

# 37th Term (March 2019 ~ August 2019) 2Q Fact Sheet

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東京個別指導学院

### Cautionary Statement:

Data in this document are based on information available as of the date of issue.  
Data for number of students at the end of the month, number of new students and  
number of withdrawals are monthly quick estimates and therefore subject to change

# 1. Trends in the current fiscal year and

(1) Performance overview

(Millions of yen)	FY 2019 (through February)				FY 2020 (through February)											
	1Q (2018/3/1~ 2018/5/31)	First half (2018/3/1~ 2018/8/31)	3Q (2018/3/1~ 2018/11/30)	Full year (2018/3/1~ 2019/2/28)	1Q (2019/3/1~2019/5/31)			First half (2019/3/1~2019/8/31)			3Q (2019/3/1~2019/11/30)			Full year (2019/3/1~2020/2/29)		
					Result	YOY +/-	YOY %	Result	YOY +/-	YOY %	Result	YOY +/-	YOY %	Result	YOY +/-	YOY %
<b>Net sales</b>	3,679	9,470	14,083	20,397	3,786	106	102.9%	<b>9,820</b>	<b>349</b>	<b>103.7%</b>						
<b>Cost of sales</b>	2,829	6,113	9,136	12,542	2,912	82	102.9%	<b>6,339</b>	<b>225</b>	<b>103.7%</b>						
Cost of sales ratio	76.9%	64.6%	64.9%	61.5%	76.9%	-	-	<b>64.6%</b>	-	-						
<b>Gross profit</b>	850	3,357	4,947	7,854	874	24	102.8%	<b>3,480</b>	<b>123</b>	<b>103.7%</b>						
Gross profit margin	23.1%	35.4%	35.1%	38.5%	23.1%	-	-	<b>35.4%</b>	-	-						
<b>SG&amp;A</b>	1,470	2,778	3,671	5,063	1,554	83	105.7%	<b>2,894</b>	<b>116</b>	<b>104.2%</b>						
SG&A ratio	40.0%	29.3%	26.1%	24.8%	41.1%	-	-	<b>29.5%</b>	-	-						
<b>Operating income (loss)</b>	<b>-620</b>	578	1,275	2,790	<b>-679</b>	<b>-59</b>	-	<b>586</b>	<b>7</b>	<b>101.3%</b>						
Operating income margin	-	6.1%	9.1%	13.7%	-	-	-	<b>6.0%</b>	-	-						
<b>Ordinary income (loss)</b>	<b>-619</b>	580	1,278	2,793	<b>-678</b>	<b>-59</b>	-	<b>588</b>	<b>8</b>	<b>101.5%</b>						
Ordinary income margin	-	6.1%	9.1%	13.7%	-	-	-	<b>6.0%</b>	-	-						
<b>Net income (loss)</b>	<b>-430</b>	421	852	1,932	<b>-497</b>	<b>-66</b>	-	<b>355</b>	<b>-66</b>	<b>84.2%</b>						
Net income margin	-	4.5%	6.1%	9.5%	-	-	-	<b>3.6%</b>	-	-						

## (2) Cost of sales breakdown

(Millions of yen)	FY 2019 (through February)				FY 2020 (through February)											
	1Q (2018/3/1~ 2018/5/31)	First half (2018/3/1~ 2018/8/31)	3Q (2018/3/1~ 2018/11/30)	Full year (2018/3/1~ 2019/2/28)	1Q (2019/3/1~2019/5/31)			First half (2019/3/1~2019/8/31)			3Q (2019/3/1~2019/11/30)			Full year (2019/3/1~2020/2/29)		
					Result	YOY +/-	YOY %	Result	YOY +/-	YOY %	Result	YOY +/-	YOY %	Result	YOY +/-	YOY %
<b>Cost of sales (100%)</b>	2,829	6,113	9,136	12,542	2,912	82	102.9%	6,339	225	103.7%						
<b>Personnel expenses</b>	592	1,213	1,800	2,409	628	35	106.0%	1,251	38	103.2%						
Ratio to cost of sales	21.0%	19.9%	19.7%	19.2%	21.6%	-	-	19.7%	-	-						
<b>Instructors expense</b>	1,192	2,813	4,204	5,974	1,233	40	103.4%	2,949	136	104.8%						
Ratio to cost of sales	42.2%	46.0%	46.0%	47.6%	42.3%	-	-	46.5%	-	-						
<b>Rent</b>	599	1,204	1,814	2,440	633	34	105.8%	1,274	70	105.8%						
Ratio to cost of sales	21.2%	19.7%	19.9%	19.5%	21.8%	-	-	20.1%	-	-						
<b>Lease</b>	59	120	178	235	60	0	100.5%	119	-1	98.5%						
Ratio to cost of sales	2.1%	2.0%	2.0%	1.9%	2.1%	-	-	1.9%	-	-						
<b>Property expense</b>	50	108	165	223	57	6	113.3%	114	5	105.0%						
Ratio to cost of sales	1.8%	1.8%	1.8%	1.8%	2.0%	-	-	1.8%	-	-						
<b>Depreciation</b>	30	60	91	133	26	-3	87.7%	55	-4	92.6%						
Ratio to cost of sales	1.1%	1.0%	1.0%	1.1%	0.9%	-	-	0.9%	-	-						
<b>Others</b>	303	591	881	1,126	272	-31	89.8%	573	-18	96.9%						
Ratio to cost of sales	10.7%	9.7%	9.6%	9.0%	9.3%	-	-	9.0%	-	-						

## (3) SG&amp;A breakdown

(Millions of yen)	FY 2019 (through February)				FY 2020 (through February)											
	1Q (2018/3/1~ 2018/5/31)	First half (2018/3/1~ 2018/8/31)	3Q (2018/3/1~ 2018/11/30)	Full year (2018/3/1~ 2019/2/28)	1Q (2019/3/1~2019/5/31)			First half (2019/3/1~2019/8/31)			3Q (2019/3/1~2019/11/30)			Full year (2019/3/1~2020/2/29)		
					Result	YOY +/-	YOY %	Result	YOY +/-	YOY %	Result	YOY +/-	YOY %	Result	YOY +/-	YOY %
<b>SG&amp;A (100%)</b>	1,470	2,778	3,671	5,063	1,554	83	105.7%	2,894	116	104.2%						
<b>Personnel expenses</b> (Salaries/Bonuses/Miscellaneous wages and salaries)	293	606	903	1,225	296	3	101.1%	601	-4	99.2%						
Ratio to SG&A	19.9%	21.8%	24.6%	24.2%	19.1%	-	-	20.8%	-	-						
<b>Advertising</b>	774	1,410	1,654	2,311	749	-25	96.7%	1,382	-28	98.0%						
Ratio to SG&A	52.7%	50.8%	45.1%	45.6%	48.2%	-	-	47.8%	-	-						
<b>Recruiting</b>	99	131	157	196	107	7	107.6%	141	9	107.5%						
Ratio to SG&A	6.8%	4.7%	4.3%	3.9%	6.9%	-	-	4.9%	-	-						
<b>Rent</b>	23	47	71	96	29	6	127.1%	57	10	122.8%						
Ratio to SG&A	1.6%	1.7%	1.9%	1.9%	1.9%	-	-	2.0%	-	-						
<b>Commissions</b>	155	342	517	719	191	35	122.9%	386	43	112.7%						
Ratio to SG&A	10.6%	12.3%	14.1%	14.2%	12.3%	-	-	13.4%	-	-						
<b>Depreciation</b>	22	46	70	98	24	2	110.7%	50	4	108.9%						
Ratio to SG&A	1.5%	1.7%	1.9%	1.9%	1.6%	-	-	1.7%	-	-						
<b>Others</b>	100	193	296	416	154	53	153.5%	274	81	142.1%						
Ratio to SG&A	6.8%	7.0%	8.1%	8.2%	9.9%	-	-	9.5%	-	-						

(4) Net sales by student type

(Millions of yen)	FY 2019 (through February)				FY 2019 (through February)											
	1Q (2018/3/1~ 2018/5/31)	First half (2018/3/1~ 2018/8/31)	3Q (2018/3/1~ 2018/11/30)	Full year (2018/3/1~ 2019/2/28)	1Q (2019/3/1~2019/5/31)			First half (2019/3/1~2019/8/31)			3Q (2019/3/1~2019/11/30)			Full year (2019/3/1~2020/2/29)		
					Result	YOY +/-	YOY %	Result	YOY +/-	YOY %	Result	YOY +/-	YOY %	Result	YOY +/-	YOY %
Primary school students	363	830	1,235	1,782	398	34	109.4%	920	89	110.8%						
Middle school students	1,335	3,277	4,846	7,330	1,370	35	102.6%	3,424	147	104.5%						
High school students	1,911	5,216	7,787	11,000	1,953	41	102.2%	5,342	126	102.4%						
Total sales for individualized instr	3,611	9,324	13,869	20,113	3,722	111	103.1%	9,687	363	103.9%						
Science/Writing and other	68	145	214	283	64	-4	93.1%	132	-13	90.7%						
Total	3,679	9,470	14,083	20,397	3,786	106	102.9%	9,820	349	103.7%						

## 2. Secular trends in second quarter financial results

(1) Performance overview

(Millions of yen)	2Q (6/1~8/31)					Total (3/1~2/29)				
	FY 2016 (through February)	FY 2017 (through February)	FY 2018 (through February)	FY 2019 (through February)	FY 2020 (through February)	FY 2016 (through February)	FY 2017 (through February)	FY 2018 (through February)	FY 2019 (through February)	FY 2020 (through February)
<b>Net sales</b>	4,863	5,039	5,490	5,790	<b>6,033</b>	7,906	8,294	8,918	9,470	<b>9,820</b>
<b>Cost of sales</b>	2,728	2,889	3,059	3,283	<b>3,426</b>	5,029	5,393	5,702	6,113	<b>6,339</b>
Cost of sales ratio	56.1%	57.3%	55.7%	56.7%	<b>56.8%</b>	63.6%	65.0%	63.9%	64.6%	<b>64.6%</b>
<b>Gross profit</b>	2,135	2,150	2,430	2,506	<b>2,606</b>	2,877	2,901	3,216	3,357	<b>3,480</b>
Gross profit margin	43.9%	42.7%	44.3%	43.3%	<b>43.2%</b>	36.4%	35.0%	36.1%	35.4%	<b>35.4%</b>
<b>SG&amp;A</b>	1,075	1,145	1,211	1,307	<b>1,340</b>	2,716	2,850	2,754	2,778	<b>2,894</b>
SG&A ratio	22.1%	22.7%	22.1%	22.6%	<b>22.2%</b>	34.4%	34.4%	30.9%	29.3%	<b>29.5%</b>
<b>Operating income (loss)</b>	1,058	1,004	1,218	1,198	<b>1,266</b>	160	50	461	578	<b>586</b>
Operating income margin	21.8%	19.9%	22.2%	20.7%	<b>21.0%</b>	2.0%	0.6%	5.2%	6.1%	<b>6.0%</b>
<b>Ordinary income (loss)</b>	1,059	1,005	1,219	1,199	<b>1,267</b>	163	52	462	580	<b>588</b>
Ordinary income margin	21.8%	20.0%	22.2%	20.7%	<b>21.0%</b>	2.1%	0.6%	5.2%	6.1%	<b>6.0%</b>
<b>Net income (loss)</b>	677	649	818	851	<b>852</b>	81	-21	274	421	<b>355</b>
Net income margin	13.9%	12.9%	14.9%	14.7%	<b>14.1%</b>	1.0%	-	3.1%	4.5%	<b>3.6%</b>

## (2) Cost of sales breakdown

(Millions of yen)	2Q (6/1~8/31)					Total (3/1~2/29)				
	FY 2016 (through February)	FY 2017 (through February)	FY 2018 (through February)	FY 2019 (through February)	FY 2020 (through February)	FY 2016 (through February)	FY 2017 (through February)	FY 2018 (through February)	FY 2019 (through February)	FY 2020 (through February)
<b>Cost of sales (100%)</b>	2,728	2,889	3,059	3,283	<b>3,426</b>	5,029	5,393	5,702	6,113	<b>6,339</b>
<b>Personnel expenses</b>	538	563	573	620	<b>623</b>	1,089	1,133	1,141	1,213	<b>1,251</b>
Ratio to cost of sales	19.7%	19.5%	18.7%	18.9%	<b>18.2%</b>	21.7%	21.0%	20.0%	19.9%	<b>19.7%</b>
<b>Instructors expense</b>	1,255	1,380	1,505	1,620	<b>1,716</b>	2,123	2,364	2,638	2,813	<b>2,949</b>
Ratio to cost of sales	46.0%	47.8%	49.2%	49.4%	<b>50.1%</b>	42.2%	43.8%	46.3%	46.0%	<b>46.5%</b>
<b>Rent</b>	488	527	559	605	<b>640</b>	963	1,044	1,108	1,204	<b>1,274</b>
Ratio to cost of sales	17.9%	18.2%	18.3%	18.4%	<b>18.7%</b>	19.1%	19.4%	19.4%	19.7%	<b>20.1%</b>
<b>Lease</b>	65	62	58	61	<b>59</b>	135	136	117	120	<b>119</b>
Ratio to cost of sales	2.4%	2.2%	1.9%	1.9%	<b>1.7%</b>	2.7%	2.5%	2.1%	2.0%	<b>1.9%</b>
<b>Property expense</b>	65	61	55	57	<b>56</b>	121	116	108	108	<b>114</b>
Ratio to cost of sales	2.4%	2.1%	1.8%	1.8%	<b>1.6%</b>	2.4%	2.2%	1.9%	1.8%	<b>1.8%</b>
<b>Depreciation</b>	35	33	30	29	<b>29</b>	65	64	58	60	<b>55</b>
Ratio to cost of sales	1.3%	1.2%	1.0%	0.9%	<b>0.9%</b>	1.3%	1.2%	1.0%	1.0%	<b>0.9%</b>
<b>Others</b>	277	260	275	288	<b>301</b>	531	533	530	591	<b>573</b>
Ratio to cost of sales	10.2%	9.0%	9.0%	8.8%	<b>8.8%</b>	10.6%	9.9%	9.3%	9.7%	<b>9.0%</b>

## (3) SG&amp;A breakdown

(Millions of yen)	2Q (6/1~8/31)					Total (3/1~2/29)				
	FY 2016 (through February)	FY 2017 (through February)	FY 2018 (through February)	FY 2019 (through February)	FY 2020 (through February)	FY 2016 (through February)	FY 2017 (through February)	FY 2018 (through February)	FY 2019 (through February)	FY 2020 (through February)
<b>SG&amp;A (100%)</b>	1,075	1,145	1,211	1,307	<b>1,340</b>	2,716	2,850	2,754	2,778	<b>2,894</b>
<b>Personnel expenses</b> (Salaries/Bonuses/Miscellaneous wages and salaries)	257	276	311	313	<b>305</b>	518	559	585	606	<b>601</b>
Ratio to SG&A	24.0%	24.2%	25.7%	24.0%	<b>22.8%</b>	19.1%	19.6%	21.2%	21.8%	<b>20.8%</b>
<b>Advertising</b>	538	547	572	635	<b>632</b>	1,587	1,578	1,411	1,410	<b>1,382</b>
Ratio to SG&A	50.0%	47.8%	47.2%	48.6%	<b>47.2%</b>	58.4%	55.4%	51.2%	50.8%	<b>47.8%</b>
<b>Recruiting</b>	32	34	36	31	<b>33</b>	112	139	149	131	<b>141</b>
Ratio to SG&A	3.0%	3.0%	3.0%	2.4%	<b>2.5%</b>	4.1%	4.9%	5.4%	4.7%	<b>4.9%</b>
<b>Rent</b>	18	19	23	23	<b>28</b>	38	40	46	47	<b>57</b>
Ratio to SG&A	1.7%	1.7%	1.9%	1.8%	<b>2.1%</b>	1.4%	1.4%	1.7%	1.7%	<b>2.0%</b>
<b>Commissions</b>	127	145	144	186	<b>194</b>	252	272	304	342	<b>386</b>
Ratio to SG&A	11.8%	12.7%	11.9%	14.3%	<b>14.5%</b>	9.3%	9.6%	11.0%	12.3%	<b>13.4%</b>
<b>Depreciation</b>	8	19	29	23	<b>25</b>	17	36	46	46	<b>50</b>
Ratio to SG&A	0.8%	1.7%	2.5%	1.8%	<b>1.9%</b>	0.6%	1.3%	1.7%	1.7%	<b>1.7%</b>
<b>Others</b>	90	102	94	92	<b>120</b>	189	224	210	193	<b>274</b>
Ratio to SG&A	8.4%	8.9%	7.8%	7.1%	<b>9.0%</b>	7.0%	7.9%	7.6%	7.0%	<b>9.5%</b>

### 3. Business overview

(1) No. of students at the end of month (Students)

	FY 2016 (through February)	FY 2017 (through February)	FY 2018 (through February)	FY 2019 (through February)	FY 2020 (through February)	YOY +/-	YOY %
Mar.	21,749	23,323	24,470	26,125	<b>27,654</b>	1,529	105.9%
Apr.	23,357	24,867	26,135	28,016	<b>29,460</b>	1,444	105.2%
May	23,813	25,276	26,538	28,485	<b>29,866</b>	1,381	104.8%
Jun.	25,144	26,492	28,076	30,194	<b>31,358</b>	1,164	103.9%
Jul.	28,956	30,726	32,674	35,060	<b>36,480</b>	1,420	104.1%
Aug.	29,404	30,958	33,075	35,368	<b>36,512</b>	1,144	103.2%
Sep.	29,806	31,258	33,467	35,623			
Oct.	30,137	31,473	33,768	35,849			
Nov.	30,165	31,532	33,872	35,762			
Dec.	30,493	31,901	34,181	36,105			
Jan.	28,500	30,186	32,115	34,150			
Feb.	22,918	23,807	25,319	27,195			
<b>Average</b>	<b>27,036</b>	<b>28,483</b>	<b>30,308</b>	<b>32,328</b>			

\* Monthly quick estimate

(2) No. of new students (Students)

	FY 2016 (through February)	FY 2017 (through February)	FY 2018 (through February)	FY 2019 (through February)	FY 2020 (through February)	YOY +/-	YOY %
Mar.	3,112	3,395	3,640	3,951	<b>3,863</b>	-88	97.8%
Apr.	2,419	2,554	2,706	2,979	<b>2,887</b>	-92	96.9%
May	950	1,108	1,207	1,301	<b>1,310</b>	9	100.7%
Jun.	2,017	1,919	2,370	2,593	<b>2,445</b>	-148	94.3%
Jul.	4,673	4,999	5,500	5,883	<b>6,120</b>	237	104.0%
Aug.	1,269	1,387	1,417	1,434	<b>1,361</b>	-73	94.9%
Sep.	1,364	1,388	1,545	1,574			
Oct.	1,340	1,351	1,381	1,645			
Nov.	1,263	1,408	1,548	1,653			
Dec.	1,764	1,927	2,016	2,136			
Jan.	977	1,172	1,114	1,235			
Feb.	1,251	1,380	1,380	1,624			
<b>Average</b>	<b>22,399</b>	<b>23,988</b>	<b>25,824</b>	<b>28,008</b>			

\* Monthly quick estimate



## (3) Withdrawal rate (Including graduated students who proceed to higher education)

	FY 2016 (through February)	FY 2017 (through February)	FY 2018 (through February)	FY 2019 (through February)	FY 2020 (through February)	YOY +/-
Mar.	13.21%	13.05%	12.50%	12.42%	<b>12.52%</b>	0.10%
Apr.	3.73%	4.33%	4.25%	4.16%	<b>3.91%</b>	-0.26%
May	2.11%	2.81%	3.08%	2.97%	<b>3.07%</b>	0.10%
Jun.	2.88%	2.78%	3.14%	3.10%	<b>3.19%</b>	0.09%
Jul.	3.42%	2.89%	3.21%	3.37%	<b>3.18%</b>	-0.19%
Aug.	2.84%	3.76%	3.11%	3.21%	<b>3.64%</b>	0.43%
Sep.	3.27%	3.51%	3.49%	3.73%		
Oct.	3.39%	3.63%	3.23%	3.98%		
Nov.	4.10%	4.29%	4.28%	4.85%		
Dec.	4.76%	4.94%	5.04%	5.01%		
Jan.	9.74%	9.05%	9.30%	8.84%		
Feb.	23.98%	25.70%	25.46%	25.12%		

\* Monthly quick estimate

## (4) Breakdown by student type (Avg.) (Students)

	FY 2016 (through February) 15/03-15/08	FY 2017 (through February) 16/03-16/08	FY 2018 (through February) 17/03-17/08	FY 2019 (through February) 18/03-18/08	FY 2020 (through February) 19/03-19/08	YOY +/-
Primary school students	2,602 10.2%	2,600 9.7%	2,776 9.7%	3,251 10.6%	<b>3,588</b> <b>11.3%</b>	337 -
Middle school students	9,743 38.4%	9,834 36.5%	10,283 36.1%	10,753 35.2%	<b>11,240</b> <b>35.2%</b>	487 -
High school students	13,058 51.4%	14,506 53.8%	15,435 54.2%	16,538 54.2%	<b>17,061</b> <b>53.5%</b>	523 -
<b>Total</b>	<b>25,403</b> 100.0%	<b>26,940</b> 100.0%	<b>28,495</b> 100.0%	<b>30,541</b> 100.0%	<b>31,888</b> <b>100.0%</b>	1,347 -

## (5) Net sales by student (Individualized education)

	FY 2016 (through February) 15/03-15/08	FY 2017 (through February) 16/03-16/08	FY 2018 (through February) 17/03-17/08	FY 2019 (through February) 18/03-18/08	FY 2020 (through February) 19/03-19/08	YOY +/-
Net sales (1,000 yen)	7,785,500	8,150,479	8,769,676	9,324,446	<b>9,687,678</b>	363,231
Average no. students (Students)	25,403	26,940	28,495	30,541	<b>31,888</b>	1,347
Net sales per student (Yen)	306,479	302,541	307,761	305,309	<b>303,803</b>	<b>-1,506</b>



#### 4. Secular trends in key indicators

(1) Financial condition, others (Second quarter)

(Million of yen)	Second quarter				
	FY 2016 (through February)	FY 2017 (through February)	FY 2018 (through February)	FY 2019 (through February)	FY 2019 (through February)
<b>Total assets</b>	9,358	9,488	10,424	11,256	<b>11,907</b>
<b>Current assets</b>	7,188	7,167	8,068	8,777	<b>9,134</b>
Cash and deposits	4,443	4,239	5,383	6,180	<b>6,781</b>
Accounts receivable	2,118	2,241	1,959	1,856	<b>1,661</b>
<b>Fixed assets</b>	2,170	2,321	2,356	2,478	<b>2,773</b>
<b>Current liabilities</b>	1,826	1,984	2,594	2,951	<b>3,149</b>
<b>Long-term liabilities</b>	11	5	8	3	<b>3</b>
<b>Net assets</b>	7,520	7,498	7,820	8,301	<b>8,755</b>
<b>Paid-in cap.</b>	642	642	642	642	<b>642</b>
<b>Issued stock (No.)</b>	54,291,435	54,291,435	54,291,435	54,291,435	<b>54,291,435</b>
(Treasury shares in above)	51	51	101	101	<b>136</b>
EPS (Yen)	1.49	-0.40	5.05	7.77	<b>6.54</b>
BPS (Yen)	138.52	138.11	144.05	152.91	<b>161.27</b>
Dividends per share (Full year) (Yen)	24.00	26.00	26.00	26.00	<b>26.00</b>
<b>No. of schools</b>	223 classes	230 classes	235 classes	245 classes	<b>253 classes</b>
<b>No. of students</b>	29,404	30,958	33,075	35,368	<b>36,512</b>
<b>Employees (Regular)</b>	436	454	471	493	<b>526</b>
Hiring and Training Capable Teachers	7,202	8,184	9,277	10,422	<b>11,185</b>

## (2) Financial condition, others (Full year)

(Millions of yen)	Full year				
	FY 2015 (through February)	FY 2016 (through February)	FY 2017 (through February)	FY 2018 (through February)	FY 2019 (through February)
<b>Net sales</b>	<b>15,717</b>	<b>17,094</b>	<b>17,909</b>	<b>19,175</b>	<b>20,397</b>
<b>Cost of sales</b>	<b>9,593</b>	<b>10,364</b>	<b>11,049</b>	<b>11,699</b>	<b>12,542</b>
Cost of sales ratio	61.0%	60.6%	61.7%	61.0%	61.5%
<b>Gross profit</b>	<b>6,124</b>	<b>6,730</b>	<b>6,859</b>	<b>7,475</b>	<b>7,854</b>
Gross profit margin	39.0%	39.4%	38.3%	39.0%	38.5%
<b>SG&amp;A</b>	<b>4,400</b>	<b>4,512</b>	<b>4,553</b>	<b>4,841</b>	<b>5,063</b>
SG&A ratio	28.0%	26.4%	25.4%	25.2%	24.8%
<b>Operating income (loss)</b>	<b>1,724</b>	<b>2,217</b>	<b>2,305</b>	<b>2,634</b>	<b>2,790</b>
Operating income margin	11.0%	13.0%	12.9%	13.7%	13.7%
<b>Ordinary income (loss)</b>	<b>1,729</b>	<b>2,223</b>	<b>2,308</b>	<b>2,636</b>	<b>2,793</b>
Ordinary income margin	11.0%	13.0%	12.9%	13.7%	13.7%
<b>Net income (loss)</b>	<b>1,075</b>	<b>1,383</b>	<b>1,438</b>	<b>1,744</b>	<b>1,932</b>
Net income margin	6.8%	8.1%	8.0%	9.1%	9.5%
<b>Total assets</b>	<b>9,898</b>	<b>10,415</b>	<b>10,525</b>	<b>11,414</b>	<b>12,114</b>
<b>Current assets</b>	<b>7,829</b>	<b>8,168</b>	<b>8,205</b>	<b>8,936</b>	<b>9,463</b>
Cash and deposits	7,136	7,099	6,907	7,473	8,120
Accounts receivable	319	335	540	648	654
<b>Fixed assets</b>	<b>2,068</b>	<b>2,247</b>	<b>2,320</b>	<b>2,477</b>	<b>2,650</b>
<b>Current liabilities</b>	<b>2,223</b>	<b>2,234</b>	<b>2,261</b>	<b>2,822</b>	<b>3,003</b>
Accounts payable & expenses	1,145	1,054	1,075	1,284	1,396
<b>Long-term liabilities</b>	<b>18</b>	<b>9</b>	<b>11</b>	<b>5</b>	<b>4</b>
<b>Net assets</b>	<b>7,656</b>	<b>8,171</b>	<b>8,252</b>	<b>8,585</b>	<b>9,106</b>
<b>Paid-in cap.</b>	<b>642</b>	<b>642</b>	<b>642</b>	<b>642</b>	<b>642</b>
<b>Issued stock (No.)</b>	<b>54,291,435</b>	<b>54,291,435</b>	<b>54,291,435</b>	<b>54,291,435</b>	<b>54,291,435</b>
(Treasury shares in above)	51	51	51	101	136
ROE Average (%)	14.7%	17.5%	17.5%	20.7%	21.8%
EPS Average (Yen)	19.82	25.48	26.50	32.14	35.59
BPS Average (Yen)	141.02	150.51	152.00	158.14	167.73
Dividends per share (Full year) (Yen)	8.00	24.00	26.00	26.00	26.00
<b>No. of schools</b>	<b>218 classes</b>	<b>225 classes</b>	<b>230 classes</b>	<b>240 classes</b>	<b>248 classes</b>
<b>No. of students</b>	<b>21,473</b>	<b>22,918</b>	<b>23,807</b>	<b>25,319</b>	<b>27,195</b>
<b>Employees (Regular)</b>	<b>418</b>	<b>439</b>	<b>445</b>	<b>471</b>	<b>494</b>
Hiring and Training Capable Teachers	7,082	7,453	8,106	9,269	10,381

## (3) Shareholder composition (Top 10)

As of August 31, 2019

Shareholder	Shares (Thousand)	Ownership ratio *Truncated figures
Benesse Holdings Inc.	33,610	61.90%
SB Asset Management Co., Ltd.	10,709	19.72%
Shinji Baba	2,782	5.12%
The Master Trust Bank of Japan (Trust Account)	1,159	2.13%
Japan Trustee Services Bank (Trust Account)	1,129	2.07%
Isao Ishihara	398	0.73%
J P M O R G A N C H A S E B A N K 3 8 5 1 5 1	276	0.50%
Kyoko Ishihara	266	0.48%
G O V E R N M E N T O F N O R W A Y	193	0.35%
Trans Pacific Education Network Co.	135	0.24%
Total	50,660	93.31%

Note: Ownership ratio is calculated after deducting 136 treasury shares

## (4) Distribution by shareholder

(unded down to thousand shares)

	Total	Government and local public organizations	Financial institutions	Financial instruments business operators	Other incorporated bodies	Foreign corporations, etc.	Individuals/other	Treasury shares
As of Feb-18	6,640 shareholders 54,291 thousand shares	—	19 shareholders 4,183 thousand shares	25 shareholders 263 thousand shares	38 shareholders 43,207 thousand shares	79 shareholders 1,097 thousand shares	6,478 shareholders 5,539 thousand shares	1 shareholder 0 thousand shares
As of Aug-18	4,562 shareholders 54,291 thousand shares	—	17 shareholders 5,503 thousand shares	22 shareholders 145 thousand shares	28 shareholders 43,253 thousand shares	63 shareholders 517 thousand shares	4,431 shareholders 4,871 thousand shares	1 shareholder 0 thousand shares
As of Feb-19	6,308 shareholders 54,291 thousand shares	—	18 shareholders 3,147 thousand shares	27 shareholders 458 thousand shares	50 shareholders 44,574 thousand shares	68 shareholders 1,750 thousand shares	6,144 shareholders 4,359 thousand shares	1 shareholder 0 thousand shares
As of Aug-19	<b>5,857 shareholders</b> <b>54,291 thousand shares</b>	—	<b>16 shareholders</b> <b>2,356 thousand shares</b>	<b>29 shareholders</b> <b>399 thousand shares</b>	<b>32 shareholders</b> <b>44,572 thousand shares</b>	<b>56 shareholders</b> <b>1,038 thousand shares</b>	<b>5,723 shareholders</b> <b>5,924 thousand shares</b>	<b>1 shareholder</b> <b>0 thousand shares</b>