

Information for Investors

(January 1,2015 – December 31,2015)



February 12,2016
Otsuka Kagu,Ltd.

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FY2015 Results

(January 1,2015 – December 31,2015)



1. FY2015 results



(millions of yen,%)

	2014	2015	Y/Y	Y/YE
Net sales	55,501	58,004	4.5	2.0
Gross profit	30,598	30,830	0.8	0.1
%sales	55.1	53.2		
Operating income (loss)	(402)	437	-	297.8
%sales	(0.7)	0.8		
Ordinary income (loss)	(242)	633	-	175.2
%sales	(0.4)	1.1		
Net income	473	359	(24.1)	299.2
%sales	0.9	0.6		

* Forecasts (YE) as of July 29,2015

2. Breakdown of net sales



(millions of yen,%)

	2014	number of stores	2015	number of stores	Y/Y	Y/YE
Kanto	33,404	8	35,250	8	5.5	2.4
Kansai	11,279	3	11,400	3	1.1	0.6
Tokai	4,467	3	4,481	3	0.3	(1.9)
Others	5,060	2	5,093	2	0.7	(1.1)
Store sales total	54,213	16	56,227	16	3.7	1.4
%sales	97.7		96.9			
Corporate sales	1,223		1,708		39.7	28.6
%sales	2.2		2.9			
Others	65		69		6.5	6.7
%sales	0.1		0.1			
Total	55,501		58,004		4.5	2.0
%sales	100.0		100.0			

*number of stores as of Dec.31 *ref. p.11 for store information* Forecasts (YE) as of July 29,2015

3. SG&A expenses

(millions of yen,%)

	2014	%sales	2015	%sales	Y/Y	Y/YE
Transportation	1,550	2.8	1,567	2.7	1.1	2.1
Advertising	3,860	7.0	2,795	4.8	(27.6)	(6.6)
Personnel	11,009	19.8	11,156	19.2	1.3	2.0
Rents (including Administrative expenses)	10,161	18.3	10,143	17.5	(0.2)	(0.1)
Others	4,419	8.0	4,730	8.2	7.0	(6.6)
Total	31,000	55.9	30,392	52.4	(2.0)	(1.0)

* Forecasts (YE) as of July 29,2015

4. Non-operating income and expenses

Extraordinary income and losses



(millions of yen,%)

	2014	2015	Y/Y
Income	178	197	11.1
Interest and dividend	97	77	(20.6)
Others	80	120	49.9
Expenses	17	2	(87.0)

– FY2015 –

Extraordinary income : Gain on sales of investment securities 0 million yen

Extraordinary loss : Impairment loss 28 million yen

5. Investment and depreciation

(millions of yen)

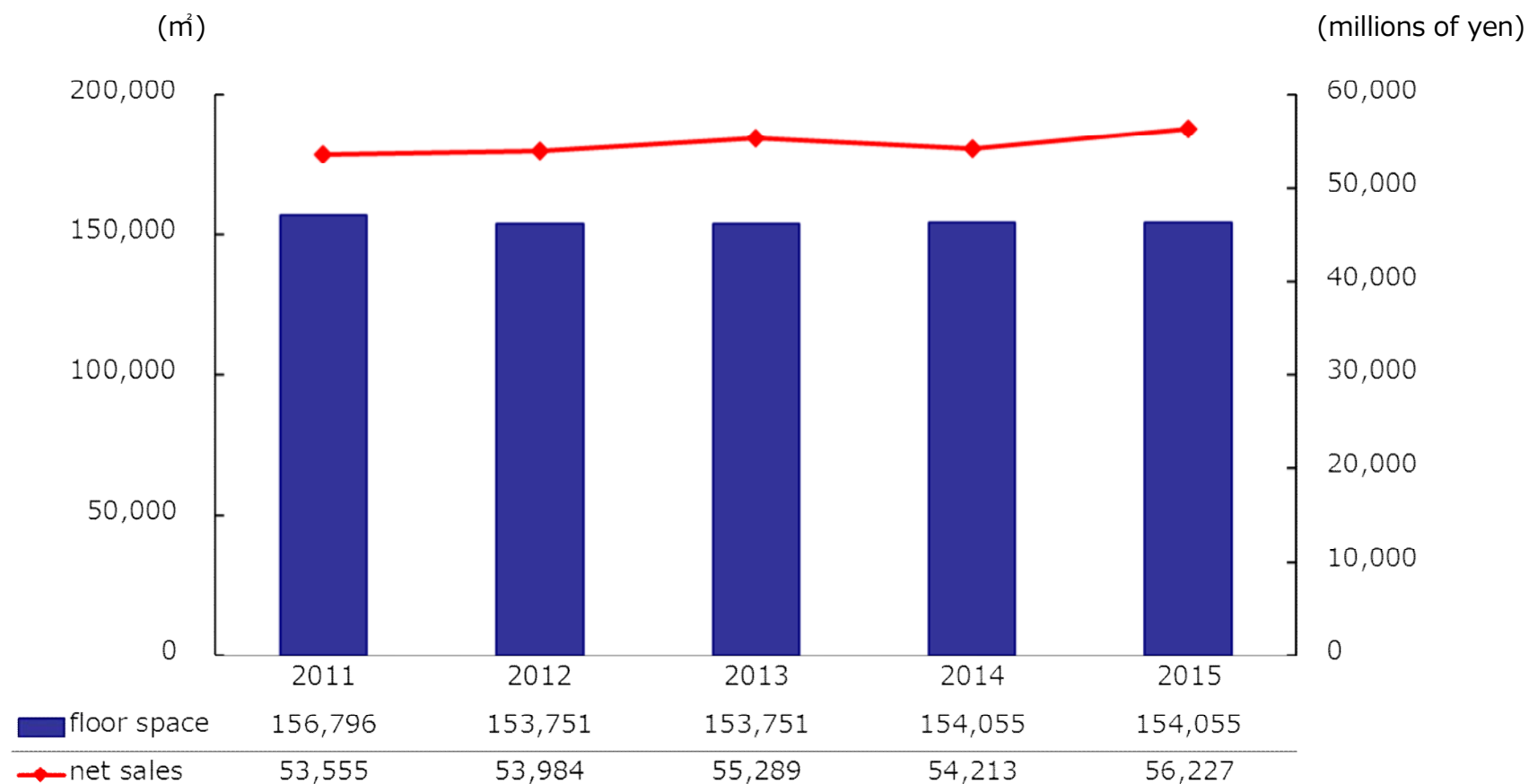
	2014		2015	
Capital expenditure	665		97	
	Store facilities, etc.	57	Store facilities, etc.	55
	System renewal	162	System renewal	10
	Others	445	Others	31
Security deposit	(37)		13	
	Guarantee deposits, etc.	(37)	Guarantee deposits, etc.	13
Total	627		110	
Depreciation	204		162	

6. Number of employees

		As of December 31,2014	As of December 31,2015
	Store	1,245	1,226
	Total	1,749	1,744

*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 ²)	Note
Kanto	1	Ariake Head Office showroom	24,673	IDC OTSUKA Sapporo Factory opened on January,2016 under the jurisdiction of Ariake Head Office Showroom. The floor space (438m ²) is not included on left.
	2	Yokohama Minatomirai showroom	19,500	
	3	Shinjuku showroom	13,602	
	4	Kasukabe showroom	10,772	
	5	Ginza main store	7,007	
	6	Tachikawa showroom	4,421	
	7	Yokohama outlet	4,189	
	8	Tokorozawa showroom	1,537	
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	
	3	Life Style Shop Nagoya-Ekimae	304	opened on Sep. 1, 2014
Others	1	Sendai showroom	11,291	
	2	Fukuoka showroom	9,628	
		Total	154,055	as of Dec.31, 2015 [16 stores]

FY2016 Forecasts



1. FY2016 forecasts



(millions of yen,%)

	2015	2016 Forecasts			Y/Y
	Results	First-half	Second-half	Full-year	
Net sales	58,004	28,900	29,665	58,565	1.0
Gross profit	30,830	15,866	16,190	32,056	4.0
%sales	53.2	54.9	54.6	54.7	
Operating income	437	107	393	500	14.3
%sales	0.8	0.4	1.3	0.9	
Ordinary income	633	197	439	636	0.5
%sales	1.1	0.7	1.5	1.1	
Net income	359	54	314	368	2.5
%sales	0.6	0.2	1.1	0.6	

2. Breakdown of net sales



(millions of yen,%)

	2015 Results	2016 Forecasts			Y/Y
		First-half	Second-half	Full-year	
Kanto	35,250	18,031	18,309	36,340	3.1
Kansai	11,400	5,454	5,394	10,848	(4.8)
Tokai	4,481	2,192	2,170	4,362	(2.7)
Others	5,093	2,492	2,458	4,950	(2.8)
Store sales total	56,227	28,169	28,331	56,500	0.5
%sales	96.9	97.5	95.5	96.5	
Corporate sales	1,708	700	1,300	2,000	17.1
%sales	2.9	2.4	4.4	3.4	
Others	69	31	34	65	(6.3)
%sales	0.1	0.1	0.1	0.1	
Total	58,004	28,900	29,665	58,565	1.0
%sales	100.0	100.0	100.0	100.0	

* ref. p.11 for store information

3. SG&A expenses



(millions of yen,%)

	2015 Results	2016 Forecasts			Y/Y
		First-half	Second-half	Full-year	
Transportation %sales	1,567 2.7	831 2.9	839 2.8	1,670 2.9	6.6
Advertising %sales	2,795 4.8	1,633 5.7	1,366 4.6	3,000 5.1	7.3
Personnel %sales	11,156 19.2	5,547 19.2	5,598 18.9	11,146 19.0	(0.1)
Rents (including Administrative expenses) %sales	10,143 17.5	5,106 17.7	5,149 17.4	10,256 17.5	1.1
Others %sales	4,730 8.2	2,639 9.1	2,842 9.6	5,481 9.4	15.9
Total %sales	30,392 52.4	15,759 54.5	15,797 53.3	31,556 53.9	3.8

4. Non-operating income and expenses

Extraordinary income and losses



(millions of yen,%)

	2015 Results	2016 Forecasts			
		First-half	Second-half	Full-year	Y/Y
Income	197	92	48	141	(28.4)
Interest and dividend	77	39	32	72	(6.3)
Other	120	52	15	68	(42.8)
Expenses	2	2	2	5	140.0

– FY2016 Forecasts –

Extraordinary income : None

Extraordinary loss : None

5. Investment and depreciation



(millions of yen)

	2015 Results		2016 Forecasts	
Capital expenditure	97		1,723	
	Store facilities, etc.	55	Store facilities, etc.	1,113
	System renewal	10	System renewal	562
	Others	31	Others	47
Security deposit	13		69	
	Guarantee deposits, etc.	13	Guarantee deposits, etc.	69
Total	110		1,792	
Depreciation	162		470	

6. Store

	2015 Result	2016 Forecasts		
Open	None	January 2016	IDC OTSUKA Sapporo Factory *under the jurisdiction of Ariake Head Office Showroom	438m ²
		Summer 2016	Chiba prefecture (name undecided)	around 4,500m ²
Closure	None	None		

7. Number of employees

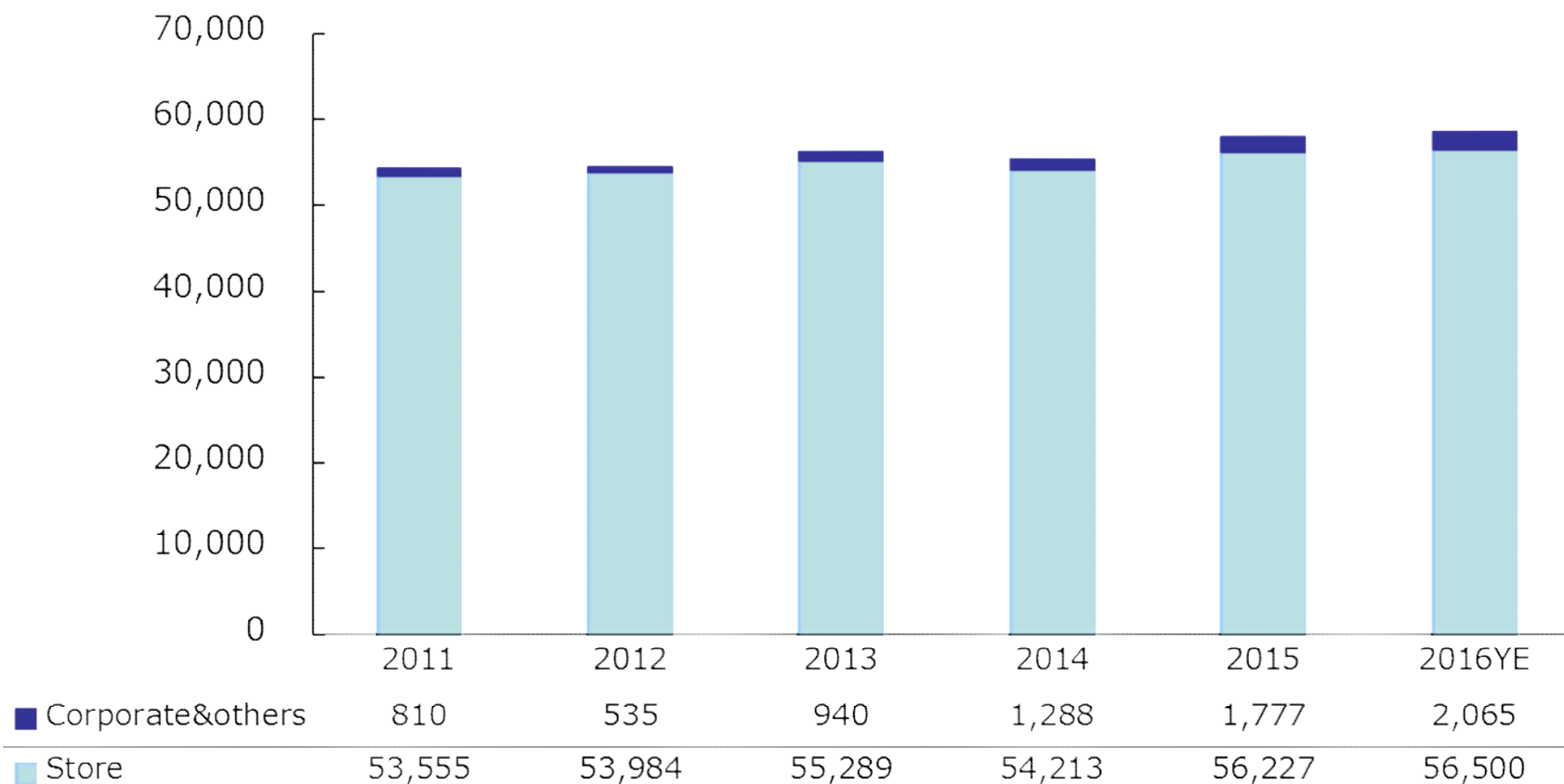
	2015 Results	2016 Forecasts
As of Dec.31	1,744	1,714
New graduate recruitment	86	77
Mid-career recruitment	29	To be determined according to the number of retired employees

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

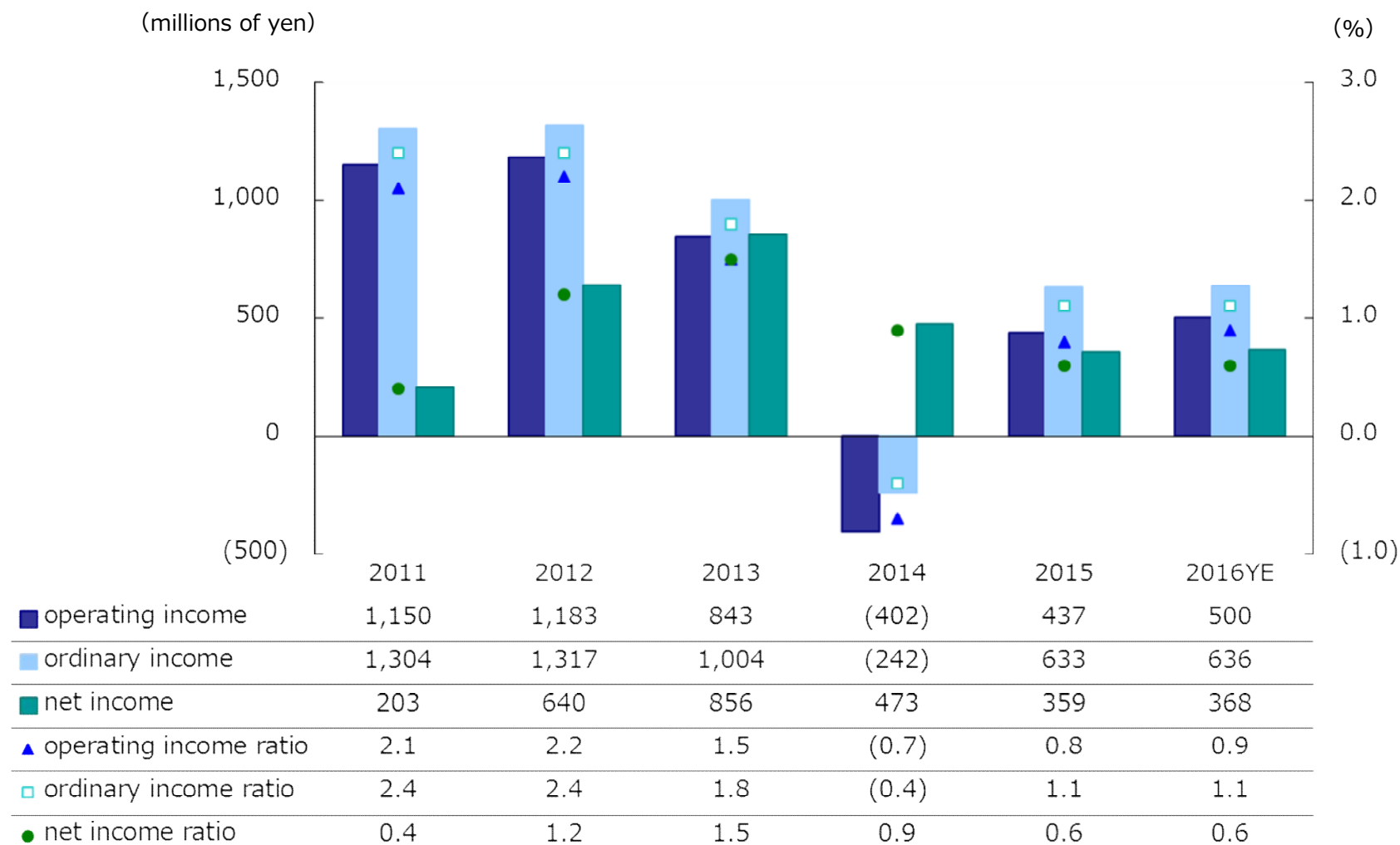
8. Full-year net sales



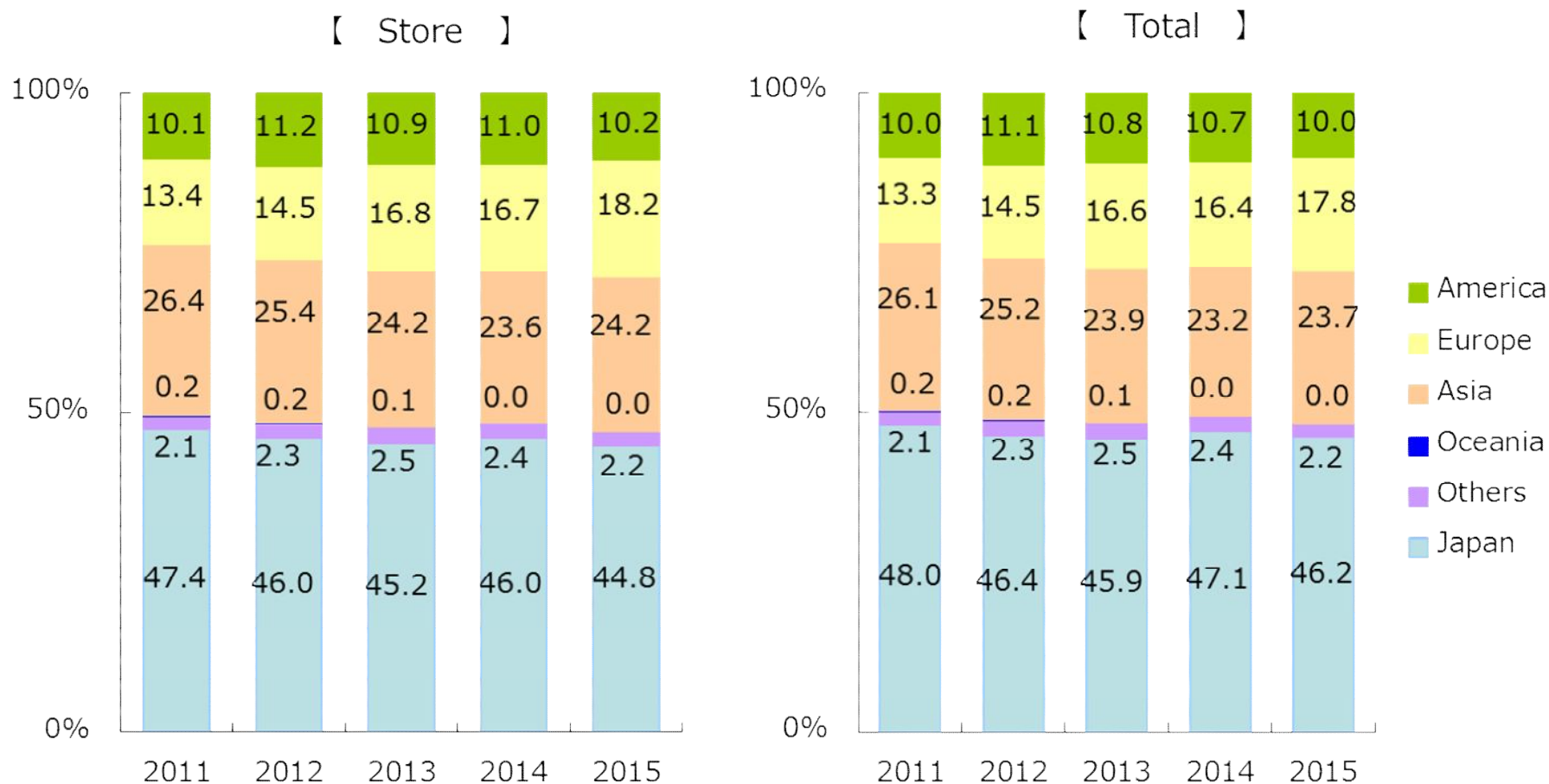
(millions of yen)



9. Full-year profits



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





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 or solicitation for purchases of our securities.

These data are based on the information that is available on February 12,2016.

Actual results may differ from the indicated forecasts here due to various factors.

It may change without a preliminary announcement about the indicated contents here.