

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



# Overview of Consolidated Results

(Millions of yen)

Item	1Q-2Q FY2015	1Q-2Q FY2016	Year on year change
Net sales	20,806	20,677	-0.6%
Gross profit	13,428	13,874	3.3%
Gross profit ratio	64.5%	67.1%	2.6pt
Selling, general and administrative expenses	14,410	14,121	-2.0%
SG&A ratio	69.3%	68.3%	-1.0pt
Operating income (loss)	(982)	(247)	—
Operating income ratio	-4.7%	-1.2%	—
Ordinary income (loss)	(891)	(704)	—
Ordinary income ratio	-4.3%	-3.4%	—
Profit (loss) attributable to owners of parent	(1,104)	(611)	—

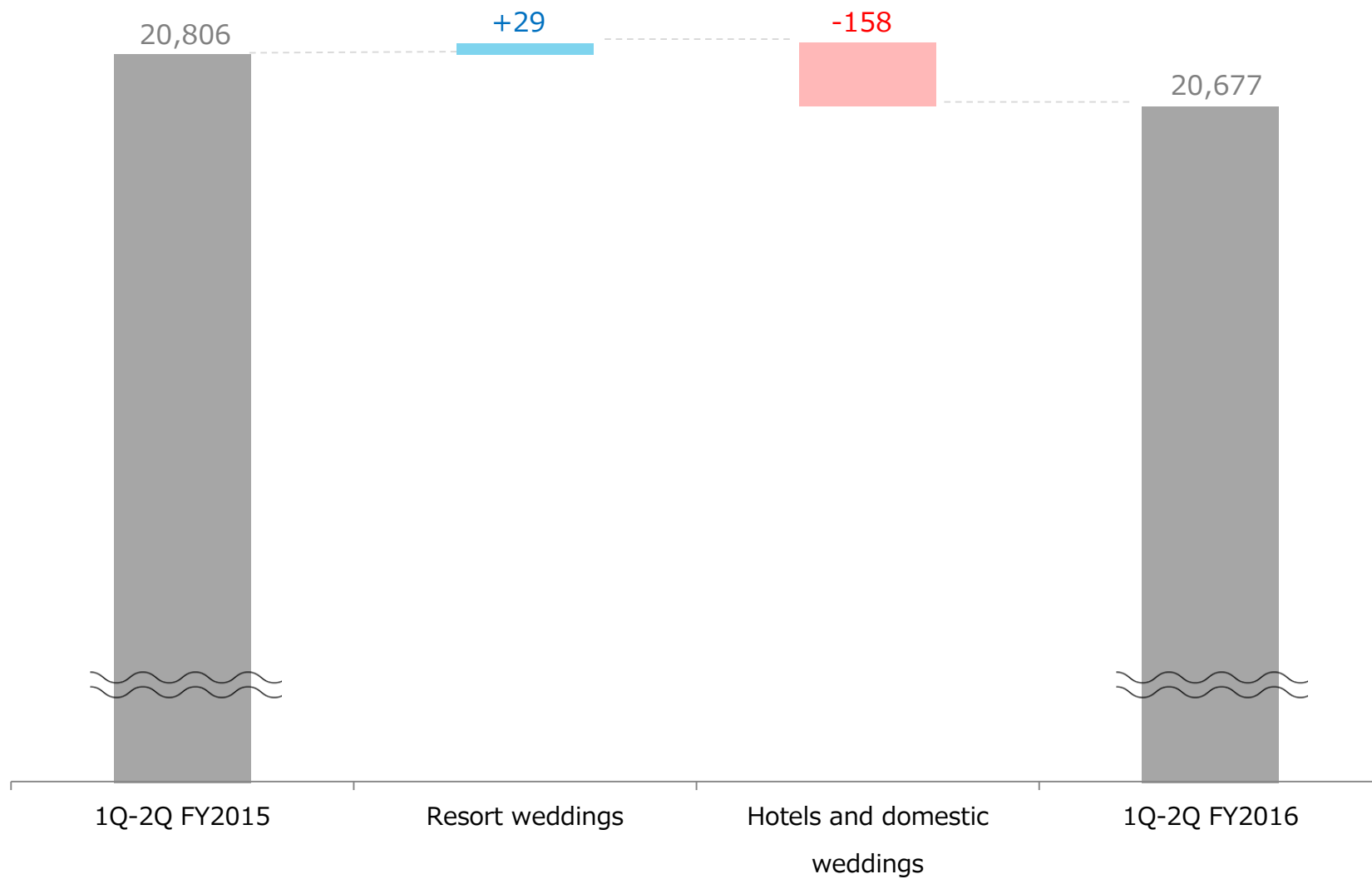
# Overview by Business Segment

(Millions of yen)

Item	Consolidated		Resort weddings		Hotels and domestic weddings		Adjustments	
	1Q-2Q FY2015	1Q-2Q FY2016	1Q-2Q FY2015	1Q-2Q FY2016	1Q-2Q FY2015	1Q-2Q FY2016	1Q-2Q FY2015	1Q-2Q FY2016
Net sales	20,806	20,677	8,407	8,436	12,398	12,240	0	0
Operating income (loss)	(982)	(247)	(568)	(184)	(404)	(131)	(9)	69
Operating income ratio	-5%	-1%	-7%	-2%	-3%	-1%	—	—

# Net Sales: Contributing Factors

(Millions of yen)



# Segment Income (Loss): Contributing Factors

(Millions of yen)

\* Excluding adjustment



# Consolidated Balance Sheets



(Millions of yen)

ASSETS	As of Mar. 31, 2016	As of Sep. 30, 2016	LIABILITIES	As of Mar. 31, 2016	As of Sep. 30, 2016
Current assets			Current liabilities		
Cash and deposits	5,311	4,196	Accounts payable-trade	1,433	1,274
Accounts receivable-trade	1,636	1,583	Short-term loans payable	933	525
Other	2,382	1,960	Advances received	2,208	2,736
Total current assets	9,329	7,739	Other	3,802	2,968
Non-current assets			Total current liabilities	8,376	7,503
Property, plant and equipment			Non-current liabilities		
Buildings and structures, net	3,990	3,838	Long-term loans payable	125	62
Other	3,220	3,167	Asset retirement obligations	586	572
Total property, plant and equipment	7,210	7,005	Other	1,380	1,527
Intangible assets	573	538	Total non-current liabilities	2,091	2,161
Investments and other assets			Total liabilities	10,468	9,665
Guarantee deposits	2,669	2,663	NET ASSETS		
Other	1,028	866	Shareholders' equity		
Total investments and other assets	3,697	3,529	Capital stock	4,176	4,176
Total non-current assets	11,481	11,073	Capital surplus	4,038	4,038
Total assets	20,811	18,812	Retained earnings	2,504	1,843
			Treasury shares	(0)	(0)
			Total shareholders' equity	10,718	10,057
			Total other comprehensive income (loss)	(425)	(976)
			Non-controlling interests	49	66
			Total net assets	10,342	9,147
			Total liabilities and net assets	20,811	18,812

# Consolidated Performance Forecast for FY2016

(Millions of yen)

	FY2015	FY2016	Year on year change
Net sales	43,882	44,500	+1%
Operating income	146	300	+104%
Ordinary income	208	300	+44%
Profit attributable to owners of parent	46	100	+113%

# **Business Activities** **in FY2016**



“Lani Le’a Chapel” to open on top floor of Hawaii Prince Hotel Waikiki  
At about 107m above ground, it is the only chapel in Hawaii with a sky view



# Launched Wedding Sales at Two Luxury Wedding Venues on Island of Bali (1)

Resort weddings  
business

Touch of BVLGARI elegance at BVLGARI RESORT BALI, in Uluwatu district  
Marketing begins for weddings in "THE BVLGARI CHAPEL," which offers appealing contemporary ambience fusing Bali style with Italian design



# Launched Wedding Sales at Two Luxury Wedding Venues on Island of Bali (2)

Resort weddings  
business

Bali architecture and nature come together at Alila Villas Uluwatu, in Uluwatu district  
Marketing begins for weddings in “Alila Villas Uluwatu Cliff Edge Cabana,”  
boasting creative architecture utilizing beauty of form



# 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

# New Party Venue Opens on Hawaiian Island of Oahu in April 2017

Resort weddings  
business

Spirit of hospitality experienced through deliciously presented cuisine enjoyed in a luxurious atmosphere on the theme of “adult-oriented social hub”  
“The Banquet at Harbor Court” —opens April 2017



\* Concept images

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

Resort weddings  
business

“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

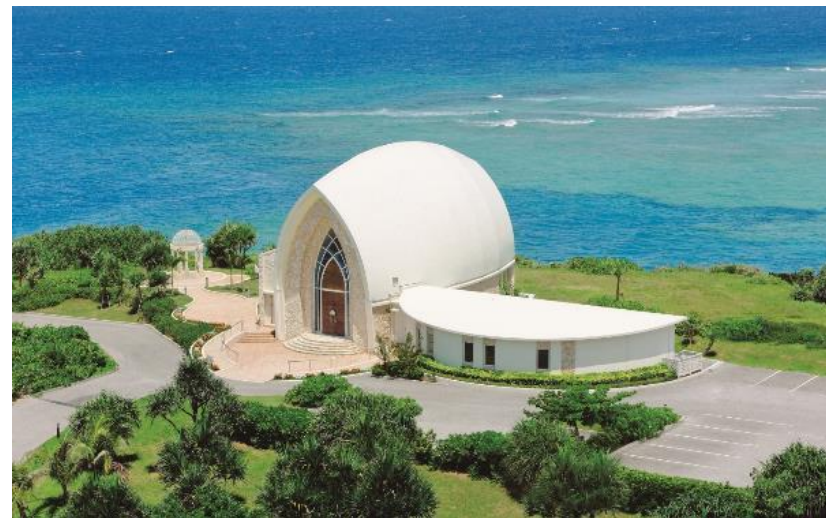


\* Concept images

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

Resort weddings  
business

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



\* Concept images

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





# Foster Greater Awareness of Resort Wedding Market

Resort weddings  
business

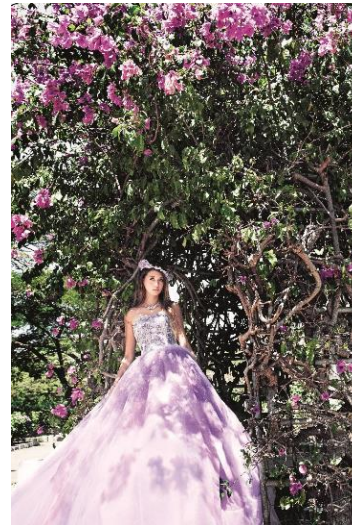
Produced by Michiko Yamanaka, designer and popular Instagrammer  
Began sales of chapel interior flower arrangements and wedding bouquets



# Debut of Newly Designed Bridal Gown

Resort weddings  
business

From "alohina moe" brand produced by Hinano Yoshikawa  
Began sales of perfect white bridal gowns in two designs and colored gowns in four designs, for resort weddings and post-wedding parties upon return to Japan



# New Facility for Local Customers Opens in Singapore

Asia  
business

“Alcove at Caldwell House,” second wedding venue in Singapore, is open



Imbued with the beauty of traditions embodying 88 years of history and a spirit of hospitality, a new concept arises out of a long-standing goal to create memorable, colorful weddings infused with a brilliance found nowhere else



The happiness is colorful.

— back story —

日本では、古より大切な日をあざやかに影ってきました。

それはただ着手に着飾り、装飾をすることが目的ではありません。

祝いにあつまつたすべての人に幸せが訪れるように、心を込めて、色や柄を重ねていったのです。

吉祥を表す松や梅、扇の文様、人々を守るアカ(赤)や、若さを願うもえぎ色(緑)。

純真さを表すシロ(白)は白無垢として、さらにはウエディングドレスとして今に引き継がれています。

日本の結婚式には、色の数だけ人を想う気持ちがあります。

だから、幸せとはとてもカラフルなのです。大切な日に、幸せを呼ぶ美しい影りを。

人生に、色鮮やかに幸せな記憶を。

それが、この国で初めての総合結婚式場「目黒雅叙園」の誇りです。



MEGURO GAJOEN



## Meguro Gajoen: Grand Renovations on Theme “The happiness is colorful”

Hotels and domestic  
weddings business

As a place to start a Meguro Gajoen wedding infused by a concept highlighting “The happiness is colorful,” a bridal salon has been renovated in the form of a Noh stage in the middle of a forest that creates a feeling of vitality and tranquility



# Meguro Gajoen: 7th Floor Renovation Gives Guest Rooms Spaciously Relaxing Ambience

Hotels and domestic  
weddings business

Guest rooms on the 7th floor, now available for reservation, have all been renovated to spaciouly relaxing suite specifications under *wakeiseishin* concept of harmony, respect, cleanliness and hospitality



### **Watabe Wedding Corporation**

TEL: +81-75-778-4111

FAX: +81-75-778-4177

This document is intended solely for use by Watabe Wedding Corporation for the purposes of presentation.

- 1) Distribution or use of this document outside of the Company, or
- 2) disclosure, duplication, photocopy, or any action in relation to the content of this document should not occur without the written and signed permission of Watabe Wedding Corporation.

The forward-looking statements contained in this document are based upon targets and estimates and do not constitute any guarantees or warranties. When using this document, please be aware that actual results may differ from forecasts.