

Results Briefing Fiscal Year 2016

Infoteria Corporation

May 15, 2017



JPX
TOKYO STOCK EXCHANGE

3853

Corporate Profile

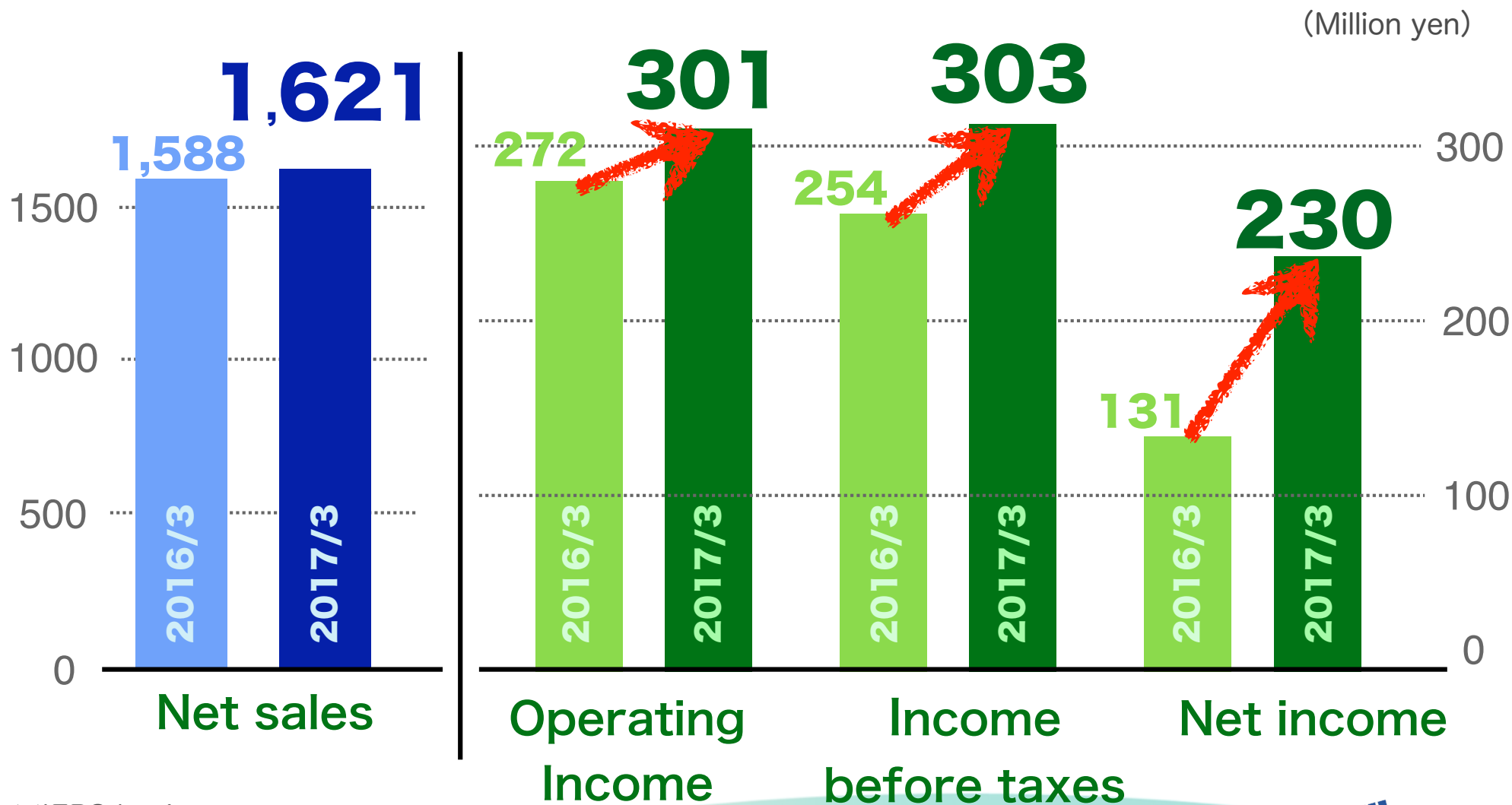
Company name	Infoteria Corporation
Business	Software development and sales (In-house development only)
Establishment	September 1998
IPO date	June 2007 (Tokyo stock market mothers : 3853)
President and CEO	Yoichiro Hirano
Fiscal year end	March
Capital	1,138,460,000 yen
Address	1-47-1 Oi Shinagawa-ku, Tokyo, Japan
Group company	Total 5 locations - California, Singapore, Hong Kong, Shanghai and Hangzhou (China)
Number of employees	Total 76 (Consolidated) -As of March 31,2017
Corporate mission	Develop software enabling cross organizational communication, and provide it to a global audience
Corporate philosophy	Challenge conventional thought/Global perspective/ Chain of happiness

Financial Results Highlights

FY2016 Ended March 31, 2017
(Prepared in Accordance with IFRS)

Significant Increase in Sales and Income

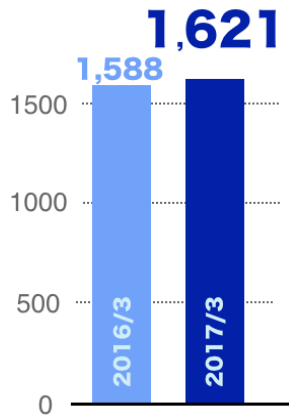
- ✓ Net sales : **2.1% up from FY2015**
- ✓ Operating income : **10.5% up**
- ✓ Net income : **76.5% up**



※IFRS basis

Strong Performance Results

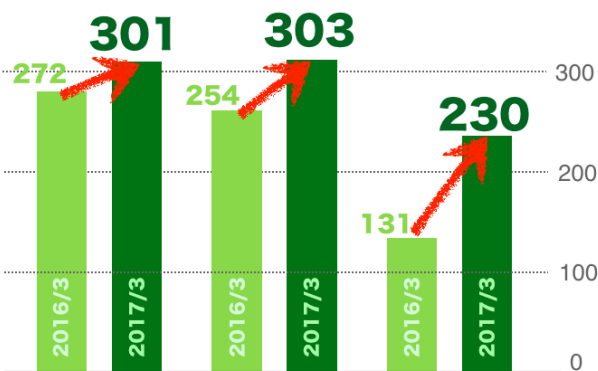
- ✓ Net sales : **Highest since IPO**
- ✓ Operating income : **Highest since IPO**
- ✓ Net income : **Highest since IPO**



Net sales

Increased sales(Compared with FY2015)

- ASTERIA subscription sales
- Handbook cloud sales
- ASTERIA support sales



Net income

Gross margin ratio

(Compared with FY2015) 82.3%→**86.6%**

Operatin margin ratio

(Compared with FY2015) 17.1%→**18.6%**

Sales by Product

■ FY2016 results by product



ASTERIA

New series "WARP "Core" deliveries
New version "WARP 1703" deliveries

- Sales **1,348 million yen (101.9%** of FY2015)
- Total **6,117 companies** integrated ASTERIA



Handbook

Supports 360° images/videos
Usage increased at distribution industry

- Sales **245 million yen (106.7%** of FY2015)
- Total **1,193 companies** created account

Others

SnapCal, lino and other pilot products
US product - ExtenXLS

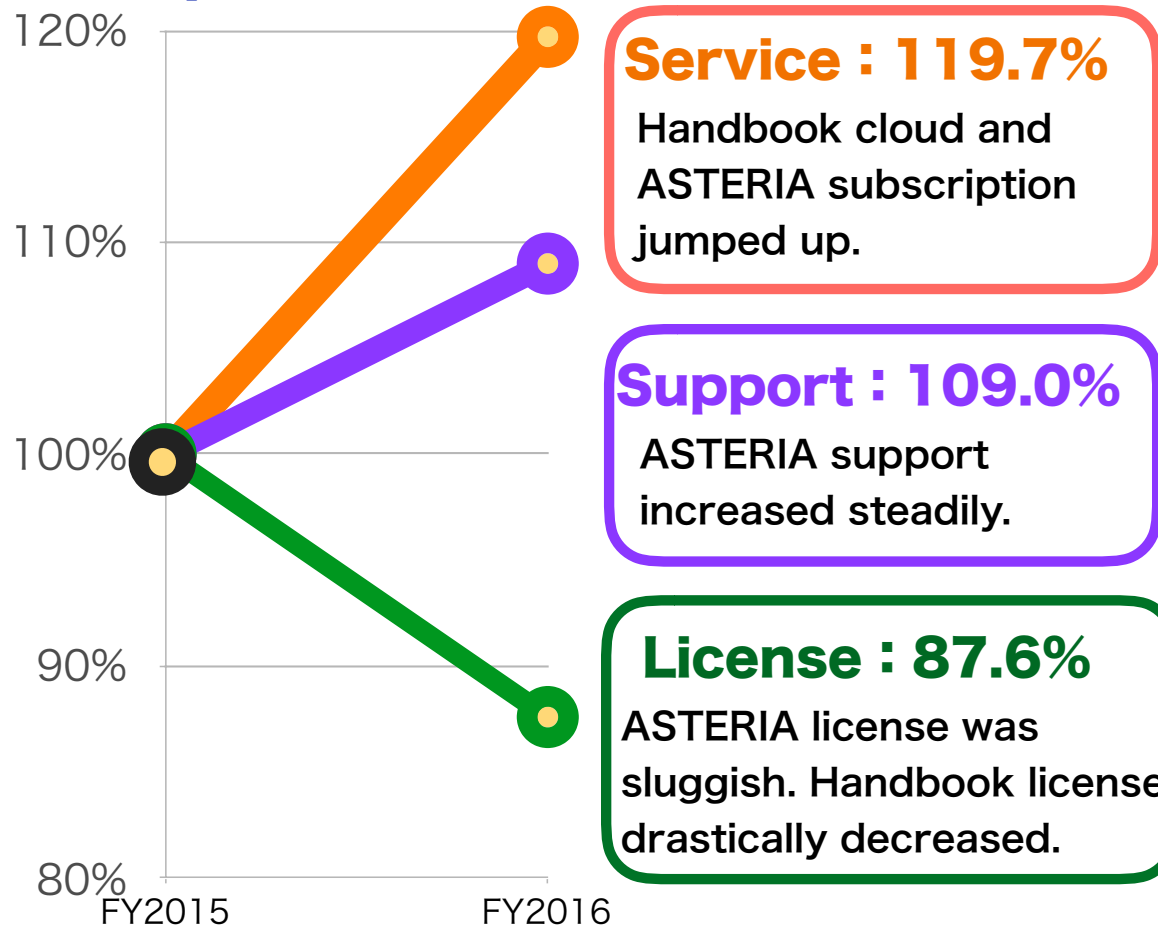
- Sales **28 million yen (80.5%** of FY2015)
- 70% of SnapCal and lino users are overseas

Update by Sales Channel

■ Due to cloud service, the license sales came down, but support and service sales went up.

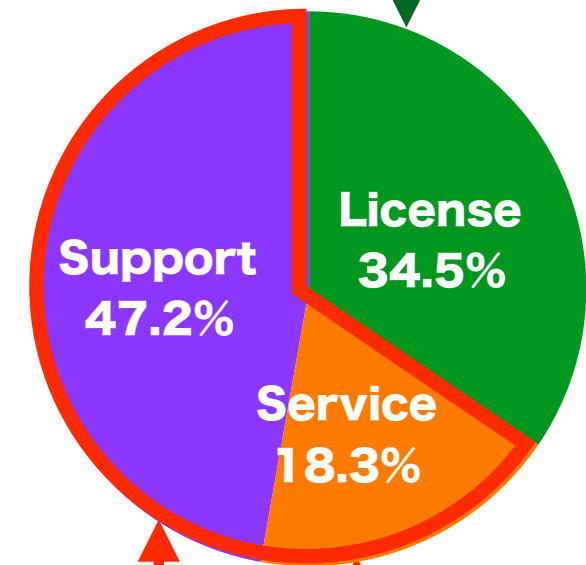
■ ASTERIA subscription is **208.4%** of FY2015

Compared with FY2016



Ratio

Recurring business **34.5%**



Non recurring business **65.5%**

※Mid-term target : 75%

Financial Results Overview

FY2016

**Prepared in accordance with International
Financial Reporting Standards**

Profit and Loss

- Net Sales are **102.1%**, Gross margin is **107.4%** of FY2015.
- Net income increased to **230 million yen** (IFRS)

(Million yen)

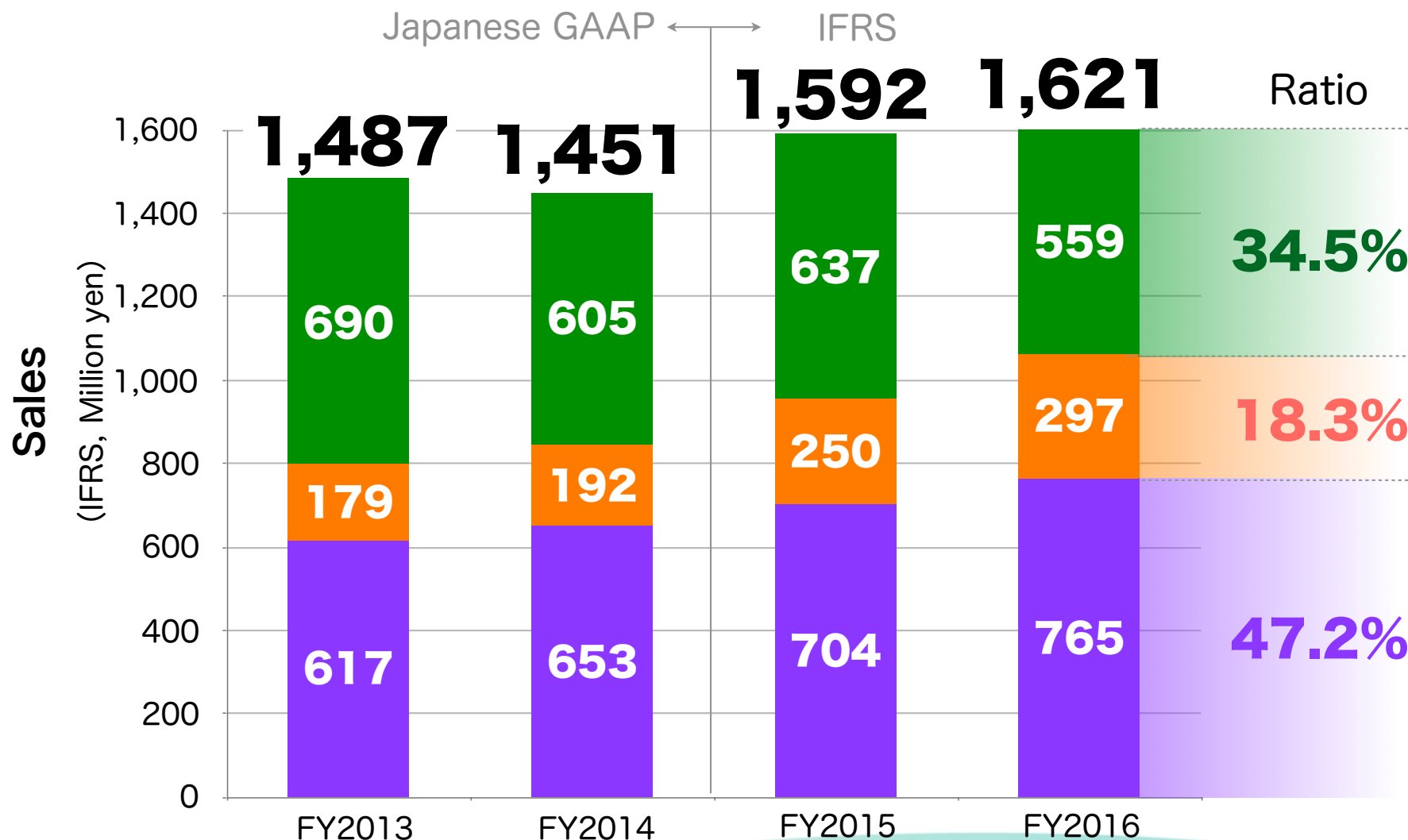
	FY2013 (Japanese GAAP)	FY2014 (Japanese GAAP)	FY2015 (IFRS)	FY2016 (IFRS)	Compared with FY2015
Net Sales	1,487	1,451	1,588	1,621	102.1%
Gross margin	1,260	1,205	1,307	1,404	107.4%
SG&A	1,053	1,135	1,025	1,101	107.4%
Operating income	206	70	272	301	110.5%
Income before taxes	187	35	254	303	119.2%
Net income	70	▲75	131	230	176.5%

Details of Sales

■ Non recurring business is **65%** of the total business

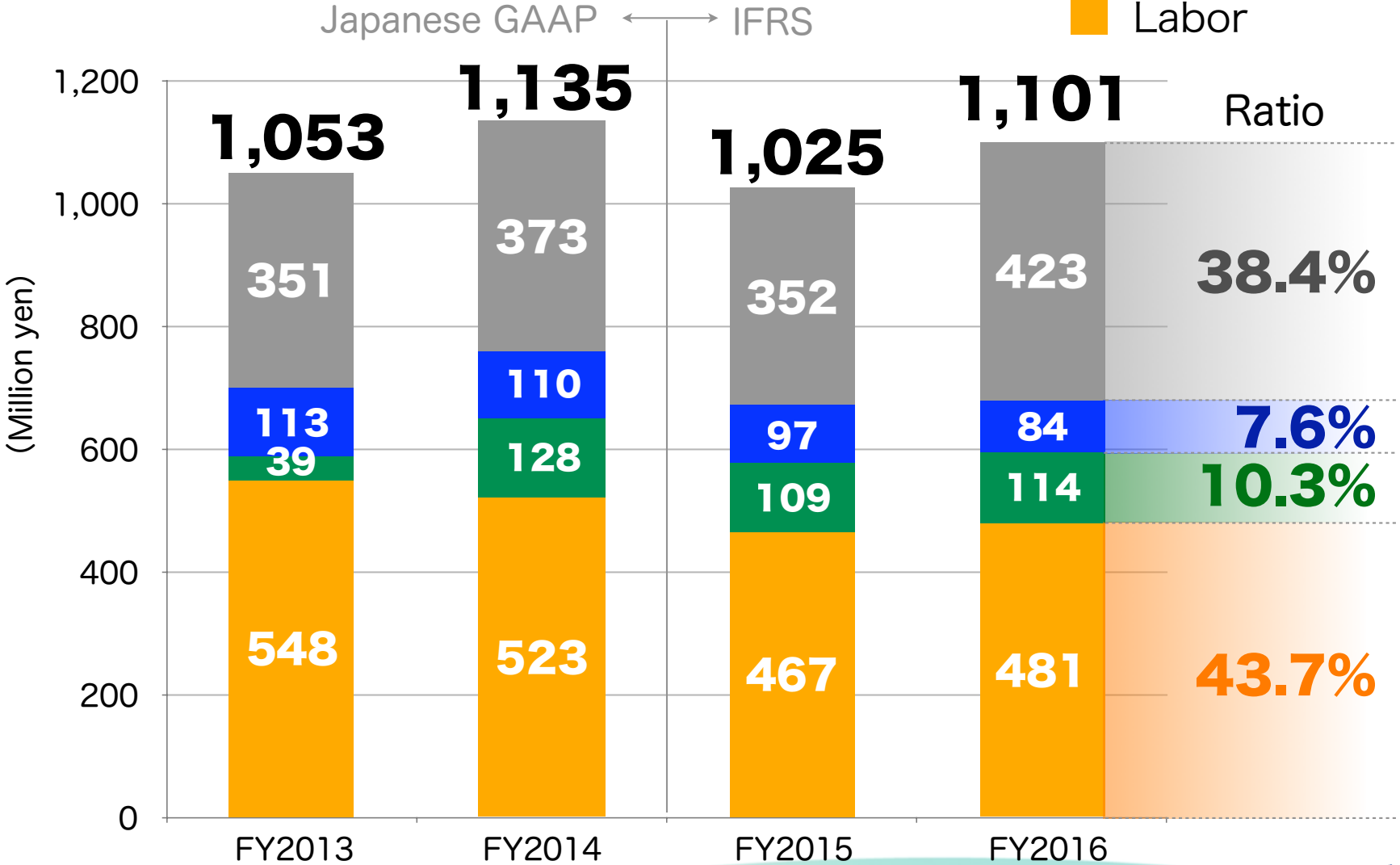
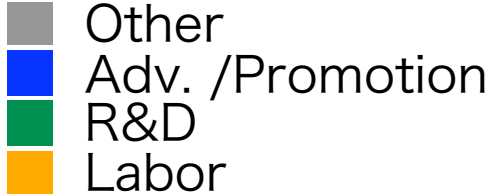
■ Service increased to **18%** of the total business

■ License
■ Service
■ Support



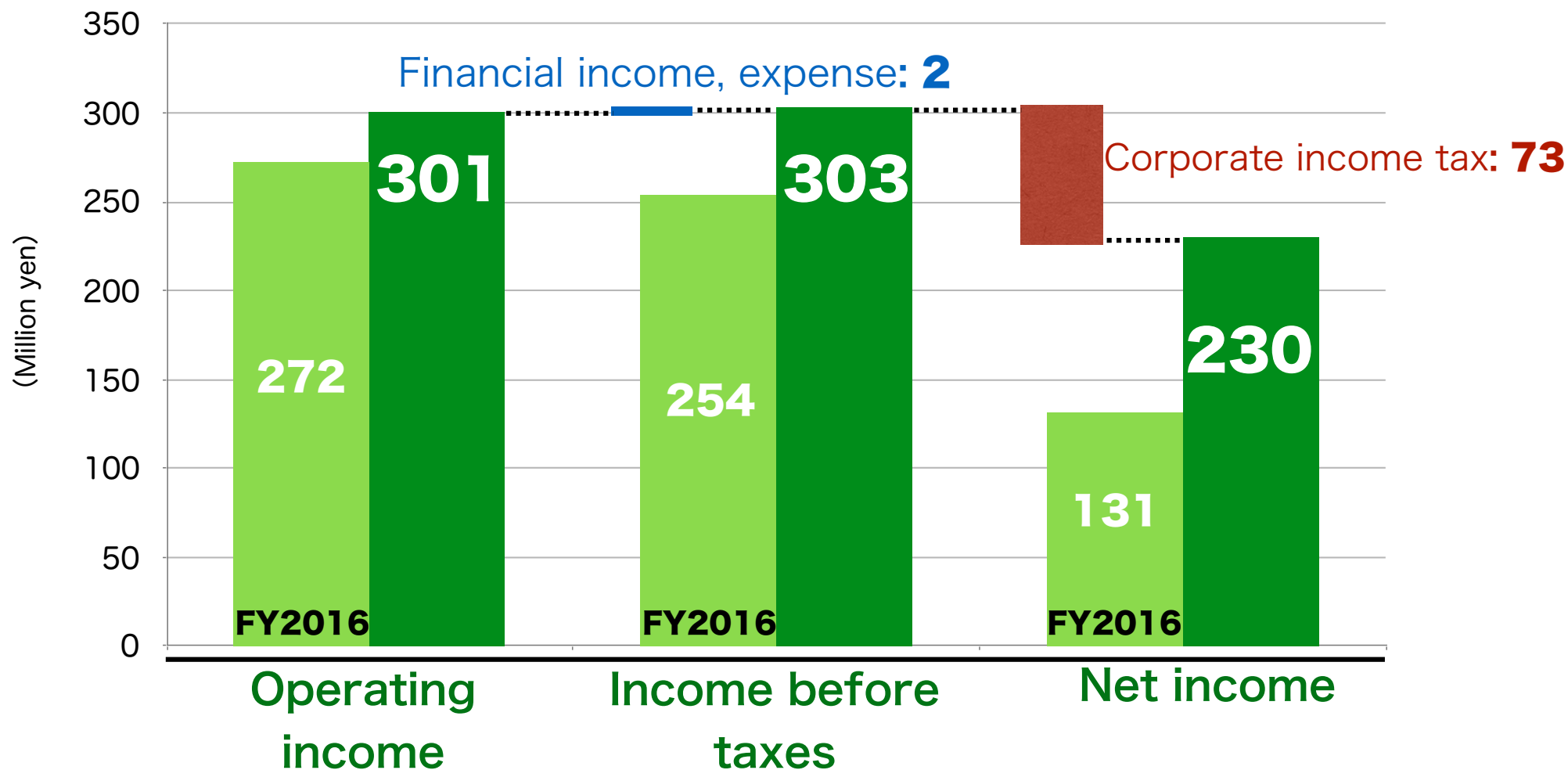
SG&A

- SG&A increased **7%** from FY2015
- Adv. /Promotion decreased from FY2015



Operating Income/Income Before Taxes/Net Income

- Operating income/Income before taxes : Highest since IPO, over **300 million yen**
- Net income : Highest since IPO, over **200 million yen**



※IFRS basis

Fiscal Year 2016

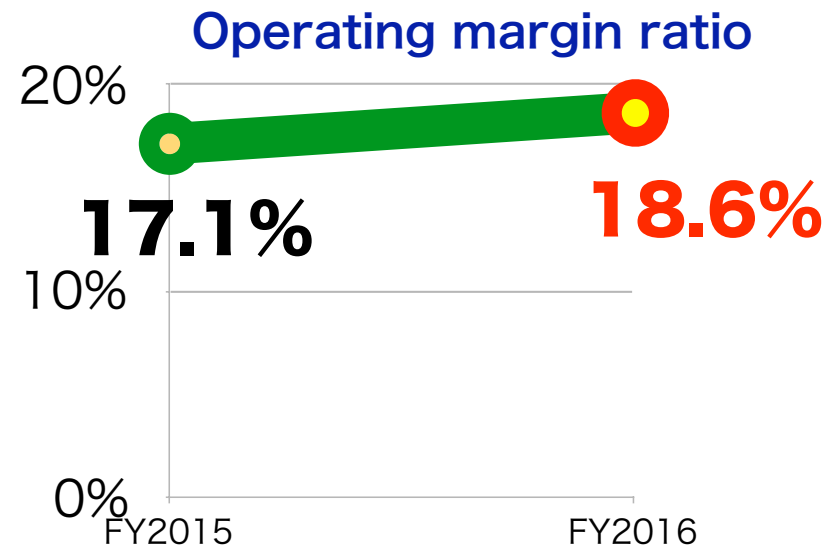
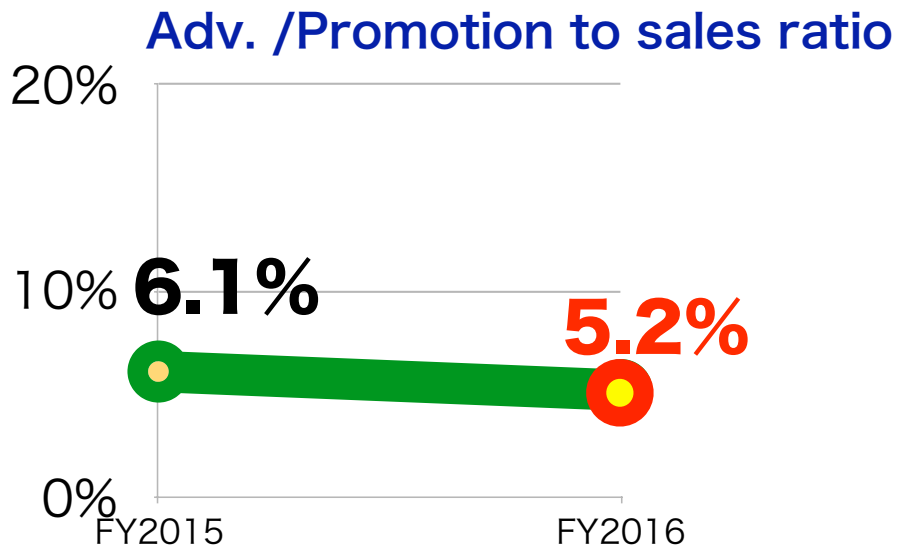
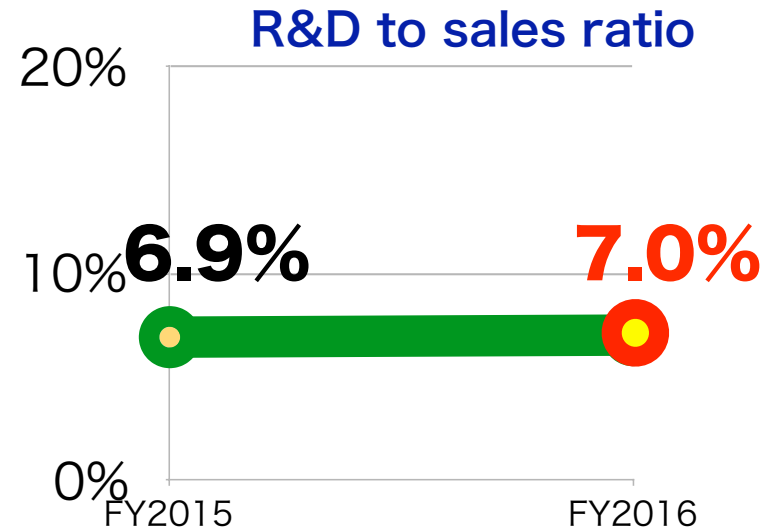
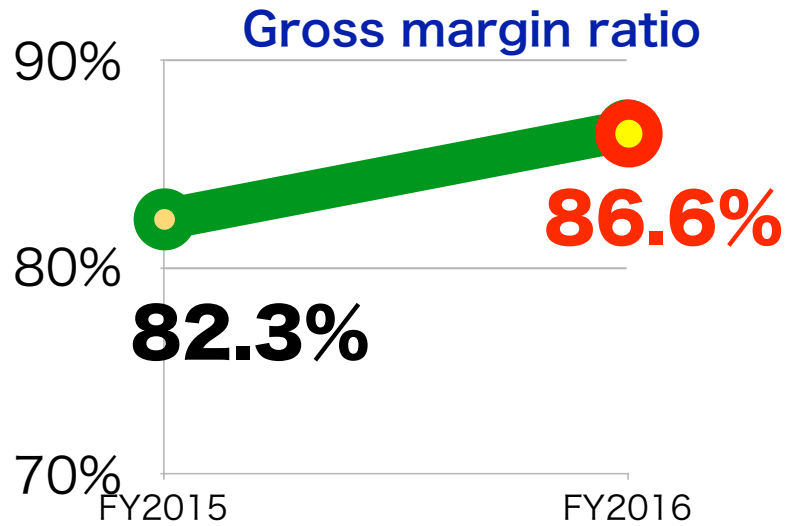
FY2016

12

Financial Details Update



(Compared with FY2015)

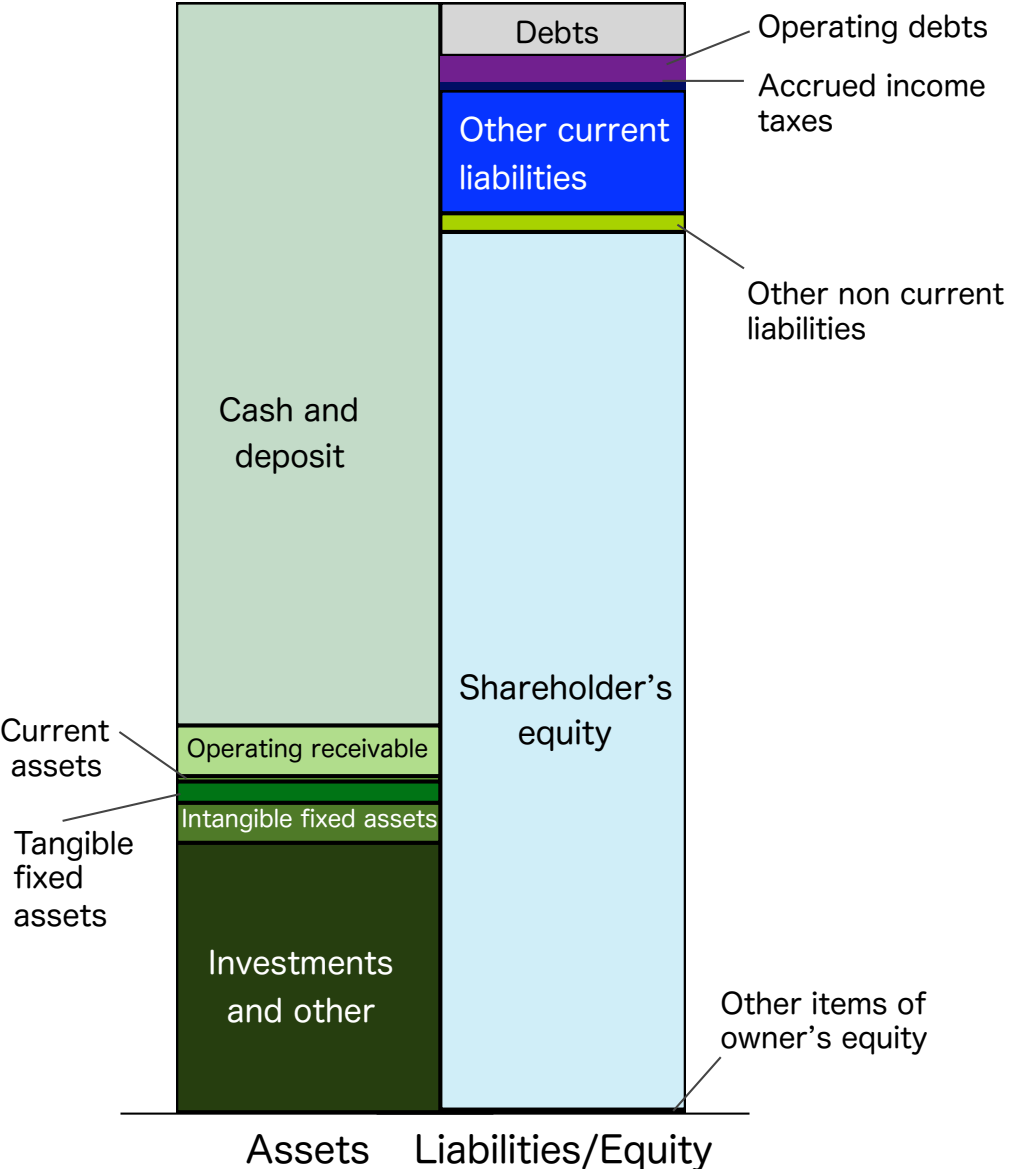


Financial Position Statement



■ Active investments and healthy financial status. (Equity ratio **80%**)

	IFRS (Million yen)	FY2015	FY2016	Gain/ loss
Assets	Cash and deposit	2,345	2,340	-4
	Operating receivable	191	170	-21
	Current assets	22	19	-2
	Tangible fixed assets	13	65	52
	Intangible fixed assets	142	128	-14
	Investments and other	679	879	199
	Total assets	3,390	3,601	210
Liabilities	Debts	167	167	0
	Operating debts	69	86	17
	Accrued income taxes	82	31	-51
	Other current liabilities	357	385	28
	Long-term debts	67	0	-67
	Other non current liabilities	8	59	51
Total liabilities	749	727	-22	
Equity	Shareholder's equity	2,683	2,889	206
	Other items of owner's equity	-41	-15	26
	Total equity	2,641	2,874	233



Cash Flow Statement

- Cash flow by operating activity increased

(Million yen)	FY2015 (IFRS)	FY2016 (IFRS)
Cash flow by operating activities	243	276
Cash flow by investing activities	-215	-264
Cash flow by financing activities	-111	-101
Cash and cash equivalent at the end of FY2017	1,844	1,740

Dividends at The End of FY2016

■ Revised up March anticipated dividends

	Dividends
FY2016 dividends	3.1 yen / share
Anticipated dividends announced March 2017	3.5 yen / share
Confirmed	3.9 yen / share