

November 7, 2019

Consolidated Financial Results

for the 2nd quarter of FY 2019

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

ZENSHO HOLDINGS CO., LTD.

Disclaimer

The contents of this material are based on the judgments made by the management of ZENSHO HOLDINGS, based on information that is currently available to it and contains risks and uncertainties. Therefore, actual business results may vary substantially from the forecasts in this material. The information contained in this presentation does not constitute or form solicitation or invitation to buy or subscribe for any securities. All investment decisions should be made by the investors themselves. ZENSHO HOLDINGS is not responsible for any losses that may arise from the use of information in this document. The copyright of this material belongs to ZENSHO Holdings Co., Ltd. Diversion, duplication etc. without permission of the company about this material and its description contents are not allowed.

ZENSHO HOLDINGS CO., LTD.

● Net Sales	319.8 billion yen	(YoY	+6.7%)
Operating Profit	13.3 billion yen	(YoY	+29.5%)
Profit attributable to owners of parent	7.6 billion yen	(YoY	+52.4%)

● Same store sales (YoY)	
Gyudon	102.1%
Family Dining	94.6%
Fast Food Service	102.9%

● New Store Openings TOTAL	228 outlets
(Japan	36 outlets)
(Overseas	192* outlets)

* Including franchised stores in U.S.A, Canada and Australia operation by Advanced Fresh Concepts Corp.

● Interim dividend is 10 yen per share. With year-end dividend of 10 yen, total annual dividends for FY2019 will be 20 yen per share.

Income Statement

Financial Results for FY2019

ZENSHO

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

	FY2018	FY2019		
	Q2	Apr.-Sep. results	Differences	YoY
Net Sales	2,997	3,198	+200	+6.7%
Cost of Sales (Component Ratio)	1,287 (42.9%)	1,360 (42.5%)	+72 (-0.4%pt)	+5.7%
SGA (Component Ratio)	1,606 (53.6%)	1,704 (53.3%)	+97 (-0.3%pt)	+6.1%
Operating Profit (Component Ratio)	103 (3.4%)	133 (4.2%)	+30	+29.5%
Ordinary Profit (Component Ratio)	100 (3.4%)	128 (4.0%)	+28	+28.0%
Profit attributable to owners of parent (Component Ratio)	49 (1.7%)	76 (2.4%)	+26	+52.4%

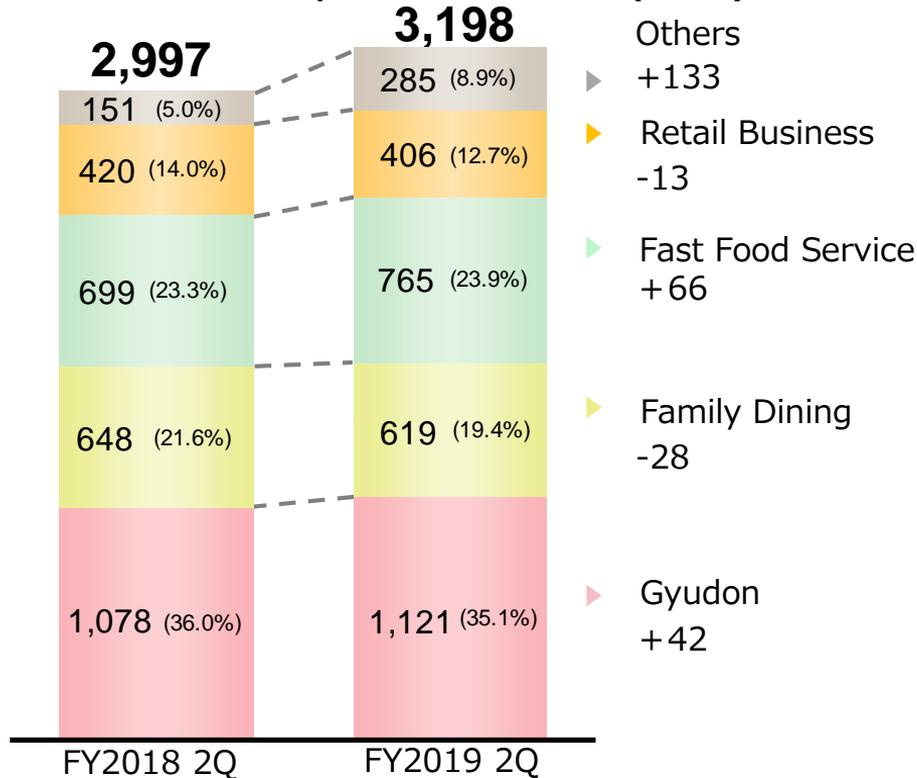
Category Analysis : Sales

Financial Results for FY2019

ZENSHO

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

■ 20.0 billion yen increase (YoY)



※ () Sales composition

- **Others**
 Contribution by newly consolidated sales of Advanced Fresh Concepts Corp.
- **Retail Business**
 Decrease of same-store sales
- **Fast Food Service**
 Growth in Hamazushi same-store sales and contribution by newly consolidated sales of TCRS Restaurants Sdn.Bhd.
- **Family Dining**
 Decrease of Coco's same-store sales
- **Gyudon**
 Growth in domestic same-store sales and opening of new stores in overseas Sukiya

Balance Sheet

Financial Results for FY2019

ZENSHO

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

	Mar.31 /2019	Sep.30 /2019	Differences		Mar.31 /2019	Sep.30 /2019	Differences
Current Assets	1,146	920	-226	Interest-bearing Debt	1,962	1,829	-132
Cash and Deposits	572	357	-214	Other Liabilities	944	912	-31
Other Current Assets	574	562	-12	Liabilities	2,906	2,742	-164
Noncurrent Assets	2,629	2,705	+75	Shareholders Equity	741	828	+87
Tangible Assets	1,417	1,470	+52	Retained Earnings	344	407	+63
Intangible Assets	546	591	+44	Accumulated other comprehensive income	-19	-48	-28
Total Investments and Other Assets	665	643	-21	Non-controlling Interests	149	104	-45
Deffered Assets	1	0	-0	Total Net Assets	870	884	+13
Total Assets	3,777	3,626	-151	Total Liabilities and Net Assets	3,777	3,626	-151

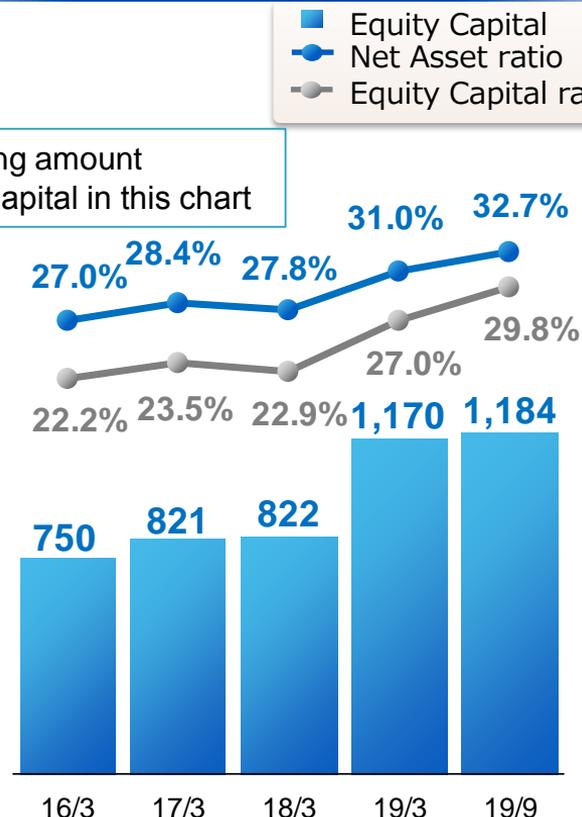
(Unit: 100 million yen)

Interest-bearing Debt, D/E ratio



50% of the subordinated loan financing amount contracted in "19/3" is regarded as Capital in this chart

Net Assets ratio, Equity Capital ratio

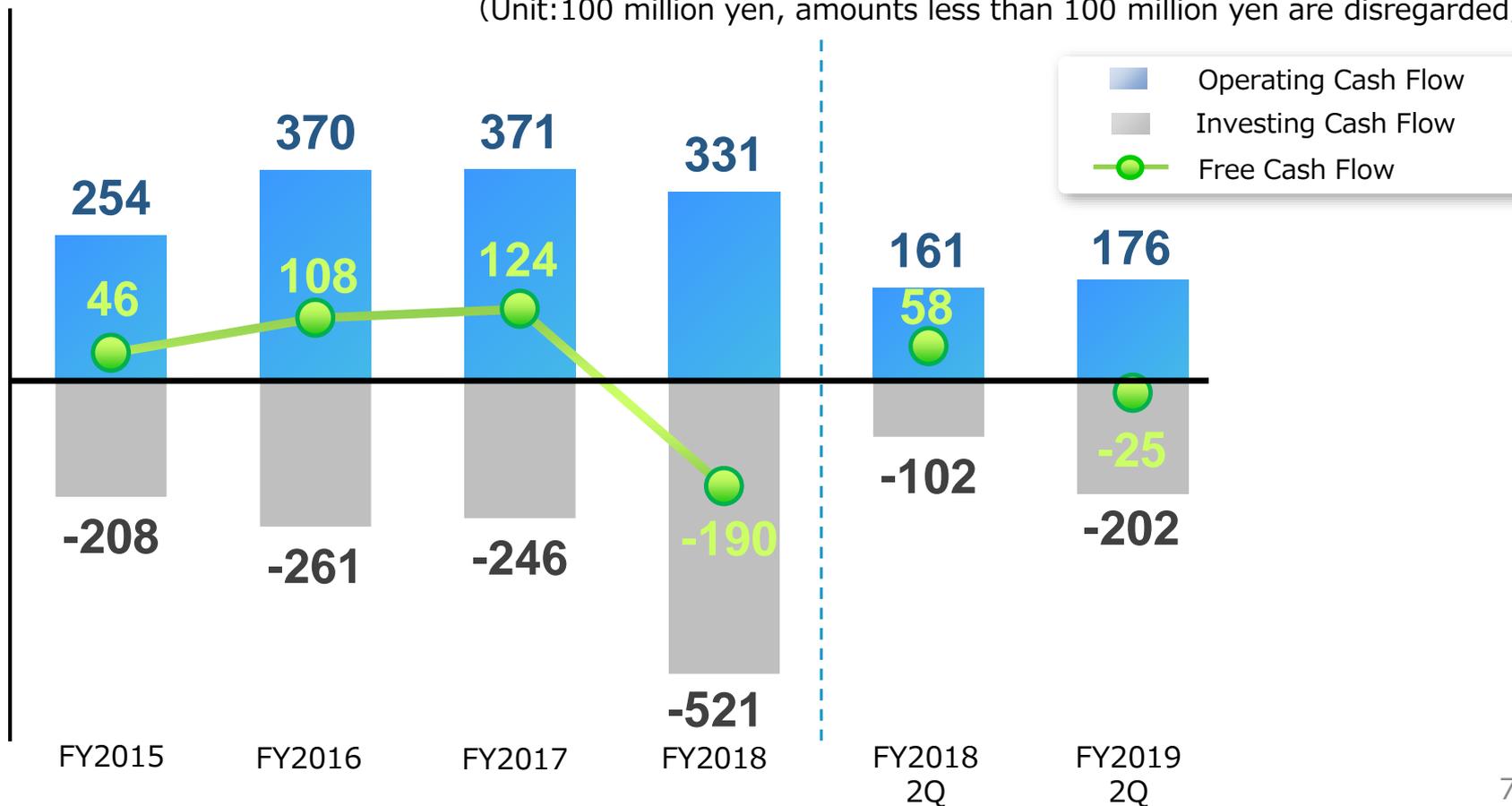


Cash Flow

Financial Results for FY2019



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



ZÉNSHO



なか卯



SPAGHETTI and PIZZA
Jolly-Pasta



Victoria Station



北海道らめめん
江札



牛庵



北海道 十勝
善祥園
ZENSHO EN



ZBS
Zensho Business Service

