# BRIEF STATEMENT OF CONSOLIDATED FINANCIAL RESULTS FOR THE $1^{\text {st }}$ QUARTER OF THE FISCAL YEAR ENDING MARCH 2014 <br> <br> [Japanese Standards] 

 <br> <br> [Japanese Standards]}

August 9, 2013
Faith, Inc. (Stock code 4295, Listed on TSE 1st section)
(URL http://www.faith.co.jp/)
Representative: Hajime Hirasawa, CEO/President
Contact: Jiro Saeki, CFO/Director Tel: +81-3-5464-7633
Date of Submission of Securities Report: August 12, 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 JPY 1 million.

1. Results for the 1st Quarter of the Fiscal Year Ending March 2014
(From April 1, 2013 to June 30, 2013)
(1) Consolidated Operating Results
(Percentages indicate changes compared with the 1st quarter of the previous fiscal year.)

|  | Net Sales |  | Operating Profit |  | Recurring Profit |  | Net Profit |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Q1 of the year ending | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% |
| March 2014 | 1,639 | $\triangle 1.8$ | 179 | $\triangle 35.5$ | 179 | $\triangle 21.6$ | 181 | $\triangle 1.8$ |
| March 2013 | 1,669 | $\triangle 94.0$ | 278 | $\triangle 62.7$ | 229 | $\triangle 71.0$ | 184 | $\triangle 57.8$ |

Note: Comprehensive income: 1st quarter of the fiscal year ending March 2014: ¥194 million (35.3\%); 1st quarter of the fiscal year ending March 2013: $¥ 143$ million ( $\Delta 73.4 \%$ )

|  | Net Profit <br> per Share | Diluted Net Profit <br> per Share |
| :--- | ---: | ---: |
| Q1 of the year ending | Yen | Yen |
| March 2014 | 158.89 | 158,89 |
| March 2013 | 160.61 | - |

(2) Consolidated Financial Position

|  | Total Assets | Net Assets | Ratio of Equity Capital | Net Profit Per Share |
| :--- | ---: | ---: | ---: | ---: |
|  | Millions of yen | Millions of yen | $\%$ | yen |
| Q1 of the year ending | 22,586 | 20,690 | 91.6 | $18,159.94$ |
| March 2014 | 22,611 | 20,552 | 90.9 | $18,038.91$ |

Reference: Equity Capital: 1st quarter of fiscal year ending March 2014: $¥ 20,690$ million; fiscal year ending March 2013: $¥ 20,552$ million
2. Dividends

|  | Dividends per share |  |  |  |  |
| :---: | ---: | ---: | ---: | ---: | ---: |
| (Record dates) | $1^{\text {st }}$ Quarter | Interim | $3^{\text {rd }}$ Quarter | Year-end | Total |
| Year ending March 2013 | - | $y e n$ | $y e n$ | yen | yen |
| Year ending March 2014 | - | - | 50.00 | yen |  |
| Year ending March 2014 <br> (Forecast) |  |  |  |  | 100.00 |

Notes: Forecasts for dividends have not been modified since the time of the most recently announced business forecast.
At the Board of Directors meeting held on May 28, 2013, it was resolved to implement a stock split of the Company's common shares at a ratio of 10 shares per share with effect from October 1, 2013. The size of the dividend for the year ending March 2014 (Forecast) is being considered in view of the implementation of this stock split.
3. Forecasts for the Consolidated Business Results for the Year Ending March 2014
(from April 1, 2013 to March 31, 2014)

|  | Net Sales |  | Operating Profit |  | Recurring Profit |  | Net Income |  | Net Income per Share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% | Million s of yen | \% | Yen |
| First half (cumulative) | 3,100 | $\triangle 9.2$ | 10 | $\triangle 98.2$ | $\triangle 100$ | - | $\triangle 150$ | - | $\triangle 131.65$ |
| Full year | 7,000 | 4.0 | 300 | $\triangle 70.4$ | 250 | $\triangle 77.7$ | 200 | $\triangle 82.0$ | 17.55 |

Notes: Forecasts for dividends have not been modified since the time of the most recently announced business forecast.
At the Board of Directors meeting held on May 28, 2013, it was resolved to implement a stock split of the Company's common shares at a ratio of 10 shares per share with effect from October 1, 2013. The size of the net profit per share in the consolidated business forecast (full year) is being considered in view of the implementation of this stock split.

## ※ 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
(2)-1. Changes accompanying revisions of accounting standards, etc.: None
(2)-2. Changes other than the above: None
(2)-3. Changes in accounting estimates: None
(2)-4. Restatements: None
(4) Outstanding shares (common shares)
(4)-1. Outstanding shares at the end of the fiscal years (including treasury shares):

The 1st quarter of the fiscal year ending March 2014: 1,196,000 shares
The fiscal year ending March 2013: 1,196,000 shares
(4)-2. Treasury shares at the end of the fiscal years:

The 1st quarter of the fiscal year ending March 2014: 56,657 shares
The fiscal year ending March 2013: 56,657 shares
(4)-3. Average number of shares at the interim accounting period

The 1st quarter of the fiscal year ending March 2014: 1,139,343 shares
The 1st quarter of the fiscal year ending March 2013: 1,148,050 shares

* Indication of auditing 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. 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 "Qualitative Information Concerning the Quarterly Performance and Financial Position" on page 3 of the accompanying material.
(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 Concerning the Settlement of Accounts for the 1st Quarter

(1) Explanation Concerning the Operating Results

In Japan, the number of individual mobile phone and smartphone subscriptions reached 138,490,000 at the end June $2013^{(* 1)}$ and the market is continuing to expand. In particular, the demand for smartphones continues to increase favorably. During the 12 months from March 2012, smartphone shipments totaled $29,720,000$ units ${ }^{\left({ }^{* 22)}\right)}$, accounting for over $70 \%$ of total mobile phone/smartphone shipments of $41,810,000$ units ${ }^{\left({ }^{(2)}\right)}$ over that period. In line with the spread of high-performance and highly functional smartphones and tablet devices, the market centered on services such as social networking services (SNS), mobile social games, video-sharing sites, etc, is expanding, which is in turn fueling the demand for the creation of new services and contents distribution to satisfy user needs.
(*1) Research by the Telecommunications Carriers Association, (*2) Research by MM Research Institute
In this market environment, in order to be able to distribute guaranteed-quality contents, the Faith Group is developing 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. Also, in order to be able to bring excellent high-value-added contents to the market promptly, we are moving ahead with the production of new contents including music and video. At the same time, we are proceeding with the provision of highly convenient services including new services for users of smartphones, for which popularization is accelerating.

The Group's net sales for the first quarter of the fiscal year ending March 2014 decreased by 1.8\% compared with the same term of the previous fiscal year to $¥ 1,639$ million, operating profit decreased by $35.5 \%$ year on year to $¥ 179$ million, recurring profit decreased by $21.6 \%$ year on year to $¥ 179$ million, and net profit decreased by $1.8 \%$ year on year to $¥ 181$ million.

Information on each business segment is as follows.

## <Content Business>

In the ringtone melody field, which is a part of the Content Business, sales are declining in line with the ongoing shift from conventional mobile phones to smartphones, but we are currently implementing measures to obtain smartphone users as customers, such as reinforcing the distribution of applications aimed at the continually expanding mobile market. From February 2013, we unveiled the Kidzapplanet ${ }^{\mathrm{TM}}$ service worldwide as an intellectual training application brand for pre-school children. So far the series consists of seven titles including Suku Suku Rhythmic! Sawatte Asobo! Wonder Rhythm, Tanoshiku Ugoku! Rhythm Stamp, and Kirei-ni Seiton! Okatazuke Shiyo". So far, aggregate sales of these titles have reached over 400,000 downloads, and the series has proved extremely popular overseas with the Southeast Asian nations of Thailand, Malaysia and Singapore accounting for over half of all downloads. Also, $\mathrm{FaRao}^{\text {TM }}$, Japan's first internet-based radio service equipped with a recommendation function, which entered into service in January 2013, became standard equipped with HIKARI BOX+ in June. Provided by NTT West Corporation, this function makes it possible for listeners to gain easy access to a wide range of music information via a home TV set. In addition, in June 2013, in the Pic Mix Letter service (an original video letter production service), we began newly offering a set menu of Kitty Chan no Nuigurumi limited-edition gift card and book services.

In line with of the above developments, and mainly due to a decrease in income in the ringtone melody business, the Content Business recorded net sales of $¥ 1,287$ million, a decline of $6.2 \%$ year on year. However, factoring in a decrease in the amortization of goodwill, this business recorded an operating profit of $¥ 153$ million, a decline of $39.6 \%$ year on year.
<Point Service Business>
In the Point Service Business, the issuing of points remained strong due to sales promotions by existing member stores and to a rising demand for Reconstruction Assistance Housing Eco-Points, with the result that this business recorded net sales of $¥ 352$ million, an increase of $18.5 \%$ year on year, and an operating profit of $¥ 26$ million, an increase of $5.0 \%$ year on year.
(2) Explanation Concerning the Financial Position

Total assets as of June 30, 2013 decreased by $¥ 24$ million compared to March 31,2013 to $¥ 22,586$ million. This result was mainly the result of decreases in marketable securities and investment securities.

Total liabilities decreased by $¥ 162$ million compared to the end of the previous consolidated fiscal year to $¥ 1,896$ million. This result was mainly due to decreases in income taxes payable and trade notes and accounts payable.

Total net assets increased by $¥ 137$ million compared to the end of the previous consolidated fiscal year to $¥ 20,690$ million. This was mainly due to the recording of a quarterly net profit, etc., despite payment of dividends. As a result, the equity ratio increased by 0.7 percentage points to $91.6 \%$.
(3) Explanation Concerning Future Forecast Information on the Consolidated Financial Results, etc.
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 forecast issued on May 14, 2013.

## 2. Summary Information

(1) Changes in Major Subsidiaries during the 1st Quarter

Not applicable
In addition, although this does not correspond with any change of specified subsidiaries, because the Faith Group acquired a $100 \%$ shareholding in ENTERMEDIA INC., this company is included within the Group's scope of consolidation from the current consolidated cumulative 1st quarter.
(2) Adoption of Simplified Methods in the Preparation of the 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 current 1st quarter accounting period, and then multiplying the amount of quarterly net profit before tax deduction by the current estimated effective tax rate.
(3) Changes in Accounting Principles, Procedures, and Disclosure Methods Not applicable

## 3. Consolidated Financial Statements

(1) Consolidated Balance Sheet for the 1st Quarter

| (Unit: thousands of yen) |  |  |
| :---: | :---: | :---: |
|  | FY2012 (As of March 31, 2013) | The 1st Quarter of FY2013 <br> (As of June 30, 2013) |
| (Assets) |  |  |
| Current assets |  |  |
| Cash and deposits | 12,076,535 | 12,342,373 |
| Accounts and notes receivable | 930,681 | 962,682 |
| Marketable securities | 540,780 | 341,226 |
| Commercial products | 4,464 | 10,209 |
| Products in progress | 5,633 | 15,033 |
| Primary materials and inventory goods | 7,004 | 7,286 |
| Corporation tax refund receivable, etc. | 696,298 | 699,069 |
| Deferred tax assets | 224,075 | 220,808 |
| Others | 117,874 | 155,159 |
| Allowance for doubtful accounts | $\triangle 21,627$ | $\triangle 21,237$ |
| Total current assets | 14,581,719 | 14,732,612 |
| Fixed assets |  |  |
| Tangible fixed assets | 2,870,397 | 2,866,377 |
| Intangible fixed assets |  |  |
| Goodwill | 16,269 | 40,312 |
| Others | 317,804 | 323,578 |
| Total intangible fixed assets | 334,074 | 363,890 |
| Investment and other assets |  |  |
| Investment securities | 4,761,282 | 4,549,288 |
| Others | 63,890 | 74,517 |
| Allowance for doubtful receivable | $\triangle 225$ | $\triangle 215$ |
| Total investments and other assets | 4,824,948 | 4,623,590 |
| Total fixed assets | 8,029,420 | 7,853,859 |
| Total assets | 22,611,140 | 22,586,471 |
| (Liabilities) |  |  |
| Current liabilities | 203,006 | 171,594 |
| Trade notes and Accounts payable | 409,884 | 409,884 |
| Short-term loans | 4,453 | 5,273 |
| Income taxes payable | 145,492 | 23,942 |
| Allowance for points | 175,091 | 176,394 |
| Allowance for bonus payments | 73,914 | 54,373 |
| Others | 411,137 | 506,736 |
| Total current liabilities | 1,422,978 | 1,348,198 |
| Fixed liabilities |  |  |
| Long-term liabilities | 333,400 | 233,404 |
| Lease obligations | 13,030 | 19,613 |
| Deferred tax liabilities | 156,077 | 162,805 |
| Allowance for retirement benefits | 127,394 | 126,145 |
| Others | 5,755 | 5,907 |
| Total fixed liabilities | 635,657 | 547,875 |
| Total liabilities | 2,058,636 | 1,896,074 |


|  | FY2012 <br> (As of March 31, 2013) | The 1st Quarter of FY2013 <br> (As of June 30, 2013) |
| :--- | ---: | ---: |
| (Net assets) |  |  |
| Shareholder's equity |  |  |
| Common stock | $3,218,000$ | $3,218,000$ |
| Capital surplus | $3,708,355$ | $3,708,355$ |
| Retained earnings | $14,103,509$ | $14,227,571$ |
| Treasury stock | $\triangle 751,372$ | $\triangle 751,372$ |
| Total shareholder's equity | $20,278,491$ | $20,402,553$ |
| Other accumulated comprehensive income |  |  |
| Valuation difference on available-for-sale securities | 283,308 | 295,160 |
| Foreign currency translation adjustments | $\triangle 9,296$ | $\triangle 7,316$ |
| $\quad$ Total other accumulated comprehensive income | 274,012 | 287,843 |
| Total net assets | $20,552,504$ | $20,690,396$ |
| Total liabilities and net assets | $22,611,140$ | $22,586,471$ |

(2) Consolidated Statement of Income and Consolidated Statement of Comprehensive Income (Consolidated Statement of Income for the 1st Quarter)
(Unit: thousands of yen)

|  |  | (Unit: thousands of yen) |
| :---: | :---: | :---: |
|  | The 1st Quarter of FY 2012 <br> (April 1-June 30, 2012) | The 1st Quarter of FY 2013 (April 1-June 30 2013) |
| Net sales | 1,669,316 | 1,639,776 |
| Cost of sales | 809,958 | 898,188 |
| Gross profit | 859,358 | 741,588 |
| Selling, general and administrative expenses | 581,083 | 562,081 |
| Operating profit | 278,274 | 179,506 |
| Non-operating profit |  |  |
| Interest income | 9,820 | 5,957 |
| Dividend income | 3,767 | 4,407 |
| Interest on securities | 965 | 642 |
| Investment gain on equity method | - | 1,795 |
| Miscellaneous receipts | 1,348 | 1,709 |
| Total non-operating profit | 15,902 | 14,511 |
| Non-operating expenses |  |  |
| Interest paid | 2,015 | 1,815 |
| Investment loss on equity method | 56,994 | 12,024 |
| Exchange losses | 5,568 | - |
| Miscellaneous expenses | 103 | 222 |
| Total non-operating expenses | 64,681 | 14,062 |
| Recurring profit | 229,494 | 179,956 |
| Extraordinary profit |  |  |
| Gain on disposal of investment securities | - | 28,320 |
| Total extraordinary profit | - | 28,320 |
| Extraordinary losses |  |  |
| Loss on disposal of fixed assets | 3,460 | 41 |
| Loss on valuation of investment securities | 2,573 | - |
|  | - | 2,253 |
| Total extraordinary losses | 6,034 | 2,295 |
| Net income before income taxes | 223,460 | 205,981 |
| Corporate, local, and business taxes | 44,048 | 24,952 |
| Net income before minority interests | 179,412 | 181,028 |
| Minority interests in income | $\triangle 4,973$ | - |
| Net profit for the quarter | 184,386 | 181,028 |

(Consolidated Statement of Comprehensive Income for the 1st Quarter)

|  | The 1st Quarter of FY <br> 2012 | The 1st Quarter of FY <br> 2013 |
| :--- | ---: | ---: |
| (April 1-June 30, 2012) |  |  |$\quad$| (April 1-June 30, 2013) |
| :--- |

(3) Notes Concerning the Consolidated Financial Statements
(Notes Concerning the Premise of a Going Concern)
Not applicable
(Notes in the Case of Significant Changes in the Amount of Shareholders' Equity) Not applicable

## (Segment Information)

I 1st quarter of the previous consolidated fiscal year (FY 2012, April 1, 2012 - June 30, 2012)

1. Information on sales and profit or loss by reportable segment
(Unit: thousands of yen)

|  | Reportable segment |  |  | Adjustment amount (Note 1) | Amount recorded in Consolidated Financial Statements (Note 2) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Content | Point | Total |  |  |
| Net sales <br> Sales to external customers <br> Intersegment sales or transfer amount | $\begin{array}{r} 1,371,654 \\ 5,248 \end{array}$ | $297,661$ | $\begin{array}{r} 1,669,316 \\ 5,248 \end{array}$ | $\triangle 5,248$ | $1,669,316$ - |
| Total | 1,376,903 | 297,661 | 1,674,565 | $\triangle 5,248$ | 1,669,316 |
| Segment profit | 253,571 | 24,780 | 278,352 | $\triangle 78$ | 278,274 |

Notes: 1. Adjustment of segment profit of $¥ 78$ thousand refers to elimination of intersegment transactions.
2. Segment profit is adjusted with the operating profit in the quarterly consolidated profit and loss statement.
2. Information regarding impairment loss on fixed assets or goodwill by segment reported

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

II 1st quarter of the current consolidated fiscal year (FY 2013, April 1, 2013 - June 30, 2013)

1. Information on sales and profit or loss by reportable segment


Notes: 1 . Adjustment of segment profit of $¥ 252$ thousand refers to elimination of intersegment transactions.
2. Segment profit is adjusted with the operating profit in the quarterly consolidated profit and loss statement.
2. Information regarding impairment loss on fixed assets or goodwill by segment reported

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

