



October, 28, 2016
3rd 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.



1

FY2016Q3

**Summary of Consolidated
Financial Results**

Total

■ Substantial increase Ordinary income and Net income

Revenue : **17,017** YoY +8.1%
 Operating income : **208** YoY(5.0%)
 Ordinary income : **375** YoY Substantial increase
 Net income : **486** YoY Substantial increase

Marketing Business

■ Continuously growing revenue as planned

Revenue : **16,668** YoY +7.9%
 Gross profit : **3,159** YoY +6.1%
 Operating income : **437** YoY(11.9%)
 Gross profit margin : **19.0%** YoY(0.3p)
 Operating income margin : **1.5%** YoY(0.6p)

Investment and Value Creation Business

Operating loss : **53**

Overseas Business

Revenue : **354**
 Operating loss : **31**

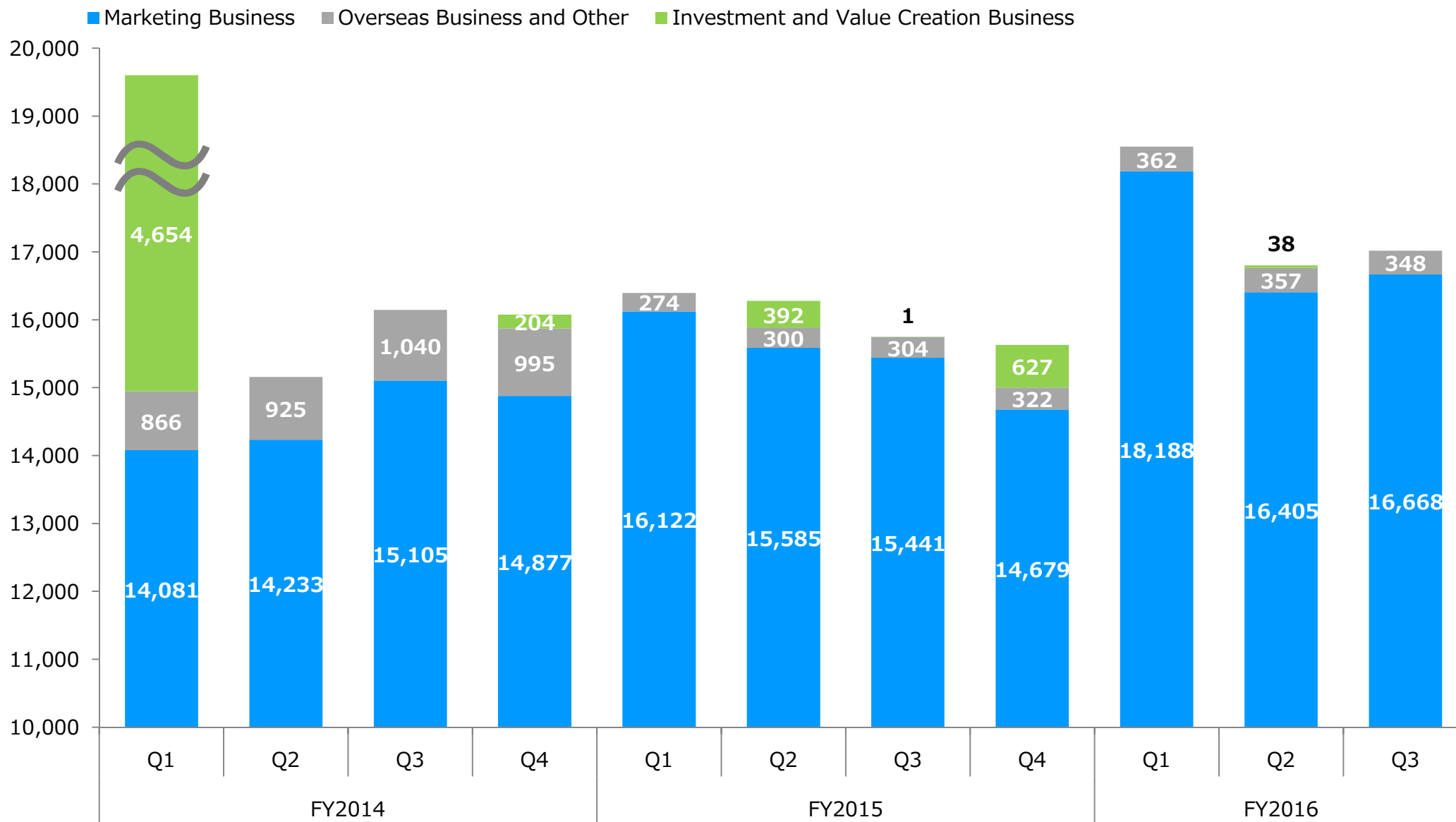
[Consolidated]

	FY2015 Q3	FY2016 Q3	YoY
Revenue	15,747	17,017	+8.1%
Gross profit	3,186	3,408	+7.0%
SGA	2,966	3,200	+7.9%
EBITDA	489	463	(5.4%)
Operating income	219	208	(5.0%)
Ordinary income	34	375	Substantial increase
Net income	67	486	Substantial increase
Gross profit margin	20.2%	20.0%	(0.2p)
Operating income margin	1.4%	1.2%	(0.2p)
Net income margin	0.4%	2.9%	+2.5p

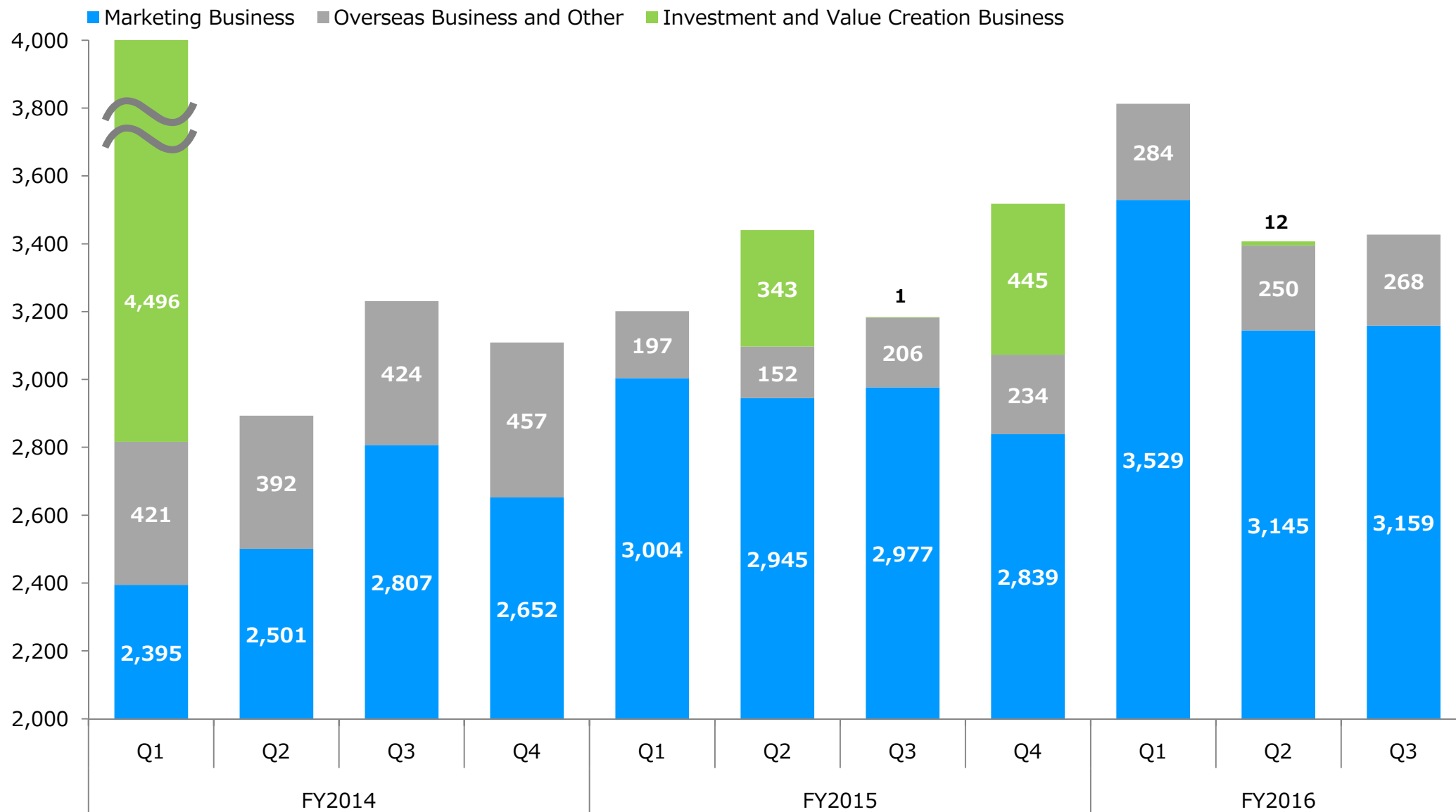
[Consolidated Quarterly Revenue and Operating Income (Loss) by Segment]

		FY2014				FY2015				FY2016			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	YoY
Marketing Business	Revenue	14,081	14,233	15,105	14,877	16,122	15,585	15,441	14,679	18,188	16,405	16,668	+7.9%
	Operating income	125	178	298	289	633	340	496	345	1,052	463	437	(11.9%)
Investment and Value Creation Business	Revenue	4,654	0	0	204	0	392	1	627	0	38	0	—
	Operating income	4,482	(15)	(31)	(60)	(55)	310	(38)	392	(46)	(34)	(53)	—
Overseas Business	Revenue	349	416	503	480	309	358	372	383	363	355	354	(5.0%)
	Operating income	(46)	(70)	(2)	0	(29)	(10)	(34)	(15)	(16)	(62)	(31)	—
Other	Revenue	516	508	537	514	(34)	(57)	(68)	(61)	0	2	(5)	—
	Operating income	(173)	(216)	(144)	(143)	(183)	(186)	(204)	(139)	(100)	(92)	(145)	—
Total	Revenue	19,602	15,158	16,145	16,077	16,397	16,278	15,747	15,628	18,551	16,802	17,017	+8.1%
	Operating income	4,388	(123)	120	86	363	454	219	583	889	274	208	(5.0%)

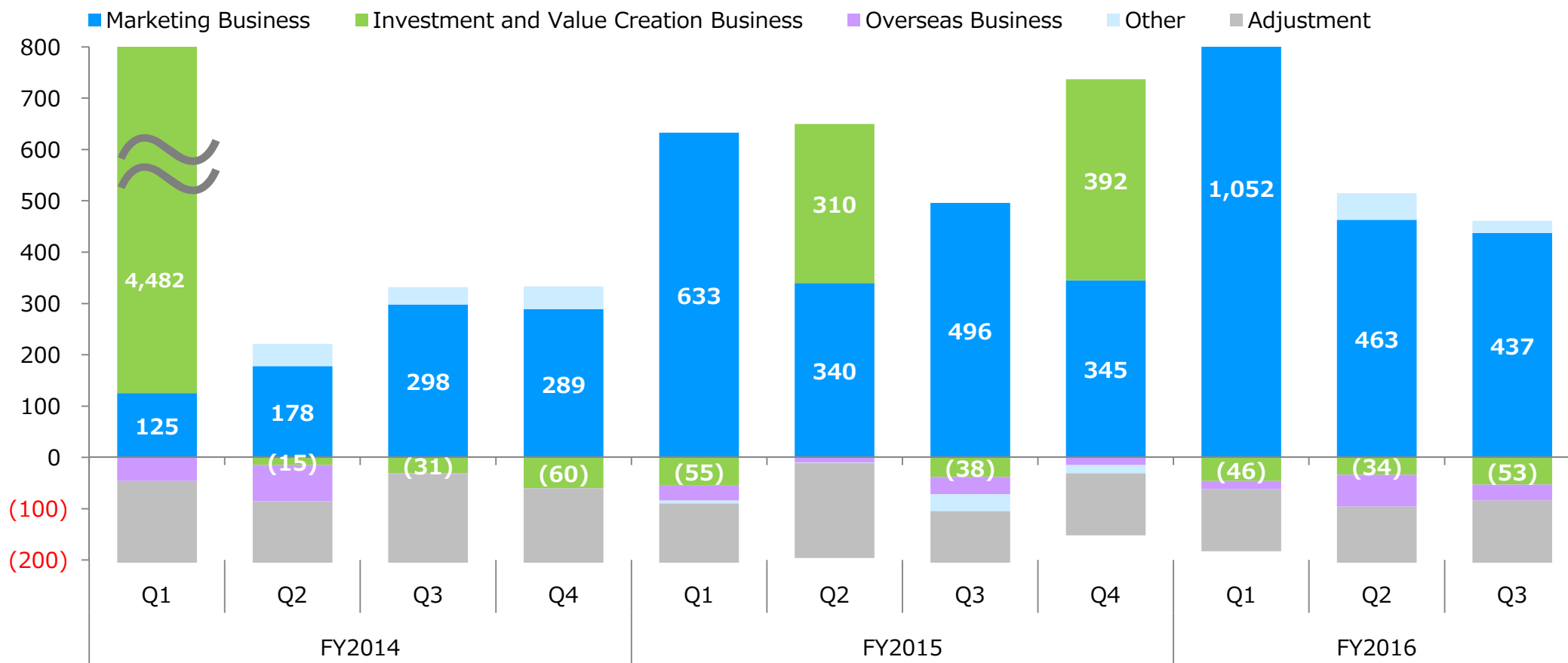
[Revenue]



[Gross profit by segment]



[Operating income by segment]



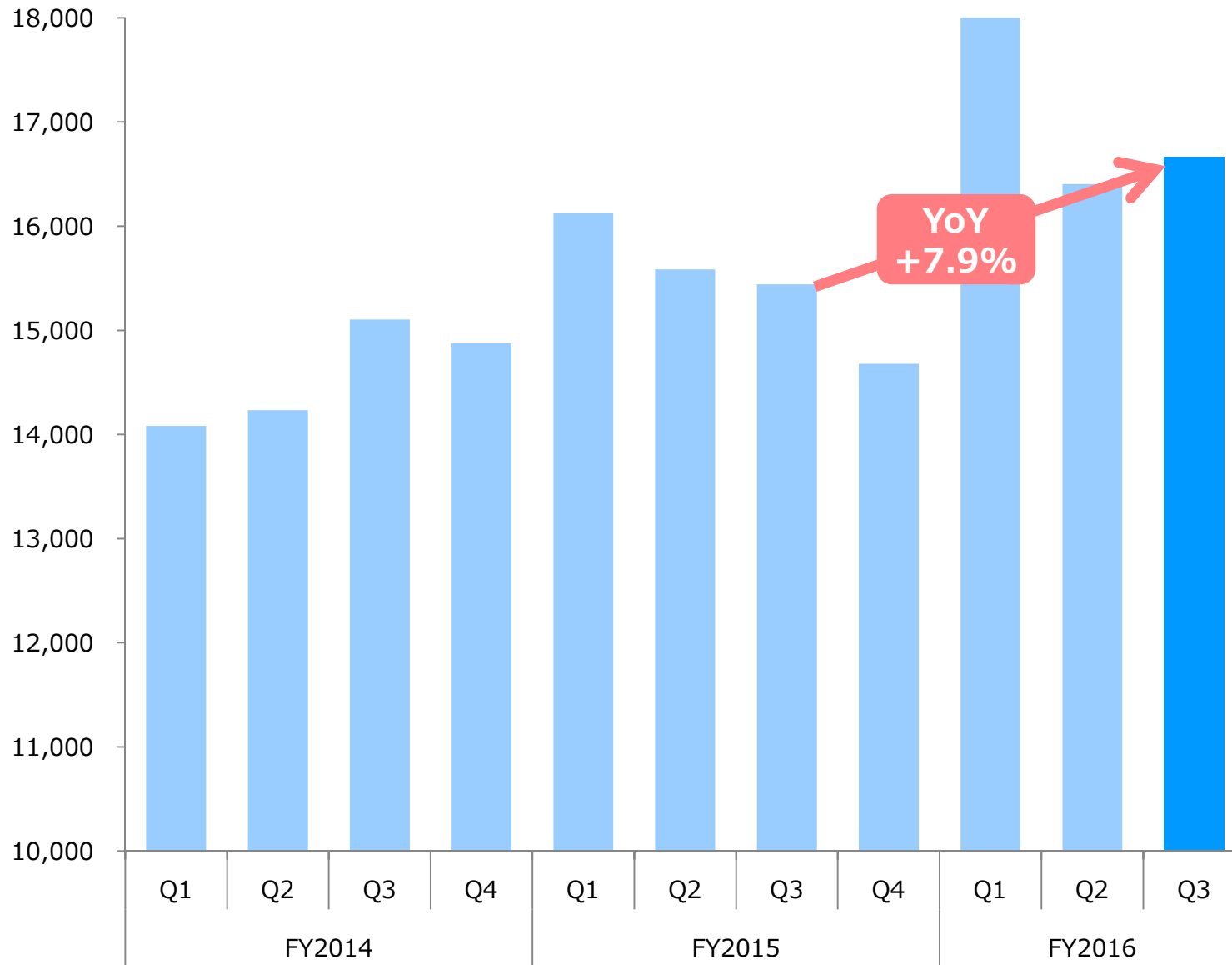
Total operating income	4,388	(123)	120	86	363	454	219	583	889	274	208
Total Operating Income Excluding Investment and Value Creation Business	(94)	(108)	151	146	419	143	257	190	935	308	261



2

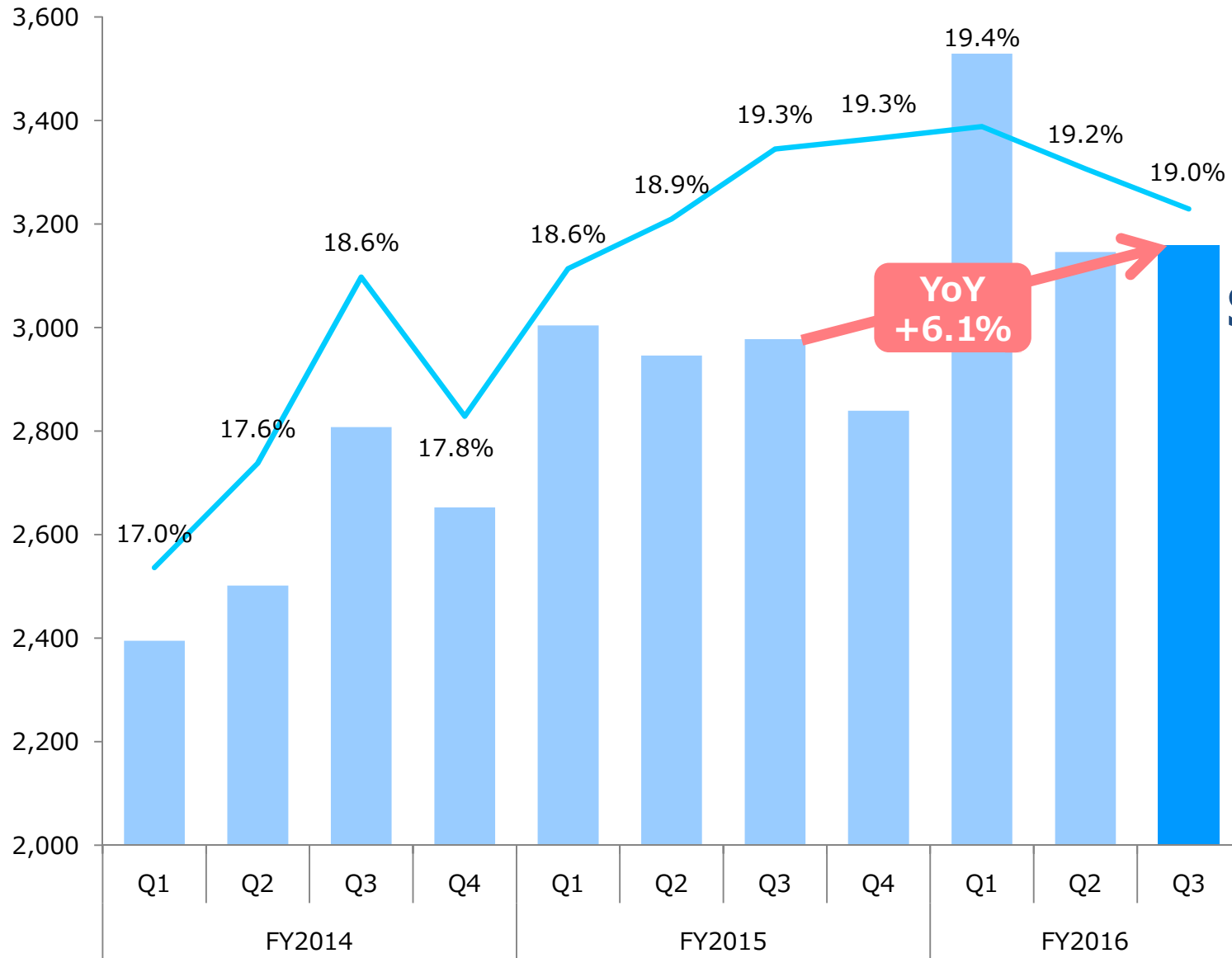
Marketing Business

[Revenue]



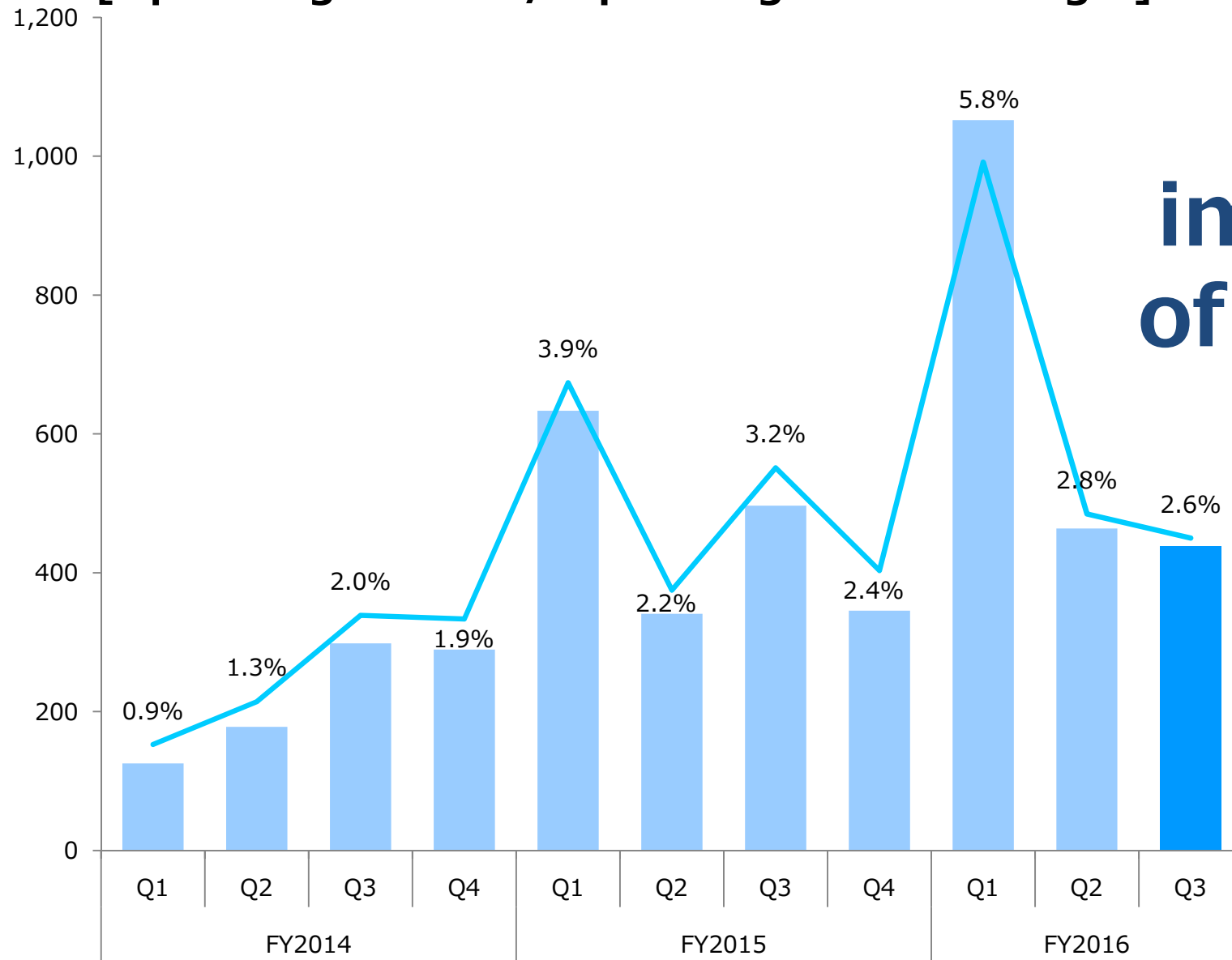
**Continuously
growing
YoY + 7.9%**

[Gross profit/Gross profit margin]



YoY +6.1%
Strategic reduction of gross profit margin

[Operating income / Operating income margin]



Invest for improvement of profitability

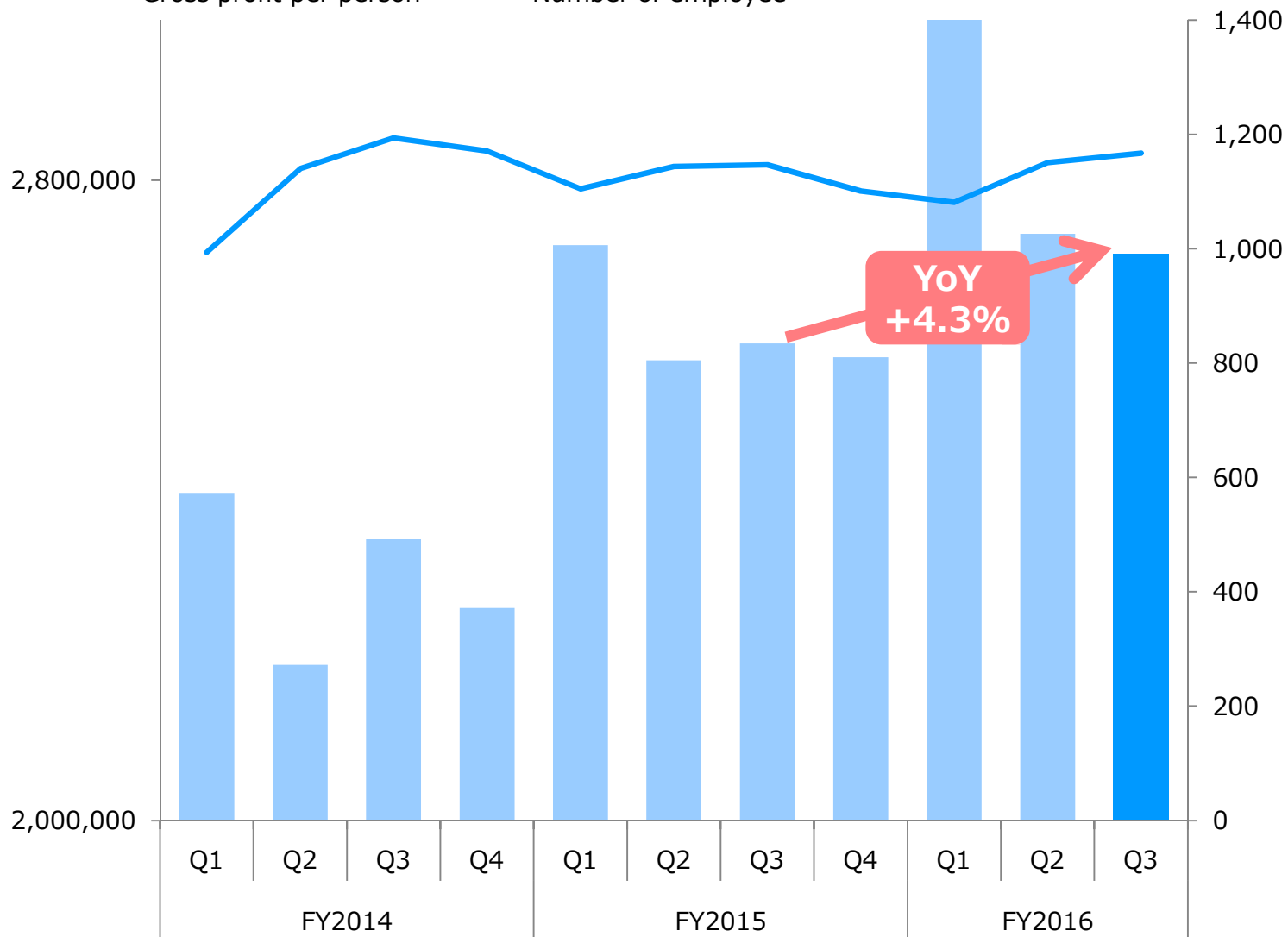
Operating income temporary decrease

[Gross profit per person / Number of employee]

(Unit : Yen)

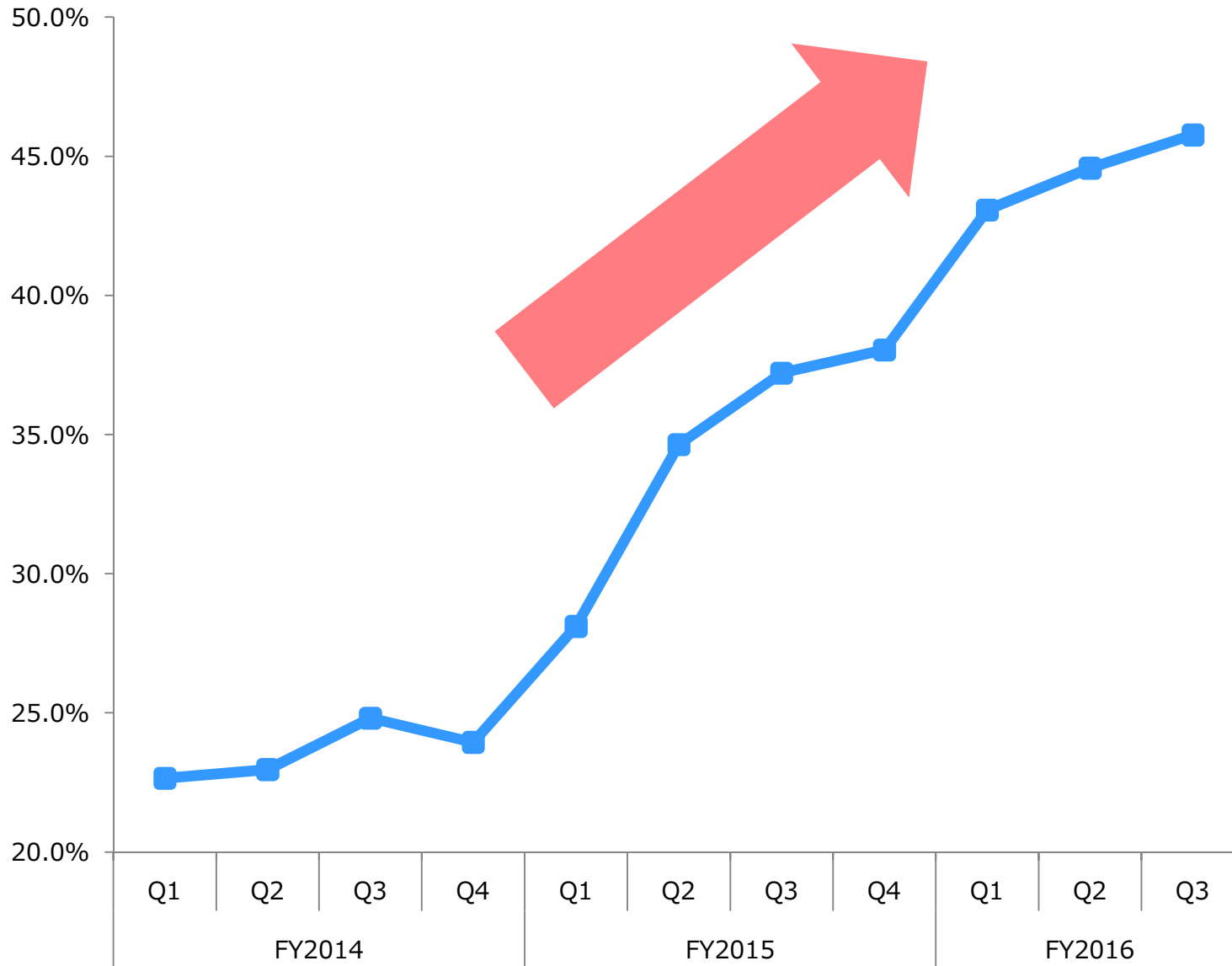
(Unit : person)

Gross profit per person Number of employee



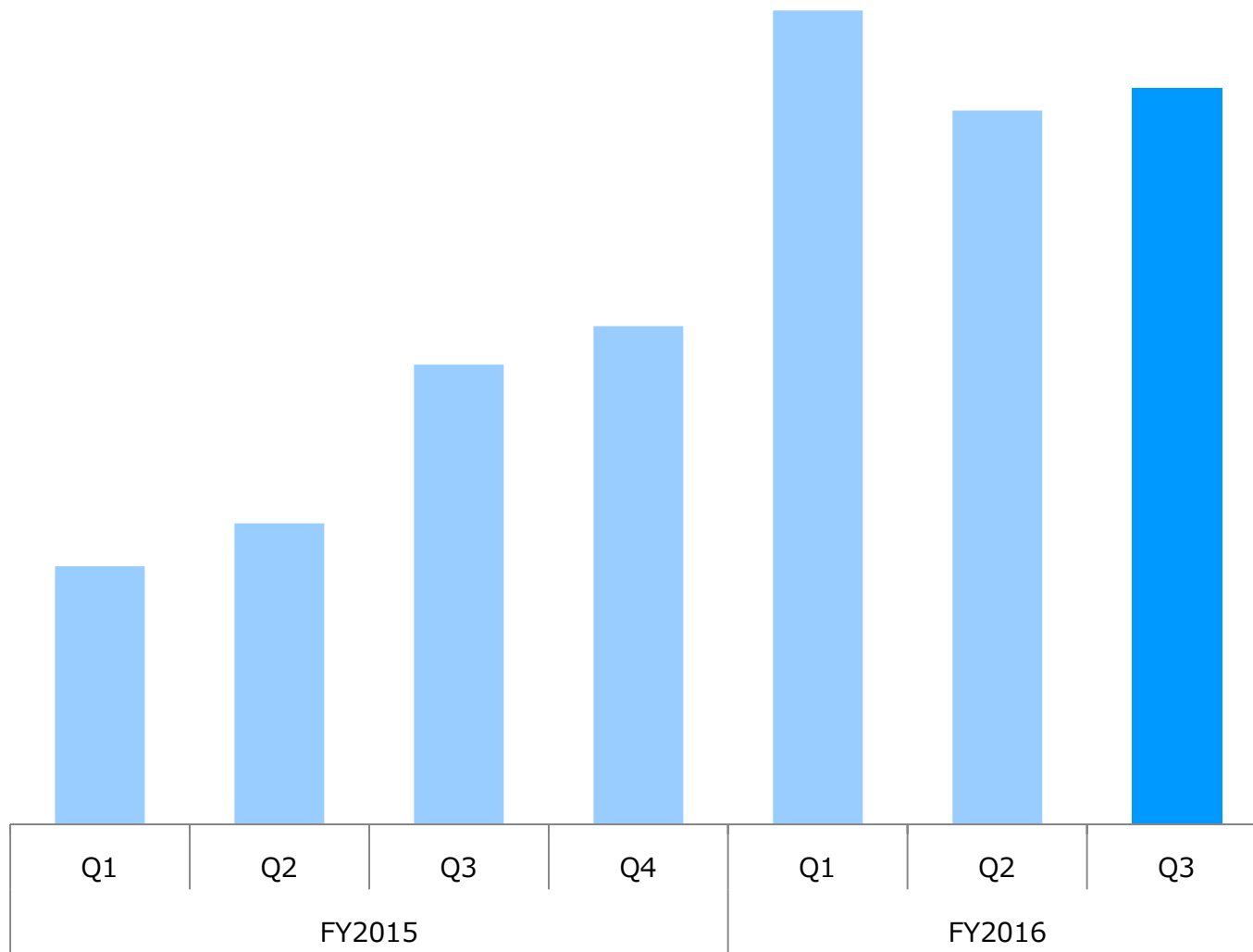
**Steadily
increase
YoY +4.3%**

[Focus Products : Smartphone ads share]



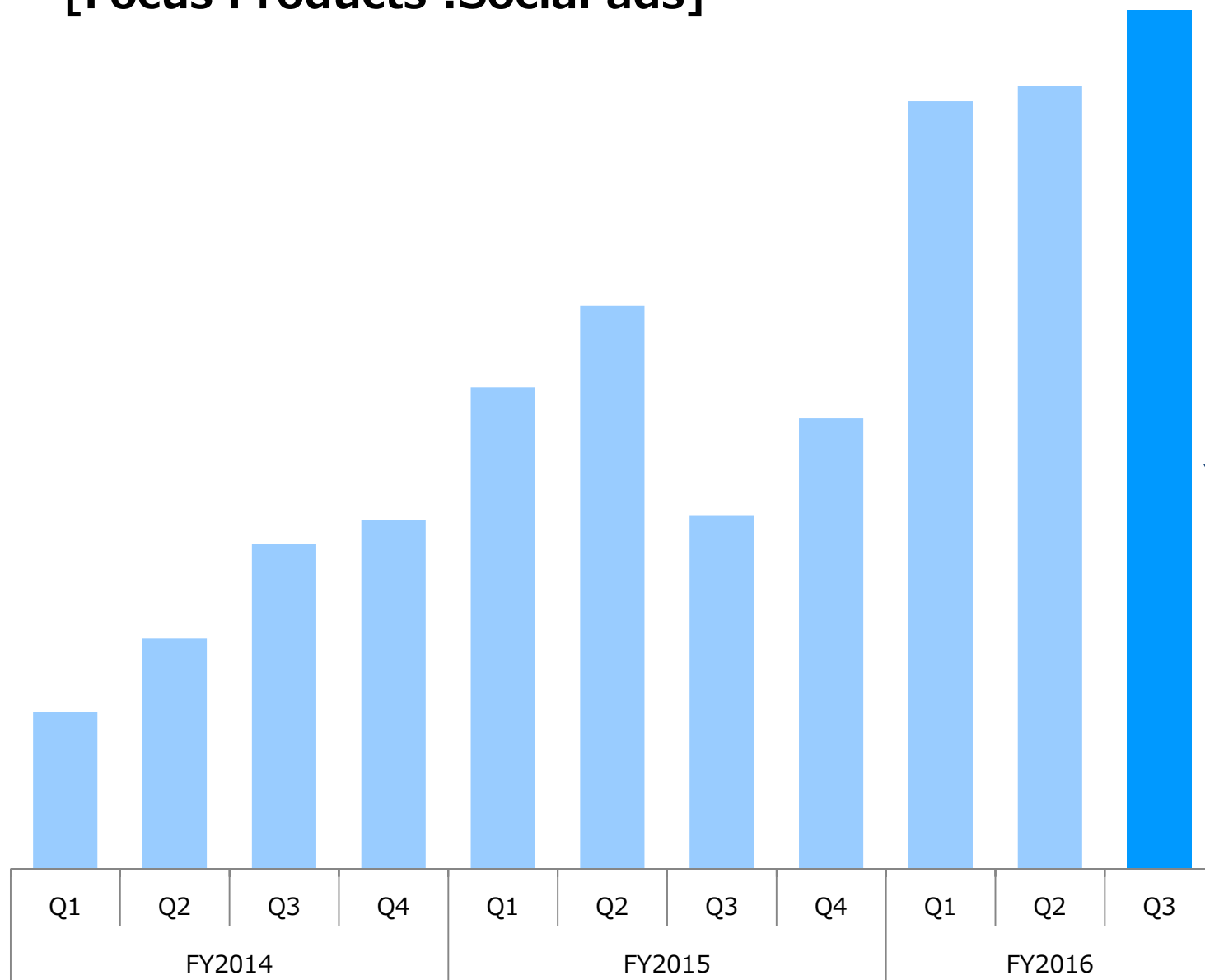
**Keep
increasing
YoY +30%**

[Focus Products: Infeed ads]



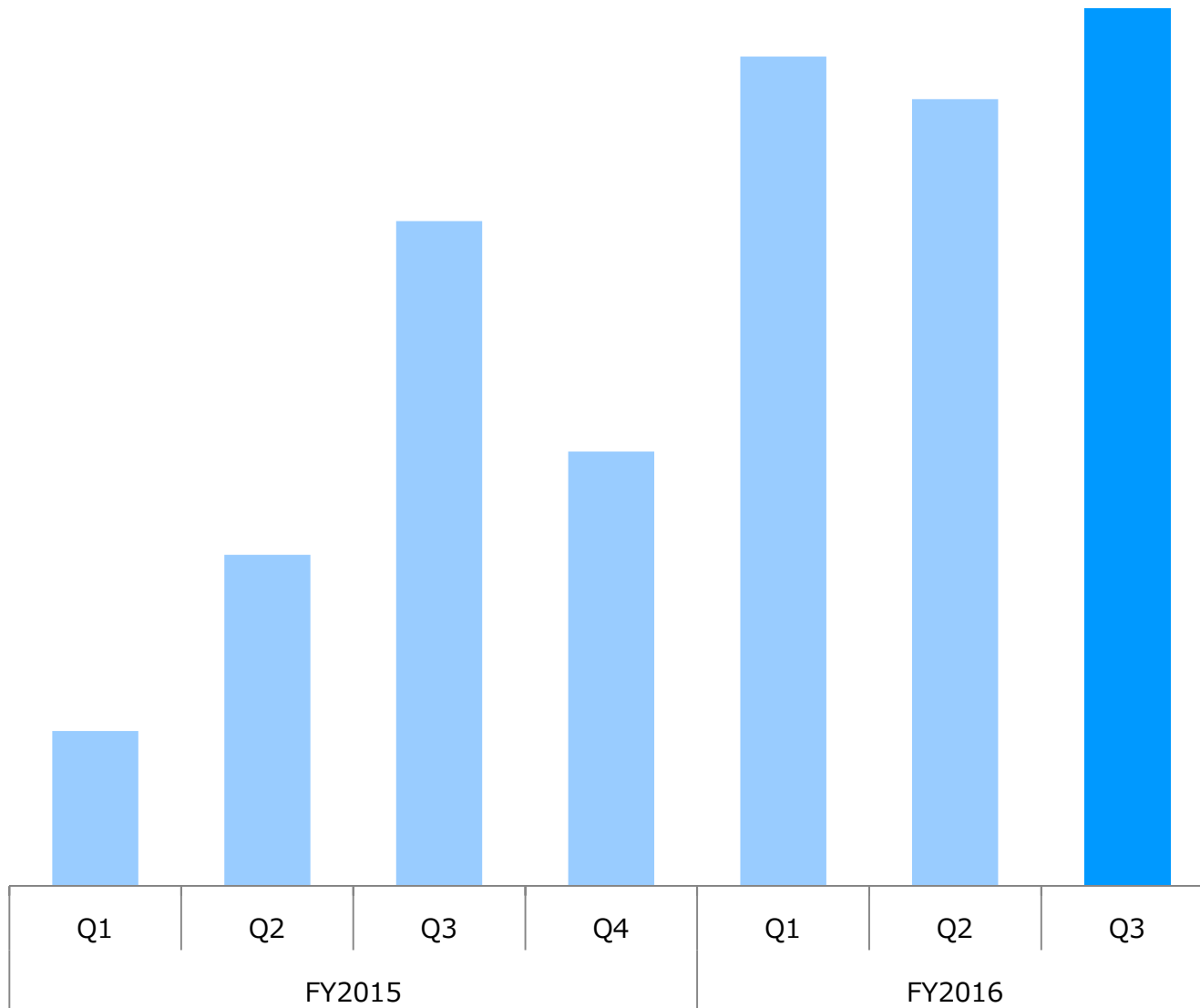
**Accelerating
growth
YoY +60%**

[Focus Products :Social ads]



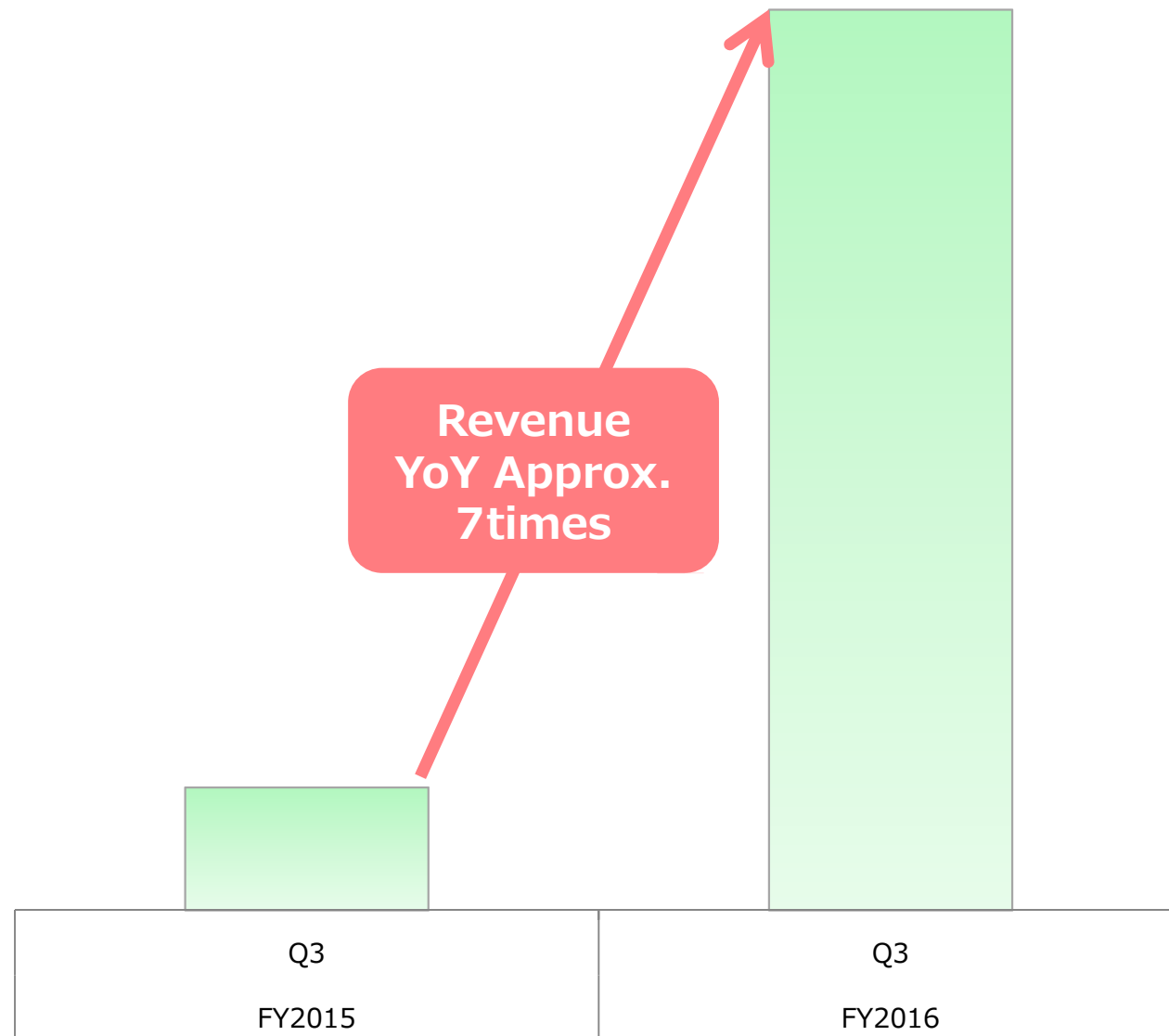
**Keep
growing
YoY 2.5times**

[Focus Products : Movie ads]



**Steadily
increase
YoY +15%**

[Focus Products :LINE]



**Enhanced
revenue
share
YoY 7times**



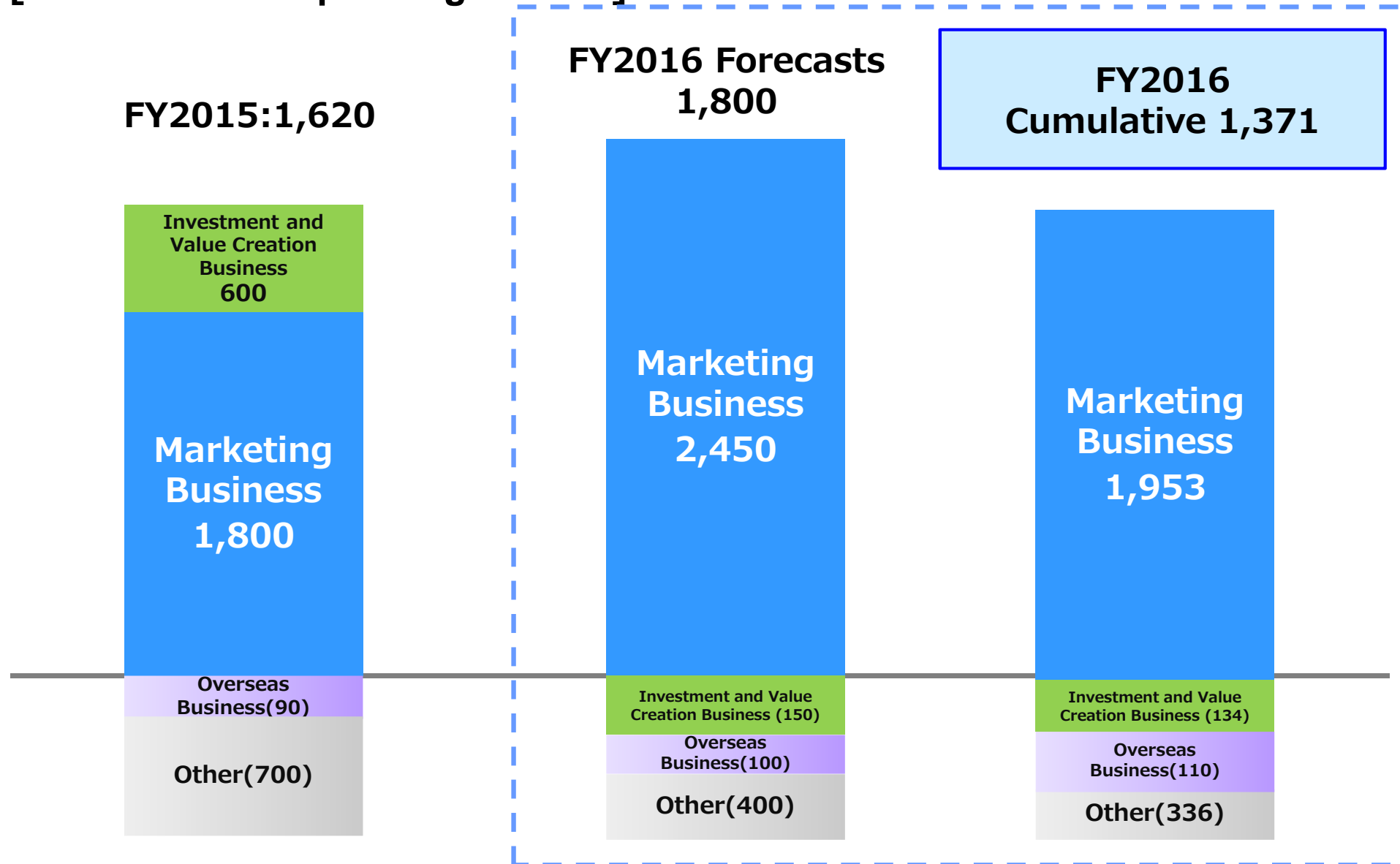
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Progress of Earnings Forecast

- Revenue and Operating income : According to forecast
- Ordinary income and Net income : Larger than the forecast by gain on investments in partnership and gain on sales of investment securities

	FY2016 Forecast	FY2016 Cumulative result	Progress
Revenue	67,000	52,370	78.2%
EBITDA	2,700	2,106	78.0%
Operating income	1,800	1,371	76.2%
Ordinary income	1,300	1,434	110.3%
Net income	500	761	152.3%

[Breakdown of Operating income]





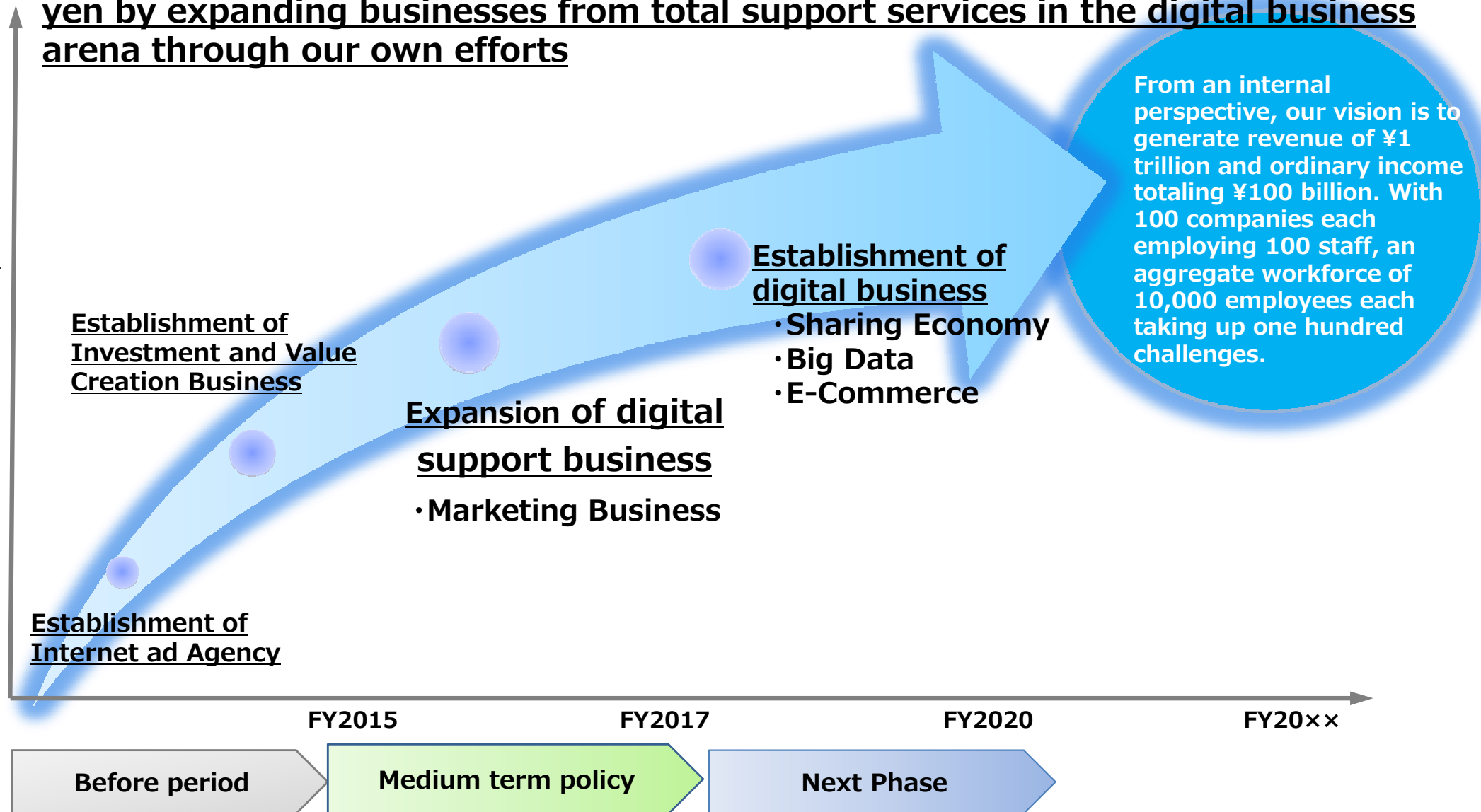
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Reference Materials 1

“Road map & Medium and long term strategy”

■ 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

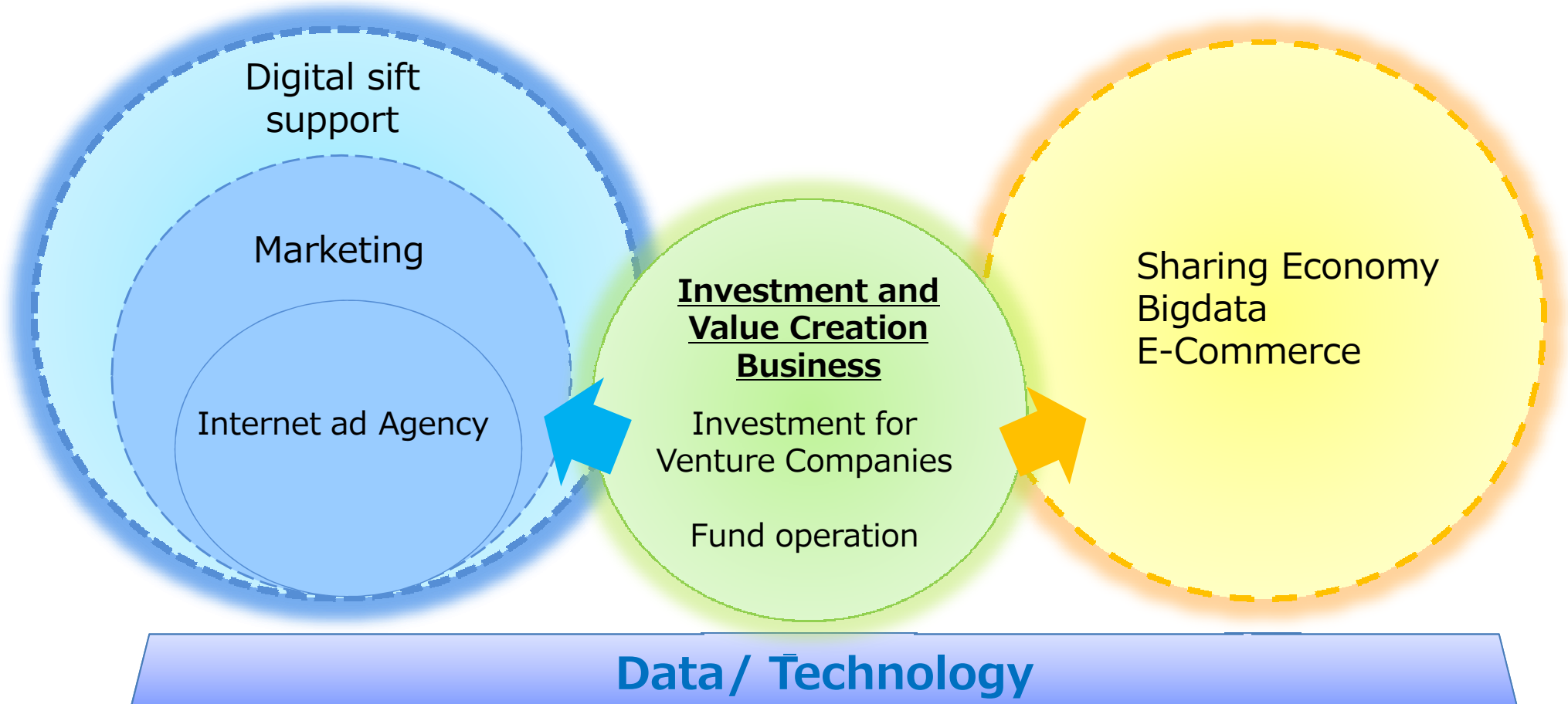
Corporate value



■ 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

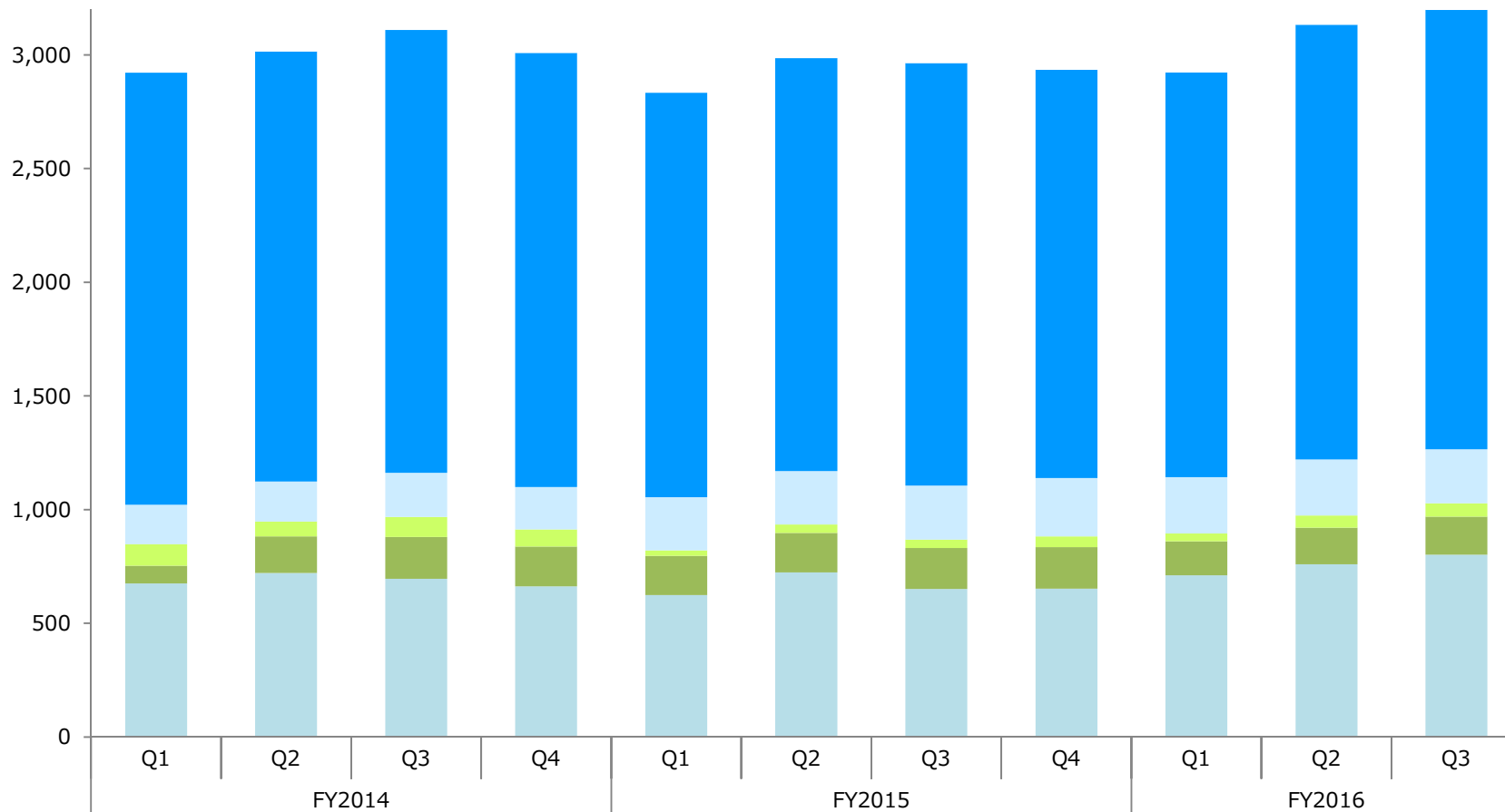


A large, bold, blue number '5' is positioned on the left side of the slide. The background features a world map where the continents are filled with a dense collection of small, light-blue icons representing various fields such as science, technology, business, and education. The text 'Reference Materials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

5

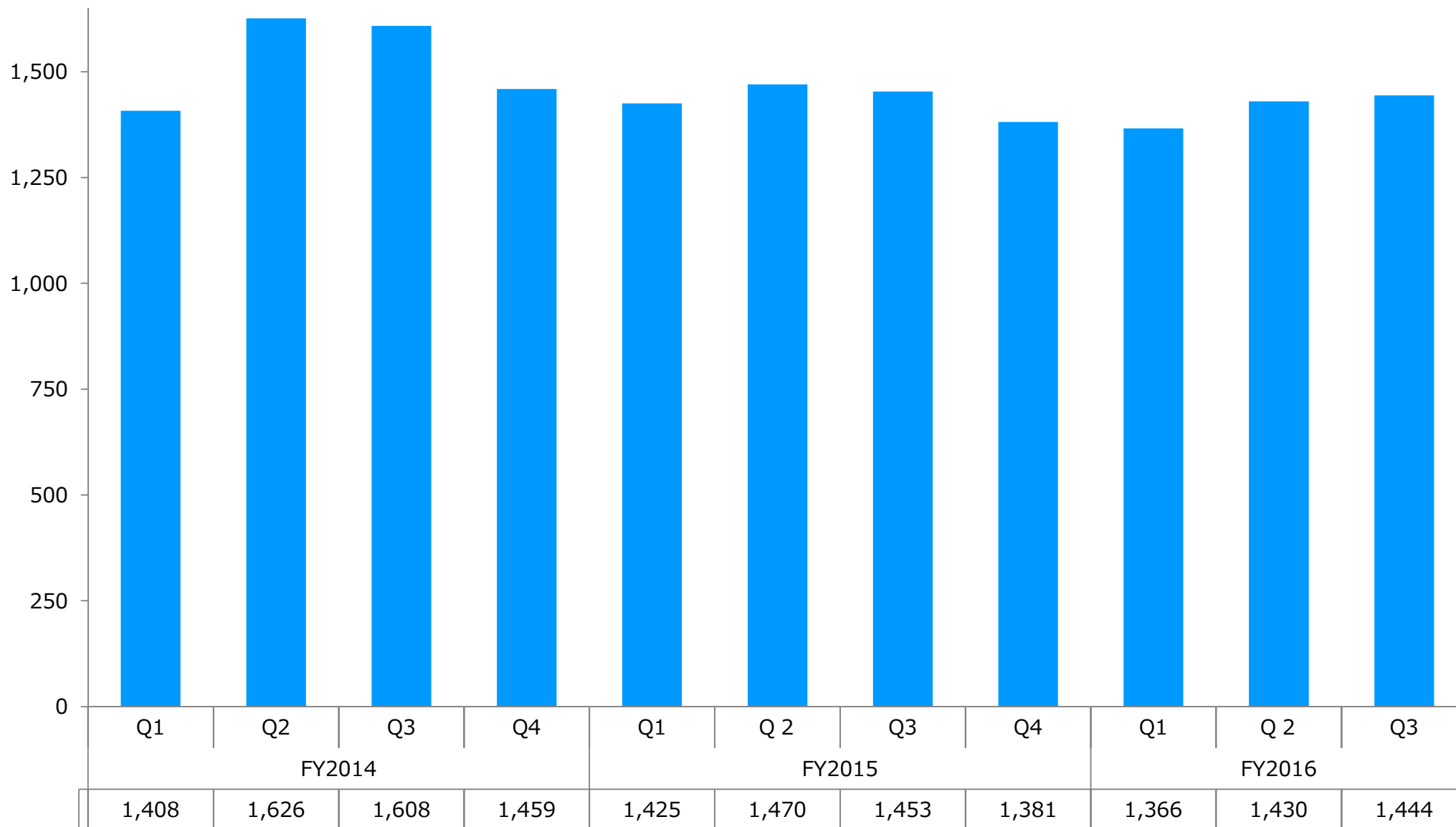
Reference Materials 2

[SGA costs]



	FY2014				FY2015				FY2016		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Total SGA	2,924	3,017	3,111	3,011	2,836	2,986	2,966	2,937	2,924	3,134	3,200
Personal expences	1,900	1,891	1,947	1,910	1,779	1,815	1,858	1,795	1,780	1,913	1,932
Rents	173	177	195	186	234	235	238	257	248	246	237
Advertising expences	95	65	88	75	25	37	37	47	35	53	59
Depreciation and amortization	78	161	184	176	172	174	180	183	149	161	167
Others	675	721	695	662	624	724	651	652	711	760	802

[Number of employees]



※Excluding temporary staff and dispatch workers

Changes in the Scope of Consolidation(As of FY2016 Q3-End)

Marketing Business

Investment and Value Creation Business


















Overseas Business

Other




Major consolidated Companies (As of FY2016 Q3-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	92.50%	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



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<Notice>

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