

Information for Investors

(January1,2015 - June30,2015)



August 6,2015
Otsuka Kagu,Ltd.

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2015 Interim Results

(January1,2015 - June30,2015)



1. Interim results



(millions of yen,%)

	2014 Interim results	2015 Interim results	Y/Y	Y/YE*
Net sales	29,856	30,151	1.0	8.3
Gross profit %sales	16,464 55.1	16,139 53.5	(2.0)	5.5
Operating income %sales	743 2.5	493 1.6	(33.6)	-
Ordinary income %sales	871 2.9	611 2.0	(29.9)	-
Net income %sales	742 2.5	359 1.2	(51.6)	-

* Forecasts (YE) as of Feb.25,2015

2. Breakdown of net sales



(millions of yen,%)

	2014 Interim results	Number of stores*	2015 Interim results	Number of stores*	Y/Y	Y/YE*
Kanto	17,933	8	18,113	8	1.0	7.1
Kansai	6,206	3	5,949	3	(4.1)	7.5
Tokai	2,445	2	2,442	3	(0.1)	10.9
Others	2,735	2	2,730	2	(0.2)	10.5
Store sales total share	29,320 98.2	15	29,235 97.0	16	(0.3)	7.8
Corporate sales share	502 1.7		882 2.9		75.5	27.1
Others share	33 0.1		33 0.1		(0.1)	0.9
Total share	29,856 100.0		30,151 100.0		1.0	8.3

* Forecasts (YE) as of Feb.25,2015 *Number of stores as of June 30 * ref.p.14 for store information

3. SG&A expenses



(millions of yen,%)

	2014 Interim results	%sales	2015 Interim results	%sales	Y/Y	Y/YE*
Transportation	823	2.8	794	2.6	(3.5)	2.5
Advertising	1,816	6.1	1,680	5.6	(7.5)	(11.7)
Personnel	5,673	19.0	5,683	18.8	0.2	3.5
Rents	5,084	17.0	5,075	16.8	(0.2)	(0.2)
Others	2,323	7.8	2,411	8.0	3.8	4.5
Total	15,721	52.7	15,645	51.9	(0.5)	0.5

* Rents including Administrative expenses * Forecasts (YE) as of Feb.25,2015

4. Non-operating income and expenses extraordinary income and loss



(millions of yen,%)

	2014 Interim results	2015 Interim results	Y/Y
Income	134	119	(11.3)
Interest and dividend	73	44	(39.9)
Others	61	75	23.2
Expenses	6	2	(62.3)

– 2015 Interim results –

Extraordinary income : None

Extraordinary loss : Impairment loss 7 million yen

5. Investment and depreciation



(millions of yen)

	2014 Interim results		2015 Interim results	
Capital expenditure	193		34	
	Store facilities, etc.	15	Store facilities, etc.	27
	System renewal	161	System renewal	1
	Others	16	Others	5
Security deposits	(20)		(0)	
	Guarantee deposits, etc.	(20)	Guarantee deposits, etc.	(0)
Total	172		34	
Depreciation	99		79	

6. Number of employees

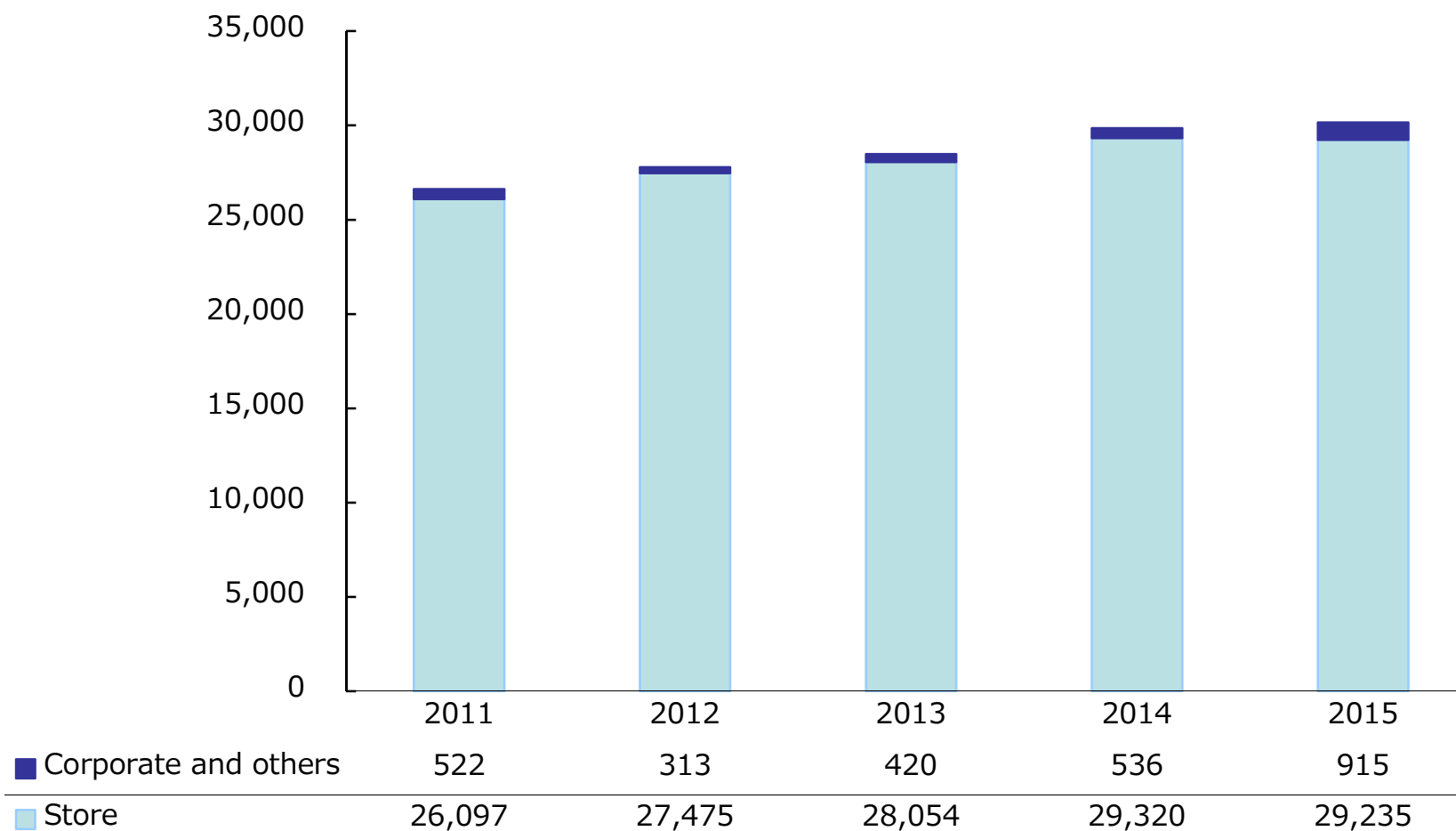
		As of June 30, 2014	As of June 30, 2015
	Store	1,282	1,258
	Total	1,788	1,783

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

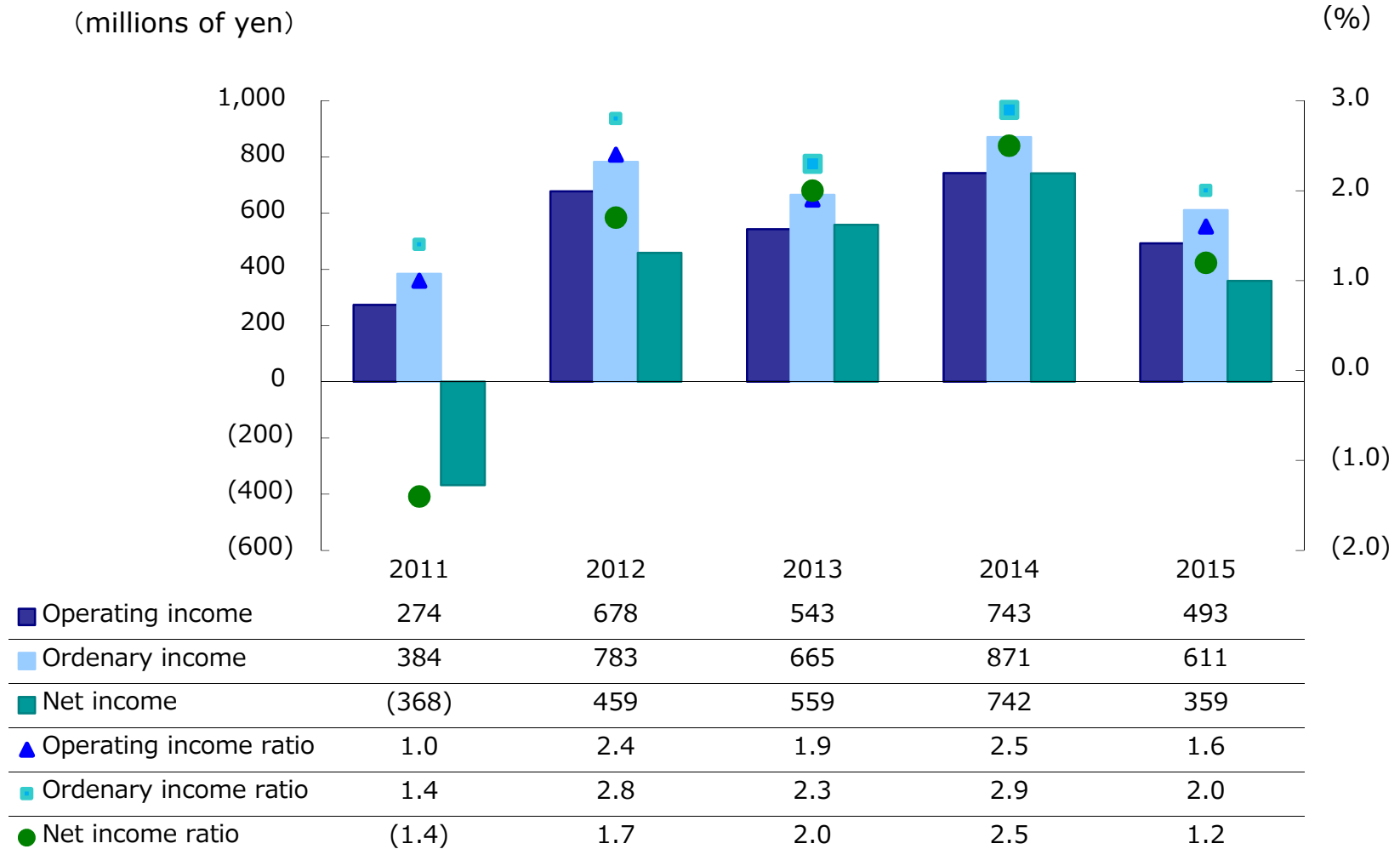
7. Interim net sales



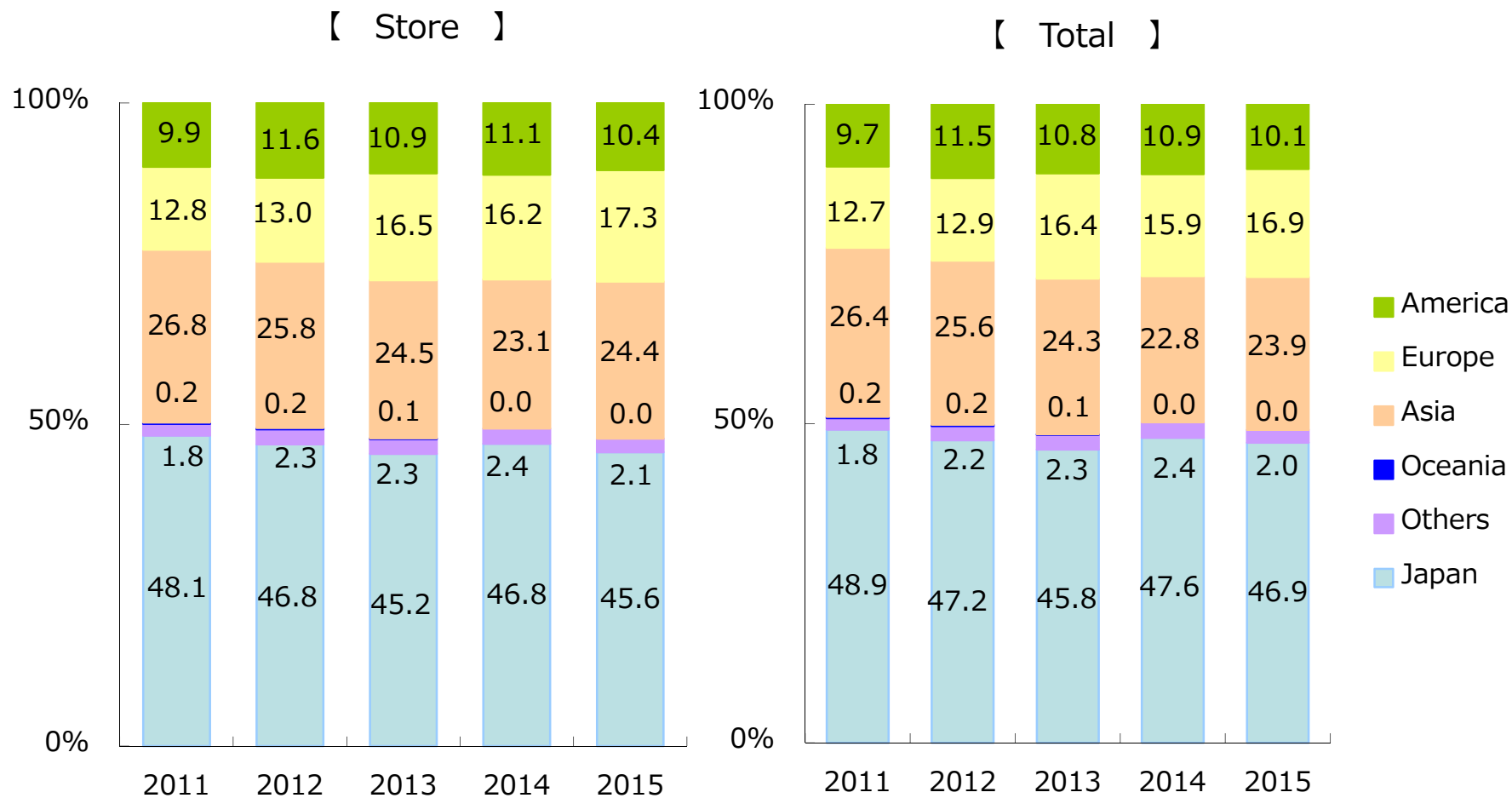
(millions of yen)



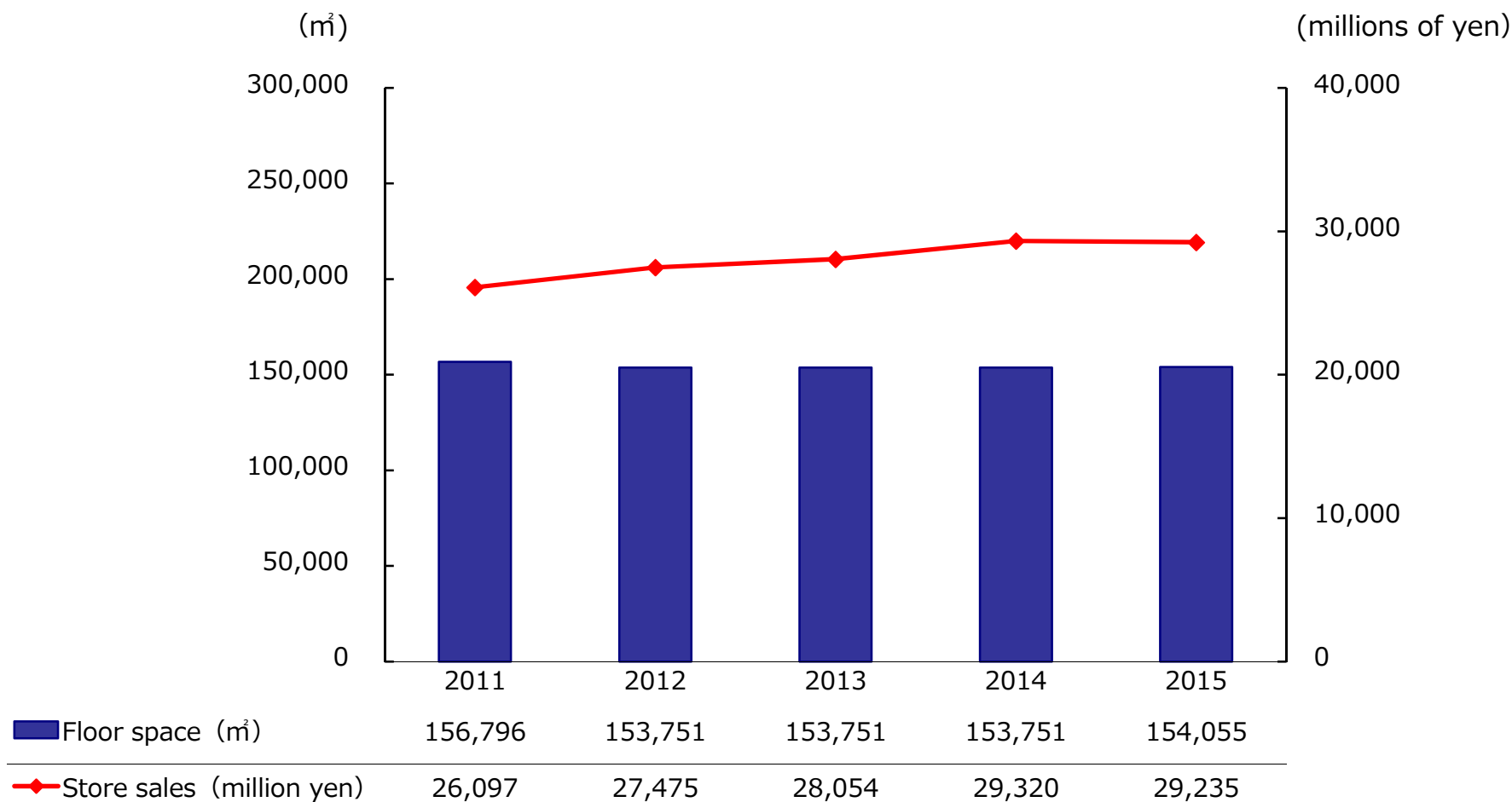
8. Interim profits



9. Interim sales of imports by country of origin



10. Interim store floor space and store net sales



* floor space is as of June,30

		Store	Floor space (m ²)	Note
Kanto	1	Ariake Head Office showroom	24,673	
	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	Reopened on Sep. 1, 2014
Others	1	Sendai showroom	11,291	
	2	Fukuoka showroom	9,628	
		Total	154,055	as of Jun.30, 2015 [16 stores]

2015 Forecasts



1. 2015 forecasts



(millions of yen,%)

	Second half				Full year			
	2014	2015 Forecasts*			2014	2015 Forecasts*		
	Results	Projection	Revised	Y/Y	Results	Projection	Revised	Y/Y
Net sales	25,644	27,581	26,705	4.1	55,501	55,430	56,856	2.4
Gross profits	14,134	15,294	14,657	3.7	30,598	30,595	30,796	0.6
%sales	55.1	55.5	54.9		55.1	55.2	54.2	
Operating income	(1,145)	369	(383)	-	(402)	110	110	-
%sales	(4.5)	1.3	(1.4)		(0.7)	0.2	0.2	
Ordinary income	(1,114)	406	(381)	-	(242)	230	230	-
%sales	(4.3)	1.5	(1.4)		(0.4)	0.4	0.4	
Net income	(269)	216	(269)	-	473	90	90	(81.0)
%sales	(1.0)	0.8	(1.0)		0.9	0.2	0.2	

* as of Feb.25,2015

(2015 forecasts: Compared to projection)

(millions of yen,%)

	Second half				Full year			
	Projection*	Revised	Change	% change	Projection*	Revised	Change	% change
Net sales	27,581	26,705	(875)	(3.2)	55,430	56,856	1,426	2.6
Gross profits	15,294	14,657	(636)	(4.2)	30,595	30,796	201	0.7
%sales	55.5	54.9			55.2	54.2		
Operating income	369	(383)	(753)	-	110	110	0	0.0
%sales	1.3	(1.4)			0.2	0.2		
Ordinary income	406	(381)	(787)	-	230	230	0	0.0
%sales	1.5	(1.4)			0.4	0.4		
Net income	216	(269)	(485)	-	90	90	0	0.0
%sales	0.8	(1.0)			0.2	0.2		

* as of Feb.25,2015

2. Breakdown of net sales



(millions of yen,%)

	Second half				Full year			
	2014	2015 Forecasts*			2014	2015 Forecasts*		
	Results	Projection	Revised	Y/Y	Results	Projection	Revised	Y/Y
Kanto	15,471	16,786	16,302	5.4	33,404	33,700	34,415	3.0
Kansai	5,073	5,591	5,378	6.0	11,279	11,124	11,327	0.4
Tokai	2,022	2,197	2,128	5.2	4,467	4,400	4,570	2.3
Others	2,325	2,528	2,420	4.1	5,060	5,000	5,150	1.8
Store sales total	24,892	27,103	26,228	5.4	54,213	54,224	55,463	2.3
Share	97.1	98.3	98.2		97.7	97.8	97.6	
Corporate sales	720	445	445	(38.1)	1,223	1,140	1,328	8.6
share	2.8	1.6	1.7		2.2	2.1	2.3	
Others	31	31	31	(0.2)	65	65	65	(0.2)
share	0.1	0.1	0.1		0.1	0.1	0.1	
Total	25,644	27,581	26,705	4.1	55,501	55,430	56,856	2.4
share	100.0	100.0	100.0		100.0	100.0	100.0	

* as of Feb.25,2015

(Breakdown of net sales: Compared to projection)

(millions of yen,%)

	Second half				Full year			
	Projection*	Revised	Change	% change	Projection*	Revised	Change	% change
Kanto	16,786	16,302	(484)	(2.9)	33,700	34,415	714	2.1
Kansai	5,591	5,378	(213)	(3.8)	11,124	11,327	203	1.8
Tokai	2,197	2,128	(69)	(3.2)	4,400	4,570	170	3.9
Others	2,528	2,420	(108)	(4.3)	5,000	5,150	150	3.0
Store sales total	27,103	26,228	(875)	(3.2)	54,224	55,463	1,238	2.3
Share	98.3	98.2			97.8	97.6		
Corporate sales	445	445	0	0.0	1,140	1,328	188	16.5
share	1.6	1.7			2.1	2.3		
Others	31	31	(0)	(1.4)	65	65	(0)	(0.3)
share	0.1	0.1			0.1	0.1		
Total	27,581	26,705	(875)	(3.2)	55,430	56,856	1,426	2.6
share	100.0	100.0			100.0	100.0		

* as of Feb.25,2015

3. SG&A expenses



(millions of yen,%)

	Second half				Full year			
	2014	2015 Forecasts*			2014	2015 Forecasts*		
	Results	Projection	Revised	Y/Y	Results	Projection	Revised	Y/Y
Transportation	726	792	740	1.8	1,550	1,567	1,534	(1.0)
% sales	2.8	2.9	2.8		2.8	2.8	2.7	
Advertising	2,043	1,214	1,313	(35.7)	3,860	3,116	2,994	(22.4)
% sales	8.0	4.4	4.9		7.0	5.6	5.3	
Personnel	5,335	5,449	5,254	(1.5)	11,009	10,937	10,937	(0.6)
% sales	20.8	19.8	19.7		19.8	19.7	19.2	
Rents	5,076	5,074	5,080	0.1	10,161	10,161	10,155	(0.1)
% sales	19.8	18.4	19.0		18.3	18.3	17.9	
Others	2,096	2,393	2,652	26.5	4,419	4,700	5,064	14.6
% sales	8.2	8.7	9.9		8.0	8.5	8.9	
Total	15,279	14,924	15,041	(1.6)	31,000	30,485	30,686	(1.0)
% sales	59.6	54.1	56.3		55.9	55.0	54.0	

* Rents including Administrative expenses * as of Feb.25,2015

(SG&A expenses: Compared to projection)

(millions of yen,%)

	Second half				Full year			
	Projection*	Revised	Change	% change	Projection*	Revised	Change	% change
Transportation	792	740	(52)	(6.6)	1,567	1,534	(33)	(2.1)
% sales	2.9	2.8			2.8	2.7		
Advertising	1,214	1,313	98	8.1	3,116	2,994	(122)	(3.9)
% sales	4.4	4.9			5.6	5.3		
Personnel	5,449	5,254	(194)	(3.6)	10,937	10,937	0	0.0
% sales	19.8	19.7			19.7	19.2		
Rents	5,074	5,080	5	0.1	10,161	10,155	(5)	(0.1)
% sales	18.4	19.0			18.3	17.9		
Others	2,393	2,652	259	10.8	4,700	5,064	363	7.7
% sales	8.7	9.9			8.5	8.9		
Total	14,924	15,041	116	0.8	30,485	30,686	201	0.7
% sales	54.1	56.3			55.0	54.0		

* Rents including Administrative expenses * as of Feb.25,2015

4. Non-operating income and expenses extraordinary income and loss



(millions of yen,%)

	2014 Results	2015 Forecasts		Y/Y
		Second half	Full year	
Income	178	47	167	(6.0)
Interest and dividend	97	32	76	(21.5)
Others	80	15	90	13.0
Expenses	17	45	47	166.3

– **2015 Second half forecasts** –

Extraordinary income : None

Extraordinary loss : None

5. Investment and depreciation

(millions of yen)

	Second half		Full year	
	2014 Results	2015 Forecasts	2014 Results	2015 Forecasts
Capital expenditure	472	352	665	387
Store facilities, etc.	41	194	/	/
System renewal	1	124		
Others	429	33		
Security deposit	(16)	-	(37)	(0)
Guarantee deposits	(16)	-	/	/
Total	455	352		
Depreciation	104	95	204	172

6. Store

– FY2014 –

Open : September, LIFE STYLE SHOP Nagoya-Ekimae

Closure : None

– FY2015 –

Open : None

Closure : None

7. Number of employees

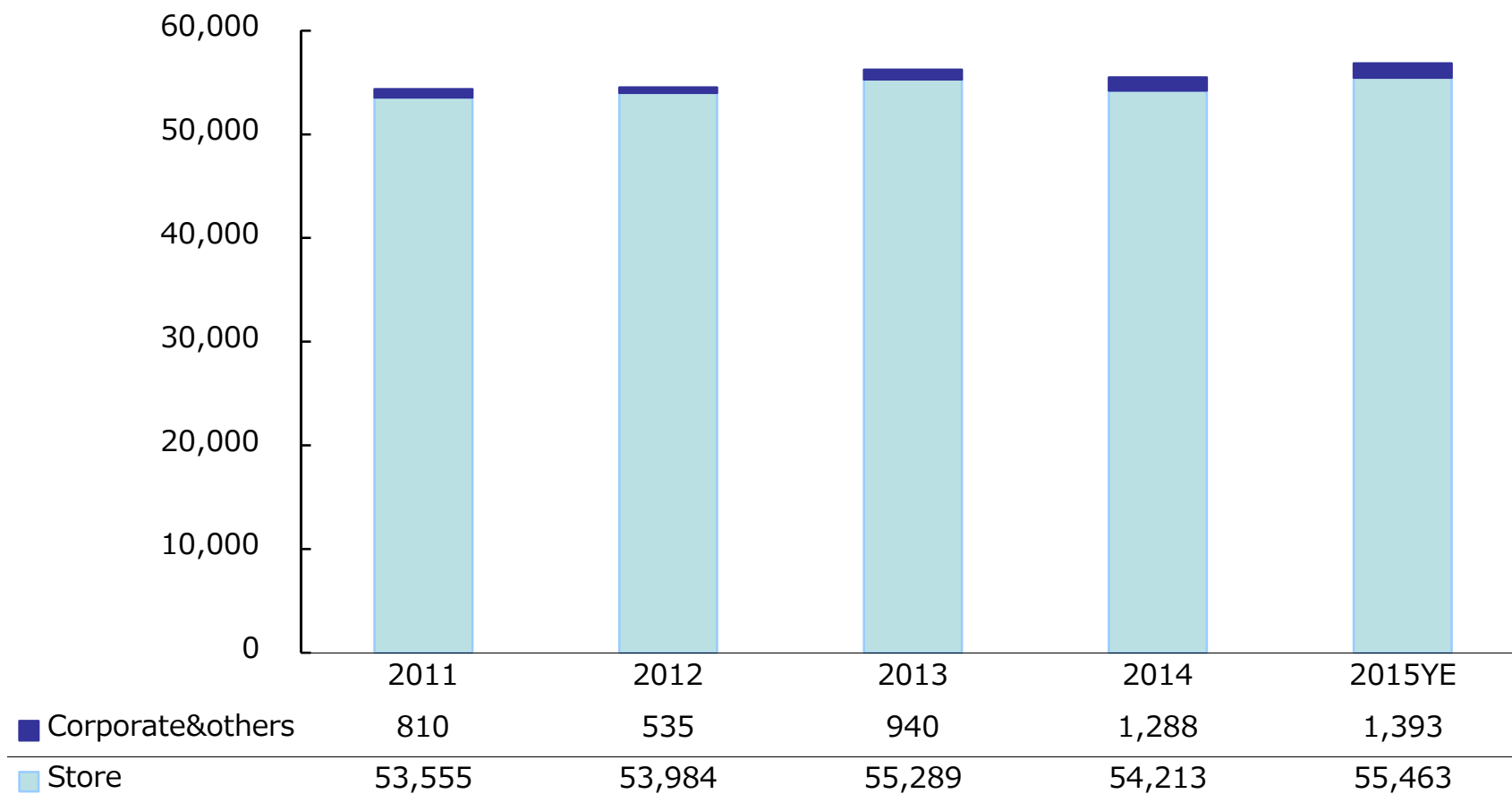
	2014	2015 Forecasts
As of Dec.31	1,749	1,727
New graduate recruitment	97	86
Mid-career recruitment	10	To be determined according to the number of retired employees

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

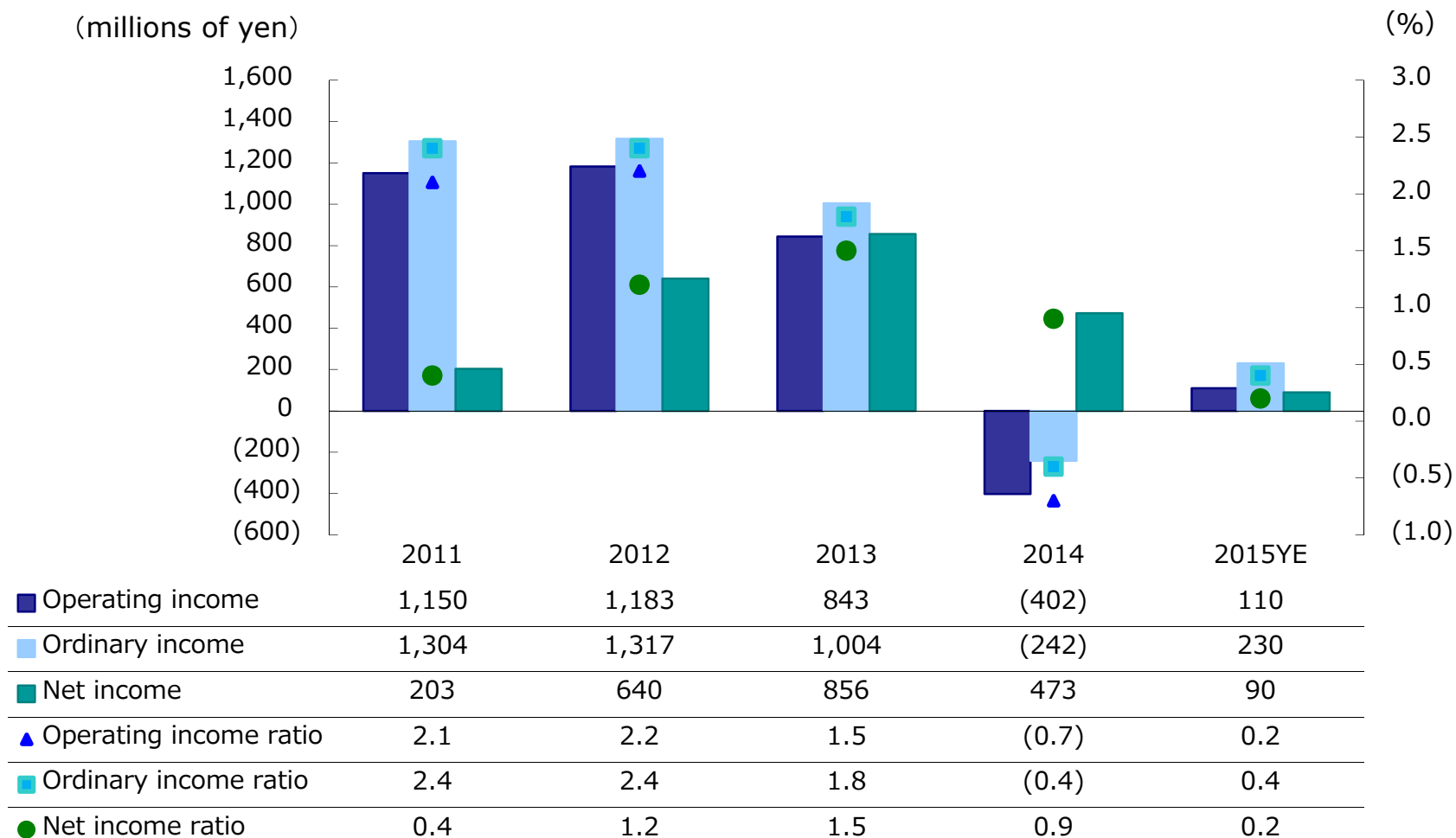
8. Full-year net sales



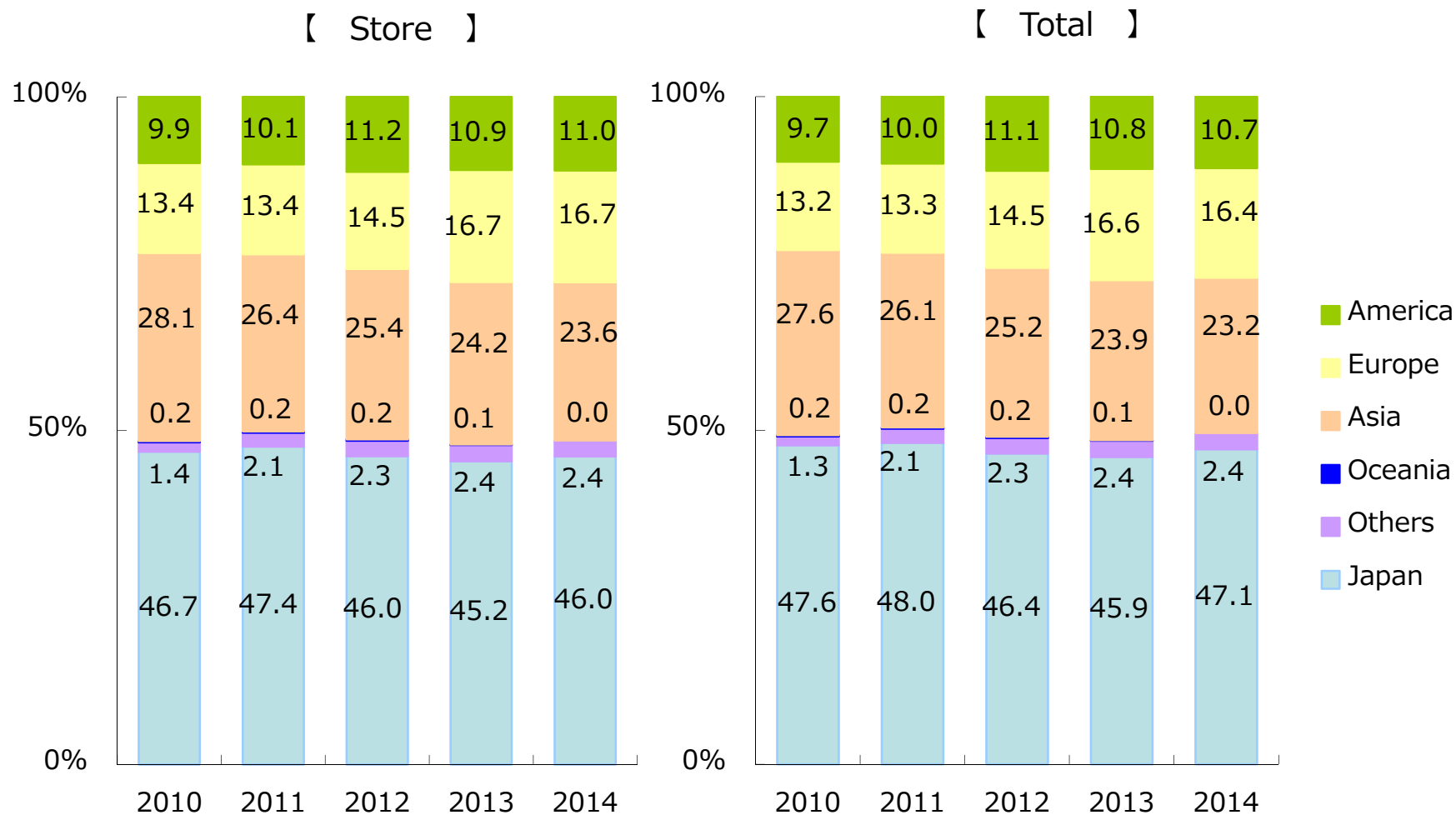
(millions of yen)



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 August 6, 2015.

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.