Faith

# Supplemental Data for Consolidated <br> Financial Results For $3{ }^{\text {rd }}$ Quarter of Fiscal Year Ending March 2009 (FY08) 

Faith, Inc.
February 13, 2009


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## Highlights of Consolidated Financial Results



Net Sales: billion yen


FY08 3Q Consolidated Financial Result by Segment (year-on-year change)

| (million yen) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { FY07 } \\ 3 Q \end{gathered}$ | $\begin{gathered} \text { FY08 } \\ 3 \text { Q } \end{gathered}$ | $\begin{gathered} \text { Year-on-year } \\ \text { change } \end{gathered}$ | $\begin{gathered} \hline \text { Year-on- } \\ \text { year } \\ \text { change } \end{gathered}$ | Causes for Year-on-year change | FY08 Plan | $\begin{gathered} \text { Progress } \\ \text { ratio } \end{gathered}$ |
| Net Sales | 36,320 | 39,621 | 3,301 | 9.1\% |  | 54,600 | 72.6\% |
| Content | 11,934 | 9,741 | - 2,193 | -18.4\% | Decrease revenue from ringtone solution: approx. 900 million (Faith: approx. 500 million, GIGA NETWORKS: 400 million) Decrease from overs ease business realignment: approx. 1.1 billion <br> ( disposal of US content distribution business: approx. 400 million, disposal of TakeNET: approx. 520 million, liiquidation of Faith Technologies: approx. 190 million) | 14,700 | 66.3\% |
| Dlectronic <br> Money | 23,227 | 28,852 | 5,625 | 24.2\% | Continuous rise in amout of settlement, mainly at online game | 38,300 | 75.3\% |
| Operating profit | 1,647 | 1,319 | - 328 | -19.9\% |  | 1,000 | 131.9\% |
| Content | 1,168 | 967 | - 201 | -17.2\% | Revenue decreasefrom ringtone solution: $\Delta$ approx. 900 million Increase in advertisment: + approx. 300 million Increase from disposal of overseas subsidiaries: + approx. 100 million <br> Decrease of goodwill amortization: + approx. 100 million Streamline of business operation | 580 | 166.7\% |
| Dectronic <br> Money | 417 | 303 | - 114 | -27.3\% | Cost on development and operation of new services Increase in cost to enhance management structure | 320 | 94.7\% |
| Recurring profit | 1,479 | 961 | $\triangle 518$ | -35.0\% |  | 800 | 120.1\% |
| Net Income | 1,306 | 206 | $\triangle 1,100$ | -84.2\% |  | 100 | 206.0\% |



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*Either of forecasts at the previous announcement of FY08 1H for net sales, operating profit, recurring profit or net profit have not modified at the announcement of the financial statements for FY08 3Q.

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## Results of Content Distribution Business during FY08 3Q

Net sales decreased due to the decline of the overseas sales caused by the business realignment despite the firm growth in a domestic market.
Profits also decreased due to the upfront investments on the creation of new markets, and the increase in costs for the procurement of rich-content and other factors.



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## Results of Electronic Money Business during FY08 3Q

## Net sales achieved continuous high growth driven by the increase in the total value of settlement mainly in the online game category. <br> Profits declined due to the increased cost of developing and operating new services and other factors.




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## Appendix




Quarterly Net Sales for the Contents Business



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(Note) The chart above shows the difference of the accumulated data in $2 Q, 3 Q$ and $4 Q$ in order for better understanding of transition and tendency. Balance amount of accumulated data is disclosed as quarterly figure.

Quarterly Operating Profit for the Contents Business
 understanding of transition and tendency. Balance amount of accumulated data is disclosed as quarterly figure.

Quarterly Net Sales for the Electronic Money Business


(Note) The chart above shows the difference of the accumulated data in 2Q, 3Q and 4Q in order for better understanding of transition and tendency. Balance amount of accumulated data is disclosed as quarterly figure.


Quarterly Operating Profit for the Electronic Money Business

(Note )The chart above shows the difference of the accumulated data in $2 \mathrm{Q}, 3 \mathrm{Q}$ and 4 Q in order for better understanding of transition and tendency. Balance amount of accumulated data is disclosed as quarterly figure.

## Quarterly Consolidated Financial Result by Segment



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(million yen)

|  | $\begin{array}{r} \mathrm{FY} 05 \\ 10 \end{array}$ | 2 Q | 3 Q | 4Q | FY06 | 20 | 3 Q | 4Q | $\begin{array}{r} \text { FY07 } \\ 10 \\ \hline \end{array}$ | 2Q | 3Q 4Q |  | $\begin{array}{r} \text { FY08 } \\ 10 \\ \hline \end{array}$ | 20 | 30 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 7,007 | 6,242 | 7,861 | 8,929 | 8,636 | 11,557 | 11,916 | 12,042 | 11,469 | 11,982 | 12,867 | 13,872 | 12,070 | 13,220 | 14,330 |
| Content business | 3,278 | 3,095 | 3,384 | 4,282 | 3,506 | 5,035 | 5,139 | 4,890 | 4,165 | 4,180 | 3,588 | 4,330 | 3,090 | 3,502 | 3,148 |
| Dlectronic Money business | 3,721 | 3,133 | 4,457 | 3,794 | 4,747 | 5,144 | 6,231 | 6,528 | 6,882 | 7,418 | 8,926 | 9,162 | 8,637 | 9,360 | 10,854 |
| MVNO |  |  |  |  |  | 1 | 4 | 18 | - | - | - | - | - | - | - |
| Others | 8 | 13 | 19 | 852 | 382 | 1,375 | 540 | 606 | 421 | 384 | 352 | 380 | 342 | 357 | 327 |
| Operating Profit | 1,086 | 854 | 546 | 904 | 350 | 294 | 383 | 32 | 561 | 505 | 580 | 619 | 210 | 697 | 411 |
| Content business | 1,092 | 839 | 743 | 1,354 | 650 | 635 | 749 | 449 | 389 | 396 | 383 | 506 | 157 | 574 | 234 |
| Electronic Money business | A11 | 5 | 92 | 32 | 109 | 100 | 132 | 130 | 151 | 85 | 181 | 110 | 51 | 98 | 153 |
| MVNO |  |  | -297 | $\triangle 409$ | A361 | $\triangle 463$ | $\triangle 454$ | $\triangle 553$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Others | 5 | 9 | 7 | $\triangle 73$ | $\triangle 49$ | 22 | $\triangle 45$ | 7 | 20 | 24 | 15 | 3 | 1 | 24 | 22 |
| Recurring Profit | 1,145 | 882 | 575 | 852 | 254 | 308 | 340 | $\triangle 50$ | 406 | 477 | 594 | 429 | 148 | 593 | 220 |
| Net Income | 513 | 376 | 138 | 410 | $\triangle 102$ | $\triangle 550$ | $\triangle 3132$ | 1,902 | 971 | -10 | 345 | $\triangle 768$ | 146 | 140 | $\triangle 80$ |



## Amortization of Goodwill

## $\Phi$ <br> Faith

| (million yen) |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY04 | FY05 | FY06 | FY07 |  | FY08 |  | Years of amortization | End of amortization |
|  |  |  |  | 3Q | Full year | 3 Q | Full year <br> (Plan) |  |  |
| WebMoney | 82 | 82 | 82 | 64 | 84 | 55 | 73 | 10 year | 2013/9 |
| Digiplug | 239 | - | - | - | - | - | - | - | - |
| TakeNet | - | 531 | 424 | - | - | - | - | - | - |
| Faith Communications | - | 63 | 94 | - | - | - | - | - | - |
| Goody Point | - | 39 | 39 | - | - | - | - | - | - |
| GIGA NDTWORKS | - | - | 1,771 | 1,594 | 2,125 | 1,594 | 2,131 | 5year | 2011/5 |
| Brave | - | - | - | - | 3 | 2 | 3 | 5year | 2012/3 |
| M VP | - | - | - | 3 | 4 | 2 | 4 | 5year | 2012/3 |
| Media Complex | - | - | - | 7 | 11 | 11 | 15 | 5year | 2012/6 |
| Others | - | - | 217 | 165 | 217 | 60 | 59 | - | - |
| Total | 322 | 715 | 2,627 | 1,833 | 2,446 | 1,724 | 2,278 | - | - |



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## Consolidated Balance Sheet (year-on-year change)



FY08 3Q Consolidated Net Sales (year-on-year basis)



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FY08 3Q Operating Profit (year-on-year basis)



FY08 3Q Net Profit (year-on-year basis)


## 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.


