

To whom it may concern

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## Financial Overview for the Third Quarter of FY08/17

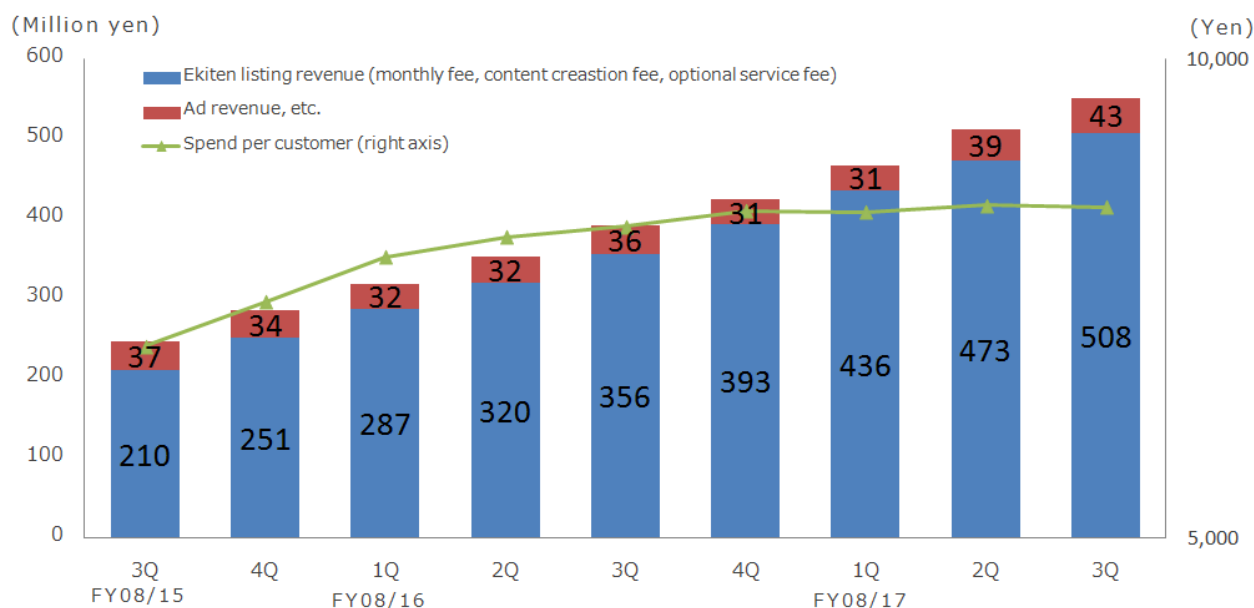
DesignOne Japan, Inc. announces its financial overview for the third quarter of the fiscal year ending August 2017 (Sep. 1, 2016 – Aug. 31, 2017) as follows.

### 1. Net sales steadily increased to an all-time quarterly high of 551 million yen

Quarterly sales rose to an all-time high of 551 million yen, increased by 7.5% from the second quarter. This was thanks to the steady growth in the number of paid listing stores and option-using stores.

Operating income for the third quarter was 162 million yen, increased by 41.4% from the second quarter, and the operating margin was 29.4%, increased by 7.0 points from the second quarter. The growth is mainly owing to an increase in net sales and a decrease in SG&A expenses including advertising expenses, etc.

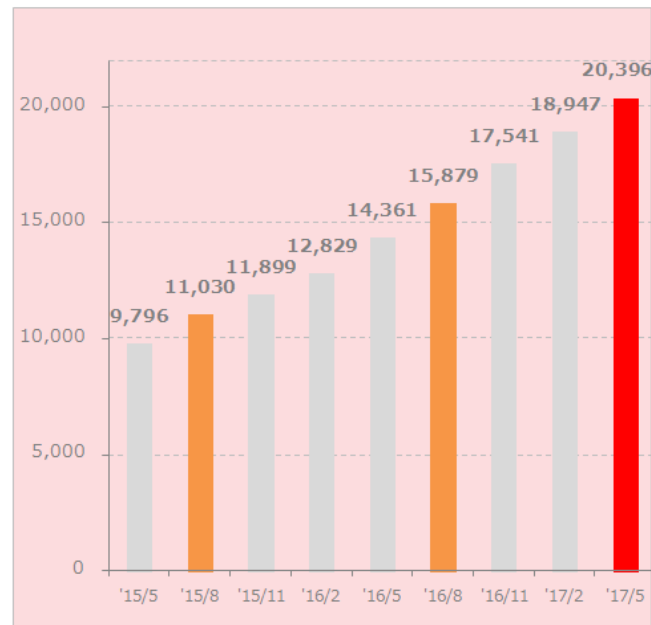
### Breakdown of quarterly sales



## 2. Number of paid listing stores steadily increased by 1,449 for the third quarter

The number of paid listing stores steadily increased in the third quarter 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 third quarter was 20,396, increased by 1,449 from the second quarter. The company has made a steady progress toward reaching the fiscal year-end goal of 21,086 paid listing stores.

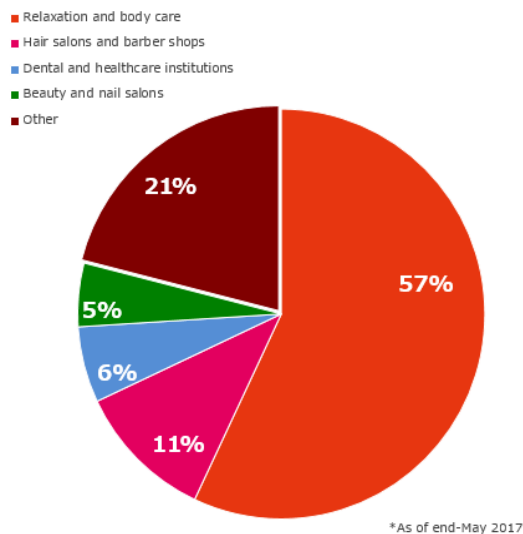
Changes in the number of paid listing stores



## 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



Composition of quarterly new orders by category

