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Tsukada Global Holdings Inc. Consolidated Earnings Report for the Nine Months ended September 30, 2014 (Japanese GAAP)

Stock listing: Tokyo Stock Exchange (First Section) URL: http://www.bestbridal.co.jp/english/ Representative: Masayuki Tsukada, President and CEO	Securities code: 2418
Information contact: Keiji Ishihara, Director Scheduled dates:	Tel: +81-3-5464-0081
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Dividend payout:	-
Supplementary materials to quarterly financial results available: Quarterly earnings presentation held: No	No

(Amounts rounded down to the nearest million yen)

1. Consolidated Performance for the Nine Months ended September 30, 2014 (January 1, 2014 – September 30, 2014)

(1) Consolidated Ope	erating Results				(Percentages	indicate	year-on-year cl	nanges)
	Net sales	Net sales Operating income		Ordinary income		Net income		
	million yen	%	million yen	%	million yen	%	million yen	%
Nine months ended September 30, 2014	34,793	5.6	2,526	-24.8	2,683	-22.5	1,591	-16.1
Nine months ended September 30, 2013	32,945	8.4	3,362	11.8	3,464	14.6	1,895	43.0
Note: Comprehensive in	come: Nine mo	oths ende	ed September 30, 20)14· 1	1 633 million ven (-	17 8%)		

 Note: Comprehensive income:
 Nine months ended September 30, 2014:
 1,633 million yen (-17.8%)

 Nine months ended September 30, 2013:
 1,988 million yen (50.0%)

	Net income per share	Diluted net income per share
	yen	yen
Nine months ended September 30, 2014	32.59	29.10
Nine months ended September 30, 2013	38.73	38.53

(2) Consolidated Financial Position

	Total assets	Net assets	Equity ratio
	million yen	million yen	%
September 30, 2014	58,280	25,800	44.3
December 31, 2013	53,968	24,668	45.7

Reference: Total equity: September 30, 2014: 25,800 million yen

December 31, 2013: 24,668 million yen

Total equity=Shareholders' equity plus total accumulated other comprehensive income.

2. Dividends

	Dividend per share					
	End-Q1	End-Q2	End-Q3	Year-end	Annual total	
	yen	yen	yen	yen	yen	
Year ended December 31, 2013	-	1,000.00	-	5.00	-	
Year ending December 31, 2014	-	5.00	-			
Year ending December 31, 2014 (Forecast)				5.00	10.00	

Note: No revision has been made to the latest dividends forecast.

Effective July 1, 2013, the Company conducted a 1:200 common stock split. Without adjusting to the stock split, the year-end dividend per share for the fiscal year ended December 31, 2013 would be 1,000.00 yen, totaling the annual dividend per share of 2,000.00 yen.

3. Earnings Forecast for the Fiscal Year ending December 31, 2014 (January 1, 2014 – December 31, 2014)

(Percentages indicate year-on-year changes)

	Net sale	es	Operating i	ncome	Ordinary in	come	Net incor	ne	Net income per share
	million yen	%	million yen	%	million yen	%	million yen	%	yen
Year ending December 31, 2014	52,650	11.0	7,250	5.7	7,250	1.7	4,300	1.5	88.06

Note: No revision has been made to the latest earnings forecast.

*Notes

(1) Changes affecting the consolidation status of significant subsidiaries during the period: Yes
 Newly Consolidated: 4 Subsidiaries (Best Bridal, Inc., FAJA Co., Ltd., RAJA Co., Ltd., Retreat Co., Ltd.)

Newly Deconsolidated: None

Note: For details, please refer to "(1) Changes in Significant Subsidiaries" in Section "2. Other Information" on page 4.

(2) Use of accounting methods specific to the preparation of quarterly consolidated financial statements: Yes

Note: For details, please refer to "(2) Application of Specific Accounting Methods for the Preparation of Quarterly Financial Statements" in Section "2. Other Information" on page 4.

- (3) Changes in accounting policy, changes in accounting estimates, and retrospective restatement
 - 1) Changes in accordance with amendments to accounting standards, etc.: None
 - 2) Changes other than noted in 1) above: None
 - 3) Changes in accounting estimates: None
 - 4) Retrospective restatement: None

(4) Shares issued (common stock)

	September 30, 2014	December 31, 2013
 Number of shares issued at end of period (including treasury stock) 	48,960,000	48,960,000
 Number of shares held in treasury at end of period 	131,512	131,512
	Nine Months ended	Nine Months ended
	September 30, 2014	September 30, 2013
3) Average number of shares outstanding during the period	48,828,488	48,946,649

* Quarterly Review Status

This report is exempt from the review requirements of Japan's Financial Instruments and Exchange Act. As of this report publication, a review of the consolidated quarterly financial statements in accordance with the Act is underway.

*Appropriate Use of Earnings Forecast and Other Important Information

The above forecasts are based on information available as of this report's publication and on certain assumptions that are deemed reasonable. Actual results may differ from forecasts due to changes in the business environment. For the assumptions underlying the forecasts herein and other notice on the use of earnings forecasts, please refer to "(3) Earnings Forecast for the Fiscal Year Ending December 31, 2014" in the section "1. Review of Consolidated Financial Results" on page 3 in the accompanying materials.

Accompanying Material – Contents

1. Review of Consolidated Financial Results	2
(1) Operating Results	2
(2) Financial Condition	3
(3) Earnings Forecast for the Fiscal Year ending December 31, 2014	3
2. Other Information	4
(1) Changes in Significant Subsidiaries	4
(2) Application of Specific Accounting Methods for the Preparation of Quarterly	4
Financial Statements	
(3) Changes in Accounting Policies, Estimates, and Retrospective Restatement	4
3. Consolidated Financial Statements	5
(1) Consolidated Balance Sheets	5
(2) Consolidated Statements of Income and Comprehensive Income	7
Consolidated Statements of Income	7
Consolidated Statements of Comprehensive Income	8
(3) Notes on the Financial Statements	9
(Note on the Going-concern Assumption)	9
(Note on Significant Changes in the Amount of Shareholders' Equity)	9
(Segment and Other Information)	10
4. Supplementary Information	12

1. Review of Consolidated Financial Results

(1) Operating Results

In the first nine months of the fiscal year ending December 31, 2014, the Japanese economy showed weakness in some areas amid the prolonged fallback in demand following the last-minute surge that preceded the consumption tax hike. Overall, however, the domestic economy stayed on a moderate recovery track as the impact of government economic policies and the Bank of Japan's financial measures led to improvements in corporate earnings as well as the employment and wage environment. Nonetheless, the outlook remains uncertain in light of concerns about the impact of downturns in overseas economies and a possible rise in the cost of imported goods from the weak yen and high fuel prices.

Amid this environment, the Tsukada Group endeavored to increase sales and profitability by redoubling our efforts to create new value in the bridal market and hotel market; to establish high-quality, appealing outlets; and to deliver high value-added services that accurately respond to increasingly diverse and individualized customer needs.

Furthermore, in the third quarter, the Tsukada Group acquired all the outstanding shares of FAJA Co., Ltd. in view of the prospects of a major development and expansion of the relaxation-related market going forward thanks to the burgeoning interest in health and beauty in recent years. Please note that only FAJA's balance sheet figures were incorporated in our nine-month consolidated financial statement given that the deemed acquisition date of the company was September 30, 2014.

As a result of these efforts, the Group posted consolidated net sales of ¥34,793 million in the first nine months of the fiscal year, an increase of 5.6% over the same period of the previous fiscal year. However, a decrease in the number of weddings held at existing outlets and an increase in fixed expenses at certain consolidated subsidiaries led to lower profits. Operating income totaled ¥2,526 million, a year-on-year decrease of 24.8%, ordinary income amounted to ¥2,683 million, down 22.5%, and net income was ¥1,591 million, a 16.1% decrease from the first nine months of the previous fiscal year.

The results for each business segment were as follows.

Note that the Group's reporting segments have been changed, starting from the first and third quarters of the fiscal year ending December 31, 2014. The year-on-year comparisons presented below are based on figures for the same period of the previous fiscal year adjusted for the change in reportable business segments for the current fiscal year.

1) Domestic wedding business

In the first nine months of the current fiscal year, the number of small weddings held remained steady, but overall sales declined slightly owing to the reduction in the number of weddings held at existing outlets during the term.

As a result, net sales in the domestic wedding business totaled ¥25,095 million, a year-on-year decrease of 3.6%, and segment operating income came to ¥3,579 million, down 22.8%.

2) Hotel business

During the first nine months of the fiscal year, sales of the Hotel InterContinental Tokyo Bay were firm following its renovation in fiscal 2013. In addition, the recently acquired The Strings by InterContinental Tokyo contributed to segment sales growth.

As a result, net sales in the hotel business reached ¥7,307 million, a year-on-year increase of 50.1%. The segment posted an operating loss of ¥69 million, contracting from an operating loss of ¥324 million during the same period of the previous fiscal year.

3) Overseas business

During the first nine months of the fiscal year, our overseas business steadily increased its direct sales business and enjoyed an increase in the number of weddings held for non-Japanese couples.

As a result, net sales in the overseas business totaled ¥2,390 million, a year-on-year increase of 16.7%, and segment operating income totaled ¥31 million, up 35.2%.

4) W&R business (Wellness & Relaxation business)

Only FAJA's balance sheet figures were incorporated in our nine-month consolidated financial statement as the deemed acquisition date of the company and the two subsidiaries was September 30, 2014.

Accordingly, the results from this segment are not reported in our nine-month consolidated financial statement.

(2) Financial Condition

1) Assets, liabilities, and net assets

Assets at the end of the third quarter (September 30, 2014) totaled ¥58,280 million, an increase of ¥4,311 million from the end of the previous fiscal year (December 31, 2013). This largely stemmed from a ¥1,909 million increase in goodwill in conjunction with the new business acquisition and share purchase, a ¥1,760 million increase in cash and deposits, a ¥1,362 million increase in lease and guarantee deposits as well as an ¥880 million increase in tangible assets related to the preparation of the opening of new outlets. These gains more than offset a ¥1,378 million decrease in other current assets.

Liabilities at the end of the third quarter totaled ¥32,479 million, ¥3,179 million more than at the end of the previous fiscal year. The increase in liabilities was primarily due to a ¥2,941 million yen net increase in debt and bonds, a ¥1,264 million increase in advances received and a ¥331 million increase in asset retirement obligations related to the new business acquisition, which partially offset the ¥1,485 million decrease in income taxes payable.

Net assets at the end of the third quarter totaled ¥25,800 million, an increase of ¥1,131 million from the end of the previous fiscal year. This increase was mainly due to the booking of ¥1,591 million in net income for the period, which outweighed the ¥488 million in dividends paid from retained earnings.

(3) Earnings Forecast for the Fiscal Year Ending December 31, 2014

There is no change to the consolidated earnings forecasts for the year ending December 31, 2014, which the Company announced on August 8, 2014.

2. Other Information

(1) Changes in Significant Subsidiaries

In the first quarter (January 1 to March 31, 2014) of the current financial year, Best Bridal, Inc. was newly established, the trade name of which has been changed from Best Bridal Inc. Successor Preparatory Company effective from July 1, 2014, and has consequently been added to the scope of consolidation. Though not statutorily required, Ecpark Pte. Ltd., has also been added to the scope of consolidation as its relative importance increased under the Group's revised policy on consolidation.

In the third quarter (July 1 to September 30, 2014) of the current financial year, the shares of FAJA Co., Ltd. were acquired, and hence FAJA and its 2 subsidiaries have been added to the scope of consolidation. As the date of said acquisition has been, however, deemed to be September 30, 2014, only their balance sheets have been consolidated with the Company's in the third quarter of the current financial year.

(2) Application of Specific Accounting Methods for the Preparation of Quarterly Financial Statements

(Simplified accounting methods)

1) Calculation method for depreciation of fixed assets

Depreciation expenses for assets to which the declining-balance method is applied are calculated by allocating a quarterly proportion of the amount for the full financial year.

2) Calculation method for deferred tax assets and deferred tax liabilities

Regarding judgments on the amount of recoverable deferred tax assets, the Company has determined that there have been no significant changes in the economic environment or emergence of temporary differences since the end of the previous financial year, and therefore the calculations are based on future earnings forecasts from the previous year and tax planning methods.

(Special accounting treatments)

Calculation of taxes

The Company calculates tax liabilities by producing a reasonable estimate of the effective tax rate after applying tax-effect accounting to income before income taxes and minority interests for the fiscal year, which encompasses the nine months ended September 30, 2014, and then multiplying income (loss) before income taxes and minority interests by this estimated effective tax rate. In cases where this estimated effective tax rate cannot be used, the statutory effective tax rate is used.

(3) Changes in Accounting Policies, Estimates, and Retrospective Restatement

Not applicable.

3. Consolidated Financial Statements

(1) Consolidated E	Balance Sheets	
		(millions of yen)
	December 31, 2013	September 30, 2014
	Amount	Amount
Assets		
Current assets		
Cash and deposits	8,866	10,627
Accounts receivable - trade	476	759
Marketable securities	5,000	4,213
Merchandise	3	39
Raw materials and supplies	373	461
Other	3,216	1,837
Allowance for doubtful receivables	(41)	(42)
Total current assets	17,895	17,897
Fixed assets Tangible assets		
Buildings and structures, net	15,342	15,313
Land	4,757	4,810
Other, net	1,361	2,216
Total tangible assets	21,460	22,341
Intangible assets		
Goodwill	962	2,871
Other	191	179
Total intangible assets	1,153	3,051
Investments and other assets		
Lease and guarantee deposits	6,299	7,661
Other	7,103	7,214
Total investments and other assets	13,402	14,875
Total fixed assets	36,016	40,268
Deferred assets	56	114
Total assets	53,968	58,280

(1) Consolidated Balance Sheets

		(millions of ye
	December 31, 2013	September 30, 2014
	Amount	Amount
Liabilities		
Current liabilities		
Accounts payable - trade	2,189	2,16
Short-term debt	-	40
Current portion of long-term debt	2,709	2,42
Current portion of bonds	484	73
Income taxes payable	1,786	30
Advances received	968	2,23
Provision for point card certificates	-	4
Other	2,231	2,45
Total current liabilities	10,370	10,75
Fixed liabilities		
Bonds	1,106	3,42
Convertible bonds	5,000	5,00
Long-term debt	9,960	10,21
Provision for employees' retirement benefits	282	30
Provision for directors' retirement benefits	636	67
Asset retirement obligations	1,083	1,41
Other	861	70
Total fixed liabilities	18,929	21,72
Total liabilities	29,300	32,47
Net assets		
Shareholders' equity		
Capital stock	472	47
Capital surplus	634	63
Retained earnings	23,443	24,53
Treasury stock	(88)	(88
Total shareholders' equity	24,461	25,54
	, - <u>,</u>	- , -
Accumulated other comprehensive income		
Net unrealized gain on available-for-sale securities	88	10
Deferred gain (loss) on derivatives under hedge	46	4
accounting	40	1
Foreign currency translation adjustments	71	13
Total accumulated other comprehensive income	206	25
Total net assets	24,668	25,80
Total liabilities and net assets	53,968	58,28

(2) Consolidated Statements of Income and Comprehensive Income Consolidated Statements of Income

Consolidated Statement	s of Income	
		(millions of yen)
	Nine months ended	Nine months ended
	September 30, 2013	September 30, 2014
	Amount	Amount
Net sales	32,945	34,793
Cost of sales	22,063	23,793
Gross profit	10,881	11,000
Selling, general and administrative expenses	7,519	8,473
Operating income	3,362	2,526
Non-operating income		
Interest income	47	54
Dividend income	50	106
Gain on investments in silent partnership	122	126
Foreign exchange gains	65	96
Gain on valuation of derivatives	-	56
Other	94	39
Total non-operating income	380	481
Non-operating expenses		
Interest expenses	194	155
Loss on valuation of derivatives	75	-
Fees and commissions paid	-	159
Other	8	11
Total non-operating expenses	278	325
Ordinary income	3,464	2,683
Extraordinary income		
Gain on sales of investment securities	-	7
Gain on sales of fixed assets	0	0
Total extraordinary income	0	8
Extraordinary loss		
Loss on store closing	6	-
Loss on disposal of fixed assets	36	22
Total extraordinary loss	42	22
Income before income taxes and minority interests	3,421	2,669
Income taxes	1,525	1,079
Income before minority interests	1,895	1,589
Minority interests in income (loss)	-	(1)
Net income	1,895	1,591

		(millions of yen)
	Nine months ended	Nine months ended
	September 30, 2013	September 30, 2014
	Amount	Amount
Income before minority interests	1,895	1,589
Other comprehensive income		
Net unrealized gain on available-for-sale securities	10	16
Deferred gain (loss) on derivatives under hedge accounting	16	(35)
Foreign currency translation adjustments	45	63
Share of other comprehensive income of affiliates accounted for under the equity method	20	-
Total other comprehensive income	92	43
Comprehensive income	1,988	1,633
(Breakdown)		
Comprehensive income attributable to owners of the parent	1,988	1,633
Comprehensive income attributable to minority interests	-	-

Consolidated Statements of Comprehensive Income

(3) Notes on the Financial Statements

(Note on the Going-concern Assumption) Not applicable

(Note on Significant Changes in the Amount of Shareholders' Equity) Not applicable

(Segment and Other Information) (Segment Information)

I. Nine months ended September 30, 2013 (January 1 to September 30, 2013)

1. Net sales and income/loss by reportable segment

			(millions of yen)				
	Reportable segment					Amount recorded	
	Domestic wedding business	Hotel business	Overseas business	Total	Adjustments (note 1)	on consolidated statements of income (note 2)	
Net sales							
Sales to outside customers	26,028	4,867	2,048	32,945	-	32,945	
Inter-segment sales and transfers	257	91	0	349	(349)	-	
Total	26,286	4,959	2,049	33,294	(349)	32,945	
Segment income (loss)	4,637	(324)	23	4,336	(974)	3,362	

(millions of yon)

Notes: 1. Minus 974 million yen adjustments for the segment income or loss include 28 million yen elimination of inter-segment sales and minus 1,002 million yen corporate expenses that are not allocated to each reportable segment. The main component of these unallocated corporate expenses is SG&A expenses that are not attributable to reportable segments.
2. Segment income or loss adjustments are based on operating income reported on the quarterly

consolidated statements of income for the corresponding period.

2. Impairment loss on fixed assets or goodwill by reportable segment Not applicable

- II. Nine months ended September 30, 2014 (January 1 to September 30, 2014)
- 1. Net sales and income/loss by reportable segment

					(millions of yen)		
		Repor		Amount recorded			
	Domestic wedding business	Hotel business	Overseas business	W&R business	Total	Adjustments (note 1)	on consolidated statements of income (note 2)
Net sales							
Sales to outside customers	25,095	7,307	2,390	-	34,793	-	34,793
Inter-segment sales and transfers	371	101	0	-	473	(473)	-
Total	25,467	7,408	2,390	-	35,266	(473)	34,793
Segment income (loss)	3,579	(69)	31	-	3,542	(1,015)	2,526

Notes: 1. Minus 1,015 million yen adjustments for the segment income or loss include 34 million yen elimination of inter-segment sales and minus 1,049 million yen corporate expenses that are not allocated to each reportable segment. The main component of these unallocated corporate expenses is SG&A expenses that are not attributable to reportable segments.
 2. Segment income or loss adjustments are based on operating income reported on the guarterly

Segment income or loss adjustments are based on operating income reported on the quarte consolidated statements of income for the corresponding period.

2. Change in Reportable Segment

Hotel business, which used to be classified as Domestic operations, has increased its importance in volume. Hence, from the first quarter (January 1 to March 31, 2014) of the fiscal year ending December 31, 2014, the classification of reportable segments has been changed from the 2 segments of "Domestic operations" and "Overseas operations" into 3 reportable segments of "Domestic wedding business," "Hotel business" and "Overseas business."

From the third quarter (July 1 to September 30, 2014) of the current financial year, FAJA Co., Ltd. and its 2 subsidiaries have been added to the scope of consolidation, and, as a result, a new reportable segment of "W&R business" (Wellness and Relaxation business) has been added, increasing the number of reportable segments from 3 to 4 segments. As the date of said acquisition has been deemed to be September 30, 2014, only their balance sheets have been consolidated with the Company's in the third quarter of the current financial year.

The above segment information for the first nine months ended September 30, 2013 has been restated in accordance with the new reportable segment for the first nine months of the fiscal year ending December 31, 2014.

3. Impairment loss on fixed assets or goodwill by reportable segment (Significant change in the amount of goodwill)

In the W&R business segment, FAJA Co., Ltd. and its 2 subsidiaries have been added to the scope of consolidation effective from the third quarter of the current financial year, following the acquisition of the shares of FAJA Co., Ltd. The increase in the goodwill related to the said acquisition amounts to 1,387 million yen in the first nine months of the current fiscal year ending December 31, 2014.

4. Supplementary Information Weddings Held, Orders Received, and Sales volume

r) number of weddings heid						
	Nine months ended	Nine months ended	Year ended			
	September 30, 2013	September 30, 2014	December 31, 2013			
Segment	Number of weddings	Number of weddings	Number of weddings			
	held (cases)	held (cases)	held (cases)			
Domestic wedding	6,903	7,014	9,857			
business	0,903	7,014	9,007			
Hotel business	510	515	758			
Overseas business	2,092	2,120	2,932			
Total	9,505	9,649	13,547			

1) Number of weddings held

2) Orders received

	Nine months ended September 30, 2013		Nine months ended		Year ended	
			Septembe	r 30, 2014	December 31, 2013	
	Orders	Order	Orders	Order	Orders	Order
Segment	received	backlog	received	backlog	received	backlog
	(cases)	(cases)	(cases)	(cases)	(cases)	(cases)
Domestic wedding	7,469	6.476	7,979	6,573	9,555	5,608
business	7,105	0,470	1,515	0,070	0,000	0,000
Hotel business	642	538	733	666	800	448
Overseas business	2,355	1,685	2,314	1,671	2,987	1,477
Total	10,466	8,699	11,026	8,910	13,342	7,533

3) Sales volume

	Nine months ended	Nine months ended	Year ended	
	September 30, 2013	September 30, 2014	December 31, 2013	
Segment	million yen	million yen	million yen	
Domestic wedding	26,028	25,095	37,392	
business	20,028	20,090	57,592	
Hotel business	4,867	7,307	7,139	
Overseas business	2,048	2,390	2,894	
Total	32,945	34,793	47,426	

Notes: 1. Classification of reportable segments has been changed since the first three months ended March 31, 2014. The figures for the nine months ended September 30, 2013 and for the full year ended December 31, 2013, have been readjusted to the new reportable segments.

2. Starting from the first three months ended March 31, 2014, those numbers of weddings held, orders received and order backlogs at the facilities in partnership with the Company have newly been added, and therefore the figures for the nine months ended September 30,

2013 and for the full year ended December 31, 2013, have been readjusted and reported accordingly.

- 3. Inter-segment transactions have been eliminated from the amounts shown above.
- 4. The above amounts do not include consumption tax.