



株式会社イオンファンタジー Aeon Fantasy Co., Ltd.

First Section, TSE, Securities Code: 4343

Supplementary Materials for the Financial Results for the Second Quarter of the Fiscal Year Ending February 28, 2015



SUMMARY OF CONSOLIDATED FINANCIAL STATEMENTS FOR THE SECOND QUARTER OF THE FISCAL YEAR ENDING FEBRUARY 28, 2015



株式会社イオンファンタジー

Topics for the Second Quarter of the Fiscal Year Ending February 28, 2015

(Summary of Business Results)

- Consolidated net sales decreased 0.9% year on year; operating income increased 5.6% year on year; ordinary income increased 5.7% year on year; and net income of the quarter increased 3.2% year on year.
- The operating income of the domestic business increased owing to efforts to reduce the cost of sales; the revenue of the overseas business increased substantially (up 101.8% year on year), and operating income improved for all countries in which the Company engages in business.

Opening of new outlets on the largest scale ever	Opening of 27 outlets (8 outlets in Japan and 19 outlets abroad)
Success of new business outlet	Opening of the outlet called "Tokyo Kodomo-Ku, Kodomo-no-Yu" based on the concept of a public bath in "shitamachi," achieving 20,000 visitors in one month (equivalent to 1.8 times the target)
Growth of the China business	Net sales increased 193.2% year on year (up 18.7% for sales of existing outlets); operating income improved, with profits exceeding the estimate (an increase of 36 million yen from the previous year)
Business expansion in the ASEAN region	Establishment of Aeon Fantasy Philippines (May 2014) Opening of outlets in Cambodia (June 2014) Decision to expand into Indonesia (July 2014)

Consolidated Business Results for the Second Quarter of the Fiscal Year Ending February 28, 2015

First and Second Quarters of the Fiscal Year Ending February 28, 2015
(March 1, 2014 to August 31, 2014)

(million yen)

	FY2014/2 Q2 (Previous FY)	FY2015/2 Q2 (Current FY)	Rate of year- on- year change
Net sales	23,969	23,744	(0.9%)
Gross profit	3,134	3,222	+2.8%
SG&A expenses	1,477	1,473	(0.3%)
Operating income	1,656	1,748	+5.6%
Non-operating income(expenses)	30	34	+13.1%
Ordinary income	1,686	1,782	+5.7%
Income before income taxes and minority interests	1,636	1,754	+7.2%
Net income	822	848	+3.2%

<Segment Information>

(million yen)

	Domestic	Overseas
Net sales	21,807 (-5.2%)	1,956 (+101.8%)
Operating income	1,901 (+39)	-153 (+52)

Net sales: the figures in parentheses show the year-on-year change.
Operating income: the figures in parentheses show the year-on-year increase.

Number of Outlets (as of February 28, 2014)

	Mollyfantasy	Kidzooona	Others	Total
Japan	320	1	5 (5)	326 (5)
China	41 (4)	2	0	43 (4)
Malaysia	38	4	3 (2)	45 (2)
Thailand	10	12	0	22
Vietnam	1 (1)	1 (1)	0	2 (2)
Overseas total	90 (5)	19 (1)	3 (2)	112 (8)
Total	410 (5)	20 (1)	8 (7)	438 (13)

Note 1: The figures in parentheses are included in the figures without parentheses, showing the number of outlets such as FC (including business partnership agreement, license agreement and revenue share)

Note 2: From FY2014, outlets containing both Mollyfantasy and Kidzooona are counted as two outlets.

Number of Outlets (as of August 31, 2014)

<Opening of new outlets and closing of outlets from March 1 to August 31>

◇Japan => 8 new outlets (4 outlets closed) ◇Malaysia => 6 new outlets (2 outlets closed)

◇Cambodia => 2 new outlets ◇China => 14 new outlets ◇Thailand => 3 new outlets

	Mollyfantasy	Kidzooona	Others	Total
Japan	321	2	7 (6)	330 (6)
China	51 (4)	6	0	57 (4)
Malaysia	40	6	3 (2)	49 (2)
Thailand	12	13	0	25
Vietnam	1 (1)	1 (1)	0	2 (2)
Cambodia	1 (1)	1 (1)	0	2 (2)
Overseas total	105 (6)	27 (2)	3 (2)	135 (10)
Total	426 (6)	29 (2)	10 (8)	465 (16)

Note 1: The figures in parentheses are included in the figures without parentheses, showing the number of outlets such as FC (including business partnership agreement, license agreement and revenue share)

Note 2: From FY2014, outlets containing both Mollyfantasy and Kidzooona are counted as two outlets.

Consolidated balance sheet (Assets)

As of the end of the Second Quarter of the Fiscal Year Ending February 28, 2015 (as of August 31, 2014)

(million yen, %)

Assets	FY2014/2		FY2015/2 Q2		Change
	Amount	Ratio	Amount	Ratio	
Current assets	11,238	40.2%	10,330	35.4%	(907)
Cash and deposits	3,246	11.6%	3,248	11.1%	+2
Sales deposits paid	101	0.4%	4,093	14.0%	+3,992
Inventories	1,053	3.8%	1,602	5.5%	+548
Deposit paid in subsidiaries and affiliates	6,000	21.4%	-	-%	(6,000)
Other	836	3.0%	1,385	4.7%	+548
Non-current assets	16,739	59.8%	18,851	64.6%	+2,111
Property, plant and equipment	12,889	46.1%	14,904	51.1%	+2,104
Intangible assets	948	3.4%	894	3.1%	(54)
Investments and other assets	2,901	10.4%	3,052	10.5%	+151
Total assets	27,978	100.0%	29,182	100.0%	+1,203

Consolidated balance sheet (Net Assets and Liabilities)

As of the end of the Second Quarter of the Fiscal Year Ending February 28, 2015 (as of August 31, 2014)

(million yen, %)

Net assets and liabilities	FY2014/2		FY2015/2 Q2		Change
	Amount	Ratio	Amount	Ratio	
Current liabilities	7,032	25.1%	7,719	26.5%	+686
Accounts payable - trade	994	3.6%	1,168	4.0%	+173
Notes payable - facilities	1,867	6.7%	2,115	7.2%	+247
Other	4,169	14.9%	4,435	15.2%	+265
Non-current liabilities	327	1.2%	355	1.2%	+28
Net assets	20,618	73.7%	21,107	72.3%	+488
Shareholders' equity	19,757	70.6%	20,338	69.7%	+580
Treasury shares	(57)	(0.2%)	(48)	(0.2%)	+9
Accumulated other comprehensive income	520	1.9%	408	1.4%	(112)
Subscription rights to shares	66	0.2%	70	0.2%	+4
Minority interests	273	1.0%	289	1.0%	+15
Total net assets and liabilities	27,978	100.0%	29,182	100.0%	+1,203

Consolidated statement of cash flows

First and Second Quarters of the Fiscal Year Ending February 28, 2015 (March 1, 2014 to August 31, 2014)

(million yen)

	FY2014/2 Q2	FY2015/2 Q2	Year-on-year change
Cash flows from operating activities	(1,204)	(1,924)	(719)
Income before income taxes and minority interests	1,636	1,754	+117
Depreciation	2,373	2,182	(190)
Income taxes paid	(1,324)	(1,143)	+181
Cash flows from investing activities	1,556	1,944	+388
Purchase of property, plant and equipment	(3,409)	(3,859)	(449)
Cash flows from financing activities	(548)	27	+575
Cash dividends paid	(543)	(272)	+271
Net increase (decrease) in cash and cash equivalents	(118)	2	+121
Cash and cash equivalents at beginning of period	5,250	3,246	(2,003)
Cash and cash equivalents at end of period	5,131	3,248	(1,882)

SUMMARY OF DOMESTIC BUSINESS FOR THE SECOND QUARTER OF THE FISCAL YEAR ENDING FEBRUARY 28, 2015



Domestic Business Results for the Second Quarter of the Fiscal Year Ending February 28, 2015

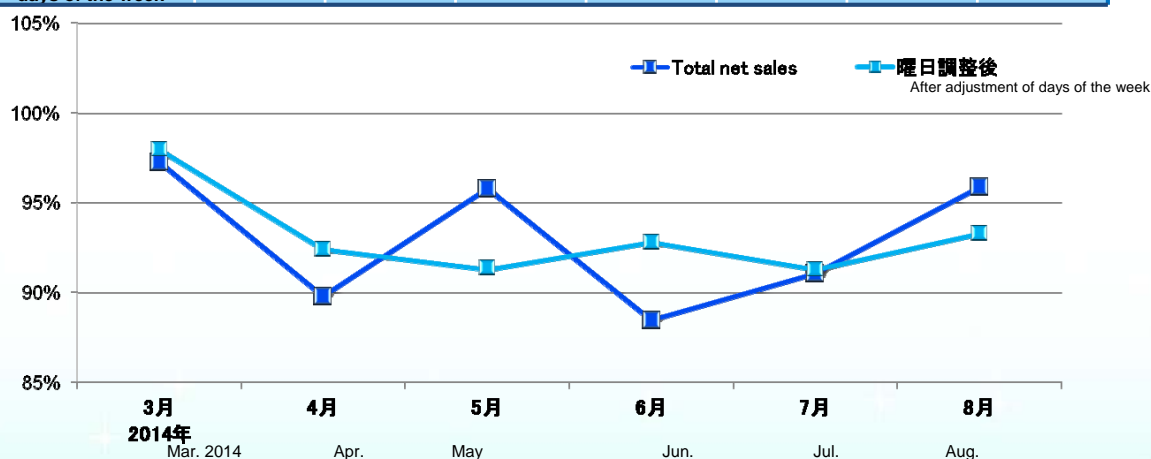
First and Second Quarters of the Fiscal Year Ending February 28, 2015 (March 1, 2014 to August 31, 2014)

(million yen, %)

	FY2014/2 Q2 (Previous FY)	FY2015/2 Q2 (current FY)	Rate of year-on-year change
Net sales	23,015	21,807	(5.2%)
Gross profit	3,052	3,062	+0.4%
SG&A expenses	1,189	1,160	(2.4%)
Operating income	1,862	1,901	+2.1%
Non-operating income(expenses)	1	100	-
Ordinary income	1,864	2,002	+7.4%
Income before income taxes	1,744	1,798	+3.1%
Net income	928	915	(1.4%)

Monthly Changes in Net Sales of Existing Outlets (Domestic)

3Q-4Q, previous FY	Sep. 2013	Oct.	Nov.	Dec.	Jan. 2014	Feb.	2nd half of previous FY
Total net sales	99.3%	98.8%	103.3%	98.6%	97.3%	94.5%	98.6%
After adjustment of days of the week	97.6%	99.7%	96.9%	98.9%	103.5%	94.4%	98.8%
1Q-2Q, current FY	Mar.	Apr.	May	Jun.	Jul.	Aug.	1st half of current FY
Total net sales	97.3%	89.8%	95.8%	88.5%	91.1%	95.9%	93.4%
After adjustment of days of the week	98.0%	92.4%	91.4%	92.8%	91.3%	93.3%	93.3%



Details of Net Sales for Accounting (Domestic)

First and Second Quarters of the Fiscal Year Ending February 28, 2015 (March 1, 2014 to August 31, 2014)

(million yen, %)

	FY2015/2 Q2		Year-on-year change	Change from sales of existing outlets
	Results	Ratio		
Amusement machine	16,233	74.4%	95.4%	94.2%
Product (sales)	5,348	24.5%	90.5%	89.0%
Consignment	70	0.3%	—	—
Total amusement facilities related sales	21,652	99.3%	95.0%	93.7%
Other	154	0.7%	—	—
Total net sales	21,807	100.0%	94.8%	93.4%

Change in Net Sales by Group (Domestic)

(%)

	FY2014/2 Q3		Q4		FY2015 Q1		Q2	
	Sales ratio	Change from sales of existing outlets*	Sales ratio	Change from sales of existing outlets*	Sales ratio	Change from sales of existing outlets*	Sales ratio	Change from sales of existing outlets*
Time controlling playground equipment group	4.2	95.6	4.0	91.8	4.0	88.3	4.3	93.9
Physical sensation group	9.3	104.4	9.0	100.2	9.2	95.1	8.8	86.9
Card group	23.4	110.1	22.0	99.3	23.4	90.7	21.6	87.4
Medal group	25.8	99.2	25.3	97.1	25.0	91.9	25.5	89.8
Prize group	30.5	95.5	33.1	95.4	30.4	96.5	33.0	99.7
Seal group	5.1	99.9	5.0	96.8	6.1	94.6	4.8	83.8
Capsule toy	1.6	85.5	1.6	94.3	1.6	100.4	1.5	92.7
Total net sales	100.0	100.4	100.0	97.0	100.0	93.7	100.0	92.4

*Adjusted change from sales of existing outlets on the same day as compared with the same period (from the start of a month until the end of the month of each quarter) of the previous fiscal year

Change in Revenues for Each Quarter (Domestic)

(million yen, %)

	FY2014/2 Q3 Results	Rate of change (%)	Q4 Results	Rate of change (%)	FY2015/2 Q1 Results	Rate of change (%)	Q2 Results	Rate of change (%)
Net sales	10,006	(1.0)	11,097	(8.9)	10,486	(4.3)	11,321	(6.2)
Cost of sales	9,190	+4.0	9,565	(6.8)	9,313	(5.8)	9,431	(6.4)
Gross profit	816	(35.8)	1,531	(20.2)	1,173	+10.2	1,889	(5.1)
SG&A expenses	591	+1.6	541	(12.2)	599	+0.1	560	(4.9)
Operating income	224	(67.4)	990	(24.0)	573	+23.3	1,328	(4.9)
Non-operating income(expenses)	82	-	(5)	-	(8)	-	111	-
Ordinary income	306	(56.2)	985	(26.7)	564	+15.0	1,440	+4.9
Extraordinary income(loss)	(35)	-	(223)	-	(118)	-	(85)	-
Income before income taxes	271	(61.2)	761	(3.9)	446	(12.3)	1,355	+9.7
Income taxes	180	-	420	-	273	-	609	-
Net income	91	(73.2)	341	+164.9	172	(37.1)	745	+13.9

Domestic Balance Sheet (Assets)

As of the end of the Second Quarter of the Fiscal Year Ending February 28, 2015 (as of August 31, 2014)

(million yen, %)

Assets	FY2014/2		FY2015/2 Q2		Change
	Amount	Ratio	Amount	Ratio	
Current assets	9,658	36.0%	8,862	31.4%	(796)
Cash and deposits	1,895	7.1%	2,133	7.6%	+237
Inventories	996	3.7%	1,515	5.4%	+519
Deposit paid in subsidiaries and affiliates	6,000	22.4%	-	-	(6,000)
Deferred tax assets	335	1.3%	477	1.7%	+141
Other	431	1.6%	4,736	16.8%	+4,305
Non-current assets	17,140	64.0%	19,311	68.5%	+2,171
Property, plant and equipment	8,563	32.0%	9,803	34.8%	+1,239
Intangible assets	523	2.0%	459	1.6%	(64)
Investments and other assets	8,052	30.0%	9,049	32.1%	+996
Total assets	26,799	100.0%	28,174	100.0%	+1,375

Domestic Balance Sheet (Net Assets and Liabilities)

As of the end of the Second Quarter of the Fiscal Year Ending February 28, 2015 (as of August 31, 2014)

(million yen, %)

Net assets and liabilities	FY2014/2		FY2015/2 Q2		Change
	Amount	Ratio	Amount	Ratio	
Current liabilities	6,436	24.0%	7,148	25.4%	+712
Accounts payable - trade	941	3.5%	1,154	4.1%	+212
Notes payable - facilities	1,867	7.0%	2,115	7.5%	+247
Other	3,627	13.5%	3,878	13.8%	+251
Non-current liabilities	213	0.8%	223	0.8%	+9
Net assets	20,148	75.2%	20,801	73.8%	+653
Shareholders' equity	20,067	74.9%	20,714	73.5%	+647
Treasury shares	(57)	(0.2%)	(48)	(0.2%)	+9
Subscription rights to shares	66	0.2%	70	0.3%	+4
Total net assets and liabilities	26,799	100.0%	28,174	100%	+1,374



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Cash Flow Statements (Domestic)

First and Second Quarters of the Fiscal Year Ending February 28, 2015 (March 1, 2014 to August 31, 2014)

(million yen)

	FY2014/2 Q2	FY2015 Q2	Year-on-year change
Cash flows from operating activities	(953)	(2,001)	(1,048)
Income before income taxes	1,744	1,799	+55
Depreciation	2,082	1,753	(329)
Income taxes paid	(1,322)	(1,134)	+188
Cash flows from investing activities	929	2,212	+1,283
Purchase of property, plant and equipment	(2,547)	(2,659)	(112)
Cash flows from financing activities	(544)	27	+571
Cash dividends paid	(543)	(272)	+271
Net increase (decrease) in cash and cash equivalents	(568)	237	+805
Cash and cash equivalents at beginning of period	4,438	1,895	+2,543
Cash and cash equivalents at end of period	3,870	2,133	(1,737)



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Success of New Business Outlet



東京子ども区
こどもの湯 元湯

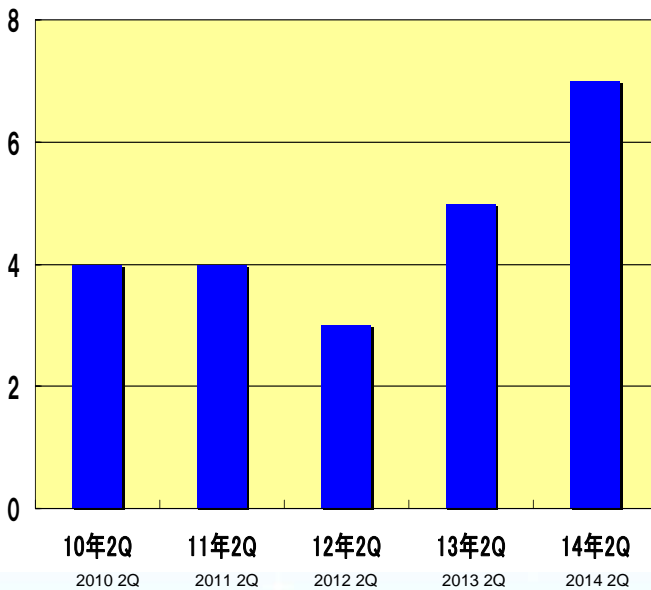
～史上最大級のボールプール温泉～
 “Tokyo Kodomo-Ku, Kodomo-no-Yu”

- Concept of a public bath in "shitamachi"
- Opening of an outlet in TOKYO Solamachi in August
- 20,000 visitors in one month (equivalent to 1.8 times the target)



Expansion of New Outlets Opened in Japan (directly managed)

<Change in new outlets opened in Q2>



- Opening of outlets at properties of developers outside the group
 - (1) Tokyo Tatemono's “SMARK ISESAKI”, “Kidzooona Isesaki”
 - (2) TOKYO SKY TREE TOWN's “Tokyo Kodomo-Ku, Kodomo-no-Yu”
- Opening of outlets at existing SC of Aeon
 - (1) AEON Shinkanaoka's “Mollyfantasy Shinkanaoka”
 - (2) AEON Kaizuka's “Mollyfantasy Kaizuka”
- Opening of outlets at new SC of Aeon
 - (1) AEON MALL Tendo's “Mollyfantasy Tendo”
 - (2) AEON MALL Wakayama's “Mollyfantasy Wakayama”
 - (3) AEON MALL Nagoyachaya's “Mollyfantasy Nagoyachaya”

Toward 500–Outlet Structure by November 2014

■Realization of the 500–outlet structure by November 2014

■A sale to celebrate the achievement of 500 outlets will be conducted in the individual countries.

Number of outlets as of November 30, 2014

	Number of outlets
Japan	342
China	66
Malaysia	54
Thailand	32
Vietnam	2
Cambodia	2
Philippines	2
Overseas total	158
Total	500



SUMMARY OF OVERSEAS BUSINESS FOR THE SECOND QUARTER OF THE FISCAL YEAR ENDING FEBRUARY 28, 2015



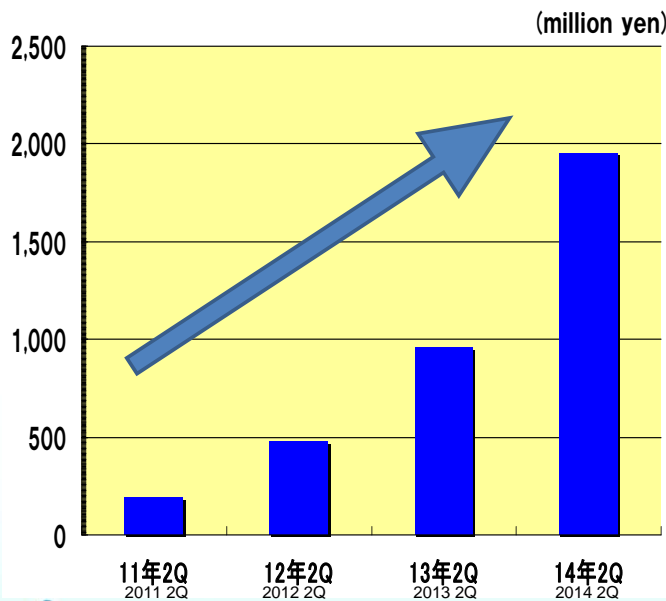
Growth of Overseas Business

■ Net sales in the overseas business were **double** those of the same period in the previous year.

■ Operating income improved in all three foreign countries.

<Change in net sales for Q2>

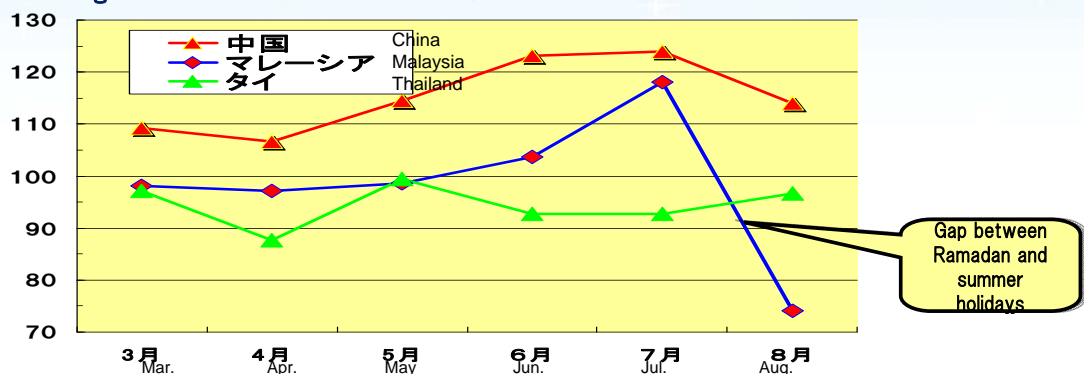
<Business results of overseas subsidiaries>



	China		Malaysia		Thailand	
	2013 2Q	2014 2Q	2013 2Q	2014 2Q	2013 2Q	2014 2Q
Net sales	347	1,095	535	658	86	202
Profits of outlets	-16	31	93	116	4	11
SG&A expenses	169	179	87	84	31	32
Operating income	-185	-147	6	32	-26	-21

Overseas Business Results (Existing Outlets)

<Changes in existing outlets in overseas business>



<Business results of existing outlets in overseas business>

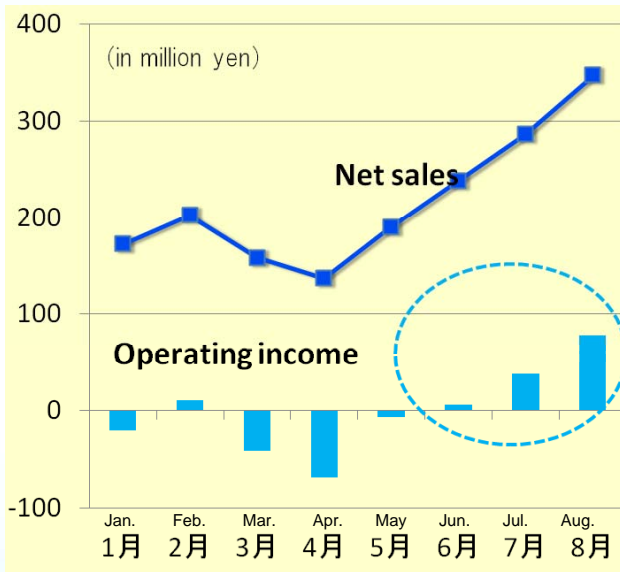
	China (RMB)	Malaysia (RM)	Thailand (THB)
Net sales of existing outlets	23,251 thousand	14,840 thousand	24,913 thousand
Outlet profitability	17.8%	25.5%	26.6%

Reference: Profitability of existing outlets for the second quarter on a domestic non-consolidated basis => 14.1%

Growth of the China Business

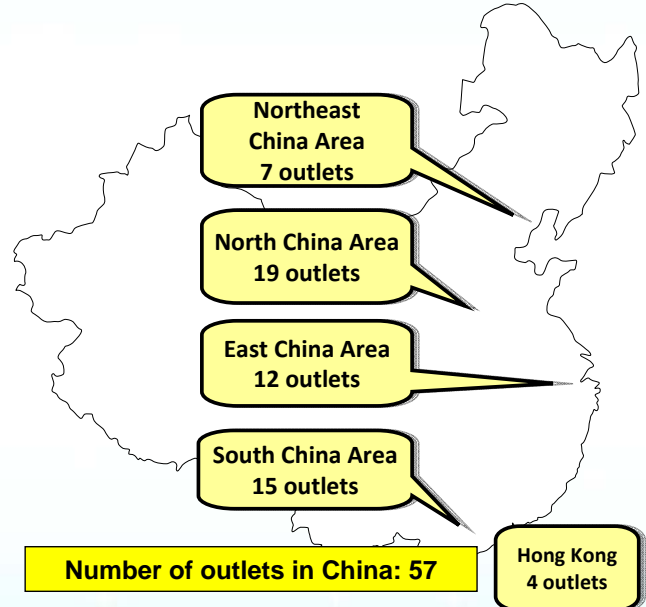
■ 57 outlets have been opened in China, with strong performance in both net sales and operating income.

<Monthly changes in business results>



*For the China business, the first and second quarters consist of January to June.

<Status of outlets opened>

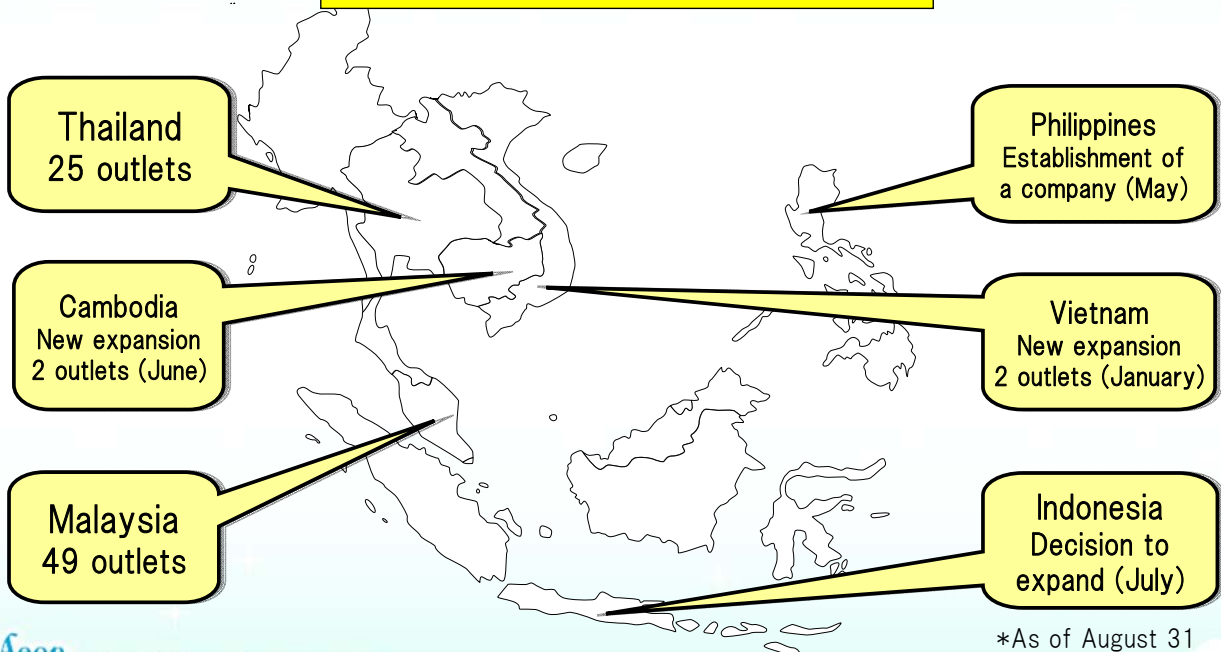


*As of August 31

Business Expansion in the ASEAN region

- In the ASEAN business, new outlets will be opened in Cambodia.
- Preparations are being made to expand the number of outlets in the Philippines and Indonesia.

Number of outlets in ASEAN: 78



*As of August 31

CONSOLIDATED EARNINGS FORECAST FOR THE FISCAL YEAR ENDING FEBRUARY 28, 2015



Consolidated Earnings Forecast for the Fiscal Year Ending February 28, 2015

Fiscal Year Ending February 28, 2015 (March 1, 2014 to February 28, 2015) on a consolidated basis

(million yen, %)

	FY2014/2 Results	FY2015/2 Forecasts	Year-on-year change (%)
Net sales	46,541	50,000	+7.4
Operating income	2,536	3,000	+18.3
Ordinary income	2,645	3,000	+13.4
Net income	1,107	1,400	+25.3
Net income per share (yen)	61.60	77.18	-
Dividend per share (yen)	30.00	30.00	-

*From the fiscal year ended February 28, 2014, an interim dividend of 15 yen and a year-end dividend of 15 yen are paid.

EARNINGS FORECASTS ARE PREPARED BASED ON INFORMATION AVAILABLE AS OF THE DATE OF THE ANNOUNCEMENT OF THESE MATERIALS. ACTUAL BUSINESS RESULTS MAY DIFFER FROM THE ESTIMATED FIGURES DUE TO VARIOUS REASONS.



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