



TRANSLATION FOR REFERENCE ONLY

# FY2016Q3 Consolidated Financial Results

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Aplix IP Holdings Corporation  
10<sup>th</sup> Nov 2016



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# **FY2016Q3 Consolidated Financial Results**

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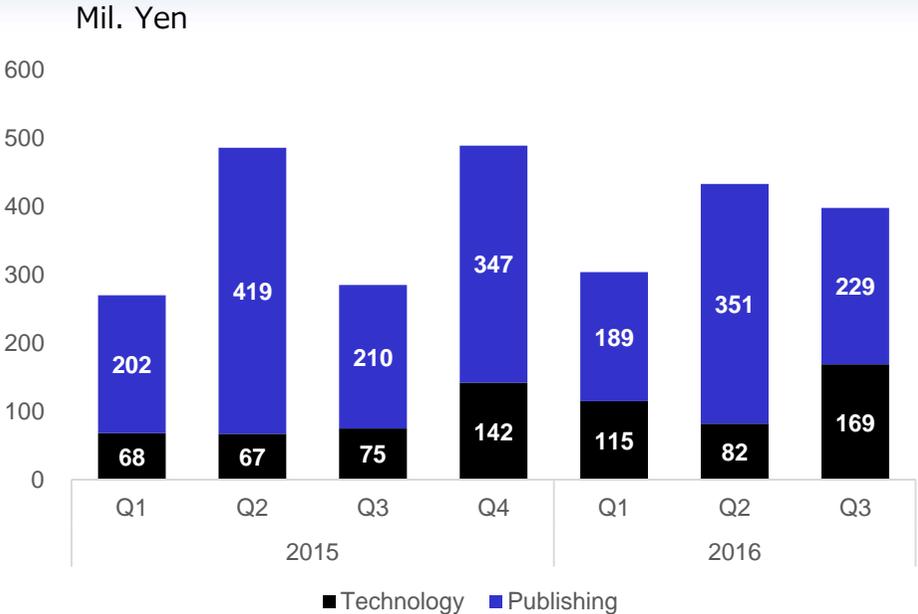
# FY2016Q3 P/L Statement



(Million Yen)	Revenues	OP	RP	Net income attributable to parent company shareholders
FY15Q3 Actual (A)	1,042	-2,038	-2,030	-2,584
<b>FY16Q3 Actual (B)</b>	1,138	-793	-809	-843
Change (B - A)	+96	+1,245	+1,221	+1,741
Change (%)	9.2%	—	—	—

✓ Due to cost cut effect Operating Loss was improved +1245mil. Yen.

# FY2016Q3 Revenues by Segment



( Mil. Yen )	FY15 Q3	FY16 Q3	Change
Technology	75	169	+125.3%
Publishing	210	229	+9.05%
( Total Revenues )	285	398	+39.6%

### Technology Business:

Delivered IoT system development in Q3. YoY +125.3% Revenues Growth.

### Publishing Business:

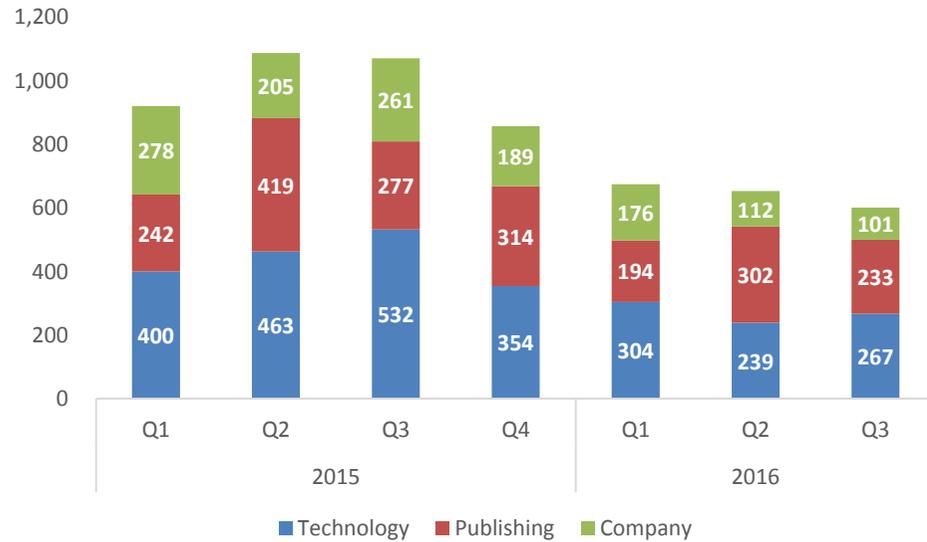
Comics: 28 New Books, 34 Reprints

Children's book: 33 New Books, 136 Reprints

# FY2016Q3 Operating Cost by Segment



Mil. Yen



( Mil. Yen )	FY15	FY16	Change
	Q3	Q3	
Technology	532	267	-49.8%
Publishing	277	233	-15.9%
Company	261	101	-61.3%
( Total Cost )	1,071	601	-43.9%

## Technology Business :

Human cost reduction (YoY -49.8%)

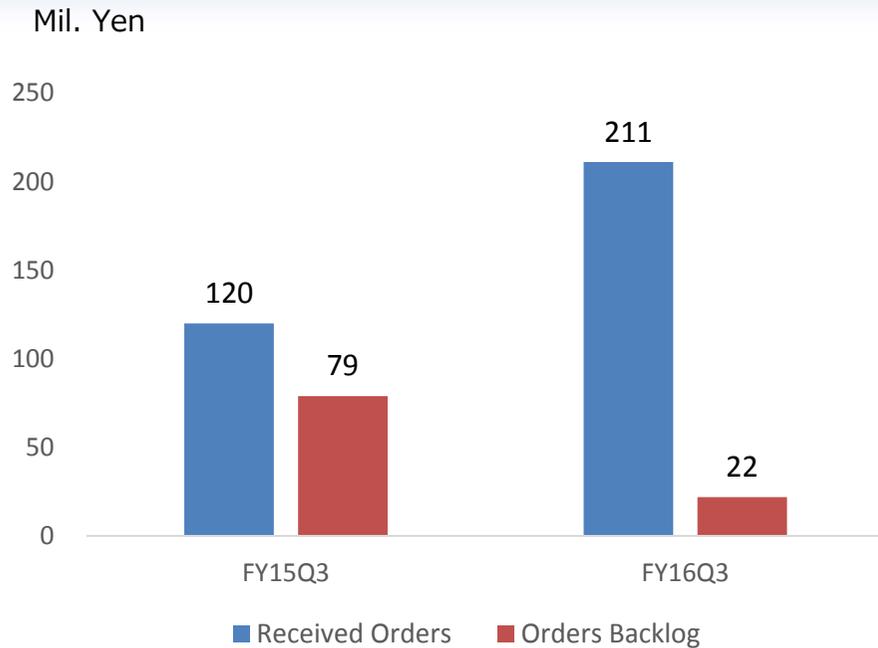
## Publishing Business :

Cost reduction by decreasing revenues by focusing high quality books (YoY -15.9%)

## Company Cost :

Human cost, rent reduction etc. (YoY -61.3%)

# FY16Q3 Received Orders and Orders Backlog



( Mil. Yen )	FY15	FY16	Change
	Q3	Q3	
Received Orders	120	211	+75.8%
Orders Backlog	79	22	-72.2%

## Received Orders and Orders Backlog:

Big growth for Received Orders in Q3. Decrease in Orders Backlog in Q3

# FY2016 Forecast



(Million Yen)	Revenues	OP
FY2015(A)	1,532	-2,406
<b>FY2016 Forecast(B)</b>	<b>1,650</b>	<b>-998</b>
Change (B - A)	+118	+1,408
Change (%)	+7.7%	—

# Management Change

CTO of Ishiguro is in charge to IoT solution business to expand IoT service  
Koriyama is still focusing on Publishing Business

in charge  
Ishiguro

IoT Solution  
IoT Business



IoT module



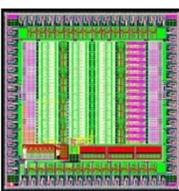
App



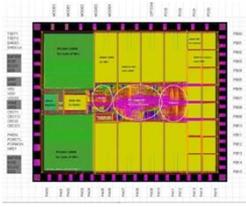
Cloud Service

in charge  
Nagahashi

SoC Business  
Semiconductor  
for IoT



Analogue Chip  
Trial



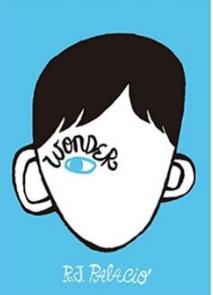
Digital Chip Trial

in charge  
Koriyama

Publishing Business  
Comic Picture Book



Flex Comix



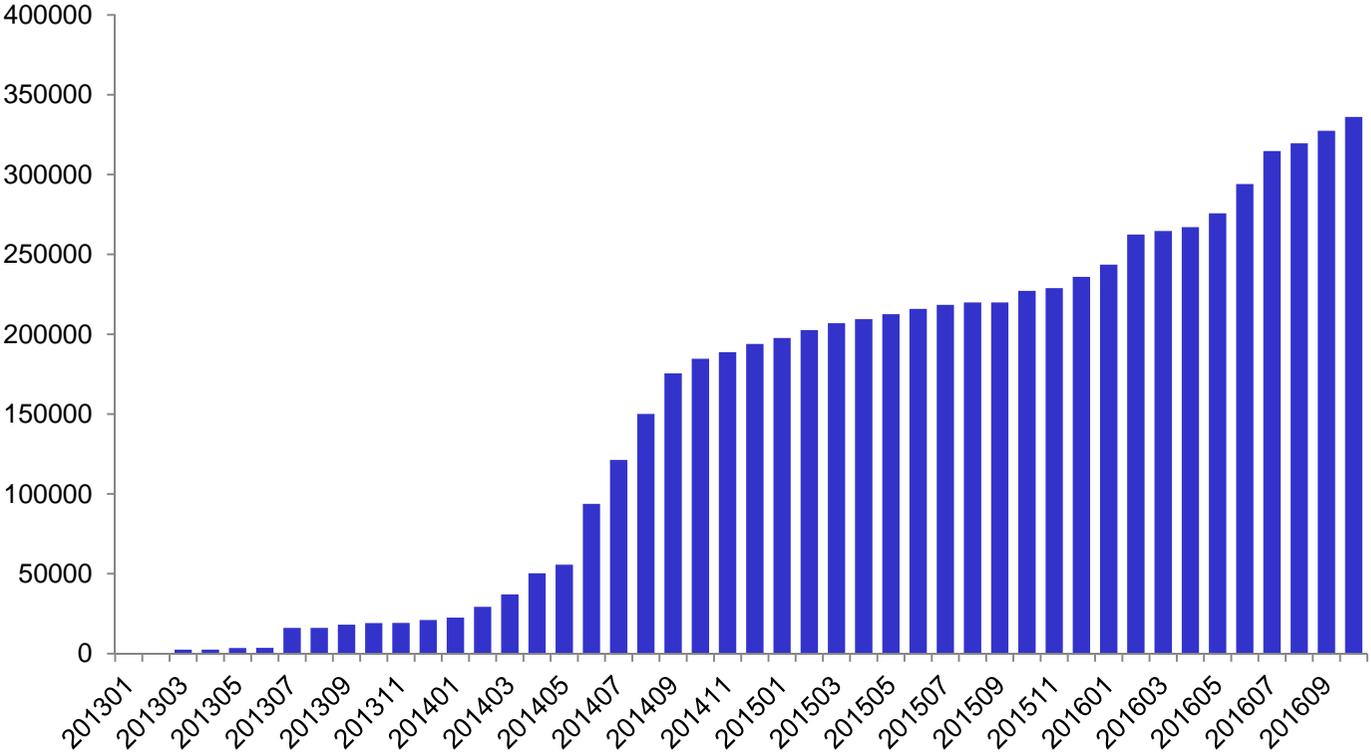
HOLP SHUPPAN,  
Publishing

# BLE module shipment



Accumulated 300 thousands BLE modules shipment on July 2016

(Unit)



Source: Company Data  
BLE modules include JM Series MyBeacon Series and Others.

# Appendix

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# Corporate Overview



## Company Name

**Aplix IP Holdings Corporation**

## Founded

**February 22, 1986**

## Capital

**13,882 million yen (as of June 30, 2016)**

## Representatives

**Chief Executive Officer Ryu Koriyama**

## Headquarter Address

**2-20-9, Nishi-waseda, Shinjuku-ku, Tokyo 169-0051,  
Japan**

## Business Services

**IoT Solution(Hardware, Software, Cloud)  
Publishing**

## Date of IPO

**December 17, 2003**

## Market

**Tokyo Stock Exchange Mothers**

## Code

**JP:3727**

## Accounting Auditor

**Deloitte Touche Tohmatsu**

## Group Company

**Aplix Corporation**

**Aplix Corporation of America**

**Aplix Ireland Ltd.**

**Flex Comix Inc.**

**HOLP SHUPPAN, Publishing**

**Aplix IP Publishing Corporation**



# Products from startup to IPO

Aplix was founded in 1986 and listed on Tokyo Stock Exchange in 2003.

Aplix was the first Japanese company to provide application software for the NeXT Computer System.



## CD-ROM Authoring Tools



WinCDR 6.0 Premium Package



DOS/V POWER REPORT Magazine RECOMMENDED Product (GOLD Prize) (Feb, 2001)

Logitec CD-R/RW Drive for Macintosh & Windows LCW-R6406U



DOS/V magazine 2000/8/15 Technical Test Labs Tester's Choice & Observer's Choice



Panasonic CD-R/RW Drive for USB Interface LK-RW7585UZ



IBM Aptiva Series



SONY Portable CD-R/RW Drive CRX76A / CRX76U

## Automotive Telematics



## Java for Consumer Electronics



Sanyo Electric Digital Photo Album DDA-100



Sony digital video camera M1 DDCAM DCM-M1



Sony Digital photo printer DPP-SV88



Sanyo Electric BS/CS Digital TV



Pioneer Digital STB for CATV BD-V500

Powered by



Sanyo Electric POS Terminal MBC-J100



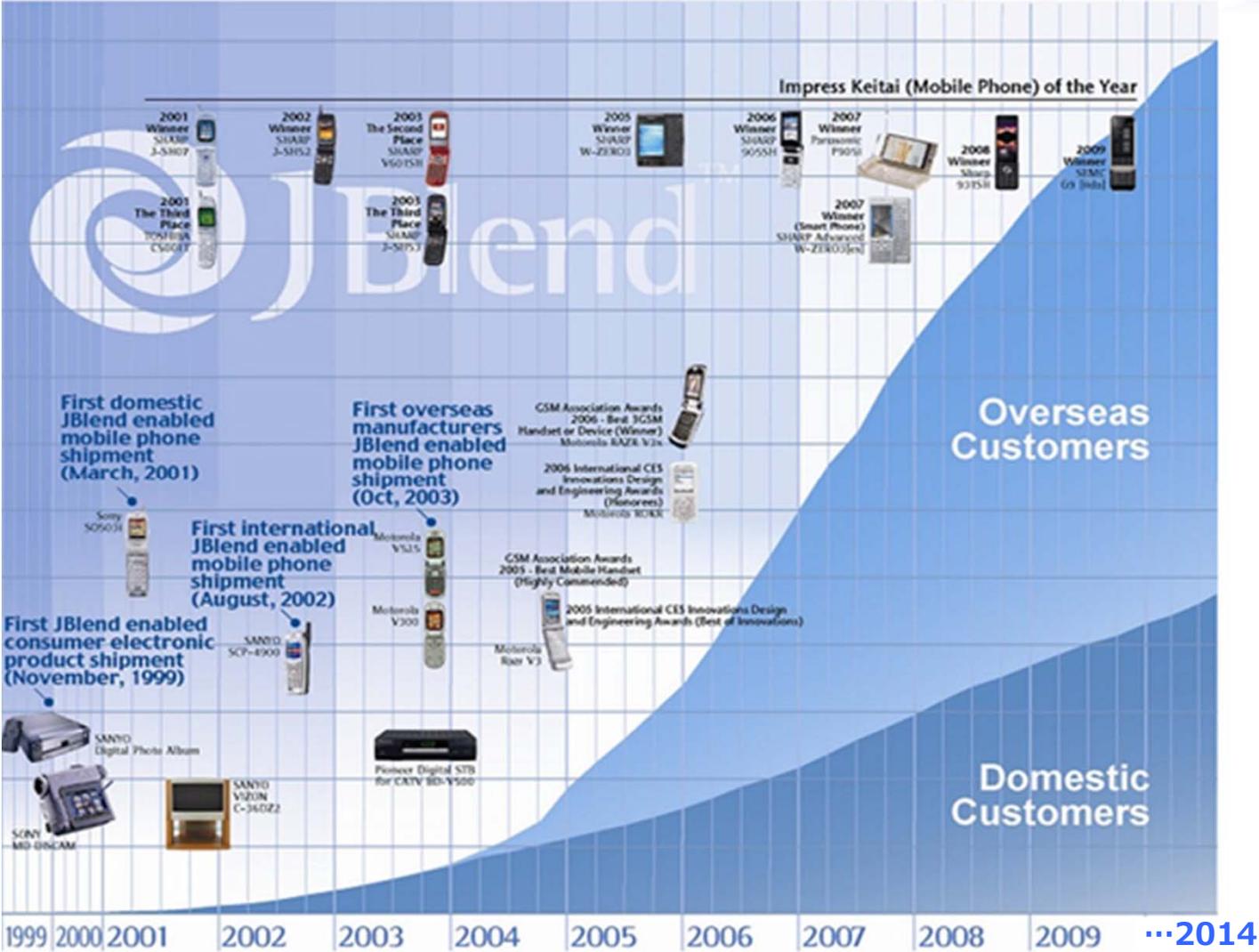
PFU Java based palm size computer BossaNova



Nissan/Sanyo Car navigation system HS706D-A

## Products from startup to IPO

JBlend: Over 800mil. Shipment

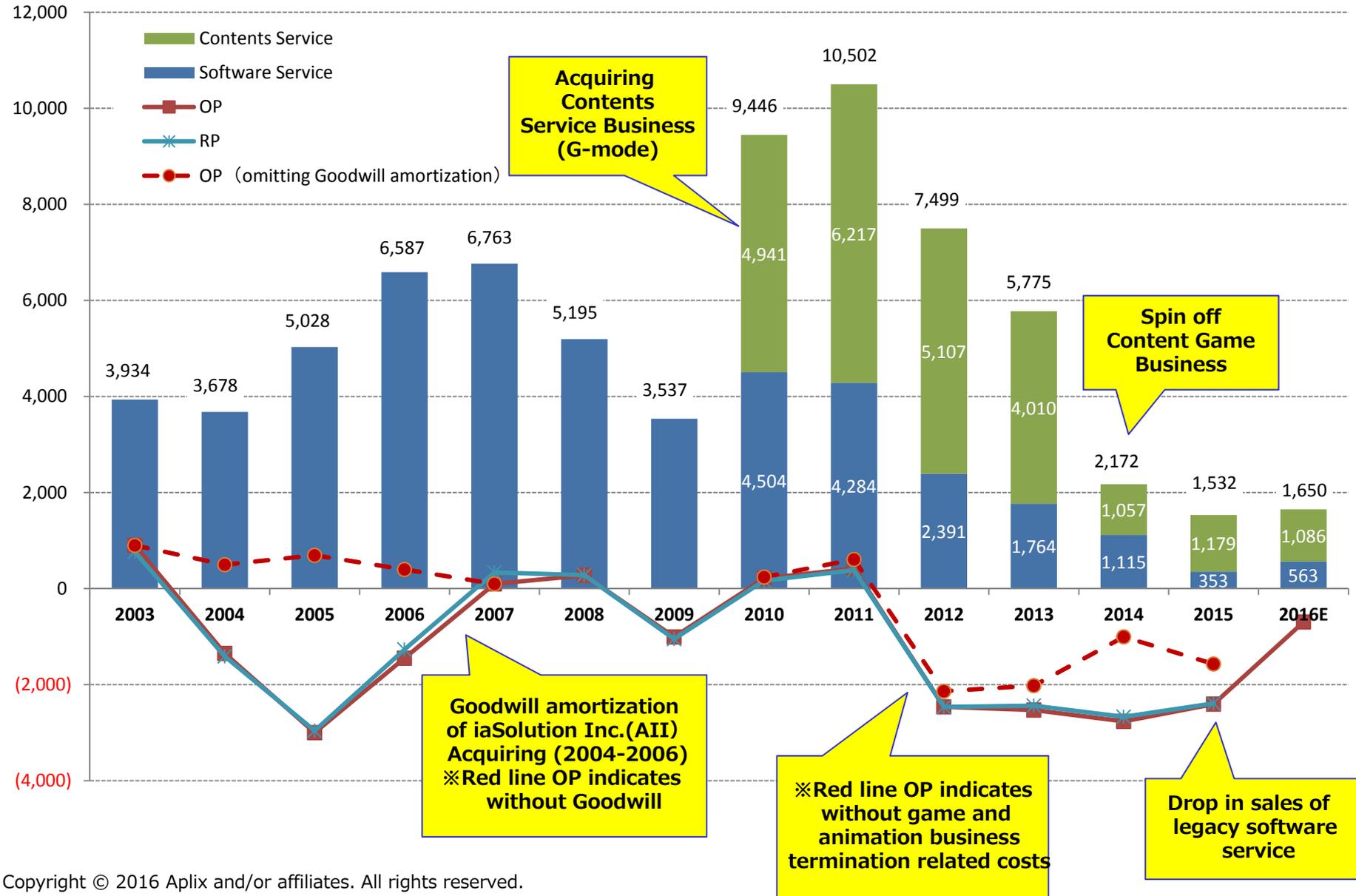


# IoT Startup



## Aplix is Reborn as an IoT Startup Company

(Yen Mil.)





**Aplix IP Holdings Corporation**

<http://www.aplix-ip.com/en/>

**Aplix Corporation**

<http://www.aplix.co.jp/>

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