# CONSOLIDATED FINANCIAL REPORT (Japanese GAAP) NINE-MONTH PERIOD OF THE FISCAL YEAR ENDING FEBRUARY 28, 2018 

(March 1, 2017 to November 30, 2017)
January 9, 2018

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

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Quarterly Securities Report filing date (planned): January 12, 2018
Supplemental materials prepared for quarterly financial results: No
Holding of quarterly financial results meeting: No
Dividend payment commencement date (planned): -
(Millions of yen rounded down)

1. Consolidated Operating Results for the Nine-Month Period of Fiscal 2017 (March 1, 2017 to November 30, 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 owners of parent |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% |
| FY2017 | 33,834 | (1.9) | 3,487 | (12.0) | 4,445 | (7.1) | 3,332 | 7.4 |
| FY2016 | 34,477 | (5.0) | 3,965 | 17.5 | 4,784 | 24.8 | 3,103 | 35.5 |

Note: Comprehensive income 3Q FY2017: 4,018 million yen (16.4\%)
3Q FY2016: 3,451 million yen (32.8\%)

|  | Net Income <br> per Share | Net Income per <br> Share after Dilution |
| :--- | ---: | ---: |
| YY2017 | 130.53 | Yen |
| Nine-Month Period | 120.68 | 130.34 |
| FY2016 | 120.56 |  |

(2) Consolidated Financial Position

|  | Total Assets |  | Net Assets |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Net Assets to Total <br> Assets | Net Assets per Share |  |  |
| November 30, 2017 | Millions of yen | Millions of yen | $\%$ | Yen |
| February 28, 2017 | 66,044 | 51,723 | 78.2 | $2,014.42$ |

(Reference)
Shareholders' equity: November 30, 2017: 51,614 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 |  |  |
| Fiscal 2016 | - | - | 25.00 |  |  |  |
| Fiscal 2017 | - | 25.00 | - |  |  |  |
| Fiscal 2018 |  | 32.50 |  |  |  |  |
| (Forecast) |  |  |  | 30.00 |  |  |

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 | 48,500 | (2.6) | $6,150$ | (5.8) | $7,650$ | (1.9) | 5,550 | 11.8 | 217.39 |

Note: Revision to the most recently announced operating results forecast: Yes

## 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:
November 30, 2017: 29,331,356 shares Feb. 28, 2017: 29,331,356 shares
2. Total number of treasury stock as of the period-end:

November 30, 2017: 3,709,044 shares Feb. 28, 2017: 3, 838,799 shares
3. Average number of shares for the period (Cumulative total for the quarterly consolidated period)
FY2017 Nine-Month Period: 25,530,116 shares FY2016 Nine-Month Period: 25,719,874 shares
The number of recorded treasury stock is inclusive of 111,300 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.

The quarterly financial report is not subject to the quarterly 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 4.
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## 1. Qualitative Information on Business and Financial Results

## (1) Explanation of Business Results

During the third quarter cumulative period of the fiscal year ending February 2018 (March 1, 2017 to November 30, 2017), the Japanese economy recovered at a moderate pace owing to improvement in corporate earnings and employment conditions, while overseas the outlook remained turbid as a result of such factors as political instability and rising geopolitical risk.

In the retail industry, business conditions remained unstable amid persistent budget-consciousness arising from uncertainty about the future, despite indications 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 implemented 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 third quarter cumulative period amounted to $¥ 33,834$ million (down $1.9 \%$ from the same period of the previous fiscal year), with operating income of $¥ 3,487$ million (down $12.0 \%$ YoY), ordinary income of $¥ 4,445$ million (down $7.1 \%$ YoY), and profit attributable to owners of parent of $¥ 3,332$ million (up $7.4 \%$ 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. The $4^{\circ} \mathrm{C}$ BRIDAL brand, pursuing independence as a specialty shop, is moving forward with large-scale product development, and expanding the scope of its promotional measures.

As a result, net sales in the Jewelry Business segment for the subject period amounted to $¥ 20,832$ million (down $4.7 \% \mathrm{YoY}$ ), with operating income of $¥ 3,054$ million (down $12.7 \% \mathrm{YoY}$ ).

## Apparel Business

The AS'TY Group strengthened measures with major clients utilizing its product planning capabilities and overseas production framework. Revenue increased from the same period of the previous fiscal year, though operating income declined. Retailer age Co., Ltd. achieved positive returns from expanded openings of new locations for its mainstay everyday fashion brand PALETTE, along with measures to strengthen sales promotions.

As a result, net sales in the Apparel Business segment for the subject period amounted to $¥ 13,002$ million (up $3.0 \% \mathrm{YoY}$ ), with operating income of $¥ 491$ million (down $9.2 \% \mathrm{YoY}$ ).

## (2) Explanation of Financial Condition

Total assets at the end of the subject third quarter cumulative period (November 30, 2017) amounted to $¥ 66,044$ million, an increase of $¥ 3,623$ million compared with the end of the previous fiscal year (February 28, 2017). This was due mainly to increases of $¥ 2,454$ million in merchandise and finished goods, and $¥ 1,770$ million in investment securities. Total liabilities amounted to $¥ 14,321$ million, an increase of $¥ 974$ million compared with the end of the previous fiscal year. This was due mainly to an increase of $¥ 1,665$ million in notes and accounts payable-trade; against a decrease of $¥ 1,021$ million in income taxes payable. Total net assets at of the end of the subject fiscal year amounted to $¥ 51,723$ million, an increase of $¥ 2,649$ million compared with the end of the previous fiscal year.

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

For matters relating to full-year forecasts for the fiscal year ending February 28, 2018, see "Notice Concerning Revisions to Forecasts of Consolidated Operating Results for the Fiscal Year Ending February 28, 2018" released today (January 9, 2018).

## 2. 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 Third Quarter of the Fiscal Year Ending <br> February 28, 2018 <br> (As of November 30, 2017) |
| ASSETS |  |  |
| Current assets: |  |  |
| Cash and deposits | 2,088,219 | 2,183,482 |
| Notes and accounts receivable - trade | 3,137,084 | 3,915,666 |
| Short-term investment securities | 3,200,000 | 2,250,000 |
| Merchandise and finished goods | 7,453,776 | 9,908,714 |
| Work in process | 844,796 | 590,064 |
| Raw materials and supplies | 703,247 | 521,405 |
| Other current assets | 1,139,152 | 1,249,983 |
| Allowance for doubtful accounts | $(2,357)$ | $(2,854)$ |
| Total current assets | 18,563,921 | 20,616,460 |
| Noncurrent assets: |  |  |
| Property, plant and equipment: |  |  |
| Buildings and structures, net | 5,682,408 | 6,122,948 |
| Land | 5,492,215 | 5,492,215 |
| Other, net | 951,801 | 887,596 |
| Total property, plant and equipment | 12,126,426 | 12,502,761 |
| Intangible assets: |  |  |
| Goodwill | 4,716,796 | 4,344,417 |
| Other intangible assets | 213,275 | 138,578 |
| Total intangible assets | 4,930,072 | 4,482,996 |
| Investments and other assets: |  |  |
| Investment securities | 22,248,070 | 24,019,002 |
| Net defined benefit asset | 520,200 | 550,593 |
| Other | 4,140,338 | 3,981,008 |
| Allowance for doubtful accounts | $(108,150)$ | $(108,087)$ |
| Total investments and other assets | 26,800,458 | 28,442,517 |
| Total noncurrent assets | 43,856,957 | 45,428,274 |
| Total assets | 62,420,878 | 66,044,735 |


|  | (Thousands of yen) |  |
| :---: | :---: | :---: |
|  | End of the Fiscal Year Ended <br> February 28, 2017 <br> (As of February 28, 2017) | End of the Third Quarter of the Fiscal Year Ending <br> February 28, 2018 <br> (As of November 30, 2017) |
| LIABILITIES |  |  |
| Current liabilities: |  |  |
| Notes and accounts payable - trade | 3,955,932 | 5,620,967 |
| Income taxes payable | 1,141,834 | 120,230 |
| Provision for bonuses | 351,451 | 483,933 |
| Provision for directors' bonuses | 65,050 | 45,601 |
| Asset retirement obligations | 1,000 | 32,073 |
| Other | 3,176,938 | 3,267,699 |
| Total current liabilities | 8,692,207 | 9,570,504 |
| Noncurrent liabilities: |  |  |
| Long-term loans payable | 378,940 | 324,660 |
| Provision for directors' retirement benefits | 378,418 | 401,878 |
| Net defined benefit liability | 573,336 | 580,228 |
| Asset retirement obligations | 993,306 | 1,014,548 |
| Other | 2,330,212 | 2,429,246 |
| Total noncurrent liabilities | 4,564,214 | 4,750,561 |
| Total liabilities | 13,346,422 | 14,321,066 |
| NET ASSETS |  |  |
| Shareholders' equity: |  |  |
| Capital stock | 2,486,520 | 2,846,520 |
| Capital surplus | 18,145,727 | 18,164,393 |
| Retained earnings | 33,727,198 | 35,542,976 |
| Treasury stock | $(6,510,635)$ | $(6,377,223)$ |
| Total shareholders' equity | 47,848,810 | 49,816,666 |
| Other accumulated comprehensive income: |  |  |
| Valuation difference on available-for-sale securities | 1,336,181 | 1,969,834 |
| Deferred gains or losses on hedges | 16,959 | 1,475 |
| Revaluation reserve for land | $(161,985)$ | $(161,985)$ |
| Foreign currency translation adjustments | 72,940 | 66,977 |
| Remeasurements of defined benefit plans | $(153,265)$ | $(78,924)$ |
| Total other accumulated comprehensive income | 1,110,829 | 1,797,377 |
| Subscription rights to shares | 114,815 | 109,625 |
| Total net assets | 49,074,456 | 51,723,669 |
| Total liabilities and net assets | 62,420,878 | 66,044,735 |

(2) Consolidated Quarterly Statements of Income and Consolidated Quarterly Statements of Comprehensive Income
Consolidated Quarterly Statements of Income
Third Quarter Cumulative
(Thousands of yen)

|  |  | (Thousands of yen) |
| :---: | :---: | :---: |
|  | Nine-Month Period of the <br> Fiscal Year Ended <br> February 28, 2017 <br> (March 1, 2016 to <br> November 30, 2016) | Nine-Month Period of the Fiscal Year Ending February 28, 2018 (March 1, 2017 to November 30, 2017) |
| Net sales | 34,477,000 | 33,834,617 |
| Cost of Sales | 14,242,401 | 14,239,649 |
| Gross profit | 20,234,599 | 19,594,968 |
| Selling, general and administrative expenses | 16,269,321 | 16,106,995 |
| Operating income | 3,965,277 | 3,487,973 |
| Non-operating income |  |  |
| Interest income | 13,509 | 15,842 |
| Dividends received | 57,739 | 57,997 |
| Equity in earnings of affiliates | 704,238 | 794,692 |
| Rent of real estate for investment | 54,855 | 54,855 |
| Foreign exchange gains | - | 17,802 |
| Other | 25,138 | 23,568 |
| Total non-operating income | 855,480 | 964,757 |
| Non-operating expenses |  |  |
| Interest expenses | 182 | 137 |
| Depreciation of real estate for investment | 3,523 | 3,514 |
| Management cost for real estate for investment | 1,534 | 1,548 |
| Commission for purchase of treasury shares | 833 | - |
| Foreign exchange losses | 22,520 | - |
| Other | 8,120 | 1,775 |
| Total non-operating expenses | 36,715 | 6,975 |
| Ordinary income | 4,784,042 | 4,445,755 |
| Extraordinary income |  |  |
| Gain on change in equity | - | 228,883 |
| Settlement received | 23,400 | - |
| Total extraordinary income | 23,400 | 228,883 |
| Extraordinary loss |  |  |
| Impairment loss | 45,824 | 69,511 |
| Loss on sales of shares of subsidiaries and associates | 493,781 | - |
| Loss on closing of stores | 17,000 | 5,676 |
| Loss on abandonment of inventories | 13,658 | - |
| Total extraordinary losses | 570,264 | 75,187 |
| Net income before income taxes | 4,237,178 | 4,599,452 |
| Income taxes - current | 1,392,252 | 1,111,942 |
| Income taxes - deferred | $(258,982)$ | 155,118 |
| Total income taxes | 1,133,270 | 1,267,061 |
| Net income | 3,103,907 | 3,332,390 |
| Profit attributable to owners of parent | 3,103,907 | 3,332,390 |

## Consolidated Quarterly Statements of Comprehensive Income Third Quarter Cumulative

|  | (Thousands of yen) |  |
| :---: | :---: | :---: |
|  | Nine-Month Period of the <br> Fiscal Year Ended <br> February 28, 2017 <br> (March 1, 2016 to <br> November 30, 2016) | Nine-Month Period of the Fiscal Year Ending February 28, 2018 (March 1, 2017 to November 30, 2017) |
| Income before minority interests | 3,103,907 | 3,332,390 |
| Other comprehensive income |  |  |
| Other valuation difference on available-for-sale securities | 214,488 | 496,701 |
| Deferred gains or losses on hedges | 70,303 | $(15,168)$ |
| Foreign currency translation adjustments | $(45,649)$ | $(5,963)$ |
| Remeasurements of defined benefit plans, net of tax | 48,013 | 39,901 |
| Revaluation reserve for land | $(10,415)$ | - |
| Share of other comprehensive income of entities accounted for using equity method | 70,833 | 171,076 |
| Total other comprehensive income | 347,575 | 686,547 |
| Comprehensive income | 3,451,483 | 4,018,938 |
| Comprehensive income attributable to |  |  |
| Comprehensive income attributable to owners of the parent | 3,451,483 | 4,018,938 |
| Comprehensive income attributable to minority interests | - | - |

(3) 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 nine-month period of the fiscal year ended February 28, 2017
(March 1, 2016 to November 30, 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 |
|  | Jewelry Business | Apparel Business | Total |  | statements of income (Note 2) |
| Net sales |  |  |  |  |  |
| Net sales to outside customers | 21,856,236 | 12,620,763 | 34,477,000 | - | 34,477,000 |
| Intrasegment net sales and transfers | 21,400 | 690,777 | 712,177 | $(712,177)$ | - |
| Total | 21,877,636 | 13,311,541 | 35,189,177 | $(712,177)$ | 34,477,000 |
| Segment income | 3,500,634 | 540,577 | 4,041,211 | $(75,933)$ | 3,965,277 |

Notes:

1. The adjustment amount of minus $¥ 75,933$ 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.

## 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 nine-month period of the fiscal year ending February 28, 2018
(March 1, 2017 to November 30, 2017)

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 | 20,832,506 | 13,002,111 | 33,834,617 | - | 33,834,617 |
| Intrasegment net sales and transfers | 1,023 | 697,185 | 698,208 | $(698,208)$ | - |
| Total | 20,833,529 | 13,699,297 | 34,532,826 | $(698,208)$ | 33,834,617 |
| Segment income | 3,054,929 | 491,048 | 3,545,977 | $(58,003)$ | 3,487,973 |

Notes:

1. The adjustment amount of minus $¥ 58,003$ 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.
