# Summary of Consolidated Financial Results for the First Quarter of the Fiscal Year Ending February 28, 2015 (Three Months Ended May 31, 2014) 

[Japanese GAAP]

June 30, 2014
Company name: Adastria Holdings Co., Ltd.
Stock code: 2685
Representative: Yoichi Endo, Representative Director, President
Contact: Ryo Araya, General Manager, Corporate Strategy Department

Listing: TSE 1st section
URL: http://www.adastria.co.jp

Tel: +81-3-6895-6000

Scheduled date of filing of Quarterly Report:
Scheduled date of payment of dividend:
Preparation of supplementary materials for quarterly financial results:
Holding of quarterly financial results meeting:
July 15, 2014

Note: The original disclosure in Japanese was released on June 30, 2014 at 15:00 (GMT +9).
(All amounts are rounded down to the nearest million yen)

1. Consolidated Financial Results for the First Quarter of the Fiscal Year Ending February 28, 2015 (March 1, 2014 - May 31, 2014)
(1) Consolidated results of operations (cumulative)
(Percentages represent year-on-year changes)

|  | Net sales |  | Operating income |  | Ordinary income |  | Net income |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Million yen |  | $\%$ | Million yen | $\%$ | Million yen | $\%$ | Million yen |
| Three months ended May 31, 2014 | 43,591 | 41.5 | 1,435 | $(52.5)$ | 1,478 | $(53.4)$ | 256 | $(86.0)$ |
|  |  | 3,022 | 27.7 | 3,169 | 31.1 | 1,827 | 35.2 |  |


| Note: Comprehensive income | Three months ended May 31, 2014: | 593 million yen (down 75.2\%) |
| :--- | :--- | ---: | :--- |
|  | Three months ended May 31, 2013: | 2,392 million yen (up 65.5\%) |


|  | Net income per share | Diluted net income per share |
| :--- | ---: | ---: |
|  | Yen | Yen |
| Three months ended May 31, 2014 | 10.56 | 10.56 |
| Three months ended May 31, 2013 | 84.07 | 84.07 |

Reference: EBITDA

EPS before goodwill amortization
Three months ended May 31, 2014: Three months ended May 31, 2013: 4,242 million yen

Three months ended May 31, 2014: 35.26 yen (down 60.1\%) Three months ended May 31, 2013: 88.36 yen
${ }^{(*)}$ For more details regarding definition, computational method and other matters of these indices, please refer to the section
"Explanation of Results of Operations" on page 2.
(2) Consolidated financial position

|  | Total assets | Net assets | Equity ratio |
| :---: | :---: | :---: | :---: |
|  | Million yen | Million yen | \% |
| As of May 31, 2014 | 89,313 | 44,771 | 50.1 |
| As of Feb. 28, 2014 | 78,841 | 44,786 | 56.8 |

## 2. Dividends

|  | Dividend per share |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  | 1Q-end | 2Q-end | 3Q-end | Year-end | Total |
| Fiscal year ended Feb. 28, 2014 <br> Fiscal year ending Feb. 28, 2015 | Yen | Yen | Yen | Yen | Yen |
|  |  | - | 50.00 |  | - |
|  |  |  |  |  |  |

Note: Revision to the most recently announced dividend forecast: None
3. Consolidated Forecast for the Fiscal Year Ending February 28, 2015 (March 1, 2014 - February 28, 2015)
(Percentages represent year-on-year changes)

|  | Net sales |  | Operating income |  | Ordinary income |  | Net income |  | Net income per share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Million yen | \% | Million yen | \% | Million yen | \% | Million yen | \% | Yen |
| First half | 86,900 | 36.3 | 2,300 | (39.0) | 2,300 | (42.2) | 500 | (76.1) | 20.59 |
| Full year | 185,900 | 21.3 | 6,000 | 4.1 | 6,000 | (0.5) | 1,600 | - | 65.89 |

[^0]
## * Notes

(1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in changes in scope of consolidation): None
(2) Special accounting methods in the preparation of 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 outstanding shares (common stock)
5) Number of shares outstanding at end of period (including treasury shares)

$$
\text { As of May 31, 2014: } \quad 24,400,000 \text { shares } \quad \text { As of Feb. 28, 2014: } \quad 24,400,000 \text { shares }
$$

2) Number of treasury shares at end of period

As of May 31, 2014: 117,938 shares As of Feb. 28, 2014: 117,588 shares
3) Average number of shares outstanding during the period (cumulative)

Three months ended May 31, 2014: 24,282,187 shares Three months ended May 31, 2013: 21,742,115 shares

Note 1: Indication of quarterly review procedure implementation status
The current quarterly financial statements are exempted from quarterly review procedures based on the Financial Instruments and Exchange Act. At the time of disclosure, the review procedures for these quarterly financial statements have not been completed.

Note 2: Cautionary statement with respect to forward-looking statements
Forward-looking statements in this report are based on currently available information and certain assumptions judged to be reasonable. Actual results may differ significantly from these forecasts for a number of factors. Please refer to the section "Explanation of Consolidated Forecast and Other Forward-looking Statements" on page 3 regarding preconditions or other related matters for the forecast shown above.

## Reference: Summary of Non-consolidated Forecast

Non-consolidated Forecast for the Fiscal Year Ending February 28, 2015 (March 1, 2014 - February 28, 2015)

| (Percentages represent year-on-year changes) |  |  |  |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net sales |  | Operating income |  | Ordinary income |  | Net income |  | Net income per share |  |
|  | Million yen | $\%$ | Million yen | $\%$ | Million yen | $\%$ | Million yen | $\%$ | Yen |  |
| First half | 1,900 | $(96.6)$ | 100 | $(97.9)$ | 300 | $(94.0)$ | 100 | $(96.7)$ | 4.12 |  |
| Full year | 3,900 | $(93.2)$ | 200 | $(96.2)$ | 500 | $(90.9)$ | 200 | - | 8.24 |  |

Note: Revision to the most recently announced non-consolidated forecast: None
The Company shifted to a holding company structure through a company split on September 1, 2013.

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## 1. Qualitative Information on Quarterly Consolidated Financial Performance

## (1) Explanation of Results of Operations

In the first quarter of the fiscal year (March 1, 2014 to May 31, 2014), the Japanese economy continued to recover at a moderate pace due to the benefits of the Japanese government's economic measures and monetary policy as well as for other reasons. However, consumer spending was weakening due in part to the consumption tax hike in April.

In the casual wear market where core brands of Adastria Holdings Co., Ltd. (hereafter "the Company") and the Company's Group (hereafter "the Group") belong to, the operating environment is favorable overall due to expectations for an economic recovery and the rush to make purchases before the consumption tax hike, despite some signs of shift in consumer behavior toward thrift and saving because of the consumption tax hike.

In this circumstances, the Group's two wholly owned subsidiaries merged on April 1, 2014. One is TRINITY ARTS INC., which is the surviving company, and the other is BABYLONE INC., which was dissolved.

TRINITY ARTS INC. is a retailer of lifestyle-proposing brands for apparel, accessories and other consumer products, and BABYLONE INC. uses higher price-range brands to sell apparel mainly at station buildings and fashion-business malls. We believe that this merger was needed because of the importance of making brands more competitive by using advertising activities, opening stores, and effectively using employees and other corporate resources.

Regarding store network, we opened 106 new stores (including 6 overseas), and closed 15 (including 7 overseas), resulting in a total network of 1,304 stores (including 80 overseas) at the end of the first quarter of the current fiscal year.

Consolidated sales increased sharply by $41.5 \%$ year-on-year, benefiting from the consolidation of TRINITY ARTS INC. in September 2013. Sales of the GLOBAL WORK, LEPSIM LOWRYS FARM, niko and..., and STUDIO CLIP brands all posted solid sales.

There was a large decline of 6.5 percentage points in the operating margin from the previous fiscal year to $3.3 \%$. One reason was a decline in the gross profit margin that was partly the result of a higher cost of sales ratio caused by the weaker yen. Amortization of goodwill resulting from the consolidation of TRINITY ARTS INC. in September 2013 is another reason for the lower operating margin. Furthermore, there was an increase in selling, general and administrative expenses due to extensive advertising activities using TV commercials and other advertisements.

There was an extraordinary loss of 180 million yen for impairment losses at stores.
As a result, consolidated net sales in the first quarter of the current fiscal year increased $41.5 \%$ year-on-year to 43,591 million yen, operating income decreased $52.5 \%$ to 1,435 million yen, ordinary income decreased $53.4 \%$ to 1,478 million yen, and net income decreased $86.0 \%$ to 256 million yen.

Earnings before interest, taxes, depreciation and amortization (EBITDA) decreased $15.5 \%$ to 3,585 million yen and earnings per share, before goodwill amortization, fell $60.1 \%$ to 35.26 yen. (*)
(*) Amortization of goodwill that mainly resulted from the consolidation of TRINITY ARTS INC. causes large declines in operating income and all subsequent categories of profits from the previous fiscal year. Since goodwill amortization is not a cash expense, this amortization created a large gap between changes in cash flows and changes at all levels of profits starting with operating income. Furthermore, comparisons with foreign companies are difficult because of differences in accounting standards of individual countries for recording goodwill amortization. As a result, we are newly announcing EBITDA and EPS before goodwill amortization as reference financial indicators.

## EBITDA

Operating income + Depreciation + Amortization of goodwill (selling, general and administrative expenses) EPS before goodwill amortization
(Net income + Amortization of goodwill (selling, general and administrative expenses, and extraordinary loss))/ Average number of shares outstanding during the period

## (2) Explanation of Financial Position

Total assets increased 10,472 million yen from as of February 28, 2014 to 89,313 million yen as of May 31, 2014. This was mainly due to increases in notes and accounts receivable-trade of 4,451 million yen, inventories of 1,890 million yen and property, plant and equipment of 1,408 million yen.

Liabilities increased 10,487 million yen to 44,542 million yen. This was mainly due to an increase in short-term loans payable of 11,059 million yen.

Net assets decreased 14 million yen to 44,771 million yen.

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

There are no revisions to the consolidated forecast for the first half and full year of the current fiscal year that was announced on April 4, 2014.

## 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

Not applicable.

## 3. Quarterly Consolidated Financial Statements

(1) Quarterly Consolidated Balance Sheet

| - |  |  |
| :---: | :---: | :---: |
|  | FY2/14 (As of Feb. 28, 2014) | First quarter of FY2/15 (As of May 31, 2014) |
| Assets |  |  |
| Current assets |  |  |
| Cash and deposits | 8,540 | 8,670 |
| Notes and accounts receivable-trade | 6,016 | 10,467 |
| Inventories | 13,914 | 15,804 |
| Other | 3,088 | 2,785 |
| Allowance for doubtful accounts | (33) | (65) |
| Total current assets | 31,525 | 37,662 |
| Non-current assets |  |  |
| Property, plant and equipment |  |  |
| Store interior equipment, net | 8,692 | 10,267 |
| Other, net | 5,402 | 5,236 |
| Total property, plant and equipment | 14,095 | 15,503 |
| Intangible assets |  |  |
| Goodwill | 10,606 | 10,258 |
| Other | 1,182 | 1,196 |
| Total intangible assets | 11,789 | 11,454 |
| Investments and other assets |  |  |
| Lease and guarantee deposits | 14,732 | 16,713 |
| Other | 6,909 | 8,193 |
| Allowance for doubtful accounts | (210) | (214) |
| Total investments and other assets | 21,430 | 24,692 |
| Total non-current assets | 47,315 | 51,651 |
| Total assets | 78,841 | 89,313 |
| Liabilities |  |  |
| Current liabilities |  |  |
| Notes and accounts payable-trade | 14,626 | 13,782 |
| Short-term loans payable | 4,734 | 15,793 |
| Accounts payable-other | 8,056 | 8,749 |
| Income taxes payable | 2,458 | 1,538 |
| Provision for bonuses | 1,594 | 1,502 |
| Provision for directors' bonuses | - | 79 |
| Other provision | 290 | 291 |
| Other | 713 | 952 |
| Total current liabilities | 32,474 | 42,690 |
| Non-current liabilities |  |  |
| Provision | 101 | 95 |
| Other | 1,479 | 1,756 |
| Total non-current liabilities | 1,580 | 1,851 |
| Total liabilities | 34,054 | 44,542 |


|  | on yen) |  |
| :---: | :---: | :---: |
|  | FY2/14 <br> (As of Feb. 28, 2014) | First quarter of FY2/15 <br> (As of May 31, 2014) |
| Net assets |  |  |
| Shareholders' equity |  |  |
| Capital stock | 2,660 | 2,660 |
| Capital surplus | 6,986 | 6,986 |
| Retained earnings | 33,482 | 33,132 |
| Treasury shares | (407) | (407) |
| Total shareholders' equity | 42,722 | 42,371 |
| Accumulated other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | 1,720 | 2,217 |
| Deferred gains or losses on hedges | 28 | (49) |
| Foreign currency translation adjustment | 308 | 226 |
| Total accumulated other comprehensive income | 2,058 | 2,394 |
| Subscription rights to shares | 5 | 5 |
| Total net assets | 44,786 | 44,771 |
| Total liabilities and net assets | 78,841 | 89,313 |

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

## Quarterly Consolidated Statement of Income

## (For the Three-month Period)

(Million yen)

|  | First three months of FY2/14 (Mar. 1, 2013 - May 31, 2013) | First three months of FY2/15 <br> (Mar. 1, 2014 - May 31, 2014) |
| :---: | :---: | :---: |
| Net sales | 30,806 | 43,591 |
| Cost of sales | 11,495 | 17,637 |
| Gross profit | 19,311 | 25,954 |
| Selling, general and administrative expenses | 16,289 | 24,519 |
| Operating income | 3,022 | 1,435 |
| Non-operating income |  |  |
| Dividend income | 22 | 33 |
| Insurance premiums refunded cancellation | 62 | - |
| Other | 73 | 63 |
| Total non-operating income | 158 | 96 |
| Non-operating expenses |  |  |
| Interest expenses | 2 | 13 |
| Commitment fee | 3 | - |
| Loss on insurance cancellation | 3 | - |
| Loss on valuation of derivatives | - | 32 |
| Other | 0 | 7 |
| Total non-operating expenses | 10 | 53 |
| Ordinary income | 3,169 | 1,478 |
| Extraordinary income |  |  |
| Gain on sales of investment securities | - | 9 |
| Total extraordinary income | - | 9 |
| Extraordinary losses |  |  |
| Impairment loss | 27 | 180 |
| Total extraordinary losses | 27 | 180 |
| Income before income taxes and minority interests | 3,141 | 1,306 |
| Income taxes-current | 1,570 | 1,572 |
| Income taxes-deferred | (256) | (522) |
| Total income taxes | 1,314 | 1,050 |
| Income before minority interests | 1,827 | 256 |
| Net income | 1,827 | 256 |

Quarterly Consolidated Statement of Comprehensive Income
(For the Three-month Period)

|  |  | (Million yen) |
| :---: | :---: | :---: |
|  | First three months of FY2/14 <br> (Mar. 1, 2013 - May 31, 2013) | First three months of FY2/15 (Mar. 1, 2014 - May 31, 2014) |
| Income before minority interests | 1,827 | 256 |
| Other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | 440 | 496 |
| Deferred gains or losses on hedges | (6) | (77) |
| Foreign currency translation adjustment | 130 | (82) |
| Total other comprehensive income | 564 | 336 |
| Comprehensive income | 2,392 | 593 |
| Comprehensive income attributable to |  |  |
| Comprehensive income attributable to owners of parent | 2,392 | 593 |
| Comprehensive income attributable to minority interests | - | - |

## (3) Notes to Quarterly Consolidated Financial Statements

## Going Concern Assumption

Not applicable.

## Significant Changes in Shareholders' Equity

Not applicable.

## 4. Supplementary Information

(1) Number of Stores

| Store format / region | Number of stores |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | As of Feb. 28, 2014 | First three months of FY2/15 |  |  |  |  | As of May 31, 2014 |
|  |  | Opened, etc. | Rebranded | Closed | Merged <br> (Note 4) | Increase /decrease |  |
| GLOBAL WORK | 173 | 4 | - | (2) | - | 2 | 175 |
| LOWRYS FARM | 159 | 4 | (1) | (3) | - | - | 159 |
| LEPSIM LOWRYS FARM | 110 | 3 | - | - | - | 3 | 113 |
| JEANASIS | 82 | - | - | (1) | - | (1) | 81 |
| RAGEBLUE | 62 | 1 | - | - | - | 1 | 63 |
| HEATHER | 76 | 3 | - | - | - | 3 | 79 |
| Others | 145 | 17 | 1 | - | - | 18 | 163 |
| Total (POINT INC.) | 807 | 32 | - | (6) | - | 26 | 833 |
| niko and... | 100 | 8 | - | (1) | - | 7 | 107 |
| STUDIO CLIP | 129 | 24 | - | - | - | 24 | 153 |
| Others | 54 | 29 | - | (1) | 49 | 77 | 131 |
| Total (TRINITY ARTS INC.) | 283 | 61 | - | (2) | 49 | 108 | 391 |
| BABYLONE INC. | 42 | 7 | - | - | (49) | (42) | - |
| Total (Japan) | 1,132 | 100 | - | (8) | - | 92 | 1,224 |
| Hong Kong | 30 | - | - | (4) | - | (4) | 26 |
| China | 21 | 5 | - | (1) | - | 4 | 25 |
| Taiwan | 21 | 1 | - | (2) | - | (1) | 20 |
| Singapore | 9 | - | - | - | - | - | 9 |
| Total (Overseas) | 81 | 6 | - | (7) | - | (1) | 80 |
| Total (Group) | 1,213 | 106 | - | (15) | - | 91 | 1,304 |

Notes: 1. The number of stores includes e-commerce websites of other companies and e-commerce websites of the Company.
2. Stores that sell merchandise of two or more brands are categorized as the brand that operates each store.
3. TRINITY ARTS INC. includes figures for its subsidiaries.
4. This table shows the change in the number of stores resulting from the absorption-type merger conducted on April 1, 2014 between TRINITY ARTS INC., which is the surviving company, and BABYLONE INC., which was dissolved.
(2) Sales for Brands and Regions

| Brand / region | First three months of FY2/15 |  | YoY change (\%) |
| :---: | :---: | :---: | :---: |
|  | Sales (million yen) | Composition (\%) |  |
| GLOBAL WORK | 7,043 | 16.1 | 16.9 |
| LOWRYS FARM | 5,944 | 13.7 | (8.5) |
| LEPSIM LOWRYS FARM | 3,515 | 8.1 | 24.6 |
| JEANASIS | 2,257 | 5.2 | (15.2) |
| RAGEBLUE | 1,916 | 4.4 | (10.1) |
| HEATHER | 1,938 | 4.4 | (11.8) |
| Others | 6,022 | 13.8 | 6.8 |
| Total (POINT INC.) | 28,638 | 65.7 | 2.4 |
| niko and... | 4,673 | 10.7 | - |
| STUDIO CLIP | 4,225 | 9.7 | - |
| Others | 2,724 | 6.2 | - |
| Total (TRINITY ARTS INC.) (Note 3) | 11,624 | 26.6 | - |
| BABYLONE INC. (Note 3) | 764 | 1.8 | (33.9) |
| Others | 2 | 0.0 | - |
| Total (Japan) | 41,030 | 94.1 | 40.9 |
| Hong Kong | 1,633 | 3.7 | 68.9 |
| China | 299 | 0.7 | 40.5 |
| Taiwan | 371 | 0.9 | 2.2 |
| Singapore | 256 | 0.6 | 91.1 |
| Total (Overseas) | 2,561 | 5.9 | 52.6 |
| Total (Group) | 43,591 | 100.0 | 41.5 |

Notes: 1. TRINITY ARTS INC. includes figures for its subsidiaries.
2. No year-on-year change is shown for TRINITY ARTS INC. because this company became a consolidated subsidiary in the third quarter of the previous fiscal year.
3. An absorption-type merger was conducted on April 1, 2014 between TRINITY ARTS INC., which is the surviving company, and BABYLONE INC., which was dissolved.
(3) Sales for Merchandise Categories

| Category | First three months of FY2/15 |  | YoY change (\%) |  |  |  |  |  |
| :--- | ---: | ---: | ---: | :---: | :---: | :---: | :---: | :---: |
|  | Sales (million yen) | Composition (\%) |  |  |  |  |  |  |
| Men's apparel (bottoms, tops) | 6,028 | 13.8 | 9.9 |  |  |  |  |  |
| Lady's apparel (bottoms, tops) | 29,260 | 67.1 | 46.4 |  |  |  |  |  |
| Others | 8,301 | 19.1 | 55.7 |  |  |  |  |  |
| Total |  |  |  |  |  | 43,591 | 100.0 | 41.5 |

Note: The others category includes additions to the provision for point card certificates and other items.

This financial report is solely a translation of the Company's Kessan Tanshin (including attachments) in Japanese, 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: Revision to the most recently announced consolidated forecast: None

