

## Entity information

|  | Aug 2013                     |
|--|------------------------------|
| Company information                          |                              |
| FASF member mark                             | true                         |
| Document name                                | 第2四半期決算短信<br>〔日本基準〕(連結)      |
| Filing date                                  | 2013-10-10                   |
| Company name                                 | ECHO TRADING C<br>O.,LTD.    |
| Stock exchange listings                      |                              |
| Tokyo  | true                         |
| Tokyo 1st section                            | true                         |
| Tokyo 2nd section                            | -                            |
| Tokyo Mothers                                | -                            |
| Tokyo JASDAQ                                 | -                            |
| Tokyo Others                                 | -                            |
| Osaka  | -                            |
| Osaka 1st section                            | -                            |
| Osaka 2nd section                            | -                            |
| Osaka JASDAQ                                 | -                            |
| 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                              | 74270                        |
| URL  | http://www.echotd.co.<br>jp/ |
| Business category                            |                              |
| General Business                             | true                         |
| Specific Business                            | -                            |
| Fiscal Year End                              | 2014-02-28                   |
| Quarterly period                             | 2                            |
| Representative                               |                              |
| Title  | 代表取締役社長                      |
| Name   | 高橋 一彦                        |
| Inquiries                                    |                              |
| Title  | 常務取締役管理本部<br>長               |
| Name   | 堀 和仁                         |
| Tel  | 0798(41)8317                 |
| Other  |                              |
| Quarterly statement filing date (as planned) | 2013-10-11                   |
| Dividend payable date (as planned)           | 2013-11-08                   |
| 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)  |          |          |          |          |
|--|----------|----------|----------|----------|
|  | Feb 2014 | Aug 2013 | Feb 2013 | Aug 2012 |
| Consolidated information   |          |          |          |          |
| Consolidated financial results   |          |          |          |          |
| Consolidated operating results   |          |          |          |          |
| Consolidated income statements information                             |          |          |          |          |
| Net sales  |          |          |          |          |
| Net sales  |          | 37,494   |          | 37,938   |
| % change in net sales  |          | -1.2     |          | 0.2      |
| Operating income   |          |          |          |          |
| Operating income   |          | 103      |          | 268      |
| % change in operating income   |          | -61.4    |          | -4       |
| Ordinary income  |          |          |          |          |
| Ordinary income  |          | 109      |          | 346      |
| % change in ordinary income  |          | -68.4    |          | -0.3     |
| Net income   |          |          |          |          |
| Net income   |          | 68       |          | 202      |
| % change in net income   |          | -66.2    |          | 39.4     |
| Note to consolidated income statements information                     |          |          |          |          |
| Comprehensive income   |          |          |          |          |
| Comprehensive income   |          | 77       |          | 190      |
| Change in comprehensive income   |          | -59.3    |          | 23.7     |
| Other consolidated operating results                                   |          |          |          |          |
| Net income per share (Yen)   |          | 11.34    |          | 33.52    |
| Diluted net income per share (Yen)                                     |          | -        |          | -        |
| Note to consolidated operating results                                 |          |          |          |          |
| Note to consolidated operating results                                 |          | -        |          |          |
| Consolidated financial positions                                       |          |          |          |          |
| Total assets   |          | 27,187   | 25,079   |          |
| Net assets   |          | 8,916    | 8,932    |          |
| Capital adequacy ratio (%)   |          | 32.8     | 35.6     |          |
| Note to consolidated financial positions                               |          |          |          |          |
| Owner's equity   |          | 8,913    | 8,932    |          |
| Note to consolidated financial results                                 |          |          |          |          |
| Note to consolidated financial results                                 |          | -        |          |          |
| Dividends  |          |          |          |          |
| Dividend per share (Yen)   |          |          |          |          |
| First quarter  |          |          |          |          |
| Result   | -        |          | -        |          |
| Second quarter   |          |          |          |          |
| Result   | 10.00    |          | 16.00    |          |
| Third quarter  |          |          |          |          |
| Result   |          |          | -        |          |
| Forecast   | -        |          |          |          |
| Forecast (upper)   | -        |          |          |          |
| Forecast (lower)   | -        |          |          |          |
| Fiscal year end  |          |          |          |          |
| Result   |          |          | 16.00    |          |
| Forecast   | 10.00    |          |          |          |
| Forecast (upper)   | -        |          |          |          |
| Forecast (lower)   | -        |          |          |          |
| Total  |          |          |          |          |
| Result   |          |          | 32.00    |          |
| Forecast   | 20.00    |          |          |          |
| 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   |          |          |          |          |

3. 平成26年2月期の  
連結業績予想(平成2

| Title for consolidated forecasts   | 5年 3月 1日～平成26<br>年 2月28日)  |
|--|--|
| Preamble to consolidated forecasts   |  |
| Preamble to consolidated forecasts   | -  |
| Main table of consolidated forecasts   |  |
| Net sales  |  |
| Forecast   | 75,800   |
| Forecast (upper)   | -  |
| Forecast (lower)   | -  |
| % change (forecast)  | -0.2   |
| % change (forecast-upper)  | -  |
| % change (forecast-lower)  | -  |
| Operating income   |  |
| Forecast   | 440  |
| Forecast (upper)   | -  |
| Forecast (lower)   | -  |
| % change (forecast)  | -22.5  |
| % change (forecast-upper)  | -  |
| % change (forecast-lower)  | -  |
| Ordinary income  |  |
| Forecast   | 440  |
| Forecast (upper)   | -  |
| Forecast (lower)   | -  |
| % change (forecast)  | -32  |
| % change (forecast-upper)  | -  |
| % change (forecast-lower)  | -  |
| Net income   |  |
| Forecast   | 242  |
| Forecast (upper)   | -  |
| Forecast (lower)   | -  |
| % change (forecast)  | -32  |
| % change (forecast-upper)  | -  |
| % change (forecast-lower)  | -  |
| Net income per share (Yen)   |  |
| Forecast   | 40.09  |
| 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) | -  |
| Note to material changes in subsidiaries during this period  |  |
| Note to material changes in subsidiaries during this period  | (注)平成25年4月1日に「株式会社ペットペット」の株式を100%取得し、第1四半期連結会計期間より連結の範囲に含めておりますが、開示府令第19条第10項に規定する特定子会社には該当いたしません。 |
| 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   | true   |

|  |           |           |           |
|--|-----------|-----------|-----------|
| Changes in accounting policies other than ones based on revisions of accounting standard     | -         |           |           |
| Changes in accounting estimates  | true      |           |           |
| 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) | 6,036,546 | 6,036,546 |           |
| Number of treasury stock at the end of fiscal year   | 644       | 644       |           |
| Average number of shares   | 6,035,902 |           | 6,035,947 |
| Note to number of issued and outstanding shares (common stock)                               |           |           |           |
| Note to number of issued and outstanding shares (common stock)                               | -         |           |           |

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