

# Consolidated Financial Results(Japanese Accounting Standards) for the Fiscal Year 2014

Company name: UNITED, Inc.  
 Stock exchange listing: Tokyo Stock Exchange  
 Stock code: 2497  
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Scheduled date of the Annual General Meeting of Shareholders: June 25, 2015  
 Scheduled date for filing of securities report: June 26, 2015  
 Scheduled date of commencement of dividend payment: June 26, 2015  
 Supplementary documents for financial results: YES  
 Financial results briefing: YES (For securities analyst and institutional investors)

(Amounts of less than one million yen are rounded to the nearest million yen)

## 1. Consolidated Financial Results for Fiscal Year 2014 (April 1, 2014 - March 31, 2015)

(1) Consolidated Results of Operations (Accounting Total) (Percentages show year-on-year changes)

	Net sales		Operating income		Ordinary income		Net income	
	Mil.¥	%	Mil.¥	%	Mil.¥	%	Mil.¥	%
Fiscal Year 2014	8,330	35.3	370	167.1	626	307.5	551	444.2
Fiscal Year 2013	6,156	33.1	138	—	153	396.8	101	—

(Note) Comprehensive income: March 31, 2015: 666 million yen ( 439.3 %)

March 31, 2014: 123 million yen ( - %)

	Net income per share	Diluted Net income per share	Return on equity	Return on assets	Operating income margin
	Yen	Yen	%	%	%
Fiscal Year 2014	23.43	23.31	7.2	7.0	4.5
Fiscal Year 2013	4.46	4.40	1.6	2.0	2.3

(Reference) Equity in earnings(losses) of affiliates:

March 31, 2015: 253 million yen

March 31, 2014: 20 million yen

## (2) Consolidated financial position

	Total assets	Net assets	Equity ratio	Equity per share
	Mil.¥	Mil.¥	%	Yen
Fiscal Year 2014 (As of March 31, 2015)	9,798	8,160	83.1	345.40
Fiscal Year 2013 (As of March 31, 2014)	8,200	7,159	87.0	305.52

(Reference) Capital: March 31, 2015: 8,147 million yen      March 31, 2014: 7,137 million yen

## (3) Consolidated cash flows

	Cash flow from operating activities	Cash flow from investing activities	Cash flow from financing activities	Cash and cash equivalents at end of period
	Mil.¥	Mil.¥	Mil.¥	Mil.¥
Fiscal Year 2014	512	△ 932	364	2,478
Fiscal Year 2013	△ 206	△ 1,022	2,161	2,496

## 2.Dividend per share

Record date	End of 1st quarter	End of 2nd quarter	End of 3rd quarter	End of period	Annual dividend	Total Amount of dividends	Dividend payout ratio	Dividends to net assets
	Yen	Yen	Yen	Yen	Yen	Mil.¥	%	%
Fiscal Year 2013	–	0.00	–	1.00	1.00	23	22.4	0.4
Fiscal Year 2014	–	1.00	–	4.00	5.00	117	21.4	1.5
Fiscal Year 2015 (forecast)	–	–	–	–	–		–	

Note: Forecast for the Fiscal Year 2015 dividend is yet to be determined.

## 3.Consolidated earnings forecast for fiscal year ending March 2016 (April 1,2015 to March 31,2016)

(Percentages show year-on-year changes)

	Net sales		Operating income	
	Mil.¥	%	Mil.¥	%
1st Quarter of FY 2015	–	–	–	–
Fiscal Year 2015	10,000 ~ 12,000	20.0 ~ 44.0	800 ~ 1,000	115.6 ~ 169.5

### \*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 standards: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 March 31, 2015: 23,595,136 shares

As of March 31, 2014: 23,370,034 shares

##### (ii) Number of treasury stock at end of period

As of March 31, 2015: 7,311 shares

As of March 31, 2014: 7,061 shares

##### (iii) Average number of shares outstanding during the term

As of March 31, 2015: 23,540,160 shares

As of March 31, 2014: 22,724,483 shares

(Reference)

Non-consolidated Financial Results for Fiscal Year 2015 (April 1, 2014 - March 31, 2015)

(1) Non-consolidated Results of Operations (Accounting Total)

	Net sales		Operating income		Ordinary income		Net income	
	Mil.¥	%	Mil.¥	%	Mil.¥	%	Mil.¥	%
Fiscal Year 2014	7,232	48.1	660	471.0	664	488.7	609	600.5
Fiscal Year 2013	4,884	74.3	115	—	112	—	87	—

	Net income per share	Diluted Net income per share
	Yen	Yen
Fiscal Year 2014	25.90	25.76
Fiscal Year 2013	3.83	3.78

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio	Equity per share
	Mil.¥	Mil.¥	%	Yen
Fiscal Year 2014 (As of March 31, 2015)	9,512	8,157	85.6	345.31
Fiscal Year 2013 (As of March 31, 2014)	7,902	7,101	89.6	303.04

(Reference) Capital: March 31, 2015: 8,145 million yen      March 31, 2014: 7,080 million yen

\*Regarding the status of audit procedure implementation

- The audit procedures for reviewing financial statements pursuant to the Financial Instruments and Exchange Act are in progress a time of disclosure of the financial results.

\*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 results briefing for institutional investors and analyst on May 11, 2015.  
For material that are distributed in this briefing, it will be posted on our website.

UNTIED Consolidated Financial Statements

(1) UNITED Consolidated Balance Sheets

(Unit: Thousands of Yen)

Items of an account	FY2013 (As of March 31, 2014)	FY2014 (As of March 31, 2015)
	Amount	Amount
<b>Assets</b>		
Current assets		
Cash and deposits	5,096,046	5,878,970
Notes and accounts receivable - trade	1,063,987	1,452,054
Operational investment securities	973,316	1,718,220
Inventories	32,792	45,212
Deferred tax assets	—	148
Other	79,082	115,174
Allowance for doubtful accounts	-5,386	-6,686
Total current assets	7,239,839	9,203,094
Non-current assets		
Property, plant and equipment		
Buildings and structures	86,324	88,725
Tools, furniture and fixtures	161,326	159,899
Accumulated depreciation	-161,430	-172,370
Total property, plant and equipment	86,221	76,253
Intangible assets		
Goodwill	3,424	5,428
Soft	119,934	109,935
Other	1,025	1,025
Total intangible assets	124,385	116,389
Investments and other assets		
Investment securities	456,724	70,302
Shares of subsidiaries and affiliates	194,444	163,944
Long-term loans receivable	920	—
Deferred tax assets	—	26,871
Lease and guarantee deposits	93,641	141,865
Other	13,473	15,784
Allowance for doubtful accounts	-9,373	-15,684
Total investments and other assets	749,830	403,084
Total non-current assets	960,437	595,727
Total assets	8,200,276	9,798,822
<b>Liabilities</b>		
Current liabilities		
Accounts payable - trade	654,441	1,109,457
Short-term loans payable	100,000	100,000
Current portion of long-term loans payable	530	—
Accounts payable - other	110,706	75,412
Income taxes payable	37,259	99,821
Deferred tax liabilities	57,383	13,745
Provision for point card certificates	45,261	36,748
Other	34,710	203,314
Total current liabilities	1,040,293	1,638,500
Non-current liabilities		
Deferred tax liabilities	52	—
Total non-current liabilities	52	—
Total liabilities	1,040,346	1,638,500
<b>Net assets</b>		
Shareholders' equity		
Capital stock	2,696,846	2,907,584
Capital surplus	2,813,562	3,024,300
Retained earnings	1,517,697	1,986,456
Treasury shares	-2,310	-2,818
Total shareholders' equity	7,025,796	7,915,523
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	110,968	192,500
Foreign currency translation adjustment	1,135	39,243
Total accumulated other comprehensive income	112,104	231,743
Subscription rights to shares	21,687	12,658
Minority interests	342	395
Total net assets	7,159,930	8,160,321
Total liabilities and net assets	8,200,276	9,798,822

## (2)UNITED Consolidated Statements of Income

(Unit:Thousands of Yen)

Items of an account	FY2013 (April 1,2013 to March 31,2014)	FY2014 (April 1,2014 to March 31,2015)
	Amount	Amount
Net sales	6,156,873	8,330,778
Cost of sales	4,459,003	6,216,937
Gross profit	1,697,869	2,113,840
Selling, general and administrative expenses	1,558,959	1,742,843
Operating income	138,910	370,996
Non-operating income		
Interest income	3,291	3,204
Dividend income	31	1
Share of profit of entities accounted for using equity method	20,822	253,567
Foreign exchange gains	3,317	2,765
Other	4,848	3,602
Total non-operating income	32,311	263,141
Non-operating expenses		
Interest expenses	1,551	1,468
Share issuance cost	13,738	1,353
Other	2,181	4,774
Total non-operating expenses	17,472	7,596
Ordinary income	153,749	626,541
Extraordinary income		
Gain on sales of investment securities	—	380,275
Gain on sales of shares of subsidiaries and associates	7,308	19,049
Gain on reversal of subscription rights to shares	2,197	292
Gain on reversal of asset retirement obligations	8,000	—
Gain on change in equity	151	—
Total extraordinary income	17,657	399,616
Extraordinary losses		
Loss on retirement of non-current assets	3,397	20,872
Loss on sales of investment securities	—	413,636
Loss on liquidation of subsidiaries and associates	—	37,997
Office transfer expenses	2,812	—
Impairment loss	17,749	—
Other	6,631	6,483
Total extraordinary losses	30,591	478,991
Income before income taxes and minority interests	140,816	547,167
Income taxes - current	42,820	103,627
Income taxes - deferred	—	-103,762
Total income taxes	42,820	-135
Income before minority interests	97,995	547,303
Minority interests in loss	-3,367	-4,344
Net income	101,363	551,647

## UNITED Consolidated Statements of Comprehensive Income

(Unit: Thousands of Yen)

Items of an account	FY2013	FY2014
	(April 1,2013 to March 31,2014)	(April 1,2014 to March 31,2015)
	Amount	Amount
Income before minority interests	97,995	547,303
Other comprehensive income		
Valuation difference on available-for-sale securities	41,938	84,282
Foreign currency translation adjustment	1,135	38,107
Share of other comprehensive income of entities accounted for using equity method	-17,384	-2,719
Total other comprehensive income	25,688	119,670
Comprehensive income	123,684	666,973
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	126,983	671,287
Comprehensive income attributable to minority interests	-3,298	-4,313

(3) Statements of Changes In Equity  
FY2013(April 1, 2013-March 31, 2014)

(Unit: Thousands of Yen)

	Shareholders' equity				
	Capital stock	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of current period	1,840,969	1,833,596	1,469,844	-7,101	5,137,308
Changes of items during period					
Issuance of new shares	855,877	855,877			1,711,755
Dividends of surplus			-53,510		-53,510
Net income			101,363		101,363
Purchase of treasury shares				-10,890	-10,890
Disposal of treasury shares		124,088		15,681	139,770
Net changes of items other than shareholders' equity					
Total changes of items during period	855,877	979,966	47,852	4,791	1,888,488
Balance at end of current period	2,696,846	2,813,562	1,517,697	-2,310	7,025,796

	Accumulated other comprehensive income			Subscription rights to shares	Minority interests	Total net assets
	Valuation difference on available-for-sale securities	Foreign currency translation adjustment	Total accumulated other comprehensive income			
Balance at beginning of current period	86,484	-	86,484	67,525	152,463	5,443,781
Changes of items during period						
Issuance of new shares						1,711,755
Dividends of surplus						-53,510
Net income						101,363
Purchase of treasury shares						-10,890
Disposal of treasury shares						139,770
Net changes of items other than shareholders' equity	24,484	1,135	25,619	-45,837	-152,120	-172,338
Total changes of items during period	24,484	1,135	25,619	-45,837	-152,120	1,716,149
Balance at end of current period	110,968	1,135	112,104	21,687	342	7,159,930

(3) Statements of Changes In Equity  
FY2014(April 1,2014-March 31,2015)

(Unit:Thousands of Yen)

	Shareholders' equity				
	Capital stock	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of current period	2,696,846	2,813,562	1,517,697	-2,310	7,025,796
Changes of items during period					
Issuance of new shares	210,737	210,737			421,475
Dividends of surplus			-46,930		-46,930
Change of scope of equity method			-35,957		-35,957
Net income			551,647		551,647
Purchase of treasury shares				-507	-507
Net changes of items other than shareholders' equity					
Total changes of items during period	210,737	210,737	468,759	-507	889,727
Balance at end of current period	2,907,584	3,024,300	1,986,456	-2,818	7,915,523

	Accumulated other comprehensive income			Subscription rights to shares	Minority interests	Total net assets
	Valuation difference on available-for-sale securities	Foreign currency translation adjustment	Total accumulated other comprehensive income			
Balance at beginning of current period	110,968	1,135	112,104	21,687	342	7,159,930
Changes of items during period						
Issuance of new shares						421,475
Dividends of surplus						-46,930
Change of scope of equity method						-35,957
Net income						551,647
Purchase of treasury shares						-507
Net changes of items other than shareholders' equity	81,531	38,107	119,639	-9,028	52	110,663
Total changes of items during period	81,531	38,107	119,639	-9,028	52	1,000,391
Balance at end of current period	192,500	39,243	231,743	12,658	395	8,160,321



## (4)UNITED Consolidated statements of cash flows

(Unit:Thousands of Yen)

Items of an account	FY2013 (April 1,2013 to March 31,2014)	FY2014 (April 1,2014 to March 31,2015)
	Amount	Amount
Cash flows from operating activities		
Income before income taxes and minority interests	140,816	547,167
Depreciation	65,048	56,426
Impairment loss	17,749	—
Amortization of goodwill	2,879	2,362
Increase (decrease) in allowance for doubtful accounts	2,333	1,299
Increase (decrease) in provision for point card certificates	-10,581	-8,512
Interest and dividend income	-3,322	-3,206
Interest expenses	1,551	1,468
Share issuance cost	13,738	1,353
Share of (profit) loss of entities accounted for using equity method	-20,822	-253,567
Loss (gain) on sales of investment securities	—	33,361
Loss (gain) on sales of shares of subsidiaries and associates	-7,308	-19,049
Loss on liquidation of subsidiaries and associates	—	37,997
Gain on reversal of asset retirement obligations	-8,000	—
Decrease (increase) in notes and accounts receivable - trade	-308,149	-388,097
Decrease (increase) in investment securities for sale	-217,931	-12,330
Increase (decrease) in notes and accounts payable - trade	112,265	455,014
Other, net	39,582	106,609
Subtotal	-180,150	558,298
Interest and dividend income received	5,624	3,102
Interest expenses paid	-1,673	-1,569
Income taxes paid	-29,829	-46,880
Net cash provided by (used in) operating activities	-206,029	512,949
Cash flows from investing activities		
Payments into time deposits	-5,200,000	-7,000,000
Proceeds from withdrawal of time deposits	4,634,555	6,200,000
Purchase of property, plant and equipment	-16,449	-4,343
Purchase of intangible assets	-65,286	-47,130
Purchase of investment securities	-401,700	-481,613
Proceeds from sales of investment securities	—	430,556
Purchase of shares of subsidiaries and associates	-27,403	—
Proceeds from sales of shares of subsidiaries and associates	44,250	23,430
Payments of loans receivable	-1,400	-4,133
Collection of loans receivable	1,760	1,654
Payments for lease and guarantee deposits	—	-49,215
Other, net	8,696	-1,834
Net cash provided by (used in) investing activities	-1,022,978	-932,628
Cash flows from financing activities		
Net increase (decrease) in short-term loans payable	50,000	—
Repayments of long-term loans payable	-36,991	-530
Proceeds from share issuance to minority shareholders	3,400	—
Proceeds from issuance of subscription rights to shares	22,502	5,100
Proceeds From Issuance Of Subscription Rights To Share	1,771,643	406,285
Proceeds from money held in trust for purchase of treasury stock	408,585	—
Cash dividends paid	-53,630	-46,265
Other, net	-3,874	-507
Net cash provided by (used in) financing activities	2,161,636	364,081
Effect of exchange rate change on cash and cash equivalents	3,607	38,520
Net increase (decrease) in cash and cash equivalents	936,235	-17,076
Cash and cash equivalents at beginning of period	1,717,276	2,496,046
Increase (decrease) in cash and cash equivalents resulting from change of scope of consolidation	-157,465	—
Cash and cash equivalents at end of period	2,496,046	2,478,970