



Financial Results Presentation Materials
for Q3 of FY2018/9

July31, 2018

TSE 1st Section

Securities code: 3688

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Financial Highlights for Q3 of FY2018/9

	Q3 FY2017/9 (April 2017 to June 2017)	Q3 FY2018/9 (April 2018 to June 2018)	Y onY Change
Net sales	¥ 6.19 billion	¥ 6.91 billion	+11.6 %
Gross profit	¥ 1.86 billion	¥ 2.03 billion	+9.4 %
Operating income	¥ 0.32 billion	¥ 0.31 billion	-3.5 %
Profit attributable to owners of parent	¥ -0.08 billion	¥ 0.53 billion	—

Results Summary

Sales increased steadily from one year earlier; despite a rise in SGA expenses on an increase in advertising and other spending, operating income reached ¥310 million, about the same as one year earlier

Revising Forecast

Booked ¥540 million extraordinary income (corresponding to ¥350 million net income attributable to owners of the parent company) on a partial sale of stake in logly Inc. in connection with listing of that company on the TSE's Mothers market; revised up full-year forecast for net income to ¥1.05 billion

Ad Platform

Sales and profit increased from one year earlier; demand side sales surpassed supply side sales for the first time on a quarterly basis

Point Media

Sales continued to increase from one year earlier; operating income reached ¥56 million, about the same as one year earlier

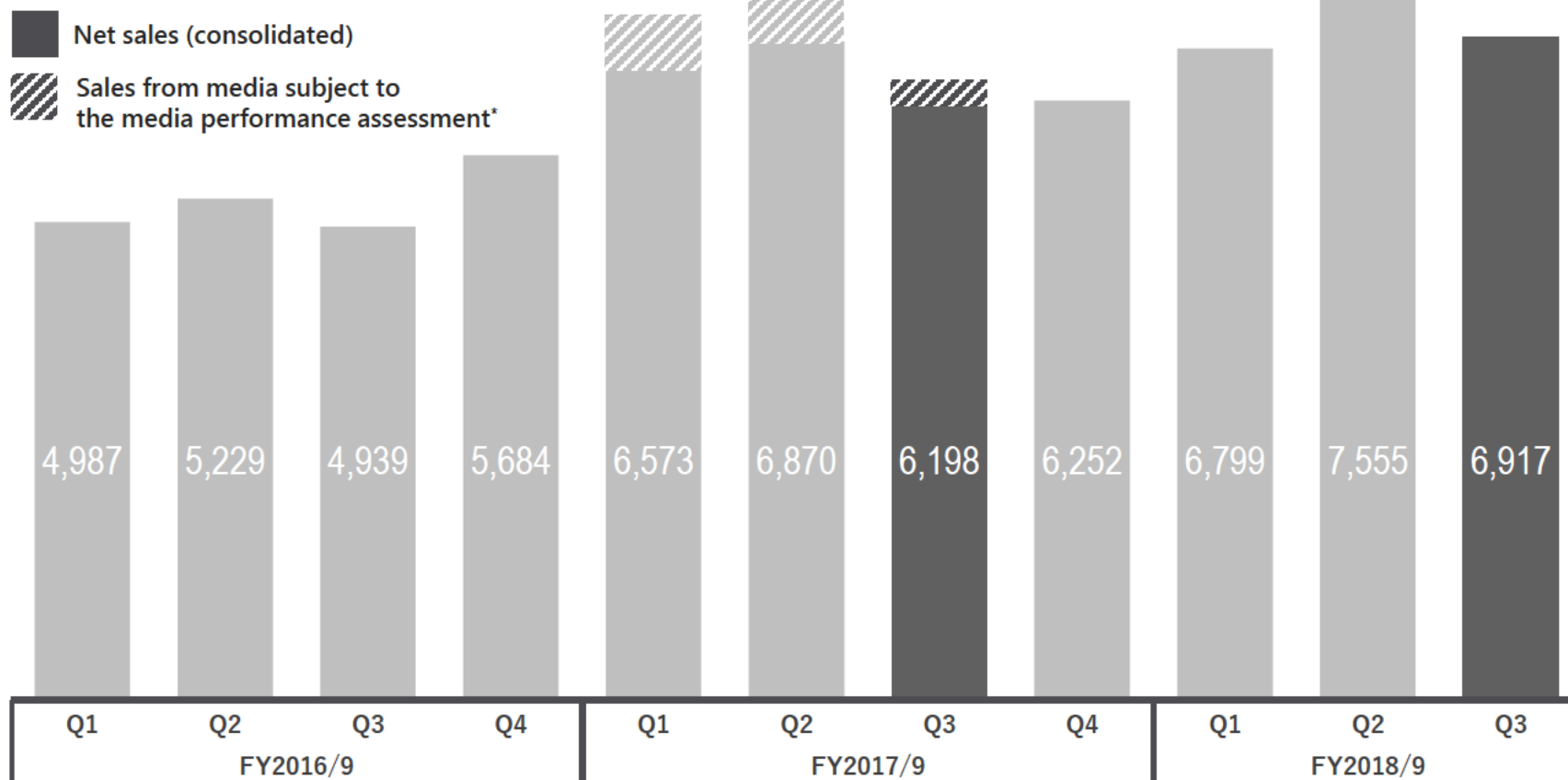
Revised up full-year forecast for net income attributable to owners of the parent company to ¥1.05 billion

		FY2018/9 Initial forecast(A)	FY2018/9 Revised forecast(B)	Change (B-A)
Net sales	(Millions of yen)	30,000	30,000	-
Operating income	(Millions of yen)	1,200	1,200	-
Ordinary income	(Millions of yen)	1,200	1,200	-
Profit attributable to owners of parent	(Millions of yen)	700	1,050	+350
Net income per share	(Yen)	58.40	87.79	-

Quarterly Net Sales (Consolidated)

Sales rose 11.6% year on year to ¥6.91 billion

Unit: Millions of yen

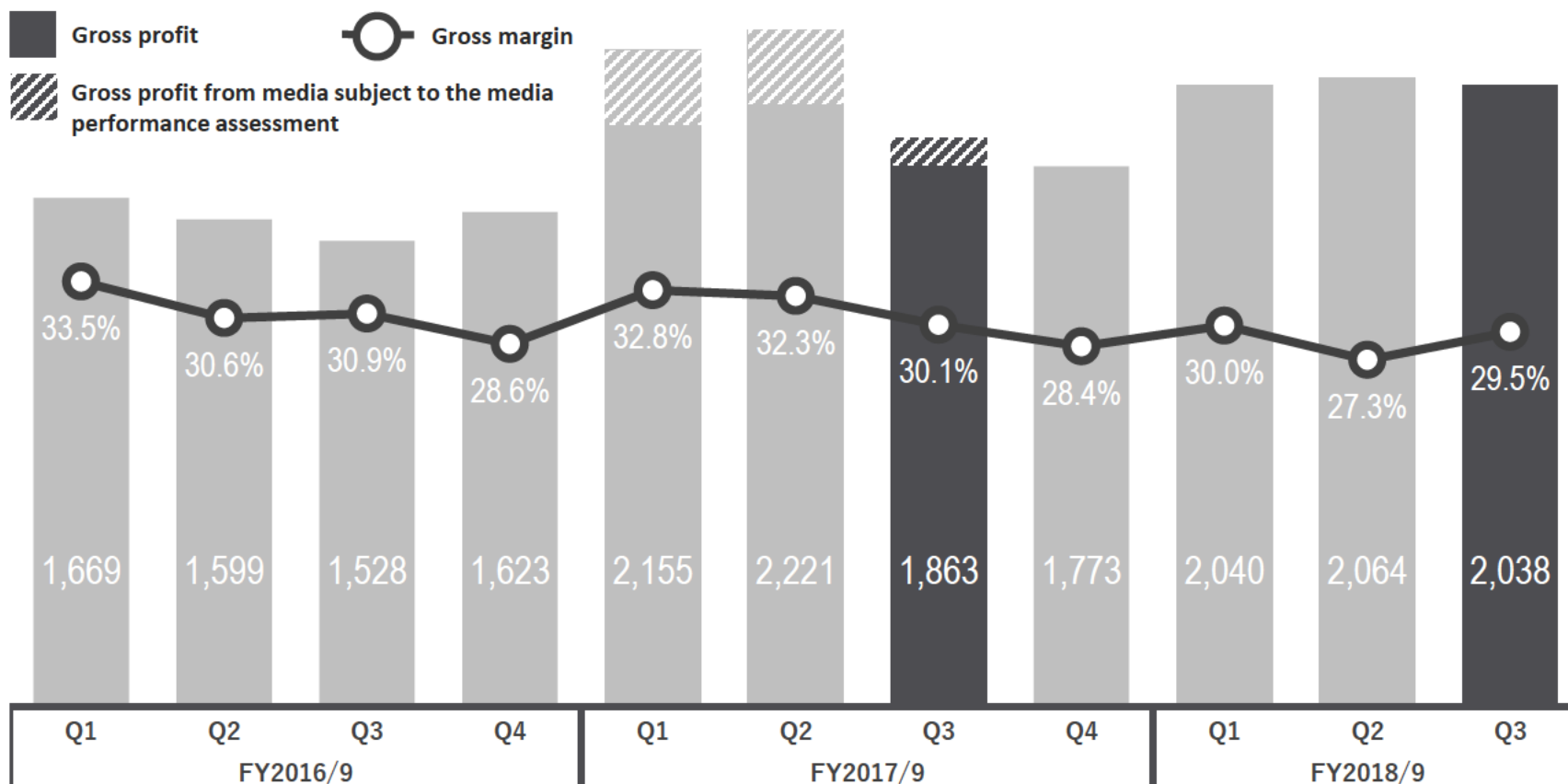


* VOYAGE GROUP reviewed transactions with some media with poor advertising impact to build a more robust ad platform.

Quarterly Gross Profit (Consolidated)

Gross profit rose 9.4% year on year to ¥2.03 billion

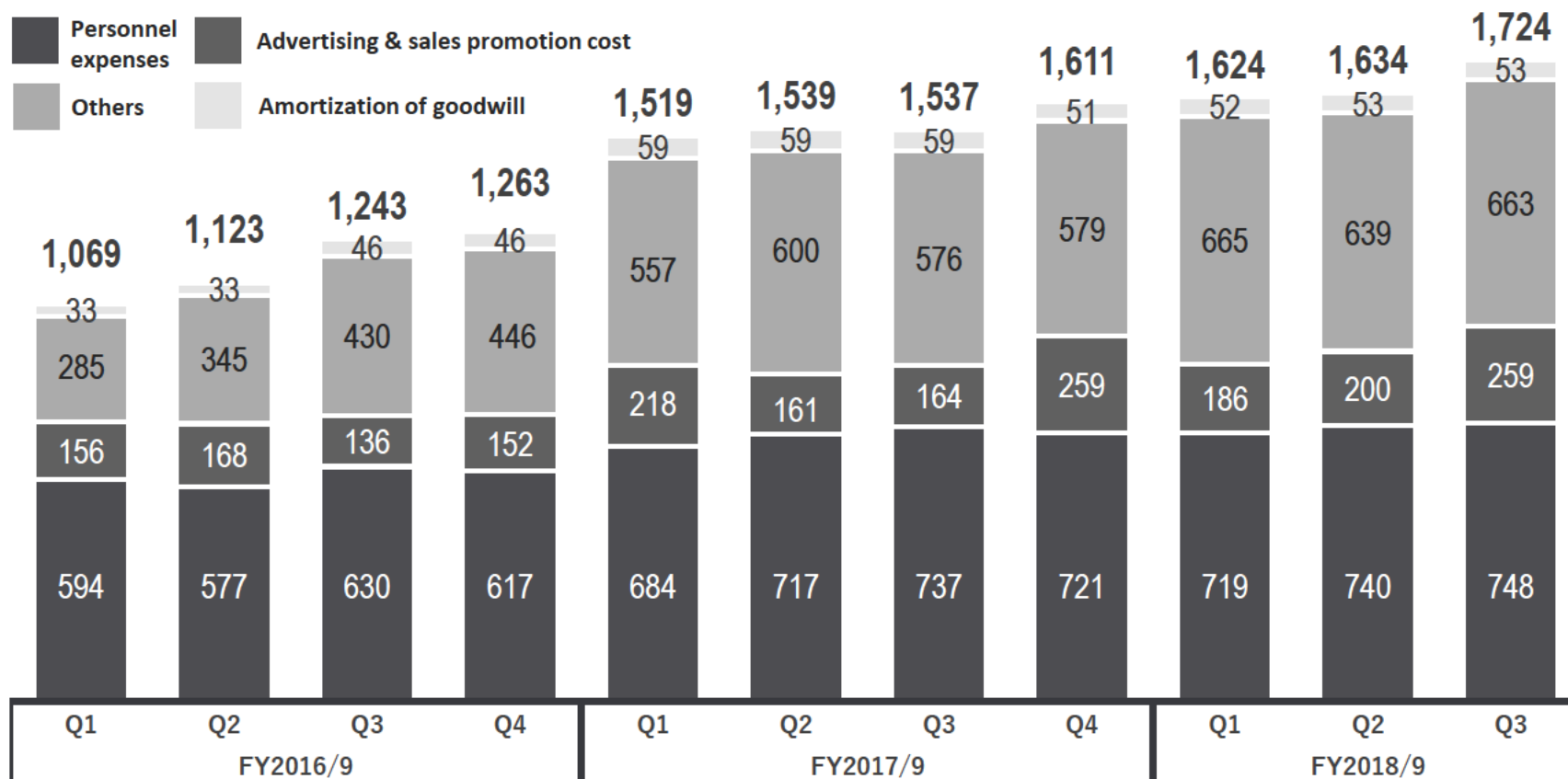
Unit: Millions of yen



Quarterly SGA Expenses (Consolidated)

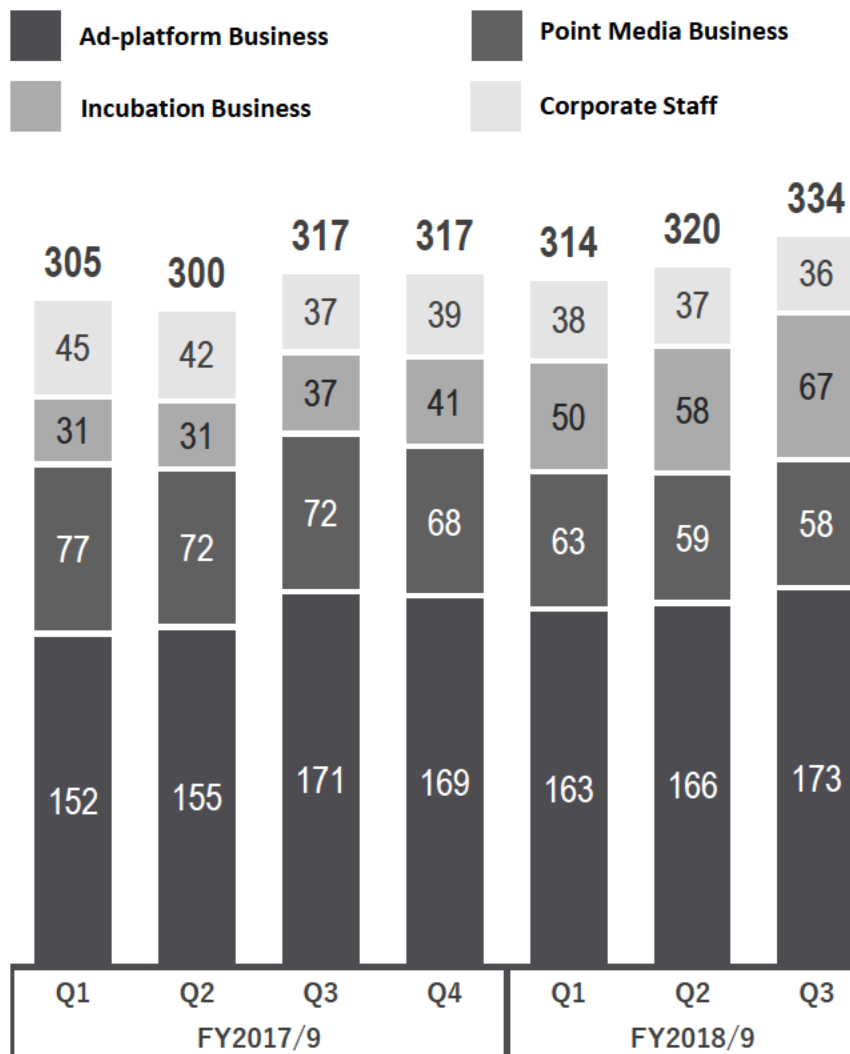
SGA expenses rose from one year earlier driven by other expenses such as server management costs, and advertising spending in Incubation Business

Unit: Millions of yen



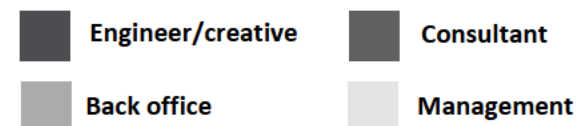
Quarterly Number of Employees (Consolidated)

Unit: Number of people



Breakdown by the Job Category

(as of June30, 2018)



() Number of people

*The number of employees exclude temporary employees.

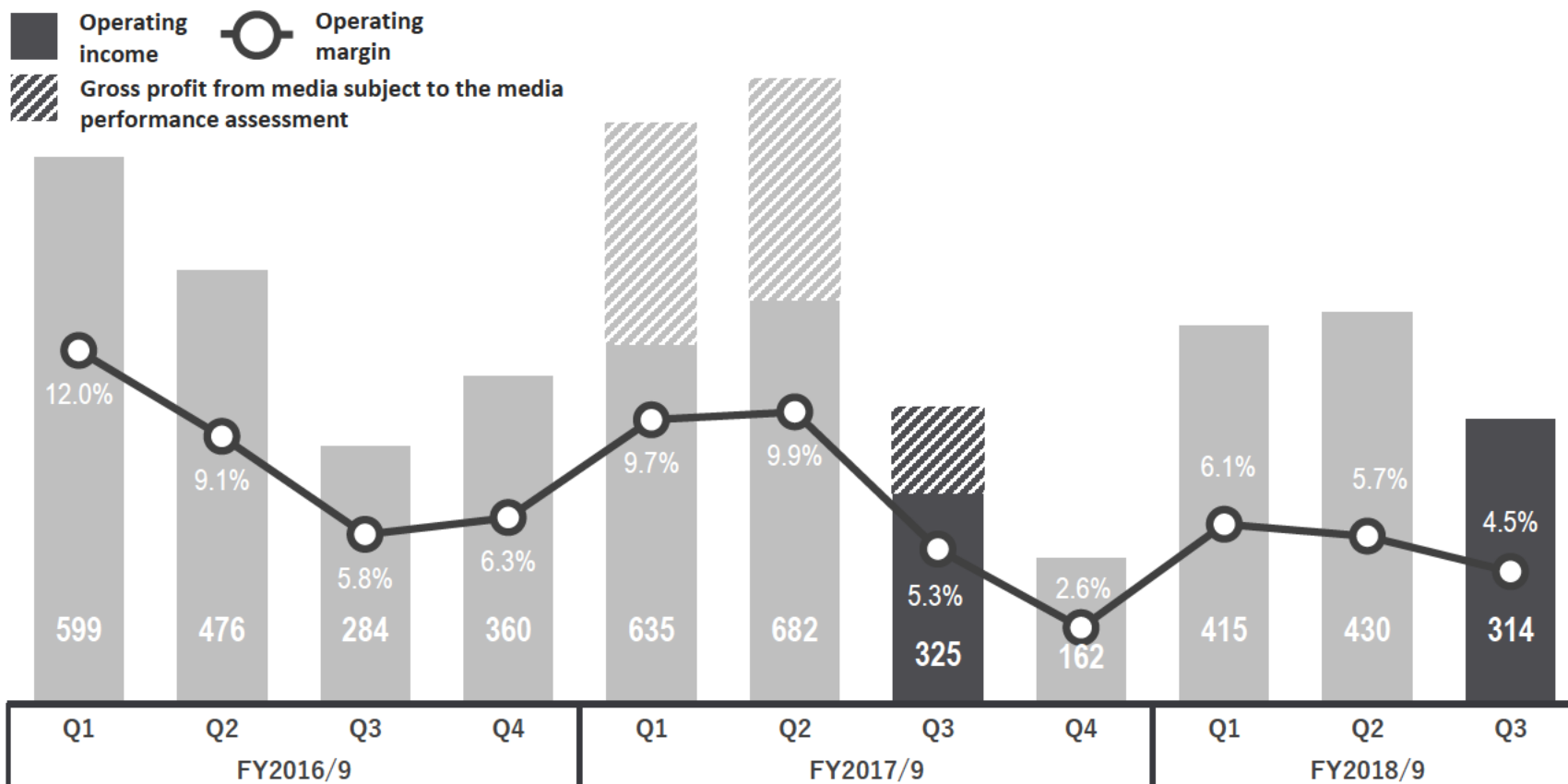
Quarterly Operating Income (Consolidated)

VOYAGE
GROUP

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Operating income was ¥314 million, about the same as one year earlier

Unit: Millions of yen



Consolidated Statements of Income

VOYAGE
GROUP

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(Unit: Millions of yen)	Q3 FY2017/9	Q3 FY2018/9	YoY change
Net sales	6,198	6,917	+11.6%
Gross profit	1,863	2,038	+9.4%
Selling, general and administrative expenses	1,537	1,724	+12.1%
Operating income	325	314	-3.5%
Non-operating income	1	0	-53.5%
Non-operating expenses	28	19	- 32.5%
Ordinary income	298	295	- 1.0%
Extraordinary income	0	550 *②	—
Extraordinary losses	260*①	13	- 94.7%
Profit before income taxes	38	832	+2,049.0%
Profit attributable to owners of parent	-80	530	—

* ① Goodwill impairment loss of ¥252 million related to GoldSpot Media, Inc., etc.

* ② Gains on a partial sale of stake in logly Inc. (which had been an equity-method affiliate) in connection with IPO of this company on June 20, and dividends from investment funds, etc.

Consolidated Balance Sheets

(Unit: Millions of yen)	FY2017/9 As of Sep. 30, 2017	Q3 FY2018/9 As of June 30, 2018	Change
Current assets	9,577	10,114	+536
Cash and deposits	5,445	5,607	+162
Non-current assets	6,198	6,718	+520
Total assets	15,775	16,832	+1,056
Current liabilities	6,931	6,824	-106
Provision for point card certificates	2,751	2,831	+80
Non-current liabilities	730	1,039	+308
Net assets	8,113	8,968	+854
Total liabilities and net assets	15,775	16,832	+1,056

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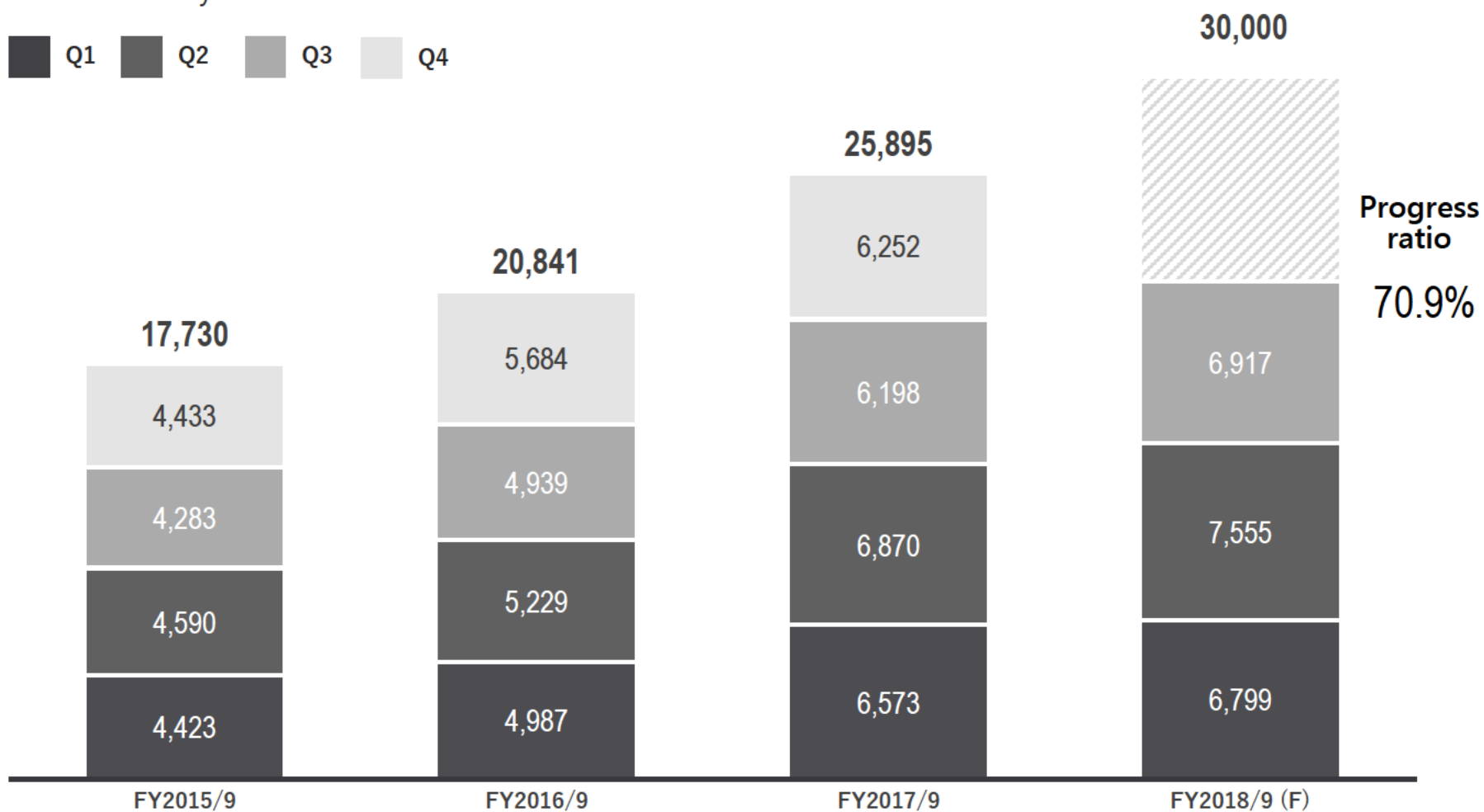
FY2018/9 Net Sales Forecast (Consolidated)

VOYAGE
GROUP

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Unit: Millions of yen

■ Q1 ■ Q2 ■ Q3 ■ Q4



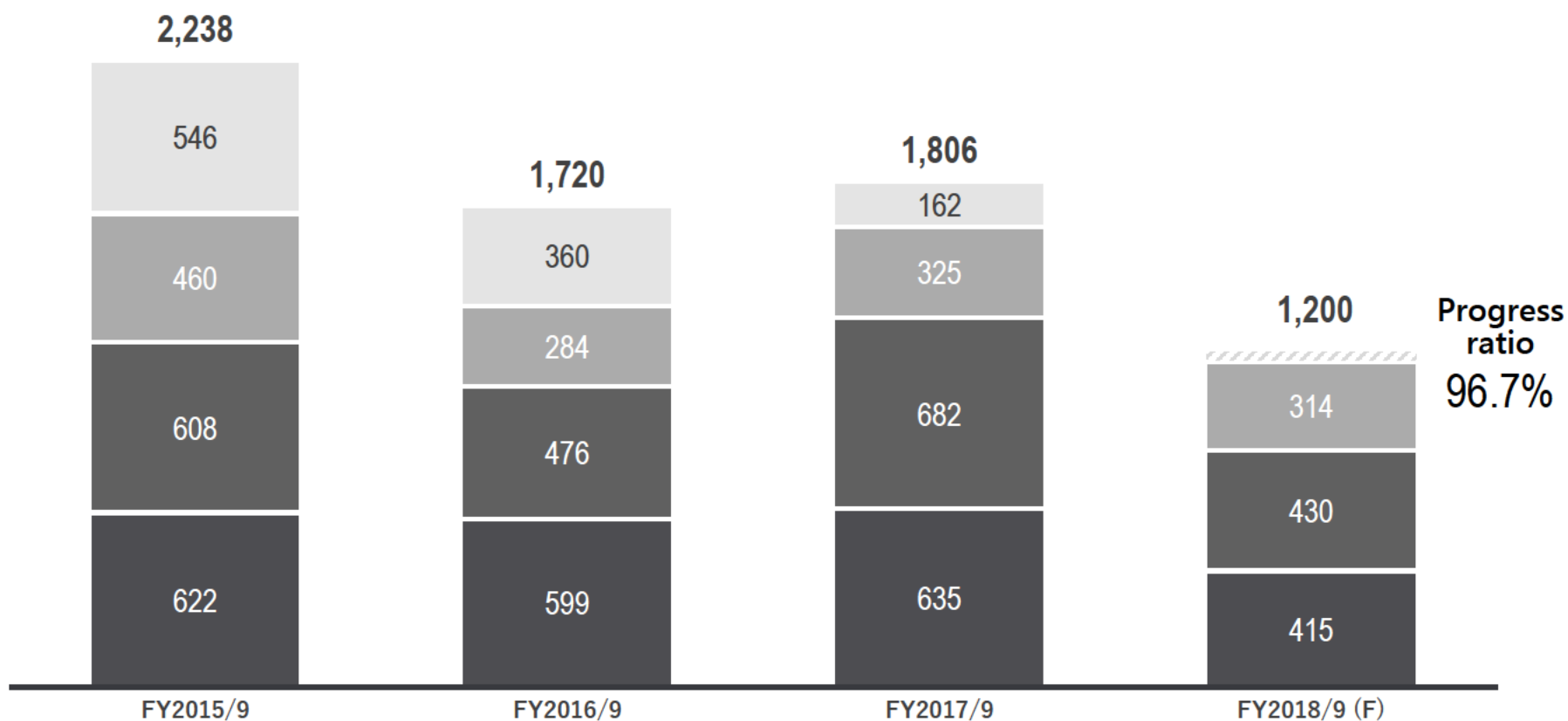
FY2018/9 Operating Income Forecast (Consolidated)

VOYAGE
GROUP

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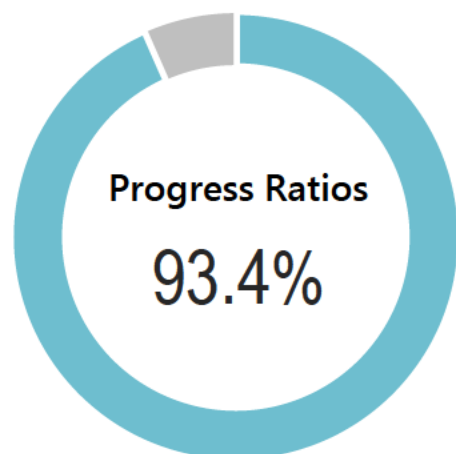
Unit: Millions of yen

■ Q1 ■ Q2 ■ Q3 ■ Q4



Progress Ratios for FY2018/9 Operating Income Forecasts by Segment

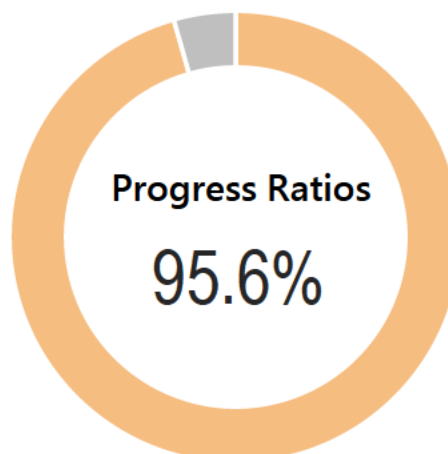
Ad-Platform Business



FY2018/9 target 1,100 million

Q3 results 1,027 million

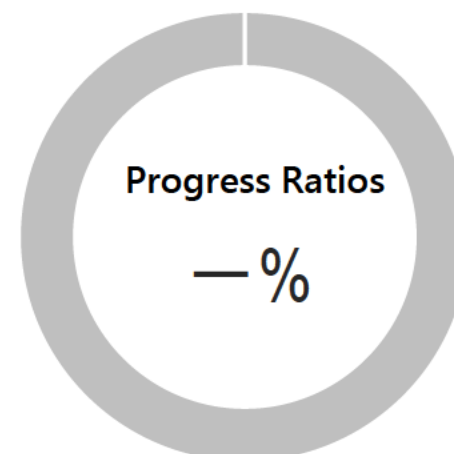
Point Media Business



FY2018/9 target 200 million

Q3 results 191 million

Incubation Business



FY2018/9 target $\Delta 100$ million

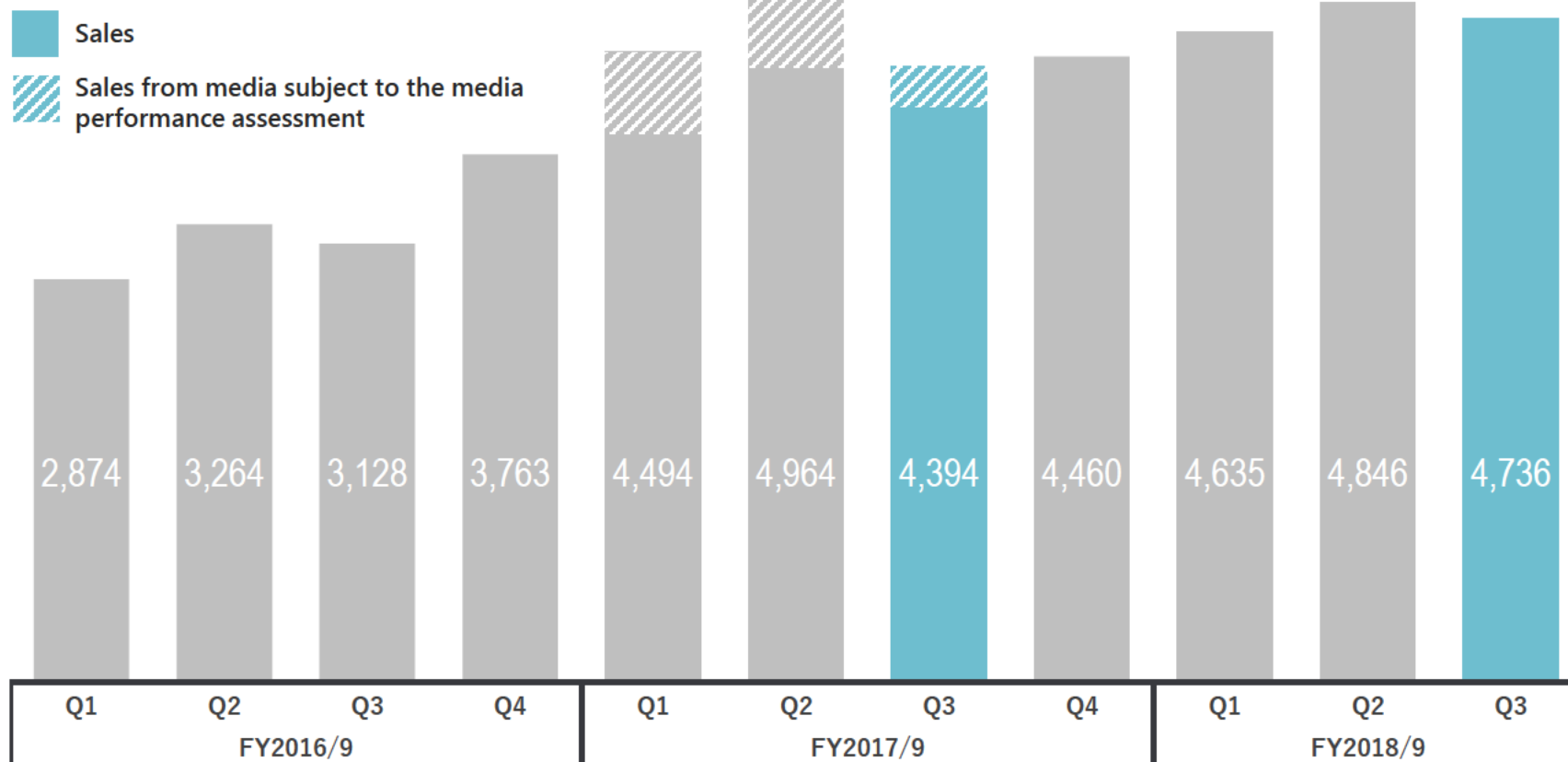
Q3 results $\Delta 57$ million

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Ad-Platform Business

Sales rose 7.8% year on year; about 15% increase in real terms, after adjusting for the effects of media performance assessment

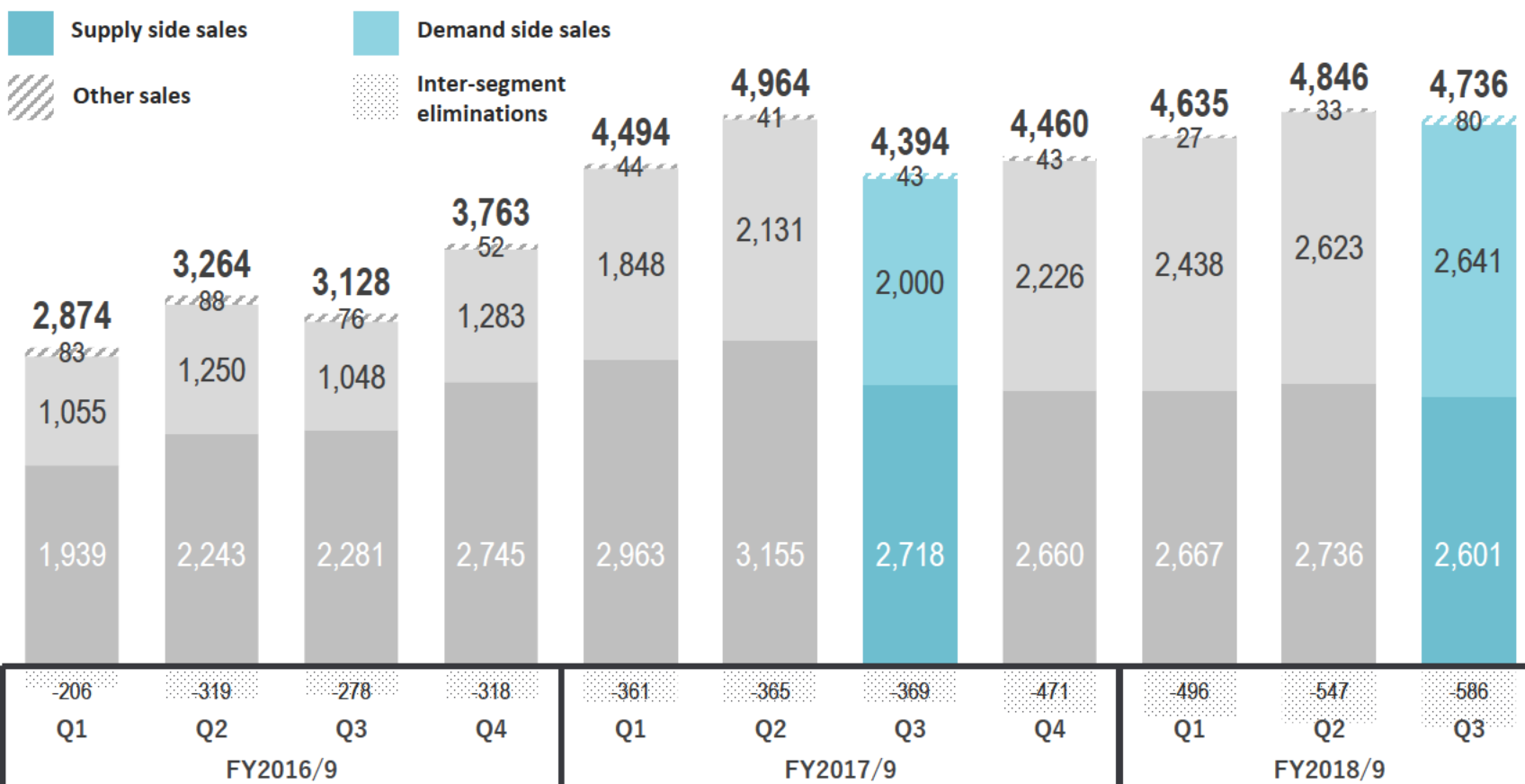
Unit: Millions of yen



Ad - Platform Business: Breakdown of Quarterly Sales

Demand side sales increased steadily to a record high,
and for the first time exceeded supply side sales on a quarterly basis

Unit: Millions of yen



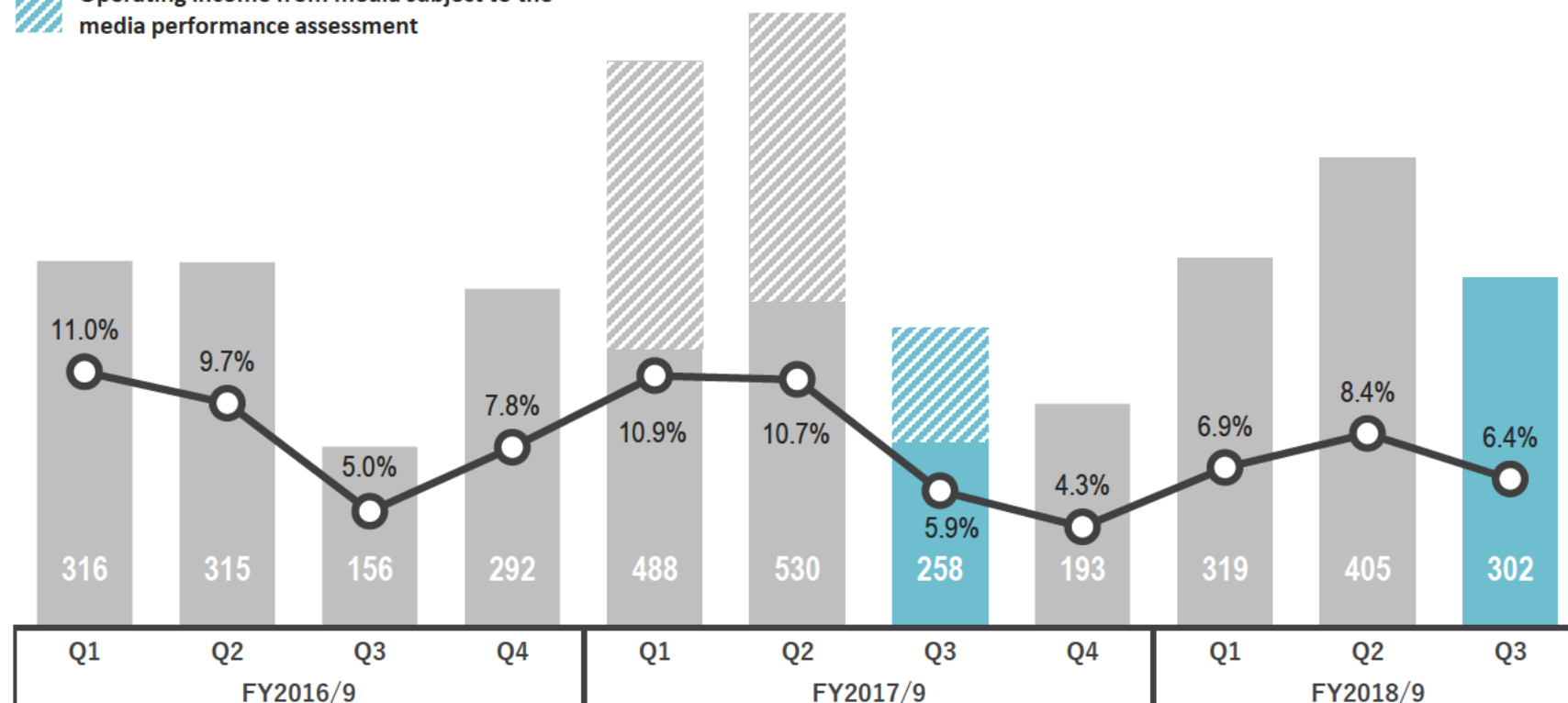
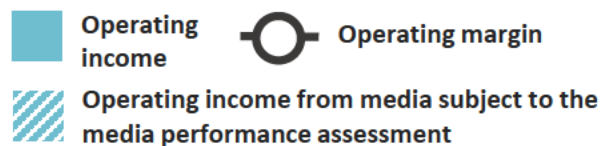
* Supply side sales: Total of "SSP fluct," etc.

* Demand side sales: Total of "Zucks ADNW," "Zucks affiliate," "CMeTV," etc.

Ad-Platform Business: Breakdown of Quarterly Operating Income

Operating income rose 17.1% year on year to ¥302 million

Unit: Millions of yen



“SSP fluct” introduced ad fraud blocking plugin offered by Momentum K.K.



“fluct” started using the ad fraud blocking plugin, Black Heron offered by Momentum K.K. in July 2018. This tool blocks impressions and clicks by automated scripts or computer programs, thus contributing to safer and securer ad distribution system.

“Zucks Ad Network” started offering “Knarry ” ad format that centers on user experiences



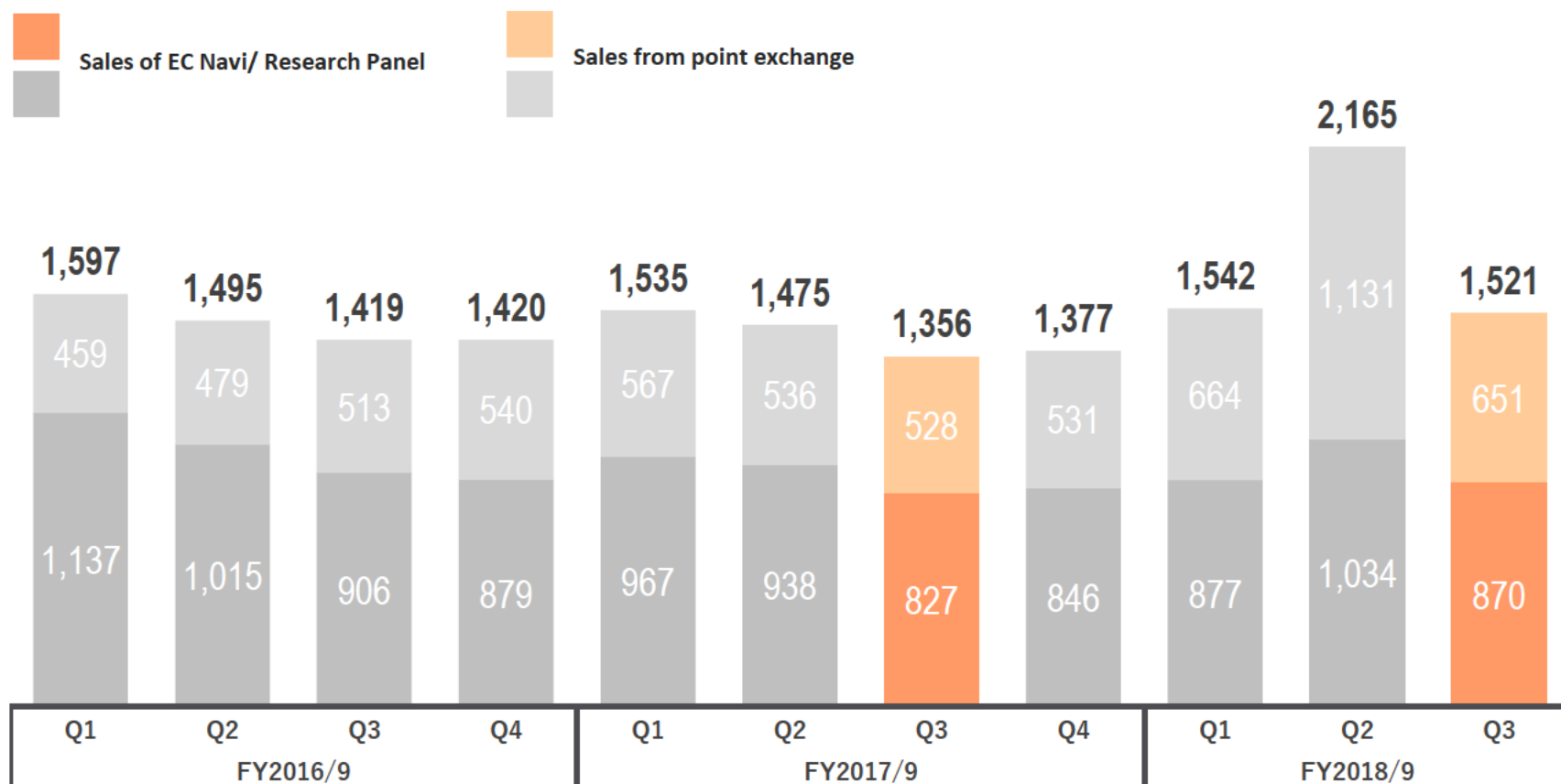
“Knarry” is an ad format that allows ad viewers to swipe graphics left or right based on their interests. It allows advertisers to stimulate stronger interests than with traditional single-graphic banner ads by having users engage in actions prior to installing apps or making purchases.

Point Media Business: Quarterly Sales

Sales rose 12.2% year on year;

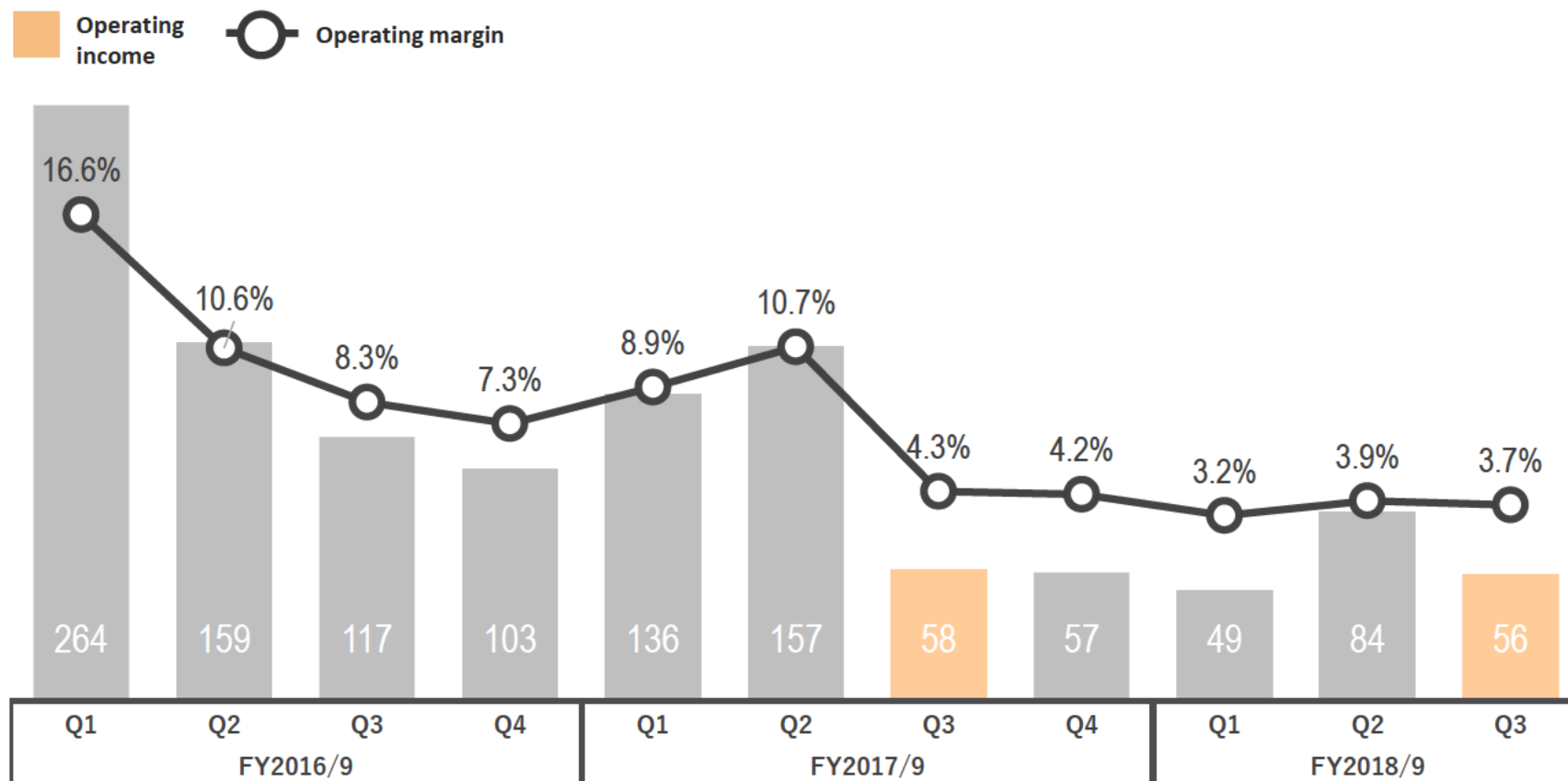
Major point media such as "EC Navi " also recorded sales growth

Unit: Millions of yen



Operating income increased to ¥56 million,
about the same as one year earlier

Unit: Millions of yen



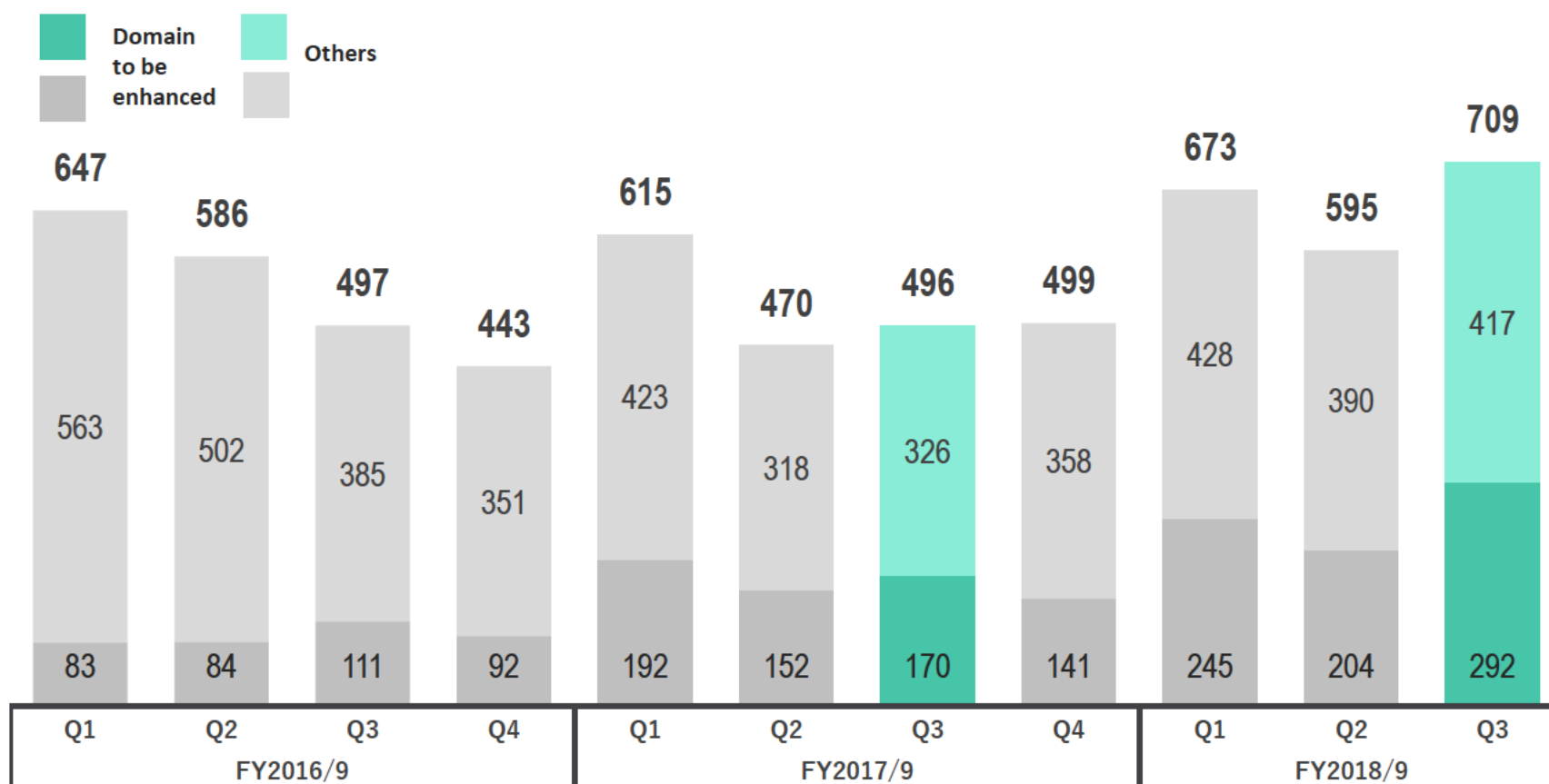
Incubation Business

Actively developing Incubation Business as the third pillar, following Ad-Platform Business and Point Media business

Domains to be enhanced		Other domains	
HR	FinTech	Digital gifts on demand business	Game publishing business
Operation of "Supporterz," a job hunting support service	Development of FinTech-related businesses and operation of FinTech funds	Immediate issuance of various digital gift coupons with deferred payment option	Publishing of foreign game apps such as "POCKETOWN" in Japan
EC		Media business	Venture capital business
Planning and mail-order sales of cosmetics "ViTAKT"	Online sales business for housework support services "Kajitaku"	Operation of media sites such as "kotobank," "Kamigei Koryaku," etc.	Investment in and business expansion support for Internet-related companies

Sales rose 42.9% year on year; sales in domains to be enhanced expanded 71.8% year on year, reaching a record high

Unit: Millions of yen



Incubation Business: Quarterly Operating Income

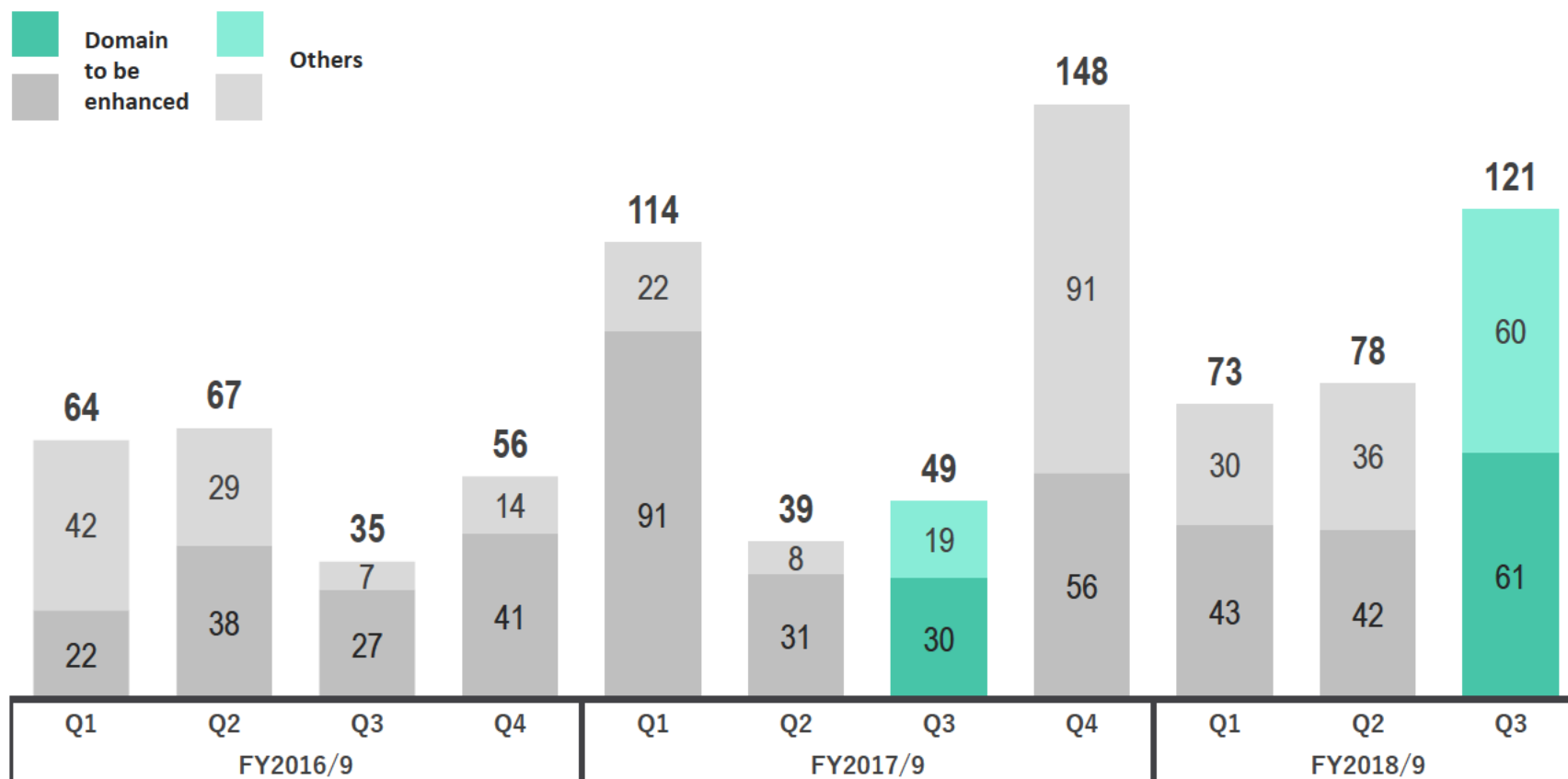
In domains to be enhanced, operating income declined from one year earlier due to an increase in personnel expenses and advertising costs accompanying preparations to launch new services

Unit: Millions of yen



Advertising expenses increased due to increased promotion in each business

Unit: Millions of yen



Launched “MYLISH”, a rental service for trendy clothes selected by popular influencers



Launched “MYLISH”, a flat-rate fashion rental service that allows users to rent trendy items selected by popular influencers, and exchange them multiple times per month without return fees or time limit. Offered for a monthly fee of ¥8,980 (excl. tax), “MYLISH” facilitates unlimited rental of trendy clothes selected by influencers drawing attention on Instagram, blogs, etc.

“Kajitaku” Online Shop among the first domestic Amazon Pay adopters to join Amazon Prime Day

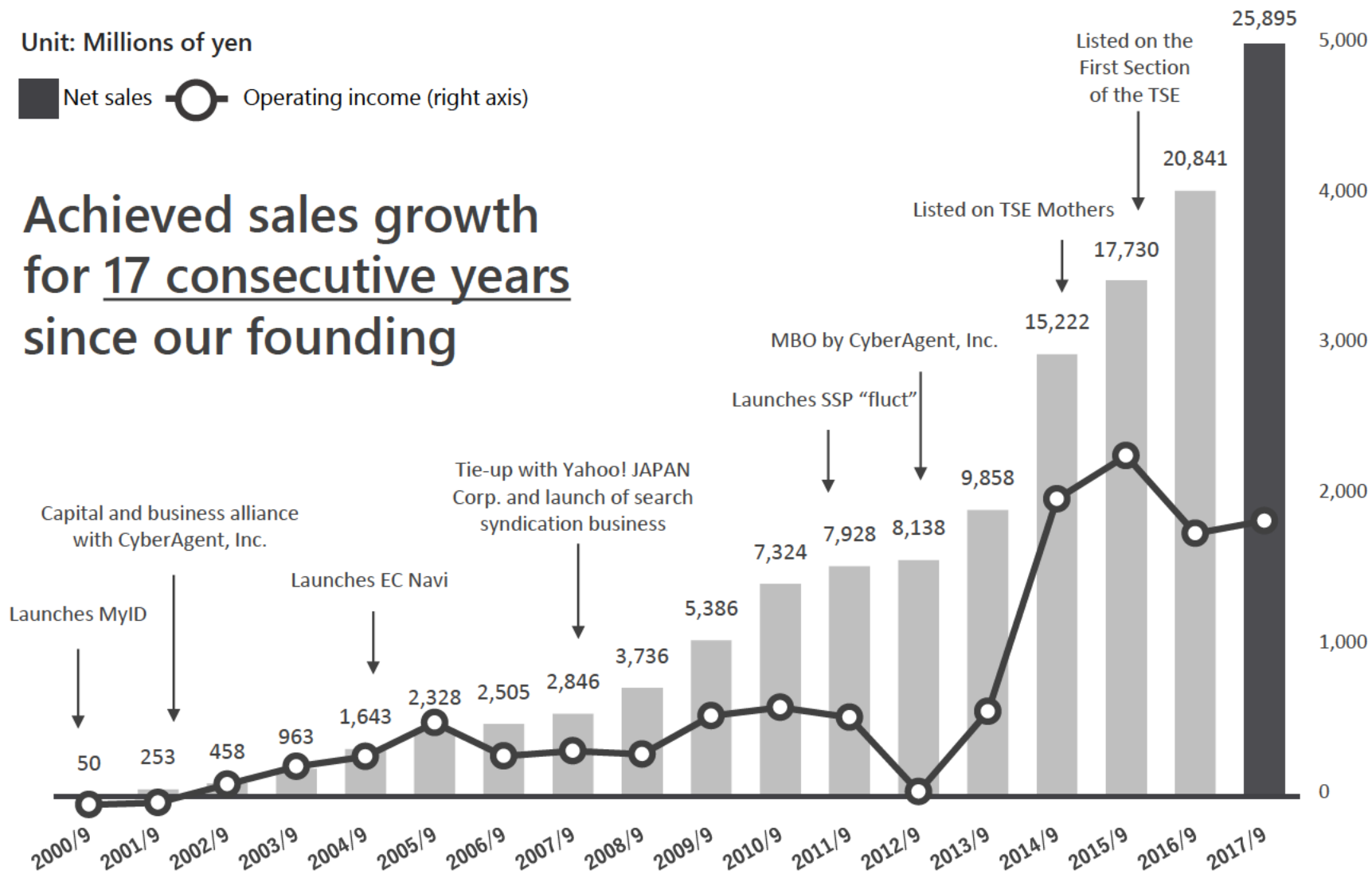
“Kajitaku” and four other Japanese business operators that have adopted Amazon Pay joined Amazon Prime Day (Amazon’s annual major sales event for prime members held simultaneously in 17 countries around the world). The “Kajitaku” Online Shop operated by VOYAGE NEXUS offered household cleaning services at special prices to Amazon Prime members.

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Unit: Millions of yen




■ Net sales ○ Operating income (right axis)

Achieved sales growth
for 17 consecutive years
since our founding





References: Major Group Companies – Consolidated Subsidiaries (1)

Ad-Platform Business






 <p>fluct, Inc. Operation of ad-platform for publishers "fluct"</p> <p>Ownership % of Voting Rights 100%</p>	 <p>Zucks, Inc. Operation of ad-platform for smartphones "Zucks"</p> <p>Ownership % of Voting Rights 100%</p>
 <p>CMerTV, Inc. Operation of video ad-platform "CMerTV"</p> <p>Ownership % of Voting Rights 59.5%</p>	

Point Media Business








 <p>VOYAGE MARKETING, Inc. Operation of point exchange system form "PeX" and point system solution business</p> <p>Ownership % of Voting Rights 100%</p>	 <p>Research Panel, Inc. Operation of surveying services website "Research Panel"</p> <p>Ownership % of Voting Rights 60.0%</p>
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References: Major Group Companies – Consolidated Subsidiaries (2)

Incubation Business

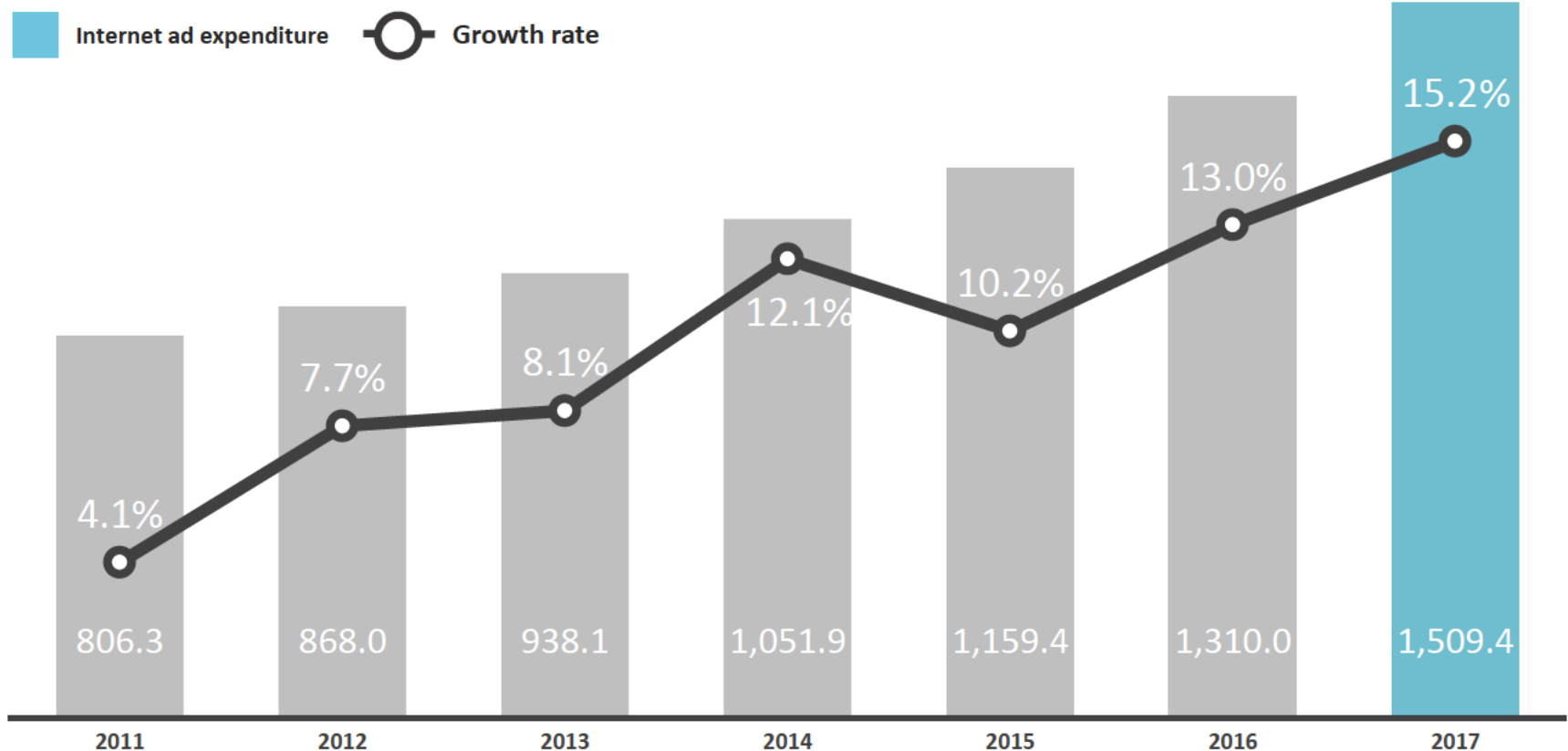
 <p>Supporterz, Inc. Operation of “Supporterz,” a job hunting support service</p>	<p>Ownership % of Voting Rights 100%</p>	 <p>VOYAGE GAMES, Inc. Game marketing business</p>	<p>Ownership % of Voting Rights 100%</p>
 <p>ZENOSIS, Inc. Planning and mail-order sales of cosmetics “VITAKT”</p>	<p>Ownership % of Voting Rights 100%</p>	 <p>VOYAGE Lighthouse Studio, Inc. Operation of media business “Kamigei Koryaku”</p>	<p>Ownership % of Voting Rights 100%</p>
 <p>VOYAGE NEXUS, Inc. Online sales business for housework support services “Kajitaku”</p>	<p>Ownership % of Voting Rights 100%</p>	 <p>VOYAGE VENTURES, Inc. Investment in and support for business expansion and corporate value enhancement for unlisted internet-related venture companies</p>	<p>Ownership % of Voting Rights 100%</p>
 <p>cosoral, Inc. Operation of “Posly” childcare support service using Internet</p>	<p>Ownership % of Voting Rights 100%</p>		

References: Major Group Companies - Equity-method Affiliates

 <p>C-POT, Inc. Development of businesses which use content of publishers</p> <p>Ownership % of Voting Rights 30.0%</p>	 <p>VENTENY PTE. LTD. Lending service for employees in emerging countries</p> <p>Ownership % of Voting Rights 37.2%</p>
 <p>Countir Bank, Inc. Virtual currency business</p> <p>Ownership % of Voting Rights 39.0%</p>	 <p>DO HOUSE Inc. Provision of word-of-mouth promotion services and marketing research services</p> <p>Ownership % of Voting Rights 21.8%</p>
 <p>Marketing Applications, Inc. Provision of online marketing research services</p> <p>Ownership % of Voting Rights 20.1%</p>	 <p>mediavague Co., Ltd. Operation of online content media related to transportation such as "Norimono news"</p> <p>Ownership % of Voting Rights 26.7%</p>
 <p>SelvasM. Inc. Mobile games business geared toward foreign markets</p> <p>Ownership % of Voting Rights 29.9%</p>	

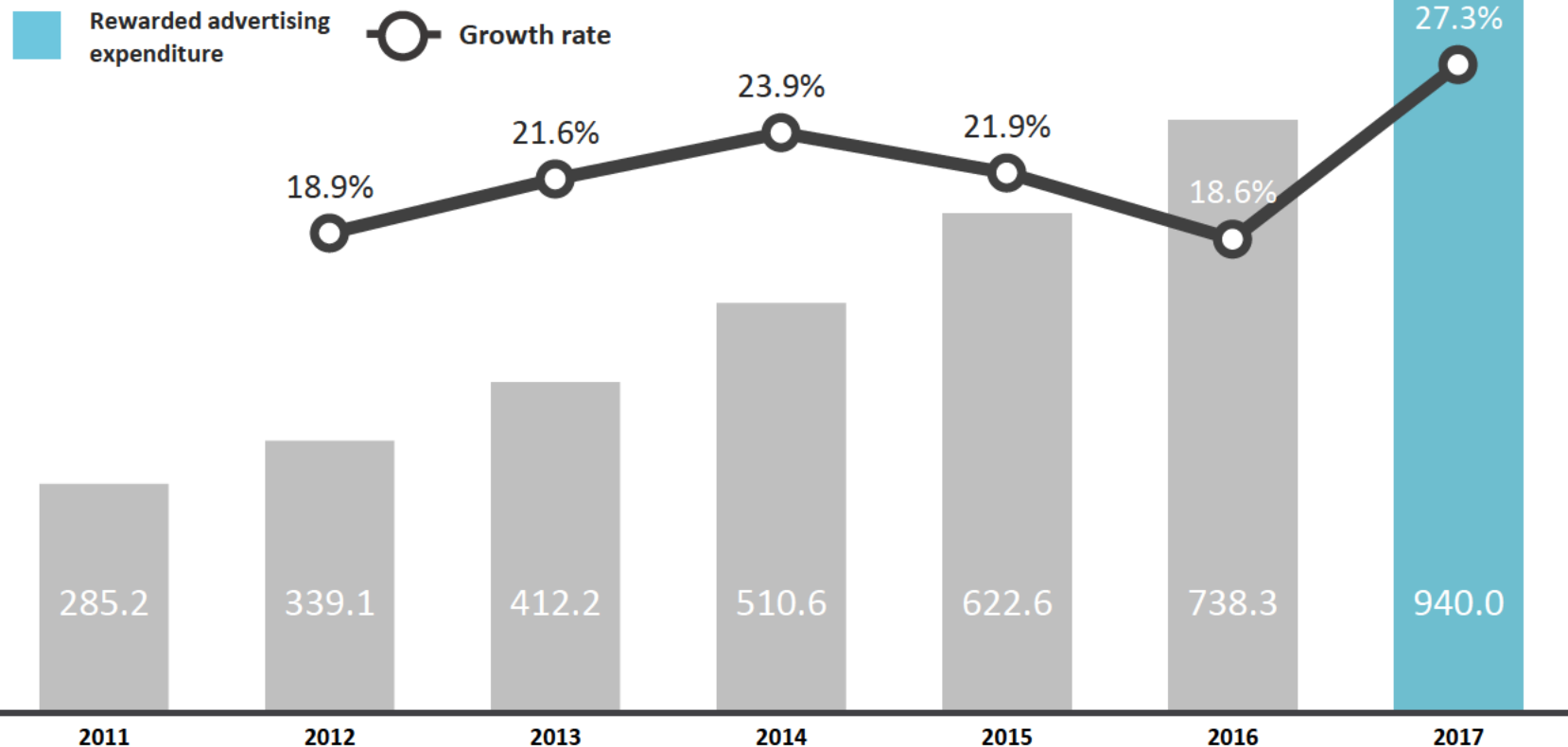
The domestic internet advertising expenditure has steadily grown, reaching ¥1,509.4 billion in 2017, a 15% increase year on year

Unit: Billions of yen



Performance-based advertising expenditure expanded to reach ¥940.0 billion in 2017, a 27.3% increase year on year

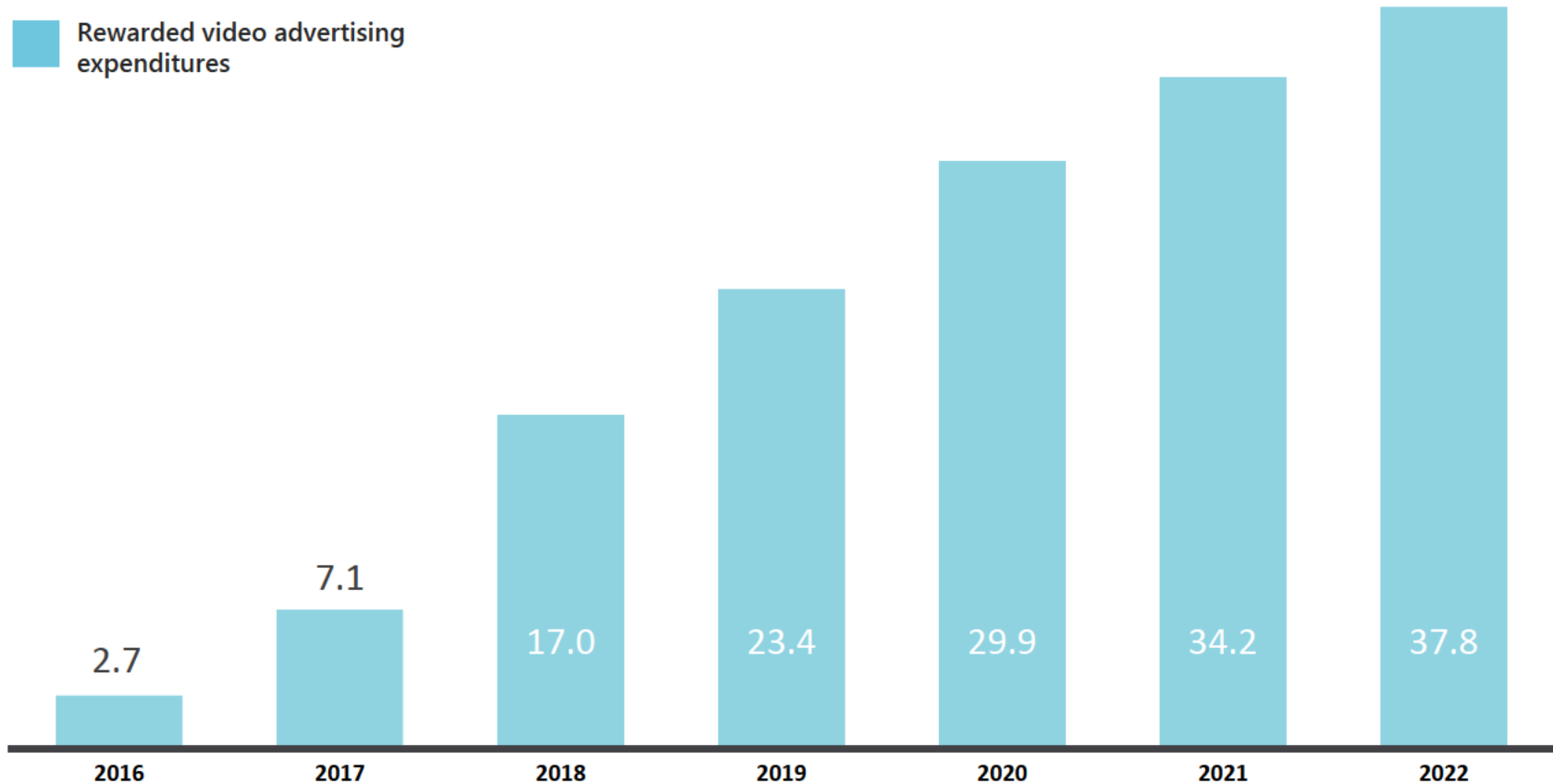
Unit: Billions of yen



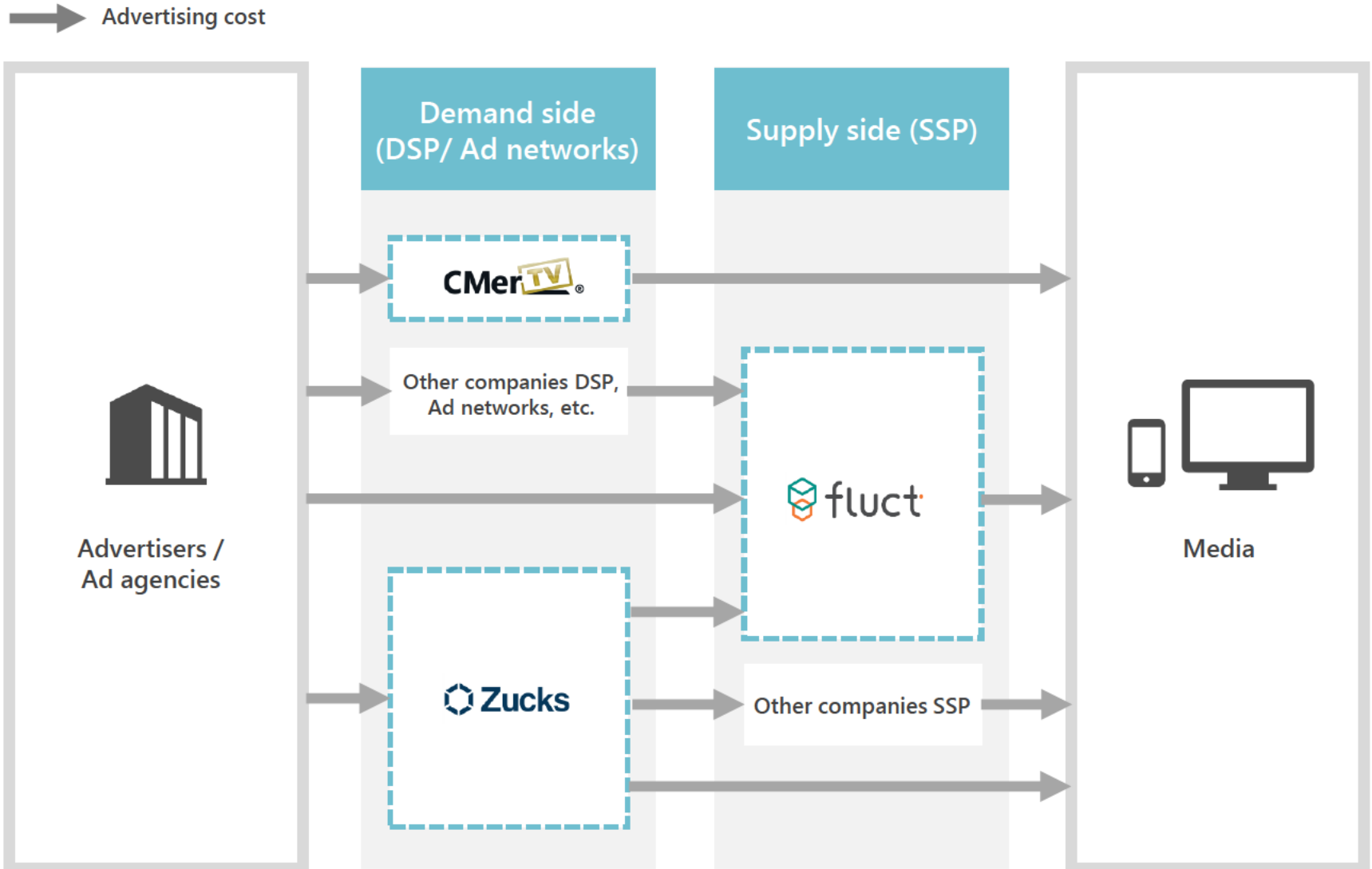
References: Projected Growth of Japan's Rewarded Video Advertising Market

Japan's rewarded video advertising market is expected to grow by more than five times to about ¥37.8 billion in 2022

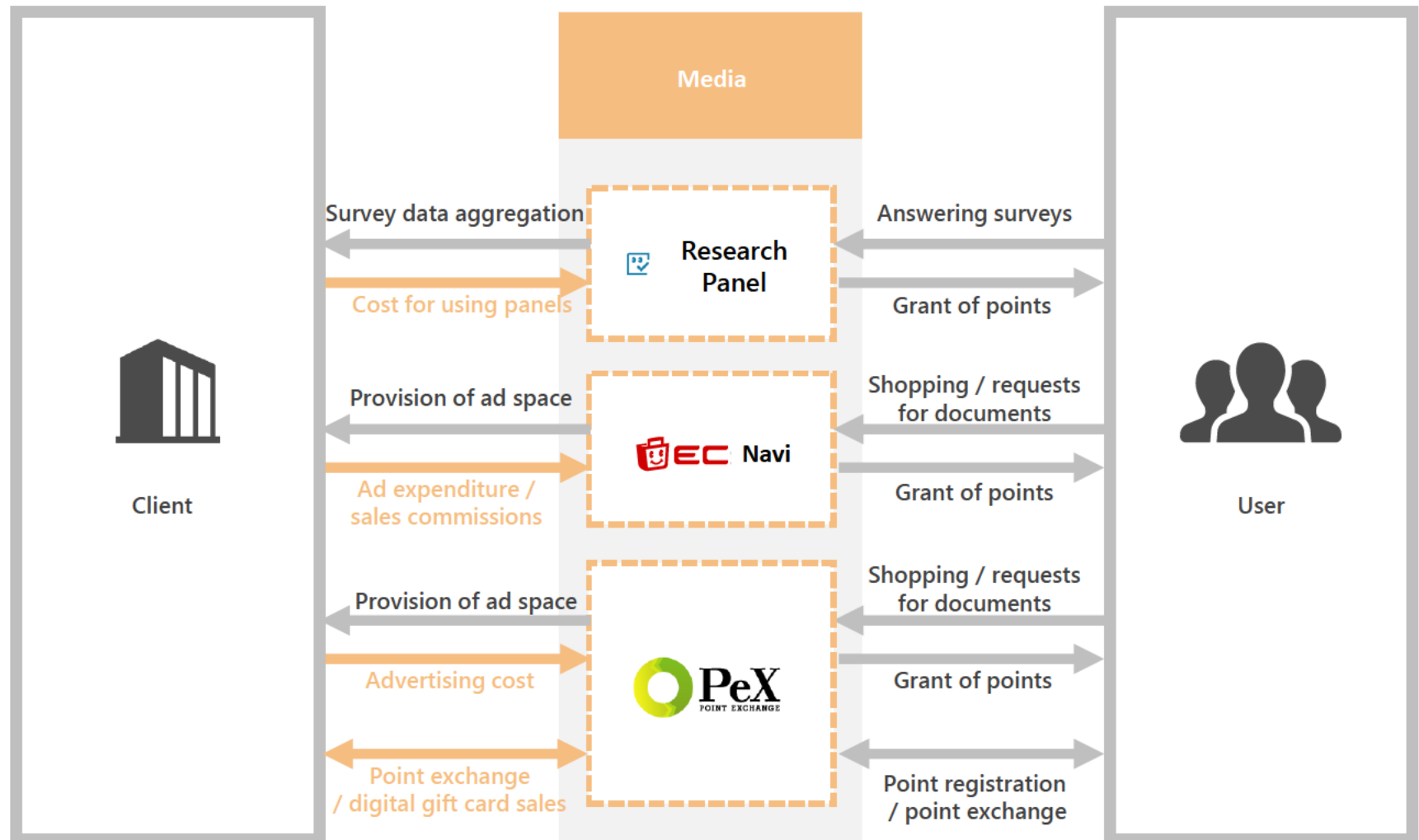
Unit: Billions of yen



Based on research by fluct, Inc. and Digital Infact, Inc. in April 2018



➡ Money flow



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