



NEXT Co., Ltd. (TSE Section 1 2120)

Earnings Presentation

Year Ended March 2015 (April 2014 to March 2015)

The opinions and projections, etc. contained herein represent the judgment of the Company at the time this document was prepared. We provide no guarantees regarding the accuracy of the information. Please keep in mind that actual performance and results may vary significantly due to fluctuations in various factors.

Index

› Today's Key Points	Page 3
› Highlights	Page 4
› Review of Year Ended March 2015	Pages 5-11
› Earnings Information for Year Ended March 2015	Pages 12-18
› Business Strategy for Year Ended March 2016	Pages 19-32
› Performance Forecasts for Year Ending March 2016	Pages 33-37
› Inquiries Regarding IR Data	Page 38
› Reference	Pages 39-61

Today's Key Points

Strong performance in Real Estate Information Services

Set new record highs for consolidated **sales and profits** for the **full year**.

Trovit results added to scope of consolidation starting January
Foray into three new countries in May, including **Trovit Japan**

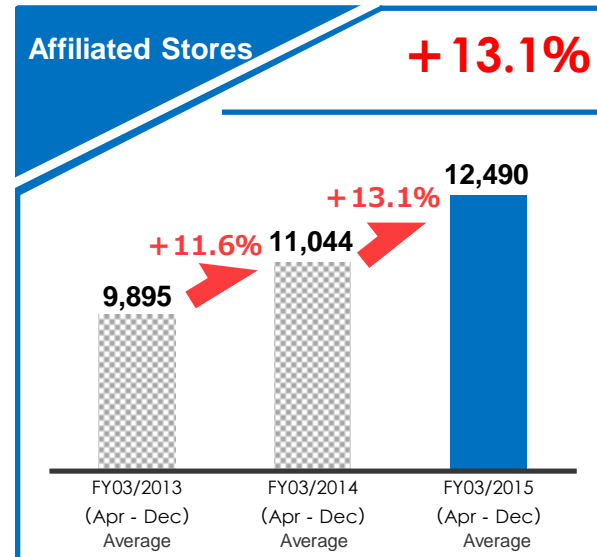
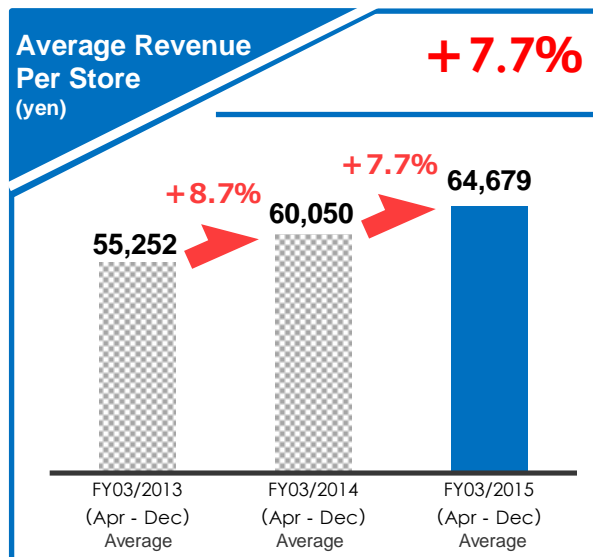
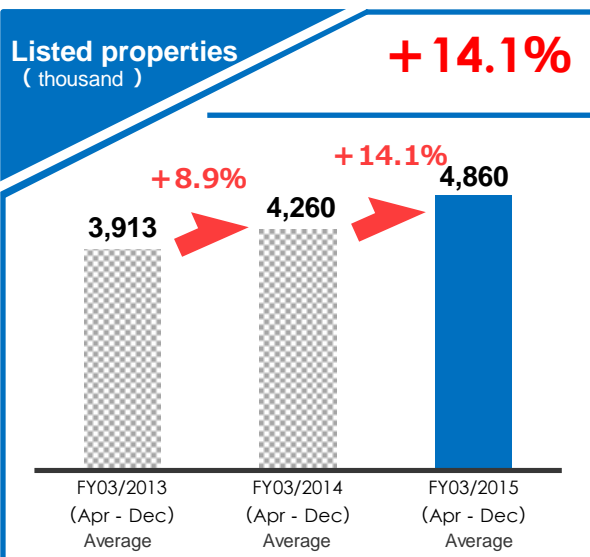
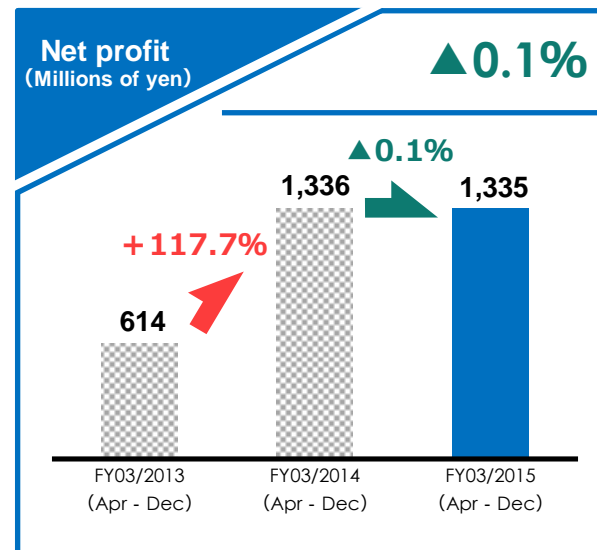
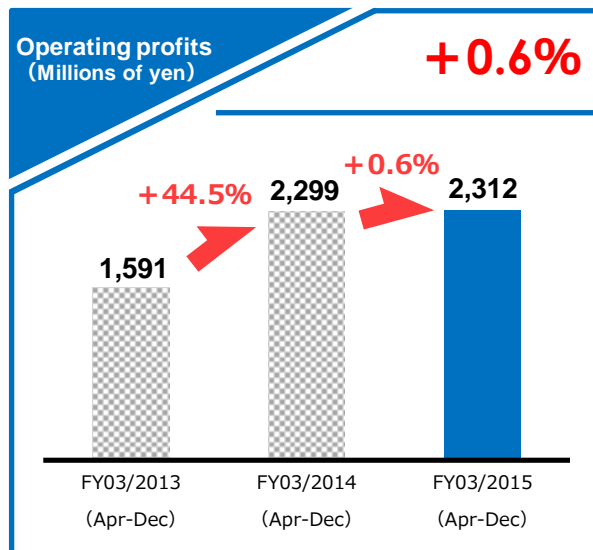
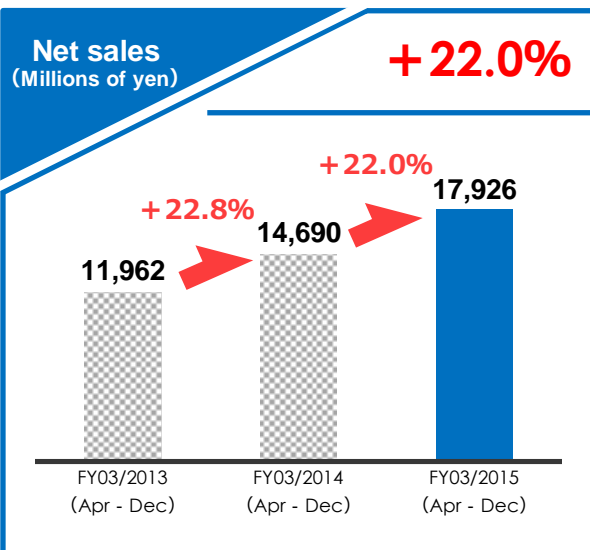
Significant growth in **year ending March 2016** due to full-year
consolidation of Trovit

Initial efforts to recover investment and **accelerate growth** through
domestic/overseas investments

Plans to release **new business services** for domestic real
estate companies

Achieve optimal matches by supporting both users and companies.

Highlights



Review of Year Ended March 2015

A photograph of a city skyline at sunset. The foreground is filled with the rooftops and upper floors of a dense residential area. In the background, a variety of skyscrapers and high-rise buildings are silhouetted against a sky with soft, orange and pink hues from the setting sun. Some windows in the buildings are lit up, and a few construction cranes are visible on the left side of the skyline.

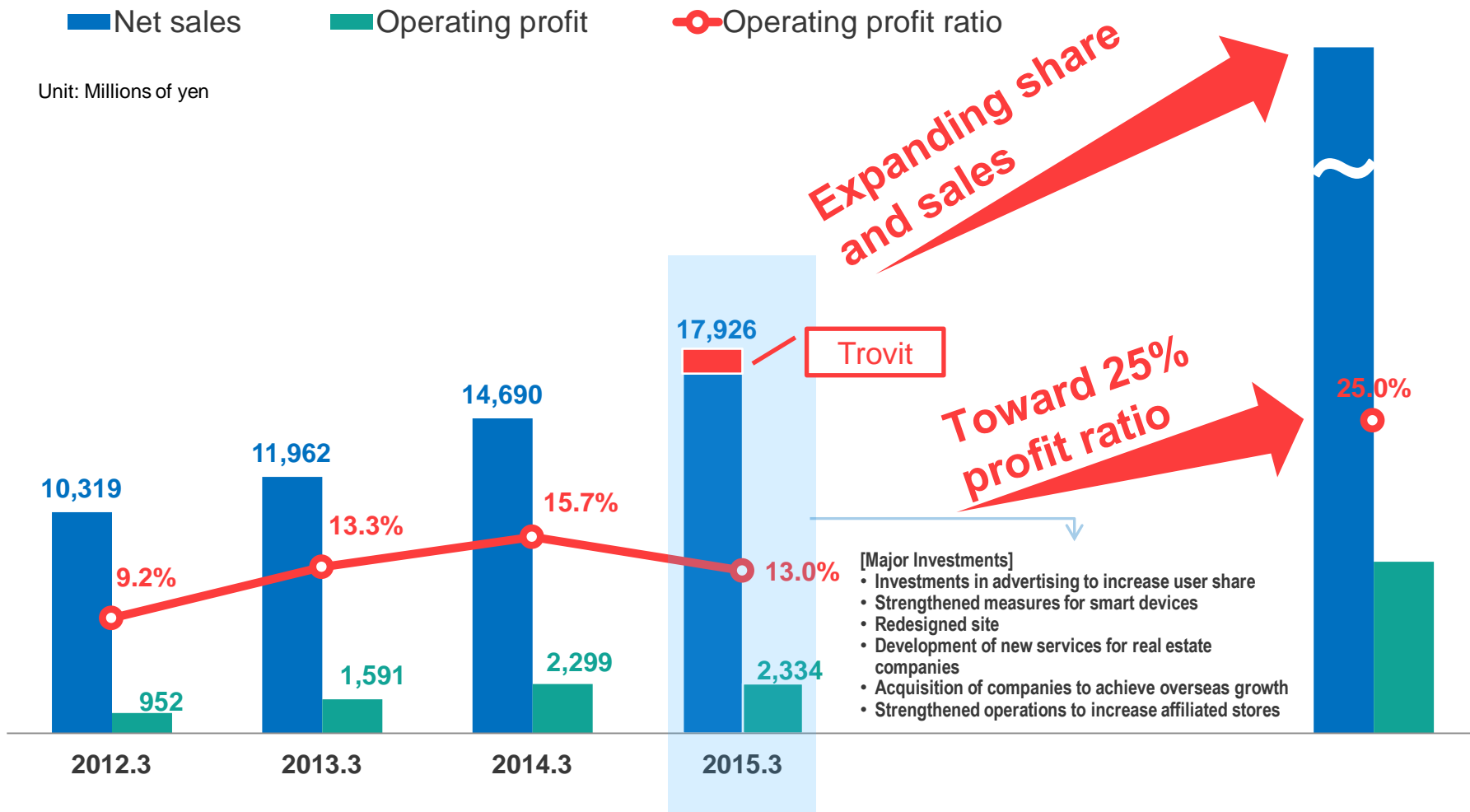
Fiscal 2015/03
is a year for
expanded investment

Year Ended March 2015: Year of Investment

Review of the Year Ended March 2015

POINT In the year ended March 2015, we made the strategic investments needed to become No. 1 in Japan.

We also moved ahead with overseas development to achieve medium/long-term growth.



Services



Released HOME'S app for visually impaired users

Business alliance with IRR Corporation

Began providing "HOME'S-kun's Future Theatre"

Released HOME'S new housing equipment insurance service

Released new Lifull Thailand search functions

Added support for panorama images on HOME'S smartphone sites

Released "Home's Style Market" site, electronic commerce for Interior

Launch industry-specific DMP* services targeting real estate agents.

Thorough redesign of Android app

Redesigned real estate sales inspection service

Redesigned HOME's Renovation

Launched "Room VR" test

Developed three cutting-edge demo products

(Tangible UI Property Search, GRID VRICK, Sugoi Tenbin ("Amazing Scales"))

Released HOME'S memo app used to take notes on condo

tours for comparison

Trovit made a subsidiary

Began providing online moving reservation service

Activated smartphone-optimized "HOME's Custom-Built Houses" site

Developed the "Waratteru" wearable demo device

Began providing HOME'S security service package for seniors

Began providing credit card settlement service for real estate companies

Released "Lifull FaM" app, a communication notebook

for mothers and fathers

Released "Lifull TraveRing" app, that helps

communication between tourists from abroad and local citizens

Began trial operation of "Smart Viewing"

Added functions to HOME'S subway/train line map search

Promotions, Etc.

Ran limited-time tie-in commercial with the film "Thermae Romae II"

Partnership campaign with "Girls Award"

Ultra Sumikae campaign

Release moving company rankings

HOME'S Research Institute issues "Stock & Renovation 2014" research report

Investment in Glue-th (Mechika)

Exhibited at "Senior Housing Fair 2014 in Tokyo" for seniors

Announced rankings of most popular cities/towns in Japan in H1 2015

Launched short TV program "Happy Homes Detective Agency"

First nationwide integrated HOME'S test

iPhone app download campaign

Held IR briefings overseas

Launched HOME'S Expo 2014 in four cities

HOME'S and Salaryman Yamazaki Shigeru collaboration

Property postings top 5 million

Redesigned the corporate site

Announced results of "HOME'S Customer Service Grand Prix 2014"

No. 1 Achieved leading position in real estate information

(rentals) on Gomez site rankings

Held smartphone classes for people with visual impairments

Ran "Dreamer" video promotion on YouTube

Launched O2O campaign for real estate companies and model units

Began airing new TV commercial on January 5, 2015

Launched campaign linked to TV ads

Selected as one of Japan's "Best Workplaces"

Selected for "Best Motivation Company Award"

Held real estate investment fair



Trends in the Total Number of Properties Listed on HOME'S

Review of Year Ended March 2015

POINT

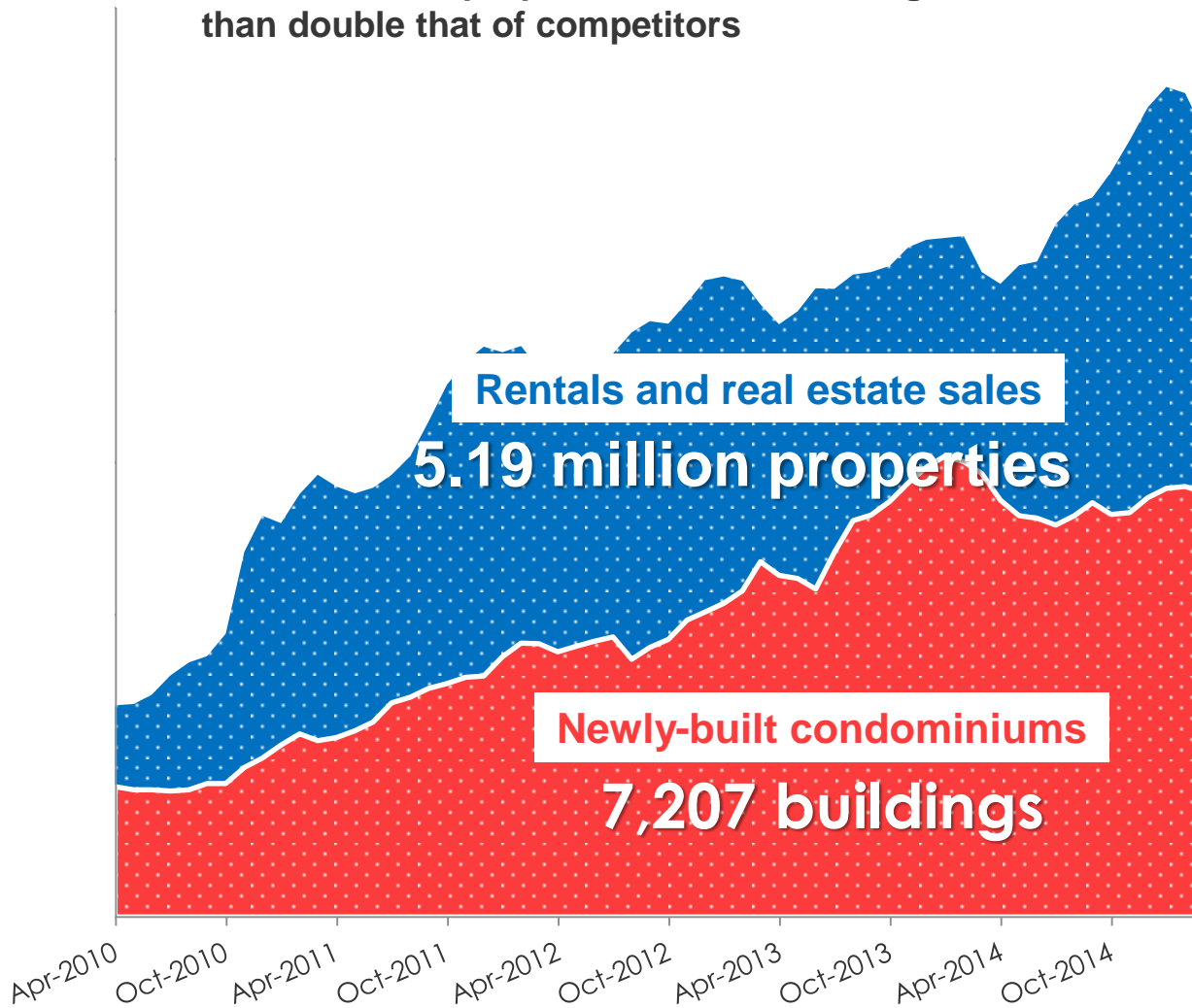
The total number of properties listed on HOME'S exceeded the 5 million mark

The number of properties listed remaining at levels more than double that of competitors



Comparison with major websites

(*1)



2.59 million properties

1.84 million properties

1.84 million properties

Company A

Company B

Company C

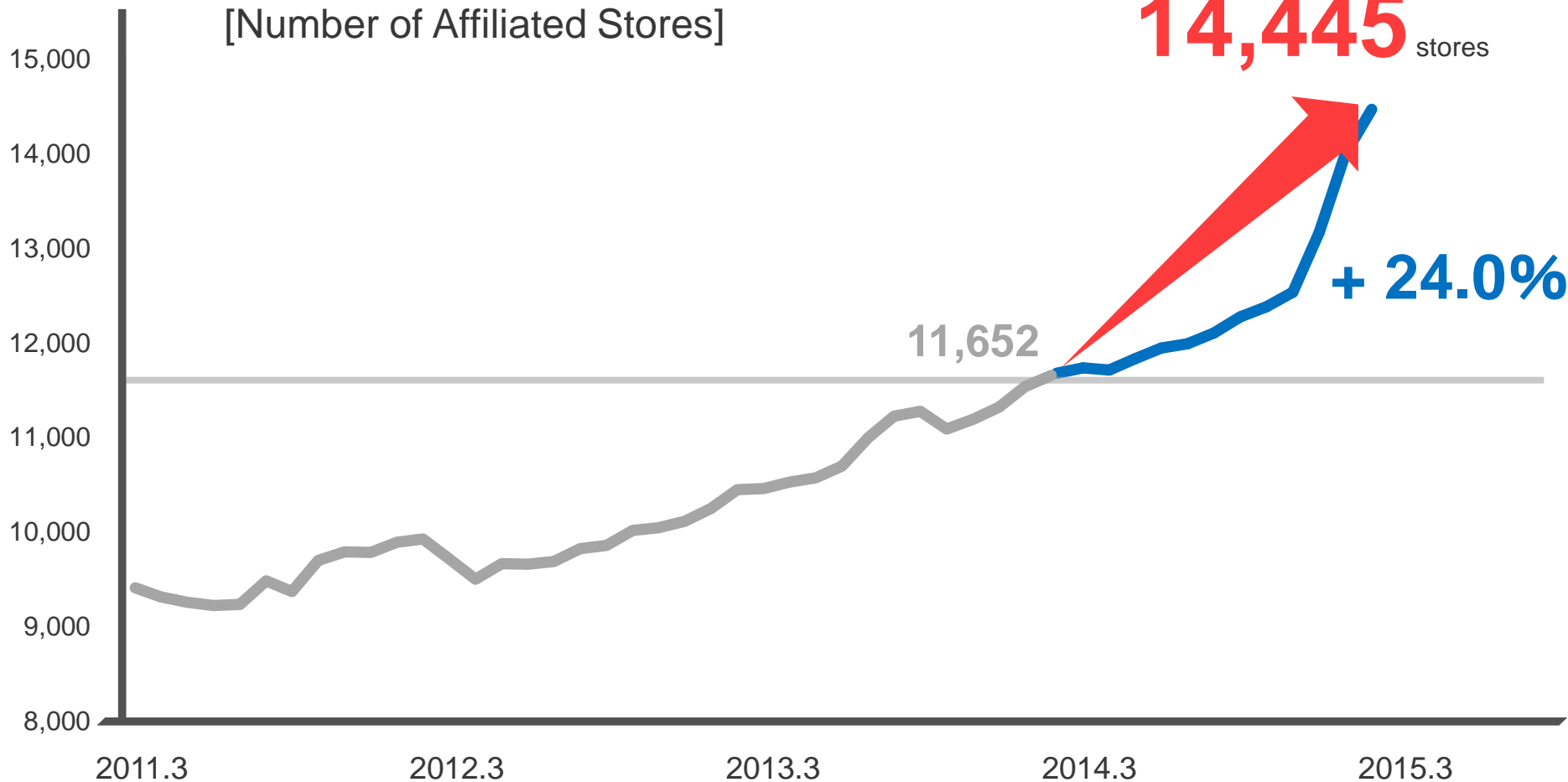
(*1) Total properties listed for rentals and real estate sales as of January 2015. NEXT data.

Trends at Affiliated Stores

Review of the Year Ended March 2015

POINT

Numbers of affiliated stores increased dramatically (by 2,793) to 14,445 stores



POINT Trovit acquisition expands NEXT Group service area from 4 to 46 countries.



aggregator model

Arab Emirates
Argentina
Australia
Austria
Belgium
Brazil
Canada
Chile
Columbia
Czech Republic
Denmark
Ecuador

France
Germany
Hong Kong
Hungary
India
Indonesia
Ireland
Italy
Malaysia
Mexico
Morocco
Netherlands

New Zealand
Nigeria
Pakistan
Peru
Philippines
Poland
Portugal
Romania
Russia
Singapore
South Africa
Spain

Sweden
Switzerland
Turkey
UK
US
Ukraine
Venezuela

Portal model

Indonesia
Japan
Taiwan
Thailand

Financial Information for the Year Ended March 2015

Simplified Income Statement

Financial Information for the Year Ended March 2015

POINT

Net sales up 22%, operating profits up 0.6% year-on-year, both setting record highs
Strategic investments lower operating profits ratio 2.8 points to 12.9%

Unit: Millions of yen		[Cumulative] Year Ended March 2014 (April-March)	[Cumulative] Year Ended March 2015 (April-March)	Change	Rate of Change		[Quarter] Year Ended March 2014 (January- March)	[Quarter] Year Ended March 2015 (January- March)	Rate of Change
Net sales		14,690	17,926	+ 3,236	+ 22.0%	※1	4,281	6,095	+ 42.4%
Cost of sales		472	583	+ 110	+ 23.4%		136	194	+ 43.0%
SGA expenses		11,918	15,030	+ 3,112	+ 26.1%		4,050	5,653	+ 39.6%
	Personnel expenses	3,783	4,338	+ 554	+ 14.7%		1,155	1,331	+ 15.3%
	Advertising expenses	4,496	5,851	+ 1,354	+ 30.1%	※2	1,862	2,538	+ 36.3%
	Operating expenses	473	718	+ 244	+ 51.7%	※3	176	219	+ 24.4%
	Depreciation	438	452	+ 13	+ 3.1%		91	174	+ 91.5%
	Other SGA expenses	2,726	3,671	+ 944	+ 34.6%	※4	764	1,388	+ 81.7%
Operating profits		2,299	2,312	+ 13	+ 0.6%		95	247	+ 160.6%
Net profit (Year/Quarter)		1,336	1,335	▲ 1	▲ 0.1%		54	59	+ 10.1%
Operating profits ratio		15.7%	12.9%	▲ 2.8p	—		2.2%	4.1%	—

*1 Real Estate Information Services and Other Services both recorded sales growth exceeding 20%, setting record highs for net sales (see page 15 for details).

*2 Invested in advertising at record-high levels. H1 results fell short of forecasts due to the impact of the consumption tax hike and other factors, but operating expenses and other SGA expenses were reduced. These savings were partially diverted for use as advertising expenses, which increased response numbers and made it possible to meet full year forecasts and set the foundations for setting record figures.

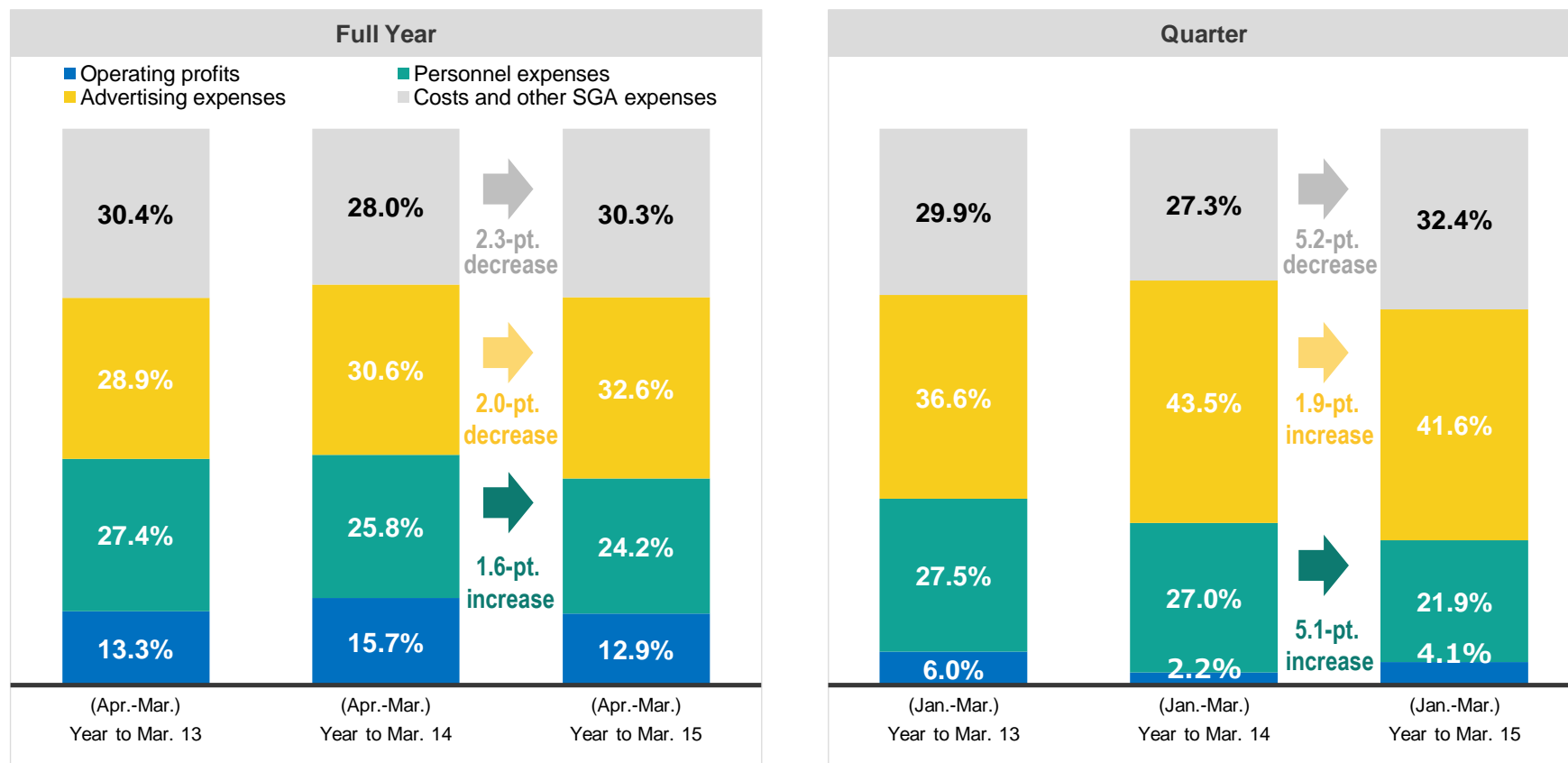
*3 Increase in third-party marketing expenses, expenses associated with option sales for panorama photos, etc., UX survey expenses for service improvements, transportation expenses for overseas business trips, and other expenses.

*4 Increase due to service development expenses, system usage fees, expenses associated with Trovit acquisition, goodwill amortization, and other expenses.

Share of Net Sales Financial Information for the Year Ended March 2015

POINT

The full-year operating profits ratio fell by 2.8 percentage points due to anticipatory investment and goodwill amortization. Other SGA expenses increased 2.3 points. The number of employees increased as well. Efforts to improve productivity resulted in a 1.6-point gain.



Costs and other SGA expenses: Rose due to service development investment as well as system service fees, expenses associated with Trovit acquisition, goodwill amortization, and other expenses.

Advertising expenses: Strategically strengthened advertising expenses centering on branding promotions to achieve rapid gains in user share. Reined in other SGA expenses; savings partially diverted for use in advertising.

Personnel expenses: The average number of consolidated employees for the full year (April-March) increased from 559 the previous year to 664 for the year under review. Due to higher revenues and improved productivity, personnel expenses improved as a ratio to net sales.

Sales by Service

Financial Information for the Year Ended March 2015

POINT

Real Estate Information Services and Other Services both achieved double-digit sales growth. Growth in Rental & Real Estate Trade accelerated in H2 due to effective advertising investment; up 29.1% for the quarter.

Unit: Millions of yen		[Cumulative] Year Ended March 2014 (April-March)	[Cumulative] Year Ended March 2015 (April-March)	Change	Rate of Change		[Quarter] Year Ended March 2014 (January- March)	[Quarter] Year Ended March 2015 (January- March)	Rate of Change
Sales		14,690	17,926	+3,236	+22.0%		4,281	6,095	+42.4%
Real Estate Information Services		14,554	17,753	+3,198	+22.0%		4,243	6,040	+42.4%
Rental & Real Estate Trade		7,975	9,751	+1,776	+22.3%	※1	2,422	3,126	+29.1%
New Houses & Condominiums		4,324	4,537	+213	+4.9%	※2	1,178	1,258	+6.8%
Custom-Built Homes and Renovations		1,031	817	▲213	▲20.7%	※3	268	196	▲27.0%
For Real Estate Companies	Note 1	638	908	+269	+42.2%	※4	174	248	+42.5%
Other	Note 2	584	1,737	+1,152	+197.3%	※5	199	1,210	+506.9%
Other Services	Note 3	135	173	+38	+28.2%		37	55	+45.8%

Note 1: "For Real Estate Companies" includes "CRM Service for Rental Property Companies," "Business Support Service for Real Estate Developers," "Web Page Production Service," etc.

Note 2: The "Other" category of Real Estate Information Services includes "HOME'S Nursing care Service," "HOME'S Moving Estimate Service," "HOME'S Renovation," "HOME'S Storage Service," overseas business, etc.

Note 3: The "Other Services" segment includes "MONEYMO," "HOME'S Style Market," etc.

- *1 SEO remains strong. Visitors and inquiries increased, while numbers of affiliated stores increased by 24.0%. (See page 10 for details.)
- *2 Average condominium postings during the term (April-March) declined 7.5% year-on-year due to the consumption tax hike and other factors. Sales efforts boosted average single-family detached housing postings by 3.5%.
- *3 The consumption tax hike continued to affect "Custom-Built Homes and Renovations."
The renovation business revised its fee structure from a per-inquiry to a per-contract basis, pushing back the timing of fee revenues.
- *4 An administrative support service (DMP service) for real estate developers was launched in July 2014.
- *5 HOME'S Nursing care Service increased 40.2% year-on-year due to increases in postings and inquiries, etc.
Trovit consolidation began in January 2015.

Segment Income

Financial Information for the Year Ended March 2015

POINT

**Real Estate Information Services up 2.0% on strategic investments;
up 171.2% for the quarter**

Unit: Millions of yen	[Cumulative] Year Ended March 2014 (April-March)	[Cumulative] Year Ended March 2015 (April-March)	Change	Rate of Change	[Quarter] Year Ended March 2014 (January- March)	[Quarter] Year Ended March 2015 (January- March)	Rate of Change
Real Estate Information Services	2,355	2,402	+46	+2.0%	104	282	+171.2%
Other Services	▲56	▲90	▲34	—	▲9	▲35	—
Consolidated Operating Profits	2,299	2,312	+13	+0.6%	95	247	+160.6%

* Rates of change not listed if figures were negative in the previous or current term.

Real Estate Information Services: Generally as planned. Decrease in income anticipated due to the impact of Trovit acquisition and other factors, but profits up for the full year thanks to sales efforts, cost-cutting efforts, and other initiatives.

Other Services: Launched “HOME’S Style Market” service in April.

Established Lifull FaM Co., Ltd. in October. Launched “Lifull FaM” service in February. “Lifull FaM” is a communication notebook for mothers and fathers.

Established Lifull TraveRing Co., Ltd. in October. Launched “Lifull TraveRing” in March, an SNS hospitality app for travelers.

Ended the “Lococom” service in March, a local information site that had failed to achieve profits.

Ended the “EventCal” and “eQOL Skincare” services as of 2Q last term.

Balance Sheet and Goodwill Status

Financial Information for the Year Ended March 2015

POINT

Goodwill increases ¥9,972 million from Trovit acquisition; short-term borrowings increase ¥7,000 million.

Unit: Millions of yen	Previous year-end March 31, 2014	[Current quarter-end] March 31, 2015	Change	Rate of Change
Assets	13,409	21,903	+8,493	+63.3%
Current assets	11,109	8,993	▲2,116	▲19.1%
Fixed assets	2,300	12,909	+10,609	+461.3%
Liabilities	3,160	11,471	+8,310	+263.0%
Current liabilities	2,987	10,895	+7,907	+264.6%
Long-term liabilities	172	575	+403	+233.8%
Net assets	10,249	10,431	+182	+1.8%
Net assets per share	181.55	184.26	+2.71	+1.5%

Major Factors Resulting in Changes			
Decrease in cash and deposits	▲3,075	Decrease in current assets	*1
Increase in goodwill	+8,664	Increase in fixed assets	*1
Increase in software	+279	Increase in fixed assets	
Increase in software suspense account	+484	Increase in fixed assets	
Customer-related assets	+1,100	Increase in fixed assets	*1
Increase in short-term borrowings	+7,000	Increase in current liabilities	*1
Increase in accounts payable-other	+724	Increase in current liabilities	
Increase in accrued consumption taxes	+147	Increase in current liabilities	
Increase in retained earnings	+1,098	Increase in net assets	
Decrease in foreign currency translation adjustment	▲939	Decrease in net assets	*1

Goodwill amortization	Total goodwill	Residual value at term-start	Apr. 14 – Mar. 15 amortization	Foreign currency translation adjustment	Residual value	Months remaining	Amortization end date	
Former Littel Co., Ltd.	216	86	43	—	43	12 months	March 2016	*2
Trovit Search, S.L.	9,972	—	478	786	8,707	57 months	December 2019	*1 *2

*1 Goodwill of ¥9,972 million arose with the Trovit acquisition. Customer-related assets increased ¥1,291 million. Trade rights of ¥136 million acquired. Loss due to foreign currency translation adjustment recorded ¥786 million.

Goodwill amortization of ¥478 million. Increase in short-term borrowings of ¥7,000 million. Decrease in cash and deposits of ¥3,075 million.

*2 Adoption of IFRS standards will eliminate goodwill amortization as of the fiscal year ending March 2016.

Cash Flows


Financial Information for the Year Ended March 2015

POINT

Cash and cash equivalents at year-end down ¥4.1 billion to ¥4.2 billion (to ¥5.2 billion, including time deposits)

Unit: Millions of yen	Year ended March 2014 (April-March)	Year ended March 2015 (April-March)	Change	Main Items	Year ended March 2014 (April-March)	Year ended March 2015 (April-March)
Operating cash flow	+2,156	+2,488	+331	Income before income taxes	2,261	2,236
				Depreciation	439	452
				Goodwill amortization	43	521
				Increase/decrease in provision for bonuses	105	18
				Increase/decrease in allowance for doubtful accounts	119	20
				Increase/decrease in accounts receivable-trade	▲381	▲568
				Increase/decrease in accounts payable-trade	2	34
				Increase/decrease in accounts payable-other	683	598
				Income taxes paid	▲1,002	▲1,033
Investing cash flow	▲541	▲13,362	▲12,821	Outlays for provision to time deposits	—	▲1,000
				Outlays for acquisition of investment securities	▲140	▲29
				Outlays for acquisition of property, plant, and equipment	▲84	▲48
				Outlays for acquisition of intangible fixed assets	▲495	▲1,022
				Outlays for execution of asset retirement obligations	▲89	—
				Outlays for acquisition of subsidiary equity	—	▲11,295
				Income from collection of deposits and guarantees	275	0
Financing cash flow	▲106	6,734	+6,841	Loan income	—	7,000
				Dividend payments	▲123	▲267
Change in cash and cash equivalents	+1,511	▲4,174	▲5,685			
Balance of cash of cash equivalents	8,443	4,268	▲4,175	Cash and cash equivalents of ¥4.2 billion at term-end (¥5.2 billion including time deposits)		

Business Strategy for Year Ended March 2016

A photograph of several ripe, orange-colored fruits hanging from a branch with green leaves. The background is a clear blue sky with scattered white clouds. The image is used as a background for a text overlay.

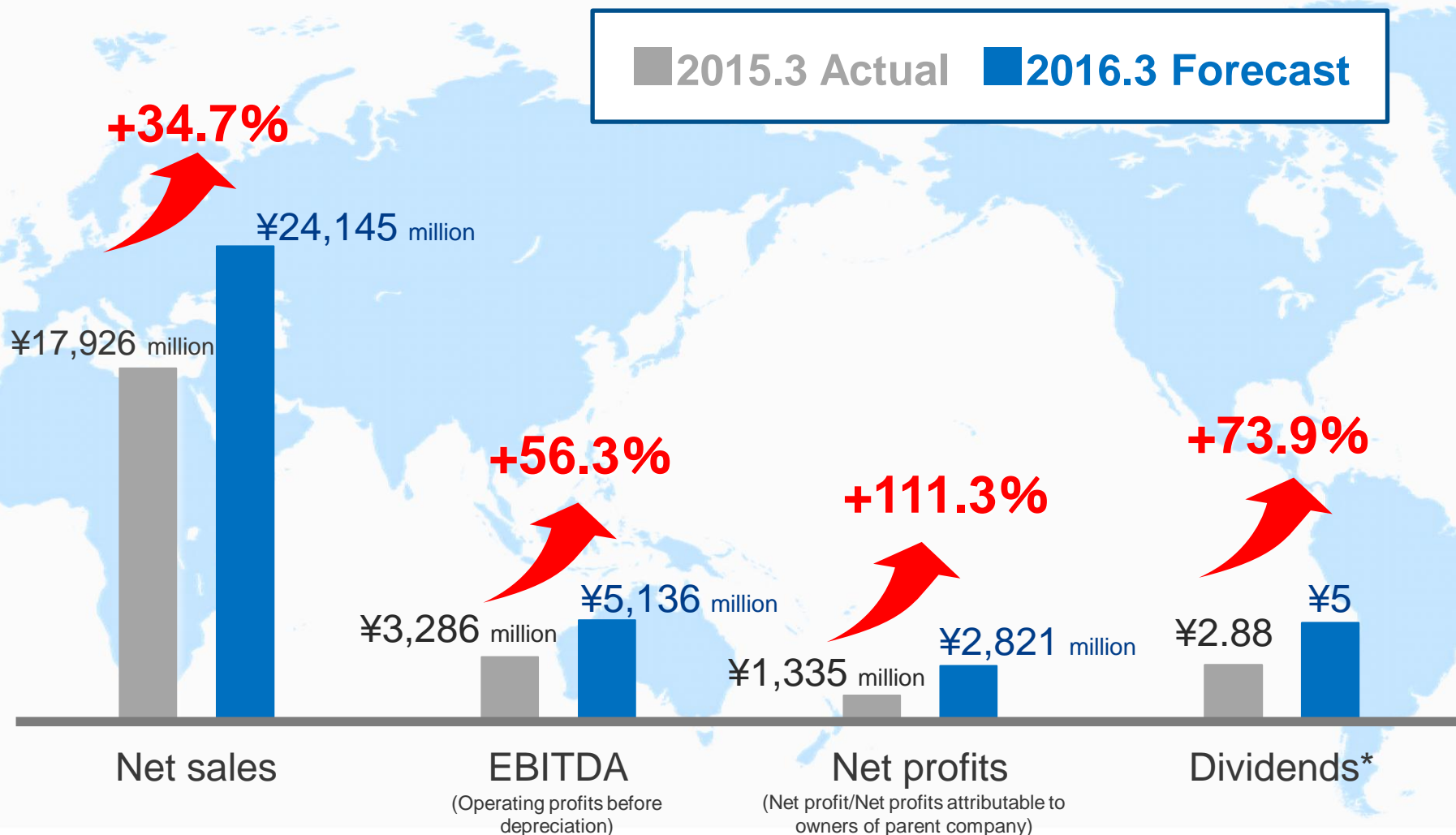
**Investments made to date bearing fruit
Toward the recovery phase
Accelerating growth through
domestic/overseas investment**

Business Plan for Year Ending March 2016

Business Strategy for Year Ended March 2016

POINT

Significant sales and profits growth in the year ending March 2016; dividends also projected to increase 73.9%



Note: Figures for the previous term are based on Japanese accounting standards. They are provided as reference information.

Note: The figure for EBITDA from the previous term has not been audited and is provided solely for reference purposes.

* A two-for-one stock split on shares of common stock is scheduled for June 1, 2015.

* Calculated accounting for the impact of the stock split

Medium- and Long-Term Business Objectives

Business Strategy for Year Ended March 2016

POINT

We aim to be the undisputed No. 1 in real estate and housing information website, both in quality and volume

Goals

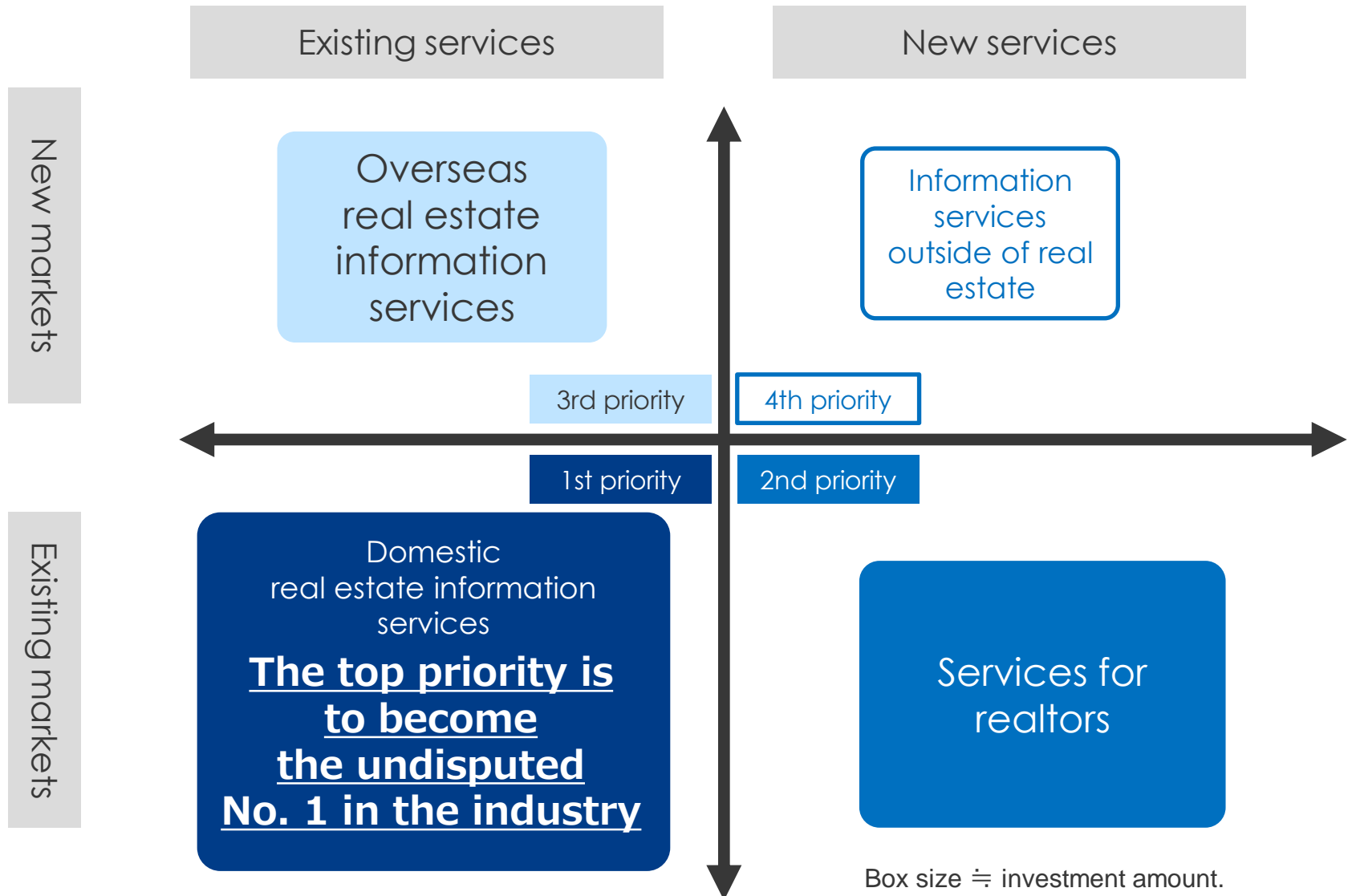
No. 1 in total properties listed

No. 1 in ease-of-use

No. 1 in user numbers

No. 1 in accuracy of information

POINT Prioritize the domestic real estate market and invest in long-term growth

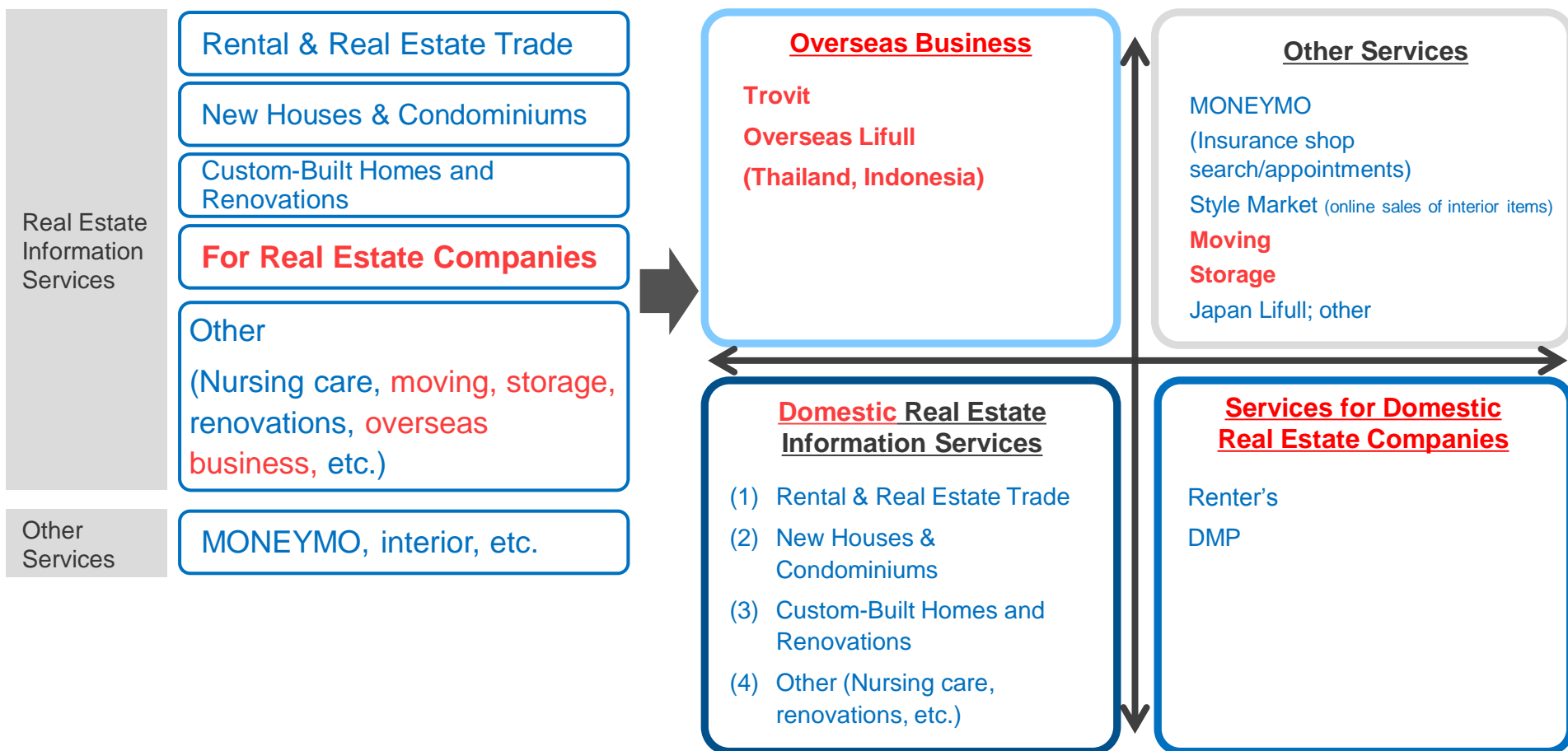
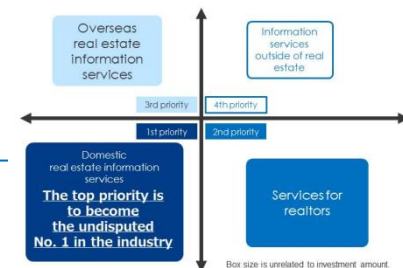


Segment Changes

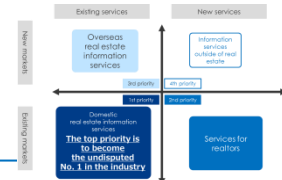
Business Strategy for Year Ended March 2016

POINT

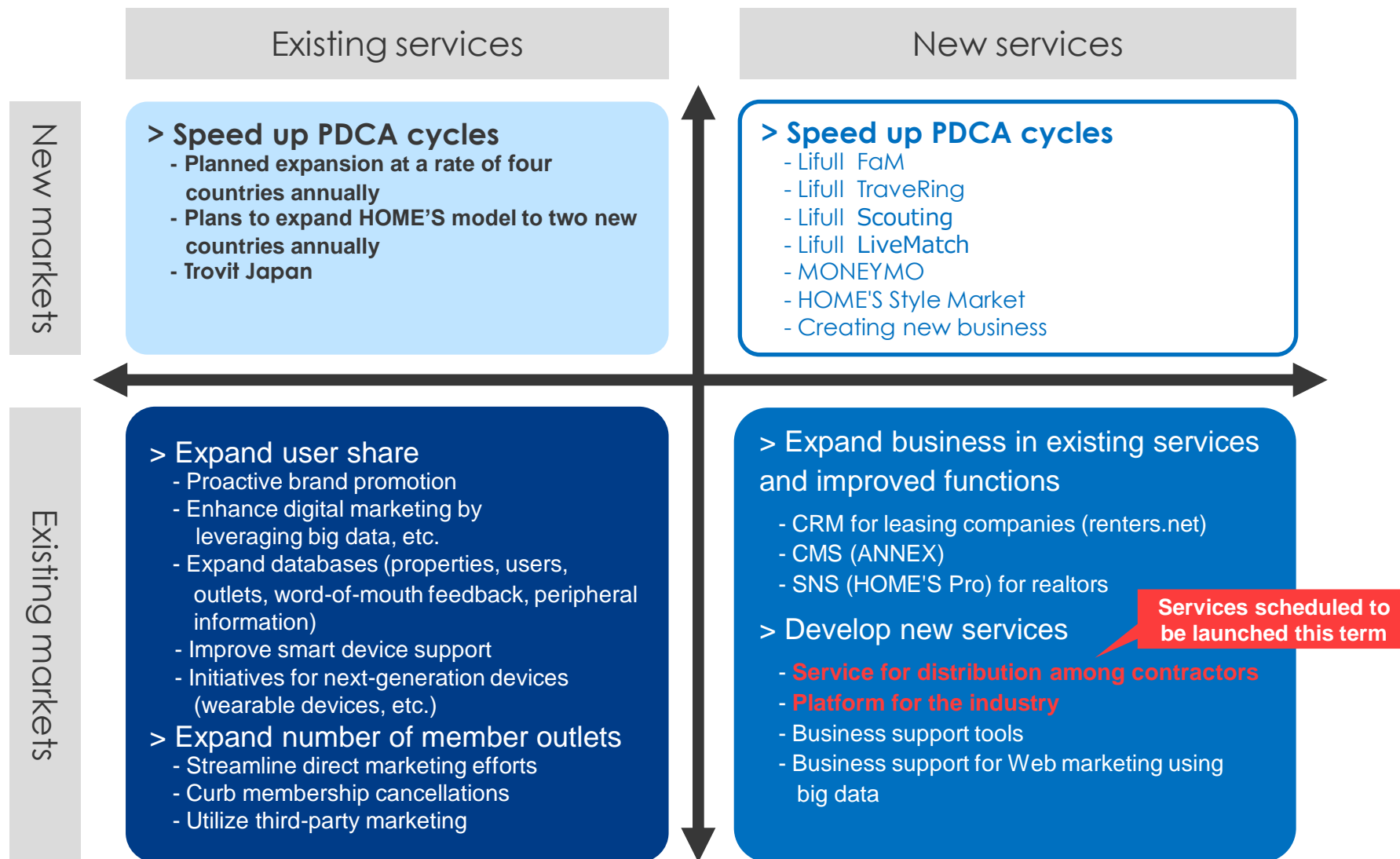
Disclosure segments for sales changed to match investment segments in business strategy



Note: Trovit Japan is included as part of the overseas business.

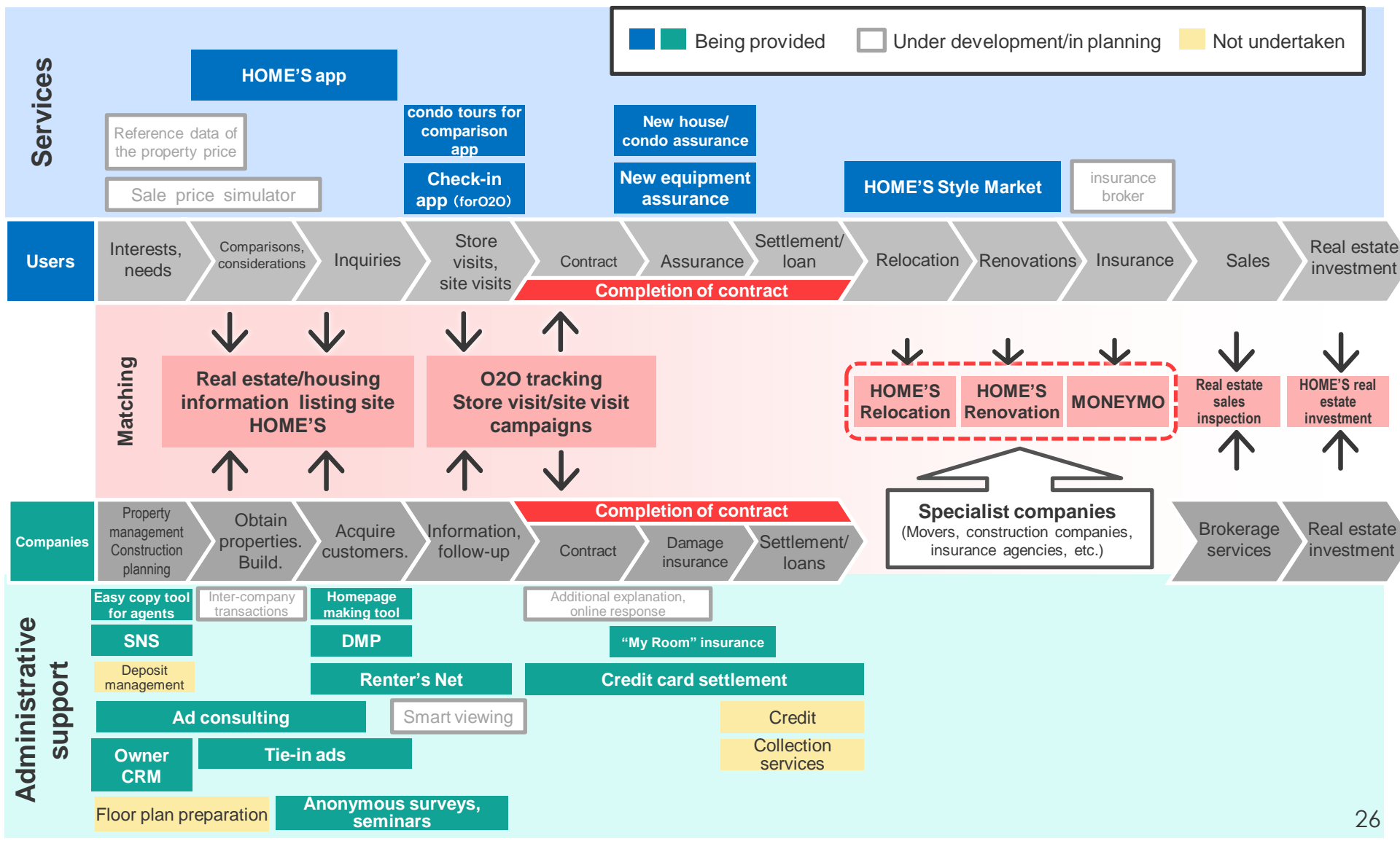


POINT Prioritize the domestic real estate market and invest in long-term growth



Basic Strategy for Real Estate Sector Business Strategy for Year Ended March 2016

POINT Provide a wide range of solutions for both users and companies.



Basic Strategy for Overseas Real Estate Information Services

Business Strategy for Year Ended March 2016

POINT

Further Expansion of Service Area (Countries) Led by Trovit

trovit

Two new countries added in May

Japan

Thailand

Planned
expansion at
a rate of
four
countries
annually

Basic Strategy for Overseas Real Estate Information Services

Business Strategy for Year Ended March 2016

POINT

Apply HOME'S know-how to accelerate profitability.



NEXT Co., Ltd.

A world map with a grey background. A blue target graphic with concentric circles is centered over East Asia. Six orange cone-shaped markers are placed on the map to indicate expansion targets: one in Western Europe, one in North Africa, one in East Africa, one in East Asia, one in Australia, and one in South America.

**Plans to
expand
HOME'S
model to two
new countries
annually**

Basic Strategy for New Services (Non-Real Estate)

Business Strategy for Year Ended March 2016

POINT

Continue to invest to create a third-pillar business.

Established four companies in most recent year

Under the “Lifull” brand, NEXT will create service offerings that will fill (“Full”) people’s lifestyles and lives (“Life”)



Lifull
FaM

Established October 2014



Lifull
TraveRing

Established October 2014



HOME'S StyleMarket

Online sales of furniture
and home interior items

Lifull
LiveMatch

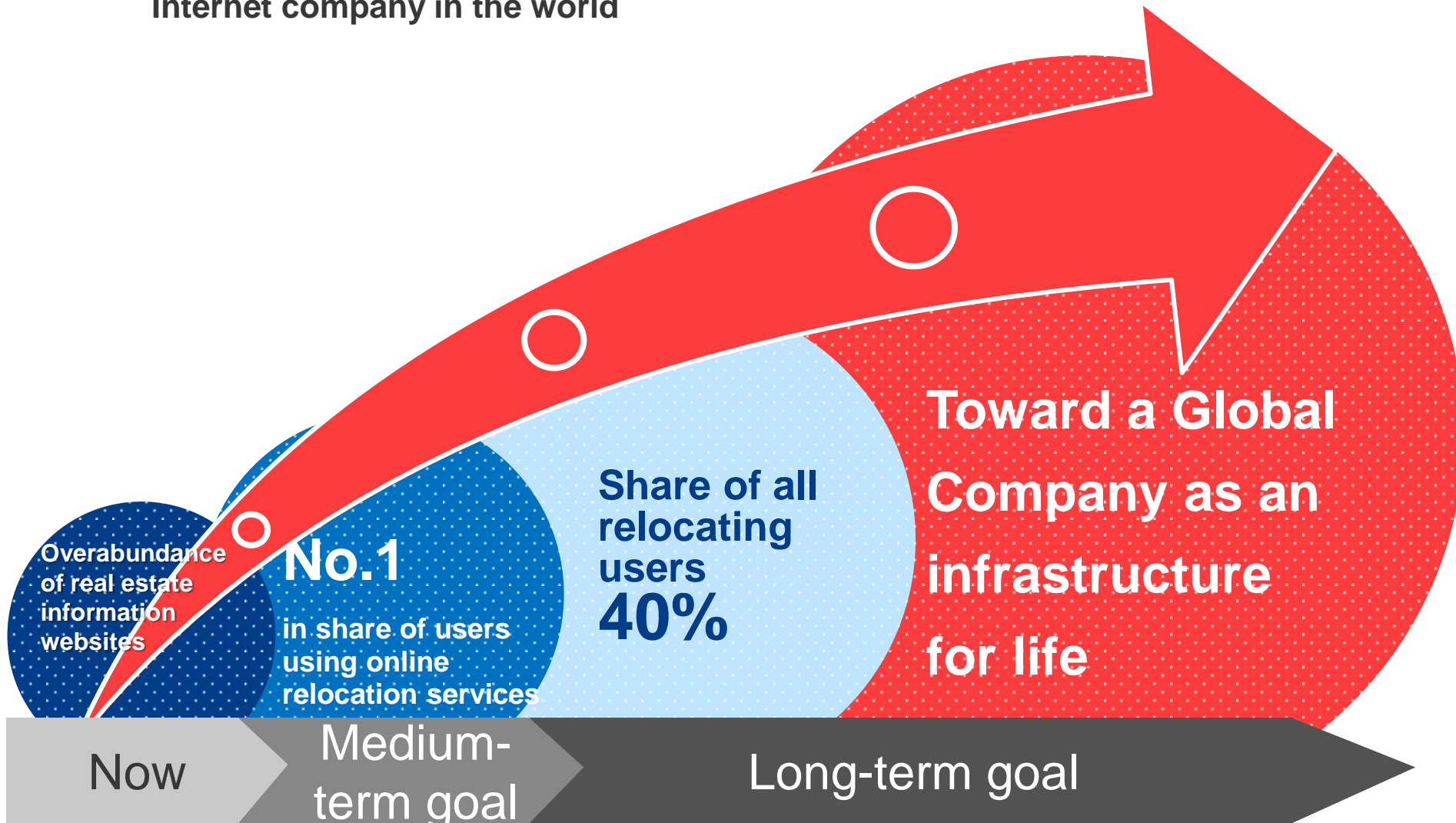
Established April 2015

Lifull
Scouting

Established April 2015

Four new companies established under Lifull brand

POINT Achieve the undisputed No.1 position in Japan and become a representative Internet company in the world

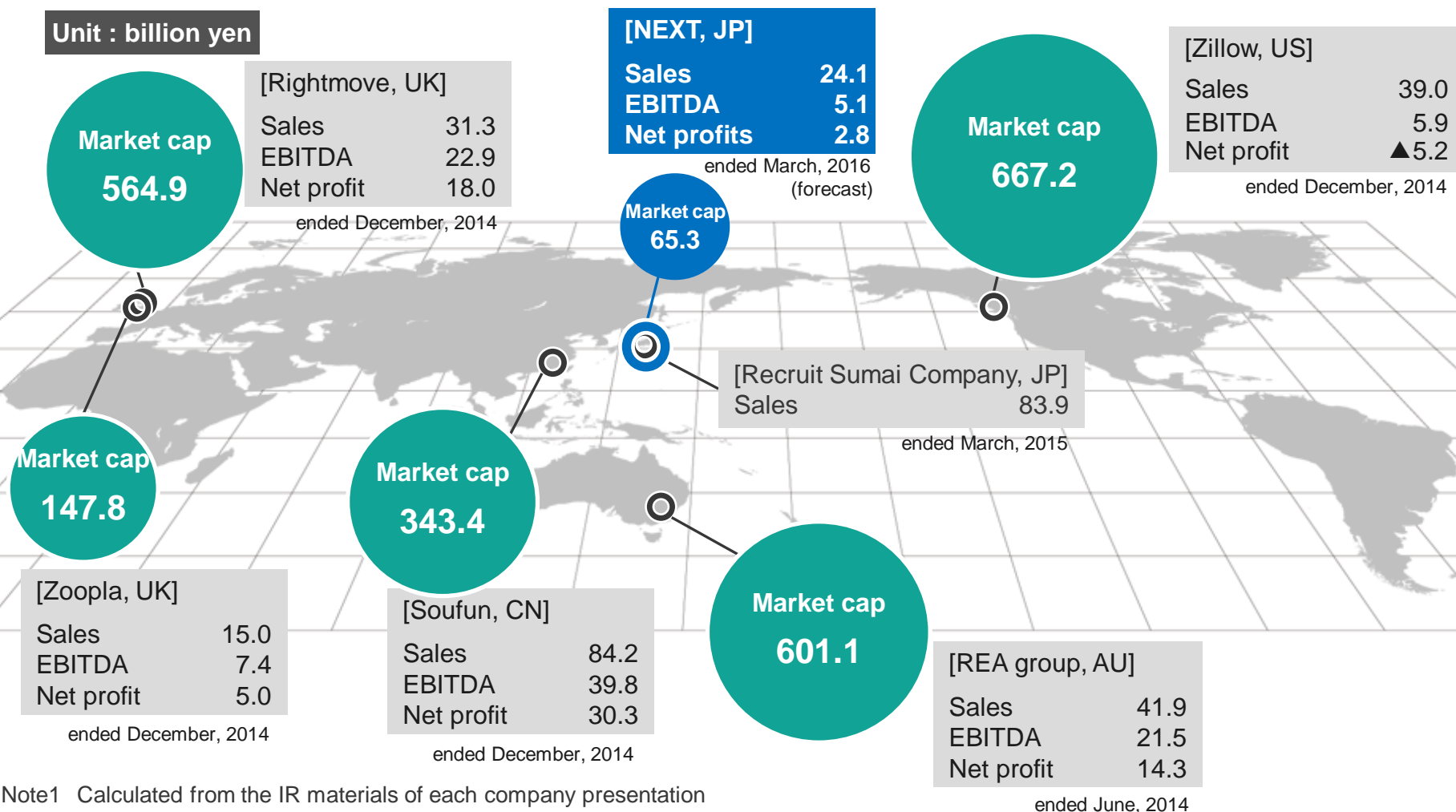


The situation of the overseas competitor

Business Strategy for Year Ended March 2016

POINT Moving to achieve even higher peaks based on the goal of becoming a world-class company

Unit : billion yen



Note1 Calculated from the IR materials of each company presentation

Note2 The stock of March 2 2015

Note3 Exchange rate \$1=119.79 yen, GBP1=187.83yen, AUD1= 95.87yen

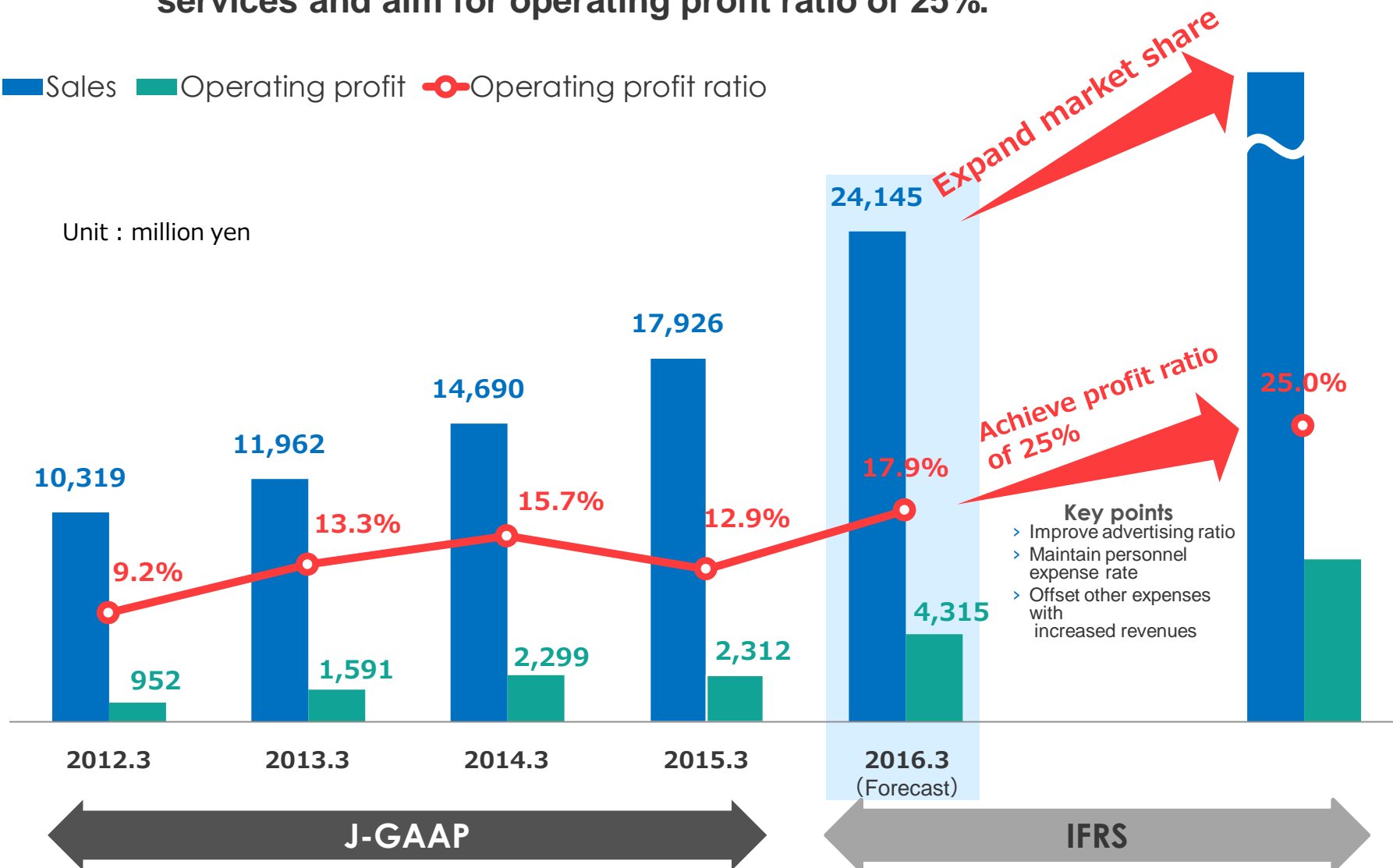
Medium- and Long-Term Growth Outlook

Business Strategy for Year Ended March 2016

POINT Establish NEXT as No. 1 in market share for users of online relocation services and aim for operating profit ratio of 25%.

■ Sales ■ Operating profit ○ Operating profit ratio

Unit : million yen



Performance Forecasts for Year Ending March 2016

Full-Year Performance Forecasts for the Year Ending March 2016

POINT Forecasts: Sales up 34.7% to ¥24.1 billion; operating profits of ¥4.3 billion

Simplified Income Statement				
Unit: Millions of yen	[Actual] Year ended March 2015 (J-GAAP)	[Initial Forecast] Year ending March 2016 (IFRS)	Change (Note: Reference)	Rate of Change (Note: Reference)
Net sales	17,926	24,145	+6,218	+34.7%
Cost of sales	583	769	+186	+31.9%
SGA expenses	15,030	19,060	+4,029	+26.8%
Personnel expenses	4,338	5,791	+1,452	+33.5%
Advertising expenses	5,851	7,321	+1,470	+25.1%
Operating expenses	718	1,191	+473	+65.9%
Depreciation	452	821	+369	+81.6%
Other SGA expenses	3,671	3,935	+264	+7.2%
Operating profits	2,312	4,315	+2,002	+86.6%
Net profits	1,335	2,821	+1,485	+111.3%
Operating profits ratio	12.9%	17.9%	+5.0p	—

Sales by Service				
Unit: Millions of yen	[Actual] Year ended March 2015	[Forecast] Year ending March 2016	Change	Rate of Change
Net sales	17,926	24,145	+6,218	+34.7%
Domestic Real Estate Information Services	15,602	18,758	+3,155	+20.2%
Rental & Real Estate Trade	9,751	12,561	+2,809	+28.8%
New Houses & Condominiums	4,537	4,790	+252	+5.6%
Custom-Built Homes and Renovations	817	835	+17	+2.1%
Other	494	571	+76	+15.5%
Services for Domestic Real Estate Companies	908	1,210	+302	+33.3%
Overseas Business	963	3,466	+2,503	+259.8%
Other Services	452	709	+257	+56.8%

* Earnings Information for Year Ended March 2015 has become a J-GAAP basis, compared with the forecasts, it has described as a reference value.

[Sales]

We project continued growth (20.2%) in Domestic Real Estate Information Services. In Services for Domestic Real Estate Companies, we project sales growth of 33.3% on expanded sales of CRM and DMP services.

Trovit's results, which were subject to consolidation the previous year for a single quarter, will be consolidated for the full year. Thus, we anticipate an increase of 259.8% for the Overseas Business. In Other Services, we project growth primarily in Nursing care and financial services.

[Profits]

We will continue to invest in branding promotions and digital marketing. We forecast an improvement of 2.3 percentage points in the advertising expense ratio as we work to achieve an operating profits ratio of 25% (page 35).

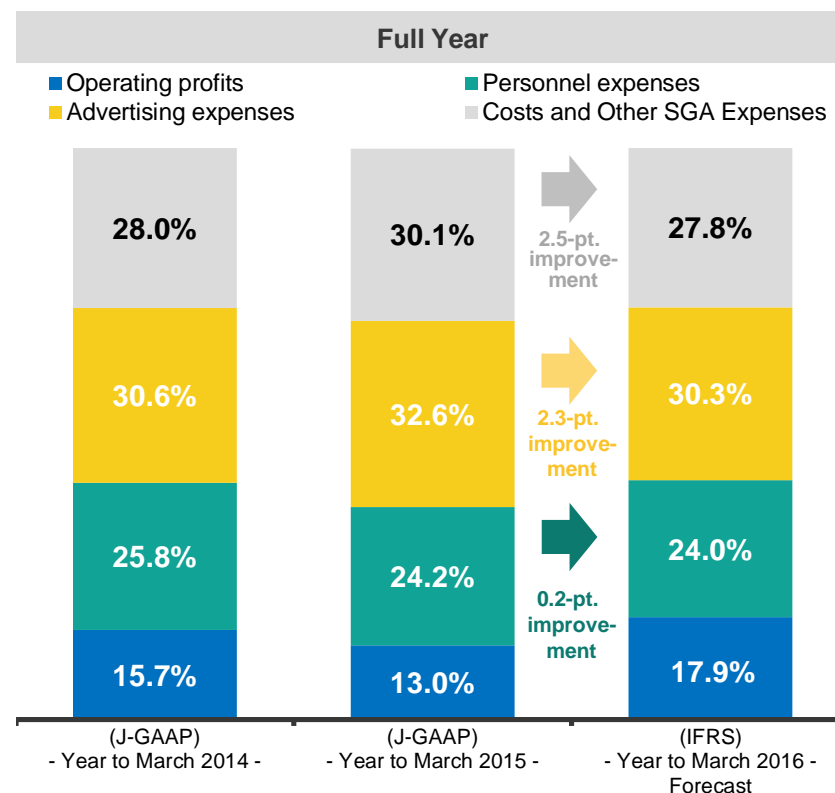
Costs from third-party marketing, etc. are projected to increase due to the increase in the number of affiliated stores.

The adoption of IFRS eliminates future goodwill amortization. The operating profits ratio is forecast to be 17.9%.

Share of Sales

Performance Forecasts for the Year Ending March 2016

POINT Improvements in advertising expense of 2.3 percentage points alongside sales growth toward an operating profits ratio of 25%, operating margin to 17.9%



Costs and other SGA expenses: Improvement as a percentage of sales on increased sales; plans to continue service development investment and site redesign

Advertising expenses: Advertising expense ratio to improve year on year due to increased sales; plans call for efforts to continue strengthening advertising to raise awareness rates.

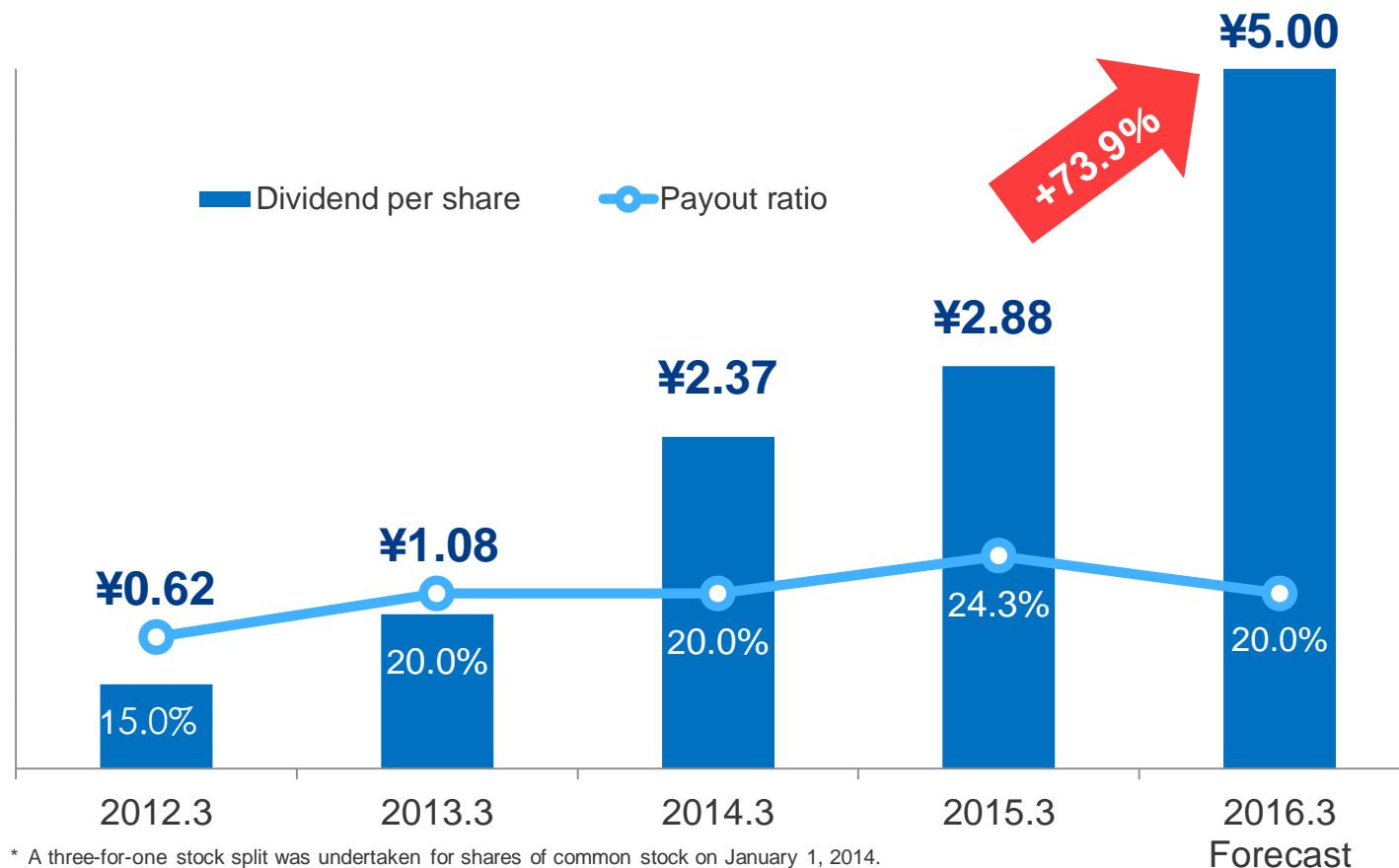
Plans call for improving awareness rates to a certain level while lowering the advertising expense ratio.

Personnel expenses: Improvement as a percentage of sales due to increased sales. Forty-three employees joined the company in April 2015 (20 the previous year). Bonuses to be adjusted based on operating profits.

Dividend Forecast

Performance Forecasts for the Year Ending March 2016

POINT Maintain payout ratio of 20%; dividend forecasted to increase 73.9% to ¥5.



* A three-for-one stock split was undertaken for shares of common stock on January 1, 2014.

* A two-for-one stock split will be undertaken for shares of common stock on June 1, 2015.

* In connection with this stock split, the dividend figures calculated for past years account for the impact of the split.

CHECK!

- > Beginning the year ended March 2014, per-share dividend figures are rounded to two decimal places based on a payout ratio of 20%.
- > Regular dividends fluctuate depending on consolidated net profits (payout ratio of 20%).
- > In the year ended March 2015, the dividend was calculated based on net profits exclusive of the impact of Trovit's results and goodwill amortization associated with acquisition of Trovit shares. The resulting payout ratio was 24.3%.
- > The Company is adopting IFRS standards from the year ending March 2016. We plan to pay a dividend calculated based on net profits attributable to owners of the parent company, as per IFRS.
- > The payout ratio will increase in the future based on net assets, investment projections, growth rates, and other factors.



Designing Delightful Encounters



Inquiries Regarding IR Data



IR official account on Twitter



https://twitter.com/Next_2120_IR



Official Facebook page



<http://www.facebook.com/next.group.jp>

IR Financial Result

NEXT Co., Ltd.

About NEXT
Message from the CEO
Management Principles
Corporate Data
Business Description
History of NEXT
Leadership
Investor Relations
News
Financial Results
Monthly Preliminary Sales Report

Financial Results

Quarter	Report	Summary	Presentation
2nd quarter, FY2015	PDF (1.2MB)	PDF (1.2MB)	PDF (1.2MB)
1st quarter, FY2015	PDF (1.2MB)	PDF (1.2MB)	PDF (1.2MB)
4th quarter & annual, FY2014	PDF (1.2MB)	PDF (1.2MB)	PDF (1.2MB)
3rd quarter, FY2014	PDF (1.2MB)	PDF (1.2MB)	PDF (1.2MB)
2nd quarter, FY2014	PDF (1.2MB)	PDF (1.2MB)	PDF (1.2MB)
1st quarter, FY2014	PDF (1.2MB)	PDF (1.2MB)	PDF (1.2MB)
4th quarter & annual, FY2013	PDF (1.2MB)	PDF (1.2MB)	PDF (1.2MB)
3rd quarter, FY2013	PDF (1.2MB)	PDF (1.2MB)	PDF (1.2MB)
2nd quarter, FY2013	PDF (1.2MB)	PDF (1.2MB)	PDF (1.2MB)
1st quarter, FY2013	PDF (1.2MB)	PDF (1.2MB)	PDF (1.2MB)
4th quarter & annual, FY2012	PDF (1.2MB)	PDF (1.2MB)	PDF (1.2MB)
3rd quarter, FY2012	PDF (1.2MB)	PDF (1.2MB)	PDF (1.2MB)
2nd quarter, FY2012	PDF (1.2MB)	PDF (1.2MB)	PDF (1.2MB)
1st quarter, FY2012	PDF (1.2MB)	PDF (1.2MB)	PDF (1.2MB)
4th quarter & annual, FY2011	PDF (1.2MB)	PDF (1.2MB)	PDF (1.2MB)

Privacy Policy Terms of Use Copyright© NEXT Co., Ltd. All Rights Reserved.



NEXT Co., Ltd.

<http://www.next-group.jp/en/ir/financial.html>

Contact us

NEXT Co., Ltd. IR Support Desk

Tel: +81-3-5783-3603 (Monday to Friday 10:00AM-6:00PM)

Fax: +81-3-5783-3737

E-mail: ir@next-group.jp

Website <http://www.next-group.jp/> (Japanese)
<http://www.next-group.jp/en/> (English)

Guide to IR News

We provide monthly performance data and timely disclosure data in good time!

Please send a blank e-mail to the following e-mail address.

Blank e-mail: touroku@next-group.jp

Reference

Corporate Data Reference

Company Name	NEXT Co., Ltd. (TSE 1st section: 2120)
Representative	Takashi Inoue, President and CEO
Established	March 12, 1997 (Fiscal year ending March 31)
Capital	1,999 million yen
Stock Issued	56,496,000 (including 36,536 shares of treasury stock)
Consolidated Number of Employees	755 persons (including 105 temporary employees, 128 overseas)
Business Activities	Real estate information service business Other businesses
Major Shareholders	NEXT directors, Rakuten, Inc. (15.9%)
Headquarters	Shinagawa Front Building, 2-3-13 Konan, Minato-ku, Tokyo 108-0075 Japan (reception on 3F)
Major Subsidiaries () stake	Renters Co. (100%) Lifull(THAILAND) Co., Ltd.(99.9%),fiscal year ends December 31 PT. Lifull Media Indonesia(50.0%), fiscal year ends December 31 Trovit Search, S.L. (100%), fiscal year ends December 31

As of the end of March 2015



	Career History
April, 1991	Joined Recruit COSMOS Co., Ltd. Responsible for condominium sales and circulated property brokering.
July, 1991	Temporarily dispatched to the Recruit General Personnel Business Department. This move was later made permanent. Primarily engaged in new graduate hiring, mid-career hiring, and personnel service corporate sales.
July, 1995	Left Recruit. Founded NEXT HOME Co., Ltd., which later became NEXT Co., Ltd., and started business operations.
March, 1997	Founded NEXT, Co., Ltd., and appointed President and CEO (current position).
March, 2014	Founded incorporate foundation Next Wisdom Foundation, and assumed the post of Representative Director
April, 2014	Becomes President and International Business Division Manager (present post)

■ The Founding of the Company

While working at Recruit COSMOS (now COSMOS INITIA), he had a young couple as his clients. He showed them a property that they were very interested in, and decided immediately to purchase. However, their loan application was rejected, and they were crestfallen. Inoue, seeing this, determined to find another property that would satisfy their desires, so he began showing them various properties, regardless of whether the properties were handled by Recruit COSMOS.

Eventually, the couple signed a contract for a condominium that Inoue had shown them, but which was handled by another company. Inoue was scolded by his manager, but this did not detract from his strong desire to keep bringing smiles to peoples' faces, as he had to the faces of the young couple.

At the time, access to real estate property information was relatively closed, and even for Inoue, part of the real estate industry, obtaining information on properties was both time and labor intensive. In 1997, Inoue founded NEXT, Co., Ltd., as a way to change the real estate system itself and its "asymmetry of information", in which general customers, for whom obtaining property information required even more of an investment in time and effort, had to pick properties from only a limited selection of data.

Mission statement and management philosophy

Company Credo

Altruism

Our priority is making people happy.
Everyone in the world:
Consumers, Clients, Coworkers, Family, and so on...
First and foremost, make someone happy.
Before you realize it, you'll be happy too.
That is altruism.

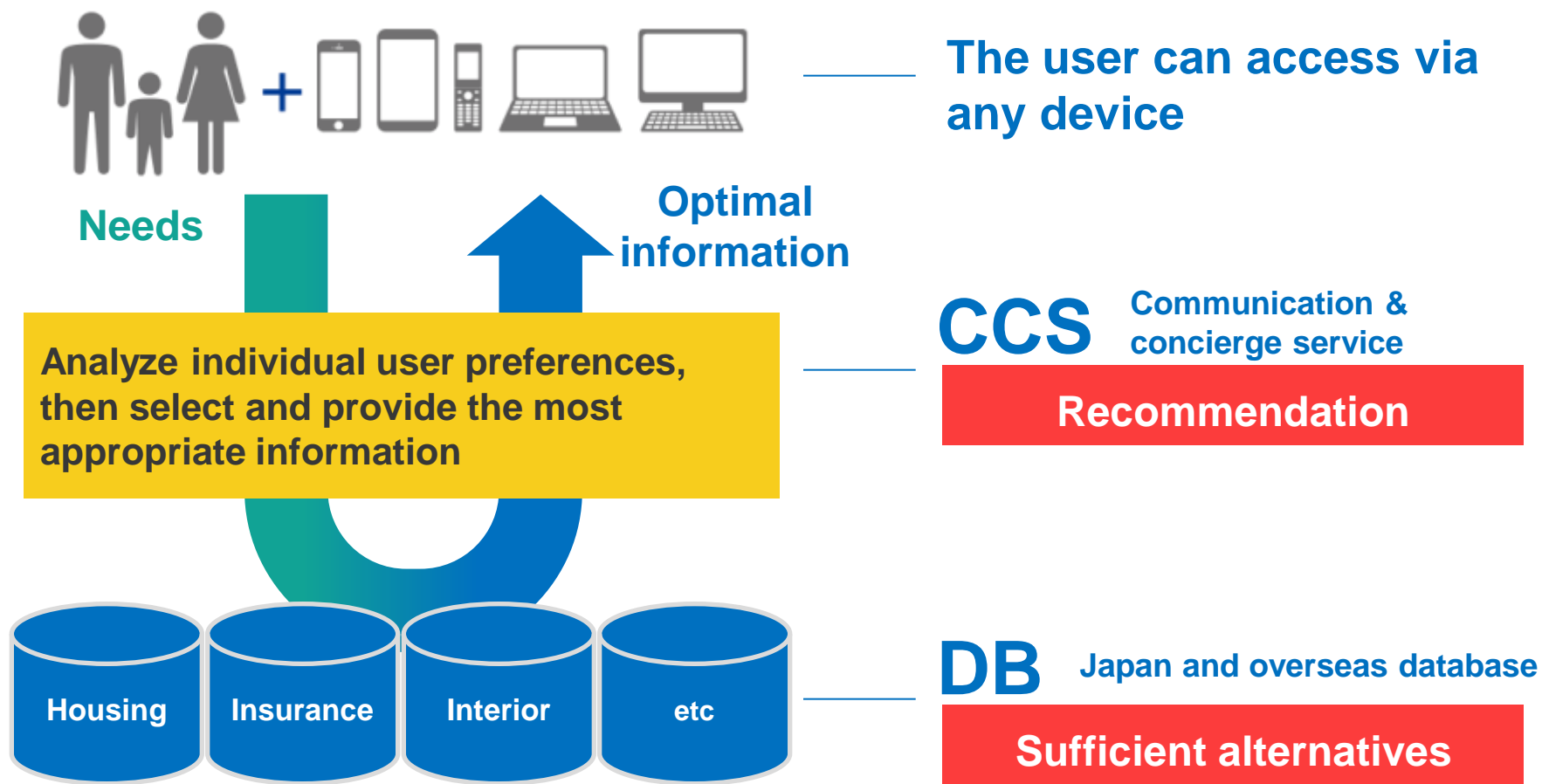


Corporate Philosophy

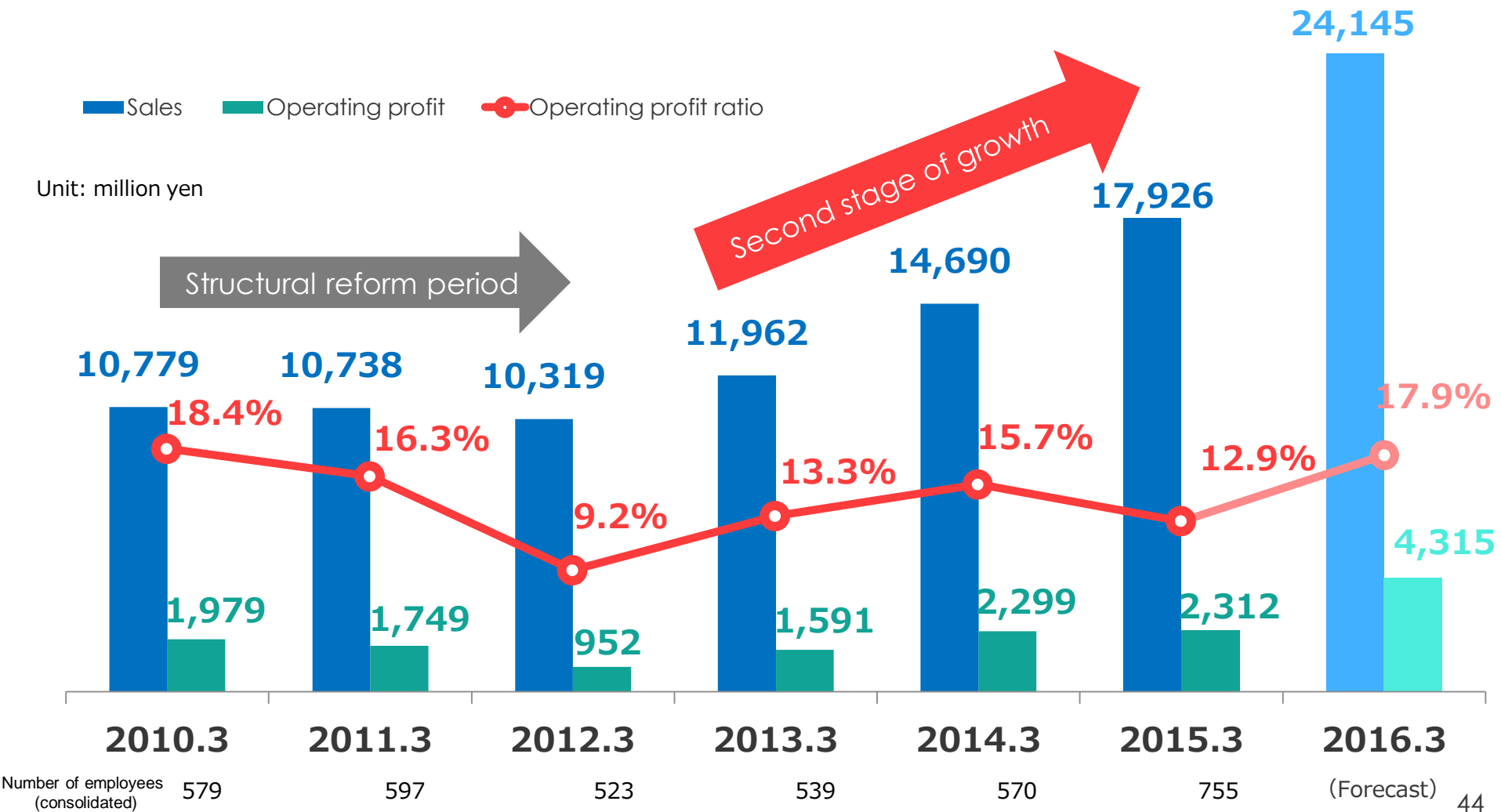
Our corporate philosophy is
to “create a society where everyone can attain
'comfort' and 'happiness' through continuing innovations”.



POINT Our medium-term strategy slogan is "Aiming to be a global company through DB and CCS"



POINT Structural reform is ushering in the second stage of growth.
In the fiscal year Ending March 31, 2015, NEXT has been implementing strategic investment programs, including M&A activities
The Company's existing businesses posted record high sales and profit



Trend of Operating P/L (Quarterly) Reference

[J-GAAP]

Quarterly consolidated statements of income

Unit : million yen	FY03/2013				FY03/2014				FY03/2015			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Sales	2,737	2,763	2,939	3,522	3,398	3,454	3,556	4,281	3,852	3,897	4,080	6,095
Real estate information	2,709	2,736	2,911	3,494	3,366	3,420	3,524	4,243	3,811	3,858	4,042	6,040
Rental & Real Estate Trade	1,497	1,510	1,585	1,980	1,818	1,845	1,889	2,422	2,102	2,161	2,362	3,126
Newly-constructed lots	812	829	914	1,010	1,021	1,027	1,096	1,178	1,084	1,087	1,107	1,258
Custom-Built Houses and Renovations	193	195	195	225	256	266	240	268	230	224	166	196
For realtors	113	118	128	131	136	153	174	174	206	223	230	248
Others	91	82	88	145	132	128	123	199	187	161	176	1,210
Others	28	26	27	28	31	33	32	37	40	39	38	55
Cost of sales	81	82	95	117	102	104	129	136	108	126	153	194
SG&A	2,134	2,260	2,404	3,195	2,433	2,798	2,635	4,050	3,031	3,339	3,006	5,653
Personnel costs	770	744	767	993	806	973	848	1,155	989	991	1,026	1,331
Advertising costs	629	756	777	1,290	774	952	906	1,862	1,115	1,328	869	2,538
Operating expense	55	63	105	130	84	95	117	176	126	170	201	219
Depreciation/amortization cost	96	98	128	144	131	122	92	91	89	89	99	174
Other SG&A	581	596	626	636	637	654	670	764	713	760	809	1,388
Operating profit	521	420	439	209	862	550	791	95	712	431	921	247
Net profit	297	228	175	-86	516	309	455	54	419	267	588	59
Operating profit margin	19.1%	15.2%	14.9%	5.9%	25.4%	15.9%	22.2%	2.2%	18.5%	11.1%	22.6%	4.1%

Quarterly consolidated sales and operating profit and loss per segment

Unit : million yen	FY03/2013				FY03/2014				FY03/2015			
	Q1	2911	3494	3366	Q1	Q2	Q3	3366	Q1	Q2	Q3	Q4
Sales	2,737	2,763	2,939	3,522	3,398	3,454	3,556	4,281	3,852	3,897	4,080	6,095
Real estate information	2,709	2,736	2,911	3,494	3,366	3,420	3,524	4,243	3,811	3,858	4,042	6,040
Others	28	26	27	28	31	33	32	37	40	39	38	55
Operating profit	521	420	439	209	862	550	791	95	712	431	921	247
Real estate information	626	513	508	253	887	564	799	104	722	446	951	282
Others	-104	-93	-69	-44	-24	-14	-8	-9	-9	-14	-30	-35
Operating profit margin	19.1%	15.2%	14.9%	5.9%	25.4%	15.9%	22.2%	2.2%	18.5%	11.1%	22.6%	4.1%
Real estate information	23.1%	18.8%	17.5%	7.3%	26.4%	16.5%	22.7%	2.5%	18.9%	11.6%	23.5%	5.0%
Others	—	—	—	—	—	—	—	—	—	—	—	—

External Market Data (Monthly) Reference

Number of Apartments for sales (Monthly)

Source : Real Estate Economic Institute Co., Ltd.

	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15
Capital Region	3,506	5,006	8,246	1,826	2,651	4,641	2,473	4,300	4,222	4,222	2,110	3,336	3,125	3,337	9,389	1,679	2,598	4,457
YoY	21.4%	22.3%	6.1%	6.1%	-24.1%	-9.7%	-39.6%	-13.4%	-20.4%	Δ20.4%	Δ49.1%	Δ44.1%	Δ10.9%	Δ33.3%	13.9%	Δ8.1%	Δ2.0%	Δ4.0%
Kinki	1,404	1,781	2,405	711	1,668	1,848	1,222	1,588	2,016	2,016	1,217	1,829	1,427	1,975	1,638	1,314	1,905	2,019
YoY	-33.4%	5.0%	-26.5%	-22.1%	82.7%	-12.7%	-9.3%	-20.2%	-4.5%	Δ4.5%	Δ39.0%	Δ50.2%	1.6%	10.9%	Δ32.1%	84.8%	15.2%	9.3%

Trend of Price for Apartments (Monthly)

Source : Real Estate Economic Institute Co., Ltd.

Unit : million yen	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15
Capital Region	4,911	4,967	5,338	4,637	5,064	5,215	4,846	5,156	5,532	5,532	5,684	4,764	4,560	5,224	5,022	4,455	5,696	5,186
YoY	16.4%	-0.7%	18.2%	-1.8%	18.1%	8.5%	2.5%	5.3%	7.9%	7.9%	18.5%	Δ5.6%	Δ7.1%	5.2%	Δ5.9%	Δ3.9%	12.5%	Δ0.6%
Kinki	3,382	3,598	3,332	3,475	3,383	3,640	3,430	3,517	3,618	3,618	3,808	3,877	3,587	3,649	3,872	3,155	3,427	3,842
YoY	12.7%	-3.6%	0.8%	-4.6%	-3.8%	2.8%	-0.1%	-0.5%	2.7%	2.7%	11.4%	10.3%	6.1%	1.4%	16.2%	Δ9.2%	1.4%	5.5%

New build properties (Monthly)

Source : Ministry of Land, Infrastructure, Transport and Tourism

	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15
House for Rent	35,059	35,266	35,634	29,953	27,744	28,925	31,177	27,434	28,623	28,623	28,435	30,082	33,628	32,655	32,478	26,856	25,672	30,243
YoY	3.3%	17.1%	29.8%	21.5%	24.7%	11.3%	12.0%	3.1%	-7.7%	Δ7.7%	Δ3.8%	Δ5.7%	Δ4.1%	Δ7.4%	Δ8.9%	Δ10.3%	Δ7.5%	4.6%
Apartment	8,509	9,037	9,736	11,941	8,674	8,290	8,902	7,307	9,011	9,011	10,188	9,941	10,495	9,255	8,709	10,377	10,693	7,575
YoY	-17.7%	-14.6%	-7.4%	18.6%	-33.5%	-13.4%	-16.9%	-43.3%	-12.7%	Δ12.7%	Δ6.8%	Δ20.4%	23.3%	2.4%	Δ10.5%	Δ13.1%	23.3%	Δ8.6%
House	11,766	12,111	12,026	10,530	9,654	10,044	10,737	10,026	10,882	10,882	10,299	10,247	10,146	10,602	10,763	9,511	9,630	9,887
YoY	10.4%	12.1%	10.8%	-0.3%	-4.9%	-4.3%	1.7%	-7.9%	-3.7%	Δ3.7%	Δ14.1%	Δ10.1%	Δ13.8%	Δ12.5%	Δ10.5%	Δ9.7%	Δ0.2%	Δ1.6%
Owned	33,967	34,580	31,858	24,955	22,891	21,650	23,799	22,288	23,524	23,524	24,250	24,617	24,245	24,462	23,725	20,282	20,813	21,352
YoY	17.6%	22.6%	19.1%	5.9%	-0.4%	-13.0%	-16.1%	-22.9%	-25.3%	Δ25.3%	Δ22.7%	Δ23.4%	Δ28.6%	Δ29.3%	Δ25.5%	Δ18.7%	Δ9.1%	Δ1.4%

Internal migrants (Monthly)

Source : Ministry of Internal Affairs and Communications

	Oct-13	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15
Internal	369,718	316,544	323,785	300,049	328,322	894,633	749,265	340,819	356,646	356,646	351,970	360,790	380,316	304,779	336,902	319,754	350,058	967,388
YoY	-5.7%	-2.3%	-0.6%	1.8%	0.6%	8.0%	-7.8%	-8.1%	-7.4%	Δ7.4%	Δ6.8%	3.2%	2.9%	Δ3.7%	4.1%	6.6%	6.6%	8.1%

Revision to HOME'S Rental & Real Estate Trade Billing Rates

Reference

POINT Made partial revision to the pay-per-inquiry-based billing rates for the Rental & Real Estate Trade business

Raising the minimum billing rates enabled NEXT to begin making further advertisement-related investments, and to start achieving increased inquiries and sales

Billing calculation formula

Monthly basic Fee
(10,000 yen a month)

+

Number of inquiries from end users
(emails and telephone calls)

×

Rent/sale price of the
property inquired about

×

Revision

**Billing
rates**

Rental

Number of Inquiries	Old Billing Rates	New Billing Rates From Oct 1, 2014
1 to 15	5.5%	5.5%
16 to 60	4.0%	4.0 %
61 -	2.0%	

Buying/Selling and Investment

Number of inquiries	Old Rates	New Billing Rates From Oct 1, 2014
1 to 5	0.05%	0.05%
6 to 20	0.02%	0.03 %
21 -	0.01%	

Example: One hundred rental property inquiries arrive in one month

Before

15 inquiries × 5.5% × Rent = ￥ 57,750
 45 inquiries × 4.0% × Rent = ￥ 126,000
 40 inquiries × 2.0% × Rent = ￥ 56,000

Total ￥ 239,750

*Calculated with rent at 70,000 yen. Rent varies from one property to another.

*Monthly rent

After

15 inquiries × 5.5% × Rent = ￥ 57,750
 → 85 inquiries × 4.0% × Rent = ￥ 238,000

Total ￥ 295,750

POINT

NEXT delivers smart device-targeted service as well

APP



The iOS and Android applications by the HOME'S website

Displays a complete set of property information available with regard to a given building
Allows the user to make a telephone-based property inquiry just by touching the screen once



HOME'S application for visually-impaired persons

Equipped with the function to read aloud iPhone texts
Allows the user to search for properties by using the "VoiceOver" function



Property visit note application

Enables the user to take notes of property information and his/her impression of the property
Allows the user to view other persons' assessment and feedback
Enables photographs to be stored



HOME'S check-in application

Campaign-dedicated application
Allows Rakuten Super Points to be awarded to the customer for visiting a store and concluding a contract

Sites for Smartphones



You can see a 360-degree view of properties with images that make the scene more alive.

↓Samples of 360-degree panoramic images

<https://theta360.com/s/46j>

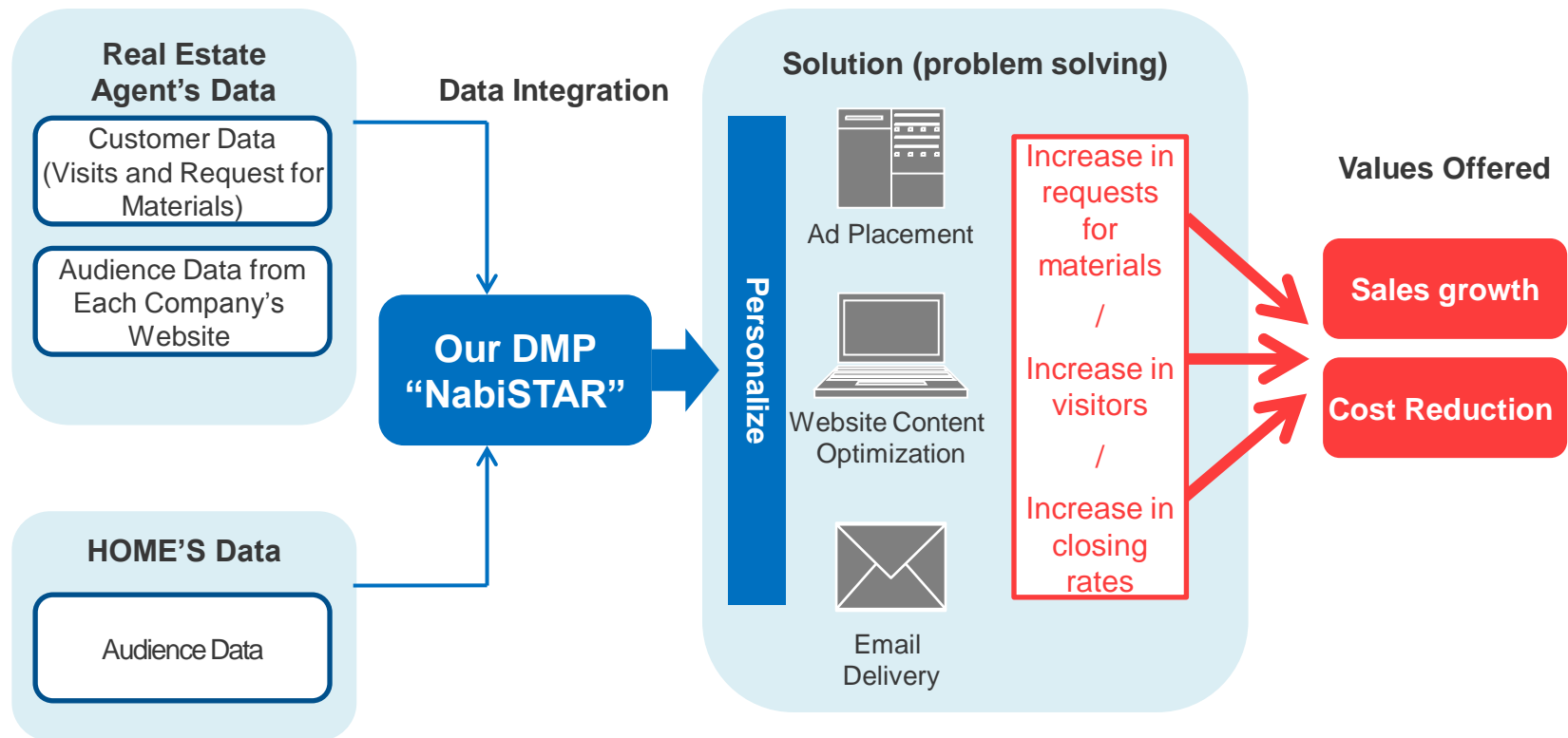
<http://goo.gl/E3KGRl>

New Services Tailored to Real Estate Agents to be Released

Reference

POINT Launch industry-specific DMP* services targeting real estate agents. Optimize the effect of customers' web ads, thereby helping them increase closing rates and sales.

* DMP = Data Management Platform



Intend to Make Trovit Search S.L. a Subsidiary of NEXT

Reference



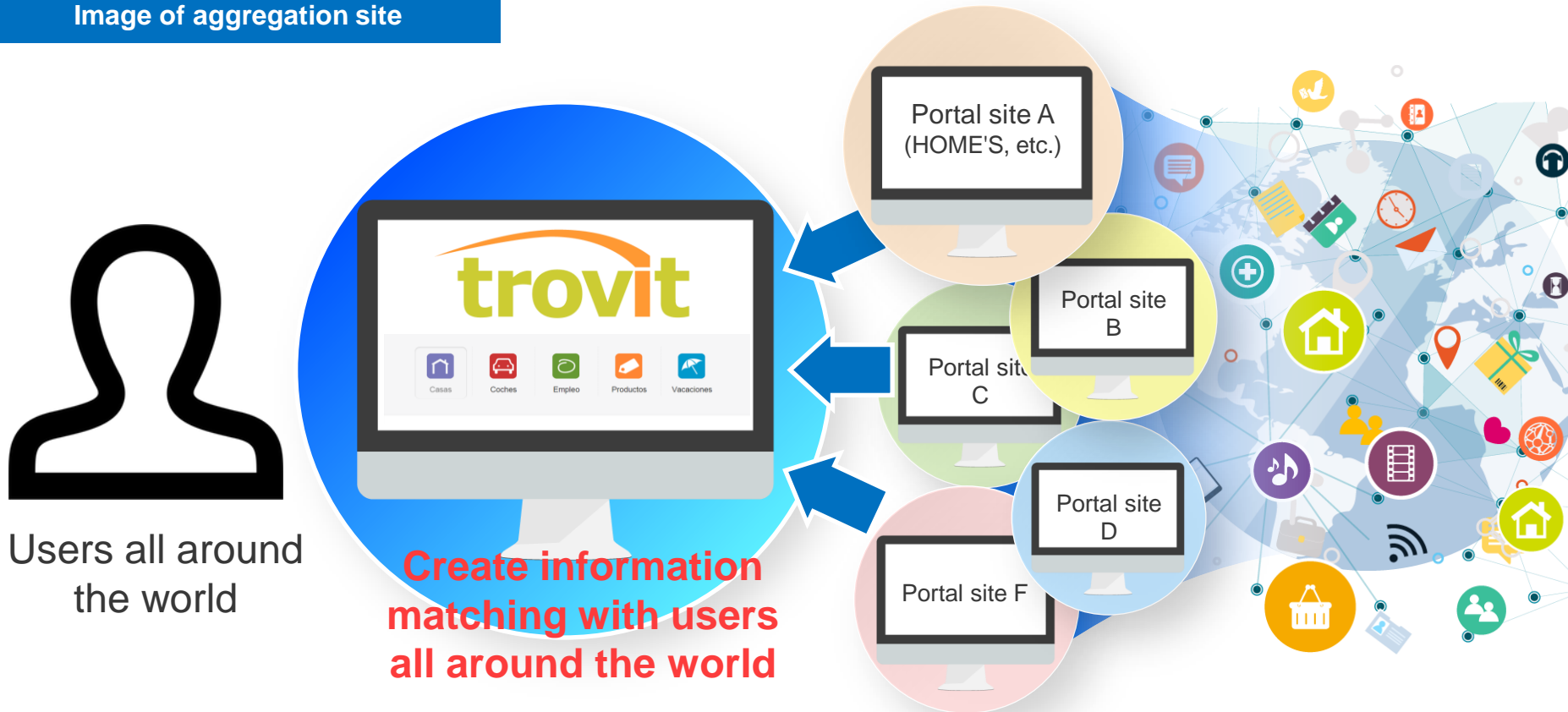
- > **Company name** : Trovit Search,S.L. (headquartered in Spain)
- > **Representative** : Iñaki Ecenarro , President and CEO
- > **Established** : October , 2006
- > **Consolidated Number of Employees** : 94 persons
- > **Business description** : Operation of one of the world's largest aggregator sites
(mainly real estate/housing, used car and employment information)
: Content partners totaling 44,000 firms
: Listed information totaling 180 million pieces (incl. approx. 92 million pieces of real estate information)
- > **Financial results** : 22,521K euros (approx. 2,882 million yen) in sales *Calculated with one euro at 128 yen
(Fiscal 2014 results) 7,924K euros (approx. 1,014 million) in operating profit
5,090K euros (approx. 651 million yen) in net profit
- > **Shares acquired** : 100%
- > **Acquisition consideration** : Share acquisition cost of 80 million euros + Accompanying cost of 100 million yen

What is aggregation site provided by Trovit?

Reference

POINT Trovit operates aggregation sites which consolidate multiple information-specific sites

Image of aggregation site



Value of providing to users

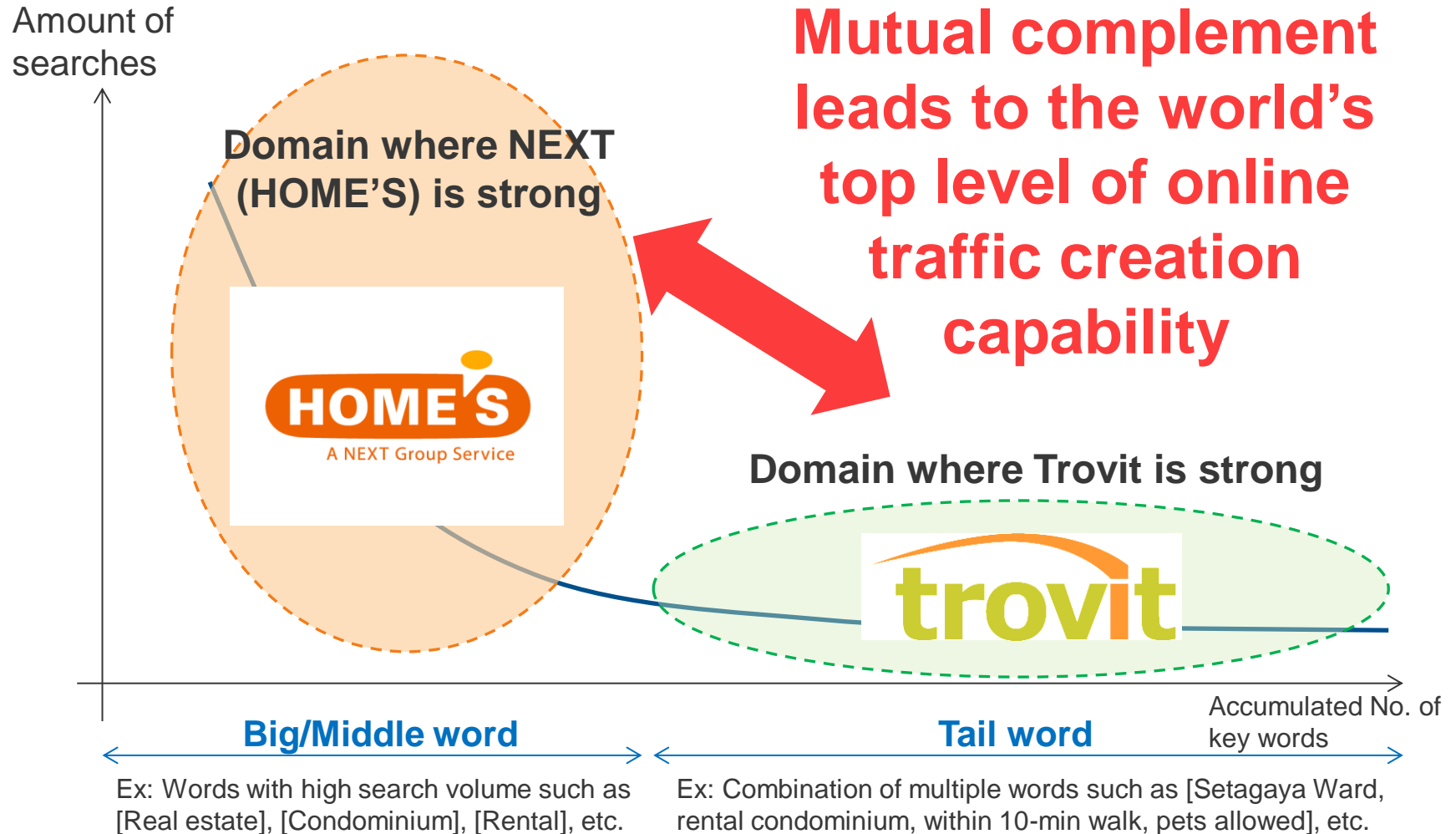
Collectively search
information from
multiple sites

Value of providing to customers

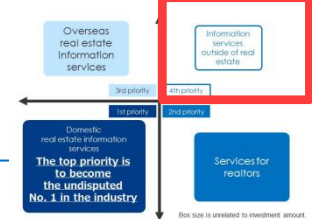
Send users to
various sites

POINT

Making one group allows to cover almost all SEO technologies, achieving the world's top level of online traffic creation capability



Established Two New Lifull Brand Subsidiaries Reference



Under the “**Lifull**” brand, **NEXT** will create service offerings that will fill (“Full”) people’s lifestyles and lives (“Life”)



Lifull FaM

application that helps communication between couple



Main functions

- > Share photos of children in married couples. App automatically create an album
- > By registering the schedule of child-rearing, and also notified partners
- > You can exchange messages using the stamp
- > You can press the "thank you" button, and express gratitude in the best shot of once a month



Lifull TraveRing

application that helps communication between tourists from abroad and local citizens

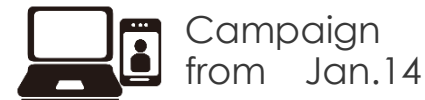
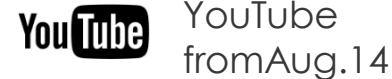
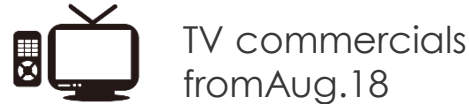


Main functions

- > To be registered as a traveler
- > To be registered as a local (people living in the travel destination)
- > Traveler and locally can interact on the app
- > Registers mutual assessments

Branding Promotion Enhancement Reference

POINT Expand channels, areas and ad placement compared to the previous quarter, thereby boosting user share.



4.4 billion yen

Results in FY2014



Ad Expenses (total)

Expand areas
Boost ad
placement
Add channels

5.5 billion yen

Results in FY2015



NEXT's Branding Promotion Aimed at Becoming Overwhelming Number One Player in Japan

Reference

Commercial airing across the country

Expand the running of TV commercials by 40% or more (year on year)



The number of viewable households in Japan: 35.42 million or more

Five stories in which HOME'S, “the number one real estate information website in the number of properties listed online,” assists people to “live in their own way”



Additionally conducted public transport and outdoor advertising



TV commercial-linked campaign



Stepped up tie-up advertising



POINT

Using acoustic communication technology to enable an analysis of customer actions from store visit to property visit to contract conclusion

Store and property visit tracking scheme



Strengthen efforts towards new technology

Reference

POINT A virtual sneak peek app “Room VR”

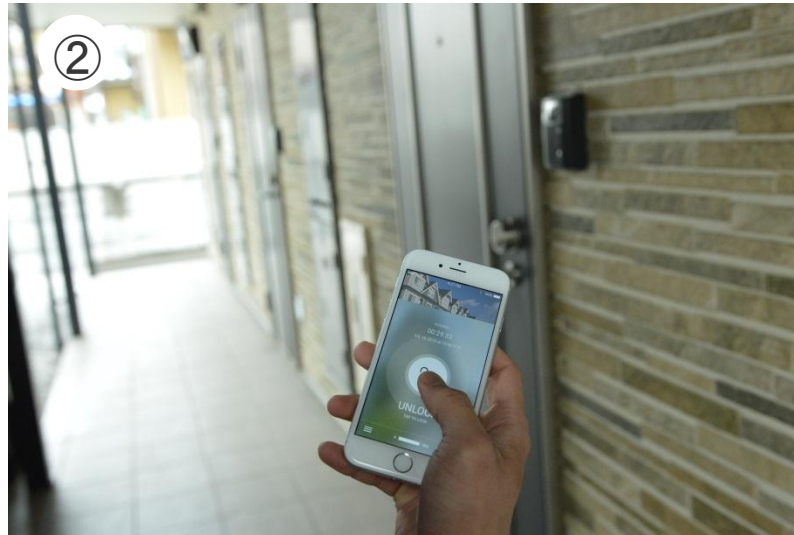
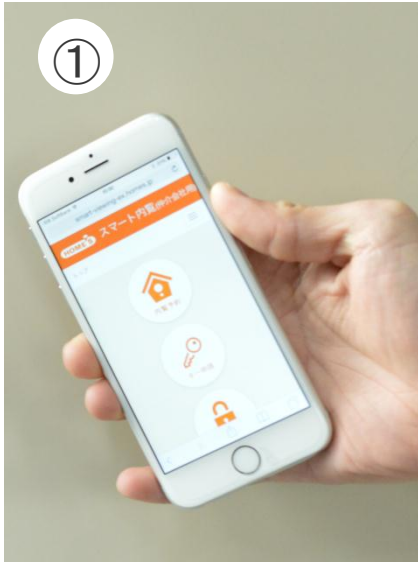


It has been introduced to test the model room of MITSUBISHI JISHO RESIDENCE !



“Smart Key” for Unlocking Properties with Smartphone Reference

POINT Launch “Smart Viewing” on a trial basis for real estate companies.



Open lock with a smartphone.

[Smart Viewing System]

- Reserve viewing
- Apply for key.
- Management company approves application.
- Use smartphone as key.



Room Creation Simulation System: GRID VRICK

Reference

POINT

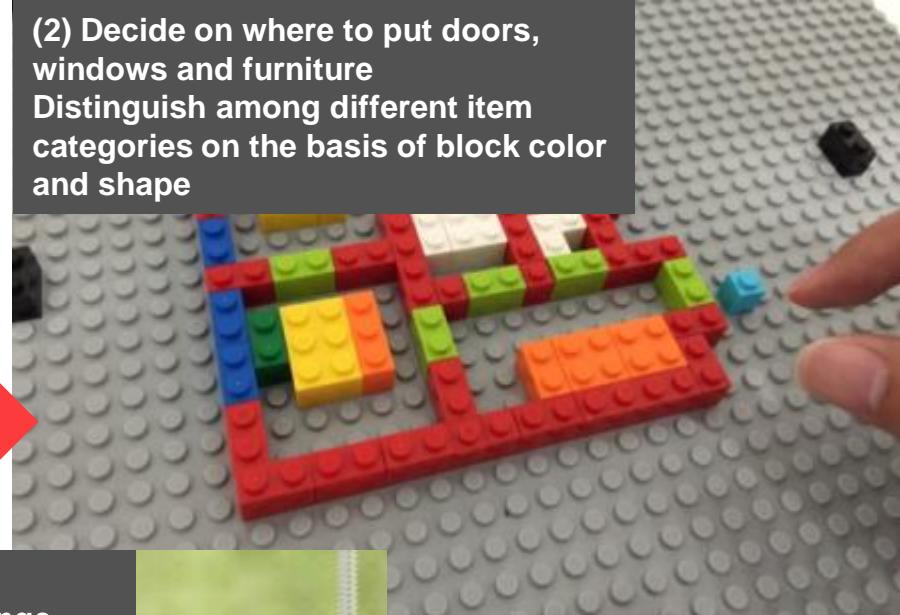
Just putting together Lego® blocks allows one to create a room in a three-dimensional virtual space

Characteristics of GRID VRICK

- (1) Allows any users to create a floor plan easily
Place Lego® blocks to create a floor plan



- (2) Decide on where to put doors, windows and furniture
Distinguish among different item categories on the basis of block color and shape



Real-time reflection
Have a block arrangement change reflected in the floor plan on a real-time basis

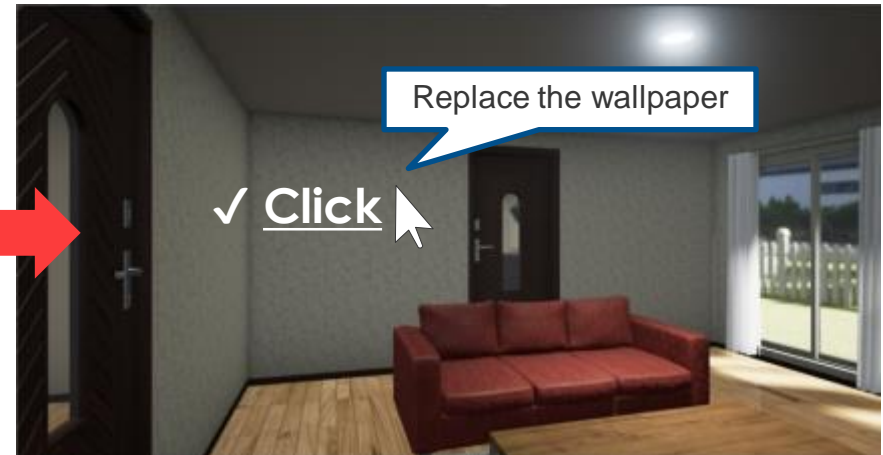


[Link to GRID VRICK video](#)

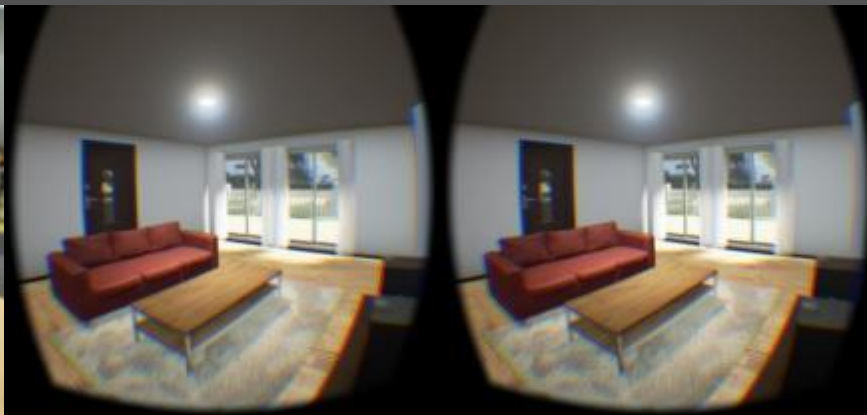
Interior Decoration Simulation System: GRID VRICK Reference

A scheme allowing the user to view a GRID VRICK-based room in a true-to-life manner

The user is allowed to alter the room fixtures and interior according to his/her preference



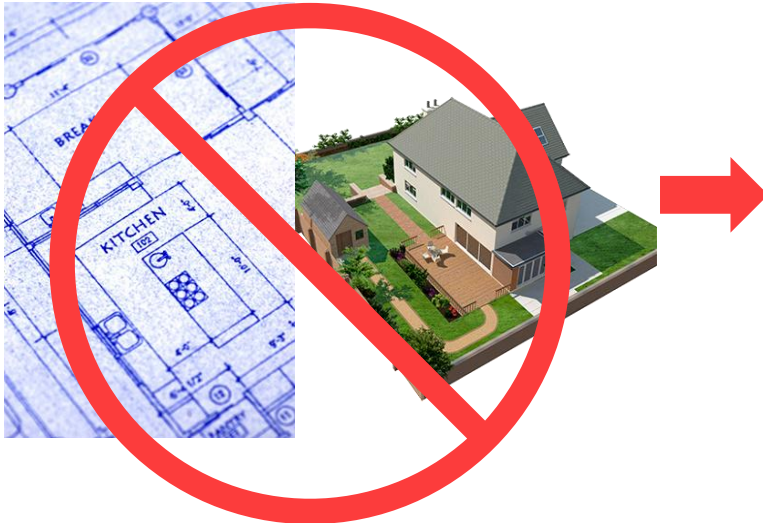
Wearing the “Oculus Rift” device enables the user to have a walk-through experience of the completed room



[Link to GRID VRICK video](#)

Helps improve custom-built house and renovation services

(1) Allows the salesperson to propose plans without waiting for the creation of a floor plan and scale model



(2) The customer can have a more true-to-life experience of what will become the completed property



(3) Can be used also for proposals including information on furniture and interior decoration

