# Fiscal Year 2006 first-half results briefing document

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November 9, 2006

**Happinet Corporation** 



Forecasts of future performance are provided as a reference for investors. These forecasts are based on projections and estimates and do not represent an assurance or guarantee of future performance. Use this information with an understanding that actual results may differ from these

#### **Business results**

	Fiscal period	1H FY 2003	1H FY 2004	1H FY 2005	1H FY 2006	FY 2002	FY 2003	FY 2004	FY 2005	Remarks
	Net Sales	(¥ thousand) 52,484,708	59,211,025	64,566,137	68,140,929	122,515,841	122,722,894	140,461,595	155,703,391	
	Recurring profit	(¥ thousand) 458,454	877,306	1,463,328	1,064,325	1,380,129	1,326,321	3,030,557	3,786,648	
pe	Net profit/loss	(¥ thousand) 1,089,168		852,370	685,707	766,689	-686,818	1,580,783	2,270,747	
lidat	Net assets	(¥ thousand) 15,770,631	16,047,120	17,799,513	19,718,852	16,512,301	16,057,601	16,992,262	19,109,787	
Consolidated	Total assets	(¥ thousand) 39,069,727	37,830,355	41,118,944	43,063,276	39,975,413	37,034,100	39,829,631	45,719,978	
0	Net assets per share	1,312.00	1,335.24	1,481.29	1,641.15	1,408.83	1,336.02	1,413.96	1,590.44	
	Earnings per share	(¥ ) -91.32	37.71	70.93	57.07	64.4	-57.36	131.53	188.97	
	No. of employees	People 503	560	597	761	510	505	566	607	
	Net Sales	(¥ thousand) 11,238,047	58,272,970	63,913,938	58,194,442	39,441,524	31,287,698	138,647,374	154,255,488	
	Recurring profit	(¥ thousand) 45,269		1,528,001	970,498	362,764	483,873	3,005,602	3,868,638	
eq	Net profit/loss	(¥ thousand) 848,963	487,847	912,773	574,488	306,920	-723,007	1,570,526	2,188,704	
olidated	Net assets per share	(¥ ) 1,206.42	1,364.89	1,511.56	1,650.61	1,292.89	1,206.39	1,439.88	1,608.85	
	Dividends per share (Interim dividends)	(¥ )				25.00	25.00		27.50	
Non-cons	,	(12.50) (¥)	,	,	(15.00)	(12.50)	(12.50)	(10.00)	(12.50)	
	Earnings per share	-71.18	40.59	75.96	47.81	25.78	-60.39	130.68	182.14	
	Payout ratio	(%)	_	_	_	96.43	_	17.22	15.10	
	No. of employees	People 137		517	560	174	146	493	528	

Notes: 1. Consolidated and non-consolidated sales figures do not include consumption tax.

- 2. Happinet Corporation acquired an interest in e-Shopping! Toys Corporation on March 12, 2004, making it a subsidiary.
- 3. Happinet Corporation merged with Happinet JP Corporation, Happinet Pictures Corporation, and Happinet Robin Corporation on April 1, 2004.
- 4. e-Shopping! Toys Corporation, Scitron Digital Contents Inc., and Happinet AM Service West Corporation were included as consolidated subsidiaries from fiscal 2004

5. The business of Scitron Digital Contents Inc. was transferred to Happinet Corporation on April 1, 2006 and liquidation of the company was completed on September 20, 2006.

- 6. Happinet AM Service West Corporation changed its name to Happinet AM Service Corporation on April 1, 2006.
- 7. Happinet Corporation acquired an interest in Mori Toys Co., Ltd. on June 19, 2006, making it a subsidiary.
- 8. e-Shopping! Toys Corporation changed its name to Happinet Online Corporation on July 1, 2006.

# 1. Fiscal 2006 first-half consolidated profit & loss statement

(¥ millions, %, people, ¥; rounded down)

		2005 First		Fiscal 2006 First Half			Remarks	(Reference)
		% of total	YoY		% of total	YoY	Remarks	Revised 10/31
Net sales	64,566	100.0	9.0	68,140	100.0	5.5		68,000
Cost of sales	56,252	87.1	9.0	59,414	87.2	5.6	Includes inventory disposal loss of ¥ 587m	
Gross profit	8,313	12.9	9.5	8,725	12.8	5.0		
SG&A expenses	6,943	10.8	3.0	7,848	11.5	13.0		
Personnel	2,123	3.3	7.3	2,642	3.9	24.4		
Contract personnel costs	479	0.7	6.0	646	0.9	34.8		
Depreciation and amortization	200	0.3	-25.2	171	0.3	-14.1		
Operating profit	1,369	2.1	60.7	877	1.3	-35.9		
Non-operating income	97	0.2	102.3	232	0.3	138.0		
Interest and dividends received	11	0.0	79.4	14	0.0	25.4		
Other	86	0.1	105.8	218	0.3	153.2		
Non-operating expenses	3	0.0	-83.3	45	0.1	1,088.0		
Interest paid	0	0.0	-42.9	35	0.1	5,883.0		
Other	3	0.0	-85.2	10	0.0	214.1		
Recurring profit	1,463	2.3	66.8	1,064	1.6	-27.3		1,000
Extraordinary gains	57	0.1	1,412.6	8	0.0	-85.9		
Extraordinary losses	55	0.1	510.5	7	0.0	-86.5		
Net profit before income taxes	1,465	2.3	68.0	1,064	1.6	-27.3		
Income taxes	612	0.9	57.2	378	0.6	-38.2		
Minority interests	_	_	_	0	0.0	l		
Net profit	852	1.3	88.1	685	1.0	-19.6		680
Earnings per share (¥)	70.93	_	88.1	57.07	_	-19.5	1	
Average number of shares during period	12,016,944			12,015,292				-
No. of employees at end of period	597	_	6.6	761	_	27.6	Mori Toys has 126 employees	
Capital expenditures	176	_	162.5	452	_	156.0		

Note: The number of employees includes employees temporarily transferred from other companies and contract employees, but excludes employees seconded to other companies and temporary employees.

## 1. Fiscal 2006 first-half consolidated results

1. Sales by business segment

(¥ millions, %; rounded down)

Period	Fisca	Fiscal 2005 first half			Fiscal 2006 first half			Fiscal 2005	)	(Ref) Sales at Mori Toys in 1H FY 2006	Domarke
Segment		% of total	YoY		% of total	YoY		% of total	YoY	Toys in 1H FY 2006	Remarks
Toy business	25,246	39.1	5.0	25,581	37.5	1.3	58,724	37.7	12.8	2,935	
Video-related business	24,983	38.7	26.2	21,765	31.9	-12.9	52,266	33.6	15.0	1	
Video game business	8,314	12.9	-3.3	14,463	21.2	73.9	32,469	20.8	13.1	6,561	
Amusement business	2,876	4.4	-9.1	3,362	4.9	16.9	5,904	3.8	-6.6	70	
Other businesses	3,144	4.9	-13.0	2,967	4.4	-5.6	6,337	4.1	-20.0	-	
Total	64,566	100.0	9.0	68,140	100.0	5.5	155,703	100.0	10.9	9,567	

2. Operating profit by business segment

(¥ million, %; rounded down)

Period	Fiscal 2005 first half Fiscal 2006 first half				Fisca	2005	Remarks
Segment		YoY		YoY		YoY	Remarks
Toy business	1,537	99.6	715	-53.4	3,389	95.3	
Video-related business	192	-80.8	396	105.8	411	-76.8	
Video game business	93	ı	194	108.4	731	141.0	
Amusement business	88	2.1	143	62.0	134	1.1	
Other businesses	81	-27.6	80	-0.7	111	-63.2	
Eliminations and corporate	-623		-654		-1,307		
Total	1,369	60.7	877	-35.9	3,470	17.0	

3. Sales by channel

(¥ million, %; rounded down)

Period Fiscal 2005 first half				Fiscal 2006 first half				Fiscal 2005		Remarks
Channel		% of total	YoY		% of total	YoY		% of total	YoY	Remarks
General merchandise store	97	15.1	10.5	118	17.4	21.3	218	14.1	-6.7	
Convenience stores	58	9.0	-14.8	51	7.6	-11.0	135	8.7	-10.4	
Suburban stores	78	12.2	5.4	65	9.6	-17.0	185	11.9	10.9	
E-commerce	104	16.1	-	119	17.5	14.5	240	15.4	47.4	
Specialty stores	150	23.3	-3.8	176	25.8	17.1	448	28.8	24.7	Includes consumer electronics and camera stores
Wholesalers	79	12.3	0.2	74	11.0	-5.8	177	11.4	2.8	
Department stores	6	1.0	15.9	16	2.5	163.5	22	1.4	60.6	
Other	70	11.0	_	58	8.6	-16.9	129	8.3	-9.6	
Total	645	100.0	9.0	681	100.0	5.5	1,557	100.0	10.9	

## 1. Fiscal 2006 first-half consolidated results

## 4. Sales in main business segments

■ Toy sales by manufacturer

(¥ billions, %; rounded down)

Period	Fiscal 2005 first half		Fisca	Fiscal 2006 first half			iscal 200	5	Remarks
Manufacturer		% of total		% of total	YoY		% of total	YoY	Remarks
Bandai Co., Ltd.	16.3	64.9	14.6	57.3	-10.6	37.9	64.6	21.9	
Tomy Co., Ltd.	1.7	6.8	2.3	9.2	36.0	4.3	7.4	-1.2	
Happinet originals	1.4	5.7	1.1	4.6	-17.6	2.8	4.8	8.6	
Other manufacturers	5.6	22.5	7.3	28.9	29.9	13.5	23.2	-2.3	
Total	25.2	100.0	25.5	100.0	1.3	58.7	100.0	12.8	

Video-related business sales composition

(¥ billion, %; rounded down)

Period	Fisca	Fiscal 2005 first half		Fisca	Fiscal 2006 first half			iscal 200	5	Remarks
Division		% of total	YoY		% of total	YoY		% of total	YoY	Remarks
Wholesale	19.8	79.4	43.6	16.4	75.7	-17.3	40.4	77.4	18.2	
Exclusive titles	5.1	20.6	-14.0	5.2	24.3	4.5	11.8	22.6	5.3	
Total	24.9	100.0	26.2	21.7	100.0	-12.9	52.2	100.0	15.0	

## 1. Fiscal 2006 first-half consolidated results

## 3. Sales in main business segments

## Sales by video game machine

(¥ billions, %; rounded down)

Period Fiscal 2005 first half			Fiscal 2006 first half			F	iscal 2005		Remarks	
Machine		% of total	YoY		% of total	YoY		% of total	YoY	Nemarks
PlayStation 2	4.8	58.4	-18.5	3.3	23.4	-30.3		45.1	-24.3	
PlayStation Portable	1.6	19.5	_	2.1	14.7	30.6	4.5	14.1	64.3	
PlayStation	0.0	0.1	-81.4	0.0	0.0	0.0	0.0	0.0	0.0	
Nintendo DS	0.2	3.2	_	7.6	52.7	2763.2	2.3	7.1	3013.5	
Game Boy Advance	1.1	14.2	-34.4	0.0	0.1	-98.6	1.3	4.1	-60.7	
GameCube	0.0	0.7	-61.7	0.0	0.0			0.3	-66.6	
Other	0.3	3.9	-51.0	1.3	9.1	306.5	9.5	29.3	246.6	
Total	8.3	100.0	-3.3	14.4	100.0	73.9	32.4	100.0	13.1	

## Breakdown of PlayStation sales and sales volume

(¥ billion, %; rounded down)

	,										, ,,,
	Period	Fisca	al 2005 first	half	Fisc	al 2006 first	t half	Fiscal 2005			Remarks
Item			% of total	YoY		% of total	YoY		% of total	YoY	INCITIALINS
PS2 hardware		0.8	13.8	-23.7	0.3	7.1	-56.5	2.1	10.9	-56.7	
		(47,000 units)			(22,000 units)			(110,000 units)			
PS2 software		3.7	57.9	-16.1	2.8	52.3	-23.1	12.1	63.1	-11.8	
PS2 accessories		0.2	3.2	-32.3	0.1	2.0	-46.2	0.4	2.2	-43.6	
PSP hardware		1.0	16.9	_	0.9	17.8	-10.2	3.0	15.6	42.5	
i Si Haluwale		(46,000 units)			(44,000 units)			(120,000 units)			
PSP software		0.5	7.8		1.1	20.1	118.8	1.4	7.8	145.1	
PSP accessories		0.0	0.4		0.0	0.7	28.6	0.0	0.4	9.8	
Total	·	6.4	100.0	8.9	5.5	100.0	-15.0	19.2	100.0	-13.1	

# 1. Fiscal 2006 first-half consolidated balance sheet (1)

(¥ millions; rounded down)

					(+ millions, rounded dow
	Fiscal 2005	Fiscal 2005	Fiscal 200	6 first half	Remarks
	first half	FISCAI 2005		YoY	Remarks
Assets					
(1) Current assets	37,303	41,569	37,443	-4,126	
1. Cash and deposits	8,075	9,480	4,151	-5,328	
2. Accounts and notes receivable	19,345	21,721	20,339	-1,382	
3. Inventories	6,048	5,163	7,367	2,203	
4. Advances	2,269	3,414	4,199	784	
5. Deferred tax assets	728	798	579	-218	
6. Other	881	1,030	839	-191	
7. Allowance for doubtful accounts	-46	-39	-32	6	
(2) Fixed assets	3,815	4,150	5,620	1,469	
Tangible fixed assets	1,172	1,170	1,641	470	
Buildings and structures	365	347	491	144	
Land	233	233	547	313	
Other	573	589	602	12	
2. Intangible fixed assets	581	776	1,454	677	
Goodwill	206	164	621	456	
Other	374	612	833	220	
3. Investments and other assets	2,062	2,203	2,524	321	
Investment securities	1,262	1,393	1,580	186	
Long-term prepaid expenses	6	5	6	1	
Guarantees paid	469	469	521	51	
Deferred tax assets	248	257	218	-39	
Other	166	159	381	221	
Allowance for doubtful accounts	-91	-83	-183	-100	
Total assets	41,118	45,719	43,063	-2,656	

# 1. Fiscal 2006 frst-half consolidated balance sheet (2)

(¥ millions; rounded down)

	Fiscal 2005 first half	Fiscal 2005	Fiscal 200	6 first half YoY	Remarks
Liabilities					
(1) Current liabilities	21,741	24,978	21,681	-3,297	
Accounts and notes payable	18,742	20,077	18,539	-1,538	
2. Deferred payments	1,694	2,375	1,987	-387	
3. Income tax payable	587	1,095	215	-879	
4. Bonus reserve	312	653	372	-280	
5. Other	405	777	566	-211	
(2) Fixed liabilities	1,577	1,631	1,662	31	
Reserve for retirement benefits	859	917	952	34	
2. Guarantees received	707	706	698	-7	
<ol><li>Deferred tax liabilities</li></ol>	_	_	7	7	
4. Negative goodwill	10	8	5	-2	
5. Other			-	_	
Total liabilities	23,319	26,610	23,344	-3,265	
Shareholders' equity					
(1) Capital	2,751	2,751	2,751	_	
(2) Capital reserve	2,776	2,776	2,776	_	
(3) Retained earnings	11,965	13,233	13,738	505	
(4) Treasury stock	-10	-12	-13	-0	
(5) Net unrealized gain on securities	316	361	465	104	
(6) Minority interests			-	_	
Total shareholders' equity	17,799	19,109	19,718	609	
Total liabilities and shareholders' equity	41,118	45,719	43,063	-2,656	

Net assets per share (¥) 1,481.29 1,590.44 1,641.15 50.72

Shares outstanding at end of period

12,016,260 12,015,435 12,015,245

## 1. Fiscal 2006 first-half consolidated cash-flow statement

(¥ millions; rounded down)

	Fiscal 2005	Fiscal 200	(# millions, rounded down)	
	first half	1 10001 200	YoY	Remarks
(1) Cash flows from operating activities				
Net profit before income taxes	1,465	1,064	-400	
Depreciation and amortization	200	171	-28	
Change in trade receivables	-842	3,487	4,330	
Change in inventories	-1,619	-1,481	137	
Change in trade payables	1,113	-2,707	-3,821	
Change in other receivables	268	273	4	
Change in other payables	147	-539	-687	
Other	-208	-1,287	-1,078	
Payment of income taxes	-896	-1,081	-184	
Net cash provided by/used in operating activities	-371	-2,099	-1,728	
(2) Cash flows from investing activities				
Payments for purchase of tangible and intangible fixed assets	-159	-397	-237	
Payments for purchase of investment securities	-104	-9	95	
Proceeds from sale of investment securities	20	60	39	
Payments for purchase of stock in subsidiaries with change in scope of consolidation		-804	-804	
Other	-0	-9	-8	
Net cash provided by/used in investing activities	-245	-1,160	-915	
(3) Cash flows from financing activities				
Payments of dividends	-150	-180	-29	
Proceeds from sale of treasury stock	0	_	-0	
Other	-3	-1,887	-1,884	
Net cash provided by/used in financing activities	-153	-2,067	-1,914	
(4) Change in cash and equivalents	-770	-5,328	-4,558	
(5) Cash and equivalents at beginning of period	8,845	9,480	634	
(6) Cash and equivalents at end of period	8,075	4,151	-3,923	

#### 2. Fiscal 2006 forecasts—consolidated statements of income

(¥ million, %, people, ¥; rounded down)

	Fiscal 2005		Fiscal	2006 Forec		Remarks	
		% of total	YoY		% of total	YoY	rtomanto
Net sales	155,703	100.0	10.9	165,000	100.0	6.0	
Cost of sales	137,279	88.2	11.2	145,000	87.9	5.6	
Gross profit	18,423	11.8	8.2	20,000	12.1	8.6	
SG&A expenses	14,953	9.6	6.3	16,550	10.0	10.7	
Personnel costs	4,819	3.1	12.7	5,341	3.2	10.8	
Contract personnel costs	1,060	0.7	14.1	1,410	0.9	33.1	
Depreciation and amortization	408	0.3	-20.8	475	0.3	16.6	
Operating profit	3,470	2.2	17.0	3,450	2.1	-0.6	
Non-operating income	321	0.2	219.5	400	0.2	24.4	
Interest and dividends received	17	0.0	63.4	20	0.0	13.4	
Other	303	0.2	238.3	380	0.2	25.0	
Non-operating expenses	5	0.0	-86.3	50	0.0	887.8	
Interest paid	0	0.0	-63.9	36	0.0	5,278.6	
Other	4	0.0	-87.5	14	0.0	218.7	
Recurring profit	3,786	2.4	24.9	3,800	2.3	0.4	
Extraordinary gains	73	0.0	23.4	10	0.0	-86.4	
Extraordinary losses	60	0.0	-64.0	10	0.0	-83.6	
Net profit before income taxes	3,799	2.4	30.1	3,800	2.3	0.0	
Income taxes	1,528	1.0	16.6	1,399	0.8	-8.4	
Minority interests	_	_	_	0	0.0	1	
Net income	2,270	1.5	43.6	2,400	1.5	5.7	
Earnings per share (¥)	188.97	-	43.7	199.75	_	5.7	
Average number of shares during perio	12,016,468		-	12,015,245			
Number of employees at end of period	607	_	7.2	761	_	25.5	
Capital expenditures	590	_	175.0	800	_	35.4	

Note: The number of employees includes employees temporarily transferred from other companies and contract employees, but does not include employees transferred to other companies

Forecasts of future performance are provided as a reference for investors. These forecasts are based on projections and estimates and do not represent an assurance or guarantee of future performance. Use this information with an understanding that actual results may differ from these forecasts.

## 2. Fiscal 2006 consolidated forecasts

1. Sales forecasts by business segment

(¥ million. %: rounded down)

Period	Fiscal 2006 First Half			Fiscal 2005			Fiscal 2006 Forecasts			Remarks	
Segment		% of total	YoY		% of total	YoY		% of total	YoY	Nemans	
Toy business	25,581	37.5	1.3	58,724	37.7	12.8	59,000	35.8	4.7		
Video-related business	21,765	31.9	-12.9	52,266	33.6	15.0	44,000	26.7	-15.8		
Video game business	14,463	21.2	73.9	32,469	20.8	13.1	48,000	29.1	47.8		
Amusement business	3,362	4.9	16.9	5,904	3.8	-6.6	7,000	4.2	18.6		
Other business	2,967	4.4	-5.6	6,337	4.1	-20.0	7,000	4.2	10.5		
Total	68,140	100.0	5.5	155,703	100.0	10.9	165,000	100.0	6.0		

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## 3. Main group companies (reference)

(¥ million, %)

	Mori Toys Co., Ltd.										
	Fiscal 2005 First Half	Fiscal 200	Fiscal 2006 First Half		Fiscal 2005		6 Forecasts				
	(Reference)		YoY		YoY		YoY				
Net sales	5,148	9,567	85.8	14,565	9.0	24,000	64.8				
Recurring profit	-17	106	-	292	119.2	350	19.8				
Net profit	-17	99	-	303	-	340	12.2				

Notes: 1. Happinet Corporation acquired an interest in Mori Toys Co., Ltd. on June 19, 2006, making it a subsidiary.

2. Financial results in Fiscal 2005 First Half were not audited.

(¥ million, %)

		Happinet Logistics Service Corporation											
	Fiscal 2005 First Half		Fiscal 2006 First Half		Fisca	1 2005	Fiscal 2006 Forecasts						
		YoY		YoY		YoY		YoY					
Net sales	2,216	-5.8	2,431	9.7	5,083	2.2	5,000	-1.6					
Recurring profit	-13	-	16	-	-23	1	40	-					
Net profit	-7	-	9	-	-14	-	24	-					

(¥ million, %)

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	Happinet Online Corporation										
	Fiscal 2005 First Half		Fiscal 2006 First Half		Fiscal 2005		Fiscal 2006 Forecasts				
		YoY		YoY		YoY		YoY			
Net sales	725	55.3	1,031	42.2	1,987	68.4	3,000	50.9			
Recurring profit	-51	-	-44	-	-71	-	30	-			
Net profit	-43	-	-44	-	-64	-	30	-			

Note: e-Shopping! Toys Corporation changed its name to Happinet Online Corporation on July 1, 2006.

(¥ million, %)

		Happinet AM Service Corporation											
	Fiscal 2005 First Half		Fiscal 2006 First Half		Fisca	1 2005	Fiscal 2006 Forecasts						
		YoY		YoY		YoY		YoY					
Net sales	626	29.6	1,081	72.7	1,486	56.1	1,200	-19.3					
Recurring profit	29	898.3	83	179.9	53	15,290.0	100	86.1					
Net profit	29	1286.5	66	123.9	53	5,838.0	70	31.2					

Note: Happinet AM Service West Corporation changed its name to Happinet AM Service Corporation on April 1, 2006.

Forecasts of future performance are provided as a reference for investors. These forecasts are based on projections and estimates and do not represent an assurance or guarantee of future performance. Use this information with an understanding that actual results may differ from these forecasts.