

**Summary of Consolidated Financial Results for the First Quarter  
of the Fiscal Year Ending March 31, 2017  
(Three Months Ended June 30, 2016)**

**[Japanese GAAP]**

July 29, 2016

Company name: QUICK CO., LTD. Listing: First Section, Tokyo Stock Exchange  
 Stock code: 4318 URL: <http://919.jp/>  
 Representative: Tsutomu Wano, President and Representative Director  
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 Scheduled date of filing of Quarterly Report: August 10, 2016  
 Scheduled date of payment of dividend: -  
 Preparation of supplementary materials for quarterly financial results: None  
 Holding of quarterly financial results meeting: None

*(All amounts are rounded down to the nearest million yen.)*

**1. Consolidated Financial Results for the First Quarter of the Fiscal Year Ending March 31, 2017  
(April 1, 2016 – June 30, 2016)**

(1) Consolidated results of operations (Percentages represent year-on-year changes.)

	Net sales		Operating income		Ordinary income		Profit attributable to owners of parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Three months ended Jun. 30, 2016	4,171	20.1	1,293	31.8	1,315	32.7	893	39.3
Three months ended Jun. 30, 2015	3,473	5.0	981	0.1	991	(4.6)	641	(3.2)

Note: Comprehensive income (million yen) Three months ended Jun. 30, 2016: 908 (up 39.0%)  
 Three months ended Jun. 30, 2015: 653 (down 1.9%)

	Net income per share	Diluted net income per share
	Yen	Yen
Three months ended Jun. 30, 2016	47.58	-
Three months ended Jun. 30, 2015	34.17	-

(2) Consolidated financial position

	Total assets	Net assets	Shareholders' equity ratio	Net assets per share
	Million yen	Million yen	%	Yen
As of Jun. 30, 2016	7,738	5,391	69.7	286.98
As of Mar. 31, 2016	7,331	4,708	64.2	250.64

Reference: Shareholders' equity (million yen) As of Jun. 30, 2016: 5,391 As of Mar. 31, 2016: 4,708

**2. Dividends**

	Dividend per share				
	1Q-end	2Q-end	3Q-end	Year-end	Total
Fiscal year ended Mar. 31, 2016	Yen -	Yen 13.00	Yen -	Yen 12.00	Yen 25.00
Fiscal year ending Mar. 31, 2017	-	-	-	-	-
Fiscal year ending Mar. 31, 2017 (forecast)	-	14.00	-	13.00	27.00

Note: Revisions to the most recently announced dividend forecast: None

**3. Consolidated Earnings Forecast for the Fiscal Year Ending March 31, 2017 (April 1, 2016 – March 31, 2017)**

(Percentages represent year-on-year changes.)

	Net sales		Operating income		Ordinary income		Profit attributable to owners of parent		Net income per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
First half	6,915	10.2	1,306	2.4	1,338	2.6	899	4.6	47.85
Full year	13,600	8.8	1,770	4.9	1,820	4.8	1,238	5.8	65.89

Note: Revisions to the most recently announced consolidated forecast: None

**\* Notes**

(1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in changes in scope of consolidation): None

(2) Application of special accounting methods for presenting quarterly consolidated financial statements: None

(3) Changes in accounting policies and accounting-based estimates, and restatements

1) Changes in accounting policies due to revisions in accounting standards, others: Yes

2) Changes in accounting policies other than 1) above: None

3) Changes in accounting-based estimates: None

4) Restatements: None

Note: Please refer to page 3 of the attachments “2. Matters Related to Summary Information (Notes), (3) Changes in Accounting Policies and Accounting-based Estimates, and Restatements” for more details.

(4) Number of shares outstanding (common shares)

1) Number of shares outstanding at the end of the period (including treasury shares)

As of Jun. 30, 2016:	19,098,576 shares	As of Mar. 31, 2016:	19,098,576 shares
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2) Number of treasury shares at the end of the period

As of Jun. 30, 2016:	310,980 shares	As of Mar. 31, 2016:	310,980 shares
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3) Average number of shares outstanding during the period

Three months ended Jun. 30, 2016:	18,787,596 shares	Three months ended Jun. 30, 2015:	18,787,596 shares
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\* Indication of quarterly review procedure implementation status

The quarterly review procedures for the quarterly consolidated financial statements based on the Financial Instruments and Exchange Act have not been completed at the time of disclosure.

\* Explanation of appropriate use of earnings forecasts, and other special items

Forecasts of future performance in these materials are based on assumptions judged to be valid and information available to the Company’s management at the time the materials were prepared. These materials are not promises by the Company regarding future performance. Actual results may differ significantly from these forecasts for a number of reasons. For discussion of the assumptions and other factors considered by the Company in preparing the above projections, please refer to page 2 of the attachments “1. Qualitative Information on Quarterly Consolidated Financial Performance, (3) Explanation of Consolidated Forecast and Other Forward-looking Statements.”

## 1. Qualitative Information on Quarterly Consolidated Financial Performance

### (1) Explanation of Results of Operations

During the first three months of the fiscal year ending March 31, 2017, the Japanese economy maintained a state of moderate recovery, but the outlook grew increasingly uncertain for a number of reasons. These factors included worsening conditions across a broad range of business sector, against a backdrop of economic deceleration in China and other emerging markets and unstable movements of stock markets and foreign exchange markets accompanying the U.K. decision to exit the European Union.

Amid ongoing structural personnel shortages stemming from a falling birthrate, the employment situation in Japan was marked by a new historic high in the number of effective job offers. The employment situation thus continued to improve steadily, as corporate hiring motivation remained high. As a result, in May 2016 the effective opening-to-application ratio (seasonally adjusted) was 1.36 times, the highest level since October 1991. In addition, in April 2016 the effective opening-to-application ratio by work location exceeded 1 time for all Japanese prefectures simultaneously for the first time.

Under these conditions, in the Recruiting Business the handling of recruiting advertisements was favorable in the mid-career hiring domain in relation to the hiring of temporary staff and part-time workers. In the new graduate hiring domain, as well, the handling of new recruiting ads targeting university students scheduled to graduate in March 2017 was steady, as was the handling of advertisements containing internship and other information targeting university students scheduled to graduate in March 2018. Furthermore, our handling of personnel business contracting services in which we act as an agent for a part of recruiting operations increased as one aspect of our one-stop services to address the recruiting and personnel issues corporate customers face.

Segment sales increased 10.4% year-on-year to 734 million yen and operating income increased 4.9% year-on-year to 163 million yen.

In employment agency of the Human Resources Services Business, corporate recruiting needs in construction and civil engineering, manufacturing and other sectors remained high, leading to solid performance targeting general companies. The introduction of nurses to hospitals and nursing care facilities also led to favorable operating performance, given the vigorous recruiting needs of healthcare institutions.

In these sectors and categories with high recruiting needs, competition with other companies to attract registrants continued to increase. Under these conditions, we launched “AnswersNews,” a news commentary media dedicated to the pharmaceutical industry, and “Automotive Jobs,” a career change site specializing in the automotive industry. In this manner, we worked to enhance the various sites we operate and reinforce services, strengthening promotions to attract registrants. In these ways, we strove to differentiate ourselves from competitors and enhance customer satisfaction.

In temporary staffing, temporary-to-permanent staffing and business contracting, the part-time staff placement that commenced in the previous fiscal year was favorable, and sales increased in staff placement to the medical and welfare sectors. With the employment situation improving, the number of job seekers looking for full-time employment increased. Competition also intensified in the medical and welfare sectors. These factors continued to make it more difficult to attract new registrants seeking temporary assignments, so we stepped up promotion efforts.

Segment sales increased 25.0% year-on-year to 2,749 million yen and operating income increased 27.2% year-on-year to 1,212 million yen.

In the Information Publishing Business, performance for mainstay lifestyle information magazines was favorable in both the Ishikawa and Toyama areas. As a result, the handling of advertising increased across all sectors for lifestyle advertising magazines, including in the Niigata area, for housing and recruiting advertisements, shop advertisements and other types of town advertisements. We increased the publication frequency of our “Iezukuri Navi” home information magazine to bimonthly, and concierge services such as “Cococolor iezukuri” and “Cococolor tenshoku” performed steadily.

Segment sales increased 12.1% year-on-year to 441 million yen and operating income was 28 million yen compared with operating loss of 13 million yen in the same period of the previous fiscal year.

In the Internet-Related business under Other Businesses, we saw a steady increase in advertising revenues for “Nihon no Jinjibu (Japan’s Human Resources Department),” an information portal site pertaining to personnel and labor. Responding to an increase in the number of companies exhibiting, we expanded the number of days at “HR Conference 2016-Spring-” from the previous three to four. This change at our HR event contributed to record-high levels of sales and visitors. In April, we published volume four of “Nihon no Jinjibu LEADERS,” an interview information magazine featuring messages from 100 leaders in the HR domain, as part of our efforts to further enhance the “Nihon no Jinjibu” brand.

In Overseas Business, with employment conditions in the United States improving and working visas for foreigners becoming increasingly difficult to obtain, recruiting was favorable at QUICK USA, Inc., owing to Japanese companies’ needs to recruit full-time employees and an increasing number of job seekers looking for full-time employment, leading to improved operating performance in employment agency.

Performance was sluggish at SHANGHAI QUICK CO., LTD., as its mainstay personnel and labor consulting business was hampered by an increase in the number of projects requiring time to respond to the organization of personnel systems, causing delays in new customer cultivation and other sales activities.

Segment sales increased 14.9% year-on-year to 245 million yen and operating income increased 158.4% year-on-year to 41 million yen.

As a result of the above-mentioned factors, for the first three months of the fiscal year ending March 31, 2017, net sales increased 20.1% year-on-year to 4,171 million yen, operating income increased 31.8% year-on-year to 1,293 million yen, ordinary income increased 32.7% year-on-year to 1,315 million yen, and profit attributable to owners of parent increased 39.3% year-on-year to 893 million yen.

## **(2) Explanation of Financial Position**

Total assets at the end of the first quarter of the fiscal year under review were 7,738 million yen, which was 407 million yen more than at the end of the previous fiscal year. This was mainly the result of an increase in cash and deposits despite a decrease in notes and accounts receivable-trade.

Total liabilities were 2,346 million yen, which was 275 million yen less than at the end of the previous fiscal year. This was mainly due to decreases in accounts payable-trade and provision for bonuses.

Net assets were 5,391 million yen, which was 682 million yen more than at the end of the previous fiscal year. This was mainly the result of an increase in retained earnings due to the booking of profit attributable to owners of parent. Consequently, the shareholders’ equity ratio increased 5.5 percentage points from the end of the previous fiscal year to 69.7%.

## **(3) Explanation of Consolidated Forecast and Other Forward-looking Statements**

At this point, there are no revisions to the first-half and full-year consolidated earnings forecast for the fiscal year ending March 31, 2017 that was announced in the “Summary of Consolidated Financial Results for the Fiscal Year Ended March 31, 2016 (Japanese GAAP)” on April 28, 2016.

An announcement will be made promptly if the review of impact on the Group’s business performance requires a revision to these forecasts.

## **2. Matters Related to Summary Information (Notes)**

### **(1) Changes in Significant Subsidiaries during the Period**

Not applicable.

### **(2) Application of Special Accounting Methods for Presenting Quarterly Consolidated Financial Statements**

Not applicable.

### **(3) Changes in Accounting Policies and Accounting-based Estimates, and Restatements**

Changes in Accounting Policies

Application of Practical Solution on a Change in Depreciation Method due to Tax Reform 2016

Following the revision of Corporation Tax Act, the Company has applied the “Practical Solution on a Change in Depreciation Method due to Tax Reform 2016” (Accounting Standards Board of Japan (ASBJ) Practical Issues Task Force (PITF) No. 32, June 17, 2016) from the first quarter of the current fiscal year, and changed the depreciation method for facilities attached to buildings and structures acquired on or after April 1, 2016, from the declining-balance method to the straight-line method.

The effect of this change on the operating income, ordinary income and profit before income taxes in the first quarter is insignificant.

### **(4) Additional Information**

Application of Implementation Guidance on Recoverability of Deferred Tax Assets

The Company has applied the “Implementation Guidance on Recoverability of Deferred Tax Assets” (ASBJ Guidance No. 26, March 28, 2016) from the first quarter of the current fiscal year.

**3. Quarterly Consolidated Financial Statements****(1) Quarterly Consolidated Balance Sheet**

	(Thousands of yen)	
	FY3/16 (As of Mar. 31, 2016)	First quarter of FY3/17 (As of Jun. 30, 2016)
<b>Assets</b>		
Current assets		
Cash and deposits	3,430,787	4,261,491
Notes and accounts receivable-trade	1,625,089	1,238,592
Deferred tax assets	139,289	76,708
Other	301,898	254,150
Allowance for doubtful accounts	(8,592)	(11,369)
Total current assets	5,488,472	5,819,574
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	388,876	380,879
Vehicles, net	1,003	3,157
Tools, furniture and fixtures, net	50,215	47,142
Land	276,869	276,869
Leased assets, net	11,600	10,679
Total property, plant and equipment	728,565	718,728
Intangible assets		
Leased assets	27,078	24,437
Other	158,711	153,734
Total intangible assets	185,789	178,171
Investments and other assets		
Investment securities	528,812	617,169
Lease deposits	362,695	362,215
Deferred tax assets	920	730
Other	40,309	46,007
Allowance for doubtful accounts	(4,193)	(4,041)
Total investments and other assets	928,544	1,022,081
Total non-current assets	1,842,899	1,918,981
Total assets	7,331,371	7,738,556

	(Thousands of yen)	
	FY3/16 (As of Mar. 31, 2016)	First quarter of FY3/17 (As of Jun. 30, 2016)
<b>Liabilities</b>		
<b>Current liabilities</b>		
Accounts payable-trade	604,301	219,192
Short-term loans payable	191,402	245,000
Accounts payable-other	528,016	487,222
Accrued expenses	309,649	366,990
Income taxes payable	311,459	364,001
Provision for bonuses	242,456	93,033
Provision for repayment	15,600	17,200
Other	268,264	398,718
<b>Total current liabilities</b>	<b>2,471,149</b>	<b>2,191,358</b>
<b>Non-current liabilities</b>		
Deferred tax liabilities	89,829	97,748
Asset retirement obligations	34,821	34,985
Other	26,718	22,726
<b>Total non-current liabilities</b>	<b>151,368</b>	<b>155,460</b>
<b>Total liabilities</b>	<b>2,622,518</b>	<b>2,346,819</b>
<b>Net assets</b>		
<b>Shareholders' equity</b>		
Capital stock	351,317	351,317
Capital surplus	307,998	307,998
Retained earnings	3,825,954	4,494,402
Treasury shares	(18,975)	(18,975)
<b>Total shareholders' equity</b>	<b>4,466,294</b>	<b>5,134,743</b>
<b>Accumulated other comprehensive income</b>		
Valuation difference on available-for-sale securities	231,507	252,299
Foreign currency translation adjustment	11,051	4,694
<b>Total accumulated other comprehensive income</b>	<b>242,558</b>	<b>256,994</b>
<b>Total net assets</b>	<b>4,708,853</b>	<b>5,391,737</b>
<b>Total liabilities and net assets</b>	<b>7,331,371</b>	<b>7,738,556</b>

**(2) Quarterly Consolidated Statements of Income and Comprehensive Income****Quarterly Consolidated Statement of Income****(For the Three-month Period)**

	(Thousands of yen)	
	First three months of FY3/16 (Apr. 1, 2015 – Jun. 30, 2015)	First three months of FY3/17 (Apr. 1, 2016 – Jun. 30, 2016)
Net sales	3,473,602	4,171,543
Cost of sales	1,118,996	1,280,450
Gross profit	2,354,605	2,891,092
Selling, general and administrative expenses	1,373,317	1,597,677
Operating income	981,288	1,293,414
Non-operating income		
Interest income	28	24
Dividend income	6,364	6,184
Sale cooperation fee	-	10,800
Book sales commission	2,290	2,536
Other	2,566	3,403
Total non-operating income	11,250	22,948
Non-operating expenses		
Interest expenses	771	666
Other	193	30
Total non-operating expenses	964	697
Ordinary income	991,574	1,315,665
Extraordinary losses		
Loss on sales of non-current assets	-	547
Total extraordinary losses	-	547
Profit before income taxes	991,574	1,315,118
Income taxes-current	265,905	359,527
Income taxes-deferred	86,088	61,691
Total income taxes	351,994	421,218
Profit	639,580	893,899
Loss attributable to non-controlling interests	(2,350)	-
Profit attributable to owners of parent	641,930	893,899

**Quarterly Consolidated Statement of Comprehensive Income**  
**(For the Three-month Period)**

	(Thousands of yen)	
	First three months of FY3/16 (Apr. 1, 2015 – Jun. 30, 2015)	First three months of FY3/17 (Apr. 1, 2016 – Jun. 30, 2016)
Profit	639,580	893,899
Other comprehensive income		
Valuation difference on available-for-sale securities	14,151	20,792
Foreign currency translation adjustment	(377)	(6,357)
Total other comprehensive income	13,774	14,435
Comprehensive income	653,354	908,334
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	655,731	908,334
Comprehensive income attributable to non-controlling interests	(2,377)	-

**(3) Notes to Quarterly Consolidated Financial Statements****Going-concern Assumption**

Not applicable.

**Significant Changes in Shareholders' Equity**

Not applicable.

**Segment and Other Information**

## Segment Information

I. First three months of FY3/16 (Apr. 1, 2015 – June 30, 2015)

1. Information pertaining to net sales and profit/loss in reportable segments

(Thousands of yen)

	Reportable Segment				Other (Note 1)	Total	Adjustment (Note 2)	Amount in the quarterly consolidated statement of income (Note 3)
	Recruiting Business	Human Resources Services Business	Information Publishing Business	Subtotal				
Net sales								
Sales to external customers	665,831	2,199,903	393,940	3,259,675	213,927	3,473,602	-	3,473,602
Inter-segment sales and transfers	383	-	2,605	2,988	21,569	24,558	(24,558)	-
Total	666,215	2,199,903	396,545	3,262,663	235,497	3,498,161	(24,558)	3,473,602
Segment profit (loss)	156,231	953,174	(13,898)	1,095,508	16,012	1,111,520	(130,232)	981,288

Notes: 1. "Other" represents the businesses which are not included in any of the reportable segments and mainly consist of Internet-Related Business and Overseas Business.

2. The (130,232) thousand yen adjustment to segment profit (loss) includes elimination for inter-segment transactions of 31,321 thousand yen, and (161,554) thousand yen in company-wide costs that cannot be allocated to any specific reportable segments. Company-wide costs consist primarily of expenses related to the administration division, including general affairs and accounting at the Company.

3. Segment profit (loss) is adjusted with operating income shown on the quarterly consolidated statement of income.

2. Information pertaining to impairment losses of non-current assets, goodwill, etc. in reportable segments

Not applicable.

## II. First three months of FY3/17 (Apr. 1, 2016 – June 30, 2016)

## 1. Information pertaining to net sales and profit/loss in reportable segments

(Thousands of yen)

	Reportable Segment				Other (Note 1)	Total	Adjustment (Note 2)	Amount in the quarterly consolidated statement of income (Note 3)
	Recruiting Business	Human Resources Services Business	Information Publishing Business	Subtotal				
Net sales								
Sales to external customers	734,872	2,749,214	441,721	3,925,808	245,734	4,171,543	-	4,171,543
Inter-segment sales and transfers	57	1,118	1,923	3,098	16,784	19,883	(19,883)	-
Total	734,929	2,750,333	443,644	3,928,907	262,519	4,191,426	(19,883)	4,171,543
Segment profit	163,838	1,212,230	28,346	1,404,414	41,374	1,445,789	(152,375)	1,293,414

Notes: 1. "Other" represents the businesses which are not included in any of the reportable segments and mainly consist of Internet-Related Business and Overseas Business.

2. The (152,375) thousand yen adjustment to segment profit includes elimination for inter-segment transactions of 31,554 thousand yen, and (183,929) thousand yen in company-wide costs that cannot be allocated to any specific reportable segments. Company-wide costs consist primarily of expenses related to the administration division, including general affairs and accounting at the Company.

3. Segment profit is adjusted with operating income shown on the quarterly consolidated statement of income.

## 2. Information pertaining to impairment losses of non-current assets, goodwill, etc. in reportable segments

Not applicable.

*This summary report is solely a translation of "Kessan Tanshin" (in Japanese, including attachments), which has been prepared in accordance with accounting principles and practices generally accepted in Japan, for the convenience of readers who prefer an English translation.*