

May 12, 2016

Consolidated Financial Results **for the year ended March 31, FY2016**

The logo for ZENSHO, featuring the word "ZENSHO" in a bold, blue, sans-serif font. The letter "Z" is stylized with a blue diagonal line above it.

ZENSHO HOLDINGS CO., LTD.

Disclaimer

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ZENSHO HOLDINGS CO., LTD.

Highlights

- Sales 525.7 billion yen (YOY +2.7%)
 Operating Profit 12.1 billion yen (YOY +384.9%)
 Net Profit 4.0 billion yen

- Sales from Existing Stores (YOY)

Consolidated	100.0%
Gyudon	102.9%
Family Dining	98.0%
Fast Food Service	99.2%

- New Store Openings 140

Domestic	78
Overseas	62

- We have increased sales and profits in fiscal year ended in March 2016 by mainly opening new stores of Hamasushi, re-start of the night-shift operation of Sukiya and sales increments of supermarket segment.

- About the year-end dividends, we plan to increase by 1 yen, from 4 yen to 5 yen. As a result, total dividends for FY2016, ended March 2016 will be from 8 yen to 9 yen per share(subject to the approval of general meeting planned on June 24th, 2016).

Income Statement

(hundred millions of yen)

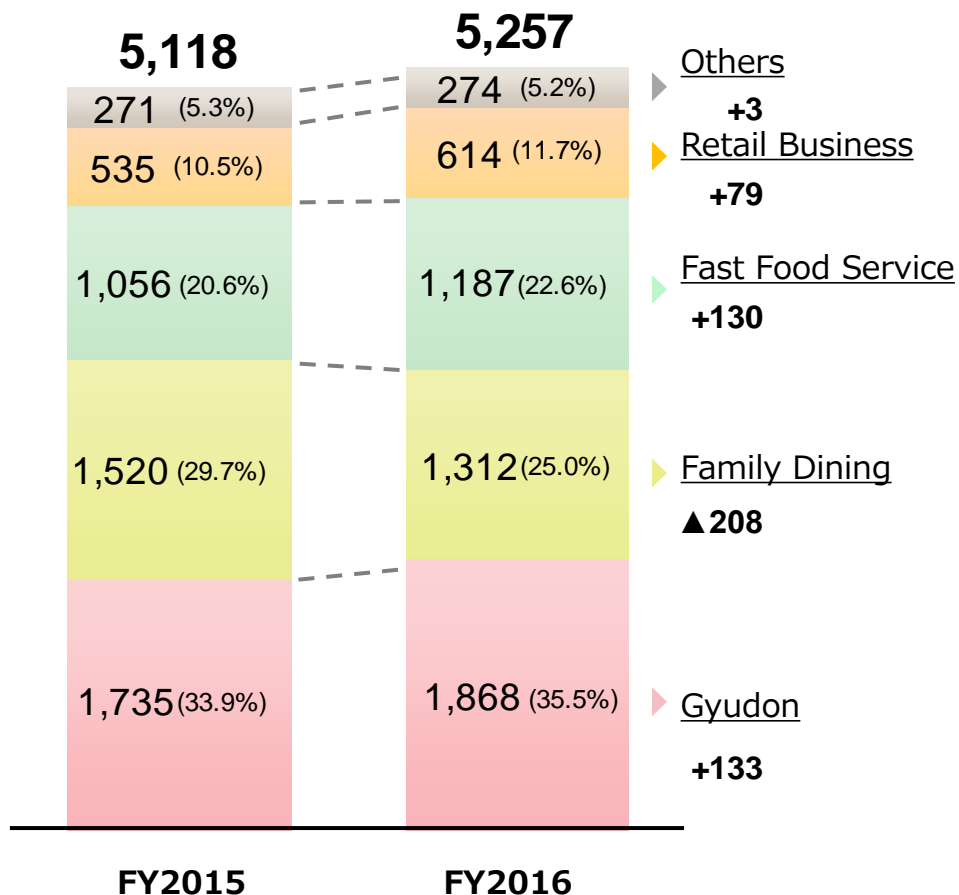
	FY2015	FY2016		
	Results	Results	YOY	
Sales	5,118	5,257	+ 138	+2.7%
Cost of Sales	2,201	2,280	+ 78	+3.6%
(Component Ratio)	(43.0%)	(43.4%)	(+0.4%pt)	
SGA	2,891	2,855	▲ 35	▲ 1.2%
(Component Ratio)	(56.5%)	(54.3%)	(▲ 2.2%pt)	
Operating Profit	24	121	+ 96	+384.9%
(Component Ratio)	(0.5%)	(2.3%)		
Ordinary Profit	28	113	+ 85	+295.8%
(Component Ratio)	(0.6%)	(2.2%)		
Net Profit	▲ 111	40	+ 151	—
(Component Ratio)	(—)	(0.8%)		

Category Analysis : Sales

(hundred millions of yen)

■ YOY +138

※ () OP margin



- Retail Business**
Sales contribution of Owariya which joined the group in August 2014.
- Fast Food Service**
Contribution of the new store opening of Hamasushi.
- Family Dining**
Impact of Catalina Restaurant Group Inc. sold in March, 2015.
- Gyudon**
Re-start of the night-shift operation of the Gyudon chain, "Sukiya".

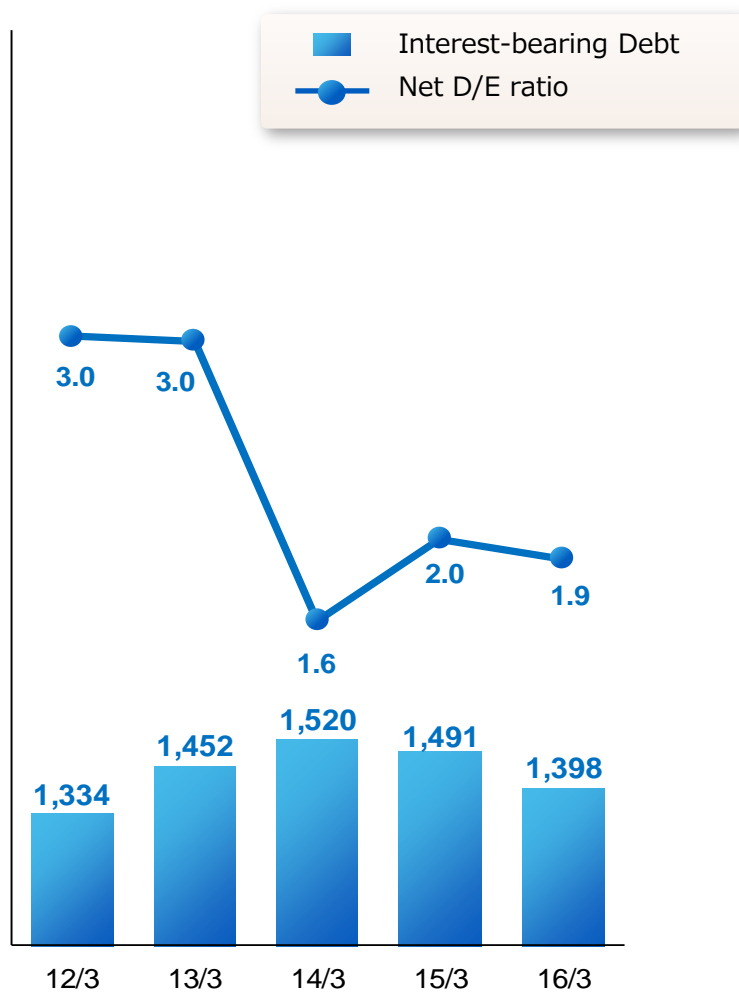
Balance Sheet

(hundred millions of yen)

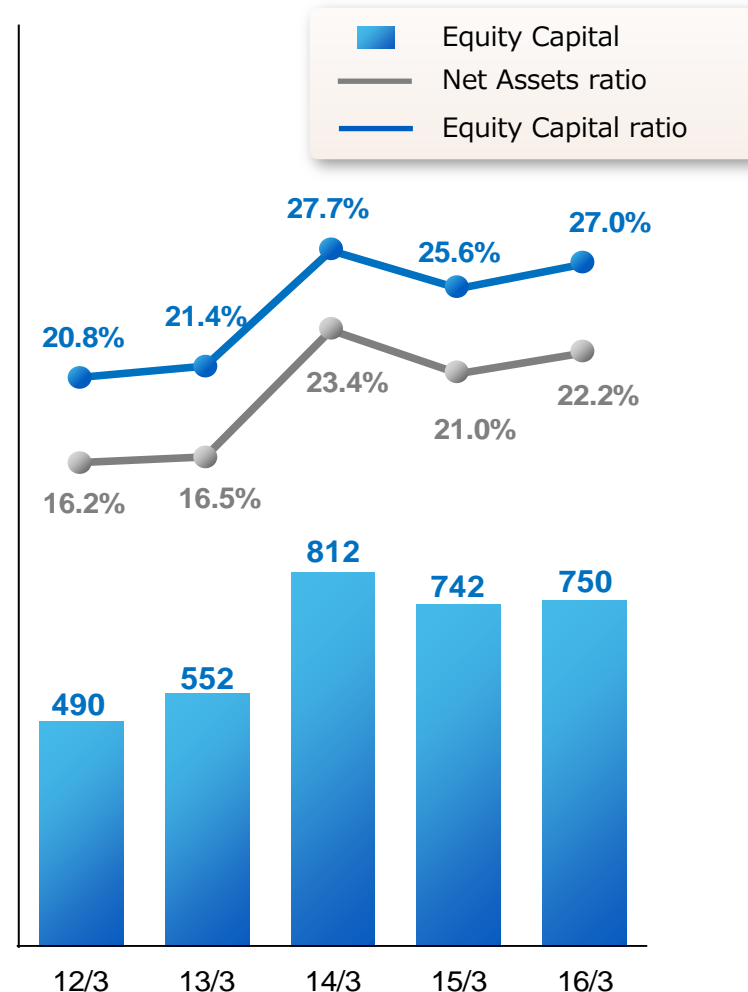
	Mar.31 /2015	Mar.31 /2016	Differences		Mar.31 /2015	Mar.31 /2016	Differences
Current Assets	726	646	▲79	Interest-bearing Debt	1,491	1,398	▲93
Cash and Deposits	294	209	▲85	Other Liabilities	660	634	▲25
Other Current Assets	432	437	+5	Liabilities	2,152	2,032	▲119
Noncurrent Assets	2,166	2,135	▲30	Shareholders Equity	599	634	+34
Tangible Assets	1,267	1,274	+6	Retained Earnings	124	156	+32
Intangible Assets	171	161	▲9	Accumulated other comprehensive profit	9	▲17	▲27
Total Investments and Other Assets	727	699	▲27	Minority Interests	133	133	+0
Differed Assets	1	0	▲0	Total Net Assets	742	750	+8
Total Assets	2,894	2,783	▲111	Total Liabilities and Net Assets	2,894	2,783	▲111

(hundred millions of yen)

Interest-bearing Debt, Net D/E ratio

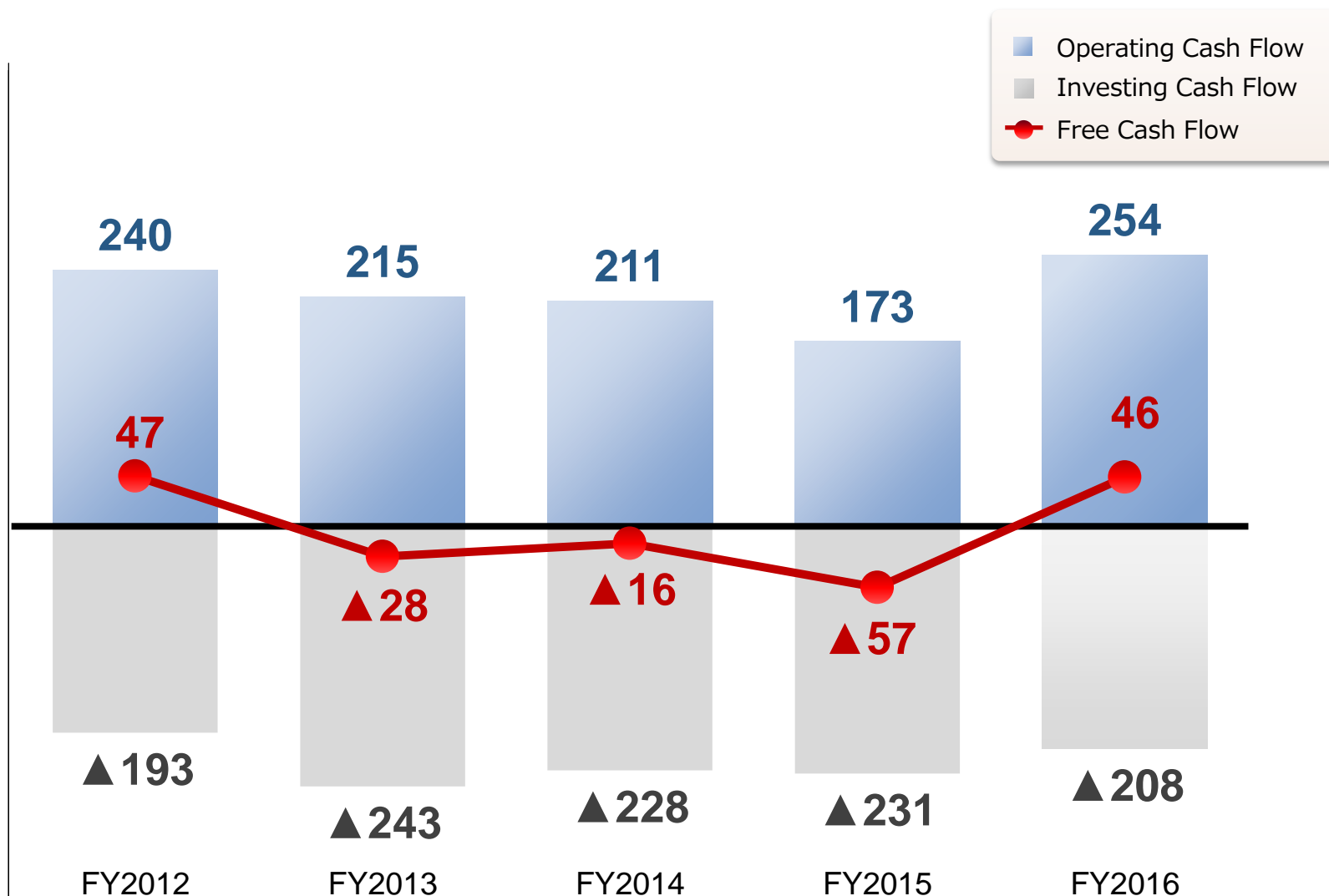


Net Assets ratio, Equity Capital ratio



Cash Flow

(hundred millions of yen)



Highlights

- Sales 558.8 billion yen (YOY +6.3%)
Operating Profit 17.7 billion yen (YOY +46.2%)
Net Profit 7.0 billion yen (YOY +74.6%)
- Sales from Existing Stores (YOY)
 - Consolidated 102.6%
 - Gyudon 103.1%
 - Family Dining 100.8%
 - Fast Food Service 103.1%
- New Store Openings 231
 - Domestic 105
 - Overseas 126
- We plan to increase income and profit by opening new stores mainly “Hamasushi in Japan” and “Sukiya in overseas”, and by the increments of sales of existing stores.
- We plan to increase the total dividends for FY2017 from 9 yen to 16 yen per share.

Income Statement

(hundred millions of yen)

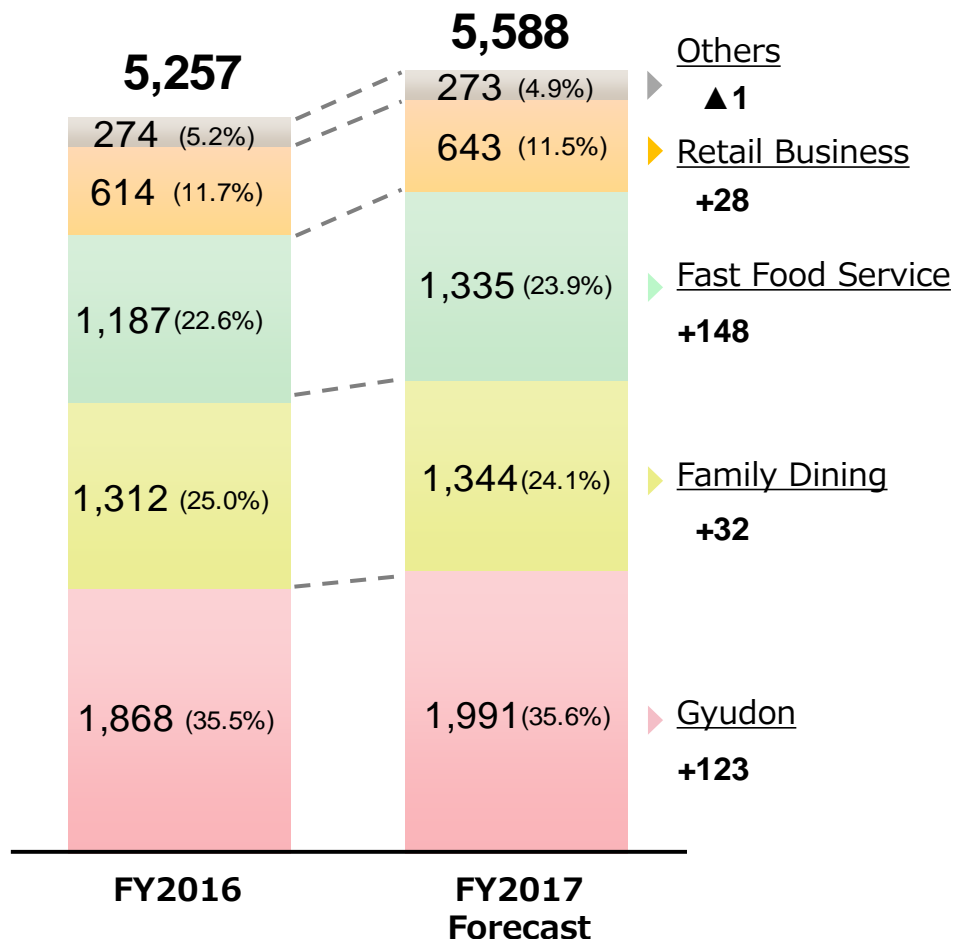
	FY2016	FY2017		
	Apr.-Mar. results	Apr.-Mar. forecast	YOY	
Sales	5,257	5,588	+ 331	+6.3%
Cost of Sales	2,280	2,401	+ 121	+5.3%
(Component Ratio)	(43.4%)	(43.0%)	(▲0.4%pt)	
SGA	2,855	3,010	+ 154	+5.4%
(Component Ratio)	(54.3%)	(53.9%)	(▲0.5%pt)	
Operating Profit	121	177	+ 55	+46.2%
(Component Ratio)	(2.3%)	(3.2%)		
Ordinary Profit	113	167	+ 53	+47.4%
(Component Ratio)	(2.2%)	(3.0%)		
Net Profit	40	70	+ 30	+74.6%
(Component Ratio)	(0.8%)	(1.3%)		

Category Analysis : Sales

(hundred millions of yen)

■ YOY +331

※ () OP margin



- Retail Business**
 Due to the increments of sales of existing stores of Maruya.
- Fast Food Service**
 Due to the new store openings of Hamasushi and the increments of sales of existing stores.
- Family Dining**
 Due to the new store openings and increments of sales of existing stores.
- Gyudon**
 Due to the new store openings of Sukiya in overseas and increments of sales of existing stores.

ZENSHO



Victoria Station

