Results Briefing
For the First Three Quarters of Fiscal 2015

GMO TECH

Securities Code: 6026

October 29, 2015

1. Executive Summary
2. Financial Results
3. Results by Segment
   i) Smartphone Affiliate ASP
   ii) PC/Mobile Advertising Support
   iii) Smartphone App CMS ASP
4. Future Strategy

Executive Summary

Financial Results

Progress in operating income reached 81%
No change in full-year forecasts

(Millions of yen)	3Qs 2014	FY2015 Forecast	3Qs 2015	YoY	Progress on forecast
Net sales	2,199	3,300	2,571	+16%	78%
Operating income	204	340	275	+34%	81%
Ordinary income	202	340	274	+35%	81%
Net income	123	204	170	+38%	84%

Qualitative Report

Q3 Financial Results

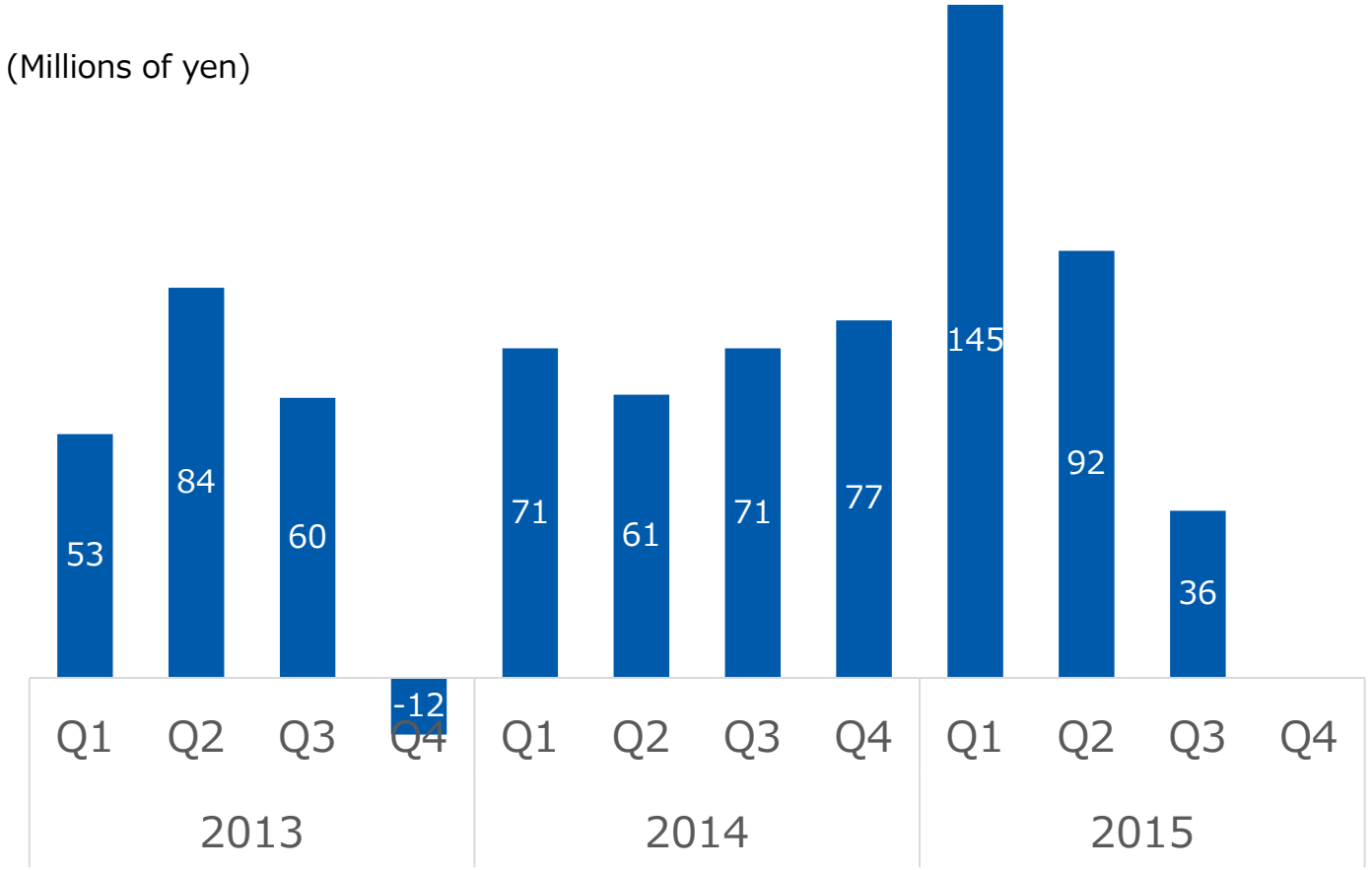
1st Half review	Q1: more than expected; Q2: as initially planned
Q3 Results	Change in market environment for Smartphone Affiliate ASP + additional investments in Smartphone App CMS ASP business caused shortfall of operating income initially planned

Segment Report

Smartphone Affiliate ASP	Increased acquisitions of Adnetwork media New product development (supporting deep-link)
PC/Mobile Advertising Support	Incorporated growing demands in social Ads
Smartphone App CMS ASP	Greater revenue following increased number of agencies System upgrades (user analytics)

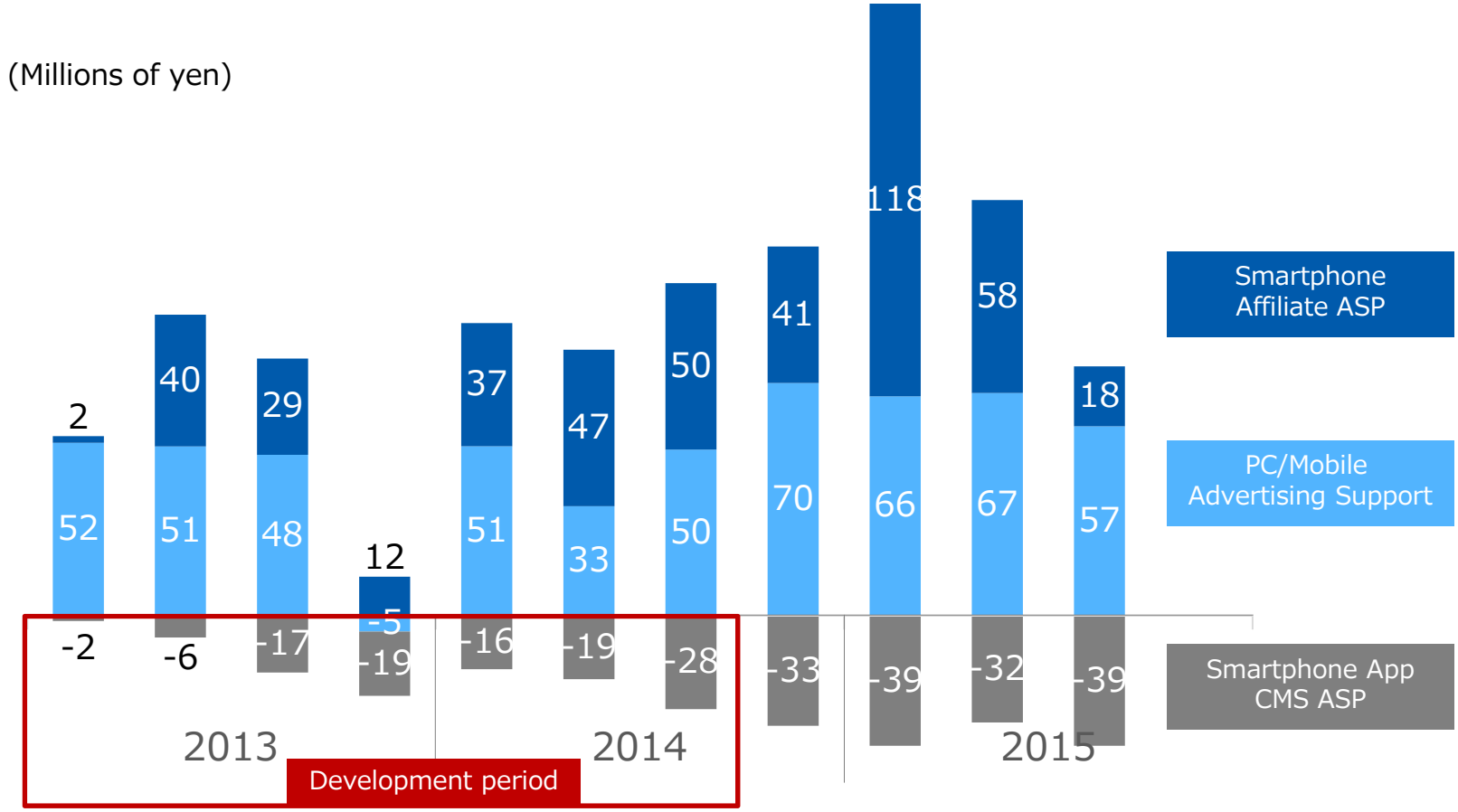
Operating Income by Quarter

Q1: more than expected; Q2: as initially planned
Q3: decrease due to changes in market environment
plus additional investments in Smartphone App CMS ASP business



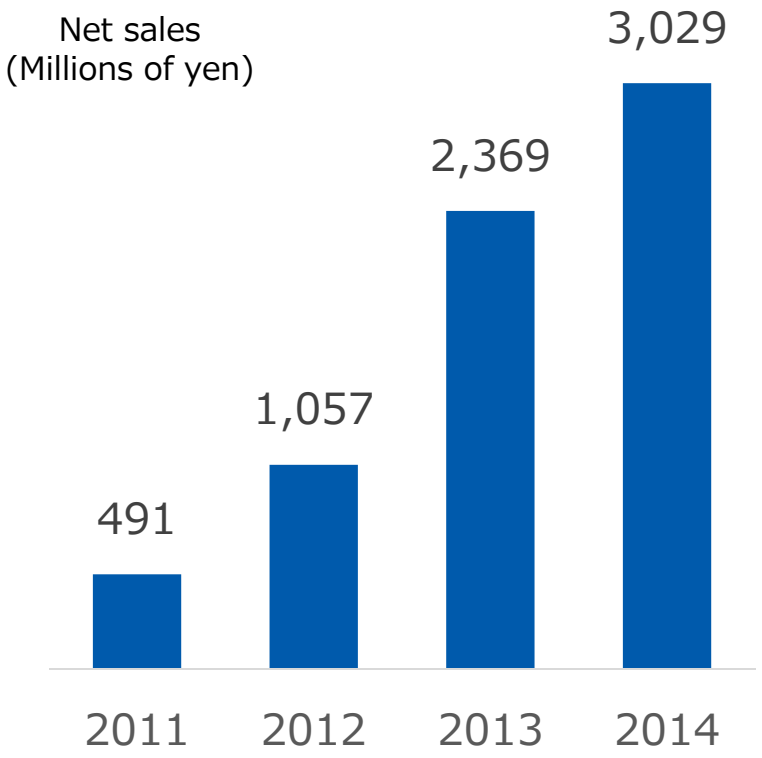
Operating Income by Segment

Continued investments in Smartphone App CMS ASP business, which holds smaller but accumulated number of clients with periodical income to bring us another stable source of income



Special Feature

October 20, 2015:
Awarded Deloitte Japan Technology Fast 50™
(Ranked #9)



Revenue growth rate over the last 3 years:
516.99%



Financial Results

Balance Sheet

(Millions of yen unless otherwise stated)

	As of Dec. 31, 2014	As of Sep. 30, 2015	Change in percentage
Current assets	1,376	1,343	-2.4%
Cash and deposits	830	755	-9.0%
Noncurrent assets	39	72	84.6%
Total assets	1,415	1,416	0.1%
Current liabilities	563	450	-20.1%
Noncurrent liabilities	0	0	0.0%
Total liabilities	564	451	-20.0%
Net assets	851	964	13.3%
Shareholders' equity Retained earnings	851 307	964 421	13.3%
Shareholders' equity ratio	60.1%	68.1%	+7.9pt
Total liabilities and net assets	1,415	1,416	0.1%

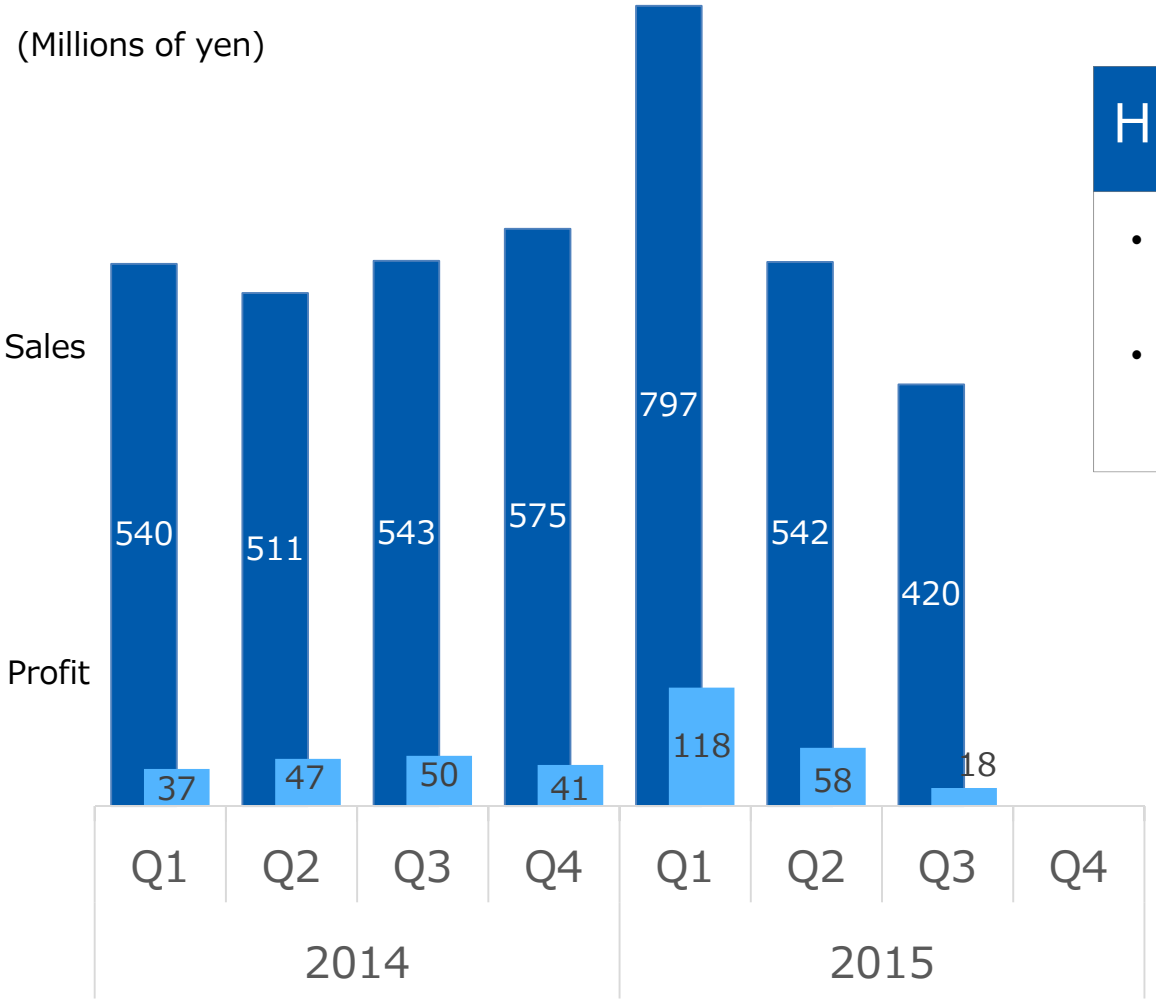
Statement of Income

(Millions of yen unless otherwise stated)

	3Qs 2014	3Qs 2015	Full-year Forecast	Progress on forecast
Net sales	2,199	2,571	3,300	78%
Cost of sales	1,639	1,813		
Gross profit	559	757		
SG&A	355	481		
Operating income	204	275	340	81%
Operating margin	9.3%	10.7%		
Non-operating income	0	0		
Non-operating expenses	2	1		
Ordinary income	202	274	340	81%
Extraordinary income and loss	-	-		
Income taxes	79	103		
Net income	123	170	204	83%

Results by Segment

Segment Overview 1



High volatility

- Sales down 16%
  Profit down 70%
- Adapt to changing environment

GMO SmaAD Adnetwork

GMO SmaAD Reward

Product Enhancement

Large-scale Renewal in SmaAD features

October 1, 2015:
Renewed Control Panel (supporting deep link)



<独自ディープリンク広告の活用イメージ>

Transition to specific content for users who have ALREADY downloaded App

Transition to download page for users who have NOT downloaded App

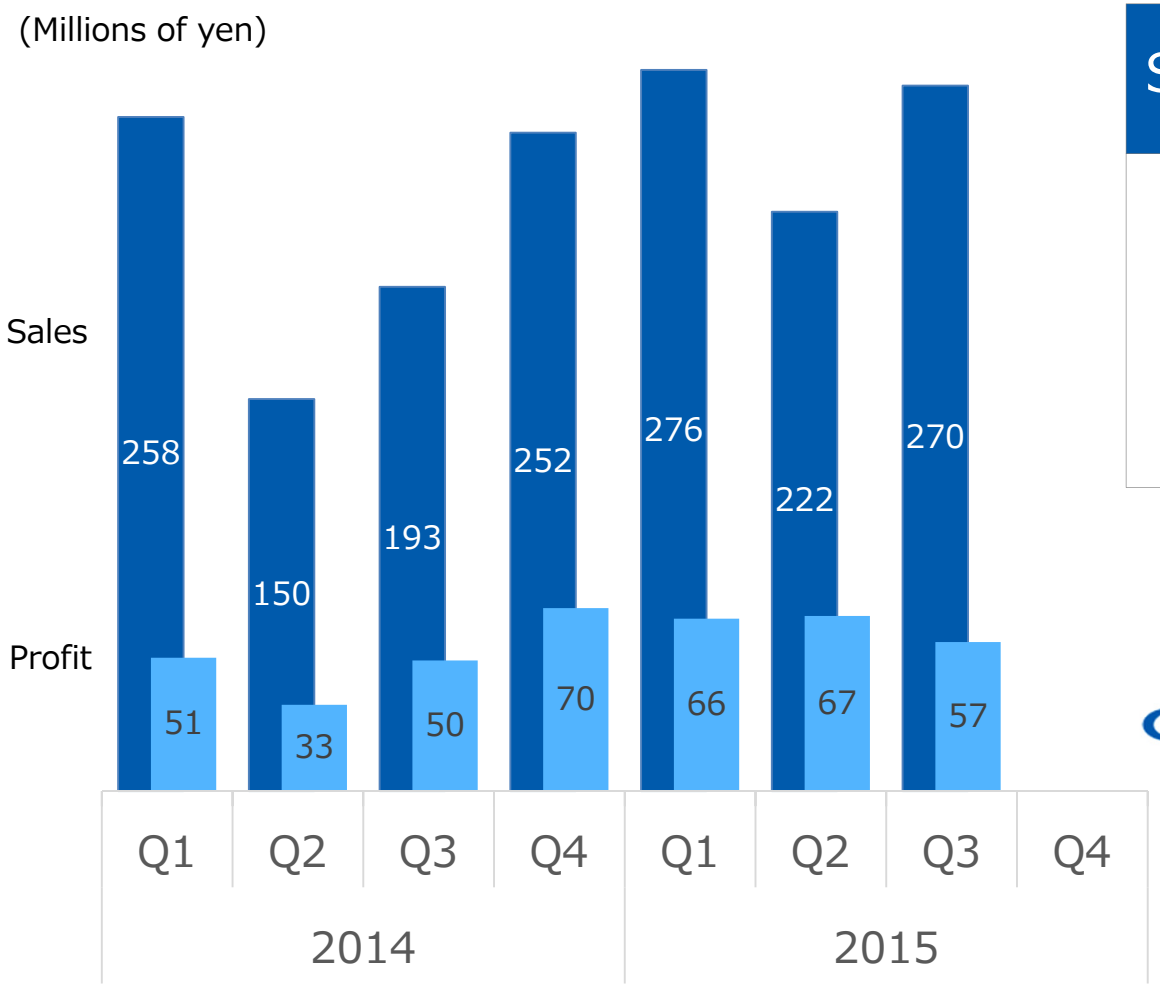
New Product

Video Promotion Support

October 15, 2015:
Launched *C-clip* video promotion support service
featuring YouTubers in cooperation with Bizcast



Segment Overview 2



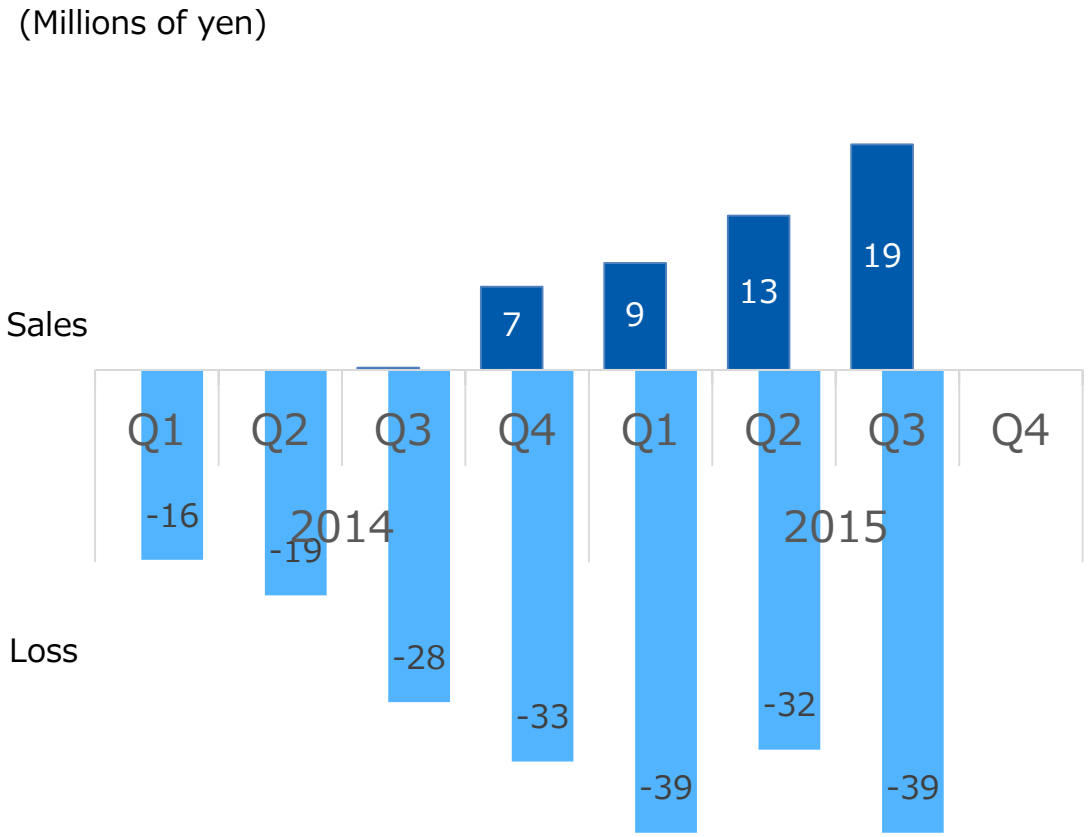
Stable growth

- Sales up 39%
  Profit up 12%
- Launch new products/services for social Ads

SEO Airlines by GMO

GMO Social Media Support

Segment Overview 3



Continued investment

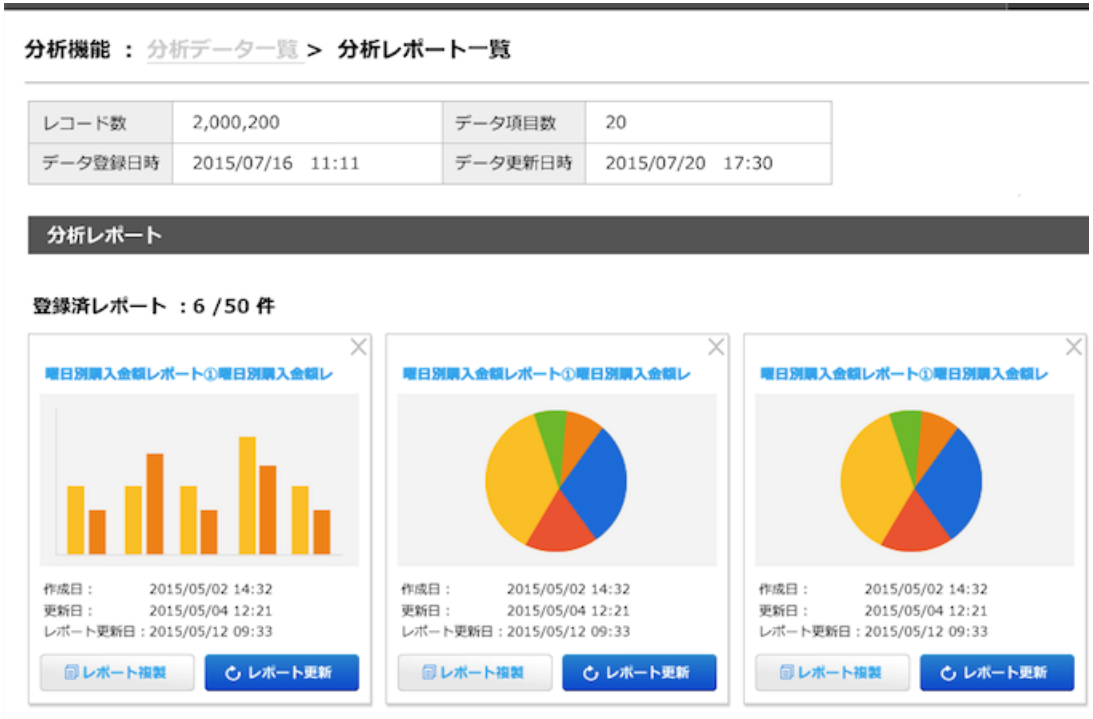
- Increased revenue
- Keep expanding sales channel and upgrading

GMO AppCapsule

Product Enhancement

Upgrading Marketing Support Capabilities

September 29, 2015:
Launched user analytics features



- Added push notification by user segmentation such as age, region or hobby
- Enabled precise marketing activities by user attribute

Product Enhancement

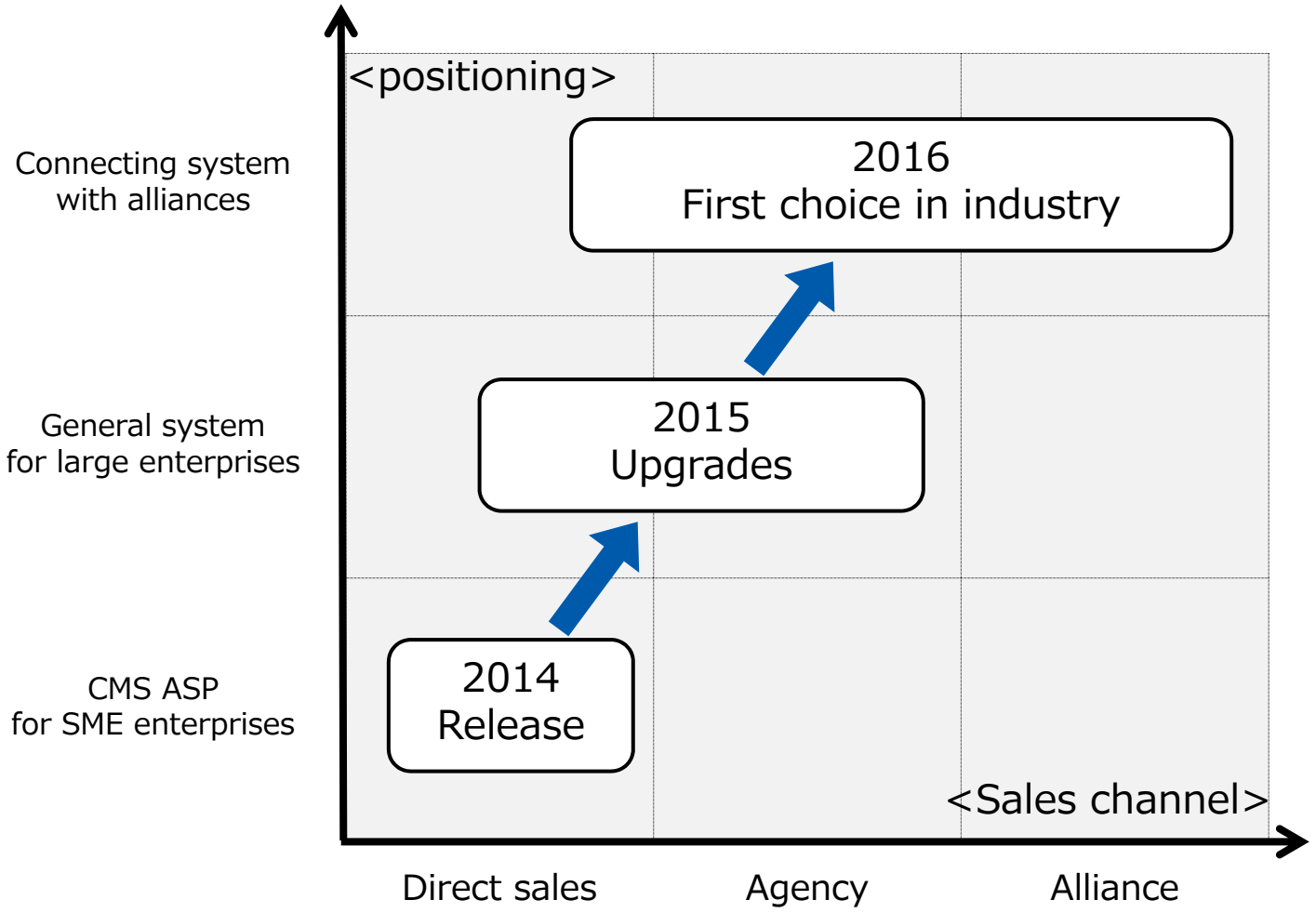
Increased Number of Clients

October 1, 2015:
Contracts with over 400 clients concluded



Growth Strategy

2015: Keep upgrading and gain higher recognition
2016: Become first choice as O2O service App in Japan



Future Strategy

Strategy for 2016

Smartphone Affiliate ASP	Launching new products/services for smartphone Ads to gain No.1 positioning
PC/Mobile Advertising Support	Increase sales through marketing new products/services for social Ads
Smartphone App CMS ASP	Expand sales drastically as No.1 product in industry



Copyright (C) 2015 GMO TECH, Inc. All Rights Reserved.