



## 2. Dividends

	Dividends per share				
	1Q end	2Q end	3Q end	Year end	Total
	Yen	Yen	Yen	Yen	Yen
Fiscal year ended Dec 2017	-	0.00	-	7.00	7.00
Fiscal year ending Dec 2018	-	0.00	-		
Fiscal year ending Dec 2018 (forecast)				8.00	8.00

Note: Revisions to the most recently announced dividend forecast: None

## 3. Forecast of Consolidated Financial Results for the Fiscal Year Ending December 31, 2018

(Jan. 1, 2018 - Dec. 31, 2018)

(Percentages represent year-on-year change)

	Net sales		Operating income		Ordinary income		Profit attributable to owners of parent		Net income per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
Full year	8,900	10.0	1,150	21.1	1,150	20.7	750	17.8	25.58

Note: Revisions to the most recently announced dividend forecast: None

\* Notes

- (1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in changes in the scope of consolidation): None
- (2) Application of special accounting method for presenting quarterly consolidated financial statements: None
- (3) Changes in accounting policies and changes or restatements of accounting estimates
  - i. Changes in accounting policies in accordance with revisions of accounting standards, etc.: None
  - ii. Changes in accounting policies other than i. above: None
  - iii. Changes in accounting estimates: None
  - iv. Restatements: None
- (4) Number of outstanding shares (Common stock)
  - i. Number of shares outstanding at the end of the period (including treasury shares)
    - As of September 30, 2018: 30,955,000 shares
    - As of December 31, 2017: 30,955,000 shares
  - ii. Number of treasury shares at the end of the period
    - As of September 30, 2018: 1,622,900 shares
    - As of December 31, 2017: 1,640,900 shares
  - iii. Average number of shares outstanding during the period
    - Nine months ended September 30, 2018: 29,322,023 shares
    - Nine months ended September 30, 2017: 29,309,149 shares

Note: The number of treasury shares deducted when calculating i. and ii. includes shares held by the Master Trust Bank of Japan, Ltd. as trust assets on the Employee Stock Ownership Plan (ESOP).  
The number of shares is as follows.  
As of September 30, 2018: 72,900 shares  
As of December 31, 2017: 90,900 shares  
As of September 30, 2017: 90,900 shares

\*This document is not applicable to quarterly review procedures.

\*Explanation for the appropriate use of financial forecasts, and other special remarks

Those forecasts regarding future performance in this report are based on the information available to the Company at the time when this report was created on certain assumptions considered reasonable. The actual performances are subject to a significant change for a variety of reasons. Regarding usage of the premises of the financial results forecasts as well as the financial results forecasts themselves, please see “1. (3) Explanation Regarding Forecast Information such as Consolidated Financial Results Forecasts” on page 3 of the Quarterly Financial Report (attached materials).

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## 1. Qualitative Information Regarding the Financial Report for this Quarter

### (1) Explanation Regarding Business Results

Consolidated financial results for the Third Quarter YTD Fiscal Period were:

Net sales	6,623 million yen (up 12.6% YoY)
Operating income	787 million yen (up 20.1% YoY)
Ordinary income	792 million yen (up 20.4% YoY)
Profit attributable to owners of parent	515 million yen (up 21.3% YoY)

In this Third Quarter YTD Fiscal Period, though revenue from System Development business decreased, Sales Innovation business, Field Marketing business and Publication business compensated, resulting in increased revenue. Regarding profits, operating income, ordinary income and quarterly profit attributable to owners of parent increased due to the increased revenue.

Financial results for each segment are as follows.

Starting in the First Quarter YTD Fiscal Period, the name of the reported segment previously known as the “e-Sales Manager-related business” has been changed to the “Sales Innovation business”.

The name change to this segment will not have any effect on segment information.

#### 1. Sales Innovation business

For this business, regarding sales activities, we continuously promoted development of new customers with efforts like holding seminars as well as tapped further into the demands of existing customers by holding many group training seminars. As for development, we’ve continuously pursued usability such as building a usage support site for our flagship product, the “e-Sales Manager” CRM/SFA software.

In this Third Quarter YTD Fiscal Period, sales of our flagship product, the “e-Sales Manager” CRM/SFA software steadily increased, centering on the cloud type. As a result, net sales were 3,367 million yen (up 11.2% YoY). Regarding profits, segment profit was 522 million yen (down 0.1% YoY) because personnel expenses and overhead expenses increased due to the increase in the number of employees for further growth and relocation of the head office.

#### 2. Field Marketing business

For this business, we’ve promoted membership expansion by advancing development of new customers—centering on major consumer goods manufacturers—while, for our POB business, creating business partnerships with major shared-points service companies with over 85 million members.

In this Third Quarter YTD Fiscal Period, subscription-based business such as package contract receipt of field activities was trending stably, and we received much more orders of spot projects such as store construction than the previous year, which made contributions to the sales increase.

Consequently, net sales were 2,745 million yen (up 16.5% YoY), and segment profit was 237 million yen (up 45.9% YoY).

#### 3. System Development business

In this Third Quarter YTD Fiscal Period, effects of transaction scale shrinkage in a portion of large projects resulted in decreased revenue. However, regarding expenses, the ratio of net sales/expenses was improved as a result of cost control efforts such as reevaluation of revenue improvements through thorough project management.

As a result, net sales were 305 million yen (down 4.9% YoY) and segment profit was 10 million yen (up 904.7% YoY).

#### 4. Publication business

In this Third Quarter YTD Fiscal Period, regarding sales, revenue increased amidst the background of steadily increasing publication sales. Regarding profits, efforts to control costs and increased revenue resulted in improved profits.

As a result, net sales were 204 million yen (up 15.4% YoY), and segment profit was 15 million yen (it was a 31 million yen loss in the same period last year).

(2) Explanation Regarding Financial Conditions

Assets, liabilities, and net assets at the end of the Third Quarter YTD Fiscal Period were:

Assets	6,362 million yen (up 9.0% from Dec. 31, 2017)
Liabilities	1,948 million yen (up 11.3% from Dec. 31, 2017)
Net assets	4,413 million yen (up 8.1% from Dec. 31, 2017)

Analysis of the financial situation at the end of the Third Quarter YTD Fiscal Period is as follows:

<Assets>

Total assets at the end of the Third Quarter YTD Fiscal Period increased by 526 million yen from Dec. 31, 2017 to 6,362 million yen. The primary reason is an increase of 549 million yen in cash and deposits.

<Liabilities>

Liabilities at the end of the Third Quarter YTD Fiscal Period increased by 197 million yen from Dec. 31, 2017 to 1,948 million yen. The primary reason is an increase of 211 million yen in advances received.

<Net assets>

Net assets at the end of the Third Quarter YTD Fiscal Period increased by 328 million yen from Dec. 31, 2017 to 4,413 million yen. The primary reason is that earned surplus increased by 309 million yen due to the inclusion of quarterly profit attributable to owners of parent. As a result, Shareholders' equity ratio was 66.1%.

(3) Explanation Regarding Forecast Information such as Consolidated Financial Results Forecasts

Financial results forecasts for the full fiscal year have not been revised since the consolidated financial results forecast for the fiscal year ending December 31, 2018, released on January 30, 2018.

The forecast above was made based on information obtainable at the time, and it does not account for potential risks or inaccuracies. Consequently, please be aware that actual results may differ greatly from the forecast due to various changes from initial factors.

2. Quarterly Consolidated Financial Statements  
 (1) Quarterly Consolidated Balance Sheet

(Thousand yen)

	As of Dec. 31, 2017	As of Sep. 30, 2018
<b>Assets</b>		
Current assets		
Cash and deposits	3,135,773	3,685,188
Notes and accounts receivable	1,592,257	1,548,615
Merchandise	52,404	57,235
Work in process	53,341	60,283
Deferred tax assets	45,927	46,223
Other	203,479	185,526
Allowance for doubtful accounts	-12,606	-16,038
Total current assets	5,070,578	5,567,035
Non-current assets		
Property, plant and equipment		
Buildings and structure	82,419	84,711
Accumulated depreciation	-13,301	-35,504
Buildings and structure (net)	69,117	49,206
Tools, appliance and fixtures	284,930	299,816
Accumulated depreciation	-216,063	-233,608
Tools, appliance and fixture (net)	68,867	66,207
Total property, plant and equipment	137,985	115,414
Intangible assets		
Software	461,018	519,454
Other	915	915
Total intangible assets	461,933	520,369
Investments and other assets		
Investment securities	2,500	2,500
Guarantee deposits	143,726	137,135
Long-term delinquent loans	45,606	44,809
Deferred tax assets	16,600	17,203
Other	3,000	3,000
Allowance for doubtful accounts	-45,606	-44,809
Total investments and other assets	165,826	159,839
Total non-current assets	765,745	795,623
Total assets	5,836,324	6,362,658

(Thousand yen)

	As of Dec. 31, 2017	As of Sep. 30, 2018
<b>Liabilities</b>		
Current liabilities		
Accounts payable trade	283,280	296,814
Account payable other	342,314	348,626
Directors' bonuses payable	28,290	-
Short-term debt	100,000	100,000
Current portion of long-term debt	56,000	56,000
Income taxes payable	198,716	111,874
Advances received	414,908	626,043
Provision for bonuses	54,734	69,797
Provision for directors' bonuses	-	24,705
Provision for sales returns	12,865	9,121
Other	164,852	242,439
Total current liabilities	1,655,962	1,885,422
Non-current liabilities		
Long-term debt	84,000	44,500
Provisions for stock distribution	7,334	6,924
Other	4,204	12,088
Total non-current liabilities	95,539	63,512
Total liabilities	1,751,501	1,948,935
<b>Net assets</b>		
Shareholders' equity		
Capital stock	826,064	826,064
Capital surplus	367,795	367,795
Retained earnings	2,950,680	3,260,518
Treasury shares	-251,820	- 249,516
Total shareholders' equity	3,892,719	4,204,861
Non-controlling interests	192,103	208,861
Total net assets	4,084,822	4,413,722
Total liabilities and net assets	5,836,324	6,362,658

(2) Quarterly Consolidated Statements of Income and Comprehensive Income  
(Quarterly Consolidated Statements of Income)  
(For the Nine-month Period)

(Thousand yen)

	Nine months ended September 30, 2017	Nine months ended September 30, 2018
Net sales	5,882,399	6,623,073
Cost of sales	3,658,937	4,229,331
Gross profit	2,223,461	2,393,742
Selling, general and administrative expenses	1,567,890	1,606,675
Operating income	655,571	787,066
Non-operating income		
Interest income	126	136
Subsidy income	2,769	3,245
Foreign exchange gain	-	961
Penalty income	1,537	-
Return of insurance cancellation	181	347
Other	93	1,429
Total non-operating income	4,709	6,120
Non-operating expenses		
Interest expenses	995	719
Foreign exchange loss	1,023	-
Provision of allowance for doubtful accounts	-	190
Other	-	0
Total non-operating income	2,018	909
Ordinary income	658,261	792,277
Extraordinary loss		
Lease agreement cancellation fee	-	5,690
Loss on retirement on non-current asset	1,238	-
Total extraordinary loss	1,238	5,690
Profit before income taxes	657,023	786,586
Income taxes current	222,810	247,635
Income taxes deferred	-7,945	-899
Total income taxes	214,865	246,735
Net income	442,158	539,850
Net income attributable to:		
Non-controlling interests	16,864	24,177
Owners of parent	425,293	515,673

(Quarterly Consolidated Statements of Comprehensive Income)  
(For the Nine-month Period)

(Thousand yen)

	Nine months ended September 30, 2017	Nine months ended September 30, 2018
Net income	442,158	539,850
Comprehensive income	442,158	539,850
Comprehensive income attributable to:		
Owners of parent	425,293	515,673
Non-controlling interests	16,864	24,177

## (3) Notes to Consolidated Financial Statements

(Going Concern Assumption)

Not applicable.

(Significant Changes in Shareholders' Equity)

Not applicable.

(Segment information)

[Segment information]

## I Previous Nine months consolidated cumulative period (from January 1, 2017 to September 30, 2017)

## 1. Information about the sales and profits of each reported segment

(Thousand yen)

	Reported segment				Total	Adjusted amount (Note 1)	Amounts recorded in the consolidated financial statements (Note 2)
	Sales Innovation business	Field Marketing business	System development business	Publication business			
Sales amount							
Sales to external customers	3,026,986	2,357,110	321,212	177,089	5,882,399	-	5,882,399
Internal sales or transfers between segments	21,913	2,638	45,493	-	70,044	-70,044	-
Total	3,048,899	2,359,748	366,706	177,089	5,952,443	-70,044	5,882,399
Segment profit or loss	522,760	163,104	1,084	-31,176	655,772	-201	655,571

Note 1. The adjusted amount of -201 thousand yen in segment profit or loss contains an adjustment for non-current assets of 47 thousand yen, and an adjusted amount for inventories of -248 thousand yen.

2. Segment profit is adjusted with the operating income on the consolidated quarterly profit and loss statement.

## II. This Nine months consolidated cumulative period (from January 1, 2018 to September 30, 2018)

## 1. Information about the sales and profits of each reported segment

(Thousand yen)

	Reported segment				Total	Adjusted amount (Note 1)	Amounts recorded in the consolidated financial statements (Note 2)
	Sales Innovation business	Field development business	System development business	Publication business			
Sales amount							
Sales to external customers	3,367,477	2,745,818	305,384	204,393	6,623,073	-	6,623,073
Internal sales or transfers between segments	19,495	1,440	25,495	6,804	53,235	-53,235	-
Total	3,386,973	2,747,258	330,879	211,197	6,676,309	-53,235	6,623,073
Segment profit or loss	522,385	237,915	10,893	15,814	787,009	57	787,066

Note 1. The adjusted amount of 57 thousand yen in segment profit of loss contains an adjustment for non-current assets of 195 thousand yen, and an adjusted amount for inventories of -138 thousand yen.

2. Segment profits are adjusted with the operating income on the consolidated quarterly profit and loss statement.

2. Matters related to changes in reported segments etc.

(Name change to a reported segment)

Starting in the First Quarter YTD Fiscal Period, the name of the reported segment previously known as the “e-Sales Manager-related business” has been changed to the “Sales Innovation business”.

The name change to this segment will not have any effect on segment information.

Additionally, the segment information shown here for the previous Third Quarter YTD Fiscal Period was created based on the name for the reported segment after the change.