## Summary of Interim Financial Results

## for the Fiscal Year Ending February 28, 2009

October 3, 2008

Company name: POINT INC.
Stock code:
Representative:
Contact:
2685 Tsuyoshi Matsuda,

Toshiaki Ishii, President and Representative Director
Director, Corporate Officer, General Manager of Administration Division

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

Tel: +81-3-3243-6011

Scheduled date of filing of Semiannual Report: November 21, 2008
Scheduled date of payment of dividend: October 27, 2008
(All amounts are rounded down to the nearest million yen)

1. Consolidated Financial Results for the First Half ended August 31, 2008 (March 1, 2008 - August 31, 2008)
(1) Consolidated results of operations
(Percentages represent year-on-year changes)

|  | Net sales |  | Operating income |  | Ordinary income |  | Net income |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Million yen | \% | Million yen | \% | Million yen | \% | Million yen | \% |
| First half ended Aug. 2008 | 38,425 | 19.8 | 5,980 | 12.8 | 6,078 | 13.6 | 3,350 | 9.3 |
| First half ended Aug. 2007 | 32,077 | 20.8 | 5,303 | 7.7 | 5,348 | 8.4 | 3,065 | 12.7 |
| Fiscal year ended Feb. 2008 | 73,941 | - | 12,960 | - | 13,030 | - | 7,488 | - |


|  | Net income per share | Diluted net income per share |
| :--- | ---: | ---: |
| First half ended Aug. 2008 | Yen | Yen |
|  | 135.35 | - |
|  | 121.53 | 121.49 |

$\begin{array}{lllllll}\text { Reference: Equity in earnings of affiliates (million yen) Aug. 2008: } & 4 & \text { Aug. 2007: } & 0 & \text { Feb. 2008: }\end{array}$
(2) Consolidated financial position

|  | Total assets | Net assets | Equity ratio | Net assets per share |
| :--- | :---: | :---: | :---: | :---: |
|  | Million yen | Million yen | $\%$ | Yen |
| As of Aug. 31, 2008 | 39,731 | 24,612 | 61.6 | 988.56 |
| As of Aug. 31, 2007 | 34,043 | 21,751 | 63.8 | 860.55 |
| As of Feb. 29, 2008 | 37,712 | 22,349 | 59.1 | 900.95 |
| Reference: Shareholders' equity (million yen) | Aug. 2008: | 24,473 | Aug. 2007: 21,717 | Feb. 2008: 22,304 |

(3) Consolidated cash flow position

|  | Cash flows from <br> operating activities | Cash flows from <br> investing activities | Cash flows from <br> financing activities | Cash and cash equivalents <br> at end of the period |
| :--- | ---: | :---: | :---: | :---: |
|  | Million yen | Million yen | Million yen | Million yen |
| First half ended Aug. 2008 | 2,320 | $(1,116)$ | $(1,251)$ | 13,808 |
| First half ended Aug. 2007 | 582 | $(5,044)$ | $(1,409)$ | 11,141 |
| Fiscal year ended Feb. 2008 | 7,943 | $(6,411)$ | $(4,686)$ | 13,849 |

## 2. Dividends

|  | Dividend per share |  |  |
| :--- | :---: | :---: | :---: |
| (Record date) | Interim | Yearend | Annual |
| Fiscal year ended Feb. 2008 | Yen | Yen | Yen |
|  | 30.00 | 50.00 | 80.00 |
|  | 40.00 |  | 90.00 |
| Fiscal year ending Feb. 2009 (forecast) |  | 50.00 |  |

3. Consolidated Forecast for the Fiscal Year Ending February 28, 2009 (March 1, 2008 - February 28, 2009)
(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 |
| Full year | 86,200 | 16.6 | 14,800 | 14.2 | 14,900 | 14.3 | 8,300 | 10.8 | 335.26 |

## 4. Others

(1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in changes in scope of consolidation): None
(2) Changes in accounting principles, procedures and presentation methods for preparation of interim consolidated financial statements

1) Changes caused by revision of accounting standards: None
2) Other changes: None
(3) Number of outstanding shares (common shares)
3) Number of shares outstanding at end of period (including treasury stock)
Aug. 2008: $25,990,720$ shares
Aug. 2007: 25,990,720 shares
Feb. 2008: 25,990,720 shares
4) Number of treasury stock at end of period
Aug. 2008:
$1,233,890$ shares
Aug. 2007:
753,494 shares
Feb. 2008: $\quad 1,233,884$ shares

## (For reference) Summary of Non-consolidated Financial Results

1. Non-consolidated Financial Results for the First Half ended August 31, 2008 (March 1, 2008 - August 31, 2008)

| (1) Non-consolidated results of operations |  |  |  |  | (Percentages represent year-on-year changes) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net sales |  | Operating income |  | Ordinary income |  | Net income |  |
|  | Million yen | \% | Million yen | \% | Million yen | \% | Million yen | \% |
| First half ended Aug. 2008 | 38,003 | 19.9 | 5,881 | 13.2 | 6,035 | 14.3 | 3,350 | 10.4 |
| First half ended Aug. 2007 | 31,683 | 20.6 | 5,194 | 6.8 | 5,278 | 7.4 | 3,034 | 11.4 |
| Fiscal year ended Feb. 2008 | 73,121 | - | 12,716 | - | 12,865 | - | 7,408 | - |


|  | Net income per share |
| :--- | ---: |
| First half ended Aug. 2008 | Yen |
|  | 135.32 |
|  | 120.32 |

(2) Non-consolidated financial position

|  | Total assets | Net assets | Equity ratio | Net assets per share |
| :--- | :---: | :---: | ---: | :---: |
| As of Aug. 31, 2008 | Million yen | Million yen | $\%$ |  |
|  | 39,241 | 24,253 | 61.7 | Yen |
|  | 33,695 | 21,511 | 677.42 |  |

2. Non-consolidated Forecast for the Fiscal Year Ending February 28, 2009 (March 1, 2008 - February 28, 2009)
(Percentages represent year-on-year changes)

| (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 |
| Full year | 85,000 | 16.2 | 14,750 | 16.0 | 14,850 | 15.4 | 8,300 | 12.0 | 335.26 |

## * Cautionary statement with respect to forward-looking statements

Point Inc. has not revised its forecast for the full year of the fiscal year ending February 28, 2009 (released on April 3, 2008). 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 " 1 . Results of Operations, (1) Analysis of Results of Operations" on page 3 for further information concerning these forecasts.

## 1. Results of Operations

## (1) Analysis of Results of Operations

1) Results of operations for the current interim period

The Japanese economy appeared to move in the direction of a recession in the first half of the current fiscal year under review as growing turmoil in global financial markets triggered by the subprime mortgage crisis, and a slowdown in the US economy, had a negative impact on exports and production, and higher raw materials prices weighed on corporate profits.

In the casual wear market in which our group operates, most companies saw weak sales due to poor weather in April-June, and more defensive spending by consumers in the face of higher gasoline and food prices.

In this environment, our interim consolidated results were as follows.
Net sales increased 19.8\% year-on-year.
Domestic existing-store sales achieved $99.7 \%$ of the previous year's level, and total sales for each brand increased owing to contributions from new stores.

The following brands showed particularly high sales growth: JEANASIS, HEATHER, APART BY LOWRYS, and LEPSIM LOWRYS FARM. Sales from these four brands, which accounted for $20.5 \%$ of total sales in the interim period of the previous fiscal year, rose sharply to $26.5 \%$ of total sales in the current interim period. Also, we successfully launched our new brand " INMERCANTO" opening three new stores during this interim period.

We aggressively opened many new stores in the interim period. We opened 53 new stores (two of them being brand changes) including seven e-commerce websites, and closed 12 (four of them being brand changes), expanding our domestic store network to 497 stores at the end of the interim period.

Overseas, POINT HOLDING Co., LTD, established to sell merchandise in Hong Kong, opened its first two stores in March 2008 and developed a network of five stores by the end of the interim period.

POINT TW INC., our subsidiary in Taiwan, opened its first JEANASIS store in Taipei and second one in Kao-Hsiung, bringing the store network in Taiwan to 15 stores at the end of the interim period.

Regarding profits, the gross profit margin declined slightly, down 1.3 points year-on-year to $60.4 \%$, partly due to diminishing benefits from merchandise valuations, which contributed to a higher margin in the previous interim period. Still, the gross profit margin was kept high.

SG\&A expenses increased $18.8 \%$ year-on-year to 17,225 million yen, in line with plan, and the SG\&A-to-sales ratio declined 0.4 points year-on-year to $44.8 \%$.

We booked extraordinary losses of 386 million yen: losses from the cancellation of rental contracts for closing stores, disposal costs for fixed assets, and impairment losses for four stores.

We increased sales and profits as a result of the above activities. Net sales in the interim period increased $19.8 \%$ year-on-year to 38,425 million yen, operating income increased $12.8 \%$ to 5,980 million yen, ordinary income increased $13.6 \%$ to 6,078 million yen, and net income increased $9.3 \%$ to 3,350 million yen.

