

# Fourth Quarter Fact Sheet (Non-Consolidated)

For FY ended February 2013

Treasure Factory Co., Ltd. (3093)

FY 2013  
4Q

## Corporate Profile (as of the end of February 2013)

Company Name :	Treasure Factory Co., Ltd.	Fiscal Year End :	End of February
Head Office :	3-32-6 Umejima, Adachi-ku, Tokyo 121-0816, Japan	President & CEO :	Elgo Nosaka
Phone :	+81-3-3880-8822 (Head Office)	Capital :	365 million yen
Foundation :	May 25th, 1995	Number of Employees :	319 (Note: This figure does not include part-time staff.)

## Business Analysis

	YE2012	YE2013	VS.2012(%)
Net Sales	7,205	7,984	110.8%
Net Gross Operating Profit	4,677	5,259	112.4%
Selling, General, and Administrative Expenses	4,106	4,630	112.7%
Operating Income	570	628	110.2%
Ordinary Income	594	639	107.5%
Net Income	295	371	125.7%
Net Income per Share (JPY)	108.58	135.27	—

## Balance Sheet

	YE2012	YE2013	VS. YE2012
Total Assets	3,281	3,577	296
Total Liabilities	1,559	1,516	-42
Total Net Assets	1,722	2,061	338
Equity Ratio (%)	52.5	57.6	—
ROE (%)	18.6	19.6	—
ROA (%)	10.0	10.8	—

## Results for Existing Stores

	Results of existing stores
Sales compared with previous year	100.9%
Gross Profit compared with previous year	101.0%
Gross Profit Margin	65.6%
(difference with previous year)	0.1%
Operating Profit compared with previous year	101.0%
Operating Profit Margin	21.1%
(difference with previous year)	0.0%
Number of purchases compared with previous year	100.2%
Number of items sold compared with previous year	102.1%
Unit price per sales transaction (JPY)	2,785
(difference with previous year (JPY))	-33

## Business Analysis

Sales for the whole company rose 10.8% year on year, and sales at existing stores (stores opened by the end of February 2011; the term "existing store" is defined in the same way throughout this document) rose 0.9% year on year. The value of purchases rose 13.2% year on year for the whole company. Purchases from general customers rose 16.9% year on year for the whole company, with purchases at existing stores growing 5.9% year on year.

As for the various product categories, as a result of several developments including the steady sales at newly launched used clothing/fashion accessories "Treasure Factory Style" recycle shops, sales of clothing and accessories rose the largest increasing 22.2% year on year. Thanks to favorable conditions in purchases, sales of hobby-related products also rose 11.7% year on year. On the other hand, purchases of electrical appliances and furniture were low compared with the previous year, resulting with sales of electrical appliances decreasing 5.5% year on year, and sales of furniture decreasing 1.7% year on year.

Gross profit margin for the whole company rose 0.8 percentage points year on year to 65.9%, and that for existing stores rose 0.1 percentage points to 65.6%. The net operating profit margin of the whole company rose 1.0 percentage point year on year to 65.9%.

As for selling, general, and administrative (SG&A) expenses, the SG&A expense ratio increased 1.0 percentage point year on year to 58.0% for various reasons including an increase in expenses for job-placement ads as well as an increase in utility expenses compared to previous fiscal year when company-wide efforts to reduce expenses had taken place after the Great East Japan Earthquake. The operating profit margin remained unchanged year on year at 7.9%, and the ordinary profit margin decreased 0.3 percentage points year on year to 8.0% due to factors such as a 15,604 thousand yen decrease in non-operating income.

## Sales Performance by Business and Product

	Sales	Composition ratio	VS.2012(%)
Household goods	790	9.9%	95.9%
Clothing & accessories	4,638	58.1%	122.2%
Electrical appliances	1,412	17.7%	94.5%
Furniture	608	7.6%	98.3%
Hobby-related products	439	5.5%	111.7%
Other products	24	0.3%	66.3%
Subtotal	7,914	99.1%	110.4%
Franchise business	21	0.3%	121.6%
Other business	47	0.6%	228.8%
Total	7,984	100.0%	110.8%

## Business Results

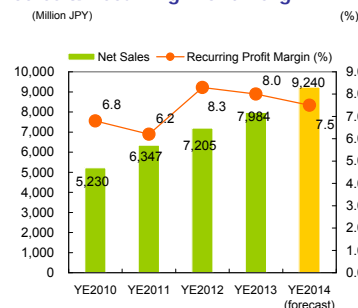
	YE2010	YE2011	YE2012	YE2013	YE2014 (Forecast)
Net Sales	5,230	6,347	7,205	7,984	9,240
Operating Income	358	392	570	628	680
Ordinary Income	357	396	594	639	692
Net Income	176	219	295	371	376
Net Income per Share (JPY)	14,628.06	83.56	108.58	135.27	136.01
Net Assets per Share (JPY)	83,480.24	533.30	630.60	745.53	—
Recurring Profit Margin (%)	6.8	6.2	8.3	8.0	7.5

(Note)  
The company implemented a stock split of its common shares at a ratio of 200 shares per share on March 1, 2010.

## Dividend Data

	YE2012	YE2013	YE2014 (Forecast)
Annual Dividend per Share	15.0	17.0	18.0
Payout Ratio (%)	13.8	12.6	13.2
Dividend on Equity (%)	2.6	2.5	—

## Sales & Recurring Profit Margin



## Introduction of New Stores (December 2012 - February 2013)

1 used clothing/fashion accessories "Treasure Factory Style" recycle shop was launched.



Atsugi Store opened  
in December 2012



## Total Number of Stores (as of the end of February 2013)

- Directly-managed stores : 62 stores  
(44 general used merchandise recycle shops, 18 used clothing and fashion accessories recycle shops)
- Franchise chain stores : 4 stores  
(4 general used merchandise recycle shops)

Total of 66 Stores

## Stock Data (as of the end of February 2013)

Number of Shares Issued: 2,764,600  
Stock Exchange Listings: Tokyo Securities Exchange Mothers  
Unit of Stock: 100  
Public Listing: December 26th, 2007  
Stock Code: 3093

## Investor Relations (English)

<http://www.treasurefactory.co.jp/ir/en>

## Notes

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