## 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.
Stock code
4318
Listing: First Section, Tokyo Stock Exchange
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: August 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 First Quarter of the Fiscal Year Ending March 31, 2018
(April 1, 2017 - June 30, 2017)
(1) Consolidated results of operations

Percentages represent year-on-year changes.)

|  | 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\%)
Three months ended Jun. 30, 2016: 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 |

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 |
| Fiscal year ended Mar. 31, 2017 | Yen | Yen | Yen | Yen |  |
| Fiscal year ending Mar. 31, 2018 | - | 14.00 | - | 16.00 | 30.00 |
| Fiscal year ending Mar. 31, 2018 (forecast) | - |  |  |  |  |
|  |  |  | 17.00 | - | 17.00 |

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 <br> owners of parent |  | Net income <br> per share |  |  |  |  |  |
|  | Millions of yen | $\%$ | Millions of yen | $\%$ | Millions of yen | $\%$ | Millions of yen | $\%$ | Yen <br> First half |
| , 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 |

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## * 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)
5) 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
6) 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
7) 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) |  |
| :---: | :---: | :---: |
|  | $\begin{gathered} \text { FY3/17 } \\ \text { (As of Mar. 31, 2017) } \end{gathered}$ | First quarter of FY3/18 <br> (As of Jun. 30, 2017) |
| Assets |  |  |
| Current assets |  |  |
| Cash and deposits | 4,669,428 | 5,172,934 |
| Notes and accounts receivable-trade | 1,784,605 | 1,378,933 |
| Deferred tax assets | 201,772 | 75,006 |
| Other | 334,404 | 258,361 |
| Allowance for doubtful accounts | $(1,845)$ | $(1,527)$ |
| Total current assets | 6,988,364 | 6,883,709 |
| Non-current assets |  |  |
| Property, plant and equipment |  |  |
| Buildings and structures, net | 391,561 | 484,499 |
| Vehicles, net | 2,749 | 3,476 |
| Tools, furniture and fixtures, net | 64,877 | 76,314 |
| Land | 276,869 | 276,869 |
| Leased assets, net | 7,915 | 6,994 |
| Total property, plant and equipment | 743,973 | 848,154 |
| Intangible assets |  |  |
| Leased assets | 16,514 | 13,872 |
| Other | 203,055 | 207,706 |
| Total intangible assets | 219,569 | 221,579 |
| Investments and other assets |  |  |
| Investment securities | 882,788 | 847,966 |
| Lease deposits | 410,030 | 408,019 |
| Deferred tax assets | 3,479 | 4,134 |
| Other | 70,996 | 70,940 |
| Allowance for doubtful accounts | $(18,527)$ | $(17,507)$ |
| Total investments and other assets | 1,348,767 | 1,313,553 |
| Total non-current assets | 2,312,310 | 2,383,287 |
| Total assets | 9,300,675 | 9,266,996 |


|  | (Thousands of yen) |  |
| :---: | :---: | :---: |
|  | FY3/17 <br> (As of Mar. 31, 2017) | First quarter of FY3/18 <br> (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 <br> (Apr. 1, 2016 - Jun. 30, 2016) | First three months of FY3/18 <br> (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 |

## Quarterly Consolidated Statement of Comprehensive Income

## (For the Three-month Period)

|  | (Thousands of yen) |  |
| :---: | :---: | :---: |
|  | First three months of FY3/17 <br> (Apr. 1, 2016 - Jun. 30, 2016) | First three months of FY3/18 <br> (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

|  |  |  |  |  |  | Total | (Thousands of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reportable Segment |  |  |  | Other(Note 1) |  | $\begin{aligned} & \text { Adjustment } \\ & \text { (Note 2) } \end{aligned}$ | Amount in the quarterly consolidated statement of income (Note 3) |
|  | Human Resources Services Business | Recruiting Business | Information Publishing Business | Subtotal |  |  |  |  |
| 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

|  |  |  |  |  | (Thousands of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reportable Segment |  |  |  | Other (Note 1) | Total | Adjustment (Note 2) | Amount in the quarterly consolidated statement of income (Note 3) |
|  | Human <br> Resources <br> Services <br> Business | Recruiting Business | Information Publishing Business | Subtotal |  |  |  |  |
| Net sales <br> Sales to external customers Inter-segment sales and transfers | $\begin{array}{r} 3,272,827 \\ 793 \end{array}$ | $\begin{array}{r} 813,786 \\ 676 \end{array}$ | $\begin{array}{r} 435,605 \\ 1,660 \end{array}$ | $\begin{array}{r} 4,522,219 \\ 3,129 \end{array}$ | $\begin{array}{r} 301,246 \\ 10,216 \end{array}$ | $\begin{array}{r} 4,823,465 \\ 13,346 \end{array}$ | $(13,346)$ | 4,823,465 |
| 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.


[^0]:    Note: Revisions to the most recently announced consolidated forecast: None

