

Infocom Corporation

Financial Results Briefing for the 3Q FY2015

January 28, 2016



Net Business



Healthcare



GRANDIT

FY15 3Q Earnings Highlights (Consolidated)

(Unit: 100 million yen, %)	FY14 3Q	FY15 3Q	YoY	
	Amount	Amount	Change	% Change
Net Sales	281.0	277.7	-3.3	-1.2
Operating profit (Operating margin)	9.8 (3.5)	20.8 (7.5)	+10.9	+110.3
Ordinary profit	10.2	21.3	+11.0	+107.6
Quarterly net profit/ loss attributable to owners of parent	3.7	-6.7	-10.5	-

- ◆ The company posted record highs in operating profit and ordinary profit since its listing, boosted by a recovery in the health IT business, which is the current core business, and steady performance of e-book distribution services.

Business Areas and Segment Structure

Business Solution Group

- Hospitals
- Pharmaceutical companies
- Health industry



Health IT



Business
Software

- **ERP GRANDIT®**
- Emergency contact/safety confirmation
Call centers
- Document management, etc.

- Textile makers
- Trading companies
- Pharmaceutical wholesalers
- Cell-phone companies



Enterprise
Service
Management



**Digital
Entertainment**

- E-book
- E-commerce
- Contents delivery for women, music

Digital Entertainment Group

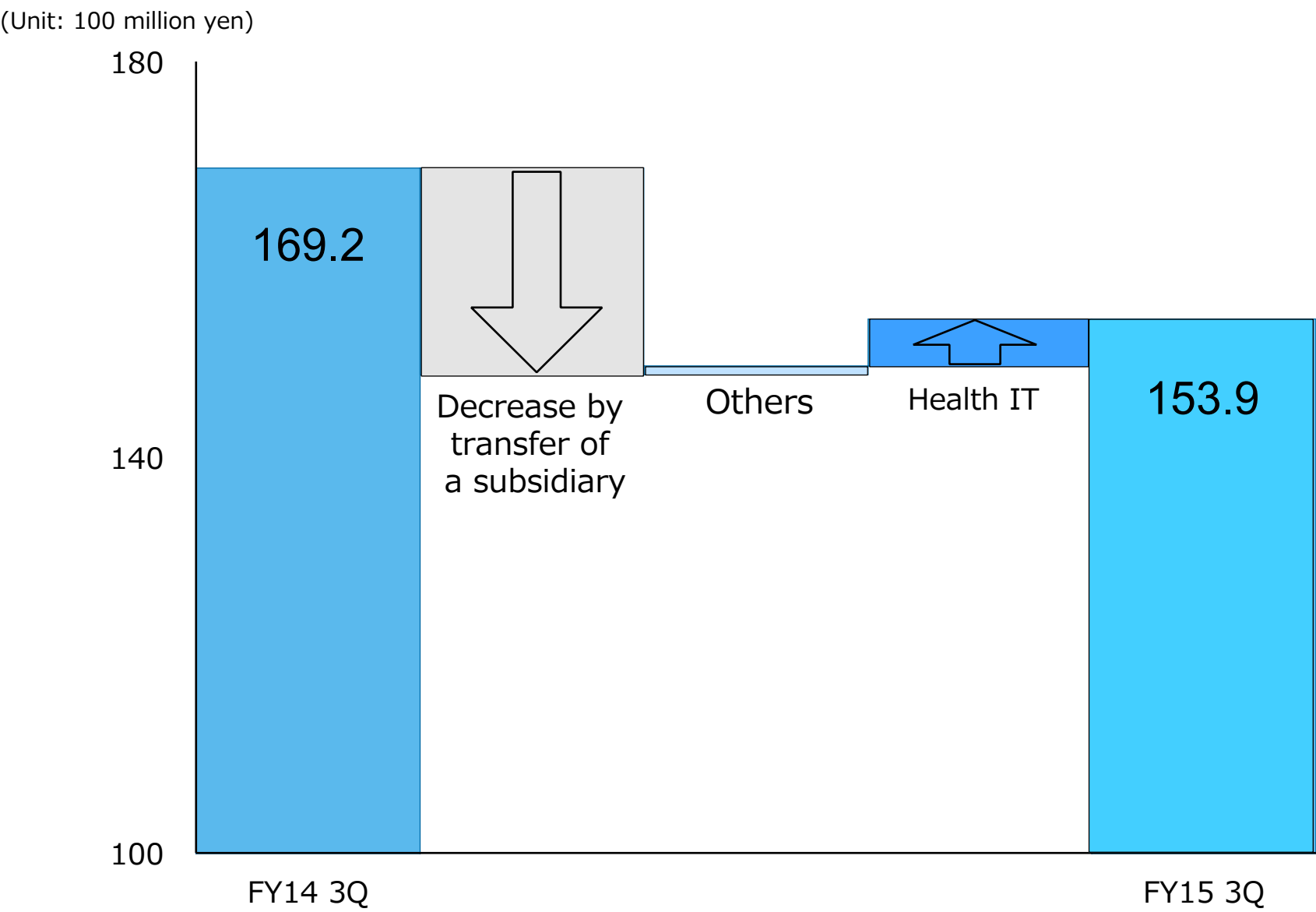
Note: Those indicated by boldface are core businesses in the medium-term management plan.

Business Solution Results (Consolidated)

(Unit : 100 million yen, %)	FY14 3Q	FY15 3Q	YoY	
	Amount	Amount	Change	% Change
Net sales	169.2	153.9	-15.2	-9.0
Operating profit (Operating margin)	2.5 (1.5)	7.2 (4.7)	+4.6	+181.3

- ◆ Net sales: Despite the recovery in the health IT business, a core business, sales were weighed down by the transfer of a subsidiary in FY14.
- ◆ Operating profit: The increase was driven by recovery in the health IT business and changes in the sales mix.

Business Solution 3Q Net Sales YoY Comparison



Digital Entertainment Results (Consolidated)

(Unit: 100 million yen, %)	FY14 3Q	FY15 3Q	YoY	
	Amount	Amount	Change	%Change
Net sales	111.8	123.7	+11.9	+10.7
Net sales of e-book	91.2	111.8	+20.6	+22.6
Operating profit (Operating margin)	7.3 (6.5)	13.5 (10.9)	+6.2	+85.2

- ◆ Net sales: E-book distribution services were robust, offsetting a decline in the social game business sales.
- ◆ Operating profit: E-book distribution services grew and adjustments of the social game business showed an effect.

New Initiatives as of the end of 3Q

Comprehensive regional care

- Established a dedicated organization.
- Entered into a capital business alliance with Solasto Corporation, a medical coding and nursing care provider.

IoT

- Established a dedicated organization.
- Entered into a business alliance with Afero, a US company that provides cloud services for IoT.

Data center

- Decided to discontinue services that use the data center owned by the Company by the end of June 2017.
- Preparing for transition to services that use the data centers of other companies.

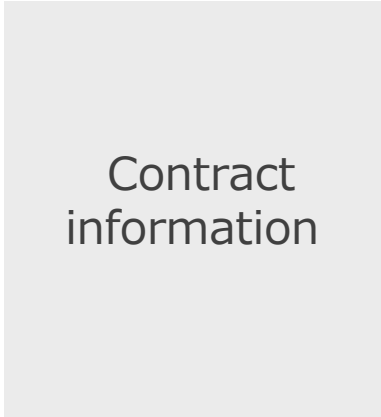
FY15 Full Year Outlook (Consolidated)

(Unit: 100 million yen, %)	FY14			FY15 Outlook				Initial outlook
	1H	2H	Full year	1H (Actual)	2H	Full year	Change (Full year)	Full year
Net sales	186.9	216.1	403.0	187.3	242.7	430.0	+27.0	430.0
Operating profit (Operating margin)	5.9 (3.2)	30.1 (14.0)	36.0 (8.9)	12.0 (6.4)	32.0 (13.2)	44.0 (10.2)	+8.0 (+1.3)	42.0 (9.8)
Ordinary profit	6.1	30.7	36.9	12.4	31.6	44.0	+7.1	42.0
Net profit attributable to owners of parent	2.4	19.2	21.7	-11.0	19.5	8.5	-13.2	26.0
Net profit per share (yen)	79.43			31.09			-48.34	95.10
ROE	10.9			4.2				12

◆ No change in the full year outlook (announced on September 29, 2015)

Contact Information

This document is provided for the purpose of providing information about the Company and its performance, not for the solicitation of investments in securities issued by the Company. In addition, there may be some management indicators, amount changes, or percentage changes that differ from the figures stated in this document because the figures in this document are shown in units of 100 million yen. This document is created on the basis of data that was current as of December 31, 2015, except for some data. The names of the companies, services, and products stated in this document are trademarks or registered trademarks of the respective companies. The opinions and forecasts included in this document are judgments of the Company as of the date of preparation, and the Company does not guarantee the accuracy or completeness of the information, which might change as new data becomes available.



Contract
information

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