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* Unstated amounts are rounded down to the nearest one million yen unit, and percentages are rounded to the nearest unit.



1

FY2015 Summary of Consolidated Financial Results

- Substantial increase of Marketing Business Operating income approx 900 Million yen**

- (Result excluding the Investment and Value Creation Business)
Sustained improvement in the profitability
Gross profit margin +0.5p, Operating income margin + 1.4p**

- Sales and profits decreased in the Investment and Value Creation Business as a result of no earnings such as the gain of approximately 4.5 billion yen from the sale of Hottolink in FY2014.**

	FY2014	FY2015	YoY
Revenue	66,984	64,052	(4.4%)
Gross profit	16,536	13,347	(19.3%)
SGA	12,065	11,727	(2.8%)
Operating income	4,471	1,620	(63.8%)
Ordinary income	4,067	1,191	(70.7%)
Net income	1,092	267	(75.5%)
Gross profit margin	24.7%	20.8%	(3.9p)
Operating income margin	6.7%	2.5%	(4.2p)
Net income margin	1.6%	0.4%	(1.2p)

■ Result excluding the Investment and Value Creation Business

	FY2014	FY2015	YOY
Revenue	62,124	63,030	+1.5%
Gross profit	12,052	12,559	+4.2%
SGA	11,956	11,548	(3.4%)
Operating income	95	1,010	Substantial increase
Gross profit margin	19.4%	19.9%	+0.5p
Operating income margin	0.2%	1.6%	+1.4p

■ Consolidated Revenue and Operating Income (Loss) by Segment

		FY2014	FY2015	YoY
Marketing Business	Revenue	58,297	61,828	+6.1%
	Operating income	890	1,815	Approx.2.0times
Investment and Value Creation Business	Revenue	4,859	1,021	Sales of Hottolink in FY2014 were posted
	Operating income	4,375	606	Sales of Hottolink in FY2014 were posted
Overseas Business	Revenue	1,750	1,424	(18.6%)
	Operating income	(119)	(91)	—
Total	Revenue	66,984	64,052	(4.4%)
	Operating income	4,471	1,620	(63.8%)

■ Consolidated Balance Sheets

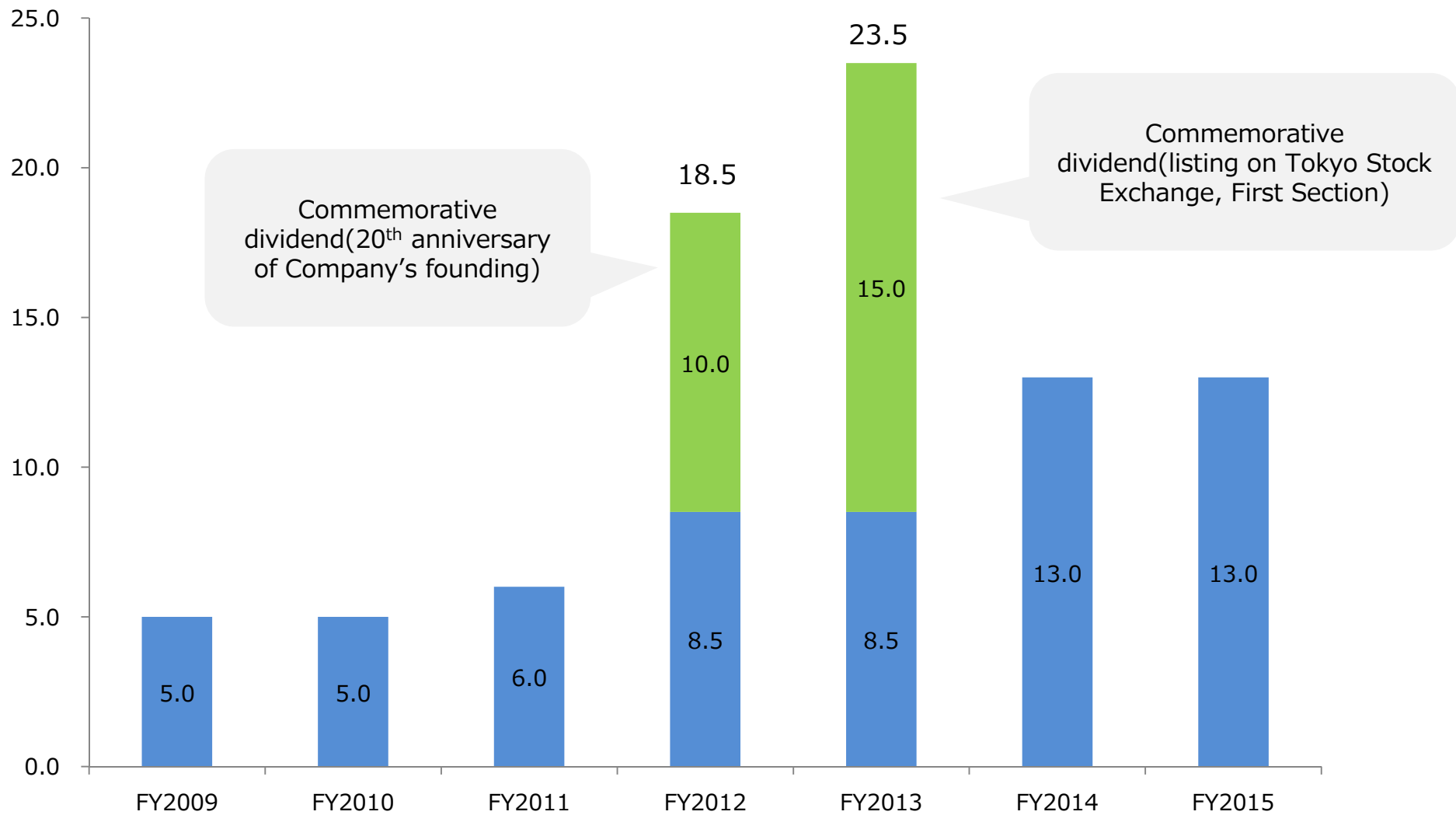
	FY2014	FY2015
Current assets	26,839	27,010
Noncurrent assets	12,596	10,411
Total assets	39,436	37,421
Current liabilities	14,193	13,026
Noncurrent liabilities	7,539	6,785
Total liabilities	21,732	19,811
Total net assets	17,703	17,609
Total liabilities and net assets	39,436	37,421

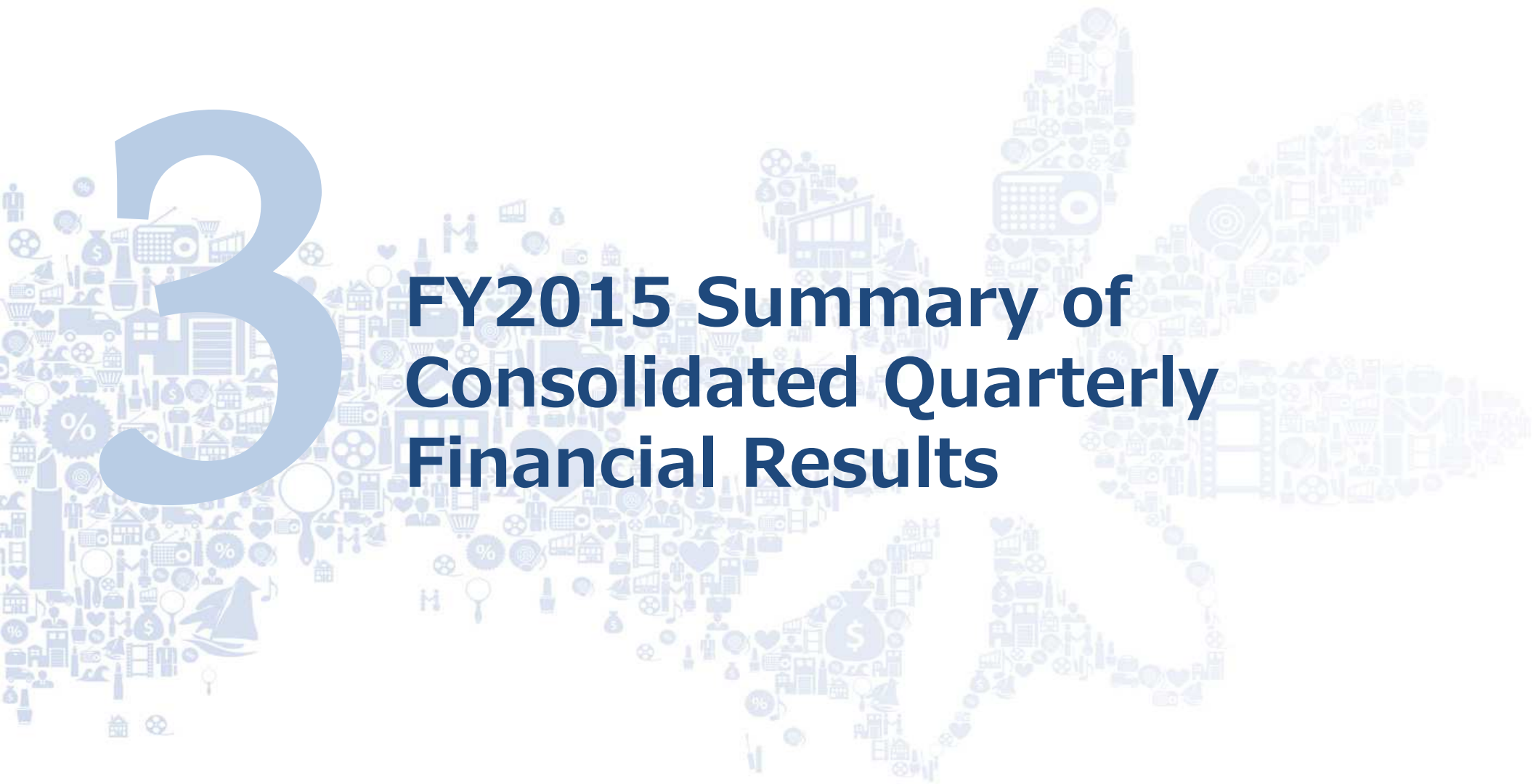


**FY2015 Results of Earnings
Forecast/Dividends**

	FY2015 Revised Forecasts	FY2015 Results	Variance
Revenue	70,000	64,052	(8.5%)
EBITDA	2,650	2,689	+1.5%
Operating income	1,500	1,620	+8.1%
Ordinary income	900	1,191	+32.4%
Net income	300	267	(10.9%)

Unit : yen ■ Full-year dividends ■ Commemorative dividends





**FY2015 Summary of
Consolidated Quarterly
Financial Results**



	FY2014		FY2015			
	Q4	Q1	Q2	Q3	Q4	YoY
Revenue	16,077	16,397	16,278	15,747	15,628	(2.8%)
Gross profit	3,098	3,200	3,441	3,186	3,519	+13.6%
SGA	3,011	2,836	2,986	2,966	2,936	(2.5%)
EBITDA	403	628	723	489	847	Approx. 2.1 times
Operating income	86	363	454	219	583	Substantial increase
Gross profit margin	19.3%	19.5%	21.1%	20.2%	22.5%	+3.2p
Operating income margin	0.5%	2.2%	2.8%	1.4%	3.7%	+3.2p
Ordinary income	(134)	288	377	34	491	Substantial increase
Net income	(782)	120	53	67	26	Substantial increase

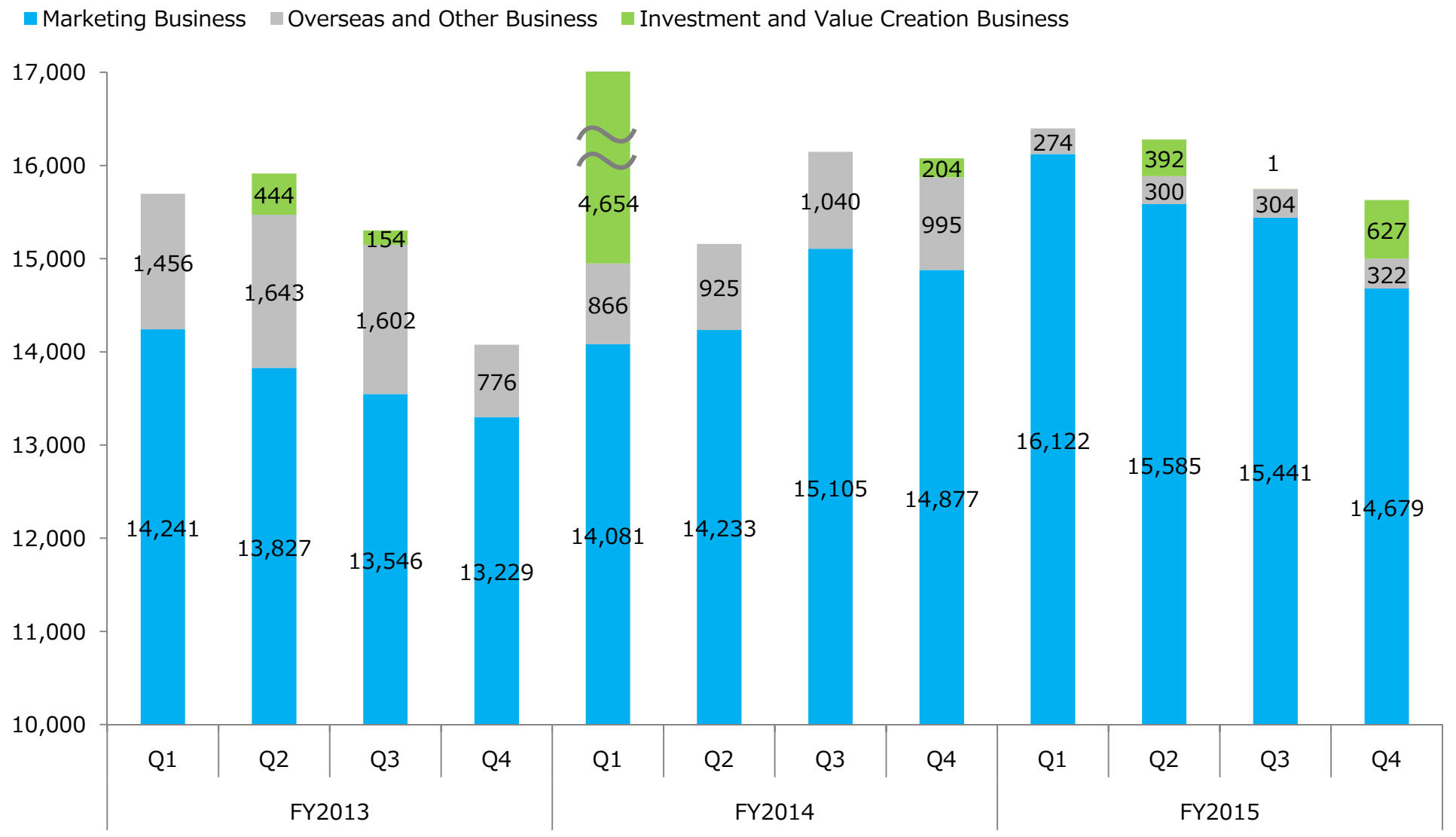


■ Consolidated Quarterly Revenue and Operating Income (Loss) by Segment

		FY2013				FY2014				FY2015				FY2014 Q4 Comparison
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
Marketing Business	Revenue	14,241	13,827	13,546	13,299	14,081	14,233	15,105	14,877	16,122	15,585	15,441	14,679	(1.3%)
	Operating income	540	382	229	461	125	178	298	289	633	340	496	345	+19.3%
Investment and Value Creation Business	Revenue	0	444	154	0	4,654	0	0	204	0	392	1	627	+206.6%
	Operating income	0	224	60	(11)	4,482	(15)	(31)	60	(55)	310	(38)	392	—
Overseas Business	Revenue	948	1,149	1,079	311	349	416	503	480	309	358	372	383	(20.2%)
	Operating income	(52)	(46)	(54)	(12)	(46)	(70)	(2)	0	(29)	(10)	(34)	(15)	—
Other	Revenue	507	494	522	465	516	508	537	514	(34)	(57)	(68)	(61)	—
	Operating income	(177)	(91)	(136)	(178)	(173)	(216)	(144)	(143)	(183)	(186)	(204)	(139)	—
Total	Revenue	15,697	15,915	15,303	14,075	19,602	15,158	16,145	16,077	16,397	16,278	15,747	15,628	(2.8%)
	Operating income	311	469	100	258	4,388	(123)	120	86	363	454	219	583	+576.8%

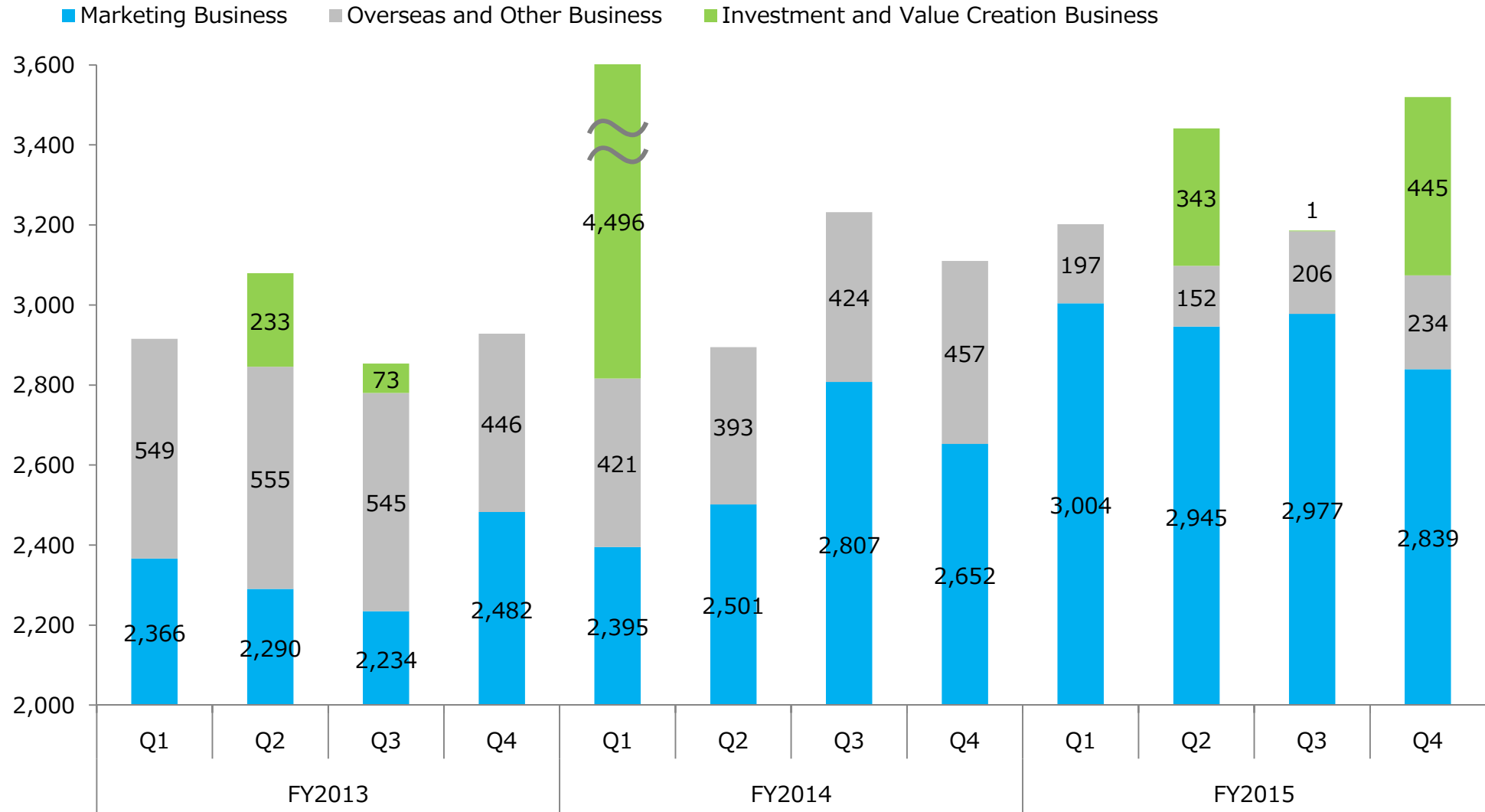
※Result of FY2013Q1, excluding Business alliance with Dentsu.

Revenue



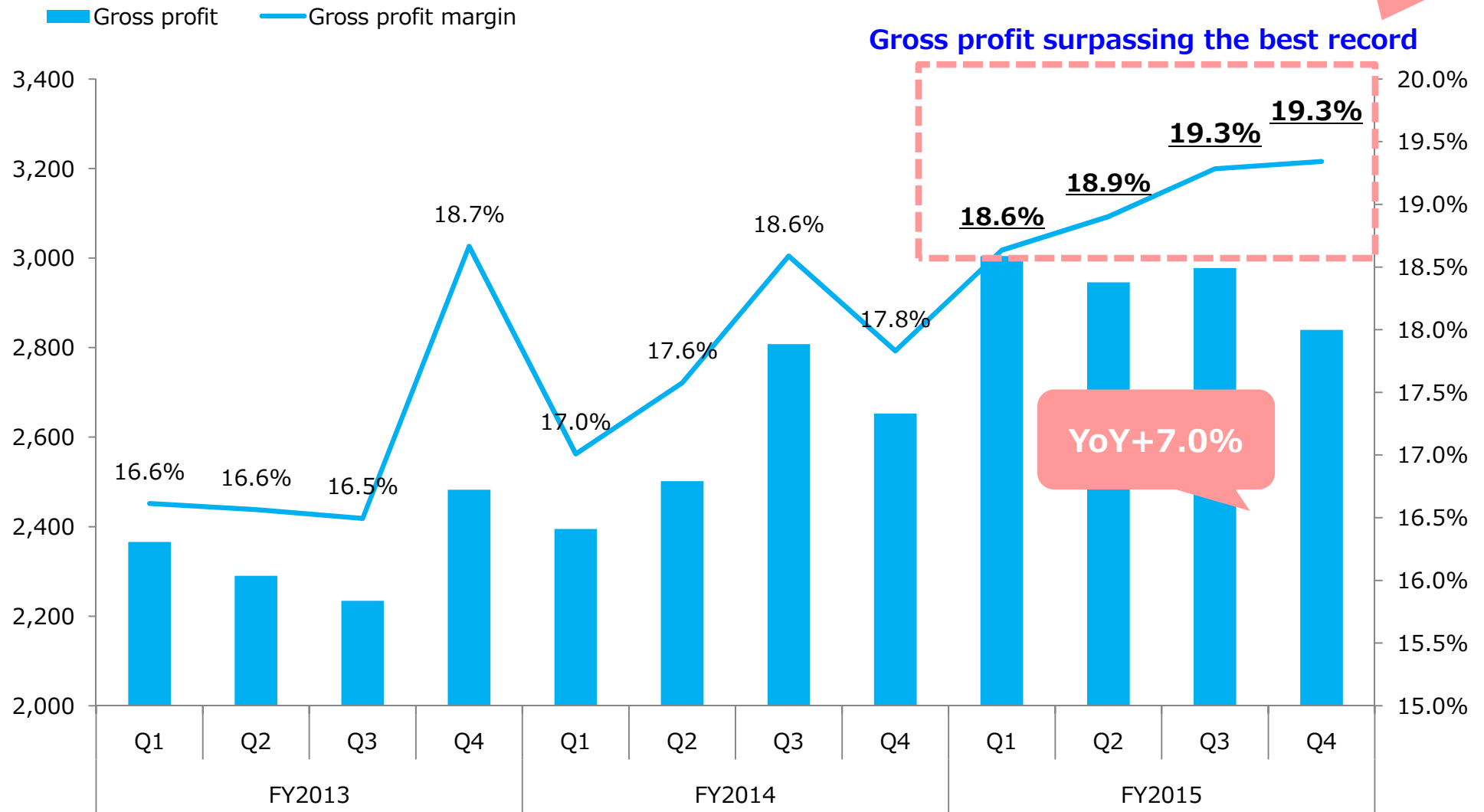
※Result of FY2013Q1, excluding Business alliance with Dentsu.

Gross profit



※Result of FY2013Q1, excluding Business alliance with Dentsu.

Gross profit/Gross profit margin



※Result of FY2013Q1, excluding Business alliance with Dentsu.

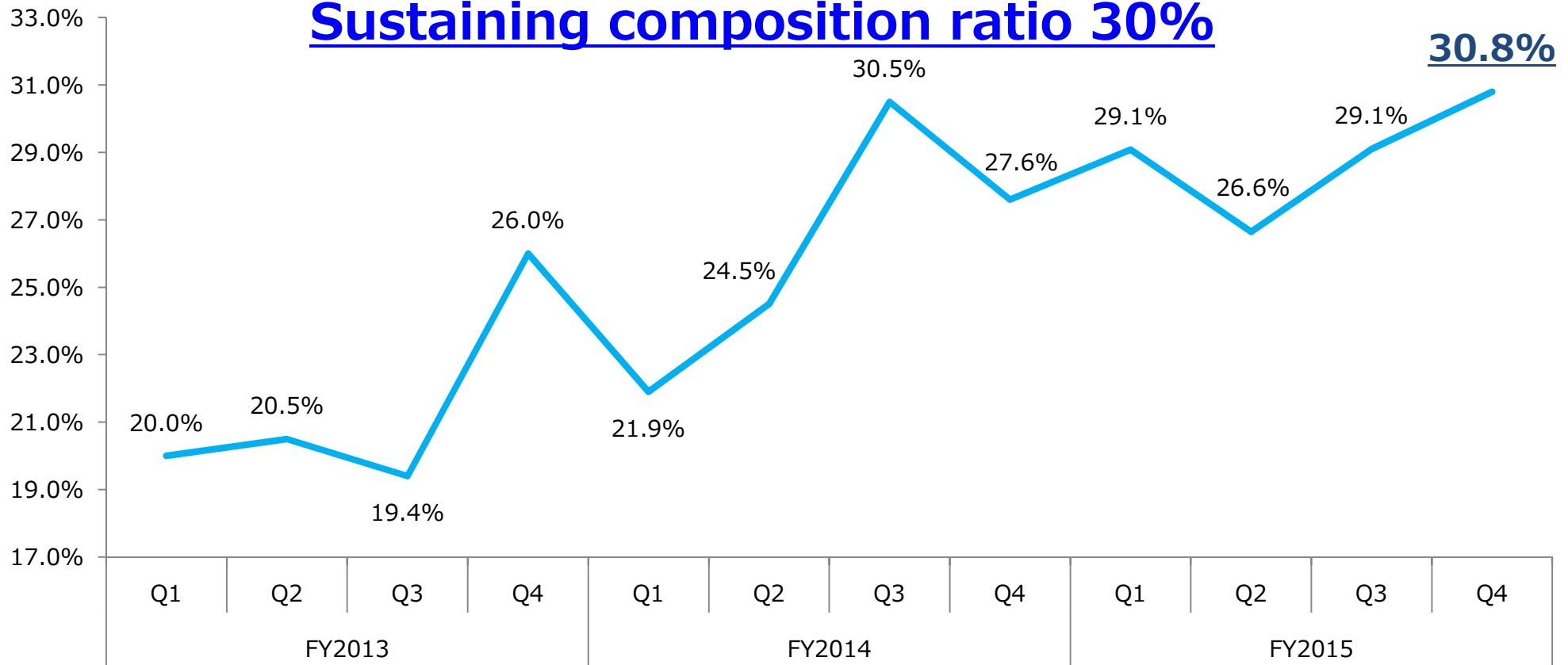


■ Gross profit composition ratio of PB products

– Consolidated gross profit composition ratio of PB products –
Toward a future target of 30%

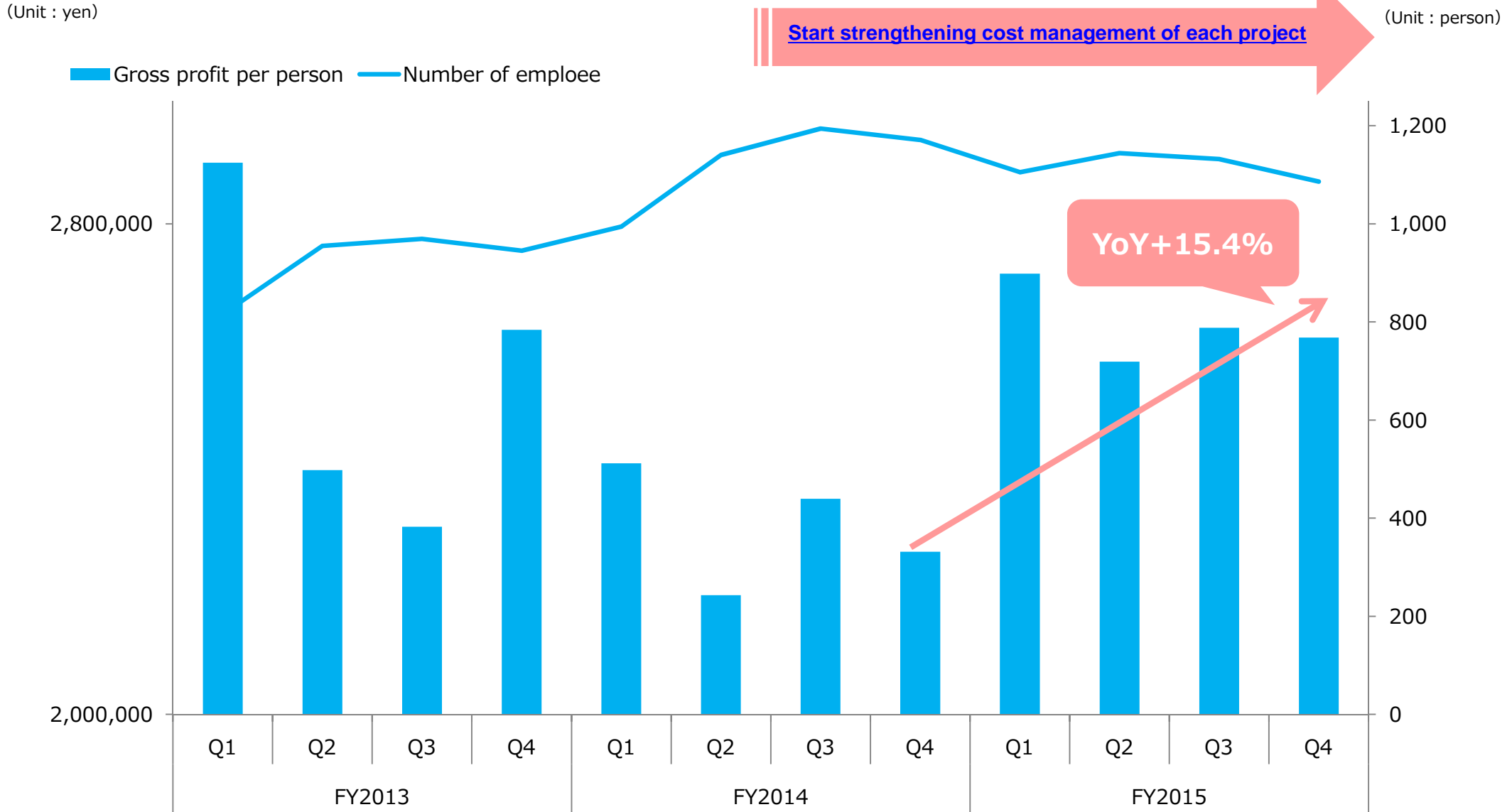


Sustaining composition ratio 30%



※Result of FY2013Q1, excluding Business alliance with Dentsu.

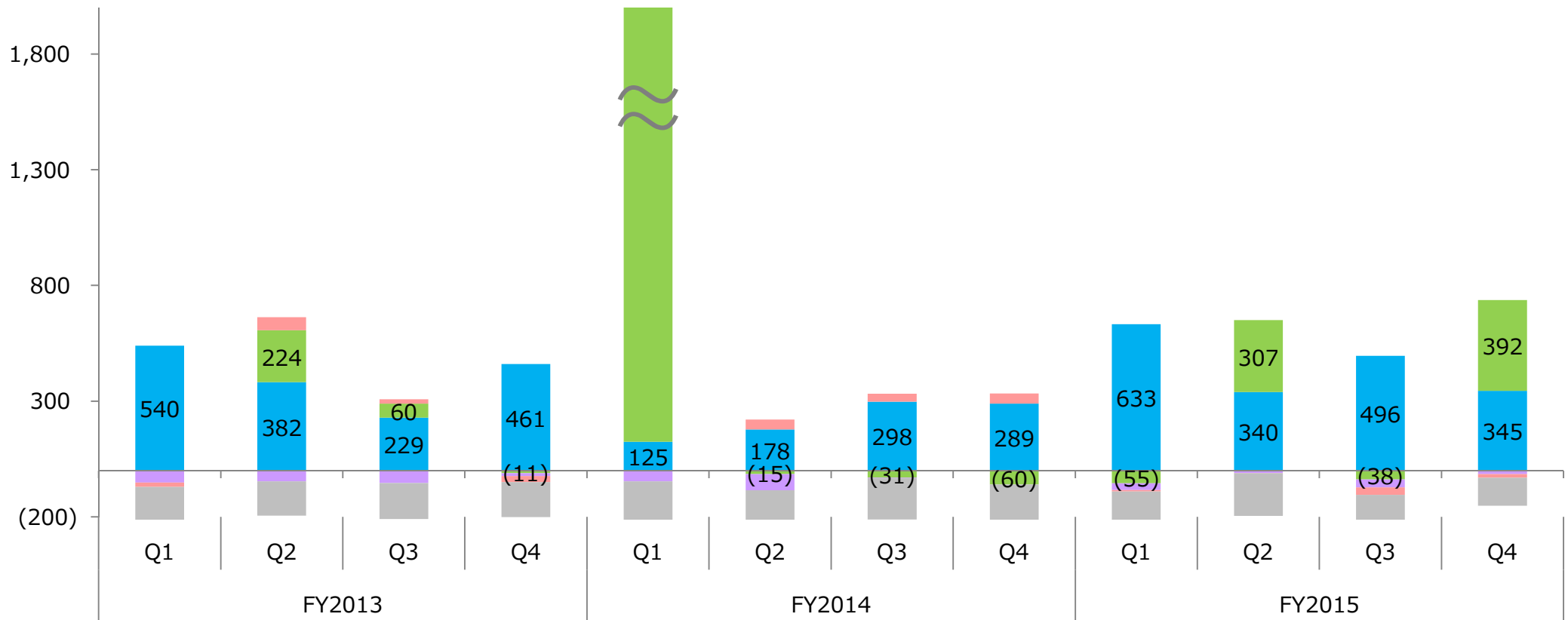
Gross profit per person/Number of employee



※Result of FY2013Q1,excluding Business alliance with Dentsu.

Operating income by segment

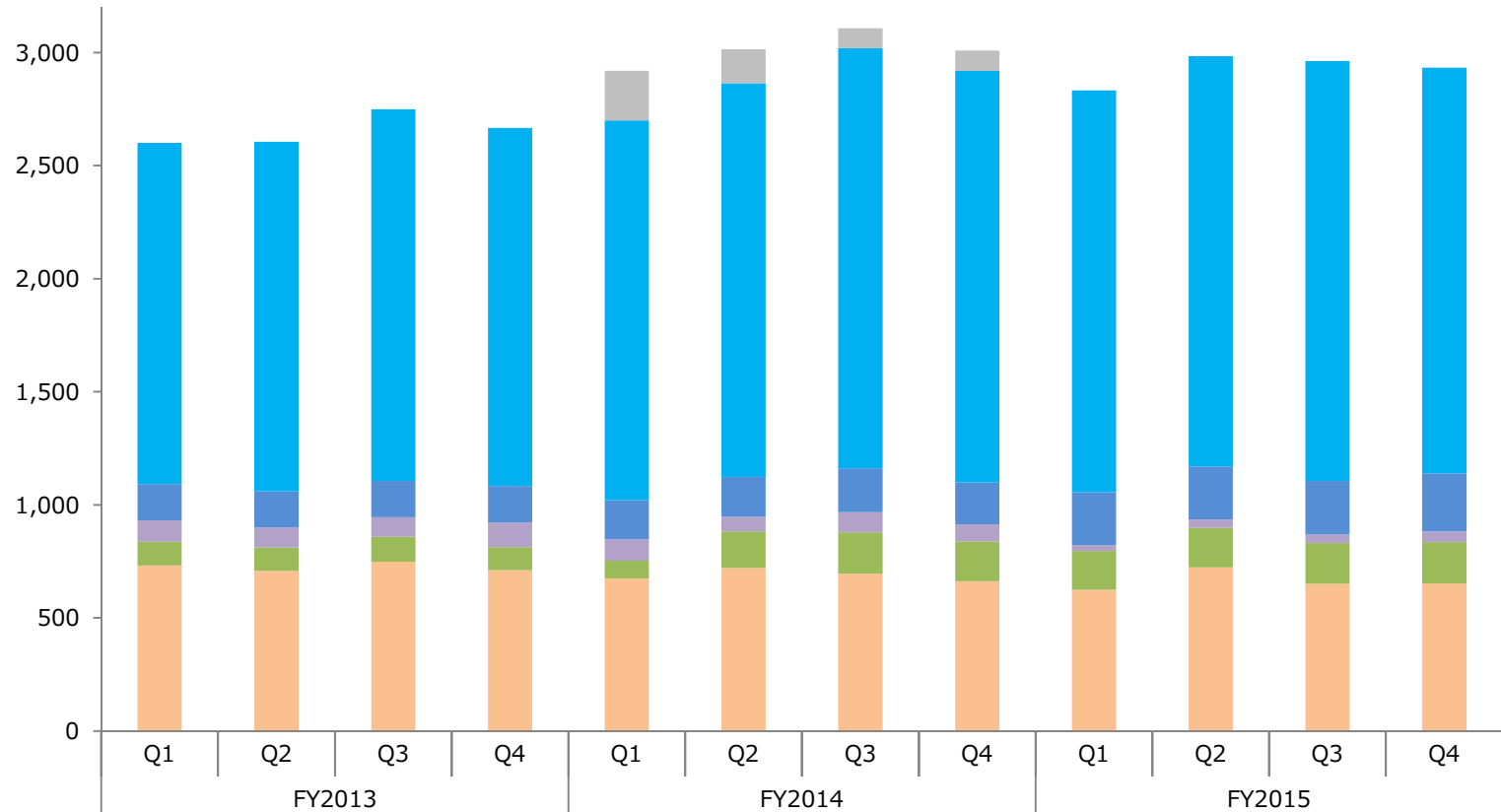
Marketing Business Investment and Value Creation Business Oversea Business Other Adjustment



Total operating income	311	469	100	258	4,388	(123)	120	86	363	454	219	583
Total Operating Income Excluding Investment and Value Creation Business	311	245	40	270	(94)	(108)	151	146	419	143	257	190

※Result of FY2013Q1,excluding Business alliance with Dentsu.

■ **SGA costs**

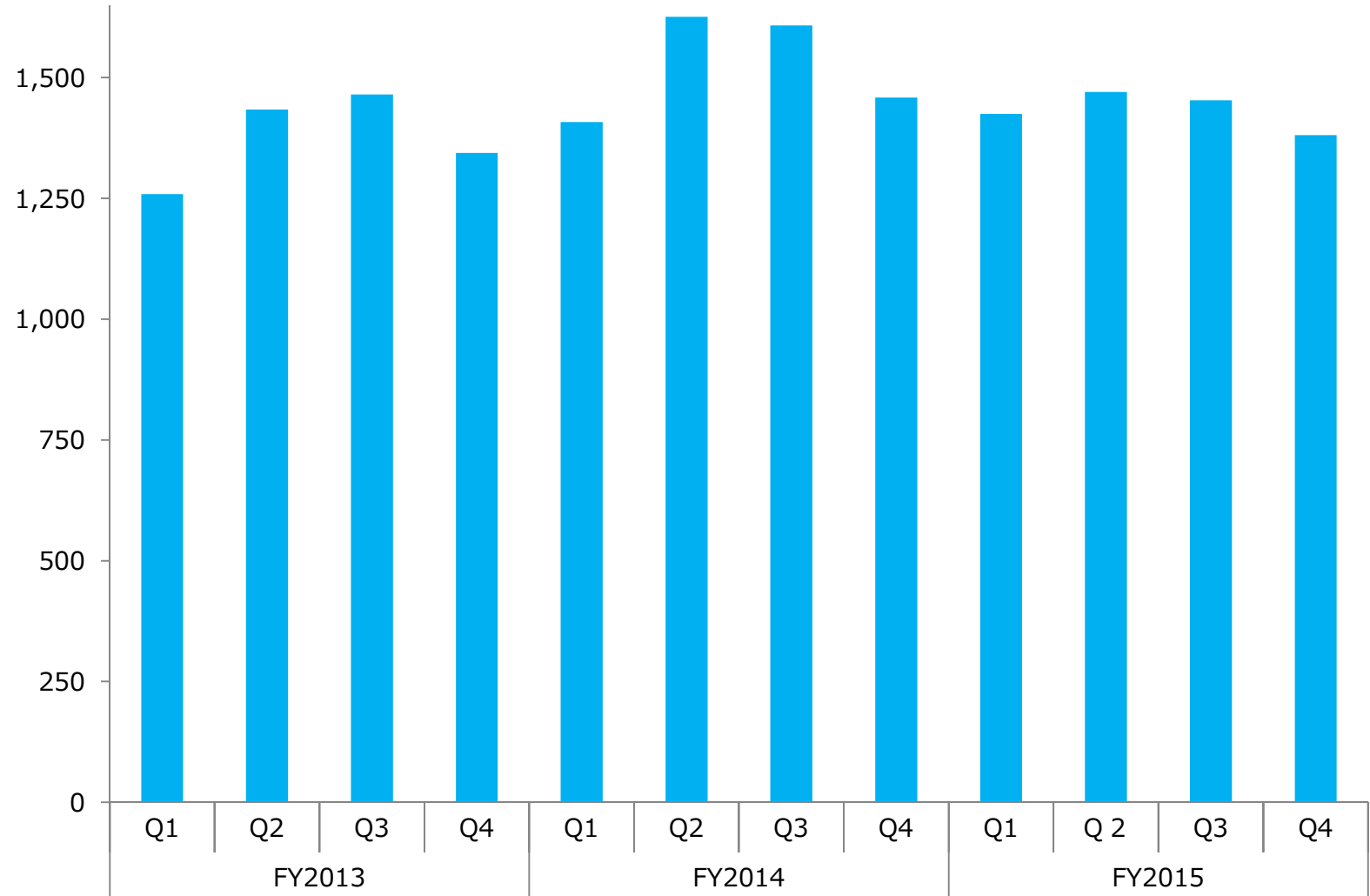


Total SGA	2,604	2,609	2,753	2,669	2,924	3,017	3,111	3,011	2,836	2,986	2,966	2,937
■ Earning Incentives(non-consolidated basis)					221	150	90	90				
■ Personal expenses	1,509	1,546	1,644	1,585	1,679	1,741	1,857	1,820	1,779	1,815	1,858	1,795
■ Rents	161	161	161	161	173	177	195	186	234	235	238	257
■ Advertising expenses	94	88	86	109	95	65	88	75	25	37	37	47
■ Depreciation and amortization	105	103	110	102	78	161	184	176	172	174	180	183
■ Others	732	708	749	711	675	721	695	662	624	724	651	652



■ Number of employees

※Excluding temporary staff and dispatch workers



Consolidated number of employees	1,259	1,434	1,465	1,344	1,408	1,626	1,608	1,459	1,425	1,470	1,453	1,381
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Road map



Our mission is (1) to support those companies and individuals who take up the challenge of pursuing growth, (2) to promote innovation that is capable of carving out a bright future, and (3) to become an engine that powers prosperity for tomorrow's world.

Mission

From an external perspective, our vision is to spur significant contributions to society through producing those companies with total market capitalization in excess of ¥100 trillion and the employment of over one million staff.

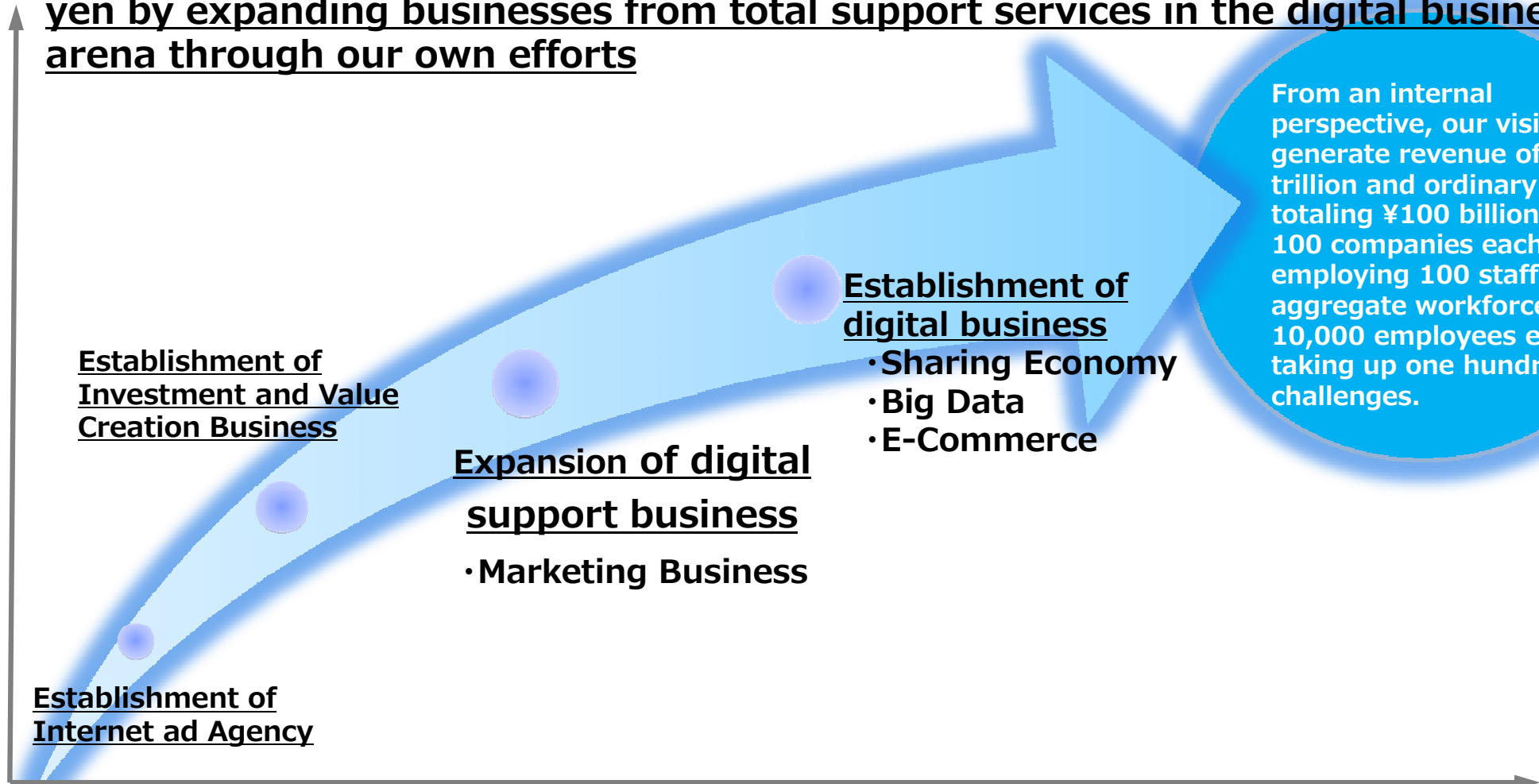
External Vision

From an internal perspective, our vision is to generate revenue of ¥1 trillion and ordinary income totaling ¥100 billion. With 100 companies each employing 100 staff, an aggregate workforce of 10,000 employees each taking up one hundred challenges.

Internal Vision

■ Aim to achieve net sales of 1,000 billion yen and ordinary income of 100 billion yen by expanding businesses from total support services in the digital business arena through our own efforts

Corporate value



From an internal perspective, our vision is to generate revenue of ¥1 trillion and ordinary income totaling ¥100 billion. With 100 companies each employing 100 staff, an aggregate workforce of 10,000 employees each taking up one hundred challenges.

FY2015

FY2017

FY2020

FY20xx

Before period

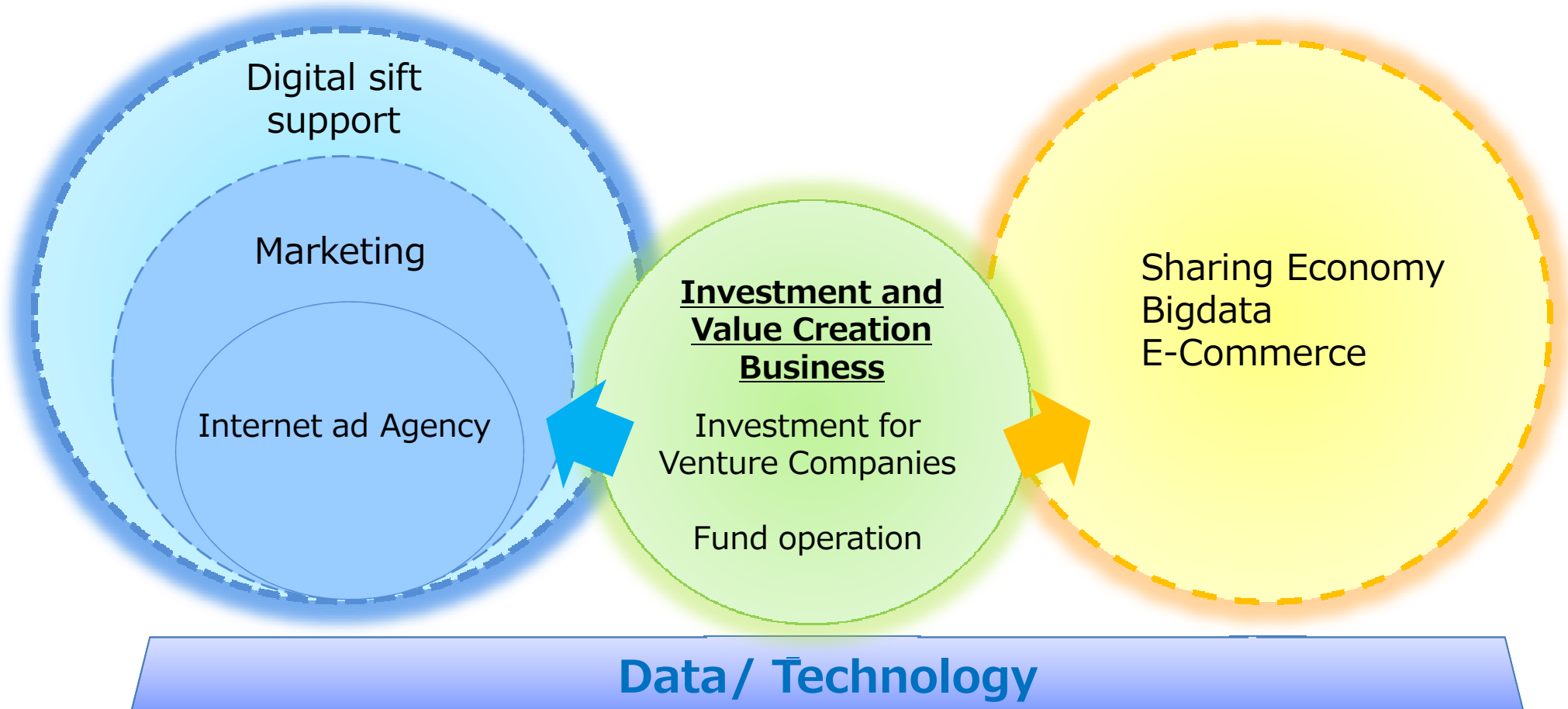
Medium term policy

Next Phase

■ Leverage the Group's assets based on the infrastructure of data/technologies and create the digital support business and digital business

Digital support Business

Digital Business



A large, bold, blue number '5' is positioned on the left side of the image. The background features a world map where the continents are filled with a dense collection of small, light-blue icons representing various business and economic concepts, such as buildings, charts, percentages, and tools. The overall aesthetic is clean and professional.

5

Medium and long term strategy

Increase in profits through the establishment of three core businesses

- 1 Digital support Business
- 2 Investment and Value Creation Business
- 3 Digital Business

1. Digital support Business

◆ Support a digital shift in companies

- Capture the unrivalled top position in terms of transactions with small- and medium-sized companies and regional companies
- Market creation through collaborations between Soldout and Yahoo
- Focus efforts on inbound support

2. Investment and Value Creation Business

◆ Continued investments in major Internet companies

- Continue to invest in start-ups and investments for capital gains
- Establishment of infrastructure toward the creation of the digital business

3. Digital Business

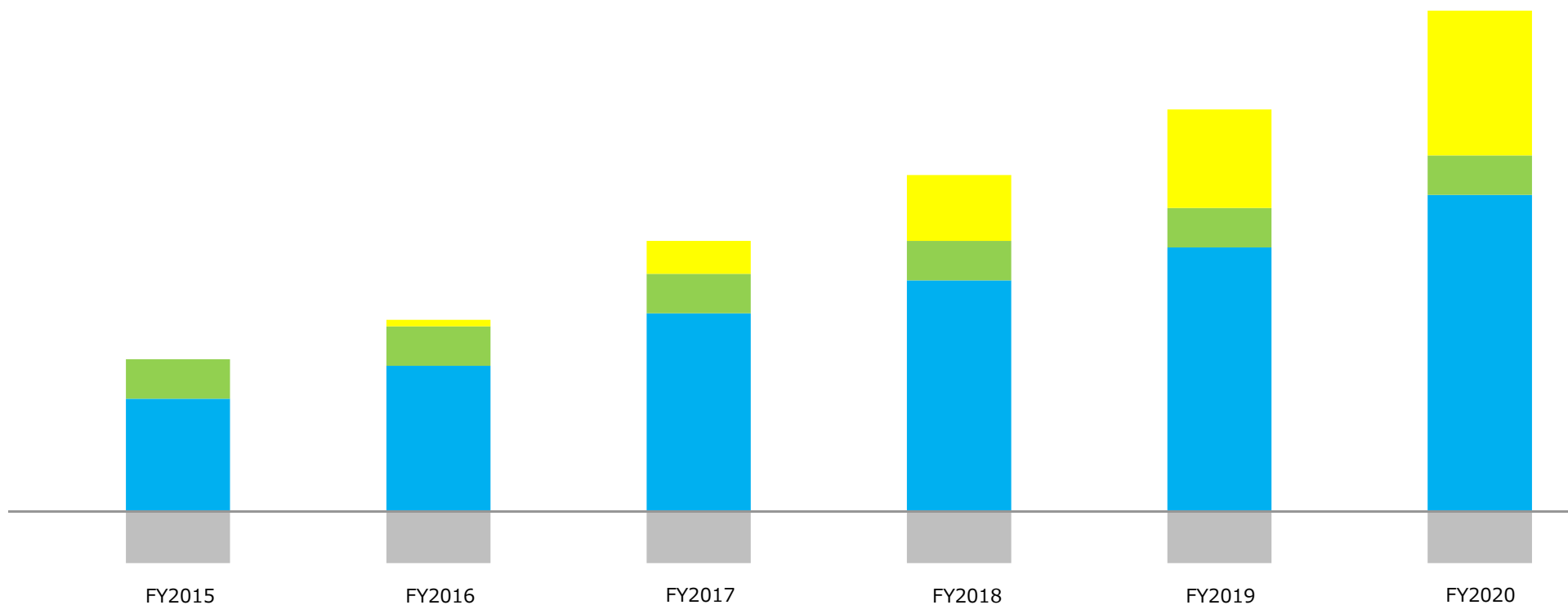
◆ Aim to establish a third business by entering the digital business

- Create a constant revenue stream with a focus on “sharing economy”

In FY2020, Composition Ratio of Digital Business Operating income 30%

(Operating income image)

■ Digital support business ■ Investment and Value Creation business ■ Digital business ■ Other



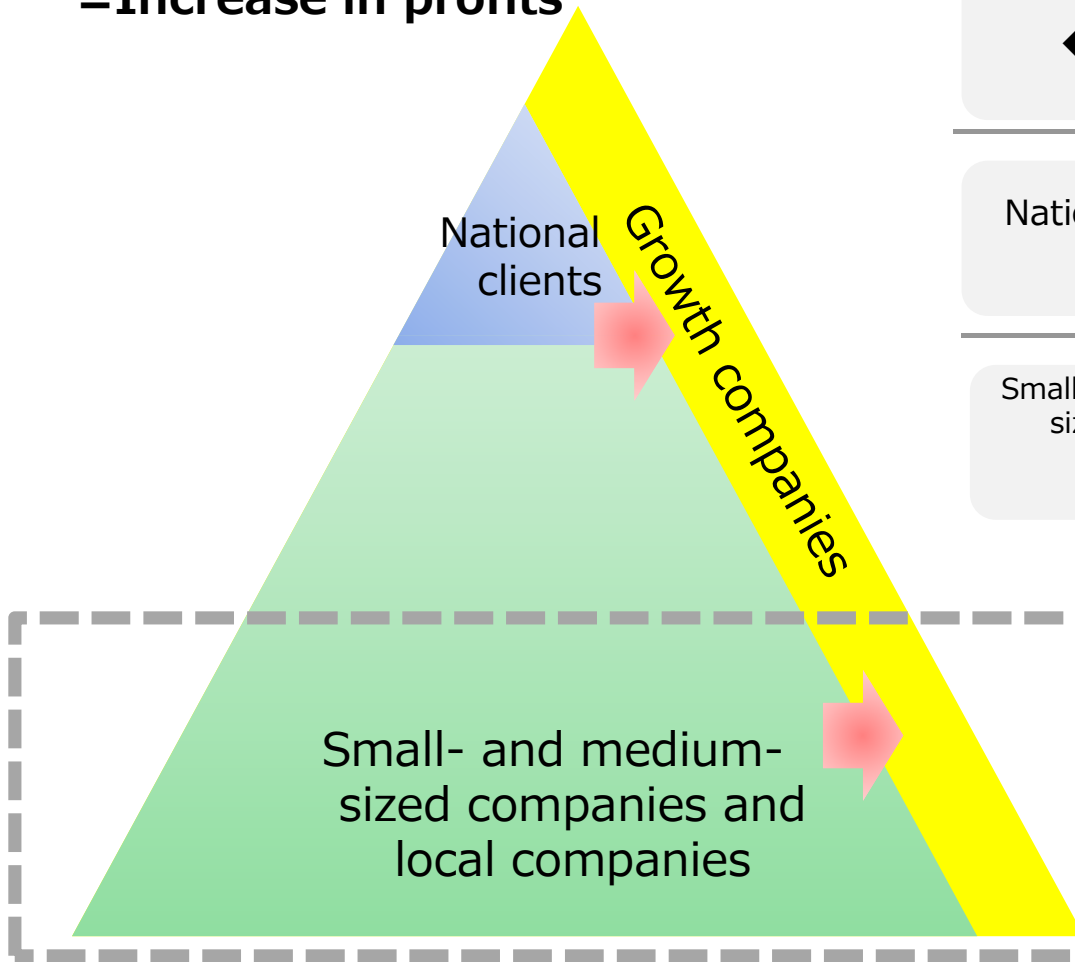
1 Digital support Business

- 1 . Capture the unrivalled top share, instead of just the largest share, in terms of regional transactions
- 2 . Create the market by collaboration between Souldout and yahoo Japan
- 3 . Focus the inbound tourism business support



■ Capture the unrivalled top share, instead of just the largest share, in terms of local transactions.

Clients development × Service development
= Increase in profits

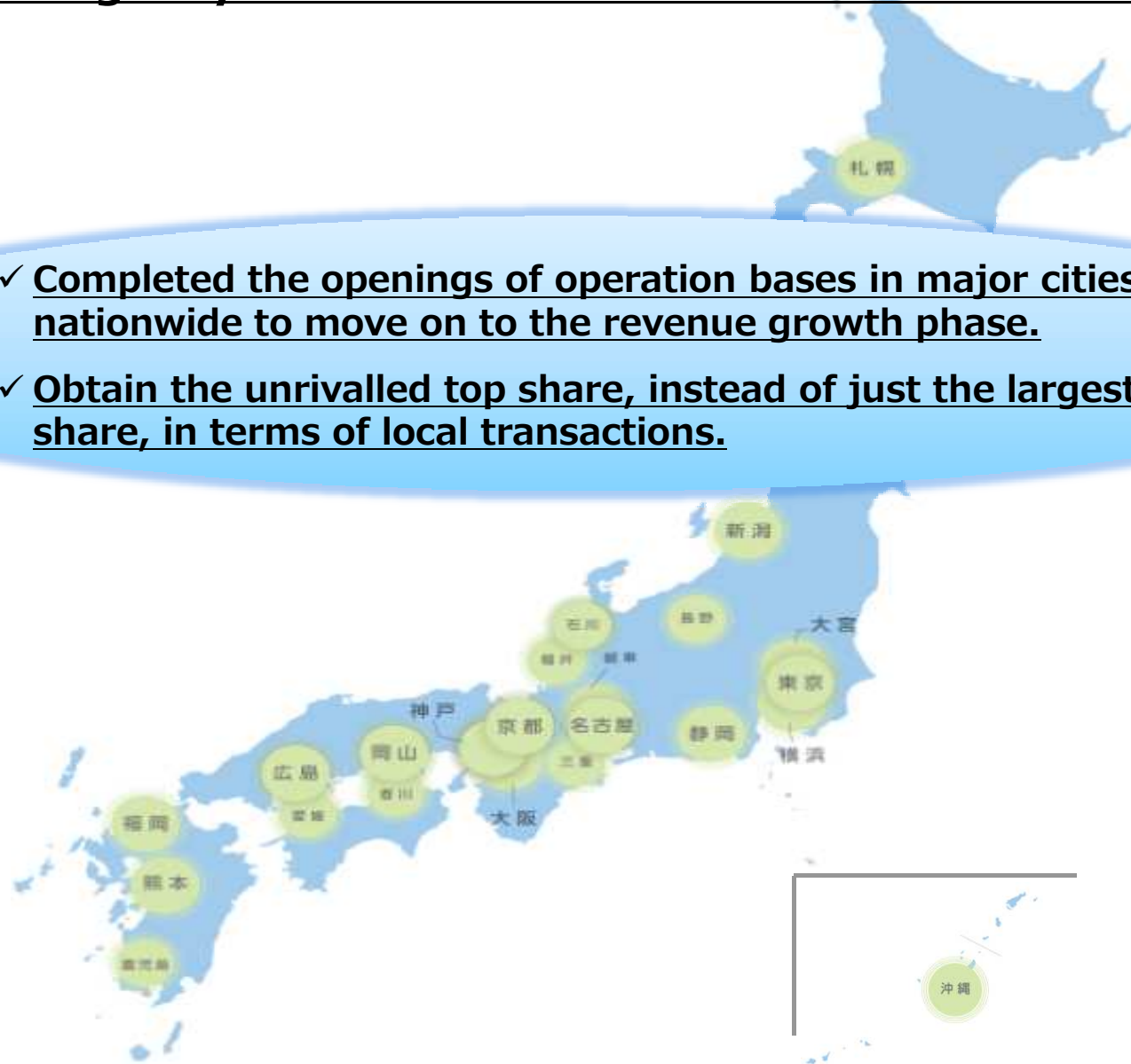


◆ Target	◆ Method	◆ Service
National clients	Products/ Services	<ul style="list-style-type: none"> • Private brand • Product development (Movie ad)
Small- and medium-sized companies and local companies	Capability to develop new products and services	<ul style="list-style-type: none"> • Alliance with yahoo • Cross border e-commerce

“Market Creation”
 through collaborations between Soldout, a company specializing in business with small- and medium-sized companies and local companies, and Yahoo Japan

■ To be No.1 agency for small and medium size and local companies.

- ✓ Completed the openings of operation bases in major cities nationwide to move on to the revenue growth phase.
- ✓ Obtain the unrivalled top share, instead of just the largest share, in terms of local transactions.



■ Collaborations between Soldout and Yahoo Japan

SOLDOUT

Support the marketing activities of small- and medium-sized companies and regional companies
(Shares OPTHD66.6%、Yahoo Japan33.4%)

Create the market of WEB marketing for small- and medium-sized companies and local companies

Search  LIFE

Support for advertising agencies
(Shares Sold Out80.0%、Yahoo Japan20.0%)

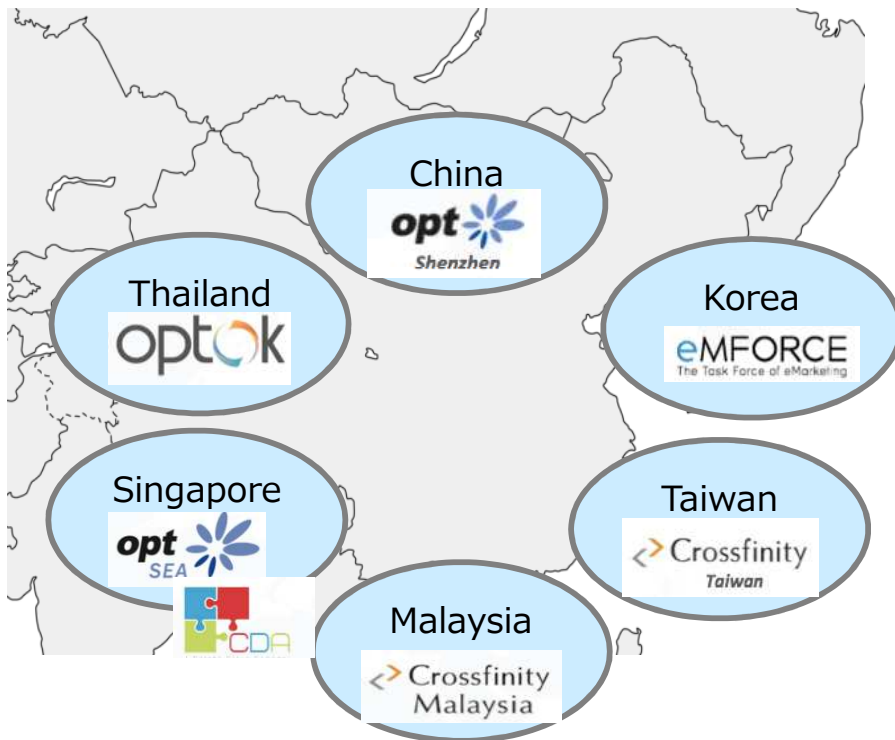


CLASSIFIED

Handling of Yahoo real estate advertisements
(Shares OPTHD66.01%、Yahoo Japan33.99%)

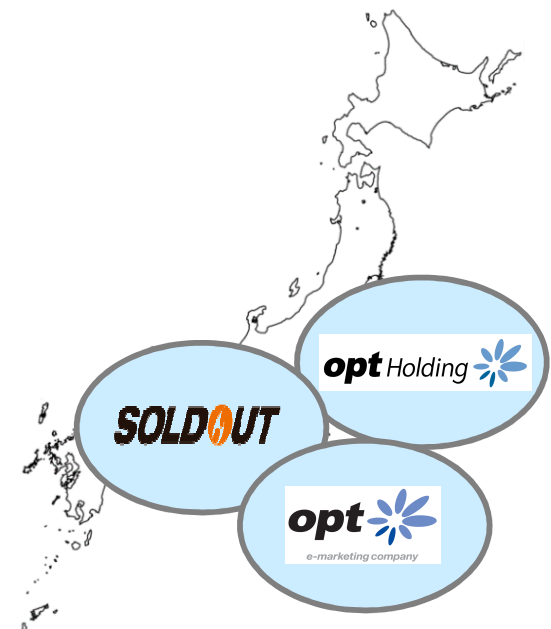
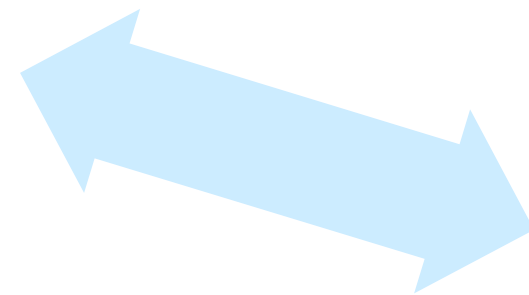
■ Inbound tourism business support

Launch of promotion services independently in Taiwan, Hong Kong and Southeast Asia as a first step.



◆ **Strengthen inbound marketing business**

- Marketing Business
- Cross border e-commerce



2 Investment and Value Creation Business

1. Business investment /VC investment
2. Establishment of infrastructure toward the creation of the digital business

**Domain : sharing economy/direct trading/destructive technology
Creation of many businesses through investment in start-ups and incubations**

Continue to invest

Group companies

Business domain

Profit model

 **OPT Incubate**

- ✓ Establish a scheme in which new businesses are created and nurture entrepreneurs both internally and externally.
- ✓ Support the launch of businesses from scratch.

✓ Capital gain

 **Opt Ventures**

- ✓ Launch a fund, aiming for rapid growth
- ✓ Fund raise from external firm (only for nonlisted stock)

✓ Fees

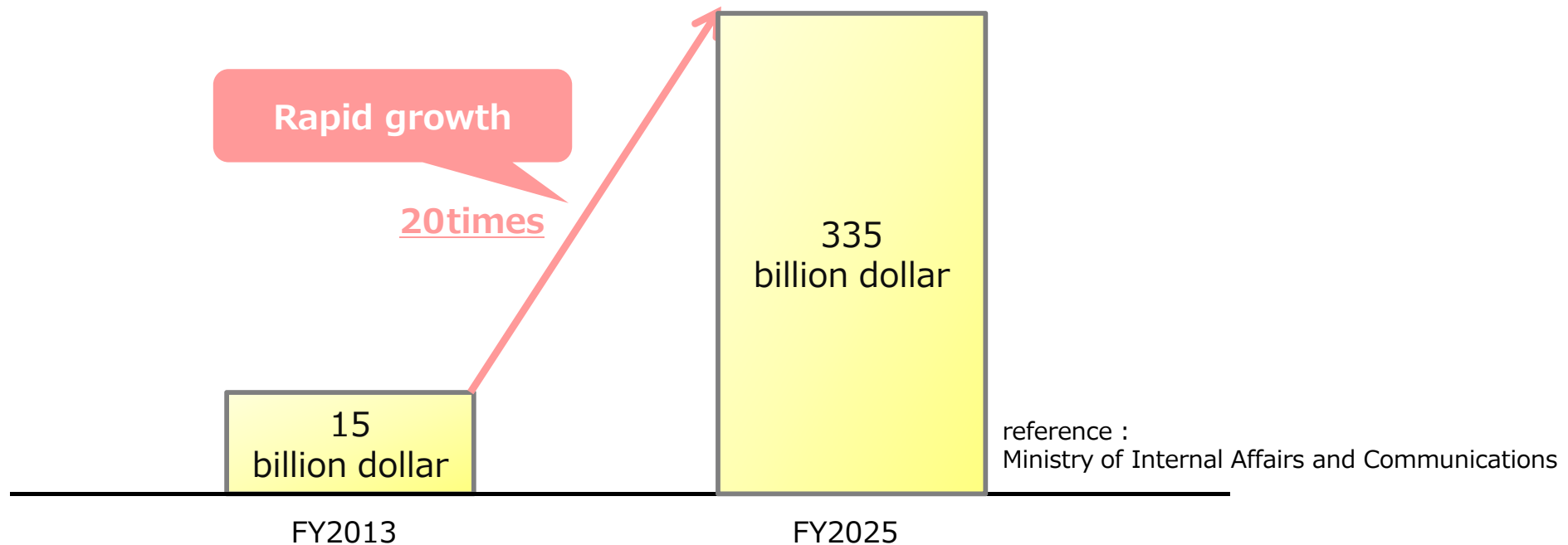
3 Digital Business

1. Sharing Economy
2. Case study of our portfolio companies

**Turn a socially innovative
“Sharing Economy”
into a constant revenue growth opportunity
and create a core of the digital business**

■ Rapid growth in sharing economy market

- The market is expanding globally, starting from Silicon Valley
- Sharp increase from 15 billion dollars in FY2013 to 335 billion dollars in FY2025



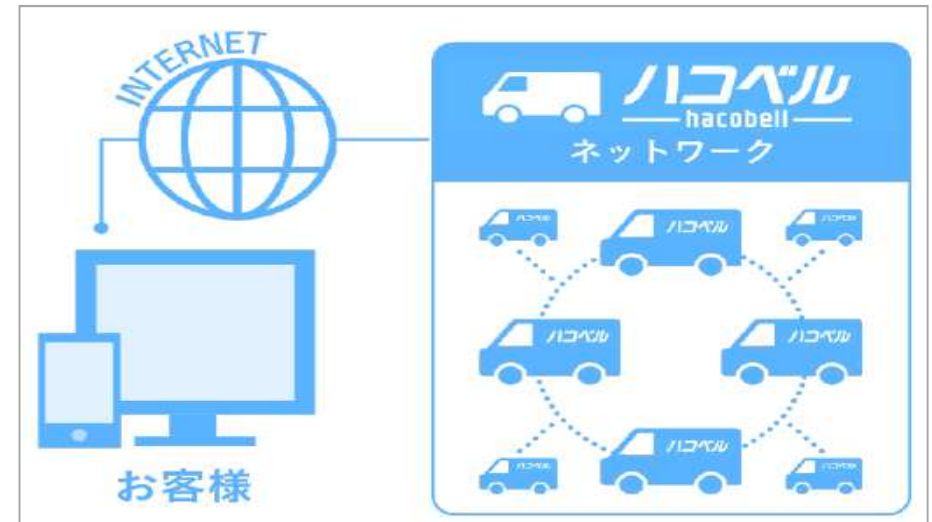
“Sharing Economy” makes innovation

■Case study of our portfolio companies

Sharing economy utilizing unused printers and trucks



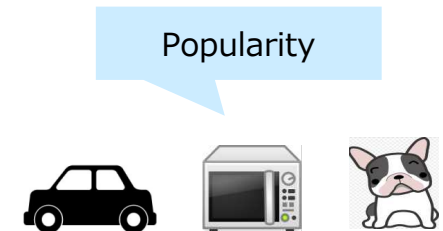
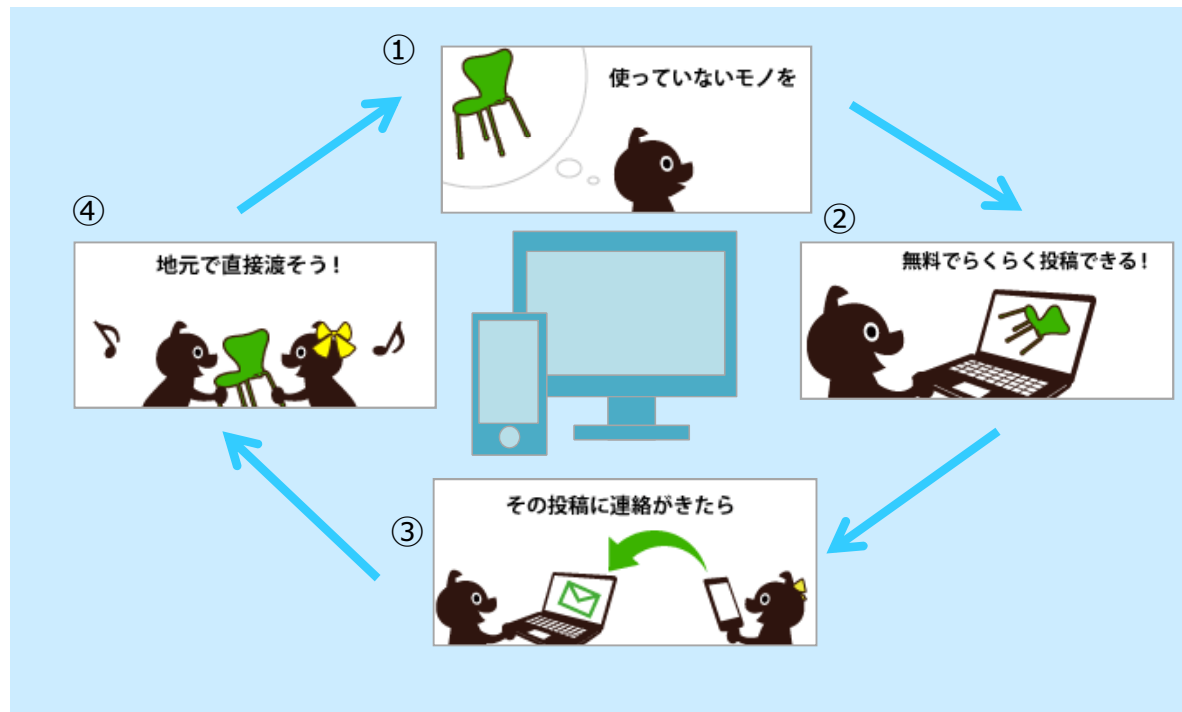
Provides printed materials at low cost utilizing non-operating hours of printing companies nationwide.
 Designs and distributes printed materials through the Internet, in addition to printing.
 Also achieves the operation of designers and distributors through the sharing economy.



Services that enable users to book the delivery of things quickly and easily from PCs and smartphone applications.
 High quality, low cost services are available thanks to transportation during the non-operating hours of transportation companies.

■ Case study of our portfolio companies

Japanese version of Craigslist Inc., a top-ranked U.S. company offering classified platforms.



Note) Part of Jimoty's business is a sharing economy



6

**Medium-term Management Policy
(FY2015-2017)/
FY2016 Earnings Forecast**

■ Announce at 2015/1/30

■ Results and Forecast

	FY2015	FY2017
	Forecast	Forecast
Revenue	69,000	90,000
EBITDA	2,600	4,800
Operating income	1,200	3,500
Ordinary income	700	3,890
Net income	200	1,680

	FY2015	FY2016
	Result	Forecast
	64,052	66,000
	2,689	2,250
	1,620	1,350
	1,191	1,000
	267	270

■ Consolidated

*In FY2016, the sale of operational investment securities is not included, but the expense is included in the forecast.

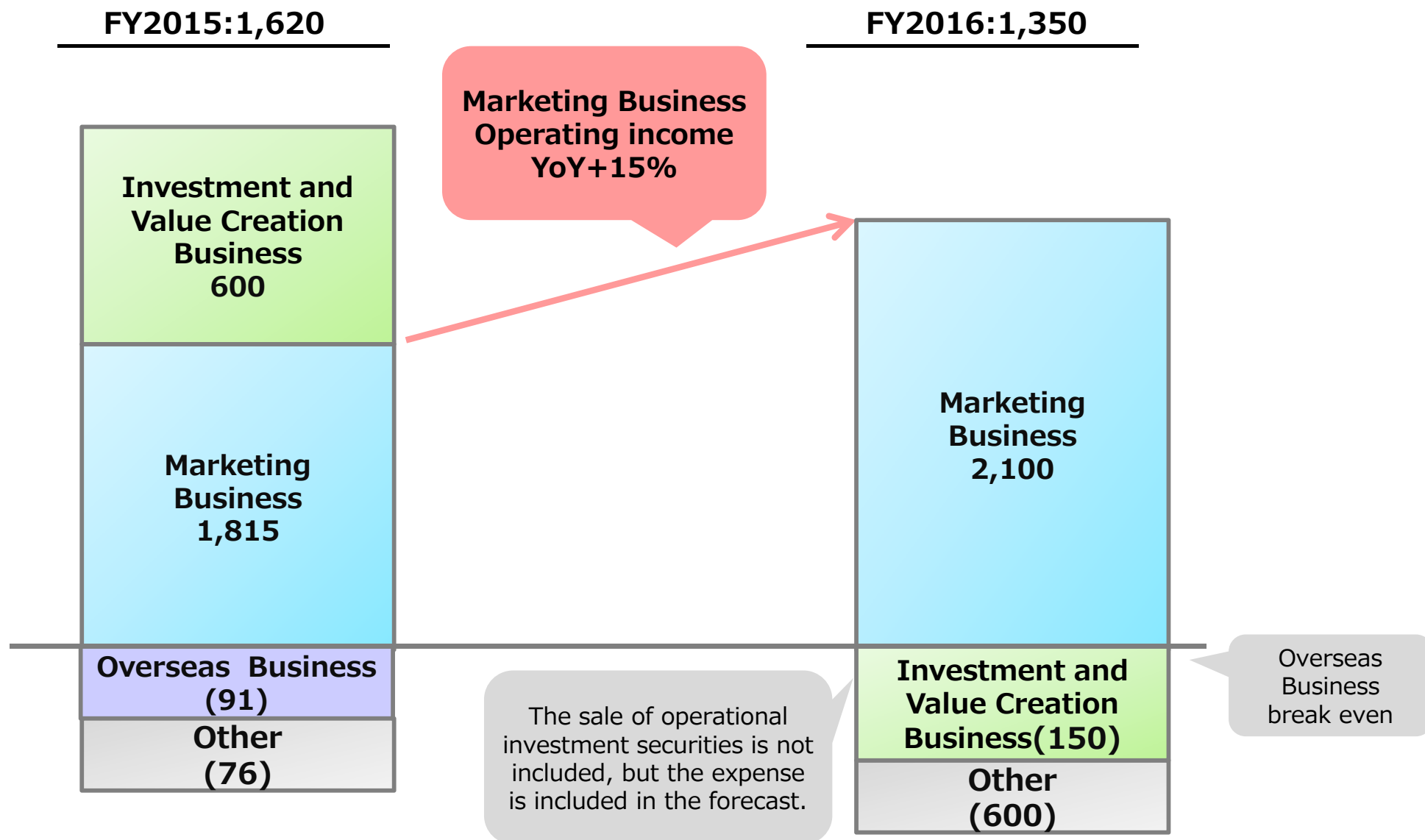
	FY2015 Result	FY2016 Forecast	YoY
Revenue	64,052	66,000	+3.0%
EBITDA	2,689	2,250	(16.3%)
Operating income	1,620	1,350	(16.7%)
Ordinary income	1,191	1,000	(16.1%)
Net income	267	270	+1.0%

■ Result excluding the Investment and Value Creation Business

- Operating income YoY+51.5%
- Operating income margin of Marketing Business YoY+15%

	FY2015 Result	FY2016 Forecast	YoY
Revenue	63,030	66,000	+4.7%
Operating income	1,010	1,530	+51.5%
EBITDA	2,054	2,430	+18.3%

■ **Breakdown of Operating income**



7

Reference Materials



■ Composition of OPT Revenue by Business Category


Business Category	FY2013				FY2014				FY2015			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Finance	31%	31%	32%	31%	30%	31%	27%	30%	31%	30%	32%	32%
Real Estate	16%	13%	12%	12%	14%	11%	10%	11%	13%	10%	11%	11%
Human Resources & Education	10%	9%	8%	10%	11%	12%	11%	11%	14%	13%	11%	13%
Cosmetics	15%	21%	16%	16%	14%	15%	15%	13%	9%	15%	13%	13%
Information & E-Commerce	6%	5%	10%	11%	11%	11%	10%	11%	11%	8%	11%	9%
Other	22%	21%	22%	20%	20%	20%	27%	24%	22%	24%	22%	22%
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

■ Changes in the Scope of Consolidation(As of FY2015 End)

Marketing Business



Investment and Value Creation Business

	
	OPT Ventures Japan Fund 1
















Overseas Business

Other

	
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■ Major Group Companies (As of FY2015 End)

Name	Business	Ownership	Consolidation Status Consolidation Status
OPT, Inc. 	Marketing business	100.00%	Consolidated subsidiary
CLASSIFIED 	Planning and sales of classifieds	66.01%	Consolidated subsidiary
Crossfinty 	SEO and media consulting business	90.00%	Consolidated subsidiary
SOLDOUT 	Advertising agency for mid-sized and venture companies	66.60%	Consolidated subsidiary
s1o interactive 	Trading desk business	100.00%	Consolidated subsidiary
SkillUp Video Technologies 	Digital contents platform business	90.00%	Consolidated subsidiary
ConnectOM 	Omni-channel solution business	100.00%	Consolidated subsidiary
Search LIFE 	Internet advertising operation business	(80.00%)	Consolidated subsidiary
Writeup. Co., Ltd 	Internet-related business	40.00%	Consolidated subsidiary
Grooover, Inc. 	Native Ad and media business (incl. consulting) of smart device	100.00%	Consolidated subsidiary
Platform ID 	Database business	51.00%	Consolidated subsidiary
eMFORCE 	Internet advertising agency in South Korea	92.82%	Consolidated subsidiary
OPTSEA 	Marketing business and Investment business in Taiwan, Hong Kong and South East Asia	94.58%	Consolidated subsidiary
OPT America 	Consulting, investment, and alliance business in the US	100.00%	Consolidated subsidiary
OPT Ventures, Inc. 	VC business, investment business, public offering advisory business, management information service, other	100.00%	Consolidated subsidiary



OPT Holding Inc.
TSE 1st Section 2389
<http://www.opt.ne.jp/holding/>

**For all IR-related inquiries including requests for interviews, please contact the Group Management Planning Office as follows:
TEL: +81-3-5745-3611 Mail: ir_info@opt.ne.jp**

<Notice>

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