

**Watabe Wedding Corporation**  
**Briefing Materials on Consolidated Results**  
**for the First Three Months of FY2016**



# Overview of Consolidated Results

(Millions of yen)

Item	1Q FY2015	1Q FY2016	Year on year change
Net Sales	11,346	11,086	-2.3%
Gross profit	7,314	7,400	1.2%
Gross profit ratio	64.5%	66.8%	2.3pt
Selling, general and administrative expenses	7,305	7,111	-2.7%
SG&A ratio	64.4%	64.1%	-0.2pt
Operating income	9	289	3111%
Operating income ratio	0.1%	2.6%	2.5pt
Ordinary income	140	23	-84%
Ordinary income ratio	1.2%	0.2%	-1.0pt
Profit (loss) attributable to owners of parent	(28)	12	40

# Overview by Business Segment

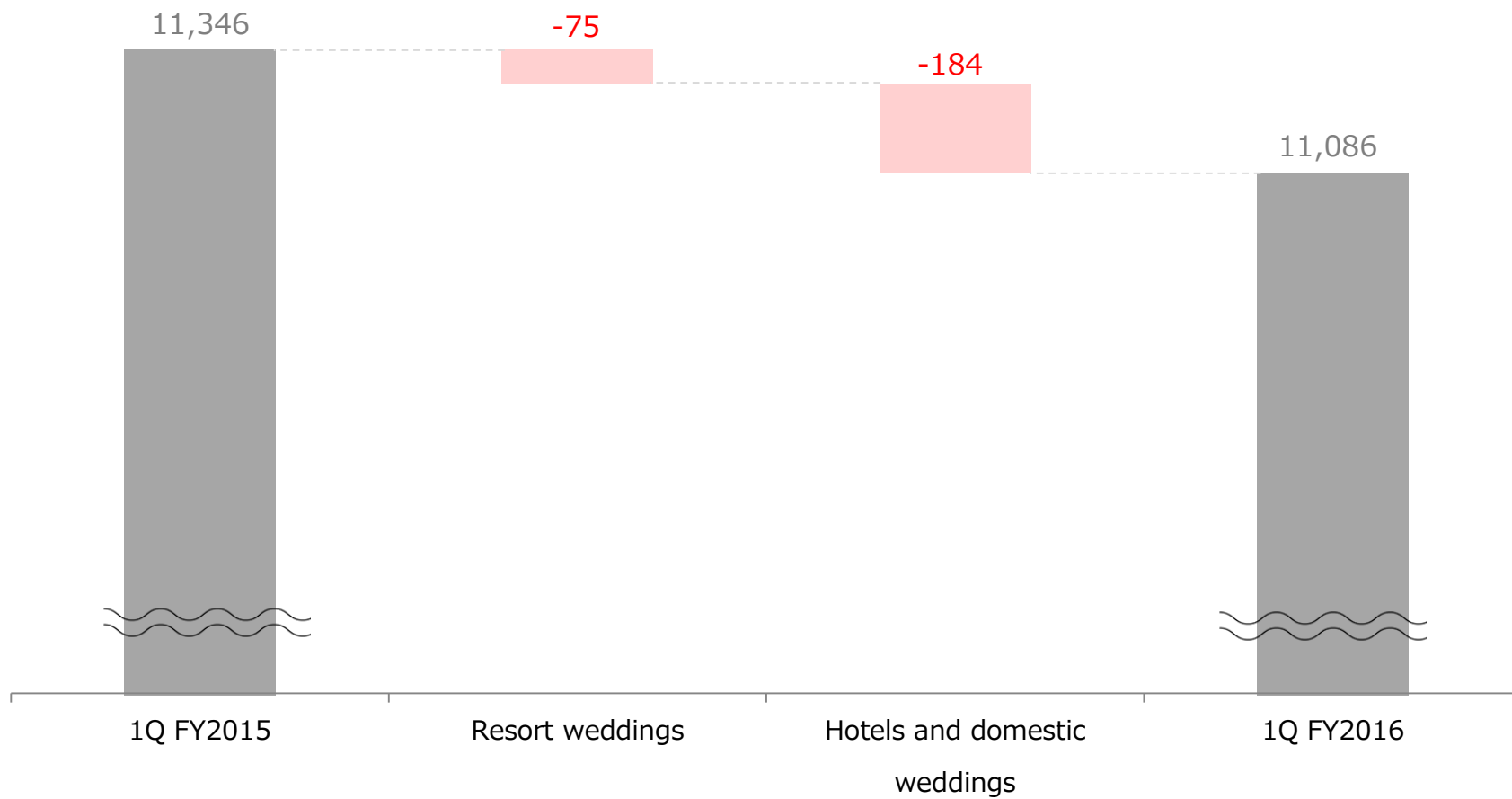
(Millions of yen)

Item	Consolidated		Resort weddings		Hotels and domestic weddings		Adjustments	
	1Q FY2015	1Q FY2016	1Q FY2015	1Q FY2016	1Q FY2015	1Q FY2016	1Q FY2015	1Q FY2016
Net sales	11,346	11,086	4,643	4,567	6,702	6,518	0	0
Operating income (loss)	9	289	(117)	(39)	126	265	0	63
Operating income ratio	0%	3%	-3%	-1%	2%	4%	—	—

Net sales: Sales to customers

# Net Sales: Contributing Factors

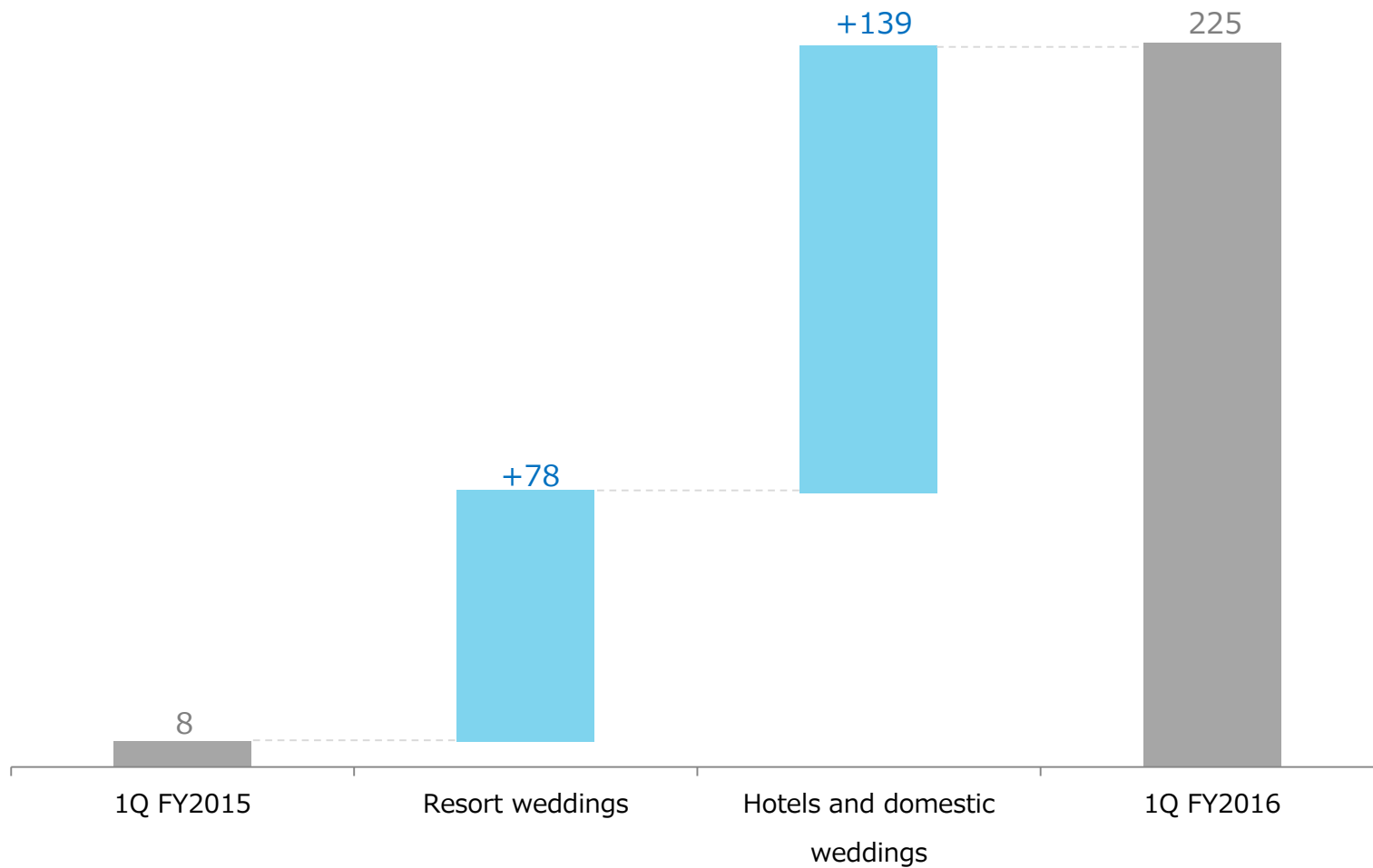
(Millions of yen)



# Segment Income: Contributing Factors

(Millions of yen)

\* Excluding adjustment



# Consolidated Balance Sheets

ASSETS	As of Mar. 31, 2016	As of Jun. 30, 2016
Current assets		
Cash and deposits	5,311	3,993
Accounts receivable-trade	1,636	1,719
Other	2,382	2,446
Total current assets	9,329	8,158
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	3,990	3,648
Other	3,220	3,061
Total property, plant and equipment	7,210	6,709
Intangible assets	573	580
Investments and other assets		
Guarantee deposits	2,669	2,655
Other	1,028	853
Total investments and other assets	3,697	3,508
Total non-current assets	11,481	10,798
<b>Total assets</b>	<b>20,811</b>	<b>18,956</b>

LIABILITIES	As of Mar. 31, 2016	As of Jun. 30, 2016
Current liabilities		
Accounts payable-trade	1,433	1,347
Short-term loans payable	933	225
Advances received	2,208	2,290
Other	3,802	2,978
Total current liabilities	8,376	6,840
Non-current liabilities		
Long-term loans payable	125	125
Asset retirement obligations	586	564
Other	1,380	1,533
Total non-current liabilities	2,091	2,222
<b>Total liabilities</b>	<b>10,468</b>	<b>9,063</b>

NET ASSETS		
Shareholders' equity		
Capital stock	4,176	4,176
Capital surplus	4,038	4,038
Retained earnings	2,504	2,467
Treasury shares	(0)	(0)
Total shareholders' equity	10,718	10,681
Total other comprehensive income (loss)	(425)	(852)
Non-controlling interests	49	63
<b>Total net assets</b>	<b>10,342</b>	<b>9,892</b>
<b>Total liabilities and net assets</b>	<b>20,811</b>	<b>18,956</b>

# **Business Activities in FY2016**

Established a joint venture with Dears Brain through 50:50 investment



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### **W&D Products, Ltd.**

Underpinned by Watabe Wedding's manufacturing know-how and associated production capabilities, W&D Products, Ltd. was established to enhance our product appeal through the connection of sales networks across the different segments of the Watabe Group and Dears Brain, etc., and build a platform for the manufacturing business for OEMs domestically and overseas.



# Rizokon Café Opens for Limited Time

Resort weddings  
business

To celebrate the creation of Resort Wedding Day, on August 1, we opened the *Rizokon* Café—coined from the Japanese words *rizoto* and *kekkon* (“resort” and “wedding”)—in Shibuya, a district of Tokyo, for a limited time only to enable people to experience the magical charm of a resort wedding



# Hawaii: Renovating Our Chapel at Ko Olina Resort as Centerpiece

Resort weddings  
business

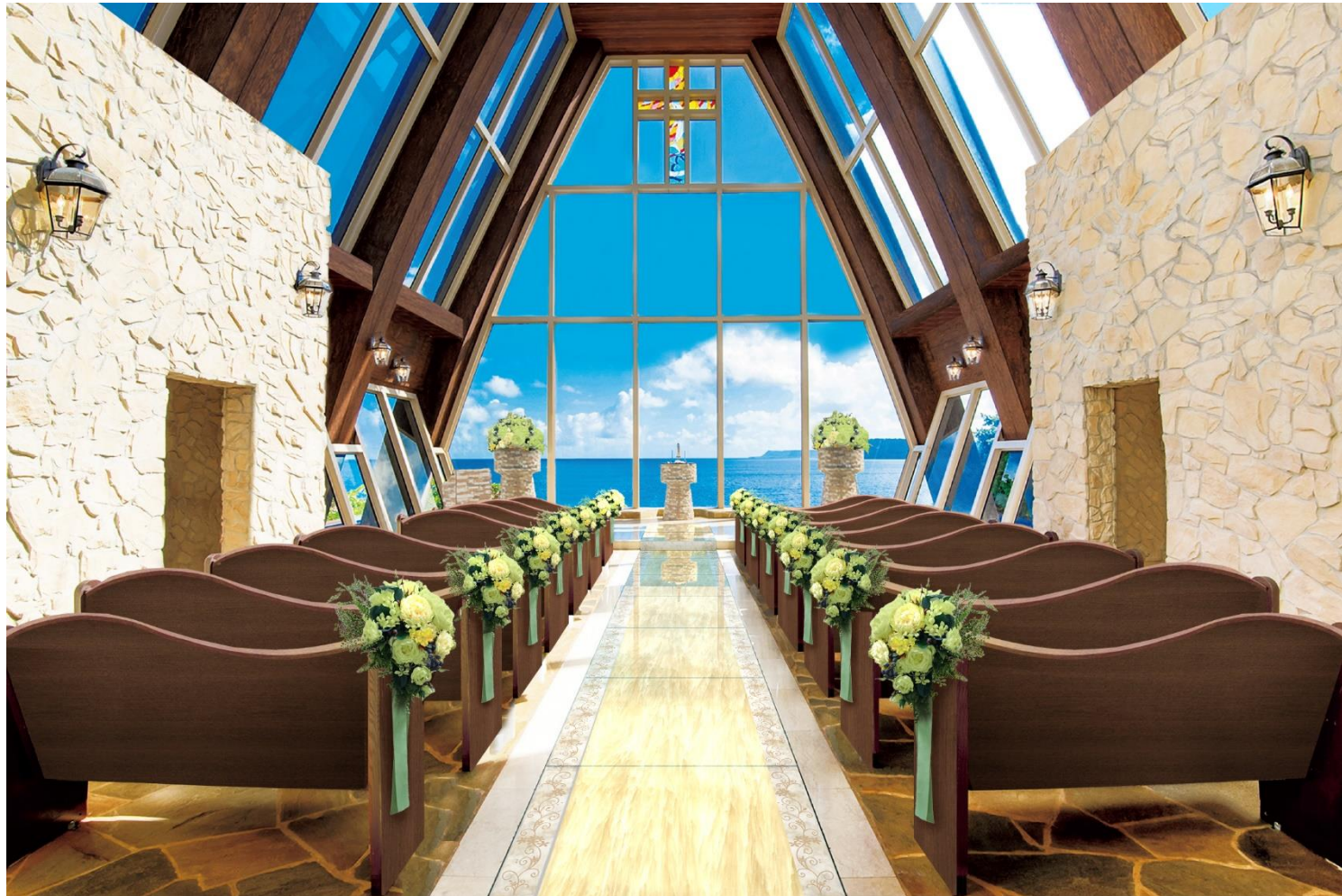
“Aquaveil Frais Marina Ko Olina Le Plage,” in Hawaii, is being renovated and will reopen in February 2017 as “Ko Olina Chapel at Aqua Marina”



\* Concept images

## Guam: Facility Renovation at “St. Probus Holy Chapel”

“St. Probus Holy Chapel,” a recognizable stately structure atop a hill overlooking the crystal blue waters around Guam, is being renovated and will reopen in January 2017 as a traditional chapel exuding the warmth of nature



\* Concept image

# Onna Village, Okinawa: Facility Renovation at “Aqualuce Chapel”

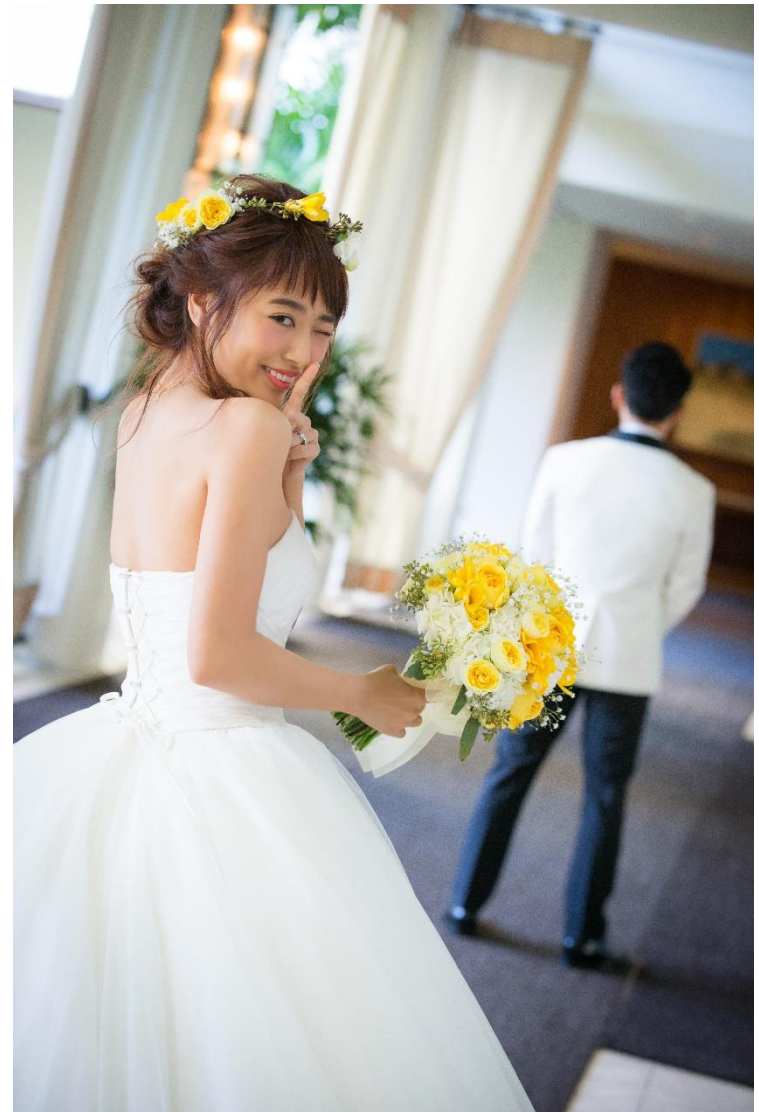
Resort weddings  
business

“Aqualuce Chapel,” a stand-alone chapel sitting on a hill looking out over the beautiful waters of Okinawa, is being renovated and will reopen in February 2017



\* Concept image

Announced “*CHIPI-KON*,” a special wedding site featuring model Chihiro Kondo—known by the nickname Chipi—and revealed the Chipi Dress she helped design



# Debut of Newly Designed Bridal Gown

Resort weddings  
business

Debuted new bridal gown and tuxedo designs under original brands AVICA and ELLE MARIAGE



## Renovations of guest rooms at Meguro Gajoen, Mielparque Tokyo and Mielparque Osaka

Meguro Gajoen

\* Concept images



Hotel Mielparque Tokyo



Hotel Mielparque Osaka



Meguro Gajoen: Focusing on approaches to attract interest in banquets and other general celebrations by offering 88th anniversary special promotions

Set up special plans with approaches fine-tuned to banquets, accommodations and other services, and worked to strengthen the mainstay wedding business while also increasing customer numbers for banquets and other general celebrations

目黒雅叙園 創業88周年記念特別企画

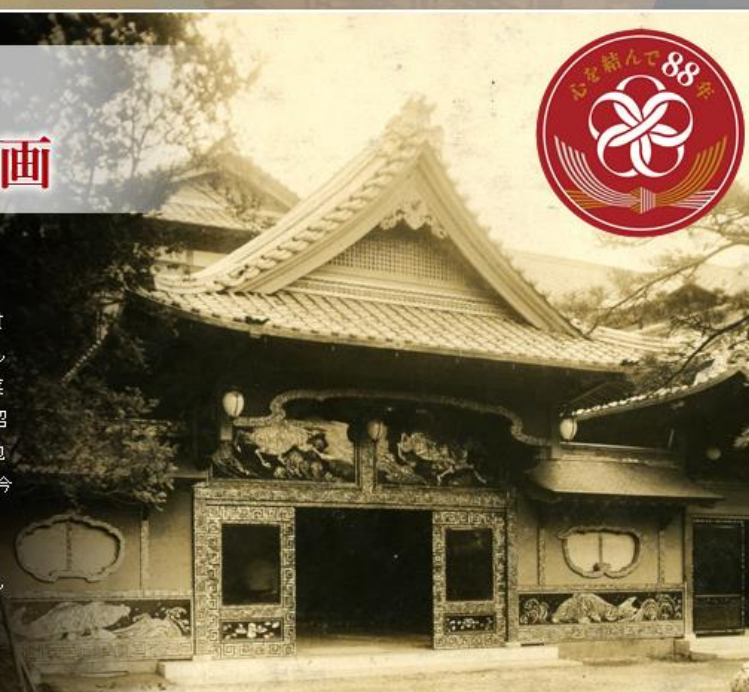
### 目黒雅叙園 創業88周年記念特別企画



2016年、目黒雅叙園は創業88周年を迎えました。

1928年(昭和3年)に、料亭として開業した目黒雅叙園は、挙式から披露宴まで一貫したサービスを提供する日本初の総合結婚式場として数多くの幸せのお手伝いをして参りました。訪れるお客様に優雅お大気分を味わってもらえるようこと、この創業者の想いから、当時の芸術家の手による絢爛豪華な美の空間が創り上げられ、「昭和の竜宮城」と称されました。社名の由来となった、教養人・趣味人が一日居ても飽きない場所という意味を持つ「文雅叙情(ぶんがじじょう)」の精神は、88年経った今でも「おもてなしの心」として現在も受け継がれています。

誇るべき日本の文化と伝統を大切に受け継ぎながら、皆様の祝祭のパートナーとして、これからも雅なひと時を提供して参ります。





## **Watabe Wedding Corporation**

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