



*We aim to continuous growth of income by operating business with our strength.*

Toshihiro Maeta  
President and Chief Executive Officer

**FY2014**

**We established new sales offices and achieved increase in net sales and profits.**

In the fiscal year ended September 2014, the Company aggressively conducted promotions, and sought to expand the number of paying smartphone subscribers. Beginning in April, the Company established sales offices in major cities across Japan and built a system for providing meticulous support to cellphone shops.

As a result, the number of paying subscribers stood at 5.4 million at the end of September 2014 (up 0.64 million from the end of September 2013).

Despite the absence of special demand at Jibe Mobile K.K., a consolidated subsidiary, net sales rose slightly to ¥30,985 million (up 2.7% year on year). This increase was mainly due to the expansion of the non-virtual affiliate business that promotes the sales of content of other companies, and the increase in sales of the unmetered plan with flat-rate monthly charges for cellphone carriers.

Operating income came to ¥2,557 million (up 122.5%) reflecting an increase in gross profit and a decline in selling, general, and administrative expenses, chiefly due to the decline in advertising expenses from a year ago.

**FY2015**

**We aim to reach record highs for net sales and operating income.**

In the fiscal year ending September 2015, the Company will continue to focus on expanding the number of paying subscribers on smartphones, and implement measures to improve the average revenue per user (ARPU).

The Company will focus on boosting the number of new subscribers from cellphone shops by strengthening support for cellphone shops across the country.

The Company recognizes there are a greater number of customers who want to receive services that are more user-friendly and easier to understand. In response to this trend, the Company has renewed the service for music.jp, into an integrated service: (a fixed rate of ¥400 per month excluding tax) and it gives customers to access to electronic books, comics and videos in addition to music.

As a result of the measures described above, the Company expects to record higher sales and income, with net sales of ¥34,000 million (up 9.7% year on year), an operating income of ¥4,200 million (a 64.2% rise).\*

\* The consolidated earnings forecast for the fiscal year ending September 2015 is released as of February 4th, 2015.

**Consolidated results for the FY2014**

Net sales	¥30.98 billion
Operating income	¥2.55 billion
Net income	¥1.33 billion

**Forecast for the FY2015**

Net sales	¥34.00 billion
Operating income	¥4.20 billion
Net income	¥2.27 billion

