

May 10, 2018

Consolidated Financial Results

for FY 2017

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

ZENSHO HOLDINGS CO., LTD.

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ZENSHO HOLDINGS CO., LTD.

- Net Sales 579.1 billion yen (YoY +6.4%)
Operating Profit 17.6 billion yen (YoY -6.2%)
Profit attributable to owners of parent 8.0 billion yen (YoY -5.2%)
- Same store sales (YoY)
 - Consolidated 100.5%
 - Gyudon 102.5%
 - Family Dining 98.5%
 - Fast Food Service 102.0%
- New Store Openings TOTAL 241 outlets
 - (Japan 91 outlets)
 - (Overseas 150 outlets)
- Year-end dividend is planned at 9 yen per share as announced earlier. With Interim dividend of 9 yen, total annual dividends for FY2017 will be 18 yen per share.

Income Statement

Financial Results for FY2017

ZENSHO

(Unit:100 million yen, amounts less than 100 million yen are disregarded.)

	FY2016	FY2017		
	Actual	Actual	Differences	YoY
Net Sales	5,440	5,791	+ 350	+6.4%
Cost of Sales	2,318	2,514	+ 196	+8.5%
(margin)	(42.6%)	(43.4%)	(+0.8%pt)	
SGA	2,934	3,100	+ 166	+5.7%
(margin)	(53.9%)	(53.5%)	(-0.4%pt)	
Operating Profit	187	176	- 11	-6.2%
(margin)	(3.5%)	(3.0%)		
Ordinary Profit	180	176	- 4	-2.2%
(margin)	(3.3%)	(3.0%)		
Profit attributable to owners of parent	84	80	- 4	-5.2%
(margin)	(1.6%)	(1.4%)		

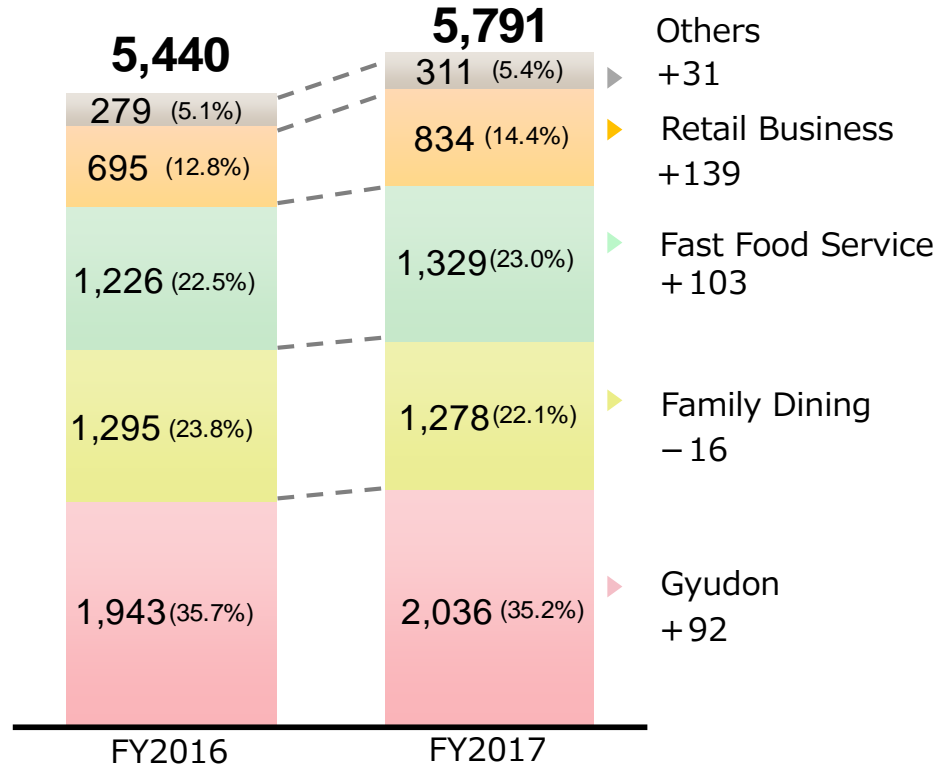
Category Analysis : Sales

Financial Results for FY2017

ZENSHO

(Unit: 100 million yen, amounts less than 100 million yen are disregarded.)

■ 35.0 billion yen increase (YoY)



- **Retail Business**
 Sales contribution of Fresh Corporation
- **Fast Food Service**
 Opening of new stores of Hamazushi
- **Family Dining**
 Decrease in same store sales of each brand
- **Gyudon**
 Strong domestic and foreign same store sales
 Opening of new Sukiya restaurants in overseas.

※ () Sales composition

Balance Sheet

Financial Results for FY2017

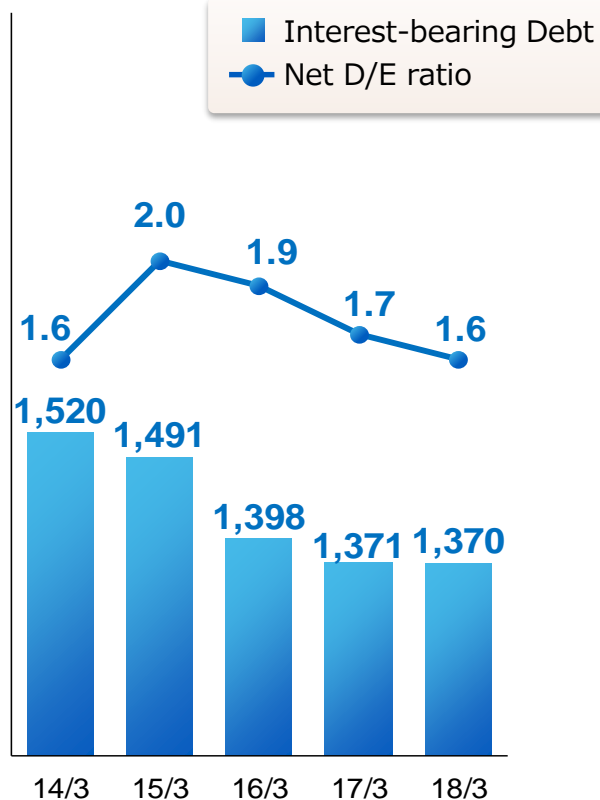
ZENSHO

(Unit:100 million yen, amounts less than 100 million yen are disregarded.)

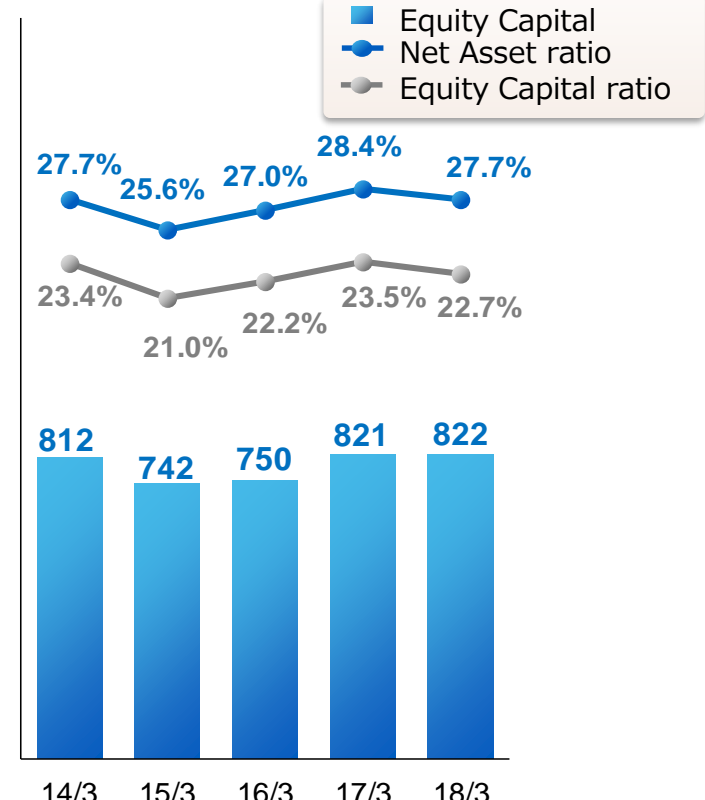
	Mar.31 /2017	Mar.31 /2018	Differences		Mar.31 /2017	Mar.31 /2018	Differences
Current Assets	684	752	+67	Interest-bearing Debt	1,371	1,370	-0
Cash and Deposits	222	261	+38	Other Liabilities	697	774	+77
Other Current Assets	461	490	+29	Liabilities	2,068	2,145	+76
Noncurrent Assets	2,204	2,214	+9	Shareholders Equity	676	688	+11
Tangible Assets	1,299	1,352	+52	Retained Earnings	219	271	+51
Intangible Assets	218	211	-7	Accumulated other comprehensive income	2	-13	-15
Total Investments and Other Assets	685	649	-35	Non-controlling Interests	142	147	+5
Deferred Assets	0	0	-0	Total Net Assets	821	822	+0
Total Assets	2,889	2,967	+77	Total Liabilities and Net Assets	2,889	2,967	+77

(Unit: 100 million yen)

Interest-bearing Debt, D/E ratio



Net Assets ratio, Equity Capital ratio

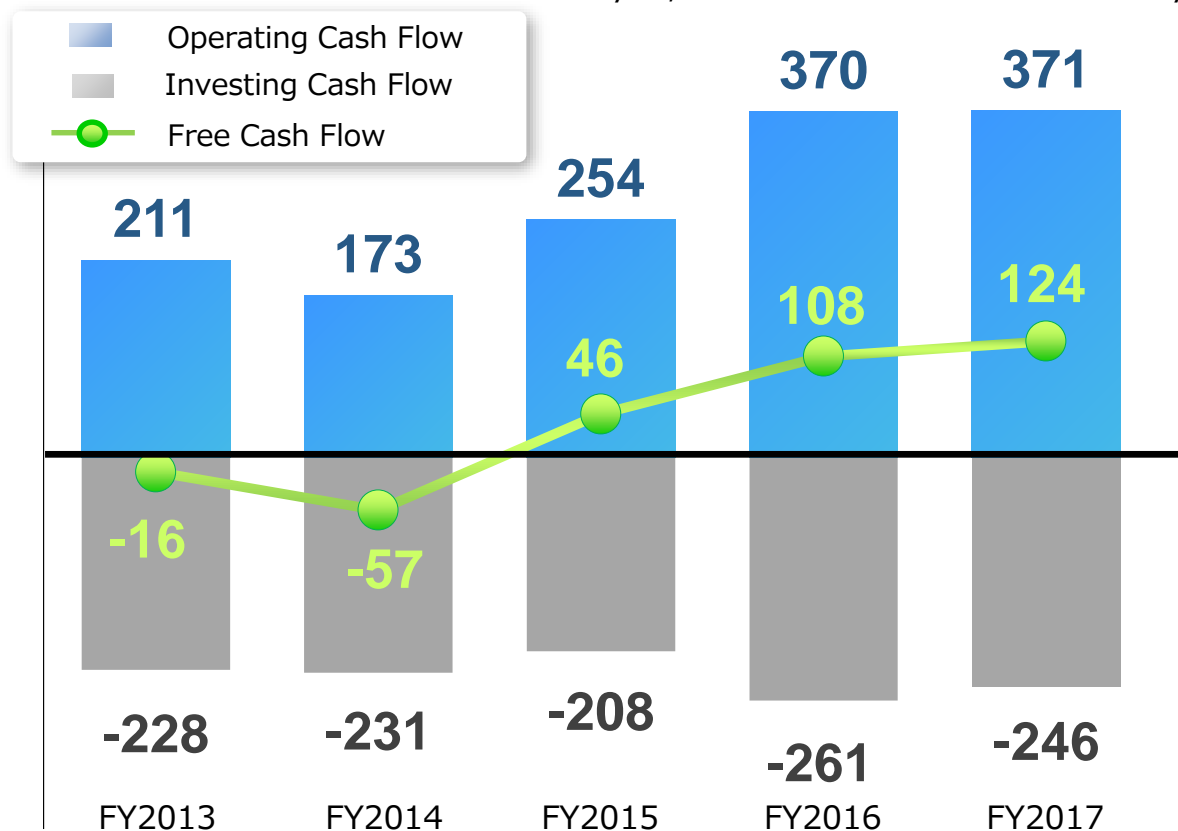


Cash Flow

Financial Results for FY2017

ZENSHO

(Unit: 100 million yen, amounts less than 100 million yen are disregarded.)



Highlights on Financial Forecasts for FY2018

● Net Sales	623.7 billion yen	(YoY	+7.7%)
Operating Profit	20.3 billion yen	(YoY	+15.8%)
Profit attributable to owners of parent	8.6 billion yen	(YoY	+7.9%)

● Same store sales (YoY)	
Consolidated	103.1%

● New Store Openings TOTAL	272 outlets
(Japan	115 outlets)
(Overseas	157 outlets)

● We plan to propose 18 yen per share of the total annual dividend for FY2018.

Income Statement

Financial Forecasts for FY2018

ZENSHO

(Unit:100 million yen, amounts less than 100 million yen are disregarded.)

	FY2017	FY2018		
	Actual	Forecast	Differences	YoY
Net Sales	5,791	6,237	+446	+7.7%
Cost of Sales	2,514	2,712	+197	+7.9%
(margin)	(43.4%)	(43.5%)	(+0.1%pt)	
SGA	3,100	3,320	+220	+7.1%
(margin)	(53.5%)	(53.2%)	(-0.3%pt)	
Operating Profit	176	203	+27	+15.8%
(margin)	(3.0%)	(3.3%)		
Ordinary Profit	176	195	+18	+10.6%
(margin)	(3.0%)	(3.1%)		
Profit attributable to owners of parent	80	86	+6	+7.9%
(margin)	(1.4%)	(1.4%)		

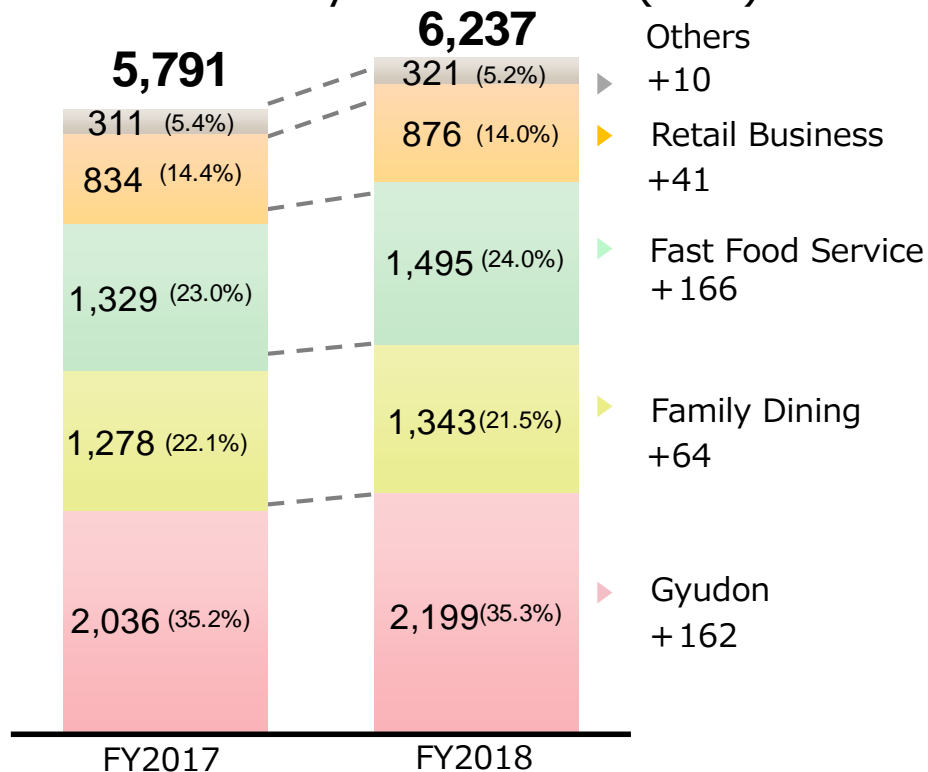
Category Analysis : Sales

Financial Forecasts for FY2018

ZENSHO

(Unit: 100 million yen, amounts less than 100 million yen are disregarded.)

■ 44.6 billion yen increase (YoY)



※ () Sales composition

- Retail Business**
 Increase in same store sales of each brand
- Fast Food Service**
 Opening of new stores of Hamazushi
- Family Dining**
 Increase in same store sales of each brand
- Gyudon**
 Strong domestic same store sales
 Opening of new Sukiya restaurants in overseas.

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