# BRIEF STATEMENT OF CONSOLIDATED FINANCIAL RESULTS FOR THE 2nd QUARTER OF THE FISCAL YEAR ENDING MARCH 2014 [Japanese Standards] 

November 12, 2013
Company name: Faith, Inc. (Stock code 4295, Listed on TSE 1st section)
URL:
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Date of Submission of Securities Report: November 14, 2013
Starting Date of the Dividend Payment: December 10, 2013
Preparation of Supplementary Materials for Quarterly Financial Results: Applicable
Information Meeting for Quarterly Financial Results to be Held: Applicable (for Institutional Investors and Analysts)

Amounts are rounded down to the nearest $¥ 1$ million.

1. Consolidated Results for the 2nd Quarter of the Fiscal Year Ending March 2014 (From April 1, 2013 to September 30, 2013)
(1) Consolidated Operating Results

|  | Net Sales |  | Operating Profit |  | Recurring Profit |  | Net Profit |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% |
| Q2 of the year ending March 2014 | 3,172 | $\triangle 7.1$ | 309 | $\triangle 45.0$ | 342 | $\triangle 39.8$ | 332 | $\triangle 34.8$ |
| Q2 of the year ending March 2013 | 3,413 | $\triangle 88.5$ | 564 | $\triangle 48.0$ | 569 | $\triangle 50.7$ | 509 | $\triangle 91.7$ |

Note: Comprehensive income: 2nd quarter of fiscal year ending March 2014: ¥543 million ( $\triangle 19.2 \%$ ); 2nd quarter of fiscal year ending March 2013: $¥ 455$ million ( $\triangle 92.9 \%$ )

|  | Net Profit per Share | Diluted Net Profit per Share |
| :--- | ---: | ---: |
|  | Yen |  |
| Q2 of the year ending March 2014 | 29.17 | 29.17 |
| Q2 of the year ending March 2013 |  |  |

Note: With effect from October 1, 2013, the Company carried out a stock split of its common shares at a ratio of 10 shares per share. For this reason, the quarterly net profit per share and the quarterly diluted net profit per share are calculated under the supposition that the stock split had taken place at the beginning of the previous consolidated fiscal year.
(2) Consolidated Financial Position

|  | Total Assets | Net Assets | Ratio of Equity Capital | Net Profit Per Share |
| :--- | ---: | ---: | ---: | ---: |
| Millions of yen | Millions of yen | $\%$ | yen |  |
| Q2 of the year <br> ending March 2014 | 22,874 | 21,038 | 92.0 | $1,846,56$ |
| Year ending March <br> 2013 | 22,611 | 20,552 | 90.9 | $1,803.89$ |

Reference: Equity Capital: 1st quarter of fiscal year ending March 2014: ¥21,038 million; fiscal year ended March 2013: ¥20,552 million
Note: With effect from October 1, 2013, the Company carried out a stock split of its common shares at a ratio of 10 shares per share. For this reason, the net assets per share are calculated under the supposition that the stock split had taken place at the beginning of the previous consolidated fiscal year.

## 2. Dividends

|  | Dividends per share |  |  |  |  |
| :---: | ---: | ---: | ---: | ---: | ---: |
| (Record dates) |  |  |  |  |  |
|  | 1st Quarter | Interim | 3rd Quarter | Year-end | Total |
| Year ending March 2013 | - | yen | yen | yen | yen |
| Year ending March 2014 | - | 50.00 | - | 50.00 | 100.00 |
|  | - | 50.00 |  |  |  |
| Year ending March 2014 (Forecast) |  |  | - | 5.00 | - |

Note: Forecasts for the dividends have not modified at the announcement of the financial statements for FY2013 Q2.
With effect from October 1, 2013, the Company carried out a stock split of its common shares at a ratio of 10 shares per share. The size of the year-end dividend per share (forecast) for the year ending March 2014 is being considered in view of the implementation of this stock split.
3. Forecast for the Consolidated Business Results for the Year Ending March 2014 (from April 1, 2013 to March 31, 2014)
(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 | \% | $\begin{gathered} \text { Millions } \\ \text { of yen } \end{gathered}$ | \% | Millions of yen | \% | Yen |
| Full year ending March 2014 | 6,700 | $\triangle 0.5$ | 400 | $\triangle 60.5$ | 440 | $\triangle 60.7$ | 380 | $\triangle 65.8$ | 33.35 |

Note: Forecasts for the consolidated business results have not been modified at the time of announcement of the financial statements for FY2013 Q2.
With effect from October 1, 2013, the Company carried out a stock split of its common shares at a ratio of 10 shares per share. The size of the year-end dividend per share (forecast) for the year ending March 2014 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 4 of the accompanying material.
(3) Changes in accounting policy, changes in accounting estimates, and restatements
(3)-1. Changes accompanying revisions of accounting standards, etc.: None
(3)-2. Changes other than the above: None
(3)-3. Changes in accounting estimates: None
(3)-4. Restatements: None
(4) Outstanding shares (common shares)
(4)-1. Outstanding shares at the end of the fiscal years (including treasury shares):

The 2nd quarter of the fiscal year ending March 2014: 11,196,000 shares The fiscal year ending March 2013: $11,196,000$ shares
(4)-2. Treasury shares at the end of the fiscal years: The 2nd quarter of the fiscal year ending March 2014: 566,570 shares The fiscal year ending March 2013: 566,570 shares
(4)-3. Average number of shares at the interim accounting period The 2nd quarter of the fiscal year ending March 2014: 11,393,430 shares The 2nd quarter of the fiscal year ending March 2013: 11,480,500 shares
(Note) With effect from October 1, 2013, the Company carried out a stock split of its common shares at a ratio of 10 shares per share. The abovementioned numbers of shares are calculated under the supposition that the stock split had taken place at the beginning of the previous consolidated fiscal year.

* 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 "1. Qualitative Information Concerning the Settlement of Accounts for the 2nd Quarter, (3) Explanation Concerning Future Forecast Information on the Consolidated Financial Results, etc." 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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## Qualitative Information Regarding Quarterly Performance and Financial Position

## (1) Qualitative Information Regarding the Consolidated Operating Results

In Japan, the number of individual mobile phone and smartphone subscriptions reached 140,190,000 in September $2013{ }^{\left({ }^{* 1}\right)}$. In particular, the demand for smartphones continues to increase, with smartphones shipments forecast to reach $29,900,000$ units in FY 2013, accounting for $75.5 \%$ of total mobile phone shipments ${ }^{* * 2)}$. With the popularization of these smartphone and tablet devices as a background, in accordance with the diversification of the means of information distribution such as SNS (Social Network Services) and social games, it is essential to create new services and content distribution systems to meet emerging user needs.
(*1) Presentation materials by the Telecommunications Carriers Association, (*2) Research by MM Research Institute
Against the background of this highly diversified market 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 is moving ahead with the production of new contents including music and video in order to be able to bring excellent high-value-added contents to the market promptly. 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.

During the 2nd quarter of the fiscal year ending March 2014, Faith Inc. focused its efforts on obtaining smartphone users as customers for smartphone-use music streaming distribution services and in order to strengthen its application distribution business, etc. With effect from October 1, 2013, the Company carried out a stock split of its common shares at a ratio of 10 new shares per share, while at the same time changing the trading unit (share unit) for which share transactions can be conducted from one share to 100 shares.

Net sales for the 2nd quarter of the fiscal year ending March 2014 decreased by $7.1 \%$ compared with the same term of the previous fiscal year to $¥ 3,172$ million, operating profit decreased by $45.0 \%$ year on year to $¥ 309$ million, recurring profit decreased by $39.8 \%$ year on year to $¥ 342$ million, and net profit decreased by $34.8 \%$ year on year to $¥ 332$ million.

Information on each business segment is as follows.

## <Content Business>

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

In the ringtone melody field, which is a part of the Content Business, because a shift is taking place in the smartphone-use market, amid a declining trend in sales, we are strengthening our distribution of applications to the mobile market, which continues to expand, and carrying out measures in order to obtain more smartphone users as customers.

FaRao ${ }^{\mathrm{TM}}$, Japan's first internet-based radio service equipped with a recommendation function, has been developed for smartphone use and is also standard equipped with HIKARI BOX + , provided by NTT West Corporation, a new service that makes it possible for listeners to gain easy access to a wide range of music information via a home TV set. Meanwhile, in the Kidzapplanet ${ }^{\text {TM }}$ service, a worldwide intellectual training application brand for pre-school children, the total number of downloads of the ten titles (including Minna no Mushimegane Tanken and Dobutsu Puzzle, which were released in July) reached approx. 700,000 , and these applications have also become popular overseas, with more than half of all downloads taking place in Southeast Asia.

Moreover, with the aim of providing an enhanced content lineup, the Company started an audition project, the Pop Icon Project Tokyo, with Nicola Formichetti, the well-known fashion director who collaborates with Lady Gaga, in order to discover girl vocal units that can represent Japan and enchant the world. By the end of September, we had received almost 1,000 applications, and after the final judgment is made in December, the selected units will be given official debuts sponsored by Nippon Columbia, Co., Ltd.

In line with of the decrease in income in smartphone-use services despite the upgrading and expansion of such services, the Content Business recorded net sales of $¥ 2,519$ million, a decrease of $8.6 \%$ year on year, and an operating profit of $¥ 272$ million, a decrease of $45.0 \%$ year on year.
<Point Service Business>
Although sales of point-card systems were influenced by the end of the government-administered reconstruction support home appliance eco-point system, as a result of strengthened sales promotion at existing affiliated stores, etc., the Point Service Business continued to perform steadily, recording net sales of $¥ 653$ million, a decline of $0.5 \%$ year on year. However, due to an increase in sales promotion expenses for the second half of the year and an increase in new project expenses, this business recorded an operating profit of $¥ 36$ million, a decline of $46.4 \%$ year on year.

## (2) Qualitative Information Regarding the Consolidated Financial Position

## (Analysis of Financial Position)

As of the end of the 2nd quarter of FY 2013 (September 30, 2013) the Faith Group's total assets increased by $¥ 263$ million compared to the end of the previous consolidated fiscal year to $¥ 22,874$ million. This result was mainly the consequence of an increase in investment securities.

Total liabilities decreased by $¥ 222$ million compared to the end of the previous consolidated fiscal year to $¥ 1,836$ million. This result was mainly due to a decrease in long-term loans payable in accordance with repayments and to a decrease in income taxes payable in accordance with income tax payments.

Total net assets increased by $¥ 486$ million compared to the end of the previous consolidated fiscal year to $¥ 21,038$ million. This result was mainly due to an increase in retained earnings stemming from the recording of a quarterly net profit and to an increase in the valuation difference on available-for-sale securities. As a result, the equity ratio increased by 1.1 percentage points to $92.0 \%$.

## (Cash Flow Situation)

Cash and cash equivalents for the consolidated cumulative 2 nd quarter of the current fiscal year increased by $¥ 2,224$ million from the end of the previous consolidated fiscal year to $¥ 8,349$ million.

Details of cash flow for the consolidated cumulative 2 nd quarter and its contributory factors are as follows:
(Cash flow from operating activities)
Cash flow from operating activities amounted to an inflow of $¥ 1,308$ million (compared with an outflow of $¥ 668$ million for the same period of the previous fiscal year), due to the refund of $¥ 698$ million in respect of corporation tax to the Company’s net income of $¥ 381$ million before taxes and other adjustments, in addition to $¥ 326$ million in interest and dividend payments received.
(Cash flow from investing activities)
Cash flow from investing activities amounted to an inflow of $¥ 1,173$ million (an increase of $20.2 \%$ compared the same period of the previous fiscal year), due mainly to income of $¥ 5,192$ million in respect of reimbursement of fixed-term deposits, despite outgoings of $¥ 4,023$ million in respect of making fixed-term deposits.
(Cash flow from financing activities)
Cash flow from financing activities amounted to an outflow of $¥ 258$ million (a decline of $0.2 \%$ compared the same period of the previous fiscal year), due mainly to outgoings of $¥ 199$ million in respect of repayment of long-term loans and $¥ 56$ million in respect of dividend payments.
(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 November 8, 2013.

## 2. Summary Information

(1) Changes in Major Subsidiaries during the 2nd Quarter

None
In addition, although this does not correspond with any change of specified subsidiaries, the Faith Group acquired a 100\% shareholding in ENTERMEDIA INC. in April 2013.
(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 current 2nd 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 Policy, Changes in Accounting Estimates, and Restatements None.
3. Consolidated Financial Statements for the 2nd Quarter
(1) Consolidated Balance Sheet for the 2nd Quarter

|  | (Unit: thousands of yen) |  |
| :---: | :---: | :---: |
|  | FY2012 | The 2nd Quarter of FY2013 |
|  | (As of March 31, 2013) | (As of Sept. 30, 2013) |
| (Assets) |  |  |
| Current assets |  |  |
| Cash and deposits | 12,076,535 | 13,131,969 |
| Accounts and notes receivable | 930,681 | 916,291 |
| Marketable securities | 540,780 | 341,297 |
| Commercial products | 4,464 | 10,587 |
| Products in progress | 5,633 | 9,632 |
| Primary materials and inventory goods | 7,004 | 7,996 |
| Corporation tax refund receivable, etc. | 696,298 | - |
| Deferred tax assets | 224,075 | 220,925 |
| Others | 117,874 | 114,585 |
| Allowance for doubtful accounts | $\triangle 21,627$ | $\triangle 19,868$ |
| Total current assets | 14,581,719 | 14,733,417 |
| Fixed assets |  |  |
| Tangible fixed assets | 2,870,397 | 2,840,249 |
| Intangible fixed assets |  |  |
| Goodwill | 16,269 | 37,560 |
| Others | 317,804 | 333,754 |
| Total intangible fixed assets | 334,074 | 371,315 |
| Investment and other assets |  |  |
| Investment securities | 4,761,282 | 4,862,194 |
| Others | 63,890 | 67,922 |
| Allowance for doubtful receivable | $\triangle 225$ | $\triangle 205$ |
| Total investments and other assets | 4,824,948 | 4,929,911 |
| Total fixed assets | 8,029,420 | 8,141,477 |
| Total assets | 22,611,140 | 22,874,895 |
| (Liabilities) |  |  |
| Current liabilities | 203,006 | 146,155 |
| Trade notes and Accounts payable | 409,884 | 409,884 |
| Short-term loans | 4,453 | 6,342 |
| Income taxes payable | 145,492 | 49,990 |
| Allowance for points | 175,091 | 176,996 |
| Allowance for bonus payments | 73,914 | 94,512 |
| Others | 411,137 | 403,257 |
| Total current liabilities | 1,422,978 | 1,287,139 |
| Fixed liabilities |  |  |
| Long-term liabilities | 333,400 | 133,408 |
| Lease obligations | 13,030 | 17,413 |
| Deferred tax liabilities | 156,077 | 271,094 |
| Allowance for retirement benefits | 127,394 | 121,097 |
| Others | 5,755 | 6,059 |
| Total fixed liabilities | 635,657 | 549,071 |
| Total liabilities | 2,058,636 | 1,836,211 |


|  |  | (Unit: thousands of yen) |
| :---: | :---: | :---: |
|  | FY2012 <br> (As of March 31, 2013) | The 2nd Quarter of FY2013 (As of Sept. 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 | 14,378,915 |
| Treasury stock | $\triangle 751,372$ | $\triangle 751,372$ |
| Total shareholder's equity | 20,278,491 | 20,553,897 |
| Other accumulated comprehensive income |  |  |
| Valuation difference on available-for-sale securities | 283,308 | 492,409 |
| Foreign currency translation adjustments | $\triangle 9,296$ | $\triangle 7,623$ |
| Total other accumulated comprehensive income | 274,012 | 484,786 |
| Total net assets | 20,552,504 | 21,038,683 |
| Total liabilities and net assets | 22,611,140 | 22,874,895 |

(2) Consolidated Statement of Income and Consolidated Statement of Comprehensive Income (Consolidated Statement of Income for the 2nd Quarter)

| (Unit: thousands of yen) |  |  |
| :---: | :---: | :---: |
|  | 2nd Quarter of FY 2012 | 2nd Quarter of FY 2013 |
|  | (April 1-Sept. 30, 2012) | (April 1-Sept. 30, 2013) |
| Net sales | 3,413,657 | 3,172,633 |
| Cost of sales | 1,675,952 | 1,757,326 |
| Gross profit | 1,737,705 | 1,415,307 |
| Selling, general and administrative expenses | * 1,173,614 | * 1,105,434 |
| Operating profit | 564,090 | 309,973 |
| Non-operating profit |  |  |
| Interest income | 17,013 | 9,708 |
| Dividend income | 3,767 | 4,407 |
| Interest on securities | 1,729 | 1,525 |
| Operating profit on investment partnership | - | 4,909 |
| Foreign exchange profit | - | 1,861 |
| Interest on refund | - | 18,669 |
| Miscellaneous receipts | 2,062 | 6,344 |
| Total non-operating profit | 24,573 | 47,426 |
| Non-operating expenses |  |  |
| Interest paid | 3,888 | 3,077 |
| Investment loss on equity method | 3,094 | 11,558 |
| Investment partnership losses | 4,165 | - |
| Exchange losses | 8,393 | - |
| Miscellaneous expenses | 103 | - |
| Total non-operating expenses | 19,646 | 14,636 |
| Recurring profit | 569,017 | 342,762 |
| Extraordinary profit |  |  |
| Gain on sale of fixed assets | 316 | - |
| Gain on sale of investment securities | 51,400 | 25,220 |
| Gain from changes in equity | - | 3,759 |
| Gain on transfer of business | - | 28,320 |
| Total extraordinary profit | 51,716 | 57,300 |
| Extraordinary losses |  |  |
| Loss on disposal of fixed assets | 5,015 | 8,983 |
| Loss on valuation of investment securities | 2,573 | - |
| Oversees tax-related losses | 11,892 | 7,491 |
| Relocation expenses | - | 2,314 |
| Total extraordinary losses | 19,481 | 18,790 |
| Net income before income taxes | 601,251 | 381,272 |
| Corporate, local, and business taxes | 106,064 | 48,899 |
| Net income before minority interests | 495,187 | 332,372 |
| Minority interests in income ( $\triangle$ ) | $\triangle 14,339$ | - |
| Net profit for the quarter | 509,526 | 332,372 |

(Consolidated Statement of Comprehensive Income for the 2nd Quarter)

|  | 2nd Quarter of FY 2012 <br> (April 1-Sept. 30, 2012) | 2nd Quarter of FY 2013 <br> (April 1-Sept. 30, 2013) |
| :--- | ---: | ---: |
| Net income before minority interests <br> Other comprehensive income <br> Valuation difference on other available-for-sale <br> securities <br> Share in comprehensive income of equity method <br> affiliates | 495,187 | 332,372 |
| Total other comprehensive income | $\triangle 32,933$ | 208,264 |
| Comprehensive income <br> (Details) | $\triangle 6,636$ | 2,509 |
| Comprehensive income attributable to shareholders of <br> the parent company <br> Comprehensive income attributable to minority <br> interests | $\triangle 39,570$ | 210,773 |

(3) Consolidated Statement of Cash Flows for the 2nd Quarter

|  | (Unit: thousands of yen) |  |
| :---: | :---: | :---: |
|  | 2nd Quarter of FY 2012 | 2nd Quarter of FY 2013 |
|  | (April 1-Sept. 30, 2012) | (April 1-Sept. 30, 2013) |
| Cash flow from operating activities |  |  |
| Income before income taxes and minority interests | 601,251 | 381,272 |
| Depreciation and amortization | 141,486 | 121,835 |
| Amortization of goodwill | 12,165 | 15,336 |
| Increase/decrease in allowance for doubtful accounts ( $\triangle=$ decrease) | $\triangle 1,809$ | $\triangle 1,826$ |
| Increase/decrease in reserve for bonus ( $\triangle=$ decrease) | 20,258 | 20,598 |
| Increase/decrease in allowance for unexercised sales promotion points ( $\triangle=$ decrease) | $\triangle 15,765$ | 1,918 |
| Increase/decrease in allowance for retirement benefits ( $\triangle=$ decrease) | 9,721 | $\triangle 6,296$ |
| Interest and dividends income | $\triangle 20,780$ | $\triangle 14,116$ |
| Interest on securities | $\triangle 1,729$ | $\triangle 1,525$ |
| Interest paid | 3,888 | 3,077 |
| Gain or loss on foreign exchange ( $\triangle$ = gain) | 10,903 | $\triangle 1,861$ |
| Gain or loss on sale of investment securities ( $\triangle=$ gain) | $\triangle 51,400$ | $\triangle 25,220$ |
| Gain or loss on valuation of investment securities ( $\triangle=$ gain) | 2,573 | - |
| Gain or loss on sale of shares in affiliates ( $\triangle=$ gain) | 3,094 | 11,558 |
| Gain or loss on equity method ( $\triangle=$ gain) | - | $\triangle 3,759$ |
| Gain or loss on sale of fixed assets ( $\triangle=$ gain) | $\triangle 316$ | - |
| Gain or loss on disposal of fixed assets ( $\triangle=$ gain) | 5,015 | 8,983 |
| Gain or loss on transfer of business ( $\triangle=$ gain) | - | $\triangle 28,320$ |
| Increase/decrease in trade receivables ( $\triangle=$ increase) | 39,539 | 116,020 |
| Increase/decrease in inventory assets ( $\triangle=$ increase) | $\triangle 8,081$ | $\triangle 5,623$ |
| Increase/decrease in trade payables ( $\triangle=$ decrease) | $\triangle 2,668$ | $\triangle 69,308$ |
| Increase/decrease in consumption tax payable ( $\triangle$ = decrease) | 27,990 | 5,269 |
| Others | $\triangle 97,518$ | $\triangle 88,757$ |
| Sub-total | 677,819 | 439,254 |
| Interest and dividends received | 33,387 | 326,312 |
| Interest paid | $\triangle 3,890$ | $\triangle 3,144$ |
| Income tax refunded | 537 | 698,805 |
| Income tax paid | $\triangle 1,376,739$ | $\triangle 152,946$ |
| Cash flow from operating activities | $\triangle 668,885$ | $\triangle 1,308,281$ |


|  |  |  |
| :--- | ---: | ---: |
| (Unit: thousands of yen) |  |  |
| 2nd Quarter of FY 2012 |  |  |
| (April 1-Sept. 30, 2012) |  |  |
| (April 1-Sept. 30, 2013) |  |  |

(4) 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. Previous 2nd Quarter Accumulated Period (April 1, 2012 through September 30, 2012)

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

|  | Content <br> Business | Point Service Business | Total | Adjustment | Consolidated statement amount |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales <br> Sales to outside customers | 2,756,986 | 656,671 | 3,413,657 | - | 3,413,657 |
| Intersegment sales and transfers | 9,041 | - | 9,041 | $\triangle 9,041$ | - |
| Total | 2,766,027 | 656,671 | 3,422,699 | $\triangle 9,041$ | 3,413,657 |
| Segment profit | 495,912 | 68,094 | 564,006 | 84 | 564,090 |

Notes: 1. The segment profit adjustment of $¥ 84$ 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 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 2nd Quarter Accumulated Period (April 1, 2013 through September 30, 2013)

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

|  |  |  |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: | :---: | :---: | :---: | :---: |
|  | Content <br> Business |  |  |  |  |  | Point Service <br> Business | Total | Adjustment | Consolidated <br> statement amount |
| Net sales <br> Sales to outside customers | $2,519,306$ | 653,326 | $3,172,633$ | - | $3,172,633$ |  |  |  |  |  |
| Intersegment <br> transfers | 7,152 | 112 | 7,264 | $\triangle 7,264$ | - |  |  |  |  |  |
| sotal and | $2,526,459$ | 653,438 | $3,179,898$ | $\triangle 7,264$ | $3,172,633$ |  |  |  |  |  |
| Segment profit | 272,971 | 36,497 | 309,469 | 504 | 309,973 |  |  |  |  |  |

Notes: 1. The segment profit adjustment of $¥ 504$ 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 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.

