

# First Quarter Fact Sheet (Non-Consolidated)

For FY ending February 2014

Treasure Factory Co., Ltd. (3093)

FY 2014  
1Q

## Corporate Profile (as of the end of May 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 :	Eigo Nosaka
Phone :	+81-3-3880-8822 (Head Office)	Capital :	365 million yen
Foundation :	May 25th, 1995	Number of Employees :	337 (Note: This figure does not include part-time staff.)

## Q1 Business Analysis

	YE2013 1Q	YE2014 1Q	VS.2013(%)
Net Sales	1,992	2,206	110.8%
Net Gross Operating Profit	1,340	1,474	110.0%
Selling, General, and Administrative Expenses	1,114	1,241	111.5%
Operating Income	225	232	102.8%
Ordinary Income	228	235	103.3%
Net Income	134	135	100.5%
Net Income per Share (JPY)	49.27	48.91	—

## Q1 Balance Sheet

	YE2013 1Q	YE2014 1Q	YE2013
Total Assets	3,323	3,731	3,577
Total Liabilities	1,507	1,581	1,516
Total Net Assets	1,815	2,149	2,061
Equity Ratio (%)	54.6	57.6	57.6
ROE (%)	7.6	6.4	19.6
ROA (%)	4.1	3.7	10.8

## Q1 Results for Existing Stores

	Results of existing stores
Sales compared with the same period last year	100.7%
Gross Profit compared with the same period last year	98.9%
Gross Profit Margin	66.3%
(difference with the same period last year)	-1.2%
Operating Profit compared with the same period last year	102.6%
Operating Profit Margin	24.0%
(difference with the same period last year)	0.4%
Number of purchases compared with the same period last year	102.1%
Number of items sold compared with the same period last year	98.1%
Unit price per sales transaction (JPY)	2,810
(difference with the same period last year (JPY))	73

## Q1 Business Analysis

Sales for the whole company in the period under the review rose 10.8% year on year, and sales at existing stores (stores opened by the end of February 2012; the term "existing store" is defined in the same way throughout this document) rose 0.7% year on year. The value of purchases rose 22.2% year on year for the whole company. Purchases from general customers were good, rising 17.7% year on year for the whole company, with purchases at existing stores also favorable and growing 6.5% year on year.

As for the various product categories, sales of clothing and accessories rose 15.2% year on year, while sales of hobby-related products rose 14.9% year on year, and thanks to favorable purchase conditions, sales of household goods and electrical appliances also rose 3.6% year on year.

Gross profit margin for the whole company fell 0.5 percentage points year on year to 66.9%, and that for existing stores fell 1.2 percentage points to 66.3%. The net operating profit margin of the whole company fell 0.5 percentage points year on year to 66.8%.

As for selling, general, and administrative (SG&A) expenses, the SG&A expense ratio increased 0.4 percentage points year on year to 56.3%. As a result, the operating profit margin decreased 0.8 percentage points year on year to 10.5% and the ordinary profit margin decreased 0.8 percentage points year on year to 10.7%.

## Q1 Sales Performance by Business and Product

Products	Sales	Composition ratio	VS.2013 Q1 (%)
Household goods	206	9.4%	103.6%
Clothing & accessories	1,278	57.9%	115.2%
Electrical appliances	389	17.6%	103.6%
Furniture	182	8.3%	102.9%
Hobby-related products	118	5.4%	114.9%
Other products	8	0.3%	115.2%
Subtotal	2,183	98.9%	110.7%
Franchise business	4	0.2%	40.5%
Other business	19	0.9%	209.4%
Total	2,206	100.0%	110.8%

## Business Results

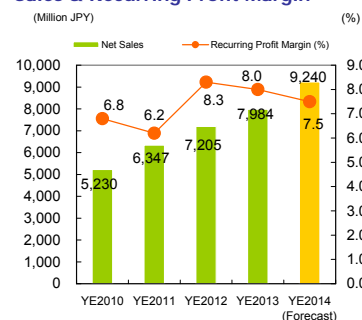
	YE2010	YE2011	YE2012	YE2013	YE2014 (Forecast)
Net Sales	5,230	6,347	7,205	7,984	9,240
Operating Income	358	392	570	628	680
Ordinary Income	357	396	594	639	692
Net Income	176	219	295	371	376
Net Income per Share (JPY)	14,628.06	83.56	108.58	135.27	135.94
Net Assets per Share (JPY)	83,480.24	533.30	630.60	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 (March 2013 - May 2013)

2 general used merchandise "Treasure Factory" recycle shops were launched.



Hanakoganei Store opened in March 2013



Shin-Nagata (Kobe) Store opened in May 2013



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

- Directly-managed stores : 65 stores  
(46 general used merchandise recycle shops, 19 used clothing and fashion accessories recycle shops)
- Franchise chain stores : 4 stores  
(4 general used merchandise recycle shops)

**Total of 69 Stores**

## Stock Data (as of the end of May 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/en>

## Notes

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