



April, 28, 2016
1st Quarter, Business Results for the
Fiscal Year Ending December 31, 2016

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



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FY2016Q1

**Summary of Consolidated
Financial Results**

Total	<p>□ <u>Substantial increases in revenue and earnings</u></p> <p>Revenue : 18,551 (YoY +13.1%) Operating income : 889 (YoY Approx. 2.5 times)</p>
Marketing Business	<p>□ <u>Achieved record highs in the gross profit margin and operating income</u></p> <p>□ <u>Substantial improvements in profit margins</u></p> <p>Revenue : 18,188 (YoY +12.8%) Gross profit : 3,529 (YoY +17.5%) Operating income : 1,052 (YoY Approx. 1.7 times) Gross profit margin : 19.4% (YoY +0.8p) Operating income margin : 5.8% (YoY +1.9p)</p>
Investment and Value Creation Business	<p>Operating loss : 46</p>
Overseas Business	<p>Revenue : 363 Operating loss : 16</p>

[Consolidated]

	FY2015 Q1	FY2016 Q1	YoY
Revenue	16,397	18,551	+13.1%
Gross profit	3,200	3,814	+19.2%
SGA	2,836	2,924	+3.1%
EBITDA	628	1,122	+78.7%
Operating income	363	889	Approx. 2.5times
Ordinary income	288	817	Approx. 2.8times
Net income	120	180	+50.2%
Gross profit margin	19.5%	20.6%	+1.1p
Operating income margin	2.2%	4.8%	+2.6p
Net income margin	0.7%	1.0%	+0.3p

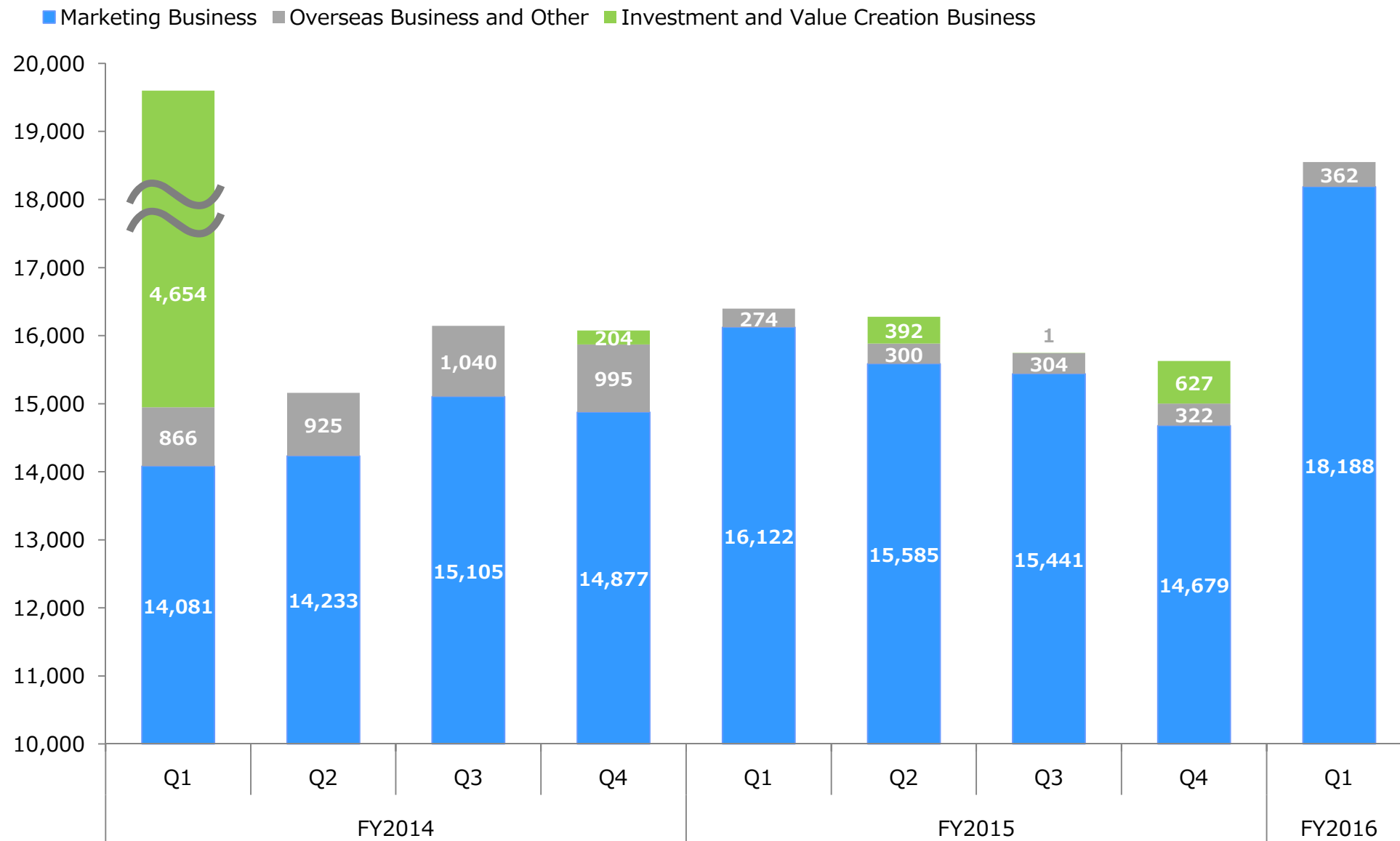
[Result excluding the Investment and Value Creation Business]

	FY2015 Q1	FY2016 Q1	YoY
Revenue	16,397	18,551	+13.1%
Gross profit	3,201	3,814	+19.1%
SGA	2,782	2,879	+3.5%
EBITDA	685	1,168	+70.5%
Operating income	419	935	Approx. 2.2times
Gross profit margin	19.5%	20.6%	+1.1 p
Operating income margin	2.6%	5.0%	+2.4 p

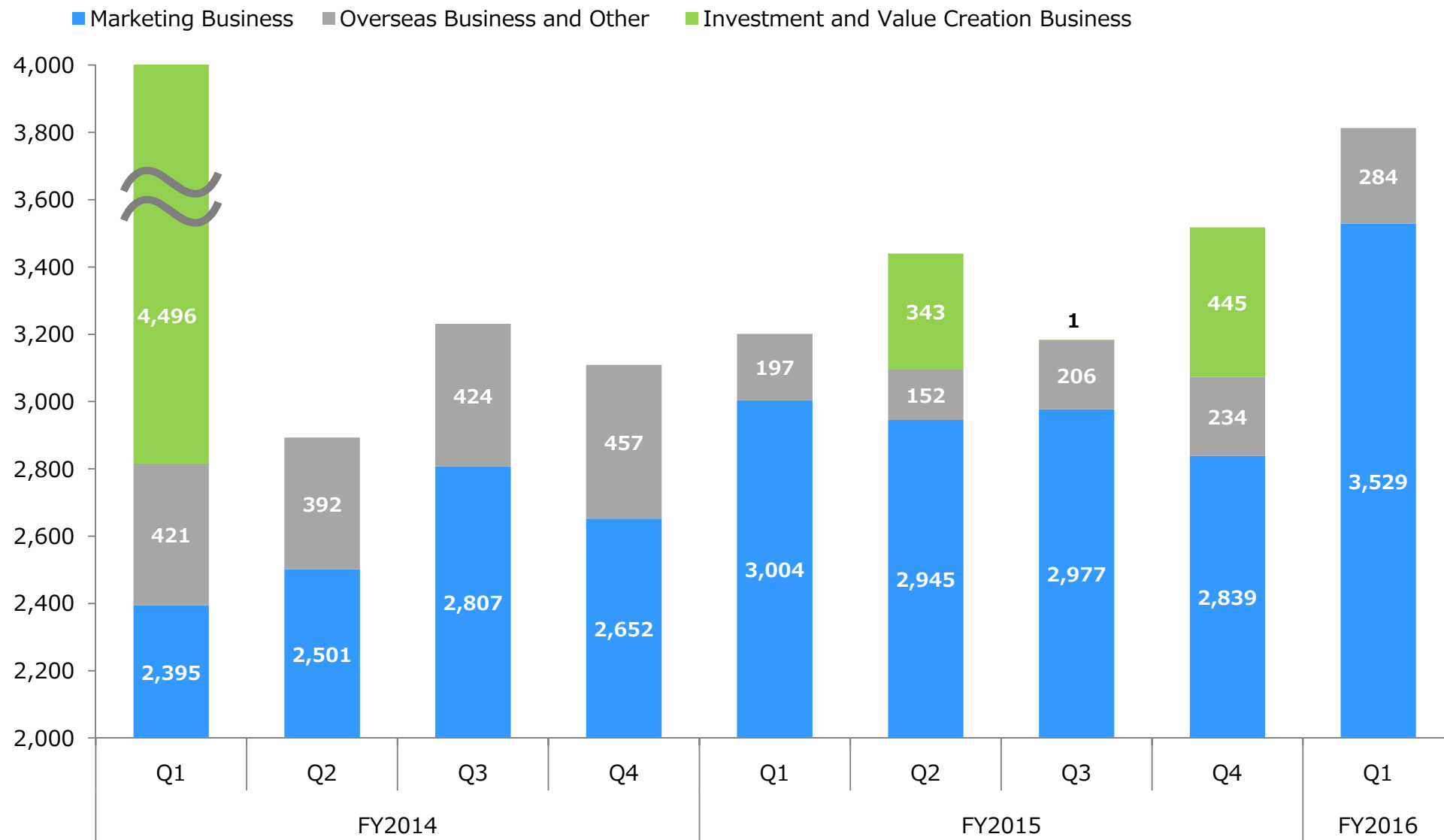
[Consolidated Quarterly Revenue and Operating Income (Loss) by Segment]

		FY2014				FY2015				FY2016	
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	YoY
Marketing Business	Revenue	14,081	14,233	15,105	14,877	16,122	15,585	15,441	14,679	18,188	+12.8%
	Operating income	125	178	298	289	633	340	496	345	1,052	Approx. 1.7times
Investment and Value Creation Business	Revenue	4,654	0	0	204	0	392	1	627	0	—
	Operating income	4,482	(15)	(31)	(60)	(55)	310	(38)	392	(46)	—
Overseas Business	Revenue	349	416	503	480	309	358	372	383	363	+17.4%
	Operating income	(46)	(70)	(2)	0	(29)	(10)	(34)	(15)	(16)	—
Other	Revenue	516	508	537	514	(34)	(57)	(68)	(61)	0	—
	Operating income	(173)	(216)	(144)	(143)	(183)	(186)	(204)	(139)	(100)	—
Total	Revenue	19,602	15,158	16,145	16,077	16,397	16,278	15,747	15,628	18,551	+13.1%
	Operating income	4,388	(123)	120	86	363	454	219	583	889	Approx. 2.5times

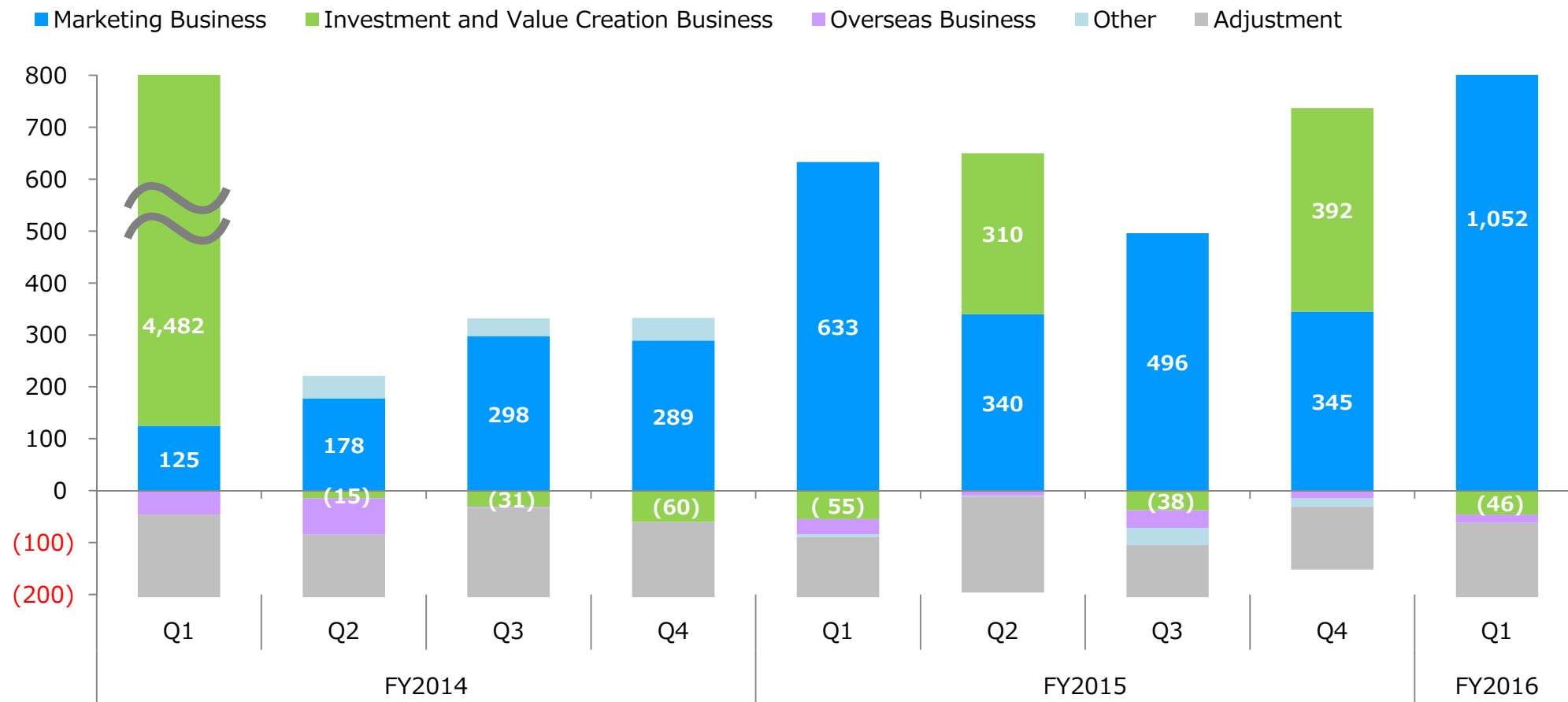
[Revenue]



[Gross profit by segment]

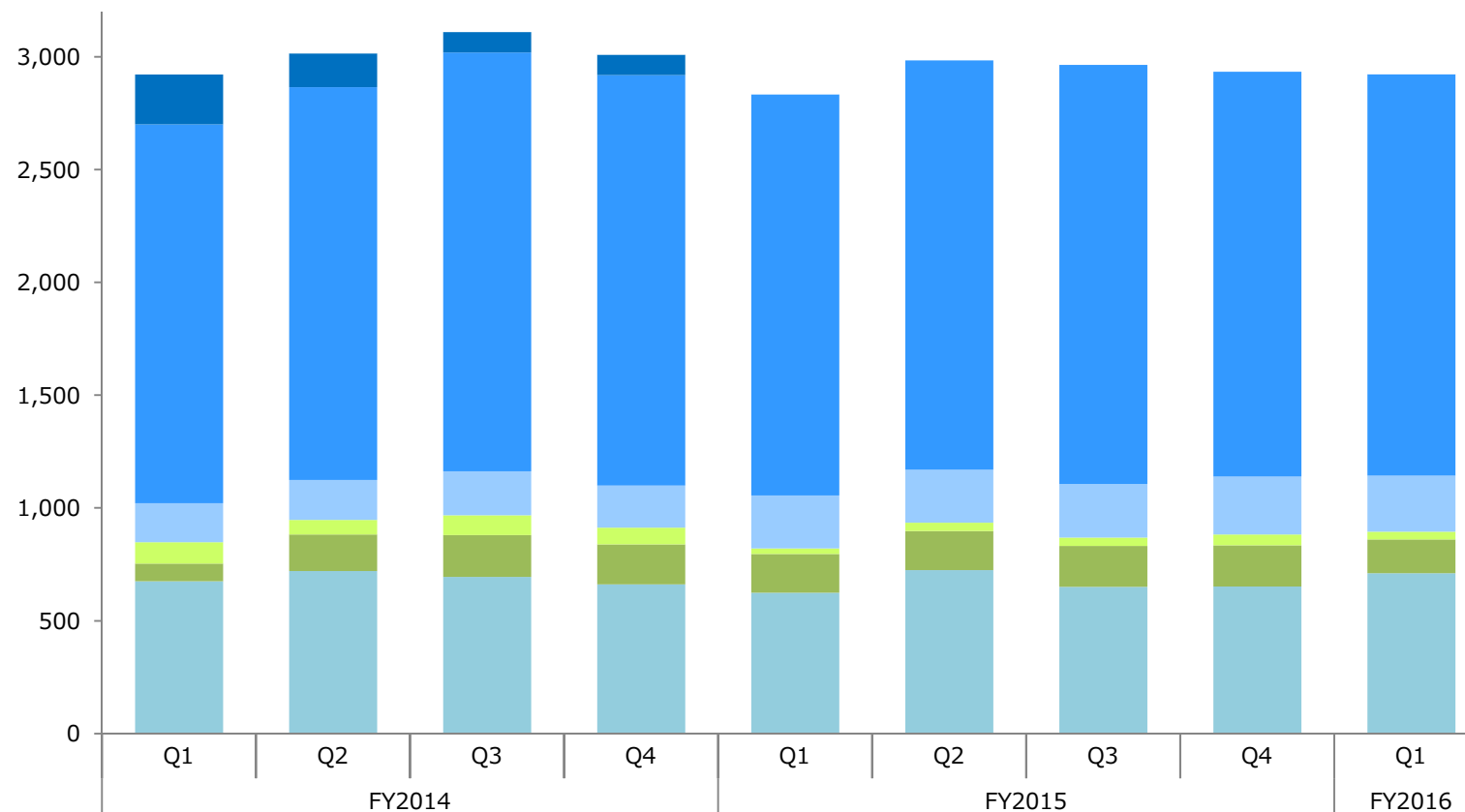


[Operating income by segment]



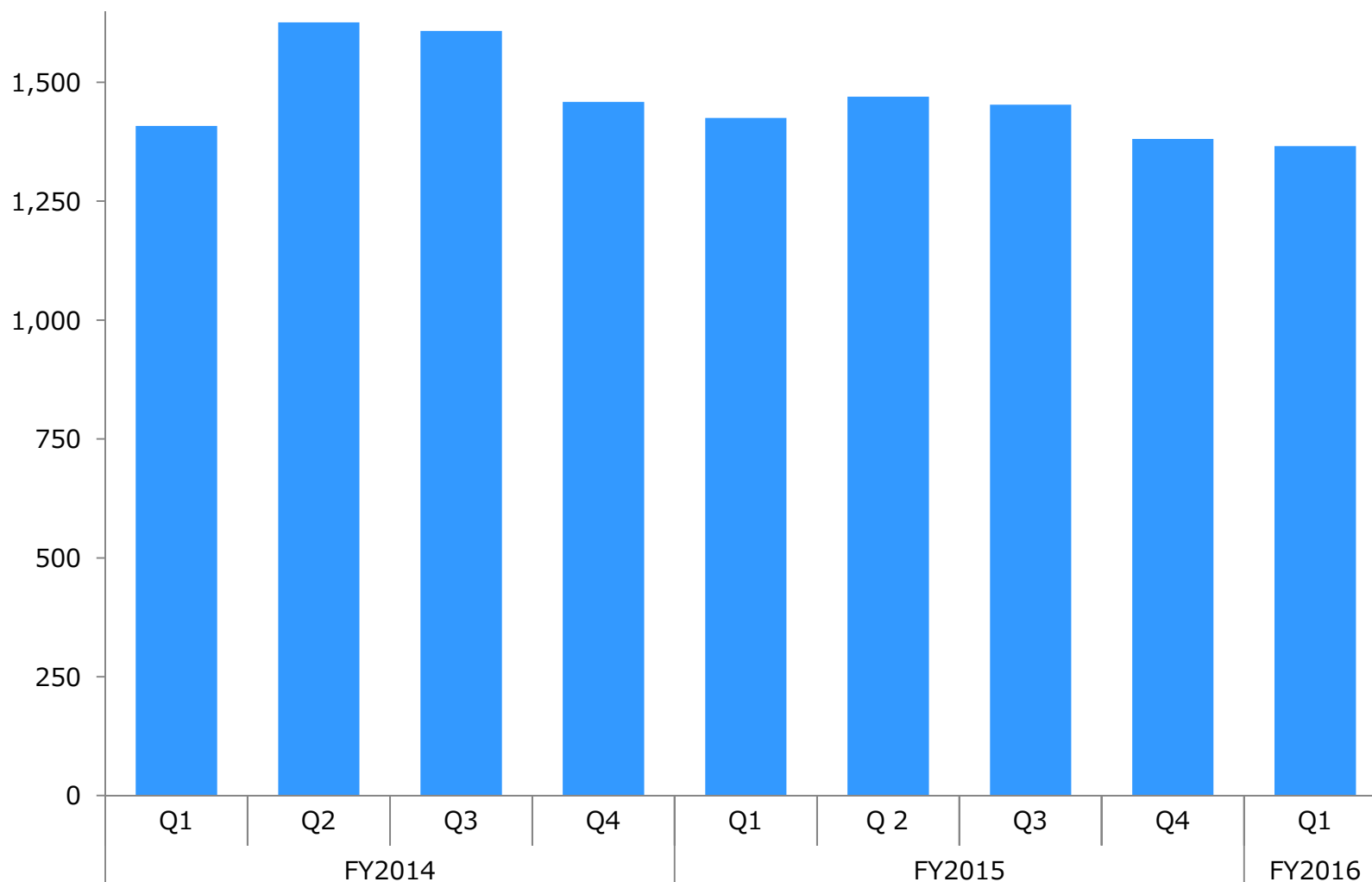
Total operating income	4,388	(123)	120	86	363	454	219	583	889
Total Operating Income Excluding Investment and Value Creation Business	(94)	(108)	151	146	419	143	257	190	935

[SGA costs]



	FY2014				FY2015				FY2016
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Total SGA	2,924	3,017	3,111	3,011	2,836	2,986	2,966	2,937	2,924
■ Earning Incentives(non-consolidated basis)	221	150	90	90					
■ Personal expenses	1,679	1,741	1,857	1,820	1,779	1,815	1,858	1,795	1,780
■ Rents	173	177	195	186	234	235	238	257	248
■ Advertising expenses	95	65	88	75	25	37	37	47	35
■ Depreciation and amortization	78	161	184	176	172	174	180	183	149
■ Others	675	721	695	662	624	724	651	652	711

[Number of employees]



Consolidated number of employees	1,408	1,626	1,608	1,459	1,425	1,470	1,453	1,381	1,366
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※Excluding temporary staff and dispatch workers



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Marketing Business

- ✓ **Substantial increases in revenue and earnings**
- ✓ **All subsidiaries in the Marketing Business experiencing robust results spearheaded by OPT**

Clients

- **Robust trends in cultivating new clients**
- **Large-scale orders from existing clients**
- **Seasonal special demand**

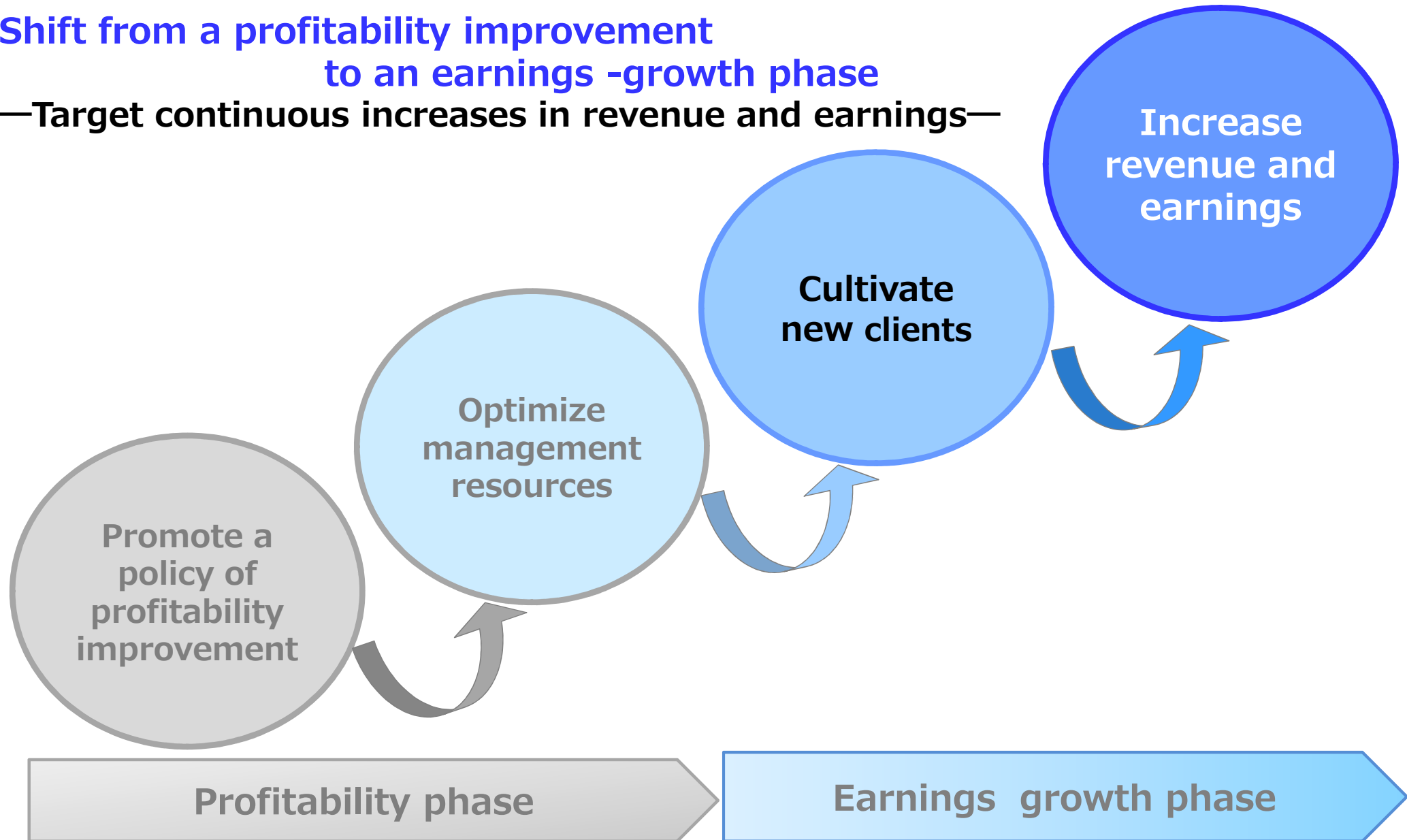
Products

- **Increase in the volume of smartphone advertising transactions handled**

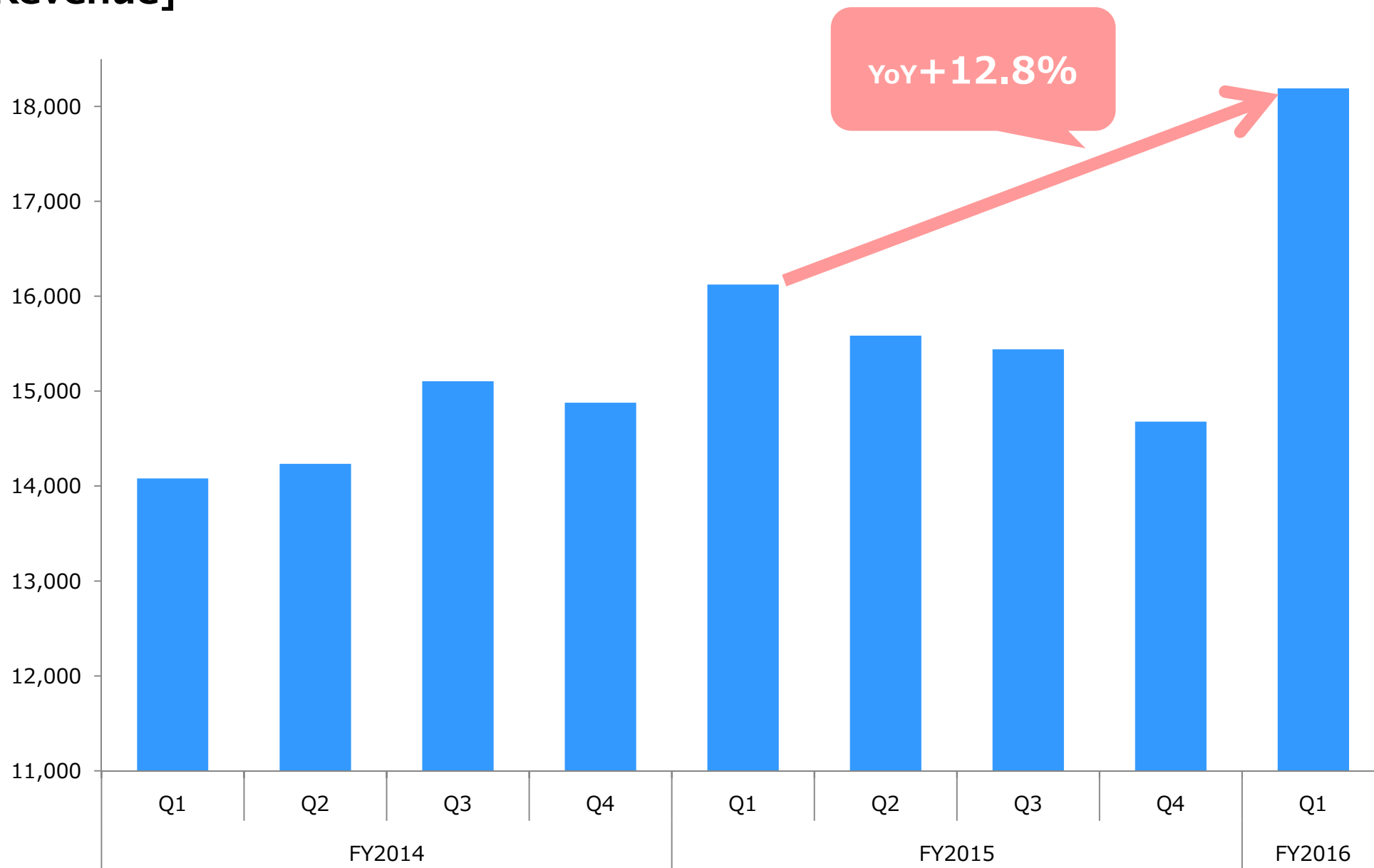
Profitability

- **Improvement in profitability**
- **Posted a profit in new products consolidated companies**

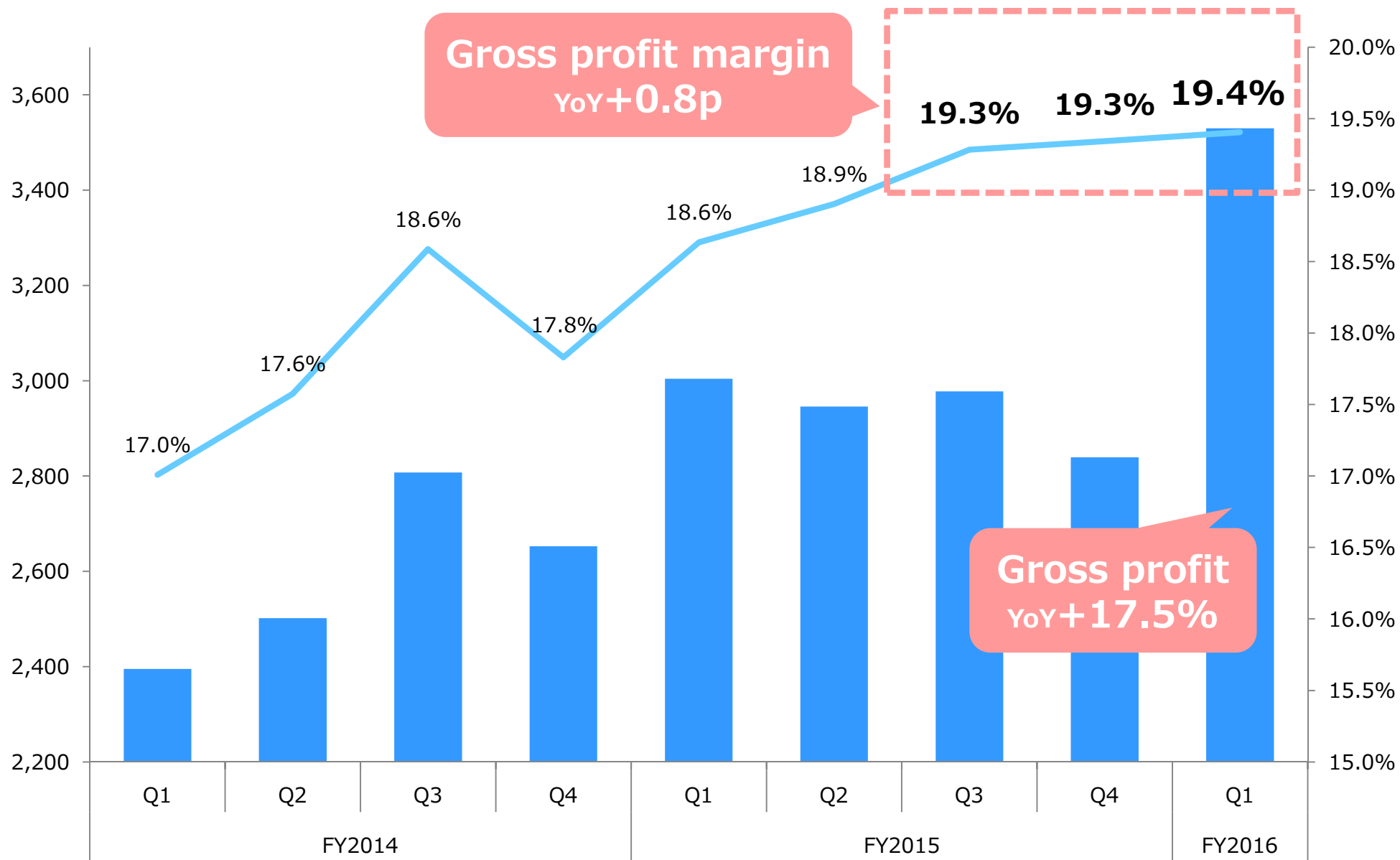
**Shift from a profitability improvement
to an earnings -growth phase**
—Target continuous increases in revenue and earnings—



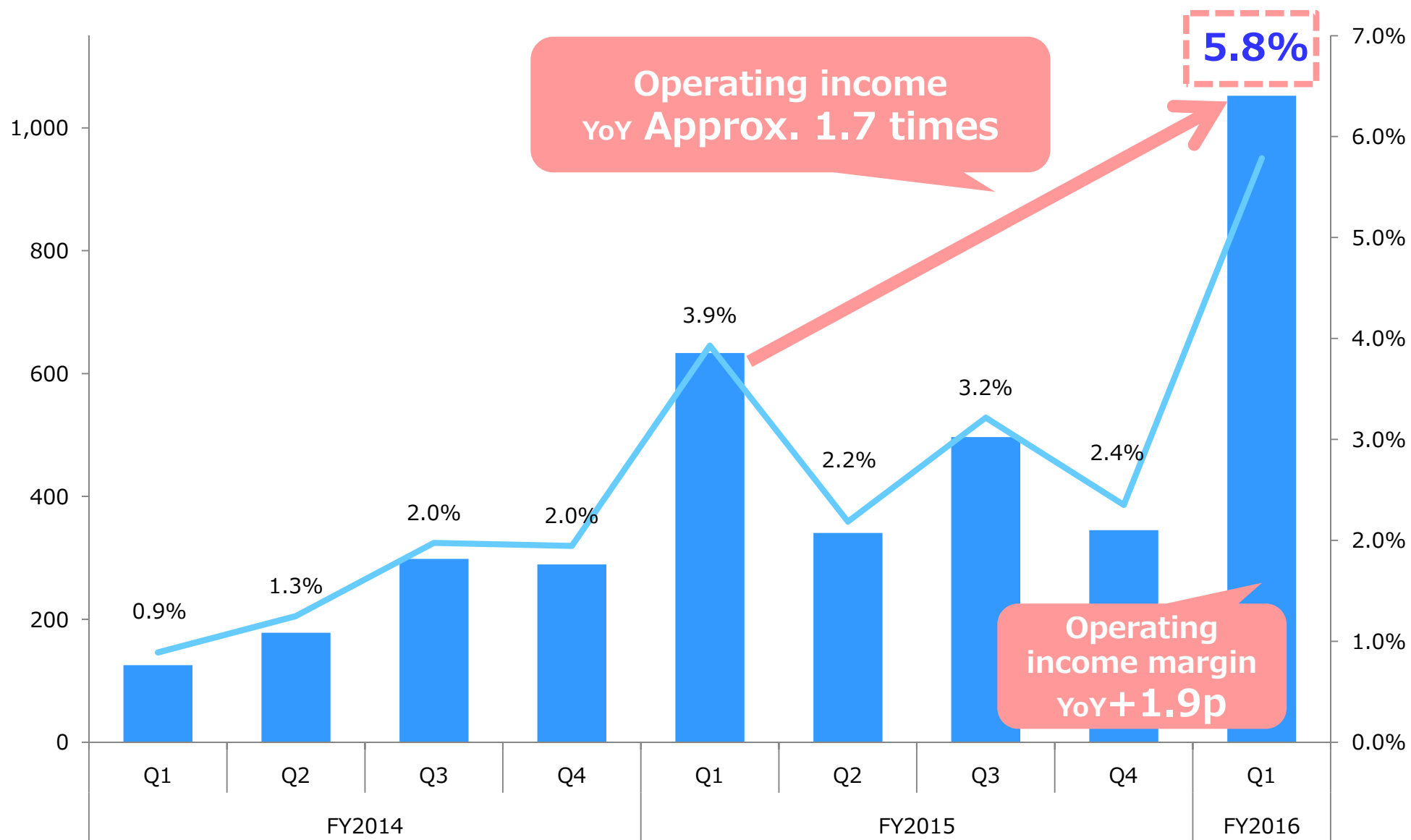
[Revenue]



[Gross profit/Gross profit margin]



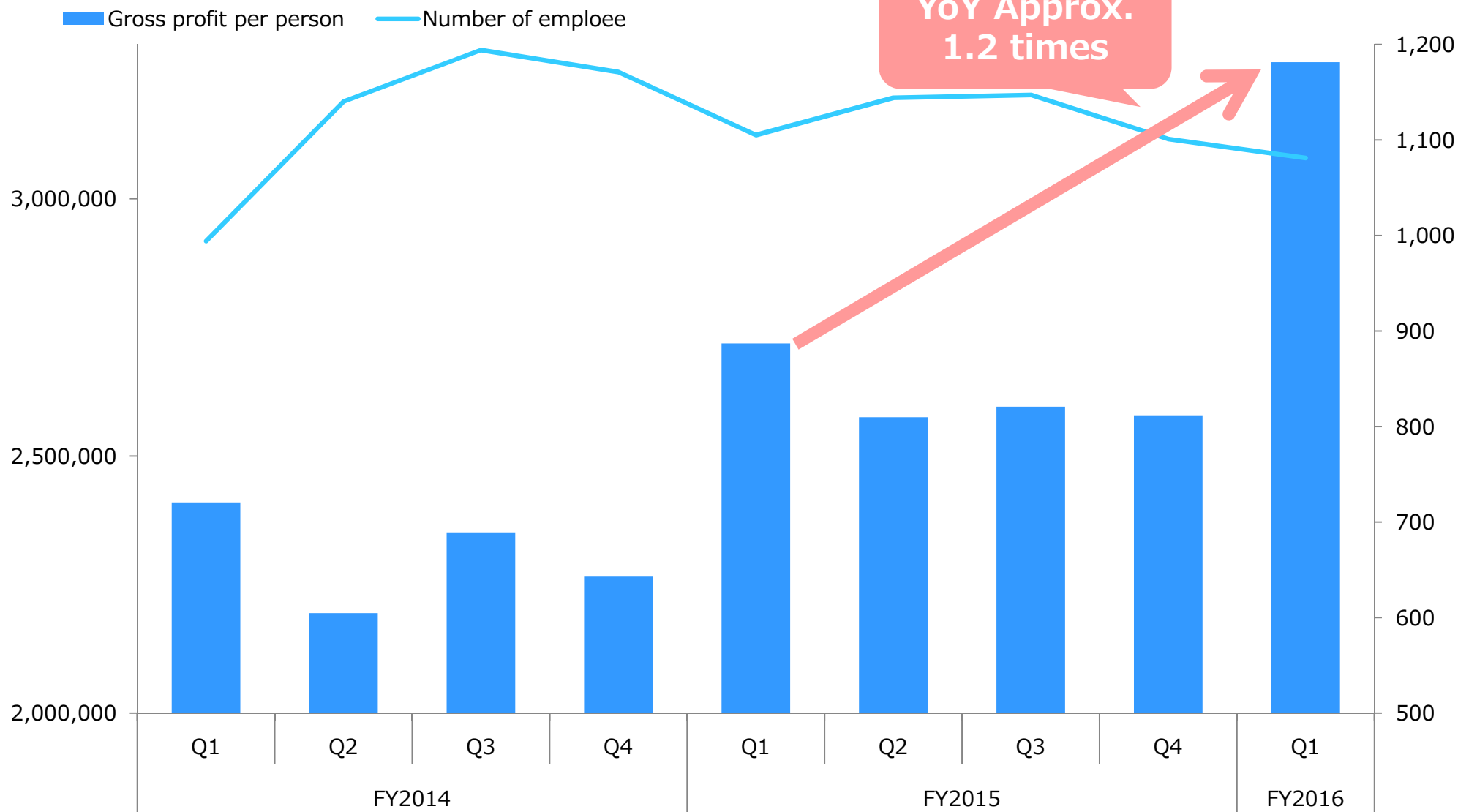
[Operating income / Operating income margin]



[Gross profit per person / Number of employee]

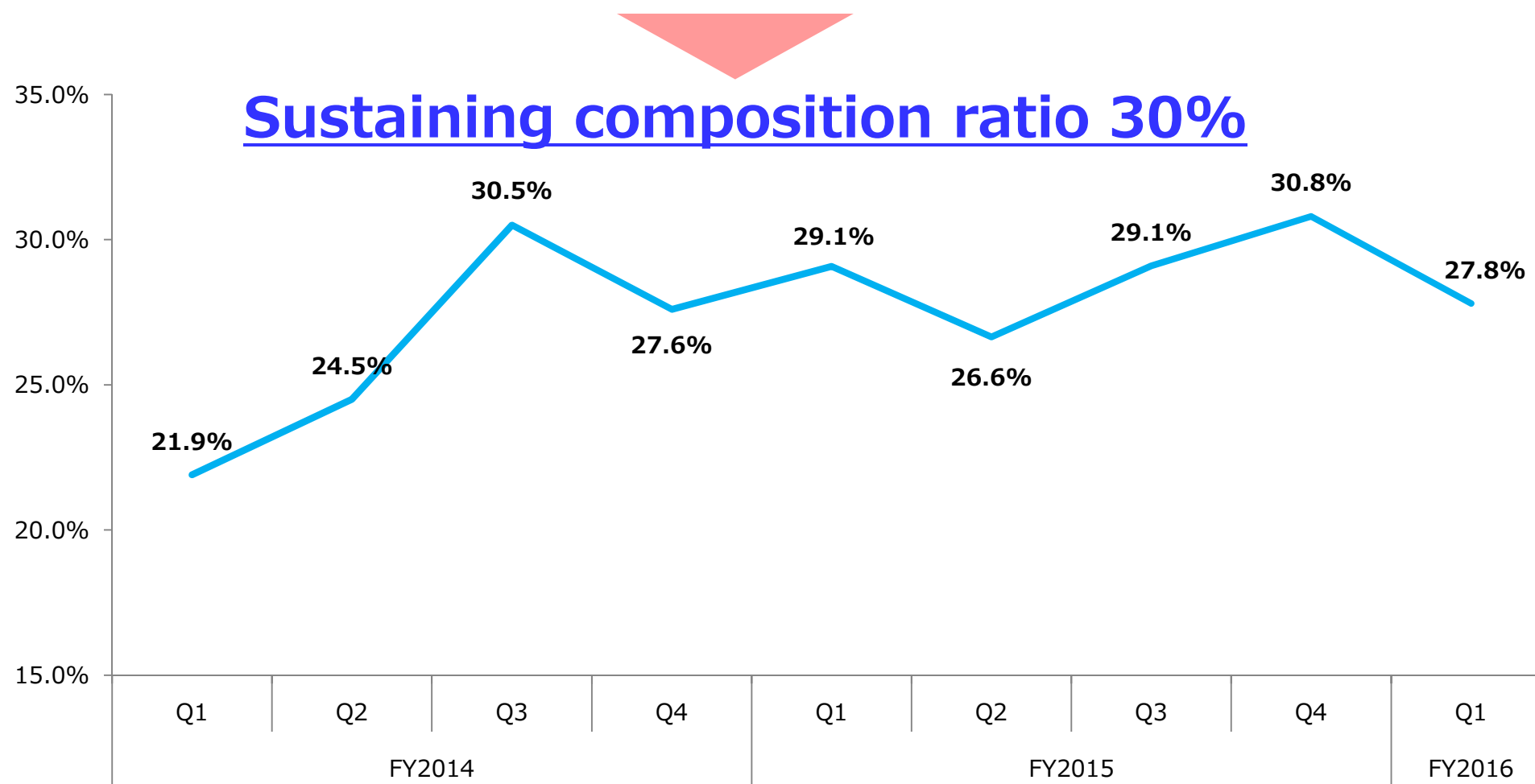
(Unit : Yen)

(Unit : person)



[Gross profit composition ratio of PB products]

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





FY2016

Progress of Earnings Forecast

	FY2016 Forecast	FY2016Q1 Result	Progress
Revenue	66,000	18,551	28.1%
EBITDA	2,250	1,122	49.9%
Operating income	1,350	889	65.9%
Ordinary income	1,000	817	81.7%
Net income	270	180	66.9%



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Reference Materials 1

“Road map & Medium and long term strategy”

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

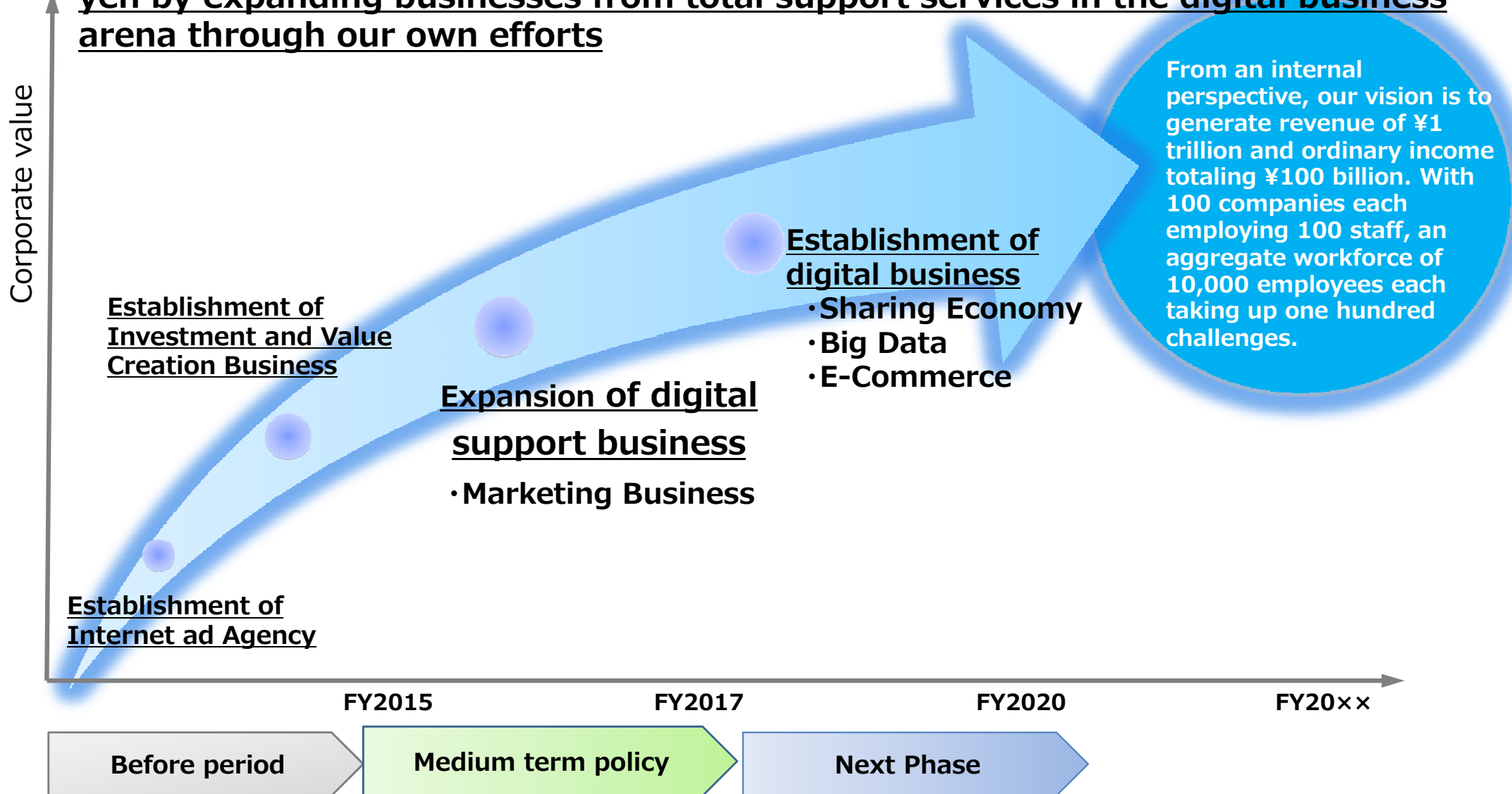
From an external perspective, our vision is to spur significant contributions to society through producing those companies with total market capitalization in excess of ¥100 trillion and the employment of over one million staff.

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

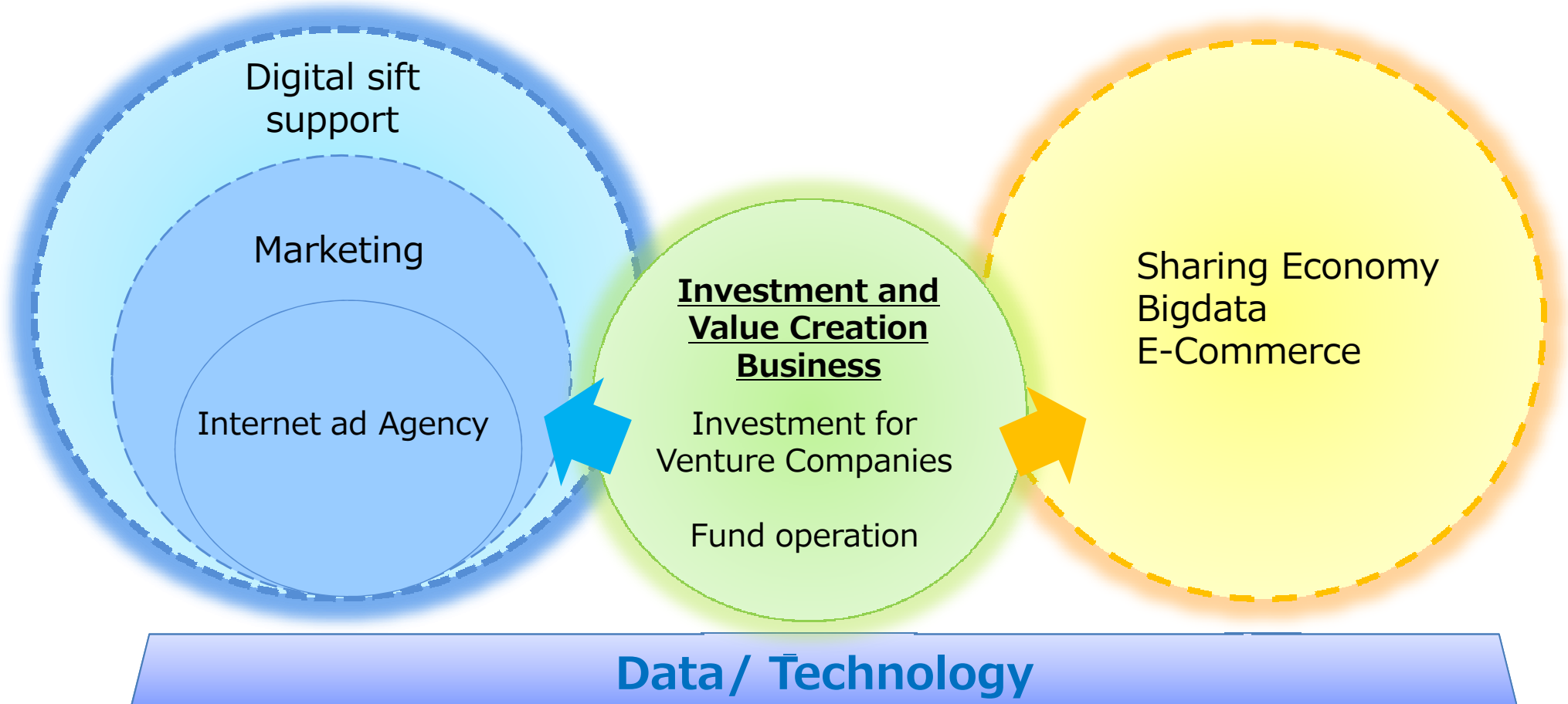
■ Aim to achieve net sales of 1,000 billion yen and ordinary income of 100 billion yen by expanding businesses from total support services in the digital business arena through our own efforts



■ 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



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”

A large, bold, blue number '5' is positioned on the left side of the slide. The background features a world map where the continents are filled with a dense collection of small, light-blue icons representing various fields such as business, education, technology, and science. The text 'Reference Materials 2' is centered over the map.

5

Reference Materials 2

Composition of OPT Revenue by Business Category


Business Category	FY2014				FY2015				FY2016
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Finance	30%	31%	27%	30%	31%	30%	32%	32%	26%
Real Estate	14%	11%	10%	11%	13%	10%	11%	11%	12%
Human Resources & Education	11%	12%	11%	11%	14%	13%	11%	13%	18%
Cosmetics	14%	15%	15%	13%	9%	15%	13%	13%	12%
Information & E-Commerce	11%	11%	10%	11%	11%	8%	11%	9%	11%
Other	20%	20%	27%	24%	22%	24%	22%	22%	21%
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%

Changes in the Scope of Consolidation(As of FY2016 Q1-End)

Marketing Business



Investment and Value Creation Business


















Overseas Business

Other

	
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Major consolidated Companies (As of FY2016 Q1-End)

Name	Business	Ownership	Status
OPT, Inc. 	Marketing business	100.00%	Consolidated subsidiary
CLASSIFIED 	Planning and sales of classifieds	66.01%	Consolidated subsidiary
Crossfinity 	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	(53.28%)	Consolidated subsidiary
Writeup. Co., Ltd 	Internet-related business	40.00%	Consolidated subsidiary
Groover, Inc. 	Native Ad and media business (incl. consulting) of smart device	100.00%	Consolidated subsidiary
TechLoCo, Inc. 	Marketing technology proposal business for mid-, small- and medium-sized as well as growth companies	(66.66%)	Consolidated subsidiary
Growth Gear Co.,Ltd 	Human resource support services business for mid-, small- and medium-sized as well as growth companies	(66.66%)	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	94.19%	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.
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**For all IR-related inquiries including requests for interviews, please contact the Group Management Planning Office as follows:
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