TAKE and GIVE NEEDS
Consolidated Financial Report
for the fiscal year ended March 31,2019

Tokyo, May 14, 2019

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1. Consolidated Financial Results

(Millions of yen: amounts are rounded down to nearest million yen)

(1) Results of Operations

	Total sales		Operating profit		Recurring profit		Net income attributable to owners of the parent		EPS
	JPY mn	%	JPY mn	%	JPY mn	%	JPY mn	%	JPY
Fiscal year ended March 31, 2019	66,871	3.5	4,281	53.7	3,900	56.7	2,283	157.1	176.33
Fiscal year ended March 31,2018	64,590	7.3	2,785	14.2	2,489	18.5	888	146.2	68.58

Note
"%" indicates the year-on-year percentage change
Comprehensive income FY ended March 31,2019: 2,234 million yen
FY ended March 31,2018: 852 million yen

(2) Financial Position

	Total Assets	Net Assets	Equity Ratio
	JPY mn	JPY mn	JPY mn
Fiscal year ended March 31, 2019	57,130	23,181	40.2
Fiscal year ended March 31,2018	56,025	21,136	37.3

Reference
Shareholders' equity FY ended March 31,2019: 22,948 million yen
FY ended March 31,2018: 20,913 million yen

(3) Forecast for the year ending March 31, 2020

	Total sales		Operating profit		Recurring profit		Net income attributable to owners of the parent		EPS
	JPY mn	%	JPY mn	%	JPY mn	%	JPY mn	%	JPY
Year ending March 31,2020	67,500	0.9	4,000	△6.6	3,600	△7.7	1,700	△25.6	131.25

2. Note

(1) Significant changes in scope of consolidation(changes in scope of consolidation of specifies subsidiaries): No

(2) Changes in accounting policies and accounting estimates
[1] Changes in accounting policies by the revision of accounting standard: No
[2] Changes in accounting policies other than those in [1]: No
[3] Changes in accounting estimates: No
[4] Restatement: No

(3) Number of shares issued(common stock)

[1] Number of shares issued (including treasury stock)	As of March 31,2019	13,059,330 Shares	As of March 31,2018	13,059,330 Shares
[2] Number of shares of treasury stock	As of March 31,2019	107,650 Shares	As of March 31,2018	106,200 Shares
[3] Number of average shares outstanding during April 1,2018-March,31 2019	As of March 31,2019	12,952,310 Shares	As of March 31,2018	12,954,025 Shares

*This quarterly consolidated financial report is not subject to quarterly review procedures by certified public accountants or an audit firm.

*Note to forecasts on the consolidated results of operations and other items.
Descriptions regarding the future are estimated based on the information that the Company is able to obtain at the present point in time and assumptions which are deemed to be reasonable. However, actual results may be different due to various factors.

*Supplementary materials on financial results can be found on the website"TDnet".

*From the financial report (for 2Q FY ended March 31,2019), the Company modified the date recording method.(from Japanese calendar to Christian calendar)

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3 .Consolidated Financial Statements

(1) Consolidated balance sheet

Million yen, rounded down

	As of Mar.31, 2018	As of Mar.31, 2019
ASSETS		
Current assets		
Cash and deposits	4,769	6,782
Trade accounts receivable	716	842
Trade loans receivable	2,656	3,287
Merchandise	219	203
Supplies	65	42
Prepaid expenses	835	925
Other current assets	888	659
Allowance for doubtful accounts	△58	△96
Total current assets	10,093	12,647
Fixed assets		
Tangible fixed assets		
Buildings and structures	33,765	35,084
Accumulated depreciation and accumulated impairment loss	△15,114	△16,878
Buildings and structures (net)	18,651	18,205
Machinery and vehicles	182	183
Accumulated depreciation and accumulated impairment loss	△163	△171
Machinery and vehicles (net)	19	12
Furniture, tools and fixtures	6,018	6,648
Accumulated depreciation and accumulated impairment loss	△4,575	△5,241
Furniture, tools and fixtures (net)	1,442	1,407
Land	11,153	11,207
Lease assets	4,514	4,571
Accumulated depreciation and accumulated impairment loss	△852	△1,164
Lease assets (net)	3,661	3,406
Construction in progress	109	92
Total tangible fixed assets	35,037	34,331
Intangible fixed assets		
Goodwill	151	121
Other	735	677
Total intangible fixed assets	887	798
Investment and other assets		
Investment securities	31	21
Long-term loans	338	168
Long-term prepaid expenses	342	184
Deferred tax assets	2,743	2,920
Security deposits	6,757	6,113
Other	142	128
Allowance for doubtful accounts	△347	△183
Total investment and other assets	10,007	9,352
Total fixed assets	45,932	44,483
Total Assets	56,025	57,130

Million yen, rounded down

	As of Mar.31, 2018	As of Mar.31, 2019
LIABILITIES		
Current liabilities		
Trade accounts payable	2,339	2,594
Short-term borrowings	1,310	990
Current portion of long-term borrowings	4,990	5,741
Accounts payable - other	2,294	2,992
Accrued income taxes	937	736
Accrued bonuses	516	702
Provision for loss on store closing	72	-
Other current liabilities	3,135	3,327
Total current liabilities	15,597	17,084
Long-term liabilities		
Long-term borrowings	12,912	10,994
Long-term leased asset impairment account	149	22
Long-term lease obligations	3,956	3,730
Asset retirement obligations	1,219	1,202
Other	1,053	914
Total long-term liabilities	19,291	16,864
Total Liabilities	34,889	33,949
NET ASSETS		
Shareholders' equity		
Capital	5,264	5,264
Capital surplus	5,208	5,208
Retained earnings	10,478	12,568
Treasury shares	△215	△218
Total shareholders' equity	20,735	22,822
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	△0	0
Deferred gains or losses on hedges	34	0
Foreign exchange adjustment account	143	125
Total accumulated other comprehensive income	177	125
Subscription rights to shares	7	6
Non-controlling interests	216	226
Total Net Assets	21,136	23,181
Total Liabilities and Net Assets	56,025	57,130

(**2) Consolidated statement of income and comprehensive income**

Million yen, rounded down

	As of Mar.31, 2018	As of Mar.31, 2019
Net sales	64,590	66,871
Cost of sales	24,741	24,697
Gross profit	39,848	42,173
Selling, general and administrative expenses	37,063	37,892
Operating income	2,785	4,281
Non-operating income		
Interest income	6	4
Received Commission	113	
Insurance income		18
Foreign exchange gains	20	-
Reversal of allowance for doubtful accounts		17
Refunded consumption taxes		10
Other	43	61
Total non-operating income	184	112
Non-operating expenses		
Interest expense for borrowings	377	344
Foreign exchange losses		91
Provision of allowance for doubtful accounts	88	
Other	14	57
Total non-operating expenses	480	493
Ordinary income	2,489	3,900
Extraordinary gains		
Gain on sales of fixed assets		
Gain on liquidation of subsidiaries and associates	30	
Subsidy income	80	
Gain on reversal of asset retirement obligations	31	
Total extraordinary gains	142	
Extraordinary loss		
Loss on retirement of fixed assets	103	-
Impairment loss	355	615
Provision of allowance for loss on store closing	72	
Loss on reduction of fixed assets	80	
Provision of allowance for doubtful accounts	99	
Loss on cancellation of leasehold contracts		216
Other	37	24
Total extraordinary loss	748	856
Profit before income taxes	1,883	3,044
Total income taxes	981	753
Profit	901	2,291
Profit attributable to non-controlling interests	13	7
Profit attributable to owners of parent	**888**	**2,283**

Consolidated statement of comprehensive income

Million yen, rounded down

	As of Mar.31, 2018	As of Mar.31, 2019
Profit	901	2,291
Other comprehensive income		
Valuation difference on available-for-sale securities	0	0
Deferred gains or losses on hedges	△0	△37
Foreign exchange adjustment account	△48	△19
Other		
Total other comprehensive income	△48	△56
Comprehensive income	852	2,234
Comprehensive income attributable to		
Owners of the parent	842	2,225
Non-controlling interests	9	8

(3) Consolidated Statement of changes in shareholders' equity
Fiscal Year ended March 31, 2018

Million yen, rounded down

	Shareholders' equity				
	Capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of the period	5,264	5,208	9,779	△214	20,037
Changes during the period					
Dividends from surplus			△194		△194
Profit attributable to owners of parent			888		888
Acquisition of treasury shares				△1	△1
Disposal of treasury shares			△0	0	0
Change of scope of consolidation			5		5
Net changes of items other than shareholders' equity					
Total changes during the period	–	–	699	△1	698
Balance at end of the period	5,264	5,208	10,478	△215	20,735

	Accumulated other comprehensive income				Share acquisition rights	Non-controlling interest	Total net assets
	Valuation difference on available-for-sale securities	Deferred gains or losses on hedges	Foreign exchange adjustment account	Total accumulated other comprehensive income			
Balance at beginning of the period	△0	35	209	244		203	20,485
Changes during the period							
Dividends from surplus							△194
Profit attributable to owners of parent							888
Acquisition of treasury shares							△1
Disposal of treasury shares							0
Change of scope of consolidation							5
Net change of items other than shareholders' equity	△0	△0	△66	△66	7	12	△47
Total changes during the period	△0	△0	△66	△66	7	12	650
Balance at end of the period	△0	34	143	177	7	216	21,136

Fiscal Year ended March 31, 2019

Million yen, rounded down

	Shareholders' equity				
	Capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of the period	5,264	5,208	10,478	△215	20,735
Changes during the period					
Dividends from surplus			△194		△194
Profit attributable to owners of parent			2,283		2,283
Acquisition of treasury shares				△2	△2
Disposal of treasury shares			△0	0	0
Change of scope of consolidation					
Net changes of items other than shareholders' equity					
Total changes during the period	–	–	2,089	△2	2,086
Balance at end of the period	5,264	5,208	12,568	△218	22,822

	Accumulated other comprehensive income				Share acquisition rights	Non-controlling interest	Total net assets
	Valuation difference on available-for-sale securities	Deferred gains or losses on hedges	Foreign exchange adjustment account	Total accumulated other comprehensive income			
Balance at beginning of the period	△0	34	143	177	7	216	21,136
Changes during the period							
Dividends from surplus							△194
Profit attributable to owners of parent							2,283
Acquisition of treasury shares							△2
Disposal of treasury shares							0
Change of scope of consolidation							
Net change of items other than shareholders' equity	0	△34	△17	△51	△0	9	△42
Total changes during the period	0	△34	△17	△51	△0	9	2,044
Balance at end of the period	0	0	125	125	6	226	23,181

(4) Consolidated statement of cash flows

Million yen, rounded down

	FY ended March 31, 2018	FY ended March 31, 2019
Cash flows from operating activities		
Profit before income taxes	1,883	3,044
Depreciation and amortization	2,978	3,001
Impairment loss	355	615
Loss (gain) on sales of property, plant and equipment	△0	-
Loss on retirement of fixed assets	103	-
Amortization of goodwill	57	30
Loss on reduction of fixed assets	80	-
Loss on cancellation of leasehold contracts	-	216
Gain on liquidation of subsidiaries and affiliates（△means Gain）	△30	-
Consumption taxes refund	-	△10
Gain on reversal of asset retirement obligations	△31	-
Subsidy income	△80	-
Netting of security deposits and lease fees	274	205
Increase (decrease) in accrued bonuses	△7	185
Increase (decrease) in allowance for doubtful accounts	193	31
Increase (decrease) in provision for loss on store closing	72	-
Interest and dividends received	△6	△4
Insurance income	-	△18
Interest expense	377	344
Decrease (increase) in operating loans receivable	△505	△631
Decrease (increase) in accounts receivable	△30	△126
Increase (decrease) in accounts payable	△152	257
Decrease (increase) in prepaid expenses	△18	△83
Increase (decrease) in accounts payable	43	522
Increase (decrease) in advances received	△33	△84
Other	△82	△117
Sub-total	5,441	7,378
Interest and dividends received	6	4
Interest paid	△392	△343
Insurance income	-	18
Consumption taxes refund	-	530
Income taxes paid	△914	△1,139
Net cash provided by operating activities	4,139	6,449

Million yen, rounded down

	FY ended March 31, 2018	FY ended March 31, 2019
Cash flows from investing activities		
Loss (gain) on trust deposits	△0	-
Purchase of software	△127	△246
Purchase of property, plant and equipment	△6,261	△2,359
Purchase of shares of subsidiaries and associates	-	△6
Payments for transfer of business	△40	-
Proceeds from collection of loans	121	64
Payments into security deposits	△467	△259
Repayments of guarantee deposits received	△21	-
Proceeds from collection of security deposits	146	360
Others	△59	△42
Net cash used in investing activities	△6,708	△2,488

Million yen, rounded down

	FY ended March 31, 2018	FY ended March 31, 2019
Cash flows from financing activities		
Net increase (decrease) in short-term borrowings	510	△320
Income from long-term borrowings	5,854	4,090
Repayment of long-term borrowings	△6,585	△5,257
Redemption of bonds	△100	-
Purchase of treasury shares	△1	△2
Proceeds from issuance of subscription rights to shares	7	-
Proceeds from sale and leaseback transactions	3,284	-
Dividends paid	△194	△194
Repayment of lease obligations	△367	△271
Net cash provided by financing activities	2,408	△1,956
Effect of exchange rate changes on cash and cash equivalents	△12	△5
Increase (decrease) in cash and cash equivalents	△172	1,998
Cash and cash equivalents at beginning of period	4,704	4,556
Increase (decrease) in cash and cash equivalents resulting from change of scope of consolidation	24	13
Cash and cash equivalents at end of period	4,556	6,568