



TSI HOLDINGS

# Results Briefing: Q3RD(March to November2018) Results of 2019 Ending February

2019.1.15



# I. Results Overview



# Consolidated Financial Highlights -Profit and Loss-

	Q3RD 2018 Ending Feb.		Q3RD 2019 Ending Feb.			
	Results	Composition Rate (%)	Results	Composition Rate (%)	Y/Y Change	Y/Y (%)
Net Sales	115,211	100.0	117,373	100.0	2,162	101.9
Gross Profit	64,304	55.8	64,486	54.9	182	100.3
SG&A Expenses	61,125	53.1	61,179	52.1	54	100.1
SG&A Expenses(excl. Goodwill Amortization, Depreciation and Amortization)	57,690	50.1	57,735	49.2	44	100.1
Goodwill Amortization	341	0.3	601	0.5	260	176.2
Depreciation and Amortization	3,092	2.7	2,842	2.4	-249	91.9
Operating Income	3,179	2.8	3,306	2.8	127	104.0
Ordinary Income	4,417	3.8	4,588	3.9	170	103.9
Extraordinary Income	1,851	1.6	274	0.2	-1,576	14.9
Extraordinary Loss	1,176	1.0	453	0.4	-723	38.5
Profit Before Taxes	5,091	4.4	4,409	3.8	-682	86.6
Profit Attributable to Owners of Parent	2,891	2.5	2,569	2.2	-321	88.9
EBITDA ※	6,613	5.7	6,751	5.8	137	102.1

\*EBITDA = Operating Income + Goodwill Amortization + Depreciation and Amortization

\*As we acquired the stock of UENO-SHOKAI Co., LTD. on October 26, 2018, we regarded the deemed acquisition date on November 30, 2018.

Therefore only the balance sheet is consolidated and profit-and-loss sheet is not consolidated in this quarter.

The goodwill of 5,474 million yen is only consolidated on the balance sheet and not consolidated on the profit-and-loss sheet because the method and the period of the amortization are not confirmed.

# Brands Overview

	Q3RD 2018 Ending Feb.			Q3RD 2019 Ending Feb.			Y/Y	
	Sales (Million Yen)	Composition Rate (%)	Gross Profit Ratio (%)	Sales (Million Yen)	Composition Rate (%)	Gross Profit Ratio (%)	Sales (%)	Gross Profit Ratio (pt)
1. nano · universe	17,712	15.4	52.9	19,140	16.3	50.5	108.1	-2.4pt
2. NATURAL BEAUTY BASIC	12,531	10.9	59.4	12,048	10.3	59.2	96.1	-0.3pt
3. MARGARET HOWELL	10,621	9.2	59.8	10,563	9.0	59.8	99.5	+0.0pt
4. PEARLY GATES	8,997	7.8	50.7	9,164	7.8	52.8	101.9	+2.0pt
5. ROSE BUD	5,683	4.9	49.9	5,239	4.5	48.1	92.2	-1.8pt
6. STUSSY ※1	5,029	4.4	69.0	4,130	3.5	69.6	82.1	+0.7pt
7. HUF ※2	308	0.3	66.4	3,977	3.4	49.3	1,290.5	-17.0pt
8. HUMAN WOMAN	3,707	3.2	56.5	3,747	3.2	56.4	101.1	-0.1pt
9. PROPORTION BODY DRESSING	3,518	3.1	57.0	3,406	2.9	57.5	96.8	+0.5pt
10. JILL by JILLSTUART	3,262	2.8	63.4	3,241	2.8	61.8	99.3	-1.5pt
<b>TOP10</b>	<b>71,372</b>	<b>61.9</b>	<b>56.6</b>	<b>74,658</b>	<b>63.6</b>	<b>55.4</b>	<b>104.6</b>	<b>-1.2pt</b>
Other Brands	39,688	34.4	59.5	40,809	34.8	54.5	102.8	-5.0pt
Continuing Brands	111,060	96.4	57.7	115,467	98.4	55.1	104.0	-2.5pt
Closed Brands	4,150	3.6	6.6	1,906	1.6	44.8	45.9	+38.2pt
<b>TOTAL</b>	<b>115,211</b>	<b>100.0</b>	<b>55.8</b>	<b>117,373</b>	<b>100.0</b>	<b>54.9</b>	<b>101.9</b>	<b>-0.8pt</b>

\*1 Figures of HUF were included as a part of STUSSY in the past as the impact was negligible.

From this term on, they are separately accounted due to HUF Holdings, LLC's status change as a consolidated subsidiary.

\*2 The figures were for domestic only in the previous term, but in the current term,

they are consolidated figures for domestic and overseas operations combined after eliminating intra-company transactions.

## II . Reference Data



ADORE

# Domestic Monthly Sales Information

Q3RD 2018 Ending Feb

All Stores : 97.1%

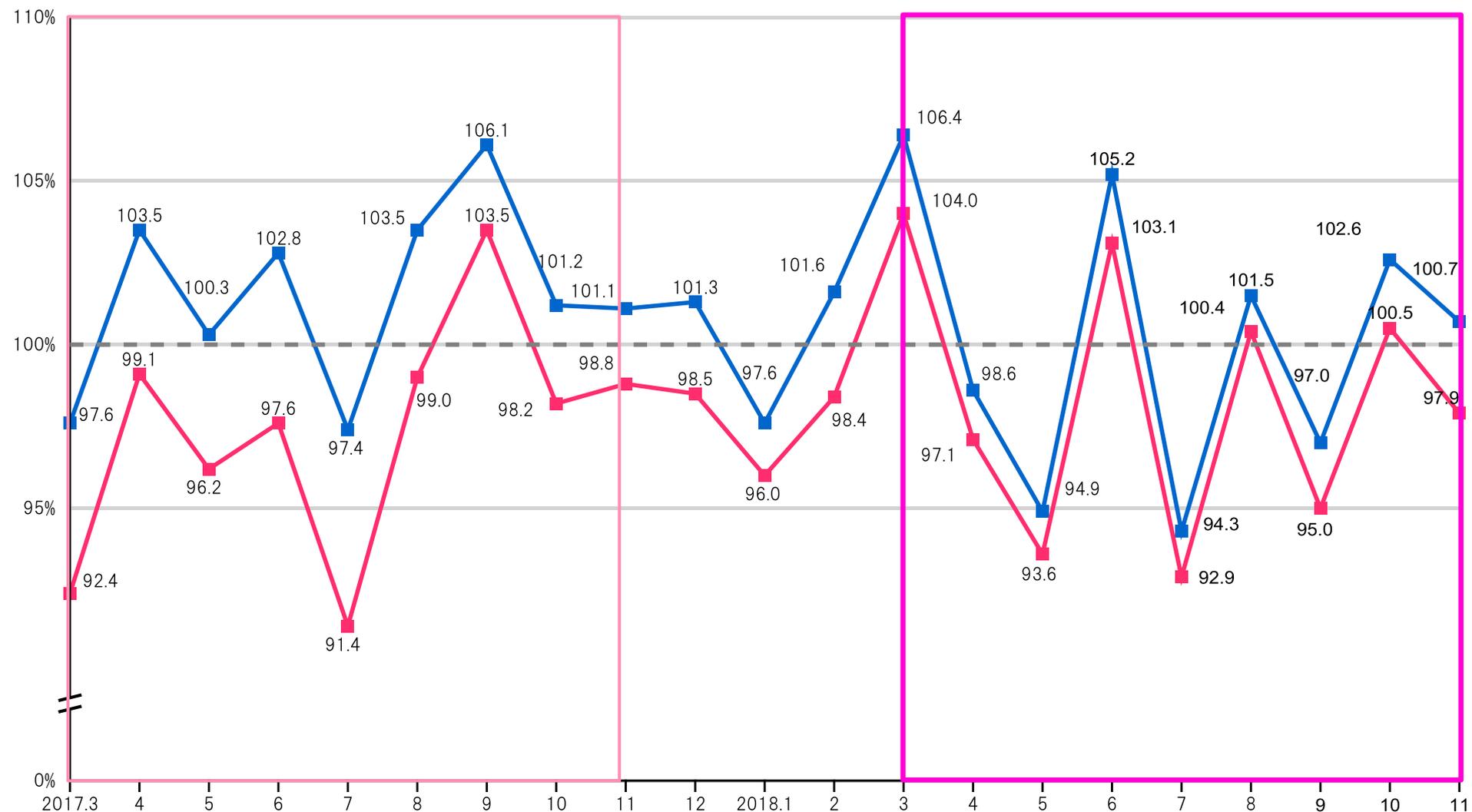
Existing Stores : 101.2%

Q3RD 2019 Ending Feb

All Stores : 98.1%

Existing Stores : 100.0%

—■ All Stores —■ Existing Stores



# Net Sales Per Channel

	Q3RD 2018 Ending Feb.		Q3RD 2019 Ending Feb.			
	Results (Million yen)	Composition Rate (%)	Results (Million yen)	Y/Y (%)	Composition Rate (%)	Composition Rate Y/Y Change
Department Stores	22,339	19.4	19,263	86.2	16.4	-3.0pt
Commercial Facilities(*1)	57,857	50.2	56,566	97.8	48.2	-2.0pt
E-Commerce	19,789	17.2	22,570	114.1	19.2	+2.1pt
Overseas	4,709	4.1	7,483	158.9	6.4	+2.3pt
Others(*2)	10,515	9.1	11,490	109.3	9.8	+0.7pt
<b>TOTAL</b>	<b>115,211</b>	<b>100.0</b>	<b>117,373</b>	<b>101.9</b>	<b>100.0</b>	<b>-</b>

\*1 Fashion buildings, shopping centers, railroad station buildings, individual stores, outlet shops etc. except for department stores

\*2 Apparel businesses such as wholesale, in-company sales and non-apparel businesses of the group companies

# Store Distribution

		Q3RD 2018 Ending Feb.	FY Ending Feb. 2018	Store Open	Store Close	Q3RD 2019 Ending Feb.
Domestic	# of Stores	1,127	1,052	+170	-102	1,120
	Change	+16	-75			+68
Overseas	# of Stores	182	177	+3	-27	153
	Change	+2	-5			-24
Total	# of Stores	1,309	1,229	+173	-129	1,273
	Change	+18	-80			+44

\*Number indicated on "Change" rows are comparison with its previous quarter

\*The number of the stores UENO-SHOKAI Co., LTD. locates(domestic 93,overseas 16) is included.

## Disclaimer

Descriptions about future within this document are based on the information that the company obtains on the date of this report and certain assumptions deemed to be reasonable. Actual earnings may differ materially from various future factors.