

(Million yen)

| | FY29 (2012/2) 3Q | FY30 (2013/2) 3Q | FY31 (2014/2) 3Q |
|-------------------------------------|------------------|------------------|------------------|
| | 2011/03-2011/11 | 2012/03-2012/11 | 2013/03-2013/11 |
| Net Sales (100%) | 8,756 | 9,115 | 9,931 |
| Cost of Sales | 5,849 | 6,040 | 6,259 |
| Ratio of Cost of Sales (%) | 66.8% | 66.3% | 63.0% |
| Gross Margin | 2,906 | 3,075 | 3,672 |
| Ratio of Gross Margin (%) | 33.2% | 33.7% | 37.0% |
| SG & A | 3,102 | 3,016 | 3,336 |
| Ratio of SG & A (%) | 35.4% | 33.1% | 33.6% |
| Operating Profit | -196 | 58 | 335 |
| Ratio of Operating Profit (%) | - | 0.6% | 3.4% |
| Recurring Profit | -192 | 63 | 338 |
| Ratio of Recurring Profit (%) | - | 0.7% | 3.4% |
| Net Profit(3Q) | -145 | 13 | 188 |
| Ratio of Net Profit (%) | - | 0.2% | 1.9% |
| SG & A Break Down (100%) | 3,102 | 3,016 | 3,336 |
| Salaries | 679 | 688 | 765 |
| Ratio to SG & A (%) | 21.9% | 22.8% | 22.9% |
| Advertisement | 1,518 | 1,547 | 1,730 |
| Ratio to SG & A (%) | 48.9% | 51.3% | 51.9% |
| Recruiting cost | 74 | 102 | 125 |
| Ratio to SG & A (%) | 2.4% | 3.4% | 3.8% |
| Rent | 56 | 50 | 50 |
| Ratio to SG & A (%) | 1.8% | 1.7% | 1.5% |
| Commission | 446 | 319 | 332 |
| Ratio to SG & A (%) | 14.4% | 10.6% | 10.0% |
| Depreciation | 38 | 34 | 35 |
| Ratio to SG & A (%) | 1.2% | 1.1% | 1.1% |
| Other Cost | 287 | 274 | 296 |
| Ratio to SG & A (%) | 9.3% | 9.1% | 8.9% |
| Total Assets | 7,424 | 7,367 | 7,771 |
| Current Assets | 5,355 | 5,250 | 6,062 |
| Fixed Assets | 2,069 | 2,116 | 1,709 |
| Current Liabilities | 1,178 | 1,150 | 1,337 |
| Fixed Liabilities | 7 | 13 | 23 |
| Net Assets | 6,237 | 6,203 | 6,410 |
| Paid in Capital (¥ million) | 642 | 642 | 642 |
| E P S (yen) | -2.67 | 0.25 | 3.46 |
| No of class (class) | 197 | 201 | 208 |
| Students (※Quick estimation) | 23,212 | 23,856 | 26,539 |
| Employees (Full time) | 402 | 395 | 384 |