

## Consolidated Financial Results(Japanese Accounting Standards) for the 1st Quarter of FY 2017

Company name: UNITED, Inc.  
 Stock exchange listing: Tokyo Stock Exchange  
 Stock code: 2497  
 URL: <http://united.jp/>  
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Scheduled date for filing of quarterly securities report: July 31, 2017  
 Scheduled date of commencement of dividend payment: —  
 Supplementary documents for quarterly results: YES  
 Quarterly results briefing: YES (For securities analysts and institutional investors)

(Amounts of less than one million yen are rounded down)

### 1.Consolidated Financial Results for the 1st Quarter of FY 2017 (April 1, 2017 - June 30, 2017)

#### (1) Consolidated Results of Operations (Accounting Total)

(Percentages show year-on-year changes)

	Net sales		Operating income		Ordinary income		Profit attributable to owners of parent	
	Mil.¥	%	Mil.¥	%	Mil.¥	%	Mil.¥	%
1st Quarter of FY 2017	3,254	3.8	321	—	320	—	192	—
1st Quarter of FY 2016	3,135	57.4	△65	—	△78	—	△72	—

(Note)Comprehensive income: 148 million yen ( - %) for the 1st Quarter of FY 2017  
 △349 million yen ( - %) for the 1st Quarter of FY 2016

	Earnings per share	Diluted earnings per share
	Yen	Yen
1st Quarter of FY 2017	8.37	8.34
1st Quarter of FY 2016	△3.13	—

#### (2) Consolidated Financial Position

	Total assets	Net assets	Equity ratio
	Mil.¥	Mil.¥	%
1st Quarter of FY 2017 (As of June 30,2017)	11,558	9,536	81.9
Fiscal Year 2016 (As of March 31,2017)	12,116	9,551	78.4

(Reference) Capital: June 30, 2017: 9,468 million yen      March 31, 2017: 9,504 million yen

#### 2.Dividend Per Share

Record date	End of 1st quarter	End of 2nd quarter	End of 3rd quarter	End of period	Annual dividend
	Yen	Yen	Yen	Yen	Yen
Fiscal Year 2016	—	0.00	—	8.00	8.00
Fiscal Year 2017	—	—	—	—	—
Fiscal Year 2017 (expected)	—	—	—	—	—

Note: Revisions of the forecasts of consolidated results since the latest announcement: None

#### 3.Consolidated Earnings Forecast for Fiscal Year Ending March 2018 (April 1,2017 to March 31,2018)

The consolidated earnings forecast for this period has not been included due to difficulties conducting reasonable calculations of the earnings forecast.

\*Notes

(1) Changes of important subsidiaries during the period

(Changes of specific subsidiaries in accordance with changes in the scope of consolidation):None

(2) Application of particular accounts procedures to the preparation of quarterly consolidated financial statement:None

(3) Changes in accounting policies and changes or restatement of accounting estimates

(i) Changes in accounting policies caused by revision of accounting standard:	None
(ii) Changes in accounting policies other than (i):	None
(iii) Changes in accounting estimates:	None
(iv) Restatement:	None

(4) Number of shares outstanding (common stock):

(i) Number of shares outstanding at end of period (including treasury stock)

As of June 30, 2017: 23,670,945 shares

As of March 31, 2017: 23,670,945 shares

(ii) Number of treasury stock at end of period

As of June 30, 2017: 673,745 shares

As of March 31, 2017: 673,695 shares

(iii) Average number of shares outstanding during the term

1st Quarter of FY 2017: 22,997,225 shares

1st Quarter of FY 2016: 23,015,466 shares

\*Status of a quarterly review

- These Consolidated Financial Results are not subject to quarterly review procedures based on the Financial Instruments and Exchange Act.

\*Explanations and other special notes concerning the appropriate use of business performance forecasts

- The forward-looking statements such as result forecasts included in this document are based on the information available to the Company at the time of the announcement and on certain assumptions considered reasonable, and the Company makes no representations as to their achievability. Actual results may differ materially from the forecast depending on a range of factors.

- We will hold a quarterly results briefing for institutional investors and analysts on August 1, 2017.

For material that are distributed in this briefing, it will be posted on our website.

UNTIED Consolidated Financial Statements

(1)UNITED Consolidated Balance Sheets  
for the 1st Quarter of FY 2017

(Unit:Thousands of Yen)

Items of an account	FY2016 (As of March 31,2017)	1st Quarter of FY2017 (As of June 30,2017)
	Amount	Amount
<b>Assets</b>		
<b>Current assets</b>		
Cash and deposits	4,962,339	5,255,436
Notes and accounts receivable - trade	2,070,220	1,677,793
Operational investment securities	2,288,072	2,473,434
Inventories	50,718	48,705
Other	739,298	160,442
Allowance for doubtful accounts	(20,995)	(5,020)
<b>Total current assets</b>	<b>10,089,654</b>	<b>9,610,791</b>
<b>Non-current assets</b>		
Property, plant and equipment	176,930	177,909
<b>Intangible assets</b>		
Goodwill	1,226,215	1,154,199
Other	202,588	211,432
<b>Total intangible assets</b>	<b>1,428,803</b>	<b>1,365,631</b>
Investments and other assets	421,294	403,862
<b>Total non-current assets</b>	<b>2,027,028</b>	<b>1,947,404</b>
<b>Total assets</b>	<b>12,116,683</b>	<b>11,558,195</b>
<b>Liabilities</b>		
<b>Current liabilities</b>		
Accounts payable - trade	1,382,867	1,205,532
Short-term loans payable	100,000	100,000
Current portion of long-term loans payable	4,200	4,200
Income taxes payable	363,862	131,646
Provision for point card certificates	59,457	57,302
Other	641,085	511,207
<b>Total current liabilities</b>	<b>2,551,472</b>	<b>2,009,889</b>
<b>Non-current liabilities</b>		
Long-term loans payable	10,850	9,800
Other	2,589	2,372
<b>Total non-current liabilities</b>	<b>13,439</b>	<b>12,172</b>
<b>Total liabilities</b>	<b>2,564,912</b>	<b>2,022,061</b>
<b>Net assets</b>		
<b>Shareholders' equity</b>		
Capital stock	2,922,037	2,922,037
Capital surplus	3,072,538	3,072,538
Retained earnings	3,994,009	4,002,430
Treasury shares	(964,319)	(964,441)
<b>Total shareholders' equity</b>	<b>9,024,265</b>	<b>9,032,565</b>
<b>Accumulated other comprehensive income</b>		
Valuation difference on available-for-sale securities	456,769	411,724
Foreign currency translation adjustment	23,504	23,932
<b>Total accumulated other comprehensive income</b>	<b>480,274</b>	<b>435,656</b>
Subscription rights to shares	46,774	66,925
Non-controlling interests	457	986
<b>Total net assets</b>	<b>9,551,771</b>	<b>9,536,134</b>
<b>Total liabilities and net assets</b>	<b>12,116,683</b>	<b>11,558,195</b>

(2)UNITED Consolidated Statements of Income  
for the 1st Quarter of FY 2017

(Unit:Thousands of Yen)

Items of an account	1st Quarter of FY2016 (April 1,2016 to June 30,2016)	1st Quarter of FY2017 (April 1,2017 to June 30,2017)
	Amount	Amount
Net sales	3,135,462	3,254,876
Cost of sales	2,643,390	2,204,599
Gross profit	492,072	1,050,277
Selling, general and administrative expenses	557,830	728,716
Operating income (loss)	(65,758)	321,561
Non-operating income		
Interest and dividend income	609	0
Gain on forfeiture of unclaimed dividends	-	391
Other	5,692	1,143
Total non-operating income	6,302	1,535
Non-operating expenses		
Interest expenses	356	414
Share of loss of entities accounted for using equity method	11,208	108
Foreign exchange losses	5,173	854
Other	1,912	857
Total non-operating expenses	18,650	2,234
Ordinary income (loss)	(78,106)	320,862
Extraordinary income		
Gain on reversal of subscription rights to shares	-	3,100
Other	-	0
Total extraordinary income	-	3,100
Extraordinary losses		
Loss on retirement of non-current assets	624	3,006
Loss on valuation of investment securities	-	4,200
Impairment loss	6,768	-
Total extraordinary losses	7,392	7,207
Income (loss) before income taxes	(85,499)	316,755
Income taxes - current	10,400	91,313
Income taxes - deferred	(18,763)	32,054
Total income taxes	(8,362)	123,368
Profit (loss)	(77,137)	193,386
Profit (loss) attributable to non-controlling interests	(5,058)	986
Profit (loss) attributable to owners of parent	(72,078)	192,399

(3)UNITED Consolidated Statements of Comprehensive Income  
for the 1st Quarter of FY 2017

(Unit:Thousands of Yen)

Items of an account	1st Quarter of FY2016 (April 1,2016 to June 30,2016)	1st Quarter of FY2017 (April 1,2017 to June 30,2017)
	Amount	Amount
Profit (loss)	(77,137)	193,386
Other comprehensive income		
Valuation difference on available-for-sale securities	(262,424)	(45,045)
Foreign currency translation adjustment	(4,644)	427
Share of other comprehensive income of entities accounted for using equity method	(5,142)	-
Total other comprehensive income	(272,210)	(44,617)
Comprehensive income	(349,347)	148,768
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	(344,308)	147,781
Comprehensive income attributable to non-controlling interests	(5,039)	986