

FY2018 1Q Financial Results Highlights

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Solution service sales - up 12.9% Y/Y

- Launched in September 2017 - “Value Pack (integrated member service product)” which bundles premium service* and devices
 Favorable sales of Mac Value Pack, Windows PC Value Pack, etc
 *Premium service (our original monthly membership based maintenance service)
- Steady sales of the membership service hardware solution plan

Units: mil Yen, %	FY 2018 ending March,1Q	FY 2019 Ending March,1Q	Change	Y/Y
Net sales	10,713	10,329	△384	△3.6 %
Operating income	585	666	81	13.9 %
Ordinary income	626	691	65	10.5 %
Net income Belonging to Parent company shareholders	415	459	44	10.6 %

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PL (Consolidated)



Performance generally in line with the company plan

Units: mil Yen, %	FY 2018 ending March 1Q	FY 2019 ending March 1Q			FY 2019 ending March 2Q(Cumulative) forecast		FY 2019 ending March Annual forecast	
	Results	Results	Change	Y/Y	Forecast	%	Forecast	%
Net Sales	10,713	10,329	△384	△3.6	21,000	△0.1	43,000	△1.4
Products	4,639	3,512	△1,126	△24.3	—	—	—	—
Services	5,755	6,499	743	12.9	—	—	—	—
Internet related businesses (subsidiary)	302	300	△1	△0.6	—	—	—	—
Gross Profit	5,032	4,824	△207	△4.1	—	—	—	—
SGA expenses	4,446	4,157	△289	△6.5	—	—	—	—
Operating Profit	585	666	81	13.9	1,100	△6.8	2,400	△19.5
Ordinary Profit	626	691	65	10.5	1,150	△6.4	2,500	△18.8
Net profit attributable to parent company shareholders	415	459	44	10.6	800	△2.4	1,650	△15.8

% shown are Y/Y change for the full year, and for the quarter

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