



# **Supplemental Data for the Consolidated Financial Results for the Full Fiscal Year Ending March 2015 (FY2014)**

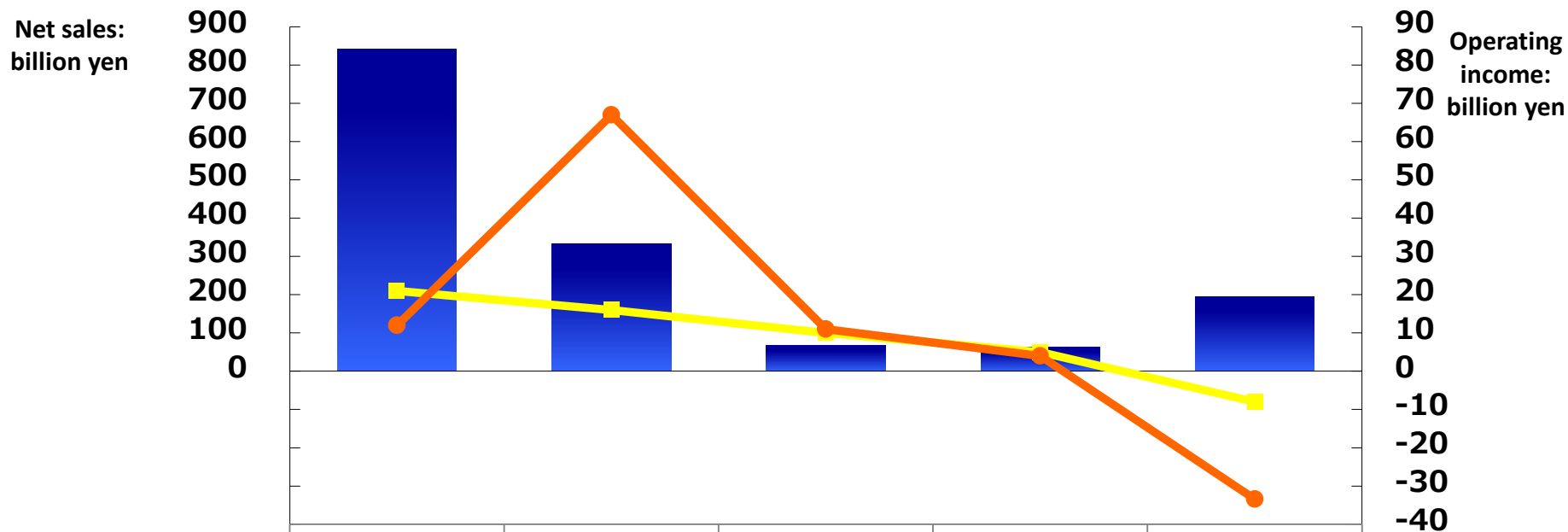
株式会社フェイス

**Consolidated Financial Results  
for the Full Fiscal Year  
Ending March 2015 (FY2014)**

# Consolidated Financial Result Highlights for FY 2014



Including the Columbia Business Segment's sales and operating loss, the Group recorded net sales of ¥19,590 million and an operating loss of ¥890 million. With the recording of impairment losses on goodwill by Nippon Columbia Co., Ltd. and OKLife Inc., the Group posted a net loss for the year of ¥3,340 million.

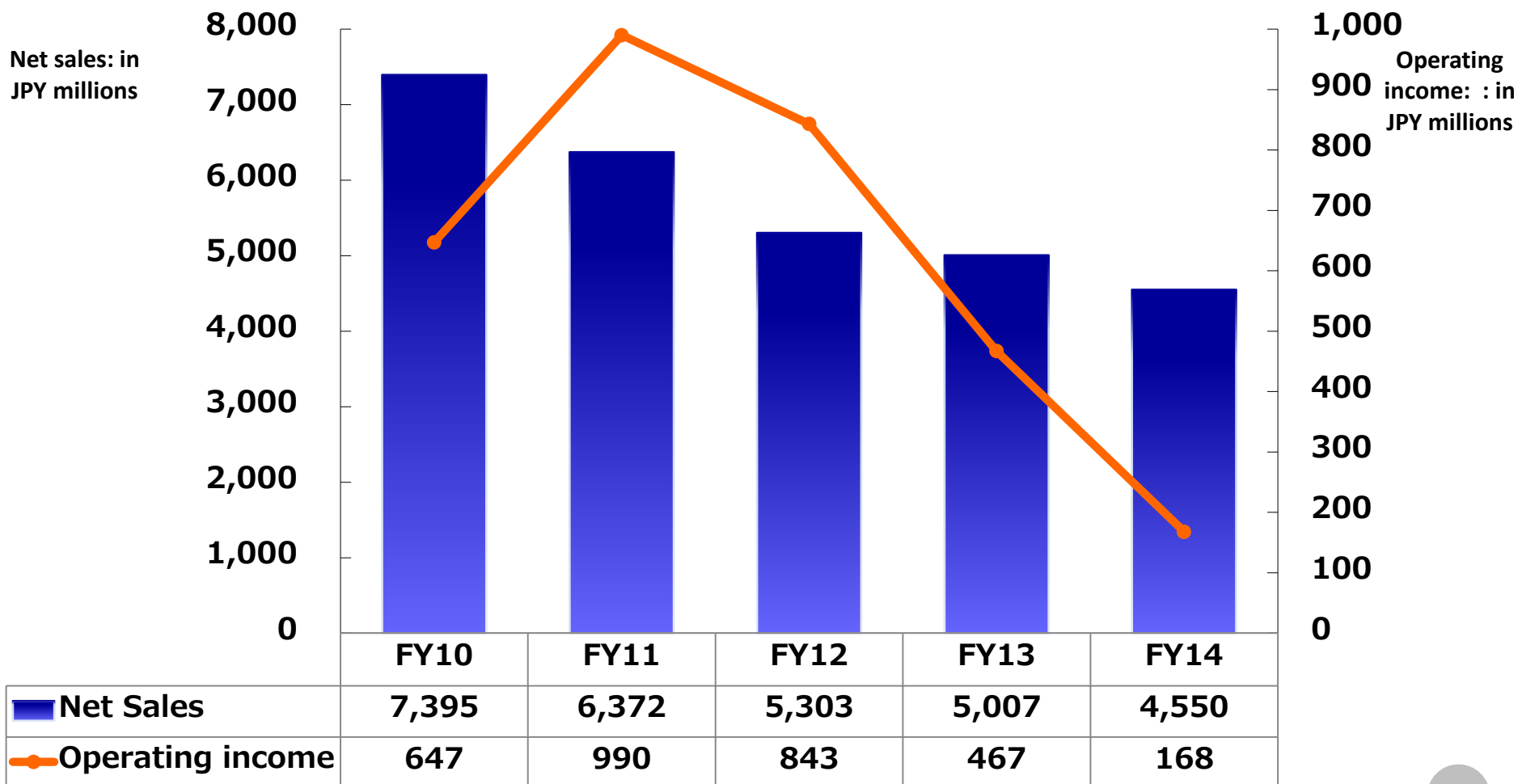


Net sales	842	334	67	63	195
Operating income	21	16	10	5	-8
Net income	12	67	11	4	-33

※Following the disposal of the Company's consolidated subsidiary WebMoney Corporation in July 2011, the Electronic Money Business was eliminated and sales revenue has not been recorded in this segment since FY 2012 Q2.

# Results of the Content Business During FY2014

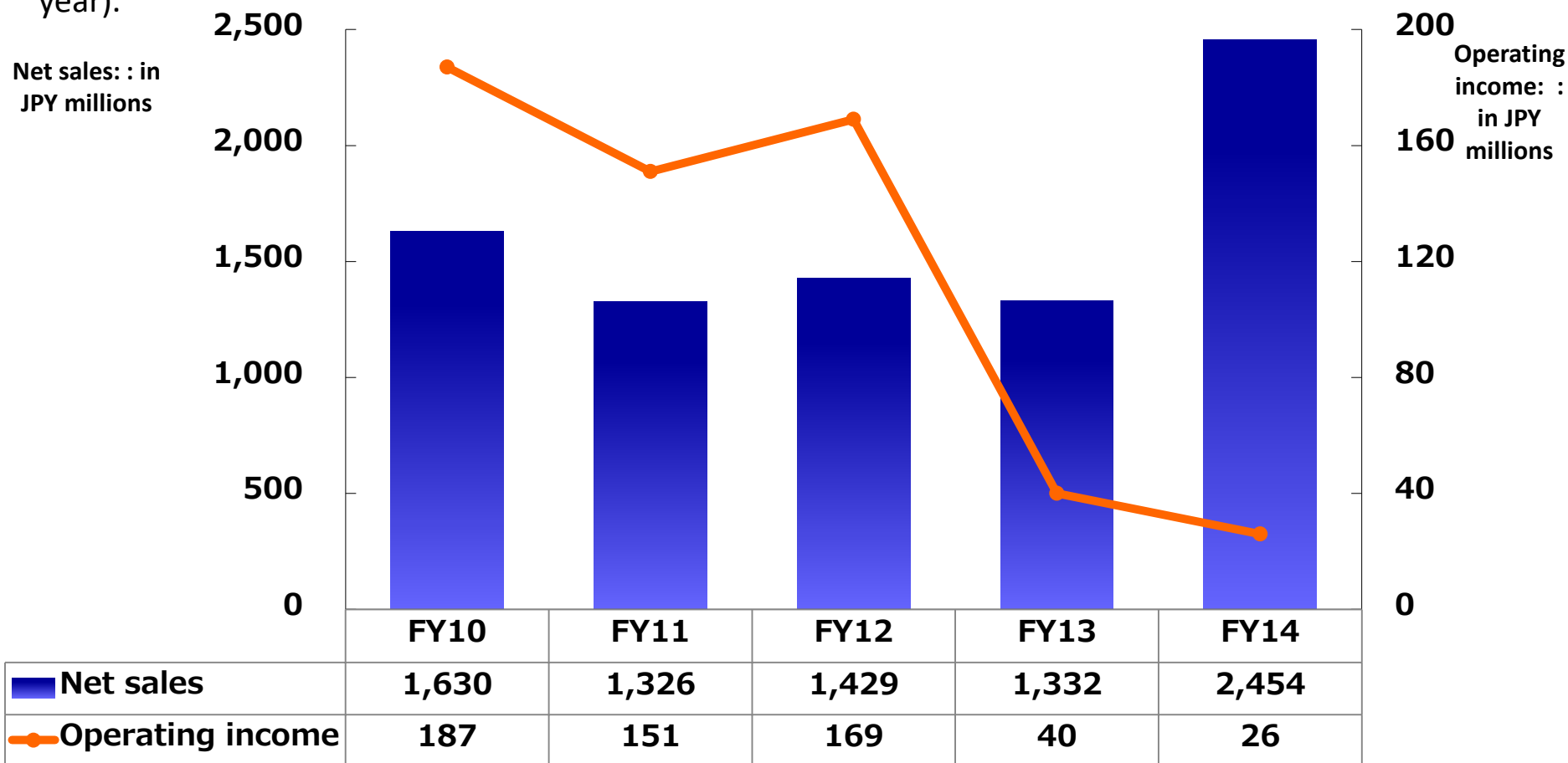
In the Content Business, net sales were ¥4,550 million (down 9.1% year on year) due mainly to declining sales of feature phone services. Also, operating income was ¥168 million (down 64.0% year on year) due to increasing costs in connection with the start up of new services in addition to the decline in sales.



# Results of the Point Service Business During FY2014



Sales of points increased in line the opening of new point member stores and sales promotion, resulting in net sales of ¥2,454 million (up 84.2% year on year). However, the profit ratio declined due to redemptions of former points, resulting in operating income of ¥26 million (down 35.6% year on year).

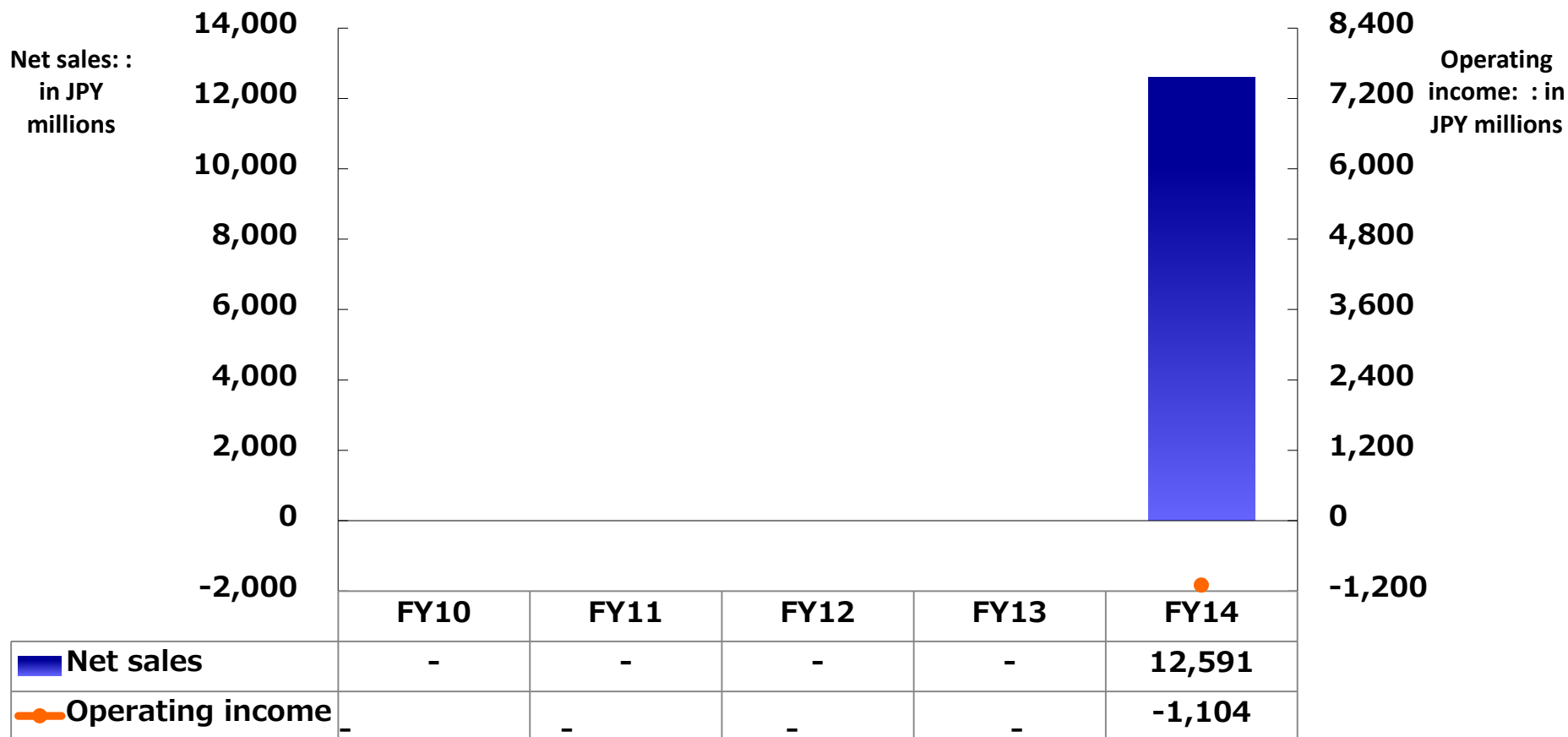


*※GoodyPoint Co., Ltd. has changed its settlement date and consequently this company's accounting year totaled 13 months during FY 2014.*

# Results of the Columbia Business During FY2014



In line with the continuing contraction of the music market, the Columbia Business experienced an overall decline in sales of music CDs and digital distribution titles, producing net sales of ¥12,591 million. Also, lower sales of high-margin titles released in past years and of transactions utilizing past sound sources decreased the profit level, resulting in an operating loss of ¥1,104 million.



※Because the Columbia Business Segment's sales and operating loss have been included in the Faith Group's business performance only since the start of the current fiscal year, no comparisons with the previous fiscal year are given.

# FY2014 Consolidated Business Performance by Segment

(Compared with the Previous Fiscal Year)



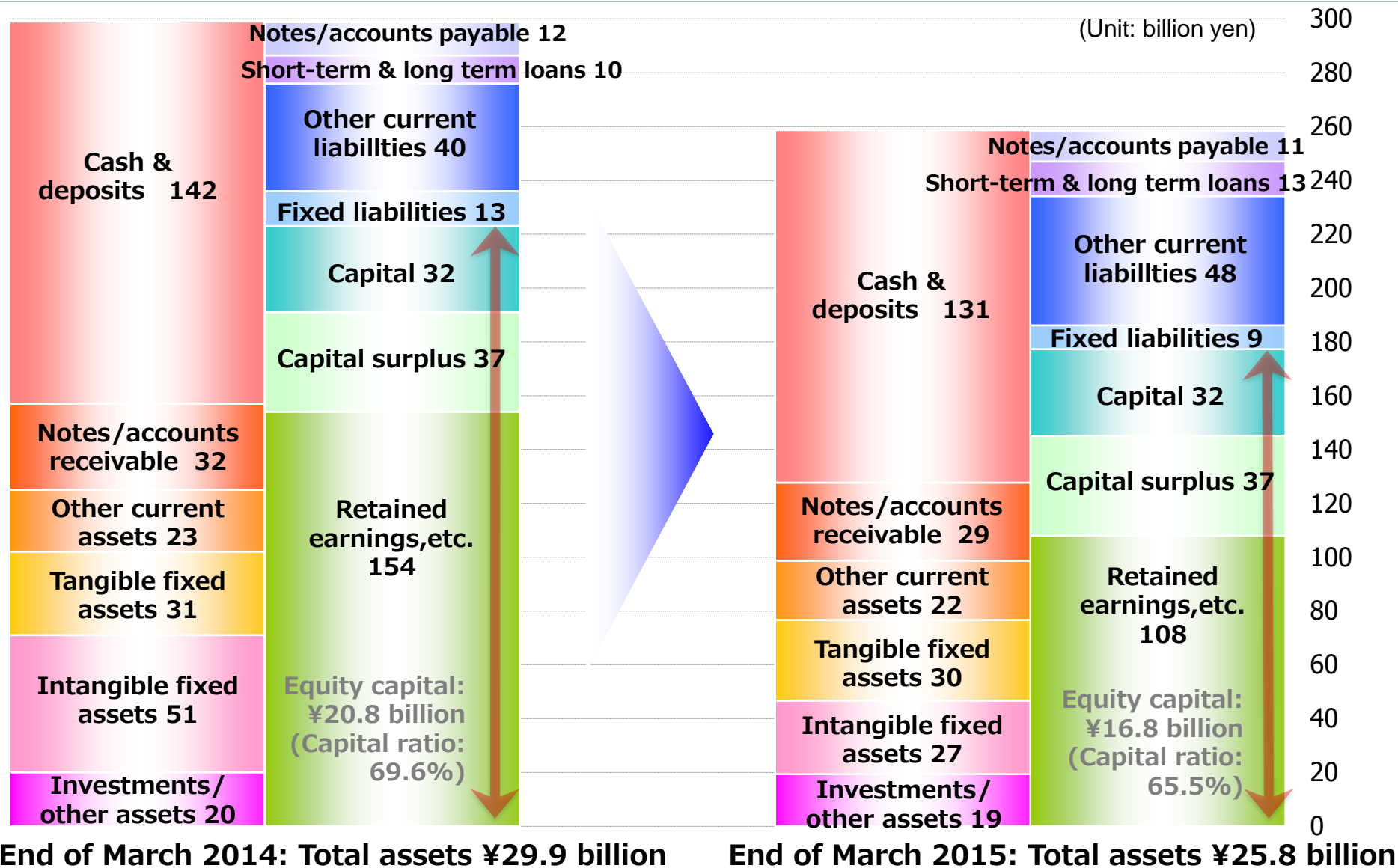
(Unit: million yen)

	FY13	FY14	Year-on-year	Year-on-year
			change (amount)	change (%)
Net Sales	<b>6,340</b>	<b>19,597</b>	<b>13,256</b>	<b>209.1%</b>
Content Business	<b>5,007</b>	<b>4,550</b>	<b>▲ 457</b>	<b>-9.1%</b>
Point Service Business	<b>1,332</b>	<b>2,454</b>	<b>1,122</b>	<b>84.2%</b>
Columbia Business	<b>0</b>	<b>12,591</b>	<b>12,591</b>	<b>—</b>
Operating Income	<b>508</b>	<b>▲ 891</b>	<b>▲ 1,400</b>	<b>—</b>
Content Business	<b>467</b>	<b>168</b>	<b>▲ 299</b>	<b>-64.0%</b>
Point Service Business	<b>40</b>	<b>▲ 26</b>	<b>▲ 14</b>	<b>-35.6%</b>
Columbia Business	<b>0</b>	<b>▲ 1,104</b>	<b>▲ 1,104</b>	<b>—</b>
Adjustment amount*	<b>1</b>	<b>18</b>	<b>17</b>	<b>—</b>
Ordinary Income	<b>586</b>	<b>▲ 862</b>	<b>▲ 1,448</b>	<b>—</b>
Net Profit	<b>403</b>	<b>▲ 3,440</b>	<b>▲ 3,744</b>	<b>—</b>

\*The adjustment amount is due to the elimination of inter-segment transactions.

# FY2014 Consolidated Balance Sheet

(Compared with the End of the Previous Fiscal Year)



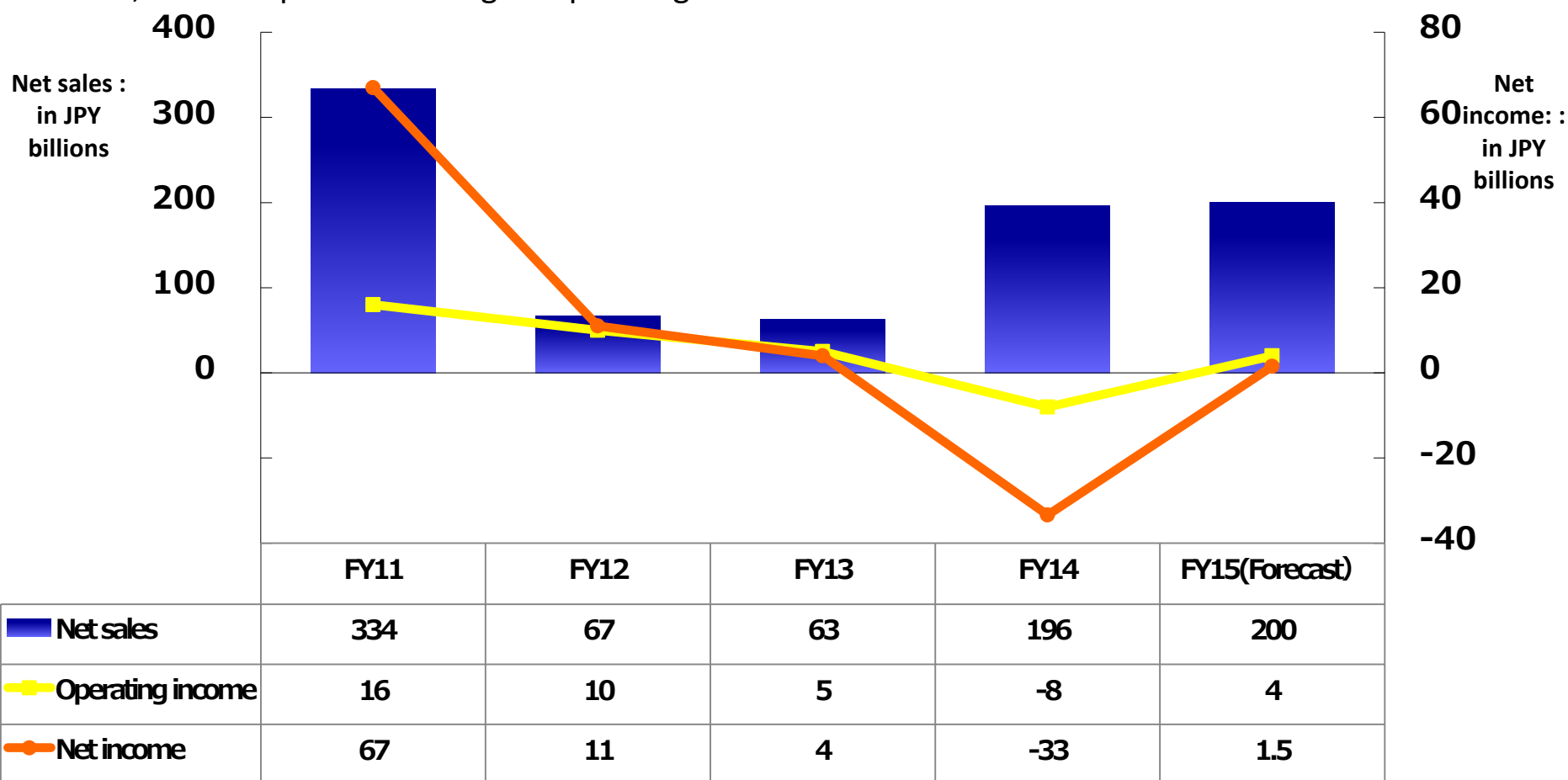


# **FY2015 Business Performance Forecast**

# FY2015 Full Year Business Performance Forecast



Amid a continuing decline in sales of existing services and in line with the expansion of new services, the Group is forecasting net sales of ¥20 billion (up 2.1% year-on-year). Moreover, with the anticipated return to profitability of the Columbia Business following its structural reforms and of revenue from new services, the Group is forecasting an operating income of ¥400 million and a net income of ¥150 million.



※Following the disposal of the Company's consolidated subsidiary WebMoney Corporation in July 2011, the Electronic Money Business was eliminated and sales revenue has not been recorded in this segment since FY 2012 Q2.

# FY 2015 Consolidated Business Performance Forecast by Segment



(Unit: million yen)

	FY14	FY15 (forecast)	Year-on-year	Year-on-year
			change (amount)	change (%)
Net Sales	<b>19,597</b>	<b>20,000</b>	<b>403</b>	<b>2.1%</b>
Content Business	<b>4,550</b>	<b>6,400</b>	<b>1,850</b>	<b>40.7%</b>
Point Service Business	<b>2,454</b>	<b>2,100</b>	<b>▲ 354</b>	<b>-14.5%</b>
Columbia Business	<b>12,591</b>	<b>11,500</b>	<b>▲ 1,091</b>	<b>-8.7%</b>
Operating Income	<b>▲ 891</b>	<b>400</b>	<b>1,291</b>	<b>—</b>
Content Business	<b>168</b>	<b>335</b>	<b>167</b>	<b>99.3%</b>
Point Service Business	<b>26</b>	<b>55</b>	<b>29</b>	<b>110.8%</b>
Columbia Business	<b>▲ 1,104</b>	<b>10</b>	<b>1,114</b>	<b>—</b>
Adjustment amount*	<b>18</b>	<b>15</b>	<b>▲ 3</b>	<b>—</b>
Ordinary Income	<b>▲ 862</b>	<b>380</b>	<b>1,242</b>	<b>—</b>
Net Income	<b>▲ 3,340</b>	<b>150</b>	<b>3,490</b>	<b>—</b>

\*The adjustment amount is due to the elimination of inter-segment transactions.

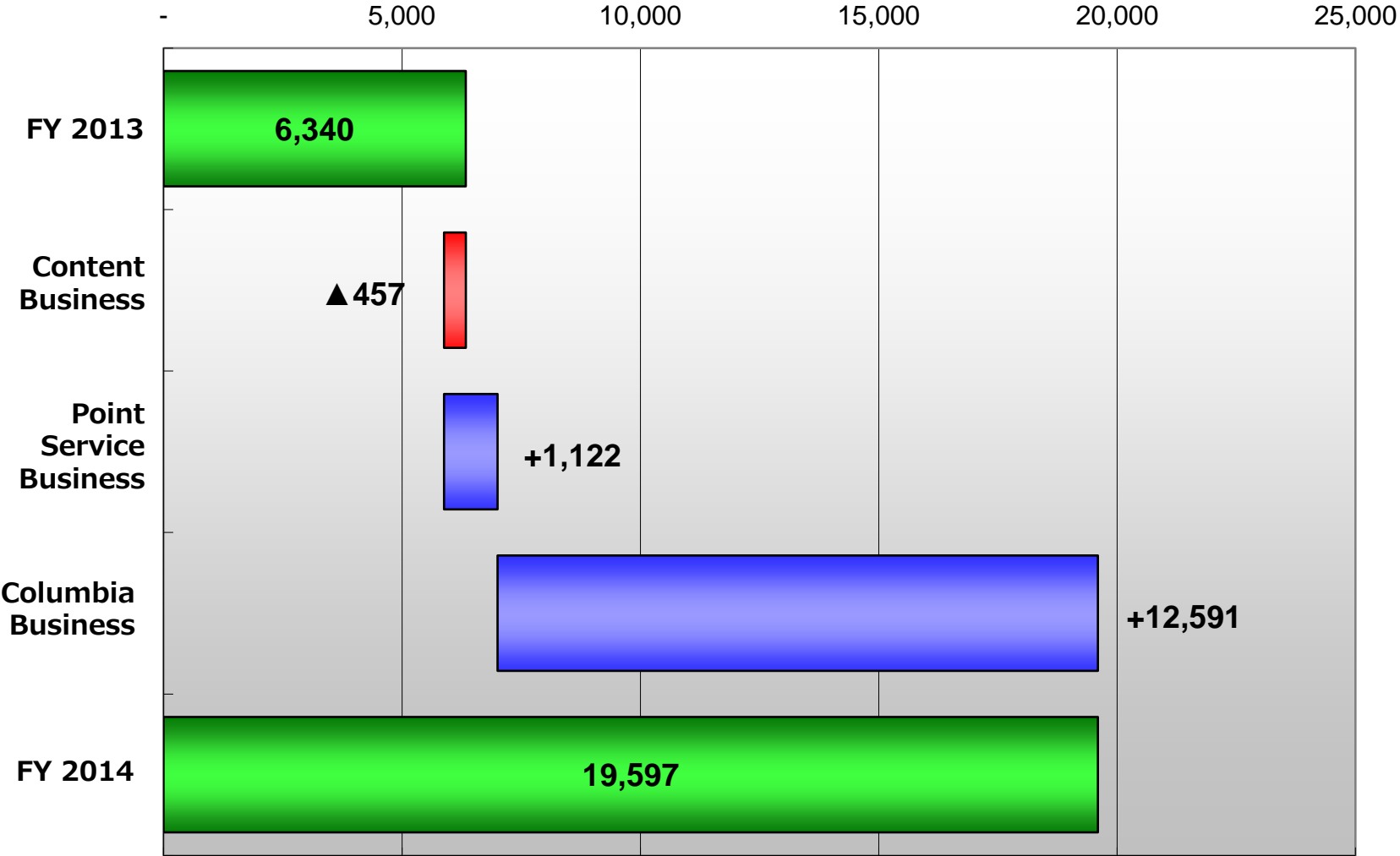
# Reference Materials

# FY2014 Consolidated Net Sales

(Compared with Previous Fiscal Year)



(Unit: million yen)

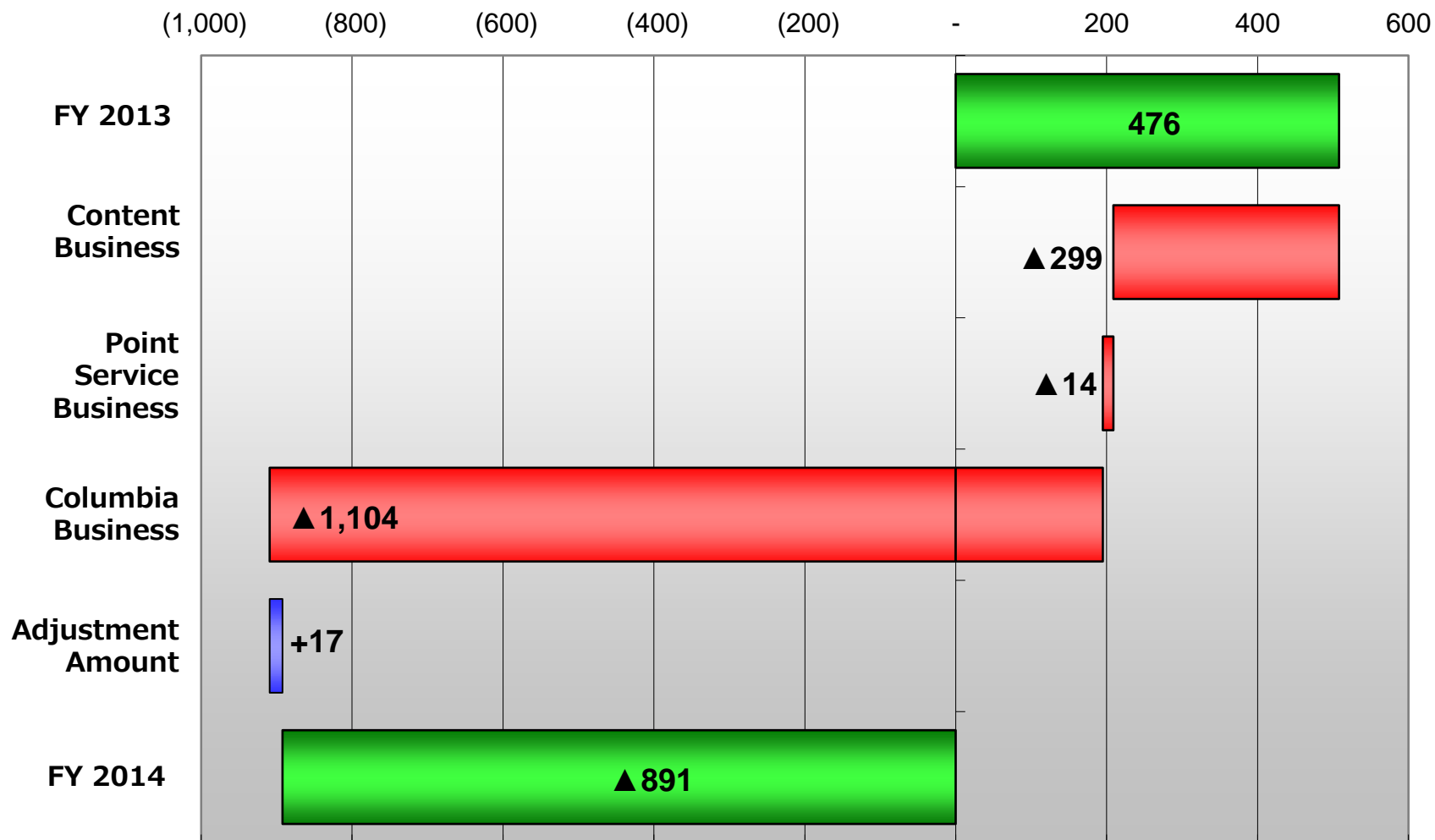


# FY2014 Consolidated Operating Income

(Compared with Previous Fiscal Year)



(Unit: million yen)



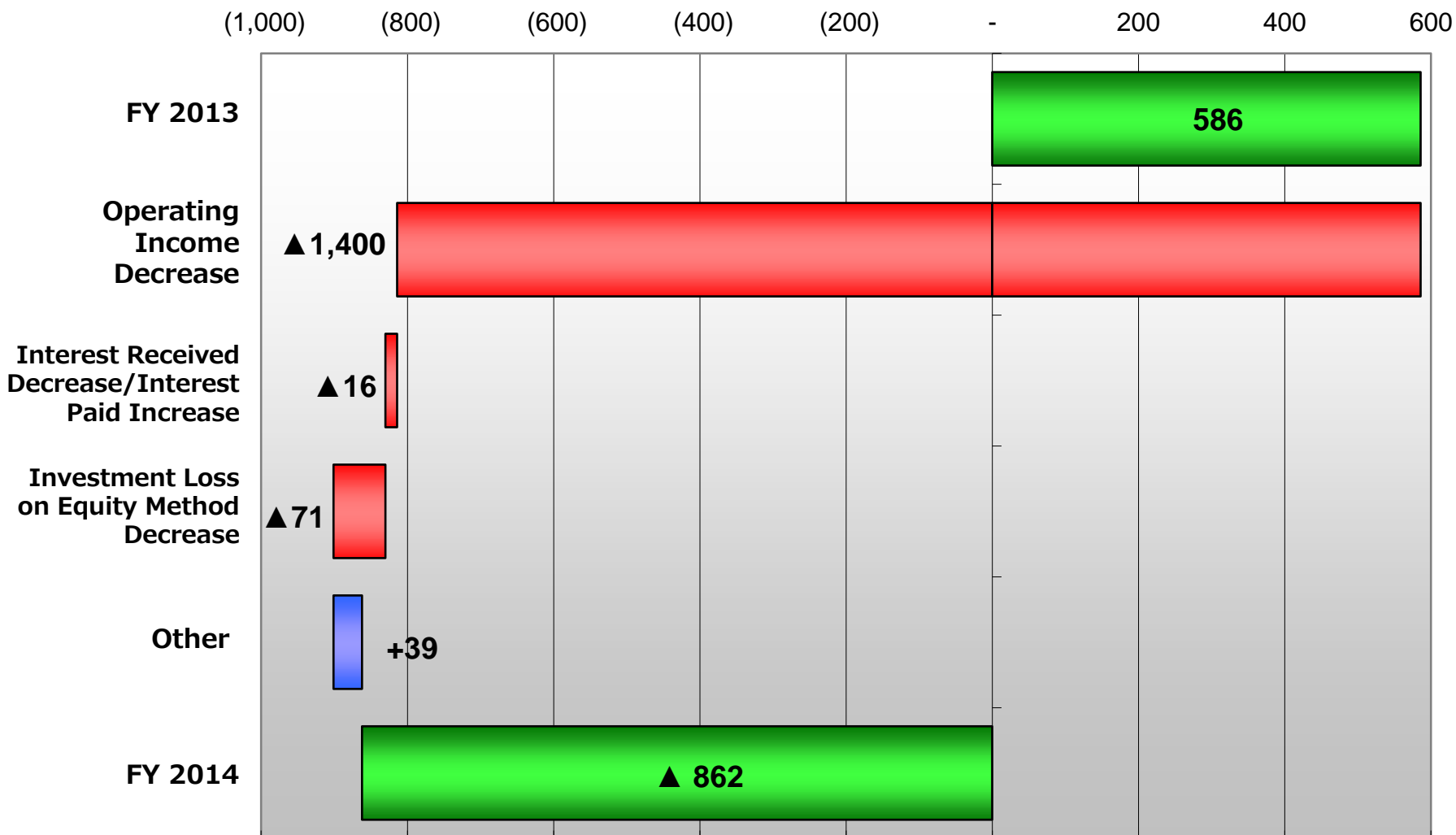
※The adjustment amount is due to the elimination of inter-segment transactions.

# FY2014 Consolidated Ordinary Income

(Compared with Previous Fiscal Year)



(Unit: million yen)



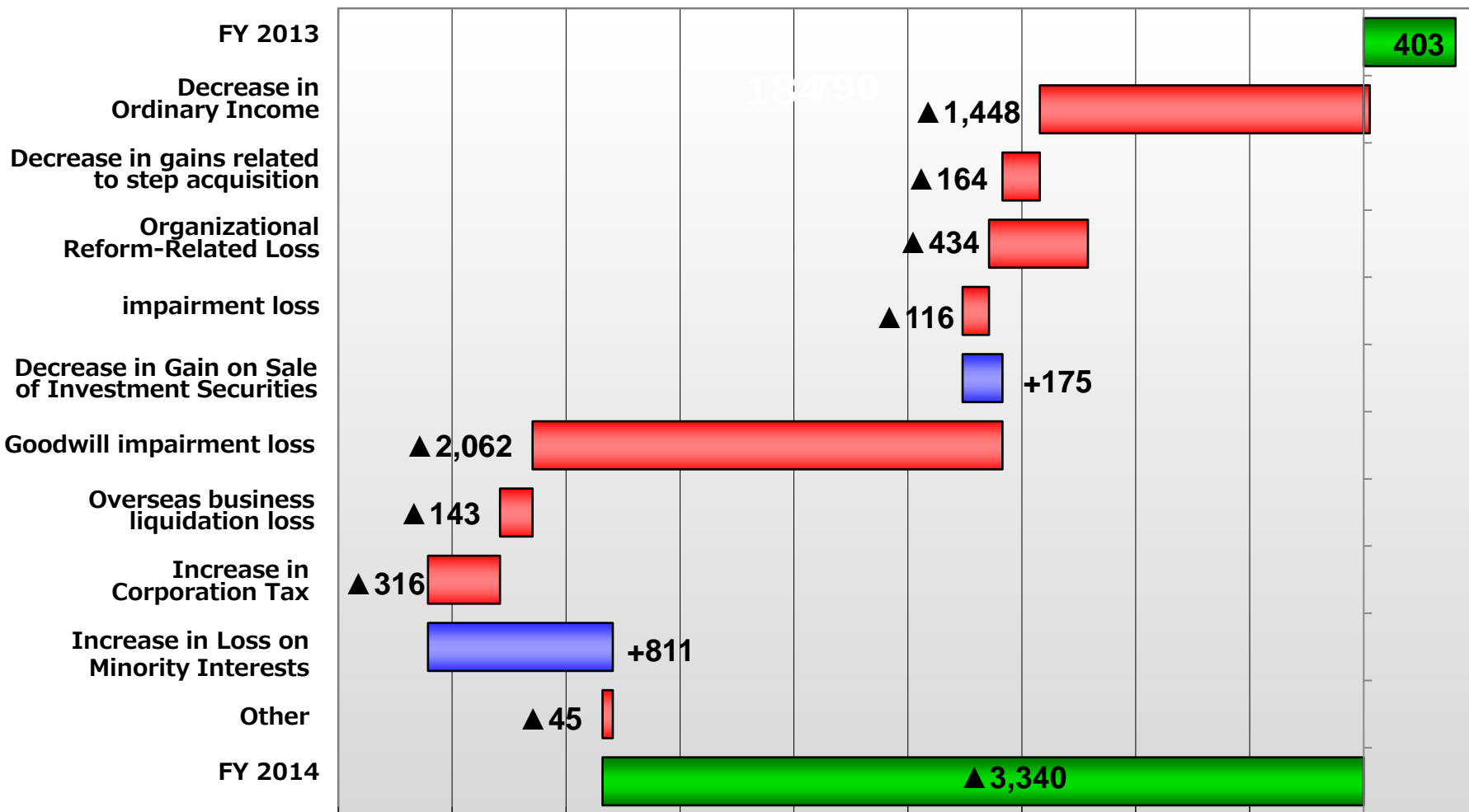
# FY2014 Consolidated Net Income

(Compared with Previous Fiscal Year)



(Unit: million yen)

(4,500) (4,000) (3,500) (3,000) (2,500) (2,000) (1,500) (1,000) (500) - 500





## Notice

**This document and its supporting documents contain projections of our company's future performance. These are estimates by the management of Faith based on currently available information. There are potential risks and uncertainties that may affect the results. Please be advised that actual performance may differ significantly from the forecast.**