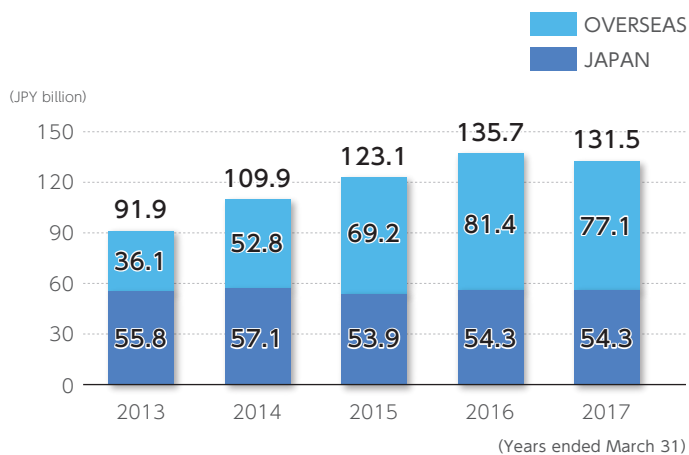
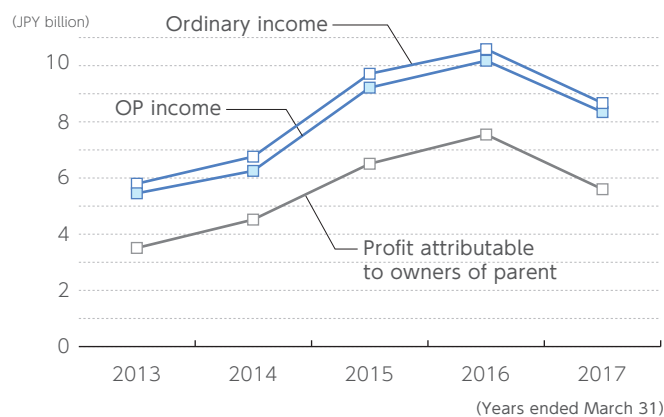


## Business Performances

### ▶ Net sales



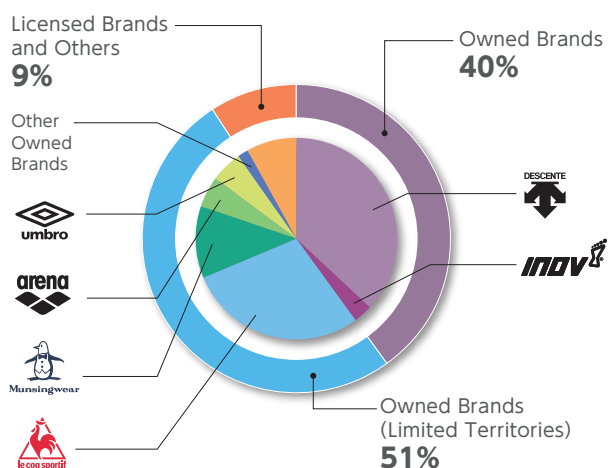
### ▶ OP income / Ordinary income / Profit attributable to owners of parent



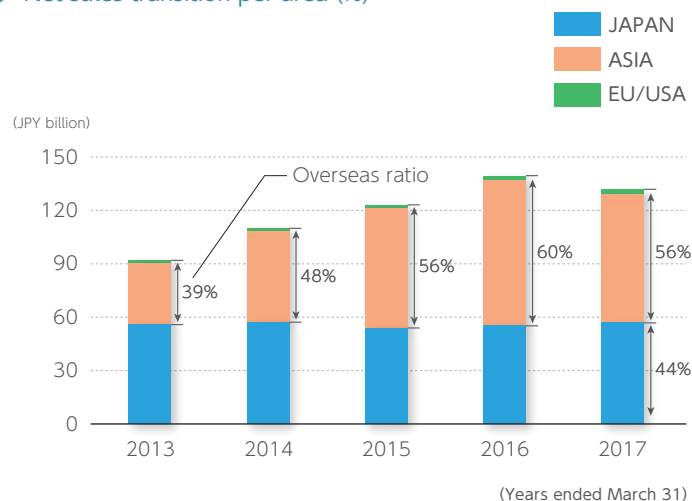
Consolidated (JPY billion)	2013	2014	2015	2016	2017
Net Sales	91.9	109.9	123.1	135.7	131.5
Operating Income	5.4	6.2	9.1	10.3	8.4
Ordinary Income	5.6	6.6	9.5	11.0	8.6
Profit attributable to owners of parent	3.5	4.4	6.5	7.8	5.6

## Sales

### ▶ Net sales by brand and ownership structure (%)



### ▶ Net sales transition per area (%)

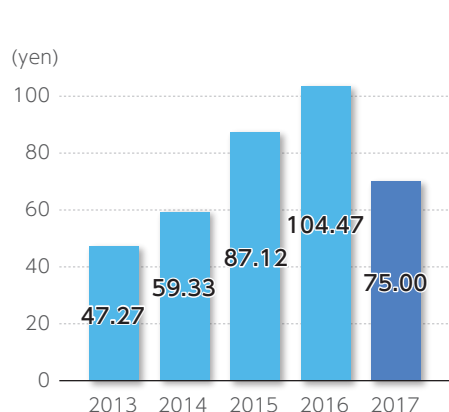


Consolidated(%)	Owned Brands	Owned Brands (Limited Territories)	Licensed Brands and Others
2013	22.9	64.6	12.5
2014	26.2	62.8	11.0
2015	30.7	60.3	9.0
2016	36.5	55.2	8.3
2017	40.1	51.3	8.5

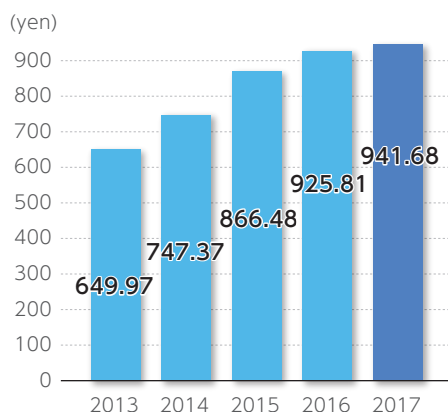
Consolidated (JPY billion)	JAPAN	ASIA	EU / USA
2013	55.8	34.4	1.5
2014	57.1	51.0	1.6
2015	53.9	67.3	1.8
2016	54.3	77.8	3.5
2017	57.3	70.5	3.6

## Stock Value Indices (Per Share)

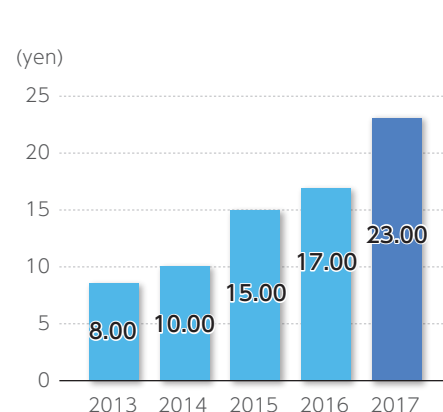
### ▶ Earnings per share (yen)



### ▶ Net assets per share (yen)



### ▶ Dividend per share (yen)

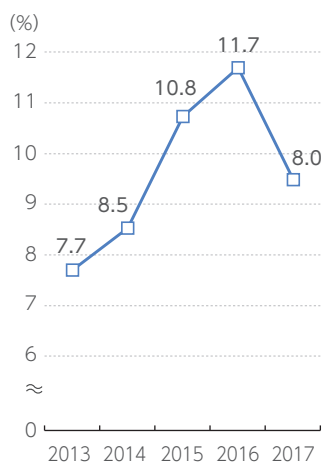


(Years ended March 31)

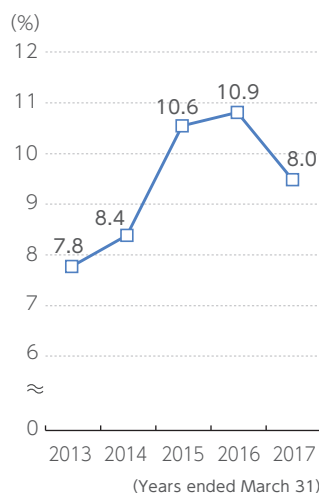
Consolidated (yen)	2013	2014	2015	2016	2017
Earnings per share	47.27	59.33	87.12	104.47	75.00
Net assets per share	649.97	747.37	866.48	925.81	941.68
Dividend per share	8.00	10.00	15.00	17.00	23.00
Dividend payout ratio(%)	16.9	16.9	17.2	16.3	30.7

## Profitability Ratios

### ▶ Return on equity (%)

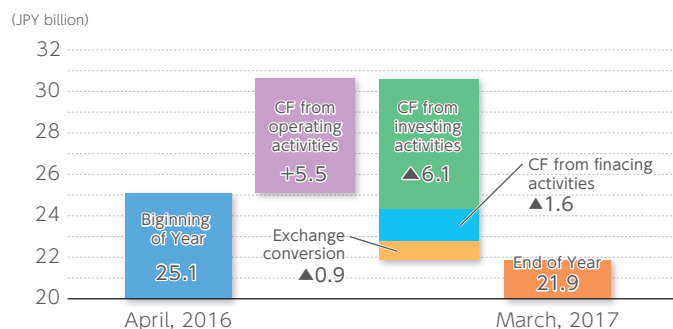


### ▶ Ratio of ordinary income to total assets (%)



(Years ended March 31)

### ▶ Cash flow (JPY billion)



Consolidated (%)	2013	2014	2015	2016	2017
Return on equity	7.7	8.5	10.8	11.7	8.0
Ratio of ordinary income To total assets	7.8	8.4	10.6	10.9	8.0

Consolidated (JPY billion)	2015.3	2016.3	2017.3
CF from operating activities	10.3	9.8	5.5
CF from investing activities	▲4.3	▲5.2	▲6.1
CF from financing activities	▲0.9	▲0.9	▲1.6
Effect of exchange rate changes on cash and cash equivalents	0.7	▲0.6	▲0.9
Cash etc at beginning of year	16.2	22.0	25.1
Cash etc at end of year	22.0	25.1	21.9

(Years ended March 31)

## Summary

Consolidated results for the fiscal year ended March 2017, show we failed to grow as we had anticipated. We were adversely affected by both an economic slump and political instability in Asia, particularly in South Korea. Exchange rate fluctuations also had an impact, and both sales and profits fell. In Japan, meanwhile, both sales and profits rose, with results exceeding plan as our structural reforms began to bear fruit. Sales rose on a local currency basis in our priority markets of South Korea and China. Meanwhile in China, we established a joint venture DESCENTE (CHINA) CO., LTD. In July last year, opening six DESCENTE brand stores there and getting off to a stronger than expected start.



DESCENTE Shop Changchun Charter Shopping Center