

Entity information

		Oct 2012
Company information		
FASF member mark		-
Document name		第2四半期決算短信 〔日本基準〕(連結)
Filing date		2012-12-10
Company name		株式会社 テンポスバ スターズ
Stock exchange listings		
Tokyo		
Tokyo 1st section		-
Tokyo 2nd section		-
Tokyo Mothers		-
Tokyo Others		-
Osaka		
Osaka 1st section		-
Osaka 2nd section		-
Osaka JASDAQ		true
Osaka Others		-
Nagoya		
Nagoya 1st section		-
Nagoya 2nd section		-
Nagoya Centrex		-
Nagoya Others		-
Sapporo		
Sapporo		-
Sapporo Ambitious		-
Sapporo Others		-
Fukuoka		
Fukuoka		-
Fukuoka Q-Board		-
Fukuoka Others		-
Green Sheet		
Japan Securities Dealers Association		-
Securities code		27510
URL		http://www.tenpos.co.jp
Business category		
General Business		true
Specific Business		-
Fiscal Year End		2013-04-30
Quarterly period		2
Representative		
Title		代表取締役社長
Name		森下 和光
Inquiries		
Title		管理部長
Name		毛利 聡
Tel		03-3736-0319
Other		
Quarterly statement filing date (as planned)		2012-12-13
Supplemental material of quarterly results		-
Way of getting		-
Convening briefing of quarterly results		-
Target for briefing of quarterly results		-
Note to fraction processing method		(百万円未満切捨て)

Consolidated quarterly information

(in millions of yens)

	Apr 2013	Oct 2012	Apr 2012	Oct 2011
Consolidated information				
Consolidated financial results				
Consolidated operating results				
Consolidated income statements information				
Net sales				
Net sales		8,130		7,318
% change in net sales		0.111		0.251
Operating income				
Operating income		623		585
% change in operating income		0.064		0.417
Ordinary income				
Ordinary income		662		631
% change in ordinary income		0.050		0.394
Net income				
Net income		365		351
% change in net income		0.040		0.669
Note to consolidated income statements information				
Comprehensive income				
Comprehensive income		398		383
Change in comprehensive income		0.041		0.809
Other consolidated operating results				
Net income per share		9235.03		8879.96
Diluted net income per share		-		-
Note to consolidated operating results				
Note to consolidated operating results		-		
Consolidated financial positions				
Total assets		5,737	5,146	
Net assets		3,772	3,364	
Capital adequacy ratio		0.594	0.560	
Note to consolidated financial positions				
Owner's equity		3,409	3,036	
Note to consolidated financial positions		-		
Note to consolidated financial results				
Note to consolidated financial results		-		
Dividends				
Dividend per share				
First quarter				
Result	-		-	
Second quarter				
Result	0.00		0.00	
Third quarter				
Result			-	
Forecast	-			
Forecast (upper)	-			
Forecast (lower)	-			
Fiscal year end				
Result			1000.00	
Forecast	1000.00			
Forecast (upper)	-			
Forecast (lower)	-			
Total				
Result			1000.00	
Forecast	1000.00			
Forecast (upper)	-			
Forecast (lower)	-			
Correction of dividend forecast from the most recent dividend forecast				
Correction of dividend forecast from the most recent dividend forecast	-			
Note to dividends				
Note to dividends		-		
Consolidated forecasts				

Title for consolidated forecasts

連結業績予想(平成24年 5月 1日～平成25年 4月 30日)

Preamble to consolidated forecasts	
Preamble to consolidated forecasts	-
Main table of consolidated forecasts	
Net sales	
Forecast	16,500
Forecast (upper)	-
Forecast (lower)	-
% change (forecast)	0.137
% change (forecast-upper)	-
% change (forecast-lower)	-
Operating income	
Forecast	1,300
Forecast (upper)	-
Forecast (lower)	-
% change (forecast)	0.161
% change (forecast-upper)	-
% change (forecast-lower)	-
Ordinary income	
Forecast	1,300
Forecast (upper)	-
Forecast (lower)	-
% change (forecast)	0.088
% change (forecast-upper)	-
% change (forecast-lower)	-
Net income	
Forecast	750
Forecast (upper)	-
Forecast (lower)	-
% change (forecast)	0.099
% change (forecast-upper)	-
% change (forecast-lower)	-
Net income per share	
Forecast	18956.15
Forecast (upper)	-
Forecast (lower)	-
Note to consolidated forecasts	
Note to consolidated forecasts	-
Correction of financial forecast from the most recent financial forecast	
Correction of financial forecast from the most recent financial forecast	-
Others	
Material changes in subsidiaries during this period (Changes in scope of consolidations resulting from change is subsidiaries)	
Material changes in subsidiaries during this period (Changes in scope of consolidations resulting from change is subsidiaries)	-
Number of subsidiaries newly consolidated	-
Name of subsidiaries newly consolidated	-
Number of subsidiaries excluded from consolidation	-
Name of subsidiaries excluded from consolidation	-
Note to material changes in subsidiaries during this period	
Note to material changes in subsidiaries during this period	-
Applying of specific accounting of the consolidated quarterly financial statements	
Applying of specific accounting of the consolidated quarterly financial statements	-
Note to applying of specific accounting of the consolidated quarterly financial statements	
Note to applying of specific accounting of the consolidated quarterly financial statements	-
Changes in accounting policies, accounting estimates and retrospective restatement	
Changes in accounting policies based on revisions of accounting standard	-

Changes in accounting policies other than ones based on revisions of accounting standard	-	
Changes in accounting estimates	-	
Retrospective restatement	-	
Note to changes in accounting policies, accounting estimates and retrospective restatement		
Note to changes in accounting policies, accounting estimates and retrospective restatement	-	
Number of issued and outstanding shares (common stock)		
Number of issued and outstanding shares at the end of fiscal year (including treasury stock)	47,716	47,716
Number of treasury stock at the end of fiscal year	8,151	8,151
Average number of shares	39,565	39,565
Note to number of issued and outstanding shares (common stock)		
Note to number of issued and outstanding shares (common stock)	-	

This information is a summary of the earnings report. It does not contain all details included in the earnings report disclosed in Japanese.

1. Information on this quarterly result

(1) Consolidated operating results

During this business period (May 2012 up to October 2012), we still saw difficult business environment in our main business sector, namely restaurants and other food outlets. Such difficult environment was caused by keener price competition among the participating entities to meet consumer market demanding lower prices. Such environment was made even more difficult by increasing raw food material costs.

Under these circumstances, TENPOS BUSTERS set its business target of being Food Business Producers (FBP) in this business period. Being FBP required such business expertise in information on restaurant outlet for sale, high quality interior decoration works at reasonable costing, leasing or financing to meet various needs, menu and other promotional proposals, business planning assistance for new outlets, M&A and franchising activities. By transforming ourselves into FBPs, TENPOS BUSTERS intends to shift its main business operation from its current branch sales operation to those FBP activities where we provide information and services to our clients. For such purpose, TENPOS BUSTERS has been giving its employees various seminars and extensive training.

As the result of such activities, TENPOS BUSTERS' consolidated operating results for this period was sales of 8.13 billion yen (11.1% increase as against the same period, previous year), operating profit of 623 million yen (6.4% increase as against the said period) and profit from the ordinary operation of 662 million yen (5.0% increase as against the said period).

TENPOS BUSTERS' business operation consists of three main sectors, "Branch Sales" which sells kitchenware and equipment to individual restaurant operators, "FBP Service" which provides wide range of FBP service to restaurant operating entities and "Restaurant Operation" in which TENPOS BUSTERS itself operates restaurants. Operational results of each sectors are as follows;

As for "Branch Sales", we introduced branch sub-manager system on an experimental basis for the sake of sales promotion to the potential clients and import expansion of sales items for bigger margin. Branch sub-manager system was to change traditional overall control of potential sales by branch managers to meet increase of number of clients branch managers were to look after. Under this new system, branch managers

mainly follow up on sales to the potential clients already listed, while sub-managers are to work for listing up of new potential clients through their daily branch operations. This experimental change relates to future separation of branches and sales offices and man power training related to this. As this was done on limited scale for trial basis, it did not affect substantially on the operating result of this period.

Import of sales items was substantially increased through development of private brand items and their production. For such purpose, we paid visits to the companies and factories in Korea, China, Thailand and some other countries. It helped to increase the frequency of import to monthly basis from bi-yearly basis in the previous periods and consequently sales of such import items were substantially increased. As it helped to maintain profit ratios in spite of price increase of recycled goods as those import items were imported at the cost 30 to 50% less as against items of domestic origin. Therefore, TENPOS BUSTERS intends to increase its private brand items by as much of 5 to 10 times of those of the present.

Sales from this “Branch Sales” sector in this 6 months period amounted to 4 billion 816 million yen (0.3 decrease over the same period, previous year) and operating profit of 478 million yen (1.8% decrease over the said period).

In “FBP Service”, TENPOS BUSTERS worked to provide salable restaurant outlet information and interior decoration for starting operators, to execute proxy franchise chain operations, and to expand ASP support activities for cost controls, and rental service of POS registers.

We focused on providing salable restaurant outlet information and interior decoration works to those public companies operating restaurants our CEO and ex-CEO made contact with. Those sales activities and our efforts to provide attractive proposals for new restaurant outlets resulted in increase of revenue related to FBP service.

We contracted with 17 new entities for the proxy franchise chain operations and we promoted their franchise membership. This is in line with TENPOS BUSTERS` management policy to be a breakwater to protect individual restaurant operators against major restaurant chains` wave of expansion and to grow with such individuals. We tried to provide those individual operators, having their own line of products but who lack knowhow to operate franchise business, such proxy service to grow with them.

Though revenue from this proxy operations is not substantial at this stage, we intend to further promote this line of business in future periods.

Newly developed ASP products and enlarged sales network made it possible for us to make effective proposals for the clients and brought us sales result of 5 times of that of the same period of the previous year with 856 ASP sales.

POS register rental service provides clients with one POS register with three handy terminals, two kitchen printers and sales management ASP at monthly fee of 25,000 yen. From the next quarter, automatic ticket machine rental service is to be added.

In this business period (May through October this year), “FBP Service” revenue amounted to 1 billion 569 million yen (66.4% increase over the same period of the previous year) with operating profit of 69 million yen (52.9% increase of the said period).

In regard to our “Restaurant Operation” sector, we succeeded in drastically improving business situation of Asakuma, whereby decreasing number of losing outlets from six to one by replacing the outlet management, introducing attractive Salad Bars and periodic media promotion. In addition, profitable operation of the newly opened outlet in Ushiku (Ushiku city in Ibaragi Prefecture) helped improve profitability of whole operation. Though we had no new outlet opened during this business period, we plan to have 5 new outlets to start business including 2 FC outlets in this coming third quarter.

For one of the newly startling outlets in Yokkaichi (Yokkaichi city in Mie Prefecture), we adopt new business concept called “Asakuma Kitchen”, where we introduce ovens for authentic pizza and rich pasta and Asakuma brand hamburger stakes. With this new concept, we target clients with relatively higher price range who look for “really good dishes”. At the same time, introduction of desert menu of more than ten kinds of sweets at the price of 650yen would help to rectify slow time zone.

Revenue from “Restaurant Operation” amounted to 1 billion 744 million yen (13.1% increase over the same period, previous year) with operating profit of 93 million yen (36.2% increase over the said period) during this six months.

(2) Consolidated financial position

1 . Analysis on financial position

Total assets as of the end of second quarter amount to 5 billion 737 million yen, an increase of 320 million yen as against the end of the previous business year.

(Current assets)

At the end of the second quarter, current assets amount to 3 billion 956 million yen, an increase of 332 million yen as against that at the end of the previous accounting year, which is mainly due to the increase of cash and bank deposit of 176 million yen and inventory of 101 million yen.

(Non-current assets)

Non-current assets at the end of this second quarter amounted to 1 billion 780 million yen, a decrease of 12 million yen over that at the end of previous year, mainly due to decrease of goodwill of 13 million yen.

(Current liabilities)

At the end of this second quarter, current liabilities amounted to 1 billion 902 million yen, a decrease of 48 million over that at the end of previous accounting year. It is mainly due to decrease of tax payable of 131 million yen, while payable notes and account payable increased 91 million.

(Non-current liabilities)

Non-current liabilities amounted to 61 million yen, recording a decrease of 38 million as against that at the end of previous accounting year, mainly due to the decrease of long term debt of 30 million yen.

(Net assets)

At the end of this second quarter, total net assets amounted 3 billion 772 million yen, an increase of 407 million over that at the end of previous accounting year. It is due to the increase of accumulated profit of 373 million and minority interest of 34 million yen.

2. Cash flows analysis

Cash and cash equivalents at the end of this second quarter amounted to 1 billion 835 million yen, an increase of 176 million as against that at the end of previous year.

(Cash flows from operating activities)

Cash gained in our operation during the second quarter amounted to 264 million yen which is a decrease of 309 million as against the same period of the previous year. This is mainly due to the increase of tax payment of 350 million yen.

(Cash flows from investing activities)

Cash used for investing activities during this second quarter amounted to 72 million, an increase of 50 million as against the same period, the previous year, due mainly to decrease of investment amount to subsidiaries of 62 million yen..

(Cash flows from financing activities)

During this second quarter, cash used for financing activities amounted to 118 million yen, a decrease of 113 million over that of the same period of the previous year, due to decrease of payment amounts of short-term and long-term debt.

(3) Forecast of this accounting year

We did not amend our forecasted operating results for this fiscal year, as our revenue and profit amounts are close to the amounts we forecasted on June 11th, 2012.

3. Summary (Notes to the financial reports) information

(1) Material change to subsidiaries during this second quarter

No such items

(2) Specific accounting application for the second quarter financial reports

No such items

(4) Changes in accounting policies, accounting estimates and retrospective restatement
Changes in accounting policies which are difficult to differentiate from changes in estimates

(Changes in depreciation)

To meet revised corporate tax law stipulations, we made changes to our depreciation method as to our fixed assets acquired on and after May 1st, 2012. This does not cause material changes to our financial results.

4. Material issues in regard to Going Concern of the entity

No such issues