## Summary of Consolidated Financial Results for the Second Quarter of the Fiscal Year Ending March 31, 2017 <br> (Six Months Ended September 30, 2016)

[Japanese GAAP]
October 31, 2016
Company name: QUICK CO.,LTD.
Stock code: 4318
Representative: Tsutomu Wano, President
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Scheduled date of filing of Quarterly Report:
November 11, 2016
Scheduled date of payment of dividend:
December 2, 2016
Preparation of supplementary materials for quarterly financial results:
Yes
Holding of quarterly financial results meeting:
Yes
(All amounts are rounded down to the nearest million yen.)

## 1. Consolidated Financial Results for the Second Quarter of the Fiscal Year Ending March 31, 2017

 (April 1, 2016 - September 30, 2016)(1) Consolidated results of operations

| (1) Consolidated results of operations |  |  |  |  | (Percentages represent year-on-year changes.) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net sales |  | Operating income |  | Ordinary income |  | Profit attributable to owners of parent |  |
|  | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% |
| Six months ended Sep. 30, 2016 | 7,445 | 18.7 | 1,540 | 20.8 | 1,582 | 21.4 | 1,074 | 25.1 |
| Six months ended Sep. 30, 2015 | 6,274 | 8.6 | 1,275 | 12.0 | 1,303 | 8.0 | 859 | 10.3 |

Note: Comprehensive income (millions of yen) Six months ended Sep. 30, 2016: 1,111 (up 30.5\%)

$$
\text { Six months ended Sep. 30, 2015: } \quad 851 \text { (up } 8.6 \% \text { ) }
$$

|  | Net income per share | Diluted net income per share |
| :--- | ---: | ---: |
|  | Yen | Yen |
| Six months ended Sep. 30, 2016 | 57.20 | - |
| Six months ended Sep. 30, 2015 | 45.73 | - |

(2) Consolidated financial position

|  | Total assets | Net assets | Shareholders' equity ratio | Net assets per share |
| :--- | ---: | ---: | ---: | ---: |
|  | Millions of yen | Millions of yen | $\%$ | Yen |
| As of Sep. 30, 2016 | 8,314 | 5,594 | 67.3 | 297.79 |
| As of Mar. 31, 2016 | 7,331 | 4,708 | 64.2 | 250.64 |

Reference: Shareholders' equity (millions of yen) As of Sep. 30, 2016: 5,594 As of Mar. 31, 2016: 4,708
2. Dividends

|  | Dividend per share |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | 1Q-end | 2Q-end | 3Q-end | Year-end | Total |
|  | Yen | Yen | Yen | Yen | Yen |
| Fiscal year ended Mar. 31, 2016 | - | 13.00 | - | 12.00 | 25.00 |
| Fiscal year ending Mar. 31, 2017 | - | 14.00 |  |  |  |
| Fiscal year ending Mar. 31, 2017 (forecasts) |  |  | - | 13.00 | 27.00 |

Note: Revisions to the most recently announced dividend forecast: None
3. Consolidated Earnings Forecast for the Fiscal Year Ending March 31, 2017 (April 1, 2016 - March 31, 2017)
(Percentages represent year-on-year changes.)

|  | Net sales |  | Operating income |  | Ordinary income |  | Profit attributable to owners of parent |  | Net income per share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Full year | Millions of yen 13,600 | $\begin{gathered} \% \\ 8.8 \end{gathered}$ | $\begin{array}{r} \text { Millions of yen } \\ 1,770 \\ \hline \end{array}$ | $\begin{array}{r} \% \\ 4.9 \end{array}$ | Millions of yen 1,820 | $\begin{array}{r} \% \\ 4.8 \end{array}$ | Millions of yen 1,238 | \% 5.8 | $\begin{array}{r} \text { Yen } \\ 65.89 \end{array}$ |

Note: Revisions to the most recently announced consolidated forecast: None

## * Notes

(1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in changes in scope of consolidation): None
(2) Application of special accounting methods for presenting quarterly consolidated financial statements: None
(3) Changes in accounting policies and accounting-based estimates, and restatements

1) Changes in accounting policies due to revisions in accounting standards, others: Yes
2) Changes in accounting policies other than 1) above: None
3) Changes in accounting-based estimates: None
4) Restatements: None

Note: Please refer to page 4 of the attachments " 2 . Matters Related to Summary Information (Notes), (3) Changes in Accounting Policies and Accounting-based Estimates, and Restatements" for more details.
(4) Number of shares outstanding (common shares)

1) Number of shares outstanding at the end of the period (including treasury shares)

As of Sep. 30, 2016: 19,098,576 shares As of Mar. 31, 2016: 19,098,576 shares
2) Number of treasury shares at the end of the period

As of Sep. 30, 2016: $\quad 310,980$ shares As of Mar. 31, 2016: 310,980 shares
3) Average number of shares outstanding during the period

Six months ended Sep. 30, 2016: 18,787,596 shares Six months ended Sep. 30, 2015: 18,787,596 shares

* Indication of quarterly review procedure implementation status

The quarterly review procedures for the quarterly consolidated financial statements based on the Financial Instruments and Exchange Act have not been completed at the time of disclosure.

* Explanation of appropriate use of earnings forecasts, and other special items

Forecasts of future performance in these materials are based on assumptions judged to be valid and information available to the Company's management at the time the materials were prepared. These materials are not promises by the Company regarding future performance. Actual results may differ significantly from these forecasts for a number of reasons. For discussion of the assumptions and other factors considered by the Company in preparing the above projections, please refer to page 3 of the attachments " 1 . Qualitative Information on Quarterly Consolidated Financial Performance, (3) Explanation of Consolidated Forecast and Other Forward-looking Statements."

## 1. Qualitative Information on Quarterly Consolidated Financial Performance

## (1) Explanation of Results of Operations

During the first half of the fiscal year ending March 31, 2017, the Japanese economy was affected by a decline in consumer spending due to various factors including the impact of the Kumamoto earthquake in April, and the heavy rain and typhoon damage that occurred in the second quarter. In addition, the volatility in the stock market and in the exchange rate in response to the deceleration in the Chinese economy, and the decision of the United Kingdom to exit the EU, resulted in a persistent strong sense of stagnation across the economy in general.

With regard to the domestic employment situation, structural factors such as the falling birthrate and aging population are behind the declines in the labor force and the working-age population. This has given impetus to a wide range of industries to secure human resources. Reflecting these trends, the overall (seasonally adjusted) unemployment rate in August 2016 declined to $3.1 \%$, showing signs of declining further to the $2 \%$ level. As a result, all employment indices continued to improve and the effective opening-to-application ratio (seasonally adjusted) reached 1.37 times.

Under these conditions, in the Recruiting Business the handling of recruiting advertisements was favorable in the mid-career hiring domain in relation to the hiring of temporary staff and part-time workers. In the new graduate hiring domain, the handling of new recruiting ads targeting university students scheduled to graduate in March 2017 was steady. As internship programs are catching on, handling of advertisements targeting university students scheduled to graduate in March 2018 also increased. Furthermore, our dealings in personnel business contracting services (in which we act as an agent for a part of recruiting operations) increased in areas such as recruiting pamphlets and other recruitment tools (e.g. aptitude tests).

Segment sales increased $13.7 \%$ year-on-year to 1,494 million yen and operating income increased $7.0 \%$ year-on-year to 329 million yen.

In personnel placement of the Human Resources Services Business, corporate recruiting needs in construction and civil engineering, manufacturing and other sectors remained high, leading to solid performance targeting general companies. The introduction of nurses also led to favorable operating performance, given the vigorous recruiting needs of hospitals and nursing care facilities.

In these sectors and categories with high recruiting needs, competition with other companies to attract registrants continued to increase. Against this backdrop, one of the most popular additional items of new content on the "Kango-roo!" nurse-only community site proved to be "Understanding with video! Nursing technology". Similarly, we also worked to enhance the various sites we operate and to reinforce the services we offer by boosting the power of our promotions to attract new registrants. In these ways, we strove to differentiate ourselves from our competitors and to enhance customer satisfaction.

Furthermore, our businesses in temporary staffing, temporary-to-permanent staffing and business contracting, as well as in our part-time staff placement, have all continued to achieve steady performances. Moreover, the dispatch needs for care workers and other such workers in the medical and welfare sectors are growing. The same is true of staff placement in PC setup and other IT-related areas, etc. It is against this backdrop that our business operations in these areas expanded steadily.

With the employment situation improving, the number of job seekers looking for full-time employment increased. Competition also intensified in the medical and welfare sectors. These factors continued to make it more difficult to attract new registrants seeking temporary assignments, so we stepped up promotion efforts.

Segment sales increased $22.9 \%$ year-on-year to 4,611 million yen and operating income increased $17.9 \%$ year-on-year to 1,415 million yen.

In the Information Publishing Business, the performances of our town advertising operations such as housing advertising and shop advertising in mainstream lifestyle information magazines were strong. This in turn meant that
the performance in all of our issuing areas of Ishikawa, Toyama and Niigata was favorable. Our folding flyers, and door-to-door distribution businesses achieved growth. "Iezukuri Navi" a home information magazine, and concierge services such as "Cococolor iezukuri," "Cococolor tenshoku" and "Cococolor wedding" continued to perform steadily.

Under these circumstances, the Hokuriku bridal information magazine "Kekkon Sanka" was given a full makeover of the configuration of whole the magazine with the emphasis being placed on articles featuring real-life examples. These have featured topics such as the "Local town charm - Re-discovery" concept, and a "Shumatsu, Kanazawa Asobi" article themed as a guide book targeted at adult women going out, etc. We have worked hard to respond to our readers' needs for more familiar and realistic information.

Segment sales increased 9.3\% year-on-year to 861 million yen and operating income increased 985.0\% year-on-year to 5 million yen.

In other businesses, such as Internet-Related Business, we have seen a steady increase in advertising revenues for "Nihon no Jinjibu (Japan's Human Resources Department)," an information portal site pertaining to personnel and labor. Strong sales promotion needs centering on recruitment of companies in the personal service sectors drove the revenue growth.

In this environment, we issued "Nihon no Jinjibu White Paper 2016" which is a summary of the actual situation of human resources at 4,036 companies across the country. We also newly opened our "Nihon no Jinjibu HR Academy," a learning site for professionals in HR divisions of business corporations and our "Nihon no Jinjibu HR School," a learning site for professionals in the HR services industry. In this way, we strive to support the formation of mutual support networks among the members of "Nihon no Jinjibu"," and also to further promote the "Nihon no Jinjibu" brand.

In Overseas Business, the performance of QUICK USA, Inc., has improved significantly. In addition to the improvement in the employment situation due to the gradual expansion of the US economy it has become increasingly difficult for foreigners to obtain working visas. Against this background, the personnel placement and temporary staffing operations of the Los Angeles office, and the personnel placement business of the New York office have progressed smoothly. Consequently, this segment posted strong results.

Shanghai Quick CO., LTD. expanded its recruitment consulting business as client companies continued to add staff even as China's economy continued decelerate. In the mainstay personnel and labor consulting operations, the company shifted focus to capturing large-scale projects, including the development of personnel evaluation systems. Efforts were also made with follow-up services designed to secure the loyalty of its existing customers. As a result, business results are improving gradually at the Shanghai Quick CO., LTD.

Segment sales increased $13.7 \%$ year-on-year to 479 million yen and operating income increased $112.0 \%$ year-on-year to 67 million yen.

As a result of the above-mentioned factors, for the first half of the fiscal year ending March 31, 2017, net sales increased $18.7 \%$ year-on-year to 7,445 million yen, operating income increased $20.8 \%$ year-on-year to 1,540 million yen, ordinary income increased $21.4 \%$ year-on-year to 1,582 million yen, and profit attributable to owners of parent increased $25.1 \%$ year-on-year to 1,074 million yen.

## (2) Explanation of Financial Position

1) Assets, liabilities and net assets

Total assets at the end of the second quarter of the fiscal year under review were 8,314 million yen, which was 982 million yen more than at the end of the previous fiscal year. This was mainly the result of an increase in cash and deposits despite a decrease in notes and accounts receivable-trade.

Total liabilities were 2,719 million yen, which was 97 million yen more than at the end of the previous fiscal year.

This was mainly the result of increases in income taxes payable, provision for bonuses and accrued expenses despite a decrease in accounts payable-trade.

Total net assets were 5,594 million yen, which was 885 million yen more than at the end of the previous fiscal year. This was mainly the result of an increase in retained earnings due to the booking of profit attributable to owners of parent. Consequently, the shareholders' equity ratio increased 3.1 percentage points from the end of the previous fiscal year to $67.3 \%$.

## 2) Cash flows

Cash and cash equivalents (hereinafter referred to as "net cash") increased 1,138 million yen from the end of the previous fiscal year to 4,539 million yen at the end of the second quarter of the current fiscal year. Outflows included income taxes paid and cash dividends paid, while inflows included profit before income taxes. Cash flows by category were as follows.

## Cash flows from operating activities

Net cash provided by operating activities totaled 1,490 million yen. Negative factors include income taxes paid of 315 million yen and a decrease of 309 million yen in notes and accounts payable-trade. Positive factors include profit before income taxes of 1,582 million yen.

Cash flows from investing activities
Net cash used in investing activities totaled 112 million yen. Negative factors include purchase of investment securities of 60 million yen and purchase of non-current assets of 52 million yen.

## Cash flows from financing activities

Net cash used in financing activities totaled 232 million yen. Negative factors include cash dividends paid of 225 million yen.

## (3) Explanation of Consolidated Forecast and Other Forward-looking Statements

At this point, there are no revisions to the full-year consolidated earnings forecast for the fiscal year ending March 31, 2017 that was announced in the "Summary of Consolidated Financial Results for the Fiscal Year Ended March 31, 2016 (Japanese GAAP)" on April 28, 2016.

An announcement will be made promptly if the review of impact on the Group's business performance requires a revision to these forecasts.

## 2. Matters Related to Summary Information (Notes)

(1) Changes in Significant Subsidiaries during the Period

Not applicable.

## (2) Application of Special Accounting Methods for Presenting Quarterly Consolidated Financial Statements

Not applicable.

## (3) Changes in Accounting Policies and Accounting-based Estimates, and Restatements

Changes in Accounting Policies
Application of Practical Solution on a Change in Depreciation Method due to Tax Reform 2016
Following the revision of Corporation Tax Act, the Company has applied the "Practical Solution on a Change in Depreciation Method due to Tax Reform 2016" (Accounting Standards Board of Japan (ASBJ) Practical Issues Task Force (PITF) No. 32, June 17, 2016) from the first quarter of the current fiscal year, and changed the depreciation method for facilities attached to buildings and structures acquired on or after April 1, 2016, from the declining-balance method to the straight-line method.

The effect of this change on the operating income, ordinary income and profit before income taxes in the first half is insignificant.

## (4) Additional Information

Application of Implementation Guidance on Recoverability of Deferred Tax Assets
The Company has applied the "Implementation Guidance on Recoverability of Deferred Tax Assets" (ASBJ Guidance No. 26, March 28, 2016) from the first quarter of the current fiscal year.

## 3. Quarterly Consolidated Financial Statements

(1) Quarterly Consolidated Balance Sheet

|  | (Thousands of yen) |  |
| :---: | :---: | :---: |
|  | FY3/16 (As of Mar. 31, 2016) | Second quarter of FY3/17 <br> (As of Sep. 30, 2016) |
| Assets |  |  |
| Current assets |  |  |
| Cash and deposits | 3,430,787 | 4,569,286 |
| Notes and accounts receivable-trade | 1,625,089 | 1,367,418 |
| Deferred tax assets | 139,289 | 178,482 |
| Other | 301,898 | 241,870 |
| Allowance for doubtful accounts | $(8,592)$ | $(9,871)$ |
| Total current assets | 5,488,472 | 6,347,185 |
| Non-current assets |  |  |
| Property, plant and equipment |  |  |
| Buildings and structures, net | 388,876 | 372,528 |
| Vehicles, net | 1,003 | 2,732 |
| Tools, furniture and fixtures, net | 50,215 | 43,148 |
| Land | 276,869 | 276,869 |
| Leased assets, net | 11,600 | 9,758 |
| Total property, plant and equipment | 728,565 | 705,036 |
| Intangible assets |  |  |
| Leased assets | 27,078 | 21,796 |
| Other | 158,711 | 172,646 |
| Total intangible assets | 185,789 | 194,443 |
| Investments and other assets |  |  |
| Investment securities | 528,812 | 663,509 |
| Lease deposits | 362,695 | 361,241 |
| Deferred tax assets | 920 | 1,881 |
| Other | 40,309 | 44,977 |
| Allowance for doubtful accounts | $(4,193)$ | $(3,961)$ |
| Total investments and other assets | 928,544 | 1,067,648 |
| Total non-current assets | 1,842,899 | 1,967,128 |
| Total assets | 7,331,371 | 8,314,313 |


|  | (Thousands of yen) |  |
| :---: | :---: | :---: |
|  | $\begin{gathered} \text { FY3/16 } \\ \text { (As of Mar. 31, 2016) } \\ \hline \end{gathered}$ | Second quarter of FY3/17 <br> (As of Sep. 30, 2016) |
| Liabilities |  |  |
| Current liabilities |  |  |
| Accounts payable-trade | 604,301 | 228,652 |
| Short-term loans payable | 191,402 | 191,402 |
| Accounts payable-other | 528,016 | 498,852 |
| Accrued expenses | 309,649 | 345,059 |
| Income taxes payable | 311,459 | 567,142 |
| Provision for bonuses | 242,456 | 348,937 |
| Provision for repayment | 15,600 | 19,900 |
| Other | 268,264 | 354,714 |
| Total current liabilities | 2,471,149 | 2,554,662 |
| Non-current liabilities |  |  |
| Deferred tax liabilities | 89,829 | 111,053 |
| Asset retirement obligations | 34,821 | 35,157 |
| Other | 26,718 | 18,743 |
| Total non-current liabilities | 151,368 | 164,954 |
| Total liabilities | 2,622,518 | 2,719,616 |
| Net assets |  |  |
| Shareholders' equity |  |  |
| Capital stock | 351,317 | 351,317 |
| Capital surplus | 307,998 | 307,998 |
| Retained earnings | 3,825,954 | 4,675,096 |
| Treasury shares | $(18,975)$ | $(18,975)$ |
| Total shareholders' equity | 4,466,294 | 5,315,436 |
| Accumulated other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | 231,507 | 284,404 |
| Foreign currency translation adjustment | 11,051 | $(5,144)$ |
| Total accumulated other comprehensive income | 242,558 | 279,260 |
| Total net assets | 4,708,853 | 5,594,696 |
| Total liabilities and net assets | 7,331,371 | 8,314,313 |

(2) Quarterly Consolidated Statements of Income and Comprehensive Income

## Quarterly Consolidated Statement of Income

## (For the Six-month Period)

|  | (Thousands of yen) |  |
| :---: | :---: | :---: |
|  | First six months of FY3/16 (Apr. 1, 2015 - Sep. 30, 2015) | First six months of FY3/17 <br> (Apr. 1, 2016 - Sep. 30, 2016) |
| Net sales | 6,274,848 | 7,445,831 |
| Cost of sales | 2,283,925 | 2,621,956 |
| Gross profit | 3,990,922 | 4,823,875 |
| Selling, general and administrative expenses | 2,715,306 | 3,283,397 |
| Operating income | 1,275,615 | 1,540,477 |
| Non-operating income |  |  |
| Interest income | 277 | 46 |
| Dividend income | 6,955 | 7,348 |
| Sale cooperation fee | 12,810 | 21,400 |
| Book sales commission | 5,827 | 6,137 |
| Other | 4,642 | 8,767 |
| Total non-operating income | 30,512 | 43,700 |
| Non-operating expenses |  |  |
| Interest expenses | 1,575 | 1,395 |
| Foreign exchange losses | 534 | - |
| Other | 33 | 54 |
| Total non-operating expenses | 2,142 | 1,450 |
| Ordinary income | 1,303,985 | 1,582,727 |
| Extraordinary losses |  |  |
| Loss on sales of non-current assets | - | 528 |
| Total extraordinary losses | - | 528 |
| Profit before income taxes | 1,303,985 | 1,582,199 |
| Income taxes-current | 407,977 | 549,420 |
| Income taxes-deferred | 39,287 | $(41,814)$ |
| Total income taxes | 447,265 | 507,606 |
| Profit | 856,720 | 1,074,592 |
| Loss attributable to non-controlling interests | $(2,398)$ | - |
| Profit attributable to owners of parent | 859,119 | 1,074,592 |

## Quarterly Consolidated Statement of Comprehensive Income

(For the Six-month Period)

|  | (Thousands of yen) |  |
| :---: | :---: | :---: |
|  | First six months of FY3/16 (Apr. 1, 2015 - Sep. 30, 2015) | First six months of FY3/17 (Apr. 1, 2016 - Sep. 30, 2016) |
| Profit | 856,720 | 1,074,592 |
| Other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | $(7,020)$ | 52,897 |
| Foreign currency translation adjustment | 1,585 | $(16,195)$ |
| Total other comprehensive income | $(5,435)$ | 36,701 |
| Comprehensive income | 851,284 | 1,111,294 |
| Comprehensive income attributable to |  |  |
| Comprehensive income attributable to owners of parent | 853,662 | 1,111,294 |
| Comprehensive income attributable to non-controlling interests | $(2,377)$ |  |

## (3) Quarterly Consolidated Statement of Cash Flows

|  | (Thousands of yen) |  |
| :---: | :---: | :---: |
|  | First six months of FY3/16 (Apr. 1, 2015 - Sep. 30, 2015) | First six months of FY3/17 (Apr. 1, 2016 - Sep. 30, 2016) |
| Cash flows from operating activities |  |  |
| Profit before income taxes | 1,303,985 | 1,582,199 |
| Depreciation | 45,824 | 60,293 |
| Increase (decrease) in allowance for doubtful accounts | (306) | 1,046 |
| Increase (decrease) in provision for bonuses | $(94,101)$ | 106,481 |
| Increase (decrease) in provision for directors' bonuses | $(30,700)$ | - |
| Increase (decrease) in provision for repayment | 2,900 | 4,300 |
| Interest and dividend income | $(7,232)$ | $(7,395)$ |
| Interest expenses | 1,575 | 1,395 |
| Loss (gain) on sales of non-current assets | - | 528 |
| Decrease (increase) in notes and accounts receivable-trade | 331,991 | 257,374 |
| Increase (decrease) in notes and accounts payable-trade | $(344,220)$ | $(309,036)$ |
| Increase (decrease) in accrued consumption taxes | $(162,769)$ | 70,973 |
| Other, net | $(66,976)$ | 32,186 |
| Subtotal | 979,971 | 1,800,347 |
| Interest and dividend income received | 7,232 | 7,396 |
| Interest expenses paid | $(1,573)$ | $(1,404)$ |
| Income taxes paid | $(356,081)$ | $(315,926)$ |
| Net cash provided by (used in) operating activities | 629,548 | 1,490,413 |
| Cash flows from investing activities |  |  |
| Purchase of property, plant and equipment | $(5,722)$ | $(6,761)$ |
| Proceeds from sales of property, plant and equipment | - | 337 |
| Purchase of intangible assets | $(56,698)$ | $(45,519)$ |
| Purchase of investment securities | $(2,613)$ | $(60,639)$ |
| Net cash provided by (used in) investing activities | $(65,034)$ | $(112,584)$ |
| Cash flows from financing activities |  |  |
| Net increase (decrease) in short-term loans payable | (700) | - |
| Repayments of long-term loans payable | $(9,996)$ | - |
| Repayments of lease obligations | $(8,285)$ | $(7,343)$ |
| Cash dividends paid | $(168,797)$ | $(225,204)$ |
| Payments from changes in ownership interests in subsidiaries that do not result in change in scope of consolidation | $(11,741)$ | - |
| Net cash provided by (used in) financing activities | $(199,520)$ | $(232,547)$ |
| Effect of exchange rate change on cash and cash equivalents | 1,094 | $(6,782)$ |
| Net increase (decrease) in cash and cash equivalents | 366,087 | 1,138,498 |
| Cash and cash equivalents at beginning of period | 3,121,376 | 3,400,787 |
| Cash and cash equivalents at end of period | 3,487,464 | 4,539,286 |

## (4) Notes to Quarterly Consolidated Financial Statements

## Going-concern Assumption

Not applicable.

## Significant Changes in Shareholders' Equity

Not applicable.

## Segment and Other Information

## Segment Information

I. First six months of FY3/16 (Apr. 1, 2015 - Sep. 30, 2015)

1. Information pertaining to net sales and profit/loss in reportable segments

|  | Reportable Segment |  |  |  |  |  | (Th | ds of y |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Other (Note 1) | Total | Adjustment (Note 2) | Amount in the <br> quarterly <br> consolidated <br> statement of <br> income <br> (Note 3) |
|  | Recruiting Business | Human Resources Services Business | Information Publishing Business | Subtotal |  |  |  |  |
| Net sales |  |  |  |  |  |  |  |  |
| Sales to external customers | 1,313,635 | 3,751,987 | 787,586 | 5,853,209 | 421,639 | 6,274,848 | - | 6,274,848 |
| Inter-segment sales and transfers | 383 | - | 5,130 | 5,514 | 40,712 | 46,227 | $(46,227)$ |  |
| Total | 1,314,019 | 3,751,987 | 792,717 | 5,858,724 | 462,351 | 6,321,075 | $(46,227)$ | 6,274,848 |
| Segment profit | 307,870 | 1,200,312 | 513 | 1,508,697 | 32,029 | 1,540,726 | $(265,110)$ | 1,275,615 |

Notes: 1. "Other" represents the businesses which are not included in any of the reportable segments and mainly consist of Internet-Related Business and Overseas Business.
2. The $(265,110)$ thousand yen adjustment to segment profit includes elimination for inter-segment transactions of 62,549 thousand yen, and $(327,659)$ thousand yen in company-wide costs that cannot be allocated to any specific reportable segments. Company-wide costs consist primarily of expenses related to the administration division, including general affairs and accounting at the Company.
3. Segment profit is adjusted with operating income shown on the quarterly consolidated statement of income.
2. Information pertaining to impairment losses of non-current assets, goodwill, etc. in reportable segments

Not applicable.
II. First six months of FY3/17 (Apr. 1, 2016 - Sep. 30, 2016)

1. Information pertaining to net sales and profit/loss in reportable segments

|  | Reportable Segment |  |  |  | Other (Note 1) | Total | (Thousands of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  | Amount in the |
|  | Recruiting Business | Human <br> Resources <br> Services <br> Business | Information Publishing Business | Subtotal |  |  | Adjustment <br> (Note 2) | quarterly consolidated statement of income (Note 3) |
| Net sales |  |  |  |  |  |  |  |  |  |
| Sales to external customers | 1,494,001 | 4,611,421 | 861,049 | 6,966,472 | 479,359 | 7,445,831 | - | 7,445,831 |
| Inter-segment sales and transfers | 1,887 | 1,910 | 3,547 | 7,344 | 35,660 | 43,004 | $(43,004)$ |  |
| Total | 1,495,888 | 4,613,331 | 864,596 | 6,973,816 | 515,020 | 7,488,836 | $(43,004)$ | 7,445,831 |
| Segment profit | 329,502 | 1,415,132 | 5,572 | 1,750,207 | 67,912 | 1,818,120 | $(277,642)$ | 1,540,477 |

Notes: 1. "Other" represents the businesses which are not included in any of the reportable segments and mainly consist of Internet-Related Business and Overseas Business.
2. The $(277,642)$ thousand yen adjustment to segment profit includes elimination for inter-segment transactions of 63,072 thousand yen, and $(340,715)$ thousand yen in company-wide costs that cannot be allocated to any specific reportable segments. Company-wide costs consist primarily of expenses related to the administration division, including general affairs and accounting at the Company.
3. Segment profit is adjusted with operating income shown on the quarterly consolidated statement of income.
2. Information pertaining to impairment losses of non-current assets, goodwill, etc. in reportable segments

Not applicable.

This summary report is solely a translation of "Kessan Tanshin" (in Japanese, including attachments), which has been prepared in accordance with accounting principles and practices generally accepted in Japan, for the convenience of readers who prefer an English translation.

