

To whom it may concern

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Financial Overview for FY08/17

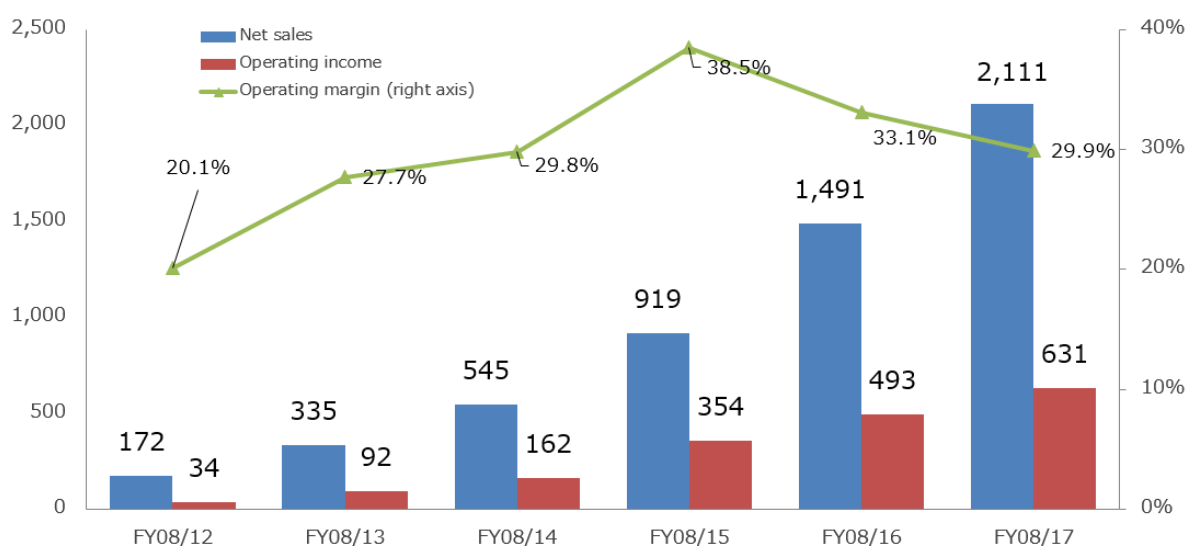
DesignOne Japan, Inc. announces its financial overview for the fiscal year ending August 2017 (Sep. 1, 2016 – Aug. 31, 2017) as follows.

1. Net sales for the fiscal year steadily increased to 2,111 million yen, recording an all-time high

Net sales for the fiscal year achieved an all-time high of 2,111 million yen, increased by 41.6% from the previous fiscal year. This was thanks to the steady growth in the number of paid listing stores and option-using stores.

Operating income was 631 million yen, increased by 28.1% from the previous fiscal year, and net income was 396 million yen, increased by 26.5% from the previous fiscal year, although SG&A expenses increased due to advertising expenses, personnel expenses, expenses associated with head office relocation, etc.

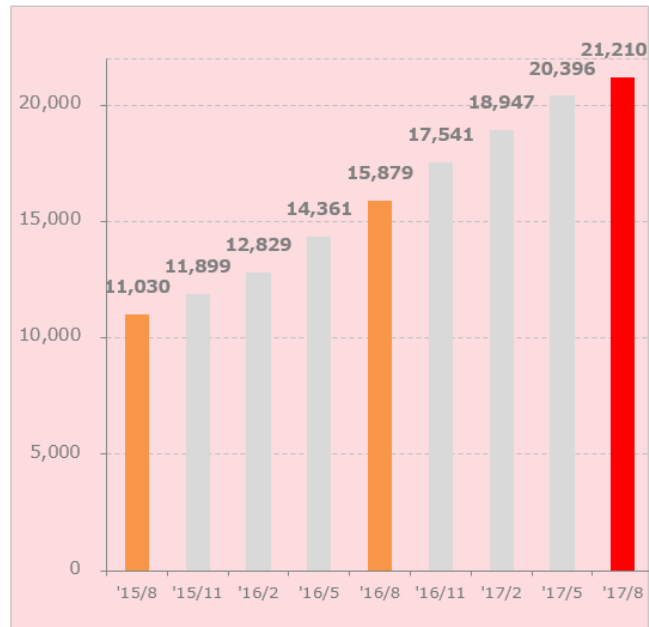
Changes in net sales and operating income
 (Million yen)



2. Number of paid listing stores steadily increased by 5,331 for the fiscal year

The number of paid listing stores steadily increased mainly supported by these factors: further increase of the media capabilities, active promotion of campaigns and seminars, enhancement of sales structure, and steady progress with extending coverage to more store categories. As a result, the number of paid listing stores for the fiscal year increased by 5,331 from the previous fiscal year to 21,210, exceeding the annual target of 21,086 stores.

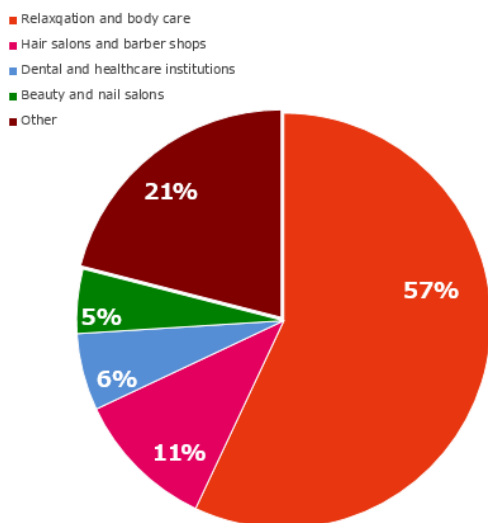
Changes in the number of paid listing stores



3. Consistently increasing the breadth of coverage of paid listing store categories

The media capabilities of the “Ekiten” business continued to increase along with growth in the number of paid listing stores and free listing stores. As a result, the company has steadily cultivated more stores other than the mainstay relaxation category.

Ekiten Paid listing categories



*As of end-Aug. 2017

Composition of quarterly new orders by category

