

Summary of Consolidated Financial Results for the First Quarter of the Fiscal Year Ending March 31, 2018 (Three Months Ended June 30, 2017)

[Japanese GAAP]

 July 31, 2017

 Company name:
 QUICK CO.,LTD.
 Listing: First Section, Tokyo Stock Exchange

 Stock code:
 4318
 URL: https://919.jp/

 Representative:
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 Scheduled date of filing of Quarterly Report:
 August 10, 2017

 Scheduled date of payment of dividend:

 Preneration of supplementary meterials for quarterly financial results:
 None

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.)

(Percentages represent year-on-year changes.)

1. Consolidated Financial Results for the First Quarter of the Fiscal Year Ending March 31, 2018 (April 1, 2017 – June 30, 2017)

(1) Consolidated results of operations

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	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		
	Millions of yen %		Millions of yen	%	Millions of yen	%	Millions of yen	%	
Three months ended Jun. 30, 2017	4,823	15.6	1,432	10.8	1,471	11.8	1,047	17.2	
Three months ended Jun. 30, 2016	4,171	20.1	1,293	31.8	1,315	32.7	893	39.3	
Note: Comprehensive income (millions of yen) Three months ended Jun. 30, 2017: 1,059 (up 16.7%)									
	Th	ree mo	nths ended Jun. 3	30, 2010	6: 908 (up)	39.0%)			

	Net income per share	Diluted net income per share
	Yen	Yen
Three months ended Jun. 30, 2017	55.77	-
Three months ended Jun. 30, 2016	47.58	-

(2) Consolidated financial position

	Total assets	Net assets	Shareholders' equity ratio	Net assets per share			
	Millions of yen	Millions of yen	%	Yen			
As of Jun. 30, 2017	9,266	6,545	70.6	348.18			
As of Mar. 31, 2017	9,300	5,796	62.3	308.51			
Pafarance: Sharaholders' aquity (millions of yan) As of Jun 30 2017; 6541 As of Mar 31 2017; 5706							

Reference: Shareholders' equity (millions of yen) As of Jun. 30, 2017: 6,541 As of Mar. 31, 2017: 5,796

2. Dividends

		Dividend per share							
	1Q-end	2Q-end	3Q-end	Year-end	Total				
	Yen	Yen	Yen	Yen	Yen				
Fiscal year ended Mar. 31, 2017	-	14.00	-	16.00	30.00				
Fiscal year ending Mar. 31, 2018	-								
Fiscal year ending Mar. 31, 2018 (forecast)		17.00	-	17.00	34.00				

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

3. Consolidated Earnings Forecast for the Fiscal Year Ending March 31, 2018 (April 1, 2017 – March 31, 2018)

	(Percentages represent year-on-year changes.)											
	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Net income per share			
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen			
First half	8,350	12.1	1,655	7.4	1,698	7.3	1,172	9.1	62.41			
Full year	16,100	10.4	2,170	8.6	2,250	8.5	1,550	11.4	82.50			

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: None
 - 2) Changes in accounting policies other than 1) above: None
 - 3) Changes in accounting-based estimates: None
 - 4) Restatements: None
- (4) Number of shares outstanding (common shares)

1) Number of shares outstanding at the end of the period (including treasury shares)								
As of Jun. 30, 2017:	19,098,576 shares	As of Mar. 31, 2017:	19,098,576 shares					
2) Number of treasury shares at the end	of the period							
As of Jun. 30, 2017:	311,038 shares	As of Mar. 31, 2017:	311,017 shares					
3) Average number of shares outstanding during the period								
Three months ended Jun. 30, 2017:	18,787,541 shares	Three months ended Jun. 30, 2016:	18,787,596 shares					

* The current quarterly financial report is not subject to quarterly review procedures.

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

Cautionary statement with respect to forward-looking statements

Forecasts and forward-looking statements 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 three months of the fiscal year ending March 31, 2018, the gradual recovery of the Japanese economy continued with the support of exports and the machinery manufacturing sector. As a result, earnings at companies are increasing. However, there are concerns in Japan about the shortage of workers, particularly at small and midsize companies. There is also uncertainty about overseas political events, such as the policies of the Trump administration in the United States. Due to this situation, there is a risk of an economic downturn.

In Japan's labor market, the shortage of workers is severe, especially outside the manufacturing sector. In May 2017, the job openings-to-applicants ratio was a seasonally adjusted 1.49, which is higher than during Japan's asset bubble period. The seasonally adjusted job openings-to-applicants ratio for full-time employees of 0.99 further illustrates the severity of the limited supply of workers in Japan.

During the first quarter, the QUICK Group reinforced existing services, expanded operations in new strategic market sectors and developed new services. All activities are aimed at differentiating the QUICK Group from competitors and increasing customer satisfaction by helping solve recruiting and other labor-related problems at client companies. In addition, group companies used numerous measures to build a stronger foundation for business operations by increasing investments in human resources. Group companies aggressively recruited new graduates and other people with outstanding skills, improved compensation for group personnel and took other actions.

In the Human Resources Services Business, the personnel placement category continued to grow due to an increasing number of placements of people with specialized skills at companies in many fields. Recruiting needs remain high in the construction and civil engineering sector and in the automobile, electrical equipment, machinery and other industries in the manufacturing sector. Furthermore, growth continued in the placement of nurses at hospitals, nursing care facilities and other locations where there is very strong demand for workers. Growth in nurse placements continued despite heated competition with other human resources companies for the registration of people for job placements.

QUICK stepped up services and promotions for attracting new registrations of job seekers at all of its websites. For example, a smartphone site was added to the E&M JOBS website for engineers who want to find another job. The Kango-roo! website, which is a community website for nursing care professionals, started a Nursing Quiz that provides knowledge and techniques required by clinical nurses. All these activities helped set QUICK apart from competitors and enhance customer satisfaction.

In the temporary staffing, temporary-to-permanent staffing and business contracting categories, growth continued due to the labor shortage associated with declining unemployment in Japan. Sales from the provision of part-time workers increased, chiefly for IT and Internet jobs. Strong demand for the temporary placement of workers in the medical and welfare sectors and of childcare workers also contributed to the performance of this category.

Overall, Human Resources Services segment sales increased 19.0% year-on-year to 3,272 million yen and operating profit increased 11.7% year-on-year to 1,354 million yen.

In the Recruiting Business, hiring new college graduates is extremely difficult because there are more job openings than new graduates. QUICK used recruiting advertisements targeting students planning to graduate in March 2018 and participated in joint information meetings, exhibitions and other recruiting events. Demand is also strong in the mid-year hiring category due to the high earnings of companies and the labor shortage. As a result, the volume of temporary placement and part-time worker advertisements handled increased. In addition, the volume of recruiting advertisements for full-time employees was high. However, earnings decreased mainly because of an increase in personnel expenses resulting primarily from growth in the workforce.

Overall, Recruiting segment sales increased 10.7% year-on-year to 813 million yen and operating profit decreased 2.2% year-on-year to 160 million yen.

In the Information Publishing Business, the volume of advertisements remained firm for "Iezukuri Navi," a housing information magazine, and "Kekkon Sanka," a magazine with information for people planning a wedding. In services other than advertising, posting services businesses using flyers inserted in newspapers and other publications achieved growth. In addition, "Cococolor iezukuri," and other concierge services performed well. Earnings decreased mainly because of the weak performance of lifestyle information magazines and higher personnel expenses as the workforce increased.

QUICK launched a number of new media. One is an edition of the "Kanazawa Joho" magazine that provides information about ramen restaurants in the city of Kanazawa. Another is "namarii," a smartphone app that allows people to share videos, pictures and other information about regional accents and dialects of the Japanese language. For the "Cococolor iezukuri" concierge service, a new office was opened in Toyoma prefecture. There were also measures to strengthen existing services in anticipation of more growth.

Overall, Information Publishing segment sales decreased 1.4% year-on-year to 435 million yen and operating profit decreased 89.3% year-on-year to 3 million yen.

In other business, such as Internet-Related Business, advertising revenue continued to increase at "Nihon no Jinjibu" (Japan's Human Resources Department), an information portal site for human resources and labor relations. In May, QUICK held the "HR Conference 2017 Spring" in Tokyo and Osaka. This event has become well known as Japan's preeminent human resources event in terms of size and the level of knowledge. Attendance at this four-day event was more than 10,000. This event made a big contribution to first quarter performance as sales in this business rose to an all-time high.

In Overseas Business, the United States is rapidly becoming a sellers' market for legal foreign workers because of stricter rules for granting working visas. Competition is intense for signing up workers for job placements. Despite this challenging environment, the performance of QUICK USA, Inc. improved significantly as personnel placement and temporary staffing operations continued to grow.

At Shanghai QUICK Co., Ltd., the outlook for slower economic growth in China makes the operating environment uncertain even though the Chinese economy is currently staging a recovery. This company's core personnel and labor consulting operations performed well, including assistance for the establishment of employee evaluation systems.

At QUICK GLOBAL MEXICO, S.A. DE C.V., there was a strong performance in the personnel placement category for interpreters and other workers at the operations of Japanese companies in Mexico, chiefly in the automobile industry.

Overall, sales in other businesses increased 22.6% year-on-year to 301 million yen and operating profit increased 72.6% year-on-year to 71 million yen.

As a result of these factors, sales and earnings set a new first quarter record. Net sales increased 15.6% year-on-year to 4,823 million yen, operating profit increased 10.8% year-on-year to 1,432 million yen, ordinary profit increased 11.8% year-on-year to 1,471 million yen, and profit attributable to owners of parent increased 17.2% year-on-year to 1,047 million yen.

(2) Explanation of Financial Position

Total assets at the end of the first quarter of the fiscal year under review were 9,266 million yen, which was 33 million yen less than at the end of the previous fiscal year. This was mainly the result of decreases in notes and accounts receivable-trade and deferred tax assets-current, despite an increase in cash and deposits.

Total liabilities were 2,721 million yen, which was 783 million yen less than at the end of the previous fiscal year. This was mainly the result of decreases in accounts payable-trade and provision for bonuses.

Total net assets were 6,545 million yen, which was 749 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 8.3 percentage points from the end of the previous fiscal year to 70.6%.

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

At this point, there are no revisions to the first-half and full-year consolidated earnings forecast for the fiscal year ending March 31, 2018 that was announced in the "Summary of Consolidated Financial Results for the Fiscal Year Ended March 31, 2017 (Japanese GAAP)" on April 28, 2017.

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

2. Quarterly Consolidated Financial Statements

(1) Quarterly Consolidated Balance Sheet

		(Thousands of yen)
	FY3/17	First quarter of FY3/18
	(As of Mar. 31, 2017)	(As of Jun. 30, 2017)
Assets		
Current assets		
Cash and deposits	4,669,428	5,172,93
Notes and accounts receivable-trade	1,784,605	1,378,93
Deferred tax assets	201,772	75,00
Other	334,404	258,36
Allowance for doubtful accounts	(1,845)	(1,527
Total current assets	6,988,364	6,883,70
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	391,561	484,49
Vehicles, net	2,749	3,47
Tools, furniture and fixtures, net	64,877	76,31
Land	276,869	276,86
Leased assets, net	7,915	6,99
Total property, plant and equipment	743,973	848,15
Intangible assets		
Leased assets	16,514	13,87
Other	203,055	207,70
Total intangible assets	219,569	221,57
Investments and other assets		
Investment securities	882,788	847,96
Lease deposits	410,030	408,01
Deferred tax assets	3,479	4,13
Other	70,996	70,94
Allowance for doubtful accounts	(18,527)	(17,50)
Total investments and other assets	1,348,767	1,313,55
Total non-current assets	2,312,310	2,383,28
Total assets	9,300,675	9,266,99

		(Thousands of yen)
	FY3/17	First quarter of FY3/18
	(As of Mar. 31, 2017)	(As of Jun. 30, 2017)
Liabilities		
Current liabilities		
Accounts payable-trade	653,118	269,354
Short-term loans payable	189,902	239,000
Accounts payable-other	713,656	624,310
Accrued expenses	376,407	426,575
Income taxes payable	522,873	357,210
Provision for bonuses	406,918	96,250
Provision for directors' bonuses	52,450	-
Provision for repayment	15,000	18,700
Asset retirement obligations	1,465	-
Other	369,478	473,602
Total current liabilities	3,301,271	2,505,002
Non-current liabilities		
Deferred tax liabilities	153,568	160,880
Asset retirement obligations	37,965	45,080
Other	11,705	10,088
Total non-current liabilities	203,239	216,048
Total liabilities	3,504,510	2,721,050
Net assets		
Shareholders' equity		
Capital stock	351,317	351,317
Capital surplus	307,998	307,998
Retained earnings	4,728,581	5,462,554
Treasury shares	(19,019)	(19,043)
Total shareholders' equity	5,368,878	6,102,827
Accumulated other comprehensive income	· · ·	· · ·
Valuation difference on available-for-sale securities	420,525	434,777
Foreign currency translation adjustment	6,760	3,802
Total accumulated other comprehensive income	427,285	438,579
Non-controlling interests	-	4,539
Total net assets	5,796,164	6,545,945
Total liabilities and net assets		
	9,300,675	9,266,996

(2) Quarterly Consolidated Statements of Income and Comprehensive Income

Quarterly Consolidated Statement of Income

(For the Three-month Period)

		(Thousands of yen)
	First three months of FY3/17	First three months of FY3/18
	(Apr. 1, 2016 – Jun. 30, 2016)	(Apr. 1, 2017 – Jun. 30, 2017)
Net sales	4,171,543	4,823,465
Cost of sales	1,280,450	1,602,041
Gross profit	2,891,092	3,221,424
Selling, general and administrative expenses	1,597,677	1,788,594
Operating profit	1,293,414	1,432,829
Non-operating income		
Interest income	24	14
Dividend income	6,184	8,394
Sale cooperation fee	10,800	-
Book sales commission	2,536	5,258
Subsidy income	-	20,250
Other	3,403	6,609
Total non-operating income	22,948	40,525
Non-operating expenses		
Interest expenses	666	623
Foreign exchange losses	-	1,658
Other	30	50
Total non-operating expenses	697	2,331
Ordinary profit	1,315,665	1,471,023
Extraordinary losses		
Loss on sales of non-current assets	547	-
Total extraordinary losses	547	-
Profit before income taxes	1,315,118	1,471,023
Income taxes-current	359,527	295,079
Income taxes-deferred	61,691	127,471
Total income taxes	421,218	422,551
Profit	893,899	1,048,471
Profit attributable to non-controlling interests		690
Profit attributable to owners of parent	893,899	1,047,781
rom announdre to owners of purcht		1,047,701

Quarterly Consolidated Statement of Comprehensive Income

(For the Three-month Period)

		(Thousands of yen)
	First three months of FY3/17	First three months of FY3/18
	(Apr. 1, 2016 – Jun. 30, 2016)	(Apr. 1, 2017 – Jun. 30, 2017)
Profit	893,899	1,048,471
Other comprehensive income		
Valuation difference on available-for-sale securities	20,792	14,252
Foreign currency translation adjustment	(6,357)	(3,038)
Total other comprehensive income	14,435	11,214
Comprehensive income	908,334	1,059,686
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	908,334	1,059,075
Comprehensive income attributable to non-controlling interests	-	610

(3) Notes to Quarterly Consolidated Financial Statements

Going-concern Assumption

Not applicable.

Significant Changes in Shareholders' Equity

Not applicable.

Segment Information

I. First three months of FY3/17 (Apr. 1, 2016 - Jun. 30, 2016)

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

					(Tho	usands of yen)		
		Reportable	e Segment		Other (Note 1)			Amount in
	Human Resources Services Business	Recruiting Business	Information Publishing Business	Subtotal		Total	Adjustment (Note 2)	the quarterly consolidated statement of income (Note 3)
Net sales								
Sales to external customers	2,749,214	734,872	441,721	3,925,808	245,734	4,171,543	-	4,171,543
Inter-segment sales and transfers	1,118	57	1,923	3,098	16,784	19,883	(19,883)	-
Total	2,750,333	734,929	443,644	3,928,907	262,519	4,191,426	(19,883)	4,171,543
Segment profit	1,212,230	163,838	28,346	1,404,414	41,374	1,445,789	(152,375)	1,293,414

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 (152,375) thousand yen adjustment to segment profit includes elimination for inter-segment transactions of 31,554 thousand yen, and (183,929) 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 profit 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 three months of FY3/18 (Apr. 1, 2017 – Jun. 30, 2017)

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

•	0		-	e					
							(Tł	nousands of yen	
		Reportabl	e Segment					Amount in	
	Human Resources Services Business	Recruiting Business	Information Publishing Business	Subtotal	Other (Note 1)	Total	Total	Adjustment (Note 2)	the quarterly consolidated statement of income (Note 3)
Net sales									
Sales to external customers	3,272,827	813,786	435,605	4,522,219	301,246	4,823,465	-	4,823,465	
Inter-segment sales and transfers	793	676	1,660	3,129	10,216	13,346	(13,346)	-	
Total	3,273,621	814,462	437,265	4,525,349	311,462	4,836,811	(13,346)	4,823,465	
Segment profit	1,354,250	160,209	3,036	1,517,496	71,410	1,588,906	(156,076)	1,432,829	

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 (156,076) thousand yen adjustment to segment profit includes elimination for inter-segment transactions of 34,021 thousand yen, and (190,098) 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 profit 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.