# Summary of Consolidated Financial Results for the First Six Months of the Fiscal Year Ending March 31, 2016 (Japanese Standards) 

All information contained in this document has been prepared in accordance with generally accepted accounting principles in Japan.
This document has been translated from the Japanese original for reference purpose only.
October 30, 2015
Company name: Duskin Co., Ltd. Shares listed: Tokyo
Code number:
Representative:
4665 (URL http://www.duskin.co.jp/corp/index.html)
Teruji Yamamura, President \& CEO
Contact: Akihisa Tsurumi, Senior Executive Director Phone: (06) 6821-5071
Scheduled date of filing quarterly report: November 13, 2015
Scheduled date of dividend payment: December 3, 2015
Preparation of supplemental explanatory materials: Yes
Holding of quarterly financial results meeting: Yes (for institutional investors and analysts)
(Amounts less than one million yen are dropped.)

1. Consolidated financial results for the period from April 1, 2015 - September 30, 2015
(1) Results of operation
(Percentages indicate the change against the same period of the previous fiscal year.)

|  | Sales |  | Operating income |  | Ordinary income |  | Net income |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | millions of yen |  | $\%$ | millions of yen | $\%$ | millions of yen | $\%$ | millions of yen |
| 6 months ended Sept. 30, 2015 | 82,530 | -1.3 | 2,681 | 44.3 | 3,432 | 21.9 | 1,962 | 33.5 |
| 6 months ended Sept. 30, 2014 | 83,631 | 0.4 | 1,858 | -57.3 | 2,815 | -47.2 | 1,469 | -52.0 |

(Note) Comprehensive income: Sept. 30, 2015: 2,657 million yen (-12.7\%) Sept. 30, 2014: 3,043 million yen (-24.2\%)

|  | Net income per share | Net income per share (fully diluted) |
| :--- | ---: | :---: |
|  | yen | yen |
| 6 months ended Sept. 30, 2015 | 33.50 | - |
| 6 months ended Sept. 30, 2014 | 23.87 | - |

(2) Financial position

|  | Total assets | Ratio of equity to <br> total assets |  |
| :--- | ---: | ---: | ---: |
|  | millions of yen | millions of yen | $\%$ |
| As of Sept. 30, 2015 | 185,763 | 146,091 | 78.1 |
| As of Mar. 31, 2015 | 198,475 | 155,196 | 77.6 |

(Reference) Shareholders' equity: Sept. 30, 2015: 145,010 million yen Mar. 31, 2015: 154,038 million yen
2. Dividends

|  | Dividends per share |  |  |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | End of 1st Q |  |  |  |  |  |  | End of 2nd Q | End of 3rd Q | Year-end | Total (Annual) |
|  |  | yen | yen | yen | yen |  |  |  |  |  |  |
| Year ended Mar. 31, 2015 | - | 20.00 | - | 20.00 | 40.00 |  |  |  |  |  |  |
| Year ending Mar. 31, 2016 | - | 20.00 |  |  |  |  |  |  |  |  |  |
| Year ending Mar. 31, 2016(Forecast) |  |  | - | 20.00 | 40.00 |  |  |  |  |  |  |

(Note) Revision of forecast for dividend recently announced: None
3. Forecast of consolidated financial results for the FY2015 (April 1, 2015 - March 31, 2016)
(Percentages indicate the change against the same period of the previous fiscal year.)

|  | Sales |  | Operating income |  | Ordinary income |  | Net income attributable to shareholders of parent |  | Net income per share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year ending Mar. 31, 2016 | millions of yen $169,000$ | $\begin{array}{r} \% \\ 0.6 \end{array}$ | millions of yen $5,300$ | $\begin{array}{r} \% \\ 4.6 \end{array}$ | millions of yen $6,800$ | $\begin{array}{r} \% \\ -4.0 \end{array}$ | millions of yen <br> 3,700 | $\begin{array}{r} \% \\ 7.5 \end{array}$ |  |

(Note) Revision of forecast for consolidated financial results recently announced: None

## *Notes

(1) Changes in significant subsidiaries during the period (Changes in specific subsidiaries resulting in an adjustment to the scope of consolidation): None
(2) Adoption of special accounting methods for preparation of quarterly consolidated financial statements: Yes
(Please refer to page 6, 2. Summary information (other information) (2) Adoption of special accounting methods for preparation of quarterly consolidated financial statements.)
(3) Changes in accounting policies and estimates, and retrospective restatements

1) Changes due to revision of accounting standards: Yes
2) Changes other than 1) above: None
3) Changes in accounting estimates: None
4) Retrospective restatements: None
(4) Number of shares issued (Common stock)

| 1)Number of shares issued at the end <br> of the period (including treasury stock) | 6 months ended <br> Sept. 30, 2015 | $63,494,823$ | Year ended <br> Mar. 31, 2015 | $63,494,823$ |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 2)Number of treasury stock at the end <br> of the period | 6 months ended <br> Sept. 30,2015 | $7,948,182$ | Year ended <br> Mar. 31, 2015 | $2,947,257$ |  |
| 3) | Average number of shares during the period | 6 months ended <br> Sept. 30, 2015 | $58,573,005$ | 6 months ended <br> Sept. 30, 2014 | $61,578,768$ |

* Implementation status of quarterly review

This summary of financial statements is exempt from the quarterly review procedure required by the Financial Instruments and Exchange Act. Review procedures for the quarterly financial statements based on the Financial Instruments and Exchange Act were being performed at the time of the announcement of this summary of financial statements.

* Explanation regarding the appropriate use of business forecasts

The financial forecast contained in this report is based on information available at the time of preparation of the report and certain assumptions considered reasonable, and thus the Company makes no warranty as to the achievability of the forecast. Readers are advised that actual results may differ significantly from the forecast.

## Contents of attachment:

1. Qualitative information ..... 2
(1) Business results ..... 2
(2) Financial position ..... 4
(3) Forecast ..... 5
2. Summary information (Other information) ..... 6
(1) Changes in significant subsidiaries during the period ..... 6
(2) Adoption of special accounting methods for preparation of consolidated quarterly financial statements ..... 6
(3) Changes in accounting policies and estimates, and retrospective restatements ..... 6
3. Consolidated financial statements ..... 7
(1) Consolidated balance sheets ..... 7
(2) Consolidated statements of income and statements of comprehensive income ..... 9
Consolidated statements of income ..... 9
Consolidated statements of comprehensive income ..... 10
(3) Notes relating to quarterly consolidated financial statements ..... 11
Notes relating to going concern assumption ..... 11
Notes on significant changes in shareholders' equity ..... 11
Segment information ..... 11

## 1. Qualitative information

## (1) Business results

In the first half of fiscal 2015 (April 1- September 30, 2015), Japan's economy recovered. Due to an improvement in the employment situation, personal spending is recovering. However, Japan's economic recovery continued to be slow. The economic outlook remains unclear due to fears of a downturn in the Chinese economy. Our business climate with increasingly diversifying consumer needs continued to be challenging because competition with other business sectors such as convenience stores is becoming more intense.

Duskin has started various initiatives in line with the Medium-term Management Policy 2015. Clean \& Care Group made a new step towards transforming our business into a hygiene management service provider through the training of Hygiene Master professionals with expertise on sanitary management. Food Group launched a new Mister Donut next generation shop concept to best reflect the different reasons for visiting the shops and the different characteristics of their locations. Food Group prepared for test marketing a new food service business, Pie Face. This is an Australian cafe chain specializing in meat pies and coffee, through a license in Japan acquired in the previous year. Food Group plans to start opening Pie Face stores in the second half of this fiscal year.

Clean \& Care Group achieved favorable results while Food Group recorded lower sales due to weak sales at Mister Donut. As a result, consolidated sales were 82,530 million yen, a $1.3 \%$ decrease from one year earlier. As for earnings, Clean \& Care Group recorded significantly higher income. As a result, consolidated operating income was 2,681 million yen, a $44.3 \%$ increase from one year earlier, consolidated ordinary income was 3,432 million yen, a $21.9 \%$ increase, and profit attributable to owners of parent was 1,962 million yen, a $33.5 \%$ increase.
(millions of yen)

|  | 6 months ended <br> September 30, 2014 | 6 months ended <br> September 30, 2015 | Increase/decrease |  |
| :--- | ---: | ---: | ---: | ---: |
| Consolidated sales | 83,631 | 82,530 | $-1,101$ | $-1.3 \%$ |
| Consolidated operating income | 1,858 | 2,681 | 822 | $44.3 \%$ |
| Consolidated ordinary income | 2,815 | 1,469 | 1,962 | 617 |
| Quarter net income attributable to <br> parent company shareholders |  |  | 492 | $21.9 \%$ |

*Starting with the first half of FY2015, Duskin adopted Revised Accounting Standard for Business Combinations (ASBJ Statement No.21, September 13, 2013) and net income is reported as profit attributable to owners of parent.

## [Results by business segment]

## 1) Clean \& Care Group

Dust control products, the core products of this segment, posted higher sales during the first quarter. However, sales of filter products were lower in the second quarter. As a result, first half sales of dust control products were about the same as in the same period of the previous year. Rent-All, which rents out daily commodities and equipment for various events, continued to perform well. Other businesses also recorded higher sales than one year earlier. As a result, sales of the Clean \& Care Group totaled 55,007 million yen, an 869 million yen (1.6\%) increase.

Operating income totaled 6,084 million yen, a $19.4 \%$ increase from one year earlier. This is mainly due to higher sales, the lower cost for Style Cleaner (a new type of electrically-powered dust cleaner placed on the floor) and expenses recorded in the previous year for the regional conventions held for our sales representatives across Japan.

| (millions of yen) |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | :---: | :---: |
|  | 6 months ended <br> September 30, 2014 | 6 months ended <br> September 30, 2015 | Increase/decrease |  |  |  |
| Sales | 54,137 | 55,007 | 869 | $1.6 \%$ |  |  |
| Operating income | 5,097 | 6,084 | 986 | $19.4 \%$ |  |  |

For residential customers, we continued to focus on further promoting a handy, easy and health-conscious cleaning method with a set of three cleaning items: the LaLa floor mop, the shushu handy mop, and the Style Cleaner. As a result, sales of Cleaning Basic Three steadily increased. However, the other floor mops and handy mops posted significantly lower sales. Total sales of dust control products for residential use were lower than one year earlier.

Looking at sales by product, mop sales, including Cleaning Basic Three, were lower and filter products and rental products of water purifiers posted lower sales. Product renewal for the popular Kitchen Sponge produced a significant sales increase over the same period of the previous year.

Among dust control products for commercial customers, we focused on the promotion of our Inside custommade indoor use mats, which are unrivaled in design and quality by our competitors. We also introduced a new service to gain more access to commercial customers. Office Drink/Snack Service offers convenient drinks and snacks for office workers. However, total sales of dust control products for commercial customers were lower than one year earlier.

Looking at sales by product, our original highly functional mats, such as custom-made indoor use mats and thin dust control and water absorption mats, posted higher sales. While sales of Basic Mat, the core product of this line were higher than one year earlier, other mat products posted lower sales.

In the technical services sector, we increased the workforce to meet the growing market needs. A new sales channel was launched in cooperation with Amazon co. jp. Orders for our technical services are now also received via Amazon Reform Store. These efforts led to an increase in customer-level sales and royalty fees. In addition, equipment and chemical sales, which were affected by the consumption tax hike during the same period of the previous year, recovered. As a result, technical services sector recorded higher sales than one year earlier.

In other businesses in the Clean \& Care Group, Rent All achieved steady sales growth due to favorable results in rental services for event-related items. Home Instead, which provides senior care services, Uniform Service and cosmetic-related businesses all recorded higher sales than one year earlier.

## 2) Food Group

With shop openings in new food businesses, sales of company owned shops increased. However, Mister Donut customer-level sales decreased, which led to a decrease in royalty fees and raw material sales to our franchisees. As a result, sales of Food Group were 22,118 million yen, an $8.6 \%$ ( 2,069 million yen) decrease from one year earlier.

While earnings increased by 108 million yen due to a reduction in promotional expenses and the reduced disposal of raw materials from the same period of the previous year, Food Group recorded a 377 million yen operating loss. (485 million yen operating loss in the same period of FY2014).


While the major convenience stores are working on donut sales, Mister Donut is focusing its $45^{\text {th }}$ anniversary year on original products that are available only at Mister Donut shops.

During the first quarter, Mister Donut released Brooklyn Merry-go-Round, a hybrid donut combining a cookie and bagel. Cotton Snow Candy with a new melty texture, which was well received and contributed to the sales increase last year, was also released this year. During the second quarter, Mister Donut continued to introduce new items: Mister Summer Donut, which is also good when chilled; a seasonal item, Chestnut Donut; and Maple Stick, maple paste wrapped in a fluffy dough. In response to our customers' requests, we brought back the reasonably-priced item Cookie Cruller. To attract the curiosity of target generations of women, we promoted a set of donuts and an original mug or plate in collaboration with Fishes Eddy, a popular houseware shop in New York City.

However, Brooklyn Merry-go-Round did not reach the level of sales of Mister Croissant Donut in the previous year. The set sales system that was introduced to replace the MISDO Card Campaign in the same period of
the previous year was not well received. The number of shops decreased due to the closures of underperforming shops. Price revision of some products affected the sales. As a result, Mister Donut recorded lower customer-level sales than one year earlier. For the set sales system that was not well received, we reviewed and changed parts of this campaign in phases from June. Due to the $45^{\text {th }}$ anniversary sales promotion, customer-level sales in September were higher than in the same period of the previous year.

We launched the NEW MISDO concept for Mister Donut shops. This concept makes the most of Mister Donut's strength in offering fresh home-made donuts while continuing to deliver new value in an enjoyable and exciting setting. The Koshien Shop was remodeled and reopened under this concept.

In other food service businesses, sales were higher than in the previous fiscal year mainly due to an increase in the number of stores for new businesses that we have been working on since the previous year. Among new concepts, Chiffon \& Spoon, a chiffon cake specialty shop, opened its second location at Cocoon City shopping mall in April. Bakery Factory, a large suburban bakery shop, increased the number of shops. Among existing businesses, Katsu and Katsu pork cutlet restaurants, popular among many generations, continued to achieve favorable results. Café Du Monde and The Don, a seafood donburi chain operated by The Don Co., Ltd, posted lower sales than one year earlier, with a smaller number of restaurants. At Hachiya Dairy Products, a consolidated subsidiary (ice cream manufacturer), orders decreased.

## 3) Other Businesses

Sales of Other Businesses were 5,404 million yen, a $1.8 \%$ increase and operating loss was 5 million yen (154 million yen operating income in the same period of FY2014).

At consolidated subsidiaries in Japan, Duskin Healthcare, which provides management services to medical facilities, recorded higher sales and lower income. Duskin Kyoeki, a leasing and insurance company, recorded lower sales and income.

| (millions of yen) |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | :---: | :---: |
|  | 6 months ended <br> September 30, 2014 | 6 months ended <br> September 30, 2015 | Increase/decrease |  |  |  |
| Sales | 5,306 | 5,404 | 97 | $\%$ |  |  |
| Operating income | 154 | -5 | -159 | $1.8 \%$ |  |  |

Among overseas consolidated subsidiaries, Duskin Hong Kong, which procures raw materials and equipment, increased its sales due to higher demand for paper towels in Japan and the weaker yen. The favorable results at Duskin Hong Kong contributed to the increase of total sales of overseas consolidated subsidiaries.

Clean \& Care Businesses posted higher customer-level sales than one year earlier in Taiwan, China and South Korea. Sales of dust control products for the residential market in Shanghai steadily increased. Mister Donut recorded higher customer-level sales from one year earlier in Taiwan, South Korea, Thailand and Malaysia, while sales decreased in the Philippines and China. On May 9, 2015 the first Mister Donut shop opened in Indonesia, our seventh overseas market.

Segment sales do not include consumption tax.
(2) Financial Position

At the end of second quarter of FY2015, total assets amounted to 185,763 million yen, a 12,712 million yen decrease compared with the end of the previous fiscal year. This is mainly due to a 6,348 million yen decrease in investment securities and a 4,024 million yen decrease in marketable securities.

Liabilities amounted to 39,671 million yen, a 3,607 million yen decrease from the end of the previous fiscal year. This is mainly due to a 1,849 million yen decrease in current liabilities-other; and a 622 million yen decrease in accounts payable-other because of declines in accrued consumption taxes and deposits.

Net assets totaled 146,091 million yen, a 9,104 million yen decrease from the end of the previous fiscal year. This is due to the purchase of treasury stock of 10,505 million yen.
(3) Forecast

The following revisions have been made to the forecast for consolidated results of operations for FY2015 (April 1, 2015 - March 31, 2016) on September 24, 2015.
(1) Revision of consolidated financial forecast for the fiscal year ending March 31, 2016 (April 1, 2015 - March 31, 2016)

(2) Revision of consolidated financial forecast for the fiscal year ending March 31, 2016 (April 1, 2015 - March 31, 2016)

|  | Sales millions of yen | Operating income millions of yen | Ordinary income millions of yen | Net income millions of yen | Net income per share yen |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Previous forecast (A) | 146,400 | 3,200 | 6,000 | 3,600 | 64.81 |
| Revised forecast (B) | 142,600 | 3,200 | 6,000 | 3,600 | 64.81 |
| Revision Change (B-A) | -3,800 | - | - | - | - |
| Rate of change (\%) | -2.6 | - | - | - | - |
| (For reference) Results of the FY 2014 | 141,580 | 3,002 | 6,167 | 3,394 | 55.42 |

## 2. Summary Information (Other information)

(1) Changes in significant subsidiaries during the period

None
(2) Adoption of special accounting methods for preparation of consolidated financial statements.

To determine tax expenses for consolidated subsidiaries, a reasonable estimate is made for the effective tax rate after the application of deferred tax accounting for net income before income taxes and minority interests for the fiscal year, including the second quarter. Tax expenses are then calculated by multiplying quarterly net income before income taxes and minority interests by this estimated effective tax rate.
(3) Changes in accounting policies, changes or modifications on financial statements
(Changes in accounting policies)
(Application of accounting standard related to business combination)
Effective from the first quarter of FY2015, the Company adopted Revised Accounting Standard for Business Combinations (ASBJ Statement No.21, September 13, 2013), Revised Accounting Standard for Consolidated Financial Statements (ASBJ Statement No.22, September 13, 2013), and Revised Accounting Standard for Business Divestitures (ASBJ Statement No.7, September 13, 2013). Accordingly, the accounting method was changed to record the difference arising from changes in equity in subsidiaries which Duskin continues to control as capital surplus, and to record business acquisition costs as expenses for the fiscal year in which they occurred. Regarding business combinations which became or will become effective on or after April 1, 2015, the accounting method was changed to reflect adjustments to the amount allocated to acquisition cost under provisional accounting treatment on the consolidated financial statements of the quarter in which the relevant business combination became or will become effective. In addition, the net income and other statements have been changed accordingly, and minority interest has been changed to non-controlling interest. To reflect these changes, the Company has revised the financial statements for the second quarter of the previous consolidated fiscal year and the previous consolidated fiscal year.

The Business Combinations Accounting Standard and other standards were applied in accordance with the transitional treatment set forth in Article 58-2 (3) of the Business Combinations Accounting Standard, Article 44-5 (3) of the Consolidation Accounting Standard and Article 57-4 (3) of the Business Divestitures Accounting Standard. The cumulative effects arising from the retroactive application of these new accounting policies to all previous fiscal years were added to or deducted from capital surplus and retained earnings as of April 1, 2015.

As a result, goodwill decreased by 39 million yen, capital surplus decreased by 6 million yen and retained earnings decreased by 32 million yen as of April 1, 2015. In addition, operating income, ordinary income and net income before taxes and minority interests for the second quarter of FY2015 increased by 8 million yen, each.
3. Consolidated financial statements
(1) Consolidated balance sheets

|  | (millions of yen) |  |
| :---: | :---: | :---: |
|  | As of March 31, 2015 | As of September 30, 2015 |
| Assets |  |  |
| Current assets |  |  |
| Cash and deposits | 20,817 | 17,215 |
| Notes and accounts receivable - trade | 10,201 | 11,571 |
| Lease investment assets | 1,549 | 1,524 |
| Securities | 21,564 | 17,540 |
| Merchandise and finished goods | 8,104 | 7,990 |
| Work in process | 158 | 139 |
| Raw materials and supplies | 1,292 | 1,398 |
| Deferred tax assets | 1,801 | 2,228 |
| Other | 2,270 | 3,105 |
| Allowance for doubtful accounts | -33 | -50 |
| Total current assets | 67,727 | 62,663 |
| Non-current assets |  |  |
| Property, plant and equipment |  |  |
| Buildings and structures | 42,495 | 44,091 |
| Accumulated depreciation | -24,641 | -25,272 |
| Buildings and structures, net | 17,853 | 18,819 |
| Machinery, equipment and vehicles | 23,577 | 23,793 |
| Accumulated depreciation | -17,053 | -17,414 |
| Machinery, equipment and vehicles, net | 6,524 | 6,378 |
| Land | 24,192 | 24,192 |
| Construction in progress | 1,067 | 505 |
| Other | 12,740 | 12,980 |
| Accumulated depreciation | -9,417 | -9,732 |
| Other, net | 3,322 | 3,248 |
| Total property, plant and equipment | 52,960 | 53,143 |
| Intangible assets |  |  |
| Goodwill | 425 | 410 |
| Other | 7,731 | 7,532 |
| Total intangible assets | 8,156 | 7,942 |
| Investments and other assets |  |  |
| Investment securities | 59,417 | 53,069 |
| Long-term loans receivable | 10 | 9 |
| Deferred tax assets | 2,383 | 1,323 |
| Guarantee deposits | 6,479 | 6,338 |
| Other | 1,532 | 1,420 |
| Allowance for doubtful accounts | -193 | -146 |
| Total investments and other assets | 69,630 | 62,014 |
| Total non-current assets | 130,748 | 123,099 |
| Total assets | 198,475 | 185,763 |


|  | As of March 31, 2015 | As of September 30, 2015 |
| :---: | :---: | :---: |
| Liabilities |  |  |
| Current liabilities |  |  |
| Notes and accounts payable - trade | 6,915 | 7,124 |
| Current portion of long-term loans payable | 30 | 7 |
| Income taxes payable | 1,392 | 916 |
| Provision for bonuses | 3,270 | 2,891 |
| Asset retirement obligations | 5 | 4 |
| Accounts payable - other | 6,957 | 6,335 |
| Guarantee deposit received for rental products-CL | 9,887 | 9,773 |
| Other | 5,567 | 3,717 |
| Total current liabilities | 34,026 | 30,769 |
| Non-current liabilities |  |  |
| Long-term loans payable | 20 | 17 |
| Net defined benefit liability | 7,839 | 7,501 |
| Asset retirement obligations | 577 | 584 |
| Long-term guarantee deposited | 732 | 723 |
| Long-term accounts payable - other | 82 | 74 |
| Other | 0 | 0 |
| Total non-current liabilities | 9,253 | 8,901 |
| Total liabilities | 43,279 | 39,671 |
| Net assets |  |  |
| Shareholders' equity |  |  |
| Capital stock | 11,352 | 11,352 |
| Capital surplus | 10,841 | 10,834 |
| Retained earnings | 131,115 | 131,834 |
| Treasury shares | -5,170 | -15,675 |
| Total shareholders' equity | 148,139 | 138,345 |
| Accumulated other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | 5,944 | 6,534 |
| Deferred gains or losses on hedges | - | -0 |
| Foreign currency translation adjustment | 32 | 73 |
| Remeasurements of defined benefit plans | -78 | 57 |
| Total accumulated other comprehensive income | 5,899 | 6,665 |
| Non-controlling interests | 1,157 | 1,080 |
| Total net assets | 155,196 | 146,091 |
| Total liabilities and net assets | 198,475 | 185,763 |

(2) Consolidated statements of income and statements of comprehensive income

Consolidated statements of income
(millions of yen)
Six months
April 1, 2014 - September 30, 2014 April 1, 2015 -September 30, 2015

| Net sales | 83,631 | 82,530 |
| :---: | :---: | :---: |
| Cost of sales | 48,982 | 47,732 |
| Gross profit | 34,649 | 34,797 |
| Selling, general and administrative expenses | 32,790 | 32,116 |
| Operating income | 1,858 | 2,681 |
| Non-operating income |  |  |
| Interest income | 479 | 317 |
| Dividend income | 131 | 140 |
| Rent income on facilities | 48 | 47 |
| Commission fee | 117 | 124 |
| Share of profit of entities accounted for using equity method | 37 | 57 |
| Gain on transfer of goodwill | 7 | - |
| Miscellaneous income | 220 | 251 |
| Total non-operating income | 1,041 | 939 |
| Non-operating expenses |  |  |
| Interest expenses | 0 | 0 |
| Compensation expenses | 28 | 23 |
| Loss on cancellation of leasehold contracts | 10 | 0 |
| Commission for purchase of treasury shares | - | 44 |
| Miscellaneous loss | 45 | 119 |
| Total non-operating expenses | 85 | 188 |
| Ordinary income | 2,815 | 3,432 |
| Extraordinary income |  |  |
| Gain on sales of non-current assets | 6 | 4 |
| Gain on sales of investment securities | 30 | - |
| Gain on bargain purchase | - | 50 |
| Other | 0 | 10 |
| Total extraordinary income | 38 | 64 |
| Extraordinary losses |  |  |
| Loss on sales of non-current assets | 1 | 4 |
| Loss on abandonment of non-current assets | 111 | 137 |
| Impairment loss | 37 | 130 |
| Loss on liquidation of subsidiaries and associates | - | 115 |
| Other | 29 | 0 |
| Total extraordinary losses | 179 | 388 |
| Income before income taxes and minority interests | 2,674 | 3,108 |
| Income taxes | 1,184 | 1,266 |
| Profit | 1,489 | 1,842 |
| Profit attributable to non-controlling interests | 19 | -119 |
| Profit attributable to owners of parent | 1,469 | 1,962 |

Six months
April 1, 2014 - September 30, 2014 April 1, 2015 - September 30, 2015

| Profit | 1,489 |
| :--- | :---: |
| Other comprehensive income | 1,842 |
| Valuation difference on available-for-sale securities | -445 |
| Deferred gains or losses on hedges | - |
| Foreign currency translation adjustment | -0 |
| Remeasurements of defined benefit plans, net of tax | 143 |
| Share of other comprehensive income of entities <br> accounted for using equity method | -0 |
| Total other comprehensive income | -34 |
| Comprehensive income | 1,553 |
| Comprehensive income attributable to | 3,043 |
| Comprehensive income attributable to owners of parent | 3,024 |
| Comprehensive income attributable to non-controlling <br> interests | 19 |

(3) Notes relating to quarterly consolidated financial statements
(Notes relating to going concern assumption)
None
(Notes on significant changes in shareholders' equity)
At the end of second quarter of FY2015, shareholders' equity was less 9,793 million yen than at the end of the previous fiscal year.

This is mainly due to a 1,962 million yen increase in retained earnings along with higher net income, a 1,210 million yen decrease in retained earnings due to a dividend payment, and a 10,505 million yen increase in treasury stock.

Following the authorization by the Board of Directors at its meeting on May 15, 2015, 3,764,000 shares of Duskin stock were repurchased at a cost of 7,539 million yen through a tender offer. In addition, 1,236,100 shares of Duskin stock were repurchased using stock market transactions at a cost of 2,964 million yen.

## (Segment information)

I Six-month period (April 1, 2014 - September 30, 2014)

1. Sales, profit/loss by business segment

| (millions of yen) |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: |
| Sales | Clean \& Care <br> Group | Food Group | Other <br> Businesses <br> (Note: 1) | Total | Adjustment <br> (Note: 2) | Consolidated <br> total <br> (Note: 3) |
| To outside customers | 54,137 | 24,187 | 5,306 | 83,631 | - |  |
| Inter-segment sales | 482 | 2 | 1,340 | 1,825 | $-1,825$ | 83,631 |
| Total | 54,619 | 24,189 | 6,647 | 85,457 | $-1,825$ | - |
| Segment income/loss | 5,097 | -485 | 154 | 4,765 | $-2,907$ | 83,631 |

(Notes) 1. "Other Businesses" are comprised of the businesses, that are not categorized in reportable business segments, including office equipment and vehicle leasing, insurance agent services, hospital management services, and overseas businesses.
2. Segment adjustments of $-2,907$ million yen include a 7 million yen elimination for inter-segment sales and transfers and $-2,915$ million yen of corporate expenses that cannot be allocated to a particular business segment.
3. Segment operating income/loss has been adjusted for consistency with operating income that is shown in the quarterly consolidated statements of income.
2. Impairment loss of non-current assets or goodwill by business segment
(Significant impairment loss on non-current assets)

## None

(Significant change on the amount of goodwill)
There were no significant events that significantly affected the amount of goodwill during the second quarter ended September 30, 2014.
The amortization of goodwill during the second quarter and the balance of goodwill at the end of second quarter are as follows:

| (millions of yen) |  |  |  |  |  |  |
| :---: | ---: | ---: | :---: | :---: | :---: | :---: |
|  | Clean \& Care <br> Group | Food Group | Other Businesses | Elimination <br> or corporate | Consolidated <br> total |  |
| Amortization - Goodwill | 55 | 44 | - | - | 99 |  |
| Balance (Note) | 276 | 245 | - | - | 521 |  |

(Note) The balance of goodwill at the end of the second quarter includes 271 million yen of goodwill in Clean \& Care Group resulting from the purchase by the Company and its subsidiaries of the business operations of several franchisees and 222 million yen of goodwill in Food Group for Hachiya Dairy Products Co., Ltd., which was acquired in May 2012.
(Significant gains on negative goodwill)
None
II Six-month period (April 1, 2015 - September 30, 2015)

1. Sales, profit/loss by business segment

| (millions of yen) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Clean \& Care Group | Food Group | Other <br> Businesses <br> (Note: 1) | Total | Adjustment <br> (Note: 2) | Consolidated total (Note: 3) |
| Sales |  |  |  |  |  |  |
| To outside customers | 55,007 | 22,118 | 5,404 | 82,530 | - | 82,530 |
| Inter-segment sales | 487 | 6 | 1,440 | 1,934 | -1,934 | - |
| Total | 55,494 | 22,124 | 6,845 | 84,464 | -1,934 | 82,530 |
| Segment income/loss | 6,084 | -377 | -5 | 5,701 | -3,020 | 2,681 |

(Notes) 1. "Other Businesses" are comprised of the businesses, that are not categorized in reportable business segments, including office equipment and vehicle leasing, insurance agent services, hospital management services, and overseas businesses.
2. Segment adjustments of $-3,020$ million yen include a 7 million yen elimination for inter-segment sales and transfers and $-3,026$ million yen of corporate expenses that cannot be allocated to a particular business segment.
3. Segment operating income/loss has been adjusted for consistency with operating income that is shown in the quarterly consolidated statements of income.
2. Impairment loss of non-current assets or goodwill by business segment
(Significant impairment loss on non-current assets)

## None

(Significant change on the amount of goodwill)
There were no significant events that significantly affected the amount of goodwill during the second quarter ended September 30, 2015.
The amortization of goodwill during the second quarter and the balance of goodwill at the end of second quarter are as follows:

|  | (millions of yen) |  |  |  |  |
| :---: | ---: | ---: | ---: | ---: | ---: |
|  | Clean \& Care <br> Group | Food Group | Other Businesses | Elimination <br> or corporate | Consolidated <br> total |
| Amortization - Goodwill | 62 | 35 | - | - | 97 |
| Balance (Note) | 284 | 125 | - | - | 410 |

(Note) Balance at the end of the second quarter includes 283 million yen of goodwill resulting from the purchase by the Company and its subsidiaries of the business operations of several franchisees at the Clean Group and 111 million yen of goodwill of Hachiya Dairy Products at the Food Group.
(Significant gains on negative goodwill)
None

