# Summary of Consolidated Business Results for the Third Quarter of FY 2010 (January 1 to September 30, 2010) 

Company
Stock code
Representative
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URL http://www.funai-zc.co.jp/

1. Consolidated Business Results for the Third Quarter of FY 2010 (January 1 to September 30, 2010)
(1) Consolidated Results of operations
(Note: Rounded down to million yen)
(The percentages shown for Revenue, Operating Income etc. represent changes from the same period in the previous fiscal year.)

|  | Revenue |  | Operating income |  | Ordinary income |  | Net income |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | $¥$ Million | $\%$ | $¥$ Million | $\%$ | $¥$ Million | $\%$ | $¥$ Million | $\%$ |
| Q3 2010 | 2,691 | -39.0 | 119 | - | 88 | - | 14 | - |
| Q3 2009 | 4,411 | -61.9 | $-2,546$ | - | $-3,087$ | - | $-3,723$ | - |


|  | Net income Per share | Diluted net income per share |
| :--- | ---: | :---: |
|  | $¥$ |  |
| Q3 2010 | 135.66 | $\neq$ |
| Q32009 | $-35,222.67$ | - |

(2) Consolidated Financial Position

|  | Total assets | Net assets | Equity capital ratio | Net assets per <br> share |
| :--- | ---: | ---: | ---: | ---: |
| Q3 | $¥$ Million | $¥$ Million | $\%$ | $¥$ |
| 2010 | 5,230 | 1,077 | 20.6 | $10,190.16$ |
| FY |  |  |  | 18.4 |
| 2009 | 6,442 | 1,187 | $11,232.80$ |  |

(Reference) Shareholders' Equity
Q2 2010: $¥ 1,200$ million Full Year 2009: $¥ 1,187$ million

## 2. Dividend Results

|  | Dividend per Share |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Date of issue | End of Q1 | End of Interim | End of Q3 | Fiscal Year End | Annual |
|  | ¥ | ¥ | $¥$ | ¥ | ¥ |
| FY ended Dec. 2009 | - | 750.00 | - | 0.00 | 750.00 |
| FY ended Dec. 2010 | - | 0.00 | - |  |  |
| FY ending Dec. 2010 (projected) |  |  |  | 750.00 | 750.00 |

Note: Revision of the dividend forecast in the second quarter of FY2010: None

## 3. Forecast of Consolidated Financial Performance for FY Ending December 2010

(January 1 to December 31, 2010)

|  | Revenue |  | Operating income |  | Ordinary income |  | Net income |  | Net income per share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | ¥ Million | \% | $¥$ Million | \% | ¥ Million | \% | ¥ Million | \% | $¥$ |
| Full year | 5,508 | 1.8 | 497 | - | 471 | - | 427 | - | 4,039.54 |

Note: Revision of the consolidated results forecast in the second quarter of FY2010: None

## 4. Other

(1) Changes in major subsidiaries during the period: None
(Note) Indicates whether there was any change in a specific subsidiary related to a change in the scope of consolidation during the subject accounting period.
(2) Adoption of simplified accounting procedures or accounting procedures specific to the preparation of quarterly financial statements: None
(Note) Indicates whether simplified accounting procedures or special accounting procedures in the preparation of the consolidated quarterly financial statements were applied.
(3) Changes in accounting principles, procedures or reporting methods used in preparation of these quarterly financial statements
i. Changes in accounting principles applied: None
ii. Other changes: None
(Note) Indicates whether there were any changes in accounting principles and procedures or reporting methods, related to the preparation of the consolidated financial statements, noted in "Significant Changes Fundamental to the Preparation of Financial Statements."
(4) Ordinary shares issued
i. Ordinary shares issued at end of period (including treasury stock)

Q3 2010: 105,705
Full Year 2009: 110,584
ii. Treasury stock issued at end of period

Q3 2010: None
Full Year 2009: 4,879
iii. Average number of outstanding shares during the period

Q3 2010: 105,705
Q3 2009: 105,705

## *Indication regarding the status of quarterly review procedures

The quarterly review procedures under the Financial Instruments and Exchange Act of these financial statements were being conducted at the time of disclosure.

## *Appropriate use of these results forecasts and other items

The above forecasts are based on judgments made in accordance with information available at the time these materials were prepared, and contain numerous uncertainties. Changing conditions and other factors may cause actual results to differ from the results in these forecasts.
5. Quarterly Consolidated financial statements
(1) Quarterly Consolidated balance sheet
(Thousands of yen)

|  | Current 3rd quarter ended <br> September 30, 2010 | Previous consolidated <br> financial year Summary of <br> consolidated balance sheet <br> (December 31, 2009) |
| :--- | ---: | ---: |
| Assets |  |  |
| Current assets |  |  |
| Cash and deposits | 252,453 | 951,396 |
| Accounts receivable | 517,711 | 403,186 |
| Real estate for sale | $1,502,341$ | $1,604,399$ |
| Bonds bought | 244,094 | 275,282 |
| Other current assets | 56,889 | 195,523 |
| Allowance for doubtful accounts | $-10,084$ | $-8,807$ |
| Total current assets | $2,563,406$ | $3,420,980$ |
| Fixed assets |  | 210,839 |
| Tangible fixed assets | 187,154 | 613,990 |
| Intangible fixed assets |  | 491,061 |
| Goodwill | 40,617 | 48,535 |
| Others | 531,678 | 662,526 |
| Total intangible fixed assets |  |  |
| Investments and other assets |  | $1,756,953$ |
| Investment Securities | 51,393 | $1,931,392$ |
| Stocks of affiliated companies |  | 140,189 |


|  | Current 3rd quarter ended <br> September 30, 2010 | Previous consolidated financial year Summary of consolidated balance sheet <br> (December 31, 2009) |
| :---: | :---: | :---: |
| Liabilities |  |  |
| Current liabilities |  |  |
| Accounts payable | 57,562 | 62,274 |
| Short-term debt | 1,225,000 | 850,000 |
| Bonds redeemable within one year | 730,000 | 1,370,000 |
| Accrued corporate tax, etc. | 56,645 | 25,559 |
| Allowance for bonus payable | 57,884 | - |
| Other reserves | 15,390 | 110,525 |
| Other current liabilities | 358,692 | 528,397 |
| Total current liabilities | 2,501,175 | 2,946,756 |
| Fixed liabilities |  |  |
| Bonds | 595,000 | 1,195,000 |
| Long-term deposits payable | 221,344 | 264,479 |
| Allowance for employee retirement benefits | 41,867 | 34,772 |
| Addition to reserve for compensation to retired directors | 118,719 | 107,052 |
| Long-term security deposits payable | 675,518 | 707,496 |
| Total fixed liabilities | 1,652,450 | 2,308,801 |
| Total liabilities | 4,153,625 | 5,255,558 |
| Net Assets |  |  |
| Shareholders' equity |  |  |
| Common stock | 1,030,817 | 1,030,817 |
| Capital surplus | 605,035 | 1,104,154 |
| Retained earnings | -269,091 | -283,431 |
| Treasury stock | - | -499,119 |
| Total shareholders' equity | 1,366,760 | 1,352,420 |
| Evaluation and conversion difference |  |  |
| Unrealized gains on securities | -289,609 | -165,057 |
| Total evaluation and conversion difference | -289,609 | -165,057 |
| Total net assets | 1,077,151 | 1,187,363 |
| Total liabilities and net assets | 5,230,776 | 6,442,921 |

(2) Quarterly Consolidated income statements (3rd Quarter YTD)

|  | (Thousands of yen) |  |
| :---: | :---: | :---: |
|  | Previous 3rd quarter ended September 30, 2009 | Current 3rd quarter ended September 30, 2010 |
| Revenue |  |  |
| Consulting Revenue | 2,178,633 | 2,441,946 |
| Sales of real estate | 2,232,732 | 249,647 |
| Revenue | 4,411,366 | 2,691,593 |
| Operating cost |  |  |
| Operating cost | 1,287,173 | 1,259,950 |
| Cost of sales of real estate | 4,082,135 | 196,325 |
| Operating cost | 5,369,309 | 1,456,275 |
| Gross operating profit(loss) | -957,943 | 1,235,317 |
| SG\&A | 1,588,688 | 1,115,652 |
| Operating income(loss) | -2,546,631 | 119,664 |
| Non-operating income |  |  |
| Interest received | 6,062 | 355 |
| Dividends received | 1,224 | 11,079 |
| Gain on investment of anonymous association | 14,928 | - |
| Insurance premium refunded cancellation | 15,549 | - |
| Other non-operating income | 4,341 | 1,575 |
| Non-operating income | 42,106 | 13,009 |
| Non-operating expenses |  |  |
| Interest paid | 62,721 | 27,657 |
| Investment loss on equity method | 497,151 | 5,874 |
| Other non-operating expenses | 22,858 | 10,826 |
| Non-operating expenses | 582,731 | 44,358 |
| Ordinary income(loss) | -3,087,256 | 88,316 |
| Extraordinary profit |  |  |
| Gain on sale of investment securities | 177,426 | 704 |
| Gain on sales of stocks of affiliates | 137,697 | - |
| Gain on sale of affiliated companies' securities | - | 38,151 |
| Gain on change in equity | 13,773 | - |
| Settlement received | - | 45,000 |
| Extraordinary profit | 328,896 | 83,855 |
| Extraordinary loss |  |  |
| Loss on sales of fixed assets | - | 10,706 |
| Loss on retirement of fixed assets | 158 | 388 |
| Loss on sales of investment securities | 33,531 | - |
| Loss on valuation of investment securities | 781 | 22,841 |
| Early extra retirement payments | 43,124 | - |
| Office transfer expenses | 93,507 | - |
| Extraordinary loss | 171,103 | 33,936 |
| Current net income before profit(loss) distribution to anonymous association (pre-tax) | -2,929,463 | 138,234 |
| Dividends distribution from anonymous association | 50,772 | $-5,327$ |


|  |  | (Thousands of yen) |  |
| :--- | ---: | ---: | ---: |
| Current net income(loss) before taxes | Previous 3rd quarter <br> ended September 30, 2009 | Current 3rd quarter <br> ended September 30, 2010 |  |
| Current income taxes | $-2,980,236$ | 143,562 |  |
| Income taxes-correction | 40,103 | 52,856 |  |
| Deferred income(loss) taxes | - | 81,566 |  |
| Current income(loss) taxes | 702,872 | $-5,200$ |  |
| Net income(loss) | 742,975 | 129,222 |  |
|  |  | $-3,723,211$ | 14,339 |

(2) Quarterly Consolidated income statements (3rd Quarter Results of FY2010)

|  | (Thousands of yen) |  |
| :---: | :---: | :---: |
|  | Previous 3rd quarter ended September 30, 2009 | Current 3rd quarter ended <br> September 30, 2010 |
| Revenue |  |  |
| Consulting Revenue | 798,398 | 633,615 |
| Sales of real estate | 1,351,221 | 40,485 |
| Revenue | 2,149,619 | 674,100 |
| Operating cost |  |  |
| Operating cost | 485,996 | 389,889 |
| Cost of sales of real estate | 2,984,371 | 20,302 |
| Operating cost | 3,470,368 | 410,192 |
| Gross operating profit(loss) | -1,320,748 | 263,908 |
| SG\&A | 419,497 | 357,012 |
| Operating loss | -1,740,246 | -93,103 |
| Non-operating income |  |  |
| Interest received | 2,841 | 127 |
| Dividends received | - | 630 |
| Gain on investment of anonymous association | 1,124 | - |
| Investment profit on equity method | - | 5,766 |
| Other non-operating income | 813 | 171 |
| Non-operating income | 4,779 | 6,695 |
| Non-operating expenses |  |  |
| Interest paid | 18,601 | 10,586 |
| Investment loss on equity method | 132,895 | - |
| Other non-operating expenses | 6,448 | 2,742 |
| Non-operating expenses | 157,946 | 13,329 |
| Ordinary loss | -1,893,412 | -99,737 |
| Extraordinary profit |  |  |
| Gain on sale of investment securities | - | 704 |
| Gain on sales of stocks of affiliates | 137,697 | - |
| Settlement received | - | 45,000 |
| Extraordinary profit | 137,697 | 45,704 |
| Extraordinary loss |  |  |
| Loss on sales of fixed assets | - | 10,706 |
| Loss on retirement of fixed assets | - | 307 |
| Loss on sales of investment securities | - | 20,460 |
| Early extra retirement payments | 43,124 | - |
| Office transfer expenses | 93,507 | - |
| Extraordinary loss | 136,631 | 31,475 |
| Current net income before profit(loss) distribution to anonymous association (pre-tax) | -1,892,347 | -85,509 |
| Dividends distribution from anonymous association | 54,228 | -1,096 |
| Current net income(loss) before taxes | -1,946,576 | -84,413 |
| Current income taxes | 12,749 | 25,430 |
| Deferred income(loss) taxes | -1,286 | -4,374 |
| Current income(loss) taxes | 11,462 | 21,055 |
| Net income(loss) | -1,958,038 | -105,468 |

(3) Consolidated quarterly cash flow
(Thousand of yen)

|  | Previous 3rd quarter ended September 30, 2009 | Current 3rd quarter ended September 30, 2010 |
| :---: | :---: | :---: |
| Cash flow from operating activities |  |  |
| Income(loss) before income taxes and minority interests | -2,980,236 | 143,562 |
| Depreciation | 41,428 | 30,908 |
| Amortization of goodwill | 123,062 | 122,929 |
| Change in provisions for doubtful accounts (negative indicates decrease) | 1,962 | 1,276 |
| Change in reserve for retirement benefits (negative indicates decrease) | -11,380 | 7,094 |
| Change in reserve for directors' retirement benefits (negative indicates decrease) | -108,891 | 11,667 |
| Change in other reserves (negative indicates decrease) | 74,010 | -95,135 |
| Income from interest and dividends | -7,286 | -11,434 |
| Interest paid | 62,721 | 27,657 |
| Equity in losses of affiliates (negative indicate increase) | 497,151 | 5,874 |
| Loss on revaluation of investments in securities (negative indicate increase) | 781 | 22,841 |
| Gain on sales of investment securities (negative indicate increase) | -143,894 | -704 |
| Gain on sales of stocks of affiliates (negative indicate increase) | -137,697 | - |
| Gain on liquidation of affiliates (negative indicate increase) | - | -38,151 |
| Loss on sales of fixed assets (negative indicate increase) | - | 10,706 |
| Loss on retirement of fixed assets | 158 | 388 |
| Increase in accounts receivable (negative indicate increase) | -15,430 | $-114,525$ |
| Decrease in real estate for sale (negative indicates increase) | 3,569,081 | 102,058 |
| Decrease in other current assets (negative indicate increase) | 297,189 | 31,187 |
| Decrease in accounts payable (negative indicates decrease) | -48,518 | -4,712 |
| Decrease in lease and guarantee deposits received (negative indicates decrease) | -86,711 | -31,977 |
| Decrease in long-term deposits received (negative indicates decrease) | -218,186 | -14,810 |
| Others | -29,011 | -118,087 |
| Subtotal | 880,301 | 88,613 |
| Interest and dividends received | 19,886 | 11,434 |
| Interest paid | -74,112 | -34,142 |
| Litigation settlement | - | 45,000 |
| Income tax (paid) refund | -158,674 | 4,010 |
| Cash flow from operating activities | 667,401 | 114,915 |


|  | Previous 3rd quarter ended September 30, 2009 | Current 3rd quarter ended September 30, 2010 |
| :---: | :---: | :---: |
| Cash flow from investing activities |  |  |
| Payments for putting of time deposits | -114,000 | - |
| Proceeds from repayment of time deposits | 1,207,874 | 4,000 |
| Payment for purchase of intangible fixed assets | -13,627 | -3,393 |
| Payment for purchase of tangible fixed assets | -314 | -3,015 |
| Proceeds from sale of tangible fixed assets | 11,448 | 3,588 |
| Proceeds from sale of investment securities | 372,642 | 26,469 |
| Proceeds from sales of stocks of affiliates | 555,000 | 48,856 |
| Collection of loans receivable | 100,000 | - |
| Others | -18,831 | 1,704 |
| Cash flow from investing activities | 2,100,193 | 78,210 |
| Cash flow from financing activities |  |  |
| Decrease in short-term loans payable (negative indicates decrease) | -76,667 | 375,000 |
| Repayment of long-term debt | -3,500,000 | - |
| Payment for redemption of corporate bonds | -970,000 | -1,240,073 |
| Dividends paid | -158,557 | - |
| Others | -19,403 | -22,996 |
| Cash flow from financing activities | -4,724,627 | -888,070 |
| Decrease in cash and cash equivalents | -1,957,032 | -694,943 |
| (negative indicates decrease) |  |  |
| Cash and cash equivalents at beginning of term | 3,424,778 | 947,396 |
| Cash and cash equivalents at end of term | 1,467,746 | 252,453 |

