

Financial Results Briefing for the 3Q FY2017

Infocom Corporation

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January 30, 2018

FY17 3Q Earnings Highlights (Consolidated)

(Unit:100 million yen)

	FY16 3Q	FY17 3Q	YoY	
	Amount	Amount	Change	Change (%)
Net sales	290.7	314.1	+23.4	+8.1
Operating income (Operating margin)	25.4 (8.8)	34.0 (10.8)	+8.6	+33.6
EBITDA	33.3	42.4	+9.1	+27.3
Ordinary income	26.0	37.0	+11.0	+42.1
Net income attributable to shareholders	16.8	33.5	+16.7	+98.8

◆ Increased YoY both in sales and profit

Business Areas and Segment Structure

Business Solution Group

Digital Entertainment Group



Enterprise Service Management

System integration for major companies

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



Business Software

Business package cloud services

- Company
- Government agency etc.



Health IT

Package services for medical institutions

- Hospitals
- Pharmaceutical companies
- Nursing care companies
- Health industry



E-Comic

Internet contents for consumers

- General consumer

Business Solution Results (Consolidated)

(Unit:100 million yen)

	FY16 3Q	FY17 3Q	YoY	
	Amount	Amount	Charge	Charge (%)
Net sales	146.5	155.0	+8.4	+5.8
Operating income (Operating margin)	3.9 (2.7)	8.0 (5.2)	+4.1	+105.1

- ◆Net sales : Health IT and other IT services also performed strongly
- ◆Operating income : Recovery of Health IT contributed.
Invested in integrated community care as planned.

Digital Entertainment Results (Consolidated)

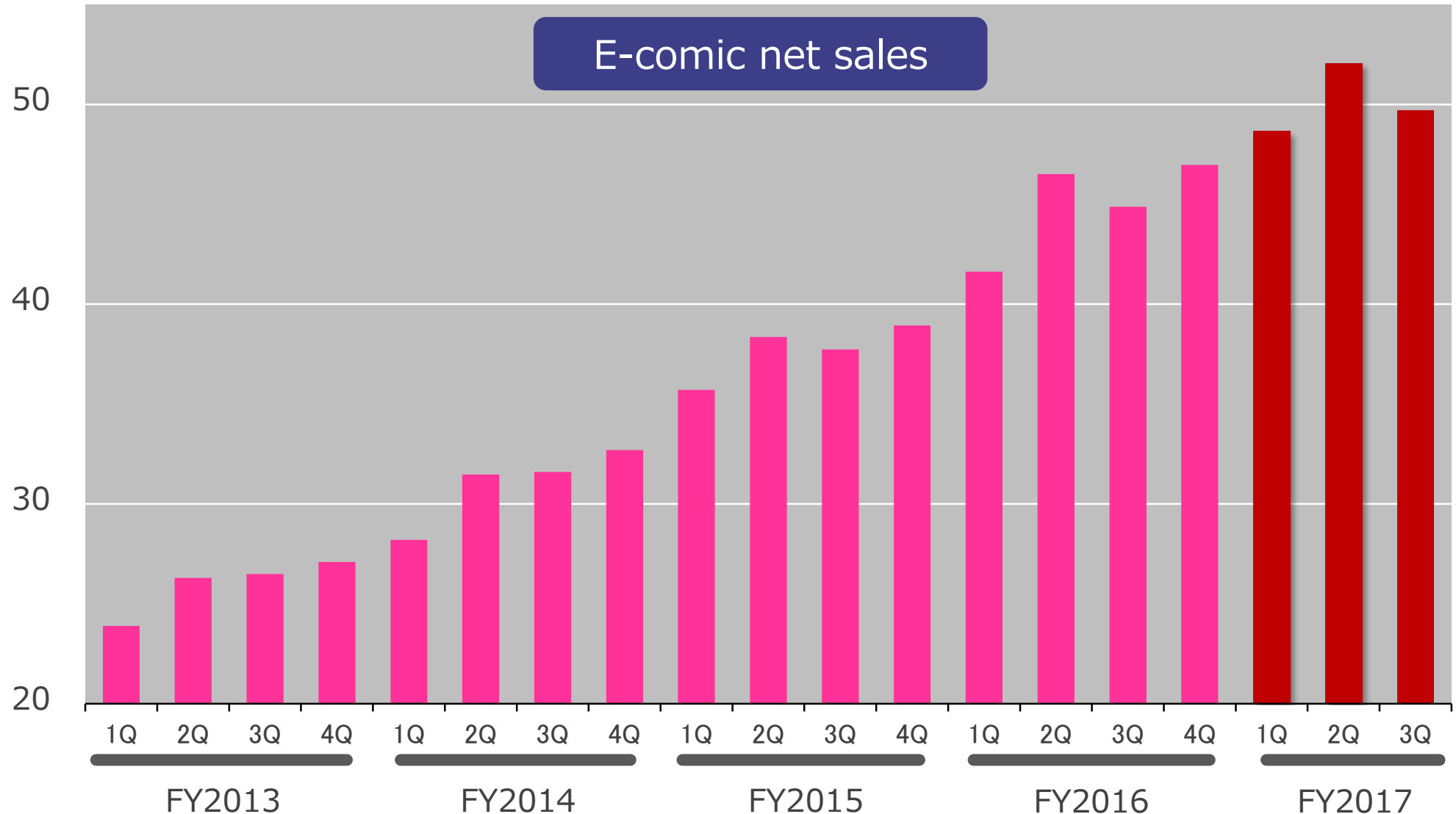
(Unit:100 million yen)

	FY16 3Q	FY17 3Q	YoY	
	Amount	Amount	Change	Change (%)
Net sales	144.1	159.1	+14.9	+10.4
E-comic	133.0	150.4	+17.4	+13.1
Operating income (Operating margin)	21.4 (14.9)	25.8 (16.2)	+4.4	+20.5

- ◆ Net sales : The sales of the E-comic distribution service remained strong.
- ◆ Operating income : Increased due to growth in sales of E-comic. Reinforcement of new actions such as AI and exclusive distribution.

Digital Entertainment E-comic Distribution Services Net Sales Results

(Unit:100 million yen)



FY17 Outlook (Consolidated)

(Unit:100 million yen,%)

	FY16	FY17		
		Outlook	Change	Change (%)
Net sales	417.6	460.0	+42.4	+10.1
Operating income (Operating margin)	47.7 (11.4)	56.0 (12.2)	+8.3	+17.2
EBITDA	58.4	68.0	+9.6	+16.4
Ordinary income	48.5	58.0	+9.5	+19.5
Net income attributable to shareholders	32.6	45.0	+12.4	+38.0
E.P.S.(yen)	119.28	164.56	+45.28	—
ROE (%)	14.6	17.6	+3.0	

◆ There is no change in the business forecast released on October 26, 2017

Infocom Corporation

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