

## HUB FACT SHEET code: 3030

( ¥ million)	15th	16th	17th	18th	19th	YoY
	FY2/2013	FY2/2014	FY2/2015	FY2/2016	FY2/2017	
<b>Net Sales (100%)</b>	<b>7,586</b>	<b>8,478</b>	<b>9,168</b>	<b>9,540</b>	<b>10,217</b>	7.1%
<b>Cost of Sales</b>	<b>2,062</b>	<b>2,316</b>	<b>2,520</b>	<b>2,534</b>	<b>2,675</b>	5.6%
Ratio of Cost of Sales(%)	27.2%	27.3%	27.5%	26.6%	26.2%	
<b>Gross Margin</b>	<b>5,524</b>	<b>6,161</b>	<b>6,648</b>	<b>7,005</b>	<b>7,541</b>	7.7%
Ratio of Gross margin(%)	72.8%	72.7%	72.5%	73.4%	73.8%	
<b>SG &amp; A</b>	<b>4,896</b>	<b>5,502</b>	<b>6,034</b>	<b>6,327</b>	<b>6,835</b>	8.0%
Ratio of SG & A (%)	64.5%	64.9%	65.8%	66.3%	66.9%	
<b>Operating Profit</b>	<b>662</b>	<b>703</b>	<b>658</b>	<b>730</b>	<b>763</b>	4.5%
Ratio of Operating Profit(%)	8.7%	8.3%	7.2%	7.7%	7.5%	
<b>Ordinary Profit</b>	<b>659</b>	<b>707</b>	<b>655</b>	<b>729</b>	<b>764</b>	4.8%
Ratio of Ordinary Profit(%)	8.7%	8.3%	7.1%	7.6%	7.5%	
<b>Net Profit</b>	<b>357</b>	<b>427</b>	<b>381</b>	<b>435</b>	<b>496</b>	14.0%
Ratio of Net Profit(%)	4.7%	5.0%	4.2%	4.6%	4.9%	
<b>SG &amp; A Break Down</b>	<b>4,896</b>	<b>5,502</b>	<b>6,034</b>	<b>6,327</b>	<b>6,835</b>	8.0%
<b>Salaries</b>	<b>2,459</b>	<b>2,704</b>	<b>3,019</b>	<b>3,232</b>	<b>3,481</b>	7.7%
Ratio against SG&A(%)	32.4%	31.9%	32.9%	33.9%	34.1%	
<b>Sales Promotion Cost</b>	<b>187</b>	<b>218</b>	<b>279</b>	<b>259</b>	<b>287</b>	10.8%
Ratio against SG&A(%)	2.5%	2.6%	3.0%	2.7%	2.8%	
<b>Utilities expense</b>	<b>271</b>	<b>320</b>	<b>346</b>	<b>346</b>	<b>344</b>	-0.6%
Ratio against SG&A(%)	3.6%	3.8%	3.8%	3.6%	3.4%	
<b>Rent</b>	<b>940</b>	<b>1,035</b>	<b>1,091</b>	<b>1,164</b>	<b>1,272</b>	9.3%
Ratio against SG&A(%)	12.4%	12.2%	11.9%	12.2%	12.4%	
<b>Other Cost</b>	<b>1,039</b>	<b>1,225</b>	<b>1,299</b>	<b>1,326</b>	<b>1,451</b>	9.4%
Ratio against SG&A(%)	13.7%	14.4%	14.2%	13.9%	14.2%	
<b>Total Asset</b>	<b>3,927</b>	<b>4,302</b>	<b>4,695</b>	<b>5,132</b>	<b>5,114</b>	-0.4%
<b>Current Asset</b>	<b>1,512</b>	<b>1,658</b>	<b>2,016</b>	<b>2,182</b>	<b>1,906</b>	-12.6%
Cash & marketable securities	1,163	1,303	1,644	1,775	1,516	-14.6%
<b>Fixed Asset</b>	<b>2,414</b>	<b>2,644</b>	<b>2,678</b>	<b>2,950</b>	<b>3,207</b>	8.7%
Tangible fixed assets	1,354	1,539	1,567	1,800	2,013	11.8%
Intangible fixed assets	26	25	36	27	46	70.4%
Investment and other assets	1,033	1,079	1,075	1,122	1,148	2.3%
<b>Current Liabilities</b>	<b>1,160</b>	<b>1,147</b>	<b>1,375</b>	<b>1,480</b>	<b>1,210</b>	-18.2%
Accrued liability and tax	178	190	207	215	251	16.7%
Short-term debt	84	110	122	111	100	-9.9%
Advance received	700	668	850	954	661	-30.7%
<b>Long term liabilities</b>	<b>622</b>	<b>676</b>	<b>566</b>	<b>569</b>	<b>436</b>	-23.4%
Bonds/Long term loan	171	209	200	263	162	-38.4%
<b>Net Asset</b>	<b>2,144</b>	<b>2,478</b>	<b>2,753</b>	<b>3,083</b>	<b>3,467</b>	12.5%
<b>CF from Operation Activity</b>	<b>652</b>	<b>768</b>	<b>964</b>	<b>757</b>	<b>784</b>	-
<b>CF from Investment Activity</b>	<b>-253</b>	<b>-377</b>	<b>-346</b>	<b>-422</b>	<b>-685</b>	-
<b>CF from Financial Activity</b>	<b>-292</b>	<b>-250</b>	<b>-277</b>	<b>-203</b>	<b>-358</b>	-
Cash & Cash equivalents at end of year	1,163	1,303	1,644	1,775	1,516	-
<b>Paid-in Capital</b>	<b>629</b>	<b>631</b>	<b>631</b>	<b>631</b>	<b>631</b>	-
<b>Numbers of Shares</b>	<b>3,741,600</b>	<b>3,755,100</b>	<b>3,755,100</b>	<b>3,755,100</b>	<b>3,755,100</b>	-
<b>ROE(%)</b>	<b>17.8%</b>	<b>18.5%</b>	<b>14.6%</b>	<b>14.9%</b>	<b>15.2%</b>	-
<b>EPS(Yen)</b>	<b>95.65</b>	<b>113.97</b>	<b>101.48</b>	<b>115.90</b>	<b>132.25</b>	-
<b>BPS(Yen)</b>	<b>573.16</b>	<b>660.02</b>	<b>733.44</b>	<b>821.29</b>	<b>923.54</b>	-
<b>Dividends(Yen)</b>	<b>26</b>	<b>28</b>	<b>28</b>	<b>30</b>	<b>※35</b>	-
<b>Employees (temp workers)</b>	<b>208(452)</b>	<b>235(505)</b>	<b>251(543)</b>	<b>264(577)</b>	<b>287(617)</b>	-
<b># of stores at end of FY</b>	<b>78(1)</b>	<b>84(1)</b>	<b>85</b>	<b>92</b>	<b>99</b>	-

Note) The Company conducted a 100-for-1 stock split on common shares effective September 1, 2013.