



October 10, 2018

To whom it may concern

Company name: DesignOne Japan, Inc.

(Code : 6048 TSE1)

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### Financial Overview for FY08/18

DesignOne Japan, Inc. announces its financial overview for the fiscal year ended August 2018 (Sep. 1, 2017 – Aug. 31, 2018) as follows.

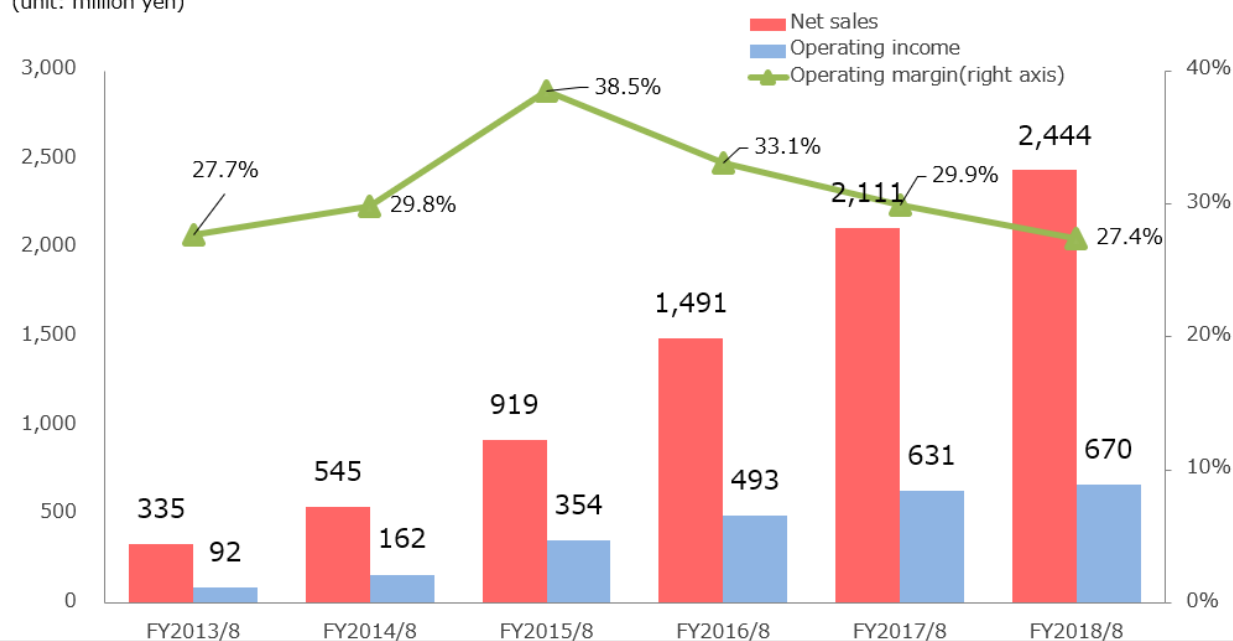
#### **1. For the full-year, both net sales (2,444 million yen) and operating income (670 million yen) recorded all-time highs**

Net sales increased by 15.8% YoY thanks to the growth in the number of charged posted stores.

Operating income also increased by 6.2% YoY, offsetting an increase in SG&A expenses due to an increase in personnel expenses and relocation expenses.

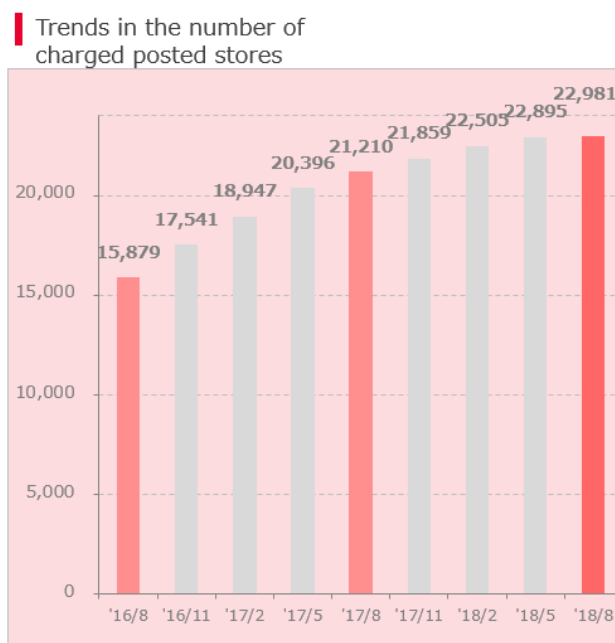
#### **Historical Net sales/Operating income**

(unit: million yen)



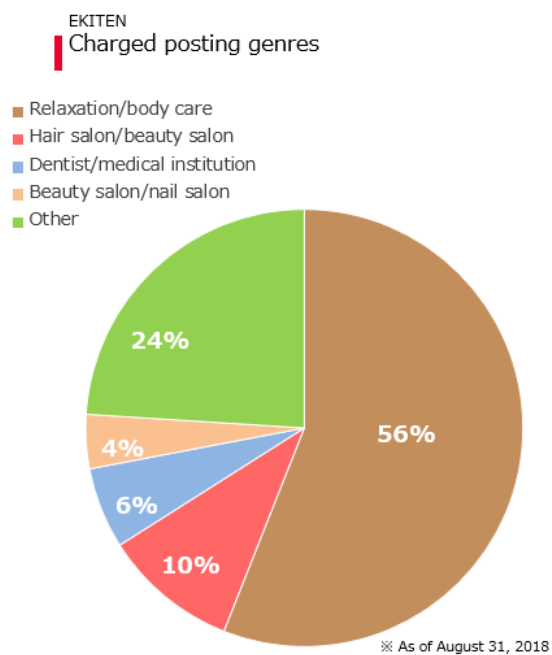
## 2. Number of charged posted stores increased by 1,771 in FY08/18

The number of charged posted stores increased by 1,771 YoY to 22,981, despite slow growth due to an increase in the number of cancellations and reducing promotional campaigns.



## 3. Consistently increasing the breadth of coverage of charged posted store genres

The media capabilities of the “Ekiten” business continued to increase along with growth in the number of charged posted stores and free posted stores. As a result, the company has steadily cultivated more stores other than the mainstay relaxation category.



## Quarterly breakdown of newly received orders by genre

