# Summary of Consolidated Financial Results for the Third Quarter of the Fiscal Year Ending March 31, 2017 <br> (Nine Months Ended December 31, 2016) 

[Japanese GAAP]
January 31, 2017
Company name: QUICK CO.,LTD.
Stock code: 4318
Representative: Tsutomu Wano, President
Contact: Yasuhiko Hirata, Director, Executive Officer, General Manager of Administration and Accounting Division Tel: +81-6-6366-0919
Scheduled date of filing of Quarterly Report:
February 10, 2017
Scheduled date of payment of dividend:
Preparation of supplementary materials for quarterly financial results:
None
Holding of quarterly financial results meeting:
None
(All amounts are rounded down to the nearest million yen.)

## 1. Consolidated Financial Results for the Third Quarter of the Fiscal Year Ending March 31, 2017 (April 1, 2016 - December 31, 2016)

(1) Consolidated results of operations

| (1) Consolidated results of operations |
| :--- |
| \begin{tabular}{\|l|l|r|r|r|r|r|r|r|}
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\end{tabular} |

Note: Comprehensive income (millions of yen) Nine months ended Dec. 31, 2016: 1,267 (up 42.4\%) Nine months ended Dec. 31, 2015: 889 (down 10.7\%)

|  | Net income per share | Diluted net income per share |
| :--- | ---: | ---: |
|  | Yen | Yen |
| Nine months ended Dec. 31, 2016 | 63.05 | - |
| Nine months ended Dec. 31, 2015 | 47.74 | - |

(2) Consolidated financial position

|  | Total assets | Net assets | Shareholders' equity ratio | Net assets per share |
| :--- | ---: | ---: | ---: | ---: |
|  | Millions of yen | Millions of yen | $\%$ | Yen |
| As of Dec. 31, 2016 | 8,064 | 5,487 | 68.0 | 292.09 |
| As of Mar. 31, 2016 | 7,331 | 4,708 | 64.2 | 250.64 |

Reference: Shareholders' equity (millions of yen) As of Dec. 31, 2016: 5,487 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) |  |  |  |  | 16.00 |

Note: Revisions to the most recently announced dividend forecast: Yes
Regarding revisions to the dividend forecast, please refer to the press release (Japanese version only) that was announced today (January 31, 2017).
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 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% | Yen |
| Full year | 14,350 | 14.8 | 1,980 | 17.3 | 2,050 | 18.0 | 1,393 | 19.0 | 74.14 |

Note: Revisions to the most recently announced consolidated forecast: Yes
Regarding revisions to the consolidated forecast, please refer to the press release (Japanese version only) that was announced today (January 31, 2017).

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

Nine months ended Dec. 31, 2016: 18,787,596 shares Nine months ended Dec. 31, 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 nine months of the fiscal year ending March 31, 2017, the Japanese economy at the start was affected by various factors including the deceleration of the Chinese economy, and volatility in the stock and foreign exchange markets caused by Britain's decision to exit the EU. In addition, the after effects of Kumamoto earthquake, multiple typhoons and lingering summer heat slowed consumer spending. This led to a persistent strong sense of stagnation across the economy in general. Signs of a pickup in exports and production started to surface after autumn as concerns over the strong yen eased and the economy started to recover gradually. However, uncertainties over the policies of the new U. S. administration continue to cloud the future.

With regard to the domestic employment situation, major corporations continue to feel labor shortages due to structural factors such as declining labor force and the working-age population caused by the falling birthrate and aging population. This has given impetus to a wide range of industries to secure human resources. Consequently, the openings-to-applicants ratio rose to a seasonally adjusted 1.41 times in November 2016. The overall unemployment rate hovered at $3.1 \%$ (seasonally adjusted), showing signs of declining further to the $2 \%$ level. As a result, all employment indices continued to improve.

Under these conditions, in the Recruiting Business the handling of recruiting advertisements continued to perform well in the mid-year hiring domain in relation to the registration of temporary staff and the hiring of part-time workers. In the new graduate hiring domain, the handling of products targeting university students scheduled to graduate in March 2017 were strong. Advertisements and products planned for internship programs targeting university students scheduled to graduate in March 2018 (get underway after summer) also increased. Furthermore, provisions of personnel business contracting services (in which we act as an agent for a part of recruiting operations) and aptitude tests expanded.

Segment sales increased $14.3 \%$ year-on-year to 2,326 million yen and operating income increased $6.8 \%$ year-on-year to 540 million yen.

In personnel placement of the Human Resources Services Business, corporate recruiting needs in construction and civil engineering, and manufacturing sectors remained high, leading to continued solid performance in personnel placement 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 job categories with high recruiting needs, competition with other companies to attract registrants continued to increase. Against this backdrop, we opened "E\&M JOBS," a career change site for engineers and 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.

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 $22.4 \%$ year-on-year to 6,220 million yen and operating income increased $23.4 \%$ year-on-year to 1,353 million yen.

In the Information Publishing Business, the handling of housing advertising and town advertising of restaurants and shops for attracting customers in the mainstream lifestyle information magazines were strong. Business performance in all issuing areas of Ishikawa, Toyama and Niigata improved. Moreover, "Iezukuri Navi" a home information
magazine continued to perform steadily. In services other than advertising, door-to-door distribution businesses using folding flyers achieved growth. In addition, "Cococolor iezukuri" and other concierge services continued to perform well.

Segment sales increased $9.9 \%$ year-on-year to 1,336 million yen and operating income increased $126.0 \%$ year-on-year to 57 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 personnel service sectors and an increase in the exhibition fees at "HR Conferences" drove the revenue growth. The number of visitors to "HR Conference 2016 Autumn" held in November attracted a record 10,867 visitors and the many events including more than 130 lecture meetings and workshops were fully booked, making the conference a resounding success following the highly successful "HR Conference 2016 Spring" held in May.

In Overseas Business, the performance of QUICK USA, Inc. showed signs of improvement. 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 business progressed smoothly in the Los Angeles office and the New York office. In the temporary staffing services, there were stronger needs for event staff and presidential election-related operations.

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 continued to focus on 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.

Segment sales increased $13.6 \%$ year-on-year to 761 million yen and operating income increased $76.9 \%$ year-on-year to 146 million yen.

As a result of the above-mentioned factors, for the first nine months of the fiscal year ending March 31, 2017, net sales increased $18.2 \%$ year-on-year to 10,645 million yen, operating income increased $26.8 \%$ year-on-year to 1,688 million yen, ordinary income increased $27.8 \%$ year-on-year to 1,752 million yen, and profit attributable to owners of parent increased $32.1 \%$ year-on-year to 1,184 million yen.

## (2) Explanation of Financial Position

Total assets at the end of the third quarter of the fiscal year under review were 8,064 million yen, which was 733 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 2,577 million yen, which was 45 million yen less than at the end of the previous fiscal year. This was mainly the result of a decrease in accounts payable-trade despite increases in accrued expenses and accounts payable-other.

Total net assets were 5,487 million yen, which was 778 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 3.8 percentage points from the end of the previous fiscal year to $68.0 \%$.

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

The Company has reviewed the results of operations for the first nine months of the current fiscal year the future outlook, and revised its 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.

Please refer to the press release titled "Revision to Earnings Forecast and Year-end Dividend Forecast (Dividend Increase) for the Fiscal Year Ending March 31, 2017 (Japanese version only)" that was announced today (January 31, 2017) for more details.

## 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 nine months 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) | Third quarter of FY3/17 <br> (As of Dec. 31, 2016) |
| Assets |  |  |
| Current assets |  |  |
| Cash and deposits | 3,430,787 | 4,522,257 |
| Notes and accounts receivable-trade | 1,625,089 | 1,070,595 |
| Deferred tax assets | 139,289 | 134,992 |
| Other | 301,898 | 282,357 |
| Allowance for doubtful accounts | $(8,592)$ | $(9,324)$ |
| Total current assets | 5,488,472 | 6,000,877 |
| Non-current assets |  |  |
| Property, plant and equipment |  |  |
| Buildings and structures, net | 388,876 | 371,017 |
| Vehicles, net | 1,003 | 2,535 |
| Tools, furniture and fixtures, net | 50,215 | 46,014 |
| Land | 276,869 | 276,869 |
| Leased assets, net | 11,600 | 8,836 |
| Total property, plant and equipment | 728,565 | 705,274 |
| Intangible assets |  |  |
| Leased assets | 27,078 | 19,155 |
| Other | 158,711 | 184,573 |
| Total intangible assets | 185,789 | 203,728 |
| Investments and other assets |  |  |
| Investment securities | 528,812 | 733,188 |
| Lease deposits | 362,695 | 377,200 |
| Deferred tax assets | 920 | 2,721 |
| Other | 40,309 | 45,400 |
| Allowance for doubtful accounts | $(4,193)$ | $(3,580)$ |
| Total investments and other assets | 928,544 | 1,154,930 |
| Total non-current assets | 1,842,899 | 2,063,932 |
| Total assets | 7,331,371 | 8,064,810 |


|  | (Thousands of yen) |  |
| :---: | :---: | :---: |
|  | $\begin{gathered} \text { FY3/16 } \\ \text { (As of Mar. 31, 2016) } \\ \hline \end{gathered}$ | Third quarter of FY3/17 <br> (As of Dec. 31, 2016) |
| Liabilities |  |  |
| Current liabilities |  |  |
| Accounts payable-trade | 604,301 | 247,366 |
| Short-term loans payable | 191,402 | 242,000 |
| Accounts payable-other | 528,016 | 592,051 |
| Accrued expenses | 309,649 | 401,854 |
| Income taxes payable | 311,459 | 317,403 |
| Provision for bonuses | 242,456 | 273,980 |
| Provision for repayment | 15,600 | 9,100 |
| Asset retirement obligations | - | 934 |
| Other | 268,264 | 312,543 |
| Total current liabilities | 2,471,149 | 2,397,233 |
| Non-current liabilities |  |  |
| Deferred tax liabilities | 89,829 | 130,465 |
| Asset retirement obligations | 34,821 | 34,632 |
| Other | 26,718 | 14,861 |
| Total non-current liabilities | 151,368 | 179,959 |
| Total liabilities | 2,622,518 | 2,577,193 |
| Net assets |  |  |
| Shareholders' equity |  |  |
| Capital stock | 351,317 | 351,317 |
| Capital surplus | 307,998 | 307,998 |
| Retained earnings | 3,825,954 | 4,522,044 |
| Treasury shares | $(18,975)$ | $(18,975)$ |
| Total shareholders' equity | 4,466,294 | 5,162,384 |
| Accumulated other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | 231,507 | 332,275 |
| Foreign currency translation adjustment | 11,051 | $(7,042)$ |
| Total accumulated other comprehensive income | 242,558 | 325,232 |
| Total net assets | 4,708,853 | 5,487,617 |
| Total liabilities and net assets | 7,331,371 | 8,064,810 |

## (2) Quarterly Consolidated Statements of Income and Comprehensive Income

## Quarterly Consolidated Statement of Income

## (For the Nine-month Period)

|  | (Thousands of yen) |  |
| :---: | :---: | :---: |
|  | First nine months of FY3/16 <br> (Apr. 1, 2015 - Dec. 31, 2015) | First nine months of FY3/17 <br> (Apr. 1, 2016 - Dec. 31, 2016) |
| Net sales | 9,002,611 | 10,645,216 |
| Cost of sales | 3,512,222 | 4,057,368 |
| Gross profit | 5,490,389 | 6,587,847 |
| Selling, general and administrative expenses | 4,158,054 | 4,899,008 |
| Operating income | 1,332,335 | 1,688,838 |
| Non-operating income |  |  |
| Interest income | 361 | 77 |
| Dividend income | 7,534 | 8,208 |
| Sale cooperation fee | 14,538 | 26,000 |
| Book sales commission | 9,834 | 16,684 |
| Other | 10,408 | 14,960 |
| Total non-operating income | 42,678 | 65,930 |
| Non-operating expenses |  |  |
| Interest expenses | 2,282 | 2,033 |
| Foreign exchange losses | 1,082 | - |
| Other | 51 | 75 |
| Total non-operating expenses | 3,416 | 2,109 |
| Ordinary income | 1,371,597 | 1,752,659 |
| Extraordinary income |  |  |
| Gain on sales of investment securities | 7,226 | - |
| Total extraordinary income | 7,226 | - |
| Extraordinary losses |  |  |
| Loss on sales of non-current assets | - | 514 |
| Loss on retirement of non-current assets | 12,882 | 159 |
| Total extraordinary losses | 12,882 | 673 |
| Profit before income taxes | 1,365,941 | 1,751,985 |
| Income taxes-current | 382,539 | 567,926 |
| Income taxes-deferred | 88,911 | (507) |
| Total income taxes | 471,451 | 567,418 |
| Profit | 894,490 | 1,184,567 |
| Loss attributable to non-controlling interests | $(2,369)$ | - |
| Profit attributable to owners of parent | 896,860 | 1,184,567 |

## Quarterly Consolidated Statement of Comprehensive Income

(For the Nine-month Period)

|  | (Thousands of yen) |  |
| :---: | :---: | :---: |
|  | First nine months of FY3/16 (Apr. 1, 2015 - Dec. 31, 2015) | First nine months of FY3/17 <br> (Apr. 1, 2016 - Dec. 31, 2016) |
| Profit | 894,490 | 1,184,567 |
| Other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | $(3,176)$ | 100,768 |
| Foreign currency translation adjustment | $(1,384)$ | $(18,094)$ |
| Total other comprehensive income | $(4,560)$ | 82,673 |
| Comprehensive income | 889,929 | 1,267,240 |
| Comprehensive income attributable to |  |  |
| Comprehensive income attributable to owners of parent | 892,306 | 1,267,240 |
| Comprehensive income attributable to non-controlling interests | $(2,377)$ | - |

## (3) 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 nine months of FY3/16 (Apr. 1, 2015 - Dec. 31, 2015)

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

|  |  |  |  |  |  |  | (Thousands of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reportable Segment |  |  |  | Other <br> (Note 1) | Total | Adjustment (Note 2) | Amount in the <br> quarterly <br> consolidated <br> statement of <br> income <br> (Note 3) |
|  | Recruiting Business | Human <br> Resources Services Business | Information Publishing Business | Subtotal |  |  |  |  |
| Net sales |  |  |  |  |  |  |  |  |
| Sales to external customers | 2,036,019 | 5,080,479 | 1,215,815 | 8,332,314 | 670,297 | 9,002,611 | - | 9,002,611 |
| Inter-segment sales and transfers | 383 | - | 7,269 | 7,653 | 58,555 | 66,208 | $(66,208)$ |  |
| Total | 2,036,403 | 5,080,479 | 1,223,084 | 8,339,967 | 728,853 | 9,068,820 | $(66,208)$ | 9,002,611 |
| Segment profit | 505,963 | 1,097,113 | 25,511 | 1,628,588 | 83,092 | 1,711,680 | $(379,345)$ | 1,332,335 |

Notes: 1. "Other" represents the businesses which are not included in any of the reportable segments and mainly consists of Internet-Related Business and Overseas Business.
2. The $(379,345)$ thousand yen adjustment to segment profit includes elimination for inter-segment transactions of 93,783 thousand yen, and $(473,128)$ 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 which are not attributable to any reportable segments, 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 nine months of FY3/17 (Apr. 1, 2016 - Dec. 31, 2016)

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

|  | Reportable Segment |  |  |  | Other (Note 1) | Total | $\square$ <br> Adjustment (Note 2) | Amount in the <br> quarterly <br> consolidated <br> statement of <br> income <br> (Note 3) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |
|  | Recruiting Business | Human <br> Resources <br> Services <br> Business | Information Publishing Business | Subtotal |  |  |  |  |
| Net sales |  |  |  |  |  |  |  |  |
| Sales to external customers | 2,326,829 | 6,220,387 | 1,336,781 | 9,883,998 | 761,218 | 10,645,216 | - | 10,645,216 |
| Inter-segment sales and transfers | 3,537 | 2,691 | 5,219 | 11,447 | 49,939 | 61,386 | $(61,386)$ | - |
| Total | 2,330,366 | 6,223,078 | 1,342,000 | 9,895,445 | 811,157 | 10,706,603 | $(61,386)$ | 10,645,216 |
| Segment profit | 540,230 | 1,353,531 | 57,656 | 1,951,418 | 146,979 | 2,098,397 | $(409,558)$ | 1,688,838 |

Notes: 1. "Other" represents the businesses which are not included in any of the reportable segments and mainly consists of Internet-Related Business and Overseas Business.
2. The $(409,558)$ thousand yen adjustment to segment profit includes elimination for inter-segment transactions of 94,622 thousand yen, and $(504,181)$ 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 which are not attributable to any reportable segments, 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.

