# BRIEF STATEMENT OF CONSOLIDATED FINANCIAL RESULTS FOR THE 3rd QUARTER OF THE FISCAL YEAR ENDING MARCH 2013 <br> [Japanese Standards] 

February 12, 2013
Company name: Faith, Inc. (Stock code 4295, Listed on TSE 1st section)
URL:
Representative: Hajime Hirasawa, CEO/President
Contact: Jiro Saeki, CFO/Director Tel: +81-03-5464-7633
Date of Submission of Securities Report: February 14, 2013
Starting Date of the Dividend Payment: -
Preparation of Supplementary Materials for Quarterly Financial Results: Applicable
Information Meeting for Quarterly Financial Results to be Held: None
Amounts are rounded down to the nearest $¥ 1$ million.

1. Consolidated Results for the 3rd Quarter of the Fiscal Year Ending March 2013
(From April 1, 2012 to December 31, 2012)
(1) Consolidated Operating Results

|  | Net Sales |  | Operating Profit |  | Recurring Profit |  | Net Profit |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% |
| Q3 of the year ending March 2013 | 5,115 | $\triangle 83.8$ | 813 | $\triangle 39.7$ | 918 | $\triangle 35.7$ | 808 | $\triangle 87.4$ |
| Q3 of the year ending March 2012 | 31,600 | $\triangle 48.2$ | 1,349 | $\triangle 16.4$ | 1,429 | $\triangle 11.2$ | 6,435 | 692.2 |

Note: Comprehensive income: 3rd quarter of the fiscal year ending March 2013: ¥785 million ( $\triangle 88.3 \%$ ); 3rd quarter of the fiscal year ending March 2012: $¥ 6,732$ million ( $498.8 \%$ )

|  | Net Profit per Share | Diluted Net Profit per Share |
| :--- | ---: | ---: |
|  | Yen |  |
| Q3 of the year ending | 703.82 | Yen |
| March 2013 |  |  |
| Q3 of the year ending | $5,605.74$ |  |
| March 2012 |  | $5,603.07$ |

(2) Consolidated Financial Position

|  | Total Assets | Net Assets | Ratio of Equity Capital | Net Assets per Share |
| :--- | ---: | ---: | ---: | ---: |
| Q3 of the year | Millions of yen | Millions of yen | Yen | $17,670.07$ |
| ending March 2013 <br> Year ending March <br> 2012 | 22,381 | 20,289 | 90.6 |  |

(Reference) Equity capital: 3rd quarter of the fiscal year ending March 2013: $¥ 20,286$ million; the fiscal year ending March 2012: $¥ 19,593$ million
2. Dividends

|  | Dividends per Share |  |  |  |  |  |  |  |  |  |
| :---: | ---: | ---: | ---: | ---: | ---: | :---: | :---: | :---: | :---: | :---: |
| (Record dates) | 1st Quarter |  |  |  |  |  | Interim | 3rd Quarter | Year-end | Total |
| Year ending March 2012 | - | yen | yen | yen | yen |  |  |  |  |  |
| Year ending March 2013 | - | 50.00 | - | 50.00 | 100.00 |  |  |  |  |  |
| Year ending March 2013 <br> (Forecast) |  | 50.00 |  |  |  |  |  |  |  |  |

[^0]
## 3. Forecast for the Consolidated Results for the Year Ending March 2013 (from April 1, 2012 to March 31, 2013)

(Percentages indicate changes compared with the previous fiscal year.)

|  | Net Sales |  | Operating Profit |  | Recurring Profit |  | Net Profit |  | Net Profit per Share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% | $\begin{gathered} \text { Millions } \\ \text { of yen } \end{gathered}$ | \% | Yen |
| Full year ending March 2013 | 6,800 | $\triangle 79.7$ | 900 | $\triangle 42.9$ | 970 | $\triangle 44.8$ | 800 | $\triangle 88.0$ | 696.83 |

Note: Revisions of recently announced dividend forecasts: none

## ※ Notes

(1) Changes in significant subsidiaries (accompanying changes in scope of consolidation): None Newly added subsidiaries: 0 companies (subsidiary's name: )
Removed subsidiaries: 0 companies (subsidiary's name: )
(2) Adoption of simplified accounting practices or specific procedures in preparation of the quarterly consolidated financial reports: Applicable

* For details, please refer to "2. Summary Information, (2) Adoption of Simplified Accounting Methods in the Preparation of Quarterly Financial Statements" on page 3 of the accompanying material.
(3) Changes in accounting policy, changes in accounting estimates, and restatements
(3)-1. Changes accompanying revisions of accounting standards, etc.: Applicable
(3)-2. Changes other than the above: None
(3)-3. Changes in accounting estimates: Applicable
(3)-4. Restatements: None
* Changes are subject to Article 10, Clause 5 of "Ordinance on Terminology, Forms and Preparation Methods of Quarterly Consolidated Financial Statements". For details, please refer to "2. Summary Information, (3) Changes in Accounting Policy, Changes in Accounting Estimates, and Restatements" on page 3 of the accompanying material.
(4) Outstanding shares (common shares)
(4)-1. Outstanding shares at the end of the fiscal years (including treasury shares):

The 3rd quarter of the fiscal year ending March 2013: 1,196,000 shares The fiscal year ending March 2012: 1,196,000 shares
(4)-2. Treasury shares at the end of the fiscal year: The 3rd quarter of the fiscal year ending March 2013: 47,950 shares The fiscal year ending March 2012: 47,950 shares
(4)- 3 . Average number of shares at the interim accounting period The 3rd quarter of the fiscal year ending March 2013: 1,148,050 shares The 3rd quarter of the fiscal year ending March 2012: 1,148,050 shares

* Indication of quarterly review procedures implementation status

This financial results report is exempt from quarterly review procedures under Japan's Financial Instruments and Exchange Law. As of the time of disclosure of this report, the auditing procedure based on the Financial Instruments and Exchange Law has not been completed.

* Statement regarding the proper use of financial forecasts and other special remarks
(Notice regarding statements concerning the future)
Statements concerning the future, such as performance forecasts, etc., described in the present material are based on information currently available to the Company and on certain assumptions judged as reasonable by the Company. Such statements do not represent promises by the Company with respect to their attainment. The Company's actual performance may differ substantially from these forecasts as a result of various factors beyond the Company's control. For details of cautions, etc., employed in making performance forecasts and the assumptions underlying performance forecasts, please refer to page 3 of the accompanying material, "Qualitative Information Regarding Forecast of Consolidated Financial Results".
(To obtain supplemental documents relating to financial results)
Supplemental documents related to the Company's quarterly and other financial results are posted on the company website. (URL: http://www.faith-inc.com/ir/library.html )


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## 1. Qualitative Information Regarding Quarterly Performance and Financial Position

(1) Qualitative Information Regarding the Consolidated Operating Results

The mobile phone and smartphone market in Japan has now reached maturity with the number of individual subscriptions exceeding $128,300,000{ }^{(* 1)}$ as of the end of November 2012. Moreover, the shipment volume of tablet devices up to the end of September 2012 totaled over 1,930,000 units, an increase of $82.1 \%$ compared with the same period of the previous year ${ }^{\left({ }^{(2)}\right)}$. The growth of the smartphone and tablet device markets is expected to continue in future, with forecasts of $91,000,000$ smartphone subscriptions and $32,000,000$ tablet devices in operation by the end of 2017. ${ }^{(* 3)}$ In the background of the ongoing popularization of smartphones and tablet devices is the diversification and complexity of social networking services (SNS), mobile social games, video-sharing sites, etc, and the demand for the creation of new services and contents distribution systems to meet user needs.
(*1) Research by the Telecommunications Carriers Association, (*2) Research by MM Research Institute, Ltd., (*3) Research by Impress R\&D

In this environment, based on its Multi-Content and Multi-Platform Strategy of creating an environment that allows people to enjoy a wide diversity of contents whenever and wherever they choose, the Faith Group has been pouring its energies into consolidating high quality contents and creating new distribution systems for delivering them to users.

Following the disposal of its consolidated subsidiary WebMoney Corporation in July 2011, the Faith Group's net sales for end of the 3rd quarter of the fiscal year ending March 2013 decreased by $83.8 \%$ compared with the same period of the previous fiscal year to $¥ 5,115$ million, operating profit decreased by $39.7 \%$ year on year to $¥ 813$ million, recurring profit decreased by $35.7 \%$ year on year to $¥ 918$ million, and the Group recorded a net profit of $¥ 808$ million, an decrease of $87.4 \%$ year on year.

Information on each business segment is as follows. In addition, from the current first quarter consolidated accounting period, changes have been made to the composition of the reported segments. Accordingly, regarding year-on-year comparisons, figures for the same period of the previous fiscal year have been changed to reflect the new reported segments and allow comparisons with figures for the present fiscal year.

## <Content Business>

During the period under review, the Faith Group continued its efforts to establish a new framework for content distribution and expand and strengthen its new business operations base.

Concerning the Content Business, sales of ringtone melodies are declining in line with the shift of mobile users to smartphones, but we have been improving the profitability of this business through cost cutting. Under circumstances in which the diversification and segmentation of information communication media and user needs have been accelerating through the continuing appearance of new services utilizing mobile terminal devices, the Faith Group is attempting to "create new content distribution" and "build a new business base". In November 2012, the Group's PicMix Letter service, which can be used to create original video letters, began to employ Kumamoto's popular local mascot character Kumamon for congratulatory letters, following the earlier use of the Hello Kitty character. Moreover, the companies of the Faith Group are actively cooperating with other companies in the entertainment-related business field. For example, we have taken a financial stake in LYNC ENTERTAINMENTS, which is engaged in the discovery, nurturing and management of voice actors, actors and artists, and we have entered into a partnership with CreoFUGA Inc., which operates the world's largest music contest community website.

In line with of the above developments and due to a decrease in income in the ringtone melody business, the Group recorded net sales in the Content Business for the 3rd quarter of the fiscal year ending March 2013 of $¥ 4,056$ million, a decrease of $15.9 \%$ compared with the same period of the previous fiscal year, and an operating profit of $¥ 687$ million, a decrease of $13.1 \%$ year on year.

## <Point Service Business>

In the Point Service Business, although the supply of goods associated with the approaching deadline for applications for exchanges of home appliance eco-points continued to decline, sales of point-card systems remained strong, with the result that this business recorded net sales of $¥ 1,058$ million, an increase of $0.0 \%$ year on year, and an operating profit of $¥ 125$ million, an increase of $0.4 \%$ year on year.
(2) Qualitative Information Regarding the Consolidated Financial Position

Total assets as of the end of the 3rd quarter of the fiscal year ending March 2013 decreased by $¥ 1,137$ million compared to the end of the previous consolidated fiscal year to $¥ 22,318$ million. This result was due mainly to decreases in cash and deposits.

Total liabilities decreased by $¥ 1,808$ million compared to the end of the previous consolidated fiscal year to $¥ 2,091$ million. This result was due mainly to decreases in income taxes payable following the payment of income taxes and to the repayment of long-term debt.

Total net assets increased by $¥ 670$ million compared to the end of the previous consolidated fiscal year to $¥ 20,289$ million. This result was due mainly to the recording of a net profit for the 3rd quarter under review despite the payment of a dividend. In line with this result, the equity capital ratio increased by 7.3 percentage points to $90.6 \%$.
(3) Qualitative Information Regarding the Forecast of Consolidated Financial Results

Performance forecasts are made based on information currently available to the Company, but there is a possibility that the actual performance figures will differ significantly from the forecast figures due to a variety of factors. In addition, the current performance forecast for the full financial year is unchanged from the revised forecast issued on February 8, 2013.

## 2. Summary Information

(1) Changes in Major Subsidiaries During the 3rd Quarter None
(2) Adoption of Simplified Methods in the Preparation of Quarterly Financial Statements

Tax expenses are calculated by making a reasonable estimate of the effective tax rate after applying tax effect accounting to the amount of quarterly net profit before tax deduction for the consolidated financial year including the 3rd quarter under review, and then multiplying the amount of quarterly net profit before tax deduction by the current estimated effective tax rate.
(3) Changes in Accounting Policy, Changes in Accounting Estimates, and Restatements (Changes in Accounting Policy that are Difficult to Distinguish from Changes in Accounting Estimates)
In accordance with the revision of the Corporation Tax Act, from the current fiscal year's 1st quarter consolidated accounting period the Company and its consolidated subsidiaries have changed the method of depreciation based on the revised law and applied the new method to tangible fixed assets obtained on or after April 1, 2012.

The effects of this change on the Company's operating profit, recurring profit and net profit before taxes and other adjustment for the current 3 rd quarter consolidated accounting period are minimal.

## 3. Consolidated Financial Statements for the 3rd Quarter

(1) Consolidated Balance Sheet for the 3rd Quarter

| : thousands of yen) |  |  |
| :---: | :---: | :---: |
|  | End of FY2011 <br> (As of March 31, 2012) | 3rd Quarter of FY2012 <br> (As of December 31, 2012) |
| (Assets) |  |  |
| Current assets |  |  |
| Cash and deposits | 13,712,005 | 12,129,389 |
| Accounts and notes receivable | 1,106,836 | 1,038,706 |
| Marketable securities | 239,790 | 539,502 |
| Commercial products | 2,580 | 6,079 |
| Products in progress | 8,199 | 4,385 |
| Primary materials and inventory goods | 7,817 | 6,371 |
| Deferred tax assets | 28,269 | 28,269 |
| Others | 260,218 | 760,198 |
| Allowance for doubtful accounts | $\triangle 29,816$ | $\triangle 26,432$ |
| Total current assets | 15,335,901 | 14,486,471 |
| Fixed assets |  |  |
| Tangible fixed assets | 3,007,786 | 2,902,365 |
| Intangible fixed assets |  |  |
| Goodwill | 40,599 | 22,351 |
| Others | 382,135 | 398,301 |
| Total intangible fixed assets | 422,734 | 420,653 |
| Investment and other assets |  |  |
| Investment securities | 4,644,916 | 4,500,415 |
| Others | 121,294 | 72,202 |
| Allowance for doubtful receivable | $\triangle 13,734$ | $\triangle 538$ |
| Total investments and other assets | 4,752,477 | 4,572,079 |
| Total fixed assets | 8,182,998 | 7,895,098 |
| Total assets | 23,518,900 | 22,381,570 |
| (Liabilities) |  |  |
| Current liabilities |  |  |
| Trade notes and accounts payable | 187,933 | 173,078 |
| Short-term loans | 399,984 | 399,984 |
| Income taxes payable | 1,424,393 | 77,668 |
| Allowance for points | 208,142 | 184,900 |
| Allowance for bonus payments | 73,566 | 78,337 |
| Others | 614,625 | 477,450 |
| Total current liabilities | 2,908,644 | 1,391,419 |
| Fixed liabilities |  |  |
| Long-term liabilities | 733,384 | 433,396 |
| Deferred tax liabilities | 125,729 | 123,974 |
| Allowance for retirement benefits | 109,389 | 123,237 |
| Others | 22,846 | 19,911 |
| Total fixed liabilities | 991,350 | 700,519 |
| Total liabilities | 3,899,995 | 2,091,938 |

End of FY2011
(As of March 31, 2012)

3rd Quarter of FY2012
(As of December 31, 2012)
(Net assets)
Shareholders' equity
Common stock
Capital surplus
Retained earnings
Treasury stock
Total shareholders' equity
Accumulated other comprehensive income
Valuation difference on available-for-sale securities
Foreign currency translation adjustments
Total accumulated other comprehensive income
Minority interests
Total net assets
Total liabilities and net assets

3,218,000
3,218,000
3,708,355
3,708,355
13,106,638
13,799,854
$\triangle 651,377$
$\triangle 651,377$
19,381,616
20,074,832

| 227,124 | 223,997 |
| ---: | ---: |
| $\triangle 15,270$ | $\triangle 12,706$ |
| 211,853 | 211,290 |
| 25,435 | 3,508 |
| $19,618,905$ | $20,289,631$ |
| $23,518,900$ | $22,381,570$ |

(2) Consolidated Statement of Income and Consolidated Statement of Comprehensive Income (Statement of Income for the Consolidated Cumulative 3rd Quarter)

| (Unit: thousands of yen) |  |  |
| :---: | :---: | :---: |
|  | 3rd Quarter of FY 2011 | 3rd Quarter of FY 2012 |
|  | (April 1-Dec. 31, 2011) | (April 1-Dec. 31, 2012) |
| Net sales | 31,600,210 | 5,115,433 |
| Cost of sales | 26,448,442 | 2,551,719 |
| Gross profit | 5,151,767 | 2,563,713 |
| Selling, general and administrative expenses | 3,802,482 | 1,749,976 |
| Operating profit | 1,349,285 | 813,737 |
| Non-operating profit |  |  |
| Interest income | 16,918 | 23,507 |
| Dividend income | 5,560 | 6,395 |
| Interest securities | 12,236 | 2,575 |
| Exchange gain | - | 7,306 |
| Equity method investment gain | 63,605 | 71,283 |
| Miscellaneous receipts | 5,601 | 3,870 |
| Total non-operating profit | 103,923 | 114,939 |
| Non-operating expenses |  |  |
| Interest expense | 12,439 | 5,588 |
| Loss on investment partnership | - | 4,165 |
| Exchange loss | 10,208 | - |
| Miscellaneous expense | 1,472 | 103 |
| Total non-operating expenses | 24,119 | 9,857 |
| Recurring profit | 1,429,088 | 918,819 |
| Extraordinary profit |  |  |
| Gain on sale of fixed assets | - | 316 |
| Gain on sale of investment securities | 28,795 | 51,400 |
| Gain on sale of shares of affiliated company | 6,899,538 | - |
| Others | 76,665 | - |
| Total extraordinary profit | 7,004,999 | 51,716 |
| Extraordinary loss |  |  |
| Loss on disposal of fixed assets | 14,734 | 9,140 |
| Loss on investment securities valuation | - | 2,573 |
| Loss on sale of shares of affiliated company | 79,565 | - |
| Overseas taxation-related losses | - | 11,892 |
| Total extraordinary loss | 94,299 | 23,606 |
| Quarterly net profit before income taxes | 8,339,788 | 946,928 |
| Corporate, local, and business taxes | 1,762,736 | 160,834 |
| Income before minority interests | 6,577,051 | 786,093 |
| Income or loss on minority shareholders ( $\triangle$ ) | 141,379 | $\triangle 21,927$ |
| Quarterly net profit | 6,435,672 | 808,021 |

(Statement of Comprehensive Income for the Consolidated Cumulative 3rd Quarter)

|  | (Unit: thousands of yen) |  |
| :---: | :---: | :---: |
|  | 3rd Quarter of FY 2011 <br> (April 1-Dec. 31, 2011) | 3rd Quarter of FY 2012 <br> (April 1-Dec. 31, 2012) |
| Income before minority interests | 6,577,051 | 786,093 |
| Other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | $\triangle 24,197$ | $\triangle 3,406$ |
| Share of other comprehensive income of associates accounted for using the equity method | 179,237 | 2,844 |
| Total other comprehensive income | 155,040 | $\triangle 562$ |
| Total comprehensive income | 6,732,092 | 785,531 |
| Total comprehensive income attributable to |  |  |
| Equity shareholders of the parent company | 6,590,712 | 807,458 |
| Minority interests | 141,379 | $\triangle 21,927$ |

## (3) Explanatory Note Regarding Premise of a Going Concern

Not applicable
(4) Note for Significant Changes in Amount of Shareholders' Equity

Not applicable
(5) Segment Information
I. Previous 3rd Quarter Accumulated Period (April 1, 2011 through December 31, 2011)

1. Information Concerning Sales and Profit/Loss by Reportable Segment

| (Unit: thousands of yen) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Content Business | Electronic Money Business | Point Service Business | Total | Adjustment <br> (Note 1) | Consolidated statement amount (Note 2) |
| Net sales <br> Sales to outside customers | 4,824,701 | 25,717,225 | 1,058,282 | 31,600,210 | - | 31,600,210 |
| Intersegment sales and transfers | 57,619 | 400 | - | 58,019 | $\triangle 58,019$ | - |
| Total | 4,882,321 | 25,717,625 | 1,058,282 | 31,658,229 | $\triangle 58,019$ | 31,600,210 |
| Segment profit | 790,763 | 430,774 | 125,349 | 1,346,887 | 2,398 | 1,349,285 |

Notes: $\quad 1$. The segment profit adjustment of $¥ 2,398$ thousand refers to the elimination of intersegment transactions.
2. Segment profit is adjusted with the operating profit in the quarterly consolidated profit and loss statement.
2. Information Concerning Assets by Reportable Segment

Since the sale in July 2011 of the Company's entire shareholding in WebMoney Corporation, which is engaged in the electronic money business, the company in question is no longer a consolidated subsidiary of the Faith Group.

As a result of this, in comparison with the end of the previous consolidated fiscal year, there has been a reduction in the amount of assets recorded in the reportable segments for the current consolidated 3rd quarter period for "the Electronic Money Business" of $¥ 18,161,901$.
3. Information Concerning Impairment Loss on Fixed Assets or Goodwill by Reportable Segment This information is omitted since there is no critical impairment loss on fixed assets or significant change in the amount of goodwill.
II. Current 3rd Quarter Accumulated Period (April 1, 2012 through December 31, 2012)

1. Information Concerning Sales and Profit/Loss by Reportable Segment

| (Unit: thousands of yen) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Content <br> Business | Point Service Business | Total | Adjustment (Note 1) | Consolidated statement amount (Note 2) |
| Net sales <br> Sales to outside customers | 4,056,775 | 1,058,658 | 5,115,433 | - | 5,115,433 |
| Intersegment sales and transfers | 12,409 | - | 12,409 | $\triangle 12,409$ | - |
| Total | 4,069,185 | 1,058,658 | 5,127,843 | $\triangle 12,409$ | 5,115,433 |
| Segment profit | 687,562 | 125,869 | 813,431 | 306 | 813,737 |

Notes: 1. The segment profit adjustment of $¥ 306$ thousand refers to the elimination of intersegment transactions.
2. Segment profit is adjusted with the operating profit in the quarterly consolidated profit and loss statement.

## 2. Information Concerning Changes in Reportable Segment

From the current 1st quarter consolidated accounting period, the reportable segments have been changed from the previous two segments of the "Content Business "and "Electronic Money Business" to the two segments of the "Content Business" and the "Point Service Business". This change was made because the Company's involvement in the Electronic Money Business ceased following the sale of the Company's shareholding in its consolidated subsidiary WebMoney Corporation on July 19, 2011, and also in view of the growing importance of the Point Service Business, which was previously included in the "Others" segment.

In addition, segment information relating to the previous year's 3rd quarter consolidated accounting period has been produced based on the reportable segments for the current year's 3rd quarter consolidated accounting period.
3. Information Regarding Impairment Losses on Fixed Assets or Goodwill by Reportable Segment

This information is omitted since there is no critical impairment loss on fixed assets or significant change in the amount of goodwill.

## (6) Significant Subsequent Event

Acquisition of All Shares in Entermedia Inc.
After making the decision to purchase a $100 \%$ equity stake in Entermedia Inc., Faith Inc. included a share transfer agreement with Entermedia's parent company J-Stream Inc. On February 12, 2013.
(1) Purpose of equity stake acquisition

Entermedia Inc. is engaged in the production and operation of official fan club websites for a large number of major artists and in the e-commerce business, which includes the selling of these artists' goods, CDs, DVDs etc. Working in partnership with the artists and agencies who are its clients, Entermedia has built up the fan club business to the point where it has attracted a total of approximately

190,000 members, and this company is anticipated to continue exhibiting strong growth. As a member of the Faith Group, Entermedia will work together with Faith including on the development of new customer layers, and this cooperation is expected to generate wide-ranging business synergies for both companies.
(2) Outline of acquired company

Name:
Entermedia Inc.
Business contents: Fan club website operation for mobile phone users and product sales
Capital: $\quad ¥ 1$ million
(3) Date of share acquisition: April 1, 2013
(4) No. of shares acquired, cost of acquisition and ownership ratio after acquisition:

No. of acquired shares: 21,650 ; cost of acquisition: $¥ 45$ million; ownership ratio after acquisition: $100 \%$
(5) Acquired voting rights ratio: $100 \%$
(6) Method of procuring funds for payment: Lump sum payment from own funds


[^0]:    Note: Revisions of recently announced dividend forecasts: none

