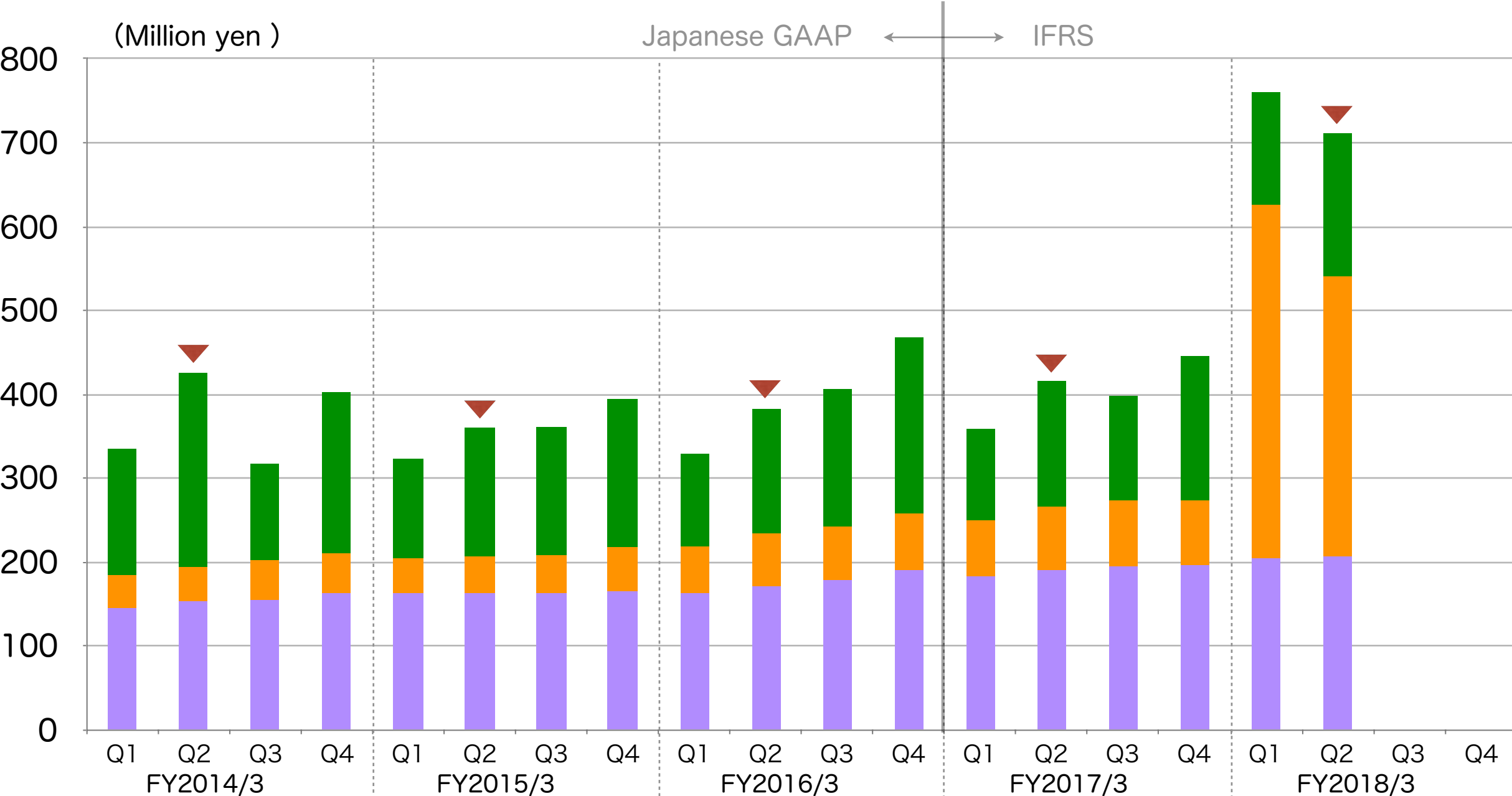


Appendix

<Changes by Quarter>

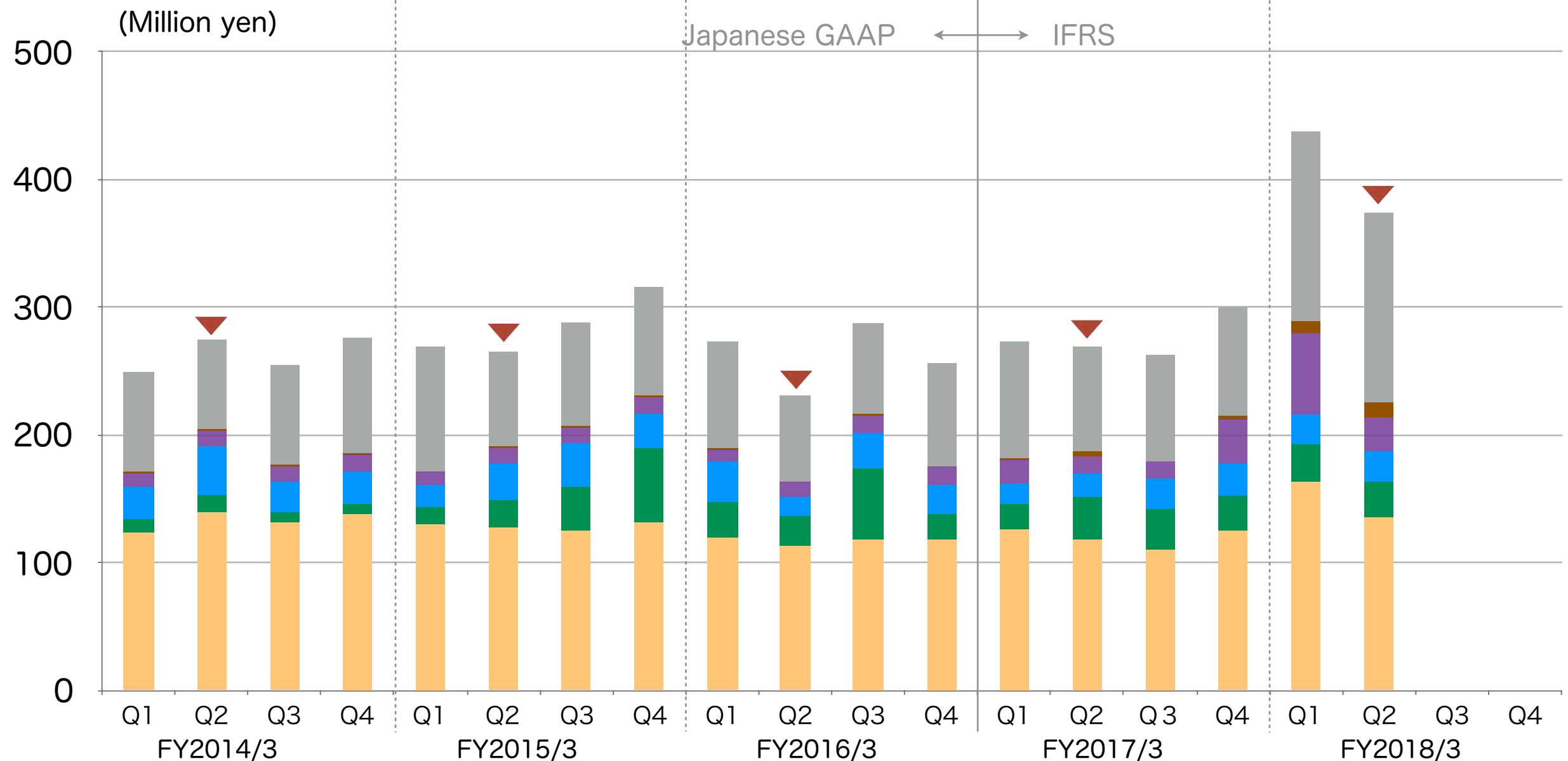
Sales by Quarter

■ Record high service and support sales in Q2



SG&A by Quarter

- SG&A increased due to new subsidiary we acquired compared with Q2 FY2017.
(Professional fees increased as a result of acquisition related non-recurrent expenses.)



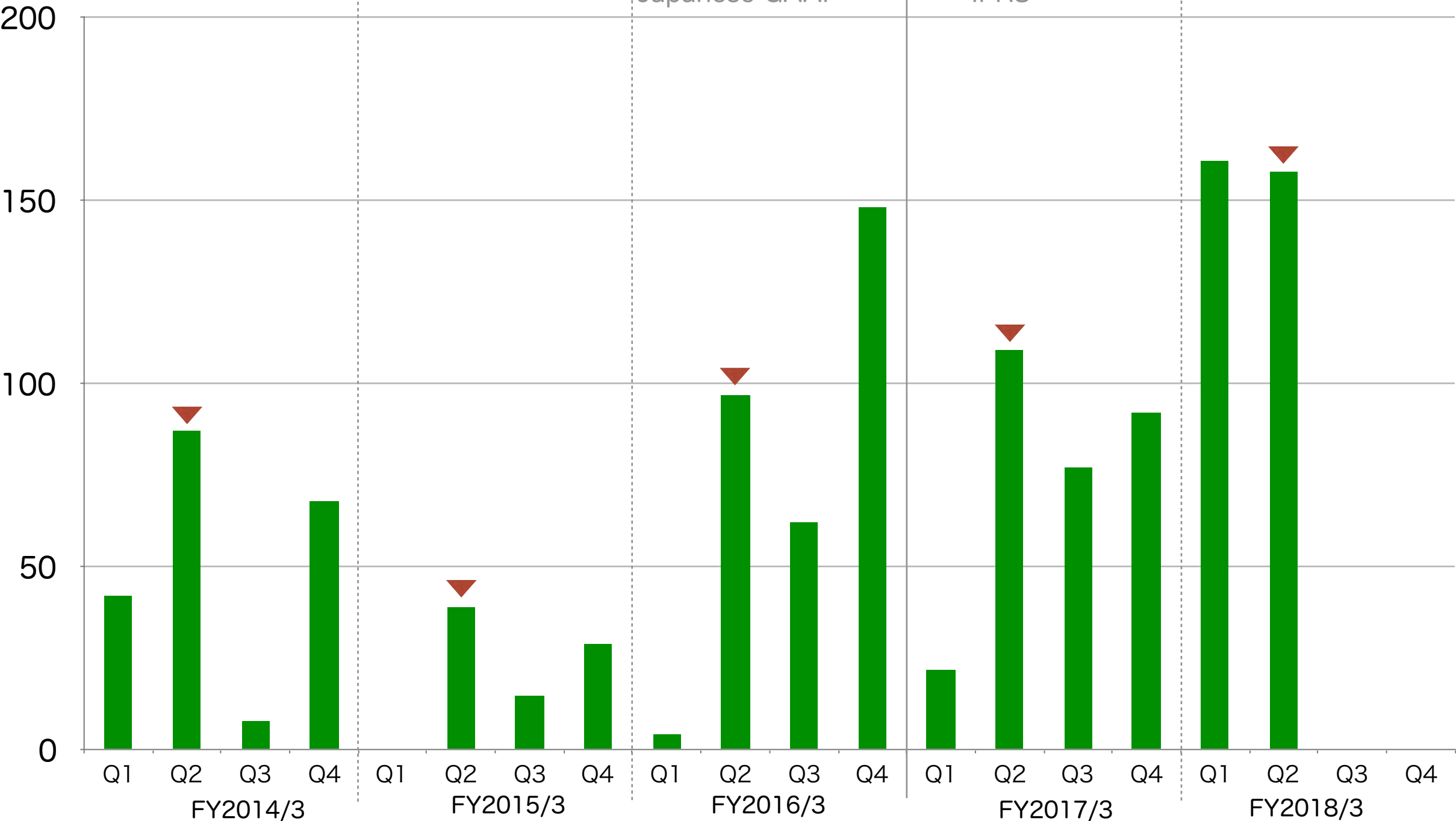
	Other	77	70	77	80	97	73	80	84	82	66	71	79	90	82	83	84	140	148		
	Depreciation exp.	1	1	1	1	1	1	1	1	1	1	1	1	1	4	0	2	9	12		
	Professional fee	10	12	13	14	10	12	12	13	10	12	13	14	19	13	14	34	64	26		
	Adv/Promotion	25	38	23	25	17	29	34	27	31	14	28	22	17	19	24	25	24	24		
	R&D	11	13	8	7	13	21	35	58	28	24	55	21	21	33	31	29	29	28		
	Labor cost	124	140	132	139	131	127	125	132	120	113	119	118	126	118	111	125	163	136		
	Total	248	274	254	275	269	263	287	315	272	230	287	255	273	266	263	299	429	375		

Operating Profit by Quarter

■ Record high as Q2 operating profit

(Million yen)

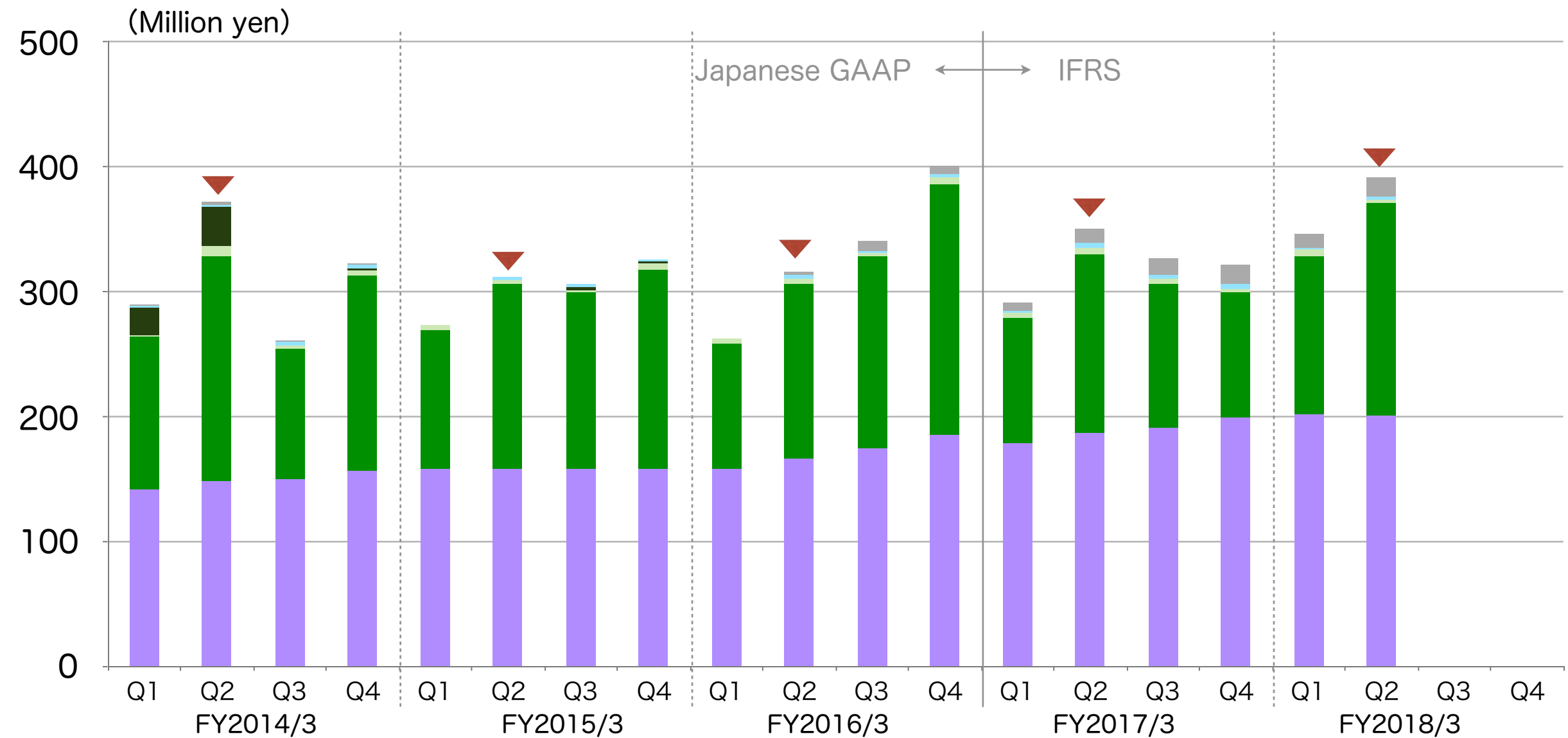
Japanese GAAP ← → IFRS



Operating profit	42	87	8	68	▲0	39	15	29	4	97	62	148	22	109	77	92	161	158		
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ASTERIA Sales by Quarter

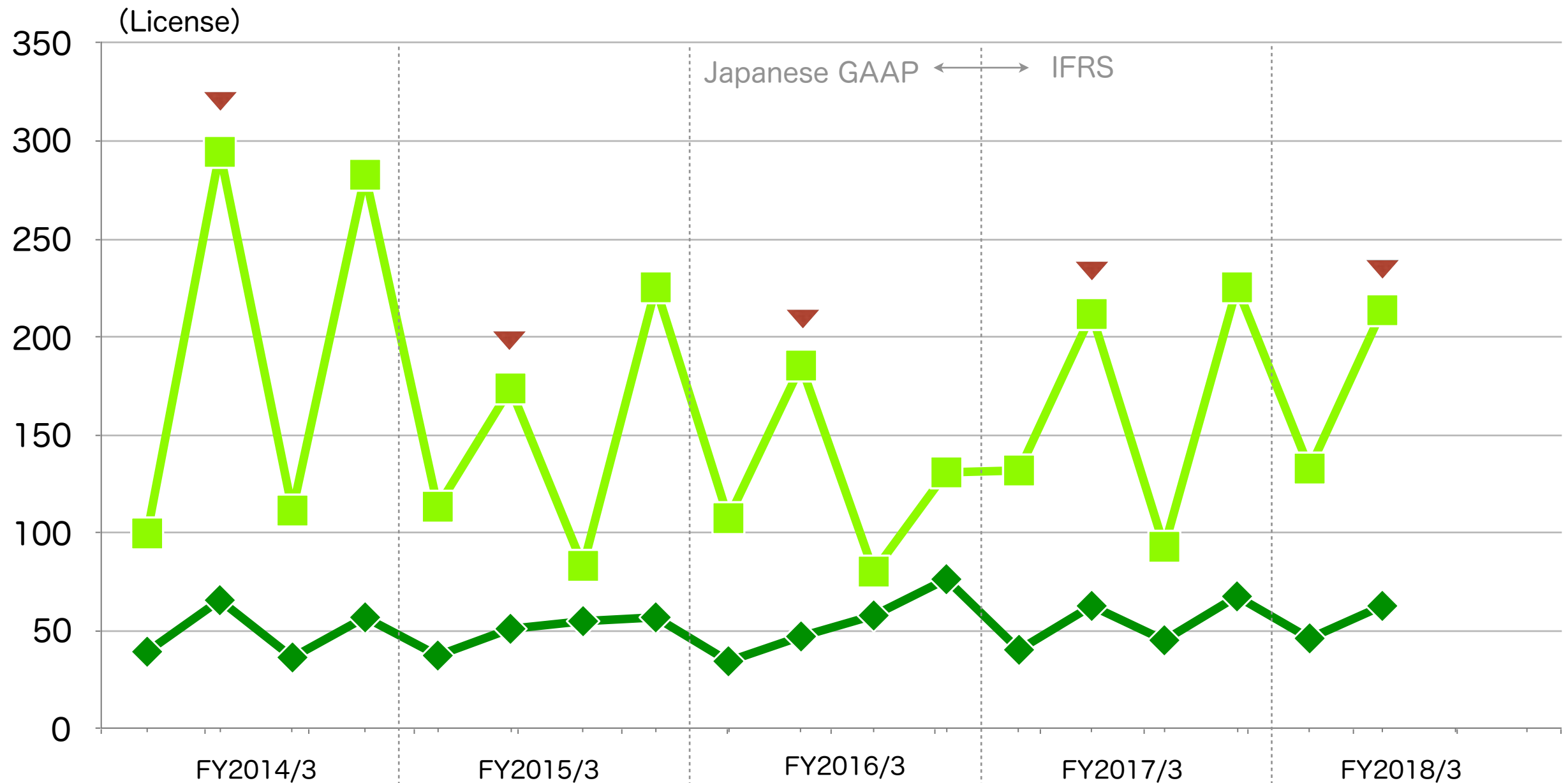
■ Record high as ASTERIA Q2 sales



	Other	1	3	2	2	0	0	0	0	0	3	8	7	7	12	14	11	11	14		
	Service	2	1	2	2	0	3	2	2	0	3	2	2	1	3	3	1	2	3		
	MDM	21	31	0	1	1	0	3	1	0	0	0	0	0	0	0	0	0	0		
	ASTERIA WARP Lite	2	8	3	5	4	2	2	6	4	4	2	6	4	6	3	8	5	3		
	ASTERIA WARP	122	180	104	156	110	149	141	158	101	139	154	200	100	143	116	162	127	170		
	Support	142	149	150	157	159	158	159	159	158	167	175	186	179	187	191	193	202	201		
	合計	290	372	261	323	274	314	306	326	266	317	344	402	294	353	327	375	346	391		

ASTERIA License by Quarter

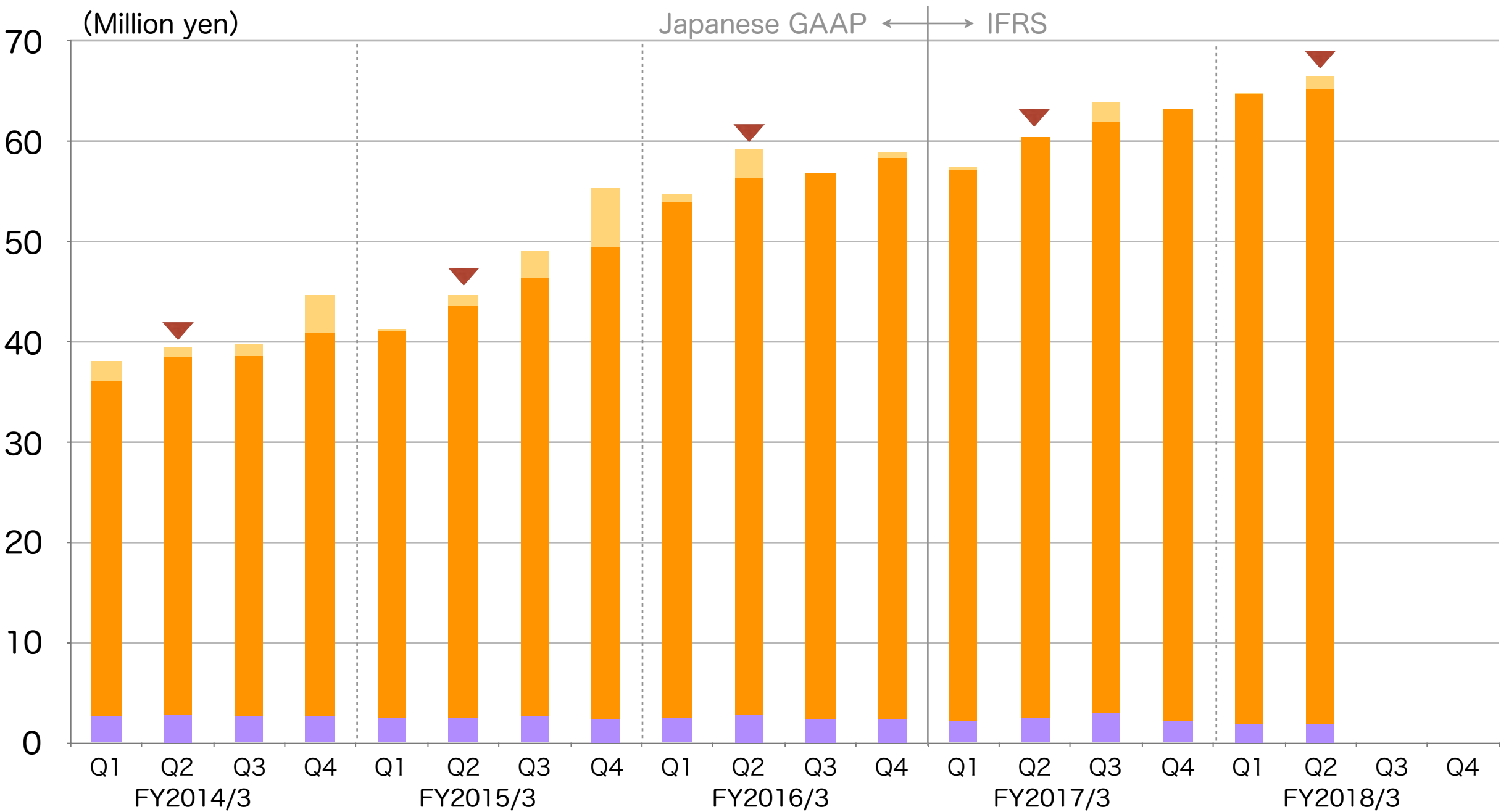
■ ASTERIA WARP license sold same qty as Q2 FY2017/3 (Note - unit price increase)



Handbook Sales by Quarter



■ Record high Q2 Handbook sales



Handbook License	2	0	1	3	0	0	2	6	0	2	0	0	0	0	2	0	0	1		
Handbook SaaS	33	35	35	38	38	41	43	47	51	53	54	56	55	58	59	61	63	63		
Maintenance	2	2	2	2	2	2	2	2	2	2	2	2	2	3	3	2	2	2		
Total	37	39	39	44	41	44	49	55	54	59	56	59	57	61	64	63	65	67		

Appendix

<Products Summary>

Infoteria Products

- Specializing of “TSUNAGU” software of enterprises.

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

Enterprise Products

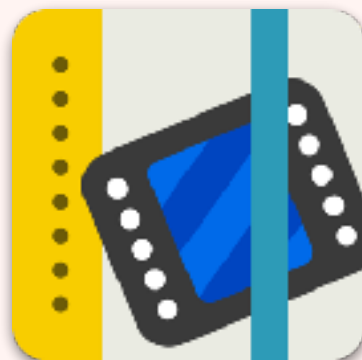


Master Data Management



Online spread sheet

Net Service Products



Handbook

Distribute contents securely and view them anywhere, anytime



Edge computing platform



IoT mobile app development platform



“TSUNAGU” calendar

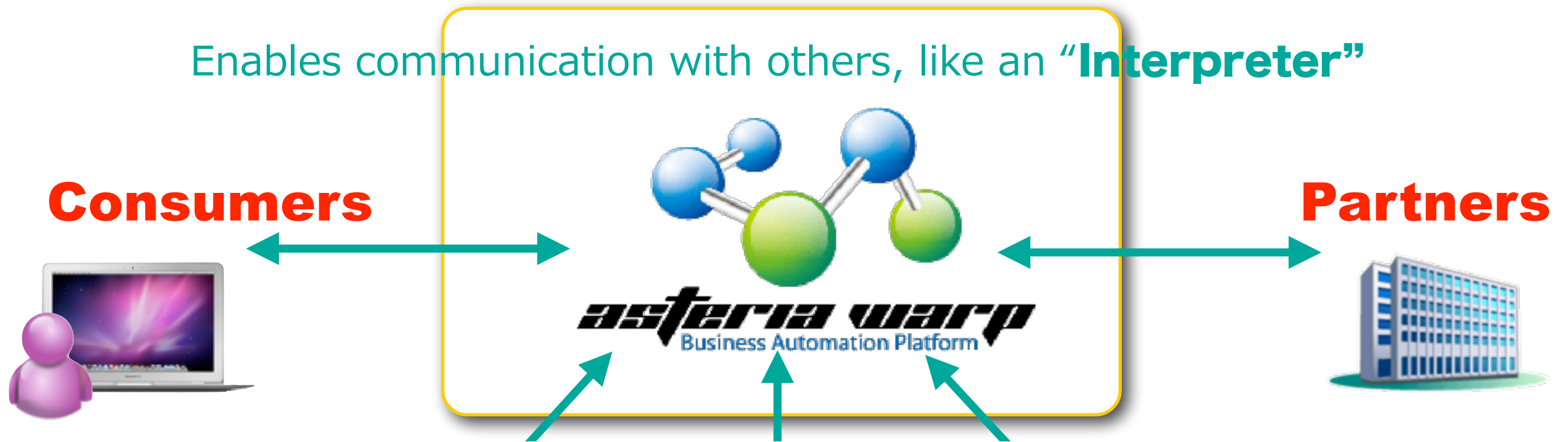


Online sticky notes

Flagship products

Flagship Product 1 : ASTERIA

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



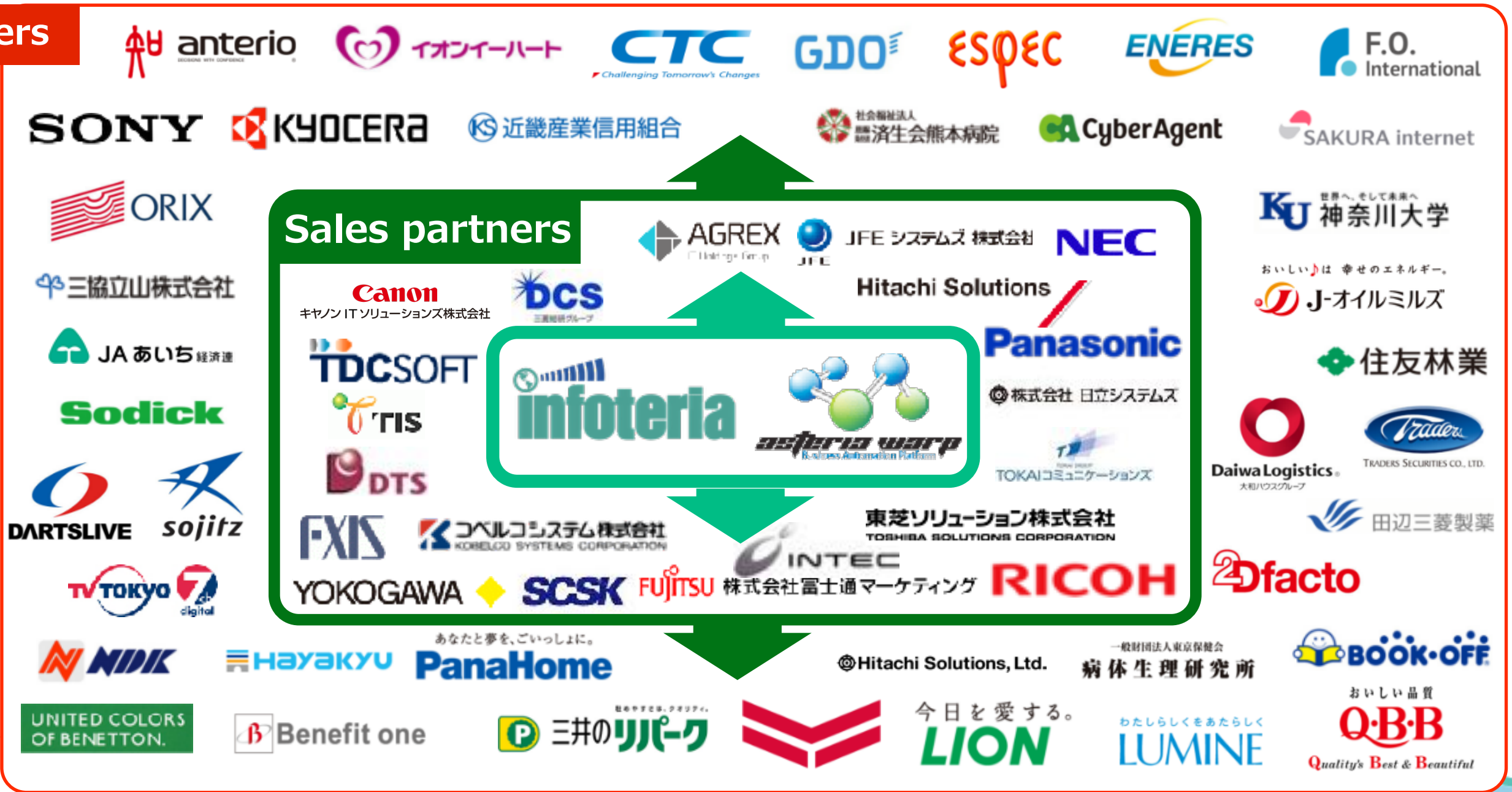
Tsunagu various computers without coding



Flagship Product 1 : ASTERIA

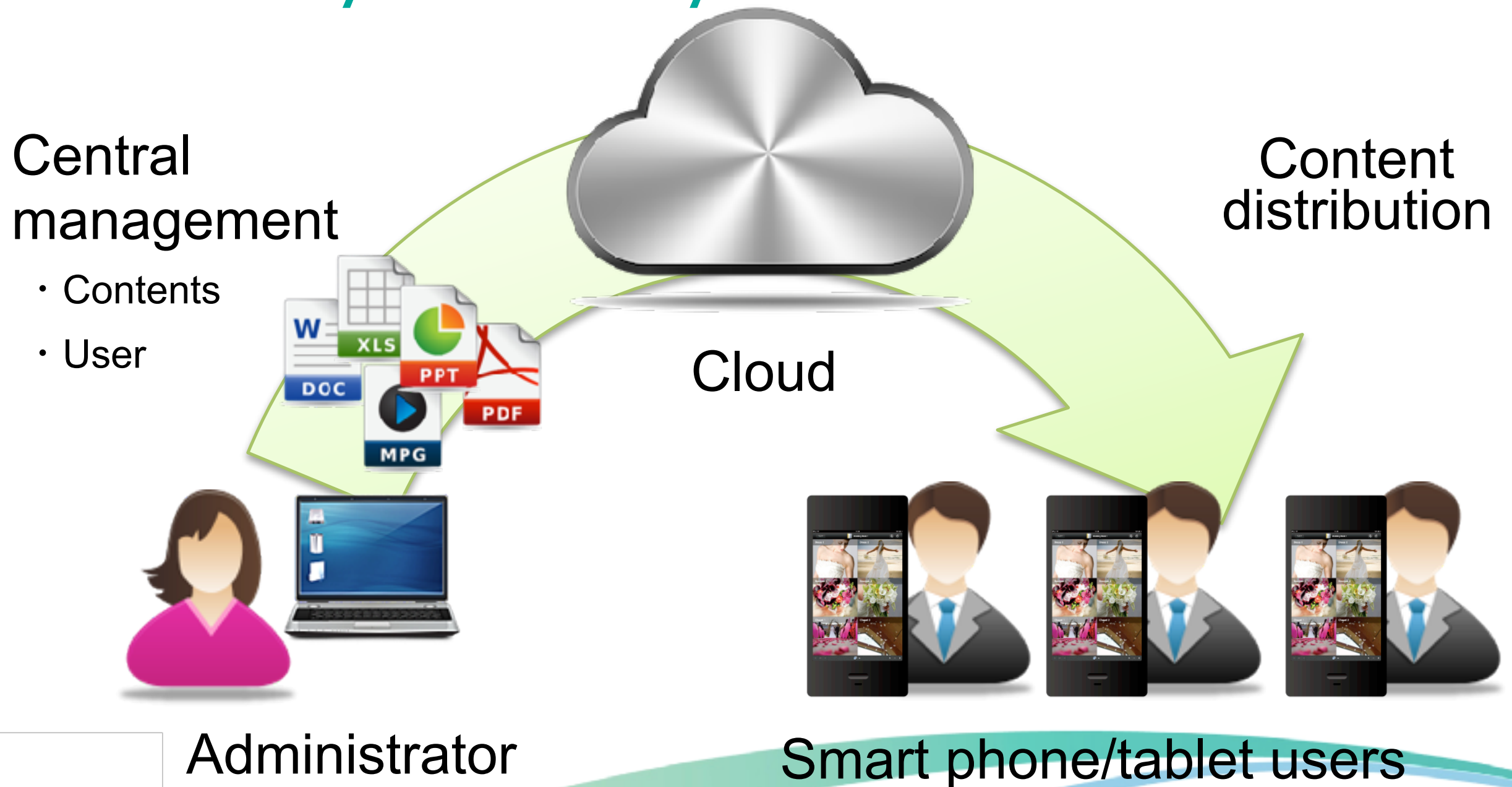
Japan market leader. 6,000+ user companies installed base.
Available at well knows local system integrator partners.

Users



Flagship Product 2 : Handbook

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



Flagship Product 2 : Handbook

Proven by more than 1,300 leading enterprises and educational institutions.

麻布デンタル
アカデミー

アデランス

0123 アート引越センター
アートコーディネーション株式会社

一歩先のスタンダードへ
稲波脊椎・関節病院
INANAMI SPINE AND JOINT HOSPITAL



九州大学

銀座メガネコンタクト

学校法人 賢明学院
賢明学院中学高等学校

JISS
Japan Institute of Sports Sciences
国立スポーツ科学センター

三和ニヤッ子

SEIKO PRECISION (Thailand) Co., Ltd.

東京工業大学
Tokyo Institute of Technology

日本食研

TRIM
NIHON TRIM CO., LTD.

野村證券

HYATT
REGENCY

hat

Polyplastics

株式会社 日立ハイテクフィールドイング

MICHELIN

resort+trust

lenovo. FOR
THOSE
WHO DO.

OGURA
小倉

KITAO COSMETICS

YMCA
熊本YMCA

socié
HAIR

NAGASE
Beauty Care

日産自動車大学校

Pasco

BANDAI
NAMCO

フランスベッド

Health is wealth
SUN・CHORELLE
サン・クロレラ販売株式会社

ひと
ときを、
想う。 JT

ナント・なら・ずっと!
NANTO 南都銀行

infoteria

✓ 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.



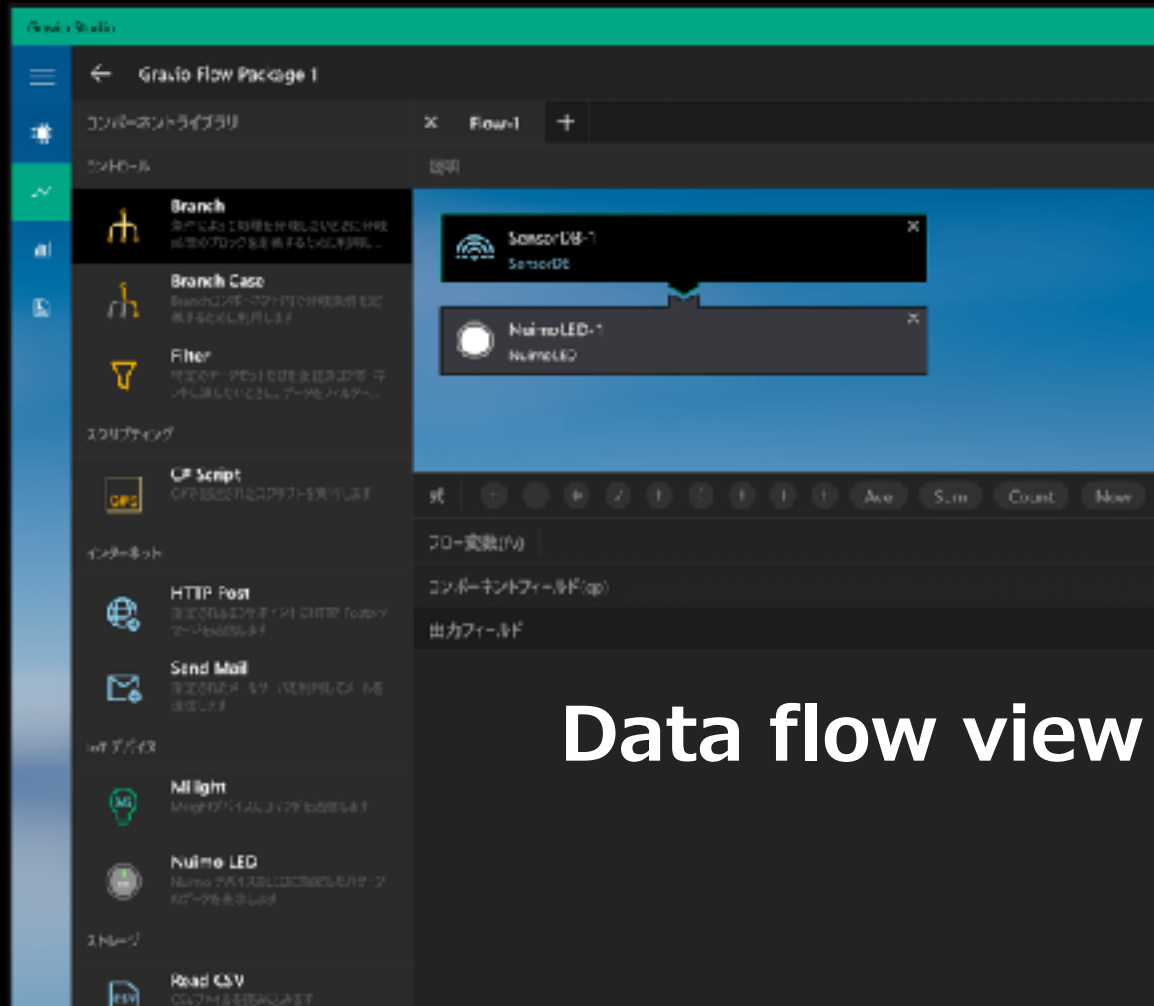
Gravio

Connect System and IoT

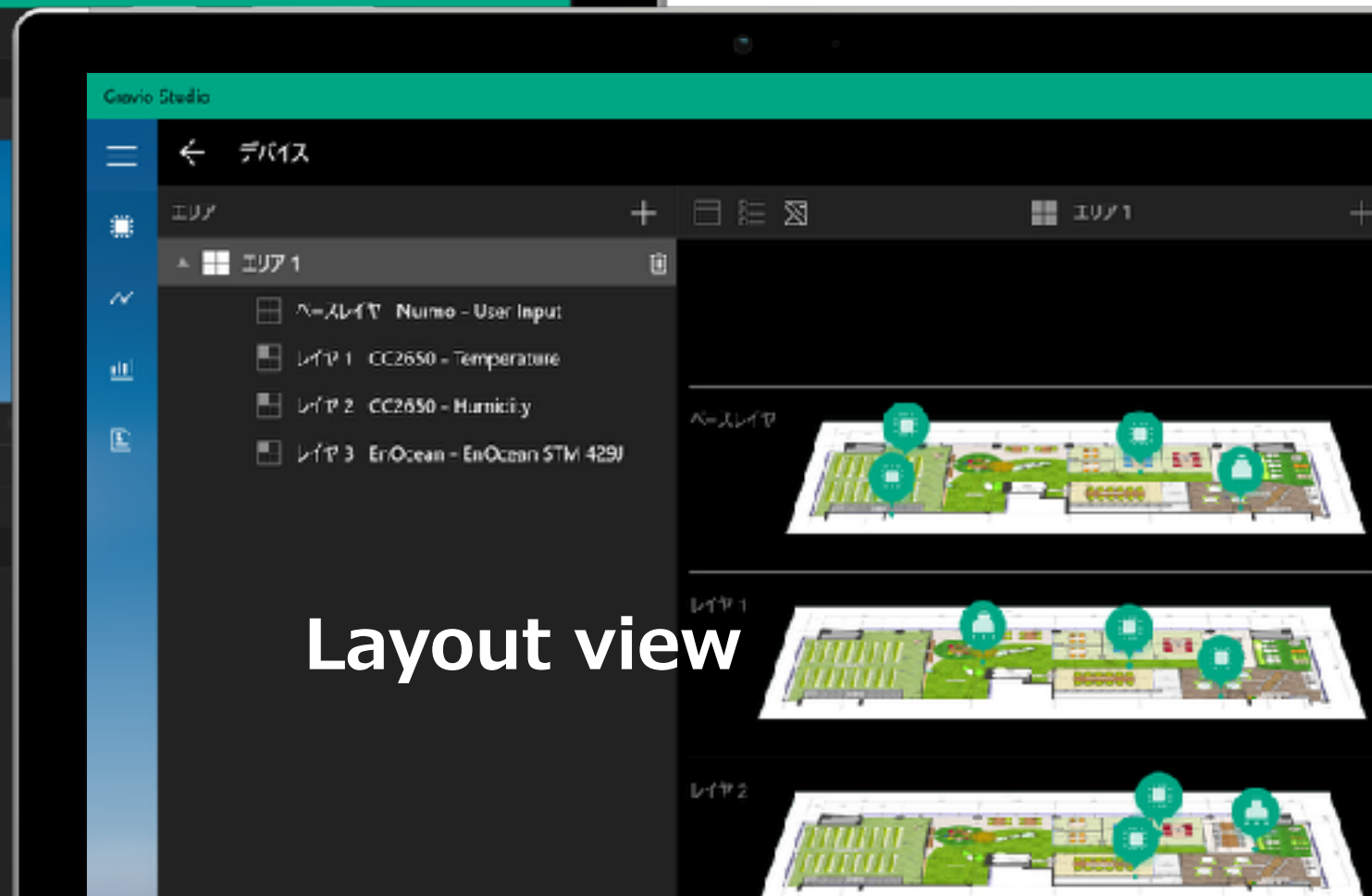


- Delivery started in June 2017.
- Edge computing middleware enabled by non coding platform.
- Operates with Windows 10.

✓ Enable for IoT control



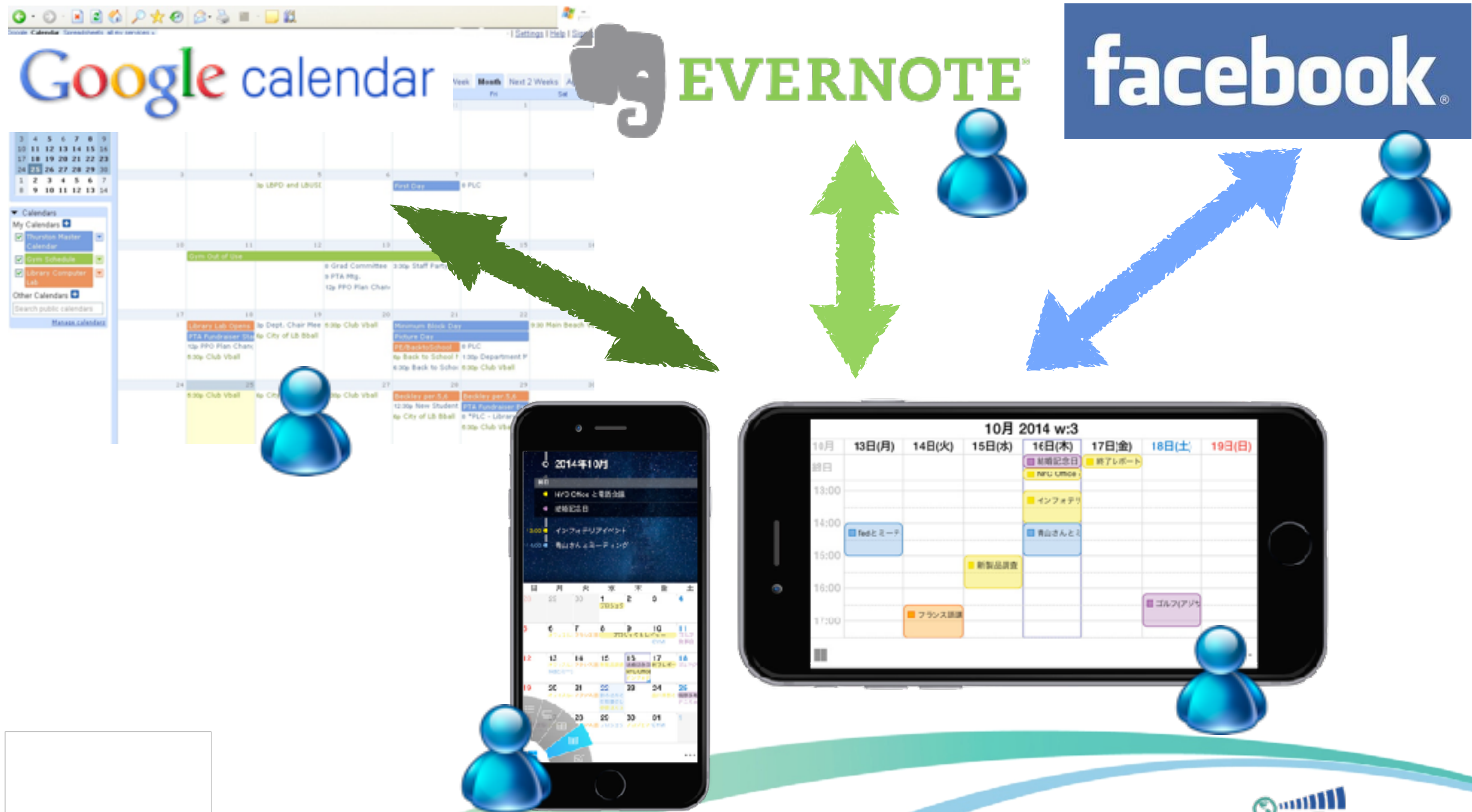
Data flow view



Layout view

SnapCal

TSUNAGU calendar, supports iOS and Android



lino

Sticky notes in cloud, collaborate with anyone.

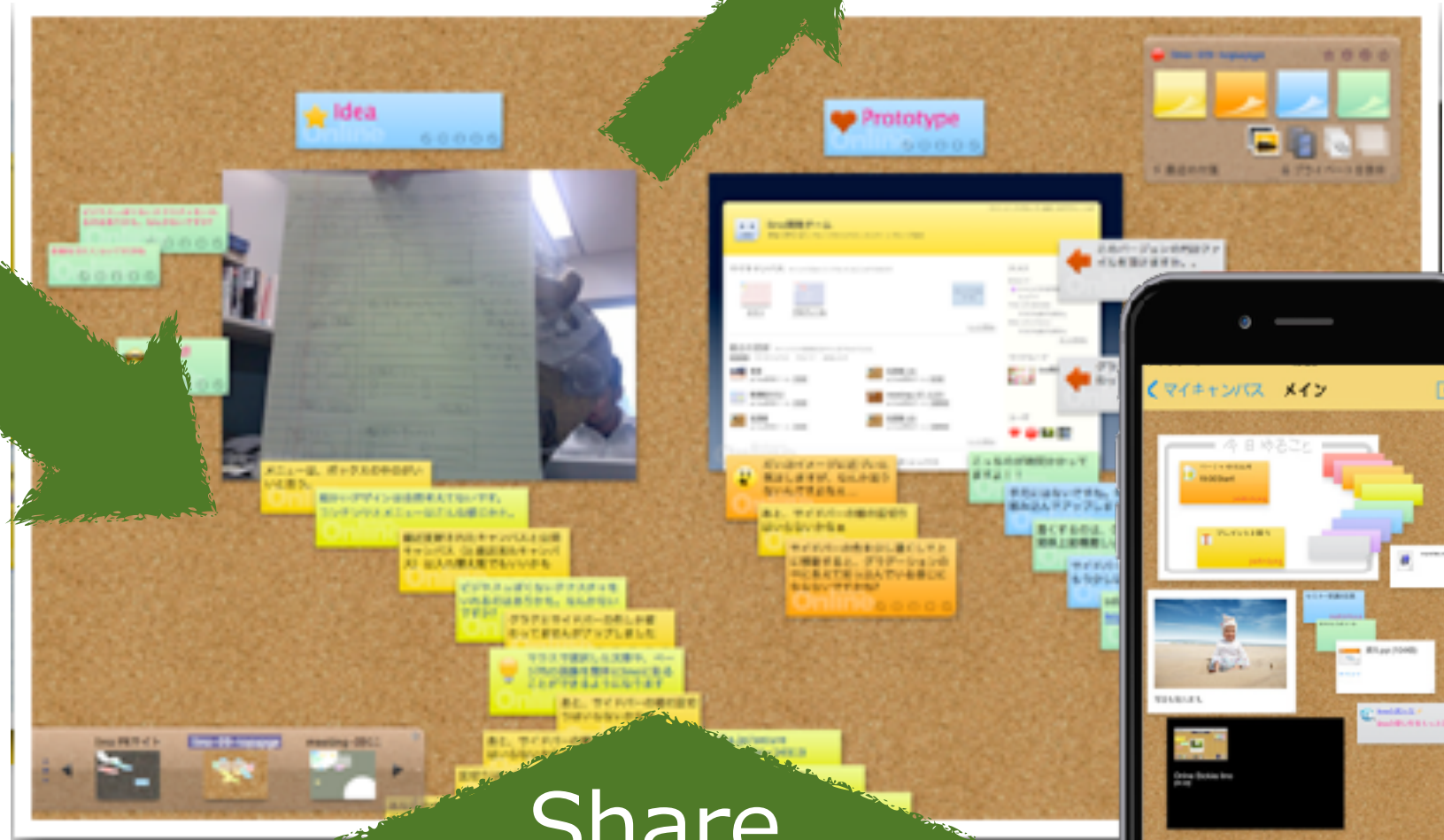
Now supports Apple Watch.

facebook

Google calendar mail & etc

Free Online Sticky
「lino」

Premium : ¥315 / month



Share



infoteria

Design Service

Supports organization digitalization

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.

主要顧客

T-Mobile

Samsonite

TELIA

BBC

Hannaford

food
network

Ahold
Delhaize

AEG

M&CSAATCHI

Woolworths
the fresh food people

ASOS
discover fashion online

SECURE

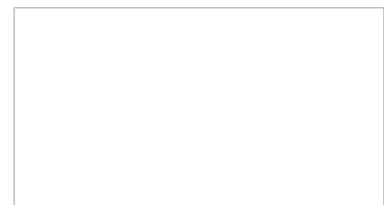
MANDARIN ORIENTAL
THE HOTEL GROUP

dunhill

Edelman

Appendix

<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

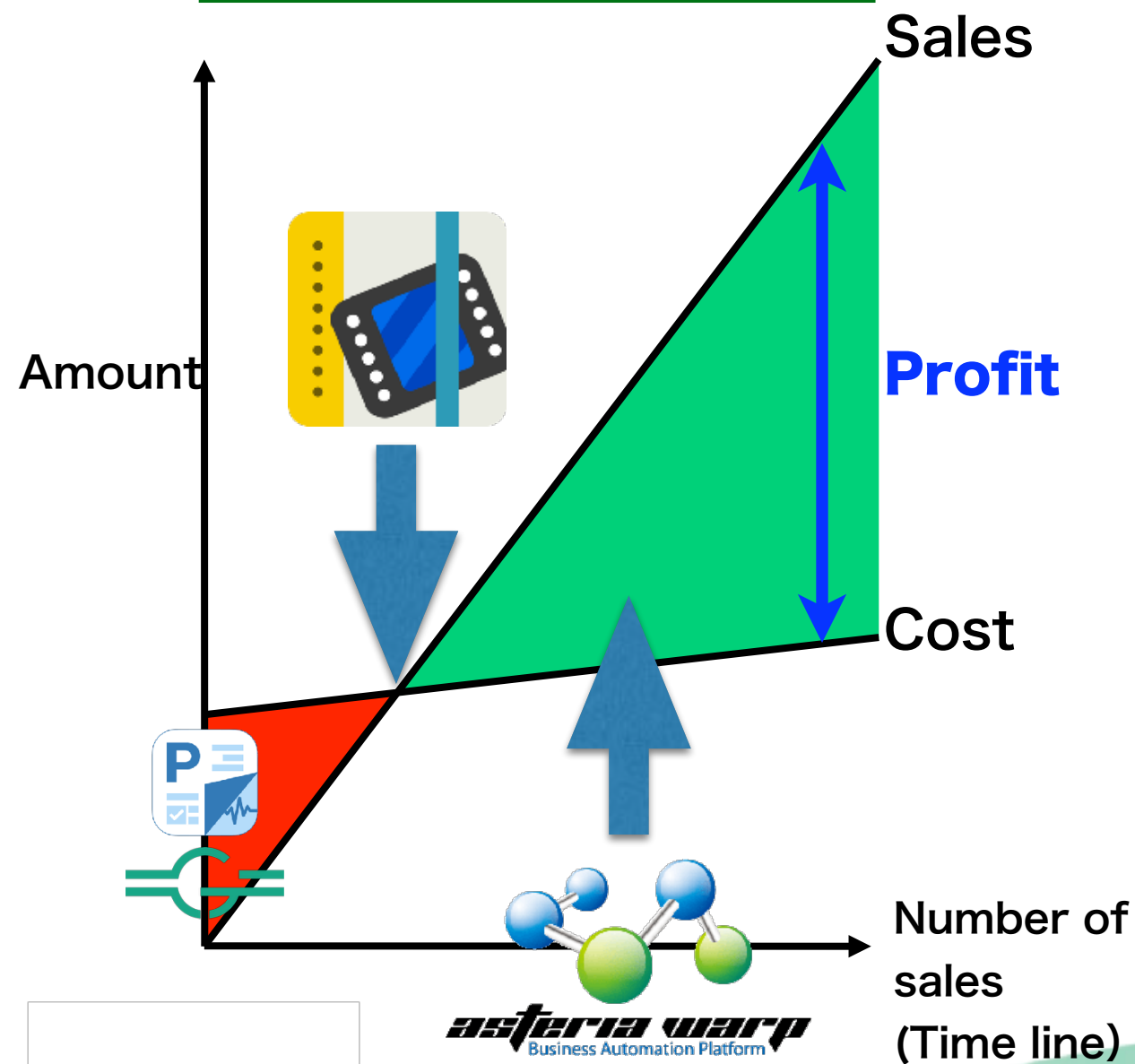
NTT, KDDI, AT&T,
Softbank etc.

2 Different Software Development Models

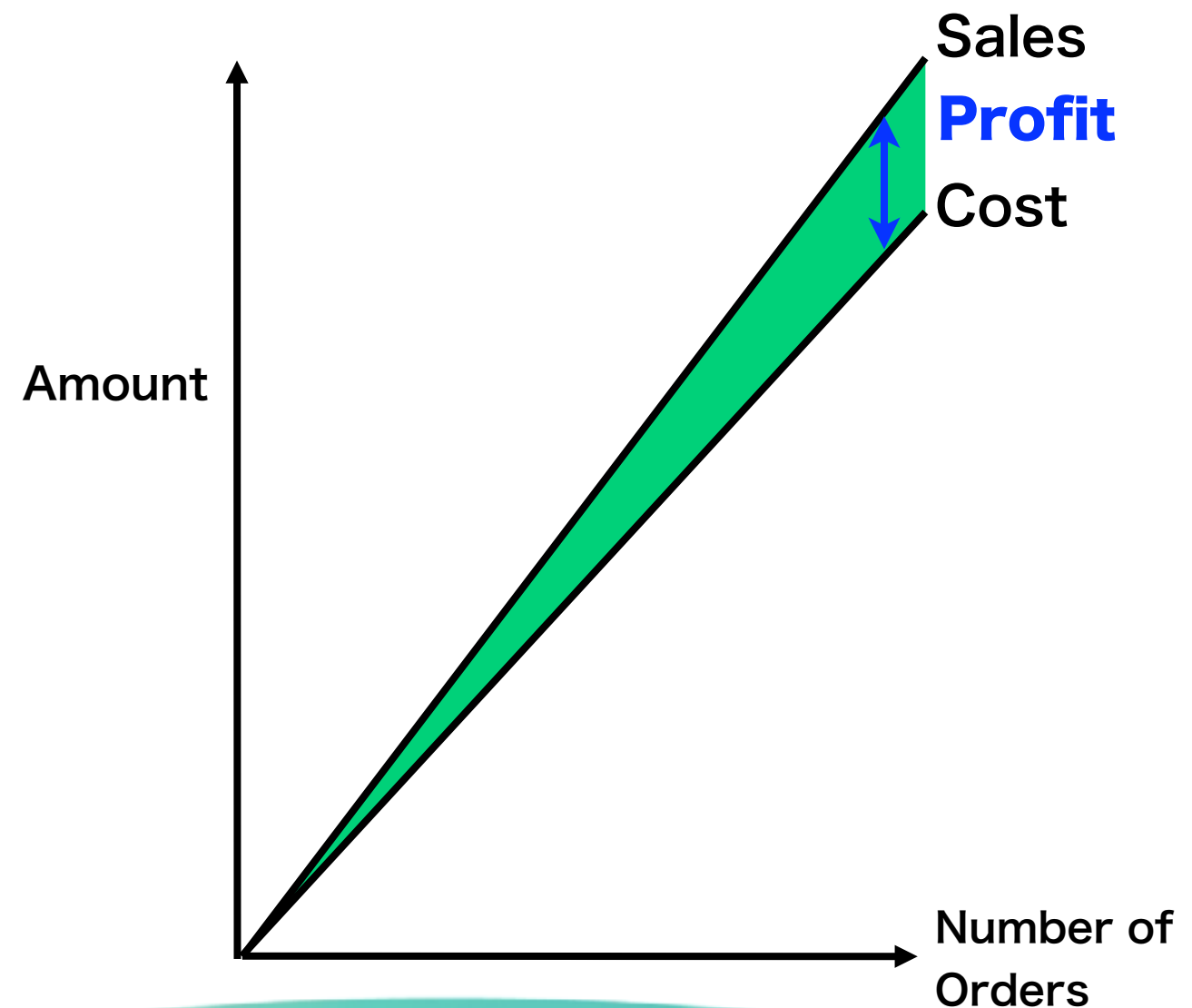
General software development		Custom software development	
Unspecified large number	Customer	Only one	
High (More than 80%)	Gross margin ratio	Low (Less than 20%)	
High	Ease for scale	Low	

Profit 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.