

Watabe Wedding Corporation
Briefing Materials on Consolidated Results
for the First Half of FY2015



Overview of Consolidated Results



(Millions of yen)

Item	1Q-2Q FY2014	1Q-2Q FY2015	Year on year change
Net sales	20,577	20,806	+1.1%
Gross profit	13,268	13,428	+1.2%
Gross profit ratio	64.5%	64.5%	+0.1%
Selling, general and administrative expenses	14,720	14,410	-2.1%
SG&A ratio	71.5%	69.3%	-2.3%
Operating income (loss)	(1,452)	(982)	+470
Operating income (loss) ratio	-7.1%	-4.7%	—
Ordinary income (loss)	(1,414)	(891)	+523
Ordinary income (loss) ratio	-6.9%	-4.3%	—
Profit (loss) attributable to owners of parent	(1,094)	(1,104)	-10

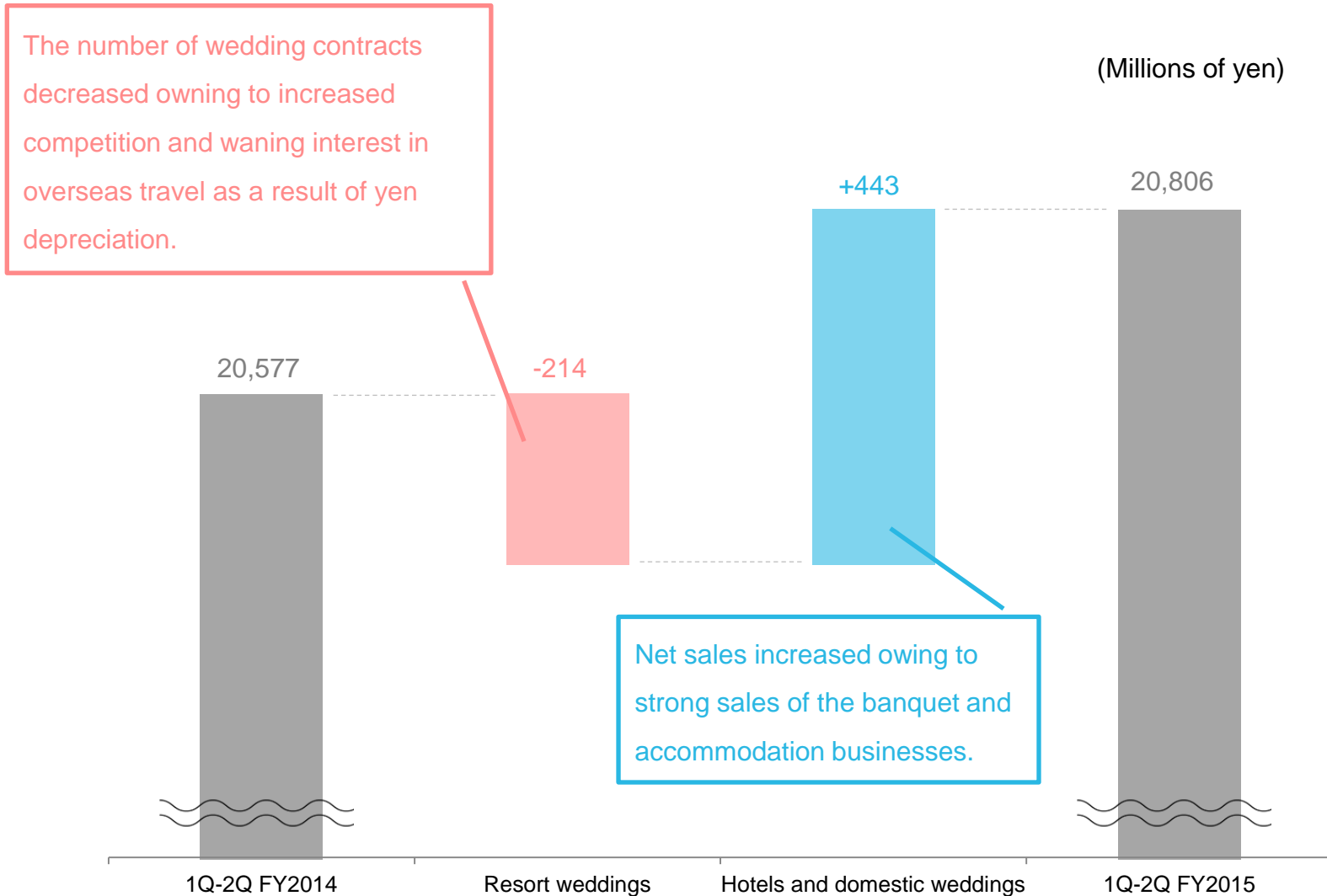
Overview by Business Segment

(Millions of yen)

Item	Consolidated		Resort weddings		Hotels and domestic weddings		Adjustments	
	1Q-2Q FY2014	1Q-2Q FY2015	1Q-2Q FY2014	1Q-2Q FY2015	1Q-2Q FY2014	1Q-2Q FY2015	1Q-2Q FY2014	1Q-2Q FY2015
Net sales	20,577	20,806	8,621	8,407	11,955	12,398	—	—
Operating income (loss)	(1,452)	(982)	(502)	(568)	(964)	(404)	14	(9)
Operating income (loss) ratio	-7%	-5%	-6%	-7%	-8%	-3%	—	—

Net sales: Sales to customers

Net Sales: Contributing Factors



Segment Income (Loss): Contributing Factors

(Millions of yen)



Consolidated Balance Sheets

ASSETS	As of Mar. 31, 2015	As of Sep. 30, 2015
Current assets		
Cash and deposits	4,502	4,113
Accounts receivable-trade	1,626	1,520
Other	2,503	1,961
Total current assets	8,631	7,594
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	4,236	4,068
Other	3,604	3,550
Total property, plant and equipment	7,840	7,618
Intangible assets	640	575
Investments and other assets		
Guarantee deposits	2,845	2,720
Other	774	927
Total investments and other assets	3,619	3,647
Total non-current assets	12,100	11,842
Total assets	20,732	19,436

LIABILITIES	As of Mar. 31, 2015	As of Sep. 30, 2015
Current liabilities		
Accounts payable-trade	1,532	1,490
Short-term loans payable	625	834
Advances received	2,363	2,564
Other	2,697	2,683
Total current liabilities	7,217	7,571
Non-current liabilities		
Long-term loans payable	750	187
Asset retirement obligations	579	588
Other	1,222	1,367
Total non-current liabilities	2,551	2,142
Total liabilities	9,769	9,713

NET ASSETS		
Shareholders' equity		
Capital stock	4,176	4,176
Capital surplus	4,038	4,038
Retained earnings	2,473	1,369
Treasury shares	(0)	(0)
Total shareholders' equity	10,687	9,583
Total other comprehensive income	223	84
Non-controlling interests	52	54
Total net assets	10,963	9,722
Total liabilities and net assets	20,732	19,436

Activities in First Half of Fiscal 2015

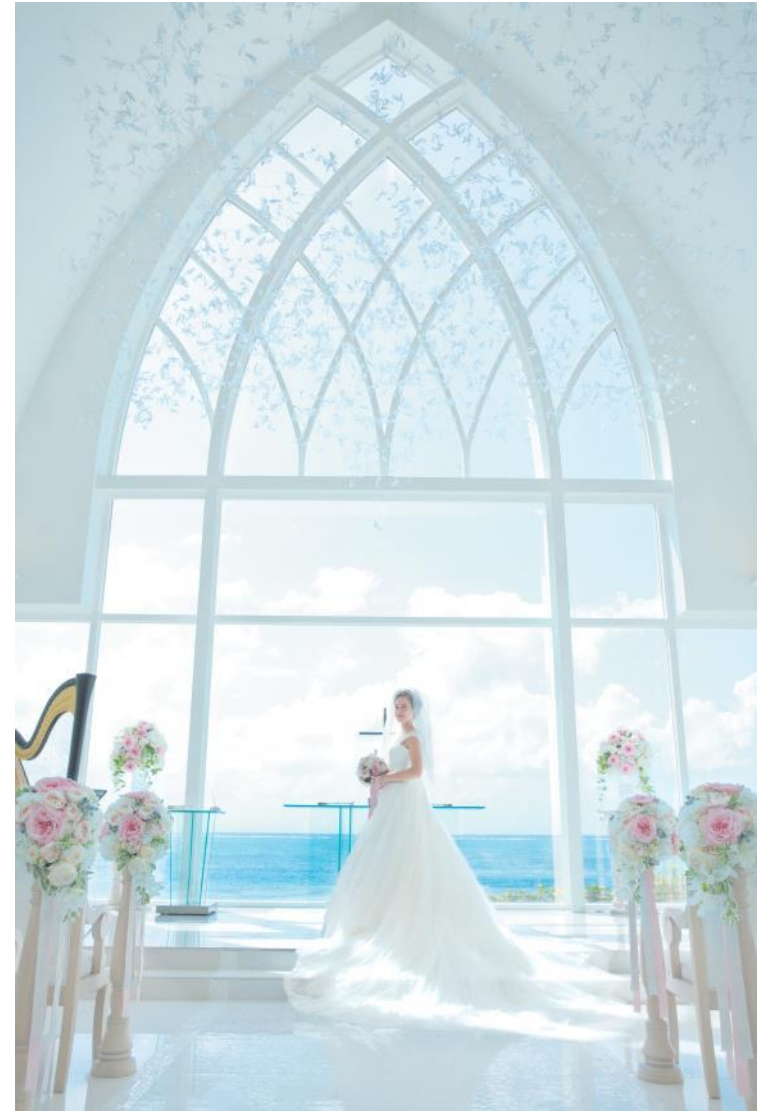
Newly opened directly operated salons will expand our market reach and attract the attention of more customers



As of September 30, 2015

Okinawa: The Newly Renovated “Aquagrace Chapel,” Opens

The newly renovated flagship facility in Okinawa, “Aquagrace Chapel,” opens



Online sales site goes live in August, enabling customers to complete everything from booking a date to payment

WATABE.COM

Home

Help

MyWedding

Login/Register

Cart



日本語 English

Desired Wedding Date 

Wedding Plan

> Photo Plan

Option

> Beauty

> Album



Photo Plan

Haven't had an actual wedding, but you want to take some wedding photos? Choose our Photo Plan. Consider it as a gift for a Birthday, an Anniversary, your parents, or Just Because! No restrictions to apply.



Beauty

Our beauty professionals will help you make you look even more glamorous on your special day. By enhancing your beauty, we will compose the most radiant look for you.



Album

Commemorate your ceremony with a photo album. It is an indispensable item to memorialize your special day. Choose one from our various styles.

Hawaii

> **Oahu/Other**

> Hawaii

Guam

Saipan

Bali

Oceania

Tahiti

USA

Europe

Okinawa

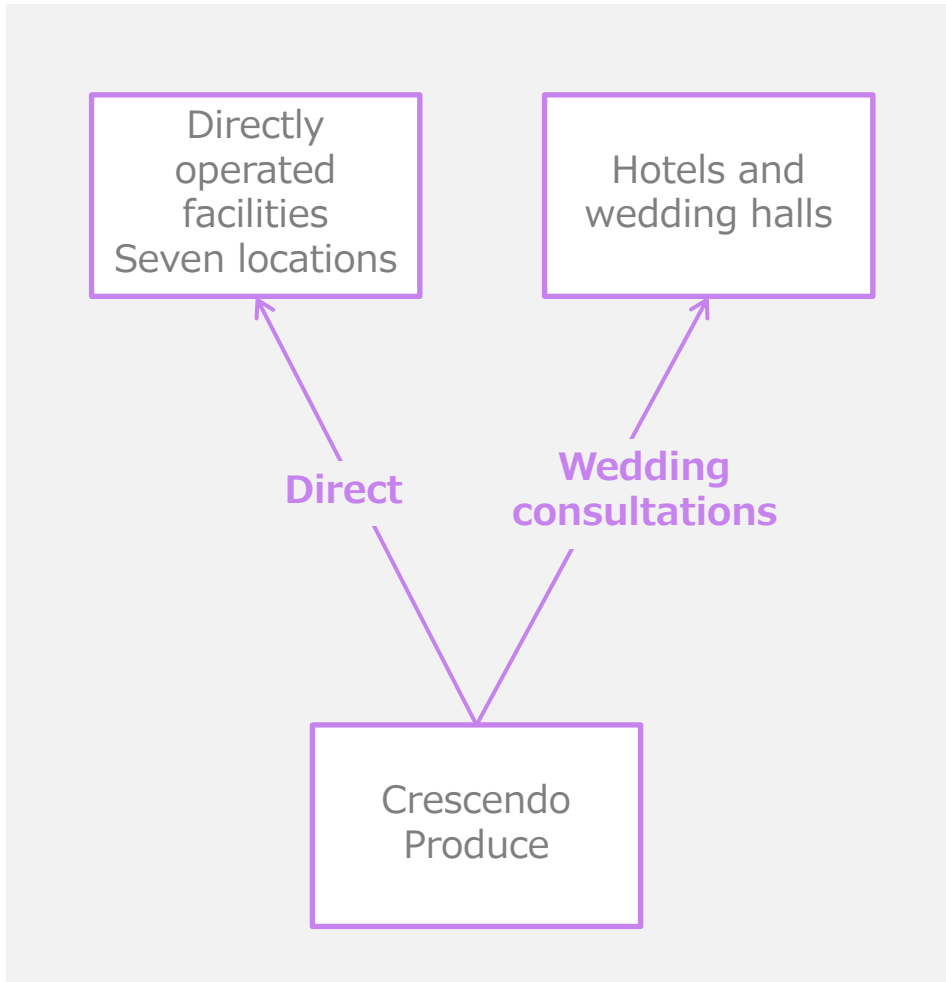
Hokkaido/Kyoto

Meguro Gajoen: The Newly Renovated Banquet Room

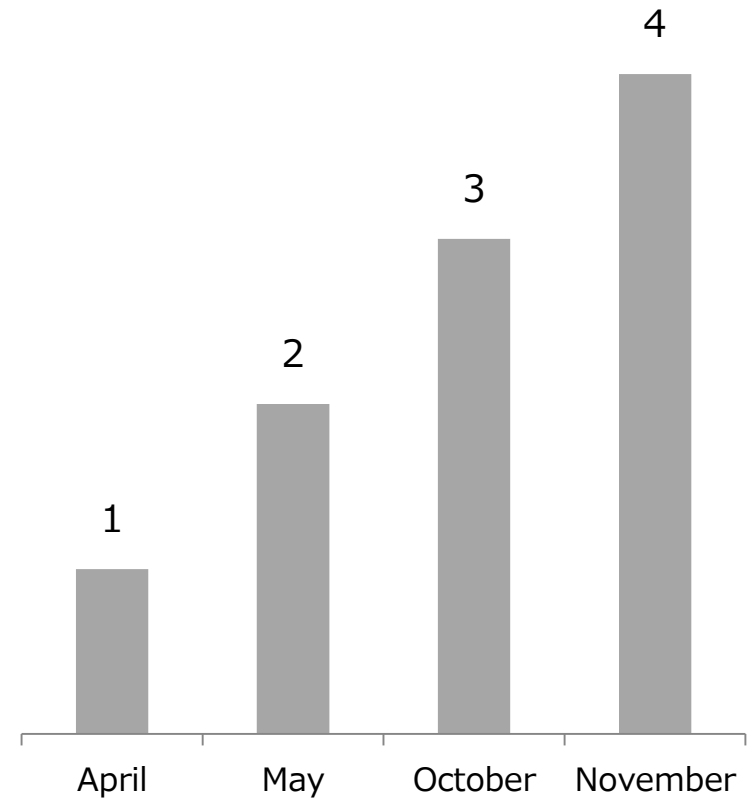
The newly renovated medium-sized banquet room "Cassiopeia" opens under new concept



Provide consultation expertise to wedding divisions at hotels and wedding halls and share know-how



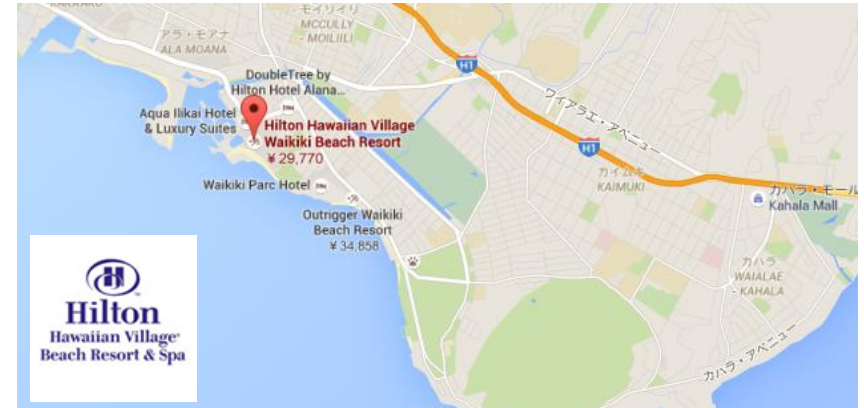
Number of facilities commissioned



Activities in Second Half of Fiscal 2015

Hawaii: “The Akala Chapel” Opens in Honolulu

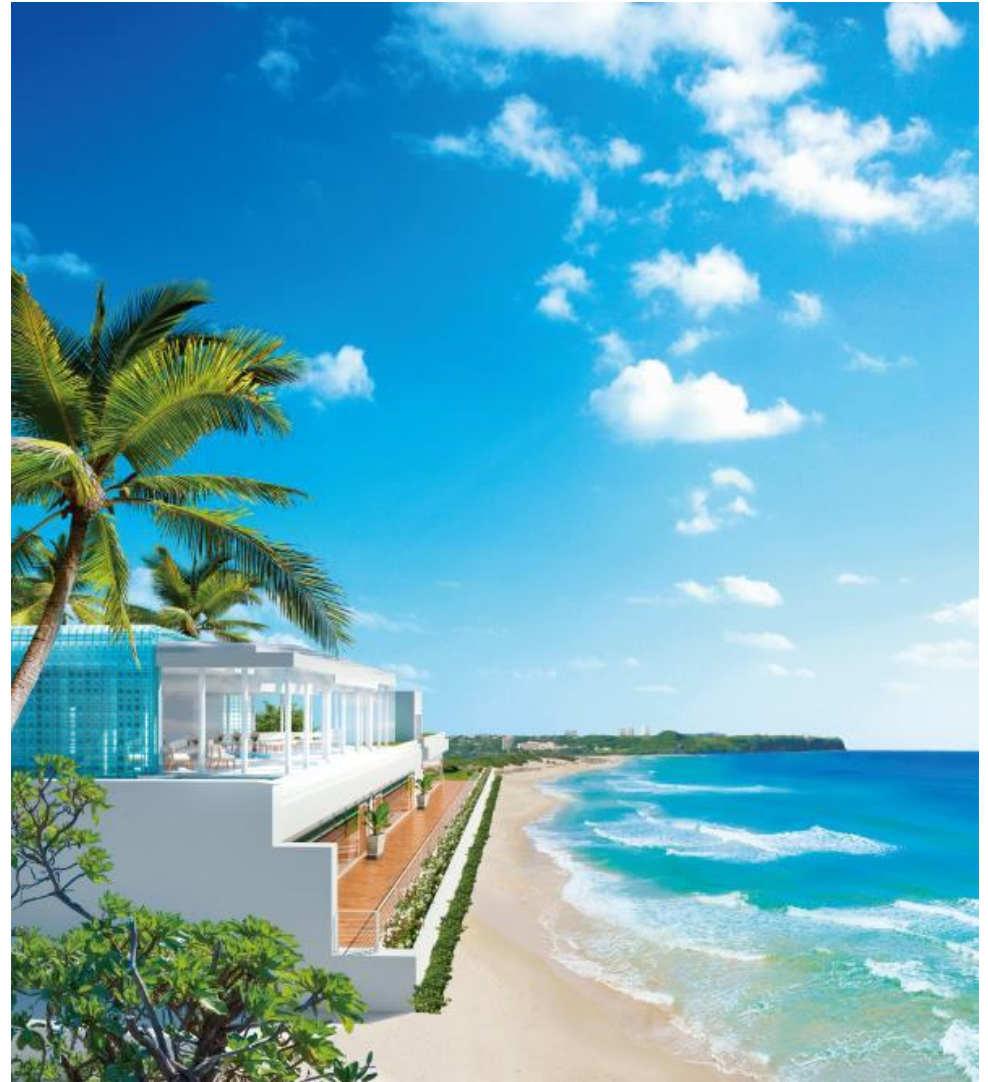
Chalk-white chapel nestled within the Hilton Hawaiian Village Waikiki Beach Resort



Wedding plan for “Moanalua Garden Prince Lot Hula Pa” garden wedding hall
launched in 2015

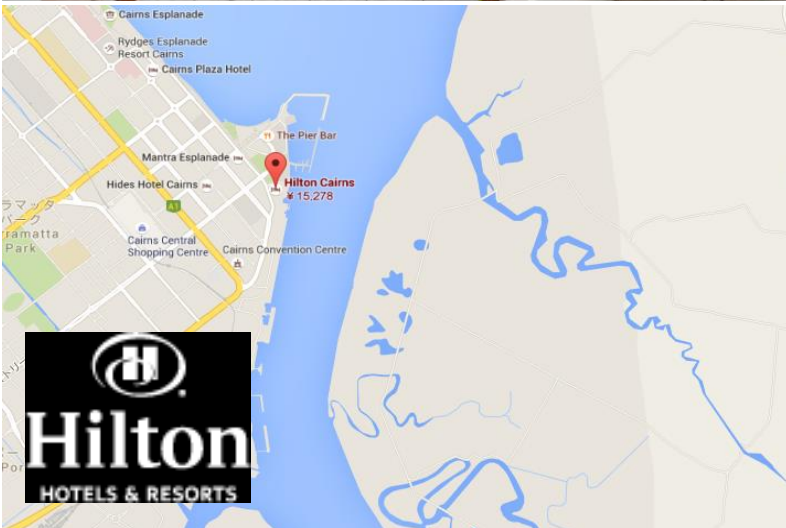
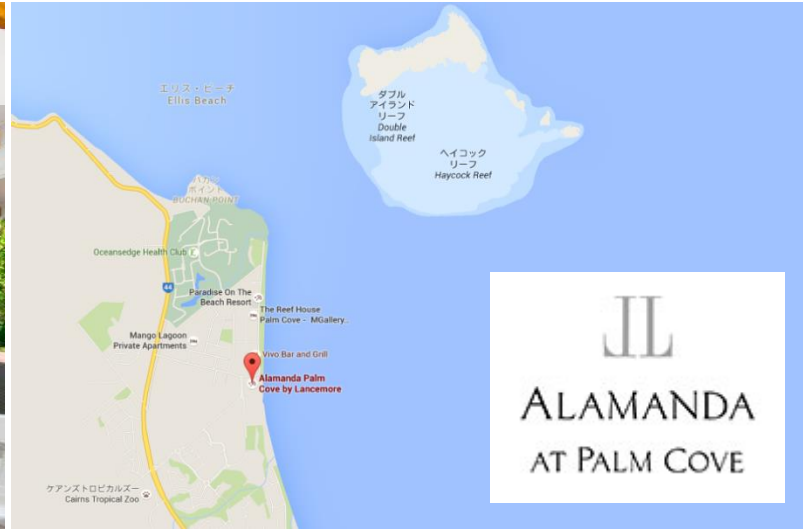


New Chapel, "Luz de Amor," opens in Guam in November 2015

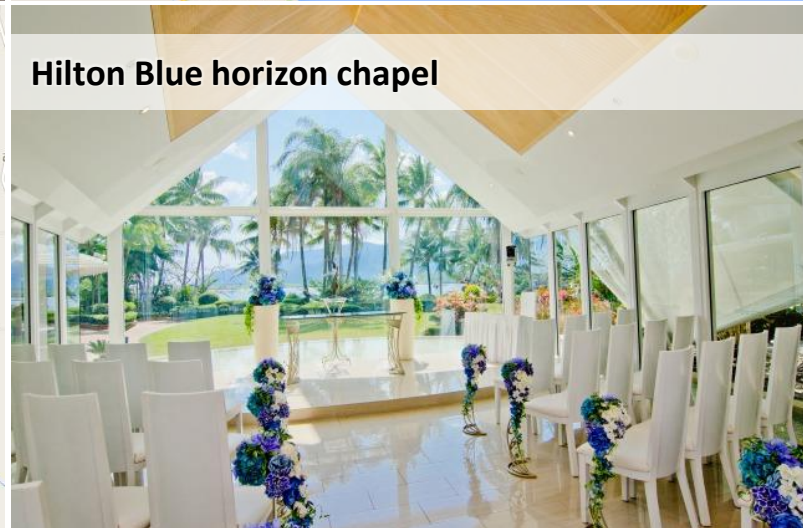


Two chapels in popular Cairns hotels to begin operations in January 2016

ALAMANDA great barrier leaf chapel



Hilton Blue horizon chapel



Bridal Gowns Inspired by Hinano Yoshikawa Co-Development with KURAUDIA  ワタベウェディング

A total of 12 designs available, including brand's first colored gown

KURAUDIA
BRIDAL CREATOR



その日は、消えない。

WATABE WEDDING



Mielparque: Renovation of Guest Rooms in Tokyo and Osaka



Large-scale renovation of accommodations at Mielparque Tokyo and Osaka designed to boost sales



Consolidated Performance Forecast for FY2015



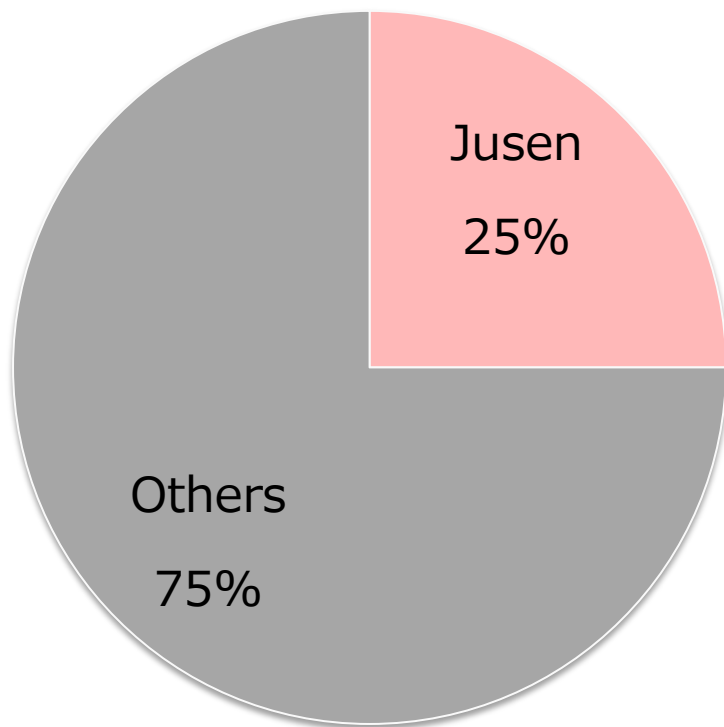
(Millions of yen)

	FY2014	FY2015	Year on year
Net sales	44,214	44,000	-0.5%
Operating income (loss)	(696)	200	+896
Ordinary income (loss)	(411)	260	+671
Profit (loss) attributable to owners of parent	(1,805)	60	+1,865
Profit (loss) per share (Yen)	(182.24)	6.06	+176.18

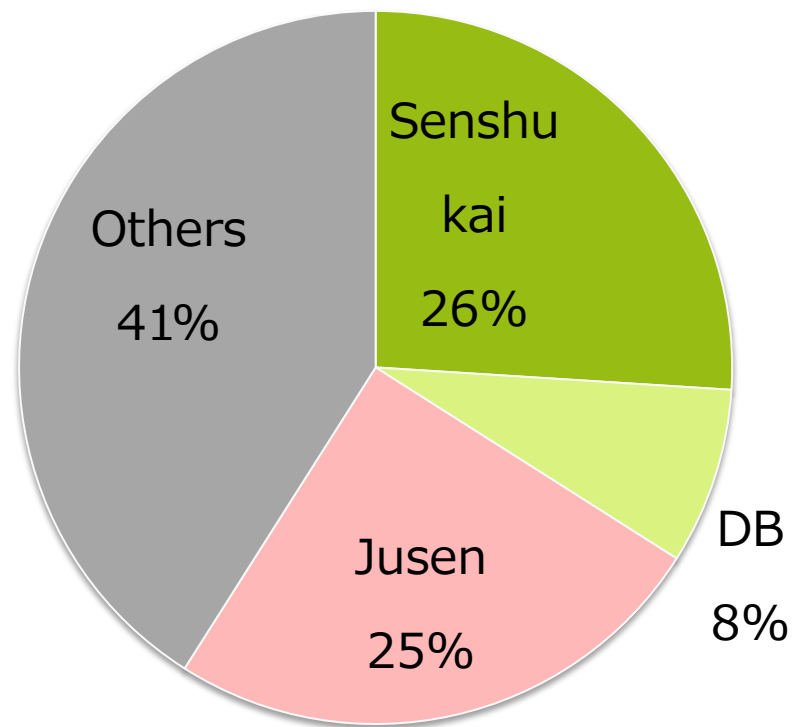
	Company name	Senshukai Co., Ltd.
	Location	1-8-9 Doshin, Kita-ku, Osaka
	Title and name of the representative	President and Representative Director: Michio Tanabe
	Line of business	Catalog business, hanpukai business, bridal business, corporate business, other business
	Date of establishment	November 1955

	Company name	Dears Brain Inc.
	Location	2-6-3 Shibakoen, Minato-ku, Tokyo
	Title and name of the representative	President and Representative Director: Hirokazu Kogishi
	Line of business	House wedding business, dress business, restaurant business, consulting business
	Date of establishment	June 2001

Before tender offer



Tender offer



- 1 Mutual cooperation for the development of an alliance on operational know-how, etc.
- 2 Mutual cooperation toward service expansion and joint development of wedding related products
- 3 Mutual cooperation for the development of platforms with customer-attraction and production functions
- 4 Mutual cooperation for customer development in the comprehensive lifestyle field
- 5 Mutual cooperation for the marketing, promotion and product and service development in the comprehensive lifestyle field to respond to the needs of newly wedded couples in their new life
- 6 Mutual cooperation looking ahead of full-fledged overseas business expansion

Watabe Wedding Corporation

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