

Summary of Business Result for the First Quarter ended June 30, 2019

Date: July 31, 2019

Company name	BELLUNA CO., LTD.	Registered on the TSE1
Stock code	9997	URL http://www.belluna.co.jp/
presentative person	Kiyoshi Yasuno, President and Representative Director	TEL (048) 771-7753
Contact person	Tomohiro Matsuda, Director and Executive Officer General Manager of Administration	
Date of filing Shihanki-Houkokusho	August 7, 2019	Date of payment of cash dividends -
Drawing up of support documentation for its business result for 1Q	: Yes	
Taking place of analyst meeting for 1Q presentation	: None	

1. Consolidated Business Results for the First Quarter of FY March 2020 (April 1, 2019 – June 30, 2019)

(1) Results of Operations (cumulative)

(Note: Rounded down to

¥ Million)

FY	Net sales		Operating income		Ordinary income		Net income	
	¥ Million	%(YOY)	¥ Million	%(YOY)	¥ Million	%(YOY)	¥ Million	%(YOY)
1Q ended Jun. 2019	46,155	9.9	1,951	-21.2	1,775	-60.7	1,113	-61.2
1Q ended Jun. 2018	41,979	2.0	2,476	-13.7	4,517	27.4	2,866	-7.7

(Note) Comprehensive income (Consolidated):

556 million yen for 1Q of FY March 2020 (-81.9%) 3,072 million yen for 1Q of FY March 2019(-0.0%)

FY	Net income per share	Diluted net income per share
	¥	¥
1Q ended Jun. 2019	11.50	—
1Q ended Jun. 2018	29.48	—

(2) Financial Position

FY	Total assets	Net assets	Net assets excluding share subscription rights and minority interests to total assets
	¥ Million	¥ Million	%
As of Jun. 2019	213,897	100,063	46.5
As of Mar. 2019	213,786	100,533	46.7

(Note) Net assets excluding share subscription rights and minority interests (Consolidated):

99,397 million yen as of Jun. 30, 2019 99,830 million yen as of Mar. 31, 2019

2. Dividends

	Annual cash dividends per share				
	at 1st quarter end	at 2nd quarter end	at 3rd quarter end	at fiscal year end	total
	yen	yen	yen	yen	yen
FY ended Mar. 2019	—	7.50	—	7.50	15.00
FY ended Mar. 2020	—				
FY ending Mar. 2020 (forecast)		8.00	—	8.00	16.00

(Note) Revision in forecast of dividends: None

3. Forecast of Consolidated Financial Performance in FY March 2020 (April 1, 2019- March 31, 2020)

FY	Net sales		Operating income		Ordinary income		Net income		Net income per share
	¥ Million	%(YOY)	¥ Million	%(YOY)	¥ Million	%(YOY)	¥ Million	%(YOY)	¥
Sep. 2019 Interim	87,000	9.9	4,500	16.9	4,800	-27.5	3,340	-21.0	34.49
FY ending Mar. 2020	185,000	4.1	14,000	16.6	15,000	-2.0	10,500	1.5	108.43

(Note) Revision in forecast of consolidated financial performance: None

4. Others

(1) Significant changes in scope of consolidation : None

(2) Simplified accounting method adopted : None

(3) Changes in accounting policies

1. Changes due to changes in accounting standard : None

2. Other changes : None

3. Change in accounting estimate : None

4. Re-statement : None

(4) Number of shares issued

1. Number of outstanding shares at the fiscal year/period end (including treasury shares):

97,244,472 shares as of Jun. 30, 2019 97,244,472 shares as of Mar. 31, 2019

2. Number of treasury shares at the fiscal year/period end:

547,210 shares as of Jun. 30, 2019 186,254 shares as of Mar. 31, 2019

3. Outstanding averaged number of shares:

96,838,256 shares for 1Q of FY March 2020 (April 1, 2019 - June 30, 2019)

97,235,670 shares for 1Q of FY March 2019 (April 1, 2018 - June 30, 2018)

[Reference] Sales by Business Segment

The First Quarter of FY March 2019 (April 1, 2018 - June 30, 2018)

(Note: Rounded down to ¥ Million)

	General Mail Order	Specialty Mail Order	Retail store	Solution	Finance	Property
Net Sales	22,650	11,179	3,498	1,453	910	1,210
(1) Sales to customers	22,459	11,151	3,498	1,369	910	1,205
(2) Internal sales or transfers to/from segments	190	27	—	83	—	5
Segment Income / Loss	1,295	671	62	567	354	46

	Other	Adjustments (Note1)	Consolidated total on profit and loss statements (Note2)
Net Sales	1,401	-324	41,979
(1) Sales to customers	1,384	—	41,979
(2) Internal sales or transfers to/from segments	16	-324	—
Segment Income / Loss	-170	-351	2,476

(Note)

- Adjustments of segment income / loss: -219 million yen for Elimination and corporate amount, and -132 million yen for depreciation for goodwill.
- Operating income on profit and loss statements for 1Q was calculated from Segment Income and Adjustments.

The First Quarter of FY March 2020 (April 1, 2019 - June 30, 2019)

(Note: Rounded down to

¥ Million)

	General Mail Order	Specialty Mail Order	Retail store	Solution	Finance	Property
Net Sales	21,466	11,427	7,169	1,955	1,034	1,964
(1) Sales to customers	21,347	11,397	7,169	1,904	1,034	1,941
(2) Internal sales or transfers to/from segments	119	30	—	51	—	22
Segment Income / Loss	787	800	-369	662	339	51

	Other	Adjustments (Note1)	Consolidated total on profit and loss statements (Note2)
Net Sales	1,393	-256	46,155
(1) Sales to customers	1,361	—	46,155
(2) Internal sales or transfers to/from segments	32	-256	—
Segment Income / Loss	-232	-88	1,951

(Note)

- Adjustments of segment income / loss: 51million yen for Elimination and corporate amount, and -139 million yen for depreciation for goodwill.
- Operating income on profit and loss statements for 1Q was calculated from Segment Income and Adjustments.

(Note) The forecasts contained in this material reflect the judgment of the information which the Company obtains as of the time of the preparation this material, and the assumption which is deemed reasonable by the Company. The actual results may differ from the forecasts caused by some factors.

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