Topics

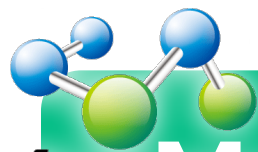## Q2 FYE 2018/3

1. Flagship products: ASTERIA, Handbook
2. New products: Platio, Gravio
3. New services: Blockchain, Design
4. Corporate

infoteria

Flagship Product 1.

ASTERIA

Market Share No. 1 - 11 Years Running
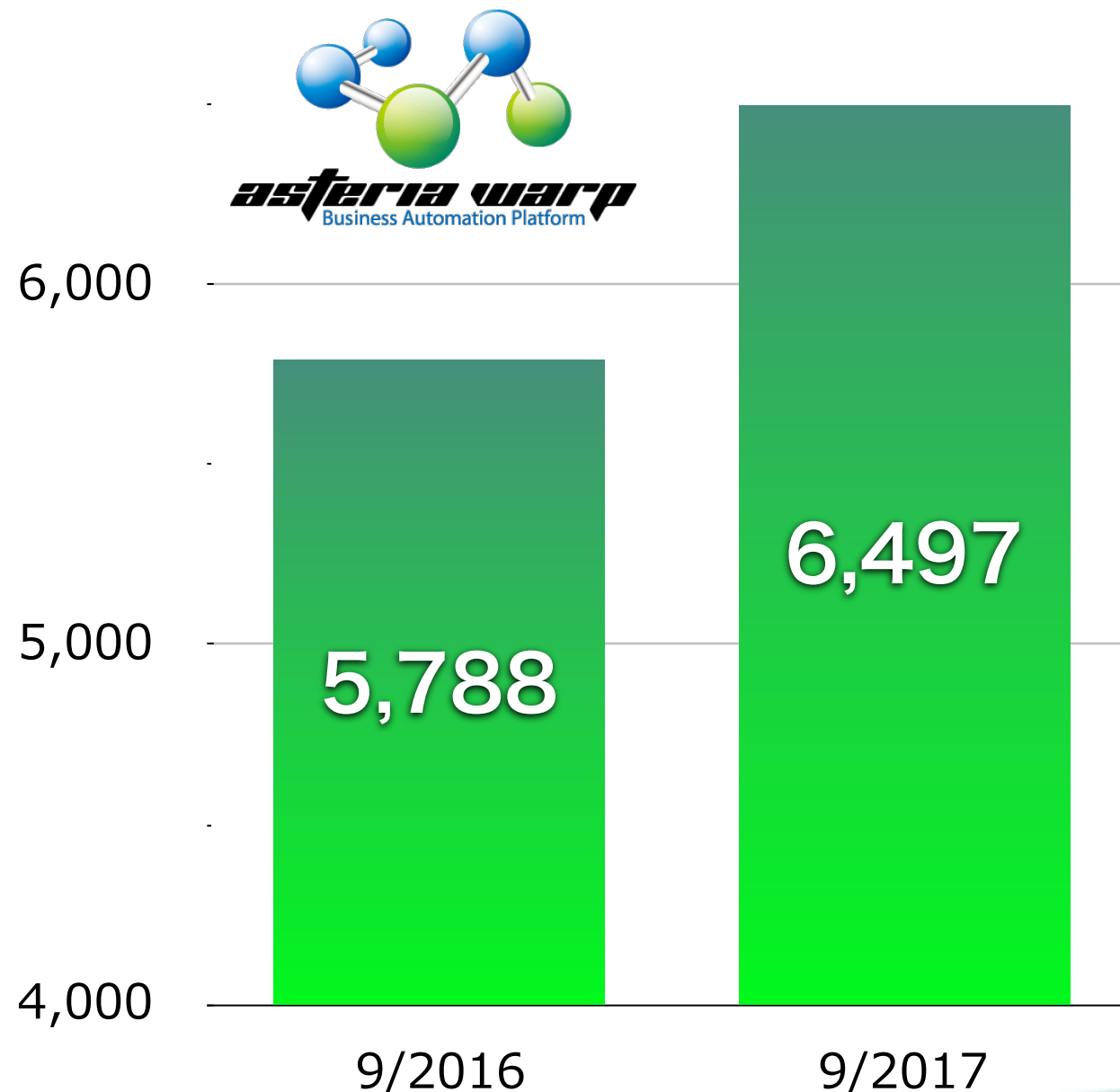
Source: 'Software Marketing Analysis EAI/ESB Market 2017" - Techno System Research Co.Ltd.

of ASTERIA adopted companies

（# of companies）

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

6,497

5,788 (9/2016)

6,497 (9/2017)

Published 8/9/2017

Expand Support Industries

- Started off with big names like Sony(#1 user) and Kyocera(#2 user), ASTERIA has been adopted by mid-size organizations.
- Adopted by various industries.
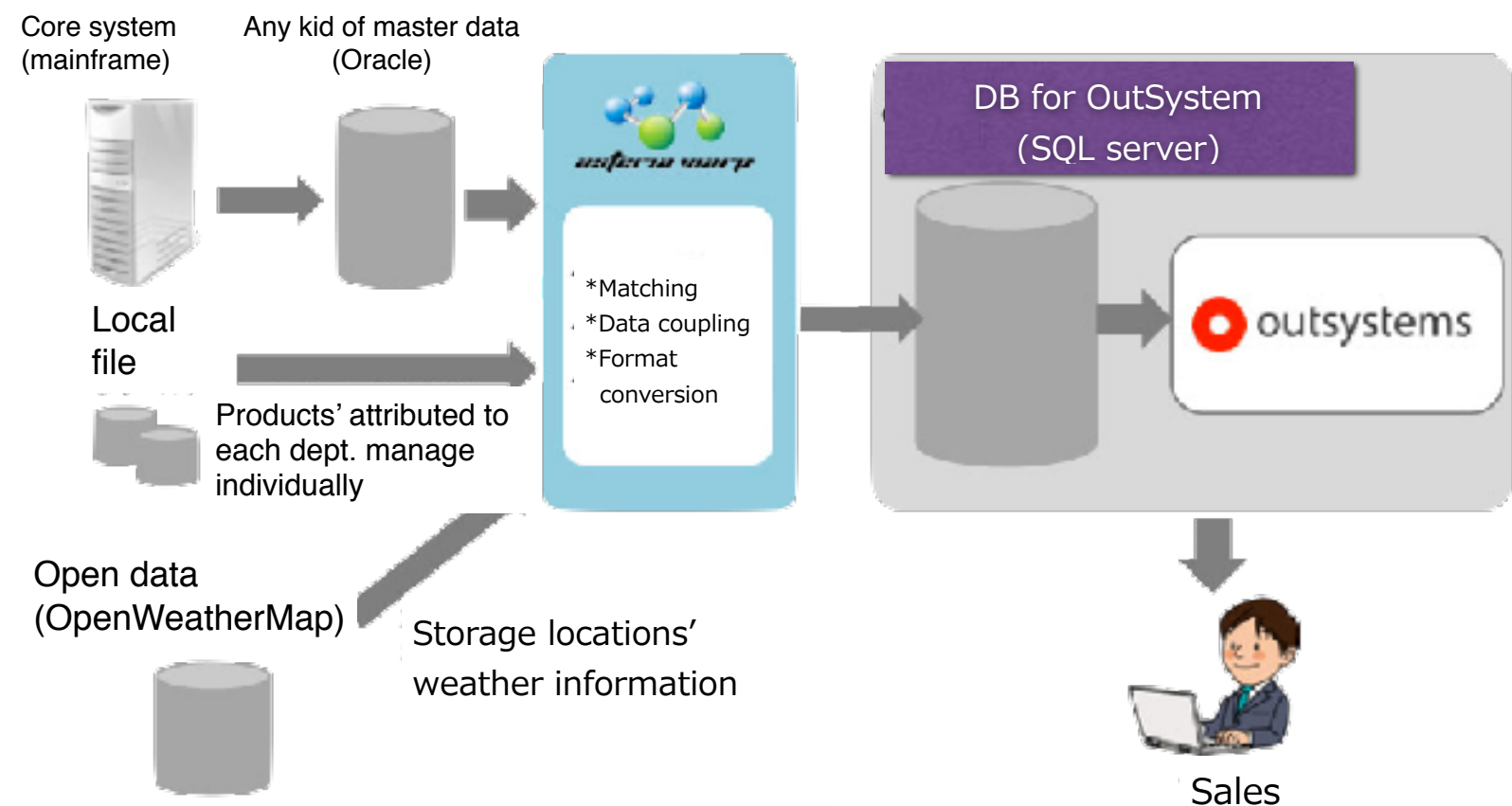
Q2 Case Study : Sakata Seed

サカタのタネ

PASSI✿N in Seed

- Sole integration management enables quick change integration destination.
- 100% in-house development due to ASTERIA WARP and OutSystems' high development productivity.
- Sales team is able to get latest sales updates immediately via online.

OutSystems integration
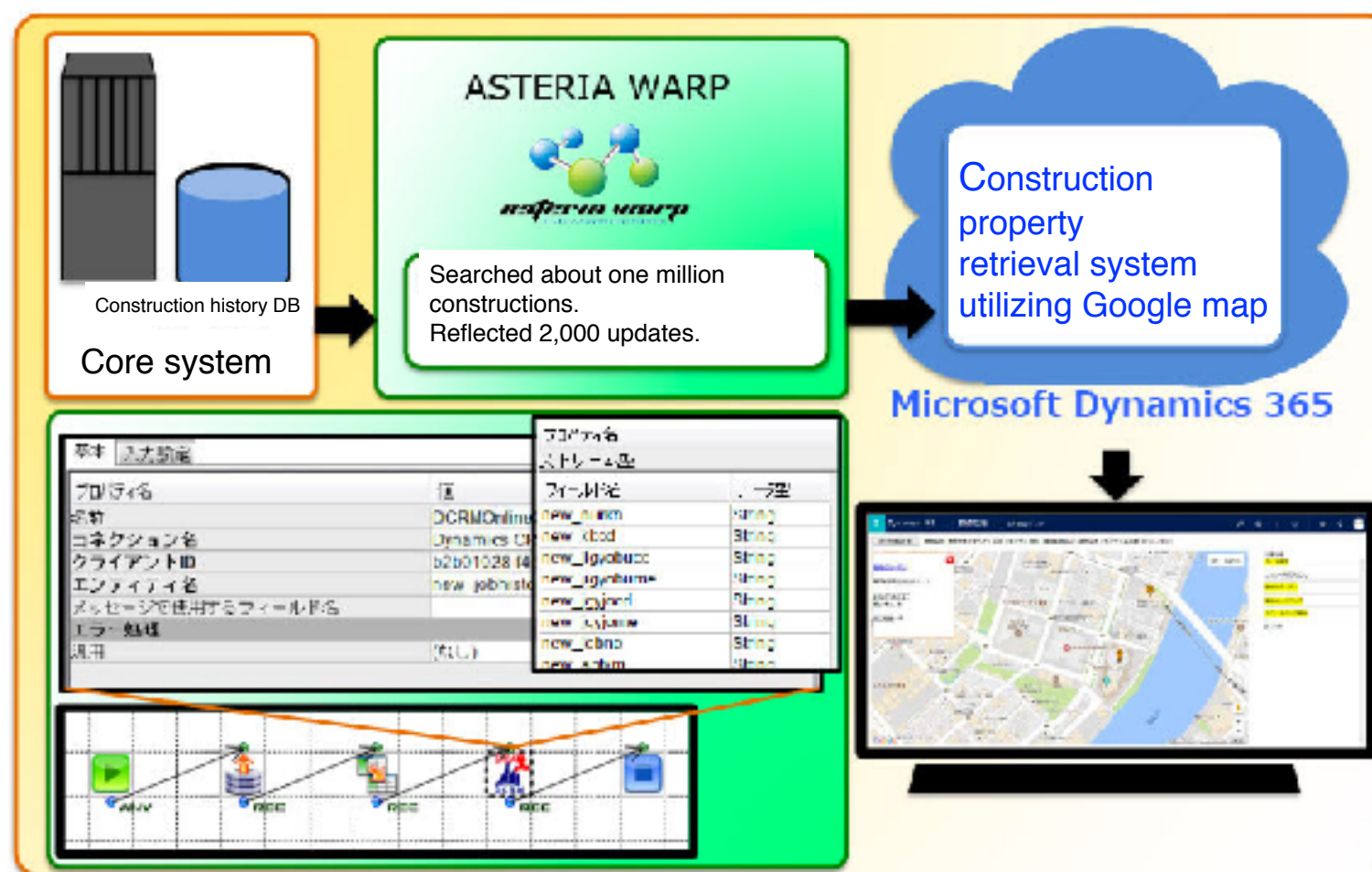
100% in-house development

Published 8/9/2017

Core system (mainframe)

Any kid of master data (Oracle)

Local file

Products' attributed to each dept. manage individually

Open data (OpenWeatherMap)

Storage locations' weather information

DB for OutSystem (SQL server)

*Matching
*Data coupling
*Format conversion

outsystems

Sales

Q2 Case Study: Sanki Engineering

三機工業

- In-house development for integration of Microsoft Dynamics 365(CRM) and the core system.
- 2 months development by use of ASTERIA dedicated adapter.

**Microsoft Dynamics integration**

100% in-house development

Construction history DB

Core system

Searched about one million constructions.
Reflected 2,000 updates.

ASTERIA WARP

Construction property retrieval system utilizing Google map

Microsoft Dynamics 365

Published 9/11/2017

YOKOGAWA

- By fully utilizing adapters, customer seamlessly integrated their own service products and various systems.
- Realized x10 higher productivity than developing from scratch.

ServAir integration

SAP integration
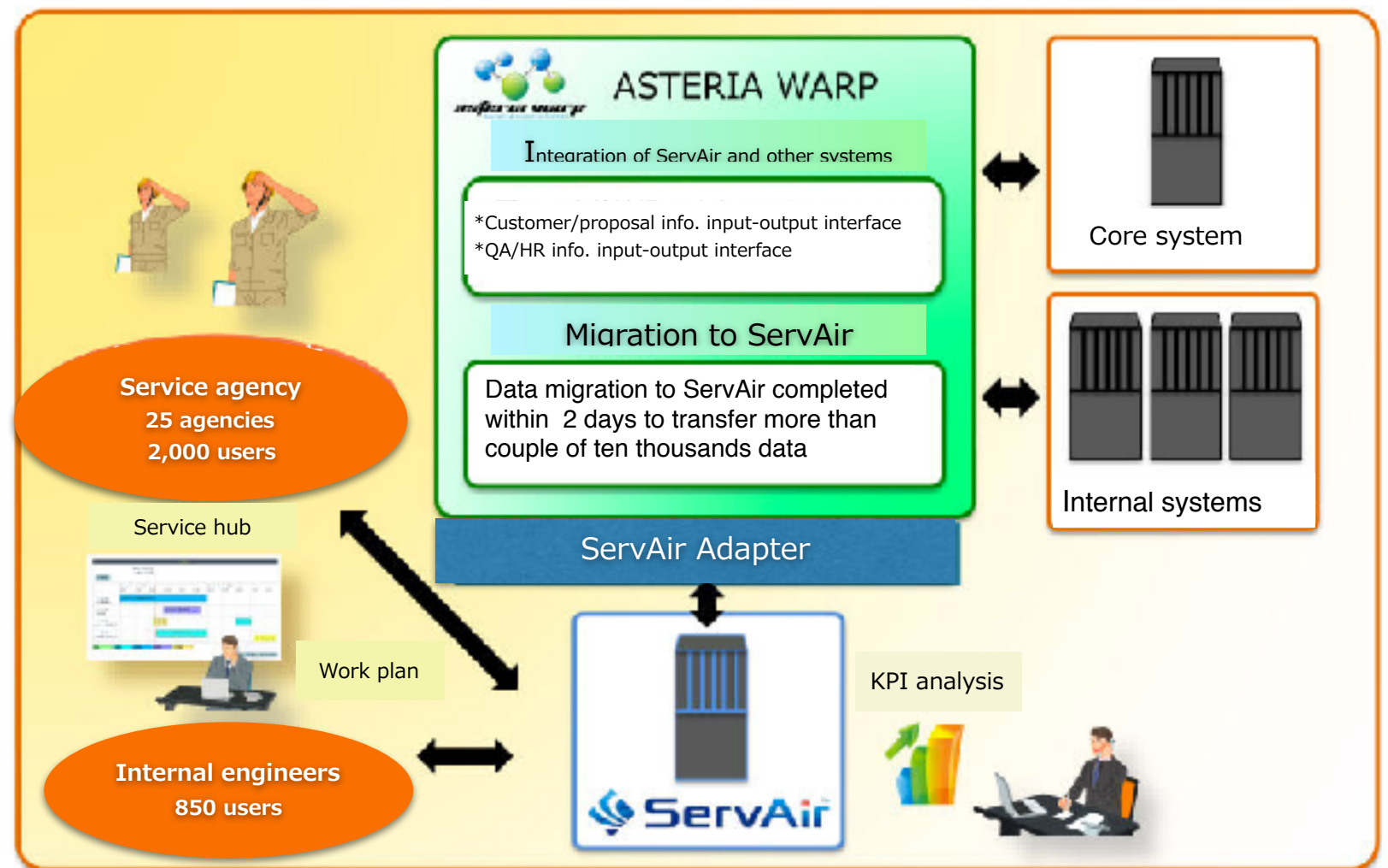
Published 8/9/2017

New Sales Partners (AMP, ASP)

ASTERIA Master Parters

NTT DaTa
株式会社 NTTデータ九州

Published 5/8/2017

KEYWARE SOLUTIONS

Published 7/7/2017

ASTERIA Subscription Partners

Increased to 14 partners

ISI Software
Keyware Solutions
TOKAI Communications
Neutral Co., Ltd
DTS Corporation
I'll
Systena Corporation
iret
Suzuyo Shiwart
Artisan
NRI Secure Technologies
Kobe Digital Labo
Yokogawa Solutions Service
RPA Technologies

systena

Kobe Digital Labo

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New Adapters One After Another

■ Even more adapters for ASTERIA WARP to expand integration destination systems.

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

Published 5/5/2017

Dedicated adapter for "POWEREGG" - groupware and workflow software proven by more than 1,200 customers

Published 6/9/2017

Dedicated adapter for "NetSuite" - an online service that enables companies to manage all key business processes in a single system.

Published 8/17/2017

Growth Area: RPA (Robotics Process Automation)

■ Support front to back end automation through the collaboration with RPA technologies

RPA

Expand RPA

People

BizRobo!

IT

Higher Efficiency

「**BizRobo Smart Connect**」

asteria warp CORE

✓ Variety of connect function
✓ Multi. file processing
✓ Imports large data

Cloud service

Internal system

Growth Aria：AI (Artificial Intelligence)

■ Convenient access to Azure Cognitive Service from ASTERIA

■ Cosponsored a seminar with Microsoft Japan for ASTERIA users

ASTERIA component for Azure Cognitive Service
Copy text from images
Tag on images
Create thumbnail display
Text demonstration
Video demonstration

＜Cognitive technology API＞

✳ **Microsoft Azure**

   image analysis, emotion analysis, face detection, video analysis, speech, voice recognition, speaker recognition, spelling check, text analysis, translation, content filtering, Q&A, recommendations, auto suggestion, search function

✳ **Google**

   image analysis, voice recognition, text analysis, translation
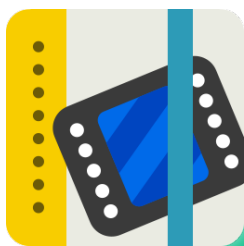
✳ **Amazon**

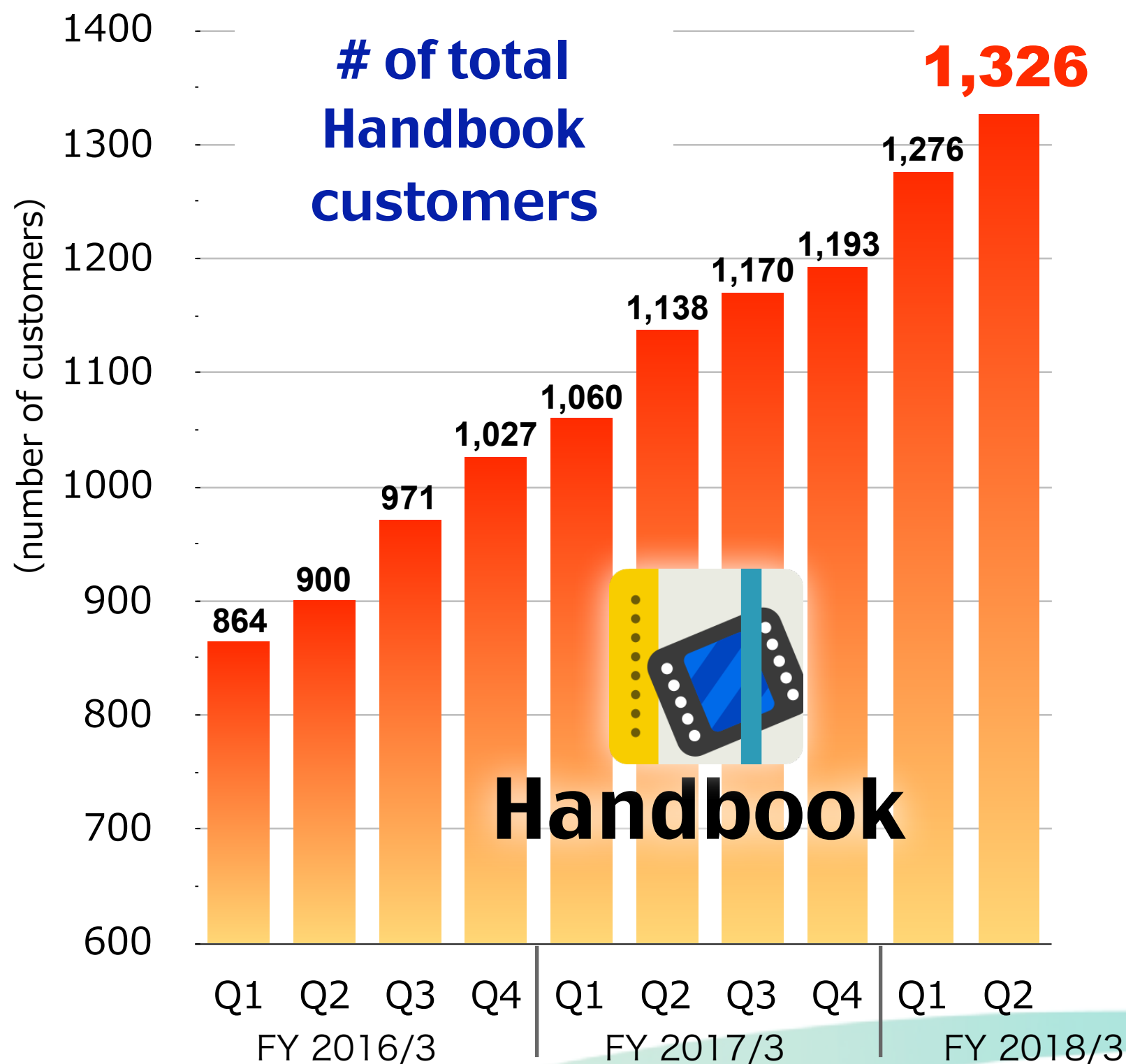   image analysis, speech, chatbot

Flagship product 2.

Handbook

Smart Presented, Smart Delivered

1,300 + Total Customers

# of total Handbook customers

1,326

(number of customers)

Quarter	Value
Q1	864
Q2	900
Q3	971
Q4	1,027
Q1	1,060
Q2	1,138
Q3	1,170
Q4	1,193
Q1	1,276
Q2	1,326

Handbook

FY 2016/3 — Q1 Q2 Q3 Q4
FY 2017/3 — Q1 Q2 Q3 Q4
FY 2018/3 — Q1 Q2

- 188 new customers signed up for accounts in the last 12 months. Total customer number is now

1,326

シェア No.1※

2016年度

Source : ITR Market View: 2017
Enterprise / Mobile Management Market

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Q2 Case Study: Sun Chlorella

HEALTH IS WEALTH™

sun·chlorella

サン・クロレラ販売株式会社

- ■ Better management and higher security than other services.
- ■ Not to save any information to devices.
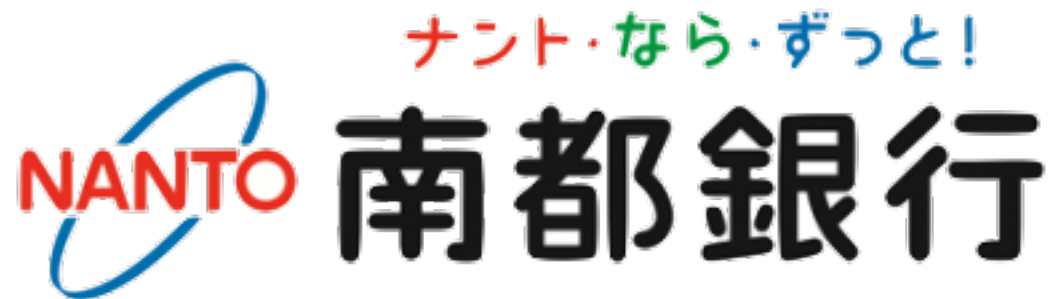- ■ Easier central management of file/video makes administrator more efficient.

Manufacturing process is now easy to explain with video

Admin

Handbook

Documents   Questioner/test   Video

Sals   Meeting   Employee education
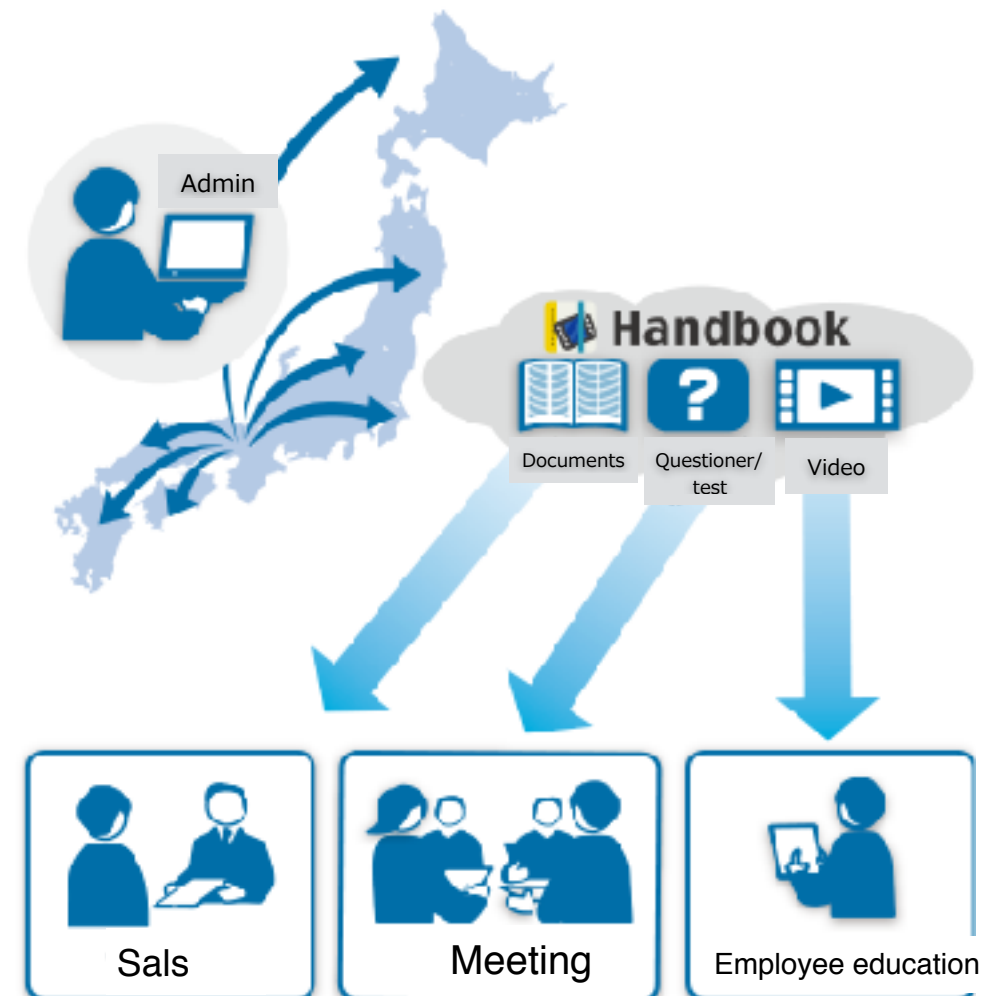
✔**More contracted orders**

✔**Higher employees' skills**

Published 7/4/2017

infoteria

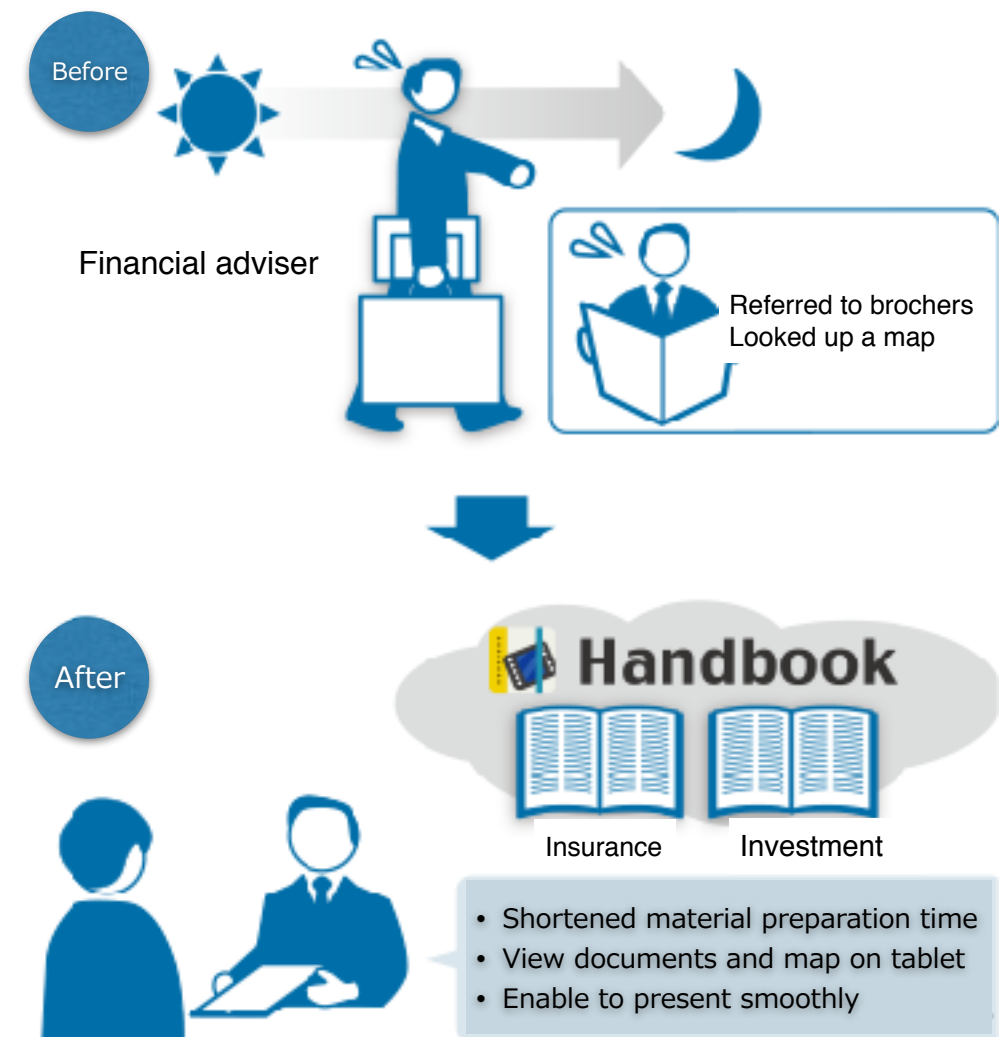# Q2 Case Study : Nanto Bank

ナント・なら・ずっと！

NANTO 南都銀行

- 140 bank branches use electronic catalog now. Enabled to reduce sales material preparation time, increase work efficiency.
- Utilizing video contents, financial advisers can provide clear and easy to understand proposals.

Before

Financial adviser

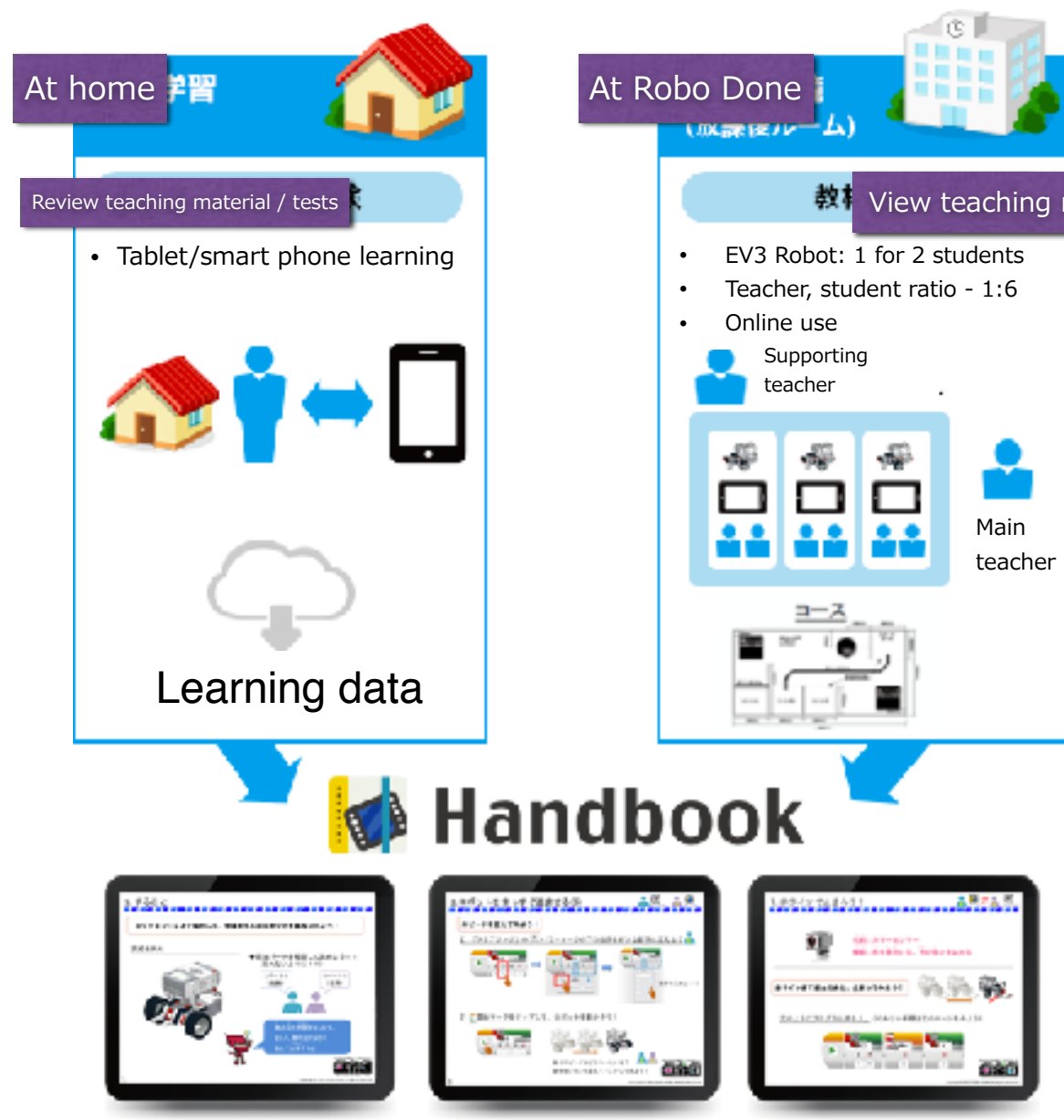Referred to brochers
Looked up a map

After

Handbook

Insurance   Investment

- Shortened material preparation time
- View documents and map on tablet
- Enable to present smoothly

✔ **Reduced paper/printing costs**
✔ **Shortened material preparation time**
✔ **Presentable with the latest material**

Presentation by financial adviser

Published 9/13/2017

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MIC Programming Education Promotion - Robo Done

■ Adapted Handbook for measurement of tablet/smart phone learning - testing for robot programming curriculum for elementary school students.

At home 学習

Review teaching material / tests

- Tablet/smart phone learning

Learning data

At Robo Done 室
(放課後ルーム)

教材 View teaching material

- EV3 Robot: 1 for 2 students
- Teacher, student ratio - 1:6
- Online use
  Supporting teacher

Main teacher

コース

Handbook

■ Adapted reasons
  ✓ Questioner/test functions
  ✓ User interface
  ✓ Pay-per use
  ✓ Supports multiple devices

Students using Handbook

Published 8/22/2017

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Announced Handbook 5th Generation

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

Up to **Handbook 4**
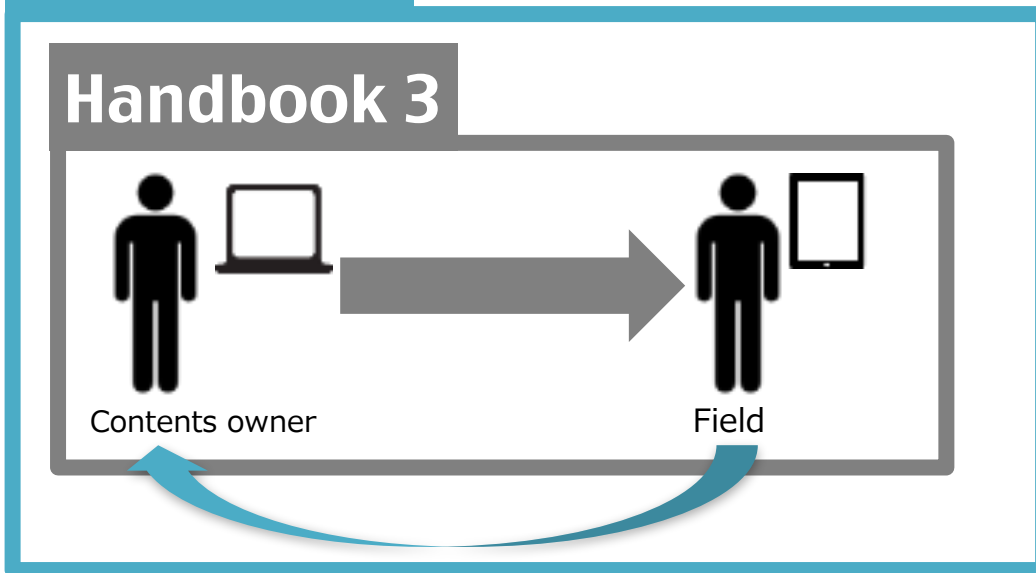
MCM

Mobile Content Management

⬇

Handbook 5

MCE

Mobile Content Enablement

Published 7/18/2018, the delivery started 8/30/2018
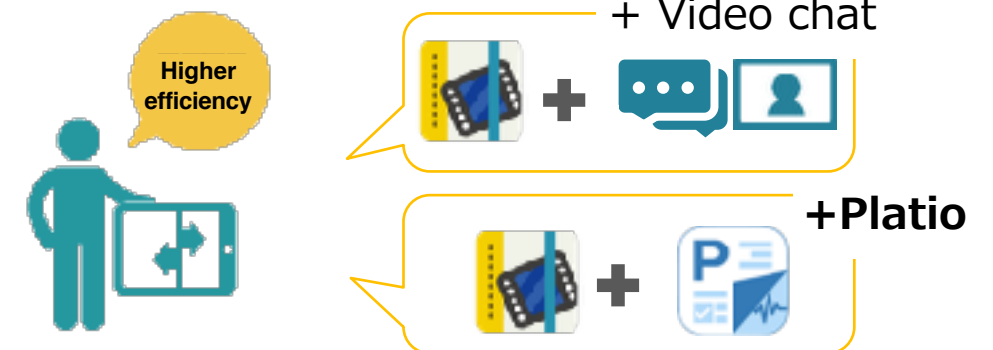
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Expand usage with Handbook 5

Handbook 4

Handbook 3

Contents owner → Field

Work-style reform

New work-style with new technology

Higher efficiency

+ Video chat

+Platio

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

Cross organizations

Share contents with large number of audiences

View together

Cross organizations with Smart Share

Support new devices

Enable to use variety of devices

Multiple devices
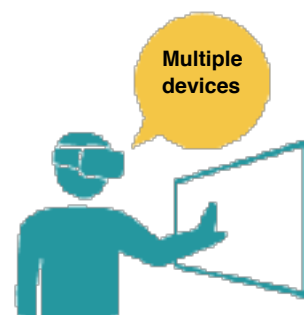
Supports HoloLens Strengthen 2-in1 Windows PC support

Expand content utilization

Digital signage at a store or trade show

Auto Play

Auto play for Handbook's contents

Make the site appealing

Product Appeal

360° image or video

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New Products

Platio

Gravio

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TSUNAGU Expands to IoT
(Connectivity)

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

Enterprise IT systems

Connect systems and people

Handbook
Mobile content platform for collaboration

asteria warp
Business Automation Platform

Connect systems

Connect Systems and IoT

Gravio
Edge computing platform for business automation

Platio
Connect people and IoT
IoT mobile app dev platform for better field work efficiency

People

IoT(Things)

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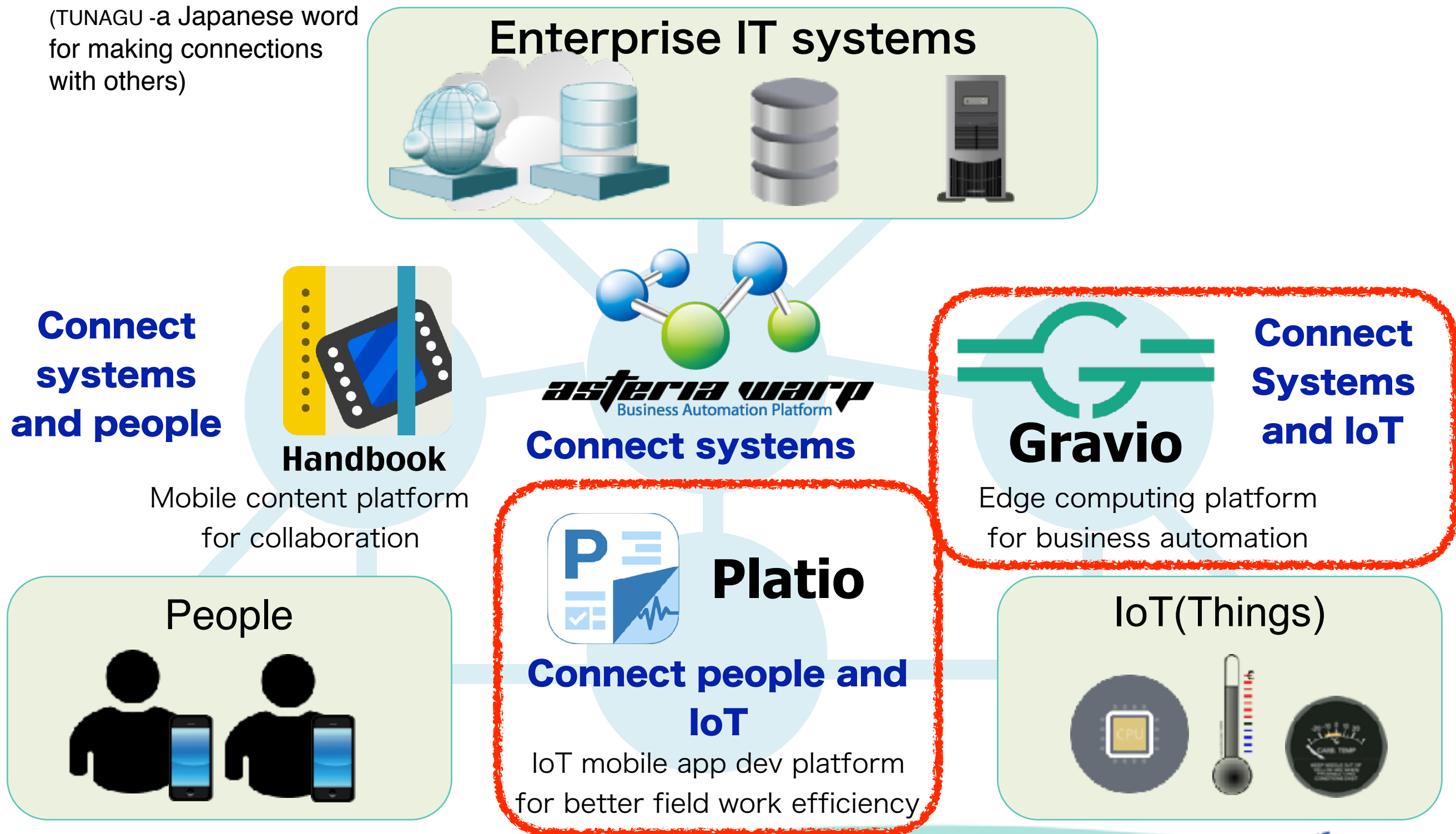
Platio - Connect People and IoT

Platio

✓ **Create with ready-made templates**

- Delivery started in February 2017
- Epoch-making software allows you to easily create IoT enabled mobile applications by selecting ready made templates.
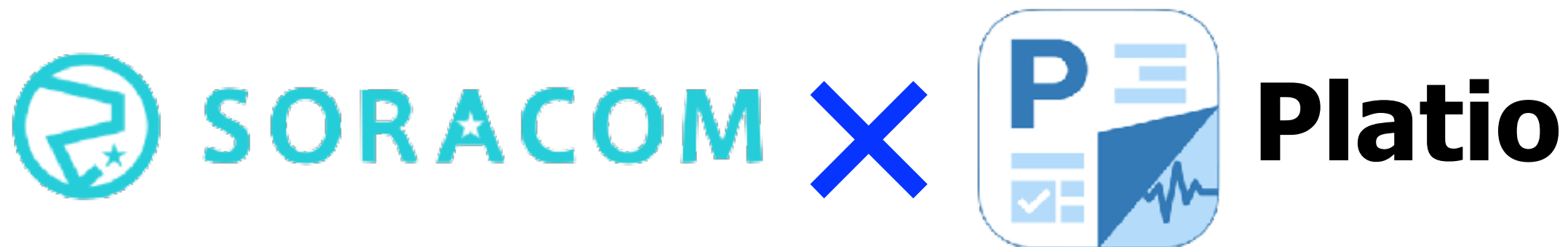
✓ **Be agile, distributed→usable**

infoteria

■ Enable to view sensor data from Platio with the collabolation of SORACOM

SORACOM ✕ **P** **Platio**

Cloud integration

SORACOM
SORACOM Funnel
SORACOM Air

Send sensor data

IoT/M2M device set at a location

Platio

View and data input from app.

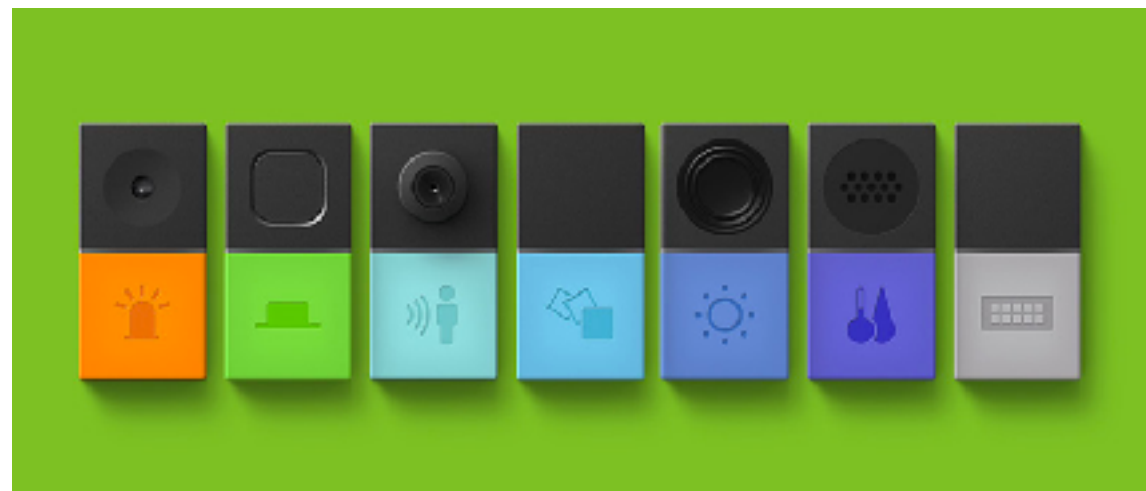Field sales, etc using mobile devices

infoteria
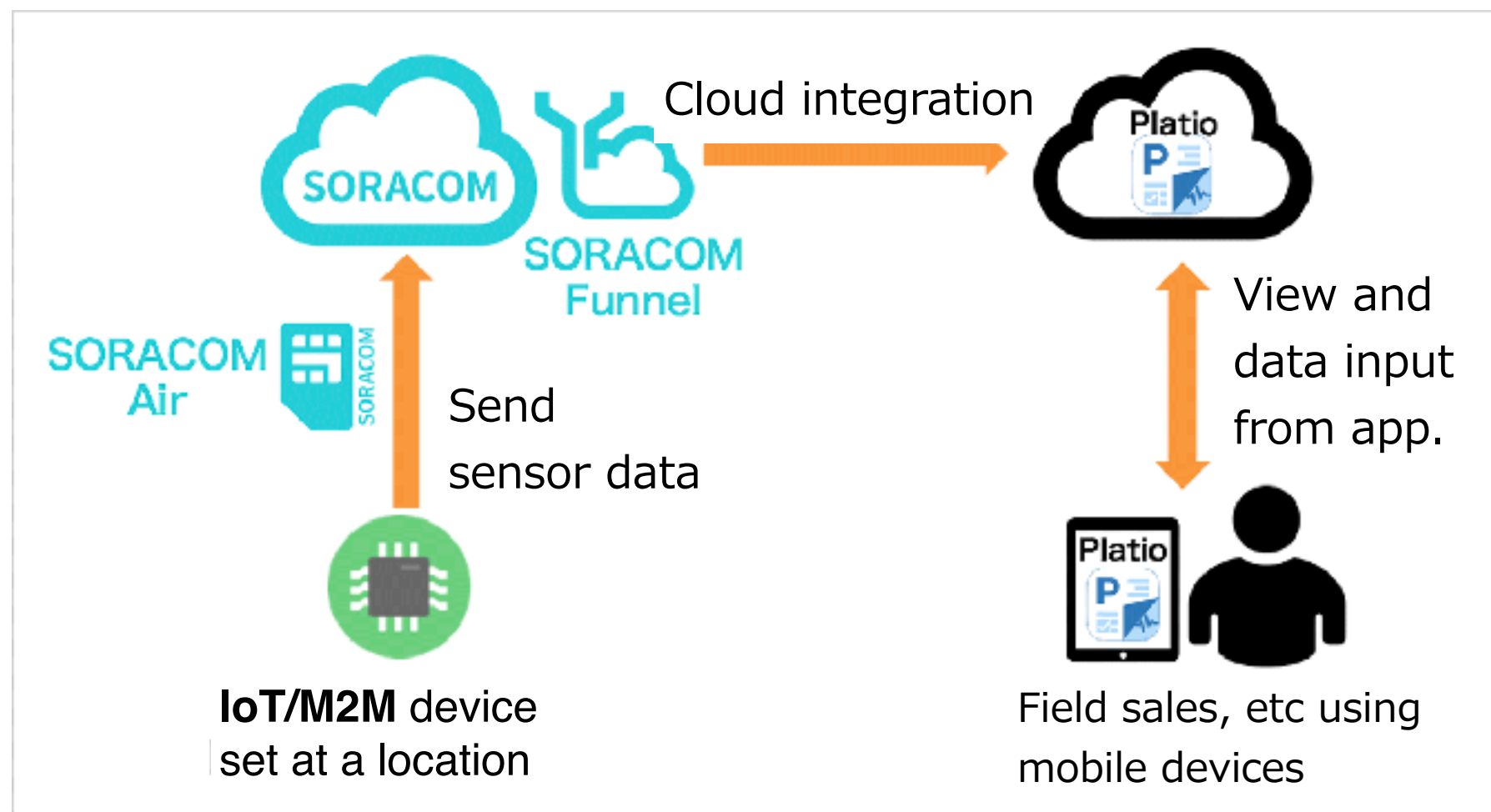
- CEATEC : Introduced "Platio" at "MESH" booth with Sony

MESH™
Make, Experience, SHare
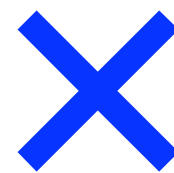
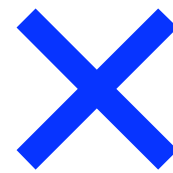× **Platio**

Various sensors

CEATEC : Sony booth

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■ One flow example from downloaded data to field use after integration of IoT gateway, OpenBlocks

OpenBlocks ✕ **Platio**

Data download	Cloud	Field

Downloads data from various devices by OpenBlocks

Programing tool "Node-RED"

Sensor

"PD Handler", a software collects data

Control devices/ PLC, etc

Data collection device

IoT gateway "OpenBlocks"

Platio node integrates OpenBlocks and Platio

Data store

"Data Console"

Mobile cloud platfrom "Platio"

Remote monitoring Remote control

Field staff

Data management

Administrator

Higher business efficiency by use of IoT with Platio

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■ Established IoT connectivity which makes field "smart" by the collabolation with cloudpack

cloud pack **✕** **Platio**

Location IoT/M2M
▮ Collects IoT/M2M data to cloud

Field staff
• View IoT/M2M sensor data anywhere, anytime with mobile devices.
• Enable to send your own device's data or business reports.

Administrator
• View IoT/M2M sensor data or field worker's data
• Enable to provide info. to field workers
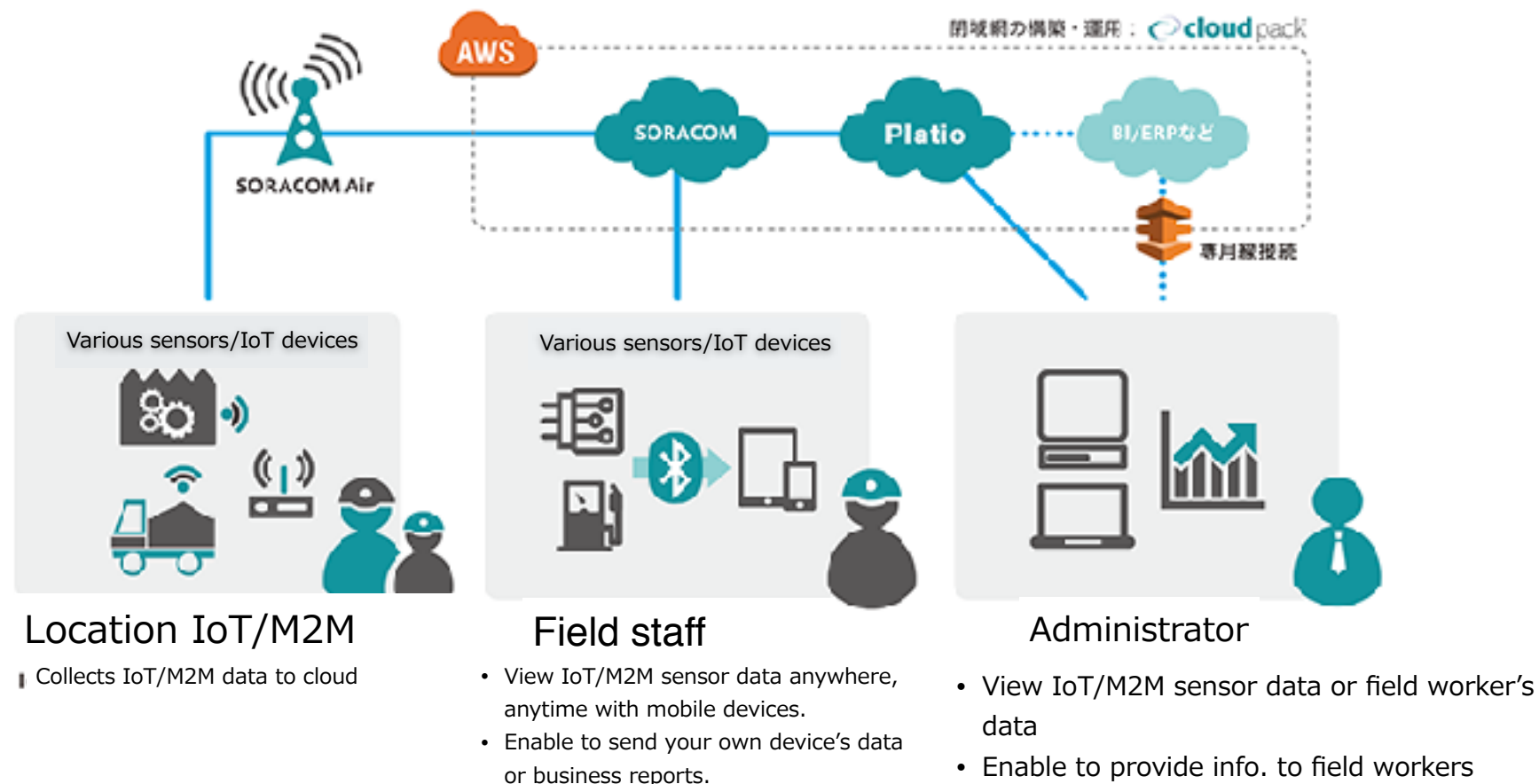
- Supports "DIY" IoT in collaboration with Cerevo

BLUE NINJA ✕ **Platio**

✳**Usual IoT**
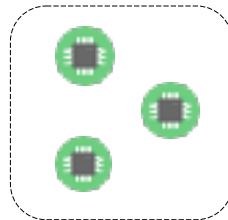
IoT devices developed individually or customized

+

In-house development softwares

Large initial investment, difficult to change , no flexiblelity

✳**DIY IoT**
（**D**o **I**t **Y**ourself)

DIY development
IoT development module
BLUE NINJA

+

DIY development
IoT app. development platform
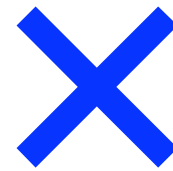**Platio**

Small initial investment, highly flexible

infoteria

- Platio supports UNI-ELECTRONICS's Bluetooth devices

UNI-ELECTRONICS
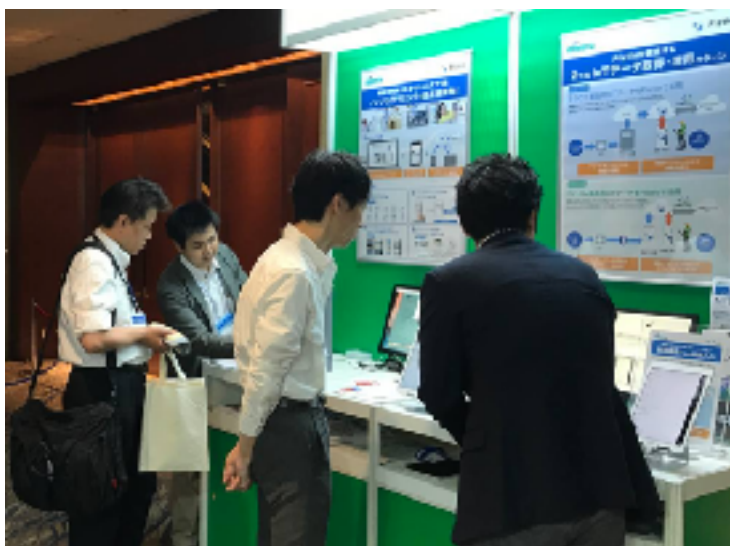Logtta

× **Platio**

UNI-ELECTROICS's sensors
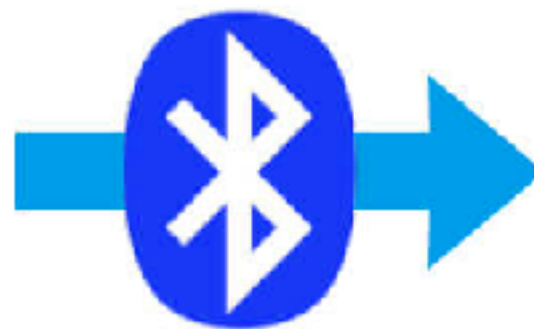
Receives sensor data with mobile devices

Ready to use for Business with Platio created mobile app
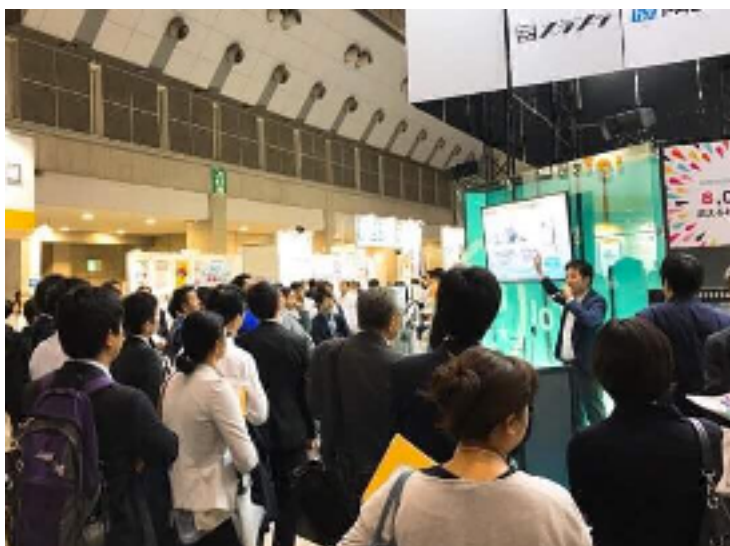
Events and Seminars

SORACOM Discovery

Ina city Hackathon

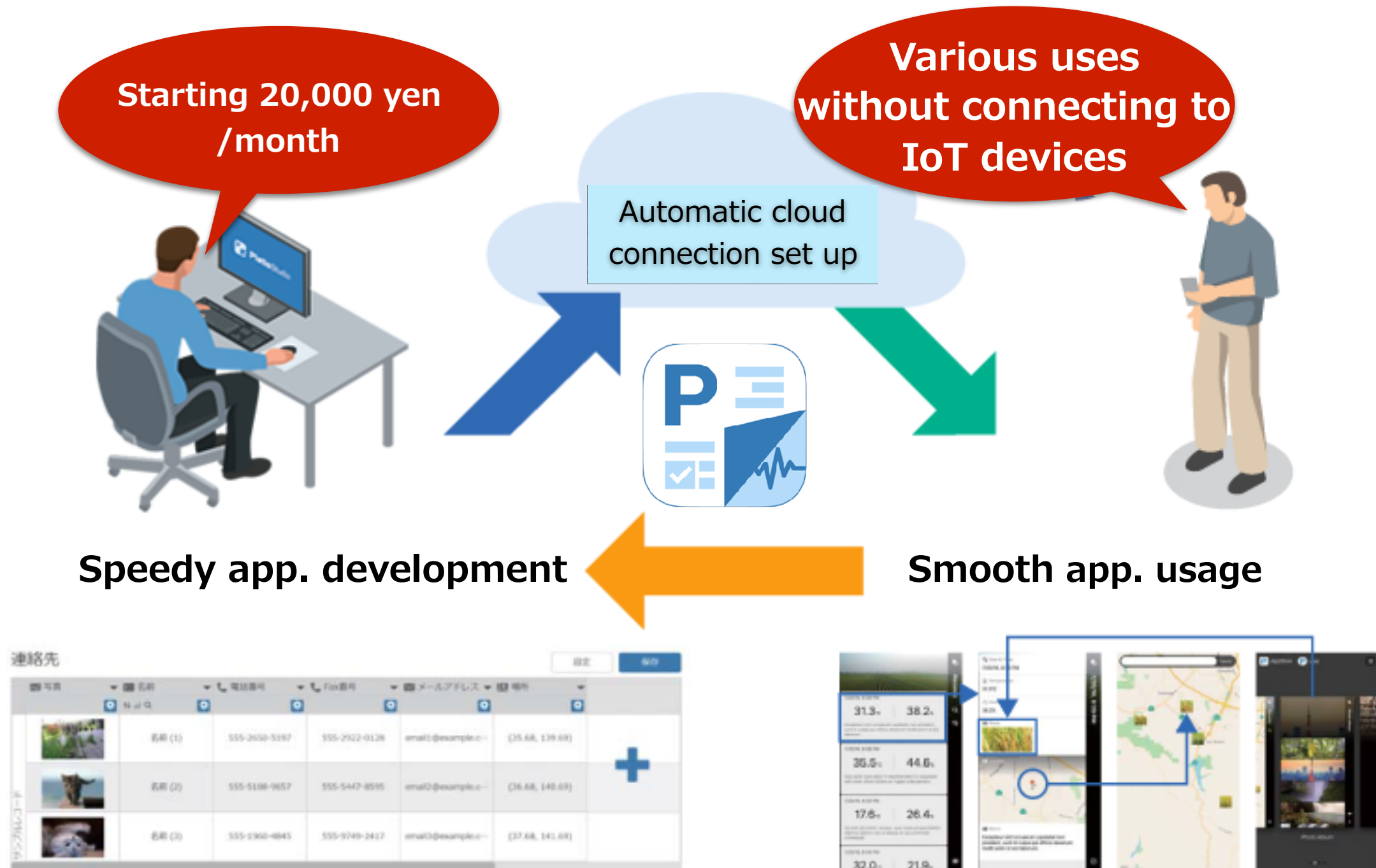Infoteria IoT seminar

IT Week

CEATEC

Hands on seminar

Added New Line Up for Mobile Use

■ Launched new line up, less expensive, without connecting IoT devices

Starting 20,000 yen /month

Various uses without connecting to IoT devices

Automatic cloud connection set up

Speedy app. development

Smooth app. usage

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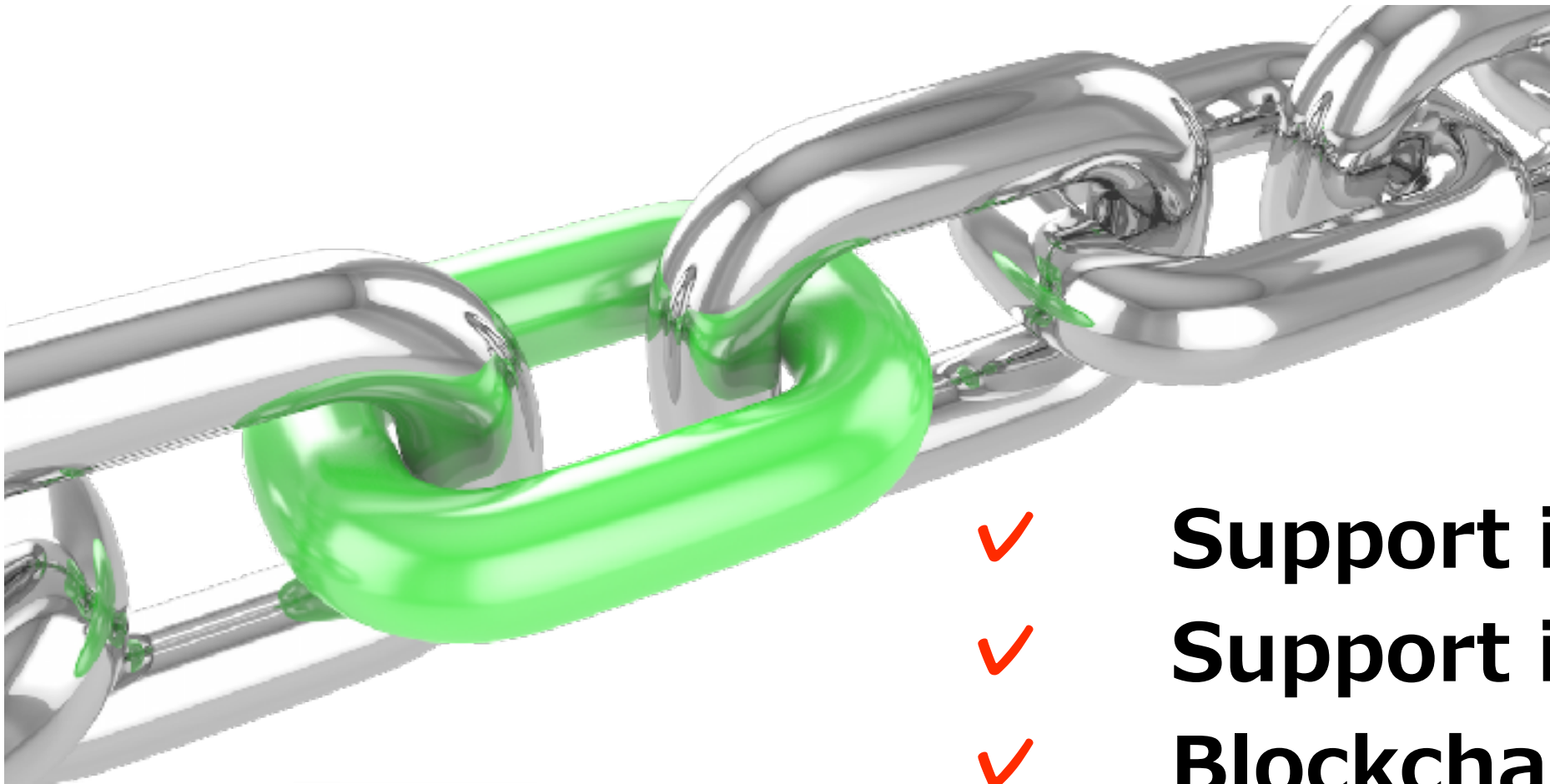# Gravio - Connect Systems and IoT

Gravio

- Delivery started June 2017.
- Non-coding platform.
- Data conversion, input/output
- Edge computing middleware for IoT.
- Operates on Windows 10.

✔ **Enable to control IoT**
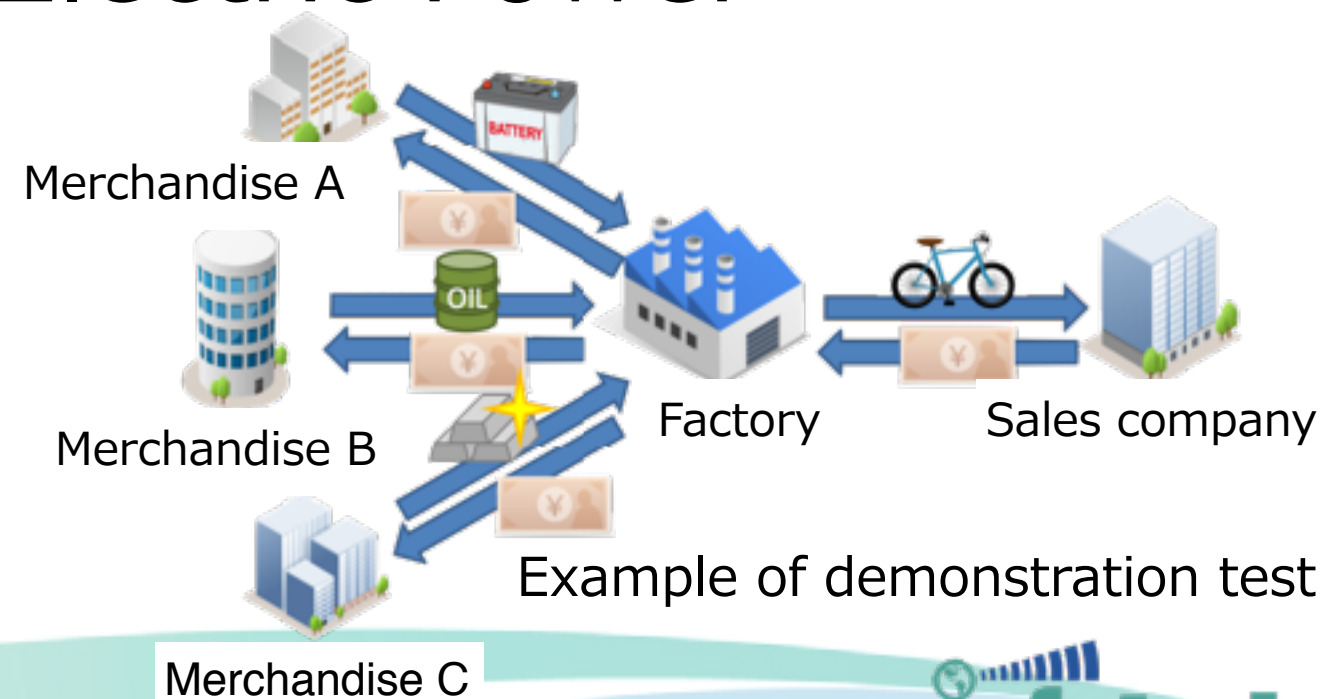

Data Flow View

Layout View
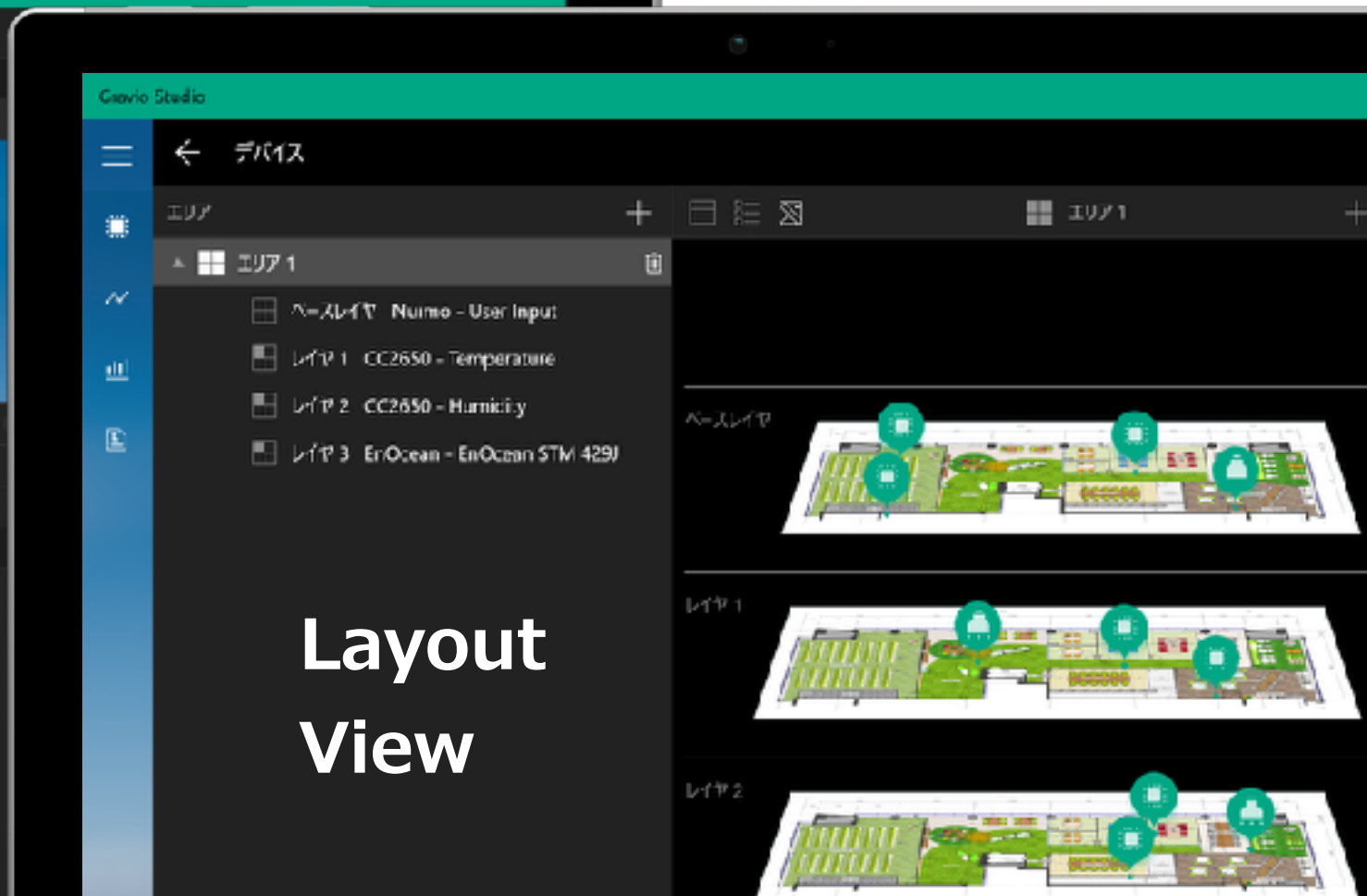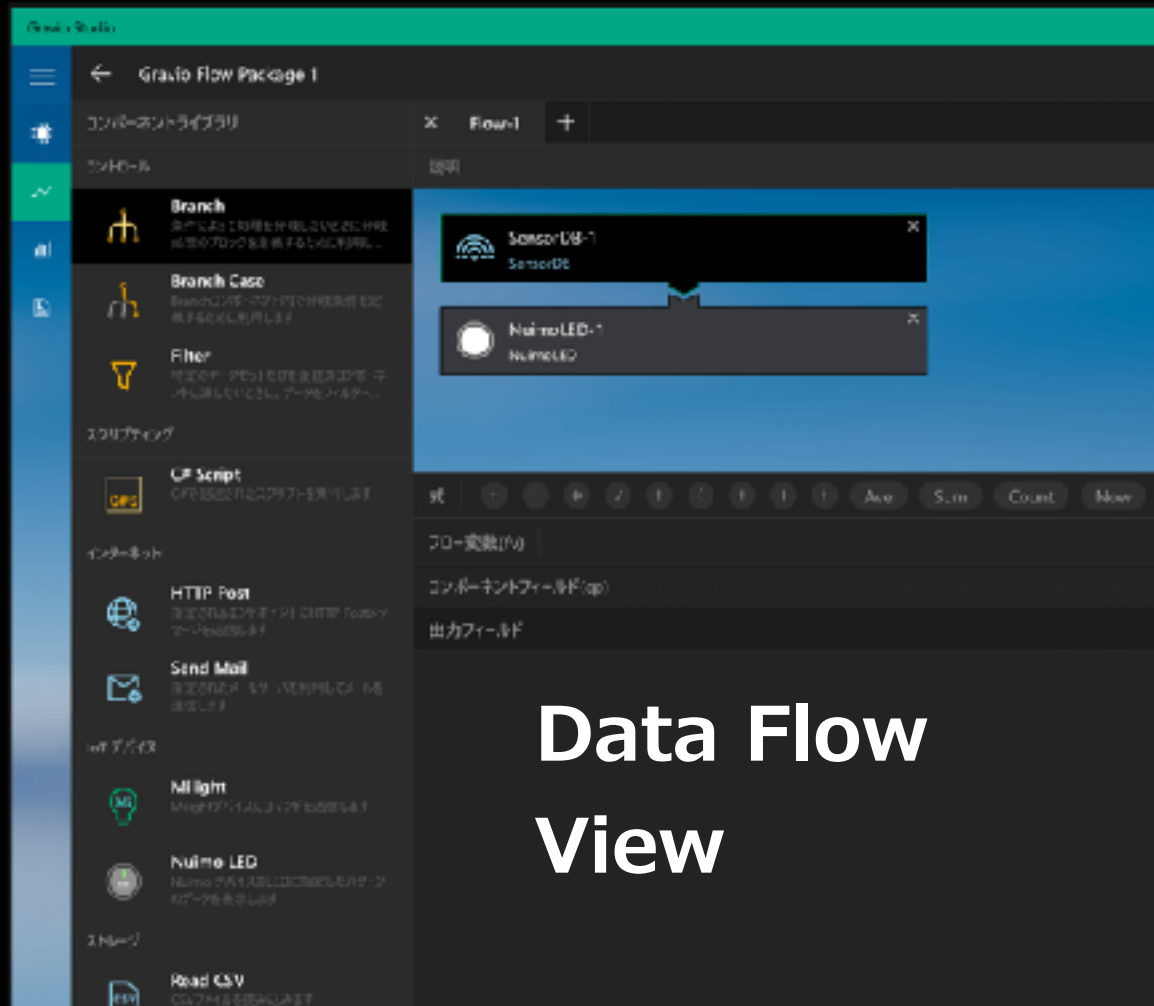
Blockchain

- Established Blockchain Business division in April 2017.

✓ **Support in ASTERIA**

✓ **Support in Gravio**

✓ **Blockchain based Services**

✓ **BCCC activities**

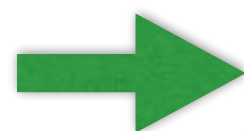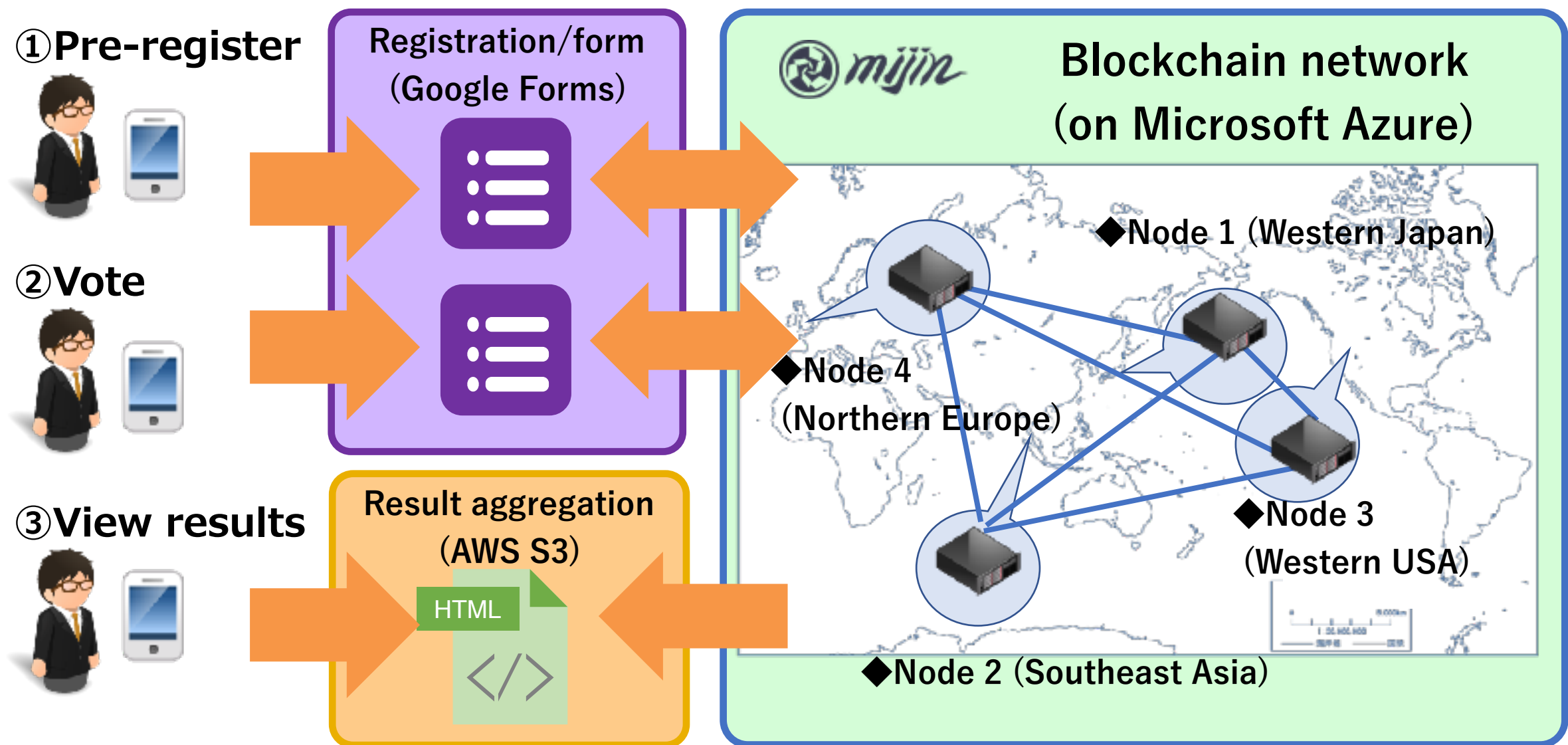**infoteria**

Blockchain Business Use Consulting

- Blockchain business use consulting (not limited to Financial technology)

- Enable to use Hackathon and experiment

- Adopted by Chubu Electric Power

Merchandise A

Merchandise B

Merchandise C

Factory

Sales company

Example of demonstration test

※No system construction needed

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.

①**Pre-register**

②**Vote**

③**View results**

Registration/form
（**Google Forms**）

Result aggregation
（**AWS S3**）

HTML
</>

Blockchain network
（**on Microsoft Azure**）

◆Node 1（Western Japan）

◆Node 4
（Northern Europe）

◆Node 3
（Western USA）

◆Node 2（Southeast Asia）

The White paper coming soon

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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.
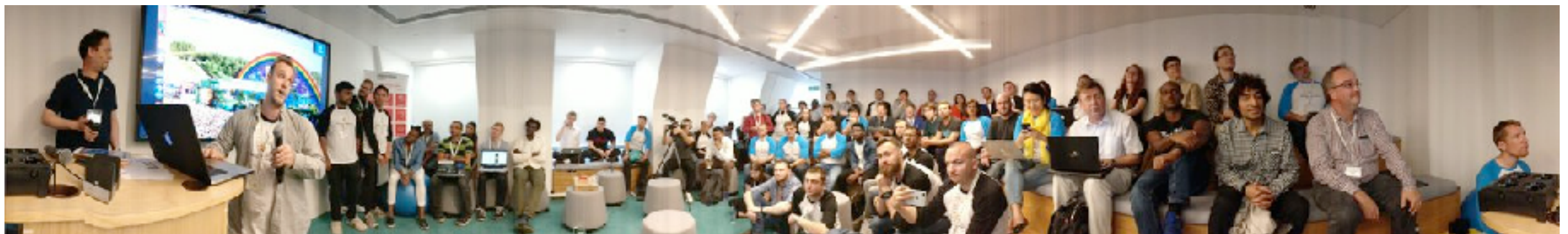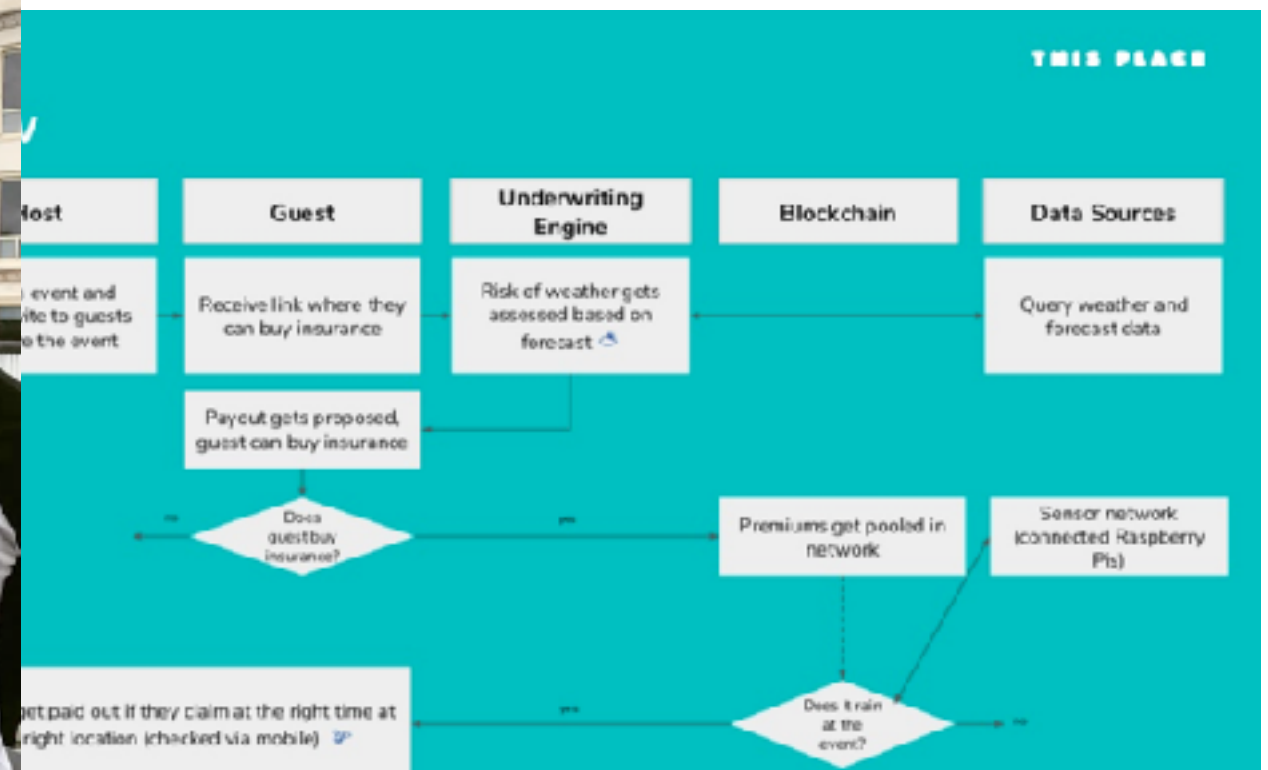
Details at →https://www.infoteria.com/jp/news/press/2017/08/10_02.php

Blockchain Collaborative Consortium

- BCCC is for any activities regards to Blockchain, such solving various subjects and promotion which no one company can manage on its own.
- **Yoichiro Hirano is the Representative Director.**

170+ companies have joined

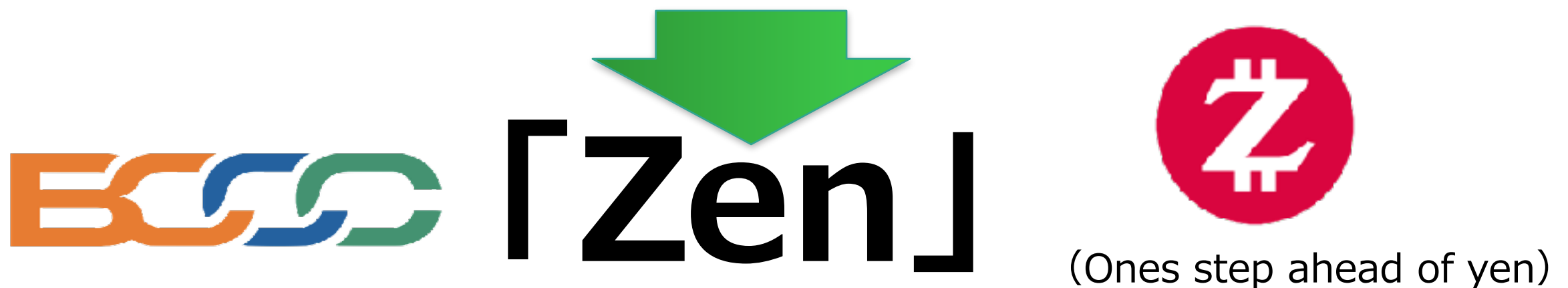| Advertising	Financial
Smart city	**Risk management**

Blockchain Collaborative Consortium

Updates
- ✔ **Registered digital currency to Financial Service Agency**
- ✔ **Trading record at Digital currency exchange**

Digital currency provides stable exchange rate against Japanese yen

BCCC 「Zen」

(Ones step ahead of yen)

Points
- ✔ **Aim is a stable digital currency even with exchange rate**
- ✔ **Span multiple blockchains**
- ✔ **Comply with laws and regulations**

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ICO Council

- ICO = Initial Coin Offering
- **Yoichiro Hirano is a member of ICO council**
- Infoteria is an invested partner in Tech Bureau Corp. They bought

$95.4M worth of COMSA's IOC.

COMSA

- ✓ ICO is now in its infancy
- ✓ Undeveloped regulations, accounting and taxation.
- ✓ Possible to raise large amounts
- ✓ ICO is part of the token economy
- ✓ A solution is needed in ICO to eliminate scammers and fraud

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Design Service

This Place Limited is 100% Infoteria's subsidiary as of April 20,2017

Design Service Contributed Most to Sales

✳ **Provided mainly by This Place**

- ◆ Digital design and consultancy for major corporation
- ◆ Supports customer's digitalization
- ◆ Offices in London and Seattle

Major clients

T··Mobile·   Samsonite   TEVA   BBC

Hannaford   food   Ahold Delhaize   AEG   M&CSAATCHI   Woolworths

asos   SECURE   MANDARIN ORIENTAL THE HOTEL GROUP   dunhill   Edelman

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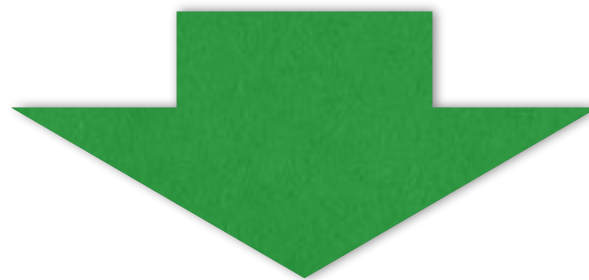# Acquisitions of Design Consultancy

"Design" is essential for business strategy

Accenture (USA) acquired "Fjord"

Facebook (USA) acquired "Hot Studio"

McKinsey (USA) acquired "LUNAR"

Capital One (USA) acquired "Adoptive Path"

Design First, Design Thinking

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.**

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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.

✳ Cashed in 2,250 million JPY (June to July 2017)

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

✳ Restricted stock grant   (November 2017)

- ▸ Motivate employees and generate loyalty.
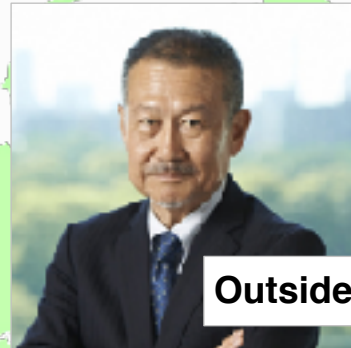- ▸ 3 year restriction, total value 2,460,000,000 JPY.

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Management Team

Yoichiro Hirano

Representative Director

- Co-founder
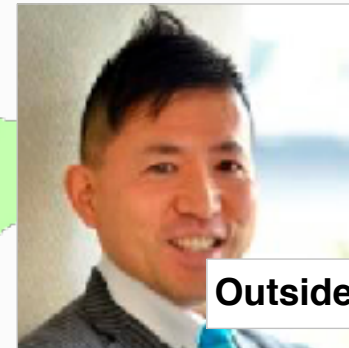- President and CEO
- Singapore resident

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

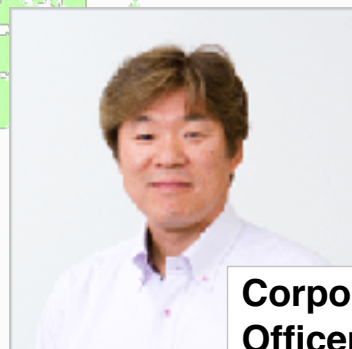**Outside Director**

- Fenox Venture Capital CEO
- US resident

Pina Hirano

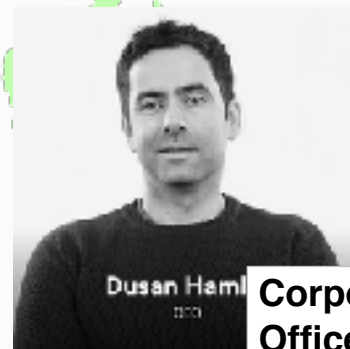**Corporate Officer**

President and CEO

Yoshi Kitahara

Corporate Officer

Vice President
CTO

Dusan Hamlin

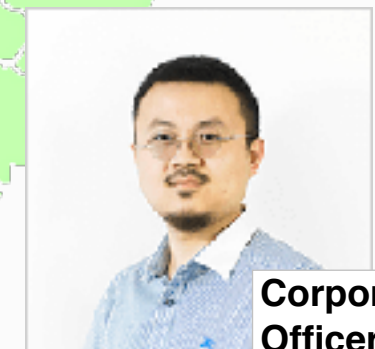**Corporate Officer**

Global COO
- UK resident

Yas Saitoh

Corporate Officer

CFO

Sim Wong

Corporate Officer

China R &D Center
- China resident

infoteria

"Connect" Future, Infoteria

Connect Systems

Connect People

Connect Things

Connect Future

infoteria

JPX
TOKYO STOCK EXCHANGE
3853

London

Seattle
Cupertino

Hangzhou
Shanghai
Hong Kong

Tokyo
Osaka

Singapore

Connect the World with Software

infoteria

Financial Results for Q2

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)