Fiscal Year 2015
Results Presentation

GMO TECH

Securities Code : 6026

February 4, 2016

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

Financial Results

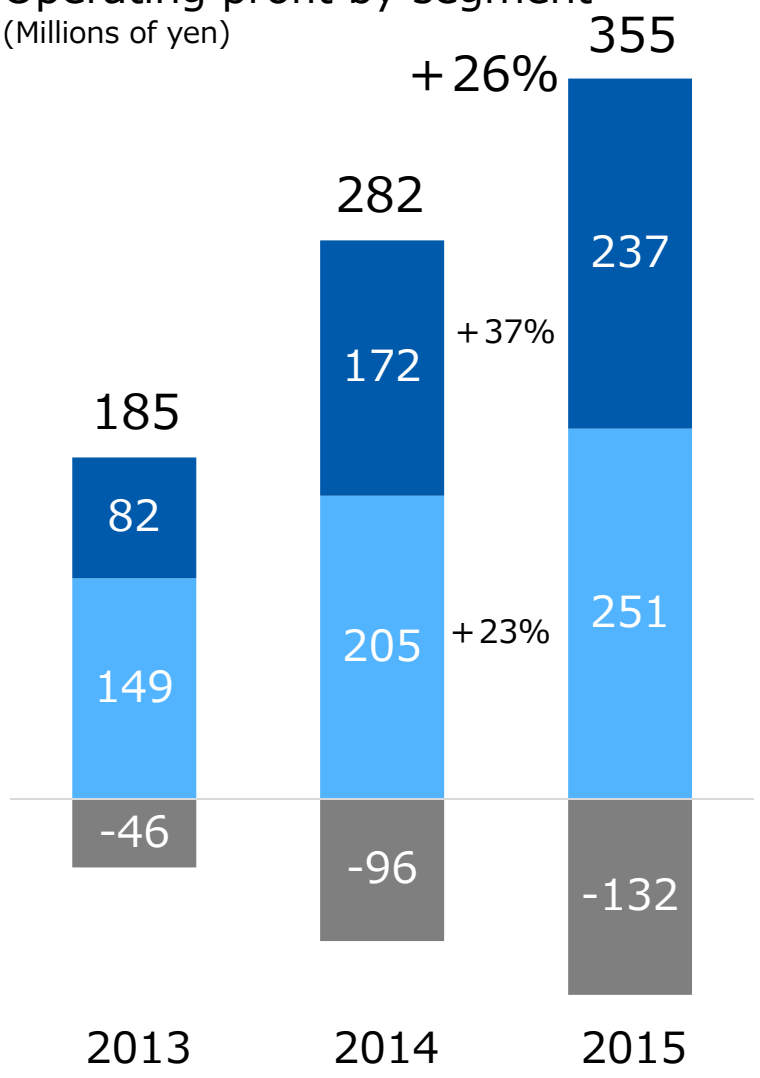
Revenue up13.5%, profit up 26.5%
Revenue & profit both come in above forecast

(Millions of yen)	2014	2015 Forecast	2015 Actual	YoY % increase	Progress on forecast
Net sales	3,029	3,300	3,439	+13.5%	104.2%
Operating income	281	340	356	+26.5%	104.2%
Ordinary income	261	340	355	+36.0%	104.4%
Net income	157	204	220	+39.6%	107.8%

2015 overview

Operating profit by segment

(Millions of yen)



Smartphone Affiliate ASP

<Rapidly Growth>
1H powerful growth,
2H weak by environmental change

PC/Mobile Advertising Support

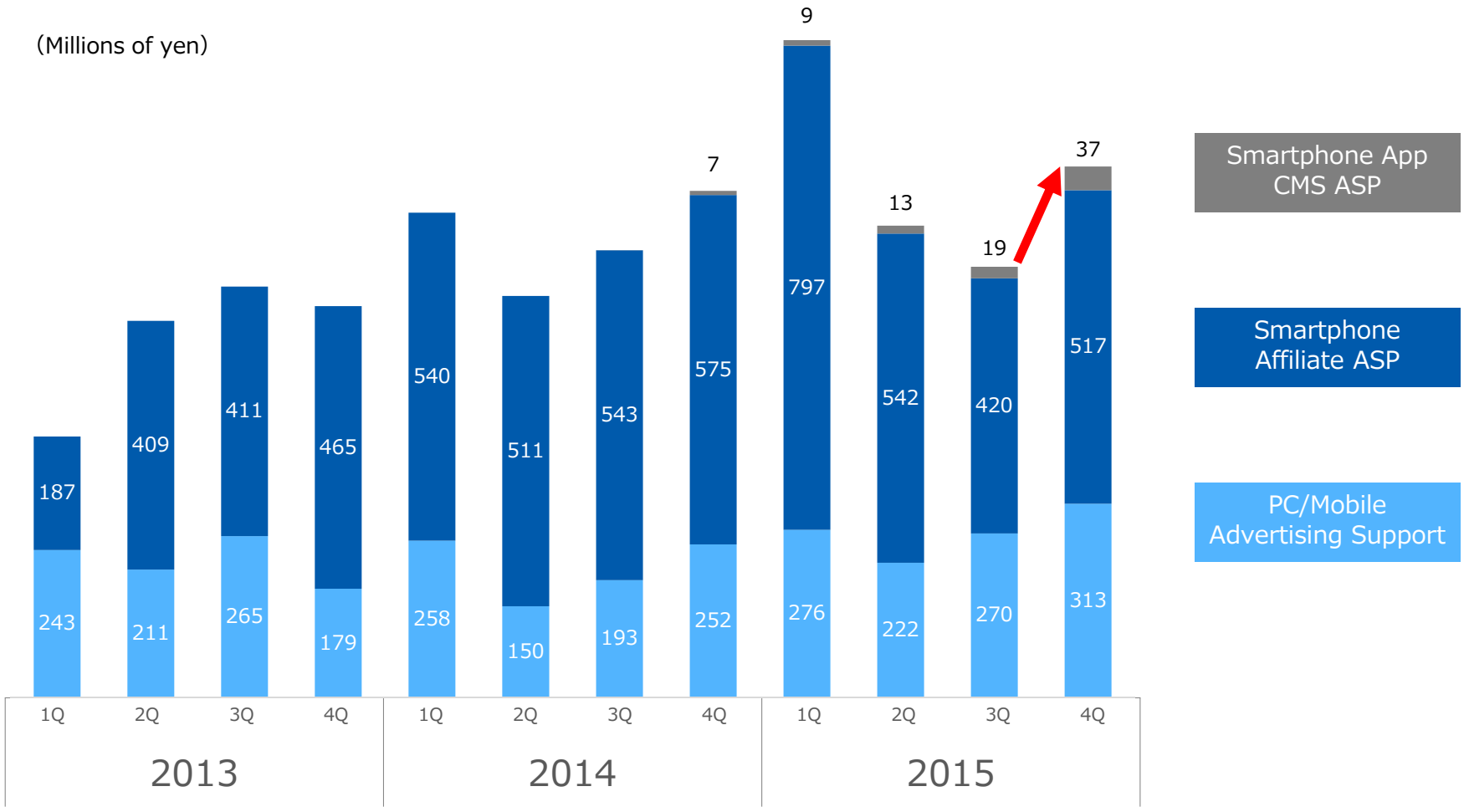
<Stable Growth>
Sustained growth driven by social ads

Smartphone App CMS ASP

<Investment Phase>
Product Enhancement for large enterprises

Sales by segment

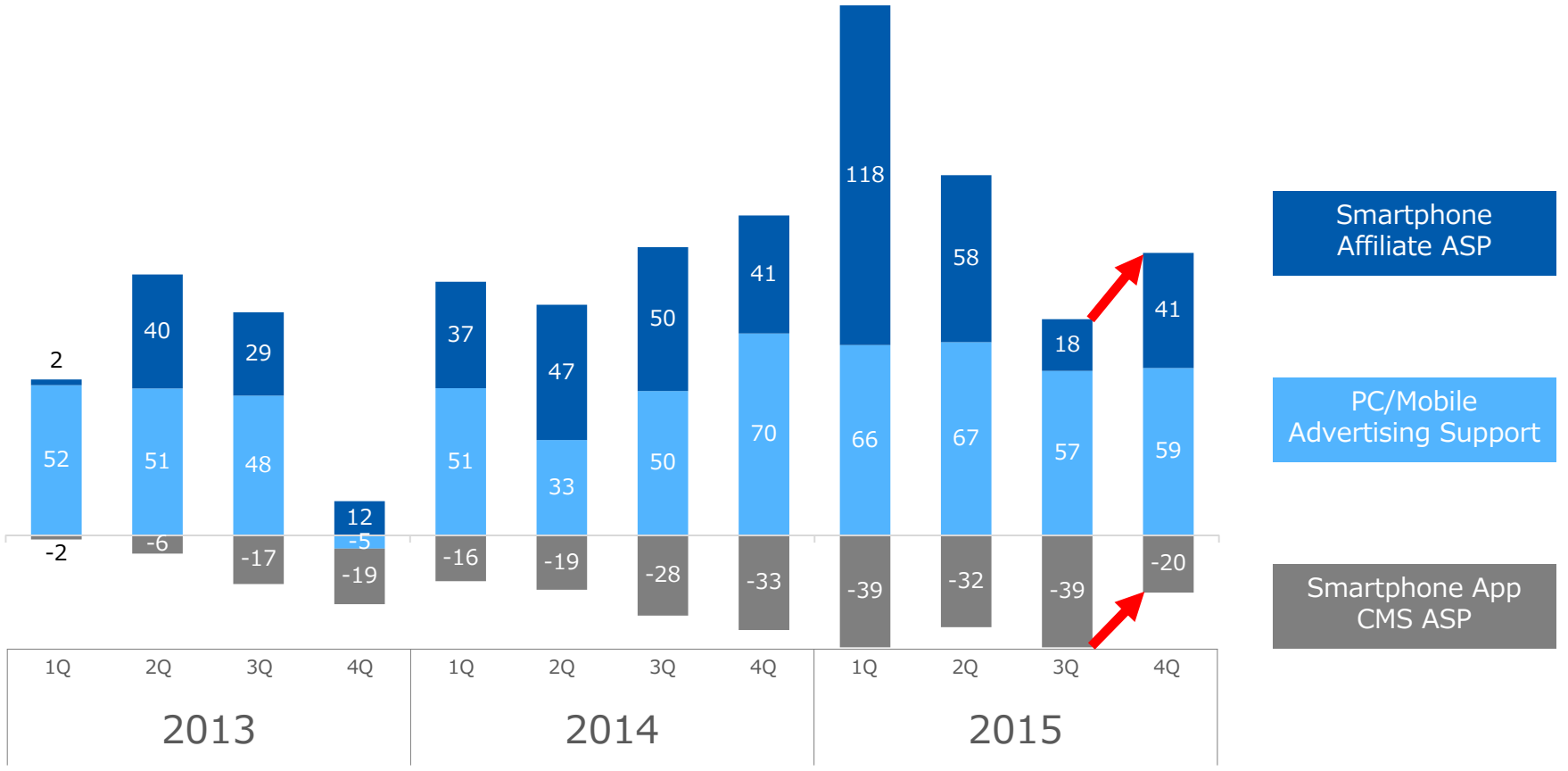
Revenue growth 20% up in all segments
Double in smartphone App CMS ASP



Operating profit by segment

Recovery Q4 in smartphone Affiliate ASP
Segment loss reduced in smartphone App CMS ASP

(Millions of yen)



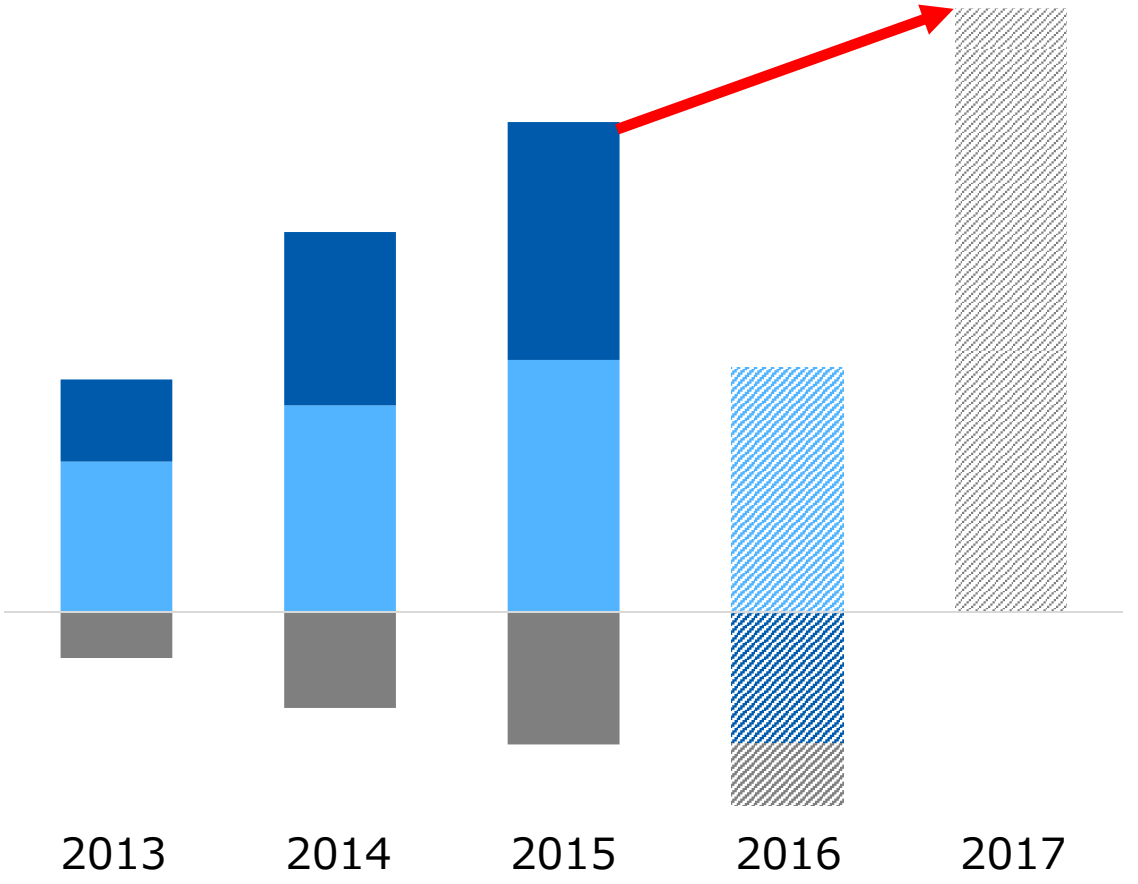
2016 earnings forecast

22% revenue growth,
300 millions yen investment in smartphone affiliate ASP

(Millions of yen)	2014	2015	2016 Forecast	YoY % increase
Net Sales	3,029	3,439	4,200	+22%
Operating income	281	356	50	−86%
Ordinary income	261	355	50	−86%
Net income	157	220	30	−86%

Operating profit by segment – future image

Strategic investment in growth area
Target : 600 millions yen in 2017



Smartphone Affiliate ASP — Focus on CPI ads

PC/Mobile Advertising Support — Adapt to Social ads need

Smartphone App CMS ASP — Investment to profit

Shareholder Returns Policy

Strategic investment to secure dividend resources in long-term.

Dividend payout ratio : 50%

Share Buyback : flexible judgment

	Net Profit (Millions of yen)	Net Profit per share (yen)	dividend payout ratio	dividend per share (yen)
2014	158	157	33.2%	52.00
2015	220	200	35.0%	70.02
2016 (forecast)	30	27	NEW 50%	13.70

Financial Results

Balance Sheet

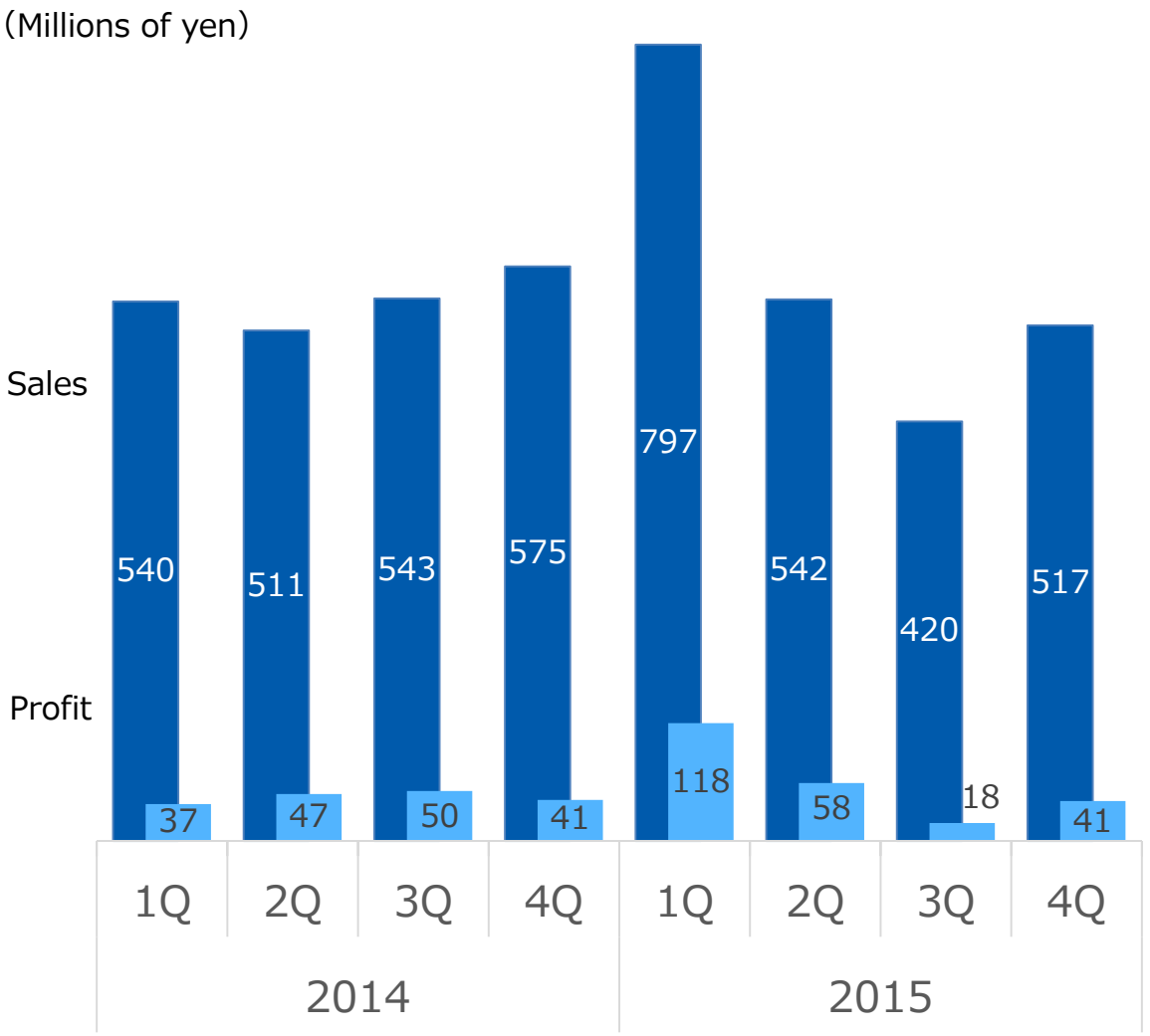
(Millions of yen)	As of Dec. 31, 2014	As of Dec. 31, 2015	Change in percentage
Current assets	1,376	1,571	+14%
Cash and deposits	830	509	−39%
Noncurrent assets	39	69	+77%
Total assets	1,415	1,641	+16%
Current liabilities	563	627	+11%
Noncurrent liabilities	0	0	0%
Total liabilities	564	628	+11%
Net assets	851	1,013	+19%
Shareholders' equity Retained earnings	851 307	1,014 470	+19%
Shareholders' equity ratio	60.1%	61.7%	+1.6pt
Total liabilities and net assets	1,415	1,641	+16%

Statement of Income

(Millions of yen)	2014	2015	2016 forecast	YoY
Net Sales	3,029	3,439	4,200	13.5%
Cost of sales	2,229	2,449		
Gross profit	800	989		
SG&A	518	633		
Operating income	281	356	50	26.5%
Operating margin	9.3%	10.4%		
Non-operating income	0	0		
Non-operating expenses	20	1		
Ordinary income	261	355	50	36.0%
Extraordinary income and loss	0	0		
Income taxes	103	134		
Net income	157	220	30	39.6%

Results by Segment

Segment Overview 1



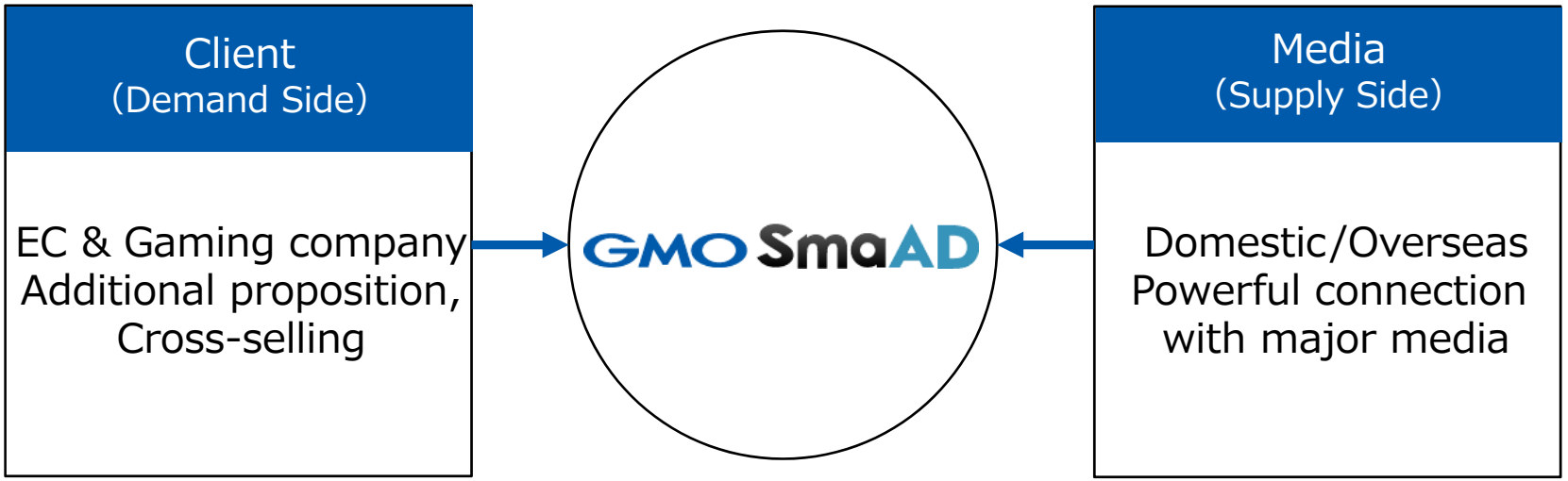
New Strategy

[2015] Sales up 7%
Profit up 37%
[2016] New product utilizing existing resources

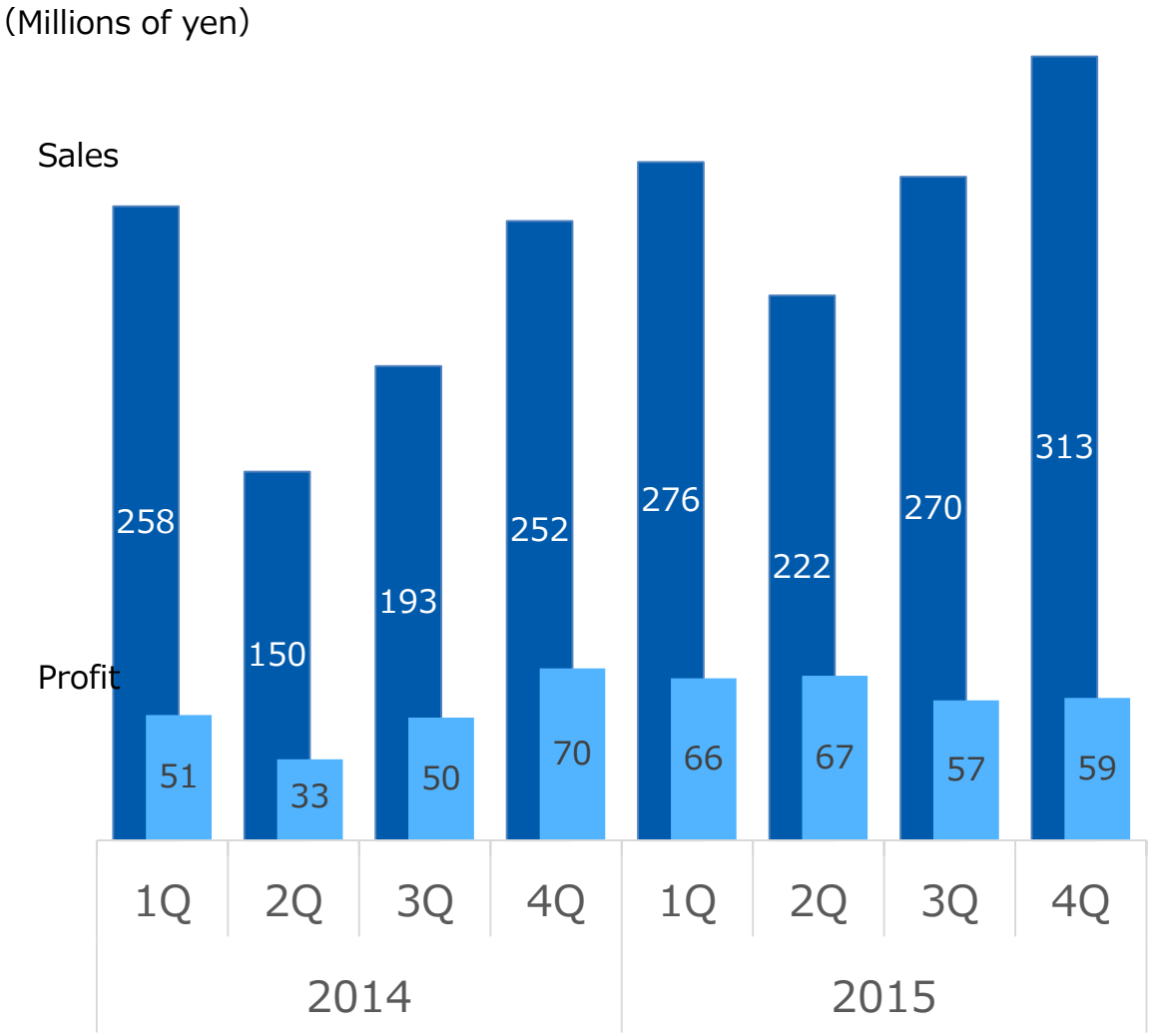
Product Enhancement

Goal : No.1 in App install ads

(Action) Scheduled to release several new product,
Smartphone App install ads from 2016 to 2017 Q1



Segment Overview 2



■ Stable Growth

[2015] Sales up 22%
Profit up 23%
[2016] Social Ads as growth driver

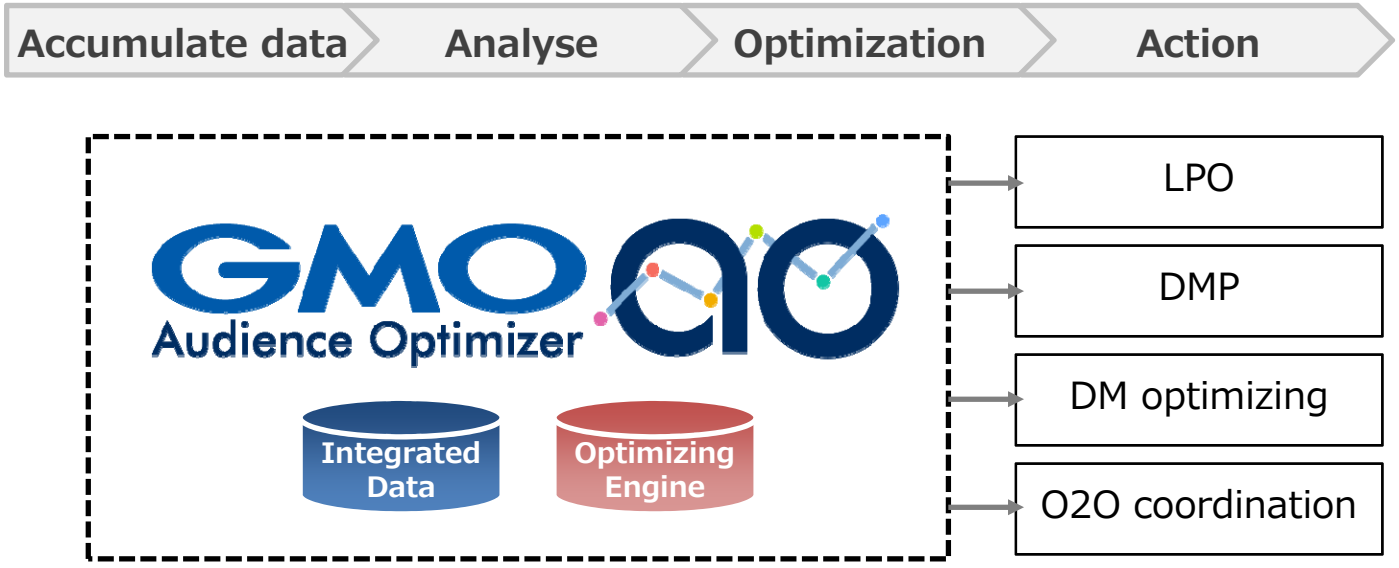
SEO Airlines by GMO

GMO Social Media Support

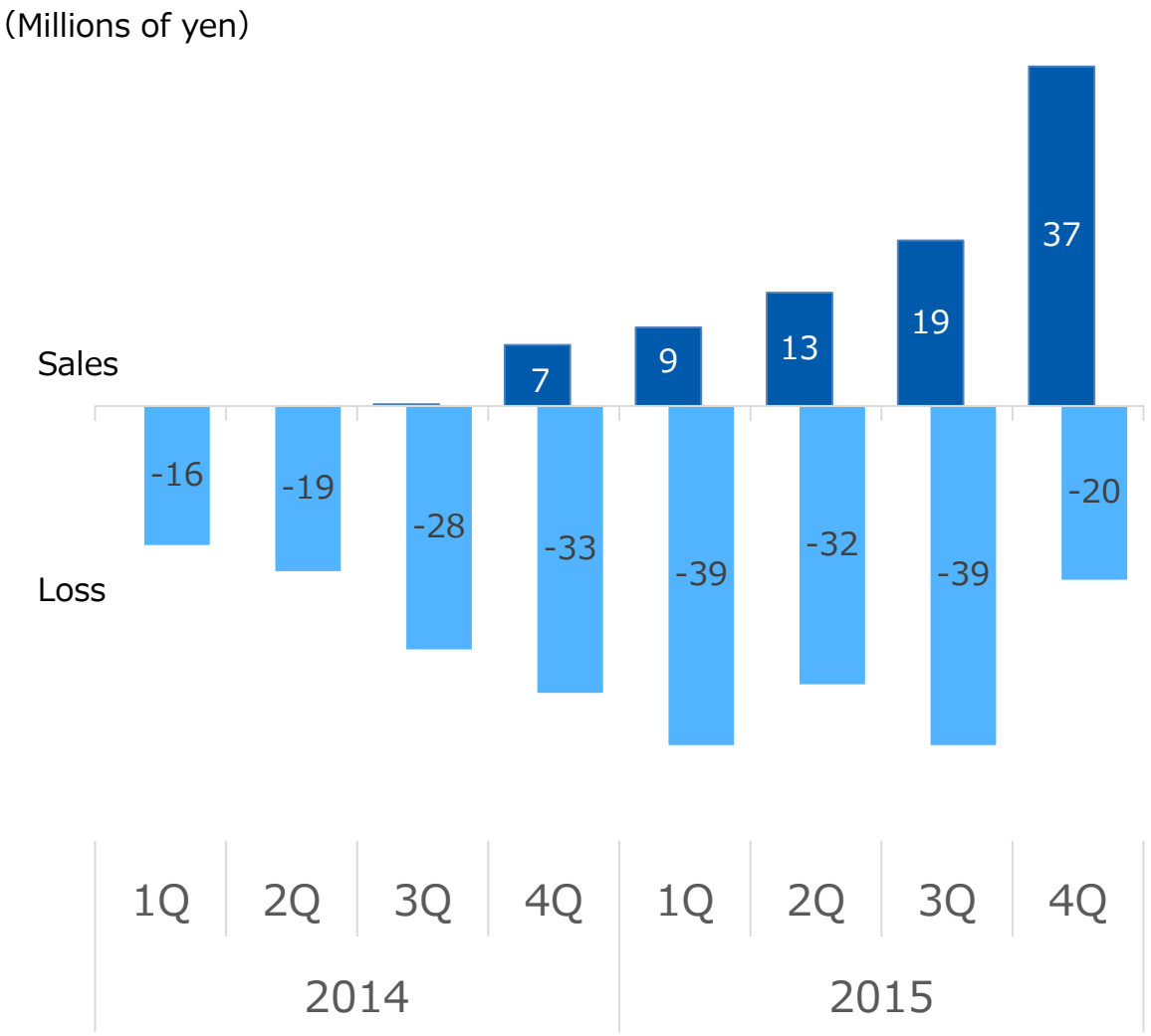
Product Enhancement

Goal : stable growth to re-growth phase

(Action) Launched web marketing optimization tool
February 1, 2016



Segment Overview 3



■ revenue expanding

[2015] Sales doubled
[2016] Aims to profit on monthly basis

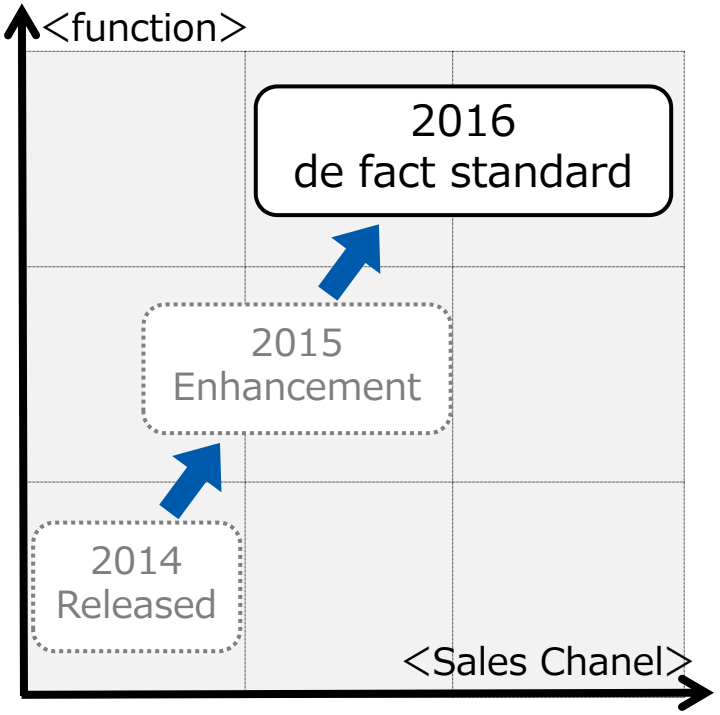
GMO AppCapsule

Product Enhancement

Goal : No.1 in Smartphone App publish

(Action) Improve marketing channel : directly from company, agents, alliance.





Example

BAGUS Gruop



<Gran Cyber Café Bagus><Comic Café B-net> 16 stores

From Jan. 2016

<Major functions>

- store reservation
- membership certification
- coupon distribution
- store search
- award points　etc

TERAKEN CORPORATION



Izakaya<Sakura Suisan><Akasaka Wine Sakagura> 97 stores

From Dec. 2015

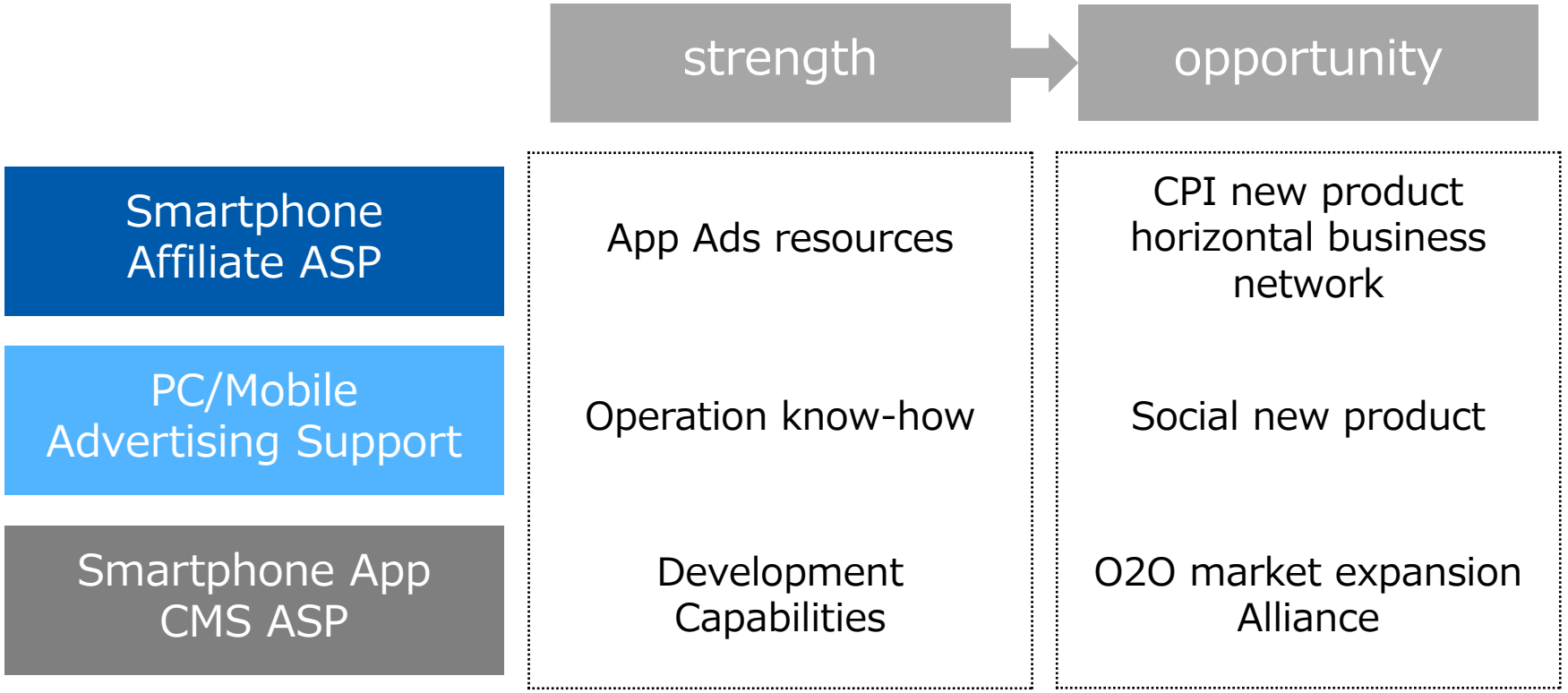
<Major functions>

- Lunch of the day
- store search
- coupon distribution
- SNS
- loyalty card　etc

2016 overall view

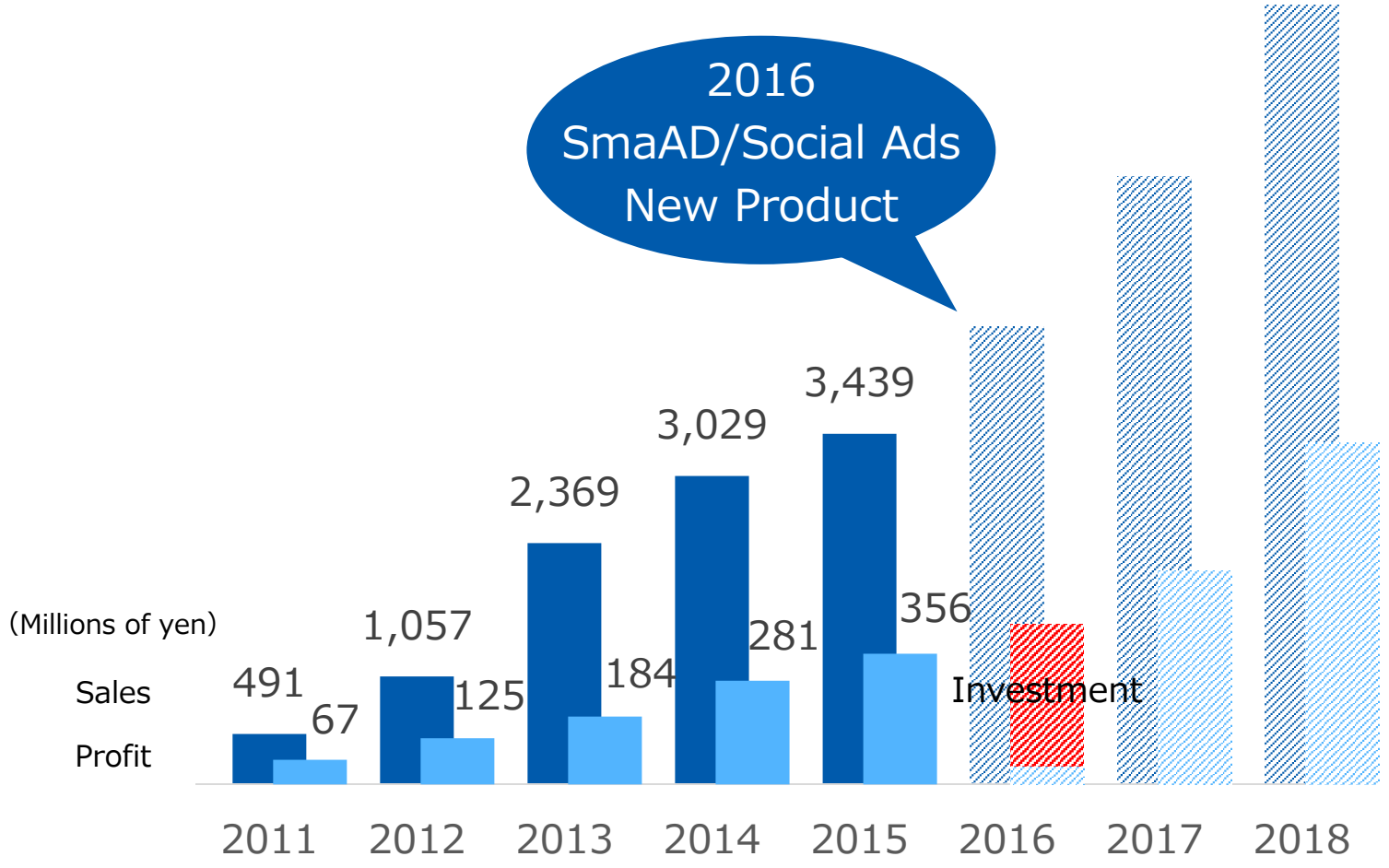
Strategy for 2016

Expanding market opportunity by utilizing our strength



Mid-range target

Challenge in 2016, to new growth stage





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