

Contents of the Question and Answer Section during the 1Q FY 2019 Financial Results Briefing

The following is a summary of the questions asked and the responses given during the financial results briefing held on Tuesday 5 February. Some portions have been edited and modified for clarification.

【Questions Regarding the Cross Border E-Commerce Business】

Q1. The operating income in the Cross Border Business decreased by about 80 Million JPY. What is the breakdown between the From Japan Business and To Japan Business?

We will abstain from disclosing the specific breakdown between the two businesses, but most of the losses are from the To Japan business. The income in the From Japan business also decreased slightly due to increased costs to invest in better streamline operations and eventually reduce costs.

Q2. Will the To Japan Business bounce back to generate profit in 2Q once it completes its current system developments?

The aim is to contain the spending by the end of 2Q. We cannot specifically say whether it will generate profit, but it will definitely reduce the losses.

【Question Regarding the Incubation Business】

Q3. One of your investments, Tokopedia, succeeded in a large fundraising. Will this positively affect your market valuation release (as of 31 March 2019) scheduled next quarter?

We ask that you look forward to our release next quarter.

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