



FY2016 Full-term Results
Presentation Material

May 12, 2016
e-Seikatsu Co., Ltd.
TSE Mothers 3796

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1. Summary of Full-term Results for FYE March 31, 2016

Sales and income steadily increased from the previous year. (Only net income declined)

- Consolidated sales: 1,934 million yen (FY2015 1,851 million yen, YOY change +82 million yen, +4.5%)
 - Cloud Service revenue: 1,829 million yen (FY2015 1,717 million yen YOY change +112 million yen +6.6%)
 - **Including monthly recurring revenue of Turnkey services: 1,625 million yen (FY2015 1,493 million yen, YOY change +131 million yen, +8.8%)**
- Consolidated operating income: 125 million yen (FY2015 119 million yen, YOY change +5 million yen, +4.7%)
 - Rising costs caused by depreciation expenses for additional development etc, personnel expenses for the increased number of employees, cost for the shift to in-company system clouds and other factors.
- Net income: 62 million yen (FY2015 66 million yen, YOY change -4 million yen, -7.1%)

Sales of our “Cloud Service” are steady. A record high has been renewed.

- Focus on new client acquisitions as well as up-selling to existing clients. Solid growth in monthly ARPU.
 - Monthly ARPU: approx. 122,800 yen/company ※as of the end of Mar. 2016
FY2015 approx. 116,600 yen/company ※as of the end of Mar. 2015

The functions of “ES e-Bukken One” were upgraded and enriched, and the shift from existing services was promoted.

- Expansion of our services with additional development of ES e-Bukken One.
- Business alliance with NTT IT CORPORATION for future computerization of real estate transactions.
- ES e-Bukken One received the “Grand Prix-Society and Industry” of the “ASPIC Cloud Award 2015.”

* Cloud Service revenue figures have not been adjusted for internal transactions.

* Figures rounded down to the nearest million yen.

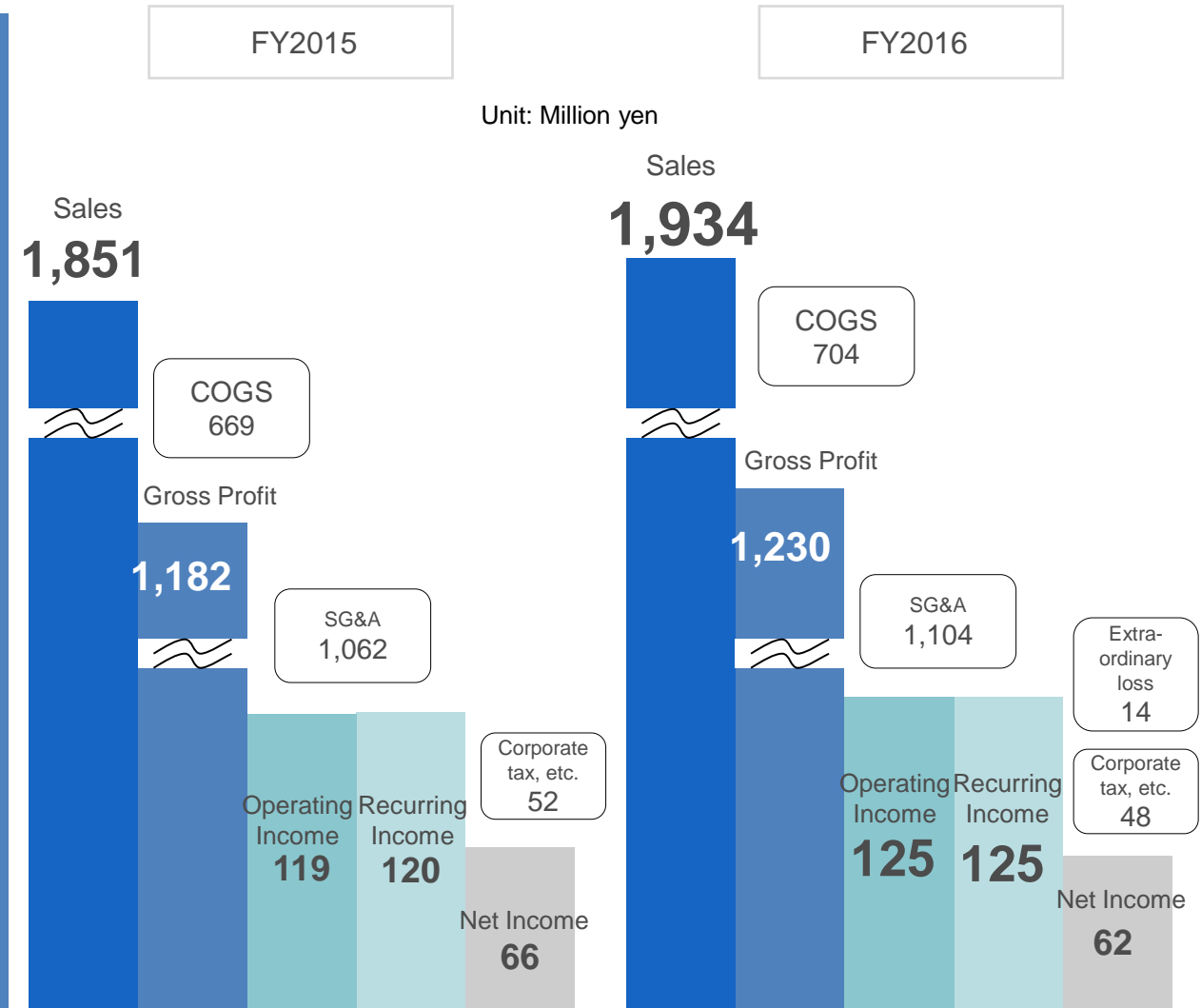
* Ratios rounded to the nearest decimal place.

Sales and Operating Income Increased YOY

- Sales rose 82 million yen to **1,934** million yen. Operating income grew around 5 million yen to **125** million yen.

- COGS increased due to depreciation on additional developments and system maintenance expenses.

- SG&A increased due to personnel expenses and cost for the shift to in-company system clouds

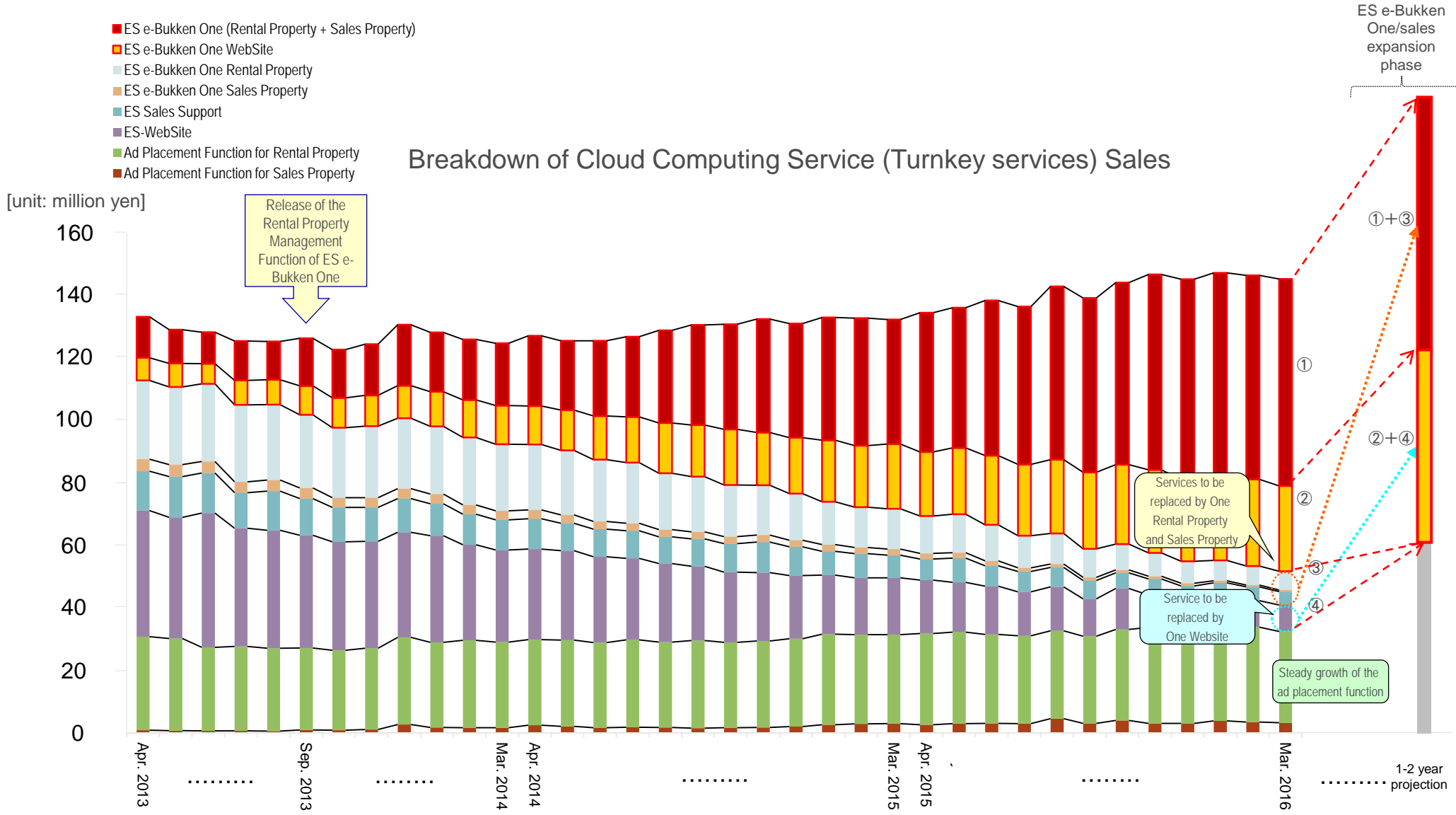


* Figures rounded down to the nearest million yen.

“ES e-Bukken One” is Becoming Our Core Cloud Computing Service



Breakdown of Cloud Computing Service (Turnkey services) Sales

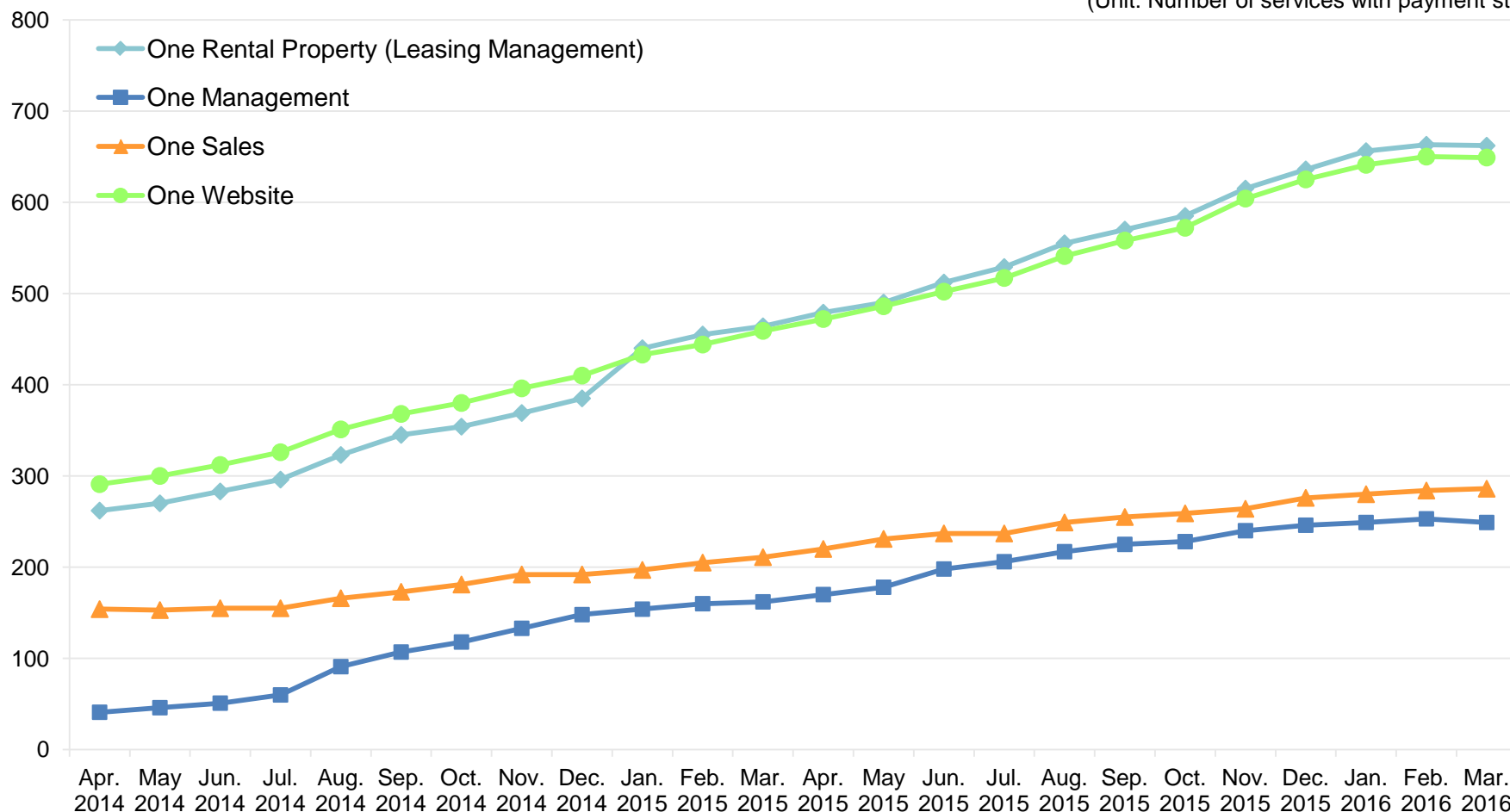


* Each sales breakdown category is the total of initial and monthly fees.

The Number of Licenses Provided is Increasing Steadily

Transition of Number of Licenses by Service

(Unit: Number of services with payment started)

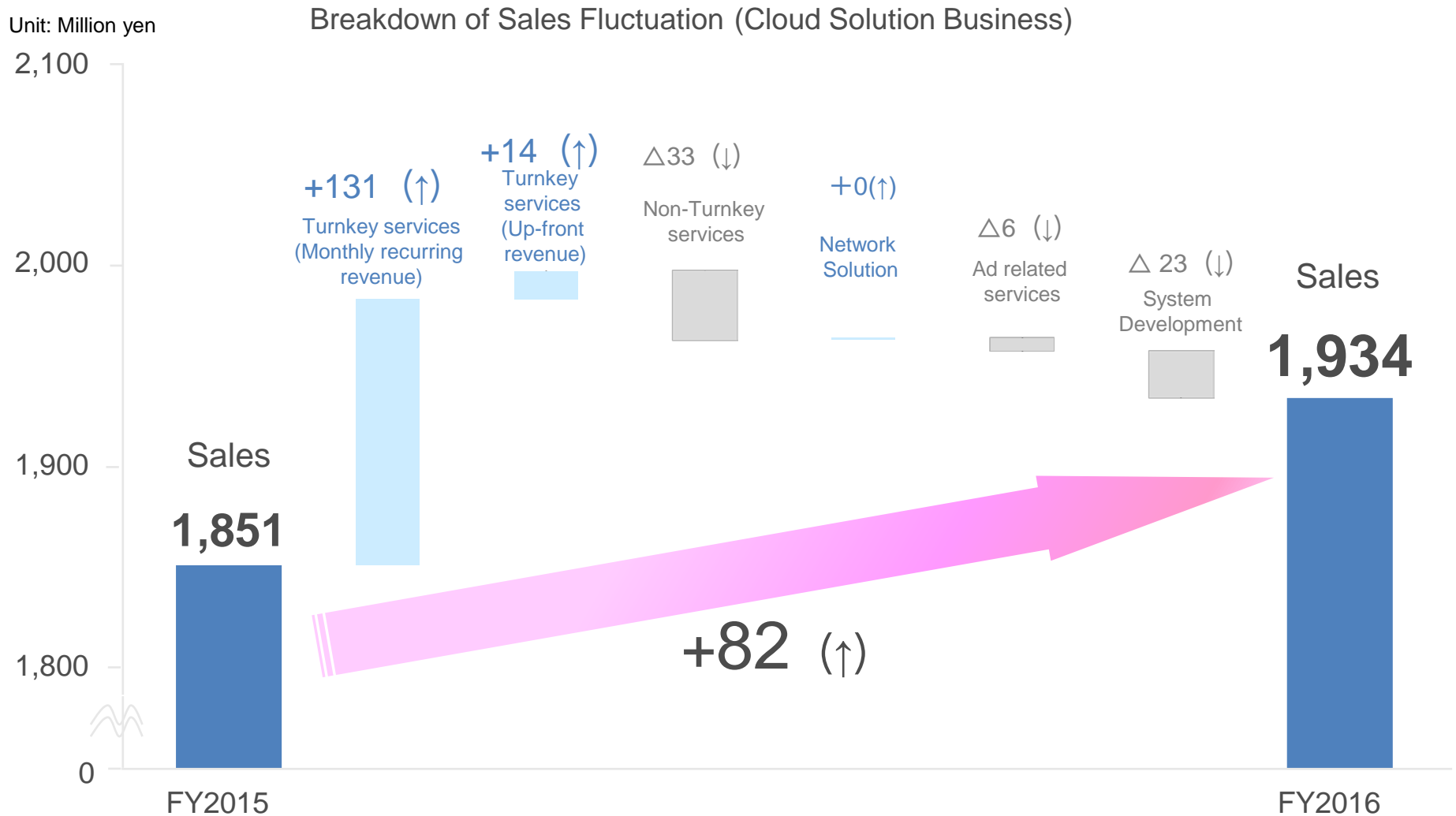


* The number means the sum of the number of new contracts and the number of shifts from existing services.

* The above value does not include the number of charge-free licenses.

* The total number of "One Rental (management option)," "One Rental (full-time management)," and "One Rental (rent management)" is expressed by "One Management."

Increase in Revenue Mainly due to Our Core Turnkey Services (Monthly recurring revenue)



- * Cloud Solution Business sales figures have not been adjusted for internal transactions.
- * '-' indicates zero yen, '0' indicates an amount less than one million yen.
- * Figures rounded down to the nearest million yen.

Cloud Solution Business Revenues by Product

Item (Million yen)	FY2015	FY2016	YOY change	YOY change (%)
Cloud Service	1,717	1,829	112	6.6%
Turnkey services *	1,551	1,697	145	9.4%
Up-front revenue	57	71	14	24.4%
Monthly recurring revenue	1,493	1,625	131	8.8%
Non-turnkey services *	165	132	△33	△19.9%
Network Solution	35	35	0	0.0%
Advanced-Cloud Service	98	68	△30	△30.8%
Ad related services	30	23	△6	△22.9%
System Development	68	44	△23	△34.3%
Total	1,851	1,934	82	4.5%

* Turnkey services Suite of standard system applications with up-front and monthly recurring revenue.

Non-turnkey services Customized system applications with one-time and monthly recurring revenue.

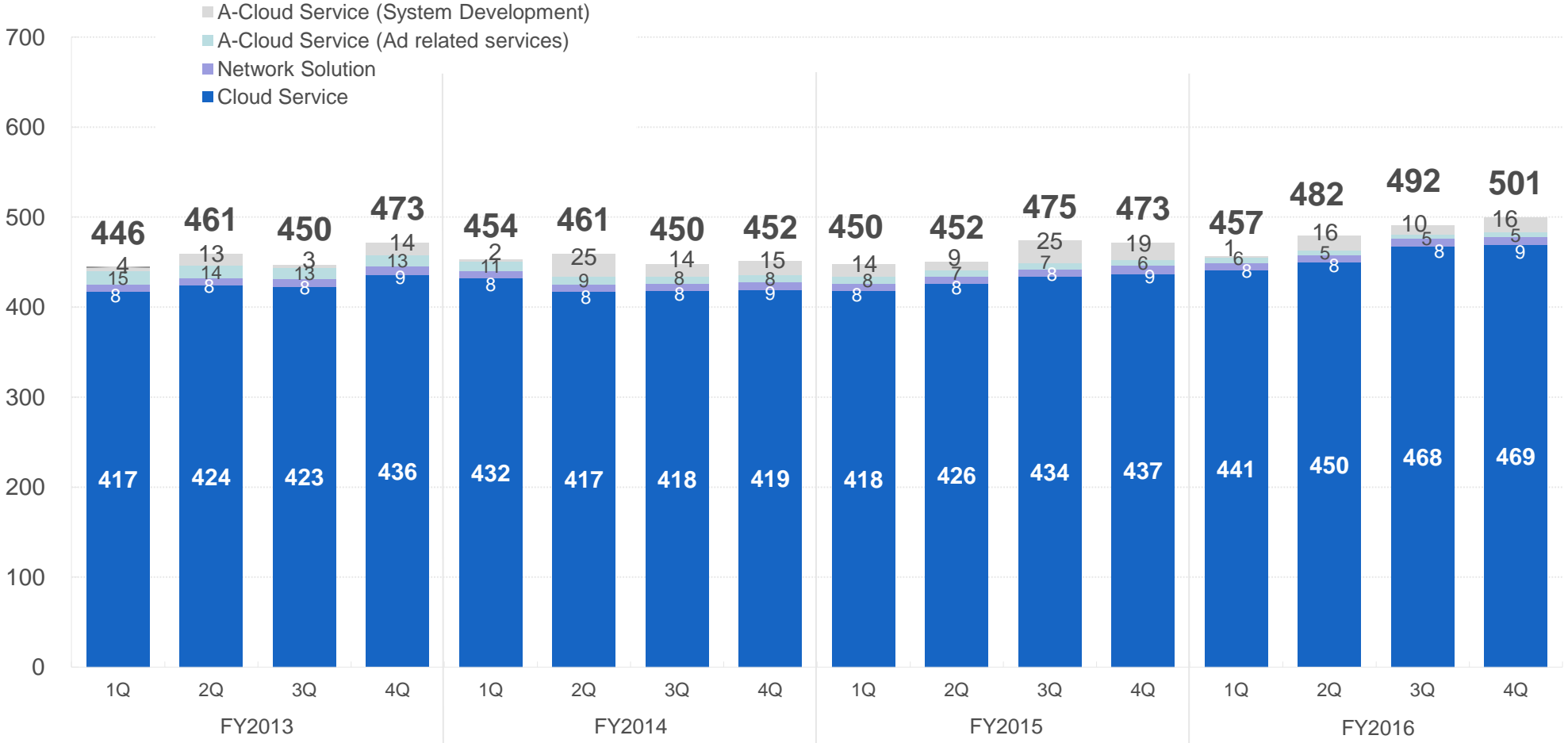
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* '-' indicates zero yen, '0' indicates an amount less than one million yen.

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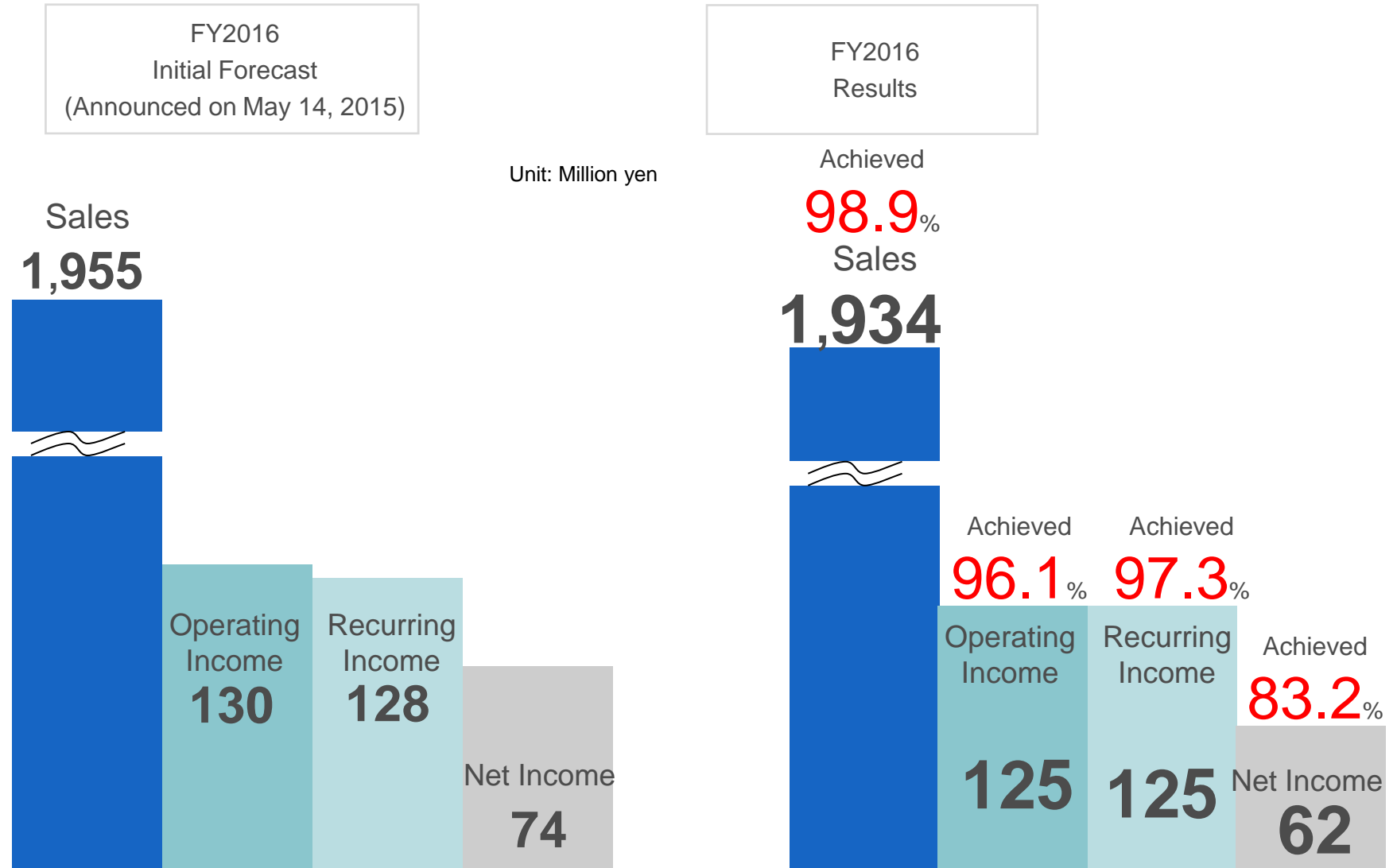
Transition of Sales by Item (Cloud Solution Business)

Unit: Million yen



* Cloud Solution Business sales figures have not been adjusted for internal transactions.
 * Figures rounded down to the nearest million yen.

Initial Earnings Forecast vs Actual Consolidated Earnings



* Figures rounded down to the nearest million yen.

Breakdown of Initial Sales Forecast vs Actual Sales (Cloud Solutions Business)

Item (Million yen)	FY2016 Initial Forecast (Announced on May 14, 2015)	FY2016 Results	Difference	Achieved
Cloud Service	1,849	1,829	△20	98.9%
Turnkey services *	1,715	1,697	△18	98.9%
Up-front revenue	82	71	△10	87.2%
Monthly recurring revenue	1,633	1,625	△8	99.5%
Non-turnkey services *	133	132	△1	98.9%
Network Solution	34	35	1	103.2%
Advanced-Cloud Service	70	68	△2	96.2%
Ad related services	25	23	△2	90.4%
System Development	45	44	△0	99.5%
Total	1,955	1,934	△21	98.9%

* Turnkey services Suite of standard system applications with up-front and monthly recurring revenue.

Non-turnkey services Customized system applications with one-time and monthly recurring revenue.

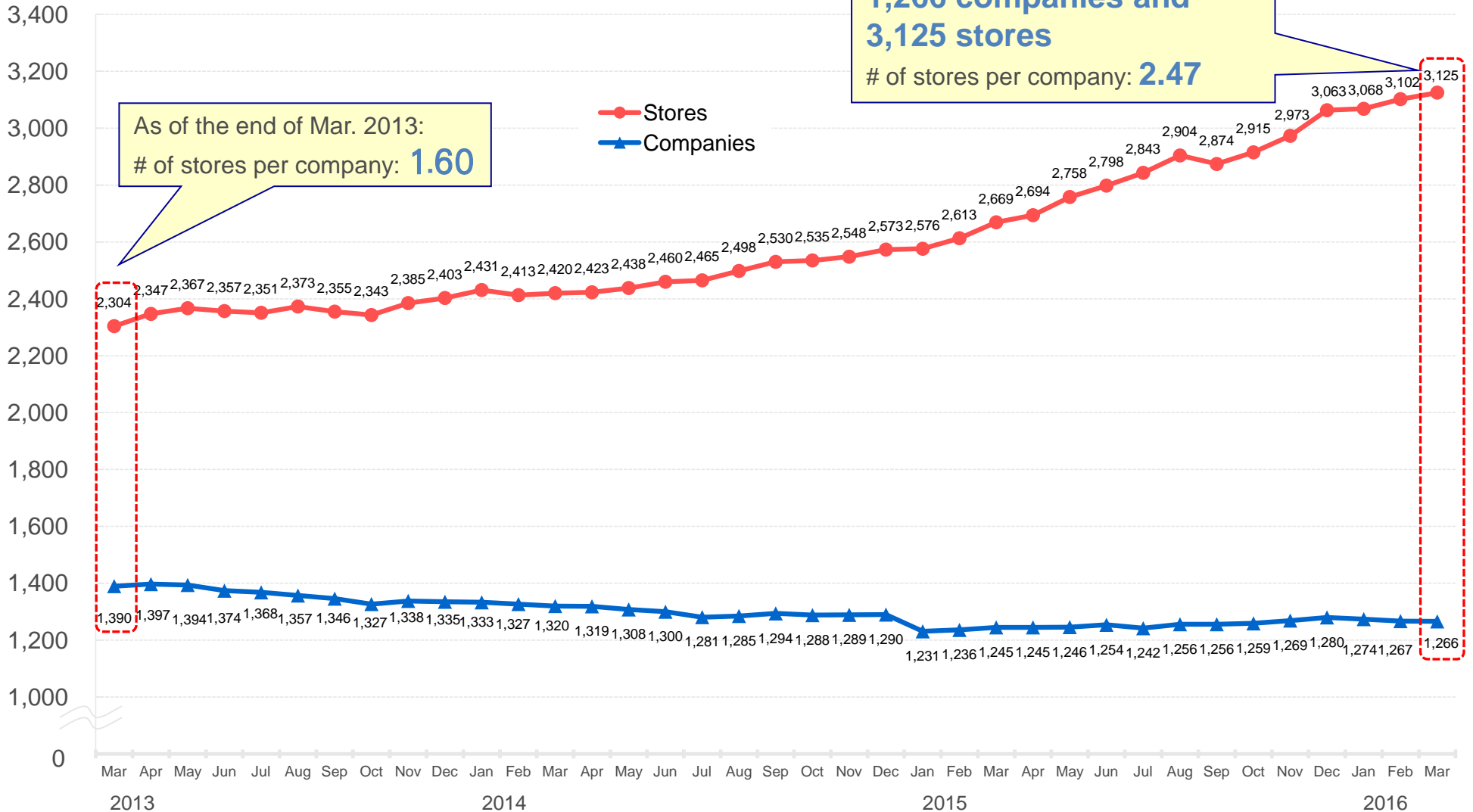
* Cloud Solution Business sales figures have not been adjusted for internal transactions.

* '-' indicates zero yen, '0' indicates an amount less than one million yen.

* Figures rounded down to the nearest million yen.

Number of Stores per Company (Clients Having Multiple Stores) is Expanding

Transition of Number of Companies and Stores Using Our Services



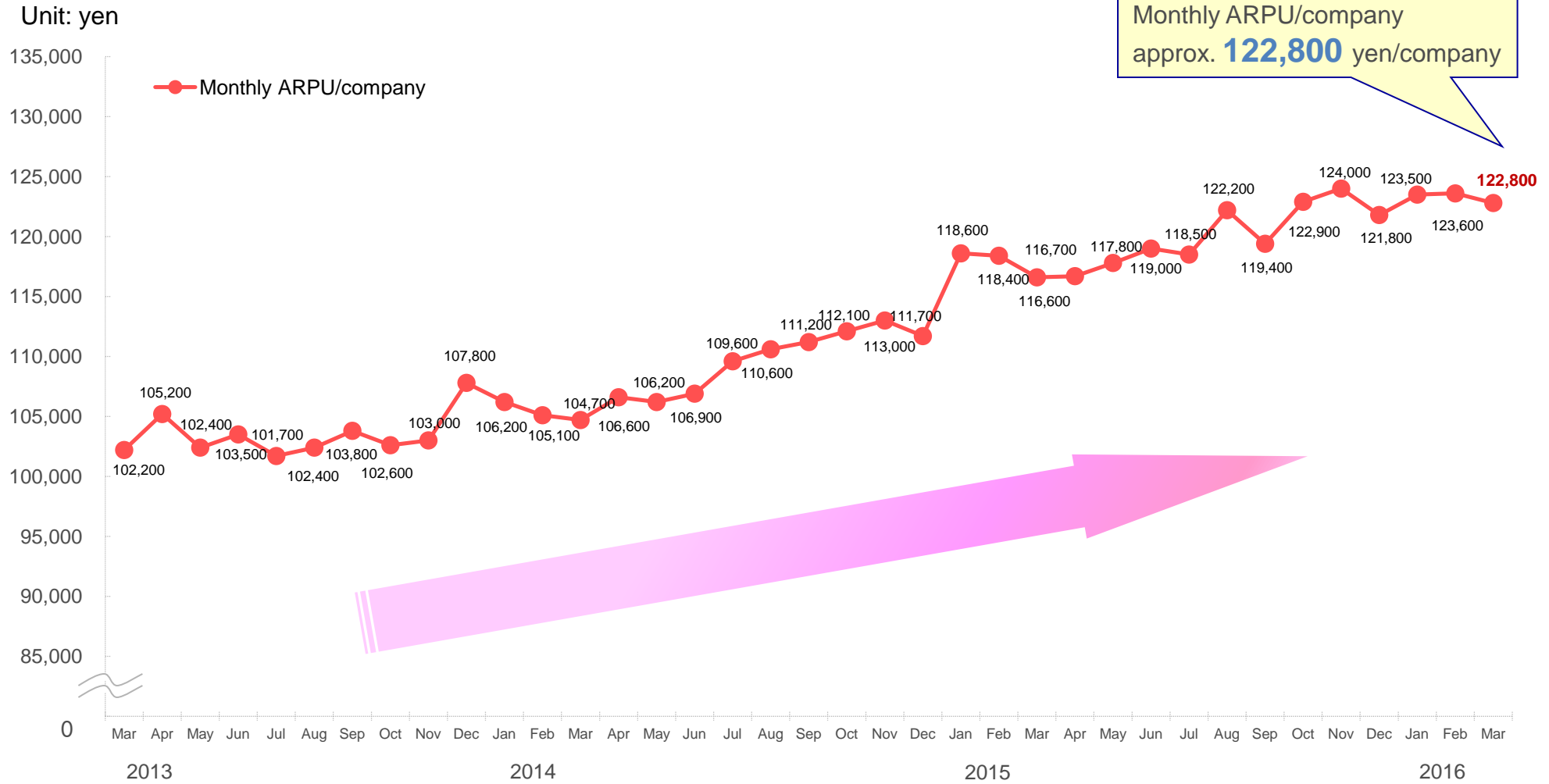
As of the end of Mar. 2013:
of stores per company: **1.60**

As of the end of Mar. 2016:
1,266 companies and 3,125 stores
of stores per company: **2.47**

* As for ES e-Bukken One, contracts are concluded and fees are charged for individual corporations. As for the number of stores, the total number of stores used and registered by clients (real estate companies) was counted.

Resulting in a Steady Increase in Monthly ARPU

Transition of Monthly ARPU

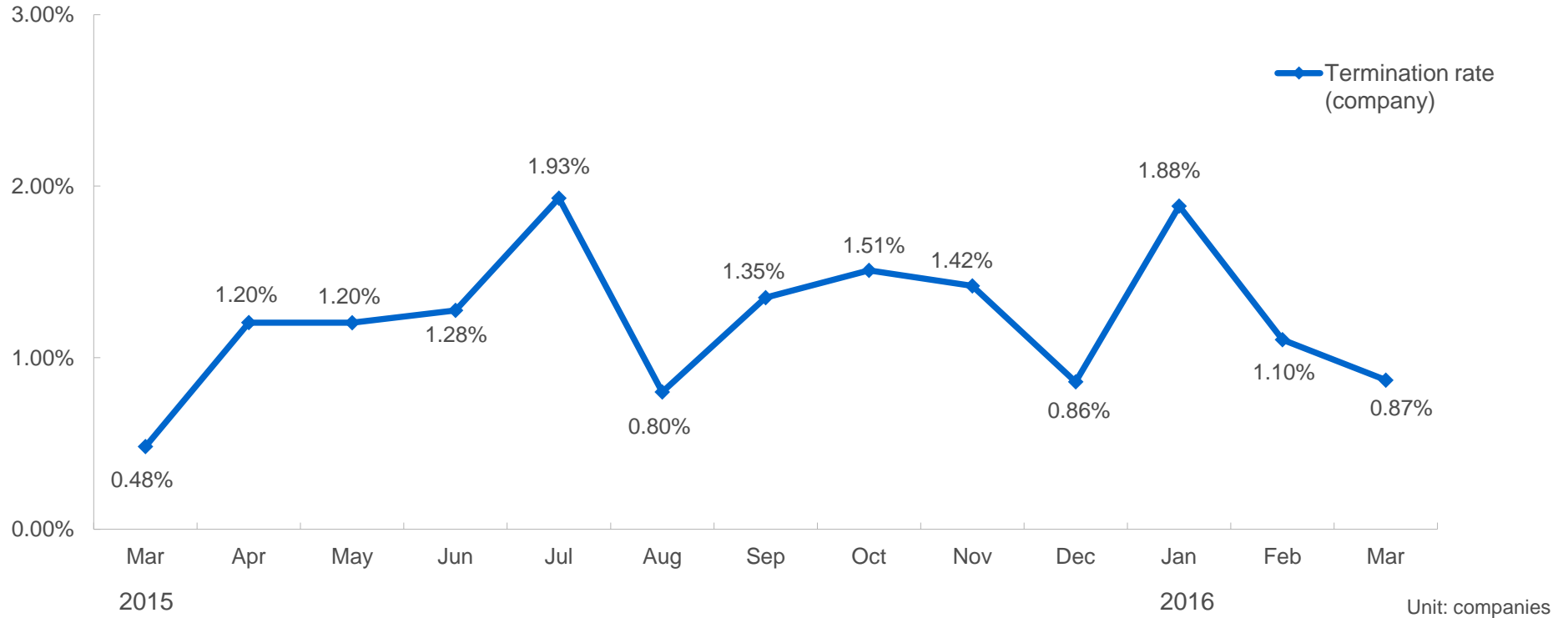


* Monthly ARPU =
$$\frac{\text{Cloud Service revenue in a given month}}{\text{The number of companies 'Billed Clients' in a given month}}$$

* Figures rounded down to the nearest hundred yen.

The Quality of Support Systems and Services was Enhanced, for Raising Customer Retention Rate

Transition of Termination Rate

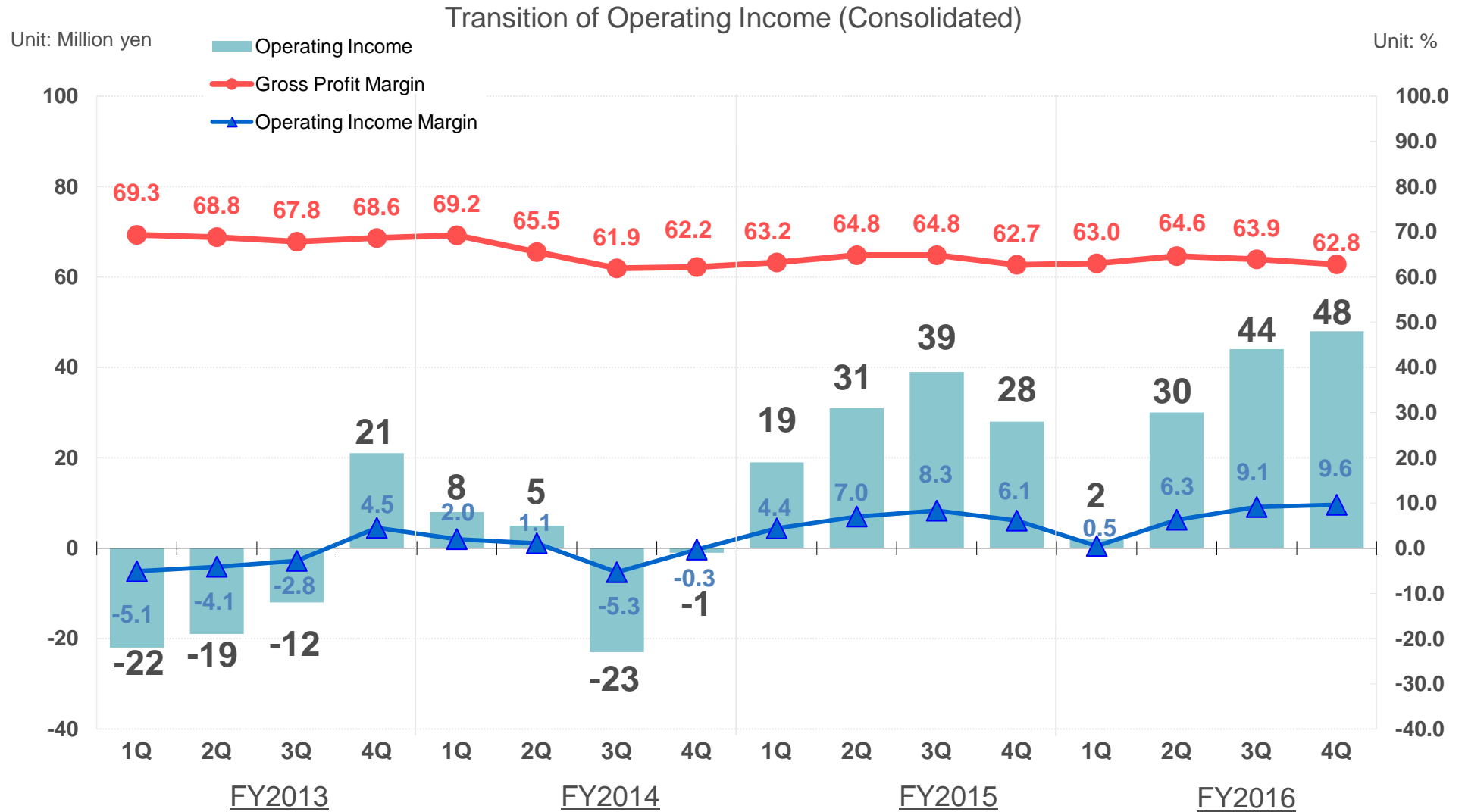


	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Ave.
# of companies	6	15	15	16	24	10	17	19	18	11	24	14	11	15.4
Termination Rate	0.48%	1.20%	1.20%	1.28%	1.93%	0.80%	1.35%	1.51%	1.42%	0.86%	1.88%	1.10%	0.87%	—

* Termination rate is obtained by dividing the number of companies that have cancelled our service in each month by the number of companies whom we have charged.

* "# of companies" means the number of companies that have cancelled our service and are no longer charged in the month concerned.

Operating Income is Increasing thanks to Rising Monthly Sales

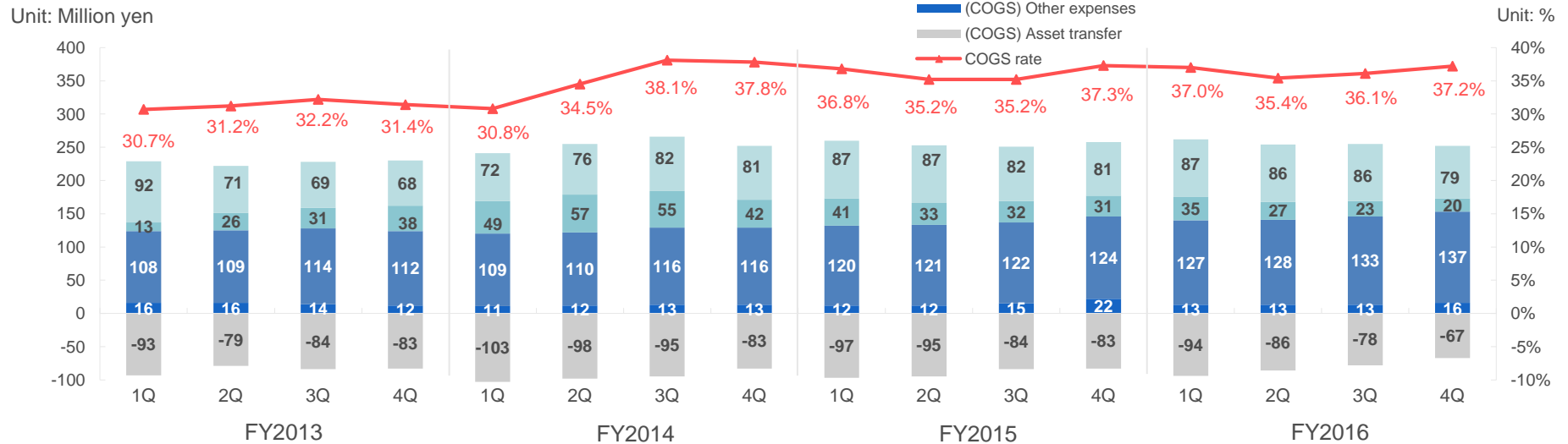


* Figures rounded down to the nearest million yen.

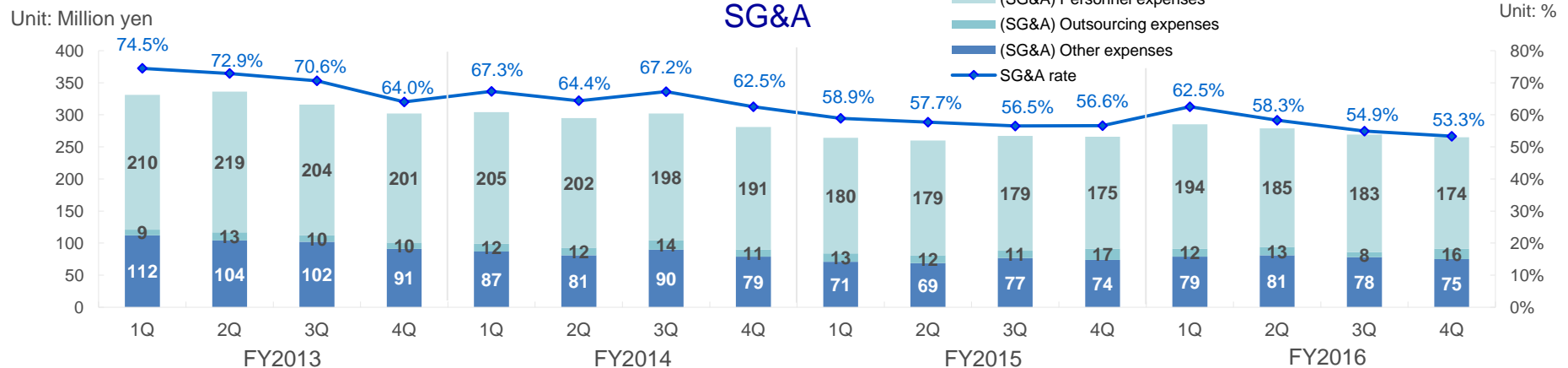
Total Expenses are Under Control

(Consolidated)

COGS



SG&A



* (COGS) Outsourcing expenses: Outsourcing expenses, temporary recruitment expenses, procurement expenses, system usage expenses, etc.

(COGS) Asset transfer: Inventory assets(goods in process), portion allowances for software under development listed under COGS

* (SG&A) Outsourcing expenses: Advertising expenses, recruitment related expenses, consultant fees, payment commission, etc.

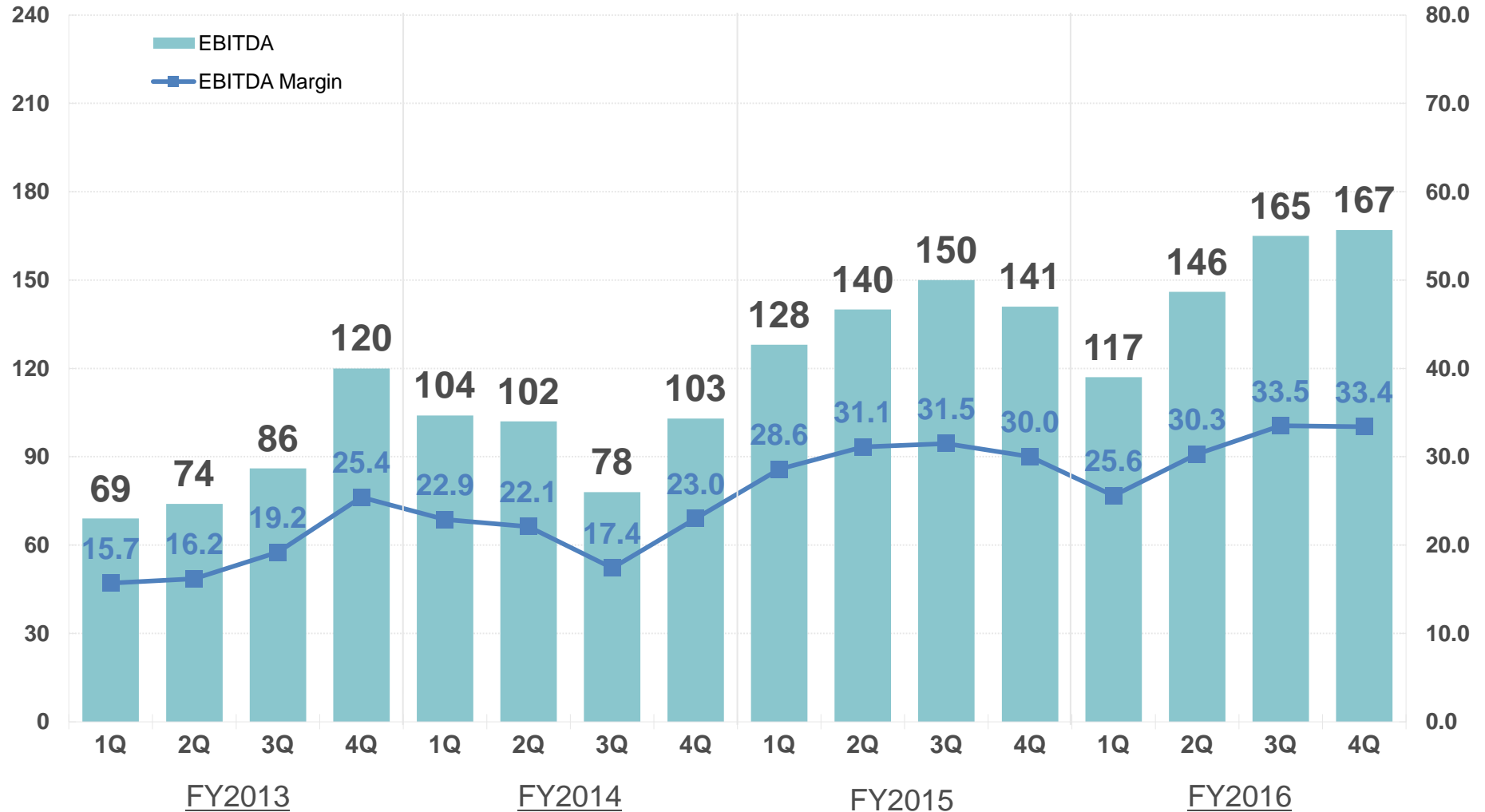
* Figures rounded down to the nearest million yen.

Stable EBITDA (Operating Income + Depreciation)

Transition of EBITDA (Consolidated)

Unit: Million yen

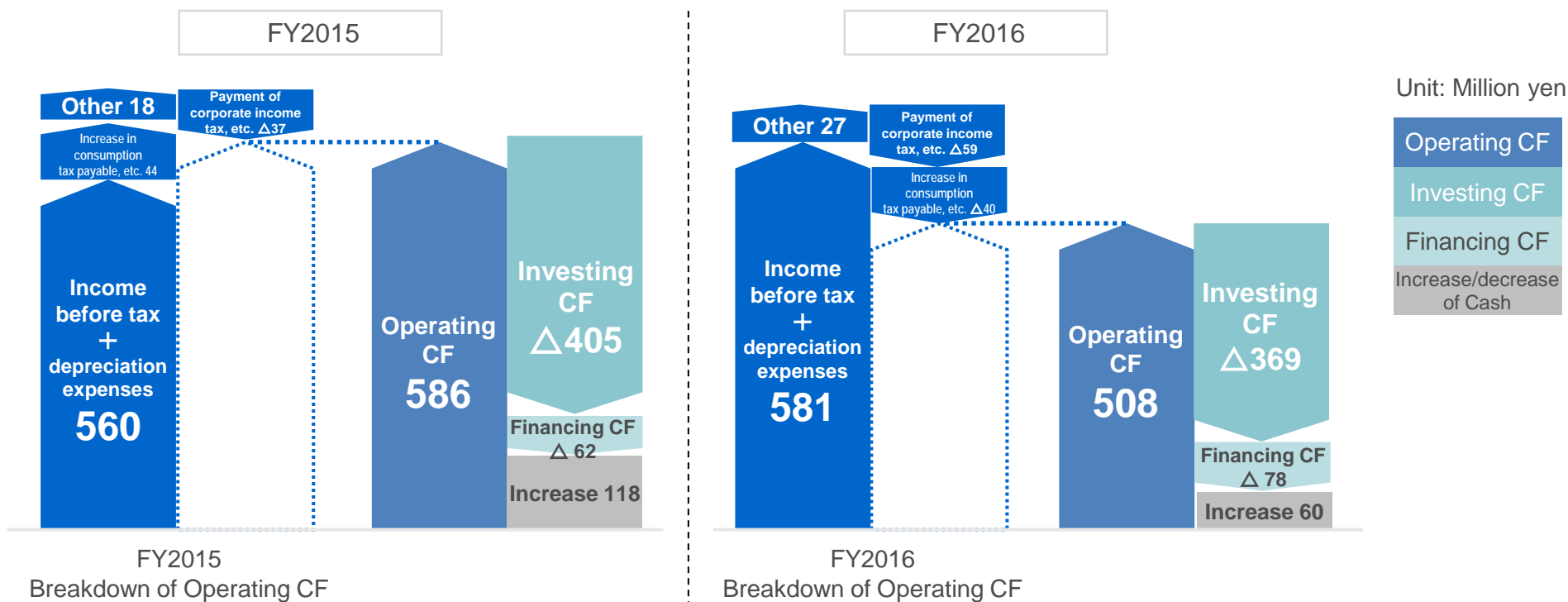
Unit: %



* Figures rounded down to the nearest million yen.

Operating Activities Favorable, but Operating CF Impacted by Rise in Consumption Tax and Other Tax Payments

Cash Flow Statement (Consolidated)



<Key Points>		FY2015	FY2016
Operating Activities	① Income before tax + depreciation expenses	560M yen	581M yen
	② Payment of corporate income tax, etc. (Δ)	Δ37M yen	Δ59M yen
	③ Increase in consumption tax payable, etc. (Δ Decrease)	44M yen	Δ40M yen
Investing Activities	④ Expenses due to in-house software development (Δ)	Δ365M yen	Δ328M yen
	⑤ Expenses due to the purchase of assets (HW/SW) (Δ)	Δ23M yen	Δ29M yen
Financing Activities	⑥ Payment of year-end dividend (Δ)	Δ21M yen	Δ24M yen
	⑦ Expenses due to repayment of lease obligations (Δ)	Δ41M yen	Δ54M yen

* Figures rounded down to the nearest million yen.

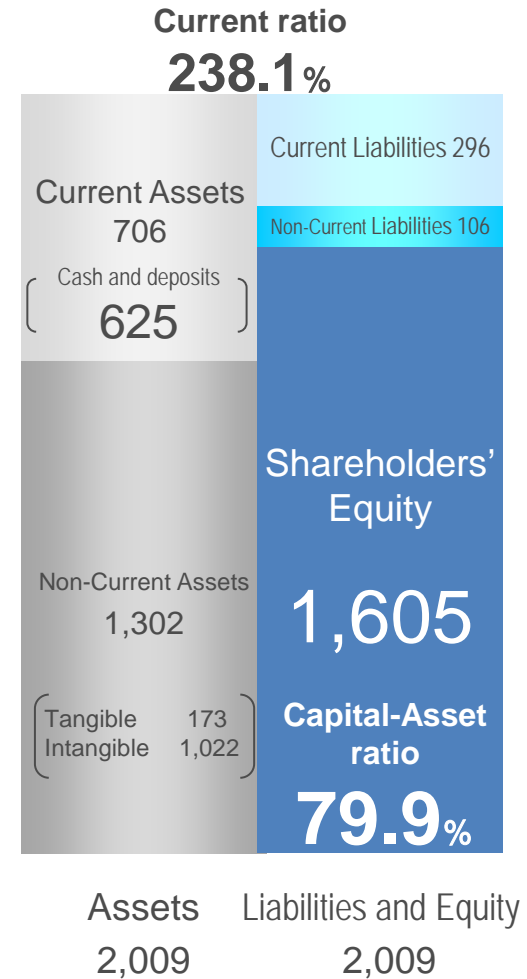
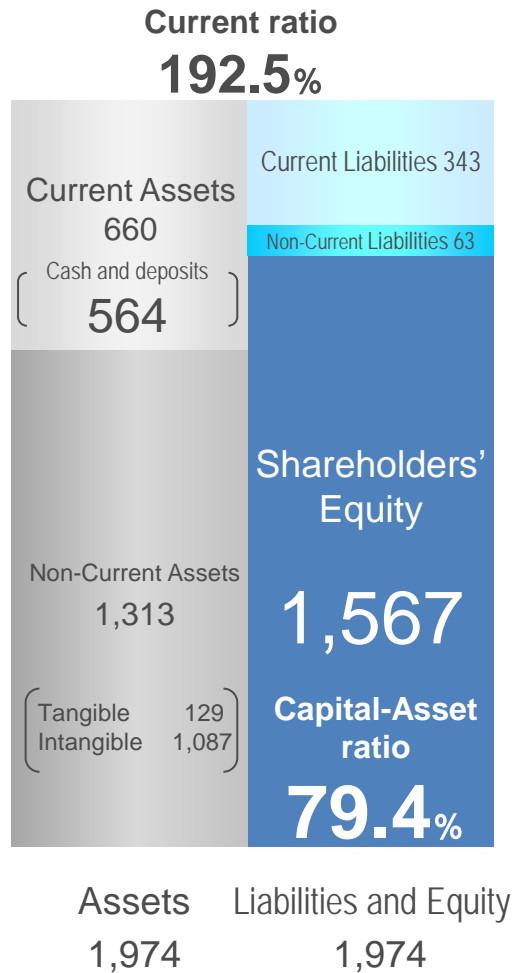
* '0' indicates an amount less than one million yen.

Consolidated Balance Sheet YOY Comparison

As of the end of March, 2015

Unit: Million yen

As of the end of March, 2016



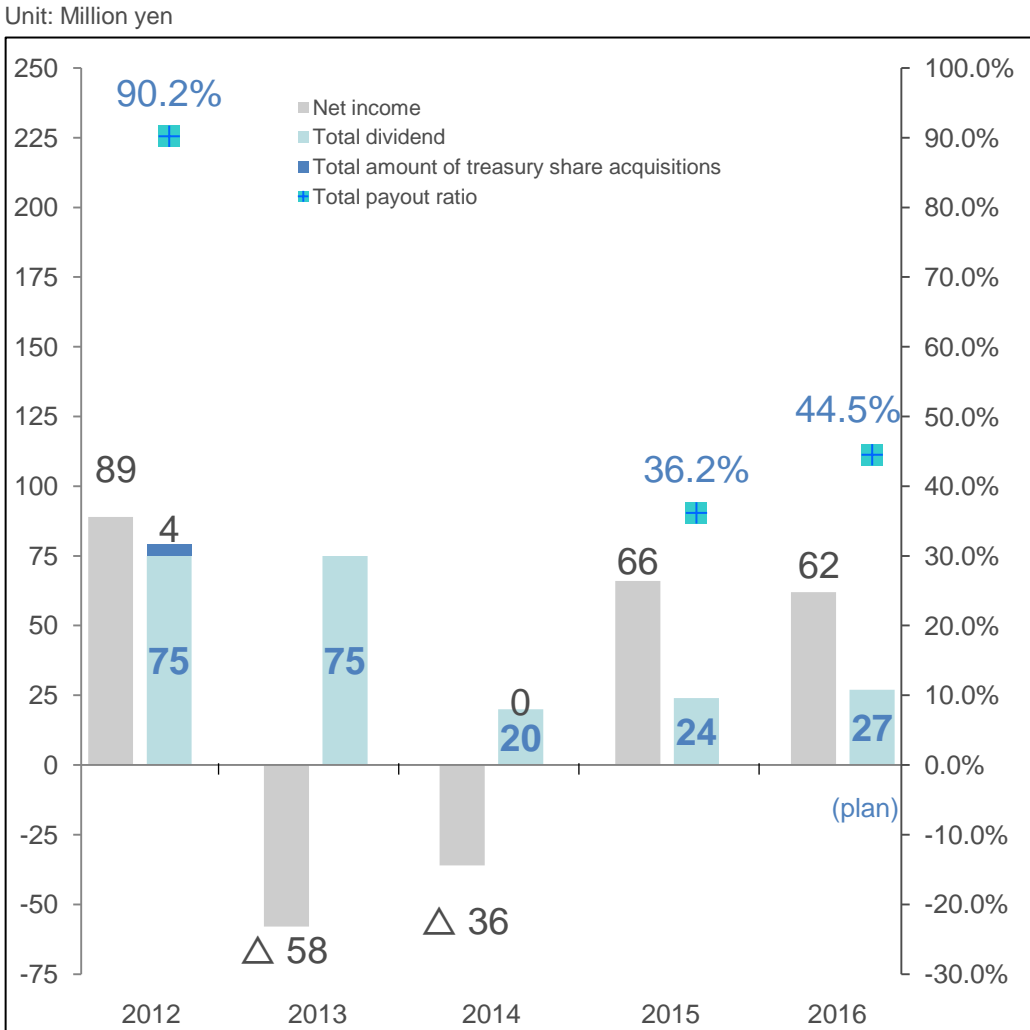
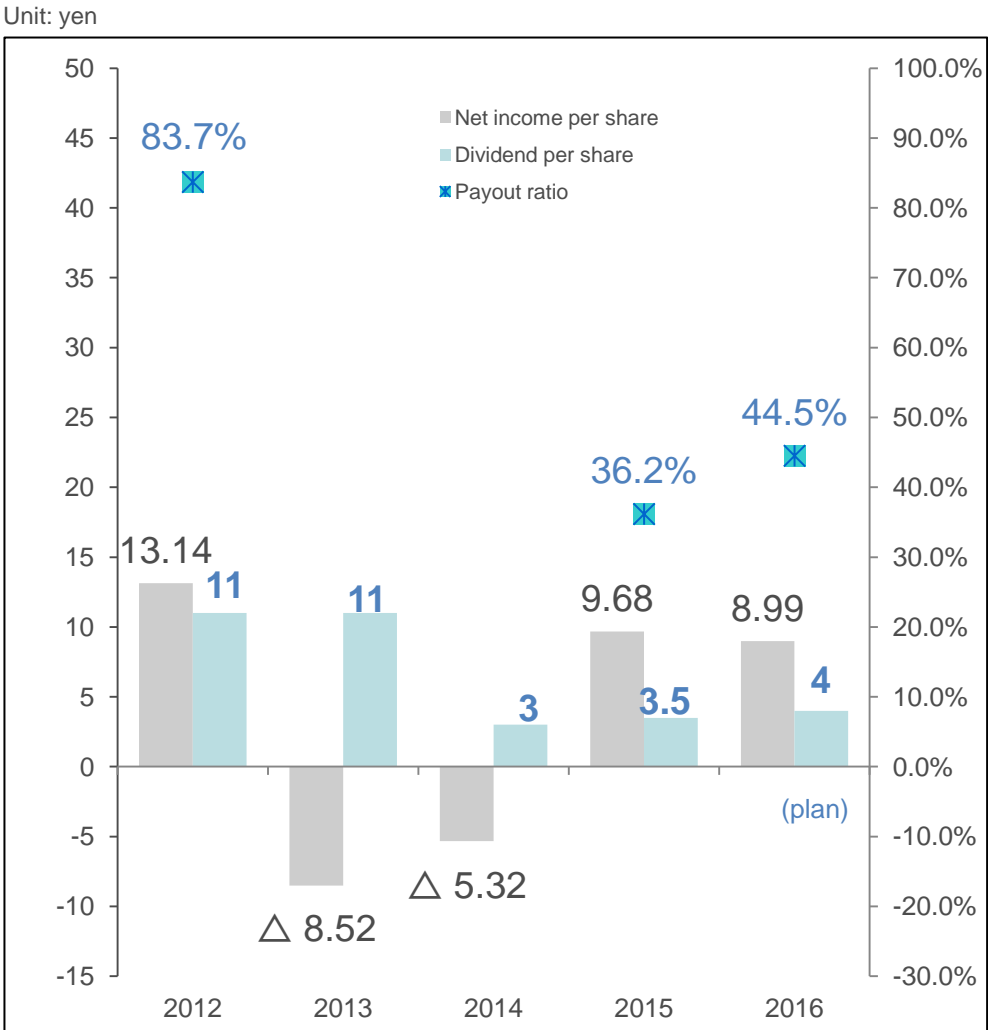
* Figures rounded down to the nearest million yen.

Continuing Return to Shareholders Through Dividends, with This Term's Dividend being 4 Yen per Share



Per Share Information

Total Payout Ratio



* We conducted a 1:100 stock split of common stocks as of October 1, 2013. The "Dividend per share" and "Net Income per share" are calculated assuming that the said stock split was conducted at the beginning of 13th period.

* Figures are rounded down to the nearest million yen. '0' indicates an amount less than one million yen. Blank indicates that no dividend was paid.

2. Business Forecast

Revenue, Cost, Profit, Dividend

- Sales are estimated to increase to 2,044 million yen, an increase of 109 million yen from 1,934 million yen in the previous term. We will mainly promote the core service “ES e-Bukken One” which include “Rental Property” (including the rental property management function), “Sales Property”, and “Websites.”
- The total cost (sum of COGS and SG&A) is estimated to be 1,861 million yen, an increase of approx. 52 million yen from 1,808 million yen in the previous term.
As for the cost of sales, we predict the augmentation of system operation cost due to the investment in server enhancement and the depreciation accompanying the functional improvement and additional development of “ES e-Bukken One.”
As for SG&A expenses, we predict the increase in operation cost due to the investment in in-company systems.
- Operating income forecast of 182 million yen (125 million yen in the previous term), up approx. 45% YOY.
- Year-end dividend forecast of 5 yen per share (prior year forecast 4 yen per share).

Marketing strategy

- We will focus on new client acquisition as well as follow-up marketing efforts (up-sell) including introduction of our new service to existing clients.
- We will strengthen further our client support function preparing for the expansion in the number of clients served.
- We will focus our marketing efforts targeting medium to large sized clients.

Cloud service development strategy

- We will continue to strengthen and expand the functions of “ES e-Bukken One” in order to improve the convenience for customers.

* Forecast figures are based on information available at the time of announcement.

Actual results may differ materially from the forecast figures.

* Revenue, cost, and profit figures rounded down to the nearest million yen.

Forecasting a Rise in Sales, a Substantial Increase in Profit, and a Full-term Dividend of 5 Yen per Share

(Million yen)	Mid-term Forecast FY2017	Full-term Forecast FY2017	Full-term Results FY2016	Difference	YOY change (%)
Sales	1,009	2,044	1,934	109	5.7%
Operating income	88	182	125	56	45.4%
Recurring income	88	181	125	56	44.8%
Net Income	55	113	62	51	83.8%

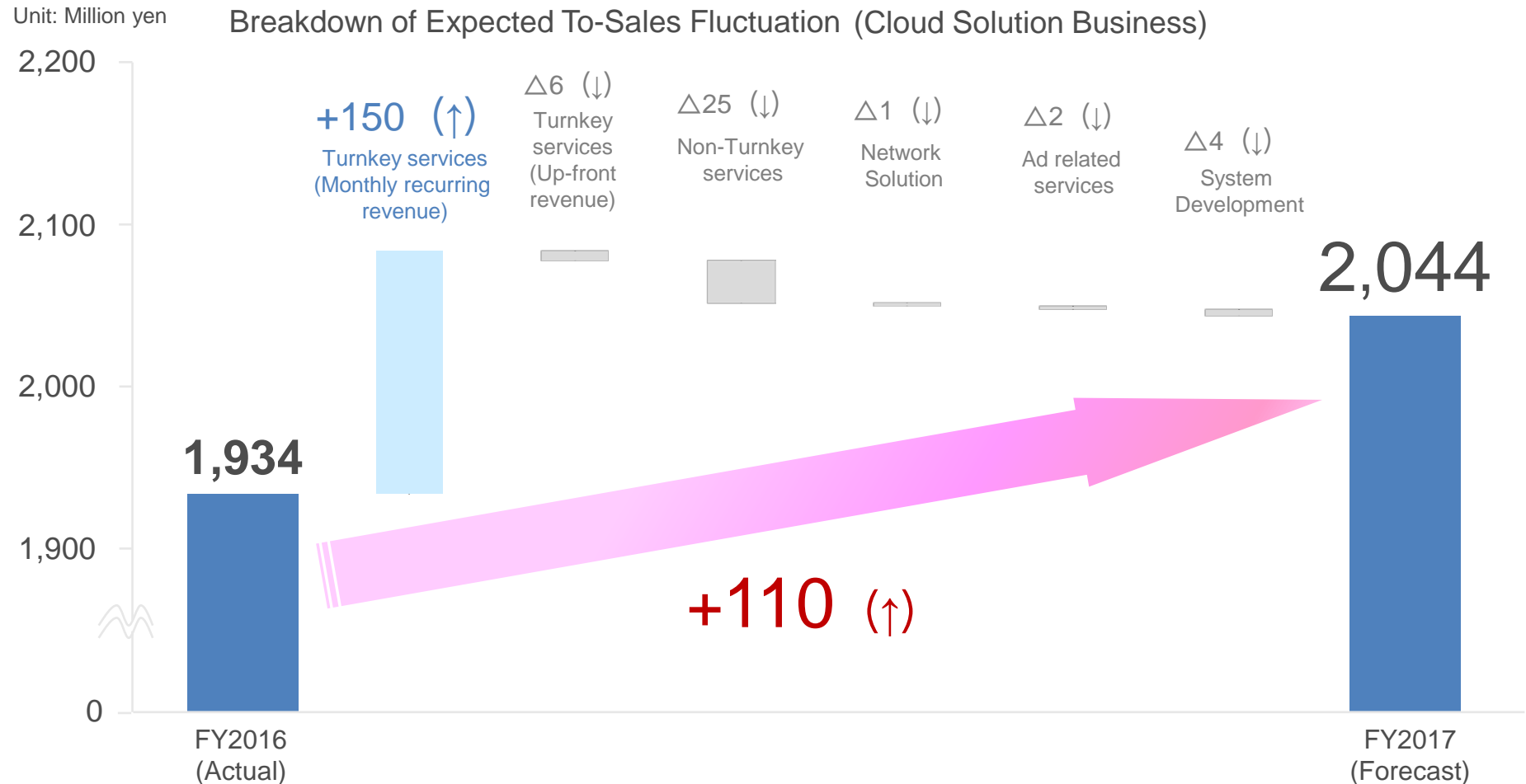
	Dividend per share
Full-term dividend (forecast) (FYE March 2017)	5.00yen
Full-term dividend (plan) (FYE March 2016)	4.00yen

* Forecast figures are based on information available at the time of this announcement.

Actual results may differ materially from the forecast figures.

* Figures rounded down to the nearest million yen.

Cloud Service (Turnkey Services) Contributes



<Key Points>

Further promoting “ES e-Bukken One,” our “turnkey services (monthly recurring revenue)” revenue is expected to increase by about 150 million yen YOY, and the total sales of the cloud solution business are estimated to increase by about 110 million yen.

* Cloud Solution Business sales figures have not been adjusted for internal transactions.

* Figures rounded down to the nearest million yen.

Cloud Solution Business Revenue Forecast Breakdown

Item (Unit: million yen)	FY2016	FY2017	YOY change	YOY change (%)
Cloud Service	1,829	1,948	118	6.5%
Turnkey services *	1,697	1,841	144	8.5%
Up-front revenue	71	65	△6	△9.6%
Monthly recurring revenue	1,625	1,776	150	9.3%
Non-turnkey services *	132	106	△25	△19.6%
Network Solution	35	34	△1	△3.1%
Advanced-Cloud Service	68	61	△6	△10.0%
Ad related services	23	21	△2	△8.6%
System Development	44	40	△4	△10.7%
Total	1,934	2,044	110	5.7%

* Turnkey services Suite of standard system applications with up-front and monthly recurring revenue.

Non-turnkey services ... Customized system applications with one-time and monthly recurring revenue.

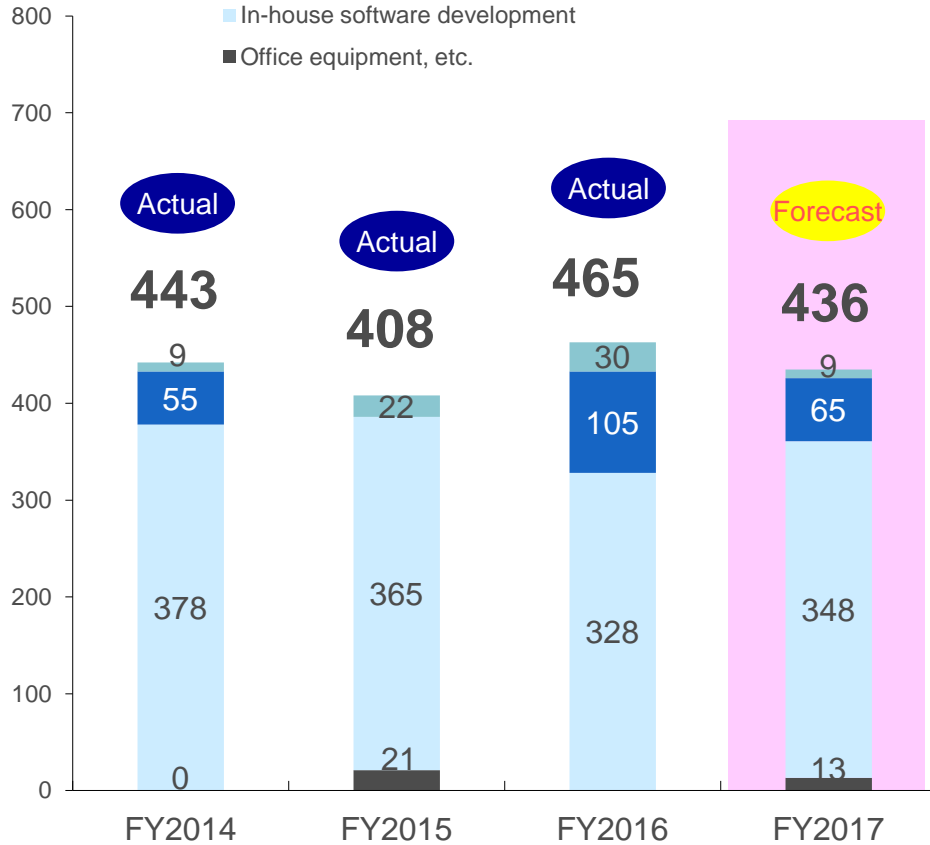
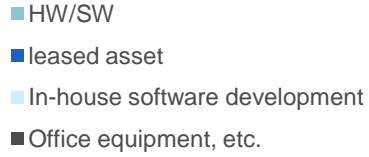
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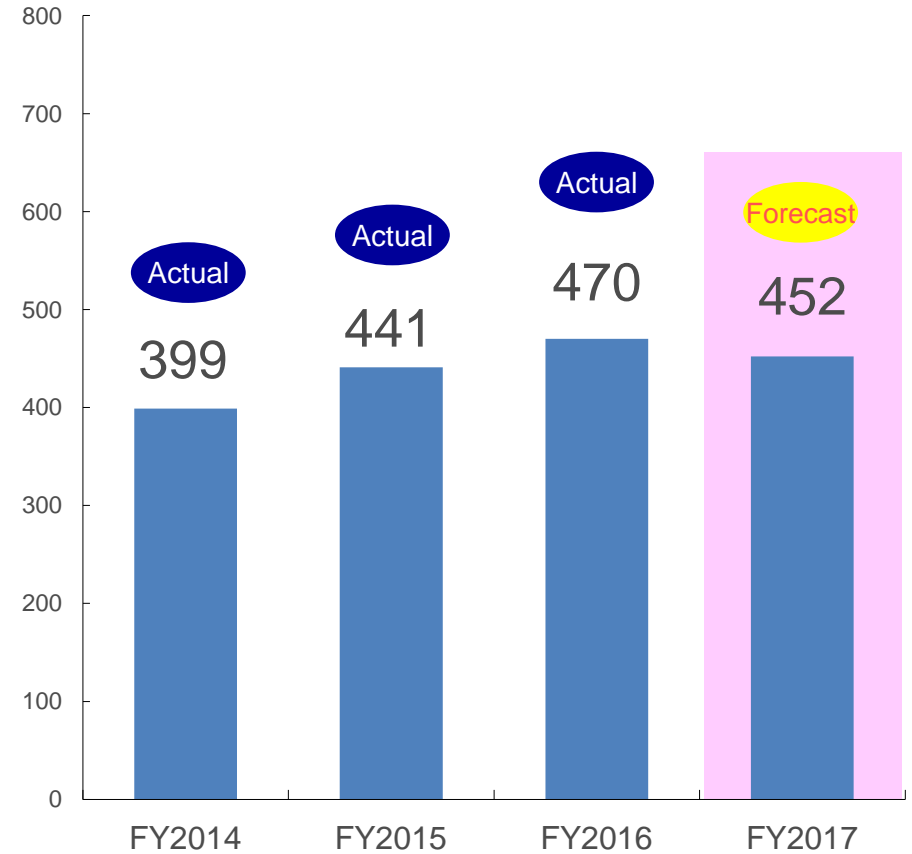
Investments for Growth to be Kept Within Depreciation Levels

Unit: Million yen



Investment Amount

Unit: Million yen



Depreciation

* Figures rounded down to the nearest million yen.

* Investment plan with regards to the Cloud Solution Business.

3. Business Overview

Target Index

- Number of clients **5,000** companies
- Monthly ARPU more than **¥100,000**
- Gross profit margin on Cloud Service more than **70%**

Expand and grow our client base

To keep increasing clients by evolving services and enriching the systems for the support for installation and clients

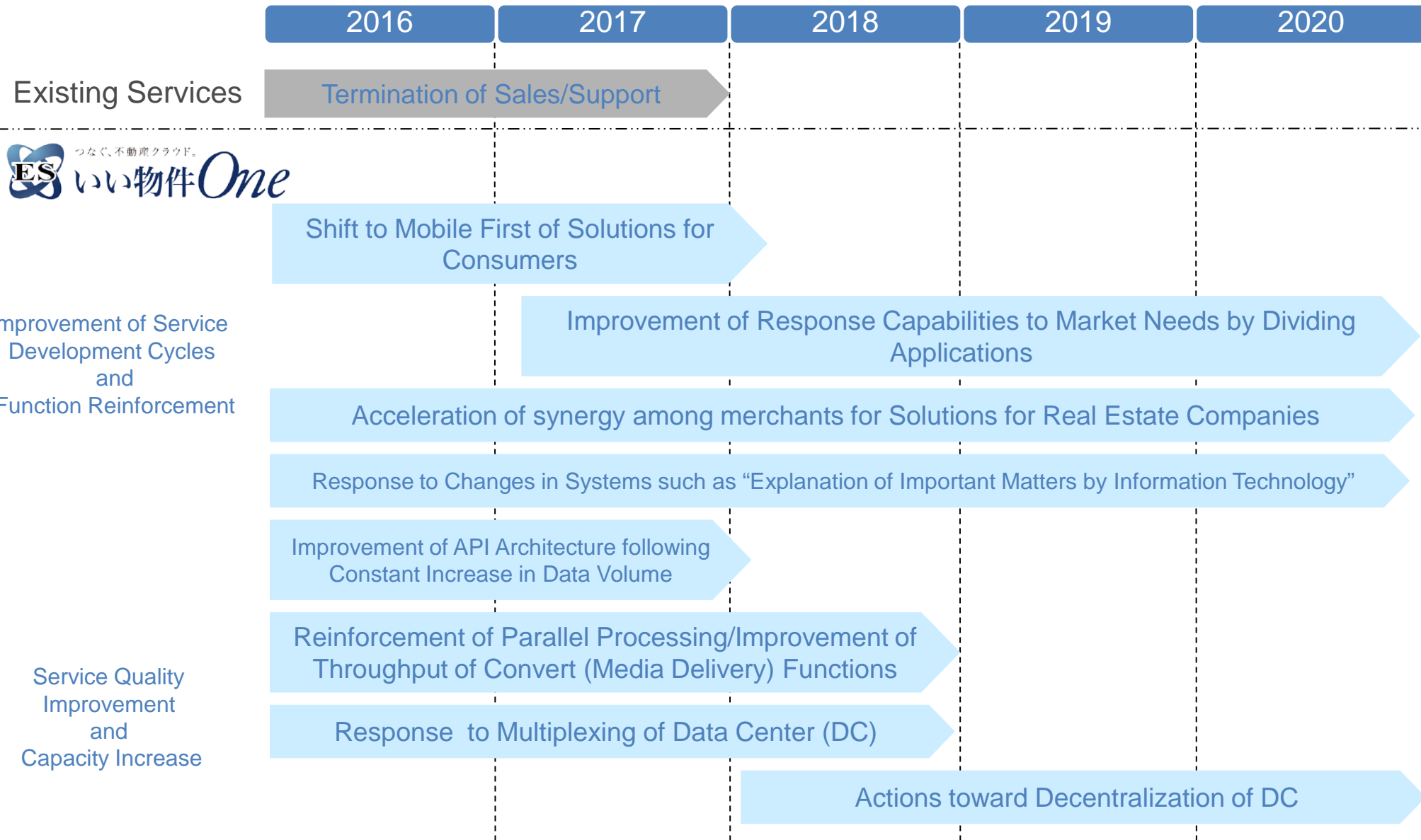
Improve sales and operation efficiency

To increase the average spending per client by improving additional values and lengthen the period of use by upgrading services

Future growth

To evolve ES e-Bukken One to real estate trade platforms

Outlook for Future Service Development Systems



*The above schedule is a plan at the present moment and is subject to change.



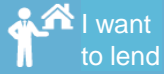
- The freshness of information is maintained with the function to upload data to major Internet media at the same time (with high interlocking precision)
- With full CMS function, a corporate website which interlocks with property information can be constructed
- ES e-Bukken One supports data distribution of property information among collaborative real estate companies

Soliciting, Rent Management, and Repair Management are all Fully Covered (Lease)

Soliciting ①

Lease brokerage and agency businesses

To receive requests for solicitation



- To store transaction records

To advertise real estate



- To post ads in their website
- To insert ads into the websites exclusively for dealers
- To insert ads into portal sites
- To print flyers
- Inter-dealer distribution
- To produce room layouts
- Management of surrounding facilities



To respond to feedbacks



- To deal with inquiries
- To automatically save feedbacks
- To manage the records of approaches to customers
- To produce rent estimates

Contracts ②

To newly conclude lease contracts



- Application forms
- Leaflets for explaining important items and contracts
- Settlement notes
- Transaction ledgers
- Progress management
- Storage of electronic files

Merits of conducting all tasks with a single system



All tasks are covered by Cloud!

Contract update

To update lease contracts



- Explanation of contract update
- Update settlement notes
- Record management
- Progress management
- To store electronic files

Contract cancellation

To cancel lease contracts



- To receive requests for cancellation
- Cancellation settlement notes, restoration to the original state
- Record management
- Progress management
- To store electronic files

Rent collection

To collect rents, etc.



- Money transfer to bank accounts
- Cooperation with factoring firms
- Cooperation with guarantee firms
- Management of reminders
- To charge variable expenses

To send money to outsourcers

- To offset expenses
- To conduct payments on behalf of payers
- Guarantee against delinquency
- A variety of methods for calculating remunerations
- Allocation to several owners
- Sublease indemnification management
- To produce comprehensive data of wire transfer

To report to outsourcers

- To liberalize the design for the statements of incomes and expenditures
- Plan to develop webpages that can be personalized by individual clients

Payment ③

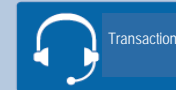
Operation and coordination

To conclude and update contracts for management entrustment



- Sublease
- To undertake operation
- Full-time management
- Real estate owned by companies

To deal with inquiries, including requests for repair



- Inquiries from occupants
- Inquiries from owners
- Record of communications with governmental offices, etc.
- Management of orders for repair received and placed
- To store electronic files

To manage keys



Repair ④

Business administration

To manage sales, deposits and withdrawals



To manage tasks



ES e-Bukken One won “Grand Prix-Society and Industry” of “ASPIC Cloud Award 2015*.”



* ASPIC Cloud Award 2015 is given to excellent and socially beneficial cloud services in Japan, hosted by ASPIC and sponsored by the Ministry of Internal Affairs and Communications, etc

* ASPIC (ASP-SaaS-Cloud Consortium) was established in 1999 as a nonprofit organization with a purpose to develop and support the “Cloud-ASP-SaaS-Data Center Project.” Since then, ASPIC has been creating and expanding market as well as securing safe and reliable market for cloud service, which is positively expected as social infrastructure, in cooperation with the Ministry of Internal Affairs and Communications

4. Appendix

Business Outline

Financial Data

Business Outline

Focused on the Large Real Estate Industry

- The real estate industry represents **13.2%** of GDP (427 trillion yen (nominal))



Real estate industry **13.2%** (56 trillion yen)

Source: National Accounts for 2014 (GDP by economic activity)

- Total real estate assets equals **1,687 trillion yen**

Residential
357 trillion yen



Non-residential
211 trillion yen



Land **1,118 trillion yen**



Source: National Accounts for 2014 (National assets)

- There are **122,685 real estate agencies**



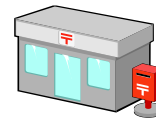
Source: Real Estate Transaction Improvement Organization (As of the end of Mar 2015)

much more than...



Convenience stores
54,018 stores (March 2016)

Source: JFA Convenience Store (monthly statistic report)



Post offices
24,452 offices (As of the end of Mar 2016)

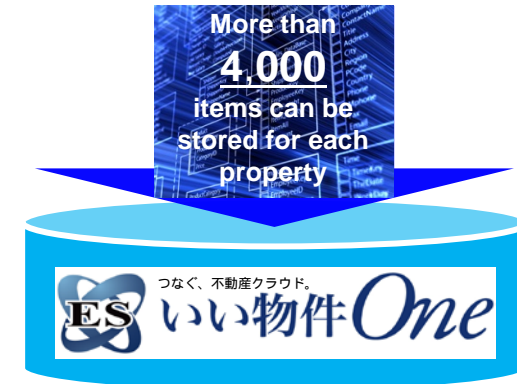
Source: Japan Post Network Co., Ltd.

The number of potential clients is enormous.

Databases is Essential for Real Estate Industry

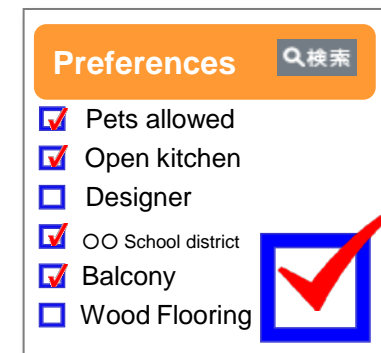
Real estate industry is an **“Information industry”**

- Requires immediate and accurate information
- The necessity of database that can manage the information on property, customers, and contracts together.



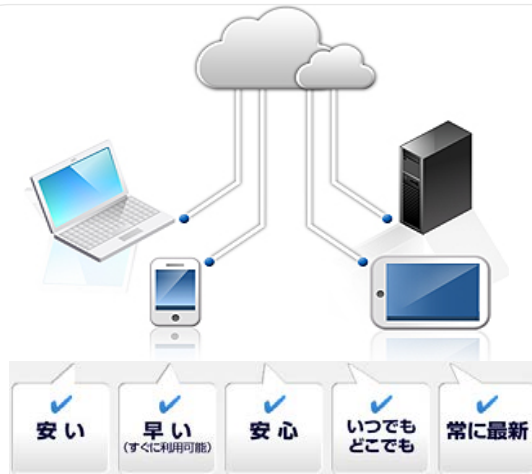
Diversified consumer needs!

- The necessity of comprehensive information database on real estate to satisfy a variety of preferences of consumers



Large Demand for More **“User-Friendly”** Databases

“Cloud Service” is Ideal for the Real Estate Industry



Benefits of Cloud Services

- No need for initial investment in servers, etc.
- Short lead time.
- No need to update (the latest version is always available).
- Saved data is safe and secure (security systems).
- Ideal part of BCP (Business Continuity Planning).

Real estate firms are scattered nationwide.

The industry is not oligopolistic, but small and medium-sized firms are dominant.

Work flow can be united into some patterns.

Master info (such as addresses and railroad names) is frequently updated.

Cloud services specializing in real estate businesses are anticipated!

Vision

To become an essential integral information infrastructure for the real estate market, where a variety of information on real estate is put together.



Mission

To create a market with high degree of satisfaction and reliability for all participants by enhancing the transparency of the market.

To pursue a single (large) field and offer “indispensable” systems for business

Our development staff who are versed in real estate businesses develop systems (accumulating know-how).

Direct sales force = tight relationship with clients, deep industry knowledge

Swift cycle of “grasping needs → planning → development”

Obtained the certificates of international standards in order to improve our service level and customer satisfaction further.

No bank borrowing and financially sound

Quality, Safety and Reliability of Our Services

Obtained “ISO/IEC20000-1:2011” (international standards) for improving our service level.

- “ISO/IEC20000-1:2011” (International standard of IT service management system)
(Initial certification in October, 2009)
- “ISO/IEC27001:2013” (International standard of information security management system)
(Initial certification in August, 2006)

Certified under the “Information Disclosure Certification Systems for Safety and Reliability of Cloud Services”

The Company’s “ES e-Bukken One” cloud service gained a certification under the “Information Disclosure Certification Systems for Safety and Reliability of Cloud Services”, which was institutionalized by ASPIC (ASP-SaaS-Cloud Consortium), based on the guidelines published by the Ministry of Internal Affairs and Communications.

☆ Certification Date: December 16, 2014

☆ Certification Period: December 16, 2014 to December 18, 2016



0183-1412

Higher customer satisfaction with high quality services

Business and Revenue Breakdown

Business	Service Category	Element Type	Contract Type	Revenue Recognition	Service and Revenue Details
Cloud Solution Business	Cloud Service	Stock (MRR)	Annual	Monthly amount	System usage fees for cloud service Turnkey services Operation services of customized solutions (resulting from A-cloud system development work)
	Network Solution	Stock (MRR)	Annual	Monthly amount	System operation and management fees. Operating and managing our various systems utilizing client assets (i.e. operating on HW and SW owned by clients).
	Advanced-Cloud Service (Ad related services)	Stock (MRR)	Quarterly	Monthly amount	Advertisement sales commission. Monthly commission on 「Yahoo! Real Estate」 listing service sales. ※Recognized revenue is NET (not GROSS) ※Based on quarterly contracts (ending Mar., Jun., Sep., Dec.)
	Advanced-Cloud Service (System Development)	Flow	From time to time	% of Completion / One time	System development revenue. Mostly client customization work done on our turnkey solution systems.
Related Business	Others (Real estate Brokerage)	Flow / Stock	From time to time / Annual	One time / Monthly amount	Real estate brokerage fees (rental property/sales property) and related fees (supporting employees search for homes). ※Business operated by e-Seikatsu Fudosan Co. Ltd. (100% owned subsidiary)

Company Profile

Established : January 21, 2000

Paid-in capital : 628 million 411 thousand 540 yen (As of the end of March 2016)

Listing : Mothers section of the Tokyo Stock Exchange (Code: 3796)

Relationship banks : The Bank of Tokyo-Mitsubishi UFJ, Ltd., Mizuho Bank, Ltd., Resona Bank, Ltd.,
Sumitomo Mitsui Banking Corporation, Sumitomo Mitsui Trust Bank, Limited,
Mitsubishi UFJ Trust and Banking Corporation

of employees : 127 (As of the end of March 2016)

Governance System : Company with Audit Committee

Officers :	President & CEO	Kiyotaka Nakamura	Outside Director, Auditor (Full-Time)	Akira Hirano
	Executive Vice President & Co-CEO	Zenichi Maeno	Outside Director, Auditor	Masahito Omachi
	Executive Vice President & CFO	Hiroyuki Shiokawa	Outside Director, Auditor	Shinichi Shamoto
	Executive Vice President & COO	Hiroyoshi Kitazawa	Outside Director, Auditor	Masayasu Takahara
	Managing Director, CTO	Akira Matsuzaki		

Audit Corporation : The Kisaragi Audit Corporation

Offices :

(Headquarters) 2-32, Minamiazabu 5-chome, Minato-ku, Tokyo

(Osaka office) GRAND FRONT OSAKA TOWER A, 4-20 Ofukacho, Kita-ku, Osaka

(Fukuoka office) 11-17, Tenjin 1-chome, Chuo-ku, Fukuoka-shi, Fukuoka

(Nagoya office) Dainagoya Building 28-12, Meieki 3-chome, Nakamura-ku, Nagoya-shi, Aichi

Financial Data

“ES e-Bukken One” License and User Numbers

(Unit: Number of services with payment started, companies)

ES e-Bukken One		2014 Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	2015 Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	2016 Jan.	Feb.	Mar.
Rental Property (Leasing Management)	New	159	163	167	172	182	195	194	202	212	221	223	230	237	241	251	253	267	273	285	304	315	322	323	322
	Shift	103	107	116	124	141	150	160	167	173	219	232	234	242	249	261	276	288	297	300	311	321	334	340	340
Rental Property (Leasing Management) Total		262	270	283	296	323	345	354	369	385	440	455	464	479	490	512	529	555	570	585	615	636	656	663	662
One Management	New	25	29	29	33	43	52	57	64	73	78	80	80	88	92	104	101	110	111	114	120	125	126	126	122
	Shift	16	17	22	27	48	55	61	69	75	76	80	82	82	86	94	105	107	114	114	120	121	123	127	127
One Management Total		41	46	51	60	91	107	118	133	148	154	160	162	170	178	198	206	217	225	228	240	246	249	253	249
One Sales	New	101	100	101	101	107	111	118	126	125	128	131	134	140	148	153	152	158	161	164	167	175	177	177	180
	Shift	53	53	54	54	59	62	63	66	67	69	74	77	80	83	84	85	91	94	95	97	101	103	107	106
One Sales Total		154	153	155	155	166	173	181	192	192	197	205	211	220	231	237	237	249	255	259	264	276	280	284	286
Website	New	179	184	187	194	203	211	212	221	229	239	239	250	256	265	272	274	283	290	301	323	335	343	345	344
	Shift	112	116	125	132	148	157	168	175	181	194	205	209	216	221	230	243	258	268	271	281	290	298	305	305
Website Total		291	300	312	326	351	368	380	396	410	433	444	459	472	486	502	517	541	558	572	604	625	641	650	649
Companies		347	356	371	384	420	445	462	483	503	564	589	600	623	643	669	688	721	741	760	794	820	840	849	848

* “Shifts” are transfers from other services to the “ES e-Bukken One” service.

* Free accounts are not included in the above numbers.

* The total number of “One Rental (management option),” “One Rental (full-time management),” and “One Rental (rent management)” is expressed by “One Management.”

Consolidated Income Statement

(Million yen)	FY2014				FY2015				FY2016			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Sales	454	461	451	452	450	452	476	473	457	481	493	501
COGS	139	158	171	171	165	159	167	176	169	170	177	186
Gross Profit	314	302	279	281	284	292	308	296	288	311	315	315
Gross Profit Margin	69.2%	65.5%	61.9%	62.2%	63.2%	64.8%	64.8%	62.7%	63.0%	64.6%	63.9%	62.8%
SG & A	305	297	303	283	264	261	268	267	286	280	270	266
Operating Income	8	5	△23	△1	19	31	39	28	2	30	44	48
Operating Income Margin	2.0%	1.1%	△5.3%	△0.3%	4.4%	7.0%	8.3%	6.1%	0.5%	6.3%	9.1%	9.6%
Recurring Income	8	6	△23	△1	20	32	38	29	2	31	44	47
Recurring Income Margin	1.9%	1.5%	△5.3%	△0.3%	4.5%	7.1%	8.2%	6.2%	0.4%	6.4%	9.0%	9.5%
Extraordinary Income	—	—	—	—	—	—	—	—	—	—	—	—
Extraordinary Loss	—	0	4	3	0	0	0	0	—	—	—	14
Quarter Net Income	△1	△1	△25	△8	11	17	22	15	△1	17	26	18
Net Income Margin	△0.3%	△0.4%	△5.7%	△1.8%	2.5%	3.9%	4.7%	3.3%	△0.3%	3.7%	5.4%	3.7%

* Quarterly figures are not audited (cumulative figures are audited).

* '-' indicates zero yen, '0' indicates an amount less than one million yen.

* Figures are rounded down to the nearest million yen.

Consolidated Balance Sheet

(Million yen)	FY2014				FY2015				FY2016			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Current Assets Total	635	619	573	564	526	578	613	660	567	607	627	706
Non-Current Assets Total	1,311	1,329	1,339	1,352	1,349	1,335	1,333	1,313	1,298	1,393	1,348	1,302
Assets Total	1,947	1,949	1,912	1,917	1,876	1,913	1,947	1,974	1,866	2,001	1,976	2,009
Current Liabilities Total	274	288	274	282	264	293	319	343	264	312	272	296
Non-Current Liabilities Total	115	105	107	113	99	90	75	63	59	128	117	106
Liabilities Total	390	394	382	395	364	383	395	406	324	441	389	403
Net Assets Total	1,556	1,555	1,529	1,521	1,512	1,529	1,552	1,567	1,542	1,559	1,586	1,605
Liabilities & Net Assets Total	1,947	1,949	1,912	1,917	1,876	1,913	1,947	1,974	1,866	2,001	1,976	2,009

* Figures are rounded down to the nearest million yen.

Consolidated Cash Flow Statement

(Million yen)	FY2014				FY2015				FY2016			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
CF from Operating Activities	103	154	63	70	132	162	145	145	38	169	121	180
CF from Investing Activities	△82	△109	△95	△100	△115	△88	△97	△103	△94	△109	△80	△86
CF from Financing Activities	△71	△21	△8	△9	△28	△13	△10	△10	△32	△13	△17	△15
Net increase in cash and cash equivalents (△decrease)	△50	23	△40	△39	△11	60	37	31	△87	45	23	78
Cash and Cash Equivalents (end of term)	502	526	485	446	434	495	533	564	477	523	546	625

* Quarterly cash flow statements are not audited (cumulative period cash flow figures are audited).

* '-' indicates zero yen, '0' indicates an amount less than one million yen.

* Figures are rounded down to the nearest million yen.

Cloud Solution Business Revenues by Product

		FY2014				FY2015				FY2016			
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Cloud Service		432	417	418	419	418	426	434	437	441	450	468	469
	Turnkey services	389	375	376	377	376	384	393	396	407	417	434	437
	Up-front revenue	11	10	12	6	9	14	18	15	18	17	22	13
	Monthly recurring revenue	377	365	364	371	367	370	374	381	389	399	412	424
	Non-turnkey services	42	42	41	41	41	41	41	41	33	33	33	31
Network Solution		8	8	8	9	8	8	8	9	8	8	8	9
Advanced-Cloud Service		13	34	23	23	22	17	32	25	7	22	15	21
	Ad related services	11	9	8	8	8	7	7	6	6	5	5	5
	System Development	2	25	14	15	14	9	25	19	1	16	10	16
Sales Total		454	461	450	452	450	452	475	473	457	482	492	501
Number of Cloud Service clients (Companies)		1,374	1,346	1,335	1,320	1,300	1,294	1,290	1,245	1,254	1,256	1,280	1,266
Number of employees (Non-consolidated)		140	138	137	133	138	140	134	131	146	140	137	127

* Turnkey services Suite of standard system applications with up-front and monthly recurring revenue.

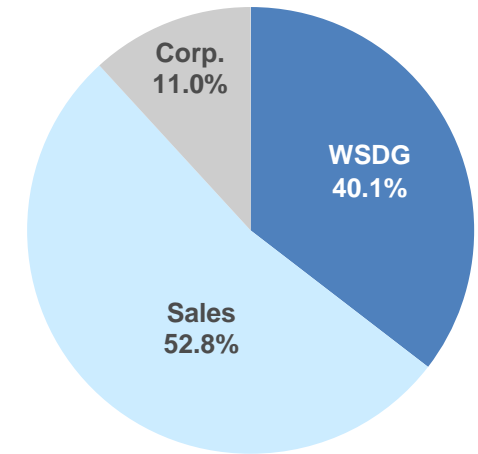
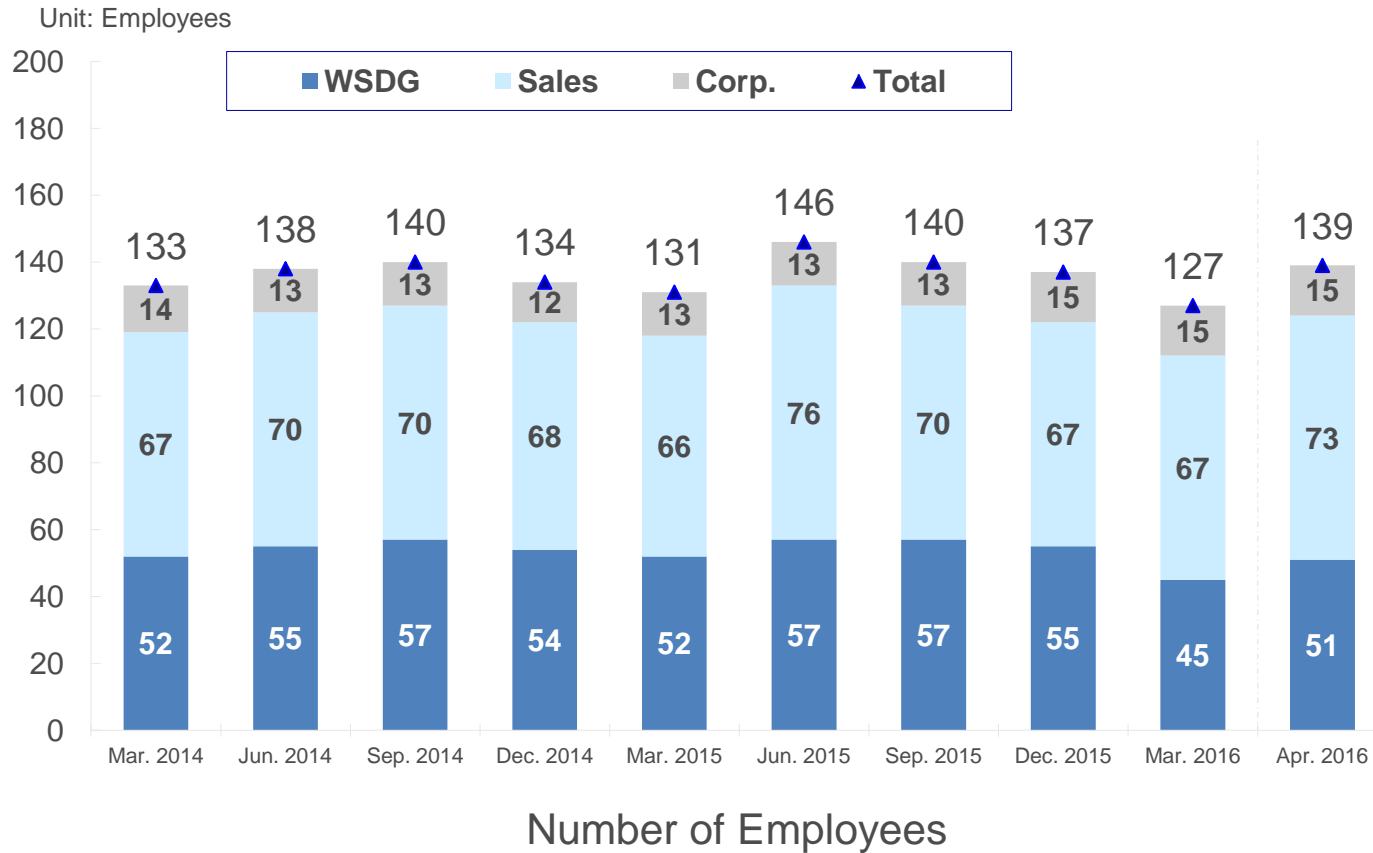
Non-turnkey services ... Customized system applications with one-time and monthly recurring revenue.

* Quarterly income figures are not audited (cumulative figures are audited).

* Cloud Solution Business sales figures have not been adjusted for internal transactions.

* Figures are rounded down to the nearest million yen.

Number of Employees



Breakdown by Division
(March, 2016)

* Excluding directors, advisors, and part-time workers.

* WSDG: Web Solution Development Group, Sales: Sales & Sales Planning Group, Corp: Corporate staff



The real estate market will grow with cloud services.

Statements made at the meeting or included in this document that are not historical facts are forward looking statements about the future performance of e-Seikatsu Co., Ltd.

You are cautioned that a number of factors could cause actual results to differ materially from those discussed in the forward looking statements.