

Watabe Wedding Corporation
Briefing Materials on Consolidated Results
for the Third Quarter of FY2015



Overview of Consolidated Results



(Millions of yen)

Item	1Q-3Q FY2014	1Q-3Q FY2015	Year on year change
Net sales	34,064	33,808	-0.8%
Gross profit	22,073	21,985	-0.4%
Gross profit ratio	64.8%	65.0%	+0.2%
Selling, general and administrative expenses	22,196	21,576	-2.8%
SG&A ratio	65.2%	63.8%	-1.3%
Operating income (loss)	-122	409	-
Operating income (loss) ratio	-0.4%	1.2%	-
Ordinary income (loss)	153	570	372.5%
Ordinary income (loss) ratio	0.4%	1.7%	-
Profit (loss) attributable to owners of parent	-486	100	-

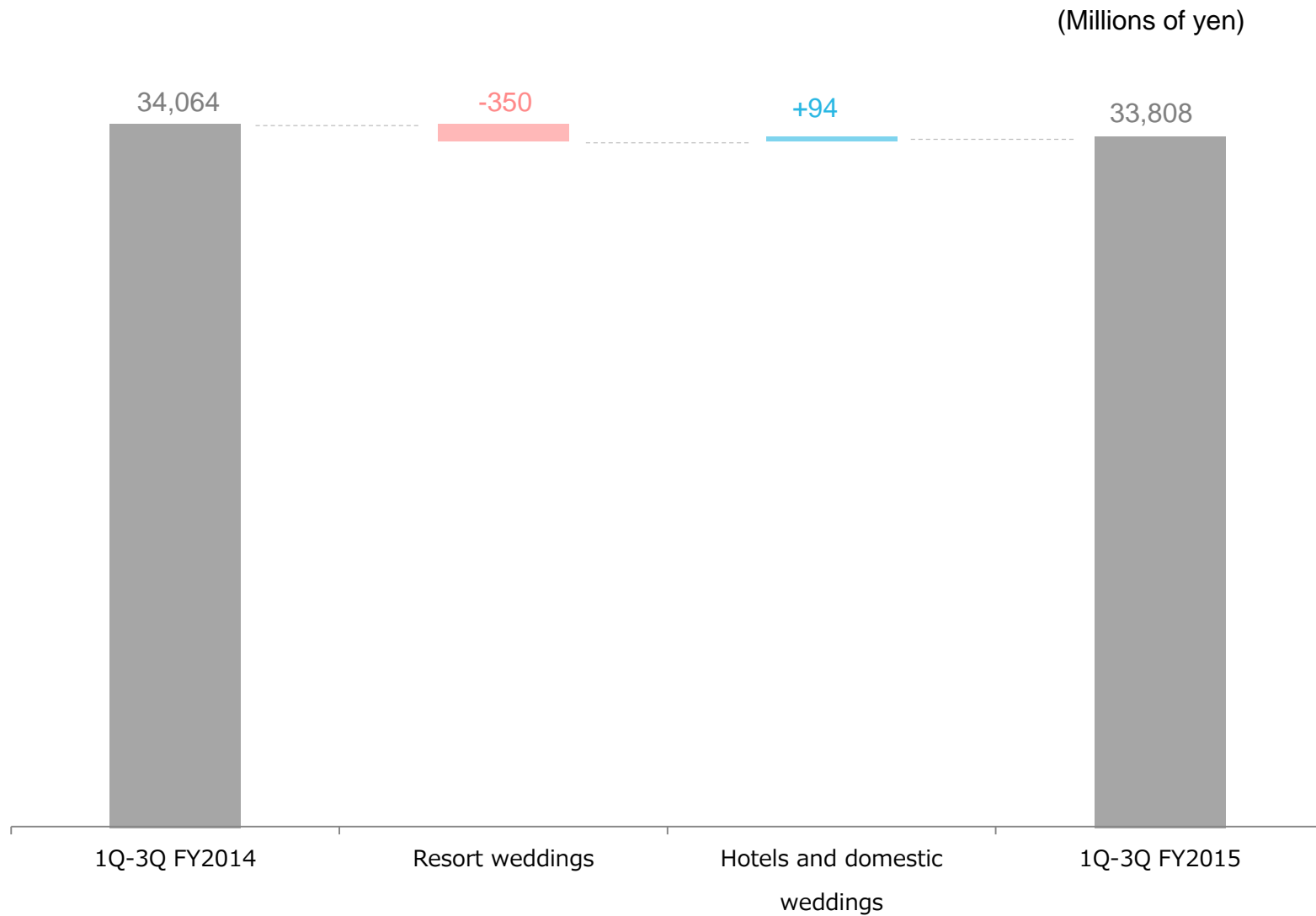
Overview by Business Segment

(Millions of yen)

Item	Consolidated		Resort weddings		Hotels and domestic weddings		Adjustments	
	1Q-3Q FY2014	1Q-3Q FY2015	1Q-3Q FY2014	1Q-3Q FY2015	1Q-3Q FY2014	1Q-3Q FY2015	1Q-3Q FY2014	1Q-3Q FY2015
Net sales	34,064	33,808	13,995	13,644	20,069	20,163	-	-
Operating income (loss)	-122	409	92	-96	-244	495	29	10
Operating income (loss) ratio	-0%	1%	1%	-1%	-1%	2%	-	-

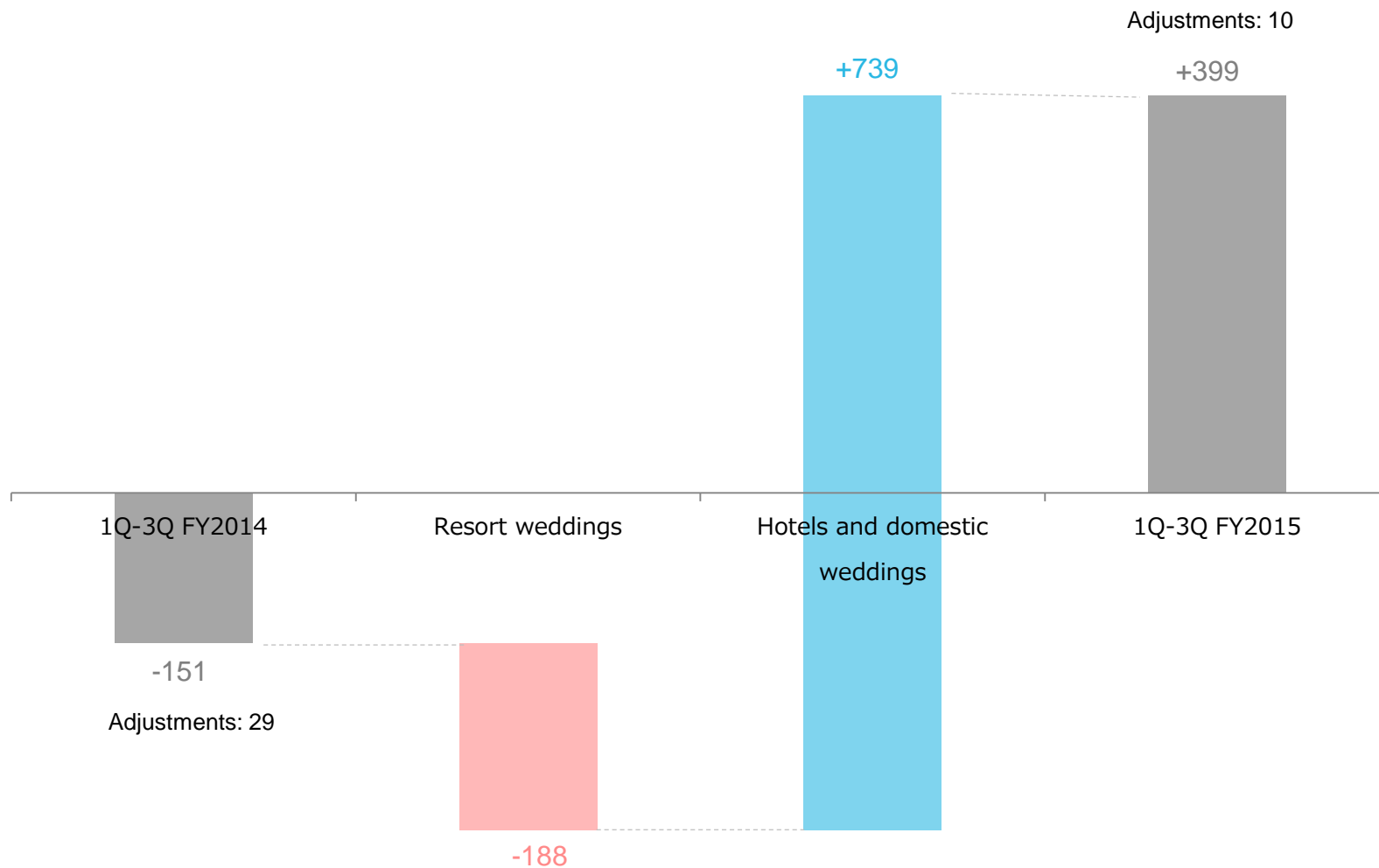
Net sales: Sales to customers

Net Sales: Contributing Factors



Segment Income: Contributing Factors

(Millions of yen)



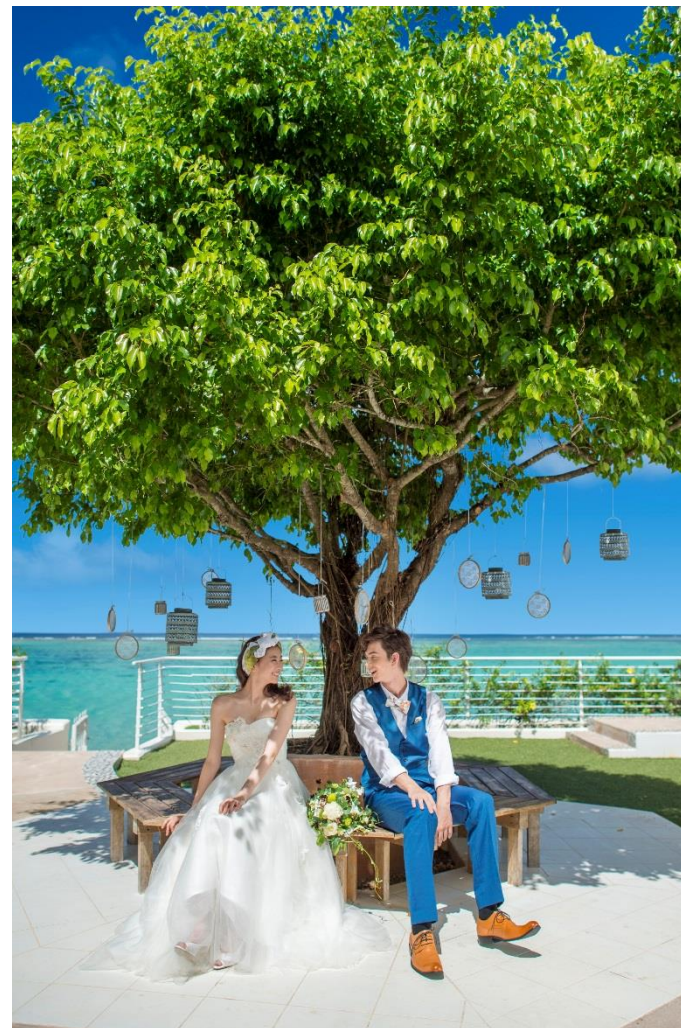
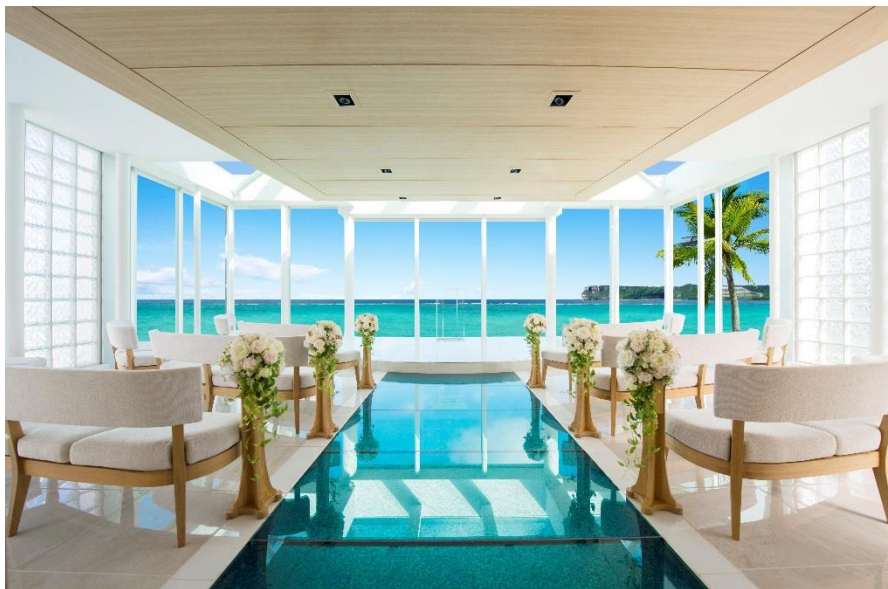
Consolidated Balance Sheets

ASSETS	As of Mar. 31, 2015	As of Dec. 31, 2015
Current assets		
Cash and deposits	4,502	5,212
Accounts receivable-trade	1,626	1,484
Other	2,503	1,824
Total current assets	8,631	8,520
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	4,236	3,974
Other	3,604	3,281
Total property, plant and equipment	7,840	7,255
Intangible assets	640	542
Investments and other assets		
Guarantee deposits	2,845	2,678
Other	774	920
Total investments and other assets	3,619	3,598
Total non-current assets	12,100	11,396
Total assets	20,732	19,917

LIABILITIES	As of Mar. 31, 2015	As of Dec. 31, 2015
Current liabilities		
Accounts payable-trade	1,532	1,649
Short-term loans payable	625	834
Advances received	2,363	1,822
Other	2,697	2,685
Total current liabilities	7,217	6,990
Non-current liabilities		
Long-term loans payable	750	187
Asset retirement obligations	579	589
Other	1,222	1,281
Total non-current liabilities	2,551	2,057
Total liabilities	9,769	9,048
NET ASSETS		
Shareholders' equity		
Capital stock	4,176	4,176
Capital surplus	4,038	4,038
Retained earnings	2,473	2,574
Treasury shares	(0)	(0)
Total shareholders' equity	10,687	10,788
Total other comprehensive income	223	27
Non-controlling interests	52	53
Total net assets	10,963	10,869
Total liabilities and net assets	20,732	19,917

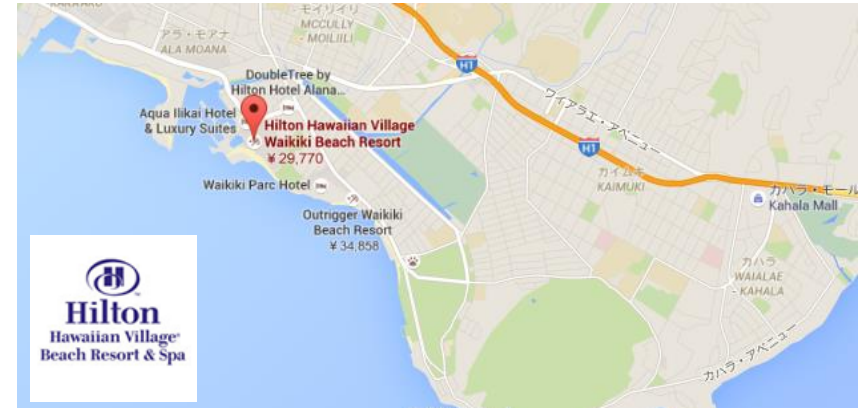
Resort Weddings Business

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



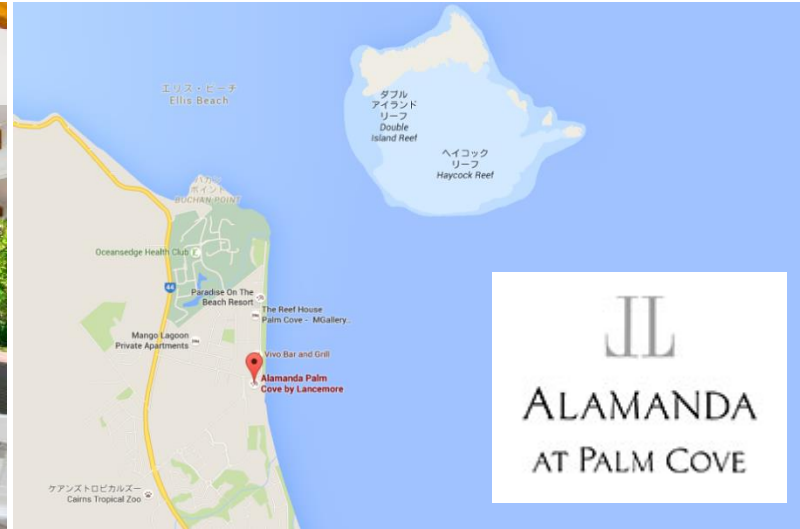
Hawaii: “The Akala Chapel” Opens in Honolulu

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



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

ALAMANDA great barrier leaf chapel



Hilton Blue horizon chapel



Co-production with Popular Boutique "SHIPS",
Launched sales of New Guests Costume for resort wedding customers



Debuts of new-style menu “Ryukyu Houou,” produced by Hal Yamashita, Executive Owner
Chef of “HAL YAMASHITA TOKYO” at Tokyo Midtown!

～ Taste with six senses ～

New Sensation Premium Wedding Menu with local materials of Okinawa



六感で愛でる沖縄

人は皆美味しいものを食べると自然と笑顔がこぼれます。その笑顔に加えて、食べる瞬間の『おどろき』や『わくわく』といった新たな感覚を意識し、料理の一皿一皿に沖縄ならではの素材を活かして“楽しい”を盛りつけた「六感で感じる」しあわせのコースをご用意。料理を通して生まれる笑顔や会話こそが、本当に作りだしたいもの。祝福されるおふたりと、その大切な人たちとの間に、より深い絆が永遠に築かれるように。新コース「琉球鳳凰」とあわせて、最高のときを演出します。



Hal Yamashita

山下 春幸

「HAL YAMASHITA 東京」「TOPTABLES 東京スカイツリー」など、国内外11店舗のエグゼクティブ・オーナーシェフ。素材に真っ向から向き合い、その持ち味を最大限に引き出す調理方法と感性を持つ。ありとあらゆる食材・調理方法を用いて、和と洋の壁を感じさせないジャパニーズボーダーレスな、独自の感覚を持ち、今、注目の料理人の一人。「新和食」という独自のスタイルを打ち立てたバイオニアである。

Sales of New Plan Collaborated with Dears Brain, Inc.



Launched sales of Special Plan with Resort Wedding and Domestic Party,
「Premium Resort Wedding Plan 2016」
at 9 Domestic House Wedding Facilities of Dears Brain, Inc.



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WATABE WEDDING

Hotel and Domestic Wedding Business

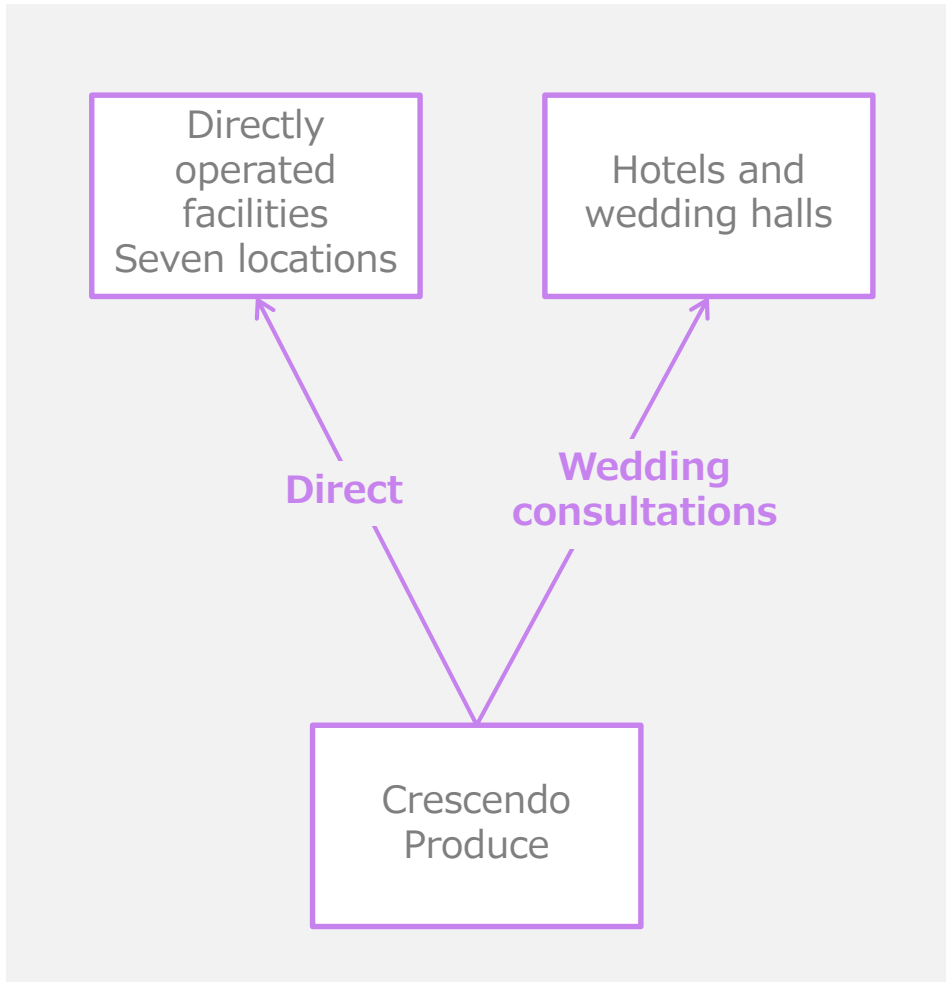
88th Special Plan ~MUSUBI~ started to sell and the related anniversary events started to be held in January 2016



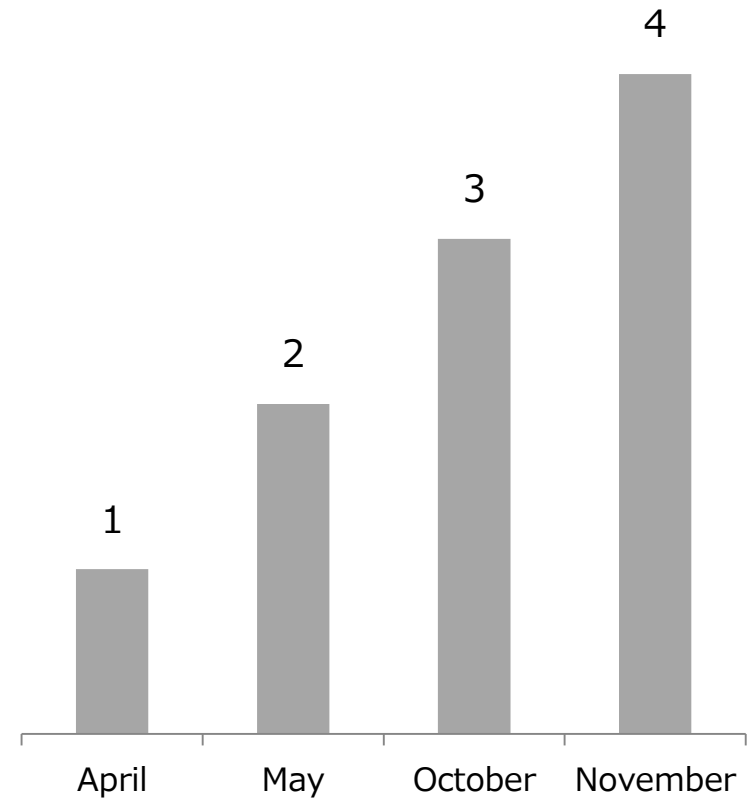
Large-scale renovation of accommodations at Mielparque
Tokyo and Osaka designed to boost sales



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



Number of facilities outsourced



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

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