

# Topics

## Q1 FYE 2018/3

1. Flagship products: ASTERIA, Handbook
2. New products: Platio, Gravio
3. Blockchain
4. Design Service (This Place)
5. Corporate

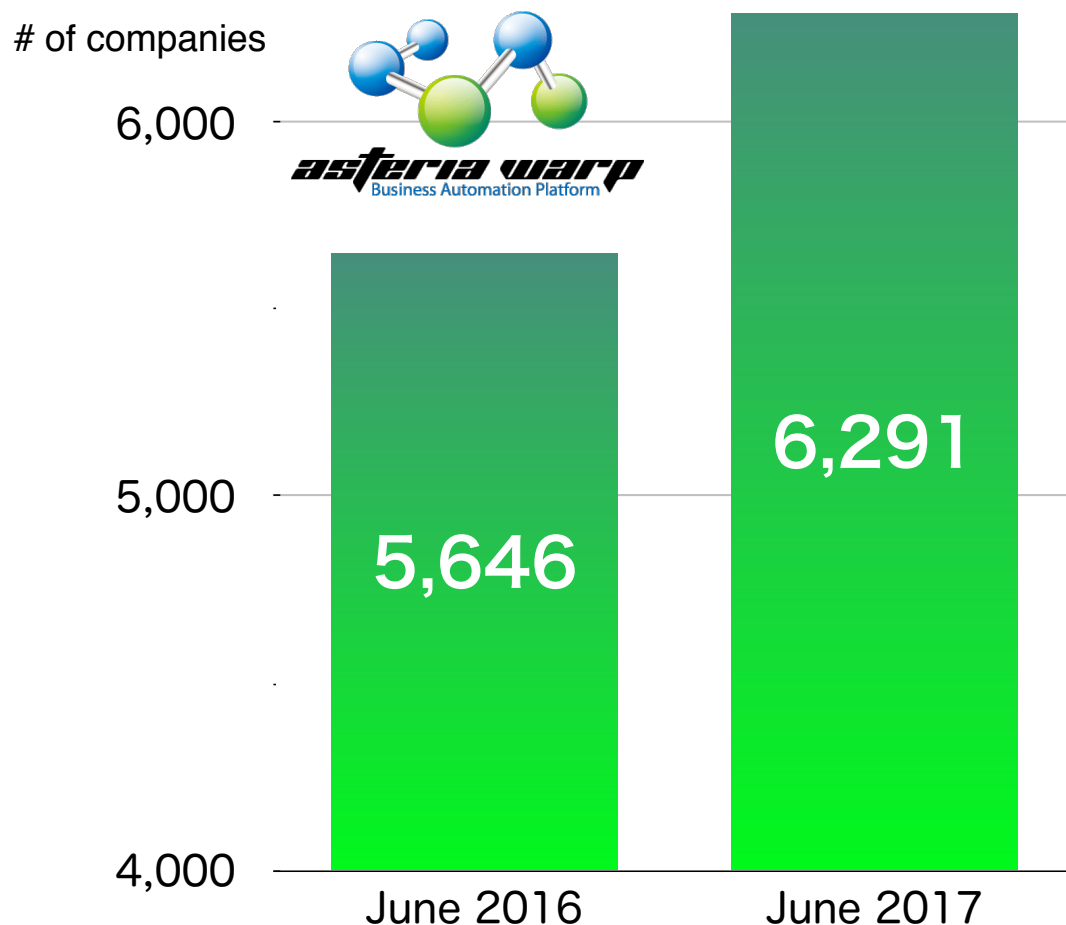
# Flagship Product 1.



# Market Share No. 1 - 11 years in a row

Source : Software Marketing Analysis “2017 EAI/ESB” August 2017 - Techno System Research C

## # of ASTERIA adopted companies



- 645 new companies chose ASTERIA in the last 12 months. The total number of user companies are

# 6,291



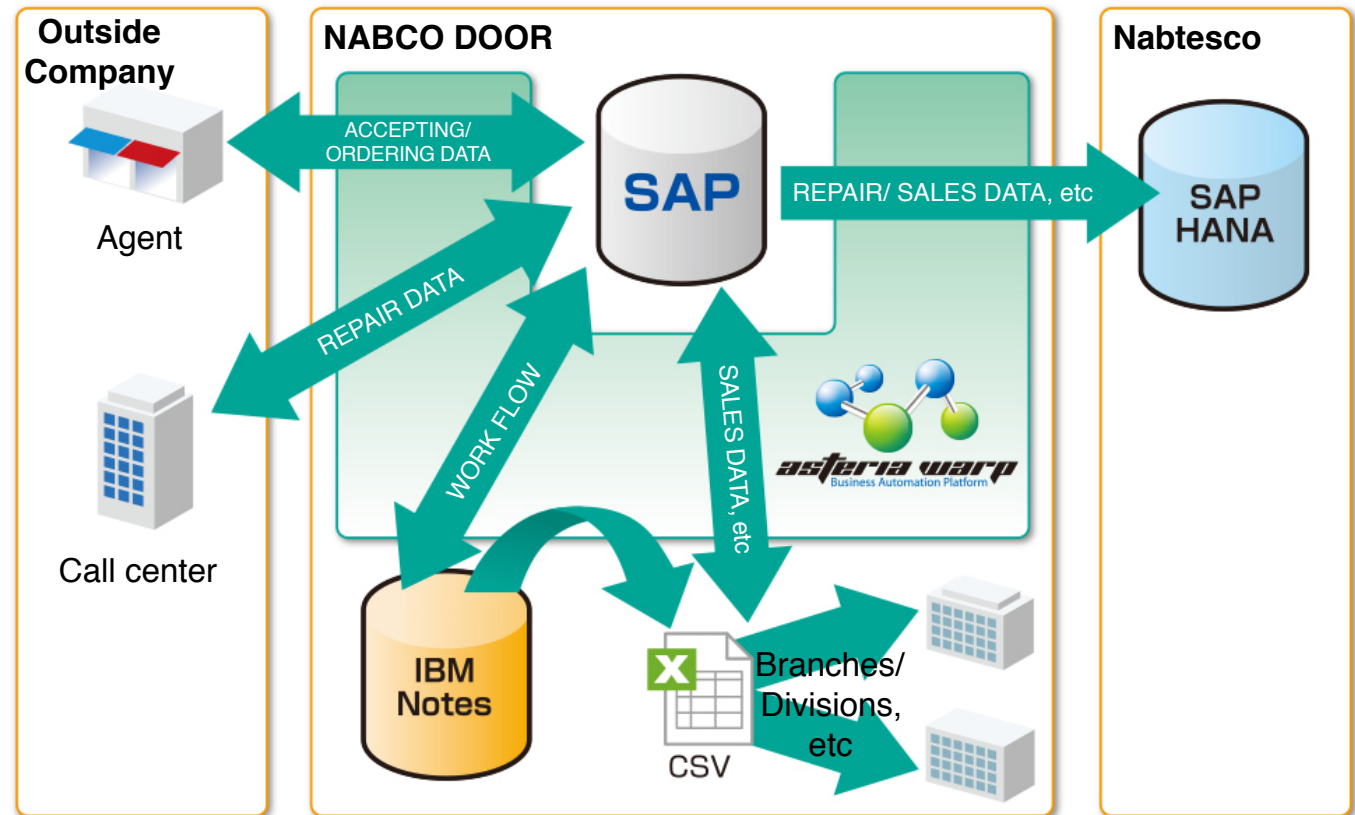
# Case Study: NABCO DOOR Ltd.

自 NABCO 動

NABCO DOOR Ltd.

- Align new core system with industry particular operation flow.
- ASTERIA enabled agile adoption for adding/changing integrated destination.

**SAP**  
**Notes**  
**Excel**  
**integrated**



Published April 18, 2017

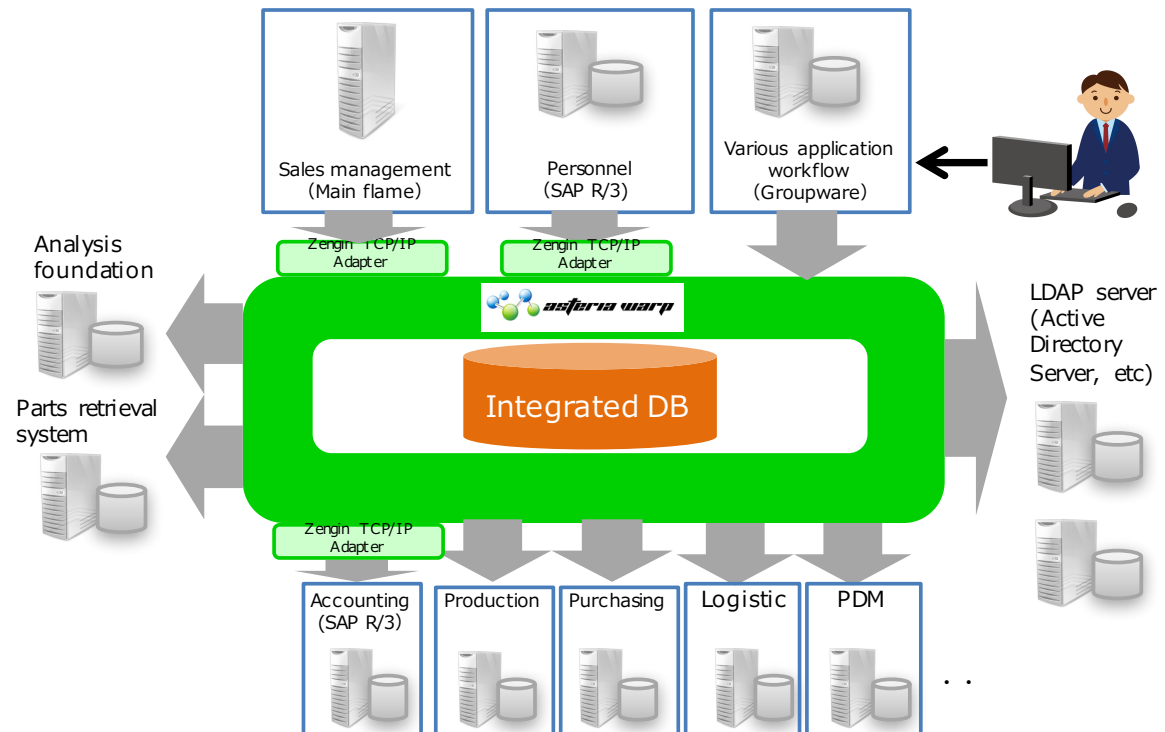


# Case Study: Sankyo Tateyama, Inc.

三協立山株式会社

- Completed Master Data Management by utilizing current system for company consolidation/reorganization.
- Minimize integration processing time to 30 minutes from 24 - 48 hours.
- Higher maintainability and availability.

## Master Data Management (MDM)



Published May 9, 2017

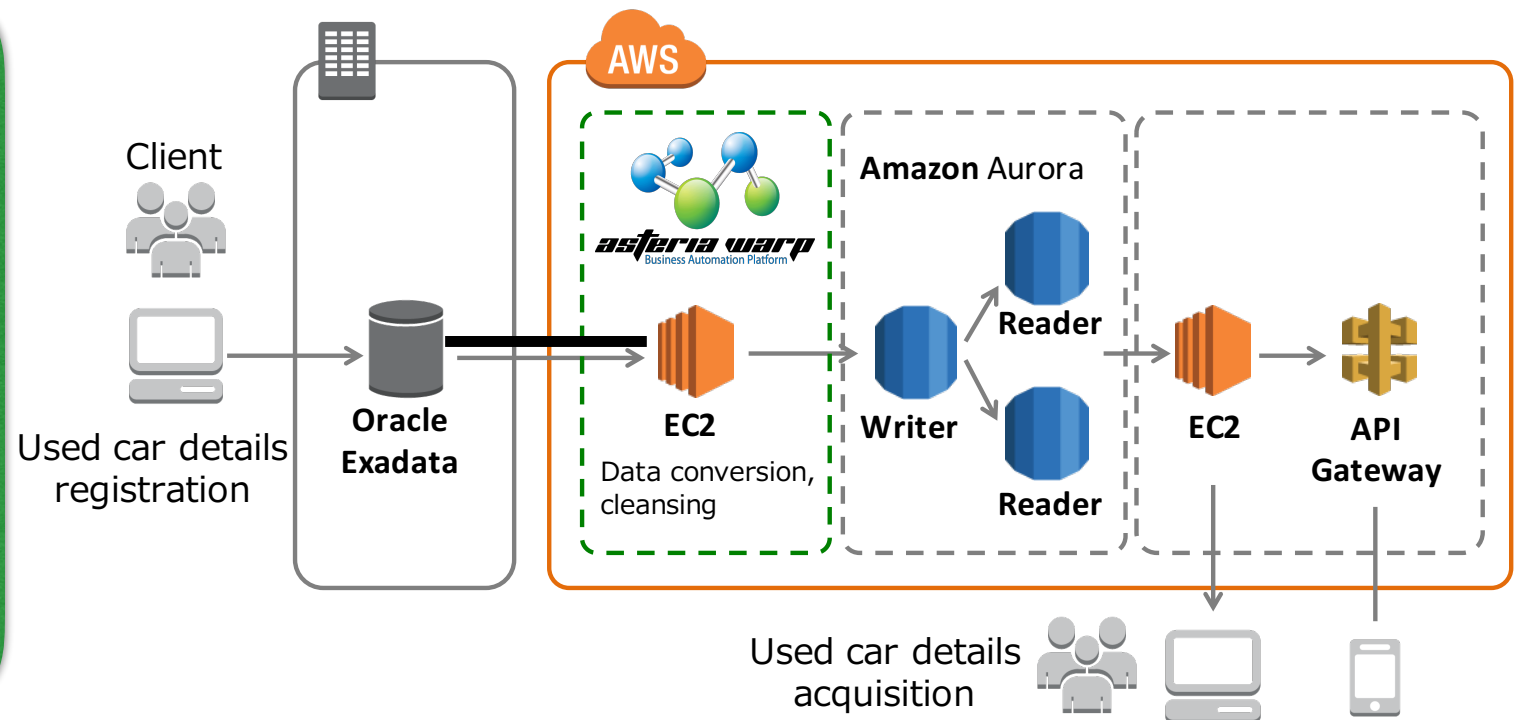
# Case Study: PROTO Corp.



- Realized higher performance and scalability to display the used car information to the website.
- Completed 100% in-house development. Integrated 200 data-flows within 6 months by just 3 employees.

**Cloud  
integration  
(AWS)**

**In-house  
development**



Published May 11, 2017

# Building ASTERIA Eco-System

## Partners

Master Partners (AMP)  
Subscription Partners (ASP)  
Technical Partners (ATP)  
Adapter Development Program



## Users

Case studies  
ASTERIA user group (AUG)  
Developer network (ADN)



Software license  
Subscription

# New Master Partners (AMP)

# NTT DATA

株式会社 NTTデータ九州

Published May 8, 2017

# KEYWARE SOLUTIONS

Published July 7, 2017

# New Adaptors One After Another



Dedicated adapter for “uSonar”, data integrated tool, for Japan largest class corporate database, “LBC” is inside

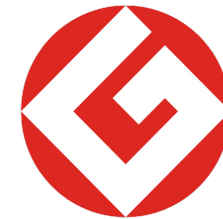
Published May 15 2017



Dedicated adaptor for “POWEREGG” - groupware and workflow software proven by more than 1,200 local governments and banks in Japan

Published June 9, 2017

# Flagship Product 2



GOOD  
DESIGN  
AWARD  
2015

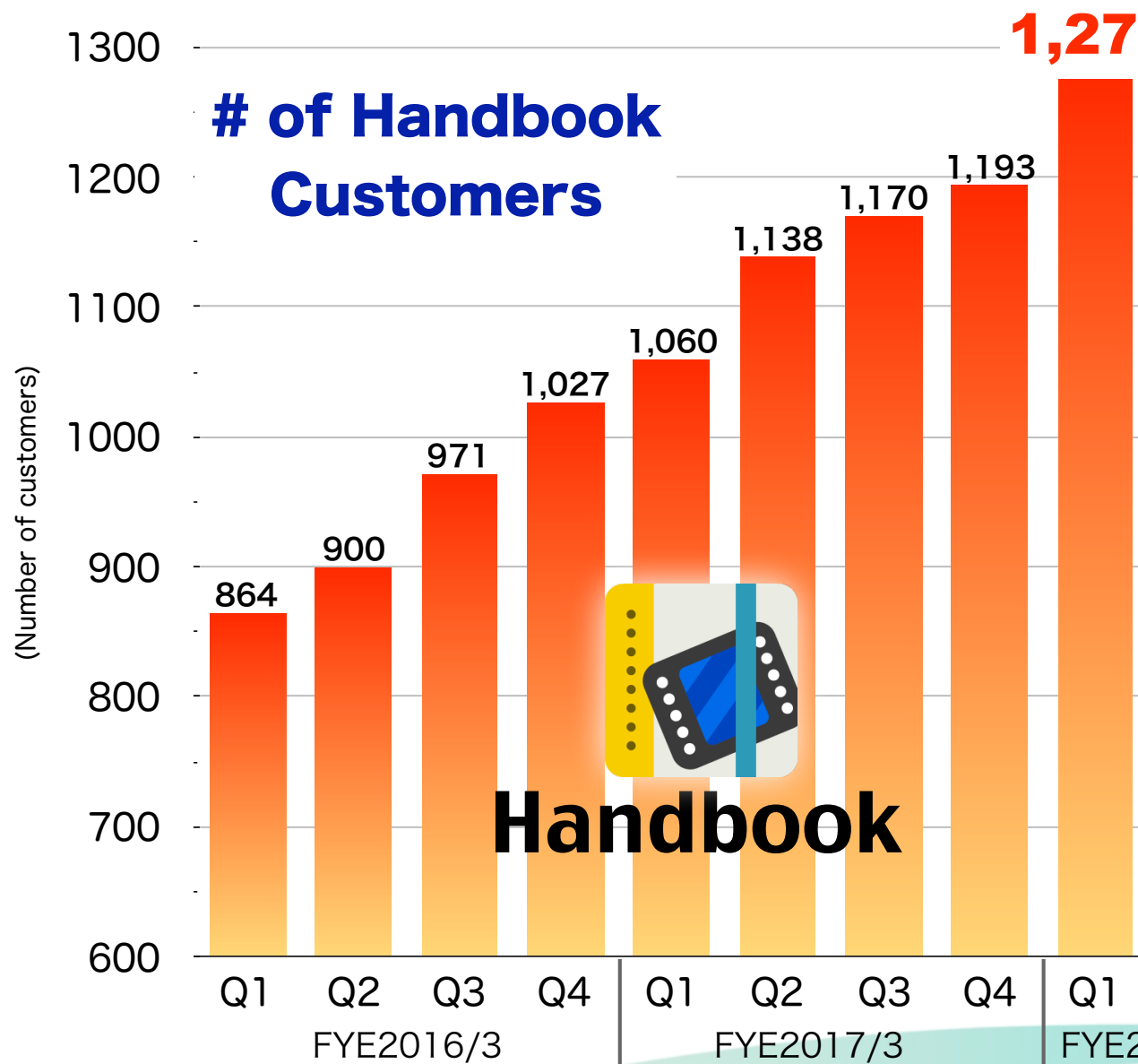
# Handbook

Smart Presented, Smart Delivered





# 1,200+ Total Customers



■ 216 new companies / organizations have started using Handbook in the last 12 months. Total number has expanded to

# 1,276

**Market Share No.1**

Source : ITR Market View: 2016  
Enterprise / Mobile Management Market

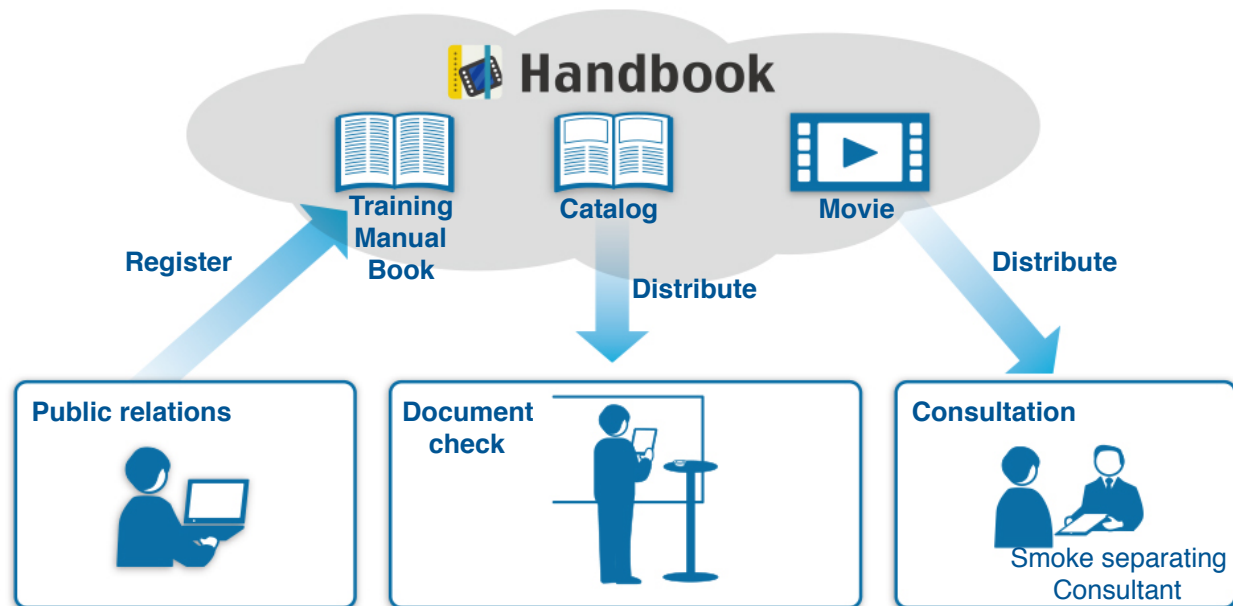




# Case Study : Japan Tobacco Inc.

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ときを、  
想う。 JT

- ◆ Chose Handbook as content distribution tool for in-house consultants, “Separate areas for smokers from non-smokers”.
- ◆ Realized stressless and efficient business operations due to improvements in content upload process.



Published June 8, 2017

Contents images distributed  
by Handbook





# Announced Handbook 5th Generation

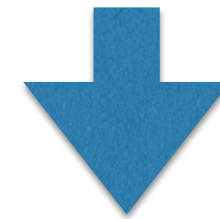
- The concept is 5 "S", "Handbook 5" . Starting delivery end of August 2017.



Up to **Handbook 4**

## MCM

Mobile Content Management



**Handbook 5**

## MCE

Mobile Content **Enablement**

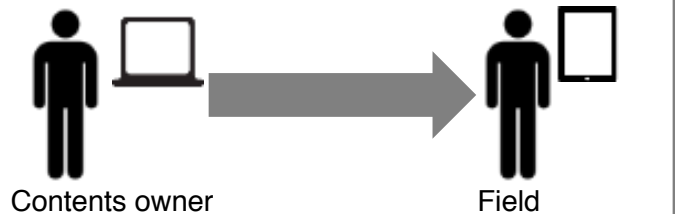
Published July 18, 2017



# Expand Usage with Handbook 5

## Handbook 4

### Handbook 3



## Work-style reform

New work-style with new technology



Enable to display multiple apps.  
with split view & multi-task

## Cross organizations

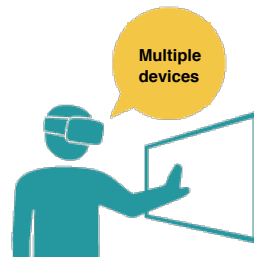
Share contents with large  
number of audiences



Cross organizations with  
Smart Share

## Support new devices

Enabled to use variety of  
devices



Supports HoloLens  
Strengthen 2-in-1 Windows  
PC support

## Expand content utilization

Digital signage at a store  
or trade show



Auto play for Handbook's  
contents

Make the site  
appealing



360° image or video

# New Products



**Platio**

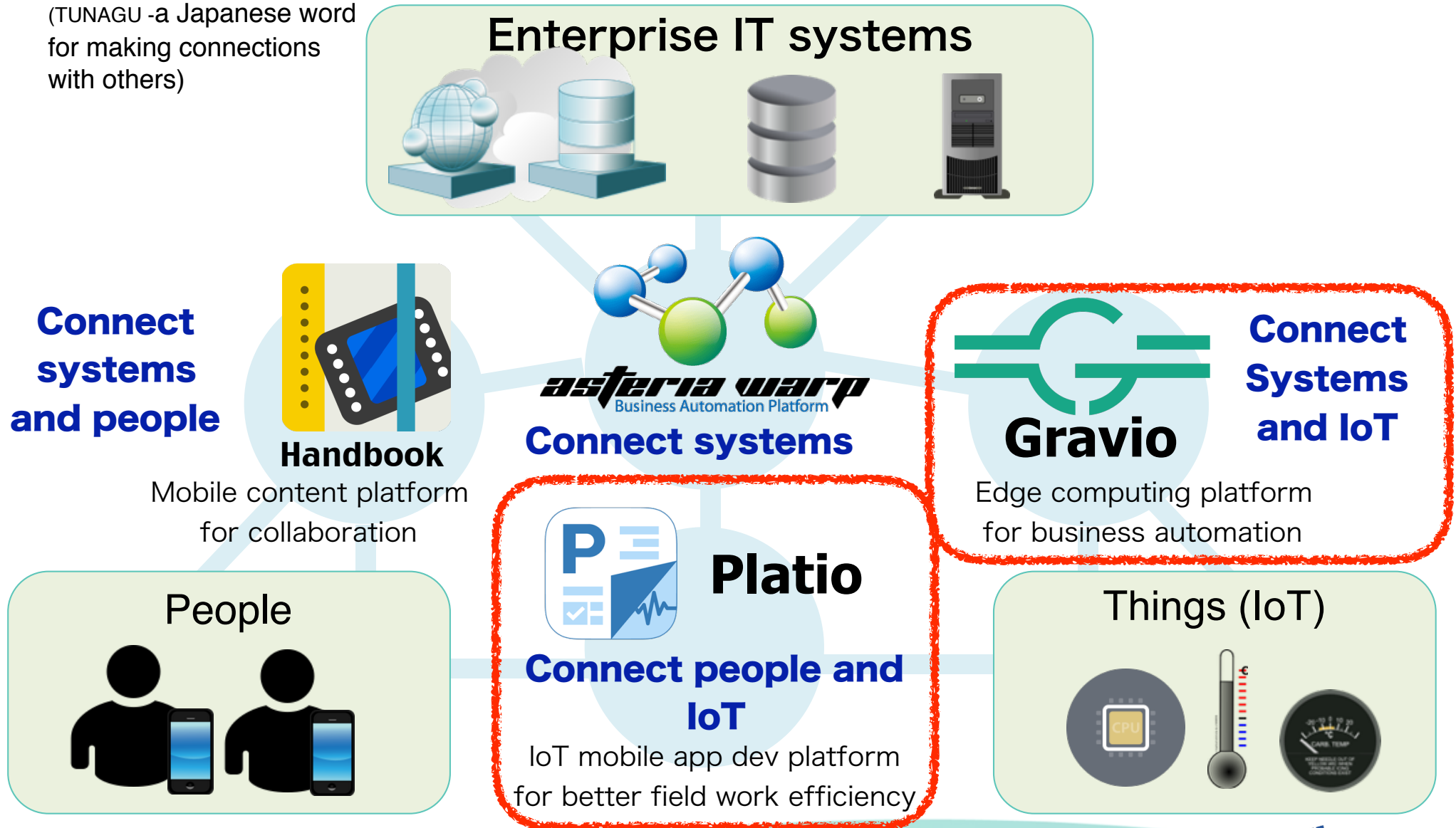


**Gravio**

# TSUNAGU Expands to IoT

(Connectivity)

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



# Platio - Connect People and IoT

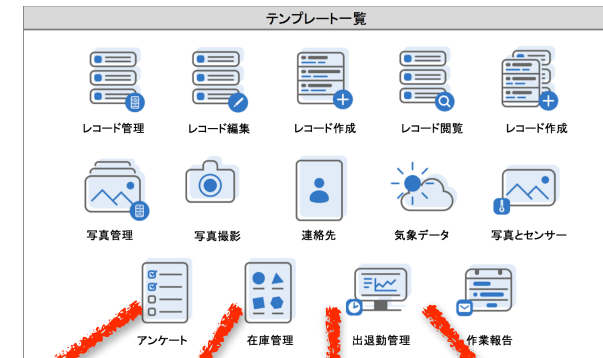
✓ Create with ready-made templates



## Platio

- Delivery started in February 2017
- Epoch-making software allows you to easily create IoT enabled mobile applications by selecting ready made templates.

✓ Be agile, distributed→usable





# Case study – MEIWA Estate Co., Ltd.

- ◆ Chose Platio for high quality apartments management



明和地所

CLIO

## Topics / background

Unnecessary site visits as it is difficult to grasp the situation over the phone.

Reduce information gathering cost for preventive maintenance.

## Solution

Apartment manager to share images / videos through cloud of damage or needed repairs.

Exploring the way to send information by IoT sensors as demonstrations and experiments.

## Presumed results

Enable to view reports from field.

Easy to grasp the situation by viewing images / videos.  
Reduce unnecessary site visits.

Enable to respond promptly as it easy to obtain preventive maintenance information from sensor.

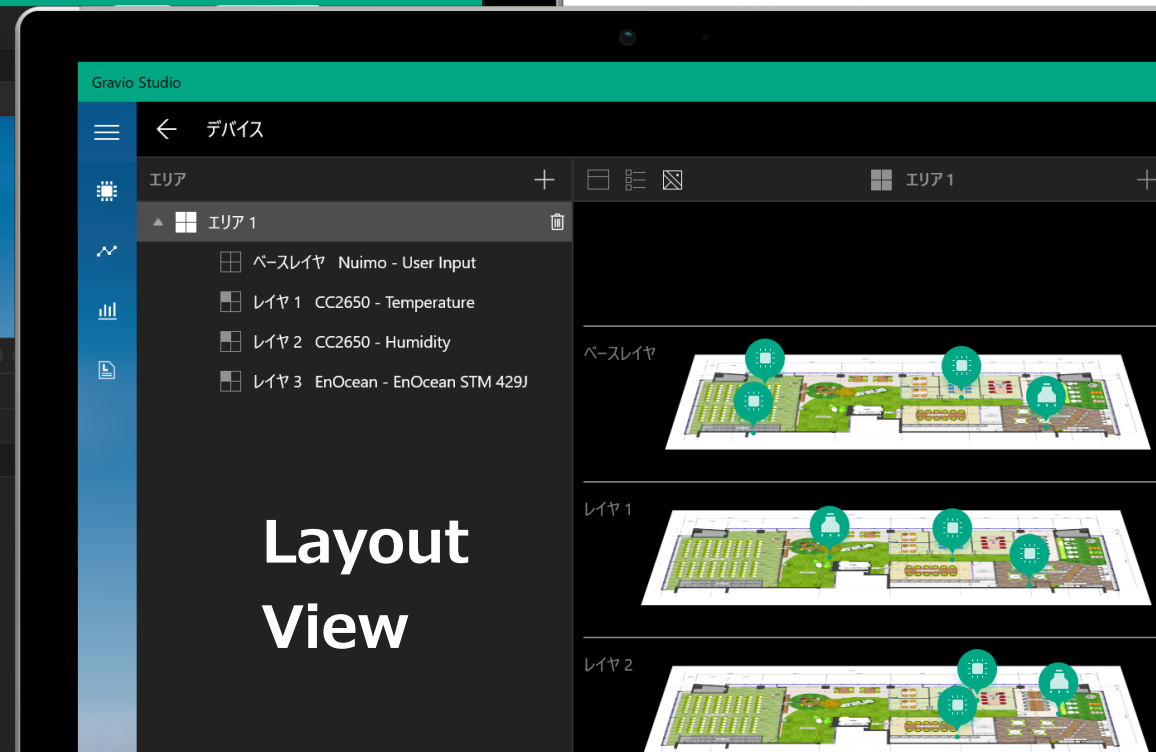
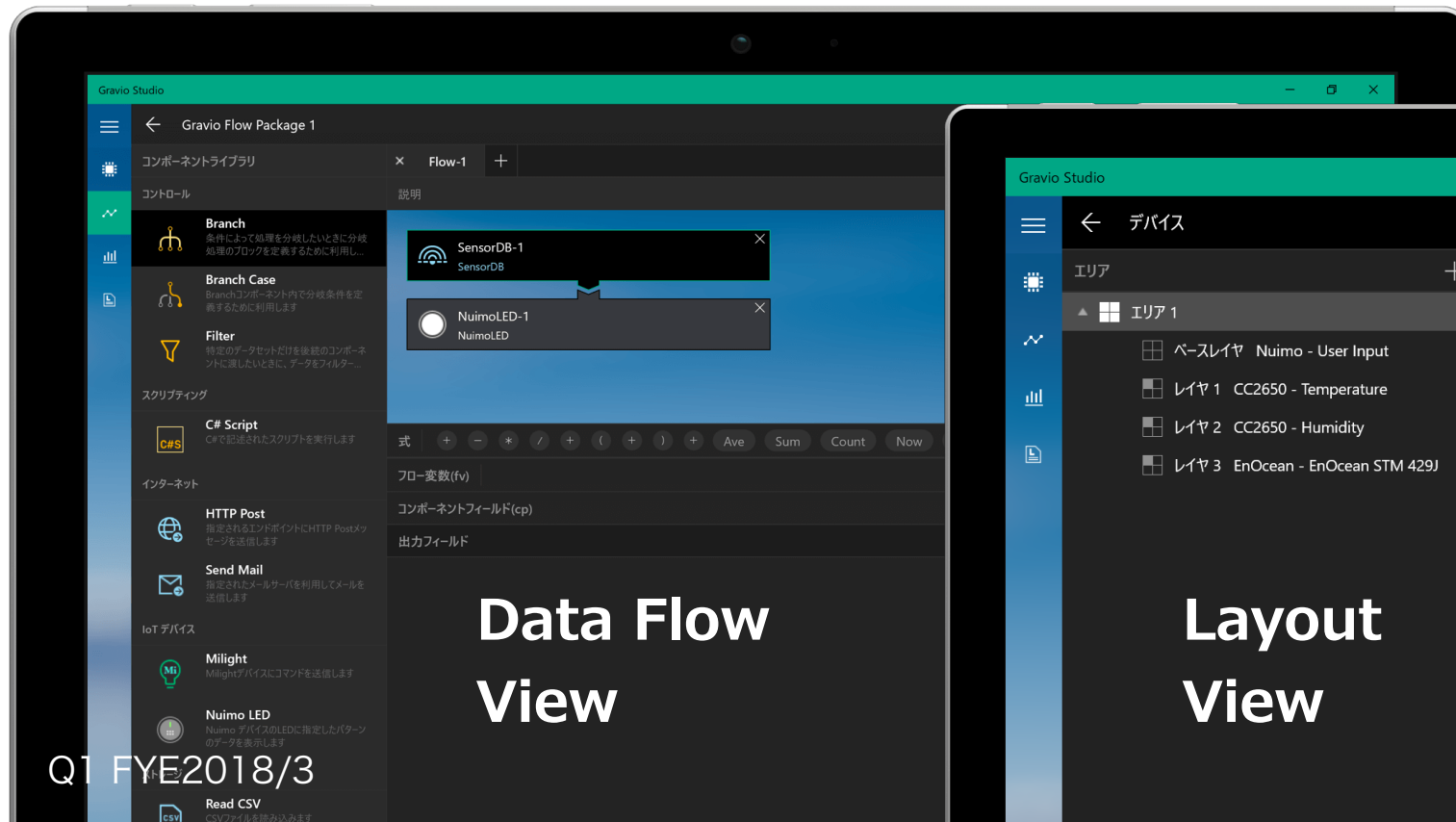


# Gravio - Connect systems and IoT



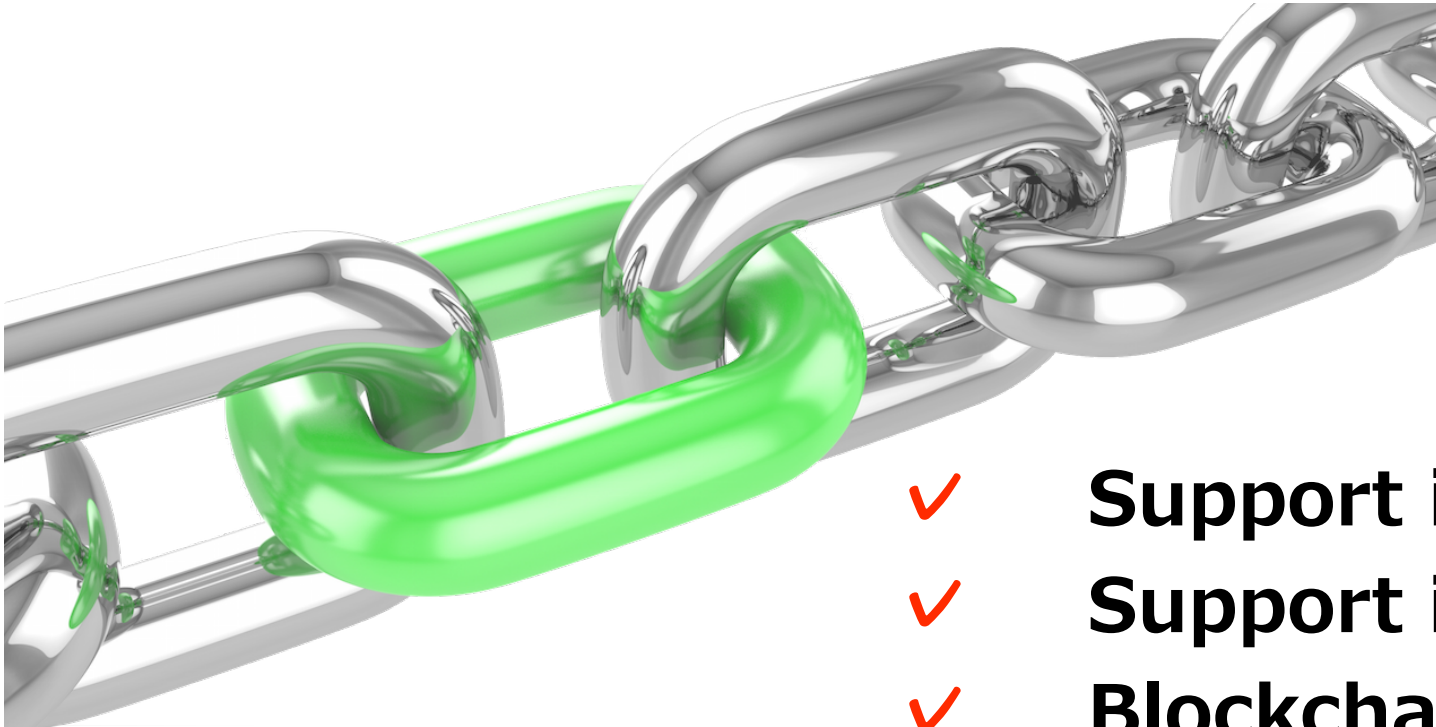
- Delivery started June 2017.
- Edge computing middleware enabled by non-coding platform.
- Operates on Windows 10.

✓ Enable to control IoT



# Blockchain

- Established Blockchain Business division in April 2017.



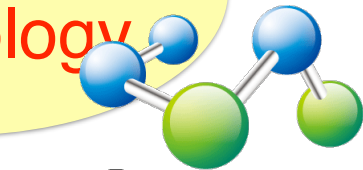
- ✓ **Support in ASTERIA**
- ✓ **Support in Gravio**
- ✓ **Blockchain based Services**
- ✓ **BCCC activities**



# Blockchain is for every industries

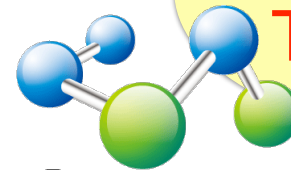
- Blockchain can be applied in any industries.

Distribution  
Technology



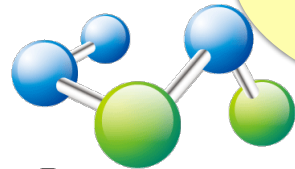
**asteria warp**  
Business Automation Platform

Manufacturing  
Technology



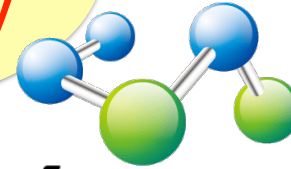
**asteria warp**  
Business Automation Platform

Financial  
Technology



**asteria warp**  
Business Automation Platform

Government  
Technology

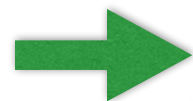
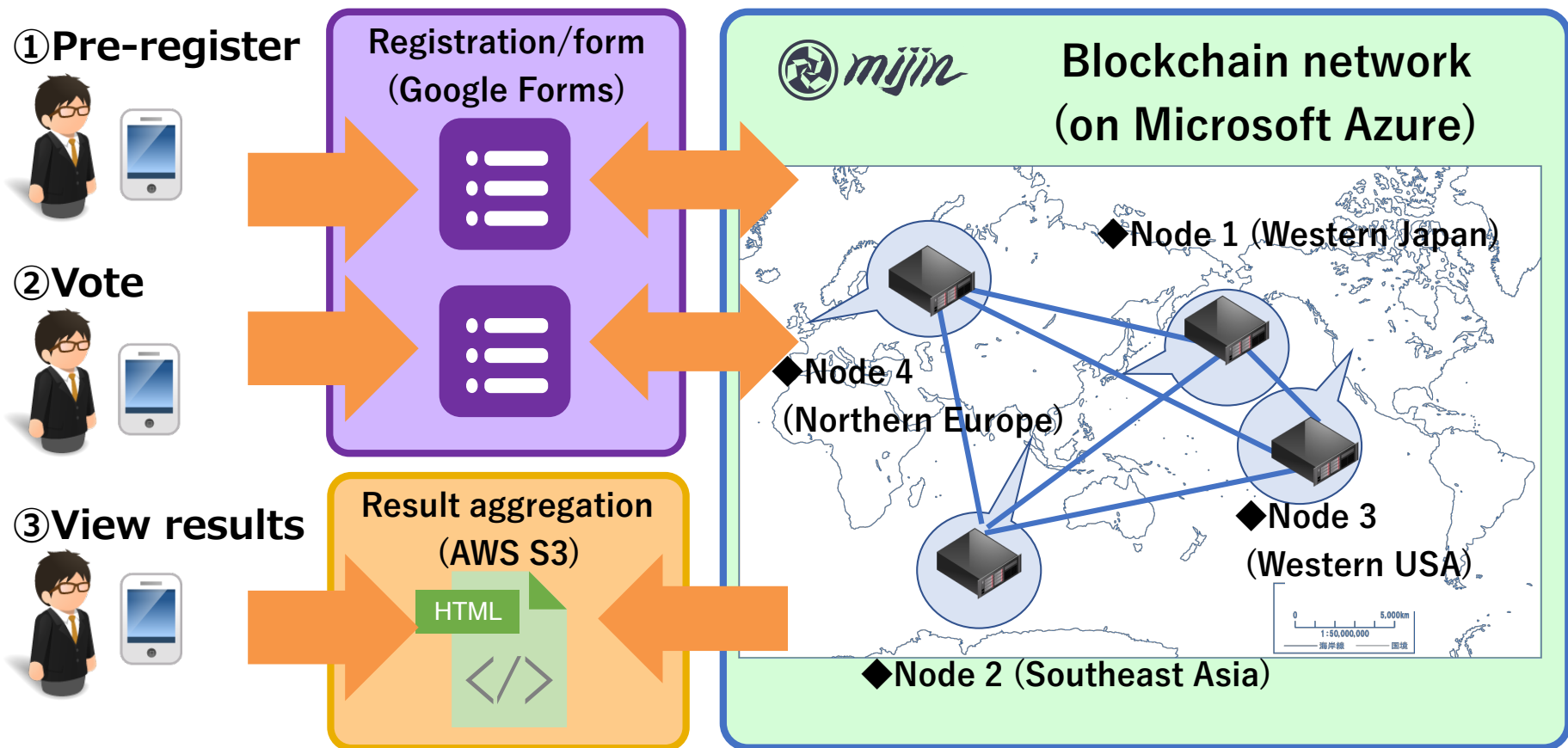


**asteria warp**  
Business Automation Platform

Medical  
Technology

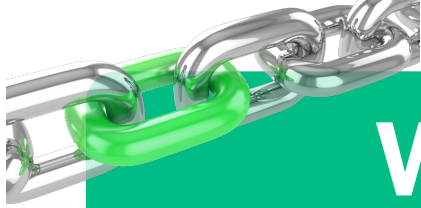
# Successful PoC at Shareholders Meeting

- ◆ Perform voting with multiple tokens using actual Shareholders meeting subjects.
- ◆ Realize a high transparent voting even sponsors can not alter the record.



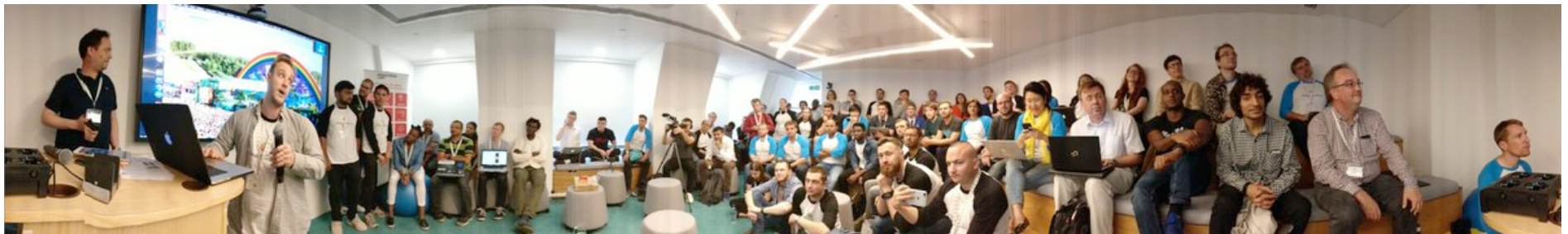
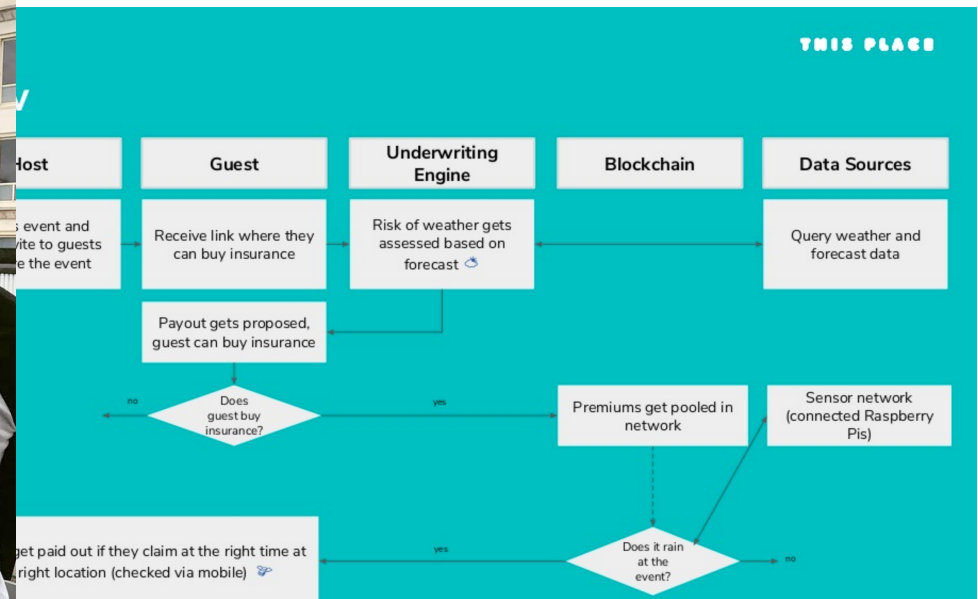
The White paper coming soon





# Won Hackathon in London

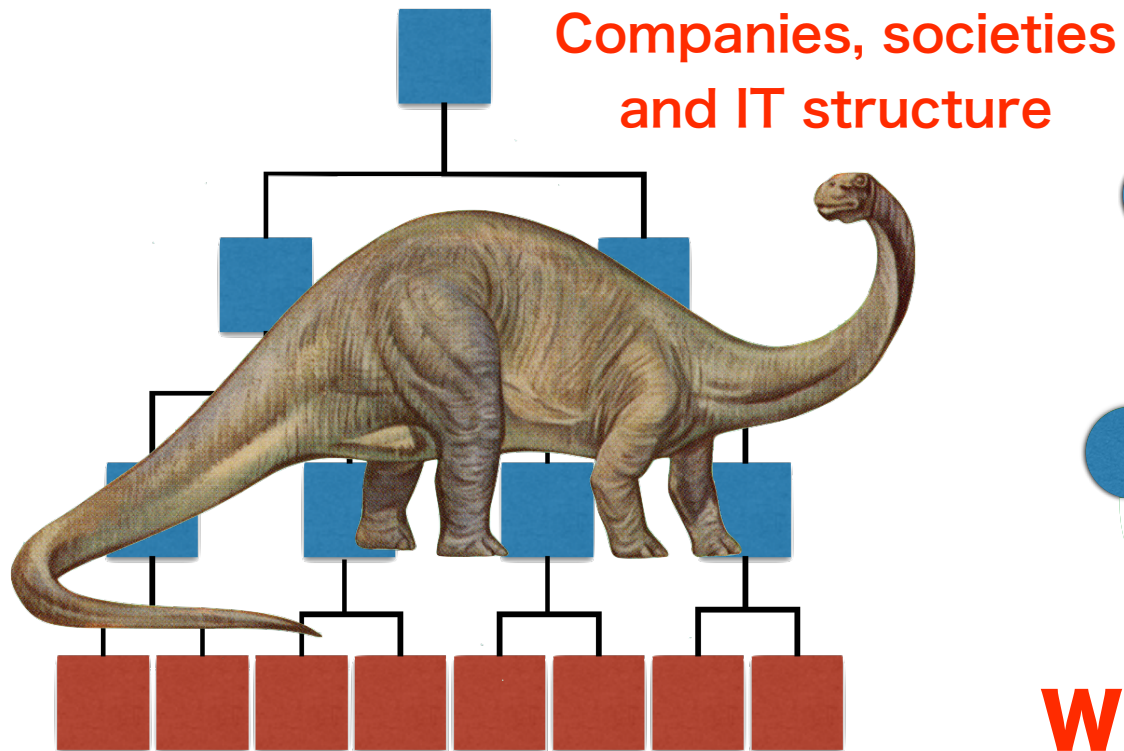
- This Place team won a blockchain hackathon “Break the Block” in London.
- Fully automated from underwriting process to event insurance payout by blockchain.



Details at → [https://www.infoteria.com/jp/news/press/2017/08/10\\_02.php](https://www.infoteria.com/jp/news/press/2017/08/10_02.php)

# Why Blockchain ?

**Structure-  
discipline-control**



**20 century**

**Autonomy-  
decentralized-Collaborate**

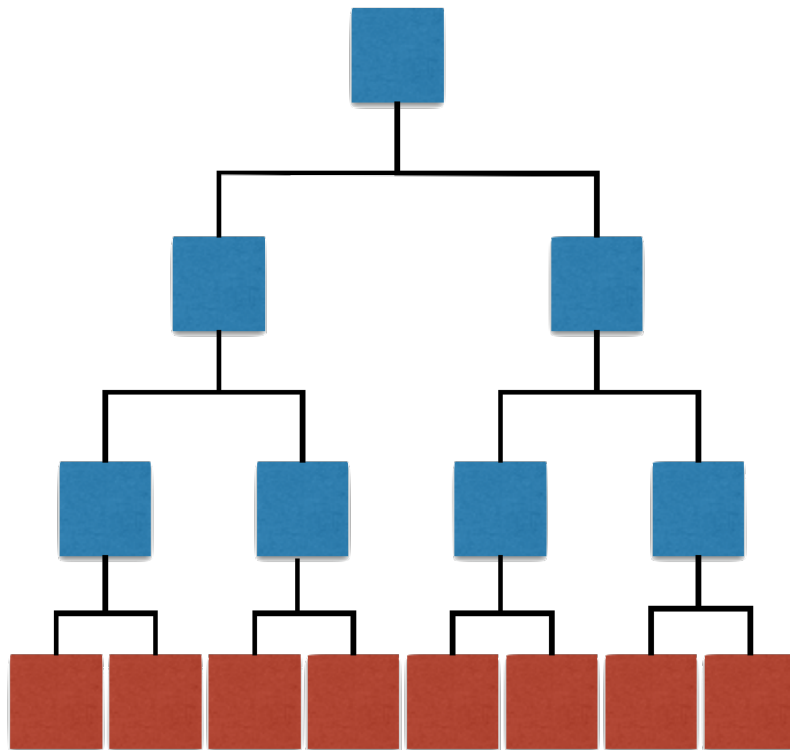


**21 century**

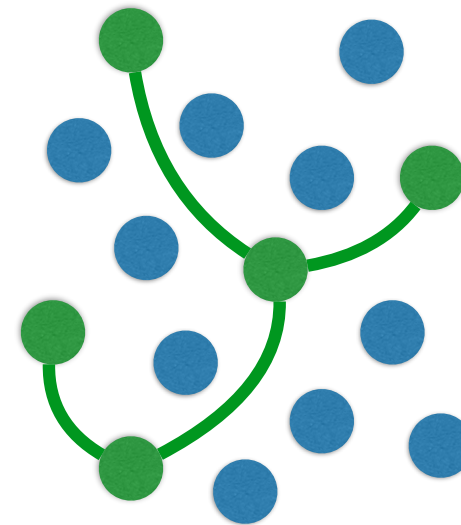


# Blockchain Social Infrastructure

## Structure- Discipline-Control



## Autonomy- Decentralized-Collaborate



### Blockchain contributions

- \* Automate payment and settlement.
- \* Automate contract and execution.
- \* Decentralized Structure - No central management.





# Design Service



**This place is now 100% subsidiary as of April 20, 2017**



# This Place Acquisition Mid Term Target

## Enterprise software priority change from function to design

Decision making has shifted from IT to field



**Function First**

**Design First**

Typical example of  
consumer market: iPhone



- \*Even “copy and past” wasn’t implemented at the beginning
- \*Not from function comparison chart.



# Design Service Contributed Most to Sales

## ✦ Provided mainly by This Place

- ◆ Client's branding strategy
- ◆ Design for website and mobile app.
- ◆ Design operations and organizations.

➡ **Supports “digitalization” of clients**

## ✦ Main clients in Q1 FYE2018/3

- ◆ Major chain grocery store in Europe.
- ◆ Major cell phone service provider in US.



# Corporate

# Corporate

## \* **Acquired This Place Limited** (April 2017)

- ▶ £7 million (about 1,000 million yen) + 5 year earn out
- ▶ Payment based on the future results. Retention of executives.

## \* **Acquisition of own shares** (May to June 2017)

- ▶ Acquired 185,300 stocks by 199,958,800 JPY.
- ▶ Use for future earn-out payment and others.

## \* **Appointed Directors** (June 2017)

- ▶ Appointed 4 directors at Shareholders meeting including 3 outside directors.
- ▶ Outside director ratio 75%.

## \* **Cashed in 2,250 million JPY** (June to July 2017)

- ▶ Stock warrant exercised. 1,500M JPY (June) + 750M yen (July)
- ▶ Capital : Increased to 1,892,040,000 JPY



# Management team

**Yoichiro Hirano**



**Representative Director**

- ▶ Co-founder
- ▶ President and CEO
- ▶ **Singapore resident**

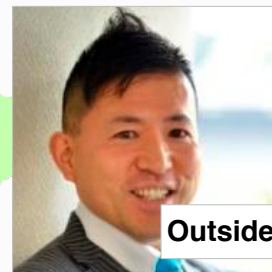
**Hirofumi Gomi**



**Outside Director**

- ▶ Adviser, Nishimura & Asahi Law Firm
- ▶ **Former FSA Commissioner**

**Kotaro Tamura**



**Outside Director**

- ▶ Professor of National University of Singapore
- ▶ **Singapore resident**

**Anis Uzzaman**



**Outside Director**

- ▶ Fenox Venture Capital CEO
- ▶ **US resident**

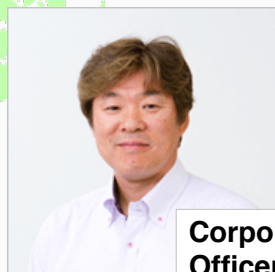
**Pina Hirano**



**Corporate Officer**

President and CEO

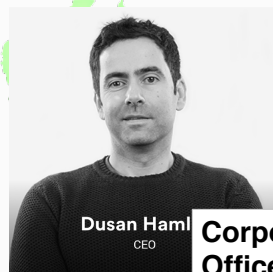
**Yoshi Kitahara**



**Corporate Officer**

Vice President  
CTO

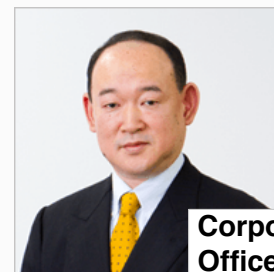
**Dusan Hamlin**



**Corporate Officer**

Global COO  
▶ **UK resident**

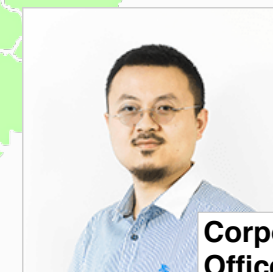
**Yas Saitoh**



**Corporate Officer**

CFO

**Sim Wong**



**Corporate Officer**

China R & D Center  
▶ **China resident**

# “Connect” Future, Infoteria



**Connect Systems**



**Connect People**



**Connect Things**



**Connect Future**





# infoteria



London

Hangzhou  
Shanghai  
Hong Kong



Tokyo  
Osaka



Singapore



Seattle



Cupertino

## Connect the World with Software



# Financial Results for Q1

## Fiscal Year Ending March 31, 2018

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.

(Securities Identification Code : 3853)

