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# Consolidated Financial Results for the Second Quarter of the Fiscal Year Ending February 29, 2020 [Japanese GAAP]

October 15, 2019

Company name Rozetta Corp. Listing Market TSE

Stock Code 6182 URL https://www.rozetta.jp

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Scheduled date of filing of quarterly report: October 15, 2019

Scheduled date of commencement of dividend payment -

Preparation of supplementary materials for quarterly financial results: Yes

Holding of quarterly financial results briefing: Yes

(Figures are rounded down to the nearest million yen)

1. Consolidated Financial Results for the Second Quarter of the Fiscal Year Ending February 29, 2020 (March 1, 2019-August 31, 2019)

(1) Consolidated Results of Operation (Cumulative) (Percentages indicate year-on-year changes.)

| | Net sales | | Operating income | | Ordinary income | | Net income attributable to owners of parent | |
|---|---|---|---|---|---|---|---|---|
| | Millions of yen | % | Millions of yen | % | Millions of yen | % | Millions of yen | % |
| Q2 FY2/20 | 1,935 | 49.8 | 309 | 274.9 | 310 | 269.8 | 168 | 176.1 |
| Q2 FY2/19 | 1,292 | 29.9 | 82 | 149.6 | 84 | 154.7 | 61 | 680.3 |

(Note) Comprehensive income Q2 FY2/20 176 Millions of yen (188.8%) Q2 FY2/19 61 Millions of yen (680.3%)

| | Net income per share | Diluted net income per share |
|---|---|---|
| | Yen | Yen |
| Q2 FY2/20 | 16.38 | 15.89 |
| Q2 FY2/19 | 6.08 | 5.80 |

(2) Consolidated Financial Position

| | Total assets | Net assets | Shareholders' equity ratio |
|---|---|---|---|
| | Millions of yen | Millions of yen | % |
| Q2 FY2/20 | 2,937 | 1,372 | 46.4 |
| FY2/19 | 2,642 | 1,194 | 45.1 |

(Reference) Shareholders' equity Q2 FY2/20 1,362 Millions of yen FY2/19 1,191 Millions of yen

2. Dividend payment

| | Annual dividend per share | | | | |
|---|---|---|---|---|---|
| | End of Q1 | End of Q2 | End of Q3 | Year-end | Total |
| | Yen | Yen | Yen | Yen | Yen |
| FY2/19 | - | 0.00 | - | 0.00 | 0.00 |
| FY2/20 | - | 0.00 | | | |
| FY2/20 (Forecast) | | | - | 0.00 | 0.00 |

(Note) Revisions to the most recently announced dividend forecast: None

3. Forecast of Consolidated Financial Results for the Fiscal Year Ending February 29, 2020 (March 1, 2019-February 29, 2020)

At present, the MT business has entered a period of rapid growth since the fourth quarter of the fiscal year ended February 28, 2018, and we are concentrating our management policy on maximizing medium-to long-term growth rather than short-term profits. For the time being, we will not disclose the forecast as a fixed value until the sales growth rate of the MT business settles down (roughly 150% compared to the previous year), in order not to adjust expenses in accordance with earnings forecasts, and therefore we make decisive choices that best meet its long-term growth objectives on an occasional basis.
For the consolidated business forecasts for the fiscal year ending February 29, 2020, we announced only the minimum figures, for example, by indicating record-high sales (2,908 million yen) or over and record-high profit (operating income of 338 million yen) or over.

*Notes

(1) Changes in significant subsidiaries during the period
(changes in specified subsidiaries resulting in changes in scope of consolidation): Yes
New consolidated (Company name) - Company
Excluded: 2 (Company name) - Inter media Inc., Quicktranslate, Inc.
(Note) For details, please refer to "2. Quarterly Consolidated Financial Statements, (4) Notes on Quarterly Consolidated Financial Statements (Changes in Significant Subsidiaries during the Period)" on page 7 of the Appendix.

(2) Adoption of special accounting methods for presenting quarterly consolidated financial statements: Yes
(Note) For details, please refer to "2. Quarterly Consolidated Financial Statements, (4) Notes on Quarterly Consolidated Financial Statements (Application of Accounting Procedures Specific to Preparation of Quarterly Consolidated Financial Statements)" on page 7 of the Appendix.

(3) Changes in accounting policies and changes or restatement of accounting estimates
(i) Changes in accounting policies due to revisions of accounting standards, etc.: None
(ii) Changes in accounting policies due to other reasons: None
(iii) Changes in accounting estimates: None
(iv) Restatement of prior period financial statements after error corrections: None

(4) Number of shares outstanding (common stock)

| | | | | | |
|---|---|---|---|---|---|
| ① Number of shares outstanding at the end of the period (including treasury stock) | Q2 FY2/20 | 10,309,460 shares | FY2/19 | 10,296,260 shares |
| ② Number of treasury stock at the end of the period | Q2 FY2/20 | 349 shares | FY2/19 | 286 shares |
| ③Average number of shares outstanding during the period (cumulative) | Q2 FY2/20 | 10,296,789 shares | Q2 FY2/19 | 10,049,518 shares |

*This quarterly financial report is not subject to the quarterly review by a certified public accountant or an auditing firm.

*Explanations and other special notes concerning the appropriate use of business forecasts
(Cautionary Statement with Respect to Forward-Looking Statements)
Forecasts regarding future performance in this material are based on information currently available to us and certain assumptions that we deem to be reasonable at the time this report was prepared. We do not make promises about the achievements. Actual results may differ significantly from the forecasts due to various factors. Please refer to "1. Qualitative Information on Consolidated Financial Results (4) Consolidated Business Forecasts" on page 3 of the Attachment for the assumptions underlying the forecasts and cautions concerning the use thereof.

(Method of Obtaining Financial Results Briefing Materials)
Supplementary materials for financial results were disclosed on the TDnet on the same date.

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# 1. Qualitative Information on Quarterly Financial Results

## (1) Results of Operations

During the second quarter of the current fiscal year (March 1, 2019 to August 31, 2019), sales of T-4OO continued to be strong in the MT business. Accordingly, we continuously increased the staff of all sections, including the marketing and management sections, to fortify our organizational structure before expanding our business rapidly.

As a result, our group posted net sales of 1,935,744 thousand yen (up 49.8% year on year), operating income of 309,778 thousand yen (up 274.9% year on year), ordinary income of 310,918 thousand yen (up 269.8% year on year), and profit attributable to owners of parent of 168,710 thousand yen (up 176.1% year on year) for the cumulative second quarter of the current fiscal year.

The performance of each business segment is as follows:

① MT Business

As for the MT business, sales were 969,790 thousand yen (up 197.5% year on year) due to continuous strong sales of T-4OO. Segment income was 134,102 thousand yen (up 624.0% year on year) as a result of a significant increase in SG & A expenses from the sales division to the administration division in preparation for the rapid expansion of the MT business.

② HT business

As for the HT business, sales were 740,358 thousand yen (down 8.4% year on year). Segment income was 183,247 thousand yen (up 54.4% year on year), mainly due to the rationalization of SG & A expenses due to a review of administrative headquarters functions.

③ Crowdsourcing business

As for the Crowdsourcing business, sales were 225,595 thousand yen (up 42.4% year on year). Segment income was 22,514 thousand yen (up 93.1% year on year), as a result of rationalization of SG & A expenses, such as a reduction of administrative headquarters functions.

## (2) Explanation of Financial Position

(Assets)

Current assets increased by 146,972 thousand yen from the end of the previous fiscal year to 1,470,230 thousand yen at the end of the second quarter of the current fiscal year. This was mainly due to an increase of 38,326 thousand yen in cash and deposits and an increase of 52,683 thousand yen in notes and accounts receivable. Non-current assets increased by 147,946 thousand yen from the end of the previous fiscal year to 1,467,538 thousand yen. This was mainly due to an increase of 62,183 thousand yen in property, plant and equipment and an increase of 90,516 thousand yen in intangible assets.

(Liabilities)

Current liabilities increased by 194,881 thousand yen from the end of the previous fiscal year to 1,351,394 thousand yen at the end of the second quarter of the current fiscal year. This was mainly due to an increase of 248,200 thousand yen in advances received and a decrease of 42,714 thousand yen in notes and accounts payable-trade. Non-current liabilities decreased by 78,037 thousand yen from the end of the previous fiscal year to 214,134 thousand yen. This was due to the repayment of long-term debt.

(Net assets)

Net assets increased by 178,074 thousand yen from the end of the previous fiscal year to 1,372,241 thousand yen at the end of the second quarter of the current fiscal year. This was mainly due to an increase of 168,710 thousand yen in retained earnings.

(3) Cash flows

Cash and cash equivalents at the end of the second quarter of the fiscal year under review increased by 37,496 thousand yen from the end of the previous fiscal year to 889,308 thousand yen.

The status of each cash flow during the second quarter of the current fiscal year and the factors thereof are as follows.

(Cash-flow from operating activities)

Net cash provided by operating activities was 517,158 thousand yen (compared to net cash provided of 348,103 thousand yen in the previous fiscal year).

This was mainly due to income before income taxes of 273,208 thousand yen, depreciation and amortization of 180,206 thousand yen, amortization of goodwill of 10,631 thousand yen, and an increase in advances received of 248,200 thousand yen.

(Cash-flow from investing activities)

Net cash used in investing activities was 366,551 thousand yen (compared to an expenditure of 241,780 thousand yen in the previous fiscal year).

This was mainly due to purchase of intangible assets of 239,739 thousand yen.

(Cash-flow from financing activities)

Net cash used in financing activities was 113,482 thousand yen (compared to an expenditure of 128,688 thousand yen in the previous fiscal year).

This was mainly attributable to repayments of long-term debts of 115,470 thousand yen.

(4) Consolidated Business Forecasts

At present, the MT business has entered a period of rapid growth since the fourth quarter of the fiscal year ended February 28, 2018, and we are concentrating our management policy on maximizing medium-to long-term growth rather than short-term profits. For the time being, we will not disclose the forecast as a fixed value until the sales growth rate of the MT business settles down (roughly 150% compared to the previous year), in order not to adjust expenses in accordance with earnings forecasts, and therefore we make decisive choices that best meet its long-term growth objectives on an occasional basis.

For the consolidated business forecasts for the fiscal year ending February 29, 2020, we announced only the minimum figures, for example, by indicating record-high sales (2,908 million yen) or over and record-high profit (operating income of 338 million yen) or over.

## 2. Quarterly Consolidated Financial Statements and Major Notes

### (1) Quarterly Consolidated Balance Sheets

(Thousands of yen)

| | Previous fiscal year (February 28, 2019) | Current second quarter (August 31, 2019) |
|---|---|---|
| Assets | | |
| Current assets | | |
| Cash and deposits | 853,378 | 891,705 |
| Notes and accounts receivable | 360,515 | 413,198 |
| Inventories | 51,237 | 32,675 |
| Other | 66,716 | 139,216 |
| Allowance for doubtful accounts | (8,589) | (6,565) |
| Total current assets | 1,323,258 | 1,470,230 |
| Fixed assets | | |
| Property, plant and equipment | 236,489 | 298,673 |
| Intangible assets | | |
| Goodwill | 89,513 | 78,882 |
| Software | 432,361 | 743,401 |
| Software in progress | 423,287 | 213,165 |
| Other | 468 | 698 |
| Total intangible assets | 945,631 | 1,036,148 |
| Investments and other assets | 137,471 | 132,717 |
| Total fixed assets | 1,319,592 | 1,467,538 |
| Total assets | 2,642,850 | 2,937,769 |
| Liabilities | | |
| Current liabilities | | |
| Notes and accounts payable-trade | 140,961 | 98,247 |
| Current portion of long-term loans payable | 231,601 | 194,168 |
| Income taxes payable | 111,002 | 32,259 |
| Provision for bonuses | 26,577 | 32,595 |
| Advances received | 440,309 | 688,509 |
| Other | 206,061 | 305,614 |
| Total current liabilities | 1,156,513 | 1,351,394 |
| Long-term liabilities | | |
| Long-term debt | 292,171 | 214,134 |
| Total long-term liabilities | 292,171 | 214,134 |
| Total liabilities | 1,448,684 | 1,565,528 |
| Net assets | | |
| Shareholders' equity | | |
| Capital stock | 250,794 | 251,870 |
| Capital surplus | 1,230,983 | 1,232,058 |
| Retained earnings | (289,839) | (121,129) |
| Treasury stock | (435) | (600) |
| Total shareholders' equity | 1,191,502 | 1,362,199 |
| Share subscription rights | 458 | 89 |
| Non-controlling interests | 2,206 | 9,952 |
| Total net assets | 1,194,166 | 1,372,241 |
| Total liabilities and net assets | 2,642,850 | 2,937,769 |

(2) Quarterly Consolidated Statements of Income and Quarterly Consolidated Statements of Comprehensive Income

(Quarterly Consolidated Statements of Income)

(For the Six-month Period)

(Thousands of yen)

| | Previous second quarter (From March 1, 2018 To August 31, 2018) | Current second quarter (From March 1, 2019 To August 31, 2019) |
|---|---|---|
| Net sales | 1,292,496 | 1,935,744 |
| Cost of sales | 531,319 | 665,348 |
| Gross profit | 761,177 | 1,270,395 |
| Selling, general and administrative expenses | | |
| Salaries, allowances and bonuses | 229,521 | 314,439 |
| Provision for bonuses | 17,018 | 14,288 |
| Other | 432,008 | 631,889 |
| Total selling, general and administrative expenses | 678,549 | 960,617 |
| Operating income | 82,627 | 309,778 |
| Non-operating income | | |
| Interest income | 25 | 150 |
| Dividends income | 10 | 10 |
| Subsidy income | - | 1,425 |
| Foreign exchange gain | 238 | - |
| Other | 2,914 | 552 |
| Total non-operating income | 3,189 | 2,138 |
| Non-operating expenses | | |
| Interest expenses | 1,610 | 863 |
| Foreign exchange loss | - | 133 |
| Other | 120 | - |
| Total non-operating expenses | 1,730 | 997 |
| Ordinary income | 84,086 | 310,918 |
| Special income | | |
| Surrender value of insurance | 11,513 | - |
| Gain on reversal of share subscription rights | - | 369 |
| Total special income | 11,513 | 369 |
| Special loss | | |
| Loss on retirement of noncurrent assets | 1,672 | 38,079 |
| Total special loss | 1,672 | 38,079 |
| Income before income taxes | 93,927 | 273,208 |
| Income taxes | 32,822 | 96,752 |
| Net income | 61,104 | 176,456 |
| Net income attributable to non-controlling interests | - | 7,746 |
| Net income attributable to owners of parent | 61,104 | 168,710 |

Quarterly Consolidated Statements of Comprehensive Income

(For the Six-month Period)

(Thousands of yen)

| | Previous second quarter (From March 1, 2018 To August 31, 2018) | Current second quarter (From March 1, 2019 To August 31, 2019) |
|---|---|---|
| Net income | 61,104 | 176,456 |
| Comprehensive income | 61,104 | 176,456 |
| Comprehensive income (loss) attributable to: | | |
| Owners of parent | 61,104 | 168,710 |
| Non-controlling interests | - | 7,746 |

(3) Quarterly Consolidated Statements of Cash Flows

(Thousands of yen)

| | Previous second quarter (From March 1, 2018 To August 31, 2018) | Current second quarter (From March 1, 2019 To August 31, 2019) |
|---|---|---|
| Cash-flow from operating activities | | |
| Income before income taxes | 93,927 | 273,208 |
| Depreciation | 86,491 | 180,206 |
| Amortization of goodwill | 10,631 | 10,631 |
| Increase (decrease) in allowance for doubtful accounts | 1,775 | (799) |
| Increase (decrease) in accrued bonuses | 2,813 | 6,018 |
| Interest and dividend income | (35) | (160) |
| Loss (gain) on insurance cancellation | (11,513) | - |
| Loss on retirement of noncurrent assets | 1,672 | 38,079 |
| Gain on reversal of share subscription rights | - | (369) |
| Interest expenses | 1,610 | 863 |
| Increase (decrease) in advances received | 108,990 | 248,200 |
| (Increase) decrease in notes and accounts receivable-trade | 18,619 | (52,683) |
| (Increase) decrease in inventories | (26,444) | 18,561 |
| Increase (decrease) in trade payables | 10,035 | (42,714) |
| Other | 37,028 | (50,201) |
| Sub-total | 335,602 | 628,841 |
| Interest and dividends received | 35 | 160 |
| Interest paid | (1,610) | (863) |
| Income taxes | (13,926) | (110,995) |
| Income taxes refunded | 28,002 | 16 |
| Cash-flow from operating activities | 348,103 | 517,158 |
| Cash-flow from investing activities | | |
| Expenditure from acquisition of fixed assets | (21,200) | (125,223) |
| Expenditure from acquisition of intangible assets | (262,644) | (239,739) |
| Payment for loans receivable | - | (3,300) |
| Proceeds from loans receivable | 163 | 1,193 |
| Expenditure due to fixed term deposit | (638) | (600) |
| Proceeds from refund of fixed term deposit | 15,374 | - |
| Proceeds from lease and guarantee deposits | - | 1,118 |
| Proceeds from cancellation of insurance funds | 27,164 | - |
| Cash-flow from investing activities | (241,780) | (366,551) |
| Cash-flow from financing activities | | |
| Repayment of short-term borrowings | (14,075) | - |
| Repayment of long-term debt | (133,195) | (115,470) |
| Proceeds from issuance of common stock upon exercise of share subscription rights | 18,582 | 2,151 |
| Purchase of treasury stock | - | (164) |
| Cash-flow from financing activities | (128,688) | (113,482) |
| Effect of exchange rate change on cash and cash equivalents | (259) | 372 |
| Net increase (decrease) in cash and cash equivalents | (22,623) | 37,496 |
| Cash and cash equivalents at beginning of the year | 955,840 | 851,811 |
| Cash and cash equivalents at end of the quarter | 933,216 | 889,308 |

(4) Notes on Quarterly Consolidated Financial Statements

(Notes on Going Concern Assumptions)

Not applicable.

(Notes on Significant Changes in Shareholders' Equity)

Not applicable.

(Changes in Significant Subsidiaries during the Period)

During the first quarter of the fiscal year, the Company conducted an absorption-type merger of Inter media, Inc. by GLOVA Corp., our consolidated subsidiary, and an absorption-type merger of Quicktranslate, Inc. by anydooR, Inc. As a result, Inter media, Inc. and Quicktranslate, Inc. have ceased to exist, and therefore, they have been excluded from the scope of consolidation from the first quarter of the current fiscal year.

(Application of Accounting Procedures Specific to Preparation of the Quarterly Consolidated Financial Statements)

Income taxes are calculated by multiplying the net income before income taxes by the forecasted effective tax rate, which is computed by matching the forecasted yearly income taxes with the forecasted yearly income taxes.

(Additional Information)

(Application of Partial Revision of "Accounting Standard for Tax Effect Accounting")

The Company has applied the "Partial Revision to the Accounting Standard for Tax Effect Accounting" (ASBJ Statement No. 28, February 16, 2018) and other accounting standards from the beginning of the first quarter of the current fiscal year. Accordingly, deferred tax assets are presented as investments and other assets, and deferred tax liabilities are presented as non-current liabilities.

(Segment Information)

[Segment Information]

I. Previous second quarter (From March 1, 2018 To August 31, 2018)

1. Information on net sales and income (loss) by reportable segment

(Thousands of yen)

| | Reportable Segments | | | | Adjustment (Note 1) | Amounts on the consolidated financial statements (Note 2) |
|---|---|---|---|---|---|---|
| | MT business | HT business | Crowdsourcing Business | Total | | |
| Net sales | | | | | | |
| Net sales to unaffiliated customers | 326,014 | 808,021 | 158,461 | 1,292,496 | - | 1,292,496 |
| Intersegment sales or transfer | 1,200 | 109,864 | 114,808 | 225,873 | (225,873) | - |
| Total | 327,214 | 917,885 | 273,270 | 1,518,369 | (225,873) | 1,292,496 |
| Segment income | 18,521 | 118,675 | 11,660 | 148,857 | (66,229) | 82,627 |

(Note)

1. Adjustments to segment income of (66,229) thousand yen include eliminations of inter-segment transactions and amortization of goodwill not attributable to reportable segments, and corporate expenses. Corporate expenses mainly consist of expenses related to the administrative departments of the parent company that are not attributable to reportable segments.
2. Segment income is adjusted with operating income in the quarterly consolidated statements of income.

II Current second quarter (From March 1, 2019 To August 31, 2019)

1. Information on net sales and income (loss) by reportable segment

(Thousands of yen)

| | Reportable Segments | | | | Adjustment (Note 1) | Amounts on the consolidated financial statements (Note 2) |
|---|---|---|---|---|---|---|
| | MT business | HT business | Crowdsourcing Business | Total | | |
| Net sales | | | | | | |
| Net sales to unaffiliated customers | 969,790 | 740,358 | 225,595 | 1,935,744 | - | 1,935,744 |
| Intersegment sales or transfer | 40,530 | 4,181 | 84,126 | 128,838 | (128,838) | - |
| Total | 1,010,321 | 744,539 | 309,721 | 2,064,583 | (128,838) | 1,935,744 |
| Segment income | 134,102 | 183,247 | 22,514 | 339,864 | (30,086) | 309,778 |

(Note)

1. Adjustments to segment income of (30,086) thousand yen include eliminations of inter-segment transactions and corporate expenses. Corporate expenses mainly consist of expenses related to the administrative departments of the parent company that are not attributable to reportable segments.
2. Segment income is adjusted with operating income in the quarterly consolidated statements of income.

2. Changes in reportable segments

In conjunction with the transfer of the GLOZE business to GLOVA Corp., our group has integrated the "GLOZE business," "Translation and Interpretation business," and "Corporate Training business" into the "HT business." As a result, our reportable segments consist of the "MT business," "HT business" and "Crowdsourcing business" since the previous fiscal year.

GLOZE business has provided consigned translation services to standardize quality, reduce costs, and shorten lead times by combining MT (machine translation) technology and HT (human translation).

However, as the precision of our MT increased significantly in the previous fiscal year, our current management task has shifted to the stage of "the last mile to the full automation (the complete replacement of HT by MT)", and we decided to reorganize the segment to streamline the organizational structure as there is no longer a fundamental difference between the GLOZE business and GLOVA's translation business.

Segment information for the first half of the previous fiscal year has been prepared using the new segmentation method and is included in "I. Previous second quarter (From March 1, 2018 to August 31, 2018) 1. Information on net sales and income by reportable segment."

(Per share Information)

The basis for calculating net income per share and diluted net income per share is as follows.

| | Previous second quarter (March 1, 2018 To August 31, 2018 | Current second quarter (March 1, 2019 To August 31, 2019 |
|---|---|---|
| (1) Net income per share | 6.08 yen | 16.38 yen |
| (Basis of calculation) | | |
| Net income attributable to owners of parent (thousands of yen) | 61,104 | 168,710 |
| Amount not attributable to common shareholders (thousands of yen) | - | - |
| Net income attributable to owners of parent related to common stock (thousands of yen) | 61,104 | 168,710 |
| Average number of shares of common stock outstanding during the period (shares) | 10,049,518 | 10,296,789 |
| (2) Diluted net income per share | 5.80 yen | 15.89 yen |
| (Basis of calculation) | | |
| Adjustment to net income attributable to owners of parent (thousands of yen) | - | - |
| Increase in number of common shares (shares) | 486,851 | 321,991 |
| Outline of potential shares that had not been included in the calculation of diluted net income per share because they had no dilutive effect, and that had changed significantly since the end of the previous fiscal year | - | - |