

[Supporting Document] Performance transition by business segments/[補足資料]セグメント別実績推移

(Unit : million/単位 : 百万円)

| | | FY2016 | | | | | FY2017 | | | | |
|---------------------------------|-------------|--------|--------|--------|--------|---------|--------|--------|--------|----|---------|
| Sales | 売上高 | 1Q | 2Q | 3Q | 4Q | Total | 1Q | 2Q | 3Q | 4Q | Total |
| Media Business | メディア事業 | 5,819 | 5,304 | 5,070 | 5,739 | 21,934 | 5,932 | 6,409 | 6,468 | 0 | 18,810 |
| Game Business | ゲーム事業 | 29,754 | 27,667 | 30,628 | 34,587 | 122,638 | 34,649 | 35,864 | 33,454 | 0 | 103,968 |
| Internet Advertisement Business | インターネット広告事業 | 40,708 | 43,716 | 43,073 | 47,950 | 175,449 | 48,774 | 52,575 | 51,070 | 0 | 152,421 |
| Investment Development Business | 投資育成事業 | 367 | 279 | 24 | 1,077 | 1,748 | 89 | 807 | 858 | 0 | 1,756 |
| Other Business | その他事業 | 2,135 | 2,213 | 2,613 | 2,854 | 9,817 | 2,851 | 3,134 | 3,401 | 0 | 9,387 |
| Subtotal | 計 | 78,786 | 79,181 | 81,409 | 92,209 | 331,587 | 92,297 | 98,792 | 95,253 | 0 | 286,343 |
| Adjustment Amount | 調整額 | -4,755 | -4,572 | -5,001 | -6,592 | -20,921 | -5,726 | -5,470 | -5,660 | 0 | -16,857 |
| Total | 合計 | 74,030 | 74,609 | 76,408 | 85,616 | 310,665 | 86,571 | 93,321 | 89,593 | 0 | 269,486 |

| OP (Excluding 4Q earning Incentives) | | 営業利益 (インセンティブ含まず) | 1Q | 2Q | 3Q | 4Q | Total | 1Q | 2Q | 3Q | 4Q | Total |
|--------------------------------------|-------------|-------------------|--------|--------|--------|--------|--------|--------|--------|----|---------|-------|
| Media Business | メディア事業 | 683 | 36 | -3,115 | -5,219 | -7,615 | -4,588 | -5,133 | -4,701 | 0 | -14,423 | |
| Game Business | ゲーム事業 | 827 | 719 | 304 | 494 | 2,345 | 474 | 666 | 519 | 0 | 1,659 | |
| Internet Advertisement Business | インターネット広告事業 | -143 | -683 | -3,420 | -5,713 | -9,961 | -5,062 | -5,800 | -5,220 | 0 | -16,083 | |
| Investment Development Business | 投資育成事業 | 8,836 | 6,939 | 8,317 | 7,518 | 31,611 | 6,455 | 7,914 | 6,895 | 0 | 21,266 | |
| Other Business | その他事業 | 3,582 | 4,376 | 3,749 | 4,299 | 16,007 | 4,726 | 5,314 | 4,134 | 0 | 14,175 | |
| Subtotal | 計 | 90 | -20 | -249 | 605 | 425 | -97 | 127 | 665 | 0 | 694 | |
| Adjustment Amount | 調整額 | 158 | 284 | 308 | 437 | 1,189 | 417 | 355 | 475 | 0 | 1,249 | |
| Total | 合計 | 13,349 | 11,617 | 9,010 | 7,641 | 41,618 | 6,914 | 8,578 | 7,469 | 0 | 22,962 | |
| Adjustment Amount | 調整額 | -363 | -363 | -680 | -301 | -1,709 | -560 | -625 | -887 | 0 | -2,073 | |
| Total | 合計 | 12,986 | 11,253 | 8,330 | 7,339 | 39,909 | 6,354 | 7,952 | 6,581 | 0 | 20,888 | |

| OPM (Excluding 4Q earning Incentives) | | 営業利益率 (インセンティブ含まず) | 1Q | 2Q | 3Q | 4Q | Total | 1Q | 2Q | 3Q | 4Q | Total |
|---------------------------------------|-------------|--------------------|-------|----------|--------|--------|---------|--------|--------|------|------|--------|
| Media Business | メディア事業 | 11.7% | 0.7% | -61.4% | -90.9% | -34.7% | -77.3% | -80.1% | -72.7% | 0.0% | 0.0% | -76.7% |
| Game Business | ゲーム事業 | 29.7% | 25.1% | 27.2% | 21.7% | 25.8% | 18.6% | 22.1% | 20.6% | 0.0% | 0.0% | 20.5% |
| Internet Advertisement Business | インターネット広告事業 | 8.8% | 10.0% | 8.7% | 9.0% | 9.1% | 9.7% | 10.1% | 8.1% | 0.0% | 0.0% | 9.3% |
| Investment Development Business | 投資育成事業 | 24.6% | -7.3% | -1038.9% | 56.2% | 24.4% | -108.7% | 15.8% | 77.4% | 0.0% | 0.0% | 39.6% |
| Other Business | その他事業 | 7.4% | 12.9% | 11.8% | 15.3% | 12.1% | 14.7% | 11.3% | 14.0% | 0.0% | 0.0% | 13.3% |

(FY) ※参考※

| OP (After payment of earning Incentives) | | 営業利益 (インセンティブ含む) | 1Q | 2Q | 3Q | 4Q | Total | 1Q | 2Q | 3Q | 4Q | Total |
|--|-------------|------------------|----|----|--------|--------|-------|----|----|----|----|-------|
| Media Business | メディア事業 | - | - | - | -5,905 | -8,301 | - | - | - | - | - | 0 |
| Game Business | ゲーム事業 | - | - | - | 6,358 | 30,451 | - | - | - | - | - | 0 |
| Internet Advertisement Business | インターネット広告事業 | - | - | - | 3,452 | 15,160 | - | - | - | - | - | 0 |
| Investment Development Business | 投資育成事業 | - | - | - | 564 | 384 | - | - | - | - | - | 0 |
| Other Business | その他事業 | - | - | - | 381 | 1,133 | - | - | - | - | - | 0 |
| Subtotal | 計 | - | - | - | 4,850 | 38,828 | - | - | - | - | - | 0 |
| Adjustment Amount | 調整額 | - | - | - | -629 | -2,037 | - | - | - | - | - | 0 |
| Total | 合計 | - | - | - | 4,220 | 36,790 | - | - | - | - | - | 0 |

| OPM (After payment of earning Incentives) | | 営業利益率 (インセンティブ含む) | 1Q | 2Q | 3Q | 4Q | Total | 1Q | 2Q | 3Q | 4Q | Total |
|---|-------------|-------------------|----|----|---------|--------|-------|----|----|----|----|-------|
| Media Business | メディア事業 | - | - | - | -102.9% | -37.8% | - | - | - | - | - | 0.0% |
| Game Business | ゲーム事業 | - | - | - | 18.4% | 24.8% | - | - | - | - | - | 0.0% |
| Internet Advertisement Business | インターネット広告事業 | - | - | - | 7.2% | 8.6% | - | - | - | - | - | 0.0% |
| Investment Development Business | 投資育成事業 | - | - | - | 52.4% | 22.0% | - | - | - | - | - | 0.0% |
| Other Business | その他事業 | - | - | - | 13.4% | 11.5% | - | - | - | - | - | 0.0% |

*The data of FY2016 were retroactively revised, according to the new segments adopted in FY2017.(Change: Moved Internet Advertisement Business of CA Mobile, Inc. from Others to Internet Advertisement Business.)
※2017年9月期のセグメントにあわせて、2016年9月期から遡及して記載（変更内容：株式会社シーエーモバイルの広告事業を「その他」から「インターネット広告」へ移動）