# CONSOLIDATED FINANCIAL REPORT (Japanese GAAP) FIRST HALF OF THE FISCAL YEAR ENDING <br> FEBRUARY 28, 2018 <br> (March 1, 2017 to August 31, 2017) 

October 10, 2017

YONDOSHI HOLDINGS INC. is listed on the First Section of the Tokyo Stock Exchange under the securities code number 8008.

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Holding of quarterly financial results meeting: Yes
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(Millions of yen rounded down)

1. Consolidated Operating Results for the First Half of Fiscal 2017 (March 1, 2017 to August 31, 2017)
(1) Consolidated Operating Results (Cumulative)
(Percentage figures are the increase / (decrease) for the corresponding period of the previous fiscal year.)

|  | Net sales |  | Operating Income |  | Ordinary Income |  | Profit attributable to <br> owners of parent |  |
| :--- | :---: | ---: | :---: | ---: | :---: | ---: | :---: | ---: |
|  | Millions of yen | $\%$ | Millions of yen | $\%$ | Millions of yen | $\%$ | Millions of yen | $\%$ |
| FY2017 First Half | 22,427 | $(2.2)$ | 2,408 | $(10.9)$ | 3,046 | $(6.9)$ | 2,164 | 4.0 |
| FY2016 First Half | 22,935 | $(4.6)$ | 2,704 | 22.7 | 3,273 | 37.4 | 2,081 | 50.6 |

Note: Comprehensive income FY2017 First Half: 2,346 million yen (14.3\%)
FY2016 First Half: 2,052 million yen (29.1\%)

|  | Net Income <br> per Share | Net Income per <br> Share after Dilution |
| :--- | ---: | ---: |
| FY2017 First Half | Yen | Yen |
| FY2016 First Half | 84.86 | 84.74 |

(2) Consolidated Financial Position

|  | Total Assets |  | Net Assets |  |
| :--- | ---: | ---: | ---: | ---: |
| Net Assets to Total |  | Net Assets per Share |  |  |
|  | Millions of yen | Millions of yen | $\%$ | Yen |
| August 31, 2017 | 63,928 | 50,875 | 79.4 | $1,987.63$ |
| February 28,2017 | 62,420 | 49,074 | 78.4 | $1,920.55$ |

(Reference)
Shareholders' equity: August 31, 2017: 50,752 million yen
February 28, 2017: 48,959 million yen
2. Dividends

|  | Dividends per Share |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: |
| (Record Date) | End of 1Q | End of 2Q | End of 3Q | Year-end | Annual |  |
|  | Yen | Yen | Yen | Yen | Yen |  |
| Fiscal 2016 | - | 25.00 |  |  | 25.00 |  |

Note: Revision to the most recently announced cash dividend forecast: No

## 3. Forecasts of Consolidated Operating Results for the Fiscal Year Ending February 28, 2018

 (March 1, 2017 to February 28, 2018)|  | Net Sales |  | Operating Income |  | Ordinary Income |  | Profit attributable to owners of parent |  | Net Income per Share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% | Yen |
| Fiscal year ending February 28, 2018 | 51,000 | 2.4 | 6,850 |  | 8,250 | 5.8 | 5,550 | 11.8 | 217.55 |

Note: Revision to the most recently announced operating results forecast: No

## Notes

(1) Changes in Important Subsidiaries during the Period:
(Changes in specified subsidiaries that caused changes in the scope of consolidation): No
(2) Application of Special Accounting Practices in the Preparation of the Quarterly Consolidated Financial Statements: No
(3) Changes in Accounting Policies, Changes in Accounting Estimates, and Restatements

1) Changes of accounting principles in line with revisions to accounting and other standards: No
2) Changes of accounting principles other than 1 ) above: No
3) Changes in accounting estimates: No
4) Retrospective restatement: No
(4) Number of Shares Issued and Outstanding (Common Stock)
1. Total number of shares issued and outstanding (including treasury stock) as of the period-end:
August 31, 2017: 29,331,356 shares Feb. 28, 2017: 29,331,356 shares
2. Total number of treasury stock as of the period-end:

August 31, 2017: 3,797,001 shares Feb. 28, 2017: 3,838,799 shares
3. Average number of shares for the period (Cumulative total for the quarterly consolidated period)
FY2017 First Half: 25,511,393 shares FY2016 First Half: 25,840,666 shares
The number of recorded treasury stock is inclusive of 115,200 of the Company's shares held by the YONDOSHI HOLDINGS Group Employees’ Shareholding Association Trust Account as of the end of the quarterly fiscal period.

This financial report for the second quarter of fiscal 2017 is not subject to the review procedures.
Explanation concerning the Proper Use of Operating Results Forecasts and Other Relevant Specific Items The forecasts of operating results and other items concerning the future contained in this document are based on management's assumptions and beliefs that are determined to be reasonable in light of currently available information, YONDOSHI HOLDINGS INC. cautions readers that due to a variety of factors actual results may differ materially from forecasts. For the assumptions that underpin operating results forecasts as well as cautionary notes on the use of operating results forecasts, please refer to " 1 . Qualitative Information on Business and Financial Results (3) Explanation of Consolidated Results Forecasts and Other Future Predictions" on page 5.

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## 1. Qualitative Information on Business and Financial Results

## (1) Explanation of Business Results

During the first half (March 1, 2017 to August 31, 2017) of fiscal 2017, the fiscal year ending February 28, 2018 (March 1, 2017 to February 28, 2018), the Japanese economy recovered at a moderate pace owing to improvement in corporate earnings and employment conditions, while overseas the outlook remained unclear as a result of many matters of concern, including unstable political trends and rising geopolitical risk.

In the retail industry, business conditions remained unstable amid persistent budget-consciousness arising from uncertainty about the future, despite glimmers of improved personal consumption together with inbound demand.

Under these circumstances, during the fiscal year ending February 2018, the final year of the fourth medium-term management plan, the YONDOSHI HOLDINGS Group continued to cultivate human resources, bolster product capabilities, and assess market trends, with the aim of becoming a century-old company and brand. Further, we practiced CSR-based management to establish a highly trusted corporate group, and worked to enhance enterprise value by strengthening internal controls, providing shareholder returns, and making medium to long-term investments linked to earnings growth.

As a result, net sales for the subject first half period amounted to $¥ 22,427$ million (down $2.2 \%$ YoY), with operating income of $¥ 2,408$ million (down $10.9 \%$ YoY), ordinary income of $¥ 3,046$ million (down $6.9 \% \mathrm{YoY}$ ), and profit attributable to owners of parent of $¥ 2,164$ million (up $4.0 \% \mathrm{YoY}$ ).

Operating results by business segment were as follows.

## Jewelry Business

The F.D.C. Products Group posted a revenue decline year on year as bridal jewelry sales fell short of expectations, even as the mainstay $4^{\circ} \mathrm{C}$ brand jewelry performed essentially as anticipated, buoyed by brisk sales of the Aquanista COLLECTION, a limited edition launched to mark its 45th anniversary. In pursuit of independence as a specialty shop, the $4^{\circ} \mathrm{C}$ BRIDAL brand is expanding the scope of its promotional measures and moving forward with large-scale product development.

As a result, net sales in the Jewelry Business segment amounted to $¥ 13,957$ million (down $4.0 \%$ YoY), with operating income of $¥ 2,193$ million (down $9.8 \% \mathrm{YoY}$ ).

## Apparel Business

The AS'TY Group was successful in its efforts to strengthen measures with major clients utilizing its planning capabilities and production framework. Retailer age Co., Ltd. achieved positive returns from expanded openings of new locations for its mainstay everyday fashion brand PALETTE, and measures to strengthen sales promotions.

As a result, net sales in the Apparel Business segment amounted to $¥ 8,469$ million (up $0.9 \% \mathrm{YoY}$ ). Operating income stood at $¥ 277$ million (down $8.7 \%$ YoY). Despite increased sales and a decline in income, operating income exceeded expectations.

## (2) Explanation of Financial Condition

Assets, Liabilities, and Net Assets
Total assets at the end of the second quarter (August 31, 2017) of the fiscal year ending February 28, 2018 stood at $¥ 63,928$ million, an increase of $¥ 157$ million compared with the end of the previous fiscal year (February 28, 2017). This was due mainly to an increase of $¥ 688$ million in investment securities, and an increase of $¥ 842$ million in merchandise and finished goods. Total liabilities amounted to $¥ 13,053$ million, a decrease of $¥ 293$ million compared with the end of the previous fiscal year. This was due mainly to a decrease of $¥ 383$ million in income taxes payable. Total net assets as of the end of the period under review came to $¥ 50,875$ million, an increase of $¥ 180$ million compared with the end of the previous fiscal year.

## Cash Flows

Cash and cash equivalents as of the end of the period under review stood at $¥ 5,504$ million, an increase of $¥ 216$ million compared with the end of the previous fiscal year.

## (Cash Flows from Operating Activities)

Net cash provided by operating activities amounted to $¥ 1,621$ million compared with $¥ 738$ million for the corresponding period of the previous fiscal year. The major cash inflow came from income before income taxes of $¥ 3,027$ million. This was partially offset by the principal cash outflow arising from income taxes paid of $¥ 813$ million.
(Cash Flows from Investing Activities)
Net cash used in investing activities totaled $¥ 659$ million compared with $¥ 1,404$ million for the corresponding period of the previous fiscal year. The primary cash outflow was for the purchase of investment securities of $¥ 579$ million.
(Cash Flows from Financing Activities)
Net cash used in financing activities came to $¥ 743$ million, down from $¥ 1,519$ million for the corresponding period of the previous fiscal year. This largely reflected payment of dividends of $¥ 659$ million.

## (3) Explanation of Consolidated Results Forecasts and Other Future Predictions

Predictions Earnings forecasts are unchanged from those announced on April 10, 2017.

## 3. Consolidated Quarterly Financial Statements

## (1) Consolidated Quarterly Balance Sheets

|  | (Thousands of yen) |  |
| :---: | :---: | :---: |
|  | End of the Fiscal Year Ended <br> February 28, 2017 <br> (As of February 28, 2017) | End of the Second Quarter of the Fiscal Year Ending <br> February 28, 2018 <br> (As of August 31, 2017) |
| ASSETS |  |  |
| Current assets: |  |  |
| Cash and deposits | 2,088,219 | 2,004,307 |
| Notes and accounts receivable - trade | 3,137,084 | 3,605,725 |
| Short-term investment securities | 3,200,000 | 3,500,000 |
| Merchandise and finished goods | 7,453,776 | 8,296,481 |
| Work in process | 844,796 | 406,295 |
| Raw materials and supplies | 703,247 | 599,959 |
| Other current assets | 1,139,152 | 905,234 |
| Allowance for doubtful accounts | $(2,357)$ | $(2,817)$ |
| Total current assets | 18,563,921 | 19,315,186 |
| Noncurrent assets: |  |  |
| Property, plant and equipment: |  |  |
| Buildings and structures, net | 5,682,408 | 6,125,889 |
| Land | 5,492,215 | 5,492,215 |
| Other, net | 951,801 | 917,353 |
| Total property, plant and equipment | 12,126,426 | 12,535,458 |
| Intangible assets: |  |  |
| Goodwill | 4,716,796 | 4,468,543 |
| Other intangible assets | 213,275 | 160,029 |
| Total intangible assets | 4,930,072 | 4,628,573 |
| Investments and other assets: |  |  |
| Investment securities | 22,248,070 | 22,936,279 |
| Net defined benefit asset | 520,200 | 540,540 |
| Other | 4,140,338 | 4,080,217 |
| Allowance for doubtful accounts | $(108,150)$ | $(108,094)$ |
| Total investments and other assets | 26,800,458 | 27,448,942 |
| Total noncurrent assets | 43,856,957 | 44,612,974 |
| Total assets | 62,420,878 | 63,928,161 |


|  | (Thousands of yen) |  |
| :---: | :---: | :---: |
|  | End of the Fiscal Year Ended <br> February 28, 2017 <br> (As of February 28, 2017) | End of the Second Quarter of the Fiscal Year Ending <br> February 28, 2018 <br> (As of August 31, 2017) |
| LIABILITIES |  |  |
| Current liabilities: |  |  |
| Notes and accounts payable - trade | 3,955,932 | 4,122,340 |
| Income taxes payable | 1,141,834 | 758,224 |
| Provision for bonuses | 351,451 | 292,074 |
| Provision for directors' bonuses | 65,050 | 31,835 |
| Asset retirement obligations | 1,000 | 14,083 |
| Other | 3,176,938 | 3,186,574 |
| Total current liabilities | 8,692,207 | 8,405,131 |
| Noncurrent liabilities: |  |  |
| Long-term loans payable | 378,940 | 324,660 |
| Provision for directors' retirement benefits | 378,418 | 394,943 |
| Net defined benefit liability | 573,336 | 575,421 |
| Asset retirement obligations | 993,306 | 999,609 |
| Other | 2,330,212 | 2,353,269 |
| Total noncurrent liabilities | 4,564,214 | 4,647,904 |
| Total liabilities | 13,346,422 | 13,053,036 |
| NET ASSETS |  |  |
| Shareholders' equity: |  |  |
| Capital stock | 2,486,520 | 2,846,520 |
| Capital surplus | 18,145,727 | 18,151,477 |
| Retained earnings | 33,727,198 | 35,232,989 |
| Treasury stock | $(6,510,635)$ | $(6,410,850)$ |
| Total shareholders' equity | 47,848,810 | 49,460,136 |
| Other accumulated comprehensive income: |  |  |
| Valuation difference on available-for-sale securities | 1,336,181 | 1,495,575 |
| Deferred gains or losses on hedges | 16,959 | 1,651 |
| Revaluation reserve for land | $(161,985)$ | $(161,985)$ |
| Foreign currency translation adjustments | 72,940 | 67,302 |
| Remeasurements of defined benefit plans | $(153,265)$ | $(109,760)$ |
| Total other accumulated comprehensive income | 1,110,829 | 1,292,783 |
| Subscription rights to shares | 114,815 | 122,205 |
| Total net assets | 49,074,456 | 50,875,124 |
| Total liabilities and net assets | 62,420,878 | 63,928,161 |

(2) Consolidated Quarterly Statements of Income and Consolidated Quarterly Statements of Comprehensive Income
Consolidated Quarterly Statements of Income
Second Quarter Cumulative

|  |  | (Thousands of yen) |
| :---: | :---: | :---: |
|  | First Half of the <br> Fiscal Year Ended <br> February 28, 2017 <br> (March 1, 2016 to <br> August 31, 2016) | First Half of the Fiscal Year Ending February 28, 2018 (March 1, 2017 to August 31, 2017) |
| Net sales | 22,935,702 | 22,427,504 |
| Cost of Sales | 9,613,164 | 9,443,888 |
| Gross profit | 13,322,537 | 12,983,615 |
| Selling, general and administrative expenses | 10,618,419 | 10,575,082 |
| Operating income | 2,704,118 | 2,408,533 |
| Non-operating income |  |  |
| Interest income | 9,008 | 10,646 |
| Dividends received | 50,492 | 50,451 |
| Equity in earnings of affiliates | 483,960 | 517,540 |
| Rent of real estate for investment | 36,570 | 36,570 |
| Foreign exchange gains | - | 7,468 |
| Other | 22,436 | 19,873 |
| Total non-operating income | 602,467 | 642,550 |
| Non-operating expenses |  |  |
| Interest expenses | 123 | 25 |
| Depreciation of real estate for investment | 2,348 | 2,342 |
| Foreign exchange losses | 22,544 | - |
| Management cost for real estate for investment | 1,023 | 1,023 |
| Commission for purchase of treasury shares | 833 | - |
| Other | 6,376 | 982 |
| Total non-operating expenses | 33,429 | 4,374 |
| Ordinary income | 3,273,336 | 3,046,710 |
| Extraordinary loss |  |  |
| Impairment loss | 38,686 | 17,629 |
| Loss on sales of shares of subsidiaries and associates | 493,781 | - |
| Loss on closing of stores | - | 1,143 |
| Loss on valuation of investment securities | 73,467 | - |
| Total extraordinary losses | 605,935 | 18,772 |
| Net income before income taxes | 2,667,400 | 3,027,937 |
| Income taxes - current | 898,944 | 687,690 |
| Income taxes - deferred | $(312,871)$ | 175,393 |
| Total income taxes | 586,072 | 863,084 |
| Net income | 2,081,327 | 2,164,853 |
| Profit attributable to owners of parent | 2,081,327 | 2,164,853 |

Consolidated Quarterly Statements of Comprehensive Income
Second Quarter Cumulative

|  | (Thousands of yen) |
| :--- | ---: | ---: |
|  | First Half of the <br> Fiscal Year Ended <br> February 28, 2017 <br> (March 1, 2016 to <br> Fiscal Year Ending <br> February 28, 2018 <br> (March 1, 2017 to <br> August 31, 2017) |
| Ausust, 2016) |  |

(3) Consolidated Quarterly Statements of Cash Flows

|  | (Thousands of yen) |  |
| :--- | :---: | :---: |
|  | First Half of the | First Half of the |
|  | Fiscal Year Ended | Fiscal Year Ending |
| February 28, 2017 | February 28, 2018 |  |
| (March 1, 2016 to | (March 1, 2017 to |  |
|  | August 31, 2016) | August 31, 2017) |


| Cash flows from operating activities: |  |  |
| :---: | :---: | :---: |
| Income before income taxes | 2,667,400 | 3,027,937 |
| Depreciation | 539,932 | 548,930 |
| Impairment loss | 38,686 | 17,629 |
| Amortization of goodwill | 248,252 | 248,252 |
| Increase (decrease) in allowance for doubtful accounts | $(15,240)$ | 404 |
| Increase (decrease) in provision for bonuses | $(227,728)$ | $(59,377)$ |
| Increase (decrease) in net defined benefit liability | 48,586 | 29,577 |
| Increase (decrease) in other provision | $(66,462)$ | $(16,690)$ |
| Interest and dividends income | $(59,501)$ | $(61,098)$ |
| Interest expenses | 123 | 25 |
| Equity in (earnings) losses of affiliates | $(483,960)$ | $(517,540)$ |
| Foreign exchange losses (gains) | $(26,444)$ | 5,081 |
| Loss (gain) on sales of shares of subsidiaries and associates | 493,781 | - |
| Loss (gain) on valuation of investment securities | 73,467 | - |
| Decrease (increase) in notes and accounts receivable trade | $(99,603)$ | $(467,697)$ |
| Decrease (increase) in inventories | $(1,178,045)$ | $(302,580)$ |
| Increase (decrease) in notes and accounts payable trade | 628,091 | 167,387 |
| Increase (decrease) in accounts payable-other | $(276,712)$ | $(126,131)$ |
| Increase (decrease) in advances received | $(139,522)$ | $(127,525)$ |
| Increase (decrease) in accounts payable - other | 16,403 | 14,506 |
| Decrease (increase) in other assets | $(108,911)$ | $(109,881)$ |
| Increase (decrease) in other liabilities | 75,713 | 42,703 |
| Subtotal | 2,148,305 | 2,313,914 |
| Interest and dividends income received | 119,331 | 120,928 |
| Interest expenses paid | (123) | (25) |
| Income taxes paid | $(1,528,803)$ | $(813,683)$ |
| Net cash provided by (used in) operating activities | 738,708 | 1,621,133 |


| (Thousands of yen) |  |  |
| :---: | :---: | :---: |
|  | First Half of the Fiscal Year Ended February 28, 2017 (March 1, 2016 to August 31, 2016) | First Half of the Fiscal Year Ending February 28, 2018 (March 1, 2017 to August 31, 2017) |
| Cash flows from investing activities: |  |  |
| Purchase of noncurrent assets | $(592,106)$ | $(579,450)$ |
| Proceeds from sales of noncurrent assets | 81,134 | 1,451 |
| Purchase of intangible assets | $(2,474)$ | $(6,282)$ |
| Proceeds from redemption of securities | 300,000 |  |
| Purchase of investment securities | $(2,009,746)$ | $(9,556)$ |
| Proceeds from redemption of investment securities | 500,000 | - |
| Payments of long-term loans receivable | $(5,200)$ | (700) |
| Collection of long-term loans receivable | 31,989 | 2,052 |
| Purchase of long-term prepaid expenses | $(57,212)$ | $(17,929)$ |
| Proceeds from sales of shares of subsidiaries resulting in change in scope of consolidation | 402,580 | - |
| Other payments | $(88,586)$ | $(78,331)$ |
| Other proceeds | 35,253 | 29,584 |
| Net cash provided by (used in) investing activities | $(1,404,367)$ | $(659,161)$ |
| Cash flows from financing activities: |  |  |
| Repayment of long-term loans payable | $(50,930)$ | $(54,280)$ |
| Purchase of treasury stock | $(866,205)$ | (170) |
| Proceeds from sales of treasury stock | 62,778 | 96,362 |
| Cash dividends paid | $(535,101)$ | $(659,062)$ |
| Other, net | $(130,404)$ | $(126,720)$ |
| Net cash provided by (used in) financing activities | $(1,519,863)$ | $(743,871)$ |
| Effect of exchange rate changes on cash and cash equivalents | $(17,713)$ | $(2,012)$ |
| Net increase (decrease) in cash and cash equivalents | $(2,203,235)$ | 216,088 |
| Cash and cash equivalents at beginning of period | 4,985,844 | 5,288,219 |
| Cash and cash equivalents at end of period | 2,782,608 | 5,504,307 |

(4) Notes to Consolidated Quarterly Financial Statements
(Notes Regarding Going Concern Assumptions)
Not applicable

## (Notes Regarding Substantial Changes in Shareholders' Equity)

Not applicable

## (Additional Information)

(Application of Revised Implementation Guidance on Recoverability of Deferred Tax Assets)
The Company has applied "Revised Implementation Guidance on Recoverability of Deferred Tax Assets" (Accounting Standards Board of Japan (ASBJ) Guidance No. 26, March 28, 2016), from the first quarter period of the subject fiscal year.

## (Segment Information)

I The first half of the fiscal year ended February 28, 2017 (March 1, 2016 to August 31, 2016)

1. Information Regarding Sales and Income or Loss by Reporting Segment

| (Thousands of yen) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reporting Segments |  |  | Adjustment amount (Note 1) | Amount recorded on consolidated quarterly statements of income (Note 2) |
|  | Jewelry Business | Apparel Business | Total |  |  |
| Net sales |  |  |  |  |  |
| Net sales to outside customers | 14,541,726 | 8,393,975 | 22,935,702 | - | 22,935,702 |
| Intrasegment net sales and transfers | 15,673 | 460,853 | 476,526 | $(476,526)$ | - |
| Total | 14,557,400 | 8,854,828 | 23,412,229 | $(476,526)$ | 22,935,702 |
| Segment income or loss | 2,432,416 | 304,406 | 2,736,823 | $(32,705)$ | 2,704,118 |

Notes:

1. The adjustment amount of minus $¥ 32,705$ thousand for segment income or loss mainly includes corporate expenses that are not allocated to individual reporting segments. Corporate expenses are primarily general administrative expenses not attributable to reporting segments.
2. Segment income or loss figures have been adjusted to operating income on the consolidated quarterly income statements.

## 2. Information Regarding Impairment Loss of Fixed Assets, Goodwill and Related Items by Reporting Segment

There was no major impairment loss recorded during the period under review.
II The first half of the fiscal year ending February 28, 2018 (March 1, 2017 to August 31, 2017) 1. Information Regarding Sales and Income or Loss by Reporting Segment


Notes:

1. The adjustment amount of minus $¥ 62,849$ thousand for segment income mainly includes corporate expenses that are not allocated to individual reporting segments. Corporate expenses are primarily general administrative expenses not attributable to reporting segments.
2. Segment income figures have been adjusted to operating income on the consolidated quarterly income statements.
3. Information Regarding Impairment Loss of Fixed Assets, Goodwill and Related Items by Reporting Segment
There was no major impairment loss recorded during the period under review.
