

## DISCLAIMER

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July 1, 2016

**Summary of Financial Results of the Third Quarter of the Fiscal Year ending August 31, 2016**  
**[Japanese standards] (Consolidated)**

Company name: ChiikiShinbunsha Company Limited  
 Securities code: 2164  
 Representative: Yukifumi Chikama, Representative Director  
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Scheduled date of filing of quarterly report: July 13, 2016  
 Scheduled date of payment of dividend: No  
 Preparation of supplementary references regarding quarterly results: No  
 Holding the briefing of quarterly results: No

(All amounts are rounded down to the nearest million yen)  
(△ means negative)

**1. Financial Results of the Third Quarter of the Fiscal Year ending August 31, 2016 (Sep. 1, 2015 – May. 31, 2016)**

(1) Consolidated results of operations (cumulative total)

(Percentages represent changes from previous year)

	Net Sales		Operating income		Ordinary income		Income attributable to owners of parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
3Q FY03/2016	2,891	12.6	△93	—	△92	—	△171	—
3Q FY03/2015	2,566	—	95	—	99	—	55	—

(Note) Comprehensive income 3Q FY08/2016: △171 million yen (—%)  
 3Q FY08/2015: 55 million yen (—%)

	Quarterly Net income per share	Diluted quarterly net income per share
	Yen	Yen
3Q FY08/2016	△93.28	—
3Q FY08/2015	29.90	—

(Note) From the 2Q of FY 08/2015, consolidated accounting period has been adopted for creating quarterly consolidated financial statements, and therefore amounts for the 3Q FY 08/2015 and increase/decrease ratios as compared to the previous year are not applicable.

(2) Consolidated Financial Position

	Total assets	Net assets	Equity ratio
	Million yen	Million yen	%
3Q FY08/2016	1,703	679	39.9
FY08/2015	1,634	894	54.7

(Reference) Shareholders equity: 3Q FY08/2016: 679 million yen  
 FY08/2015: 894 million yen

**2. Dividends**

	Annual dividend				
	1Q-end	2Q-end	3Q-end	Year-end	Total
	Yen	Yen	Yen	Yen	Yen
FY08/2015	—	0.00	—	10.00	10.00
FY08/2016	—	0.00	—		
FY08/2016 (forecasts)				2.00	2.00

(NOTE) Revisions to dividend forecasts published most recently: None

**3. Consolidated performance forecasts for the Fiscal Year ending August 31, 2016 (Sep. 1, 2015 – Aug. 31, 2016)**

(Percentages represent changes from the previous year)

	Net sales		Operating income		Ordinary income		Income attributable to owners of parent		Net income per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
Full term	3,929	13.7	△144	—	△142	—	△212	—	△115.39

(NOTE) Revisions to performance forecasts published most recently: None

## 1. Qualitative Information regarding the Current Quarter

### (1) Descriptions regarding operating results

During the current third quarter consolidated cumulative period, Japanese economy has seen high level of corporate profit due to various economic policies including monetary easing, whereas there seems less progress in improvement. Employment situations have improved, and persons in employment are increasing. In terms of personal spending, real gross income of persons in employment has been gradually increased; however, it remains mostly level because of still less progress in restoration of consumer confidence. From now on, economic downturn in Asian emerging countries including China might pose some risks on Japanese economy downwards, and the recent situations of uncertainty for the future still remains.

Free-paper/free-magazine market in which we operate has diversified its media and targets, whereas price competition has become common with not only printed advertisement but also with internet advertisement, making our management environment still hard to survive.

Under such circumstances, customer base and know-how for editing and sales developed by both of ChiikiShinbunsha Co., Ltd. and The Shopper Inc. (the entire shares of which had been acquired by the Company, thereby becoming its subsidiary) have been integrated, their operating resources being proactively shared and utilized, that led to further enhancing various services provided by our group. Adding the subsidiary resulted in our group's fundamental business in publishing newspapers having increased in the number of versions from previously 55 in 55 areas within 2 prefectures to 77 in 77 areas within 3 prefectures and Tokyo; and weekly number of copies printed has increased from around 2.04 million to 3 million (as of May 31, 2016).

As part of our strategies for the business in publishing newspapers, face-to-face sales activities with advertising clients have been further enhanced as a measure of increasing sales activities, and we built up relationship of mutual trust by having more opportunities for contacting our clients, in an attempt to acquire more and more customers. In addition, cosmetic appearance of the "Chiiki Shinbun" has been entirely renewed since the edition of April. 1, 2016, so that readers would anticipate the contents. Also, we leveraged further integration of the "Chiiki Shinbun (regional newspaper)" (a free-paper) with "Chiikomi" (regional information community site managed by our Web business department), which has enabled us to provide more value-added advertisement, achieving higher customer satisfaction.

As for measures of The Shopper, in order to evolve/develop the "Chiiki Shinbun Shopper" paper to more community-based media, further work has been carried out for segmentalizing the areas, other than "Machida / Sagamihara / Zama / Yamato" version, and since April, 2016, previous 4 areas covered by 4 versions of "Tokorozawa / Iruma / Sayama / Hanno", "Saitama-Urawa / Kawaguchi", "Kawagoe / Sakado / Tsurugashima / Fujimino", and "Hachioji / Hino" have been further segmentalized into 17 areas covered by 17 versions.

Despite our efforts as mentioned above, competition in free-paper market has become further intensive. In our business of distributing inserted flyers, not only ChiikiShinbunsha but also for The Shopper, targeted customers of our clients have become more evident by utilizing Geographical Information System (GIS) customized according to their respective areas, which helped to realize efficient services aiming to maximize advertising effects, and as a result, we could keep stable business performance.

Elsewhere, our business as a ticket agency by making use of available spaces on free-papers obtained exclusive right to sell tickets for "Professional Sumo in Machida" that was held in April, 2016, and all the tickets were sold out, bringing us great box office success. And "Regional Regeneration Strategy Office" was established in December, 2015, in order to build up relationship with local governments in an attempt to expand administration-related business.

In such context, during the current third quarter consolidated cumulative period, net sales was 2,891,131,000 yen (increase by 12.6% YoY) that means substantial increase due to adding The Shopper Inc. as a subsidiary; however, because of increase in expenses and labor cost for securing human resources in preparation for segmentalizing target areas of The Shopper, and of increase in investment into the core system and others, ordinary loss was 92,003,000 (ordinary income of 99,028,000 yen in the previous year), and impairment of 42,153,000 yen were of goodwill and noncurrent assets of The Shopper were accrued as extraordinary loss, resulting in quarterly net loss attributable to owners of parent of 171,988,000 (as compared to the corresponding net profit of 55,140,000 yen in the previous year).

### (2) Descriptions regarding financial position

#### 1) Status of assets, liabilities and net assets

##### A. Assets

Total assets at the end of the current third quarter consolidated fiscal period increased from the end of the previous consolidated fiscal year by 68,451,000 yen to 1,703,277,000 yen. It comprises mainly decrease in goodwill of 42,796,000 yen, as well as decrease in other intangible assets by 16,716,000 yen, increase in accounts receivable-trade by 84,524,000 yen, increase in cash and deposits by 33,414,000 yen, and increase in investments and other assets-other by 20,271,000 yen.

**B. Liabilities**

Current liabilities at the end of the current third quarter consolidated fiscal period increased from the end of the previous consolidated fiscal year by 286,395,000 yen to 776,279,000 yen. It mainly comprises increase in short-term loans payable by 200,000,000 yen, increase in accounts payable-trade by 39,872,000 yen, and increase in income taxes payable by 18,722,000 yen.

Non-current liabilities at the end of the current third quarter consolidated fiscal period decreased from the end of the previous consolidated fiscal year by 2,504,000 yen to 247,801,000 yen. It mainly comprises decrease in asset retirement obligations by 1,359,000 yen and decrease in liabilities on retirement benefits by 1,339,000 yen.

**C. Net assets**

Total net assets at the end of the current third quarter consolidated fiscal period decreased from the end of the previous consolidated fiscal year by 215,440,000 yen to 679,196,000 yen. This is mainly because of allocating quarterly net loss attributable to owners of parent of 171,988,000 yen, and in addition, as described in the "Appendix 2. Matters regarding Summary Information (Notes), (3) Changes in accounting principles, changes and restatements of accounting estimates", decrease in retained earnings by 25,015,000 yen due to applying the accounting standard for business combination, and also because of paying dividends of 18,436,000 yen.

**(3) Descriptions regarding future prospects such as consolidated performance forecasts**

At present, there is no change in the full term performance forecasts as published on April 1, 2016 in "Notices concerning declaration of extraordinary loss (impairment loss including goodwill), difference between performance forecasts and actual performance, revisions to the full term performance forecasts and reduction in directors' compensations". If it becomes necessary in the future to reconsider those full term forecasts due to economic situations and transition of our business performance, it shall be disclosed as soon as possible.

**2. Matters regarding Summary Information (Notes)****(1) Changes in important subsidiaries during the current consolidated cumulative period**

Not applicable.

**(2) Application of special accounting methods to the preparation of quarterly consolidated financial statement**

Not applicable.

**(3) Changes in accounting principles, changes and restatements of accounting estimates**

(Application of Accounting Standard for Business Combination, etc.)

"Accounting Standard for Business Combination" (Corporate Accounting Standard No. 21 of September 13, 2013), "Accounting Standard for Consolidated Financial Statements" (Corporate Accounting Standard No. 22 of September 13, 2013), and "Accounting Standard for Business Divestitures" (Corporate Accounting Standard No. 7 of September 13, 2013) have been applied to the Group's accounting method since the first quarter consolidated fiscal period, and therefore balance amount due to change in equity interest which the Group has in its subsidiaries in case of continuous control over them is allocated as capital surplus and expenses related to acquisition are allocated as having been incurred during the consolidated fiscal year during which such acquisition took place. With respect to business combination to be carried out after the beginning of the first quarter consolidated fiscal period, accounting method shall be revised so that allocation amount of acquisition cost readjusted due to ascertainment of provisional accounting treatment should be reflected on the quarterly consolidated financial statements for the quarterly consolidated fiscal period during which relevant business combination took place. In addition, the manner in which quarterly net profit and others are represented has been revised. In order to reflect such changes in representation, quarterly consolidated financial statements for the third quarter of the previous consolidated cumulative fiscal period were reconstructed accordingly.

Application of Accounting Standards for Business Combination and for others are in compliance with the transitional treatments as set out in Accounting Standard for Business Combination, Sec. 58-2 (3), Accounting Standard for Consolidated Financial Statements, Sec. 44-5 (3), and Accounting Standard for Business Divestitures, Sec. 57-4 (3), having been applied, and assuming that new accounting principles were applied retroactively to every previous fiscal terms, cumulatively affected amount at the beginning of the first quarter consolidated fiscal period has been reflected on the retained earnings.

As a result, amount of goodwill decreased by 25,015,000 yen and retained earnings also decreased by 25,015,000 yen at the beginning of the first quarter consolidated fiscal period. In addition, operating loss, ordinary loss and net loss before income taxes and minority interests in the current third consolidated cumulative period decreased respectively by 2,779,000 yen.

(Application of practical treatment with respect to the depreciation method change due to the tax revisions in FY 2016)

Following revisions to Corporation Tax Act, the Company has applied "Practical treatment with respect to the depreciation method due to the tax revisions in FY 2016" (Practice Corresponding Report No.32, dated June, 17, 2016) to the current third quarter consolidated fiscal period, and has changed its depreciation method for buildings and accompanying facilities and structures from declining balance method to straight-line method.

Meanwhile, no item in the quarterly consolidated financial statements was affected during the current third quarter consolidated fiscal period.