

Translation

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## Summary of Consolidated Financial Results for the Nine Months Ended November 30, 2017 (Based on Japanese GAAP)

January 5, 2018

Company name: SAN-A CO., LTD.  
 Stock exchange listing: Tokyo  
 Stock code: 2659 URL <http://www.san-a.co.jp>  
 Representative: President Tessei Uechi  
 General Manager of Management Planning  
 Inquiries: Dept & Finance Dept Taku Toyoda TEL 098(898)2230  
 Scheduled date to file Quarterly Securities Report: January 12, 2018  
 Scheduled date to commence dividend payments: –  
 Preparation of supplementary material on quarterly financial results: No  
 Holding of quarterly financial results meeting: No

(Amounts less than one million yen are rounded down)

### 1. Consolidated financial results for the nine months ended November 30, 2017 (from March 1, 2017 to November 30, 2017)

#### (1) Consolidated operating results (cumulative)

Percentages indicate year-on-year changes

	Operating revenue		Operating income		Ordinary income		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Nine months ended November 30, 2017	138,599	2.8	11,219	(0.3)	11,488	(0.6)	7,454	4.0
Nine months ended November 30, 2016	134,781	4.7	11,248	10.2	11,558	10.6	7,171	15.4

	Earnings per share	Diluted earnings per share
	Yen	Yen
Nine months ended November 30, 2017	233.23	–
Nine months ended November 30, 2016	224.35	–

#### (2) Consolidated financial position

	Total assets	Net assets	Equity ratio	Net assets per share
	Millions of yen	Millions of yen	%	Yen
As of November 30, 2017	138,452	109,717	77.2	3,343.47
As of February 28, 2017	130,427	103,688	77.4	3,156.36

### 2. Cash dividends

	Annual dividends per share				
	1st quarter-end	2nd quarter-end	3rd quarter-end	Fiscal year-end	Total
	Yen	Yen	Yen	Yen	Yen
Year ended February 28, 2017	–	0.00	–	47.00	47.00
Year ending February 28, 2018	–	0.00	–		
Year ending February 28, 2018 (Forecast)				47.00	47.00

### 3. Forecast of consolidated financial results for the year ending February 28, 2018 (from March 1, 2017 to February 28, 2018)

Percentages indicate year-on-year changes

	Operating revenue		Operating income		Ordinary income		Profit attributable to owners of parent		Earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	185,432	2.9	15,083	0.5	15,435	0.2	9,994	2.1	312.69

#### 4. Notes

- (1) Changes in significant subsidiaries during the nine months ended November 30, 2017  
(changes in specified subsidiaries resulting in the change in scope of consolidation): No
- (2) Application of special accounting methods for preparing quarterly consolidated financial statements: No
- (3) Changes in accounting policies, changes in accounting estimates, and restatement of prior period financial statements
- Changes in accounting policies due to revisions to accounting standards and other regulations: No
- Changes in accounting policies due to other reasons: No
- Changes in accounting estimates: No
- Restatement of prior period financial statements: No

#### (4) Number of issued shares (common shares)

Total number of issued shares at the end of the period (including treasury shares)

As of November 30, 2017	31,981,654 shares	As of February 28, 2017	31,981,654 shares
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Number of treasury shares at the end of the period

As of November 30, 2017	18,257 shares	As of February 28, 2017	18,257 shares
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Average number of shares during the period (cumulative from the beginning of the fiscal year)

Nine months ended November 30, 2017	31,963,397 shares	Nine months ended November 30, 2016	31,963,405 shares
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## Quarterly consolidated financial statements

### Consolidated balance sheets

(Millions of yen)

	As of February 28, 2017	As of November 30, 2017
Assets		
Current assets		
Cash and deposits	46,122	41,266
Accounts receivable - trade	2,594	3,767
Merchandise and finished goods	11,150	12,788
Raw materials and supplies	302	359
Other	2,591	3,022
Total current assets	62,761	61,205
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	22,198	23,625
Land	32,291	33,191
Other, net	3,276	10,658
Total property, plant and equipment	57,767	67,475
Intangible assets		
Goodwill	450	327
Other	672	659
Total intangible assets	1,123	987
Investments and other assets	8,775	8,783
Total non-current assets	67,666	77,247
Total assets	130,427	138,452
Liabilities		
Current liabilities		
Accounts payable - trade	8,271	10,096
Current portion of long-term loans payable	100	50
Income taxes payable	2,562	1,659
Provision for bonuses	1,063	2,399
allowance for loss on collecting gift tickets	42	49
Other	9,945	9,634
Total current liabilities	21,985	23,889
Non-current liabilities		
Long-term loans payable	25	—
Net defined benefit liability	1,575	1,724
Asset retirement obligations	442	485
Other	2,709	2,636
Total non-current liabilities	4,753	4,845
Total liabilities	26,739	28,735

	(Millions of yen)	
	As of February 28, 2017	As of November 30, 2017
Net assets		
Shareholders' equity		
Capital stock	3,723	3,723
Capital surplus	3,686	3,686
Retained earnings	93,329	99,281
Treasury shares	(26)	(26)
Total shareholders' equity	100,711	106,664
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	237	272
Remeasurements of defined benefit plans	(60)	(68)
Total accumulated other comprehensive income	176	204
Non-controlling interests	2,800	2,848
Total net assets	103,688	109,717
Total liabilities and net assets	130,427	138,452

**Consolidated statements of income (cumulative) and consolidated statements of comprehensive income (cumulative)**

**Consolidated statements of income (cumulative)**

(Millions of yen)

	Nine months ended November 30, 2016	Nine months ended November 30, 2017
Net sales	126,718	130,077
Cost of sales	87,399	89,405
Gross profit	39,318	40,671
Operating revenue	8,063	8,521
Operating gross profit	47,381	49,193
Selling, general and administrative expenses	36,133	37,973
Operating income	11,248	11,219
Non-operating income		
Interest income	62	43
Dividend income	23	29
Gain on adjustment of account payable	108	94
Other	145	129
Total non-operating income	339	297
Non-operating expenses		
Interest expenses	2	0
allowance for loss on collecting gift tickets putting in	19	24
Other	6	4
Total non-operating expenses	28	29
Ordinary income	11,558	11,488
Extraordinary losses		
Loss on retirement of non-current assets	34	22
Impairment loss	–	10
Total extraordinary losses	34	32
Profit before income taxes	11,524	11,455
Income taxes - current	4,347	4,022
Income taxes - deferred	(405)	(441)
Total income taxes	3,941	3,580
Profit	7,582	7,875
Profit attributable to non-controlling interests	411	420
Profit attributable to owners of parent	7,171	7,454

**Consolidated statements of comprehensive income (cumulative)**

(Millions of yen)

	Nine months ended November 30, 2016	Nine months ended November 30, 2017
Profit	7,582	7,875
Other comprehensive income		
Valuation difference on available-for-sale securities	98	35
Remeasurements of defined benefit plans, net of tax	26	(7)
Total other comprehensive income	124	28
Comprehensive income	7,707	7,903
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	7,296	7,482
Comprehensive income attributable to non-controlling interests	411	420