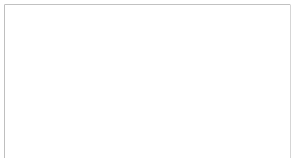


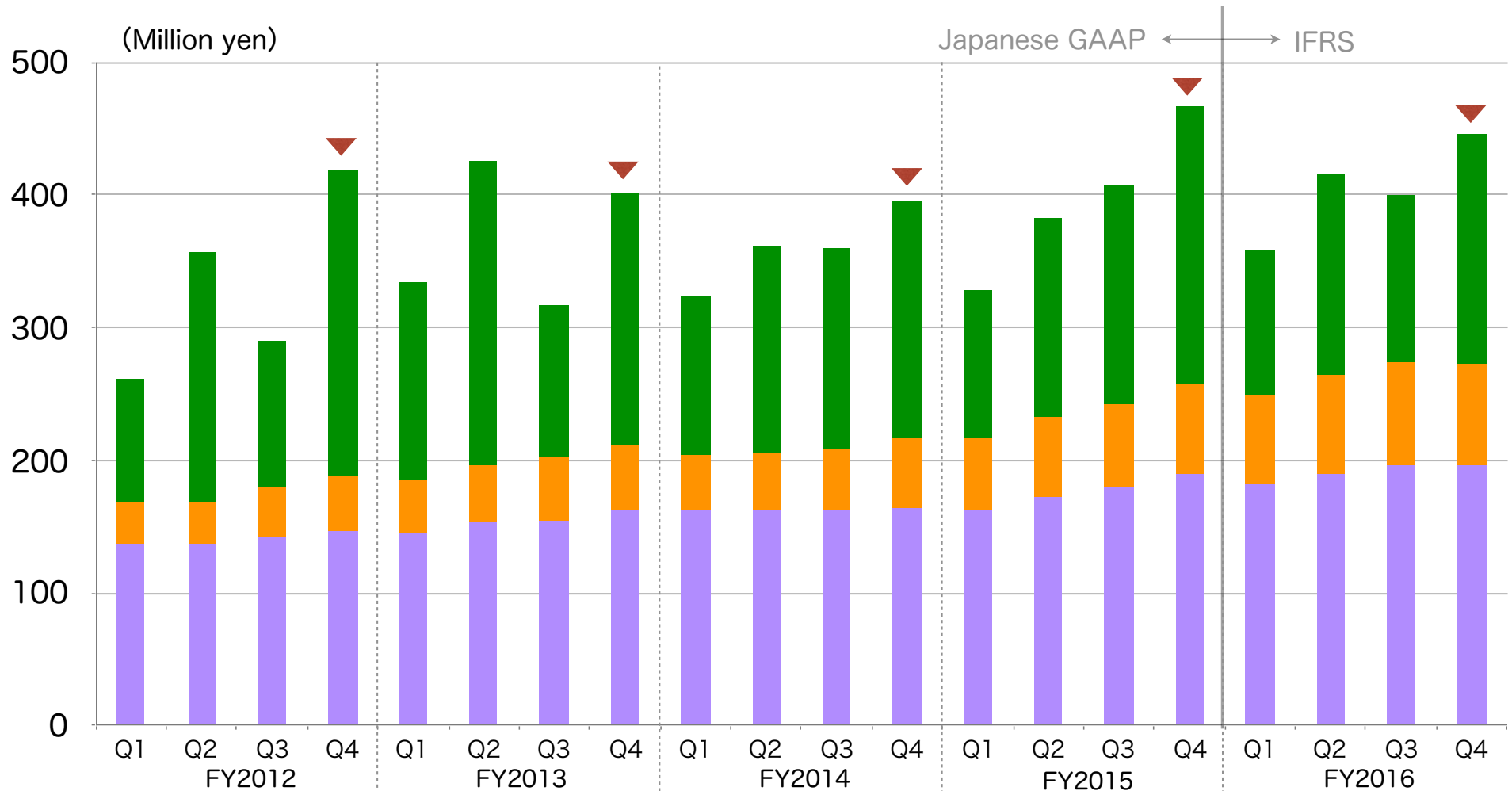
Supplement Material

<Changes by Quarter>



Net Sales Changes by Quarter

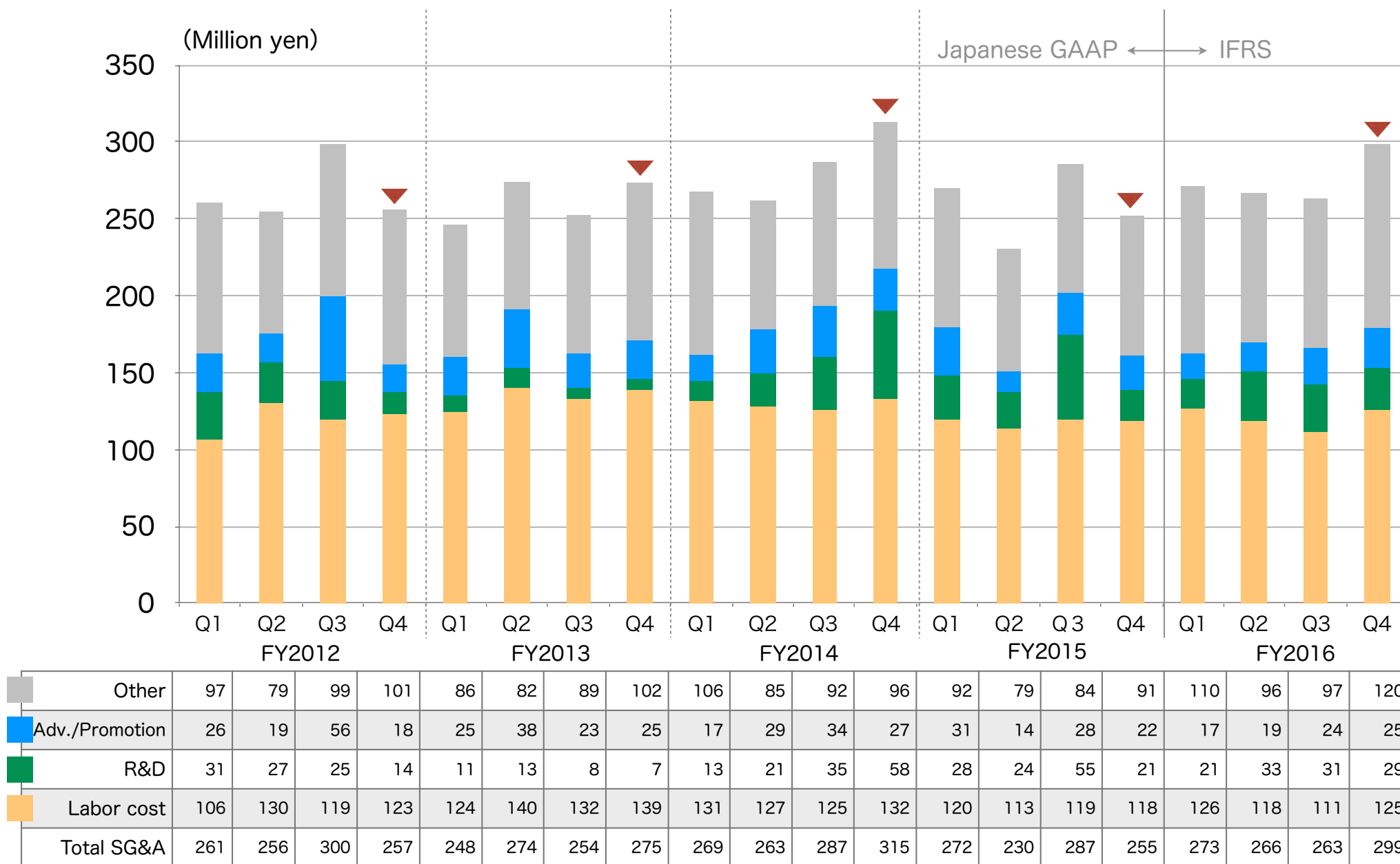
■ Record highest support sales in Q4



License	92	187	110	231	152	217	115	191	119	155	151	178	111	150	165	209	109	151	125	174
Service	33	33	39	41	40	42	47	49	42	47	49	53	55	62	63	68	68	75	79	76
Support	136	136	141	147	146	153	155	162	163	162	162	164	162	171	179	190	183	190	195	196
Total sales	261	358	291	419	338	427	317	403	325	365	363	396	330	384	408	467	360	416	399	446

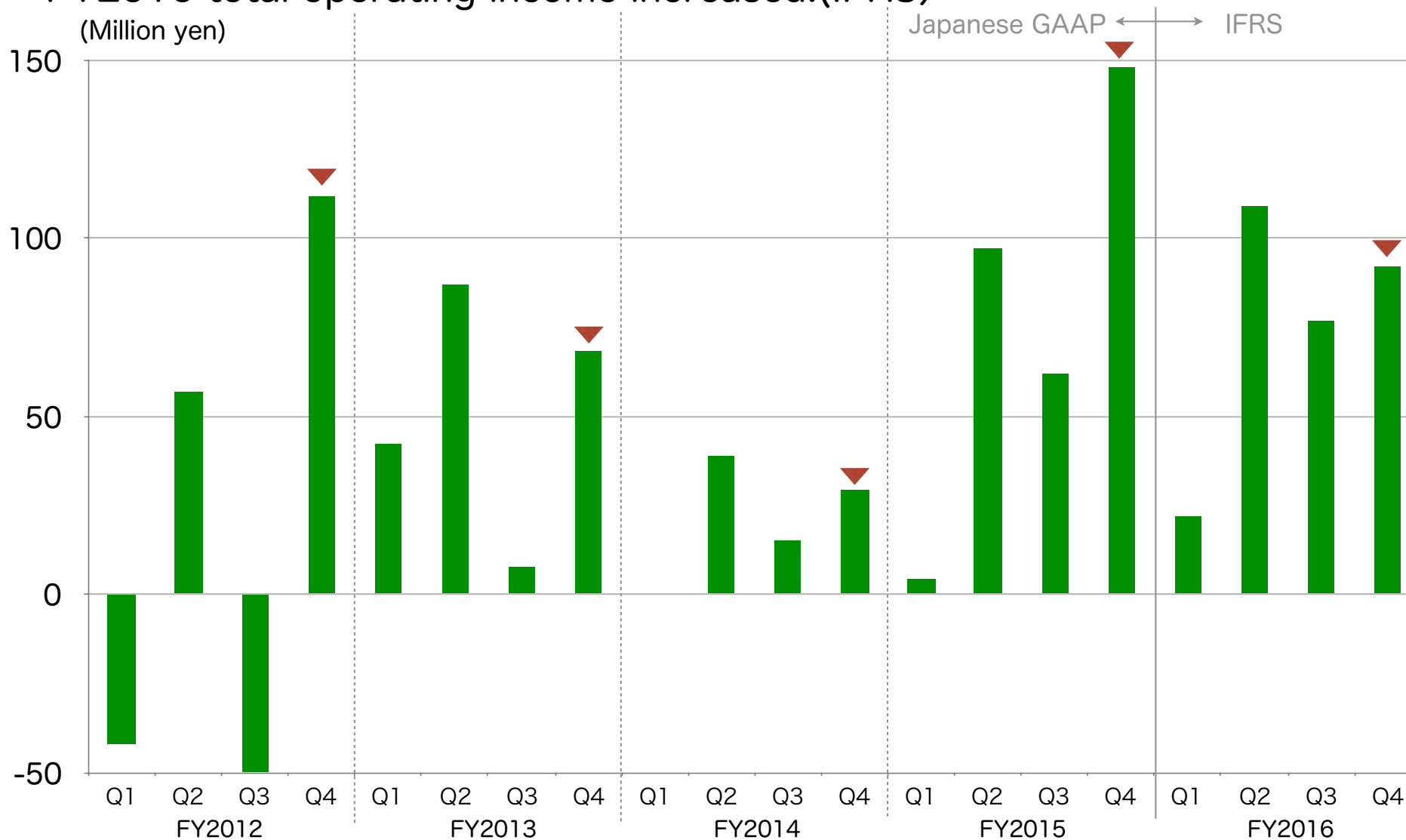
SG&A Changes by Quarter

■ SG&A increased compared with Q4 due to M&A expenses.



Operating Income by Quarter

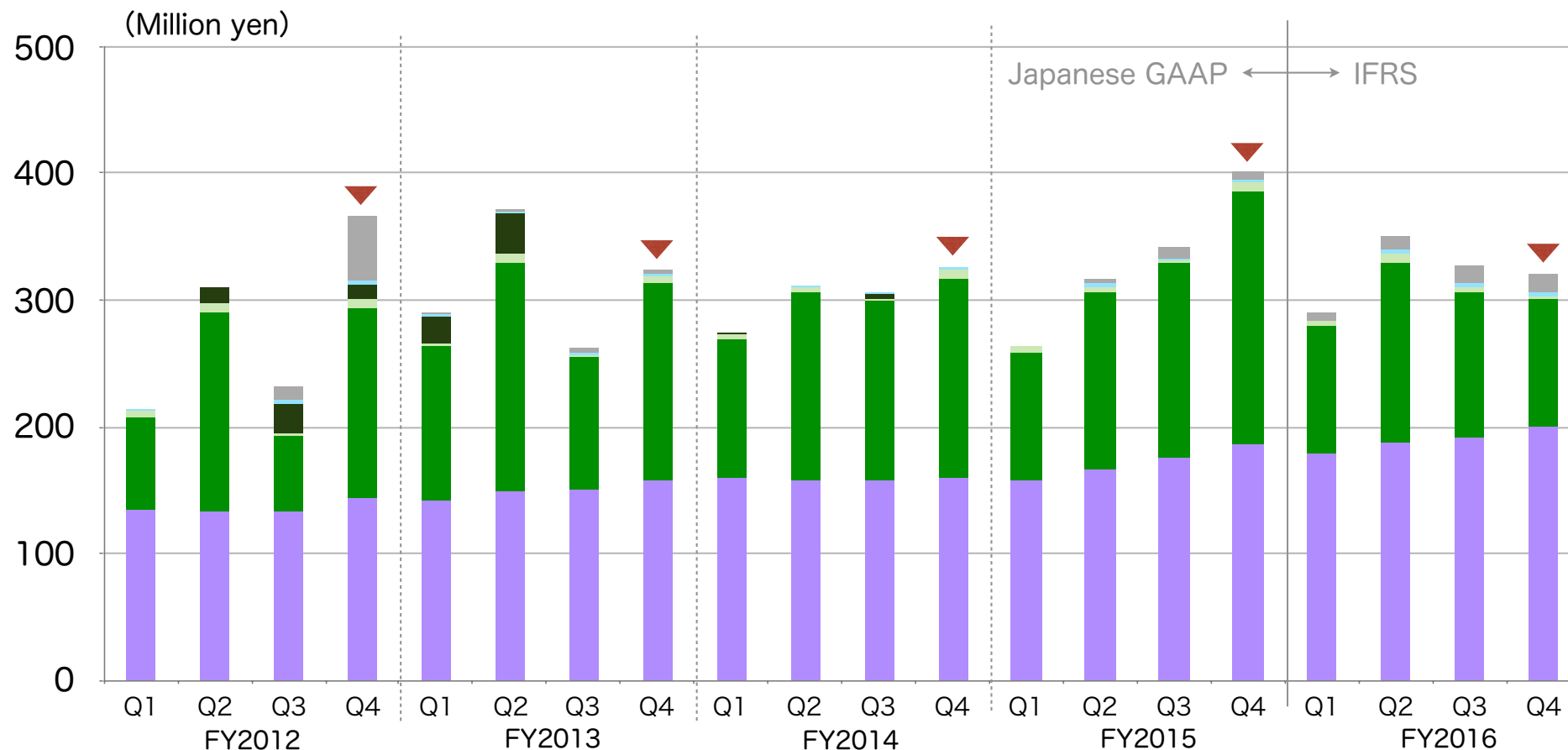
- Although Q4 FY2016 operating income decreased compared with Q4 FY2015, FY2016 total operating income increased.(IFRS)



	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Operating income	-42	57	-50	112	42	87	8	68	-0	39	15	29	4	97	62	148	22	109	77	92

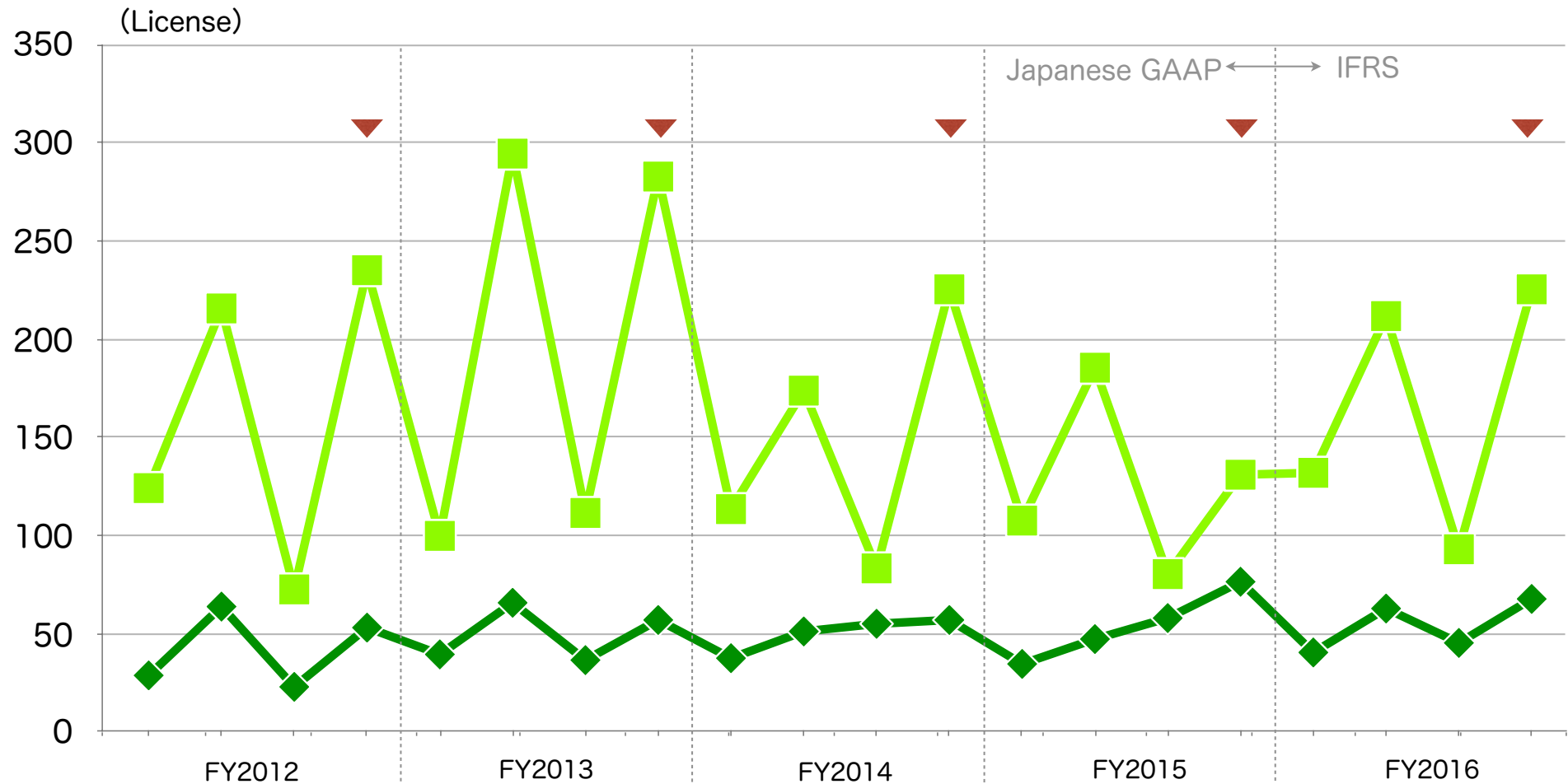
ASTERIA Sales by Quarter

- License sales decreased compared with Q4 FY2015. Support sales record highest in Q4 FY2016.



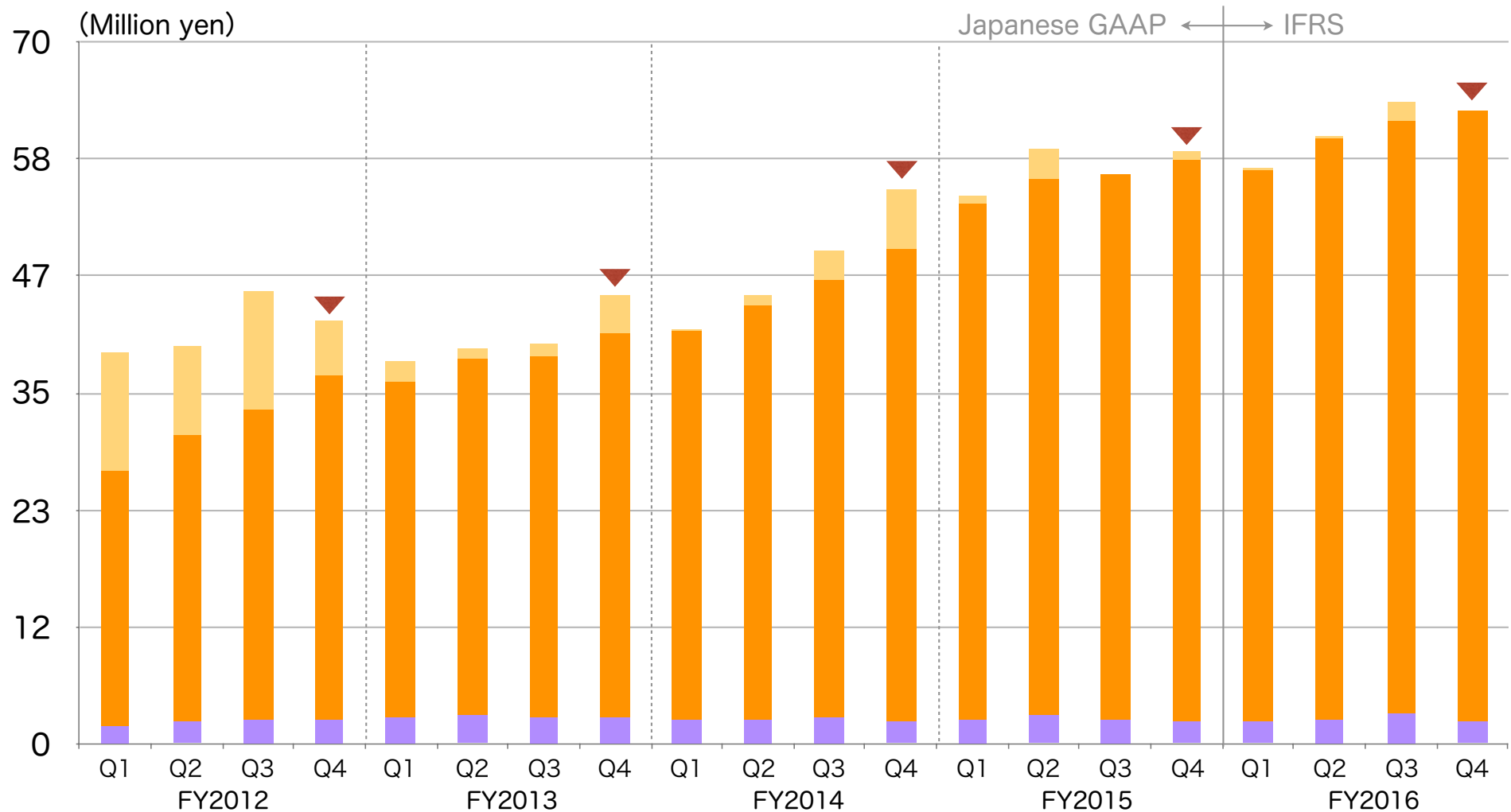
ASTERIA License by Quarter

■ ASTERIA WARP license decreased by 9 licenses compared with Q4 FY2015.



Handbook Sales by Quarter

■ Record highest Handbook sales in Q4



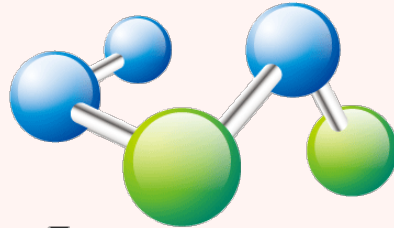
Products Summary

Infoteria Products

- Specializing of “TSUNAGU” software for enterprises

(TSUNAGU - a Japanese word for making connections with others)

Enterprise products



asteria warp
Business Automation Platform

Data integration middleware



Master data management



Online spreadsheet

Net service products



Handbook

Distribute contents securely and view them anywhere, anytime



IoT mobile app development platform



“TSUNAGU” calendar

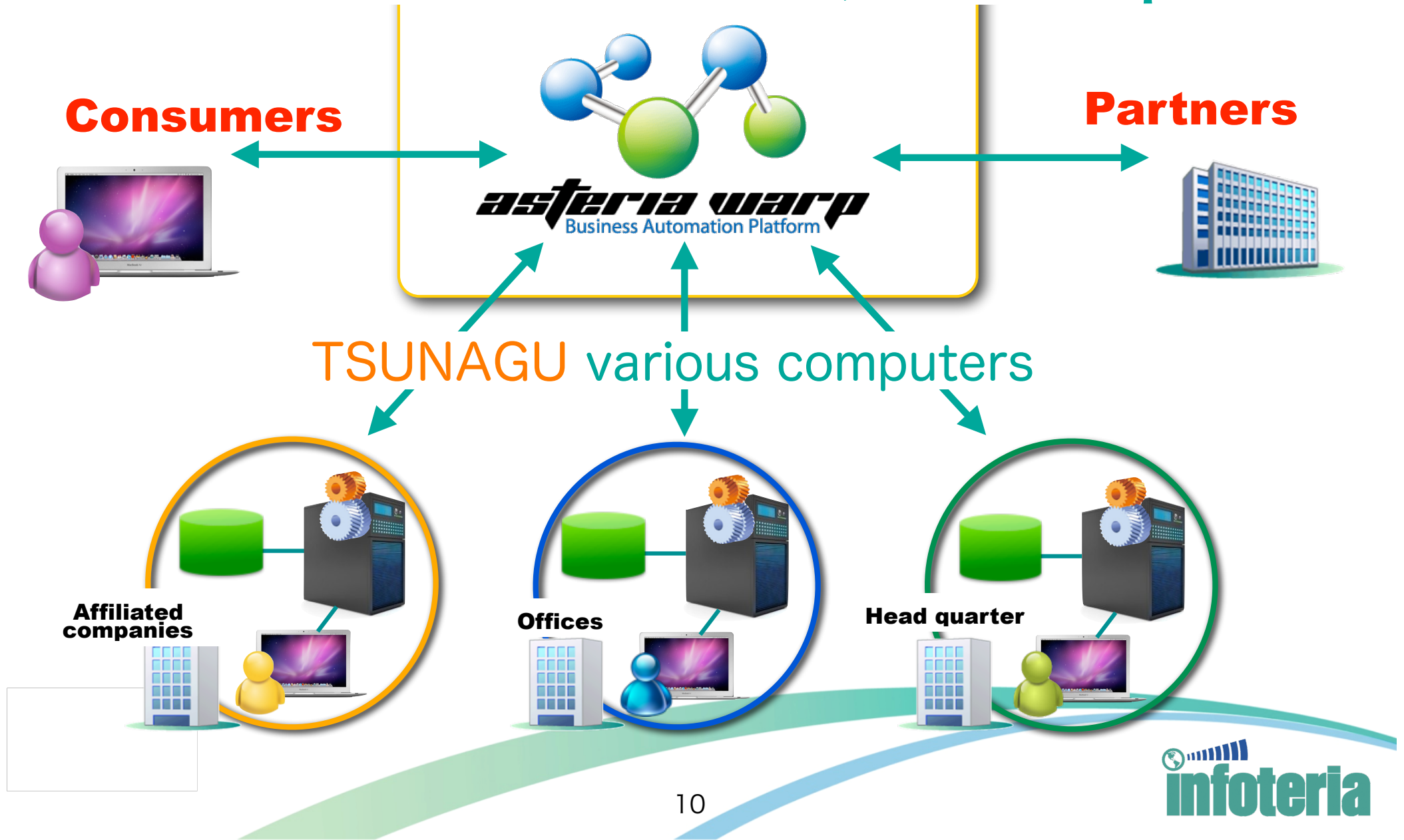


Online sticky note

Flagship products

Flagship Product 1 : ASTERIA

Enables communication with others, like an “**Interpreter**”



Flagship Product 1 : ASTERIA

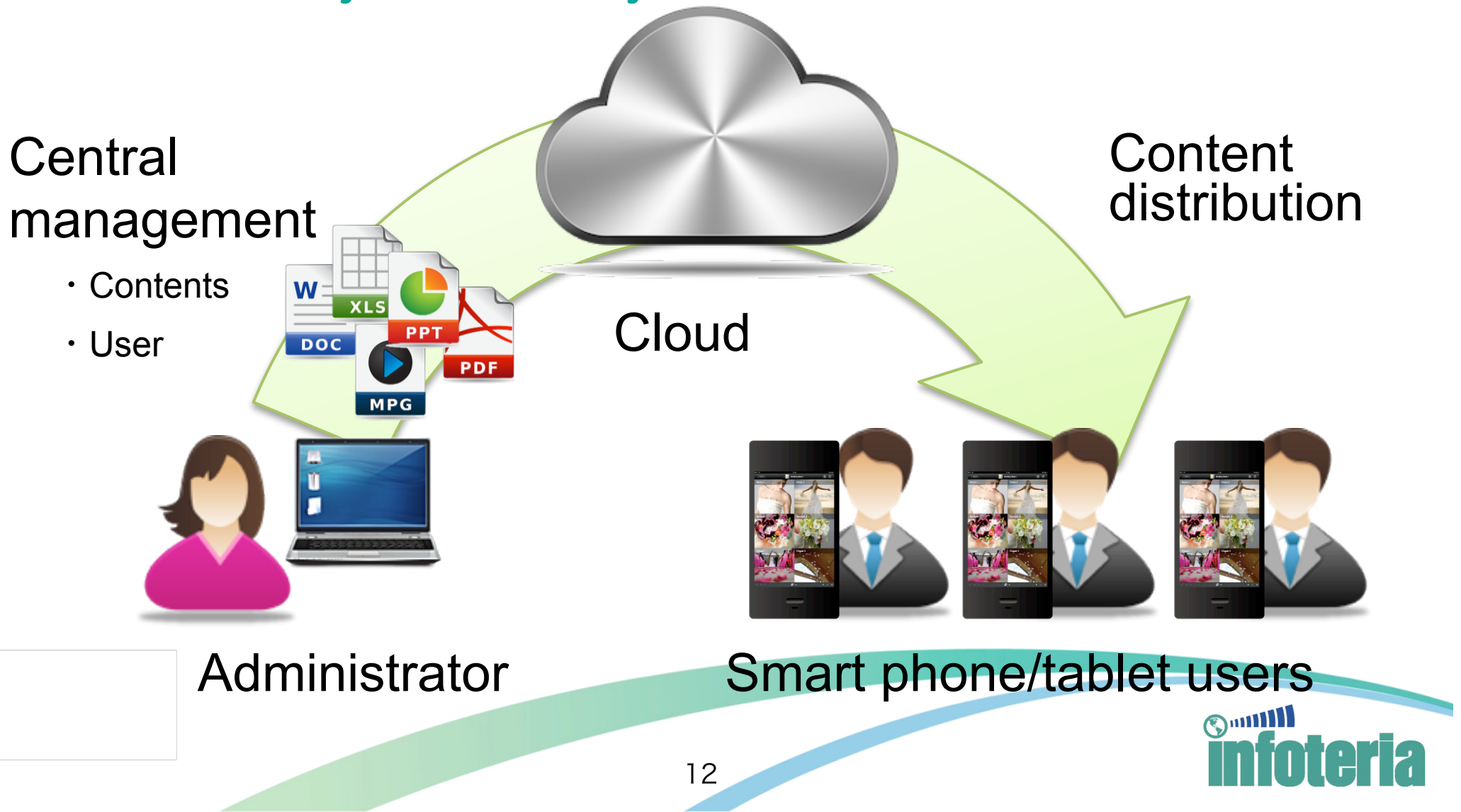
Japan market leader. User companies have exceeded 5,500.
Direct sales by well known local system integrators.

Clients



Flagship Product 2 : Handbook

Feature: Software distributes correct content securely and enables users to view them anywhere, anytime with any mobile devices.



Flagship Product 2 : Handbook

Proven by more than 1,000 leading enterprises and educational institutions.



野村證券

野村バブcock アンド ブラウン 株式会社

姫路信用金庫

lenovo FOR
THOSE
WHO DO!



Polyplastics



SEIKO PRECISION (Thailand) Co., Ltd.

株式会社 三景



第一三共エスファ株式会社



竹中工務店

resort trust

アデランス



hat

TVC Tokyo Visual Communication



NetZ ネットヨタ富山

nms
日本マニファクチャリングサービス株式会社

銀座メガネコンタクト



NAGASE
BeautyCare

清月記



socié
HAIR



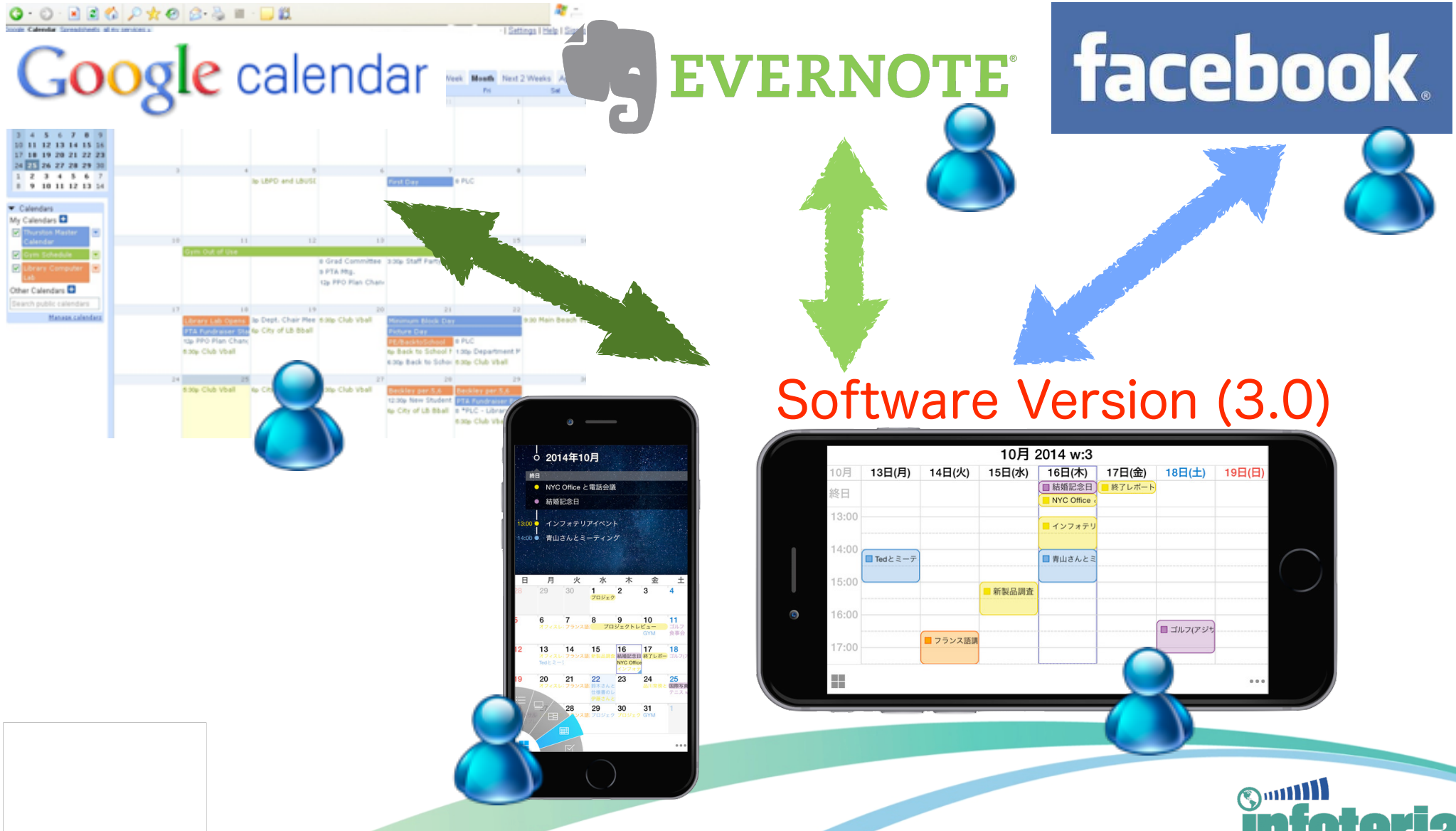
九州大学



SnapCal

TSUNAGU calendar for mobile devices -
major software version update completed

TSUNAGU calendar for mobile devices - major software version update completed



lino

Sticky notes collaborate with anyone.

Now supports Apple Watch.

Free Online Sticky
「lino」

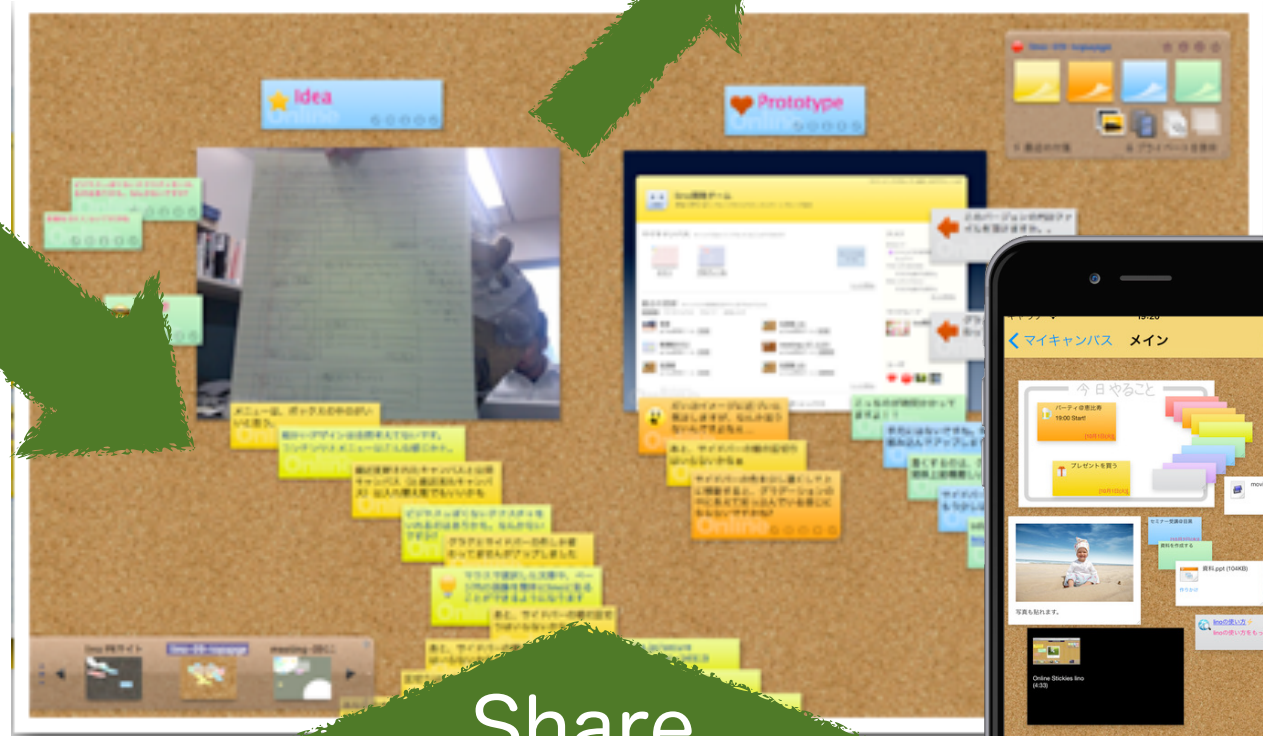


facebook

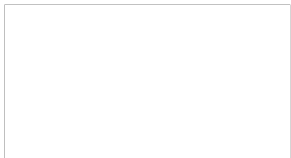
Google calendar

mail & etc

Paid version: ¥315/ month



Our Business Model



Variation of “IT Industry”

Software

Infoteria, Oracle,
Microsoft, NTT data,
etc.

Internet

Yahoo, Rakuten,
DeNA, facebook,
etc.

IT Industry

Hardware

Fujitsu, NEC
HP, Dell, etc.

Communication

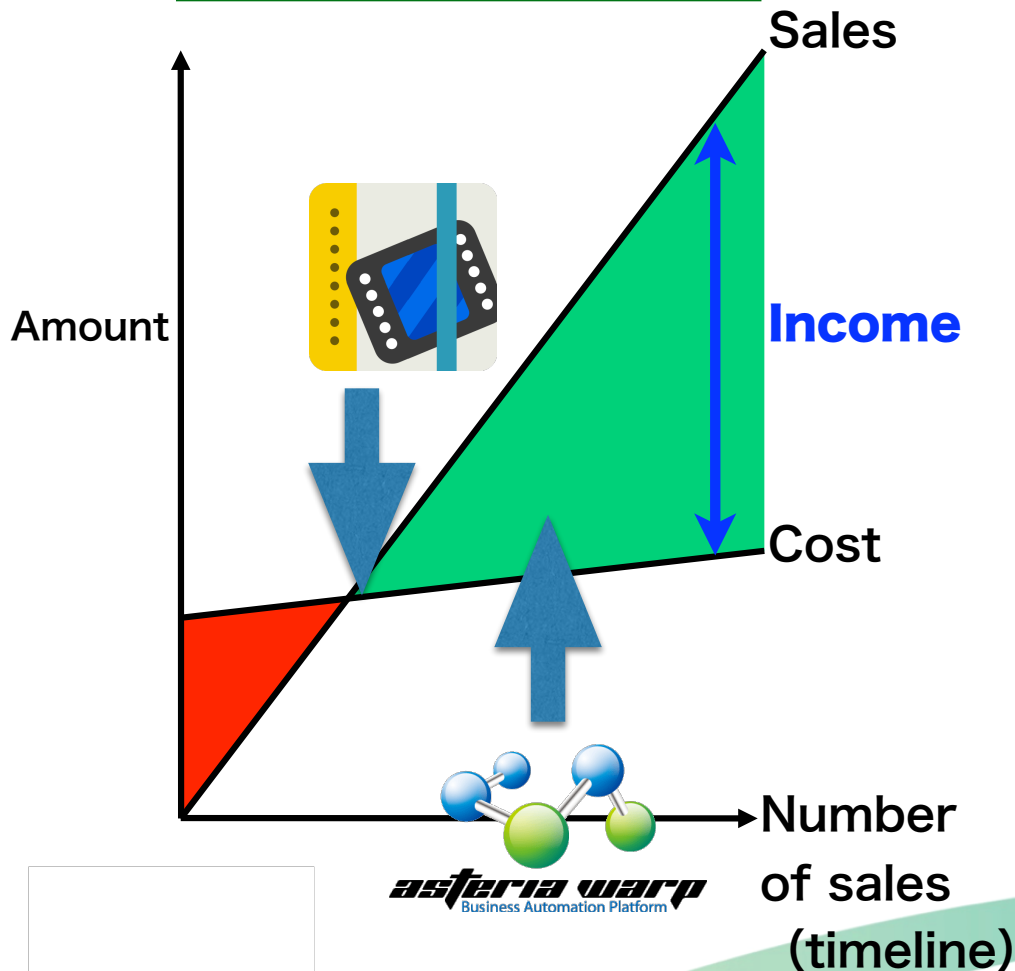
NTT, KDD, AT&T,
Softbank, etc.

2 Different Software Development Models

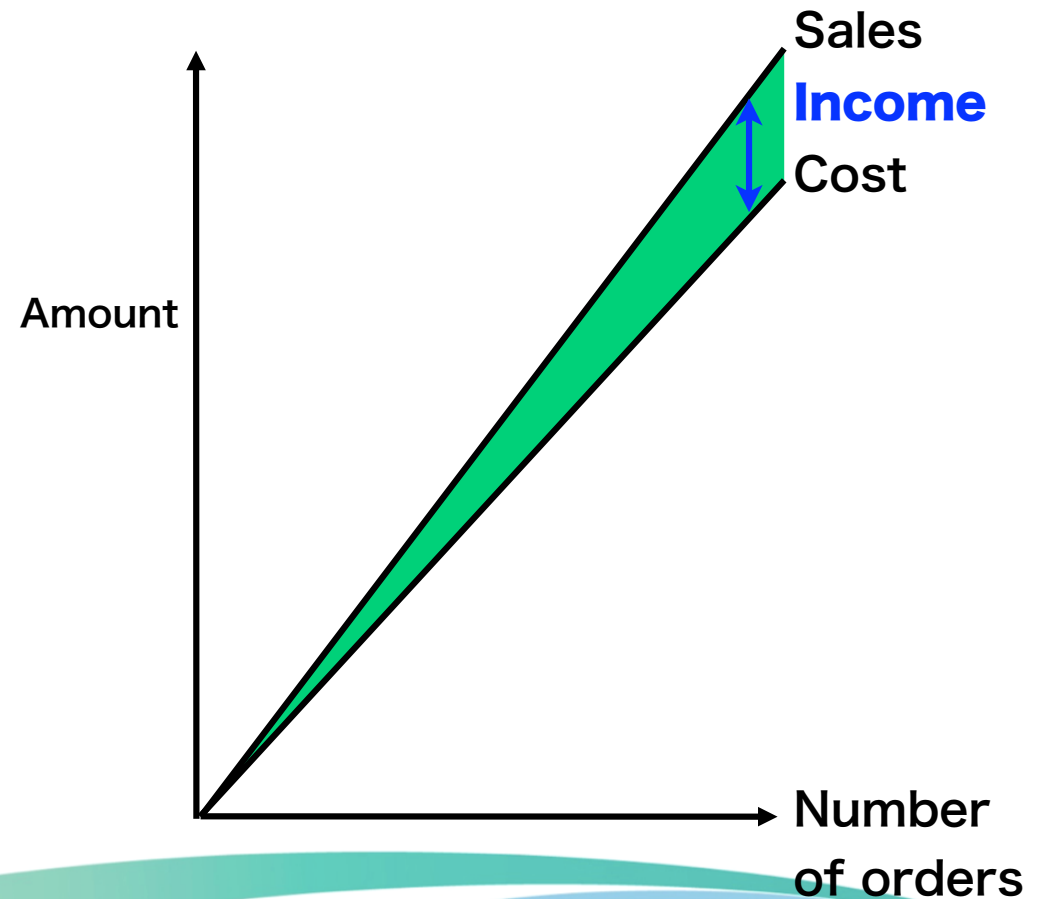
General software development		Custom software development
Unspecified large number	Customer	Only one
High (more than 80%)	Gross margin ratio	Low (less than 20%)
High	Ease for scale	Low

2 Different Software Development Models

General Software Development



Custom software development





(Securities Identification Code : 3853)

The information used in this meeting and the presentation includes forward-looking statements. These descriptions are based on current assumptions of Infoteria and involves uncertainties. Please be informed that changes in market conditions and other factors could cause actual results to differ materially from those discussed in the forward-looking statements.