# Summary of Financial Results for the Year Ended February 28, 2014 [Japan GAAP] (Consolidated)

|                        |  |                               | April 8, 2014                        |  |
|------------------------|--|-------------------------------|--------------------------------------|--|
| Company                | AEON DELIGHT Co., Ltd.                       |                               | Listed on the TSE1                   |  |
| Stock Code             | 9787 URL: http://www.aeondelight.c           | <u>o.jp</u>                   |                                      |  |
| Representative         | Ippei Nakayama, President and CEO            |                               |                                      |  |
| Contact                | Susumu Takahashi                             |                               | T E L: +81-6-6260-5632               |  |
| Contact                | Managing Executive Officer, General Manag    | er, Group Strategy Dept.      | 1 E L. +81-0-0200-5052               |  |
| Planned date for ann   | ual shareholders' meeting: May 23, 2014      | Planned date for commencement | ent of dividend payment: May 9, 2014 |  |
| Planned date for filin | ng of annual securities report: May 23, 2014 |                               |                                      |  |
| Preparation of supple  | ementary financial document: Yes             |                               |                                      |  |
| Results briefing: Yes  | (for institutional investors and analysts)   |                               |                                      |  |

(Rounded down to million yen)

#### 1. Consolidated business results for the fiscal year ended February 2014

#### (March 1, 2013 through February 28, 2014)

(1) Consolidated results of operations

| (1) Consolidated re  | (% change from | the previo | us corresponding | period) |                 |     |             |     |
|----------------------|----------------|------------|------------------|---------|-----------------|-----|-------------|-----|
|                      | Net sales      |            | Operating income |         | Ordinary income |     | Net income  |     |
|                      | Million yen    | %          | Million yen      | %       | Million yen     | %   | Million yen | %   |
| Year ended Feb. 2014 | 257,243        | 3.4        | 15,115           | 8.7     | 15,092          | 8.6 | 8,161       | 8.7 |
| Year ended Feb. 2013 | 248,876        | 13.2       | 13,901           | 1.0     | 13,892          | 0.8 | 7,509       | 8.6 |

(Note) Comprehensive income:

Year ended February 2014: 9,173 million yen (15.1%)

Year ended February 2013: 7,967million yen (13.0%)

|                      | Net income<br>per share | Diluted net income<br>per share | Return on equity | Ratio of ordinary<br>income to total<br>assets | Ratio of operating income to net sales |  |
|----------------------|-------------------------|---------------------------------|------------------|--|--|--|
|                      | Yen                     | Yen                             | %                | %  | %                                      |  |
| Year ended Feb. 2014 | 155.54                  | 155.17                          | 12.3             | 14.2   | 5.9                                    |  |
| Year ended Feb. 2013 | 143.15                  | 142.73                          | 12.5             | 14.4   | 5.6                                    |  |

(Reference) Investment earnings/loss on equity-method:

Year ended February 2014: - million yen

Year ended February 2013: - million yen

#### (2) Consolidated financial position

|                 | Total assets | Net assets  | Shareholders' equity | Net assets per |
|-----------------|--------------|-------------|----------------------|----------------|
|                 |              |             | ratio                | share          |
|                 | Million yen  | Million yen | %                    | Yen            |
| As of Feb. 2014 | 112,122      | 71,316      | 62.0                 | 1,324.84       |
| As of Feb. 2013 | 100,699      | 64,547      | 62.6                 | 1,202.42       |

(Reference) Shareholders' equity:

As of February 2014: 69,553 million yen As of February 2013: 63,082 million yen

(3) Consolidated results of cash flows

|                      | Cash flows from operating activities | Cash flows from investing activities | Cash flows from<br>financing activities | Cash and cash equivalents<br>at the end of period |
|----------------------|--------------------------------------|--------------------------------------|---|---|
|                      | Million yen                          | Million yen                          | Million yen                             | Million yen                                       |
| Year ended Feb. 2014 | 21,359                               | -16,632                              | -2,475                                  | 12,028  |
| Year ended Feb. 2013 | -4,358                               | 7,086                                | -2,257                                  | 9,676   |

#### 2. Dividends

|                       |        | An     | nual divider | Total    | Dividend | Rate of total       |                                |                           |
|-----------------------|--------|--------|--------------|----------|----------|---------------------|--------------------------------|---------------------------|
|                       | End of | End of | End of       | Year-end | Total    | dividend<br>(Total) | payout ratio<br>(Consolidated) | dividend to<br>net assets |
|                       | 1Q     | 2Q     | 3Q           |          |          | (Total)             | (Consolidated)                 | (Consolidated)            |
|                       | Yen    | Yen    | Yen          | Yen      | Yen      | Million yen         | %                              | %                         |
| Year ended Feb. 2013  | -      | 23.00  | -            | 23.00    | 46.00    | 2,413               | 32.1                           | 4.0                       |
| Year ended Feb. 2014  | -      | 24.00  | -            | 24.00    | 48.00    | 2,519               | 30.9                           | 3.8                       |
| Year ending Feb. 2015 | -      | 25.00  | -            | 25.00    | 50.00    |                     | 30.5                           |                           |
| (forecast)            |        |        |              |          |          |                     |                                |                           |

# 3. Forecast of consolidated business results for the fiscal year ending February 2015

| . ,                                    | 0           | •   | , ,          |      |              |      |             |     |                     |     |
|--|-------------|-----|--------------|------|--------------|------|-------------|-----|---------------------|-----|
|  | Net sales   | 5   | Operating in | come | Ordinary inc | come | Net incon   | ne  | Net income<br>share | per |
|  | Million yen | %   | Million yen  | %    | Million yen  | %    | Million yen | %   |                     | Yen |
| For the six months<br>ending Aug. 2014 | 134,000     | 0.3 | 7,600        | 0.3  | 7,600        | 0.4  | 4,150       | 0.1 | 79.05               |     |
| Year ending Feb. 2015                  | 270,000     | 5.0 | 16,000       | 5.9  | 16,000       | 6.0  | 8,600       | 5.4 | 163.81              |     |

#### (March 1, 2014 through February 28, 2015)

# **≫**Notes

(1) Changes in significant subsidiaries during the period (changes in specified subsidiaries accompanying changes in the scope of consolidation): None

New: - Excluded: -

(2) Changes in accounting policies, accounting estimates and restatement

| ①Changes in accounting policies associated with revision of accounting standards: | : None |
|---|--------|
| OChanges in accounting policies other than $O$                                    | : None |
| ③Changes in accounting estimates  | : None |
| (4) Restatement   | : None |

(3) Shares outstanding (common stock)

① Number of shares outstanding at the end of period (treasury stock included)

| -                   | U     | 1 \               |
|---------------------|-------|-------------------|
| As of February 2014 |       | 54,169,633 shares |
| As of February 2013 |       | 54,169,633 shares |
|                     | 1 6 . | 1                 |

| (2) Treasury stock at the end of period: |                   |  |  |  |  |  |  |
|--|-------------------|--|--|--|--|--|--|
| As of February 2014                      | 1,669,701 shares  |  |  |  |  |  |  |
| As of February 2013                      | 1,706,881 shares  |  |  |  |  |  |  |
| ③ Average number of stock durin          | g period          |  |  |  |  |  |  |
| Year ended February 2014                 | 52,475,845 shares |  |  |  |  |  |  |
| Year ended February 2013                 | 52,456,799 shares |  |  |  |  |  |  |

#### (Reference) Summary of non-consolidated business results

#### 1. Non-consolidated business results for the fiscal year ended February 2014

#### (March 1, 2013 through February 28, 2014)

(1) Non-consolidated results of operations

(% change from the previous corresponding period)

|                      | Net sales   |      | Operating income |     | Ordinary income |     | Net income  |      |
|----------------------|-------------|------|------------------|-----|-----------------|-----|-------------|------|
|                      | Million yen | %    | Million yen      | %   | Million yen     | %   | Million yen | %    |
| Year ended Feb. 2014 | 229,554     | 1.3  | 13,379           | 6.4 | 13,795          | 7.2 | 8,064       | 11.4 |
| Year ended Feb. 2013 | 226,659     | 12.5 | 12,579           | 0.0 | 12,870          | 1.2 | 7,239       | 10.5 |

|                      | Net income | Diluted net income per |
|----------------------|------------|------------------------|
|                      | per share  | share                  |
|                      | Yen        | Yen                    |
| Year ended Feb. 2014 | 153.68     | 153.31                 |
| Year ended Feb. 2013 | 138.01     | 137.61                 |

#### (2) Non-consolidated financial position

|                 | Total assets | Net assets  | Shareholders' equity | Net assets per |     |
|-----------------|--------------|-------------|----------------------|----------------|-----|
|                 |              |             | ratio                | share          |     |
|                 | Million yen  | Million yen | %                    |                | Yen |
| As of Feb. 2014 | 103,189      | 67,790      | 65.5                 | 1,288.10       |     |
| As of Feb. 2013 | 93,844       | 61,772      | 65.6                 | 1,173.54       |     |

(Reference) Shareholders' equity:

As of February 2014: 67,625 million yen As of February 2013: 61,567 million yen

(% change from the previous corresponding period)

#### \*Implementation status of auditing procedures

This financial summary is not subject to auditing procedures pursuant to the Financial Instruments and Exchange Act. At the time of disclosure of this report, the auditing procedures of financial statements pursuant to the Financial Instruments and Exchange Act have not been completed.

#### \*Explanation regarding appropriate use of business forecasts and other special instructions

The above forecasts are based on information currently available to the company as of the announcement of the report.

Actual results may differ from the forecasts due to various factors. Since the company conducts consolidated accounting-based group management, only the forecast of consolidated results is disclosed.

#### Consolidated Financial Statements

(Consolidated Balance Sheet)

|  |                     | (Million yen)       |
|--|---------------------|---------------------|
|  | Fiscal year ended   | Fiscal year ended   |
|  | February 28, 2013   | February 28, 2014   |
| •  | (February 28, 2013) | (February 28, 2014) |
| Assets                                       |                     |                     |
| Current assets                               | 10.014              | 10 5 6 5            |
| Cash and deposits                            | 10,014              | 12,565              |
| Notes and accounts receivable-trade          | 44,673              | 34,952              |
| Electronically recorded monetary obligations | -                   | 2,468               |
| Inventories                                  | 2,237               | 2,504               |
| Deferred tax assets                          | 1,334               | 1,579               |
| Deposit of subsidiaries and affiliates       | 18,020              | 32,420              |
| Other  | 3,188               | 4,146               |
| Allowance for doubtful accounts              | -144                | -290                |
| Total current assets                         | 79,323              | 90,347              |
| Fixed assets                                 |                     |                     |
| Tangible fixed assets                        |                     |                     |
| Buildings and structures, net                | 1,089               | 1,046               |
| Machinery for area control, net              | 274                 | 238                 |
| Tools, furniture and fixtures, net           | 2,079               | 2,487               |
| Land   | 282                 | 278                 |
| Other, net                                   | 70                  | 207                 |
| Total tangible fixed assets                  | 3,796               | 4,258               |
| Intangible fixed assets                      |                     |                     |
| Goodwill                                     | 10,801              | 10,078              |
| Other  | 1,520               | 1,609               |
| Total intangible fixed assets                | 12,321              | 11,687              |
| Investments and other assets                 | <u>_</u>            | ·                   |
| Investment securities                        | 2,973               | 3,897               |
| Deferred tax assets                          | 288                 | 254                 |
| Other  | 2,195               | 1,877               |
| Allowance for doubtful accounts              | -200                | -199                |
| Total investments and other assets           | 5,257               | 5,829               |
| Total fixed assets                           | 21,375              | 21,775              |
| Total assets                                 | 100,699             | 112,122             |

|   |   | (Million yen)   |
|---|---|---|
|   | Fiscal year ended<br>February 28, 2013<br>(February 28, 2013) | Fiscal year ended<br>February 28, 2014<br>(February 28, 2014) |
| Liabilities   |   | -   |
| Current liabilities                                   |   |   |
| Notes and accounts payable-trade                      | 19,557  | 21,895  |
| Electronically recorded monetary obligations          | 4,987   | 4,806   |
| Current portion of bonds                              | 10  | 5   |
| Accounts payable-other                                | 3,459   | 4,630   |
| Income taxes payable                                  | 3,353   | 3,633   |
| Accrued consumption taxes                             | 495   | 699   |
| Reserve for bonuses                                   | 946   | 975   |
| Reserve for directors' bonuses                        | 87  | 95  |
| Other   | 2,059   | 2,564   |
| Total current liabilities                             | 34,955  | 39,306  |
| Fixed liabilities                                     |   |   |
| Corporate bonds payable                               | 5   |   |
| Deferred tax assets                                   | 390   | 689   |
| Reserve for retirement benefits                       | 553   | 555   |
| Reserve for directors' retirement benefits            | 165   | 170   |
| Asset retirement obligation                           | 15  | 20  |
| Other   | 65  | 64  |
| Total fixed liabilities                               | 1,195   | 1,500   |
| Total liabilities                                     | 36,151  | 40,806  |
| Net assets  | /   | ,   |
| Shareholders' equity                                  |   |   |
| Capital   | 3,238   | 3,238   |
| Capital surplus                                       | 18,770  | 18,818  |
| Retained earnings                                     | 40,539  | 46,235  |
| Treasury stock  | -458  | -449  |
| Total shareholders' equity                            | 62,089  | 67,842  |
| Accumulated other comprehensive income                | ,   | · · · ·   |
| Valuation difference on available-for-sale securities | 940   | 1,365   |
| Foreign currency translation adjustment               | 52  | 340   |
| Total accumulated other comprehensive income          | 992   | 1,711   |
| Stock acquisition rights                              | 205   | 165   |
| Minority interest                                     | 1,260   | 1,59  |
| Total net assets                                      | 64,547  | 71,316  |
| Total liabilities and net assets                      | 100,699   | 112,122   |

# Consolidated Statement of Income and Statement of Comprehensive Income (Consolidated Statement of Income)

|  | Fiscal year ended  | Fiscal year ended  |
|--|--------------------|--------------------|
|  |                    |                    |
|  | February 28, 2013  | February 28, 2014  |
|  | (March 1, 2012 –   | (March 1, 2013 –   |
| T / 1  | February 28, 2013) | February 28, 2014) |
| Net sales  | 248,876            | 257,243            |
| Cost of sales                                    | 218,648            | 223,528            |
| Gross profit                                     | 30,227             | 33,714             |
| Selling, general and administrative expenses     | 16,326             | 18,599             |
| Dperating income                                 | 13,901             | 15,115             |
| Non-operating revenues                           |                    |                    |
| Interest income                                  | 111                | 89                 |
| Dividend income                                  | 40                 | 41                 |
| Other  | 61                 | 32                 |
| Total non-operating revenues                     | 213                | 163                |
| Non-operating expenses                           |                    |                    |
| Interest expenses                                | 2                  | 5                  |
| Exchange loss                                    | -                  | 58                 |
| Compensation for accident expenses               | 41                 | 27                 |
| Other  | 177                | 94                 |
| Total non-operating expenses                     | 221                | 186                |
| Drdinary income                                  | 13,892             | 15,092             |
| Extraordinary profit                             |                    |                    |
| Gain on sale of investment securities            | 14                 | 28                 |
| Settlement received                              | 66                 |                    |
| Total extraordinary profit                       | 80                 | 28                 |
| Extraordinary loss                               |                    |                    |
| Accident loss                                    | -                  | 511                |
| Loss on retirement of noncurrent assets          | -                  | 17                 |
| Head office functions transfer expenses          | 24                 | -                  |
| Loss on valuation of investment securities       | 20                 | -                  |
| Loss on business liquidation                     | 8                  | -                  |
| Total extraordinary loss                         | 53                 | 529                |
| ncome before income taxes and minority interests | 13,920             | 14,592             |
| ncome taxes-current                              | 6,063              | 6,343              |
| ncome taxes-deferred                             | 243                | -150               |
| Fotal income taxes                               | 6,306              | 6,192              |
| Net income before minority interests             | 7,613              | 8,399              |
| Vinority interests in income                     | 104                | 237                |
| Net income                                       | 7,509              | 8,161              |

## (Consolidated Statement of Comprehensive Income)

|   |                    | (Million yen)      |
|---|--------------------|--------------------|
|   | Fiscal year ended  | Fiscal year ended  |
|   | February 28, 2013  | February 28, 2014  |
|   | (March 1, 2012 –   | (March 1, 2013 –   |
|   | February 28, 2013) | February 28, 2014) |
| Net income before minority interests                                    | 7,613 8,           |                    |
| Other comprehensive income  |                    |                    |
| Valuation difference on available-for-sale securities                   | 274                | 425                |
| Foreign currency translation adjustment                                 | 79                 | 347                |
| Total other comprehensive income  | 353                | 773                |
| Comprehensive income  | 7,967              | 9,173              |
| (Breakdown)   |                    |                    |
| Comprehensive income attributable to shareholders of the parent company | 7,855              | 8,880              |
| Comprehensive income attributable to minority shareholders              | 111                | 292                |

#### Consolidated Statement of Cash Flows

|   |  | (Thousand yen)   |
|---|--|--|
|   | Fiscal year ended<br>February 28, 2013<br>(March 1, 2012 –<br>February 28, 2013) | Fiscal year ended<br>February 28, 2014<br>(March 1, 2013 –<br>February 28, 2014) |
| Net cash provided by (used in) operating activities                                   | , , , , , _ , _ ,  |  |
| Income before income taxes and minority interests                                     | 13,920   | 14,592   |
| Depreciation and amortization   | 1,130  | 1,294  |
| Amortization of goodwill  | 1,107  | 1,138  |
| Increase (decrease) in provision for bonuses  | 149  | 27   |
| Increase (decrease) in provision for retirement benefits                              | 45   | 1  |
| Increase (decrease) in provision for directors' retirement                            | 13   | 4  |
| Interest and dividends income   | -151   | -130   |
| Interest expenses   | 2  | 5  |
| Loss (gain) on valuation of investment securities                                     | 20   | -  |
| Loss (gain) on sale of investment securities  | -14  | -28  |
| Decrease (increase) in notes and accounts receivable-trade                            | -12,612  | 7,846  |
| Increase (decrease) in notes and accounts payable-trade                               | -1,116   | 2,056  |
| Increase (decrease) in accounts payable-other   | -314   | 1,031  |
| Decrease (increase) in accounts receivable-other                                      | 355  | -817   |
| Other   | -475   | 331  |
| Subtotal  | 2,060  | 27,351   |
| Interest and dividends income received  | 161  | 128  |
| Interest expenses paid  | -2   | -5   |
| Income taxes paid   | -6,578   | -6,114   |
| Net cash provided by (used in) operating activities                                   | -4,358   | 21,359   |
| Net cash provided by (used in) investing activities                                   | .,   |  |
| Payments into time deposits   | -640   | -77  |
| Proceeds from withdrawal of time deposits   | 430  | 277  |
| Purchase of property, plant and equipment and intangible fixed assets                 | -1,607   | -1,999   |
| Proceeds from sales of property, plant and equipment and intangible fixed assets      | 147  | 41   |
| Purchase of investment securities   | -5   | -285   |
| Proceeds from sales of investment securities  | 53   | 59   |
| Purchase of investments in subsidiaries resulting in change in scope of consolidation | -694   | -388   |
| Payments for deposit of subsidiaries and affiliates                                   | -170,520   | -212,400   |
| Collection of deposit of subsidiaries and affiliates                                  | 180,020  | 198,000  |
| Collection of loans receivable  | 9  | 421  |
| Payments for guarantee deposits   | -105   | -83  |
| Proceeds from collection of guarantee deposits  | 138  | 117  |
| Other   | -139   | -315   |
| Net cash provided by (used in) investing activities                                   | 7,086  | -16,632  |
| Net cash provided by (used in) financing activities                                   |  |  |
| Net increase (decrease) in short-term loans payable                                   | -25  | -  |
| Repayment of long-term loans payable  | -6   | -  |
| Cash dividends paid   | -2,256   | -2,464   |
| Net decrease (increase) in treasury stock   | 2  | 57   |
| Other   | 28   | -67  |
| Net cash provided by (used in) financing activities                                   | -2,257   | -2,475   |
| Effect of exchange rate change on cash and cash equivalents                           | 26   | 99   |

| Net increase (decrease) in cash and cash equivalents | 497   | 2,351  |
|--|-------|--------|
| Cash and cash equivalents at beginning of period     | 9,179 | 9,676  |
| Cash and cash equivalents at end of period           | 9,676 | 12,028 |