

Results Highlight



1 • Decrease in sales & profit

1Q Sales & profit growth • • • Strong rush demand for technical support before the end of Windows 10 free upgrading campaign

2 • Sales decrease due to muted sales promotion

2Q Sales & profit decrease • • • Muted sales promotion stems from Aug issue. Also, workforce shift to customer support, DM and customer satisfaction surveys.

The latter half of 2Q(Mid Aug – End of Sep)

- Number of customer(Products sale, Technical service) ↓
- Package service including hard and service ↓

(Mil yen)	FY3/2016 First Half	FY3/2017 First Half	Change	YoY
Sales	24,540	23,847	-693	97.2%
Operating Profit	1,678	2,300	622	137.0%
Ordinary Profit	1,727	2,357	630	136.7%
Net Profit *	1,111	1,569	458	141.1%

* attributable to owners of parent

FY3/2016 Estimate Downward Revision



Mil Yen, %	FY3/2017 Revised estimation		FY3/2017 Old estimation (announced on 10 May 2016)		Change from previous estimate	% Change from previous estimate
	Estimation	YoY	Estimation	YoY		
Sales	45,500	87.9%	54,000	104.3	-8,500	85.9%
Operation Profit	2,950	68.4%	4,920	114.0	-1,970	60.0%
Ordinary Profit	3,000	69.8%	5,000	114.5	-2,000	60.0%
Net Profit attributable to owners of parent	1,990	69.4%	3,370	117.5	-1,380	59.1%


【Assumption】2H YoY


Existing Store (79%) 


Products 

Solution Service(86%) 

(Details)

Maintenance including technical service 

Package service 

Premium service 

Gross profit 

SG&A 

Ordinary profit margin (3.3%) 