

# Information for Investors

(January 1, 2012 - December 31, 2012)

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February 15, 2013

Otsuka Kagu, Ltd.

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# FY 2012 Results

(January 1, 2012 - December 31, 2012)



# 1. FY 2012 Results

(millions of yen,%)

	2011	2012	Y/Y	Y/YE
Net sales	54,366	54,520	0.3	(3.3)
Gross profit	30,551	30,848	1.0	(3.3)
%sales	56.2	56.6		
Operating income	1,150	1,183	2.9	(17.8)
%sales	2.1	2.2		
Ordinary income	1,304	1,317	1.0	(16.4)
%sales	2.4	2.4		
Net income	203	640	214.2	(26.9)
%sales	0.4	1.2		

\* Forecasts (YE) as of Aug.3,2012

## 2. Breakdown of net sales

(millions of yen,%)

	2011	number of stores	2012	number of stores	Y/Y	Y/YE
Kanto	32,939	9	32,892	8	(0.1)	(3.2)
Kansai	11,698	3	11,428	3	(2.3)	(3.9)
Tokai	3,991	2	4,304	2	7.8	2.6
Others	4,926	2	5,359	2	8.8	(1.5)
Store sales total	53,555	16	53,984	15	0.8	(2.7)
%sales	98.5		99.0			
Corporate sales	737		468		(36.5)	(42.3)
%sales	1.4		0.9			
Others	73		67		(8.8)	(7.7)
%sales	0.1		0.1			
<b>Total</b>	<b>54,366</b>		<b>54,520</b>		<b>0.3</b>	<b>(3.3)</b>
%sales	100.0		100.0			

\*forecasts (YE) as of Aug.3,2012 \*number of stores as of Dec.31 \*store area basis changed from this time  
\*ref. p.5 for store information

### 3. SG&A expenses

(millions of yen,%)

	2011	%sales	2012	%sales	Y/Y	Y/YE
Transportation	1,537	2.8	1,478	2.7	(3.9)	(6.7)
Advertising	3,036	5.6	3,138	5.8	3.4	(8.5)
Personnel	10,150	18.7	10,402	19.1	2.5	(2.6)
Rents (including Administrative expenses)	10,735	19.7	10,492	19.2	(2.3)	(0.7)
Others	3,940	7.2	4,152	7.6	5.4	(0.8)
<b>Total</b>	<b>29,401</b>	<b>54.1</b>	<b>29,664</b>	<b>54.4</b>	<b>0.9</b>	<b>(2.6)</b>

\* Forecasts (YE) as of Aug.3,2012

## 4. Non-operating income and expenses

(millions of yen,%)

	2011	2012	Y/Y
Income	159	176	10.8
Interest and dividend	71	86	20.9
Others	88	90	2.6
Expenses	6	43	613.9

— FY 2012 —

Extraordinary gain : Gain on sales of investment securities 17 million yen

Extraordinary loss : Impairment loss 99 million yen

## 5. Investment and depreciation

(millions of yen)

	2011	2012
Capital expenditure	110	184
	Tachikawa SR 39	Store facilities, etc. 107
	Store facilities, etc. 19	System renewal 54
	System renewal 51	Others 23
Security deposit	(804)	(540)
	Tachikawa SR 100	Nihombashi Store (535)
	Makuhari SR (450)	Others (4)
	Tama SR (280)	
	Umeda SR (166)	
	Others (6)	
Total	(693)	(355)
Depreciation	249	253

\* SR=showroom



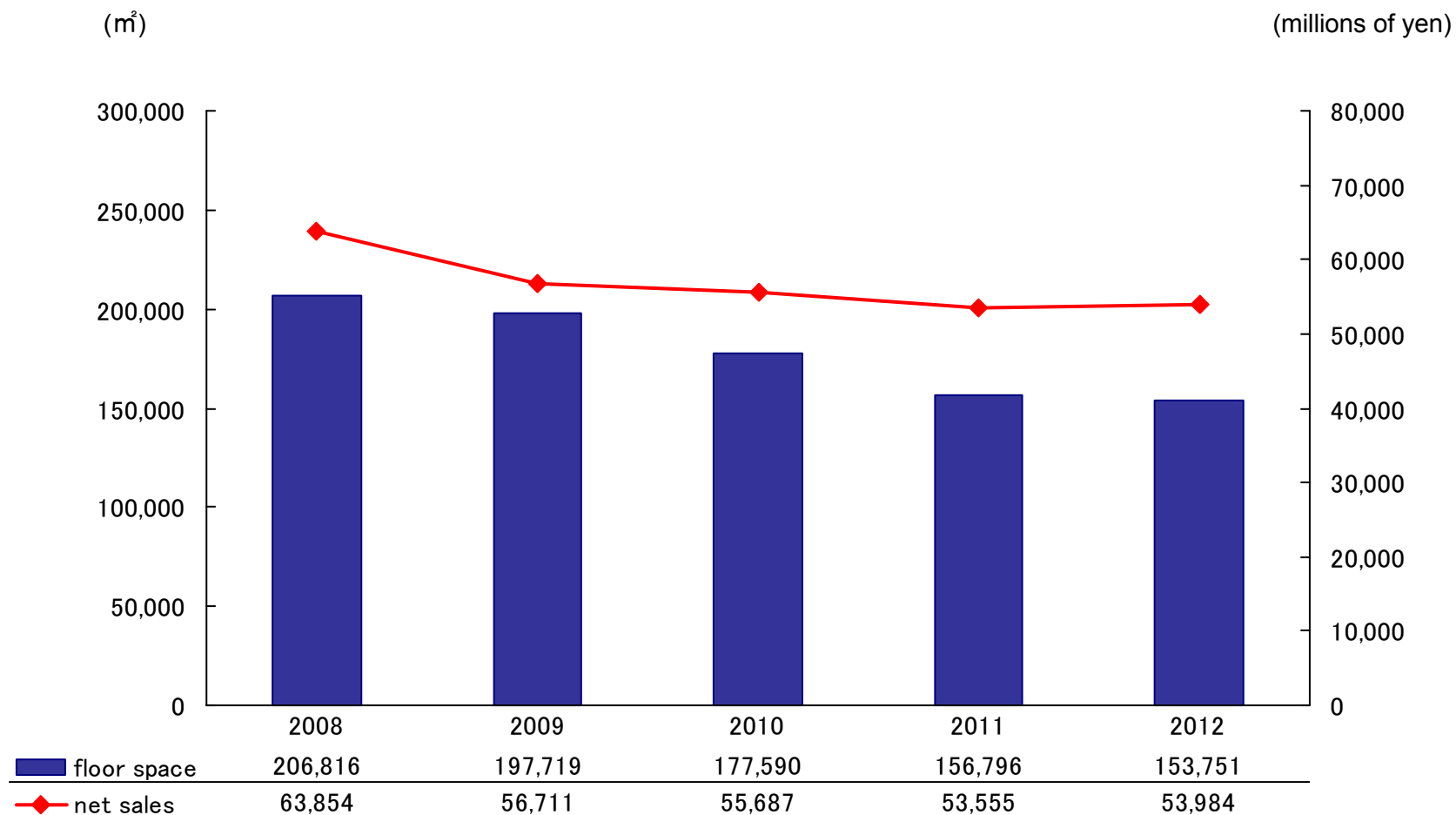
## 6. Number of employees

		As of December 31,2011	As of December 31,2012
	Store	1,202	1,187
Total		1,673	1,673

\*the number of sales staff of [Store] as of Dec. 31 : FY2011 - 896, FY2012 - 880

\*not including the number of board member, corporate officer, temporary worker

# 7. Store floor space and store net sales



\* store floor space is as of Dec.31

		Store	Floor space (m <sup>2</sup> )	Note
Kanto	1	Ariake Head Office showroom	24,673	integrated with Ginza main store
	2	Yokohama Minatomirai showroom	19,500	
	3	Shinjuku showroom	13,602	
	4	Kasukabe showroom	10,772	
	5	Ginza main store	7,007	integrated with Ariake Head Office showroom
	6	Tachikawa showroom	4,421	opened on Feb. 17, 2011
	7	Yokohama outlet	4,189	
	8	Tokorozawa showroom	1,537	
		(Nihombashi store)	(3,045)	Closed on Mar.25,2012
Kansai	1	Osaka Nanko showroom	22,242	
	2	Kobe showroom	8,566	
	3	Modern Style Shop Yodoyabashi	475	
Tokai	1	Nagoya Sakae showroom	11,178	
	2	Nagoya Hoshizaki showroom	4,670	
Others	1	Sendai showroom	11,291	
	2	Fukuoka showroom	9,628	
		Total	153,751	as of Dec.31, 2012 [ 15 stores ]

# FY 2013 Forecasts

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# 1. FY 2013 Forecasts

(millions of yen,%)

	2012	2013 Forecasts			Y/Y
	Results	First-half	Second-half	Full-year	
Net sales	54,520	28,996	28,003	57,000	4.5
Gross profit	30,848	16,357	15,766	32,124	4.1
%sales	56.6	56.4	56.3	56.4	
Operating income	1,183	750	506	1,257	6.2
%sales	2.2	2.6	1.8	2.2	
Ordinary income	1,317	848	537	1,385	5.1
%sales	2.4	2.9	1.9	2.4	
Net income	640	477	311	788	23.1
%sales	1.2	1.6	1.1	1.4	

## 2. Breakdown of net sales

(millions of yen,%)

	2012 Results	2013 Forecasts			Y/Y
		First-half	Second-half	Full-year	
Kanto	32,892	17,387	1,6843	34,230	4.1
Kansai	11,428	6,002	5,648	11,650	1.9
Tokai	4,304	2,248	2,162	4,410	2.5
Others	5,359	2,911	2,799	5,710	6.5
Store sales total	53,984	28,548	27,452	56,000	3.7
%sales	99.0	98.5	98.0	98.3	
Corporate sales	468	416	518	935	99.6
%sales	0.9	1.4	1.9	1.6	
Others	67	32	32	65	(3.2)
%sales	0.1	0.1	0.1	0.1	
Total	54,520	28,996	28,003	57,000	4.5
%sales	100.0	100.0	100.0	100.0	

\* ref. p.5 for store information

### 3. SG&A expenses

(millions of yen,%)

	2012 Results	2013 Forecasts			Y/Y
		Fist-half	Second-half	Full-year	
Transportation %sales	1,478 2.7	812 2.8	783 2.8	1,595 2.8	8.0
Advertising %sales	3,138 5.8	1,955 6.7	1,694 6.1	3,650 6.4	16.3
Personnel %sales	10,402 19.1	5,377 18.5	5,314 19.0	10,692 18.8	2.8
Rents (including Administrative expenses) %sales	10,492 19.2	5,147 17.8	5,135 18.3	10,283 18.0	(2.0)
Others %sales	4,152 7.6	2,312 8.0	2,333 8.3	4,645 8.2	11.9
<b>Total %sales</b>	<b>29,664 54.4</b>	<b>15,607 53.8</b>	<b>15,260 54.5</b>	<b>30,867 54.2</b>	<b>4.1</b>

## 4. Non-operating income and expenses

(millions of yen,%)

	2012 Results	2013 Forecasts			Y/Y
		First-half	Second-half	Full-year	
Income	176	101	34	135	(23.2)
Interest and dividend	86	62	21	84	(2.8)
Other	90	38	12	51	(42.7)
Expenses	43	3	3	7	(82.2)

— YE 2013 forecasts —

Extraordinary gain : None

Extraordinary loss : None



## 5. Investment and depreciation

(millions of yen)

	2012 Results		2013 Forecasts	
Capital expenditure	184		706	
	Store facilities, etc.	107	Store facilities, etc.	347
	System renewal	54	System renewal	268
	Others	23	Others	90
Security deposit	(540)		-	
	Nihombashi Store	(535)	-	-
	Others	(4)		
Total	(355)		706	
Depreciation	253		347	

## 6. Store

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— FY2012 —

Open : None

Closure : Mar. 25, 2012 Corporate Customer Division Nihombashi Store

\*Nihombashi store integrated into Ginza main Store

\*Corporate Customer division and Contract division move to  
Shinjuku and Ariake Head Office showroom

\* 3,045m<sup>2</sup> (June 2, 2007 opened)

— FY2013 —

Open : None

Closure : None

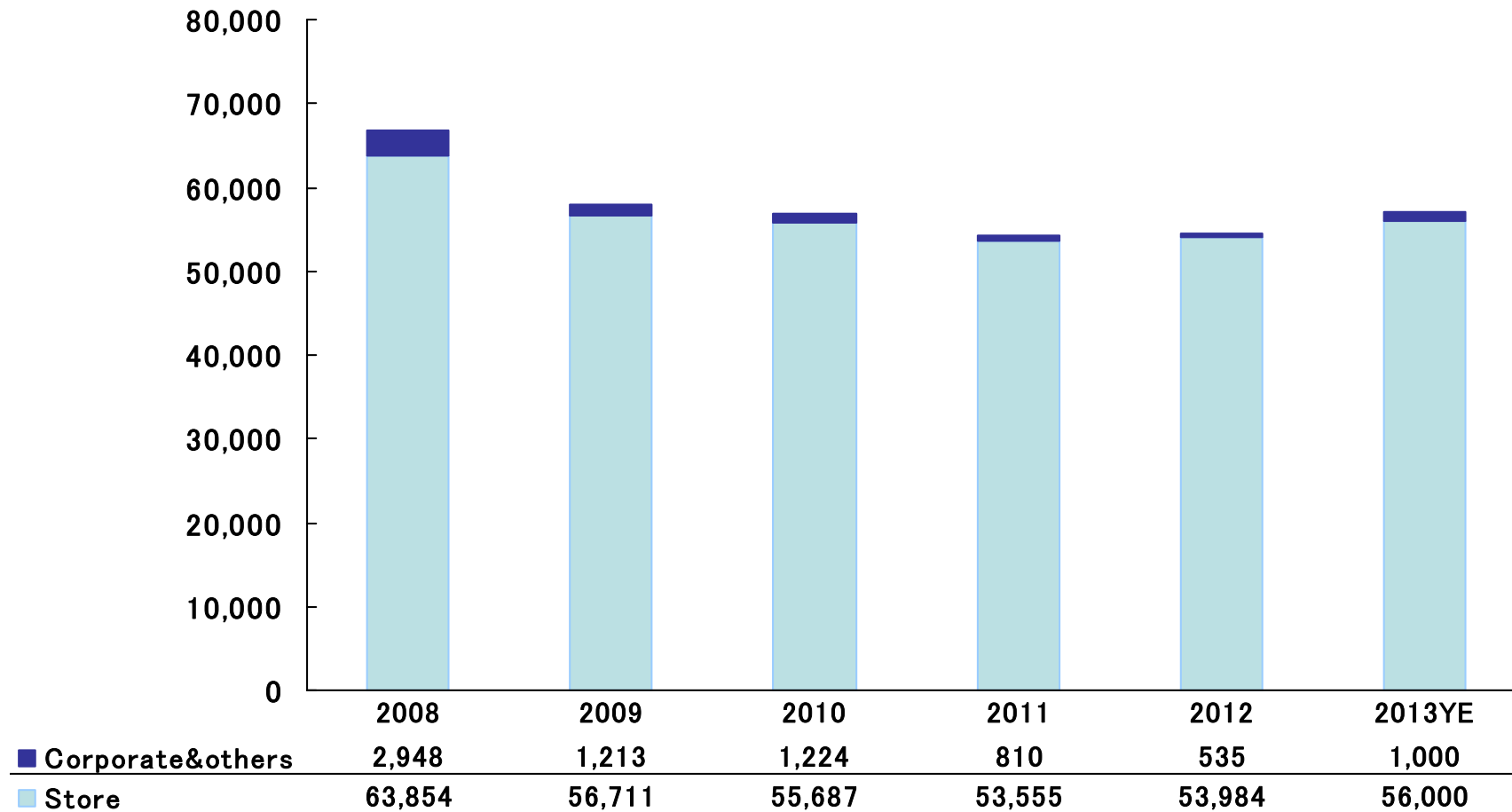
## 7. Number of employees

	2012	2013 Forecasts
As of Dec.31	1,673	1,684
New graduate recruitment	52	70
Mid-career recruitment	45	To be determined according to the number of retired employees

\* not including the number of board member, corporate officer, temporary worker and loan employee.

## 8. Net sales (Full-year)

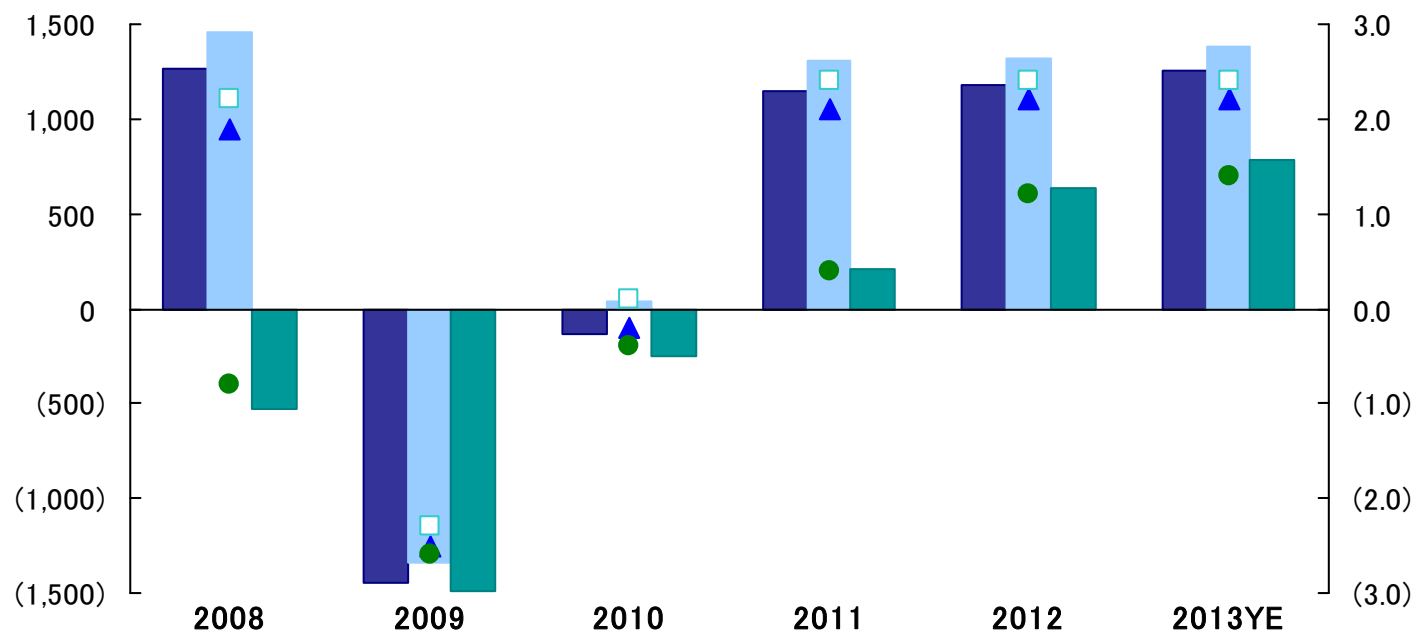
(millions of yen)



# 9. Full-year profits

(millions of yen)

(%)

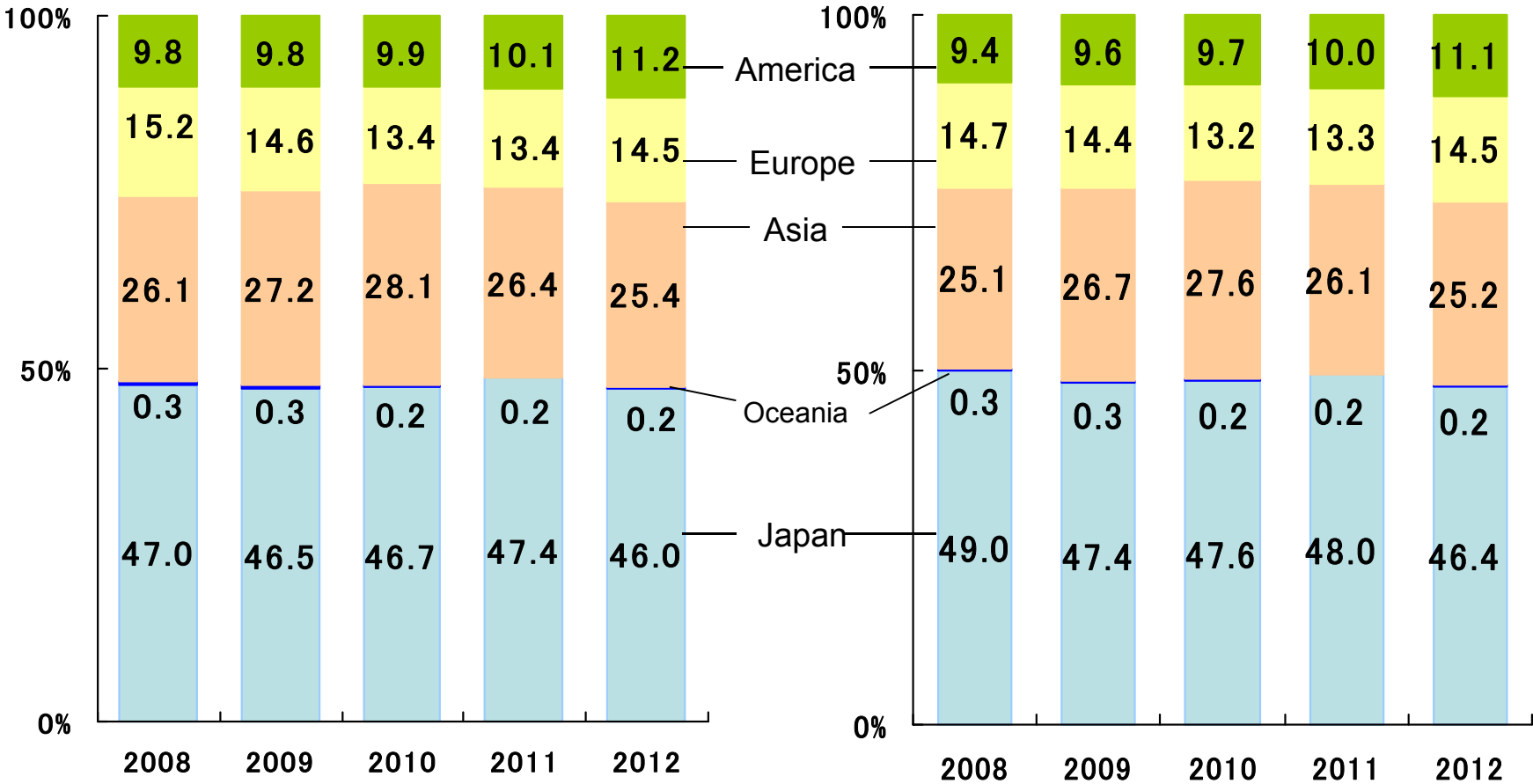


■ operating income	1,269	(1,451)	(132)	1,150	1,183	1,257
■ ordinary income	1,456	(1,337)	38	1,304	1,317	1,385
■ net income	(530)	(1,490)	(255)	203	640	788
▲ operating income ratio	1.9	(2.5)	(0.2)	2.1	2.2	2.2
□ ordinary income ratio	2.2	(2.3)	0.1	2.4	2.4	2.4
● net income ratio	(0.8)	(2.6)	(0.4)	0.4	1.2	1.4

# 10. Full-year sales of imports by country of origin

【 Showroom 】

【 Total 】





These data have been prepared solely for the purpose of supplying information about settlement and our business.

These data are not, and should not be construed as, an offer solicitation for purchases of our securities.

These data were prepared based on information that were available on February 15, 2013.

The forecasts indicated in these data and actual results may differ from those forecasts depending on various factors.

The contents indicated here may be changed without a preliminary announcement.