Third Quarter Fact Sheet (Non-Consolidated)

For FY ending February 2013

Treasure Factory Co., Ltd. (3093)

FY 2013 3Q

Corporate Profile (as of the end of November 2012)

Company Name :	Treasure Factory Co., Ltd.	Fiscal Year End :	End of February
Head Office :	3-32-6 Umejima, Adachi-ku, Tokyo 121-0816, Japan	President & CEO :	Eigo Nosaka
Phone :	+81-3-3880-8822 (Head Office)	Capital :	363 million yen
Foundation :	May 25th, 1995	Number of Employees :	320 (Note: This figure does not include part-time staff.)

Q3 Business Analysis

(Million JPY)

	YE2012 3Q	YE2013 3Q	VS.2012(%)
Net Sales	5,242	5,879	112.2%
Net Gross Operating Profit	3,427	3,921	114.4%
Selling, General, and Administrative Expenses	2,995	3,419	114.2%
Operating Income	431	502	116.3%
Ordinary Income	454	510	112.3%
Net Income	224	287	128.1%
Net Income per Share (JPY)	82.53	104.92	—

Q3 Balance Sheet

(Million JPY)

	YE2012 3Q	YE2013 3Q	YE2012
Total Assets	3,160	3,485	3,281
Total Liabilities	1,511	1,511	1,559
Total Net Assets	1,648	1,974	1,722
Equity Ratio (%)	52.2	56.6	52.5
ROE (%)	14.5	15.6	18.6
ROA (%)	7.7	8.5	10.0

Q3 Results for Existing Stores

	Results of existing stores
Sales compared with the same period last year	102.1%
Gross Profit compared with the same period last year	102.7%
Gross Profit Margin (difference with the same period last year)	66.5% 0.5%
Operating Profit compared with the same period last year	104.0%
Operating Profit Margin (difference with the same period last year)	21.6% 0.4%
Number of purchases compared with the same period last year	101.7%
Number of items sold compared with the same period last year	104.8%
Unit price per sales transaction (JPY)	2,734
(difference with the same period last year (JPY))	-74

Q3 Business Analysis

Sales for the whole company in the period under the review rose 12.2% year on year, and sales at existing stores (stores opened by the end of February 2011; the term "existing store" is defined in the same way throughout this document) rose 2.1% year on year. As for the various product categories, thanks to favorable conditions, sales of clothing and accessories rose the largest increasing 25.8% year on year.

The value of purchases rose 13.8% year on year for the whole company. Purchases from general customers rose 17.4% year on year for the whole company, with purchases at existing stores growing 6.6% year on year.

Gross profit margin for the whole company rose 1.0 percentage point year on year to 66.7%, and that for existing stores rose 0.5 percentage points to 66.5%. The net operating profit margin of the whole company rose 1.3 percentage points year on year to 66.7%.

As for selling, general, and administrative (SG&A) expenses, the SG&A expense ratio increased 1.1 percentage points year on year to 58.2% for various reasons including an increase in expenses for opening new stores as well as an increase in utility expenses due to an increase in electricity rates. As a result, the operating profit margin increased 0.3 percentage points year on year to 8.5% and the ordinary profit margin remained unchanged year on year at 8.7%.

Q3 Sales Performance by Business and Product

(Million JPY)

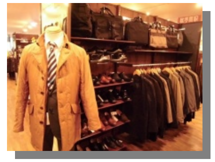
Products	Sales	Composition ratio	VS.2012 Q3(%)
Household goods	585	10.0%	94.6%
Clothing & accessories	3,365	57.2%	125.8%
Electrical appliances	1,069	18.2%	93.3%
Furniture	463	7.9%	99.0%
Hobby-related products	320	5.5%	112.0%
Other products	22	0.3%	106.7%
Subtotal	5,827	99.1%	111.7%
Franchise business	18	0.3%	152.3%
Other business	34	0.6%	240.6%
Total	5,879	100.0%	112.2%

Introduction of New Stores (September 2012 - November 2012)

1 general used merchandise "Treasure Factory" recycle shop and 1 used clothing/fashion accessories "Treasure Factory Style" recycle shop was launched.

Hadano Store opened in September 2012

Kawaguchi Store opened in October 2012



Total Number of Stores (as of the end of November 2012)

- Directly-managed stores : 61 stores
  (44 general used merchandise recycle shops, 17 used clothing and fashion accessories recycle shops)
- Franchise chain stores : 4 stores
  (4 general used merchandise recycle shops)

Total of 65 Stores

Business Results

(Million JPY)

Operational Results	YE2009	YE2010	YE2011	YE2012	YE2013 (Forecast)
Net Sales	4,242	5,230	6,347	7,205	8,231
Operating Income	221	358	392	570	611
Ordinary Income	221	357	396	594	617
Net Income	118	176	219	295	339
Net Income per Share (JPY)	9,965.15	14,628.06	83.56	108.58	123.50
Net Assets per Share (JPY)	70,987.78	83,480.24	533.30	630.60	—
Recurring Profit Margin (%)	5.2	6.8	6.2	8.3	7.5

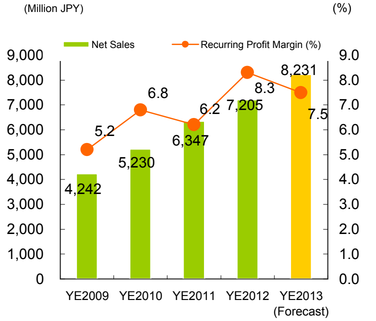
(Note)
The company implemented a stock split of its common shares at a ratio of 200 shares per share on March 1, 2010.

Dividend Data

(JPY)

Dividend Data	YE2011	YE2012	YE2013 (Forecast)
Annual Dividend per Share	10.0	15.0	17.0
Payout Ratio (%)	12.0	13.8	13.8
Dividend on Equity (%)	2.1	2.6	—

Sales & Recurring Profit Margin



Stock Data (as of the end of November 2012)

Number of Shares Issued:	2,751,400
Stock Exchange Listings:	Tokyo Securities Exchange Mothers
Unit of Stock:	100
Public Listing:	December 26th, 2007
Stock Code:	3093

Investor Relations (English)

http://www.treasurefactory.co.jp/ir/en

Notes