

UZABASE

2018 1Q

Results



Business Intelligence to Change Your World

Combining technological innovation with human ingenuity to organise and analyse business information from around the globe. We will reshape your world with a service that improves your productivity and unleashes your creativity.

SPEEDA



S P E E D A

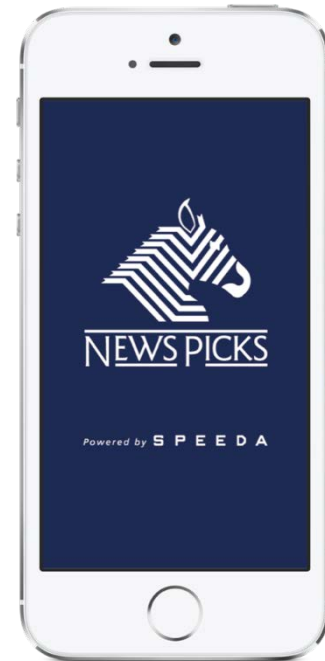
B2B Service

An information platform comprising comprehensive company and industry analyses tailored for business professionals

NewsPicks

B2C Service

Economic and Business News
Platform with Social Networking
Functions



NEWS PICKS

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01

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Highlights for Consolidated Results

Both Services Saw Increased Revenues and Profits YoY

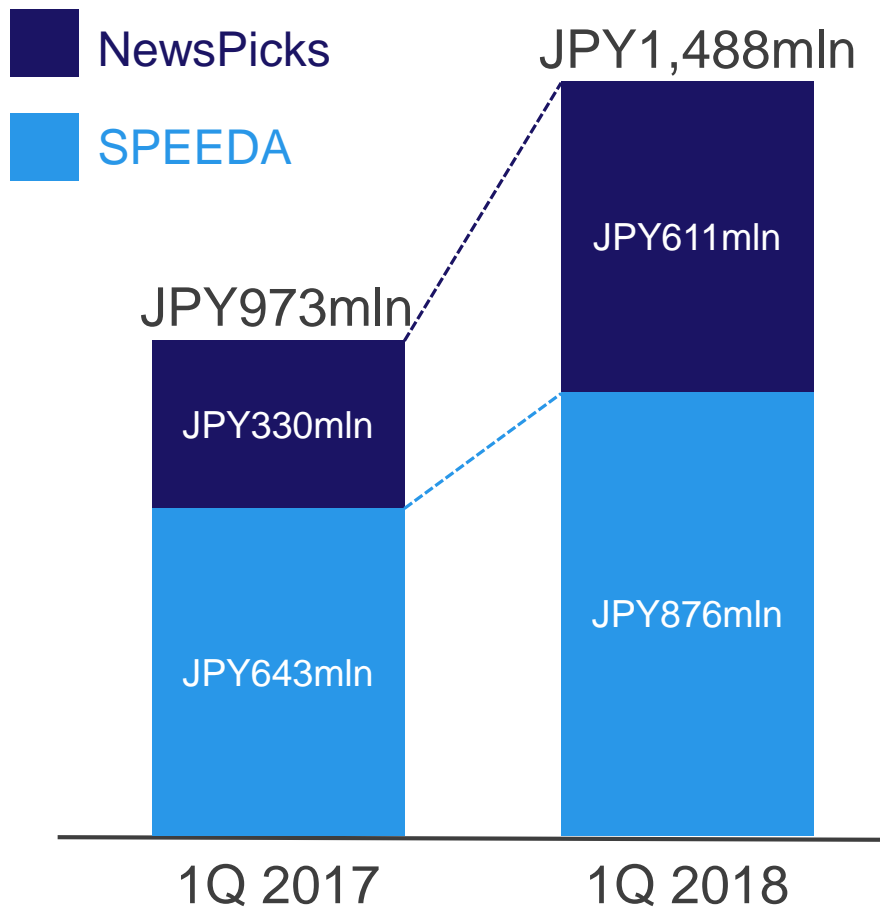
S P E E D A

Revenue expanding steadily in Japan and overseas markets

NEWS PICKS

Significant growth in revenue and profit

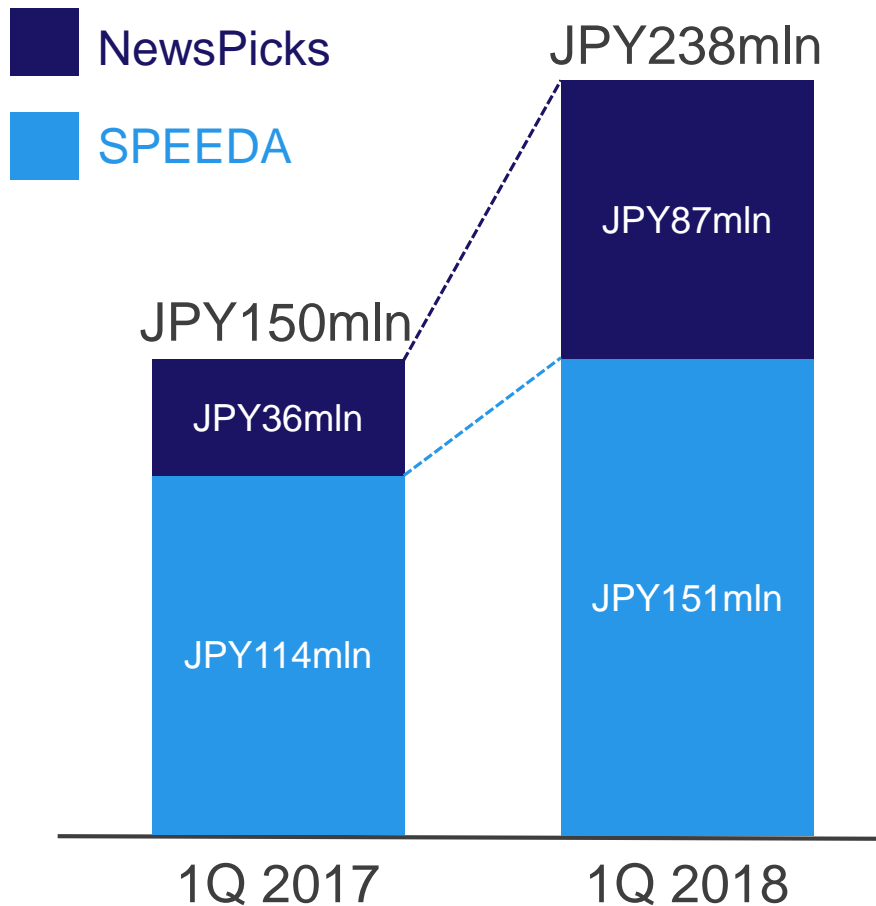
Substantial Increase in Revenue



YoY
+53%

* Data for SPEEDA also includes “entrepedia” and “FORCAS”
* Internal transactions between segments are excluded
* The amounts shown have been rounded

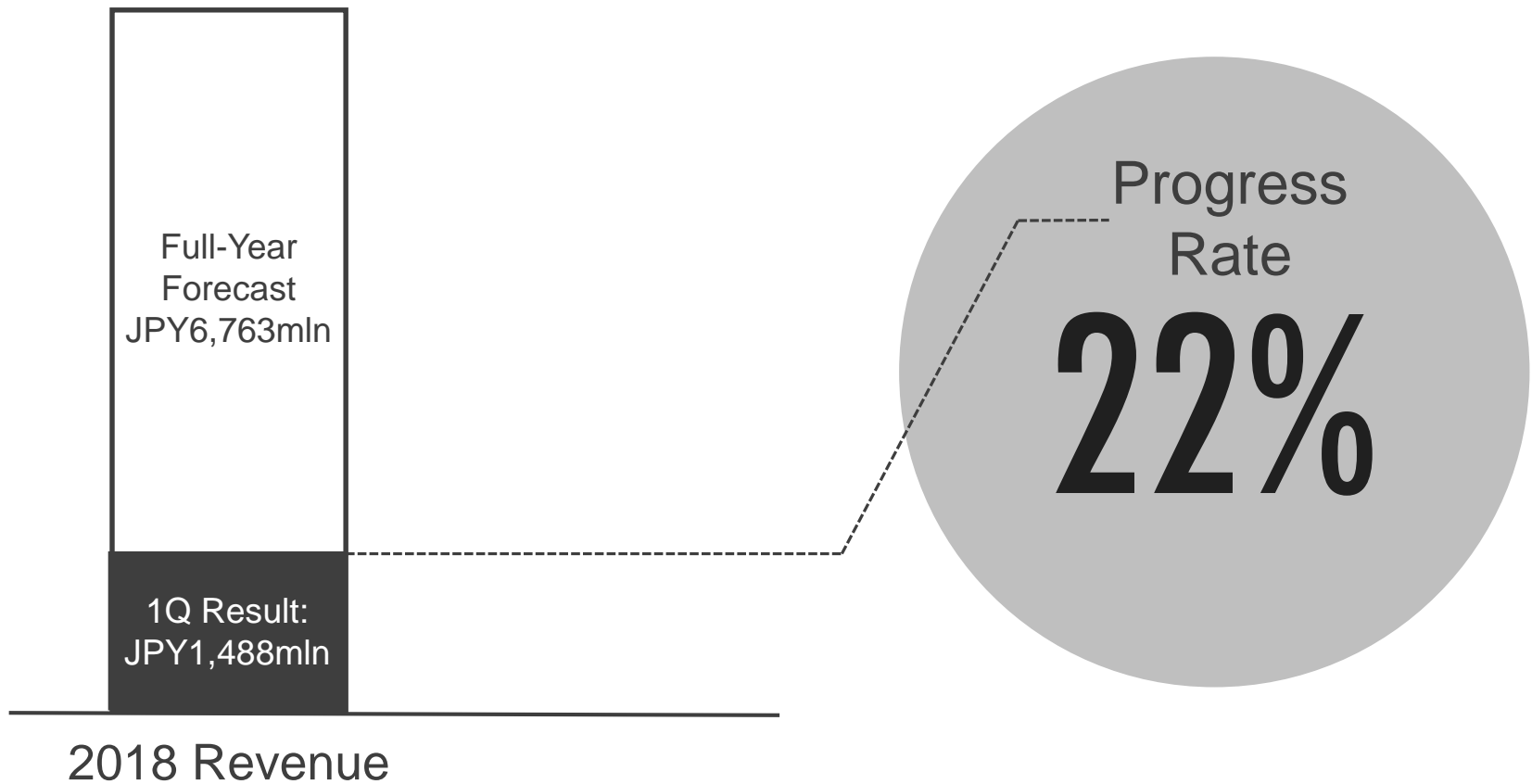
Substantial Increase in EBITDA



YoY
+58%

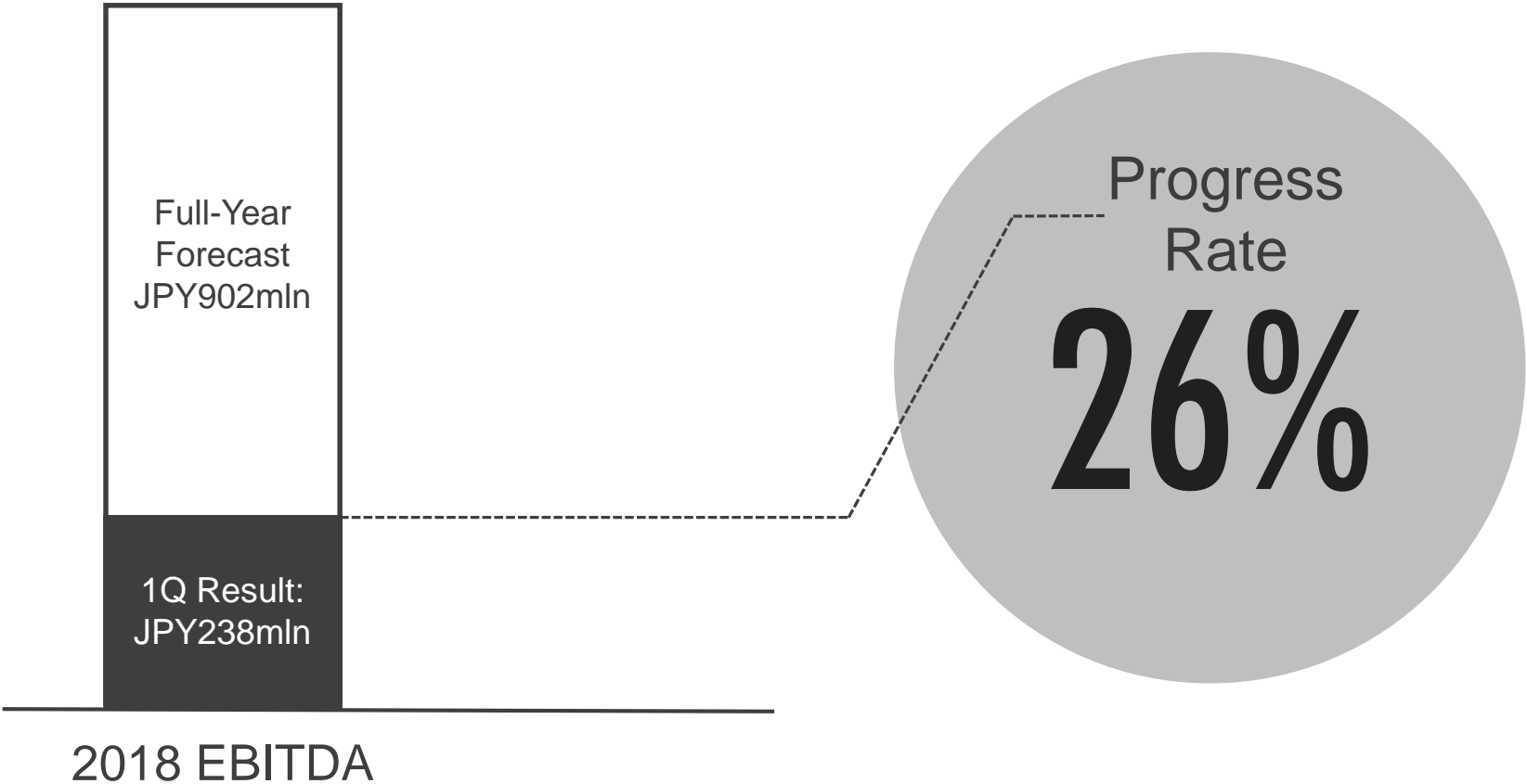
* Data for SPEEDA also includes “entrepedia” and “FORCAS”
* EBITDA = Operating Profit + Depreciation + Amortisation
* The amounts shown have been rounded

Steady Progress Towards Revenue Targets



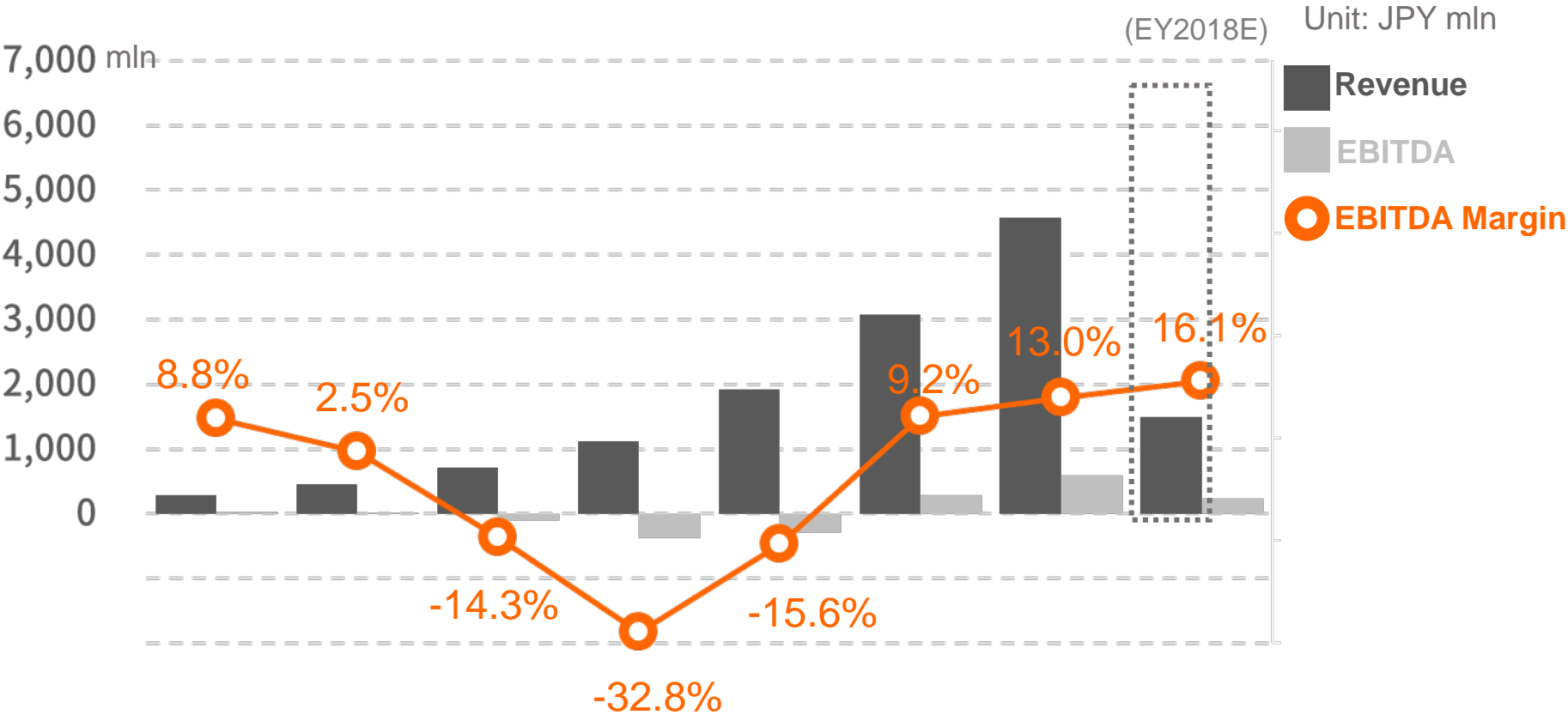
* The company forecast was publicly released on 13 February 2018

Steady Progress Towards EBITDA Targets



Starting to Generate Steady Revenue

2011 2012 2013 2014 2015 2016 2017 1Q 2018

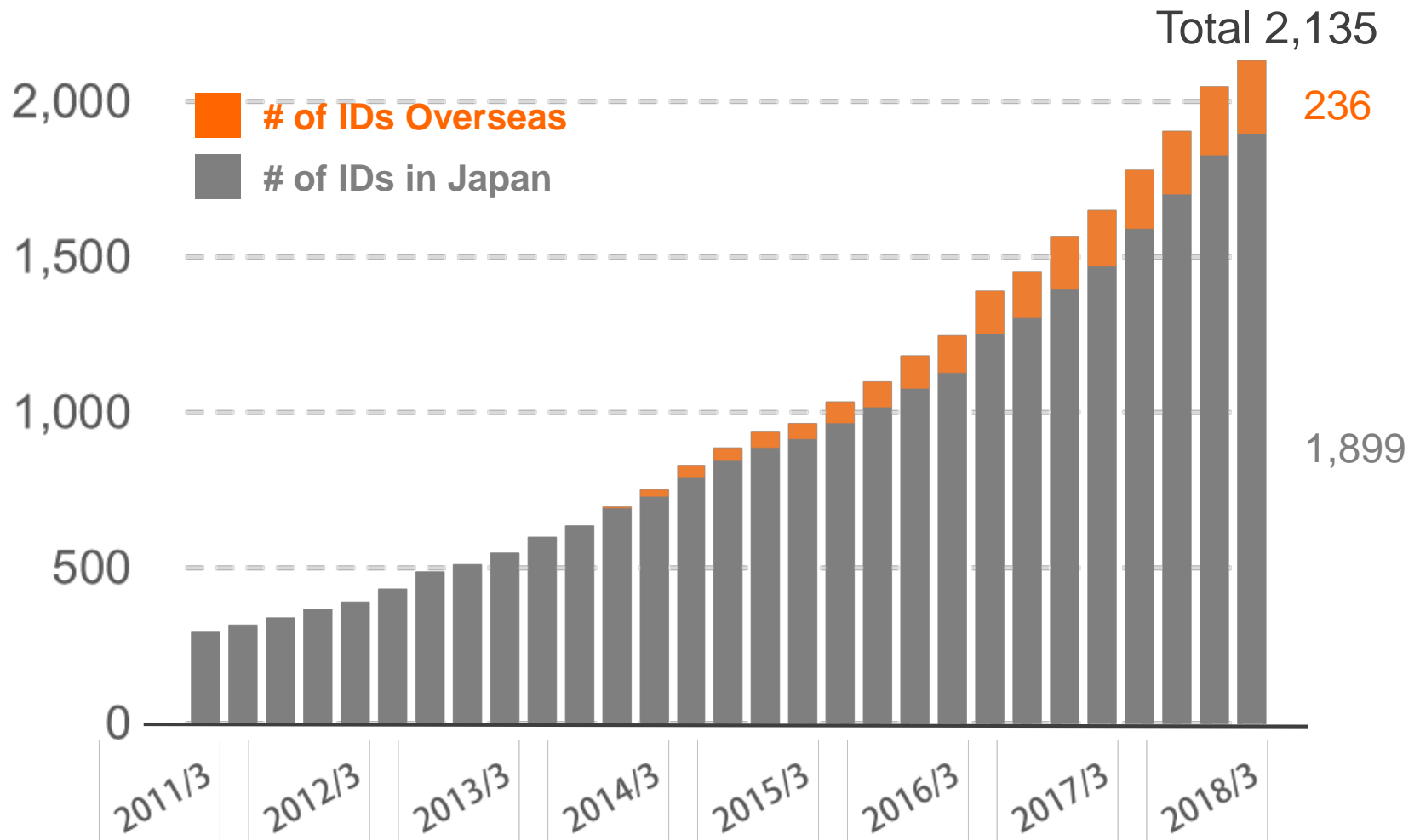


02

S P E E D A

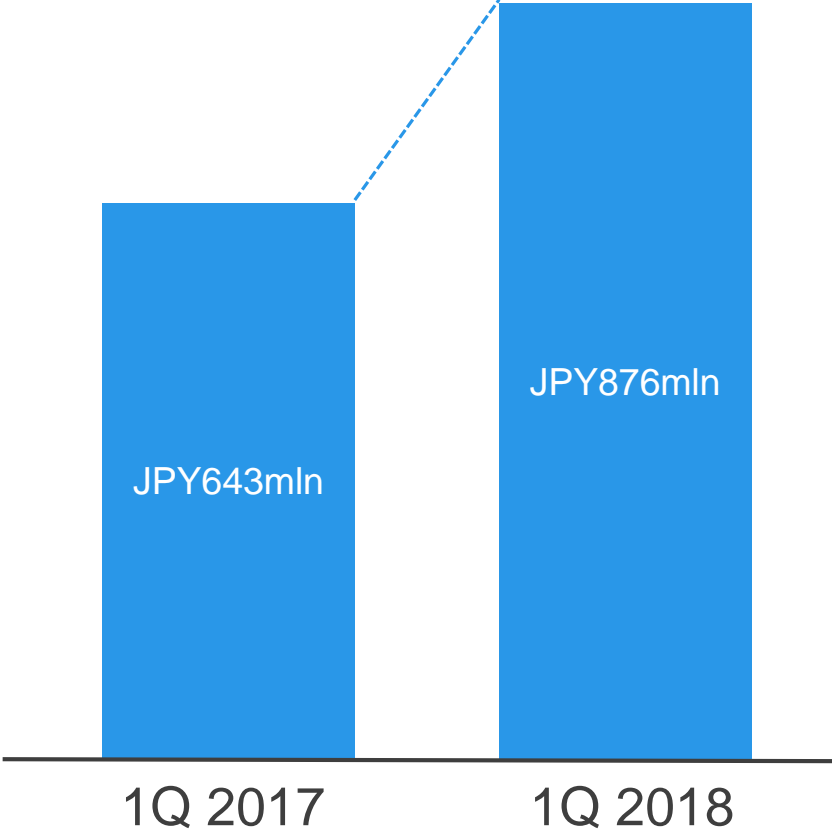
Highlights

Steady Rise in Number of IDs



* The figures shown are the number of IDs for SPEEDA, excluding those for “entrepedia” and “FORCAS”.

Revenue Saw Healthy YoY Growth



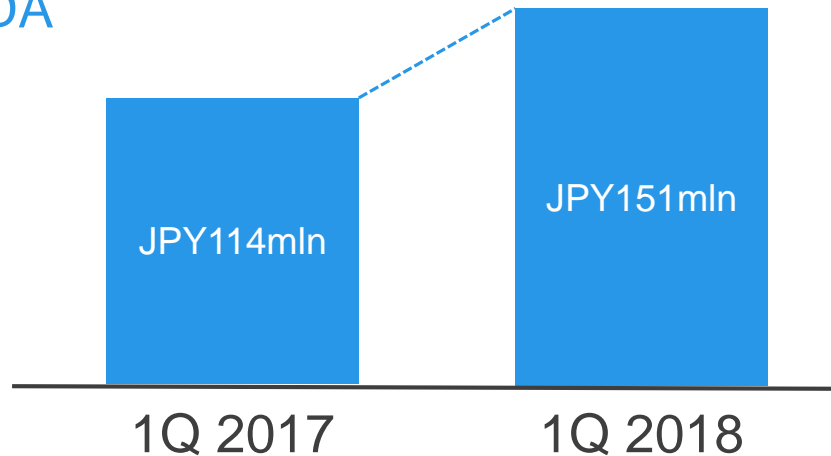
* The data for SPEEDA includes “entrepedia” and “FORCAS”

EBITDA Increasing Favourably

EBITDA Margin



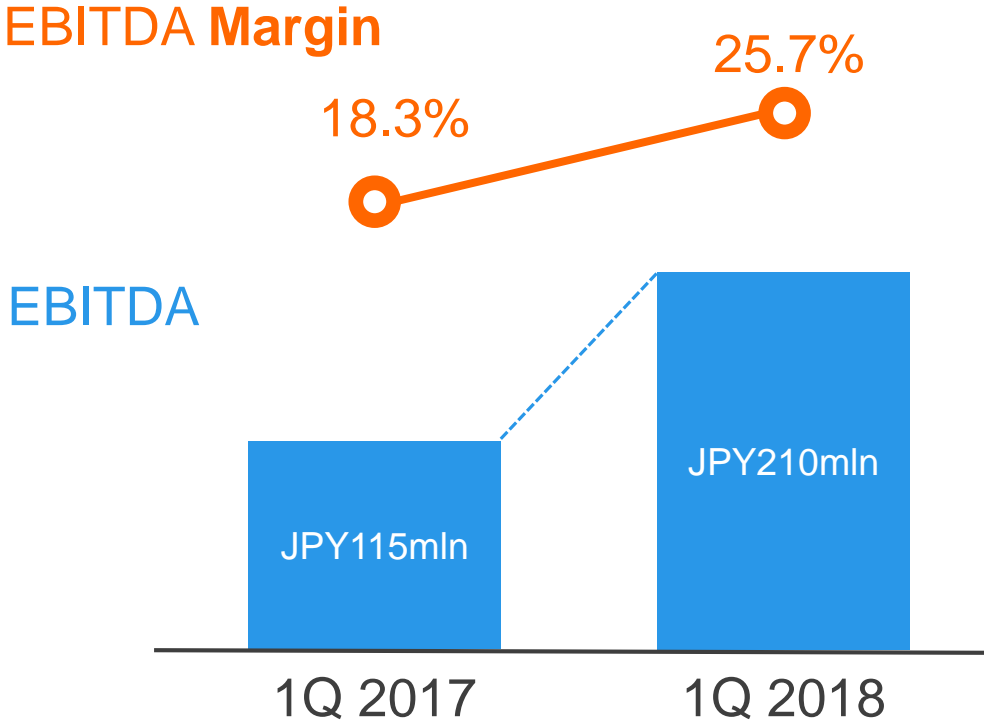
EBITDA



* The data for SPEEDA includes "entrepedia" and "FORCAS"

(Reference) SPEEDA Service Earnings

EBITDA for the SPEEDA service alone displays steady growth when negating the influence of “entrepedia” and “FORCAS” that are still at the initial investment stage



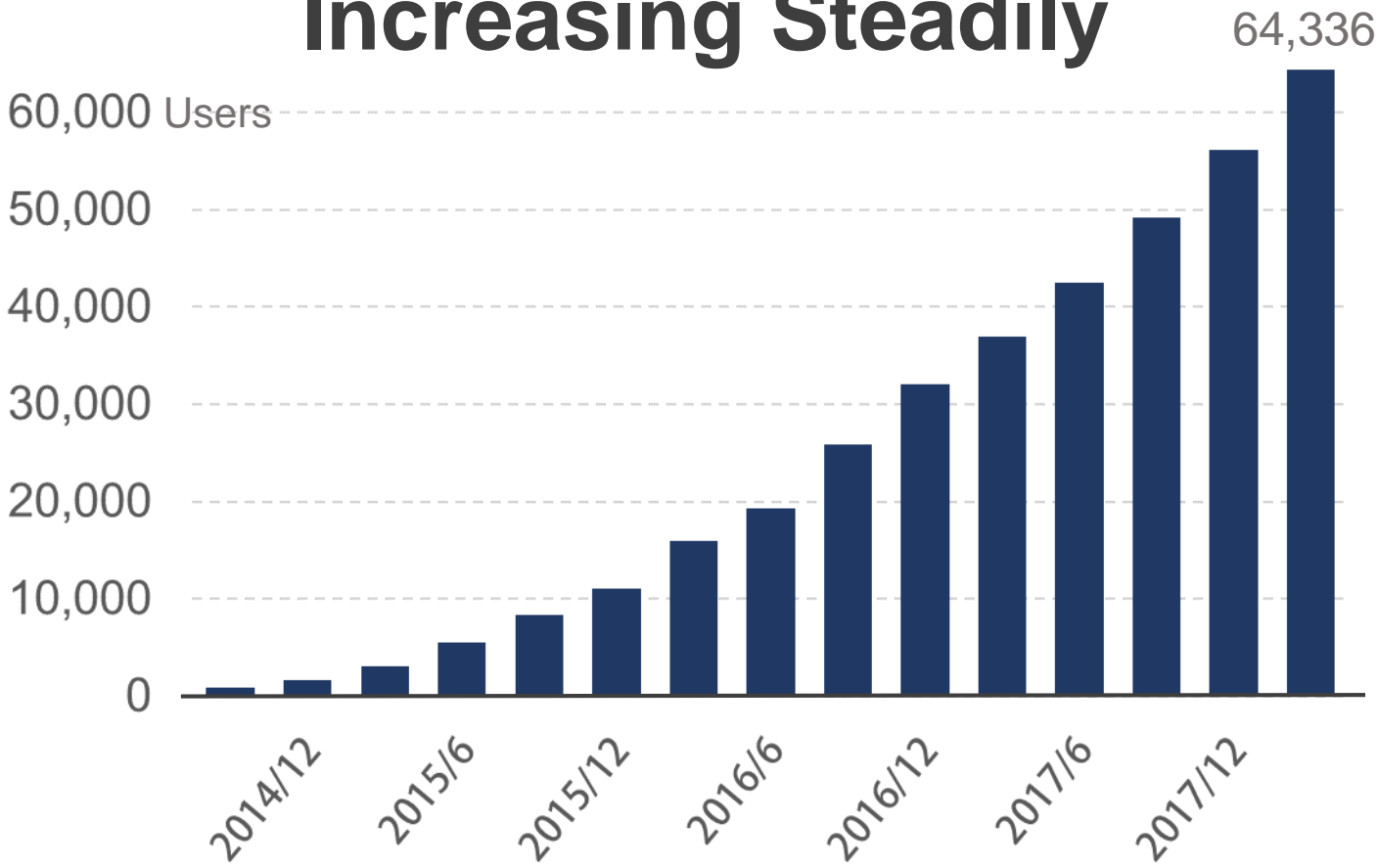
* The data shown is for the SPEEDA business only and does not include “entrepedia” and “FORCAS”.

03

NEWS PICKS

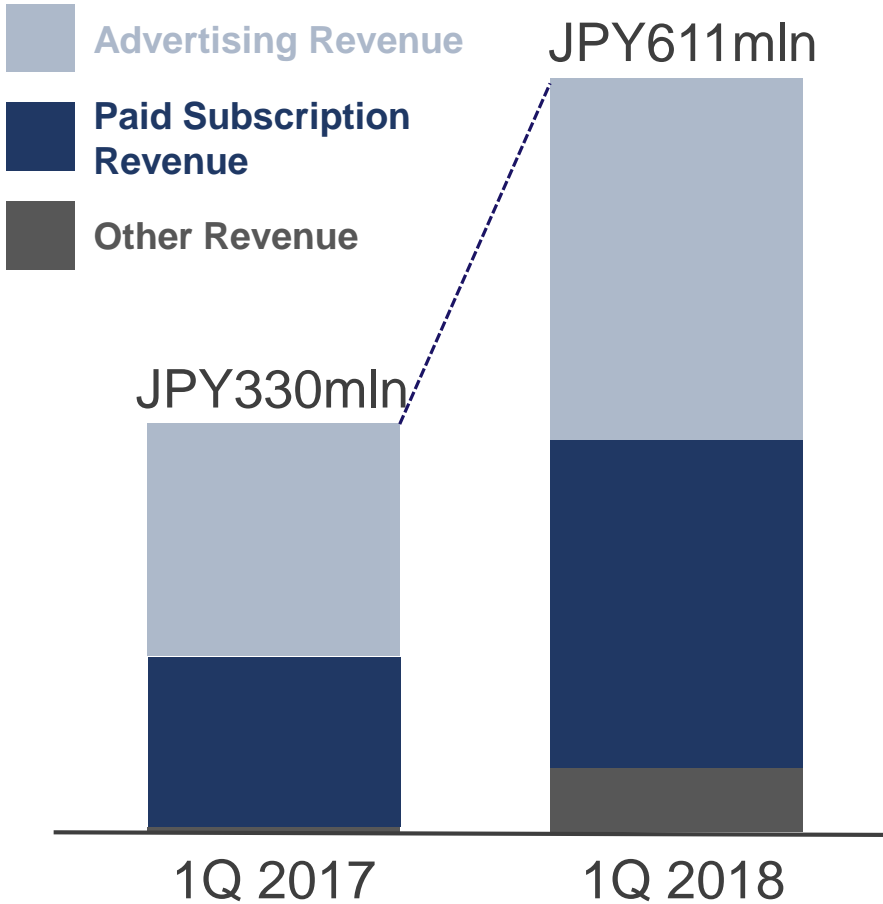
Highlights

Number of Paid Subscribers Increasing Steadily



* The number of paid subscribers is a total of premium users for iOS (JPY 1,400/month), premium users for other platforms (JPY 1,500/month), users with student discounts (JPY 500/month), and NewsPicks Academia members (JPY 5,000/month).

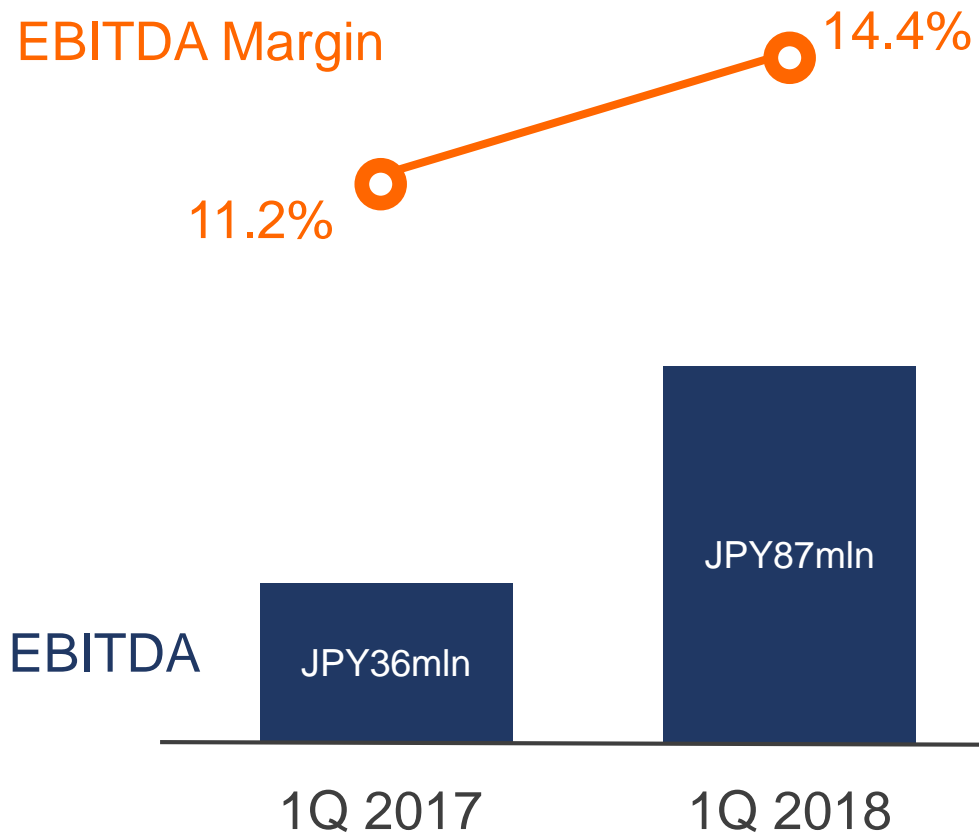
Increasing Revenue from Paid Subscriptions and Advertising



YoY
+85%

* Other Revenue includes such categories as event income and program production, amongst others.

EBITDA Profit Saw Firm Growth



Recent Topics

Creating Communities

Opening “NewsPicks Roppongi”



NewsPicks Roppongi is an event space with a capacity of up to 300 guests. It will host various events such as NewsPicks Academia, meetings with Pickers, and sponsored events. The event space also includes pre-installed studio equipment, which allows for recording video and live content such as "LivePicks".

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Appendix

Consolidated P&L (Actual and Target)

(Unit: JPY mln)	1Q 2017	1Q 2018	2018 Plan
Revenue	973	1,488	6,763
<i>Revenue Growth Rate</i>	47.7%	52.9%	48.1%
SPEEDA	643	876	3,965
SPEEDA	633	820	3,578
Other Services	10	56	387
NewsPicks	329	661	2,798
EBITDA	150	238	902
<i>EBITDA Margin</i>	15.5%	16.1%	13.3%
Operating Profit	140	226	828
<i>Operating Profit Margin</i>	14.4%	15.2%	12.2%
Ordinary Profit	134	167	390
<i>Ordinary Profit Margin</i>	13.8%	11.2%	5.8%
Net Profit Attributable to Parent Company Shareholders	121	117	176
<i>Net Profit Margin Attributable to Parent Company Shareholders</i>	12.5%	7.9%	2.6%

Note (*1): “Other Services” under SPEEDA shows the revenue for “entrepedia” and “FORCAS”

Note (*2): The 2018 equity in losses is estimated at JPY 431mln, and affects all profit levels under ordinary profit

Note (*3): The revenues for each business do not include revenue accrued from internal transactions with other segments

Segment Information (1Q 2018)

(Unit: JPY mln)	SPEEDA	NewsPicks	Total (*1)	Adjustment	Consolidated
Revenue	876	611	1,488	—	1,488
Revenue from Sales to External Customers	876	611	1,488	—	1,488
Revenue from Sales and Transfers Between Segments	—	—	—	—	—
Segment Profit	140	85	226	—	226
<i>Profit Margin</i>	16.0%	14.0%	15.2%	—	15.2%
Depreciation (*2)	10	2	12	—	12
EBITDA	151	87	238	—	238
<i>EBITDA Margin</i>	17.2%	14.4%	16.1%	—	16.1%

Note (*1): The data for SPEEDA includes “entrepedia” and “FORCAS”

Note (*2): Depreciation includes goodwill amortisation

Consolidated Balance Sheet Change

(Unit: JPY mln)	End-2017	End-1Q 2018	Change
Current Assets	3,732	5,679	+1,946
Cash and Deposits	3,217	5,162	+1,945
Fixed Assets	676	1,069	+393
Total Assets	4,408	6,749	+2,340
Current Liabilities	1,532	1,855	+322
Fixed Liabilities	1,056	2,934	+1,878
Total Liabilities	2,589	4,790	+2,201
(Interest-Bearing Debts)	1,257	3,479	+2,222
Capital	1,328	1,334	+5
Capital Surplus	191	197	+5
Retained Earnings	286	404	+117
Total Net Assets	1,819	1,958	+139

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For more information on financial records,
refer to the “1Q Statement of Accounts” and “1Q Financial Report”

Disclaimer

The information disclosed in this material and projections for future performance are based on the data and information available at the time when this material was composed, and may contain uncertainties. Please be aware that the actual performance and results in future may vary greatly from the projections due to various factors. Data before 3Q 2015 has not been audited since Uzabase, Inc. was not a public company at that time.

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11 May 2018