

Financial Results Briefing for the 1Q FY2017

Infocom Corporation

Infocom Corporation

July 28, 2017

FY17 1Q Earnings Highlights (Consolidated)

(Unit:100 million yen)

	FY16 1Q	FY17 1Q	YoY	
	Amount	Amount	Change	Change (%)
Net sales	89.0	99.4	+10.4	+4.7
Operating income (Operating margin)	1.6 (1.8)	6.5 (6.6)	+4.8	4.0times
EBITDA	4.1	9.4	+5.2	2.3times
Ordinary income	1.6	6.7	+5.1	4.1times
Net income attributable to shareholders	0.5	4.3	+3.7	7.8times

◆ Increased YoY both in sales and profit

Business Areas and Segment Structure

Business Solution Group

Digital Entertainment Group



Enterprise Service Management

System integration for major companies

- Textile makers
- Trading companies
- Pharmaceutical wholesalers
- Cell-phone companies



Business Software

Business package cloud services

- ERP GRANDIT®
- Emergency contact/safety confirmation
- Document management, etc.



Health IT

Package services for medical institutions

- Hospitals
- Pharmaceutical companies
- Nursing care companies
- Health industry



Digital Entertainment

Internet contents for consumers

- E-book
- E-commerce
- Contents delivery for women, music

Business Solution Results (Consolidated)

(Unit:100 million yen)

	FY16 1Q	FY17 1Q	YoY	
	Amount	Amount	Charge	Charge (%)
Net sales	43.3	47.0	+3.7	+8.7
Operating income (Operating margin)	-3.3 (-)	-1.4 (-)	+1.9	+57.3

◆ Net sales : Health IT and other IT services also performed strongly, absorbing the decrease in sales such as withdrawal from data center related business

◆ Operating income : Improvement due to increased sales

Digital Entertainment Results (Consolidated)

(Unit:100 million yen)

	FY16 1Q	FY17 1Q	YoY	
	Amount	Amount	Change	Change (%)
Net sales	45.7	52.4	+6.6	+14.6
E-comic	41.6	48.6	+7.0	+16.9
Operating income (Operating margin)	4.9 (10.9)	7.9 (15.1)	+2.9	+59.0

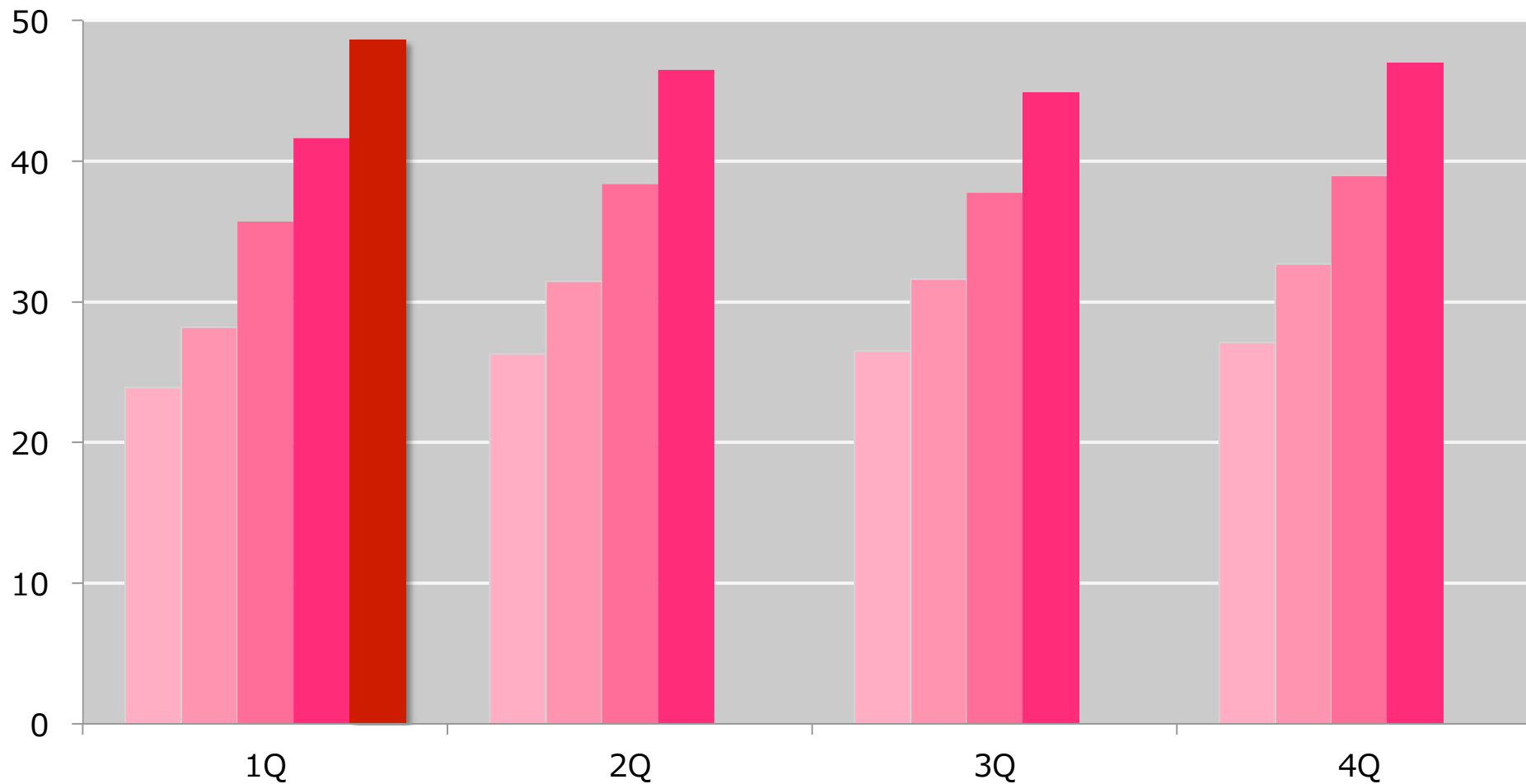
◆Net sales : E-comic distribution service has been steadily updating to record highs

◆Operating income : Increase due to growth in sales of this service

Digital Entertainment E-comic Distribution Services Net Sales Results

E-comic net sales

(Unit:100 million yen) ■ FY2013 ■ FY2014 ■ FY2015 ■ FY2016 ■ FY2017



FY17 Outlook (Consolidated)

(Unit:100 million yen,%)	FY16			FY17 Outlook				
	1H	2H	Full year	1H	2H	Full year	Change (Full year)	%change (Full year)
Net sales	193.3	224.3	417.6	205.0	255.0	460.0	+42.4	+10.1
Operating income (Operating margin)	16.1 (8.3)	31.6 (14.1)	47.7 (11.4)	19.0 (9.3)	34.0 (13.3)	53.0 (11.5)	+5.3	+11.0
EBITDA	21.0	37.4	58.4	25.0	40.0	65.0	+6.6	+11.3
Ordinary income	16.2	32.3	48.5	19.0	34.0	53.0	+4.5	+9.2
Net income attributable to shareholders	10.4	22.2	32.6	19.0 [*]	21.0	40.0	+7.4	+22.7
E.P.S.(yen)		119.28			146.29		+27.01	+22.7
ROE (%)		14.6			16.3		+1.7	

* Including extraordinary gains from the sale of data center

◆ There is no change in the business forecast released on April 27, 2017

Infocom Corporation

Corporate Communications Office

TEL : 03-6866-3160 Email : pr@infocom.co.jp



This document is provided for the purpose of providing information about the Company and its performance, not for the solicitation of investments in securities issued by the Company. In addition, there may be some management indicators, amount changes, or percentage changes that differ from the figures stated in this document because the figures in this document are shown in units of 100 million yen.

This document is created on the basis of data that was current as of June 30, 2017, except for some data. The names of the companies, services, and products stated in this document are trademarks or registered trademarks of the respective companies.

The opinions and forecasts included in this document are judgments of the Company as of the date of preparation, and the Company does not guarantee the accuracy or completeness of the information, which might change as new data becomes available.