

## Financial Results Report for the December 2011 Term (Consolidated)

February 9, 2012

### McDonald's Holdings Company (Japan), Ltd.

Company code number: 2702 (URL <http://www.mcd-holdings.co.jp/>)  
Shares traded: Osaka securities exchange, JASDAQ  
Executive position of legal representative: Eikoh Harada  
Chairman, President and Chief Executive Officer,  
Representative Director  
Please address all communications to: Masanori Shigeta  
Senior Director, Finance  
Phone: (03) 6911-6000  
Schedule of ordinary annual shareholders' meeting: March 29, 2012  
Schedule of dividends payment: March 30, 2012  
Schedule of annual security report submission: March 30, 2012

### 1. Consolidated operating results (From January 1, 2011 to December 31, 2011)

#### (1) Consolidated financial results

(In millions of yen, with fractional amounts discarded)  
(negative figures are shown in parenthesis)

|                   | Net sales         |        | Operating income  |      | Ordinary income   |      |
|-------------------|-------------------|--------|-------------------|------|-------------------|------|
|                   | (Millions of yen) | %      | (Millions of yen) | %    | (Millions of yen) | %    |
| December 31, 2011 | 302,339           | (6.6)  | 28,182            | 0.2  | 27,612            | 1.7  |
| December 31, 2010 | 323,799           | (10.6) | 28,135            | 16.1 | 27,161            | 16.8 |

|                   | Net income        |        | Net income per share | Net income per share, fully diluted | Return on shareholders' equity | Ratio of ordinary income to total assets | Ratio of operating income to net sales |
|-------------------|-------------------|--------|----------------------|-------------------------------------|--------------------------------|--|--|
|                   | (Millions of yen) | %      | (Yen)                | (Yen)                               | %                              | %  | %                                      |
| December 31, 2011 | 13,298            | 69.1   | 100.02               | -                                   | 8.5                            | 13.1                                     | 9.3                                    |
| December 31, 2010 | 7,864             | (38.6) | 59.15                | -                                   | 5.2                            | 13.5                                     | 8.7                                    |

Note:

Gains or losses on investments through equity method accounting: December 2011 term: - December 2010 term: -

#### (2) Consolidated financial position

|                   | Total assets      | Shareholders' equity | Equity ratio | Shareholders' equity per share |
|-------------------|-------------------|----------------------|--------------|--------------------------------|
|                   | (Millions of yen) | (Millions of yen)    | %            | (Yen)                          |
| December 31, 2011 | 222,029           | 161,787              | 72.8         | 1,215.64                       |
| December 31, 2010 | 200,228           | 152,462              | 76.1         | 1,145.63                       |

Note:

Equity amount (consolidated): December 2011 term: 161,631 million yen December 2010 term: 152,321 million yen

### (3) Consolidated cash flows statement

|                   | Net cash<br>(used in)/provided by<br>operating activities | Net cash<br>(used in)/provided by<br>investing activities | Net cash<br>(used in)/provided by<br>financing activities | Cash and cash<br>equivalents at end of<br>term |
|-------------------|---|---|---|--|
|                   | (Millions of yen)   | (Millions of yen)   | (Millions of yen)   | (Millions of yen)                              |
| December 31, 2011 | 41,152  | (7,215)   | (4,757)   | 62,130   |
| December 31, 2010 | 20,075  | (3,337)   | (3,922)   | 32,953   |

### 2. Dividend

|                                  | Dividends per share      |                           |                          |          |        | Dividend<br>Payment | Dividend<br>payout ratio | The ratio of<br>dividend to<br>shareholders'<br>equity |
|----------------------------------|--------------------------|---------------------------|--------------------------|----------|--------|---------------------|--------------------------|--|
|                                  | First<br>Quarter<br>-End | Second<br>Quarter-<br>End | Third<br>Quarter-<br>End | Year-End | Annual |                     |                          |  |
|                                  | (Yen)                    | (Yen)                     | (Yen)                    | (Yen)    | (Yen)  | (Millions of Yen)   |                          | %  |
| December 31, 2010                | —                        | 0.00                      | —                        | 30.00    | 30.00  | 3,988               | 50.7                     | 2.7  |
| December 31, 2011                | —                        | 0.00                      | —                        | 30.00    | 30.00  | 3,988               | 29.9                     | 2.5  |
| December 31, 2012<br>(Estimated) | —                        | 0.00                      | —                        | 30.00    | 30.00  | —                   | 24.8                     | —  |

### 3. Consolidated forecasts for December 2012 term (From January 1, 2012 to December 31, 2012)

|                | Net Sales         |     | Operating income  |     | Ordinary income   |     | Net income        |      | Net income per<br>share |
|----------------|-------------------|-----|-------------------|-----|-------------------|-----|-------------------|------|-------------------------|
|                | (Millions of yen) | %   | (Millions of yen) | %   | (Millions of yen) | %   | (Millions of yen) | %    | Yen                     |
| Interim period | 153,000           | 3.3 | 14,900            | 1.5 | 14,500            | 0.6 | 8,100             | 37.0 | 60.92                   |
| Annual         | 305,000           | 0.9 | 29,400            | 4.3 | 28,400            | 2.9 | 16,000            | 20.3 | 120.34                  |

### 4. Other

(1) Changes in significant subsidiaries (Changes in scope of consolidation): None

(2) Changes of significant accounting principles, procedures and descriptions for the financial results report (Described in "Changes in significant accounting policy")

1. Changes caused by revision of accounting standard: Yes
2. Other: Yes

(3) The number of shares outstanding (Common stock)

1. The number of shares outstanding (inclusive of treasury stock)
 

|                                   |                                   |
|-----------------------------------|-----------------------------------|
| December 2011: 132,960,000 shares | December 2010: 132,960,000 shares |
|-----------------------------------|-----------------------------------|
2. The number of treasury stock
 

|                           |                           |
|---------------------------|---------------------------|
| December 2011: 703 shares | December 2010: 702 shares |
|---------------------------|---------------------------|
3. Average number of common shares outstanding
 

|                                   |                                   |
|-----------------------------------|-----------------------------------|
| December 2011: 132,959,298 shares | December 2010: 132,959,410 shares |
|-----------------------------------|-----------------------------------|

## (Reference) Summary of nonconsolidated results

### Nonconsolidated operating results (From January 1, 2011 to December 31, 2011)

#### (1) Nonconsolidated financial results

(In millions of yen, with fractional amounts discarded)  
(The number with parenthesis shows negative figure)

|                   | Net sales         |        | Operating income  |        | Ordinary income   |        |
|-------------------|-------------------|--------|-------------------|--------|-------------------|--------|
|                   | (Millions of yen) | %      | (Millions of yen) | %      | (Millions of yen) | %      |
| December 31, 2011 | 61,222            | (28.0) | 8,083             | (68.1) | 8,773             | (66.0) |
| December 31, 2010 | 85,036            | 52.1   | 25,309            | —      | 25,768            | —      |

|                   | Net income        |        | Net income per share | Net income per share, fully diluted |
|-------------------|-------------------|--------|----------------------|-------------------------------------|
|                   | (Millions of yen) | %      | (Yen)                | (Yen)                               |
| December 31, 2011 | 8,721             | (63.8) | 65.59                | -                                   |
| December 31, 2010 | 24,083            | —      | 181.13               | -                                   |

#### (2) Nonconsolidated financial position

|                   | Total assets      | Shareholders' equity | Equity ratio | Shareholders' equity per share |
|-------------------|-------------------|----------------------|--------------|--------------------------------|
|                   | (Millions of yen) | (Millions of yen)    | %            | (Yen)                          |
| December 31, 2011 | 155,815           | 146,465              | 94.0         | 1,101.58                       |
| December 31, 2010 | 148,994           | 141,733              | 95.1         | 1,065.99                       |

(Reference)

Equity amount:

December 2011 term: 146,465 million yen

December 2010 term: 141,733 million yen

As for nonconsolidated financial performance of the fiscal year ended December 2011, both sales and profit decreased significantly compared to the previous year. As the Company's principal business is to invest in or to lease real-estate properties to subsidiaries, major reason for this decrease was less dividends income from McDonald's Company (Japan), Ltd., our consolidated subsidiary, accrued during this fiscal year.

※About the usage of performance forecasts and other information:

The forecasts shown above are predicted upon information that is available as of the day of the announcement of this report; they incorporate assumptions, made as of the day of the announcement of this report, based on a number of uncertain factors that may affect future performance. Actual financial performance, therefore, may differ considerably from these forecasts due to a variety of factors hereafter.

# 1. Operating Results

## **(1) Analysis of Operating Results**

### **Operating Results of Current Year**

In the consolidated fiscal year 2011 (from January 1, 2011 to December 31, 2011) the Group's business was severely damaged by the East Japan Great Earthquake and its subsequent changes brought to the business environment.

In such circumstances, the Group implemented product strategy, restaurant development strategy and franchising strategy, based on the QSC (trusted quality, speedy and friendly service, clean and comfortable environment), as well as making further business efforts to shift management resources to more financially efficient spending to minimize the damage caused by the earthquake.

#### **<Product Strategy>**

The company's product strategy was to release attractive products on an ongoing basis, such as Big America 2 series, Icon Chicken Series including Italian Herb and California Cob, MegaMac, Chicken Tatsuta, Tsukimi Burger and GraCoro, to minimize the decline of guest count caused by the East Japan Great Earthquake. We executed various product strategies to meet the needs of different part of the day. Chicken muffin and Tuna muffin were added to a breakfast line-up to enhance breakfast sales, while offering reasonable lunch set with McLunch during lunch hours.

#### **<Restaurant Development Strategy>**

The Company focused to open suburban, large-scale, highly profitable drive-thru restaurants. Foundation to provide our customers with high quality products was established by expanding kitchen capacity of the existing restaurants. To make our restaurants our customer's favorite place to eat, we introduced global design to attract more customers to our restaurants.

#### **<Franchising Strategy>**

Franchising of the McDonald's restaurants was implemented at a reasonable speed with enhancement of business support for franchisee.

#### **<Same-store sales compared to the same period of the previous year >**

As a result of above strategies, same-store sales, which was on negative growth trend until the end of the consolidated third quarter, recovered after energy saving restriction was lifted in September, achieving 1.0% positive growth for a full year. Our strategies were proven to be effective during the consolidated fourth quarter, where the Company grew its sales by 5.0%, an exceptionally high rate.

**<System-wide sales and Revenue >**

System-wide sales were reduced to 535,088 million yen, down by 1.4% from the same period of the previous year due mainly to the less store count as a result of strategic closure. Consolidated sales were reduced to 302,339 million yen, down by 6.6%, due mainly to strategic closure, same as above, and franchising of the company-owned restaurants. However, average sales per restaurant increased from the previous year as a result of restaurant development strategy and strategic closure, making our revenue base more solid.

### <Cost of Sales>

Although cost of sales was negatively impacted by external factors, such as royalty rate increase and raw material cost increase, as a result of increased average sales per restaurant by franchising strategy and strategic closure and cost control at restaurants, cost to sales ratio was improved by 0.1% from the same period of the previous year.

#### (Breakdown of Cost of Sales)

(millions yen)

|  | Year ended<br>December 31, 2010 |       | Year ended<br>December 31, 2011 |       | Year-on-year change |        |
|--|---------------------------------|-------|---------------------------------|-------|---------------------|--------|
|  | Amount                          | %     | Amount                          | %     | Amount              | %      |
| Company-owned restaurant's cost of sales | 212,434                         | 83.1% | 191,930                         | 84.6% | (20,504)            | 1.5%   |
| (Breakdown)                              |                                 |       |                                 |       |                     |        |
| Raw Material                             | 81,421                          | 31.9% | 73,649                          | 32.5% | (7,772)             | 0.6%   |
| Labor                                    | 71,578                          | 28.0% | 64,945                          | 28.6% | (6,632)             | 0.6%   |
| Other                                    | 59,434                          | 23.2% | 53,335                          | 23.5% | (6,099)             | 0.3%   |
| Franchise Revenue Cost                   | 43,181                          | 63.8% | 46,214                          | 61.8% | 3,032               | (2.0)% |
| Other Cost of Sales                      | 495                             | 88.8% | 564                             | 93.1% | 68                  | 4.3%   |
| Total Cost of Sales                      | 256,112                         | 79.1% | 238,709                         | 79.0% | (17,403)            | (0.1)% |

### <Selling, General and Administrative Expenses>

After experiencing declining income due to East Japan Great Earthquake, all Headquarters spending were fundamentally reexamined, and effective cost control measures were taken from the perspectives of (1) Optimization of Human Resource Positioning, (2) Marketing ROI Improvement and (3) Reduction with Corporate Effort. As a result of these efforts, selling, general and administrative expenses were reduced by 4,103 million yen.

#### (Breakdown of Selling, General and Administrative Expenses)

(millions yen)

|  | Year ended<br>December 31, 2010 |       | Year ended<br>December 31, 2011 |       | Year-on-year change |        |
|--|---------------------------------|-------|---------------------------------|-------|---------------------|--------|
|  | Amount                          | %     | Amount                          | %     | Amount              | %      |
| Selling, General and Administrative Expenses | 39,551                          | 12.2% | 35,447                          | 11.7% | (4,103)             | (0.5)% |
| (Breakdown)                                  |                                 |       |                                 |       |                     |        |
| Advertising and selling                      | 14,847                          | 4.6%  | 12,583                          | 4.1%  | (2,263)             | (0.4)% |
| Labor  | 11,998                          | 3.7%  | 11,709                          | 3.9%  | (289)               | 0.2%   |
| Other  | 12,705                          | 3.9%  | 11,154                          | 3.7%  | (1,551)             | (0.2)% |

### <Operating Income and Ordinary Income>

In spite of external factors to negatively impact profitability, such as East Japan Great Earthquake and royalty rate increase, as a result of rapid profit growth after September, Operating Income grew to 28,182

million yen (46 million yen increase from the same period of the previous year) and Ordinary Income grew to 27,612 million yen (451 million yen increase from the same period of the previous year).]

**<Net Income>**

Although extraordinary loss of 3,014 million yen from the application of Asset Retirement Obligation Accounting and 1,248 million yen for the disaster loss and disaster loss provision of the reverse caused by earthquake were recorded, net income grew to 13,298 million yen (5,433 million yen increase from the same period of the previous year).

Notes:

Same-store sales are total sales achieved in the fiscal year by McDonald's restaurants that have been in business for 13 months or longer compared to total sales achieved by such restaurants in the previous year.

System-wide sales are sales of company-owned restaurants and franchised restaurants and are not equal to the total sales reported in the consolidated statement of income.

Number of restaurants changed as follows due mainly to the execution of strategic closure and steady progress of franchising of the business.

| Category      | Previous year-end | Newly Opened | Closure | Ownership Change: |          | Current year-end |
|---------------|-------------------|--------------|---------|-------------------|----------|------------------|
|               |                   |              |         | Increase          | Decrease |                  |
| Company-owned | 1,337             | 47           | (34)    | 9                 | (90)     | 1,269            |
| Franchised    | 1,965             | 54           | (71)    | 90                | (9)      | 2,029            |
| Total         | 3,302             | 101          | (105)   | 99                | (99)     | 3,298            |

Note : These figures do not include sales of restaurants business by BFL exercise. BFL exercise is the case where franchisees on BFL contract (Business Facility Lease Contract; a form of contract where the Company leases a restaurant, including equipment, to franchisees) choose to exercise the option to convert into conventional contract (form of a contract where franchisees purchase all necessary equipments for restaurant operation) and McDonald's approve the application after screening procedures.

**(Forecasts for 2012)**

The Company continues to pursue further business growth through enhancement and advancement of accumulated business foundation in hopes of improving profitability of both company-owned and franchised restaurants.

The Company will drive various restaurant development initiatives, such as restaurant portfolio improvement driven by the opening of large-scale Drive Thru restaurants and relocation, and introduction of New Generation Restaurant Design to offer our customers better experience in McDonald's restaurants. To further drive franchising business, in addition to enrich human resources and support to franchisees, profitability of McDonald's as a system will be further improved.

In addition to above efforts, McDonald's will continue to invest its management resources to offer exclusive menu and to develop human resources to further improve our customer's Value for Money based on the established QSC (trusted quality, speedy and friendly service, clean and comfortable environment). Based on the above activity, we expect to record 305 billion yen in sales, 29.4 billion yen in operating income, 28.4 billion yen in ordinary income and 16.0 billion yen in net income on a consolidated basis.

## **(2) Analysis of Financial position**

### **1. Summary of group's assets, liabilities and net assets**

Current asset at the end of consolidated fiscal year was JPY 81.37 billion yen, an increase of JPY 26.418 billion yen from previous fiscal year. Operation cash income of JPY 41.152 billion yen and cash expenditures of JPY 7.215 billion yen for investments, including restaurant capacity, resulted in increase of total cash and deposit by JPY 29.177 billion yen, which contributed to the above result.

Fixed asset was JPY 140.721 billion yen and decreased by JPY 4.618 billion yen from previous fiscal year. Software depreciation of JPY 3.833 billion yen and reduction of rental deposit and security money by JPY 2.683 billion yen due to payback are main reasons for the above.

Current liabilities were JPY 49.064 billion yen and increased by JPY 7.718 billion yen from previous fiscal year. Increase in accrued income tax by JPY 6.169 billion yen is the main reason for the above.

Fixed liabilities were JPY 11.178 billion yen and increased by JPY 4.757 billion yen from previous fiscal year. Increase of asset retirement obligation by JPY 4.776 billion yen is the main reason for the above.

## **2. Cash Flow Summary**

Cash flow in the following categories at the end of consolidated fiscal year are as follows.

Cash and cash equivalent ("asset") at the end of consolidated fiscal year was JPY 62.13 billion yen and increased by JPY 29.177 billion yen from previous fiscal year.

(cash flow from operation)

Operation asset was JPY 41.142 billion yen (increase of JPY 21.076 billion yen from previous fiscal year). Income before income taxes of JPY 23.139 billion yen, depreciation cost of JPY 12.034 billion yen, and corporate tax refund of JPY 5.091 billion yen are main contributors. Main expenditure includes corporate tax payment of JPY 3.323 billion yen.

(cash flow from investment activities)

A total of JPY 7.215 billion yen (increase of JPY 3.877 billion yen from previous fiscal year) was allotted for investment activities. Payment of JPY 12.367 billion yen for the acquirement of tangible fixed



assets is the main reason for the above. Main revenues in this category are payback of rent deposit and security money, amounting to JPY 4.891 billion yen.

(cash flow from financial activities)

A total of JPY 4.757 billion yen (increase of JPY 834 million yen from previous fiscal year) was used for financial activities. This includes dividend payment of JPY 3.945 billion yen, and repayment of JPY 812 million yen for finance lease liabilities.

Trends in cash flow-related indices for the corporate group are shown below.

|                                      | 2007          | 2008        | 2009        | 2010        | 2011        |
|--------------------------------------|---------------|-------------|-------------|-------------|-------------|
| Equity ratio                         | 66.1%         | 69.6%       | 73.9%       | 76.1%       | 72.8%       |
| Equity ratio based on market prices  | 123.3%        | 119.6%      | 117.8%      | 118.1%      | 124.4%      |
| Years required to redeem liabilities | 0.2 years     | 0.3 years   | 0.1 years   | 0.2 years   | 0.2 years   |
| Interest-coverage ratio              | 1,627.1 times | 304.8 times | 634.8 times | 434.9 times | 478.2 times |

Equity ratio: Equity / total assets

Equity ratio based on market prices: Market capitalization/total assets

Years required to redeem liabilities: Interest-bearing liabilities/operating cash flow

Interest-coverage ratio: Operating cash flow/interest payments

\*Each of the foregoing ratios is calculated on the basis of consolidated financial data.

\* Market capitalization is calculated based on outstanding shares excluding treasury stocks.

\*Interest-bearing debt refers to all liabilities on the consolidated balance sheets on which interest is paid.

\*Operating cash flow and debt-service payments are calculated using the respective figures for cash flow from operating activities and interest expenses paid, as listed on the consolidated statement of cash flows.

(3) Fundamental policy with regard to the distribution of profits and dividend for the current and next fiscal year

Taking into consideration the overall balance between business results, dividend payout ratios, and cash flows, the Company strives to return profits based on the continuous payment of a stable dividend, while maintaining financial indicators like capital ratio and return on equity at appropriate levels.

The Company's basic policy is to make annual dividend once in the year end from retained earnings its decision making is made at annual shareholders' meeting.

For the current and next fiscal year, the Company is planning to make a dividend of 30 yen per share (same amount as in last year) based on the above policy.

#### **(4) Operational and Other Risks**

The Company's operating results and financial position are subject to the following risks.

References in this document relating to the remainder of this fiscal year are the estimates made on December 31, 2011.

##### **(Restaurants' reliance on rented property)**

The Company's headquarters, offices and more than 95% of its restaurants are leased properties. The lease term can be extended upon agreement between the Company and the lessor. Contracts may be terminated prematurely due to the lessor's circumstances, making the closure of some restaurants unavoidable even where they are profitable.

The Company pays a deposit to the lessor of which the security deposit (shikikin) is returned in full at the end of the contract, and the security money (hoshoukin) ["cooperative construction deposit" (kensetsukyoryokukin)] is returned as separate sums over several years up to a maximum 20 years. The current balance of security deposit and security money is 52,118 million yen. There is a risk that the whole or part of this may become uncollectible due to bankruptcy or other problems of the lessor.

##### **(Fluctuations in the price of ingredients)**

The cost of the ingredients of McDonald's Japan's products, such as beef and potatoes, is subject to international commodity market conditions. Such fluctuations could affect the Group's operating results.

##### **(Currency risk)**

Since most of the ingredients in food served at McDonald's Japan are imported, foreign exchange rates affect their costs. McDonald's Japan makes every effort to avoid currency risk by having favorable exchange contracts with import agencies. However, there is no guarantee that we will be able to execute the optimum deal at all times. We may see the cost of sales rise, should the yen fall sharply beyond the scope of the contracts' coverage. This could affect the Group's operating results.

##### **(Risks associated with weather and natural disasters)**

In case an area heavily concentrated with our restaurants is struck by natural disasters (storm, earthquake), the affected restaurants may need to close temporarily or shorten its operation hours due to structural damage, impact to social infrastructure, logistics halt, or evacuation order. Further, possible

long-term impact from natural disaster may discourage consumers to spend money, and this may cause serious impact to financial condition and performance of the group.

**(Legal regulations)**

McDonald's Japan's directly operated and franchise restaurants are licensed by the authorities to operate in restaurant, pastry production and dairy product sales businesses and must comply with the provisions of the food hygiene law. It is also bound by many kinds of conservation ordinances designed to protect the environment, such as the Containers and Packaging Recycling Law. Should these restrictions be strengthened, our costs would increase, which in turn could affect the Group's operating results.

**(Food safety control of the Company)**

McDonald's Japan recognizes the importance of food safety in the restaurant industry. In going beyond the statutory food hygiene requirements, it carries out periodic independent inspections based on the HACCP technique (Hazard Analysis Critical Control Point: see note below) . The appointment of Food Hygiene Inspectors, extermination of insect pests, strict enforcement of hand washing and the cleanliness of uniforms for employees, periodic maintenance of restaurant equipment, development of food management manual, employees' training, among others, enable us to provide safe products for our customers. We are planning to implement measures, which would, if any mishap should occur, provide prompt medical support and contain damage. We have also taken out indemnity insurance for such a possibility.

However, it is in the nature of the food and drink business that there is always the possibility of food poisoning or other health problems and these are the risk elements that could affect the Group's operating results.

(Note) A hygiene management procedures developed by NASA to produce space food.

**(General food safety crisis)**

The company's business may be affected by general hygiene problems such as BSE and avian influenza and other hygiene rumors in society. In such a case, the Group's sales will decline and additional investment will be required for improving safety procedures and upgrading facilities as well as running safety campaigns.

**(Competition)**

McDonald's Japan is competing not only with other burger-based fast food chains, but also with convenience stores and so-called "nakashoku" (takeaway) businesses. McDonald's Japan defines itself as

a player in the IEO (Informal Eating Out) market; that is the market comprising of restaurant businesses excluding pubs, bars and canteens. We analyze our business within the framework of this market. Any intensification of competition within the IEO market could affect the Group's operating results.

**(Personal data protection)**

The company manages customers' personal data in strict accordance with the Personal Data Protection Law. If there is any leak, it would cause great damage to our customers and would put our credibility at risk.



### 3. Management policy

#### (1) Fundamental Management Policy

Since its foundation, McDonald's Group has always lived up to its fundamental management policy of being our customer's "favorite place and style to eat", which stands on the concept of "QSC & V". "QSC & V" represents 4 values provided to its customers, and the Company will continue to pursue the enhancement of corporate value and service to its stakeholders by providing the best "QSC & V" to our customers.

Q = Quality (Products with the best taste and quality)

S = Service (Speedy and pleasant service)

C = Cleanliness (Clean and comfortable environment)

V = Value (Maximum satisfaction of the customers)

#### (2) Performance Indicators and Targets

The Group recognizes sustainable profitability growth as the most critical business priority, and uses ROTA (\*) and ordinary income ratio as major performance indicators.

(※) ROTA (Return on Total Assets) :  $\text{Ordinary income} \div (\text{Total asset} - \text{Cash \& deposit})$

#### (3) Medium-term management strategy

In order to improve "(2) Performance Indicators and Targets" stated above, the Company is going to focus on investing management resources into the following 3 areas for the next 3 years, from 2012 through 2014.

- 1) Human Resource Development
- 2) Restaurant Development
- 3) Enhancement of Franchise Business

To develop human resource, the Company is committed to enhance and develop both permanent employees and part-time staff. Utilization of part-time staff and female employees will remain the area of focus for further enhancement.

With restaurant development, the Company will strengthen its basis for growth by enhancing restaurant capacity and design. Specifically, a program will be introduced to accelerate the replacement of small-sized restaurants with larger and highly profitable restaurants and the remodeling of existing restaurants with global design.

Restaurant franchising will continue to be facilitated. The Company will improve system-wide business efficiency and provide appropriate consultation on investment planning to enhance franchisee's cash-flow and ensure efficient business investment across the system

#### **(4)Challenges with the Company**

As a food provider, the Group positions “Food Safety” as top priority and is committed to the accurate operation of food administration system so that our customers can enjoy our meal with peace of mind. In addition to business growth, the Company puts strong emphasis on proactive participation of social contribution activities. The Company continues to pursue sustainable social development by expanding its social contribution activities.

## 4. Consolidated financial statements

### (1) Consolidated balance sheets

| Millions of yen                      | Note | December 31, 2010 | Note | December 31, 2011 |
|--------------------------------------|------|-------------------|------|-------------------|
| <b>(Assets)</b>                      |      |                   |      |                   |
| <b>Current assets</b>                |      |                   |      |                   |
| Cash and deposits                    |      | 25,954            |      | 28,433            |
| Accounts receivable - trade          |      | 9,966             |      | 10,267            |
| Securities                           |      | 6,998             |      | 33,697            |
| Merchandise                          |      | 4                 |      | -                 |
| Raw materials and supplies           |      | 1,284             |      | 1,101             |
| Deferred tax assets                  |      | 1,788             |      | 1,801             |
| Other                                |      | 8,954             |      | 6,018             |
| Allowance for doubtful accounts      |      | (63)              |      | (12)              |
| Total current assets                 |      | <u>54,888</u>     |      | <u>81,307</u>     |
| <b>Noncurrent assets</b>             |      |                   |      |                   |
| <b>Property, plant and equipment</b> |      |                   |      |                   |
| Buildings and structures             |      | 66,688            |      | 73,788            |
| Accumulated depreciation             |      | (35,573)          |      | (37,326)          |
| Buildings and structures, net        |      | <u>31,115</u>     |      | <u>36,461</u>     |
| Machinery and equipment              |      | 18,304            |      | 17,577            |
| Accumulated depreciation             |      | (8,914)           |      | (9,535)           |
| Machinery and equipment, net         |      | <u>9,390</u>      |      | <u>8,041</u>      |
| Tools, furniture and fixtures        |      | 17,871            |      | 16,667            |
| Accumulated depreciation             |      | (11,601)          |      | (11,751)          |
| Tools, furniture and fixtures, net   |      | <u>6,269</u>      |      | <u>4,915</u>      |
| Land                                 | 4    | 17,526            | 3    | 17,383            |
| Lease assets                         |      | 3,682             |      | 4,918             |
| Accumulated depreciation             |      | (443)             |      | (1,127)           |
| Lease assets, net                    |      | <u>3,239</u>      |      | <u>3,790</u>      |
| Construction in progress             |      | 585               |      | 326               |
| Total property, plant and equipment  | 3,5  | <u>68,126</u>     | 2,4  | <u>70,919</u>     |
| <b>Intangible assets</b>             |      |                   |      |                   |
| Goodwill                             |      | 1,375             |      | 963               |
| Software                             |      | 11,553            |      | 7,719             |
| Other                                |      | 758               |      | 757               |
| Total intangible assets              |      | <u>13,687</u>     |      | <u>9,440</u>      |
| <b>Investments and other assets</b>  |      |                   |      |                   |
| Investment securities                | 1    | 398               |      | 56                |
| Long-term loans receivable           |      | 9                 |      | 9                 |
| Deferred tax assets                  |      | 1,485             |      | 1,011             |
| Lease and guarantee deposits         |      | 54,802            |      | 52,118            |
| Other                                |      | 7,510             |      | 7,952             |
| Allowance for doubtful accounts      |      | (677)             |      | (785)             |
| Total investments and other assets   |      | <u>63,526</u>     |      | <u>60,362</u>     |
| Total noncurrent assets              |      | <u>145,340</u>    |      | <u>140,721</u>    |
| <b>Total assets</b>                  |      | <u>200,228</u>    |      | <u>222,029</u>    |



| Millions of yen                                  | Note | December 31, 2010 | Note | December 31, 2011 |
|--|------|-------------------|------|-------------------|
| <b>(Liabilities)</b>                             |      |                   |      |                   |
| <b>Current liabilities</b>                       |      |                   |      |                   |
| Accounts payable-trade                           |      | 8,840             |      | 8,487             |
| Accounts payable-other                           |      | 17,178            |      | 19,071            |
| Accrued expenses                                 |      | 6,120             |      | 6,904             |
| Lease obligations                                |      | 639               |      | 869               |
| Income taxes payable                             |      | 770               |      | 6,940             |
| Allowance for bonuses                            |      | 1,947             |      | 1,848             |
| Allowance for loss on store closing              |      | 927               |      | -                 |
| Allowance for loss on disaster                   |      | -                 |      | 189               |
| Other  |      | 4,921             |      | 4,752             |
| Total current liabilities                        |      | <u>41,346</u>     |      | <u>49,064</u>     |
| <b>Noncurrent liabilities</b>                    |      |                   |      |                   |
| Long-term loans payable                          |      | 500               |      | 500               |
| Allowance for bonuses                            |      | -                 |      | 115               |
| Lease obligations                                |      | 2,798             |      | 3,180             |
| Allowance for retirement benefits                |      | 1,864             |      | 1,727             |
| Allowance for directors' retirement benefits     |      | 167               |      | 192               |
| Deferred tax liabilities due to land revaluation | 4    | 508               | 3    | 476               |
| Other  |      | 581               |      | 209               |
| Total noncurrent liabilities                     |      | <u>6,420</u>      |      | <u>11,178</u>     |
| <b>Total liabilities</b>                         |      | <u>47,766</u>     |      | <u>60,242</u>     |
| <b>(Net assets)</b>                              |      |                   |      |                   |
| <b>Shareholders' equity</b>                      |      |                   |      |                   |
| Capital stock                                    |      | 24,113            |      | 24,113            |
| Capital surplus                                  |      | 42,124            |      | 42,124            |
| Retained earnings                                |      | 91,120            |      | 100,477           |
| Treasury stock                                   |      | (1)               |      | (1)               |
| Total shareholders' equity                       |      | <u>157,357</u>    |      | <u>166,713</u>    |
| <b>Valuation and translation adjustments</b>     |      |                   |      |                   |
| Deferred gains or losses on hedges               |      | -                 |      | -                 |
| Revaluation reserve for land                     | 4    | (5,035)           | 3    | (5,082)           |
| Total valuation and translation adjustments      |      | <u>(5,035)</u>    |      | <u>(5,082)</u>    |
| <b>Minority interests</b>                        |      | <u>140</u>        |      | <u>155</u>        |
| Total net assets                                 |      | <u>152,462</u>    |      | <u>161,787</u>    |
| <b>Total liabilities and net assets</b>          |      | <u>200,228</u>    |      | <u>222,029</u>    |

## (2) Consolidated statement of income

| Millions of yen                                     |      | Year ended        |     |      | Year ended        |  |
|---|------|-------------------|-----|------|-------------------|--|
|   | Note | December 31, 2010 |     | Note | December 31, 2011 |  |
| <b>Net sales</b>                                    |      |                   |     |      |                   |  |
| Product sales                                       |      | 255,589           |     |      | 226,972           |  |
| Franchised revenue                                  |      | 67,651            |     |      | 74,760            |  |
| Others  |      | 558               |     |      | 606               |  |
| Total net sales                                     |      | 323,799           |     |      | 302,339           |  |
| <b>Cost of sales</b>                                |      |                   |     |      |                   |  |
| Product cost  |      | 212,434           |     |      | 191,930           |  |
| Franchised cost                                     |      | 43,181            |     |      | 46,214            |  |
| Others  |      | 495               |     |      | 564               |  |
| Total cost of sales                                 |      | 256,112           |     |      | 238,709           |  |
| <b>Gross profit</b>                                 |      | 67,686            |     |      | 63,629            |  |
| <b>Selling, general and administrative expenses</b> | 1,3  | 39,551            | 1,3 |      | 35,447            |  |
| <b>Operating income</b>                             |      | 28,135            |     |      | 28,182            |  |
| <b>Non-operating income</b>                         |      |                   |     |      |                   |  |
| Interest income                                     |      | 132               |     |      | 204               |  |
| Revenue from unredeemed gift certificates           |      | 193               |     |      | 175               |  |
| Compensation income                                 |      | 87                |     |      | 70                |  |
| Other   |      | 380               |     |      | 412               |  |
| Total non-operating income                          |      | 792               |     |      | 862               |  |
| <b>Non-operating expenses</b>                       |      |                   |     |      |                   |  |
| Interest expenses                                   |      | 62                |     |      | 94                |  |
| Bad debt expenses                                   |      | -                 |     |      | 105               |  |
| Loss on disposal for company-operated restaurants   |      | 1,456             |     |      | 1,023             |  |
| Other   |      | 247               |     |      | 208               |  |
| Total non-operating expenses                        |      | 1,766             |     |      | 1,432             |  |
| <b>Ordinary income</b>                              |      | 27,161            |     |      | 27,612            |  |
| <b>Extraordinary income</b>                         |      |                   |     |      |                   |  |
| Reversal of allowance for doubtful accounts         |      | 117               |     |      | 74                |  |
| Compensation for transfer                           |      | -                 |     |      | 57                |  |
| Reversal of allowance for store closing             |      | -                 |     |      | 58                |  |
| Total extraordinary income                          |      | 117               |     |      | 189               |  |
| <b>Extraordinary loss</b>                           |      |                   |     |      |                   |  |
| Loss on retirement of noncurrent assets             | 4    | 428               | 3   |      | 319               |  |
| Impairment loss                                     | 6    | 2,333             | 5   |      | 37                |  |
| Loss on sales of noncurrent assets                  | 7    | 40                | 6   |      | 20                |  |
| Provision for loss on store closing                 |      | 862               |     |      | -                 |  |
| Loss on store closings                              |      | 9,738             |     |      | -                 |  |
| Loss on asset retirement obligation                 |      | -                 |     |      | 3,014             |  |
| Provision for loss on disaster                      |      | -                 | 4   |      | 189               |  |
| Loss on disaster                                    |      | -                 | 4   |      | 1,059             |  |
| Loss on liquidation of subsidiary                   |      | -                 |     |      | 22                |  |
| Total extraordinary loss                            |      | 13,402            |     |      | 4,662             |  |
| <b>Income before income taxes interests</b>         |      | 13,876            |     |      | 23,139            |  |
| Income taxes-current                                |      | 5,321             |     |      | 9,396             |  |
| Income taxes-deferred                               |      | 676               |     |      | 429               |  |
| Total income taxes                                  |      | 5,997             |     |      | 9,826             |  |
| <b>Income before minority interests in income</b>   |      | 7,877             |     |      | 13,313            |  |
| Minority interests in income                        |      | 13                |     |      | 15                |  |
| <b>Net income</b>                                   |      | 7,864             |     |      | 13,298            |  |

### (3) Consolidated statement of changes in net assets

| Millions of yen                                    | Year ended<br>December 31, 2010 | Year ended<br>December 31, 2011 |
|--|---------------------------------|---------------------------------|
| <b>Shareholders Equity</b>                         |                                 |                                 |
| <b>Capital stock</b>                               |                                 |                                 |
| Balance at previous year end                       | 24,113                          | 24,113                          |
| Changes during this term                           |                                 |                                 |
| Total changes in this term                         | -                               | -                               |
| Balance at this year end                           | 24,113                          | 24,113                          |
| <b>Capital Surplus</b>                             |                                 |                                 |
| Balance at previous year end                       | 42,124                          | 42,124                          |
| Changes during this term                           |                                 |                                 |
| Total changes in this term                         | -                               | -                               |
| Balance at this year end                           | 42,124                          | 42,124                          |
| <b>Retained earnings</b>                           |                                 |                                 |
| Balance at previous year end                       | 87,449                          | 91,120                          |
| Changes during this term                           |                                 |                                 |
| Cash dividends                                     | (3,988)                         | (3,988)                         |
| Net income   | 7,864                           | 13,298                          |
| Difference for revaluation reserve for land        | (205)                           | 46                              |
| Total changes in this term                         | 3,671                           | 9,356                           |
| Balance at this year end                           | 91,120                          | 100,477                         |
| <b>Treasury stock</b>                              |                                 |                                 |
| Balance at previous year end                       | (0)                             | (1)                             |
| Changes during this term                           |                                 |                                 |
| Reacquisition of treasury stock                    | (0)                             | (0)                             |
| Total changes in this term                         | (0)                             | (0)                             |
| Balance at this year end                           | (1)                             | (1)                             |
| <b>Total shareholders equity</b>                   |                                 |                                 |
| Balance at previous year end                       | 153,687                         | 157,357                         |
| Changes during this term                           |                                 |                                 |
| Cash dividends                                     | (3,988)                         | (3,988)                         |
| Net income   | 7,864                           | 13,298                          |
| Difference for revaluation reserve for land        | (205)                           | (46)                            |
| Reacquisition of treasury stock                    | (0)                             | (0)                             |
| Total changes in this term                         | 3,670                           | 9,356                           |
| Balance at this year end                           | 157,357                         | 166,713                         |
| <b>Other cumulative comprehensive income</b>       |                                 |                                 |
| <b>Deferred gains or losses on hedges</b>          |                                 |                                 |
| Balance at previous year end                       | (70)                            | -                               |
| Changes during this term                           |                                 |                                 |
| Changes in items except shareholders' equity (net) | 70                              | -                               |
| Total changes in this term                         | 70                              | -                               |
| Balance at this year end                           | -                               | -                               |
| <b>Revaluation reserve for land</b>                |                                 |                                 |
| Balance at previous year end                       | (5,240)                         | (5,035)                         |
| Changes during this term                           |                                 |                                 |
| Changes in items except shareholders' equity (net) | 205                             | (46)                            |
| Total changes in this term                         | 205                             | (46)                            |
| Balance at this year end                           | (5,035)                         | (5,082)                         |

| Millions of yen                                    | Year ended<br>December 31, 2010 | Year ended<br>December 31, 2011 |
|--|---------------------------------|---------------------------------|
| <b>Total other cumulative comprehensive income</b> |                                 |                                 |
| Balance at previous year end                       | (5,311)                         | (5,035)                         |
| Changes during this term                           |                                 |                                 |
| Changes in items except shareholders' equity (net) | 275                             | (46)                            |
| Total changes in this term                         | 275                             | (46)                            |
| Balance at this year end                           | (5,035)                         | (5,082)                         |
| <b>Minority Interest</b>                           |                                 |                                 |
| Balance at previous year end                       | 126                             | 140                             |
| Changes during this term                           |                                 |                                 |
| Changes in items except shareholders' equity (net) | 13                              | 15                              |
| Total changes in this term                         | 13                              | 15                              |
| Balance at this year end                           | 140                             | 155                             |
| <b>Total net asset</b>                             |                                 |                                 |
| Balance at previous year end                       | 148,502                         | 152,462                         |
| Changes during this term                           |                                 |                                 |
| Cash dividends                                     | (3,988)                         | (3,988)                         |
| Net income   | 7,864                           | 13,298                          |
| Reacquisition of treasury stock                    | (0)                             | (0)                             |
| Changes in items except shareholders' equity (net) | 84                              | 15                              |
| Total changes in this term                         | 3,959                           | 9,324                           |
| Balance at this year end                           | 152,462                         | 161,787                         |

#### (4) Consolidated statement of cash flows

| Millions of yen  | Year ended<br>December 31, 2010 | Year ended<br>December 31, 2011 |
|--|---------------------------------|---------------------------------|
| <b>Net cash provided by (used in) operating activities</b>                 |                                 |                                 |
| Income before income taxes and minority interests                          | 13,876                          | 23,139                          |
| Depreciation and amortization  | 12,075                          | 12,034                          |
| Impairment loss  | 2,333                           | 37                              |
| Loss on store closing  | 5,257                           | -                               |
| Increase (decrease) in provision for loss on store closing                 | 702                             | (532)                           |
| Increase (decrease) in other provision                                     | (397)                           | 147                             |
| Unredeemed gift certificates   | (193)                           | (175)                           |
| Interest income  | (132)                           | (204)                           |
| Interest expenses  | 62                              | 94                              |
| Loss on asset retirement obligation  | -                               | 3,014                           |
| Loss (gain) on sales of noncurrent assets                                  | 40                              | 20                              |
| Loss on retirement of noncurrent assets                                    | 1,149                           | 901                             |
| Decrease (increase) in accounts receivable - trade                         | (9)                             | (302)                           |
| Decrease (increase) in inventories   | 944                             | 187                             |
| Decrease (increase) in goodwill from acquisition of franchised restaurants | 280                             | 412                             |
| Decrease (increase) in other assets  | 1,162                           | (2,645)                         |
| Increase (decrease) in accounts payable-trade                              | 312                             | (352)                           |
| Increase (decrease) in accounts payable-other                              | 336                             | 1,854                           |
| Increase (decrease) in accrued expenses payable                            | (1,497)                         | 564                             |
| Increase (decrease) in other current liabilities                           | (1,095)                         | 352                             |
| Other, net   | 55                              | 854                             |
| Subtotal   | 35,265                          | 39,405                          |
| Interest income received   | 132                             | 65                              |
| Interest expenses paid   | (46)                            | (86)                            |
| Income taxes paid  | (15,314)                        | (3,323)                         |
| Income taxes refund  | 38                              | 5,091                           |
|  | 20,075                          | 41,152                          |
| <b>Net cash provided by (used in) investment activities</b>                |                                 |                                 |
| Purchase of property, plant and equipment                                  | (9,671)                         | (12,367)                        |
| Proceeds from sales of property, plant and equipment                       | 4,116                           | 2,759                           |
| Payments for lease and guarantee deposits                                  | (3,082)                         | (2,522)                         |
| Proceeds from collection of lease and guarantee deposits                   | 6,560                           | 4,891                           |
| Purchase of software   | (1,340)                         | (296)                           |
| Proceeds from liquidation of subsidiary                                    | -                               | 319                             |
| Other, net   | 79                              | 0                               |
|  | (3,337)                         | (7,215)                         |
| <b>Net cash provided by (used in) financing activities</b>                 |                                 |                                 |
| Repayments of finance lease obligations                                    | (439)                           | (812)                           |
| Proceeds from sale and lease back  | 494                             | -                               |
| Repurchase of treasury stock   | (0)                             | (0)                             |
| Cash dividends paid  | (3,977)                         | (3,945)                         |
|  | (3,922)                         | (4,757)                         |
| <b>Effect of exchange rate changes on cash and cash equivalents</b>        |                                 |                                 |
|  | (9)                             | (2)                             |
| <b>Net increase (decrease) in cash and cash equivalents</b>                | 12,805                          | 29,117                          |
| <b>Cash and cash equivalents at beginning of period</b>                    | 20,148                          | 32,953                          |
| <b>Cash and cash equivalents at end of period</b>                          | 32,953                          | 62,130                          |

## (5) Notes for assumption of going concern

Not applicable.

## (6) Significant accounting policy

| Item   | December 31, 2010   | December 31, 2011   |
|--|---|---|
| 1. Item relating to scope of consolidation                             | (1) Number of consolidated subsidiary: 3<br>Name of consolidated subsidiary:<br>McDonald's Company (Japan), Ltd.<br>EveryD Mc, Inc.<br>The JV Inc.  | (1) Number of consolidated subsidiary: 3<br>Name of consolidated subsidiary:<br>Same as on the left   |
|  | (2) Number of nonconsolidated subsidiary: 1<br>Name of nonconsolidated subsidiary: California Family Restaurants, Inc.<br>(Reason for exclusion from consolidation)<br>This nonconsolidated subsidiary is small in scale, and its effect on consolidated financial statements in terms of total assets, sales, net income for the term (amount corresponding to ownership share), and retained earnings (amount corresponding to ownership share) is not significant. | —   |
| 2. Item relating to application of the equity method                   | The Company did not apply the equity method to its nonconsolidated subsidiary California Family Restaurants, Inc. because of its minimal impact on consolidated net income, consolidated retained earnings, etc.  | —   |
| 3. Item relating to the fiscal years etc. of consolidated subsidiaries | All consolidated subsidiaries end their fiscal years on the same day as the date of closing of consolidated accounts.   | Same as on the left   |
| 4. Items related to accounting standards                               |   |   |
| (1) Standards and methods of valuation for important assets            | i. Marketable and investment securities<br>(a) Bonds held to maturity:<br>cost amortization method (straight line)<br>(b) Other securities:<br>Unquoted securities: valued at cost using the periodic average method  | i. Marketable and investment securities<br>(a) Bonds held to maturity:<br>Same as on the left<br>(b) Other securities:<br>Unquoted securities<br>Same as on the left  |
|  | ii. Derivatives<br>Market price method.   | ii. Derivatives<br>—  |
|  | iii. Inventories:<br>Merchandise<br>Raw materials and supplies<br>Inventories are measured principally at the lower cost or market, determined by the total average method (The carrying amount of inventories is determined by write-down method base on decreased profitability).   | iii. Inventories:<br>Raw materials and supplies<br>Inventories are measured principally at the lower cost or market, determined by the total average method (The carrying amount of inventories is determined by write-down method base on decreased profitability) |

| Item   | December 31, 2010  | December 31, 2011  |
|--|--|--|
| (2) Major depreciable assets and methods of depreciation | i. Property, plant and equipment (excluding lease assets): straight-line method<br>Years of useful life for principal assets:<br>Buildings and structures: 2 - 50 years<br>Machinery and equipment: 2 - 15 years<br>Tools, appliances and fixtures: 2 - 20 years   | i. Property, plant and equipment (excluding lease assets):<br><br>Same as on the left  |
|  | ii. Intangible assets (excluding lease assets): straight-line method<br>For software used internally, the straight-line method is applied based on the period of expected use by the Company (5 years).  | ii. Intangible assets (excluding lease assets):<br><br>Same as on the left   |
|  | iii. Lease assets<br>Lease assets related to finance lease transactions where there is no transfer of ownership:<br>straight-line method with estimated useful lives equal to lease terms, and zero residual values<br>For finance lease transactions where there is no transfer of ownership beginning on or before December 31, 2008, the Company continues to use an accounting method that is based on the method used for ordinary lease transactions.  | iii. Lease assets<br><br>Same as on the left   |
|  | iv Long-term prepaid expenses:<br>Straight-line method   | iv Long-term prepaid expenses:<br><br>Same as on the left  |
| (3) Standards for important allowances                   | i. Allowance for doubtful accounts<br>To provide for potential losses from doubtful accounts, the Company recognizes an amount calculated on the basis of a statutory deduction ratio for general accounts receivable plus an amount for specific accounts for which collection appears doubtful.  | i. Allowance for doubtful accounts<br><br>Same as on the left  |
|  | ii. Allowance for bonuses<br>In order to prepare for the payment of bonuses to employees, a provision is made for the estimated amount to be paid as of the end of the fiscal year.  | ii. Allowance for bonuses<br>Allowance for bonuses amount has been recorded for future bonus payments to employees for this consolidated fiscal year. As some employees are entitled to stock-price-linked bonus, such amount is estimated at the fair market value of each fiscal closing date for the period from the grant date to payment date calculated using the Black Scholes option model, multiplied by the proportion of the elapsed period over the total vested period. This calculation only reflects market conditions. |
|  | iii. Allowance for retirement benefits<br>To provide for employees' retirement benefits, the Company recognizes an amount based on retirement benefit liabilities and estimated pension assets as of the end of the term.<br>Differences arising in the course of mathematical calculations are proportionally divided using the straight-line method over a fixed number of years not exceeding the average number of remaining years of service of employees in each term (6), and are treated as expenses from the year following the year in which they occur. | iii. Allowance for retirement benefits<br><br>Same as on the left  |

| Item  | December 31, 2010  | December 31, 2011  |
|---|--|--|
|   | iv. Allowance for directors' retirement benefit<br>In order to prepare for the payment of retirement benefit to directors, a provision is made for the estimated amount to be paid as of the end of the fiscal year based on the regulations of retirement allowance to retiring directors.  | iv. Allowance for directors' retirement benefit<br>Same as on the left   |
|   | v. Allowance for store closing<br><br>A reasonably estimated amount is recorded in provision for store closing as loss expected to occur from store closing scheduled for this fiscal year.  | v. Allowance for store closing<br><br>—  |
|   |  | VI Allowance for loss on disaster<br>A reasonably estimated amount is recorded in provision for disaster as loss expected to occur for this fiscal year. |
| (4) Important hedge accounting methods  | i. Accounting method<br>Appropriated methods   | i. Accounting method<br>—  |
|   | ii. Hedging methods and items hedged:<br>Hedging methods: exchange contract<br>Items hedged: expected future imports   | ii. Hedging methods and items hedged:<br>—   |
|   | iii. Policy related to hedging:<br>McDonald's Japan hedges foreign currency risks in accordance with its internal rules. Exchange contract is executed within the amount of imported inventories under normal operating cycle.   | iii. Policy related to hedging:<br>—   |
|   | iv. Method of evaluating the effectiveness of hedging:<br>Accumulated amount of changes in cash flow between items hedged and hedging methods are matched quarterly to evaluate the effectiveness of hedging.  | iv. Method of evaluating the effectiveness of hedging:<br>—  |
| (5) Other significant items associated with the preparation of financial statements | Accounting for consumption taxes and local consumption taxes:<br>Amounts shown are exclusive of consumption taxes.   | Accounting for consumption taxes and local consumption taxes:<br>Same as on the left   |
| 5. Scope of funds in the consolidated statement of cash flows                       | "Funds" (cash and cash equivalents) in the context of the consolidated cash flows statement comprise cash on hand, freely withdraw able deposits, and short-term investments maturing in less than three months from the date of their acquisition, which must also be easily converted to cash and subject to minimal risk of price fluctuations. | Same as on the left  |



## (7) Changes in significant accounting policy

| December 31, 2010 | December 31, 2011  |
|-------------------|--|
| —                 | <p>“Accounting Standard for Asset Retirement Obligation” (Corporate Accounting Standard, Article 18; March 31, 2008) and “Guideline for Application of Accounting Standard for Asset Retirement Obligation” (Guideline for Application of Corporate Accounting Standard, Article 21; March 31, 2008) were applied from the first quarter of this consolidated fiscal year.</p> |

## (8) Notes to consolidated financial statements (Consolidated balance sheets - related)

| Millions of yen  | December 31, 2010 | December 31, 2011 |
|--|-------------------|-------------------|
| 1. Amounts at nonconsolidated subsidiaries and affiliates are as follows   |                   |                   |
| Investment securities  | 341               | —                 |
| 2. Contingent liabilities  |                   |                   |
| (1) Guarantees provided for borrowings from financial institutions by parties in which the Company has an equity stake:  |                   |                   |
| Toys"R"Us-Japan, Ltd.  | 600               | 248               |
| (2) Guarantees provided for employees' mortgages from banks:   | 1                 | —                 |
| 3. Reductions of property, plant and equipment from gains on insurance claims were 80 million yen, and reductions of tangible assets from expropriation were 69 million yen.   |                   |                   |
| 4. Revaluation of land   |                   |                   |
| As per the Law Regarding the Revaluation of Land (Public Law No. 34, March 31, 1998), land used for business purposes is revalued and any valuation differential is recorded under shareholders' equity.                           |                   |                   |
| Revaluation method:  |                   |                   |
| As per Article 2-3 of the Implementation Order for the Revaluation of Land (Public Ordinance No. 119, March 31, 1998), the calculation was carried out using a rational adjustment based on the valuation amount for property tax. |                   |                   |
| Date of revaluation: December 31, 2001   |                   |                   |
| Differential between book value and post-revaluation market value of revalued land at end of term  | (4,243)           | (3,993)           |
| 5. The book value of noncurrent assets transferred to other accounts due to selling of restaurant business to franchisee by entering franchise contracts:  |                   |                   |
| Buildings and structures   | 2,562             | 1,745             |
| Machinery and equipment  | 746               | 522               |
| Tools, furniture and fixtures  | 574               | 360               |
| Other  | 140               | 123               |
|  | 4,024             | 2,742             |

## (Consolidated statement of income - related)

| Millions of yen  | December 31, 2010 | December 31, 2011  |            |
|--|-------------------|--|------------|
| 1. Primary items and amounts included under selling, general and administrative expenses   |                   | 1. Primary items and amounts included under selling, general and administrative expenses |            |
| Sales promotion expenses   | 8,637             | Sales promotion expenses   | 6,657      |
| Salaries   | 6,281             | Advertising expenses   | 5,926      |
| Advertising expenses   | 6,209             | Salaries   | 5,884      |
| Depreciation and amortization  | 4,154             | Depreciation and amortization  | 4,413      |
| Provision for bonuses  | 1,709             | Provision for bonuses  | 1,623      |
| Pension expenses   | 493               | Pension expenses   | 1,021      |
| Provision of allowance for doubtful accounts   | 64                | Provision of allowance for doubtful accounts   | 54         |
| Provision for directors' retirement allowances   | 25                | Provision for directors' retirement allowances   | 25         |
| <hr/>  |                   |  |            |
| 2. 1,667 million yen of gain on sales of restaurant businesses from entering franchising contracts is included in sales. The determination of the value of restaurant businesses is based on the expected stream of future cash flows and is agreed by franchisee (buyer).   |                   | —  |            |
| <hr/>  |                   |  |            |
| 3. R&D expenses in selling, general and administrative expenses  | 336               | 2. R&D expenses in selling, general and administrative expenses                          | 354        |
| <hr/>  |                   |  |            |
| 4. Breakdown of losses on retirement of noncurrent assets  |                   | 3. Breakdown of losses on retirement of noncurrent assets                                |            |
| Buildings and structures   | 241               | Buildings and structures   | 160        |
| Machinery and equipment  | 27                | Machinery and equipment  | 95         |
| Tools, furniture and fixtures  | 77                | Tools, furniture and fixtures  | 62         |
| Software   | 81                | Software   | 1          |
|  | <u>428</u>        | Total  | <u>319</u> |
| <hr/>  |                   |  |            |
| 5. Provision for loss on store closing and loss on store closing   |                   |  |            |
| A reasonably estimated amount is recorded in provision for loss on store closing, for the loss is expected to accrue from closure of restaurants scheduled for this fiscal year. Those restaurants are believed to maximize operation efficiency and brand image, and further promote structural reforms by closing them, due to its scale and location. |                   |  |            |
| —  |                   |  |            |
| Loss on retirement of property, plant and equipment  | 23                |  |            |
| Restoration of leased building   | 525               |  |            |
| Penalty for breach of lease contract   | 57                |  |            |
| Loss on sale of land   | 209               |  |            |
| Other  | 46                |  |            |
| Total  | <u>862</u>        |  |            |
| Loss accrued from the restaurants closed during this consolidated fiscal year was recorded as loss on store closing.   |                   |  |            |
| Loss on retirement of tangible assets  | 3,936             |  |            |
| Restoration of leased building   | 3,166             |  |            |
| Penalty for breach of lease contract   | 1,765             |  |            |
| Other  | 869               |  |            |
| Total  | <u>9,738</u>      |  |            |

## 4. Provision for loss on disaster and loss on disaster

A reasonably estimated amount is recorded in provision for loss on disaster as expected damages by East Japan Great Earthquake for this fiscal year.

Breakdown of loss on disaster are as follows:

|                                     |            |
|-------------------------------------|------------|
| Cancellation fee of rent agreement  | 85         |
| De-arch cost and maintenance repair | 82         |
| Others                              | 20         |
| Total                               | <u>189</u> |

Actual amount for this year was recorded in loss on disaster as follows.

|  |              |
|--|--------------|
| Relief money                               | 302          |
| Advertising and promotion                  | 280          |
| Loss on disposal for restaurant facilities | 147          |
| De-arch cost and maintenance repair        | 101          |
| Others                                     | 227          |
| Total                                      | <u>1,059</u> |

## 6. Impairment loss

Impairment loss was recognized during current term  
Breakdown of impairment loss by assets type are as follows:

| Intended use | Assets type | Region       | Amount |
|--------------|-------------|--------------|--------|
| Common asset | Software    | Headquarters | 2,333  |

The Group coordinates assets into groups based on their geographical locations, with which we continually monitor income and expenditure for our managerial accounting purposes. As Headquarters does not generate cash flow, assets are categorized as common asset.

After holding a thorough review of IT investment strategy based on ever-changing current business environment, the company decided to write down the net book value of the software, which likely provides little returns from its continuous use or investment, to a recoupable level. This resulted in reporting extraordinary loss of 2,233 million yen as impairment loss. Calculation of recoupable value is based on net sale value; however, sale and diversion of such asset is difficult to implement and thus assessed recoupable value as zero.

## 5. Impairment loss

Impairment loss was recognized during current term  
Breakdown of impairment loss by assets type are as follows:

| Intended use         | Assets type              | Region | Amount |
|----------------------|--------------------------|--------|--------|
| Operating restaurant | Buildings and structures | KANTO  | 37     |

Calculations of impairment losses were conducted by grouping assets and grouping assets are the certain regional area that we monitor its revenue and expense continuously, mainly managerial accounting unit. Group assets that generates operating loss continuously and off-chance to recover their book value are considered to be impaired, and the book value was written down to recoverable level. That write-down (37 million yen) was reported as an impairment loss and shown in the extraordinary loss.

Breakdown of impairment loss by assets type are as follows:

|                               |           |
|-------------------------------|-----------|
| Buildings and structures      | 22        |
| Machinery and equipment       | 11        |
| Tools, furniture and fixtures | 3         |
| Total                         | <u>37</u> |

The recoverable value of the group assets was calculated by utility value and it was calculated by discounting future cash flow at 5.9% rate.

## 7. The detail for loss on sales of noncurrent assets is as below:

|                               |           |
|-------------------------------|-----------|
| Machinery and equipment       | 12        |
| Tools, furniture and fixtures | 4         |
| Total                         | <u>17</u> |

## 6. The detail for loss on sales of noncurrent assets is as below:

|                               |           |
|-------------------------------|-----------|
| Machinery and equipment       | 15        |
| Tools, furniture and fixtures | 4         |
| Other                         | 0         |
| Total                         | <u>20</u> |

## (Consolidated statement of shareholders' equity - related)

December 31, 2010

### 1. Type and number of outstanding shares and treasury stock

|                    | December 31, 2009 | Increase | Decrease | December 31, 2010 |
|--------------------|-------------------|----------|----------|-------------------|
| Outstanding shares |                   |          |          |                   |
| Common stock       | 132,960,000       | —        | —        | 132,960,000       |
| Total              | 132,960,000       | —        | —        | 132,960,000       |
| Treasury stock     |                   |          |          |                   |
| Common stock*      | 473               | 229      | —        | 702               |
| Total              | 473               | 229      | —        | 702               |

\*Note: Increase in 229 treasury stocks is due to the acquisition of fractional shares.

### 2. Type and number of warrant

Not applicable.

### 3. Dividend

#### (1) Amount of dividend paid

| Resolution   | Type of share | Total amount of dividend (million yen) | Dividend per share (yen) | Reference date | Effective date |
|--|---------------|--|--------------------------|----------------|----------------|
| Regular general shareholders meeting<br>March 25, 2010 | Common stock  | 3,988                                  | 30                       | 2009/12/31     | 2010/3/26      |

#### (2) Amount which reference date is in the current year but effective date is in the following year (forecast)

| Resolution (forecast)                                  | Type of share | Total amount of dividend (million yen) | Resource          | Dividend per share (yen) | Reference date | Effective date |
|--|---------------|--|-------------------|--------------------------|----------------|----------------|
| Regular general shareholders meeting<br>March 29, 2011 | Common stock  | 3,988                                  | Retained earnings | 30                       | 2010/12/31     | 2011/3/30      |

December 31, 2011

### 1. Type and number of outstanding shares and treasury stock

|                    | December 31, 2010 | Increase | Decrease | December 31, 2011 |
|--------------------|-------------------|----------|----------|-------------------|
| Outstanding shares |                   |          |          |                   |
| Common stock       | 132,960,000       | —        | —        | 132,960,000       |
| Total              | 132,960,000       | —        | —        | 132,960,000       |
| Treasury stock     |                   |          |          |                   |
| Common stock*      | 702               | 1        | —        | 703               |
| Total              | 702               | 1        | —        | 703               |

\*Note: Increase in 1 treasury stocks is due to the acquisition of fractional shares.

### 2. Type and number of warrant

Not applicable.

### 3. Dividend

#### (1) Amount of dividend paid

| Resolution   | Type of share | Total amount of dividend (million yen) | Dividend per share (yen) | Reference date | Effective date |
|--|---------------|--|--------------------------|----------------|----------------|
| Regular general shareholders meeting<br>March 29, 2011 | Common stock  | 3,988                                  | 30                       | 2010/12/31     | 2011/3/30      |

#### (2) Amount which reference date is in the current year but effective date is in the following year (forecast)

To be decided as follow:

| Resolution (forecast)                                  | Type of share | Total amount of dividend (million yen) | Resource          | Dividend per share (yen) | Reference date | Effective date |
|--|---------------|--|-------------------|--------------------------|----------------|----------------|
| Regular general shareholders meeting<br>March 29, 2012 | Common stock  | 3,988                                  | Retained earnings | 30                       | 2011/12/31     | 2012/3/30      |

## (Consolidated statement of cash flows - related)

| December 31, 2010  |  | December 31, 2011  |  |
|--|--|--|--|
| 1. Correlation between balance of cash and cash equivalents and amount recorded in consolidated balance sheet  | (as of December 31, 2010)<br>(millions of yen) | 1. Correlation between balance of cash and cash equivalents and amount recorded in consolidated balance sheet  | (as of December 31, 2011)<br>(millions of yen) |
| Cash and deposits  | 25,954   | Cash and deposits  | 28,433   |
| Securities   | 6,998  | Securities   | 33,697   |
| Cash and cash equivalents  | 32,953   | Cash and cash equivalents  | 62,130   |
| 2. Significant noncash transactions:<br>The amount of asset and liability related to finance lease transactions newly booked in this year are 3,091 million yen and 3,246 million yen, respectively. |  | 2. Significant noncash transactions:<br>The amount of asset and liability related to finance lease transactions newly booked in this year are 1,569 million yen and 1,648 million yen, respectively. |  |

## **(Segment information)**

### **Business segment information**

For the year ended December 2010 (January 1 – December 31, 2010), sales, operating income and assets corresponding to hamburger restaurant operations accounted for more than 90% of the total sales, operating income and assets for all business segments. Accordingly, business segment information is omitted.

### **Geographical segment information**

For the year ended December 2010 (January 1 – December 31, 2010), the Company had no consolidated subsidiaries domiciled outside Japan. Accordingly, there is no geographical segment information.

### **Overseas sales**

For the year ended December 2010 (January 1 – December 31, 2010), the Company had no sales outside Japan, therefore this section is omitted.

### **Relevant Information**

For the year ended December 2011 (January 1 – December 31, 2011)

#### **1. Information by Products and Service**

Sales of company-owned hamburger restaurant business was 226 billion 972 million yen, franchise revenue was 74 billion 760 million yen, and other sales was 606 million yen. Franchise revenue includes 2 billion 608 million yen of gain on store sales brought by franchising of hamburger restaurants. Selling price of these restaurants were calculated based on the cash flow expected to be generated by the corresponding restaurant and agreed with buyer franchisee.

#### **2. Information by Region**

The Company does not own consolidated subsidiary in other country or area of the world other than Japan, so neither overseas sales nor tangible fixed asset exists.

#### **3. Information by Major Client**

Description of this item is abbreviated as the Company does not have client whose purchase volume is more than 10% of total sales.

## **(Per share-related financial information)**

| <b>Yen</b>  | <b>December 31, 2010</b> |   | <b>December 31, 2011</b> |
|---|--------------------------|---|--------------------------|
| Shareholders' equity per share  | 1,145.63                 | Shareholders' equity per share  | 1,215.64                 |
| Net income per share  | 59.15                    | Net income per share  | 100.02                   |
| No amounts for fully diluted earnings per share have been shown because the Company had neither bonds with warrants nor convertible bonds outstanding in the year to December 2010. |                          | No amounts for fully diluted earnings per share have been shown because the Company had neither bonds with warrants nor convertible bonds outstanding in the year to December 2011. |                          |

(Note)

Net earning per share is calculated based on the following information.

| <b>Millions of yen</b>   | <b>December 31, 2010</b> | <b>December 31, 2011</b> |
|--|--------------------------|--------------------------|
| Net income   | 7,864                    | 13,298                   |
| Income not available to common stockholders                    | -                        | -                        |
| Income available to common stockholders                        | 7,864                    | 13,298                   |
| Average number of common shares outstanding (thousands shares) | 132,959                  | 132,959                  |

**(Important matters occurring subsequent to report period)**

Not applicable

(Omission of Disclosure)

Notes related to the following items are omitted as it was determined that disclosing them in the financial result report has little necessity: Lease, Financial commodity, Securities, Derivative, Retirement benefits, Stock option, Deferred tax, Business combination, Real-estate lease, and Related party information Stock option, Deferred tax, Business combination, Real-estate lease, and Related party information



## 5. Nonconsolidated Financial Statements

### (1) Nonconsolidated balance sheets

| Millions of yen  | December 31, 2010 | December 31, 2011 |
|--|-------------------|-------------------|
| <b>(Assets)</b>  |                   |                   |
| <b>Current assets</b>  |                   |                   |
| Cash and deposits  | 10,424            | 17,817            |
| Accounts receivable - trade  | 5,973             | 5,497             |
| Securities   | 6,998             | 33,697            |
| Prepaid expenses   | 2,235             | 2,334             |
| Deferred tax assets  | 65                | 77                |
| Short-term loans receivable  | 23,000            | 5,500             |
| Income taxes receivable  | 5,000             | 1,592             |
| Accounts receivable Other  | —                 | 2,468             |
| Other  | 0                 | 15                |
| Total current assets   | <u>53,699</u>     | <u>69,001</u>     |
| <b>Noncurrent assets</b>   |                   |                   |
| <b>Property, plant and equipment</b>                                       |                   |                   |
| Buildings  | 30,446            | 29,124            |
| Accumulated depreciation   | (24,528)          | (23,803)          |
| Buildings, net   | <u>5,918</u>      | <u>5,320</u>      |
| Structures   | 3,153             | 2,843             |
| Accumulated depreciation   | (2,665)           | (2,458)           |
| Structures, net  | <u>488</u>        | <u>384</u>        |
| Tools, furniture and fixtures  | 77                | 77                |
| Accumulated depreciation   | (77)              | (77)              |
| Tools, furniture and fixtures, net   | <u>0</u>          | <u>0</u>          |
| Land   | 17,526            | 17,383            |
| Total property, plant and equipment  | <u>23,932</u>     | <u>23,088</u>     |
| <b>Intangible assets</b>   |                   |                   |
| Leasehold right  | 718               | 718               |
| Software   | 11,552            | 7,719             |
| Telephone subscription right   | 39                | 38                |
| Total intangible assets  | <u>12,310</u>     | <u>8,476</u>      |
| <b>Investments and other assets</b>  |                   |                   |
| Investment securities  | 56                | 56                |
| Stocks of subsidiaries and affiliates                                      | 1,370             | 1,029             |
| Long-term loans receivable   | 9                 | 9                 |
| Claims provable in bankruptcy, claims provable in rehabilitation and other | 611               | 588               |
| Long-term prepaid expenses   | 1,291             | 1,230             |
| Deferred tax assets  | 1,484             | 839               |
| Lease and guarantee deposits   | 54,794            | 52,110            |
| Other  | 105               | 61                |
| Allowance for doubtful accounts  | (670)             | (676)             |
| Total investments and other assets   | <u>59,052</u>     | <u>55,249</u>     |
| Total noncurrent assets  | <u>95,295</u>     | <u>86,813</u>     |
| <b>Total assets</b>  | <u>148,994</u>    | <u>155,815</u>    |

| Millions of yen  | December 31, 2010 | December 31, 2011 |
|--|-------------------|-------------------|
| <b>(Liabilities)</b>                                   |                   |                   |
| <b>Current liabilities</b>                             |                   |                   |
| Accounts payable - trade                               | 562               | 584               |
| Accounts payable - other                               | 4,478             | 4,674             |
| Accrued expenses                                       | 93                | 412               |
| Income taxes payable                                   | 77                | 90                |
| Allowance for Loss On disaster                         | —                 | 22                |
| Other  | 493               | 98                |
| Total current liabilities                              | 5,705             | 5,883             |
| <b>Noncurrent liabilities</b>                          |                   |                   |
| Long-term loans payable to subsidiaries and affiliates | 500               | 500               |
| Provision for bonuses                                  | —                 | 21                |
| Provision for directors' retirement benefits           | 82                | 95                |
| Long-term guarantee deposited                          | 185               | 141               |
| Deferred tax liabilities for land revaluation          | 508               | 476               |
| Asset retirement obligations                           | —                 | 2,163             |
| Other  | 279               | 68                |
| Total noncurrent liabilities                           | 1,555             | 3,466             |
| Total liabilities                                      | 7,261             | 9,349             |
| <b>(Net assets)</b>                                    |                   |                   |
| <b>Shareholders' equity</b>                            |                   |                   |
| Capital stock  | 24,113            | 24,113            |
| Capital surplus  |                   |                   |
| Legal capital surplus                                  | 42,124            | 42,124            |
| Total capital surplus                                  | 42,124            | 42,124            |
| Retained earnings                                      |                   |                   |
| Legal retained earnings                                | 253               | 253               |
| Other retained earnings                                |                   |                   |
| Retained earnings brought forward                      | 80,279            | 85,058            |
| Total earned surpluses                                 | 80,532            | 85,311            |
| Treasury stock   | (1)               | (1)               |
| Total shareholders' equity                             | 146,769           | 151,548           |
| <b>Valuation &amp; translation adjustments</b>         |                   |                   |
| Revaluation reserve for land                           | (5,035)           | (5,082)           |
| Total valuation and translation adjustments            | (5,035)           | (5,082)           |
| <b>Total net assets</b>                                | <b>141,733</b>    | <b>146,465</b>    |
| <b>Total liabilities and net assets</b>                | <b>148,994</b>    | <b>155,815</b>    |

## (2) Nonconsolidated statement of income

| Millions of yen  | Year ended<br>December 31, 2010 | Year ended<br>December 31, 2011 |
|--|---------------------------------|---------------------------------|
| <b>Net sales</b>   |                                 |                                 |
| Income on real-estate rental   | 60,036                          | 53,222                          |
| Dividend from affiliated company   | 25,000                          | 8,000                           |
| Total net sales  | 85,036                          | 61,222                          |
| <b>Cost of sales</b>   |                                 |                                 |
| Cost of real-estate rental   | 56,475                          | 49,986                          |
| Total cost of sales  | 56,475                          | 49,986                          |
| <b>Gross profit on sales</b>   | 28,561                          | 11,236                          |
| <b>Selling, general and administrative expenses</b>                                    | 3,251                           | 3,152                           |
| <b>Operating income</b>  | 25,309                          | 8,083                           |
| <b>Non-operating income</b>  |                                 |                                 |
| Interest income  | 244                             | 386                             |
| Management service fee income  | 206                             | 252                             |
| Compensation income  | 37                              | 39                              |
| Other  | 56                              | 120                             |
| Total non-operating income   | 545                             | 799                             |
| <b>Non-operating expenses</b>  |                                 |                                 |
| Interest expenses  | 8                               | 8                               |
| Loss on retirement of noncurrent assets at Company-operated restaurants                | 70                              | 15                              |
| Provision of allowance for doubtful accounts   | —                               | 67                              |
| Other  | 6                               | 18                              |
| Total non-operating expenses   | 86                              | 110                             |
| <b>Ordinary income</b>   | 25,768                          | 8,773                           |
| <b>Extraordinary income</b>  |                                 |                                 |
| Reversal of allowance for doubtful accounts  | 117                             | 22                              |
| Compensation for transfer  | —                               | 29                              |
| Penalty income   | —                               | 2,333                           |
| Total extraordinary income   | 117                             | 2,385                           |
| <b>Extraordinary loss</b>  |                                 |                                 |
| Loss on retirement of noncurrent assets  | 22                              | 28                              |
| Loss on adjustment for changes of accounting standard for asset retirement obligations | —                               | 1,618                           |
| Impairment loss  | 2,333                           | —                               |
| Provision of allowance for loss on disaster  | —                               | 22                              |
| Loss On disaster   | —                               | 108                             |
| Loss on liquidation of subsidiaries  | —                               | 22                              |
| Total extraordinary loss   | 2,355                           | 1,799                           |
| <b>Income before income taxes</b>  | 23,529                          | 9,358                           |
| Income taxes-current   | 9                               | 36                              |
| Income taxes-deferred  | (562)                           | 600                             |
| Total income taxes   | (553)                           | 637                             |
| <b>Net Income</b>  | 24,083                          | 8,721                           |

### (3) Nonconsolidated statement of changes in net assets

| Millions of yen                             | Year ended<br>December 31, 2010 | Year ended<br>December 31, 2011 |
|---|---------------------------------|---------------------------------|
| <b>Shareholders Equity</b>                  |                                 |                                 |
| <b>Capital stock</b>                        |                                 |                                 |
| Balance at previous year end                | 24,113                          | 24,113                          |
| Changes during this term                    |                                 |                                 |
| Total changes in this term                  | -                               | -                               |
| Balance at this year end                    | 24,113                          | 24,113                          |
| <b>Capital Surplus</b>                      |                                 |                                 |
| <b>Legal capital surplus</b>                |                                 |                                 |
| Balance at previous year end                | 42,124                          | 42,124                          |
| Changes during this term                    |                                 |                                 |
| Total changes in this term                  | -                               | -                               |
| Balance at this year end                    | 42,124                          | 42,124                          |
| <b>Total capital surplus</b>                |                                 |                                 |
| Balance at previous year end                | 42,124                          | 42,124                          |
| Changes during this term                    |                                 |                                 |
| Total changes in this term                  | -                               | -                               |
| Balance at this year end                    | 42,124                          | 42,124                          |
| <b>Retained earnings</b>                    |                                 |                                 |
| <b>Legal retained earnings</b>              |                                 |                                 |
| Balance at previous year end                | 253                             | 253                             |
| Changes during this term                    |                                 |                                 |
| Total changes in this term                  | -                               | -                               |
| Balance at this year end                    | 253                             | 253                             |
| <b>Other retained earnings</b>              |                                 |                                 |
| Carry forward retained earnings             |                                 |                                 |
| Balance at previous year end                | 60,389                          | 80,279                          |
| Changes during this term                    |                                 |                                 |
| Cash dividends                              | (3,988)                         | (3,988)                         |
| Net income                                  | 24,083                          | 8,721                           |
| Difference for revaluation reserve for land | (205)                           | 46                              |
| Total changes in this term                  | 19,889                          | 4,779                           |
| Balance at this year end                    | 80,279                          | 85,058                          |
| <b>Total retained earnings</b>              |                                 |                                 |
| Balance at previous year end                | 60,642                          | 80,532                          |
| Changes during this term                    |                                 |                                 |
| Cash dividends                              | (3,988)                         | (3,988)                         |
| Net income                                  | 24,083                          | 8,721                           |
| Difference for revaluation reserve for land | (205)                           | 46                              |
| Total changes in this term                  | 19,889                          | 4,779                           |
| Balance at this year end                    | 80,532                          | 85,311                          |
| <b>Treasury stock</b>                       |                                 |                                 |
| Balance at previous year end                | (0)                             | (1)                             |
| Changes during this term                    |                                 |                                 |
| Reacquisition of treasury stock             | (0)                             | (0)                             |
| Total changes in this term                  | (0)                             | (0)                             |
| Balance at this year end                    | (1)                             | (1)                             |

|   | Year ended<br>December 31, 2010 | Year ended<br>December 31, 2011 |
|---|---------------------------------|---------------------------------|
| <b>Total shareholders equity</b>                    |                                 |                                 |
| Balance at previous year end                        | 126,879                         | 146,769                         |
| Changes during this term                            |                                 |                                 |
| Reacquisition of treasury stock                     | (0)                             | (0)                             |
| Cash dividends                                      | (3,988)                         | (3,988)                         |
| Net income  | 24,083                          | 8,721                           |
| Difference for revaluation reserve for land         | (205)                           | 46                              |
| Total changes in this term                          | <u>19,889</u>                   | <u>4,779</u>                    |
| Balance at this year end                            | <u>146,769</u>                  | <u>151,548</u>                  |
| <b>Valuation &amp; translation adjustment</b>       |                                 |                                 |
| <b>Revaluation reserve for land</b>                 |                                 |                                 |
| Balance at previous year end                        | (5,240)                         | (5,035)                         |
| Changes during this term                            |                                 |                                 |
| Changes in items except shareholders' equity (net)  | 205                             | (46)                            |
| Total changes in this term                          | <u>205</u>                      | <u>(46)</u>                     |
| Balance at this year end                            | <u>(5,035)</u>                  | <u>(5,082)</u>                  |
| <b>Total valuation &amp; translation adjustment</b> |                                 |                                 |
| Balance at previous year end                        | (5,240)                         | (5,035)                         |
| Changes during this term                            |                                 |                                 |
| Changes in items except shareholders' equity (net)  | 205                             | (46)                            |
| Total changes in this term                          | <u>205</u>                      | <u>(46)</u>                     |
| Balance at this year end                            | <u>(5,035)</u>                  | <u>(5,082)</u>                  |
| <b>Total net asset</b>                              |                                 |                                 |
| Balance at previous year end                        | 121,639                         | 141,733                         |
| Changes during this term                            |                                 |                                 |
| Cash dividends                                      | (3,988)                         | (3,988)                         |
| Net income  | 24,083                          | 8,721                           |
| Reacquisition of treasury stock                     | (0)                             | (0)                             |
| Total changes in this term                          | <u>20,094</u>                   | <u>4,732</u>                    |
| <b>Balance at this year end</b>                     | <u>141,733</u>                  | <u>146,465</u>                  |

**(4) Notes for assumption of going concern**

Not applicable.

**6. Other**

**Changes in the board of directors**

Not applicable