 271                  | 429                  |
| Net income  | 271                  | 429                  |

# Consolidated Statements of Comprehensive Income

|   | (Millions of yen)                                   |
|---|---|
| For the three months ended May 31, 2013 | For the three months ended May 31, 2014             |
| 271                                     | 429   |
|   |   |
| 380                                     | 45  |
| 360                                     | 43  |
| 787                                     | (255)   |
| 39                                      | (18)  |
| 1,208                                   | (228)   |
| 1,480                                   | 200   |
|   |   |
| 1,480                                   | 200   |
|   | 200   |
|   | ended May 31, 2013  271  380  787  39  1,208  1,480 |

(3) Notes to Quarterly Consolidated Financial Statements (Notes on Going Concern Assumption)

Not applicable.

(Notes in Case of Significant Changes in Shareholders' Equity) Not applicable.