CRESCO LTD. ( 4 Overall Managen			Based on the data as of Nov. 2017 December 1, 2017 Spring Capital Co., Ltd.		
( All 29 sectors )	Score	From the Top	Ranking	Score (50 as average in all companies)3040506070	
Overall Management Indicator (OMI)	62.3	9.3 %	309 among 3326	******	
Major 4 Categories Compo	sing "Ove	erall Managemer	nt Indicator"	30 40 <b>50</b> 60 70	
Growth Potential	55.8	21.1 %	702 among 3326	*****	
Asset & Capital Profitability	63.2	9.2 %	306 among 3326	*********	
Sales Profitability	55.1	22.9 %	763 among 3326	*****	
Sound Dividend Payout Ratio	61.1	12.3 %	408 among 3326	*******	
( In the Sector )	Score	From the Top	Ranking	OMI	
Overall Management Indicator	62.3	21.8 %	83 among 380		
Growth Potential	55.8	37.9 %	144 among 380	Growth 60 Sound Dividen	
Asset & Capital Profitability	63.2	20.0 %	76 among 380	Potential 80 Payout Ratio	
Sales Profitability	55.1	36.3 %	138 among 380		
Sound Dividend Payout Ratio	61.1	22.1 %	84 among 380	Asset & Capital Sales Profitability Profitability	
Within the Top 30%   Overall Management Indicator 3326 Companies in 29 Sectors Distribution Chart (Orange: the Company)					

(right axis: no. of companies)



Overall Management Indicator Historical Ranking / Percentage from the Top

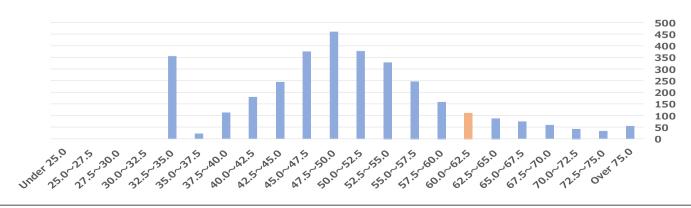
Accounting Period	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016
Reference Date	May 2012	May 2013	May 2014	May 2015	May 2016	May 2017
No. of companies	3292	3292	3279	3220	3238	3326
Ranking	424	368	477	314	255	308
From the Top	12.9 %	11.2 %	14.5 %	9.8 %	7.9 %	9.3 %



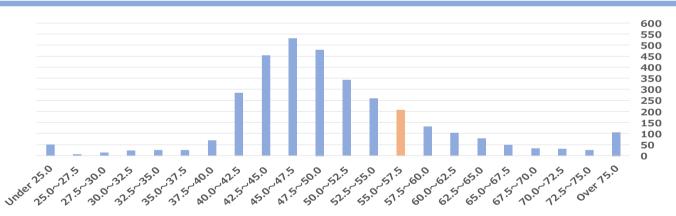
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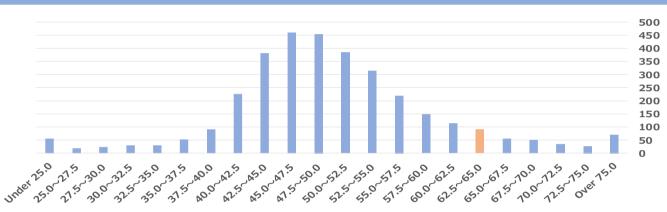




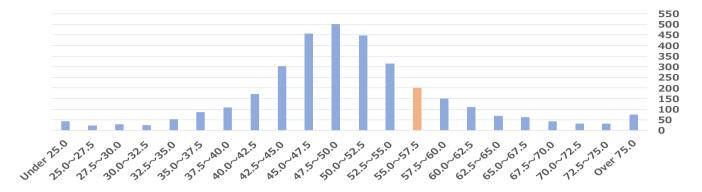
Sound Dividend Payout Ratio 3326 Companies in 29 Sectors Distribution Chart (Orange: the Company) (right: no. of companies)



Sales Profitability 3326 Companies in 29 Sectors Distribution Chart (Orange: the Company) (right: no. of companies)



Asset & Capital Profitability 3326 Companies in 29 Sectors Distribution Chart (Orange: the Company) (right: no. of companies)



#### Growth Potential Historical Chart



Ranking From The Top (left: %)

#### Assset & Capital Profitability Historical Chart





#### Sales Profitability Historical Chart

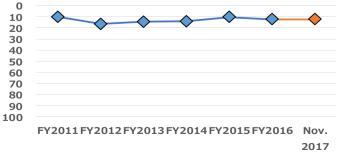


#### Sound Dividend Payout Ratio Historical Chart



Ranking From The Top (left: %)

Ranking From The Top (left: %)





## Management Indicators Ranking Quintile Chart (All Categories)

	From the Top				
	80% ~ 100%	60% ~ 80%	40% ~ 60%	20% ~ 40%	within 20%
【 Overall Management Indicator】 ····★					*

[ Major 4 Categories ] ・・・☆	From the Top 80% ~ 100%	From the Top 60% ~ 80%	From the Top 40% ~ 60%	From the Top 20% ~ 40%	From the Top within 20%
[ Growth Potential ]				Å	
[ Asset & Capital Profitability ]					\$
[ Sales Profitability ]				Å	
[ Sound Dividend Payout Ratio ]					☆

Growth Potential - Intermediate Categories ····●	From the Top 80% ~ 100%	From the Top 60% ~ 80%	From the Top 40% ~ 60%	From the Top 20% ~ 40%	From the Top within 20%
< Minor Categories > $\cdots $ $\odot$					
( 3 terms )					•
< Sales Growth Rate $>$					Ø
< Operating Profit Growth Rate >				Ø	
< Recurring Profit Growth Rate >				Ø	
< Net Profit Growth Rate >				Ø	
(Previous Term)				•	
< Sales Growth Rate >				Ø	
< Operating Profit Growth Rate >			Ø		
< Recurring Profit Growth Rate >			Ø		
< Net Profit Growth Rate >			Ø		
(This Term)			•		
< Sales Growth Rate >				Ø	
< Operating Profit Growth Rate $>$			Ø		
< Recurring Profit Growth Rate >			Ø		
< Net Profit Growth Rate >			Ø		



Management Indicators Ranking Quintile Chart (All Categories) Continued

Asset & Capital Profitability - Intermediate Categories ····●	From the Top 80% ~ 100%	From the Top 60% ~ 80%	From the Top 40% ~ 60%	From the Top 20% ~ 40%	From the Top within 20%
< Minor Categories > $\cdots $ $\odot$					
( ROA )					•
< ROA 3 Terms >					O
< ROA Previous Term $>$					Ø
< ROA This Term $>$					Ø
( ROE )					•
< ROE 3 Terms >					Ø
< ROE Previous Term >					Ø
< ROE This Term >					Ø

Sales Profitability - Intermediate Categories ····● < Minor Categories > ····◎	From the Top 80% ~ 100%	From the Top 60% ~ 80%	From the Top 40% ~ 60%	From the Top 20% ~ 40%	From the Top within 20%
(Previous Term)				•	
< Operating Profit ROS > < Recurring Profit ROS > < Net Profit ROS >				© ©	
(This Term)				•	
< Operating Profit ROS > < Recurring Profit ROS > < Net Profit ROS >				© ©	

Sound Dividend Payout Ratio - Intermediate Categories ····●	From the Top 80% ~ 100%	From the Top 60% ~ 80%	From the Top 40% ~ 60%	From the Top 20% ~ 40%	From the Top within 20%
< Minor Categories > $\cdots $ $\odot$					
( 3 terms )					•
< Dividend Payout Ratio >				Ø	
< DOE >					Ø
(Previous Term)					•
< Dividend Payout Ratio >				Ø	
< DOE >					Ø



#### Reference

### Average of Management Indicator Scores by Sector

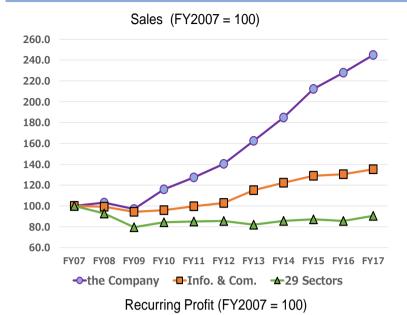
	Number of companies	Overall Management Indicator	Ranking	Growth Potential	Ranking	Asset & Capital Profitability	Ranking	Sales Profitability	Ranking	Sound Dividend Payout Ratio	Ranking
Fishery, Agriculture & Forestry	11	47.9	16	48.2	17	49.4	10	47.4	23	49.1	18
Mining	6	38.8	29	35.5	29	42.3	28	46.6	26	46.1	27
Construction	176	49.8	10	49.9	8	51.8	6	48.9	18	48.8	19
Foods	126	48.7	13	50.1	7	48.0	19	47.6	22	50.4	8
Textiles and Apparels	53	44.9	27	45.6	27	43.9	26	47.3	24	49.2	17
Pulp and Paper	26	46.3	25	48.1	18	45.9	25	47.0	25	48.6	21
Chemicals	210	50.9	7	49.7	10	50.3	7	53.2	3	50.3	9
Pharmaceutical	61	46.0	26	47.1	24	42.8	27	49.3	16	50.0	12
Oil and Coal Products	11	52.6	4	51.2	6	49.5	9	52.1	6	55.1	1
Rubber Products	19	51.4	6	49.0	12	52.2	5	55.5	2	48.7	20
Glass and Ceramics Products	57	47.4	21	49.0	11	47.0	23	49.7	12	47.2	25
Iron and Steel	47	46.8	24	48.7	15	46.9	24	48.6	19	47.1	26
Nonferrous Metals	35	49.0	12	51.2	4	48.9	12	49.1	17	47.7	24
Metal Products	91	48.3	15	48.9	14	48.8	14	50.2	11	47.8	23
Machinery	230	50.5	8	49.7	9	49.6	8	52.6	4	50.2	11
Electric Appliances	252	48.3	14	48.0	19	48.4	17	49.6	13	49.6	15
Transportation Equipment	97	47.1	22	47.6	23	48.4	16	47.8	21	48.2	22
Precision Instruments	49	50.4	9	51.2	5	48.1	18	51.5	9	50.8	5
Other Products	107	49.0	11	47.8	21	48.6	15	49.3	15	51.9	3
Electric Power and Gas	23	47.5	19	46.6	26	47.9	20	49.4	14	49.8	13
Land Transportation	63	47.4	20	47.8	20	48.8	13	50.9	10	46.1	28
Marine Transportation	14	40.6	28	43.2	28	42.1	29	44.3	29	44.3	29
Air Transportation	5	51.8	5	48.9	13	55.6	2	51.8	8	49.5	16
Warehousing and Harbor Transportation	38	47.6	18	47.0	25	47.8	21	47.9	20	50.8	4
Information & Communication	380	53.4	3	53.8	2	53.0	4	52.6	5	50.2	10
Wholesale Trade	314	46.9	23	47.7	22	47.7	22	45.3	28	50.4	7
Retail Trade	335	47.8	17	48.4	16	49.3	11	46.1	27	49.8	14
Real Estate	117	57.9	1	57.6	1	56.4	1	58.0	1	50.7	6
Services	373	54.0	2	53.1	3	54.1	3	52.0	7	52.3	2
All Sectors	3326	50.0		50.0		50.0		50.0		50.0	



# **Growth Potential**

380.0

360.0 340.0 320.0 300.0 280.0 260.0 240.0 220.0 200.0 180.0 160.0 140.0 120.0 100.0 80.0 60.0 40.0

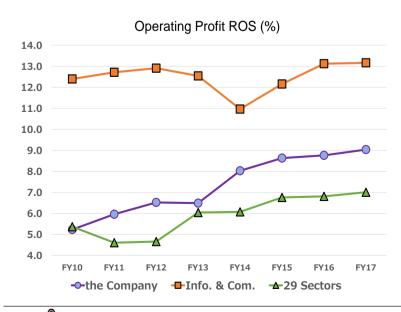


# Sales Change (yoy, %)

	the Company	Info. & Com.	29 Sectors
FY2008	3.2	-0.7	-7.2
FY2009	-6.0	-5.0	-14.2
FY2010	19.5	1.7	6.0
FY2011	9.9	3.9	0.9
FY2012	10.2	3.2	0.5
FY2013	15.7	12.0	-4.1
FY2014	13.8	6.2	4.5
FY2015	14.8	5.4	1.7
FY2016	7.4	1.1	-1.8
FY2017	7.5	3.7	5.7
FY2007 – FY201			
10 Term Average	ge 9.4	3.1	-1.0
FY2012-FY2017	7		
5 Term Average	e 11.8	5.6	1.1

## Recurring Profit Change (yoy, %)

	the Company	Info. & Com.	29 Sectors
FY2008	-10.6	-10.7	-58.1
FY2009	-39.3	4.9	12.4
FY2010	122.7	10.5	59.7
FY2011	11.7	9.4	-13.1
FY2012	20.0	5.5	7.5
FY2013	18.9	10.3	23.3
FY2014	33.7	-0.4	7.1
FY2015	27.5	9.3	7.9
FY2016	7.7	3.8	0.1
FY2017	6.6	11.0	10.5
FY2007-FY201	17		
10 Term Avera	ge 14.2	5.2	1.0
FY2012-FY201	7		
5 Term Average	e 18.4	6.7	9.5



FY07 FY08 FY09 FY10 FY11 FY12 FY13 FY14 FY15 FY16 FY17

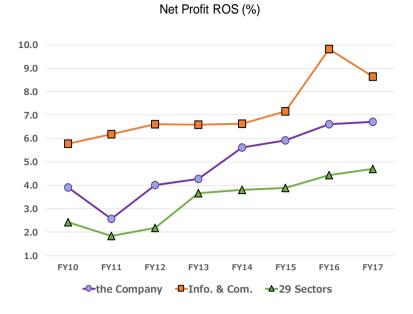


the Company Info. 8	& Com. 2	29 Sectors
---------------------	----------	------------

FY2010	5.2	12.4	5.4
FY2011	6.0	12.7	4.6
FY2012	6.5	12.9	4.7
FY2013	6.5	12.5	6.0
FY2014	8.0	11.0	6.1
FY2015	8.6	12.2	6.8
FY2016	8.8	13.1	6.8
FY2017	9.0	13.2	7.0
FY2010-FY2017			
8 Term Average	7.3	12.5	5.9
FY2013-FY2017			
5 Term Average	8.2	12.4	6.5



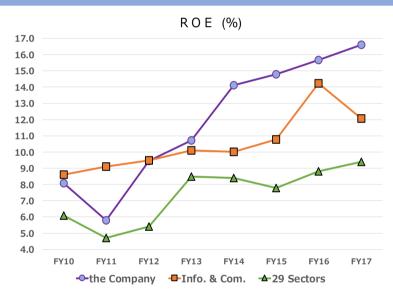
# Sales profitability Comparison / Net Profit ROS ROE / ROA Comparison



#### Net Profit ROS (%)

	the Company	Info. & Com.	29 Sectors
FY2010	3.9	5.8	2.4
FY2011	2.6	6.2	1.8
FY2012	4.0	6.6	2.2
FY2013	4.3	6.6	3.7
FY2014	5.6	6.6	3.8
FY2015	5.9	7.2	3.9
FY2016	6.6	9.8	4.4
FY2017	6.7	8.6	4.7
FY2010-FY2017			
8 Term Average	5.0	7.2	3.4
FY2013-FY2017			
5 Term Average	5.8	7.8	4.1

ROE

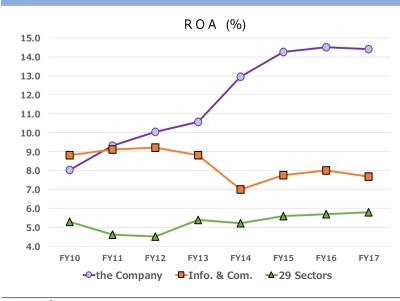


R O E (%)

the Company Info. & Com. 29 Sectors

FY2010	8.1	8.6	6.1
FY2011	5.8	9.1	4.7
FY2012	9.5	9.5	5.4
FY2013	10.7	10.1	8.5
FY2014	14.1	10.0	8.4
FY2015	14.8	10.8	7.8
FY2016	15.7	14.2	8.8
FY2017	16.6	12.1	9.4
FY2010-FY2017			
8 Term Average	11.9	10.5	7.4
FY2013-FY2017			
5 Term Average	14.4	11.4	8.6

ROA



#### R O A (%)

	the Company	Info. & Com.	29 Sectors
FY2010	8.0	8.8	5.3
FY2011	9.3	9.1	4.6
FY2012	10.0	9.2	4.5
FY2013	10.6	8.8	5.4
FY2014	13.0	7.0	5.2
FY2015	14.3	7.7	5.6
FY2016	14.5	8.0	5.7
FY2017	14.4	7.7	5.8
FY2010–FY2017 8 Term Average	11.8	8.3	5.3
o Territ Average	11.0	0.3	5.5
FY2013-FY2017 5 Term Average	13.3	7.8	5.5

Spring Capital Co., Ltd.

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Simplified Fact Sh Valuation Data, Pr		dicators an	d Ranking			December 1, 2017 Spring Capital Co., Ltd.	
Valuation and Market Dat	a as of Decen	nber 1, 2017					
Closing Price	4,850	:	Since last year High			11/	/9/2017
PER (estimated)	23.36	:	Since last year Lo	ow	2,373	1/	/6/2017
PER (actual)	25.51		6-Month % Chan	ge	28.3 %	( TOPIX )	13.3 %
PBR (actual)	4.03		12-Month % Cha	nge	129.6 %	( TOPIX )	21.1 %
Dividend Yield (actual)	1.13 %	6	2-Month Historio	cal Volatility	37.9 %	( TOPIX )	10.7 %
EV/EBITDA PSR (forecast)	14.07 1.57						
PSR (actual)	1.69						
Profitability Indicators and A		-	UII DUSITICSS IXCSU		y the oompany		
(29 sectors excluding final	ncials) (calcula	ted by Spring)					
Fiscal Year	ncials) (calcula	2012	2013	2014	2015	2016	
	ncials) (calcula		2013 2014/03 Actual	2014 2015/03 Actual	2015 2016/03 Actual	2016 2017/03 Actual	2017 2018/03 Est.
Fiscal Year	ncials) (calcula	2012 2013/03	2014/03	2015/03	2016/03	2017/03	2018/03
Fiscal Year Accounting Period	ncials) (calcula	2012 2013/03 Actual	2014/03 Actual	2015/03 Actual	2016/03 Actual	2017/03 Actual	2018/03 Est 3345
Fiscal Year Accounting Period No. of Companies		2012 2013/03 Actual 3372	2014/03 Actual 3365	2015/03 Actual 3363	2016/03 Actual 3443	2017/03 Actual 3467	2018/03 Est 3345 33,200
Fiscal Year Accounting Period No. of Companies Sales		2012 2013/03 Actual 3372 19,031	2014/03 Actual 3365 22,028	2015/03 Actual 3363 25,063	2016/03 Actual 3443 28,775	2017/03 Actual 3467 30,893	2018/03 Est
Fiscal Year Accounting Period No. of Companies Sales Ranking	Y mil	2012 2013/03 Actual 3372 19,031 1985	2014/03 Actual 3365 22,028 1895	2015/03 Actual 3363 25,063 1808	2016/03 Actual 3443 28,775 1742	2017/03 Actual 3467 30,893 1683	2018/03 Est 3345 33,200 1633
Fiscal Year Accounting Period No. of Companies Sales Ranking Operating Profit	Y mil	2012 2013/03 Actual 3372 19,031 1985 1,242	2014/03 Actual 3365 22,028 1895 1,430	2015/03 Actual 3363 25,063 1808 2,013	2016/03 Actual 3443 28,775 1742 2,484	2017/03 Actual 3467 30,893 1683 2,707	2018/03 Est 3345 33,200 1633 3,000 1226
Fiscal Year Accounting Period No. of Companies Sales Ranking Operating Profit Ranking	Y mil	2012 2013/03 Actual 3372 19,031 1985 1,242 1534	2014/03 Actual 3365 22,028 1895 1,430 1575	2015/03 Actual 3363 25,063 1808 2,013 1383	2016/03 Actual 3443 28,775 1742 2,484 1287	2017/03 Actual 3467 30,893 1683 2,707 1275	2018/03 Est 3345 33,200 1633 3,000 1226 3,280
Fiscal Year Accounting Period No. of Companies Sales Ranking Operating Profit Ranking Recurring Profit	Y mil	2012 2013/03 Actual 3372 19,031 1985 1,242 1534 1,409	2014/03 Actual 3365 22,028 1895 1,430 1575 1,676	2015/03 Actual 3363 25,063 1808 2,013 1383 2,240	2016/03 Actual 3443 28,775 1742 2,484 1287 2,857	2017/03 Actual 3467 30,893 1683 2,707 1275 3,078	2018/03 Est 3345 33,200 1633 3,000

Operating Profit ROS	%	6.5	6.5	8.0	8.6	8.8	9.0
All Companies	%	4.7	5.5	5.7	6.2	6.7	7.0
Ranking		995	1120	888	906	925	813
Percentage from the Top	%	29.5	33.3	26.4	26.3	26.7	24.3
Recurring Profit ROS	%	7.4	7.6	8.9	9.9	10.0	9.9
All Companies	%	4.8	5.8	5.9	6.2	6.7	7.2
Ranking		906	971	833	721	784	727
Percentage from the Top	%	26.9	28.9	24.8	20.9	22.6	21.7
Net Profit ROS	%	4.0	4.3	5.6	5.9	6.6	6.7
All Companies	%	2.2	3.4	3.6	3.6	4.3	4.7
Ranking		1048	1144	889	862	811	744
Percentage from the Top	%	31.1	34.0	26.4	25.0	23.4	22.2



# ROE / ROA / Dividend Payout Ratio / DOE / Ranking

Spring Capital Co., Ltd.

ROE, ROA, Dividend Payout Ratio, and DOE Indicators and Rankings Based on Business Results Announced by the Company (29 sectors excluding financials) (calculated by Spring)

		2012	2013	2014	2015	2016	2017
Accounting Period		2013/03	2014/03	2015/03	2016/03	2017/03	2018/03
-		Actual	Actual	Actual	Actual	Actual	Est.
ROE	%	9.5	10.7	14.1	14.8	15.7	16.6
29 Sectors	%	5.4	8.5	8.4	7.8	8.8	9.4
Ranking		918	892	552	536	521	423
No. of Companies		3335	3329	3340	3421	3438	3438
Percentage from the Top	%	27.5	26.8	16.5	15.7	15.2	12.3

\* ROE is an important indicator, calculated as net profit / equity (*\** shareholders' equity), that measures the final profit secured using shareholders' equity.

As the average of term-end equity of 2 terms is used as the denominator, companies posting zero or negative equity during the relevant terms are excluded.

ROE for the latest quarter is calculated using estimated net profit for this term and shareholders' equity as of the end of the previous term and of the latest quarter.

ROA	%	10.0	10.6	13.0	14.3	14.5	14.4
29 Sectors	%	4.5	5.4	5.2	5.6	5.7	5.8
Ranking		532	526	364	317	304	307
No. of Companies		3366	3351	3355	3427	3450	3438
Percentage from the Top	%	15.8	15.7	10.8	9.3	8.8	8.9

\* ROA is calculated as Earnings before Interest and Taxes (operating profit + interest revenue + dividend income and interest on securities) / total assets. It is justifiable for a company to expand its business by financial leverage using debt, if the company's ROA exceeds the company's financing cost (e.g. cost of issuing 10-year corporate bonds = 2%).

Interest coverage ratio shown on P11 indicates the ratio of Earnings before Interest and Taxes to financial expenses (interest and discount expenses), with 10 times regarded as ideal.

If the interest coverage ratio holds a sufficient level with a high ROA and Profit Ratio of Sales, a company has no problem in financing aggressively.

As the average of term-end equity of 2 terms is used as the denominator, companies unable to be measured with the same standard are excluded.

ROA for the latest quarter is calculated using estimated operating profit for this term and total assets as of the end of the previous term and of the latest quarter.

Dividend Payout Ratio	%	35.2	34.1	29.1	33.0	30.5	
29 Sectors	%	43.8	29.2	31.2	33.8	30.1	
Ranking		826	764	1075	813	1032	
No. of Companies		3372	3365	3220	3238	3438	
Percentage from the Top	%	24.5	22.7	33.4	25.1	30.0	

\* Dividend Payout Ratio is calculated as total dividend / net profit. It should be noted that it may differ from the figure announced by the companies calculated from profit per share according to the accounting principle.

Data for total annual dividend exceeding net profit and dividend of unprofitable companies are excluded from the rankings.

DOE	%	3.3	3.7	4.1	4.9	4.8	
29 Sectors	%	2.3	2.5	2.5	2.7	2.8	
Ranking		419	352	289	214	287	
No. of Companies		3372	3365	3220	3238	3438	
Percentage from the Top	%	12.4	10.5	9.0	6.6	8.3	

\* DOE, calculated as ROE times the dividend payout ratio, can be called the "true dividend payout ratio", and is closely tracked by global investors.

Its inverse (1 / DOE) equals the period (year) to recover shareholders' equity via the dividend.

As the average of term-end equity of two terms is used as the denominator, companies posting zero or negative equity during the relevant terms are excluded.



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# Simplified Fact Sheet

#### Review of Financial Indicators and Financial Soundness based on Business Results

Management Indicators, Cash Flow, and Financial Indicators Calculated by Spring based on Business Results Announced by the Company (million yen, %, multiple)

Fiscal Year		2013	2014	2015	2016	2017	Latest
Accounting Period		2014/03	2015/03	2016/03	2017/03	2018/03	Quarter
Consolidated/Non-consolidated		Consolidated	Consolidated	Consolidated	Consolidated		
Data Source		Securities Report	Securities Report	Securities Report	Financial Results	Est.	
Current Ratio	%	230.7	238.0	255.1	293.3		301
Fixed Assets Ratio	%	68.3	59.6	59.2	54.7		55
Equity Ratio	%	59.5	60.8	63.3	66.9		61
Debt Ratio	%	67.2	63.8	57.9	49.5		62
D/E Ratio	%	6.3	2.9	1.9	1.5		11
Interest Coverage Ratio	Multiple	311.0	714.3	1,323.5	2,902.0		
Financial Leverage	Multiple	1.7	1.6	1.6	1.5		1
CF from Operating Activities	Y mil	960	1,681	1,543	1,144		
CF from Investing Activities	Y mil	-466	178	-1,287	-505		
CF from Financing Activities	Y mil	-757	8	-286	-604		
(Cash and Cash Equivalents)	Y mil	(3,633)	(5,504)	(5,470)	(5,503)		
(EBITDA)	Y mil	(1,818)	(2,378)	(3,025)	(3,265)		

Comparison with average data of all companies in the TSE 29 industrial sectors (excluding 4 financial sectors) and with the sector

		A 29 sectors	B Sector	Standard Criterion	Standard Value	Desirable Value	The Company	Result
Current Ratio	%	149.1	154.0	Lower of A or B	149.1	Higher	301.6	Positive
Fixed Assets Ratio	%	139.2	158.0	Higher of A or B	158.0	Lower	55.9	Positive
Equity Ratio	%	40.7	42.0	Lower of A or B	40.7	Higher	61.7	Positive
Debt Ratio	%	139.2	125.9	Higher of A or B	139.2	Lower	62.1	Positive
D/E Ratio	%	148.0	132.8	Higher of A or B	148.0	Lower	11.5	Positive

# Corporate Information as of December 1, 2017

Ticker Code	4674		
Company Name	CRESCO LTD.		
Head Office	Shinagawa Intercity A-tower 25th-27th Floor, 2-15-1 Kounan, Minato-ku, Tokyo, 108-6026 JAPAN		
Stock Listings	The Tokyo Stock Exchange, First Section		
TSE Industrial Sector	Information & Communication		
Investment Unit	100 shares		
Minimum Investment	485,000	President	Hiroyuki Nemoto
Date of Listing	7/23/1997	Paid-in Capital	2,514 mil yen
Date of Establishment	9/9/1948	Market Capitalization	58,200 mil yen ranked 1,118 of 3,693 companies
Accounting Period	March	25-Day Average Trading Value	246 mil yen ranked 1,226 of 3,693 companies
Floating Stock Ratio	10.3%	Market Cap as of March-end 2017	33,336 mil yen ranked 1,342 of 3,670 companies
Major Shareholder Ownership	82.2%	Average Trading Value in FY2016	67 mil yen ranked 1,609 of 3,670 companies

Spring Capital Co., Ltd.

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December 1, 2017 Spring Capital Co., Ltd. Disclaimers

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• The numbers used in this report for FY2017 are adopted in the following order of priority: (1) numbers in a company's earnings results; (2) company's forecasts; and (3) estimates by Spring. In the November 2017 report, estimates for FY2017 by Spring are used for 37 companies.

• This report is based upon calculations from November 2017. For FY2017, going forward, the quarterly rankings will be prepared in Februaly 2018 based on the most recent quarterly earnings results. The calculations for aggregate FY 2017 data will be issued in June 2018.

• Overall Management Indicator (as scored by Spring) in this report represents an overall score, which is a composite of Growth Potential, Asset & Capital Profitability, Sales Profitability, and Sound Dividend Payout Ratio. The weighting for each category has been set at 30%, 25%, 20%, and 25%, respectively.

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