

Fourth Quarter Fact Sheet (Non-Consolidated)

For FY ended February 2014

Treasure Factory Co., Ltd. (3093)

FY 2014
4Q

Corporate Profile (as of the end of February 2014)

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 :	367 million yen
Foundation :	May 25th, 1995	Number of Employees :	332 (Note: This figure does not include part-time staff.)

Business Analysis

	(Million JPY)		
	YE2013	YE2014	VS.2013(%)
Net Sales	7,984	9,129	114.3%
Net Gross Operating Profit	5,259	5,947	113.1%
Selling, General, and Administrative Expenses	4,630	5,237	113.1%
Operating Income	628	709	112.9%
Ordinary Income	639	730	114.2%
Net Income	371	417	112.3%
Net Income per Share (JPY)	135.27	150.74	—

Balance Sheet

	(Million JPY)		
	YE2013	YE2014	VS. YE2013
Total Assets	3,577	4,184	606
Total Liabilities	1,516	1,750	233
Total Net Assets	2,061	2,434	373
Equity Ratio (%)	57.6	58.2	—
ROE (%)	19.6	18.6	—
ROA (%)	10.8	10.8	—

Results for Existing Stores

	Results of existing stores
Sales compared with previous year	104.1%
Gross Profit compared with previous year	102.8%
Gross Profit Margin	65.0%
(difference with previous year)	-0.8%
Operating Profit compared with previous year	111.9%
Operating Profit Margin	22.2%
(difference with previous year)	1.6%
Number of purchases compared with previous year	101.0%
Number of items sold compared with previous year	98.3%
Unit price per sales transaction (JPY)	2,981
(difference with previous year (JPY))	164

Sales Performance by Business and Product

	(Million JPY)		
Products	Sales	Composition ratio	VS.2013(%)
Household goods	828	9.1%	104.8%
Clothing & accessories	5,374	58.9%	115.9%
Electrical appliances	1,656	18.1%	117.3%
Furniture	702	7.7%	115.3%
Hobby-related products	470	5.2%	107.2%
Other products	16	0.1%	64.2%
Subtotal	9,048	99.1%	114.3%
Franchise business	16	0.2%	76.3%
Other business	64	0.7%	134.8%
Total	9,129	100.0%	114.3%

Business Analysis

Sales for the whole company rose 14.3% 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 4.1% year on year. The value of purchases rose 12.0% year on year for the whole company. Purchases from general customers rose 10.2% year on year for the whole company, with purchases at existing stores down 0.2% year on year.

As for the various product categories, sales in the main categories saw well-balanced growth with sales of clothing and accessories rising 15.9% year on year, and sales of electrical appliances and furniture also rising 17.3% and 15.3% year on year, respectively.

Gross profit margin for the whole company fell 0.7 percentage points year on year to 65.2%, and that for existing stores fell 0.8 percentage points to 65.0%.

The net operating profit margin of the whole company fell 0.8 percentage points year on year to 65.1%.

The selling, general, and administrative (SG&A) expense ratio decreased 0.6 percentage points year on year to 57.4%. As a result, the operating profit margin decreased 0.1 percentage points year on year to 7.8% and the ordinary profit margin remained unchanged year on year at 8.0%.

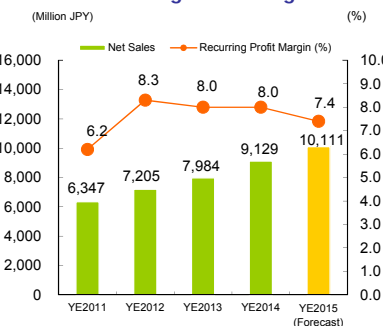
Business Results

	(Million JPY)				
	YE2011	YE2012	YE2013	YE2014	YE2015 (Forecast)
Net Sales	6,347	7,205	7,984	9,129	10,111
Operating Income	392	570	628	709	740
Ordinary Income	396	594	639	730	753
Net Income	219	295	371	417	436
Net Income per Share (JPY)	83.56	108.58	135.27	150.74	157.03
Net Assets per Share (JPY)	533.30	630.60	745.53	876.73	—
Recurring Profit Margin (%)	6.2	8.3	8.0	8.0	7.4

Dividend Data

	(JPY)		
Dividend Data	YE2013	YE2014	YE2015 (Forecast)
Annual Dividend per Share	17.0	20.0	22.0
Payout Ratio (%)	12.6	13.3	14.0
Dividend on Equity (%)	2.5	2.5	—

Sales & Recurring Profit Margin



Stores Launched in the 2nd Half (September 2013 - February 2014)

2 used clothing/fashion accessories "Treasure Factory Style" recycle shops and 1 new-type used clothing outlet shop were launched.



Chiba Store opened
in September 2013



Kuki Store opened
in November 2013



Amagasaki Store opened
in October 2013



Total Number of Stores (as of the end of February 2014)

- Directly-managed stores : 69 stores
(47 general used merchandise recycle shops, 21 used clothing and fashion accessories recycle shops, 1 used clothing outlet shop)
- Franchise chain stores : 4 stores
(4 general used merchandise recycle shops)

Total of 73 Stores

Stock Data (as of the end of February 2014)

Number of Shares Issued: 2,770,600
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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