

## Consolidated Financial Results for the Nine Months Ended December 31, 2017 [Japanese GAAP]

Company name: Oisix.daichi Inc.	Stock exchange listings: TSE Mothers
Securities code: 3182	URL: <a href="http://www.oisixdotdaichi.co.jp">http://www.oisixdotdaichi.co.jp</a>
Representative: Kohey Takashima, Representative Director, CEO	
Contact: Hajime Yamanaka, Corporate Officer, Administration	
Scheduled date of filing of Quarterly Report:	February 14, 2018
Scheduled date of payment of dividend:	-
Preparation of supplementary materials for financial results:	Yes
Holding of quarterly financial results meeting:	None

(All amounts are rounded down to the nearest million yen)

### 1. Consolidated Financial Results for Nine Months ended December 31, 2017 (from April 1, 2017 to December 31, 2017)

#### (1) Consolidated Operating Results

(% of change from previous year)

Nine Months ended	Net Sales		Operating Income		EBITDA		Net Income Attributable to Owners of the Parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
December 31, 2017	30,007	75.3	692	△10.7	1,282	58.2	336	△21.8
December 31, 2016	17,113	—	625	—	810	—	429	—

(Note)

Comprehensive income: 3<sup>rd</sup> Quarter of FY2017 (As of December 31, 2017) 346 million yen (△19.3%)  
 3<sup>rd</sup> Quarter of FY2016 (As of December 31, 2016) 429 million yen (— %)

Nine Months ended	Net Income per Share	Diluted Net Income per Share
	Yen	Yen
December 31, 2017	41.99	41.03
December 31, 2016	73.08	69.92

(Note)

The percentage of change from previous year in the prior period have not been disclosed as the quarterly consolidated financial statements have been prepared from the current period.

EBITDA stands for earnings before depreciation and amortisation.

#### (2) Consolidated Financial Position

Period ended	Total Assets	Net Assets	Shareholders' Equity Ratio
	Million yen	Million yen	%
December 31, 2017	16,844	9,519	56.5
March 31, 2017	15,051	9,147	60.8

(Reference)

Shareholders' equity (million yen) As of December 31, 2017 : 9,517 As of March 31, 2017 : 9,146

### 2. Dividends

Fiscal Year ended or ending	Dividend per Share				
	1Q	2Q	3Q	Year-end	Total
	Yen	Yen	Yen	Yen	Yen
March 31, 2017	—	0.00	—	0.00	0.00
March 31, 2018	—	0.00	—		
March 31, 2018 (Forecast)				0.00	0.00

(Note) Revisions to the most recently announced dividend forecast: None

### 3. Forecast for the Fiscal Year Ending March 31, 2018 (from April 1, 2017 to March 31, 2018)

(Percentages represent year-on-year changes)

	Net Sales		Operating Income		EBITDA		Net Income		Net Income per Share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
Full year	38,000	65.1	670	△11.0	1,390	39.5	390	△24.3	49.13

(Note)

Revisions to the most recently announced forecast: None

EBITDA stands for earnings before depreciation and amortisation.

#### \* Notes

(1) Changes of important subsidiaries during the period

(Changes of specific subsidiaries in accordance with changes in the scope of consolidation): None

(2) Adoption of specific accounting treatments to the preparation of consolidated quarterly financial statements: None

(3) Changes in accounting policies and accounting estimates, and restatements

1) Changes in accounting policies due to revisions in accounting standards: None

2) Changes in accounting policies other than 1) above: None

3) Changes in accounting estimates: None

4) Restatements: None

(4) Number of shares issued (common shares)

1) Number of shares issued (including treasury stock):

As of December 31, 2017	8,013,889 shares
As of March 31, 2017	7,937,989 shares

2) Number of treasury stocks:

As of December 31, 2017	681 shares
As of March 31, 2017	— shares

3) Number of average shares during the period:

Nine Months ended December 31, 2017	8,004,906 shares
Nine Months ended December 31, 2016	5,879,133 shares

\* This financial report is outside the scope of the audit.

\* Explanation of the proper use of forecast and other notes

The forward-looking statements herein are based on information available to the Company and certain assumptions deemed reasonable as of the date of publication of this document. They are not intended as the Company's commitment to achieve such forecasts, and actual results may differ significantly from these forecasts due to a wide range of factors.

## Consolidated Financial Statements

### (1) Consolidated Balance Sheet

(Thousands of yen)

	As of March 31, 2017	As of December 31, 2017
<b>Assets</b>		
Current assets		
Cash and deposits	5,247,897	5,266,074
Accounts receivable-trade	3,124,366	4,431,716
Merchandise and finished goods	699,964	967,154
Work in process	7,657	7,043
Raw materials and supplies	83,408	116,619
Accounts receivable-other	1,354,023	1,488,048
Others	288,105	310,294
Allowance for doubtful accounts	△117,580	△142,401
Total current assets	10,687,842	12,444,551
Noncurrent assets		
Property, plant and equipment	785,210	869,051
Intangible assets		
Goodwill	1,842,319	1,601,442
Others	793,230	846,674
Total intangible assets	2,635,549	2,448,117
Investments and other assets	942,568	1,083,011
Total noncurrent assets	4,363,328	4,400,180
Total assets	15,051,170	16,844,731

(Thousands of yen)

	As of March 31, 2017	As of December 31, 2017
<b>Liabilities</b>		
Current liabilities		
Accounts payable-trade	2,632,567	3,672,720
Short-term loans payable	6,012	6,012
Accounts payable-other	1,925,973	2,153,900
Income taxes payable	198,804	112,861
Provision for bonuses	69,876	—
Provision for points certificates	100,922	134,987
Provision for loss on physical store	10,125	—
Asset retirement obligations	46,819	—
Others	342,459	772,761
Total current liabilities	5,333,560	6,853,243
Noncurrent liabilities		
Long-term loans	47,308	42,799
Provision for directors' retirement benefits	2,100	3,000
Retirement benefit liabilities	18,809	24,802
Asset retirement obligations	106,172	159,180
Others	395,441	241,995
Total noncurrent liabilities	569,832	471,777
Total liabilities	5,903,392	7,325,020
<b>Net assets</b>		
Shareholders' equity		
Capital stock	929,948	943,178
Capital surplus	4,944,329	4,957,556
Retained earnings	3,272,882	3,609,018
Treasury stocks	—	△1,490
Total shareholders' equity	9,147,160	9,508,263
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	—	10,360
Foreign currency translation adjustments	△835	△1,049
Total accumulated other comprehensive income	△835	9,310
Non-controlling interests	1,453	2,137
Total net assets	9,147,778	9,519,711
Total liabilities and net assets	15,051,170	16,844,731

## (2) Consolidated Statement of Income

(Thousands of yen)

	Period ended December 31, 2016	Period ended December 31, 2017
Net sales	17,113,425	30,007,511
Cost of sales	8,778,351	15,957,049
Gross profit	8,335,073	14,050,462
Selling, general and administrative expenses	7,709,471	13,357,929
Operating income	625,602	692,533
Non-operating income		
Interest income	21	566
Dividend received	4,230	4,452
Compensation income	4,551	6,461
Income on equity method investments	3,844	—
Others	11,791	33,867
Total non-operating income	24,439	45,348
Non-operating expenses		
Interest expenses	29	498
Stock issuance cost	970	428
Foreign exchange losses	1,616	1,719
Loss on equity method investments	—	3,133
Others	92	3,907
Total non-operating expenses	2,709	9,687
Ordinary income	647,331	728,194
Extraordinary losses		
Loss on amendments of retirement benefit plan	—	92,222
Loss on impairments	—	6,300
Total extraordinary losses	—	98,523
Income before income taxes	647,331	629,671
Income taxes-current	218,399	221,182
Income taxes-deferred	△839	71,669
Total income taxes	217,560	292,851
Net income	429,771	336,820
Net income attributable to non-controlling interests	123	684
Net income attributable to owners of the parent	429,647	336,135

(3) Consolidated Statement of Comprehensive Income

(Thousands of yen)

	Period ended December 31, 2016	Period ended December 31, 2017
Net income	429,771	336,820
Other comprehensive income		
Valuation difference on available-for-sale securities	—	10,360
Foreign currency translation adjustments	203	△214
Total other comprehensive income	203	10,145
Comprehensive income	429,975	346,965
Total comprehensive income attributable to		
Owners of the parent	429,851	346,281
Non-controlling intetests	123	684