

Supplemental Data for the Consolidated Financial Results for the 3rd Quarter of the Fiscal Year Ending March 2016 (FY 2015 Q3)

株式会社フェイス

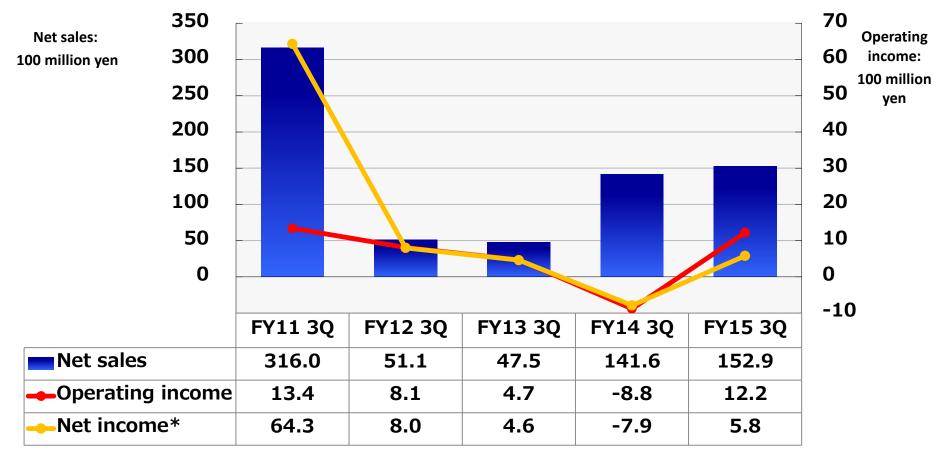


# Consolidated Financial Results for the 3rd Quarter of the Fiscal Year Ending March 2016 (FY 2015 Q3)

#### Consolidated Financial Result Highlights for FY 2015 Q3



In line with the strengthened development of services in response to the market environment and Nippon Columbia's return to profitability, the Faith Group recorded net sales of ¥15,290 million, operating income of ¥1,220 million, and net income attributable to the shareholders of the parent company of ¥580 million.



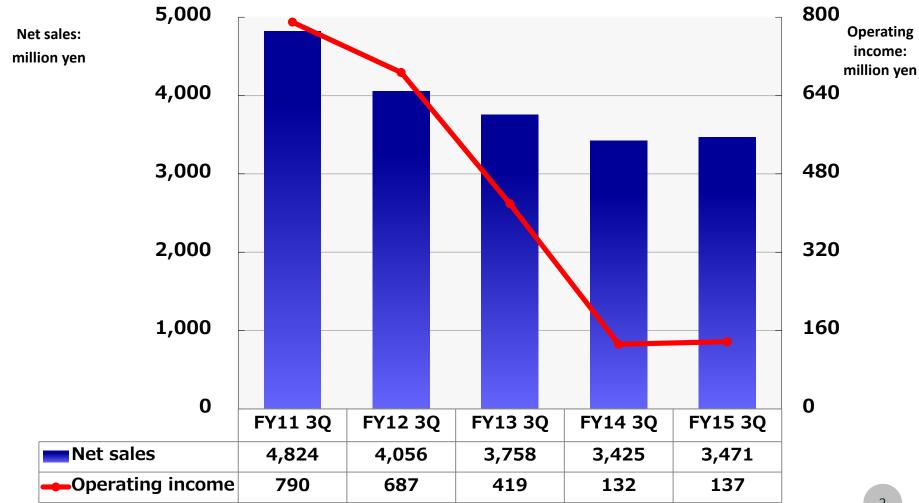
<sup>※</sup>Net income for the current term attributable to shareholders of the parent company

<sup>\*</sup>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 2011 Q3.

#### Results of the Content Business During FY 2015 Q3



Driven by the active deployment of new services, net sales in the Content Business increased by 1.3% to ¥3,471 million. Moreover, as a result of reductions in subcontracting, advertising and promotional expenses, operating income increased by 3.8% year on year to ¥137 million.

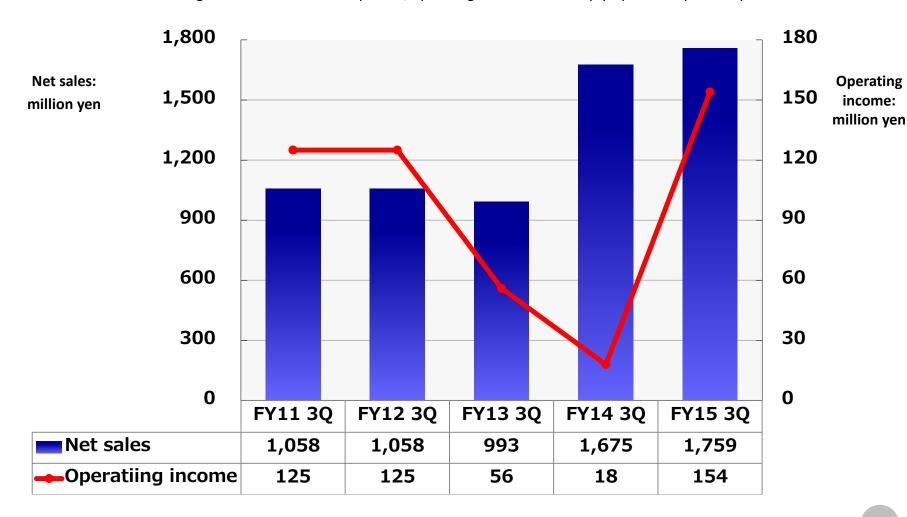


#### Results of the Point Service Business During FY 2015 Q3



Thanks to an increase in the number of new points issued, net sales expanded by 5.0% to ¥1,759 million.

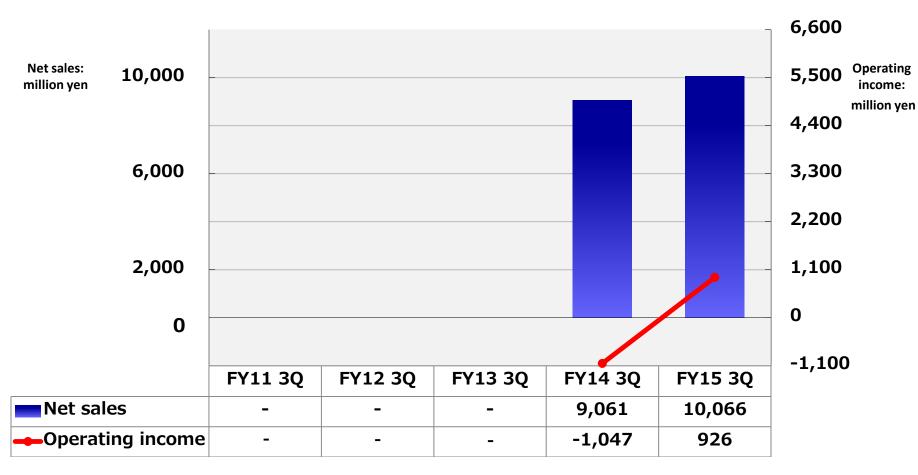
Also, due to a temporary decrease in the cost of recovering old points in line with the transfer to server management-based operation, and to tighter control of sales costs and general administrative expenses, operating income rose sharply by 725.1% year-on-year to ¥154 million.



#### Results of the Columbia Business During FY 2015 Q3



Favorable sales of animation titles, game software and artist management services boosted the Columbia Business's sales by 11.1% to ¥10,066 million. In addition, strong sales of products using secondary sound sources and a general increase in product sales in the Direct Sales Business plus a steep decline in fixed costs stemming from the career change support measures contributed to raising operating income to ¥926 million, an increase of ¥1,973 million year on year.



<sup>\*\*</sup>The Columbia Business's net sales and operating income have been included in the Faith Group's business results since FY 2014 Q3.

### FY 2015 Q3 Consolidated Business Performance by Segment (Compared with the Previous Fiscal Year)



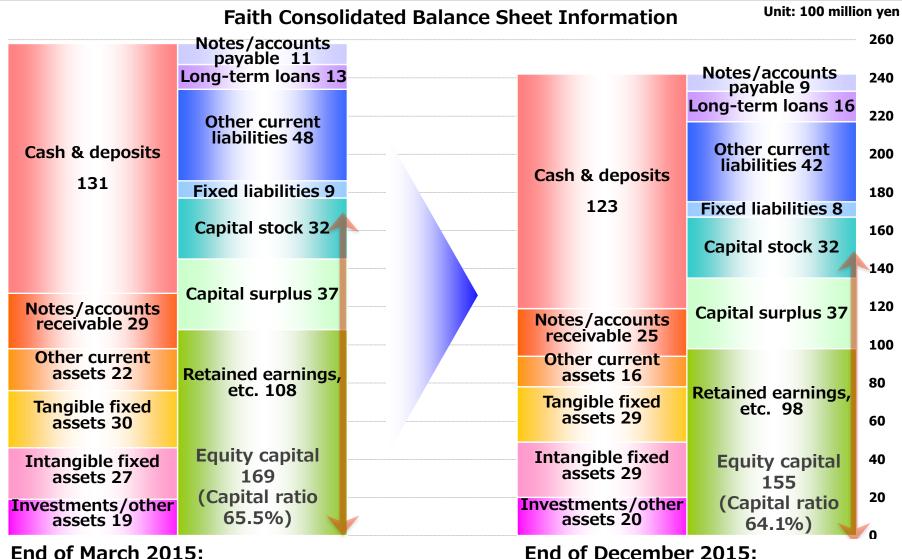
(Unit: million yen)

				(6		
		FY14 Q3	FY15 Q3	Year-on-year change (amount)	Year-on-year change (%)	
Net Sales		14,163	15,297	1,134	8.0%	
	Content Business	3,425	3,471	46	1.3%	
	Point Service Business	1,675	1,759	84	5.0%	
	Columbia Business	9,061	10,066	1,004	11.1%	
Operating income		(888)	1,225	2,114	_	
	Content Business	132	137	5	3.8%	
	Point Service Business	18	154	136	725.1%	
	Columbia Business	(1,047)	926	1,973	_	
	Adjustment amount*	7	6	(1)	_	
Ordinary income		(864)	1,220	2,085	-	
Net income attributable to shareholders of the parent		(797)	584	1,382	-	

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

#### FY 2015 Q3 Consolidated Balance Sheet





Total assets ¥25,800 million
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End of December 2015: Total assets ¥24,100 million

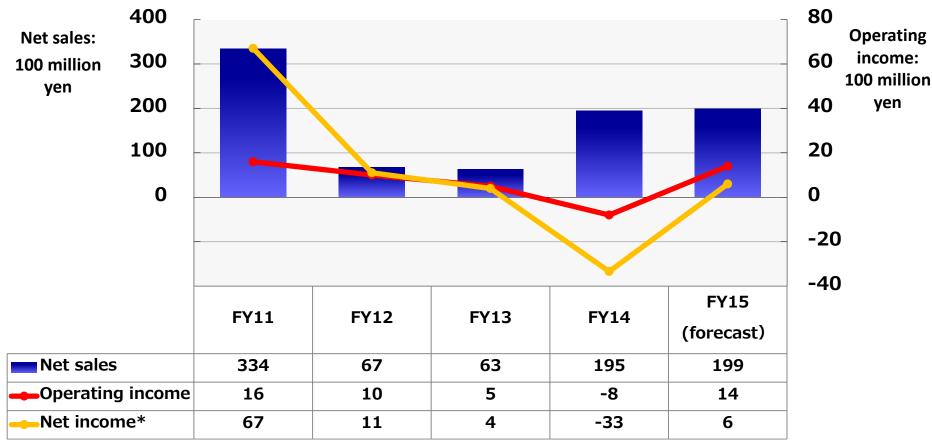


# FY 2015 Full Year Business Performance Forecast

#### FY 2015 Full Year Business Performance Forecast



Although the Content Business's sales of music distribution services, etc., have been lower than originally planned, the Columbia Business has recorded favorable sales of software and products featuring secondary use of sound sources and the Points Business has also performed strongly. As result, the Company's net sales, operating income and net income attributable to the parent company's shareholders are expected to exceed the amounts stated in the previously announced forecast.



<sup>\*</sup>Net income for the current term attributable to shareholders of the parent company

<sup>\*</sup>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.

## FY 2015 Consolidated Business Performance Forecast by Segment



(Unit: million yen)

(emer numer year)						
		FY14	FY15 (forecast)			
				Year-on-year change (amount)	Year-on-year change (%)	
Net sales		19,597	19,900	303	1.5%	
	Content Business	4,550	4,700	150	3.3%	
	Point Service Business	2,454	2,400	(54)	(2.2%)	
	Columbia Business	12,591	12,800	208	1.7%	
Operating income		(891)	1,400	2,291	_	
	Content Business	168	220	51	30.9%	
	Point Service Business	26	180	153	589.8%	
	Columbia Business	(1,104)	990	2,094	_	
	Adjustment amount*	18	10	(8)	_	
Ordinary income		(862)	1,380	2,242	_	
Net income attributable to shareholders of the parent		(3,340)	630	3,970	_	

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



#### **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.