

IR MEETING

FY18

From Sep 2016 to Feb 2017

Yume no Machi Souzou Iinkai Co., Ltd.
(JASDAQ:2484)

Apr 2017

Chapter I Company Profile

Company Profile

The management philosophy is pinned on the name of the company.

We image " Dream Egg" that achieves " I wish there was a service like this"

Creating from scratch

Be active like a school committee



Company name:	Yume no Machi Souzou Iinkai Co., Ltd.
Representative:	Rie Nakamura, President & CEO
Headquarter:	Osaka HQ: 8F Midousuji Daiwa Bldg., 3-6-8 Kyutaromachi, Chuo-ku, Osaka-shi, Osaka Tokyo HQ: 15F Marunouchi Trust Tower Bldg., 1-8-1 Marunouchi, Chiyoda-ku, Tokyo
Capital:	JPY 1,113million (as of August 31, 2015)
Stock Exchange Listing:	JASDAQ Standard (Stock Symbol: 2484)
Business activities:	Operation of an online food ordering website "Demae-can"
URL:	http://yumenomachi.co.jp

Corporate History

September 1999	Yume no machi souzou iinkai Co., Ltd. established in Suminoe-ward, Osaka-city
October 2000	“Demae-can” delivery website launched
April 2004	“Mobile Demae-can” delivery website launched
September 2004	Tokyo office established in Chiyoda city
June 2006	Listed on the Hercules in Osaka stock exchange (2484)
October 2006	Credit payment service in “Demae-can” launched
October 2010	Change stock market listing to the JASDAQ because of market integration
December 2010	“Demae-can” iPhone app launched
May 2013	Acquire 100% ownership of Satsuma Ebisu-do Co., Ltd
April 2014	Business alliance with NTT Docomo Co., Ltd. in d-delivery service
September 2014	100% ownership of PT Klik Eat Indonesia acquired
May 2015	“Login and Pay with Amazon” introduction (first in Japan)
June 2016	100% ownership of Delis Co., Ltd. acquired
October 2016	Capital and business alliance with LINE Co., Ltd.
November 2016	Added to the Tokyo Stock Exchange J-Stock Index
December 2016	Capital and business alliance with Asahi Shimbun Co., Ltd.

Overview of Yume no Machi Souzou Iinkai Group

Yume no Machi Souzou Iinkai Group

Demae-can business



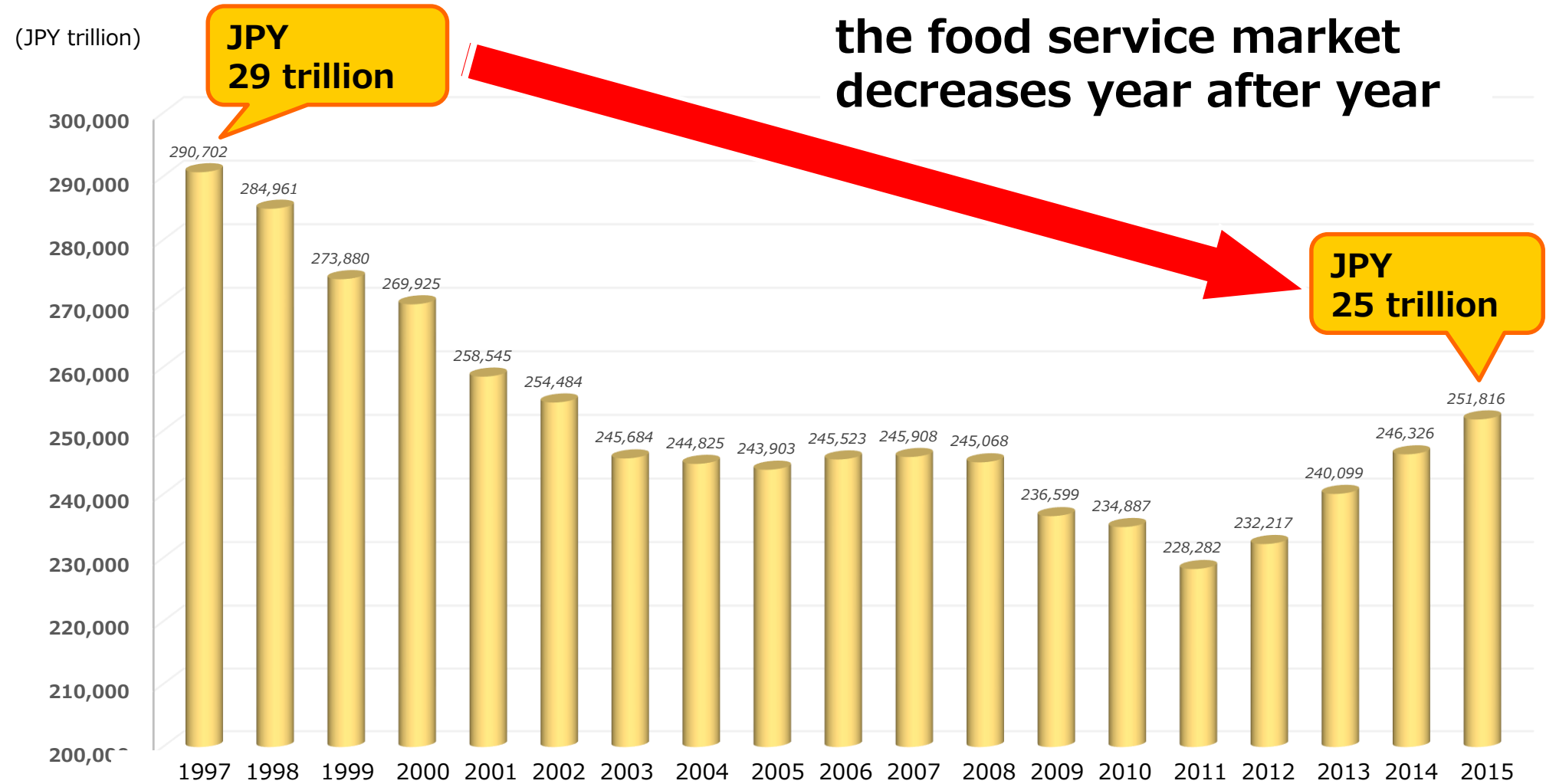
Mail order business



さつまびす堂

Chapter II Business model of Demae-can

Transition in size of food service market

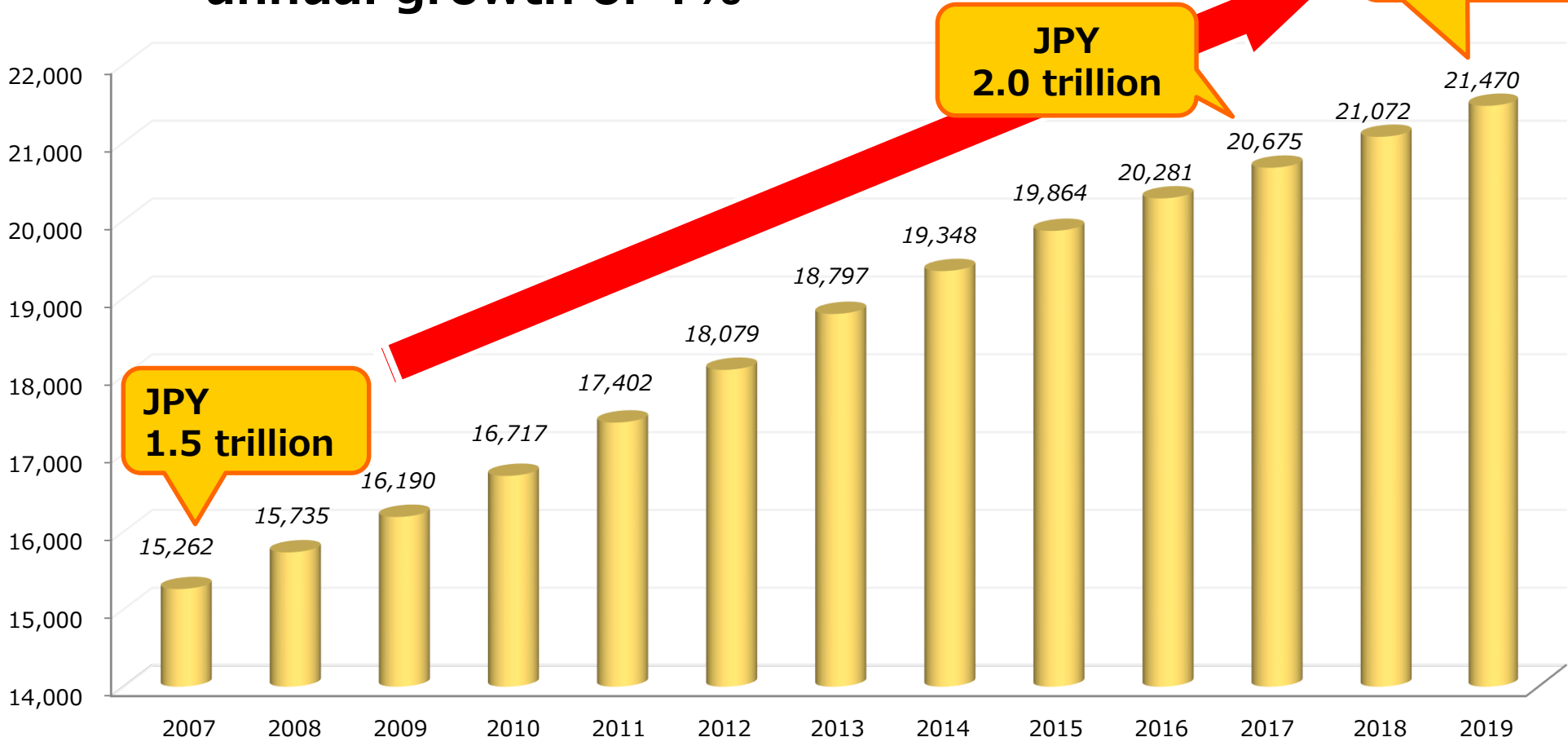


Statistical of the Foodservice Industry Research Institute

Transition in size of food delivery market

the delivery market is showing annual growth of 4%

(JPY trillion)



Prospect and strategy for food delivery market (Yano Research)

Demae-can - Japan's largest portal site for online food ordering



■ Number of affiliated stores
14,669 stores

As of the end of Mar 2017

■ Number of active users
over 1,890,000

As of the end of Mar 2017

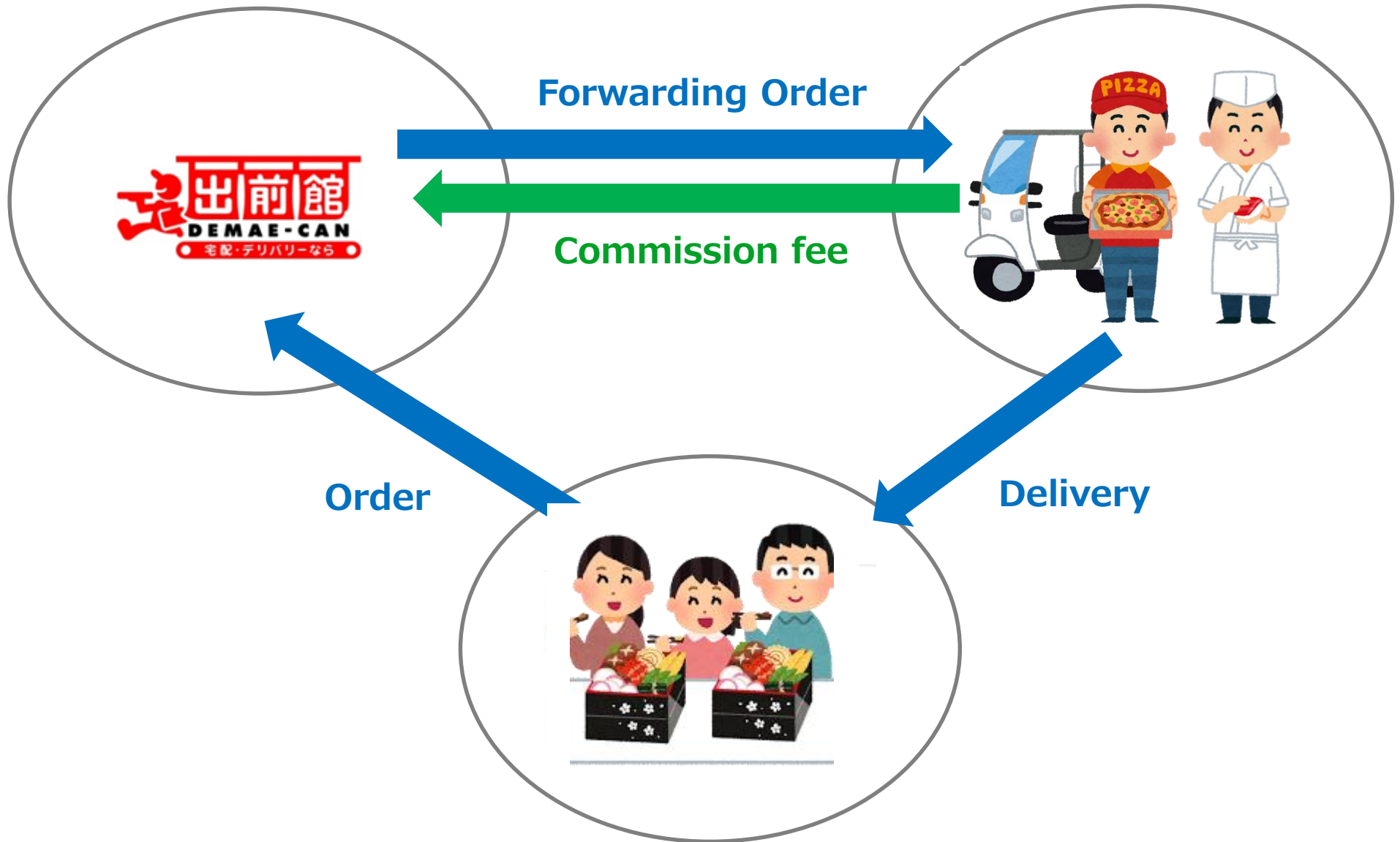
■ Number of orders per year
over 15,650,000

From Apr 2016 to Mar 2017

(Rise of 28.6% on a year on year comparison)


■ 20 minutes: minimum delivery
time after the order
**The world's fastest
E-commerce**

Business model of "Demae-can"



User's benefit by using "Demae-can"

Enable you to compare stores that can deliver to your address (GPS available)

Upon ordering,
 30分
 You can compare the delivery time



Updated menu with Images, and easy optional selection



You can get T Point



Coupon !

Affiliated store's benefit from "Demae-can"

Save the cost as compared to traditional promotional activities by distributing fliers.



Automatically printed out for shop staff to reduce times to process receiving orders operation.

No miscommunication on delivery address, addressee, foods, option, delivery time.

Orders from Demae-can
 To be delivered before [19:30]
 ■ Address: Chiyodaku . . .

 ■ Goods : 1 . daily special
 2 . salad
 3 . oolong tea
 ■ Total: ¥2,360



For errors or troubles, "Demae-can" call center (24/7) will support you.

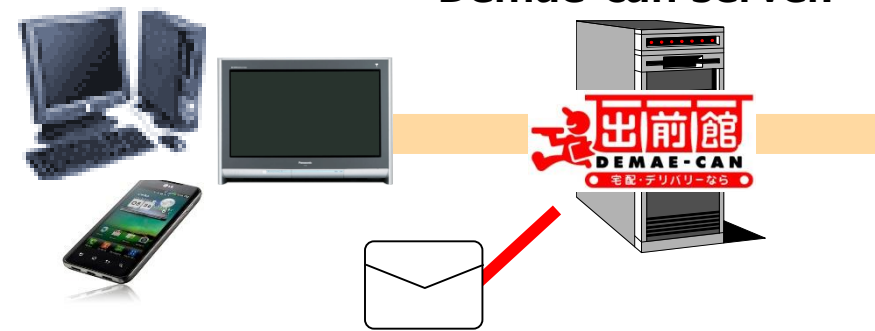


Business operation of "Demae-can"

Orders via PC,TV, or Smart phone

Data will be immediately processed on Demae-can server.

Orders will be automatically transmitted via fax, followed by automatic voice call for confirmation.



Simple phone operation

"0#" signifies OK.
 "1#" signifies retransmission Request.
 "Waiting time#" sets a change to waiting time.

Confirmation email is sent to customers when orders are accepted.



Collect money from the customer



Make a delivery



Taking order and cooking precisely.

Basically, these are operated by the system, but followed up by operators at all times on an analogue basis in case of "claims" and "bad communication" to prevent troubles.



Expanding affiliated stores for "Demae-can"



Over 14,600 merchants in Japan

*as of the end of Mar 2017

Expanding members and orders

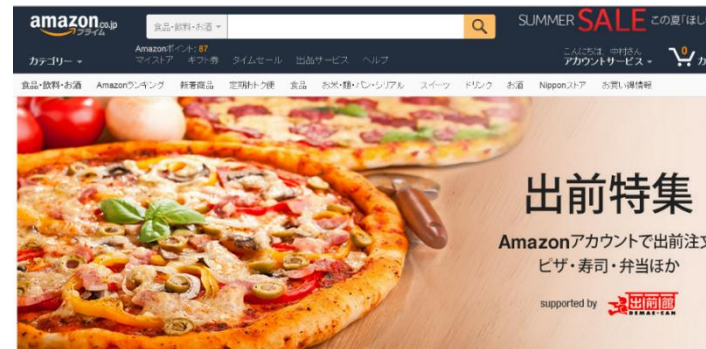
2014~

NTT docomo



2015~

amazon.co.jp



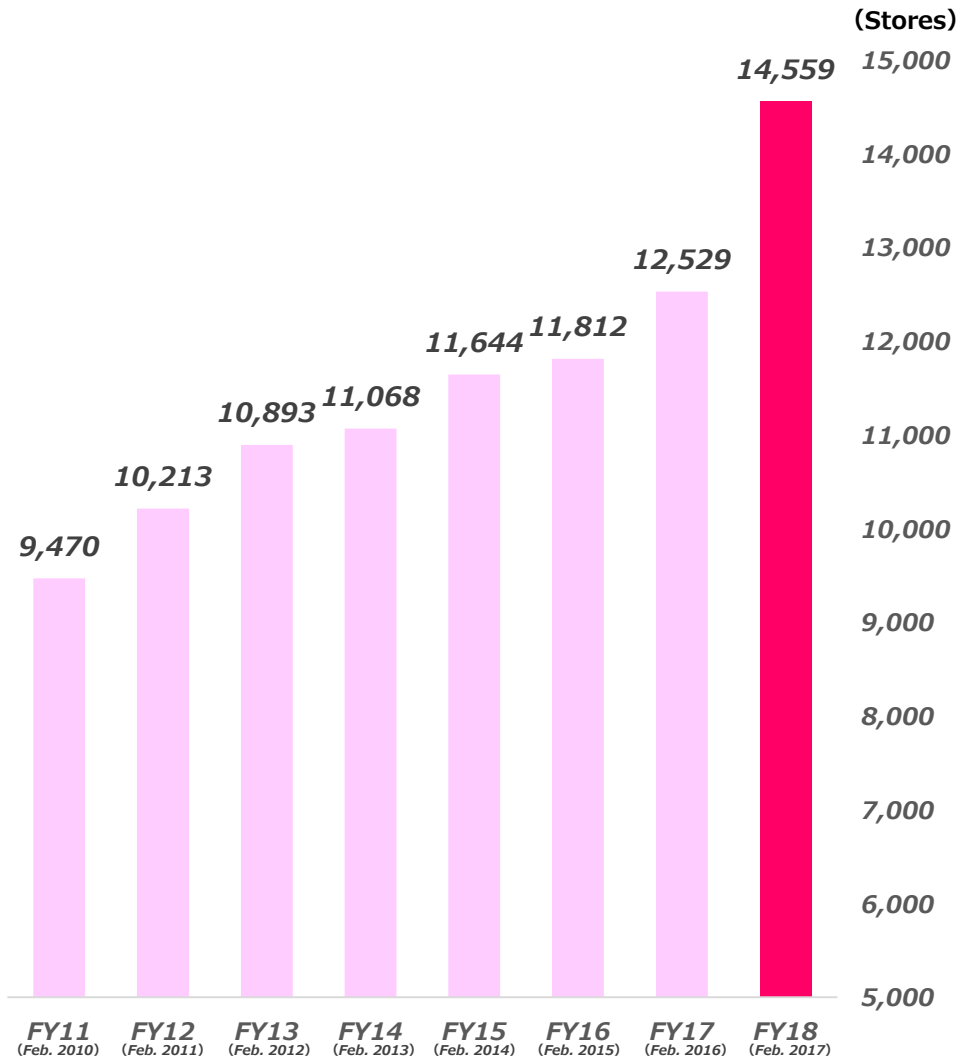
2016~



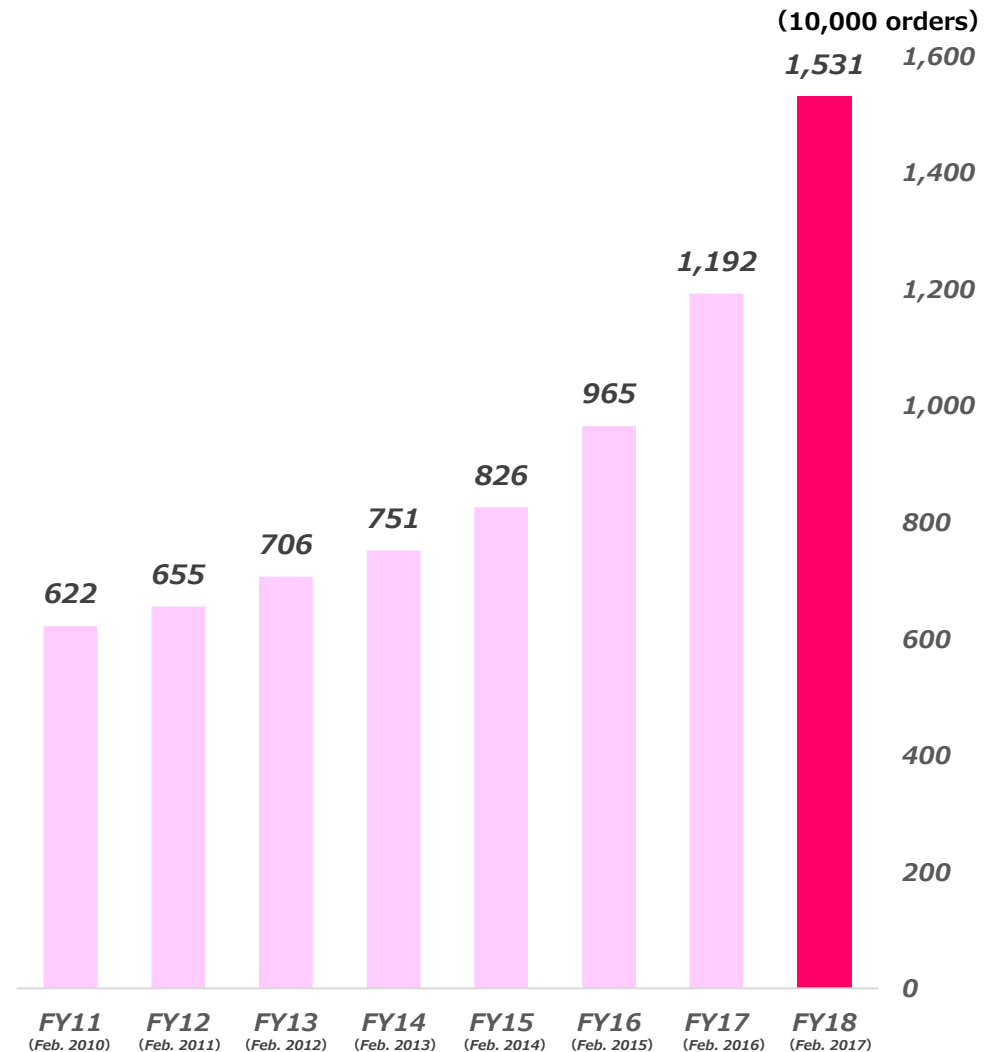
Chapter IV KPI

Transition of KPI

The number of affiliated stores



The number of orders



Chapter V

Overview of Financial Results for 2Q FY18

Overview of Consolidated Financial Results for 2Q FY18

(M yen)

	2Q FY17 Actual	2Q FY18 Actual	Fluctuation	Y-O-Y	2Q FY18 Sales ratio
<u>Sales</u>	2,008	2,525	517	125.7%	100.0%
<u>COGS</u>	724	882	158	121.8%	34.9%
<u>Gross profit (loss)</u>	1,284	1,643	359	128.0%	65.1%
<u>SG&A</u>	1,070	1,271	201	118.8%	50.3%
<u>Operating income (loss)</u>	213	372	159	174.6%	14.7%
<u>Ordinary income (loss)</u>	218	368	150	168.8%	14.6%
<u>Profit (loss) attributable to owners of parent</u>	200	181	-19	90.5%	7.2%

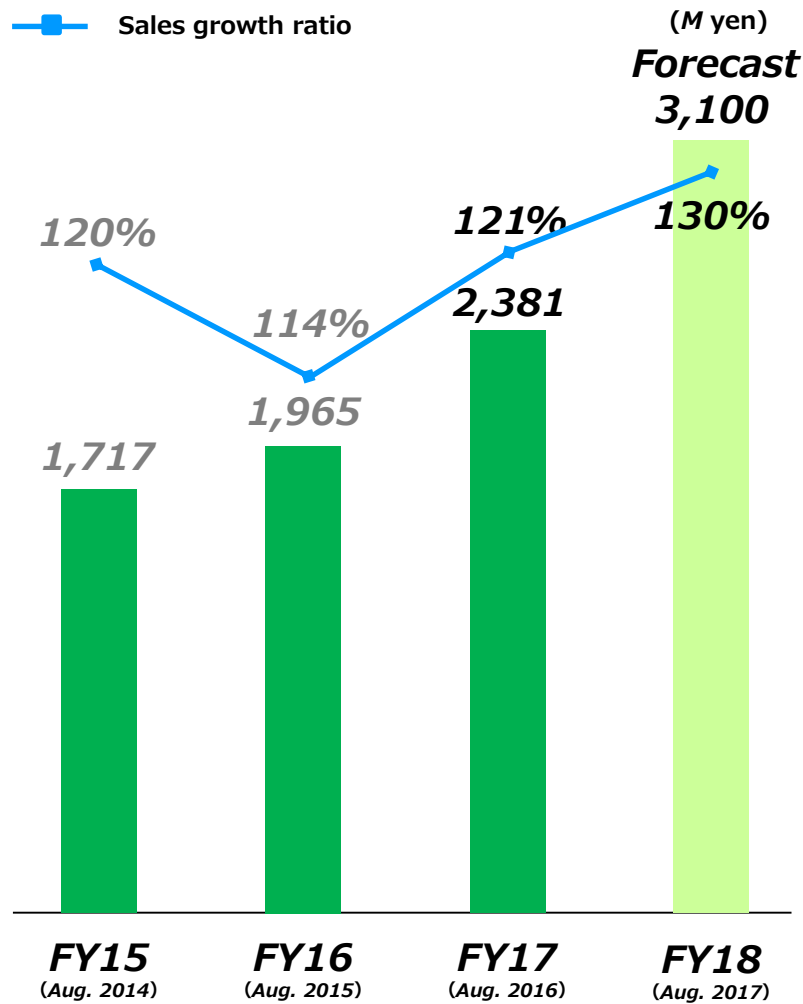
Overview of Consolidated Financial Results for 2Q FY18

(M yen)

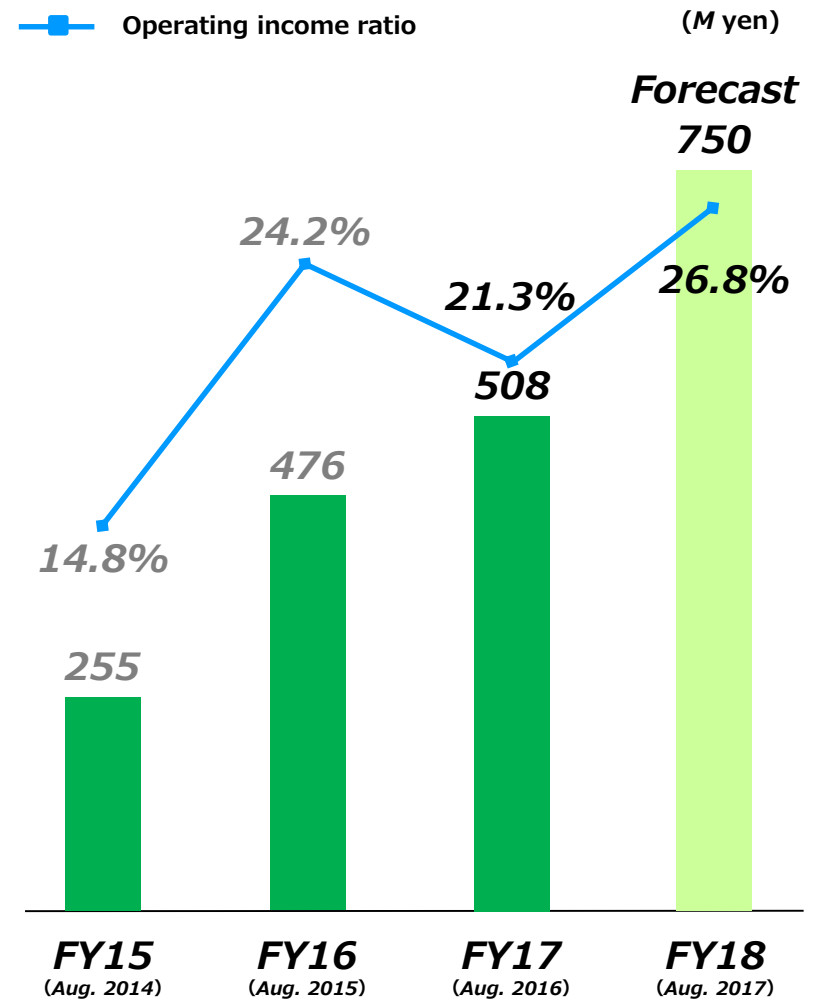
	End of Aug 2016	End of Feb 2017	Fluctuation	Y-O-Y
<u>Current assets</u>	2,578	2,798	220	108.5%
<u>Cash and deposits</u>	1,720	1,772	52	103.0%
<u>Other current assets</u>	858	1,026	168	119.6%
<u>Fixed assets</u>	1,488	1,362	-127	91.5%
<u>Intangible assets</u>	1,092	979	-112	89.7%
<u>Other fixed assets</u>	397	383	▲14	96.4%
<u>Total assets</u>	4,066	4,160	94	102.3%
<u>Current liabilities</u>	1,332	1,441	109	108.2%
<u>Long-term liabilities</u>	392	300	-92	76.6%
<u>Total liabilities</u>	1,724	1,742	17	101.0%
<u>Net assets</u>	2,342	2,418	76	103.3%

Transition of Parent-only Financial Results

Transition of Sales



Transition of Operating income



Chapter VI Growth Strategy of FY18

- 1. Progress of the introduction of Internet Payment**
- 2. Progress of the productivity growth in affiliated stores**
- 3. Progress of improvement in UX**
- 4. Progress of the sharing delivery model**



Thank you for your kind attention.