

February 3, 2016

Consolidated Financial Results
for the Third Quarter of the Fiscal Year Ending March 31, 2016
<under Japanese GAAP>

Name of the Listed Company: **Gurunavi, Inc.**
 Listed Stock Exchanges: Tokyo Stock Exchange
 Stock Code: 2440
 URL: <http://www.gnavi.co.jp/company/english/>
 Representative: Seiichiro Kubo, President
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Scheduled date to submit Quarterly Securities Report: February 4, 2016
 Scheduled date to commence dividend payments: —
 Preparation of supplementary materials on quarterly financial results: Yes
 Holding of quarterly financial results presentation meeting: Yes (for institutional investors and analysts)

(Millions of yen with fractional amounts discarded, unless otherwise noted.)

1. Consolidated financial results for the third quarter of the fiscal year ending March 31, 2016 (from April 1, 2015 to December 31, 2015)

(1) Consolidated operating results (cumulative) (Percentages indicate year-on-year changes.)

	Net sales		Operating income		Ordinary income		Profit attributable to owners of parent	
Nine months ended	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
December 31, 2015	25,533	5.3	5,380	38.4	5,407	38.5	3,591	44.1
December 31, 2014	24,250	8.0	3,886	15.9	3,903	16.0	2,492	28.2

Note: Comprehensive income
 Nine months ended December 31, 2015: ¥3,580 million [44.1%]
 Nine months ended December 31, 2014: ¥2,484 million [26.2%]

	Basic earnings per share	Diluted earnings per share
Nine months ended	Yen	Yen
December 31, 2015	74.16	73.88
December 31, 2014	50.99	50.77

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio	Net assets per share
As of	Millions of yen	Millions of yen	%	Yen
December 31, 2015	24,891	19,518	78.3	402.21
March 31, 2015	23,665	17,464	73.6	360.01

Reference: Equity
 As of December 31, 2015: ¥19,486 million As of March 31, 2015: ¥17,427 million

2. Cash dividends

	Annual dividends				
	First quarter-end	Second quarter-end	Third quarter-end	Fiscal year-end	Total
	Yen	Yen	Yen	Yen	Yen
Fiscal year ended March 31, 2015	—	11.00	—	17.00	28.00
Fiscal year ending March 31, 2016	—	15.00	—		
Fiscal year ending March 31, 2016 (Forecast)				20.00	35.00

Note: Revisions to the cash dividend forecasts most recently announced: None

3. Consolidated earnings forecasts for the fiscal year ending March 31, 2016 (from April 1, 2015 to March 31, 2016)

(Percentages indicate year-on-year changes.)

	Net sales		Operating income		Ordinary income		Profit attributable to owners of parent		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Fiscal year ending March 31, 2016	34,400	5.4	6,400	25.5	6,400	24.8	4,100	25.0	84.66

Note: Revisions to the consolidated earnings forecasts most recently announced: Yes

* Notes

- (1) Changes in significant subsidiaries during the nine months under review (changes in specified subsidiaries resulting in change in scope of consolidation): None
- (2) Application of special accounting for preparing quarterly consolidated financial statements: Yes
- (3) Changes in accounting policies, changes in accounting estimates, and restatement of prior period financial statements after error corrections
 - a. Changes in accounting policies due to revisions to accounting standards and other regulations: Yes
 - b. Changes in accounting policies due to other reasons: None
 - c. Changes in accounting estimates: None
 - d. Restatement of prior period financial statements after error corrections: None

- (4) Number of shares issued (common shares)

- a. Total number of shares issued at the end of the period (including treasury shares)

As of December 31, 2015	48,675,100 shares
As of March 31, 2015	48,675,100 shares

- b. Number of treasury shares at the end of the period

As of December 31, 2015	227,059 shares
As of March 31, 2015	266,059 shares

- c. Average number of shares during the period (cumulative from the beginning of the fiscal year)

Nine months ended December 31, 2015	48,424,566 shares
Nine months ended December 31, 2014	48,879,733 shares

* Indication regarding execution of quarterly review procedures

This quarterly financial results report is not subject to the quarterly review procedures in accordance with the Financial Instruments and Exchange Act. At the time of disclosure of this quarterly financial results report, the quarterly review procedures in accordance with the Financial Instruments and Exchange Act are in progress.

* Proper use of earnings forecasts, and other special matters

Forward-looking statements, including the consolidated forecasts stated in these materials, are based on information currently available to the Company and certain assumptions deemed reasonable. Consequently, any statements herein do not constitute assurances regarding actual results by the Company. Actual business and other results may differ materially due to various factors.

Quarterly consolidated financial statements

(1) Consolidated balance sheet

(Thousands of yen)

	As of March 31, 2015	As of December 31, 2015
Assets		
Current assets		
Cash and deposits	9,992,176	10,469,853
Notes and accounts receivable - trade	4,408,663	4,763,387
Securities	499,968	499,968
Work in process	35,840	100,857
Accounts receivable - other	1,576,695	1,817,802
Other	1,035,291	1,425,354
Allowance for doubtful accounts	(323,661)	(339,912)
Total current assets	17,224,974	18,737,311
Non-current assets		
Property, plant and equipment	1,217,700	1,018,466
Intangible assets		
Software	3,256,334	2,874,768
Other	263,732	396,423
Total intangible assets	3,520,066	3,271,191
Investments and other assets	1,703,092	1,864,414
Total non-current assets	6,440,859	6,154,073
Total assets	23,665,833	24,891,384
Liabilities		
Current liabilities		
Notes and accounts payable - trade	220,689	189,216
Income taxes payable	1,135,622	897,700
Provision for bonuses	956,212	406,319
Provision for point card certificates	206,033	187,191
Accounts payable - other	1,983,810	1,973,686
Other	1,494,999	1,513,693
Total current liabilities	5,997,368	5,167,808
Non-current liabilities		
Asset retirement obligations	202,632	204,286
Other	1,100	1,100
Total non-current liabilities	203,732	205,386
Total liabilities	6,201,100	5,373,195
Net assets		
Shareholders' equity		
Capital stock	2,334,300	2,334,300
Capital surplus	2,884,780	2,884,780
Retained earnings	12,392,343	14,428,029
Treasury shares	(224,457)	(191,555)
Total shareholders' equity	17,386,966	19,455,554
Accumulated other comprehensive income		
Foreign currency translation adjustment	40,883	30,786
Total accumulated other comprehensive income	40,883	30,786
Subscription rights to shares	36,883	31,848
Total net assets	17,464,733	19,518,189
Total liabilities and net assets	23,665,833	24,891,384

(2) Consolidated statement of income and consolidated statement of comprehensive income
Consolidated statement of income (cumulative)

(Thousands of yen)

	Nine months ended December 31, 2014	Nine months ended December 31, 2015
Net sales	24,250,173	25,533,581
Cost of sales	6,307,220	6,214,356
Gross profit	17,942,952	19,319,224
Selling, general and administrative expenses	14,056,450	13,938,836
Operating income	3,886,501	5,380,387
Non-operating income		
Interest income	8,364	9,806
Subsidy income	4,760	7,063
Foreign tax refund	13,146	182
Other	9,698	10,755
Total non-operating income	35,970	27,808
Non-operating expenses		
Interest expenses	146	0
Foreign exchange losses	5,864	1,090
Cancellation penalty of rent agreement	10,383	–
Other	2,632	25
Total non-operating expenses	19,027	1,115
Ordinary income	3,903,445	5,407,080
Extraordinary income		
Gain on reversal of subscription rights to shares	568	142
Total extraordinary income	568	142
Income before income taxes and minority interests	3,904,013	5,407,222
Income taxes	1,411,534	1,816,127
Profit	2,492,478	3,591,094
Profit attributable to owners of parent	2,492,478	3,591,094

Consolidated statement of comprehensive income (cumulative)

(Thousands of yen)

	Nine months ended December 31, 2014	Nine months ended December 31, 2015
Profit	2,492,478	3,591,094
Other comprehensive income		
Foreign currency translation adjustment	(7,698)	(10,096)
Total other comprehensive income	(7,698)	(10,096)
Comprehensive income	2,484,780	3,580,998
Comprehensive income attributable to:		
Owners of parent	2,484,780	3,580,998
Non-controlling interests	—	—