

Translation

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## Summary of Consolidated Financial Results for the Nine Months Ended March 31, 2018 (Based on Japanese GAAP)

May 11, 2018

Company name: Trust Tech Inc.  
 Stock exchange listing: Tokyo  
 Stock code: 2154 URL <http://www.trust-tech.jp/>  
 Representative: President and Representative Director Yutaka Nishida  
 Director, Senior Managing Corporate Noriyuki Murai  
 Inquiries: Executive Officer TEL 03-5777-7727  
 Scheduled date to file Quarterly Securities Report: May 14, 2018  
 Scheduled date to commence dividend payments: –  
 Preparation of supplementary material on quarterly financial results: Yes  
 Holding of quarterly financial results meeting: No

(Amounts less than one million yen are rounded down)

### 1. Consolidated financial results for the nine months ended March 31, 2018 (from July 1, 2017 to March 31, 2018)

#### (1) Consolidated operating results (cumulative)

Percentages indicate year-on-year changes

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Nine months ended March 31, 2018	47,466	52.3	3,168	46.2	3,123	46.1	1,690	32.3
Nine months ended March 31, 2017	31,162	39.7	2,167	20.2	2,138	19.1	1,277	18.0

Note: Comprehensive income  
 Nine months ended March 31, 2018 ¥1,968 million [37.7%]  
 Nine months ended March 31, 2017 ¥1,429 million [32.3%]

	Earnings per share		Diluted earnings per share	
	Yen		Yen	
Nine months ended March 31, 2018	86.07		85.59	
Nine months ended March 31, 2017	65.89		65.71	

#### (2) Consolidated financial position

	Total assets	Net assets	Equity ratio
	Millions of yen	Millions of yen	%
As of March 31, 2018	26,870	10,805	39.4
As of June 30, 2017	16,805	6,697	39.2

Reference: Equity  
 As of March 31, 2017: ¥10,598 million  
 As of June 30, 2017: ¥6,594 million

### 2. Cash dividends

	Annual dividends per share				
	1st quarter-end	2nd quarter-end	3rd quarter-end	Fiscal year-end	Total
	Yen	Yen	Yen	Yen	Yen
Year ended June 30, 2017	–	15.00	–	30.00	45.00
Year ending June 30, 2018	–	20.00	–		
Year ending June 30, 2018 (Forecast)				35.00	55.00

Note: Revision of cash dividend forecast most recently announced: No

3. Forecast of consolidated financial results for the year ending June 30, 2018 (from July 1, 2017 to June 30, 2018)

Percentages indicate year-on-year changes

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	64,500	49.9	4,350	35.1	4,350	36.5	2,690	39.8	134.78

Note: Revision of consolidated financial results forecast most recently announced: No

The calculation of earnings per share in the forecast of consolidated financial results considers the issuance of new shares through third-party allocation.

4. Notes

(1) Changes in significant subsidiaries during the Nine months ended March 31, 2017  
(changes in specified subsidiaries resulting in the change in scope of consolidation): No

(2) Application of special accounting methods for preparing quarterly consolidated financial statements: No

(3) Changes in accounting policies, changes in accounting estimates, and restatement of prior period financial statements

Changes in accounting policies due to revisions to accounting standards and other regulations: No

Changes in accounting policies due to other reasons: No

Changes in accounting estimates: No

Restatement of prior period financial statements: No

(4) Number of issued shares (common shares)

Total number of issued shares at the end of the period (including treasury shares)

As of March 31, 2018	20,497,600 shares	As of June 30, 2017	19,433,000 shares
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Number of treasury shares at the end of the period

As of March 31, 2018	532 shares	As of June 30, 2017	493 shares
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Average number of shares during the period (cumulative from the beginning of the fiscal year)

Nine months ended March 31, 2018	19,642,629 shares	Nine months ended March 31, 2017	19,397,119 shares
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\* Quarterly financial results reports are not required to be subjected to quarterly reviews.

\* Explanation of the appropriate use of earnings forecasts and other special notes

Earnings forecasts and other forward-looking statements stated in this document are based on information available to the Company and certain assumptions that the Company considers to be reasonable. The actual results may differ materially from the forecasts due to various factors.

(Thousands of yen)

	As of June 30, 2017	As of March 31, 2018
<b>Assets</b>		
Current assets		
Cash and deposits	4,581,972	7,501,947
Notes and accounts receivable - trade	6,245,524	10,651,979
Other	1,172,198	1,569,672
Allowance for doubtful accounts	-	△36,395
Total current assets	11,999,695	19,687,203
Non-current assets		
Property, plant and equipment	427,970	584,842
Intangible assets		
Goodwill	3,681,754	5,805,707
Other	163,456	234,151
Total intangible assets	3,845,211	6,039,859
Investments and other assets	532,187	558,592
Total non-current assets	4,805,369	7,183,294
Total assets	16,805,065	26,870,497
<b>Liabilities</b>		
Current liabilities		
Short-term loans payable	1,075,934	4,499,217
Current portion of bonds	196,000	196,000
Current portion of long-term loans payable	300,000	300,000
Accrued expenses	3,031,668	2,878,198
Income taxes payable	812,290	732,712
Accrued consumption taxes	742,448	1,710,852
Provision for bonuses	600,943	1,539,323
Other	882,047	2,139,915
Total current liabilities	7,641,333	13,996,221
Non-current liabilities		
Bonds payable	1,106,000	910,000
Long-term loans payable	1,200,000	900,000
Net defined benefit liability	44,628	46,325
Other	116,021	212,426
Total non-current liabilities	2,466,649	2,068,751
Total liabilities	10,107,983	16,064,973
<b>Net assets</b>		
Shareholders' equity		
Capital stock	1,562,705	3,105,037
Capital surplus	720,190	2,262,522
Retained earnings	4,238,432	4,951,510
Treasury shares	△569	△690
Total shareholders' equity	6,520,758	10,318,381
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	148	604
Foreign currency translation adjustment	73,917	279,475
Total accumulated other comprehensive income	74,065	280,079
Subscription rights to shares	4,028	24,149
Non-controlling interests	98,230	182,914
Total net assets	6,697,082	10,805,524
Total liabilities and net assets	16,805,065	26,870,497

(Thousands of yen)

	Nine months ended March 31, 2017	Nine months ended March 31, 2018
Net sales	31,162,726	47,466,882
Cost of sales	24,408,204	37,746,274
Gross profit	6,754,522	9,720,607
Selling, general and administrative expenses	4,587,455	6,552,600
Operating profit	2,167,066	3,168,007
Non-operating income		
Interest income	233	244
Subsidy income	15,004	40,017
Other	1,732	4,593
Total non-operating income	16,970	44,856
Non-operating expenses		
Interest expenses	18,128	60,136
Bond issuance cost	20,083	-
Foreign exchange losses	2,625	6,297
Share of loss of entities accounted for using equity method	4,529	976
Other	207	21,844
Total non-operating expenses	45,575	89,254
Ordinary profit	2,138,461	3,123,609
Extraordinary income		
Gain on sales of non-current assets	179	722
Gain on reversal of subscription rights to shares	190	11
Gain on sales of investment securities	-	1,853
Total extraordinary income	369	2,586
Extraordinary losses		
Loss on retirement of non-current assets	6,033	4,148
Settlement of contract amendment	-	170,643
Total extraordinary losses	6,033	174,792
Profit before income taxes	2,132,797	2,951,403
Income taxes - current	816,858	1,233,902
Income taxes - deferred	10,767	△34,228
Total income taxes	827,625	1,199,673
Profit	1,305,172	1,751,729
Profit attributable to non-controlling interests	27,179	61,177
Profit attributable to owners of parent	1,277,993	1,690,551

(Thousands of yen)

	Nine months ended March 31, 2017	Nine months ended March 31, 2018
Profit	1,305,172	1,751,729
Other comprehensive income		
Valuation difference on available-for-sale securities	495	456
Foreign currency translation adjustment	122,940	215,375
Share of other comprehensive income of entities accounted for using equity method	835	1,303
Total other comprehensive income	124,270	217,135
Comprehensive income	1,429,443	1,968,865
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	1,410,689	1,896,565
Comprehensive income attributable to non-controlling interests	18,753	72,299