



Ateam Inc.

Business Report FY2017 Q2

March 10, 2017

Index

- 1. FY2017 Q2 Financial Results**
- 2. FY2017 Q2 Business Details**
- 3. FY2017 Q3 Progress**
- 4. FY2017 Guidance**
- 5. Medium- and Long-Term Outlook**

- APPENDIX A: Company Overview
- APPENDIX B: Supplementary Financial Data

1. FY2017 Q2 Financial Results

- 2. FY2017 Q2 Business Details
- 3. FY2017 Q3 Progress
- 4. FY2017 Guidance
- 5. Medium- and Long-Term Outlook

FY2017 Q2 Financial Summary (Nov 2016 - Jan 2017)

Overall

Both Revenue and Profit Up Y/Y & Q/Q, Record High Revenue

- Revenue: 8,147 million JPY (Y/Y 150.3%, Q/Q 114.2%)
- Operating income: 729 million JPY (Y/Y 504.4%, Q/Q 248.5%)
- Net income: 537 million JPY (Y/Y 3,143.5%, Q/Q 389.2%)

*Net income = Net income attributable to shareholders of parent company (holds the same meaning on all following pages)

Entertainment

Both Revenue and Profit Up Y/Y & Q/Q, Record High Revenue & Profit

- Revenue: 4,886 million JPY (Y/Y 153.9%, Q/Q 119.5%)
 - Profit: 807 million JPY (Y/Y 183.3%, Q/Q 267.1%)
- Valkyrie Connect and Unison League Performance and 22 Days of After School Girls Tribe Contributions Drove Revenue and Profit Increases**

% of Revenue
60.0
%

Lifestyle Support

Revenue Up Y/Y & Q/Q, Profit Up Y/Y, Down Q/Q, Record High Revenue

- Revenue: 2,952 million JPY (Y/Y 143.0%, Q/Q 111.3%)
 - Profit: 326 million JPY (Y/Y 111.2%, Q/Q 88.4%)
- Moving and Automobile-Related Businesses Performed Well. Profit Down Q/Q Due to Promotional Investment in New Brand of Bridal, "Hanayume"**

% of Revenue
36.2
%

EC

Revenue Up Y/Y but Down Q/Q

- Revenue: 309 million JPY (Y/Y 168.6%, Q/Q 78.3%)
 - Profit: -46 million JPY (Y/Y -, Q/Q -)
- Decreased Due to Winter Off Season**

% of Revenue
3.8
%

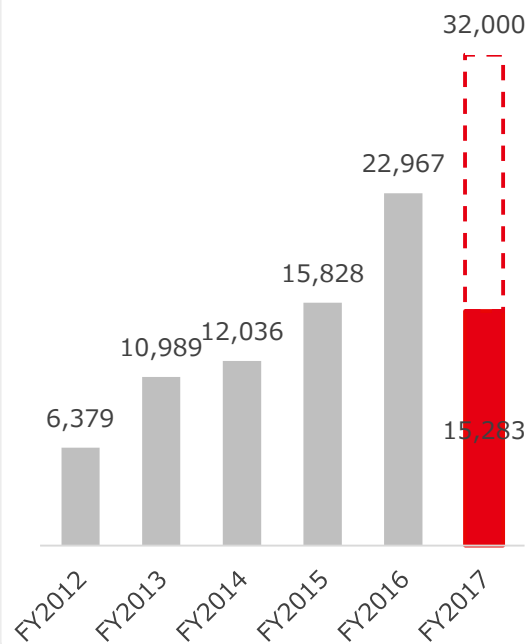
FY2017 Q2 Financial Results vs. Forecasts

(Reference) Full-year forecasts: Revenue: 32 billion JPY;
Operating income: 3.3 billion JPY; Net income: 2.15 billion JPY

Revenue

(Million JPY)

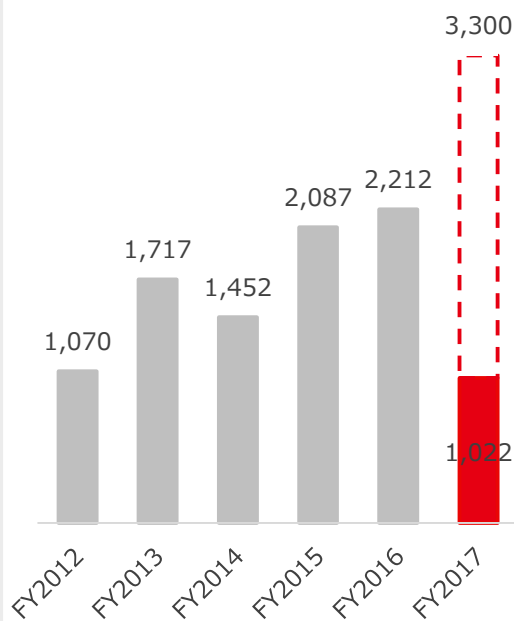
Achieved
47.8
%



Operating Income

(Million JPY)

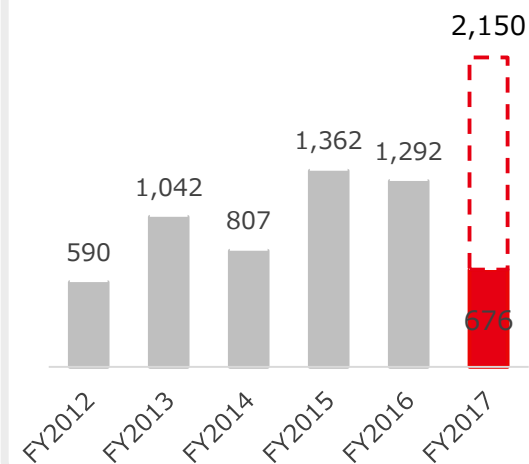
Achieved
31.0
%



Net Income

(Million JPY)

Achieved
31.4
%



FY2017 Q2 Six-Month and Three-Month Results

(Million JPY)

FY2017 Q2 Six-Month Results (Aug 2016 - Jan 2017)

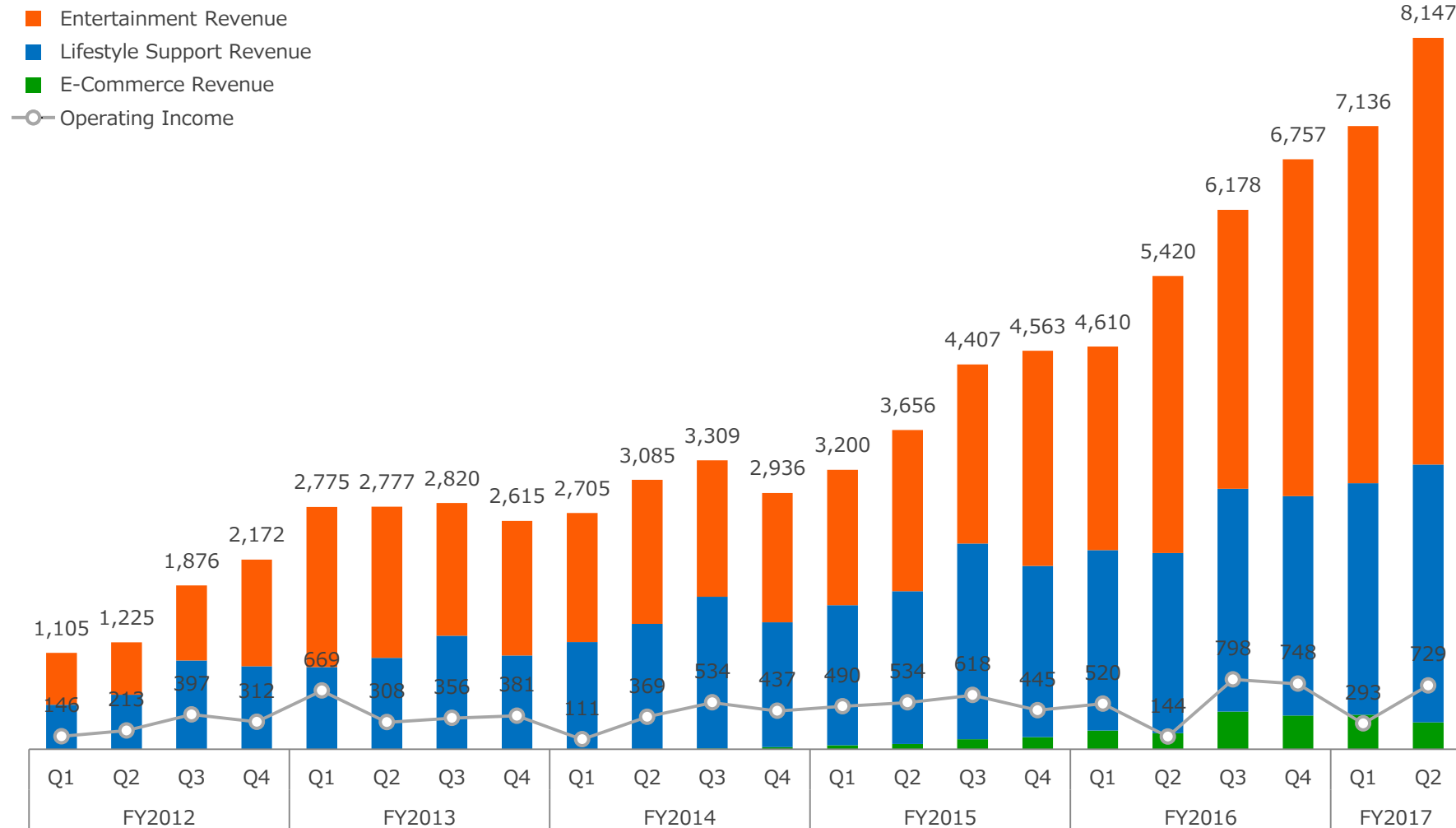
	FY2017		FY2016	Y/Y
	6-month	%	6-month	
Revenue	15,283	100.0%	10,031	152.4%
Operating income	1,022	6.7%	665	153.7%
Ordinary income	1,071	7.0%	606	176.7%
Net income	676	4.4%	308	219.1%

FY2017 Q2 Three-Month Results (Nov 2016 - Jan 2017)

FY2017		FY2016	Y/Y	FY2017	Q/Q
Q2	%	Q2		Q1	
8,147	100.0%	5,420	150.3%	7,136	114.2%
729	9.0%	144	504.4%	293	248.5%
778	9.6%	112	691.7%	292	266.3%
537	6.6%	17	3,143.5%	138	389.2%

Consolidated Quarterly Financial Trends

(Million JPY)



*Lifestyle Support revenue peaks in Q3 (Feb - Apr) each year due to seasonal factors (moving-related service peak business period is Feb - Apr, bicycle- and automobile-related service peak business period is Dec - Feb).

Quarterly Trend of Key Management Indicators

(Million JPY)

	FY2014			FY2015				FY2016				FY2017	
	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Revenue	3,085	3,309	2,936	3,200	3,656	4,407	4,563	4,610	5,420	6,178	6,757	7,136	8,147
Operating income	369	534	437	490	534	618	445	520	144	798	748	293	729
Promotional expenses	1,123	1,213	912	1,132	1,439	1,903	1,955	1,817	2,326	2,433	2,758	3,432	3,551
Labor costs, recruitment expenses	650	649	691	684	682	695	736	745	805	814	884	872	935
Commission fees, etc.	434	461	484	484	559	671	869	841	1,171	1,177	1,401	1,468	1,779
Subcontractor expenses, server fees	236	153	159	162	190	197	235	257	267	275	235	254	297
Office rental fees, utility expenses	107	108	100	110	105	105	111	138	235	177	177	178	218
Employees (people)	502	538	541	531	533	533	530	548	559	574	583	605	627

*Number of employees includes directors, auditors, full-time employees, contract employees, and part-time workers of all Ateam Group companies

*The number of part-time employees is calculated in FTE (Full-Time Equivalent)

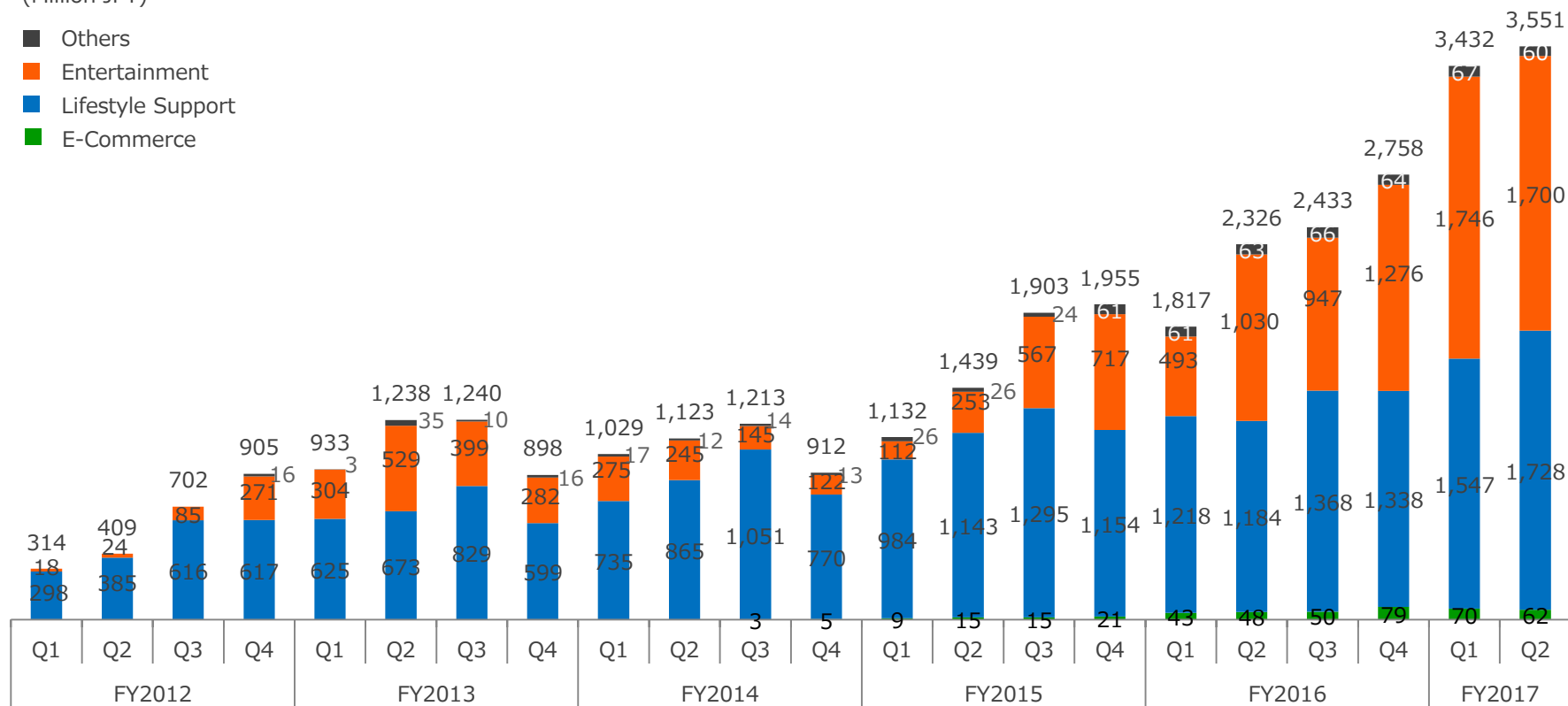
Quarterly Promotional Expense Trends

Entertainment Nearly Flat Q/Q Due to Year-End/New-Year Promotion of Each Title, Valkyrie Connect Global Release, Unison League Collaboration Events, and After School Girls Tribe Launch Efforts

Lifestyle Support Increased Mainly Due to Bridal Advertising

(Million JPY)

- Others
- Entertainment
- Lifestyle Support
- E-Commerce

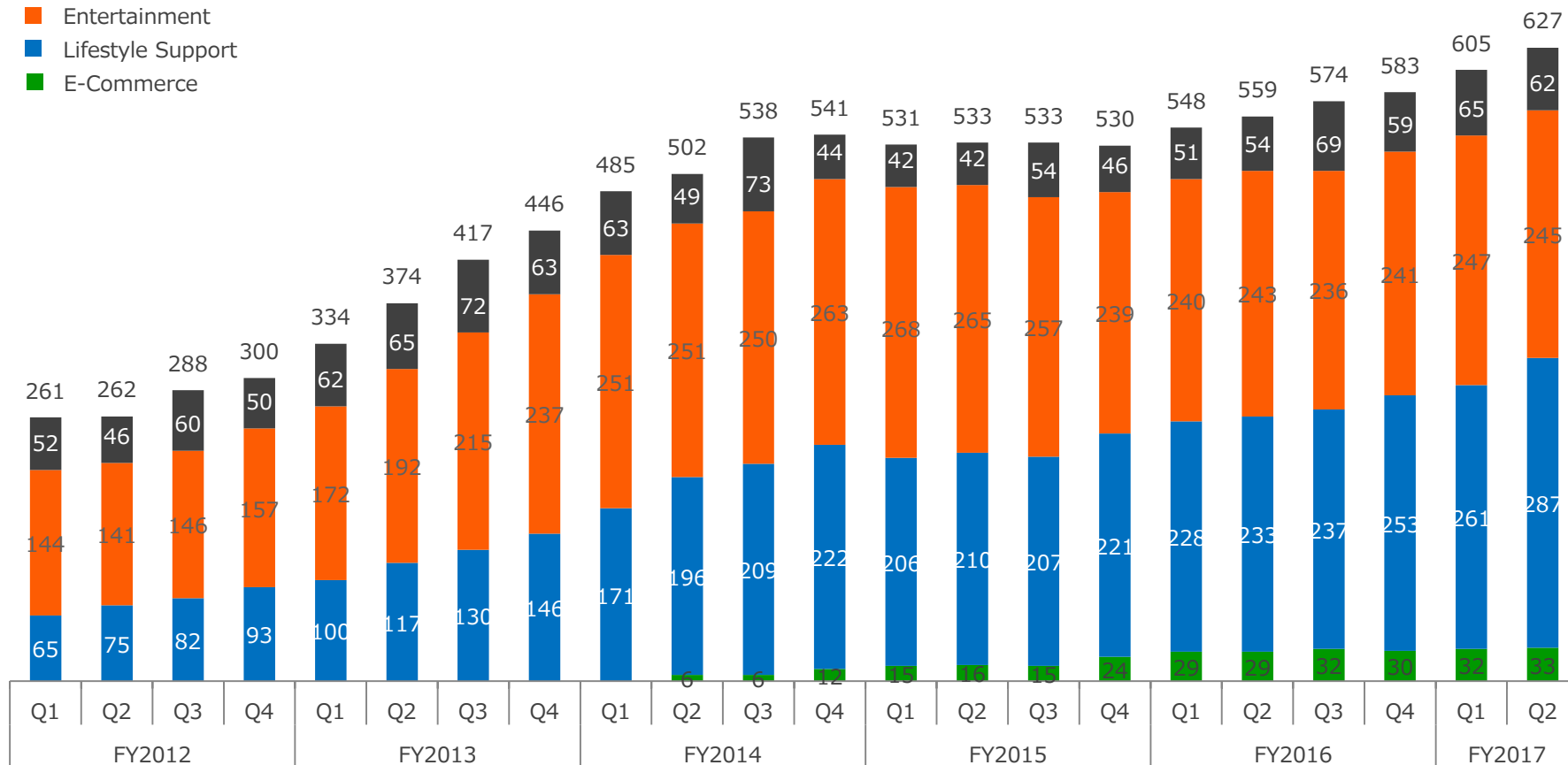


Number of Employees

Lifestyle Support Employees Increased Through Active Recruiting

(People)

- Others
- Entertainment
- Lifestyle Support
- E-Commerce



*Number of employees includes directors, auditors, full-time employees, contract employees, and part-time workers of all Ateam Group companies

*The number of part-time employees is calculated in FTE (Full-Time Equivalent)

Balance Sheet

Current Assets Increased Due to Increase in Accounts Receivable

Liabilities Increased Due to Increase in Accounts Payable

Net Assets Increased Due to Retained Earnings

(Million JPY)

	FY2017 Q2	FY2017 Q1
Current assets	7,636	6,548
Cash and cash equivalents	3,508	3,372
Accounts receivable	3,300	2,481
Non-current assets	2,827	2,763
Tangible assets	1,249	1,275
Intangible assets (software)	785	694
Total assets	10,464	9,311

	FY2017 Q2	FY2017 Q1
Current liabilities	4,423	3,809
Non-current liabilities	389	388
Total liabilities	4,812	4,197
Short-term loans payable	924	1,070
Shareholder's equity	5,550	5,013
Total net assets	5,651	5,113
Liabilities and net assets	10,464	9,311

2. FY2017 Q2 Business Details

- 3. FY2017 Q3 Progress
- 4. FY2017 Guidance
- 5. Medium- and Long-Term Outlook

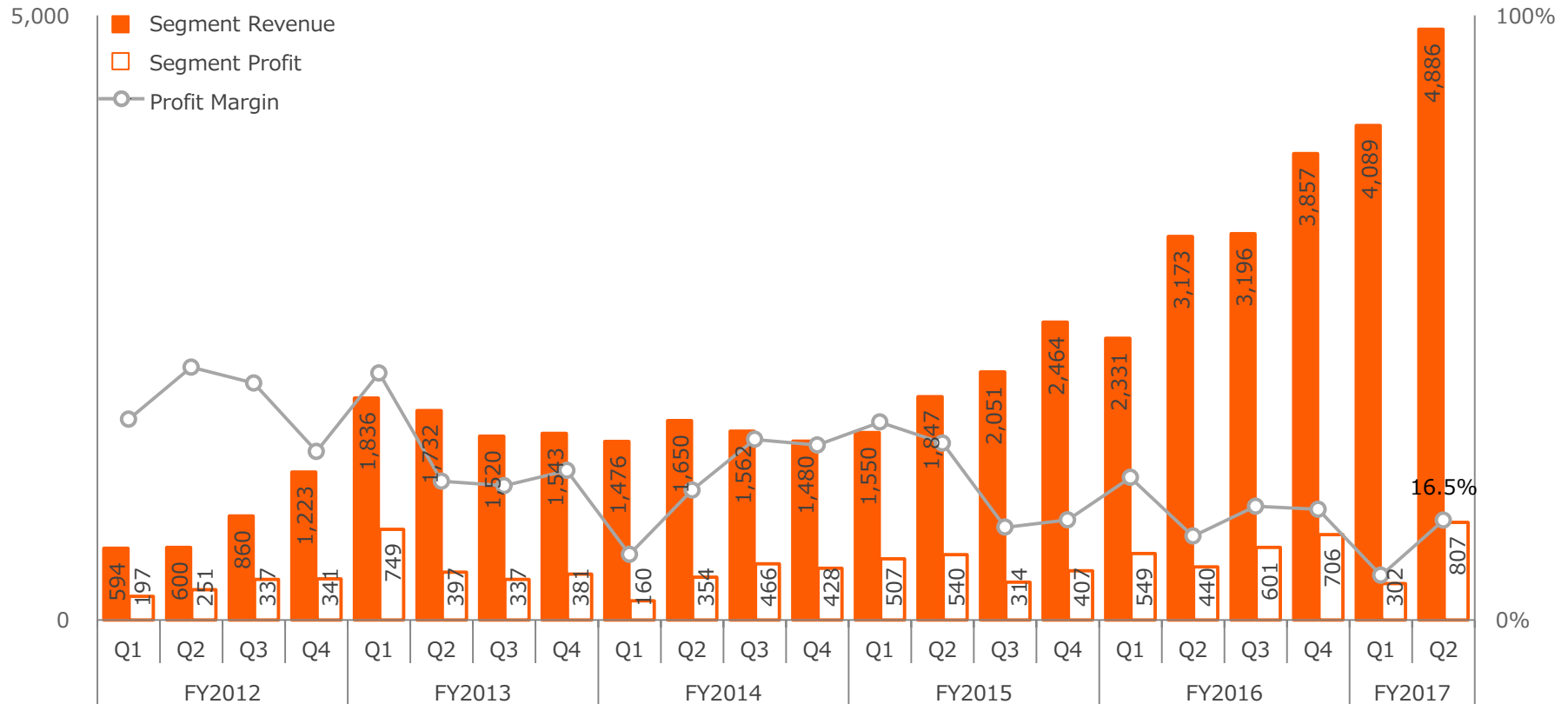
Entertainment Business Performance Trends

Contributions from After School Girls Tribe, Valkyrie Connect, and Unison League Led to Record Revenue

Segment Profit Achieved Record High Due to Returns on Upfront Investments and Contributed Earnings

Q/Q
+19.5%

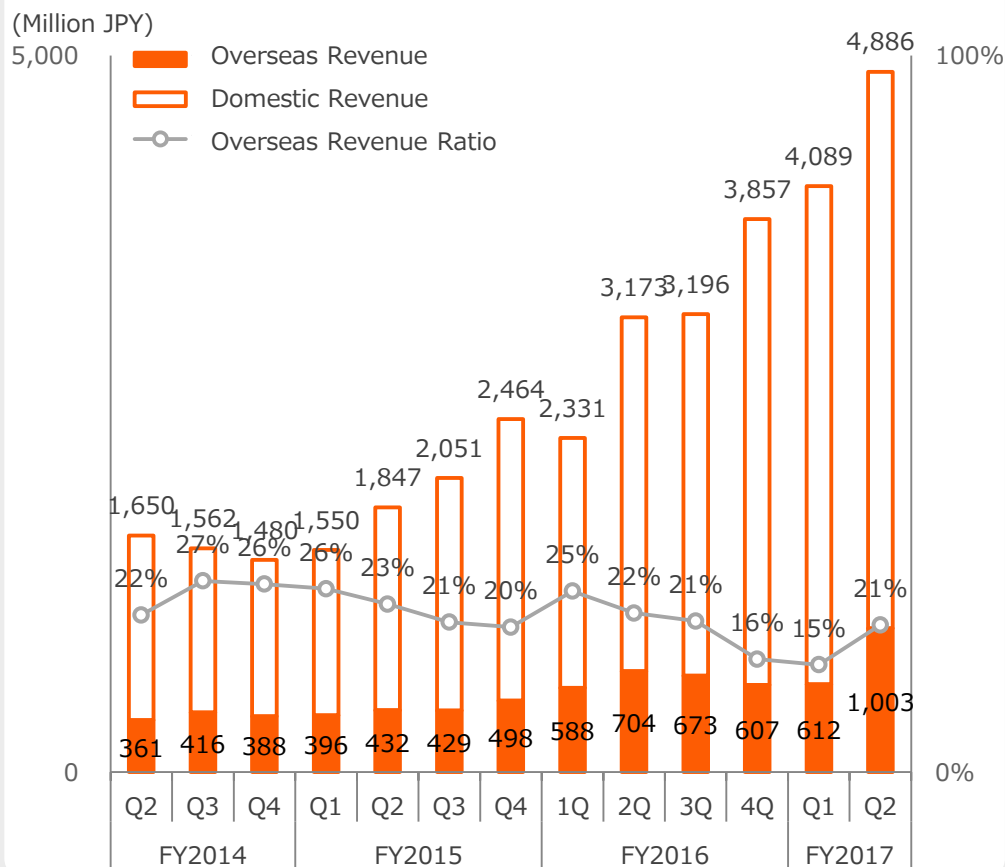
(Million JPY)










Entertainment Overseas Revenue Ratio Trends

Overseas Revenue Ratio

Overseas Revenue Ratio Up Q/Q,
Record Overseas Revenue Achieved

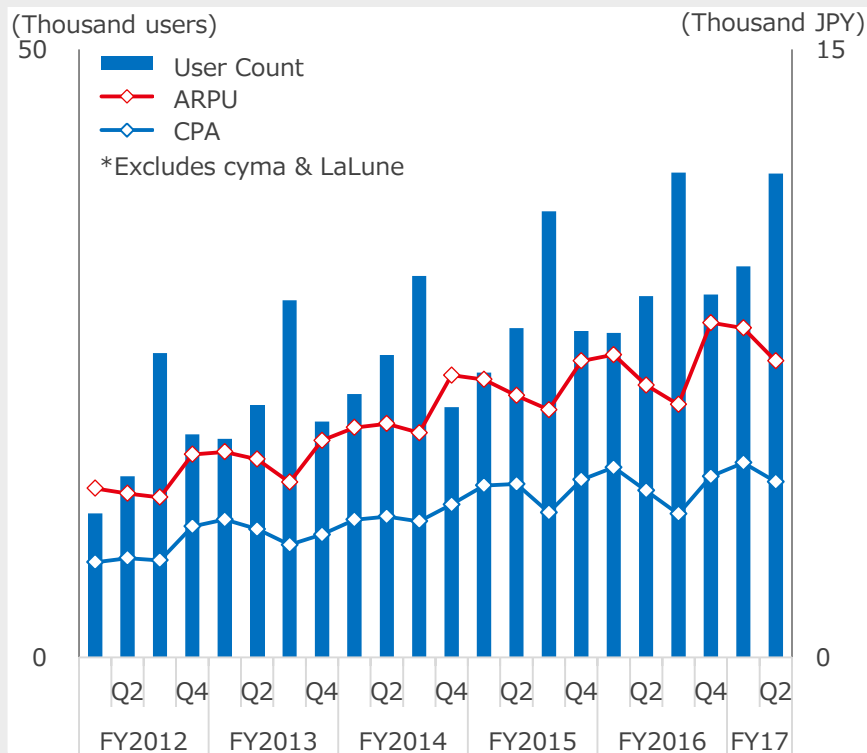


Region:	JP	NA	EU	TW HK MO	S. KR	SE. Asia
 Girls Tribe	●					
 Valkyrie	●	●	●	●	●	●
 Unison	●	●	●	●	●	●
 Derby	●			●		●
 Smash!	●			●		
 Legions	●	English Version				
 Summoner	●	English Version				

Lifestyle Support Key Performance Indicator Trends

User Count, ARPU, CPA

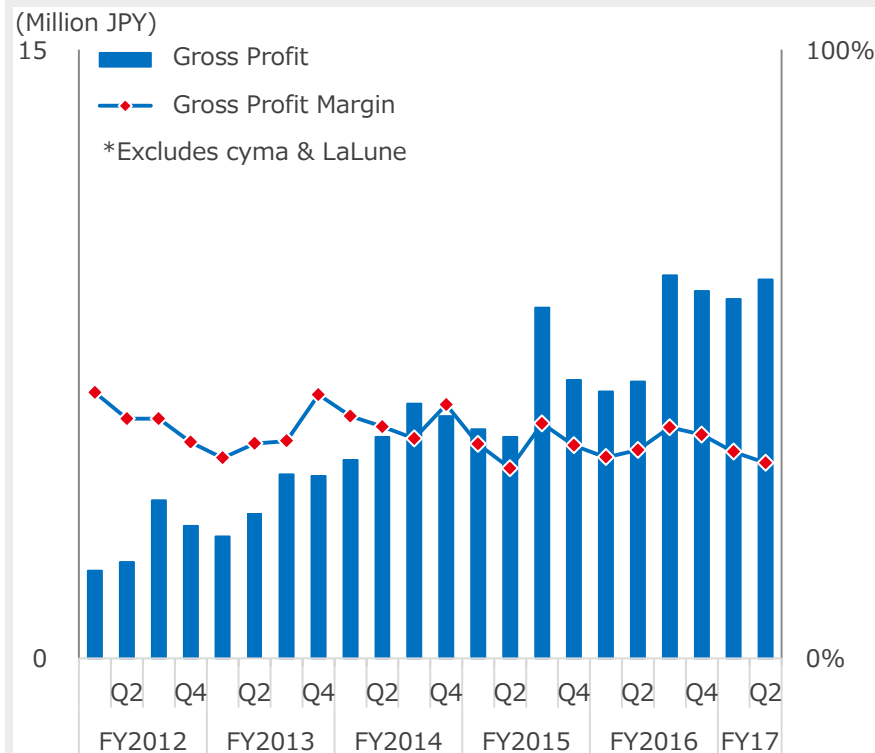
- User Count Up Significantly Y/Y
- ARPU & CPA Trended Similarly to Previous Years



- [① User count]=total users from 4 main sub-segment businesses (users that generated segment revenue)
- [② ARPU: Revenue per user]=segment revenue÷[① User count]
- [③ CPA: Cost per user acquisition]=advertising cost÷[① User count]

Gross Profit, Gross Profit Margin

- Gross Profit Up Significantly Y/Y
- Gross Profit Margin Trended Stably at Around 30-40%



- [④ Gross profit]=segment revenue-(advertising + purchase costs)
- [⑤ Gross profit margin]=[④ Gross profit]÷segment revenue
- *Purchase costs include A/C, bridal rings, Hanayume photo purchase costs, A/C installation fees, and bridal deferred payment package costs

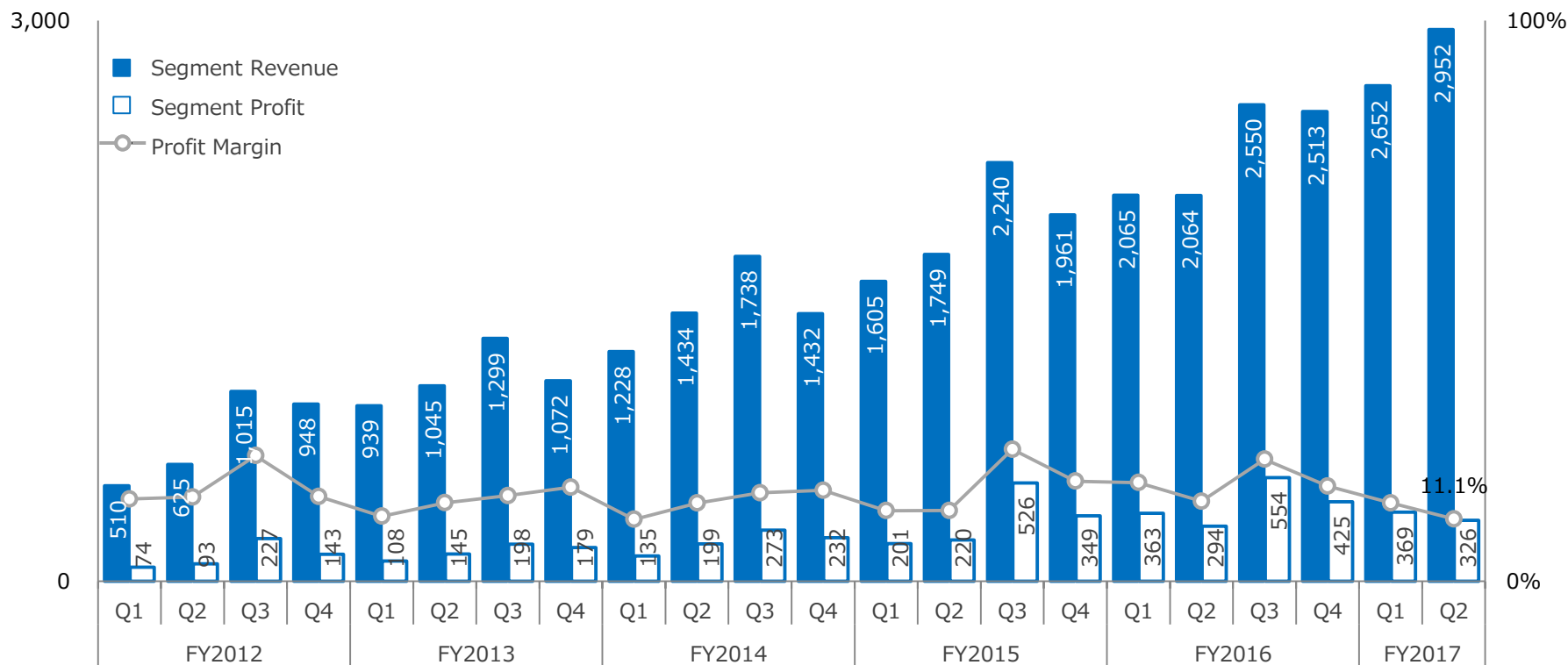
Lifestyle Support Business Performance Trends

Moving- and Automobile-Related Businesses Performed Well, Record Revenue Achieved

Profit Down Q/Q Due to Promotional Investments in Bridal

Y/Y
+43.0
%

(Million JPY)



*From FY2017 (Aug 2016), bicycle EC was split into its own segment. Business segments are now Entertainment, Lifestyle Support, and E-Commerce.

*E-Commerce performance is no longer included in Lifestyle Support business figures, please refer to page 17.

Lifestyle Support Sub-Segment Business Trends

(Million JPY)

Y/Y Q/Q

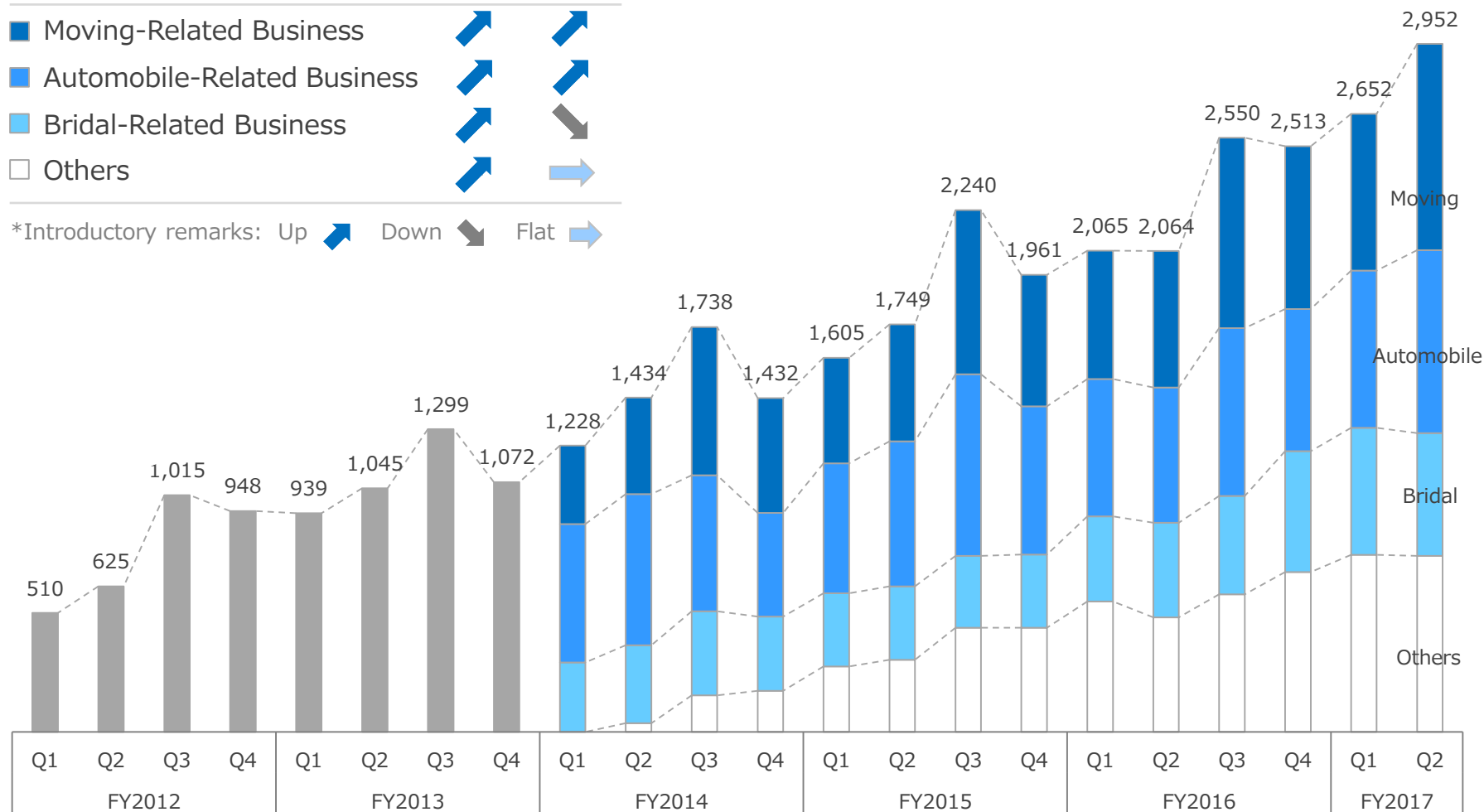
 Moving-Related Business

 Automobile-Related Business

 Bridal-Related Business

 Others


*Introductory remarks: Up  Down  Flat 



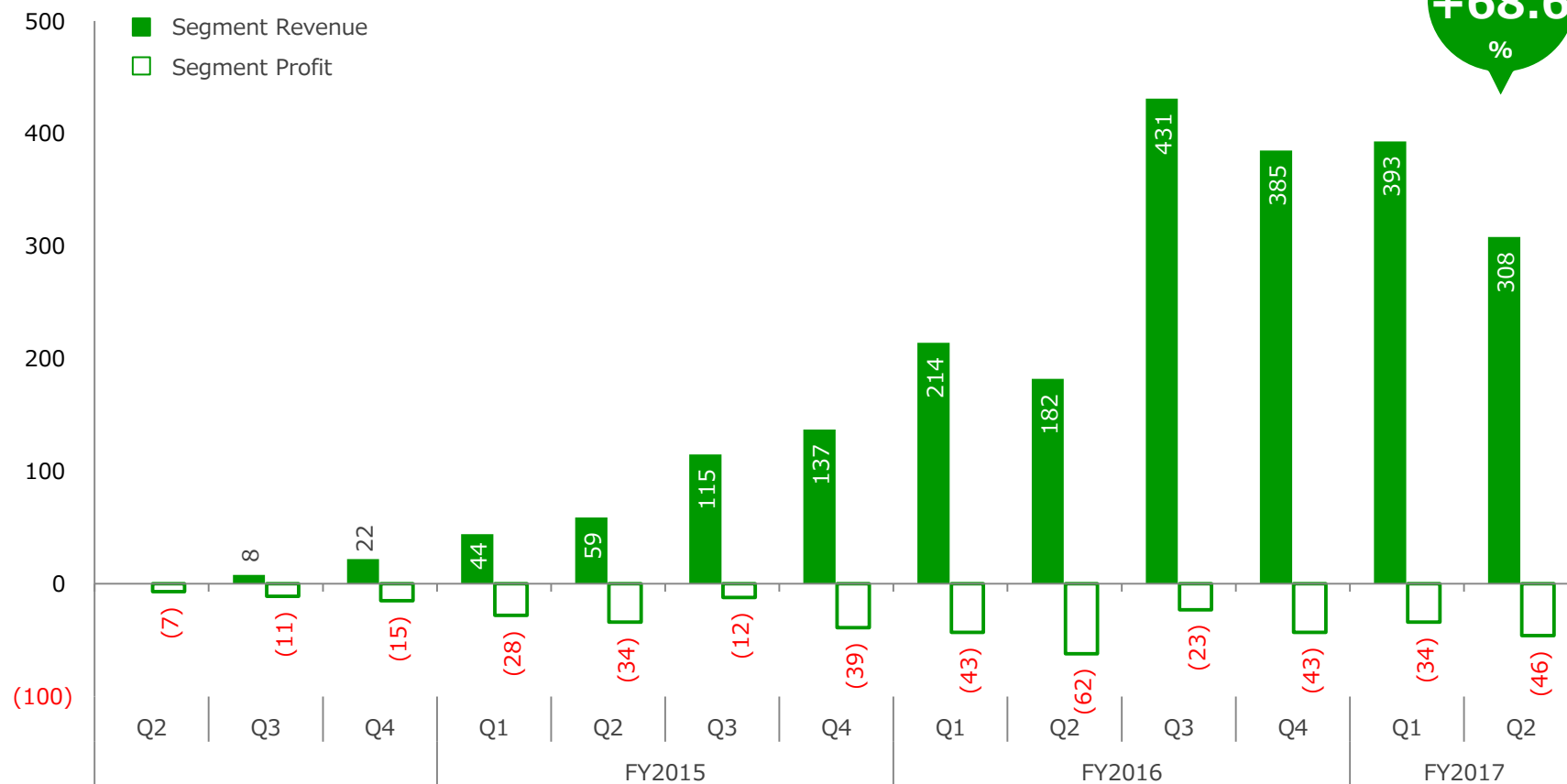
*From FY2017 (Aug 2016), bicycle EC was split into its own segment. Business segments are now Entertainment, Lifestyle Support, and E-Commerce.

*E-Commerce performance is no longer included in Lifestyle Support business figures, please refer to page 17.

E-Commerce Business Performance Trends

Revenue Up Significantly Y/Y, Down Q/Q Due to Off Season

(Million JPY)



*From FY2017 (Aug 2016), bicycle EC was split into its own segment. Business segments are now Entertainment, Lifestyle Support, and E-Commerce.

**"cyma" launched service in Dec 2013. FY2014 Q2 revenue was below 1 million JPY. Peak business period is Mar – Apr (Q3).

Other Topics

Overall

Change of Subsidiary Company Names and Logos

| Purpose: To build the "Ateam" brand and to further enhance corporate value as a group

| Details:



Ateam Brides Inc. (Formerly "A.T.brides Inc.")



Ateam Hikkoshi Samurai Inc. (Formerly "Hikkoshi Samurai Inc.")



Ateam Connect Inc. (Formerly "A.T.Support Inc.")



Ateam Lifestyle Inc. (No change to company name)

Ent.

Established First Overseas Subsidiary in Vietnam

| Purpose: Development and operation of smartphone games

| Company Name: Ateam Vietnam Co., Ltd.

| Date of Establishment/Location: Jan 16, 2017 / Ho Chi Minh, Vietnam



Lifestyle Support

Opened a New Telephone Marketing Center in Okinawa

| Purpose: To secure personnel along with expansion of business

| Name: Ateam Connect Inc. Okinawa Branch

| Date of Establishment: Jan 30, 2017



3. FY2017 Q3 Progress

- 4. FY2017 Guidance
- 5. Medium- and Long-Term Outlook

Segment Topics

Entertainment

- | **After School Girls Tribe** ▶ Ran a live “Girls Tribe TV” online webcast on two sites simultaneously on Feb 21, another webcast on Feb 6
- | **Valkyrie Connect** ▶ Collaboration with popular Japanese animation “Fate/stay night [Unlimited Blade Works]” ran in Japan
- | **Unison League** ▶ Second collaboration event with popular Japanese animation “Evangelion” began in Japan on Feb 22, ran a live online webcast on two sites simultaneously on Mar 4
- ▶ Surpassed 6.5 million total downloads on Feb 15



Lifestyle Support

- | **Moving** ▶ New TV commercial airing, aims to increase users and brand recognition ahead of peak business period
- | **Bridal** ▶ Large-scale wedding event held in Tokyo Mar 4 – 5, “Wedding Ceremony VR Produced by Hanayume” shown
- | **Automobile** ▶ Maintaining top market share

EC

- | **Bicycle EC** ▶ Strengthening structuring and user acquisition efforts ahead of the coming peak business season

4. FY2017 Guidance

5. Medium- and Long-Term Outlook

FY2017 Consolidated Financial Forecasts

As Many Uncertainties Remain, There Are No Revisions to Full-Year Forecasts at This Time

(Million JPY)

	FY2016 Result		FY2017 (Aug 2016 – Jul 2017)					
	Interim Result	Full-Year Result	Interim Results	Interim Forecasts	% to Interim forecast	Full-Year forecasts	% of Revenue	% to Full-year forecast
Revenue	10,031	22,967	15,283	15,100	101.2%	32,000	100.0%	47.8%
Entertainment	5,505	12,559	8,976	-	-	19,000	59.4%	47.2%
Lifestyle Support	4,129	9,193	5,605	-	-	11,200	35.0%	50.0%
E-Commerce	397	1,214	702	-	-	1,800	5.6%	39.0%
Operating income	665	2,212	1,022	900	113.6%	3,300	10.3%	31.0%
Ordinary income	606	2,094	1,071	950	112.7%	3,250	10.2%	33.0%
Net income	308	1,292	676	570	118.6%	2,150	6.7%	31.4%

*From FY2017 (Aug 1, 2016), bicycle EC was split into its own segment. Business segments are now Entertainment, Lifestyle Support, and EC.

FY2017 Q3 Initiatives

Overall

Investment in Expansion of Office Space and Facilities in Response to Number of Employees Increasing with Business Growth

Ent.

Optimize Promotional Costs Based on KPI Trends

- | Operate each title while closely monitoring KPI trends
- | Strengthen overseas expansion, centering on Valkyrie Connect

Lifestyle Support

Focus on Expanding Market Share During Peak Business Period While Increasing Brand Recognition

- | Automobile and Moving: Strengthen operation, expand market share and brand recognition
- | Bridal: Continue promotional investments for “Hanayume” rebranding

EC

Improve Fulfillment for Peak Business Period

- | Optimize inventory for peak business period, improve shipping structure, continue strengthening of fulfillment
- | Continue promotional investments focused on improving brand recognition

FY2016 Dividends and FY2017 Dividend Forecasts

FY2017 Dividend is 5 Yen Per Share as Forecasted

No Revision to FY2017 Full-Year Dividend Forecast At This Time

Aiming for Payout Ratio of 20% Subject to Full-Year Performance

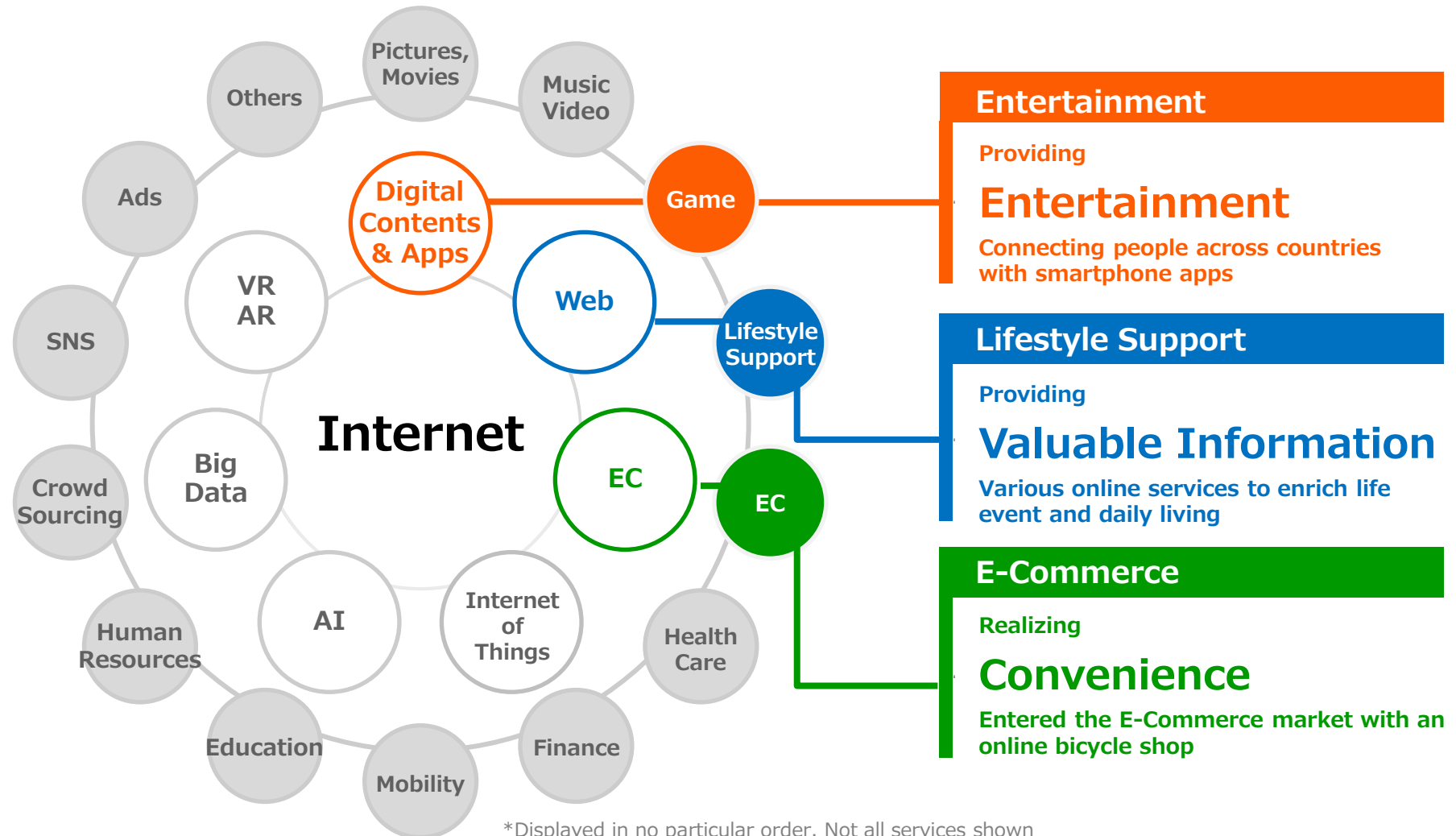
	FY2015 Result		FY2016 Result		FY2017 Forecasts	
	Interim	Year-End	Interim	Year-End	Interim	Year-End
Date of right allotment	Jan 31, 2015	Jul 31, 2015	Jan 31, 2016	Jul 31, 2016	Jan 31, 2017	Jul 31, 2017
Date of distribution	Apr 3, 2015	Oct 13, 2015	Apr 4, 2016	Oct 7, 2016	Apr 4, 2017	Oct 2017 (Planned)
Dividend per share	5.00	7.50	5.00	7.50	5.00	15.00
Total dividend amount	238,021,850 JPY		239,196,500 JPY		-	-
Full year pay out ratio	17.7%		18.2%		Around 20% (Planned)	

*The company carried out a 2-for-1 split of its common stock with May 1, 2015 as the effective date. The dividend per share figures listed above reflect this split

5. Medium- and Long-Term Outlook

Our Vision of the Future

We Will Continue to Challenge Varied Businesses that Utilize the Internet



Medium- and Long-Term Business Outlook

Overall

Pursue New Markets and Generate New Revenue Sources in Three Core Segments

Entertainment

- | Provide Entertainment to the World
 - Expand beyond North America into European and Asian markets
- | Create Several Game Titles with 1b JPY+ Monthly Revenue
 - Aim to increase overseas revenue ratio above 50%

Lifestyle Support

- | Expand Four Main Services to 5b JPY Annual Revenue
 - Total annual revenue of 20-30b JPY from four main services
- | Introduce More Convenient Services to Enrich Users' Lives

EC

- | Aim to be the Number One Bicycle EC Site
 - Target a 3% domestic bicycle EC market share within 3 years
- | Attempt Sales of Products Not Yet Readily Available from EC

APPENDIX A

Company Overview

Company Profile as of January 31, 2017

Company Name	Ateam Inc.
Stocks listed on	Section 1 of the Tokyo Stock Exchange (3662)
Headquarters	Dai Nagoya Building 32F
Osaka studio	Umeda Hankyu Building Office Tower 26F
Tokyo studio	Shinagawa East One Tower 8F
Incorporated on	February 29, 2000
Account settled in	July
Affiliated banks	The Bank of Tokyo Mitsubishi UFJ Nagoya Main Office SMBC Nagoya Ekimae Branch
Auditor	Deloitte Touche Tohmatsu (DTT)
Group companies (Fully owned subsidiaries)	Ateam Brides Inc. Ateam Hikkoshi Samurai Inc. Ateam Lifestyle Inc. Ateam Connect Inc. Ateam Vietnam Co., Ltd.
Consolidated revenue	22,967,773 thousand JPY (FY2016)
Consolidated ordinary income	2,094,629 thousand JPY (FY2016)
Number of employees	580 (excluding part-time employees), 8 directors



Dai Nagoya Building



Headquarters Reception



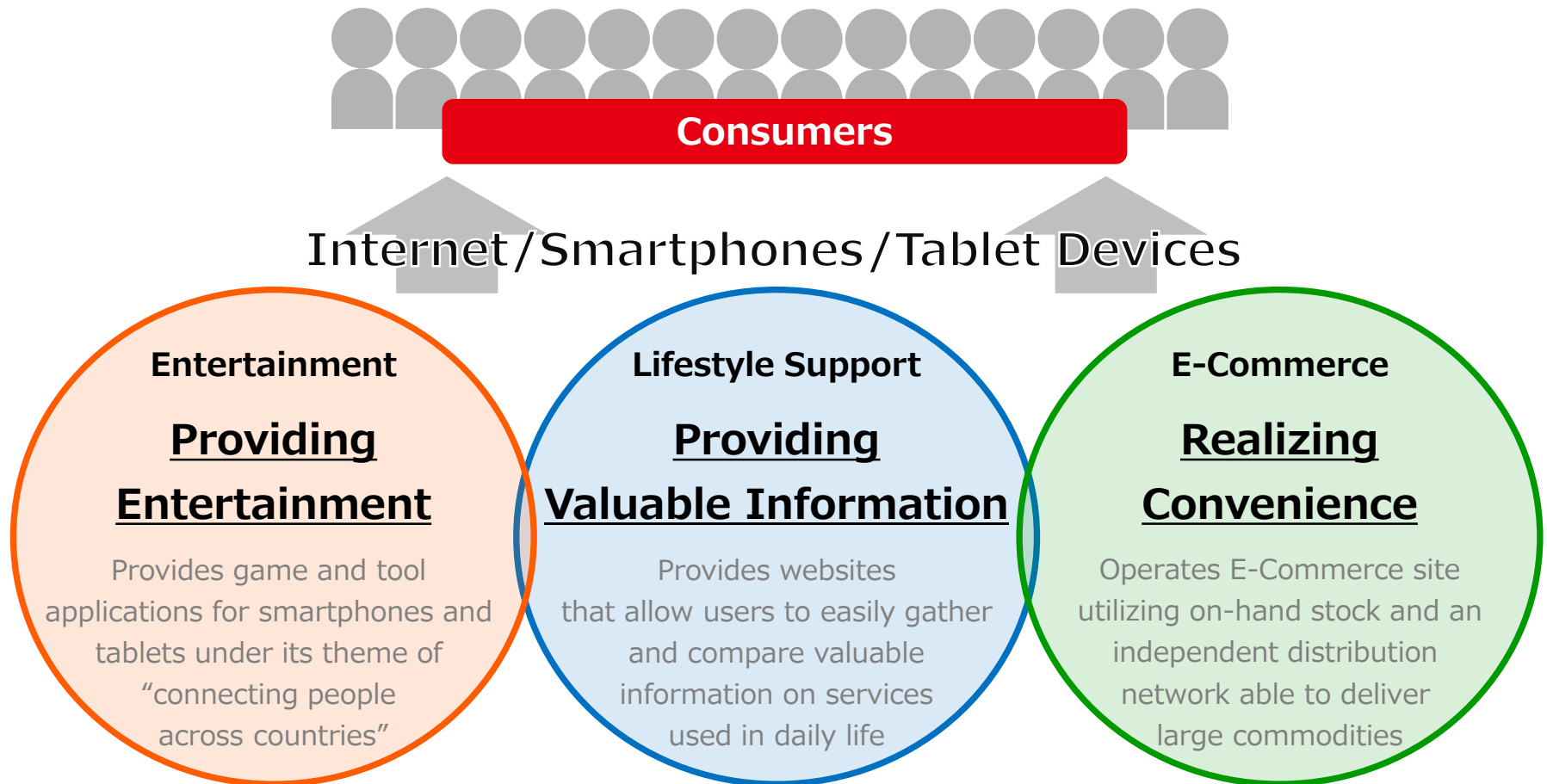
Umeda Hankyu Building



East One Tower

Three Businesses

We Provide Various Services to Consumers Through the Internet and Smart Devices (Smartphones and Tablets)



*From FY2017 (Aug, 2016), bicycle EC was split into its own segment. Business segments are now Entertainment, Lifestyle Support, and E-Commerce.

Business Segments



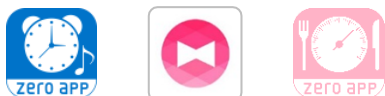
Entertainment

Provides games and tool apps for smartphones and tablets

Game Apps



Tool Apps



Lifestyle Support

Provides various online services for daily living

Moving Related



Automobile Related



Bridal Related



Financial Media



EC

Provides online bicycle shop that offers free repairs for one year from purchase



Bicycle E-Commerce



*From FY2017 (Aug, 2016), bicycle EC was split into its own segment. Business segments are now Entertainment, Lifestyle Support, and E-Commerce.

Entertainment Product Line-up

Game Apps

Mid-Core Role Playing Games



New

After School
Girls Tribe



FY2016

Valkyrie Connect



FY2015

Unison League



FY2014

War of Legions



FY2012

Dark Summoner

Simulation



FY2013

Derby Impact

Action



FY2015

Three Kingdoms
Smash!

Puzzle



Pongo Combo

Mahjong



Mahjong - Rising -

Feature Phone Games



Eternal Zone



Million Versus

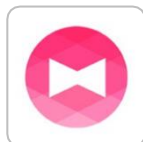
Tool Apps

SNS



Jam

Customization



[+]HOME

ZeoApp Series (Free-Use Tool Applications)



Good Nights
Sleep Alarm



Quick Calorie
Control



Eye Training
3D



3 minute
Workout



fast
flashcards



Customizable
Mirror

Lifestyle Support Service Line-up

Moving-Related Business



Hikkoshi Samurai

- Users can receive quotations from up to 10 moving companies by filling out an online form detailing their moving needs
- In partnership with more than 230 moving companies nationwide
- Maintaining a top market share

Automobile-Related Business



Navikuru

- Users can receive quotations from up to 10 car dealers by filling out an online form detailing their car information
- In partnership with carefully chosen top used car dealers
- Maintaining a top market share

Bridal-Related Business



Hanayume

- Website and free consultation desks provide referrals to over 700 wedding halls
- Wedding consultation desks located in Kanto, Tokai, Kansai, and Kyushu areas
- Various payment options available, including deferred payment

Financial Media Business



Navi Navi Cashing

- Thorough comparisons of select top banks and consumer credit services
- Allows users to easily find a service that matches their needs

Women's Health Consultation Business



LaLune

- Women's health consultation application
- Simple graphs and features to track daily fertility, fetal growth, body temperature, manage body weight, and more
- Discuss fertility, contraception, and more with medical professionals

EC Service Introduction

Bicycle EC

cyma -サイマ-
life & discovery

cyma

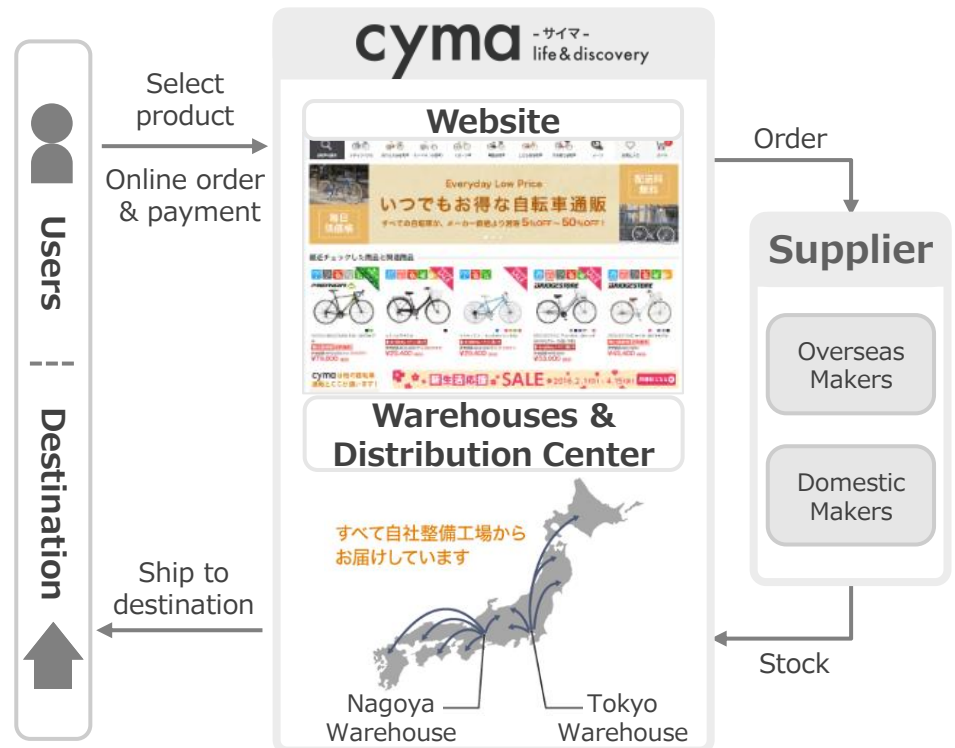
- Selection of over 200 bicycle models
- Bicycles assembled and prepared by specialists, shipped ready-to-ride
- cyma support includes one year of free maintenance and repair, etc.



cyma -サイマ-
life & discovery



[B2C] Income from Consumers (Gross)



*From FY2017 (Aug, 2016), bicycle EC was split into its own segment. Business segments are now Entertainment, Lifestyle Support, and E-Commerce.

APPENDIX B

Supplementary Financial Data

P/L (FY2014 Q4 - FY2016 Q4)

(Million JPY)

	FY2015			FY2016				FY2017	
	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Revenue	3,656	4,407	4,563	4,610	5,420	6,178	6,757	7,136	8,147
Q/Q (%)	+14.2	+20.6	+3.5	+1.0	+17.6	+14.0	+9.4	+5.6	+14.2
Entertainment	1,847	2,051	2,464	2,331	3,173	3,196	3,857	4,089	4,886
Lifestyle Support	1,749	2,240	1,961	2,065	2,064	2,550	2,513	2,652	2,952
E-Commerce	59	115	137	214	182	431	385	393	308
Cost of revenues	533	615	718	763	825	987	1,038	1,105	1,221
Cost rate (%)	14.6	14.0	15.8	16.6	15.2	16.0	15.4	15.5	15.0
Selling, G&A expenses	2,587	3,173	3,399	3,326	4,450	4,392	4,969	5,737	6,196
Selling, G&A expenses ratio (%)	70.8	72.0	74.5	72.1	82.1	71.1	73.6	80.4	76.1
Total cost and G&A expenses	3,121	3,789	4,118	4,089	5,276	5,380	6,008	6,843	7,417
Labor costs & recruitment expenses	682	695	736	745	805	814	884	872	935
Promotional expenses	1,439	1,903	1,955	1,817	2,326	2,433	2,758	3,432	3,551
Entertainment	253	567	717	493	1,030	947	1,276	1,746	1,700
Lifestyle Support	1,143	1,295	1,154	1,218	1,184	1,368	1,338	1,547	1,728
E-Commerce	15	15	21	43	48	50	79	70	62
Commissions, etc.	559	671	869	841	1,171	1,177	1,401	1,468	1,779
Subcontractor expenses, server fees	190	197	235	257	267	275	235	254	297
Office rental fees, utility expenses	105	105	111	138	235	177	177	178	218
Other expenses	145	215	209	289	470	501	551	636	634
Operating income	534	618	445	520	144	798	748	293	729
Q/Q (%)	+9.0	+15.7	-28.0	+17.0	-72.2	+452.0	-6.3	-60.8	+148.5
Entertainment	540	314	407	549	440	601	706	302	807
Lifestyle Support	220	526	349	363	294	554	425	369	326
E-Commerce	-34	-12	-39	-43	-62	-23	-43	-34	-46
Operating income margin	14.6	14.0	9.8	11.3	2.7	12.9	11.1	4.1	9.0
Ordinary income	565	650	452	493	112	751	736	292	778
Net income	353	401	278	291	17	479	504	138	537

*From FY2017 (Aug 2016), bicycle EC was split into its own segment. Business segments are now Entertainment, Lifestyle Support, and E-Commerce.

P/L (FY2011 - FY2016)

(Million JPY)

	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	Y/Y (%)
Revenue	4,064	6,379	10,989	12,036	15,828	22,967	+45.1
Y/Y (%)	15.5	57.0	72.3	9.5	31.5	45.1	—
Entertainment	2,499	3,278	6,632	6,169	7,914	12,559	+58.7
Lifestyle Support	1,564	3,100	4,357	5,866	7,914	10,408	+31.5
Cost of revenues	906	927	1,392	2,132	2,389	3,615	+51.3
Cost rate (%)	22.3	14.5	12.7	17.7	15.1	15.7	+0.6
Selling, G&A expenses	2,709	4,381	7,880	8,451	11,351	17,139	+51.0
Selling, G&A expense ratio (%)	66.7	68.7	71.7	70.2	71.7	74.6	+2.9
Total cost and G&A expenses	3,615	5,309	9,272	10,583	13,740	20,755	+51.0
Labor costs & recruitment expenses	1,297	1,540	2,083	2,638	2,816	3,250	+16.1
Promotional expenses	1,035	2,331	4,310	4,279	6,430	9,335	+45.2
Entertainment	125	399	1,571	789	1,651	3,748	+126.9
Lifestyle Support	907	1,914	2,673	3,431	4,640	5,330	+14.9
Commissions, etc.	530	624	1,600	1,737	2,586	4,592	+77.6
Subcontractor expenses, server fees	218	250	528	826	785	1,035	+31.8
Office rental fees, utility expenses	151	190	337	420	433	728	+67.8
Other expenses	383	371	411	682	706	1,812	+156.6
Operating income	448	1,070	1,717	1,452	2,087	2,212	+6.0
Y/Y (%)	82.7	138.5	60.4	-15.4	43.8	6.0	—
Entertainment	705	1,126	1,866	1,409	1,770	2,297	+29.7
Lifestyle Support	178	539	632	805	1,183	1,464	+23.7
Operating income margin	11.0	16.8	15.6	12.1	13.2	9.6	-3.6
Ordinary income	446	1,047	1,718	1,470	2,164	2,094	-3.2
Pre-tax income	435	1,008	1,688	1,364	2,091	1,858	-11.2
Net income	258	590	1,042	807	1,362	1,292	-5.1

*From FY2013 Q3, Ateam releases consolidated financial statements that contain figures for businesses spun off through absorption-type demerger into subsidiaries. Figures listed above therefore include data from the same businesses, and are listed for easier comparison to past fiscal years.

B/S (FY2011 - FY2016)

(Million JPY)

	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016
Assets						
Current assets	1,340	2,709	3,760	4,034	6,334	6,918
Cash and cash equivalents	553	1,339	1,944	2,217	3,097	3,505
Non-current assets	460	443	881	1,470	1,322	2,668
Tangible assets	40	45	102	120	125	1,321
Intangible assets	159	120	410	355	460	622
Investments and other assets	261	277	367	994	736	724
Total assets	1,801	3,153	4,641	5,504	7,656	9,586
Liabilities						
Current liabilities	657	1,153	1,136	1,305	3,648	4,127
Non-current liabilities	105	0	0	0	0	387
Total liabilities	763	1,153	1,136	1,305	3,648	4,514
Interest-bearing liabilities	270	100	0	0	1,700	1,166
Net assets						
Shareholder's equity	1,038	1,999	3,500	4,130	3,900	4,971
Treasury stock	0	0	0	0	-1,403	-1,222
Stock option	0	0	5	67	108	100
Total net assets	1,038	1,999	3,505	4,198	4,008	5,072
Total liabilities and net assets	1,801	3,153	4,641	5,504	7,656	9,586

*From FY2013 Q3, Ateam releases consolidated financial statements that contain figures for businesses spun off through absorption-type demerger into subsidiaries. Figures listed above therefore include data from the same businesses, and are listed for easier comparison to past fiscal years.

Others (FY2011 - FY2016)

	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016
Number of shares issued (year-end)	16,050,000	18,393,000	19,195,000	19,349,200	19,405,600	19,450,000
Treasury stock (shares)	0	0	0	0	580,020	574,020
Average number of shares during the FY	16,050,000	16,882,352	18,933,262	19,255,641	19,310,191	18,846,317
EPS (JPY)	16.09	34.99	55.04	41.96	70.54	68.58
EPS Y/Y (%)	—	117.5	57.3	-23.8	45.6	-2.8
ROA (Ordinary income on total assets, %)	25.9	42.3	44.1	29.0	32.9	24.3
Net assets per share (JPY)	64.7	108.7	182.4	213.5	207.2	263.4
Dividend per share (JPY)	0.00	0.00	10.61	10.00	12.50	12.50
Interim dividend (JPY)	0.00	0.00	5.00	5.00	5.00	5.00
Total dividend amount (JPY)	0.00	0.00	203	192	238	239
Payout ratio (%)	0	0	19.3	23.8	17.7	18.2
Shareholder's equity ratio (%)	57.6	63.4	75.4	75.0	50.9	51.9
Equity ratio (%)	57.6	63.4	75.4	75.1	50.9	51.9
ROE (%)	28.4	38.9	37.9	21.2	33.9	29.1
ROIC (= ① ÷ ②, %)	20.3	29.9	30.3	20.8	21.0	25.1
① Net operating income after taxes	266	626	1,059	859	1,178	1,539
② Invested capital (=③+④)	1,308	2,099	3,500	4,130	5,600	6,137
③ Shareholder's equity	1,038	1,999	3,500	4,130	3,900	4,971
④ Short-term loans payable	270	100	0	0	1,700	1,166

*The company carried out common stock splits of 100-for-1 on Oct 27, 2011, 3-for-1 on Jun 1, 2012, and 2-for-1 on May 1, 2015. The per share figures listed above have been adjusted to reflect these splits, and some therefore differ from those in previous materials released by the company.

Our Mission Is to Produce Happiness Through Business and to Grow for the Next 100 Years



These materials contain statements made based on current conditions, assumptions of future conditions, and internal forecasts. Unforeseen events may cause actual results to differ from content printed in these materials. Such risks and uncertainties include general trade and market status, interest rate and exchange rate fluctuations, and the general economic status of Japanese and overseas markets. Ateam Inc. is not responsible for updating or modifying the forecasts contained in these materials, even in the event that such unforeseen events occur in the future.