



# Consolidated Financial Results

FY2017 (April 1, 2017 – March 31, 2018)

May 14, 2018

IR Japan Holdings, Ltd. (6035)

# IR Japan Holdings, Ltd.

This presentation is made by IR Japan Holdings, Ltd. (hereinafter, “the Company”) solely for the disclosure of the financial statements, and not published for the purpose of soliciting sales or purchases of securities in Japan, United States, and any other regions. Also, the Company assumes the presentation is based on integrity and accuracy of information from any third parties, but the Company has no representation or guarantee of this integrity and accuracy. Information on this presentation may be amended or deleted without prior notice. Any other third party is not allowed to make use of the presentation and its contents without the Company’s prior written consent.

Statements on this presentation about future financial results are forward-looking statements. These statements are based on the assumptions and beliefs of the Company's management in light of the information currently available. Therefore, these statements are much influenced by various risks and uncertainties, and actual financial results differ greatly from forecasts which were explicitly and implicitly expressed in these statements. Accordingly, the Company advises against relying too much on these statements. The Company assumes no obligation to revise forward-looking statements contained herein, whether as a result of new information, future events and other discoveries.

---

# I . FY2017 Consolidated Financial Results

# Summary : Consolidated Financial Results for the Year Ended March 31, 2018

	Year Ended March 31, 2018 (April to March 2018)			FY2016 (April to March 2017)
	Amount (Millions of yen)	Change (Millions of yen)	Percentage change (YoY)	Amount (Millions of yen)
Net Sales	4,133	296	7.7	3,836
Operating profit	1,156	146	14.5	1,009
Ordinary profit	1,157	148	14.7	1,008
Profit attributable to owners of parent	821	126	18.2	694
(Reference) EBITDA※	1,389	172	14.1	1,271

※ EBITDA : Ordinary profit + Interest expenses + Accumulated depreciation

✓ We have provided more SR Consulting services typified by Shareholder Identification and our services related to shareholders' meetings. In addition, we have acquired more new clients and also net sales per client have increased for the past year. These have contributed to increase in net sales by 7.7%, and both net sales and each profit have reached record high for 4 consecutive years.

# Summary : Consolidated Financial Results by Type of Services for Year Ended March 31, 2018

	Year Ended March 31, 2018 (April to March 2018)			FY2016 (April to March 2017)
	Amount (Millions of yen)	Percentage of net sales (%)	Percentage Change (YoY)	Amount (Millions of yen)
IR/SR Consulting	3,429	83.0	12.7	3,043
Disclosure Consulting Sales	491	11.9	▲11.7	556
Databases and Other sales	213	5.1	▲9.9	236

# Highlights : Consolidated Financial Results for the Year Ended March 31, 2018

## 1. We have provided more SR (Shareholder Relations) Consulting services

- Less stable shareholders due to higher ratio of overseas shareholders, enforcement of Japanese Stewardship Code and Japanese Corporate Governance Code help us to provide more Shareholder Identification services (for domestic / overseas shareholders)
- More scandals and shareholder proposals in Japan, required disclosure of individual voting records, and more collaborative engagements have encouraged companies to promote shareholders' voting activities

## 2. We have provided more services to enhance our clients' corporate governance

- Almost 3 years have passed since the introduction of Japanese Corporate Governance Code, and more companies have started board evaluation carried out by external third parties
- Listed companies' higher demand in independence outside directors for more diversity

## 3. Rapid progress in Investment Banking Business

- Increase in the number of shareholder proposals by activists and more collaborative engagements have contributed to more proxy advisory services
- Backed by a symbolic deal (= Sushiro Global Holdings' M&A) that we have advised and by recruiting more new employees, our M&A services have gained wider recognition and we have provided more financial advisory services such as M&A to our clients

## 4. Transfer Agency Business advancing steadily

- Number of entrustments with companies : 60 (Last year : 46)
- Number of shareholders under administration<sub>6</sub> : 288,528 (Last year : 252,314)

## Forecast for Financial Results (as of May 14, 2018)

The forecast for the fiscal year ending March 31, 2019 is based on reasonable grounds for calculation as of May 14, 2018.

	Forecast (FY2018)	Actual (FY2017)	Change (Millions of yen)	Percentage change (YoY)
	Amount (Millions of yen)	Amount (Millions of yen)		
Net sales	4,600	4,133	466	11.3
Operating Profit	1,300	1,156	143	12.4
Ordinary Profit	1,300	1,157	142	12.3
Profit attributable to owners of parent	888	821	66	8.1

## Forecast for FY2018 annual dividend (as of May 14, 2018)

The company has **increased the interim / year-end dividend for FY2017 by ¥10 to ¥25 / ¥35 respectively** (for 3<sup>rd</sup> consecutive year). Annual dividend for FY2017 will be **¥60 yen**. The interim / year-end dividend for FY2018 is scheduled to be ¥25 / ¥35 respectively. Including repurchasing shares, the Company will flexibly implement our capital policy in consideration of the trend of business results.

### Transition in Dividend per Share

	Interim	Year-end	Annual	Payout ratio
Forecast (FY2018)	25円	35円	60円	60.2%
Actual (FY2017) (Announced on May 14, 2018)	25円	35円	60円	65.0%
Actual (FY2016)	15円	25円	40円	51.5%
Actual (FY2015)	10円	18円	28円	58.4%



## The Company's TSR

	To March 31, 2018
TSR from March 18, 2011 (the date former "IR Japan, Inc." has listed on JASDAC market)	813.8%
TSR from April 1, 2013 (5 years ago)	121.9%
TSR from April 1, 2015 (3 years ago)	266.9%
TSR from April 1, 2017 (1 year ago)	202.0%

**Your Capital Market Intelligence**

---

**IR Japan**

