

# Kyoritsu Maintenance Co., Ltd. (Securities Code: 9616)

# First Half of Fiscal Year March 2012 Consolidated Earnings Results Update

November 2011



# Kyoritsu Maintenance Consolidated Financial Data at a Glance





(Units: Million Yen)



(Units: Million Yen)







(Units: Million Yen)

consolutated income 36   net sales 36   gross income 7   operating income 2   ordinary income 2   net income 2   Consolidated Balance Sheet 36	36,788 3 7,173 2,369 2,281 907 907	37,884 7,834 2,828 2,643 1,147	50,065 10,221 3,908 3,580 1,822	50,109 10,785 4,149 3,885 2,039	54,081 10,541 4,004 4,060 2,138	58,014 10,894 4,407 4,411 2,343	5,000 63,085 11,783 4,611 4,824 2,011	5,00 66,287 12,242 3,745 3,787 2,413	3700 75,606 14,183 4,492 4,167 2,740		- ~ ~	3/11 84,983 15,408 4,610 3,308	92,000 na 4,850 3,500	* * * * ·	43,319 8,295 3,154 2,584	42,789 8,396 2,847 2 190	43,833 9,162 3,359
ome ome		7,834 2,828 2,643 1,147	10,221 3,908 3,580 1,822	10,785 4,149 3,885 2,039	10,541 4,004 4,060 2,138	10,894 4,407 4,411 2,343	11,783 4,611 4,824 2,011					15,408 4,610 3,308			8,295 3,154 2,584	8,396 2,847 2 190	9,162 3,359
ome me d Balance Sheet		2,828 2,643 1,147	3,908 3,580 1,822	4,149 3,885 2,039	4,004 4,060 2,138	4,407 4,411 2,343	4,611 4,824 2,011					4,610 3,308		* *	3,154 2,584	2,847	3,359
come ted Balance Sheet		2,643 1,147	3,580 1,822	3,885 2,039	4,060 2,138	4,411 2,343	4,824 2,011					3,308	3,500	*	2,584	7 100	
ted Balance Sheet		1,147	1,822	2,039	2,138	2,343	2,011								•	1,170	2,564
<b>Consolidated Balance Sheet</b>								T	Т	2,100	1,254	1,052	1,430	* *	1,196	631	1,148
Consolidated Balance Sheet														÷ *			
		5 1 22			2	>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>>	2			2				• *	222		
ts			18,100	22,138	22,122	23,254	23,350						na	-	20,277	115,440	20,862
			4/,/68	49,497	33,/13	62,336	/4,681						na	1	106,278	115,483	102,210
total assets 49	49,880 6	64,327	65,867	71,647	77,865	85,620	98,047	110,507	115,738	125,7	139,209	141,314	na	*	126,674	134,037	123,164
current liabilities 19	19,731 2	28,513	27,031	31,610	29,374	31,585	44,039	37,342	44,119	41,615	41,499	50,546	na	*	43,640	50,634	35,790
fixed liabilities 16	16,977 2	22,064	23,761	23,146	29,433	33,077	28,316	46,068	44,079	55,266	67,956	60,600	na	*	53,058	53,419	56,376
total liabilities 36	36,707 5	50,577	50,792	54,755	58,806	64,663	72,355	83,411	88,199	96,882	109,455	111,147	na	*	96,698	104,053	92,166
net assets (shareholders' equity) 13		13,747	15,073	16,824	18,935	20,788	25,512	27,096	27,538	28,911	29,753	30,166	na	*	29,975	29,983	30,997
vy change														* *			
	13.3%	3.0%	32.2%	0.1%	7.9%	7.3%	8.7%	5.1%	14.1%	8.9%	2.7%	0.6%	8.3%	*	3.1%	-1.2%	2.4%
gross income	9.0%	9.2%	30.5%	5.5%	-2.3%	3.3%	8.2%	3.9%	15.9%	9.3%	-10.0%	10.4%	na	*	-3.2%	1.2%	9.1%
ome	-3.9%	19.4%	38.2%	6.1%	-3.5%	10.1%	4.6%	-18.8%	19.9%	19.1%	-24.6%	14.3%	5.2%	*	-9.2%	-9.7%	18.0%
ordinary income	3.5%	15.9%	35.4%	8.5%	4.5%	8.6%	9.4%	-21.5%	10.0%	8.2%	-33.2%	9.8%	5.8%	*	-16.9%	-15.2%	17.1%
net income	6.7%	26.5%	58.8%	11.9%	4.8%	9.6%	-14.2%	20.0%	13.6%	-22.2%	-41.2%	-16.1%	35.8%	*	-18.4%	-47.2%	81.7%
														* *			
gross margins 10	19.5%	20.7%	20.4%	21.5%	19.5%	18.8%	18.7%	18.5%	18.8%	18.8%	16.5%	18.1%	na	*	19.1%	19.6%	20.9%
gins		7.5%	7.8%	8.3%	7.4%	7.6%	7.3%	5.6%		6.5%	4.8%	5.4%	5.3%	*	7.3%	6.7%	7.7%
ordinary margins (	6.2%	7.0%	7.2%	7.8%	7.5%	7.6%	7.6%	5.7%	5.5%	5.5%	3.6%	3.9%	3.8%	*	6.0%	5.1%	5.8%
net margins	2.5%	3.0%	3.6%	4.1%	4.0%	4.0%	3.2%	3.6%	3.6%	2.6%	1.5%	1.2%	1.6%	*	2.8%	1.5%	2.6%
														*			
other benchmarks														*			
ROE	6.9%	8.3%	12.1%	12.1%	11.3%	11.3%	7.9%	8.9%	9.9%	7.4%	4.2%	3.5%	na	*	na	na	na
ROA	1.8%	1.8%	2.8%	2.8%	2.7%	2.7%	2.1%	2.2%	2.4%	1.7%	0.9%	0.7%	na	*	na	na	na
net asset ratio 26	26.4%	21.4%	22.9%	23.5%	24.3%	24.3%	26.0%	24.5%	23.8%	22.8%	21.2%	21.3%	na	*	23.5%	21.3%	25.2%
Units: million yen														*			

# First Half of Fiscal Year March 2012 Consolidated Earnings Announcement

November 9, 2011 Tokyo Stock Exchange

Company Name: Kyoritsu Maintenance Co., Ltd. Stock Code: 9616, URL: <u>http://www.kyoritsugroup.co.jp/</u> Director: Mitsutaka Sato, President Contact: Takumi Ueda, Vice President, Tel: +81-3-5295-7778 Quarterly Earnings Announcement Report Filing Date: November 14, 2011 Dividend Payment Date (Anticipated): December 5, 2011 Quarterly Earnings Presentation Document : Available Quarterly Earnings Presentation Meeting : Available (For institutional investors and analysts)

(All figures of less than one million yen are rounded down to the nearest digit) 1. First Half of Fiscal Year March 2012 Consolidated Earnings (From April 1, 2011 to September 30, 2011) (1) Consolidated Earnings (Aggregated)

(1) consonaute Lummgs (1) grogued)								
	Net Sa	les	Operating In	ncome	Ordinary 1	Income	Net Inc	ome
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
2Q-FY3/12	43,833	2.4	3,359	18.0	2,564	17.1	1,148	81.7
2Q-FY3/11	42,789	-1.2	2,847	-9.7	2,190	-15.2	631	-47.2

(Note) Comprehensive income: ¥1,106 million (46.9% yy) in 1H FY3/12, ¥753 million (--% yy) in 1H FY3/11

	EPS	Fully Diluted EPS
	Yen	Yen
2Q-FY3/12	79.92	67.64
2Q-FY3/12 2Q-FY3/11	43.97	36.75

### (2) Consolidated Financial Position

	Total Assets	Net Assets	Net Asset Ratio
	Million yen	Million yen	%
2Q-FY3/12	123,164	30,997	25.2
FY3/11	141,314	30,166	21.3

(Note) Capital: ¥30,997 million in 1H FY3/12, ¥30,164 million in FY3/11

#### 2. Dividend Conditions

			Dividends per Share		
	1Q End	2Q End	3Q End	4Q End	Total
	Yen	Yen	Yen	Yen	Yen
FY3/11	—	19.00		19.00	38.00
FY3/12		19.00			
FY3/12 (Projected)				19.00	38.00

(Note) Recent changes in dividend projections: None

#### 3. Fiscal Year March 2012 Consolidated Earnings Projection (April 1, 2011 to March 31, 2012)

	Net Sa	ales	Operating	Income	Ordinary	Income	Net Inc	come	EPS
Full Year	Million Yen 92,000		Million Yen 4,850		Million Yen 3,500		Million Yen 1,430		

(Note) Recent changes in earnings estimates: None

#### 4. Others

- (1) Important changes in our subsidiaries, including changes to the scope of our consolidation: None
- (2) Application of special accounting procedures in the preparation of our quarterly consolidated financial statements: Applicable
- (3) Changes in the accounting policies, procedures, and changes or revisions in the display of accounting estimates:
  - ① Changes accompanying revisions in accounting standards: None
  - ② Other changes: None
  - ③ Changes in accounting estimates: None
  - 4 Redisplay of revisions: None
- (4) Shares issued (Common stock)
  - ① Shares issued as of term end (including treasury stock):
  - ② Treasury stock as of term end:
  - ③ Average during the term:

1H FY3/12	15,125,582 FY3/11	15,125,582
1H FY3/12	760,938 FY3/11	760,687
1H FY3/12	14,364,739 1H FY3/11	14,365,286

• Information Regarding Quarterly Review Practices:

The practices for review of quarterly consolidated earnings statements pursuant to the "Financial Instruments and Exchange Act" of Japan have not been conducted for the disclosure of this document.

• Notes and explanations regarding the appropriate uses of our earnings projections:

All projections provided within this document are based on the most accurate information available at the time of this writing. However our actual results may differ from our projections due to various unforeseen reasons.

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#### 1. Qualitative Information about Quarterly Earnings

#### (1) Qualitative Information about Consolidated Business Performance

During the first half of the term under review, while the Japanese economy gradually began to recover from the negative impact of the Great East Japan Earthquake, electric power shortages in Japan, strengthening of the Yen and other uncertainties overseas continued to plague the Japanese economy.

Against this backdrop, the dormitory business trended favorably, and the hotel business, which had been impacted by the earthquake disaster, saw a recovery in occupancy rates at the Dormy Inn (Business hotels) to levels higher than the previous term. Furthermore high occupancy rates were also recorded in the resort hotels during both the Golden Week (early May) vacation and summer vacation season (July to September).

Consequently, sales, and operating, ordinary and net incomes rose by 2.4%, 18.0%, 17.1% and 81.7% year-over-year to 43,833, 43,359, 42,564, and 1,148 million respectively, exceeding both the previous year's earnings and initial estimates by large margins.

Our earnings results by business segment are as follows.

#### Dormitory Business

While our dormitory business was affected by earthquake disaster with cancellations from students living in the disaster affected areas, we started the term with a 95.3% occupancy rate, which marks a 2.4% point increase from the previous year. In addition, sales of new contract fees grew on the back of increases in contracts for new recruit training facilities by major corporations and large corporate contracts for foreign students. Consequently the number of resident contracts rose by 913 year-over-year to 28,702 residents at the end of September. Consequently sales and operating profit rose by 1.6% and 2.4% year-to-year to  $\frac{22,062}{3,032}$  million, respectively.

#### Hotel Business

In our hotel business, occupancy rates at our existing Dormy Inn business hotel facilities trended strongly on the back of special demand from the recovery and reconstruction efforts and other factors. Also we opened three new facilities including "Natural Hot Springs Fugaku no Yu Dormy Inn Mishima," "Natural Hot Springs Shirasagi no Yu Dormy Inn Himeji," and "Natural Hot Springs Sodeminato no Yu Dormy Inn PREMIUM Hakata Canal City Front." With regards to our resort hotels, the earthquake related disasters contributed to restraint in pleasure related travel, but our detailed marketing efforts allowed occupancy rates during the Golden Week peak travel season to improve dramatically. Consequently, sales rose by 7.0% year-over-year to \$16,971 million, and operating income rose by 71.0% year-over-year to \$1,273 million.

#### **Contracted Services Business**

In our contracted services business, which saw cancellations of large contracts in the building rental division during the previous term, capacity utilization recovered, but declines in rents prevented Kyoritsu from realizing a full scale recovery in profits. Consequently, sales rose by 6.8% from the previous year to \$5,865 million, and operating profit rose by \$61 million from the previous year to \$22 million.

#### Food Service Business

The operating environment for our food service business remained difficult with a deterioration in consumption. As a result, sales rose by 4.6% from the previous year to \$2,130 million, while operating loss contracted by \$2 million from the previous year to \$82 million.

#### **Construction Business**

In our construction business, the seasonal trend towards greater amount of development projects during the second half led to a decline in completion and delivery of construction projects during the first half from the previous year. However continuation of strict cost controls allowed operating income to rise by 679.8% year-over-year to \$76 million despite a decline in sales of 16.5% to \$2,131 million.

### Other Business

Our other business is comprised of the wellness life business (Management of senior citizen housing), the PKP business (Consigned services business provided to regional government bodies), single life support business and insurance agency business, comprehensive human resource service business, and financing services and administrative outsourcing services.

Sales of this business rose 6.4% from the previous year to \$1,935 million, but operating losses expanded by \$141 million from the previous year to \$142 million. The main factor behind the operating loss was the launch of PKP business.

(2) Qualitative Information about Consolidated Financial Position

At the end of the current term, total consolidated assets declined by \$18,149 million from the end of the previous fiscal year to \$123,164 million. The main factor behind this decrease was a fall in cash and equivalents.

Total liabilities also declined by \$18,980 million from the end of the previous term to \$92,166 million. The main factors behind this decline were falls in corporate bonds redeemable within one year and long term debt.

Net assets grew by \$830 million from the end of the previous year to \$30,997 million. The main factor behind this increase was a rise in retained earnings.

Consequently net asset ratio rose by 3.9% point from the previous fiscal year to 25.2%.

#### (Cash Flow Conditions)

During the current term, cash and equivalents declined by \$17,849 million from the end of the previous fiscal year to \$9,048 million.

We saw an increase of \$2,627 million in the net outflow from the previous year to a net outflow of \$3,492 million in our operating cash flow. Increases in net income before tax and inventories were factors influencing operating cash flow.

Net outflow in investing activities contracted by \$2,251 million from the previous term to an outflow of \$155 million yen. Purchases of tangible fixed assets offset sales of tangible fixed assets and contributed to this outflow.

We saw a  $\pm 15,254$  million rise from the previous term in the net outflow of cash in our financing activities to  $\pm 14,201$  million. Among the main factors behind this change were increases in short term debt and redemption of bonds.

(3) Qualitative Information about Consolidated Earnings Estimates

With regards to our consolidated earnings estimates, we have made no changes to our full year earnings estimates announced at the time of our fiscal year March 2011 earnings results on May 13, 2011.

2. Summary Information (Others)

(1) Changes in Important Consolidated Subsidiaries during the Quarter

There were no changes in important consolidated subsidiaries during the term under review.

(2) Implementation of Special Accounting Methods in the Creation of Quarterly Consolidated Financial Statements (Calculation of tax expense)

With regards to taxes, a rational estimate of the effective tax rate has been used to calculate the tax effect accounting for net income before taxes during the first half, and this rate has been applied in the calculation of net income before taxes.

# 3. Quarterly Consolidated Financial Statements

(1) Quarterly Consolidated Balance Sheets

		(Units: Million Yer
	FY3/11	1H FY3/12
	March 31, 2011	September 30, 2011
ssets		
Current assets		
Cash and deposits	27,855	10,00
Notes, accounts receivable	2,832	3,50
Real estate for sale	1,081	2,38
Uncompleted construction payment	235	32
Others	4,811	4,68
Doubtful account reserves	-32	
Total current assets	36,783	20,8
Fixed assets		
Tangible fixed assets		
Buildings, structures (net)	30,327	30,5
Land	24,454	24,43
Others (net)	16,504	14,14
Total tangible fixed assets	71,285	69,1
Intangible fixed assets	3,785	3,7:
Investment, other assets		
Investment securities	5,783	5,5.
Security deposits	8,948	9,13
Deposits	7,787	7,9
Others	7,007	6,8
Doubtful account reserves	-169	-16
Total investments, other assets	29,357	29,3
Total fixed assets	104,428	102,2
Deferred assets	101	
Total assets	141,314	123,1

## (1) Quarterly Consolidated Balance Sheets

		(Units: Million Yer
	FY3/11	1H FY3/12
	March 31, 2011	September 30, 2011
Liabilities		
Current liabilities		
Notes, accounts payable	2,609	2,095
Short term debt	17,945	18,403
Bond, portion redeemable within 1 year	11,640	1,480
Unpaid corporate taxes	955	1,158
Prepayments	10,975	8,246
Bonus reserves	581	535
Director bonus reserves	128	70
Completed construction guarantee reserves	12	11
Construction work loss reserves	4	-
Others	5,694	3,790
Total current liabilities	50,546	35,790
Fixed liabilities		
Bonds	7,745	7,085
Long term debt	45,701	42,181
Retirement benefit reserves	1,223	1,248
Director retirement benefit reserves	313	305
Others	5,616	5,555
Total fixed liabilities	60,600	56,376
Total liabilities	111,147	92,166
Net assets		
Shareholders' equity		
Capital	5,136	5,136
Capital surplus	5,943	5,943
Retained earnings	21,211	22,086
Treasury stock	-1,470	-1,471
Total shareholders' equity	30,820	31,694
Accumulated other comprehensive income		
Other marketable securities valuation gains	-655	-697
Total accumulated comprehensive income	-655	-697
Minority interests	1	_
Total net assets	30,166	30,997
Total liabilities, net assets	141,314	123,164

## Kyoritsu Maintenance Co., Ltd. (9616) 1stH FY Mar. 2012 Earnings Announcement

(2) Quarterly Consolidated Income Statement and Comprehensive Income Statement

Quarterly Consolidated Income Statement

Consolidated First Half

		(Units: Million Yen)
	1H FY3/11 (From April 1, 2010 to September 30, 2010)	1H FY3/12 (From April 1, 2011 to September 30, 2011)
Net sales	42,789	43,833
CGS	34,393	34,670
Gross income	8,396	9,162
SG&A	5,548	5,803
Operating income	2,847	3,359
Non-operating income		
Interest income	34	47
Dividend income	23	20
Deposit redemption income	71	46
Others	154	54
Total non-operating income	284	168
Non-operating expense		
Interest payment	699	747
Others	242	215
Total non-operating expense	941	963
Ordinary income	2,190	2,564
Extraordinary income		
Insurance policy redemption	53	—
Fixed asset liquidation	-	124
Others	19	_
Total extraordinary income	73	124
Extraordinary loss		
Impact from implementation of asset retirement obligation accounting standards	696	-
Disaster related loss	-	85
Marketable securities valuation loss	-	251
Others	110	26
Total extraordinary loss	806	363
Net income before taxes	1,457	2,325
Taxes	809	1,177
Income before minority interests income	648	1,148
Minority interests income	16	0
Net income	631	1,148

Quarterly Consolidated Comprehensive Income Statements

Consolidated First Half

		(Units: Million Yen)
	1H FY3/11 (From April 1, 2010 to September 30, 2010)	1H FY3/12 (From April 1, 2011 to September 30, 2011)
Income before minority interests income	648	1,148
Other comprehensive income		
Other marketable securities valuation gains	104	-42
Total other comprehensive income	104	-42
Quarterly comprehensive income	753	1,106
(Details)		
Comprehensive income of parent company shareholders	736	1,105
Comprehensive income of minority shareholdings	16	0

## (3) Quarterly Consolidated Cash Flow Statements

	1H FY3/11 (From April 1, 2010 to	1H FY3/12 (From April 1, 2011 to		
	September 30, 2010)	September 30, 2011)		
Cash flow from operating activities				
Net income before taxes	1,457	2,32:		
Depreciation	2,131	1,66		
Amortization of long term prepayments	149	11		
Amortization of security deposits	75	9		
Change in bonus reserves	-188	-4		
Interest, dividends received	-58	-6		
Interest paid	699	74		
Fixed asset impairment, sale loss	-8	-9		
Marketable securities valuation loss	0	25		
Change in account receivables	1,048	-67		
Change in uncollected accounts	486	52		
Change in inventories	572	-1,40		
Change in payables	-2,126	-85		
Change in prepayments received	-4,382	-3,25		
Change in unpaid consumption tax	205	-52		
Change in deposits received	-908	-62		
Change in security deposits	-85	-Ç		
Change in advance revenues	-71	-7		
Impact of implementation of asset retirement obligation accounting standard	696	-		
Others	638	11		
Subtotal	330	-1,85		
Interest, dividends received	48	4		
Interest payment	-708	-74		
Corporate, other tax returns	43			
Corporate, other tax payment	-579	-95		
Cash flow from operating activities	-864	-3,49		
ash flow from investing activities	· · · · ·			
Acquisition of marketable securities	-1.164	-13		
Sale of marketable securities	36	12		
Acquisition of tangible fixed assets	-1,509	-2,49		
Acquisition of intangible fixed assets	-128	-7		
Sale of tangible fixed assets	919	2,90		
Loans extended	-593	-11		
Loans recovered	693	20		
Deposits, security deposits payments	-1,092	-49		
Return of deposits, security deposits	261			
Redemption of insurance policy	443	4		
Others	-273	-20		
Cash flow from investing activities	-2,406	-15		

#### (3) Quarterly Consolidated Cash Flow Statements

		(Units: Million Yen)
	1H FY3/11	1H FY3/12
	(From April 1, 2010 to	(From April 1, 2011 to
	September 30, 2010)	September 30, 2011)
Cash flow from financing activities		
Short term debt change	7,075	1,230
Assumption of new long term debt	-	845
Repayment of long term debt	-4,761	-5,138
Redemption of bonds	-970	-10,820
Treasury stock acquisition	-0	-0
Dividend payment	-272	-273
Dividend payment to minority interests	-9	-0
Others	-9	-44
Cash flow from financing activities	1,052	-14,201
Net change in cash and equivalents	-2,218	-17,849
Cash and equivalents at term start	11,460	26,898
Cash and equivalents at term end	9,242	9,048

(4) Notes on Assumptions Regarding Going Concern Not applicable

#### (5) Segment Information

(Segment Information)

I. Consolidated Data for First Half of Fiscal Year March 2010 (From April 1, 2010 to September 30, 2010)

1. Reported Segment Sales and Profit, Loss Data

1			*					(	Units: Mill	ion Yen)
	Reported Segments						Others		Adjustments	Consolidated
	Dormitories	Hotels	Contracted Services	Food Service	Construction	Sub Total	(Note) 1	Total	(Note) 2	(Note) 3
Sales										
External sales	19,689	15,824	3,450	640	1,882	41,487	1,302	42,789	_	42,789
Internal sales	53	36	2,040	1,396	670	4,197	516	4,714	-4,714	_
Total	19,742	15,860	5,490	2,036	2,553	45,684	1,819	47,503	-4,714	42,789
Operating income	2,961	744	-39	-84	9	3,591	-1	3,589	-742	2,847

(Note) 1. Others is not considered as a reported business segment and is comprised of the wellness life (management of senior citizen housing), rental property brokerage and management, single life support services, insurance agency business, comprehensive human resources and administrative outsourcing services, financing services and advertising agency services.

 Adjustment for segment profit, loss of ¥742 million includes ¥56 million for inter-segment transaction eliminations, and ¥798 million in companywide expenses which cannot be allocated to specific reported segments. Companywide expenses are primarily those expenses arising from the finance and accounting, and management divisions.

3. Segment profits, losses are derived by adjusting the operating income used in the quarterly consolidated income statements.

2. Impairment accounting losses and goodwill amortization by reported segments

None

#### II. Consolidated Data for First Half Fiscal Year March 2012 (From April 1 to September, 2011) 1. Reported Segment Sales and Profit, Loss Data

									(Units: N	fillion Yen)
	Reported Segments						Others	Adjustments	Consolidated	
	Dormitories	Hotels	Contracted Services	Food Service	Construction	Sub Total	(Note) 1	Total	(Note) 2	(Note) 3
Sales										
External sales	20,006	16,931	3,640	674	832	42,084	1,748	43,833	_	43,833
Internal sales	56	40	2,225	1,456	1,299	5,077	187	5,264	-5,264	-
Total	20,062	16,971	5,865	2,130	2,131	47,161	1,935	49,097	-5,264	43,833
Operating income	3,032	1,273	22	-82	76	4,321	-142	4,178	-819	3,359

(Notes) 1. Other is not considered as a reported business segment and is comprised of the wellness life (management of senior citizen housing), Public Kyoritsu Partnership (PKP: Consigned services business provided to regional government bodies) services, single life support services, insurance agency business, comprehensive human resources and administrative outsourcing services, financing services and other related services.

2. Adjustment for segment profit, loss of ¥819 million includes ¥12 million for inter-segment transaction eliminations, and ¥807 million in companywide expenses which cannot be allocated to specific reported segments. Companywide expenses are primarily those expenses arising from the finance and accounting, and management divisions.

3. Segment profits, losses are derived by adjusting the operating income used in the quarterly consolidated income statements.

2. Impairment accounting losses and goodwill amortization by reported segments

None

(6) Notes Regarding Significant Changes in Shareholder Equity

None

(7) Important Subsequent Events

First Half Fiscal Year March 2012 (April 1 to September 30, 2011)

(Acquisition of Treasury Stock)

At the board meeting held on November 9, 2011, a resolution was passed for the purchase of treasury stocks pursuant to Corporate Law Article 165, Paragraph 3, which is applied to substitute the provision of Company Act article 156

1. Reason for purchase of treasury stock

To boost shareholder value through improvements in capital efficiency, and to enable the implementation of flexible capital strategies corresponding to changes in our business environment

2. Details of the purchase

- (1) Type of stock: Common Stock
- (2) Number of stock: 320,000 stocks (Upper limit)

(2.22% of total shares issued (except treasury stock))

(3)Total acquisition cost: ¥400 million (Upper limit)

(4) Purchase period: November 14, 2011 to January 6, 2012

(5) Method of purchase: Open market purchase at Tokyo Stock Exchange