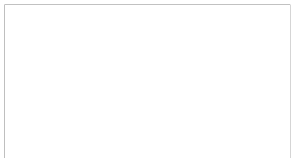


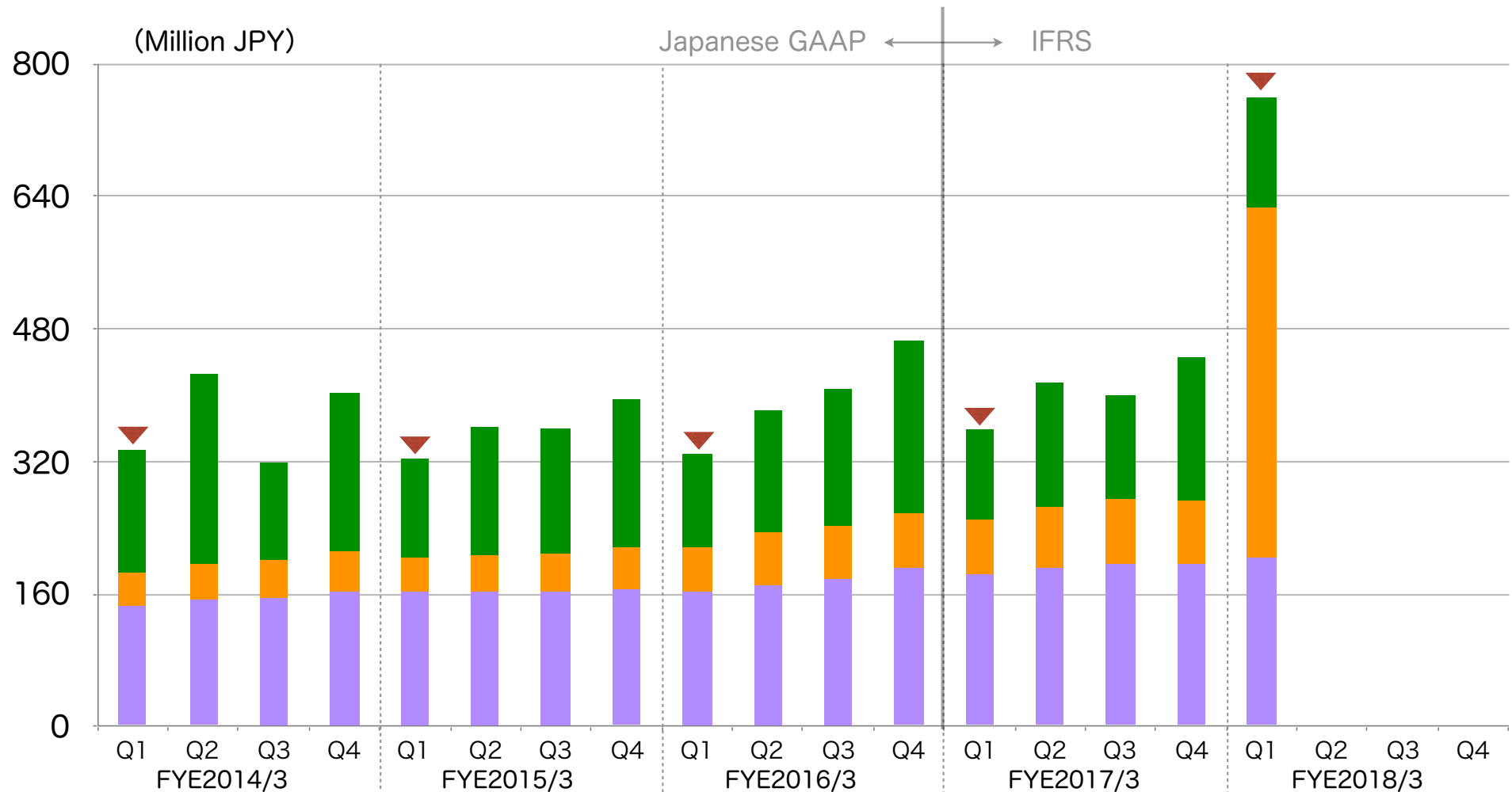
Appendix

<Quarter Details>



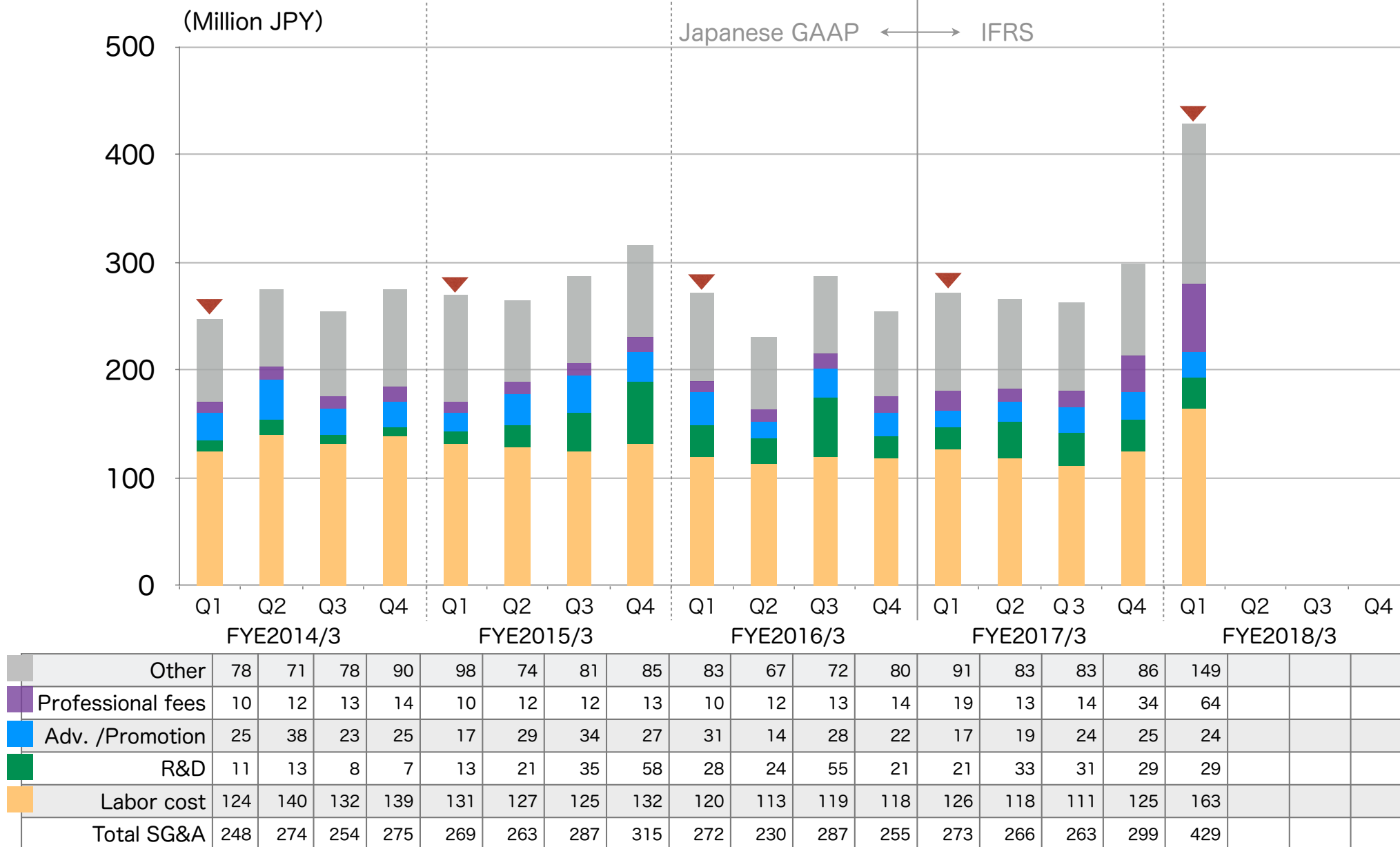
Revenue by Quarter

- Record high “Service” and “Support” revenue in Q1.



SG&A by Quarter

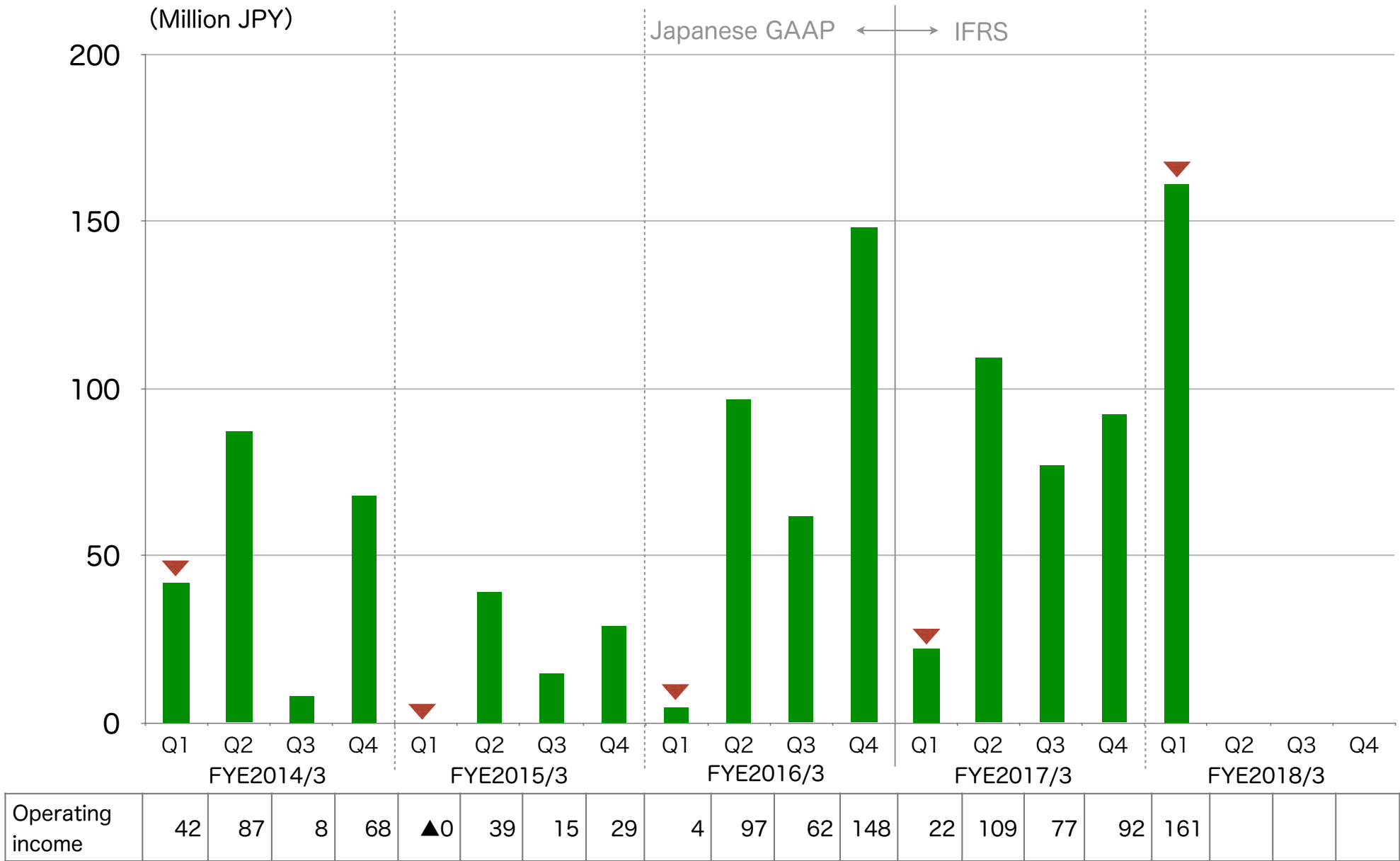
- SG&A increased due to new subsidiary we acquired in Q1 FYE2018/3.
(Professional fees increased as a result of acquisition related non-recurrent expenses.)



Q1 FYE2018/3

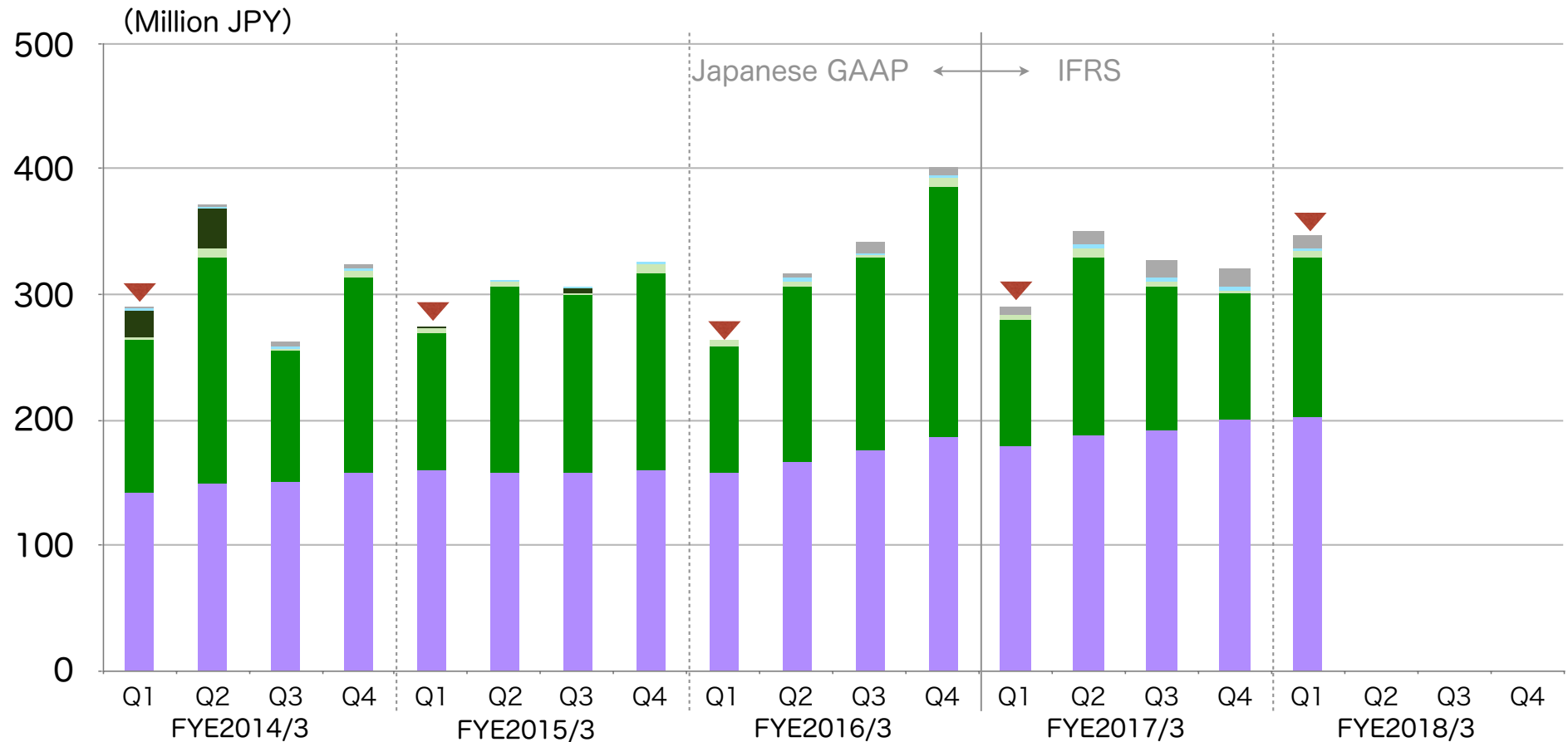
Operating Profit by Quarter

■ Record high Q1 operating profit.



ASTERIA Revenue by Quarter

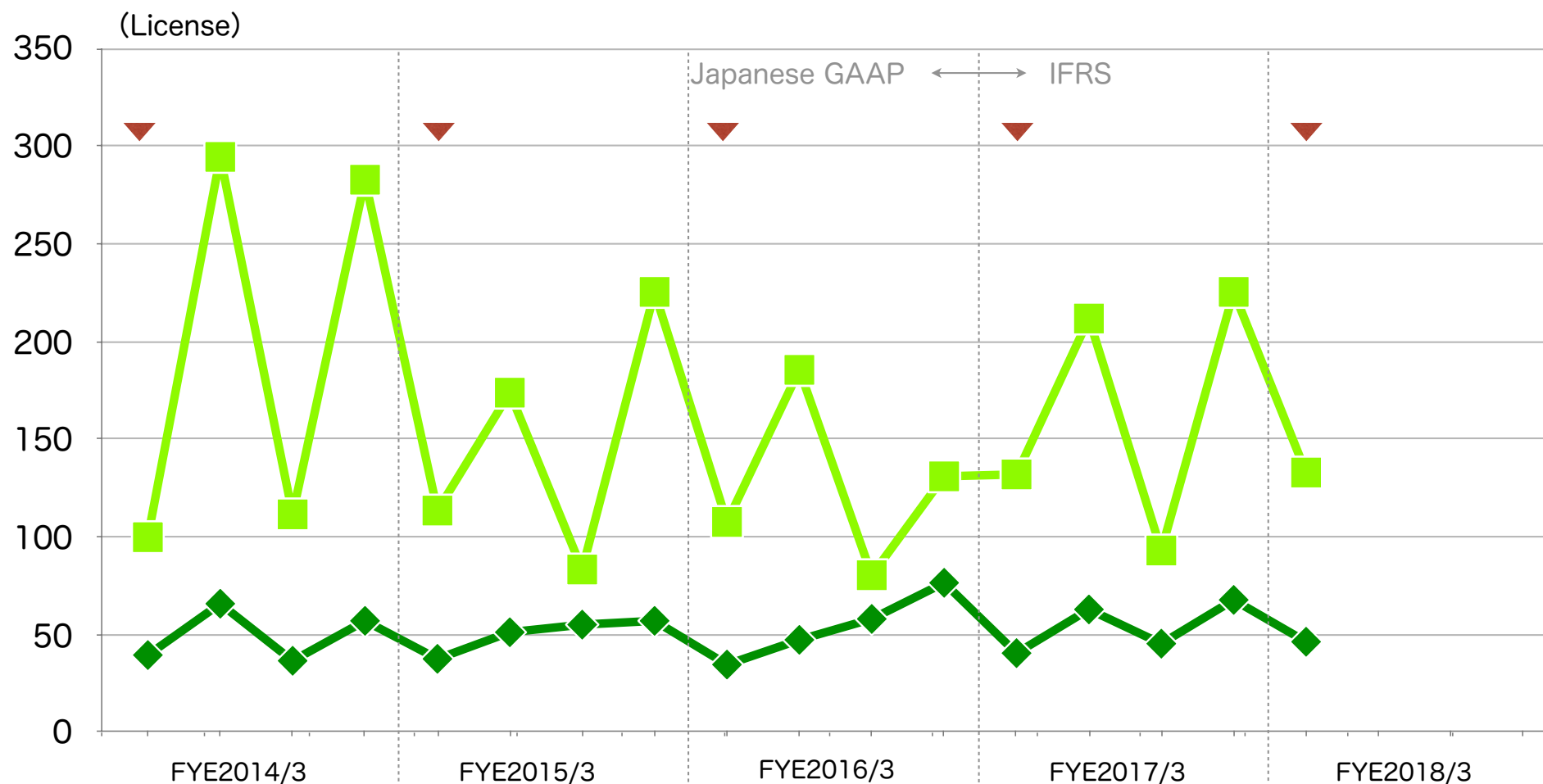
■ Record high Q1 ASTERIA Revenue.



Q1 FYE2018/3

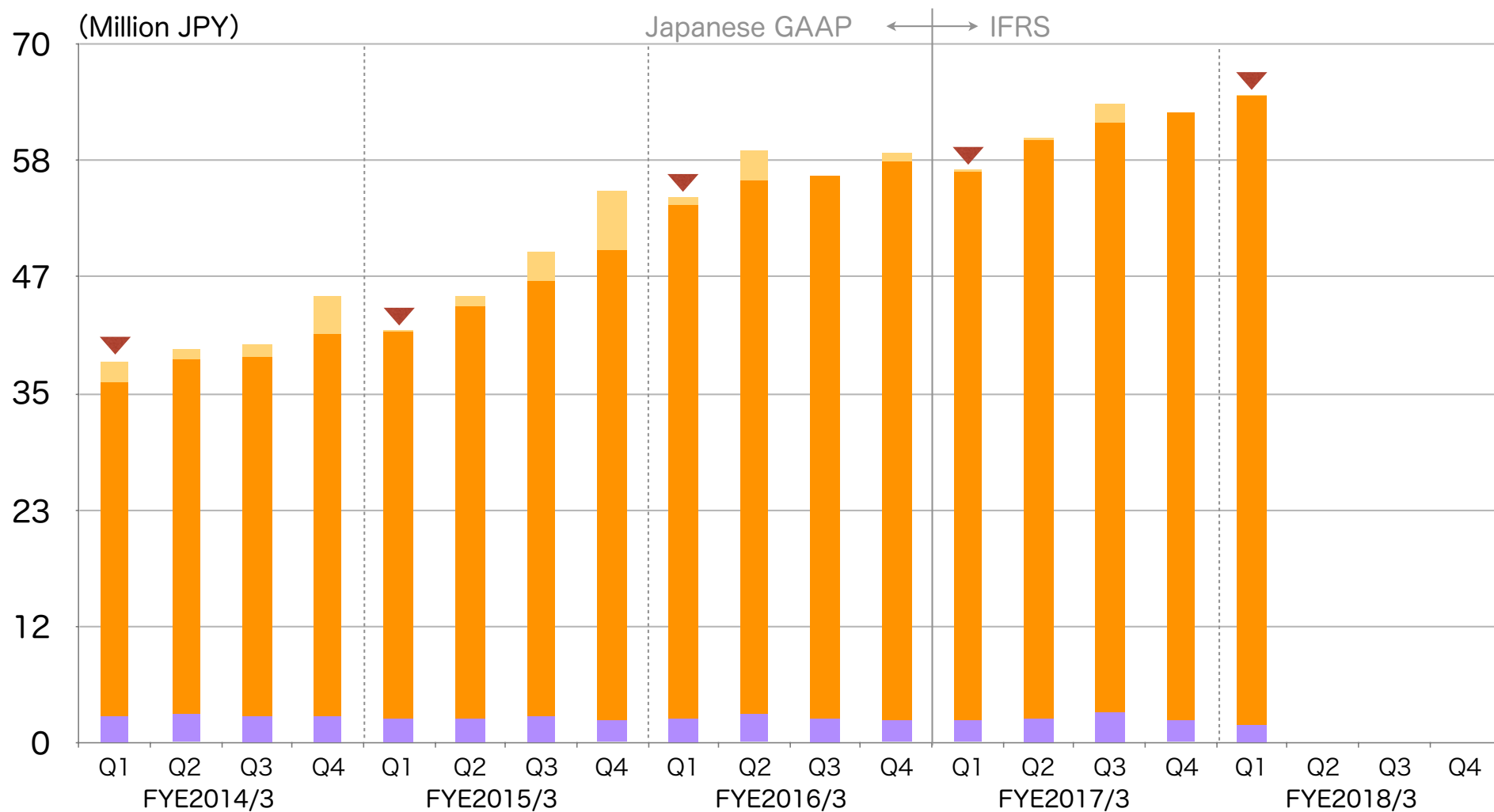
ASTERIA License by Quarter

■ Record high Q1 ASTERIA WARP License.



Handbook Revenue by Quarter

■ Record high Q1 Handbook revenue.

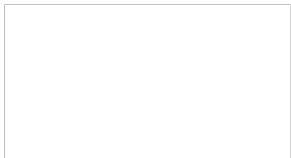


Handbook License	2	0	1	3	0	0	2	6	0	2	0	0	0	0	2	0	0			
Handbook SaaS	33	35	35	38	38	41	43	47	51	53	54	56	55	58	59	61	63			
Maintenance	2	2	2	2	2	2	2	2	2	2	2	2	2	3	3	2	2			
Total	37	39	39	44	41	44	49	55	54	59	56	59	57	61	64	63	65			

Q1 FYE2018/3

Appendix

<Products Summary>



Infoteria Products

- Specializing of “TSUNAGU” software of enterprises.

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

Enterprise Products



Master data
Management



Net Service Products



Handbook
Distribute contents
securely and view
them anywhere,
anytime



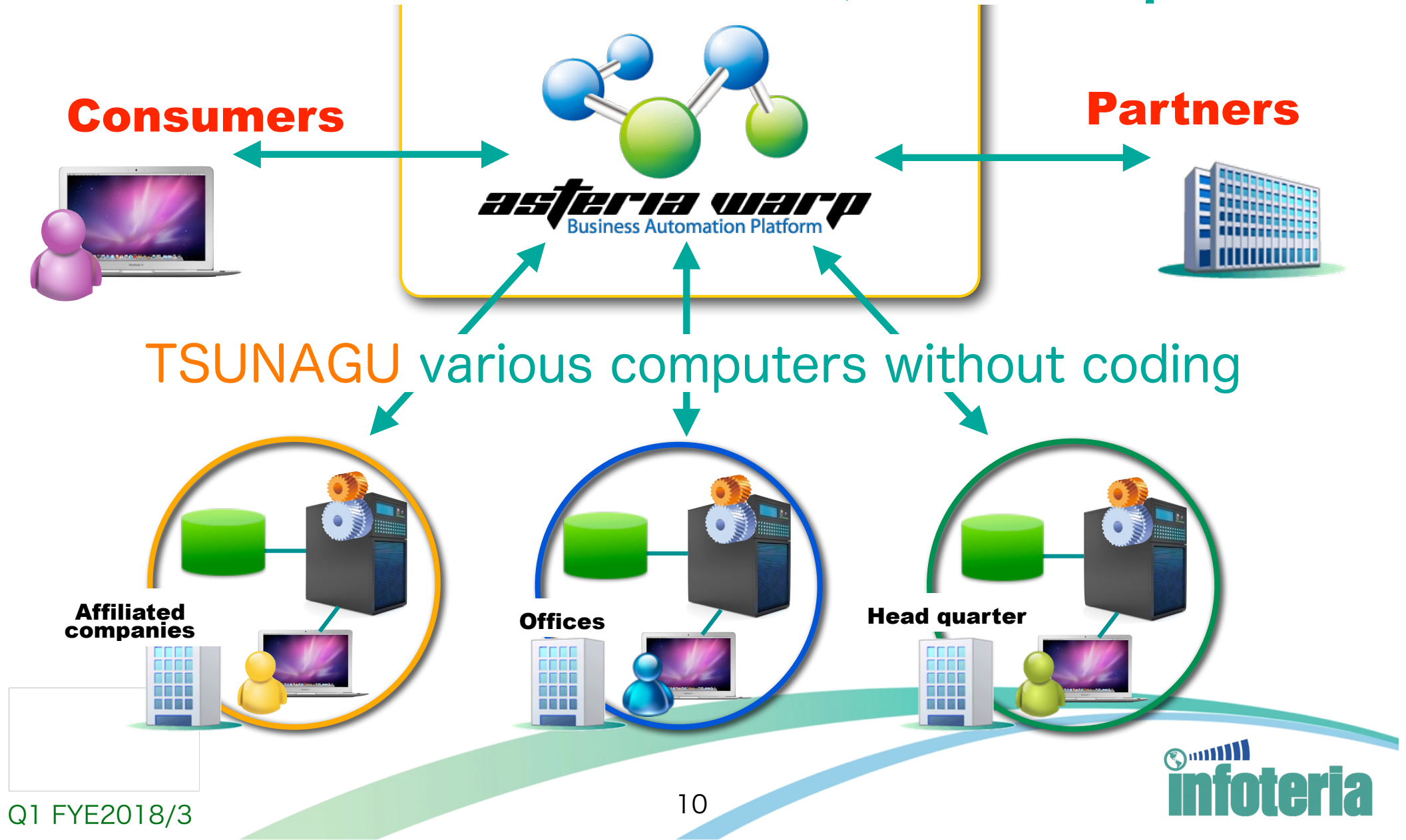
“TSUNAGU” calendar

Online sticky notes

Flagship products

Flagship Product 1 : ASTERIA

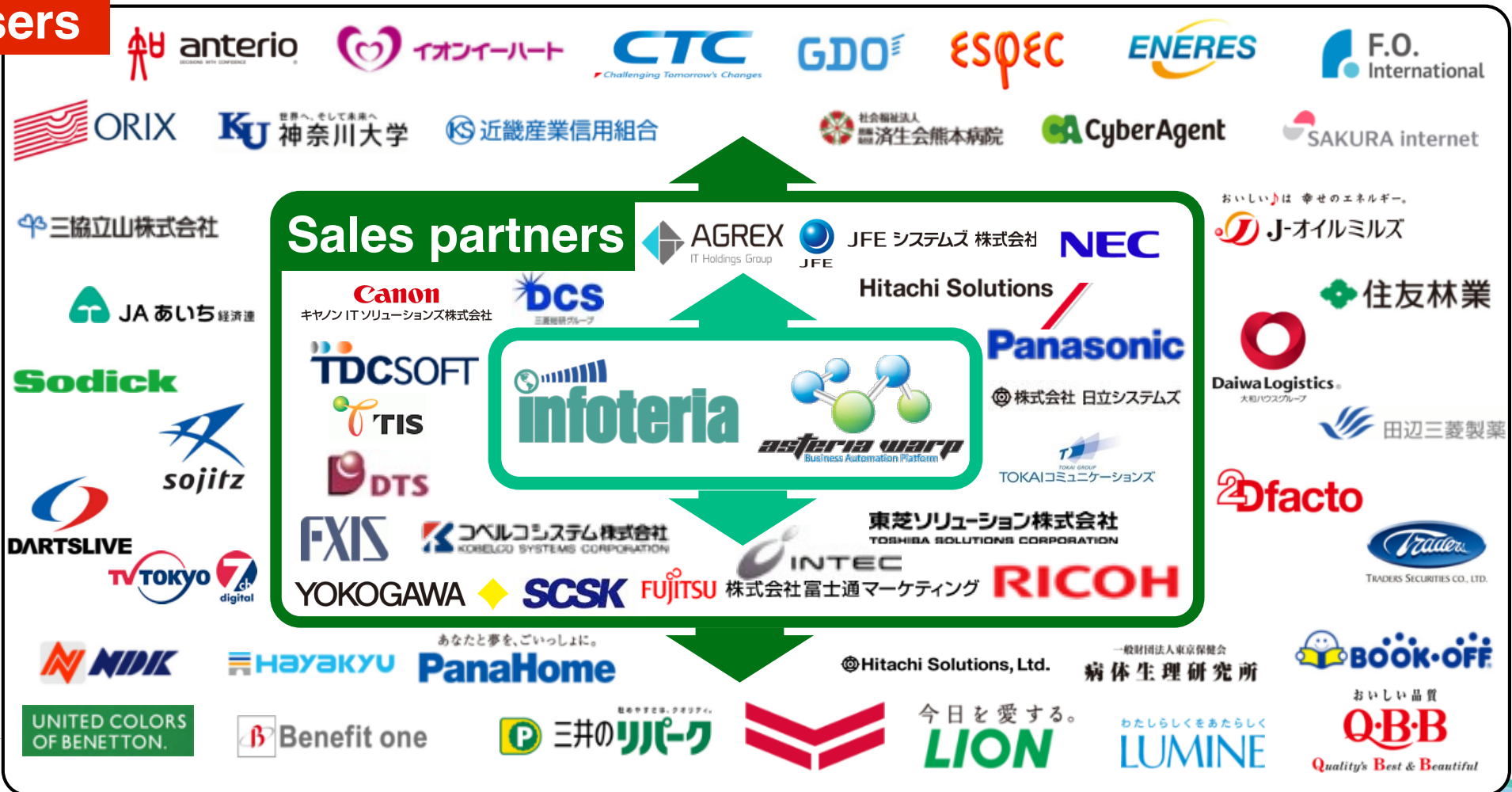
Enables communication with others, like an “**Interpreter**”



Flagship Product 1 : ASTERIA

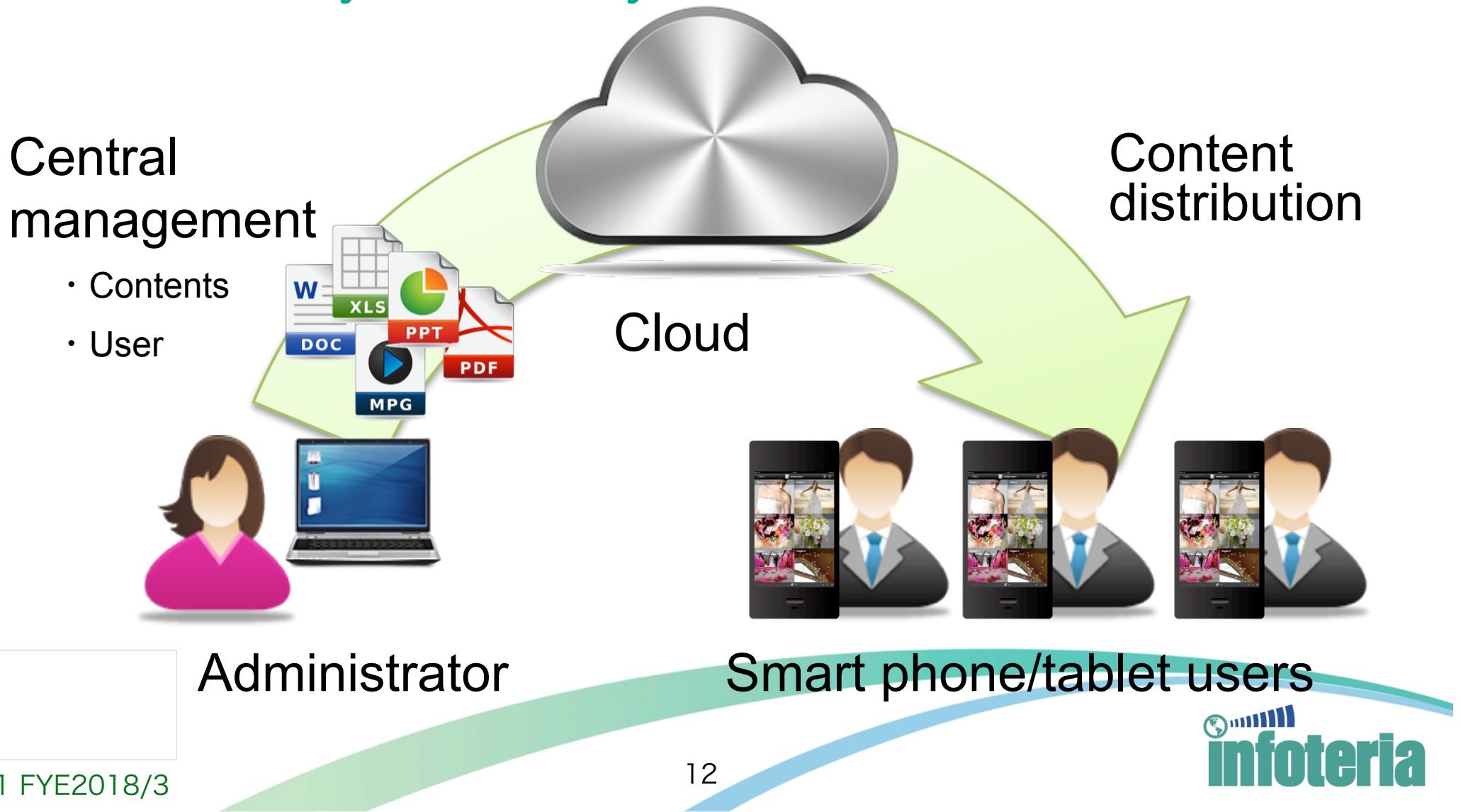
Japan market leader. 6,000+ User companies installed base.
Available from well known local system integrator partners.

Users



Flagship Product 2 : Handbook

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



Flagship Products 2 : Handbook

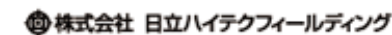
Proven by more than 1,200 leading enterprises and educational institutions.



SEIKO PRECISION (Thailand) Co., Ltd.



野村證券 (Nomura Securities)



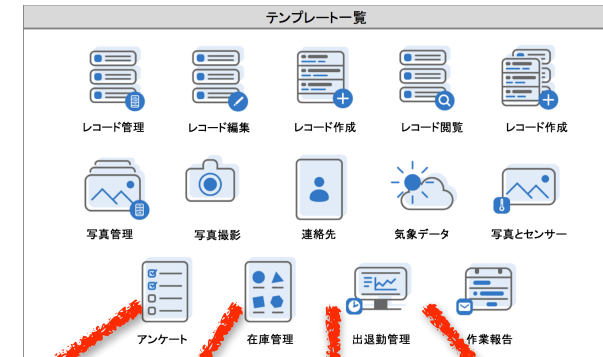
フランスベッド (France Bed)





Platio

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



Gravio



Connect Systems and IoT

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

✓ **Enabler for IoT control**

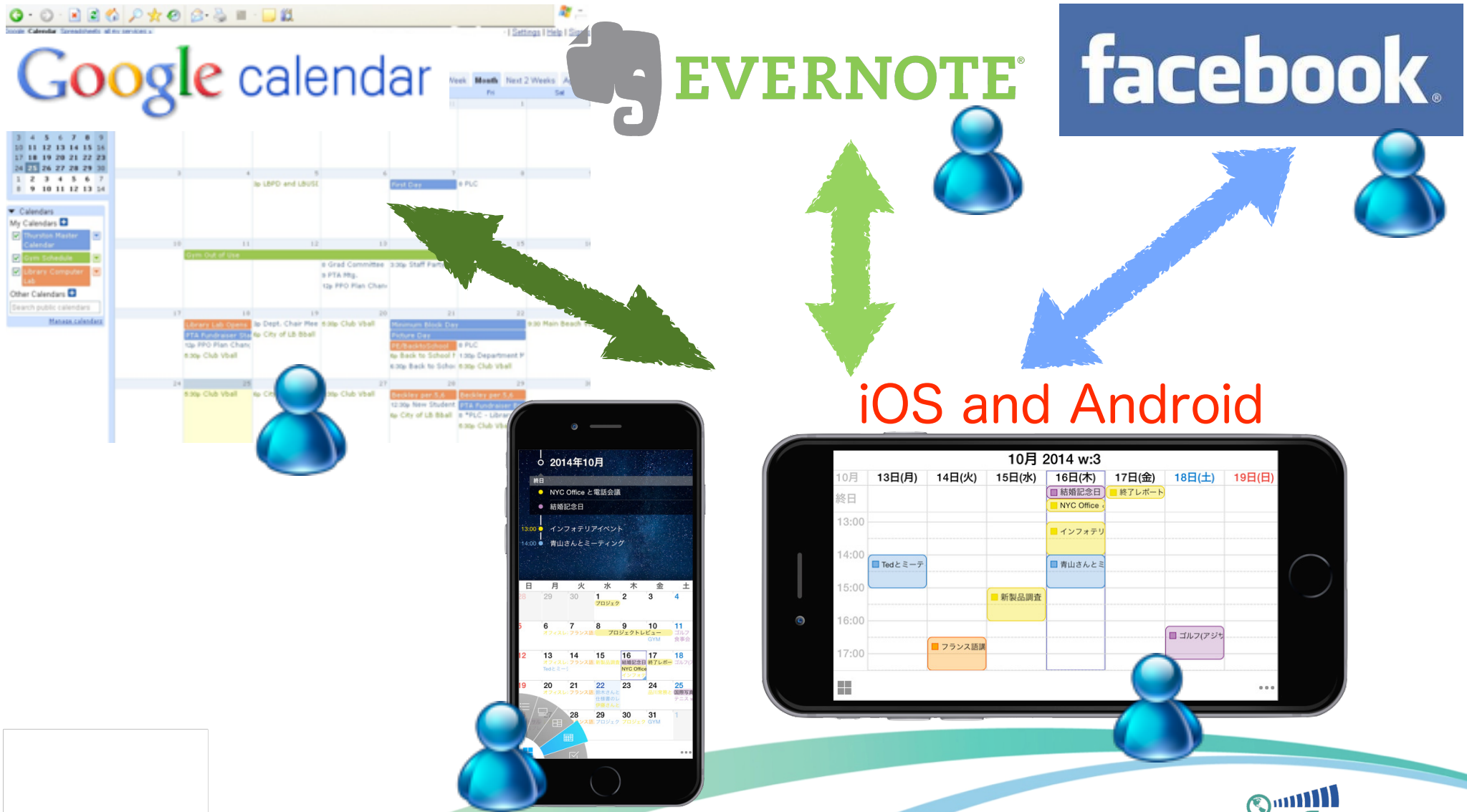


**Data Flow
View**

**Layout
View**

SnapCal

TSUNAGU calendar for mobile devices -
major software version update completed



lino

Sticky notes in cloud, collaborate with anyone.

Now supports Apple Watch.

Free Online Sticky
「lino」

Paid ver. : ¥315/ month



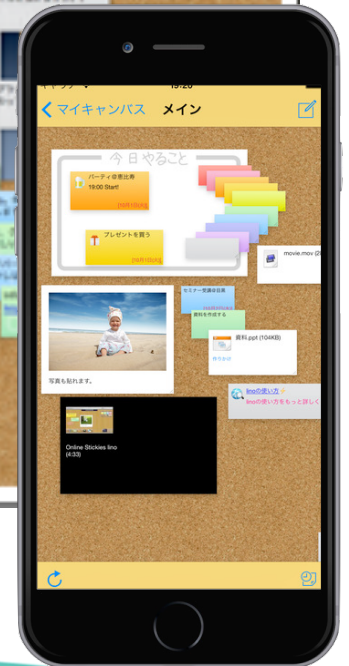
facebook

Google calendar

mail & etc



Share



Desin Service

Supports digitalization of large enterprises

This Place design
service from Seattle
and London offices

- ◆ Clients' branding strategy
- ◆ Design for website and mobile app.
- ◆ Supports development of website and mobile app.

Main Clients

T-Mobile®

Samsonite®

TELIA

BBC

Hannaford



Ahold
Delhaize



M&C SAATCHI

Woolworths
the fresh food people

ASOS
discover fashion online

SECURE

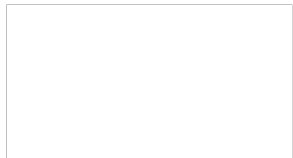


dunhill

Edelman

Appendix

<Business Model>



Categorization 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

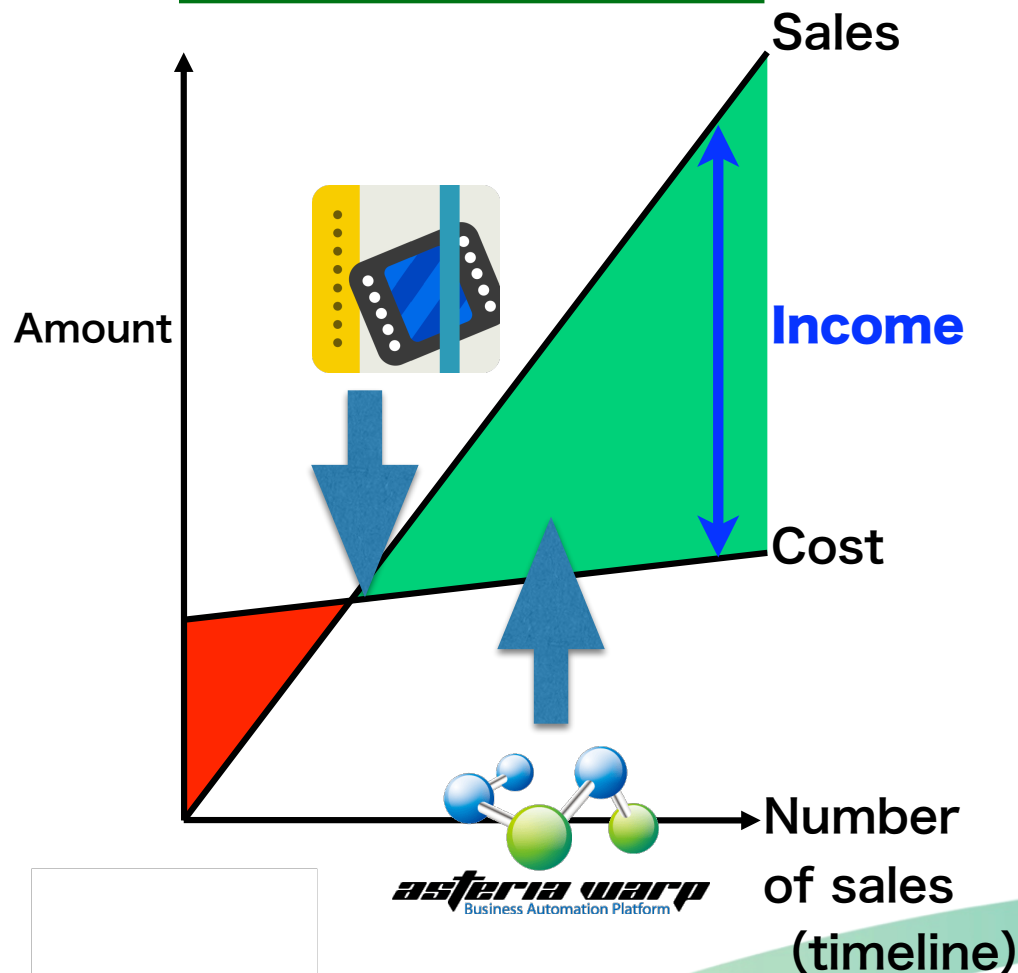
NTT, KDD, AT&T,
Softbank, etc.

2 Different Models in Software Development

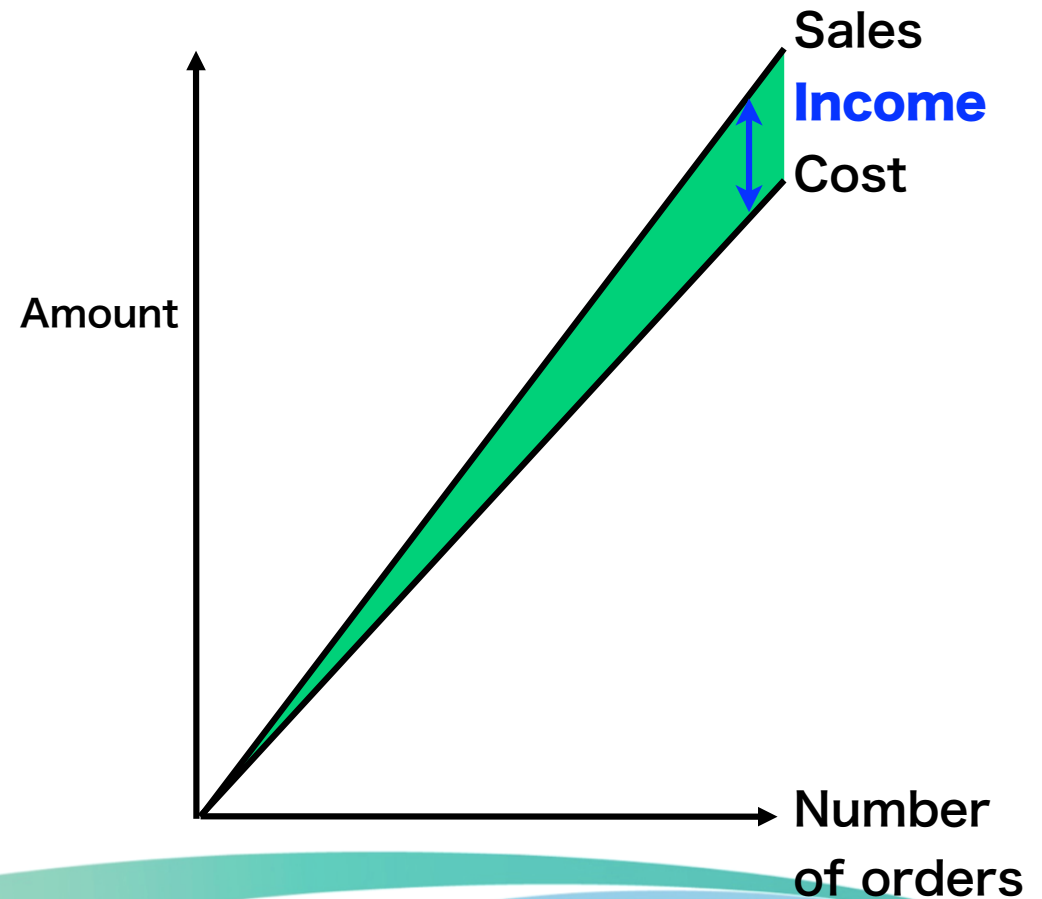
General software development		Custom software development
Unspecified large number	Customer	Only one
High (more than 80%)	Gross margin ratio	Low (less than 20%)
High	Ease for scale	Low

Income Models Are Very Different

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.

