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Summary of Consolidated Financial Results for the Nine Months Ended December 31, 2016 (Based on Japanese GAAP)

February 3, 2017

Company name: Relia, Inc.
 Stock exchange listing: Tokyo
 Stock code: 4708 URL <http://www.relia-group.com/>
 Representative: President JUN NAKAGOME
 Inquiries: Manager KENICHIRO IWAMOTO TEL 03-5351-7200
 Scheduled date to file Quarterly Securities Report: February 10, 2017
 Scheduled date to commence dividend payments: —
 Preparation of supplementary material on quarterly financial results: No
 Holding of quarterly financial results meeting: No

(Amounts less than one million yen are rounded down)

1. Consolidated financial results for the nine months ended December 31, 2016 (from April 1, 2016 to December 31, 2016)

(1) Consolidated operating results (cumulative)

Percentages indicate year-on-year changes

| | Net sales | | Operating income | | Ordinary income | | Profit attributable to owners of parent | |
|-------------------------------------|-----------------|------|------------------|------|-----------------|------|---|------|
| | Millions of yen | % | Millions of yen | % | Millions of yen | % | Millions of yen | % |
| Nine months ended December 31, 2016 | 69,021 | 18.0 | 3,229 | 11.9 | 3,227 | 10.8 | 2,185 | 14.4 |
| Nine months ended December 31, 2015 | 58,477 | 5.9 | 2,885 | 4.3 | 2,914 | 1.1 | 1,910 | 3.1 |

| | Earnings per share | Diluted earnings per share |
|-------------------------------------|--------------------|----------------------------|
| | Yen | Yen |
| Nine months ended December 31, 2016 | 31.72 | — |
| Nine months ended December 31, 2015 | 27.73 | — |

(2) Consolidated financial position

| | Total assets | Net assets | Equity ratio | Net assets per share |
|-------------------------|-----------------|-----------------|--------------|----------------------|
| | Millions of yen | Millions of yen | % | Yen |
| As of December 31, 2016 | 62,073 | 44,110 | 71.1 | 639.99 |
| As of March 31, 2016 | 56,744 | 44,201 | 77.9 | 641.34 |

2. Cash dividends

| | Annual dividends per share | | | | |
|---------------------------------------|----------------------------|-----------------|-----------------|-----------------|-------|
| | 1st quarter-end | 2nd quarter-end | 3rd quarter-end | Fiscal year-end | Total |
| | Yen | Yen | Yen | Yen | Yen |
| Year ended March 31, 2016 | — | 14.00 | — | 15.00 | 29.00 |
| Year ending March 31, 2017 | — | 14.00 | | | |
| Year ending March 31, 2017 (Forecast) | | | — | 15.00 | 29.00 |

3. Forecast of consolidated financial results for the year ending March 31, 2017 (from April 1, 2016 to March 31, 2017)

Percentages indicate year-on-year changes

| | Net sales | | Operating income | | Ordinary income | | Profit attributable to owners of parent | | Earnings per share |
|-----------|-----------------|------|------------------|------|-----------------|------|---|------|--------------------|
| | Millions of yen | % | Millions of yen | % | Millions of yen | % | Millions of yen | % | Yen |
| Full year | 94,000 | 15.3 | 5,250 | 13.6 | 5,250 | 12.1 | 3,550 | 14.4 | 51.51 |

4. Notes

- (1) Changes in significant subsidiaries during the nine months ended December 31, 2016
 (changes in specified subsidiaries resulting in the change in scope of consolidation): Yes
 Newly companies: 2 (Company name: SPi CRM, Inc. , Infocom Technologies, Inc.)
- (2) Application of special accounting methods for preparing quarterly consolidated financial statements: No
- (3) Changes in accounting policies, changes in accounting estimates, and restatement of prior period financial statements
 Changes in accounting policies due to revisions to accounting standards and other regulations: Yes
 Changes in accounting policies due to other reasons: No
 Changes in accounting estimates: No
 Restatement of prior period financial statements: No

(4) Number of issued shares (common shares)

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

| | | | |
|-------------------------|-------------------|----------------------|-------------------|
| As of December 31, 2016 | 69,503,040 shares | As of March 31, 2016 | 69,503,040 shares |
|-------------------------|-------------------|----------------------|-------------------|

Number of treasury shares at the end of the period

| | | | |
|-------------------------|----------------|----------------------|----------------|
| As of December 31, 2016 | 582,144 shares | As of March 31, 2016 | 582,144 shares |
|-------------------------|----------------|----------------------|----------------|

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

| | | | |
|-------------------------------------|-------------------|-------------------------------------|-------------------|
| Nine months ended December 31, 2016 | 68,920,896 shares | Nine months ended December 31, 2015 | 68,920,957 shares |
|-------------------------------------|-------------------|-------------------------------------|-------------------|

Quarterly consolidated financial statements
Consolidated balance sheets

(Millions of yen)

| | As of March 31, 2016 | As of December 31, 2016 |
|--|----------------------|-------------------------|
| Assets | | |
| Current assets | | |
| Cash and deposits | 10,743 | 13,721 |
| Notes and accounts receivable - trade | 13,326 | 16,103 |
| Work in process | 1,234 | 1,229 |
| Supplies | 23 | 19 |
| Deposits paid | 17,000 | — |
| Other | 1,379 | 1,767 |
| Allowance for doubtful accounts | (13) | (44) |
| Total current assets | 43,693 | 32,796 |
| Non-current assets | | |
| Property, plant and equipment | 2,210 | 3,600 |
| Intangible assets | | |
| Goodwill | 12 | 15,709 |
| Other | 660 | 694 |
| Total intangible assets | 672 | 16,403 |
| Investments and other assets | 10,167 | 9,271 |
| Total non-current assets | 13,051 | 29,276 |
| Total assets | 56,744 | 62,073 |
| Liabilities | | |
| Current liabilities | | |
| Accounts payable - trade | 2,229 | 2,755 |
| Short-term loans payable | — | 5,000 |
| Accounts payable - other | 5,960 | 6,237 |
| Income taxes payable | 1,211 | 522 |
| Provision for bonuses | 796 | 431 |
| Provision for directors' bonuses | 31 | 26 |
| Asset retirement obligations | — | 18 |
| Other | 1,071 | 1,763 |
| Total current liabilities | 11,301 | 16,756 |
| Non-current liabilities | | |
| Provision for directors' retirement benefits | 20 | 20 |
| Net defined benefit liability | 248 | 260 |
| Asset retirement obligations | 871 | 913 |
| Other | 101 | 12 |
| Total non-current liabilities | 1,242 | 1,206 |
| Total liabilities | 12,543 | 17,962 |

(Millions of yen)

| | As of March 31, 2016 | As of December 31, 2016 |
|---|----------------------|-------------------------|
| Net assets | | |
| Shareholders' equity | | |
| Capital stock | 998 | 998 |
| Capital surplus | 1,112 | 1,112 |
| Retained earnings | 42,135 | 42,322 |
| Treasury shares | (592) | (592) |
| Total shareholders' equity | 43,654 | 43,841 |
| Accumulated other comprehensive income | | |
| Valuation difference on available-for-sale securities | 795 | 493 |
| Foreign currency translation adjustment | 1 | (3) |
| Remeasurements of defined benefit plans | (249) | (222) |
| Total accumulated other comprehensive income | 547 | 267 |
| Non-controlling interests | — | 1 |
| Total net assets | 44,201 | 44,110 |
| Total liabilities and net assets | 56,744 | 62,073 |

Consolidated statements of income (cumulative) and consolidated statements of comprehensive income (cumulative)

Consolidated statements of income (cumulative)

(Millions of yen)

| | Nine months ended December 31, 2015 | Nine months ended December 31, 2016 |
|---|--|--|
| Net sales | 58,477 | 69,021 |
| Cost of sales | 49,920 | 59,620 |
| Gross profit | 8,556 | 9,401 |
| Selling, general and administrative expenses | 5,671 | 6,171 |
| Operating income | 2,885 | 3,229 |
| Non-operating income | | |
| Interest income | 12 | 4 |
| Dividend income | 25 | 27 |
| Foreign exchange gains | — | 21 |
| Gain on investments in partnership | 16 | — |
| Other | 28 | 28 |
| Total non-operating income | 82 | 82 |
| Non-operating expenses | | |
| Share of loss of entities accounted for using equity method | 50 | 78 |
| Other | 3 | 5 |
| Total non-operating expenses | 53 | 83 |
| Ordinary income | 2,914 | 3,227 |
| Extraordinary income | | |
| Gain on sales of investment securities | — | 100 |
| Total extraordinary income | — | 100 |
| Income before income taxes and minority interests | 2,914 | 3,328 |
| Income taxes - current | 907 | 1,106 |
| Income taxes - deferred | 106 | 35 |
| Total income taxes | 1,013 | 1,142 |
| Profit | 1,900 | 2,185 |
| Loss attributable to non-controlling interests | (10) | — |
| Profit attributable to owners of parent | 1,910 | 2,185 |

Consolidated statements of comprehensive income (cumulative)

(Millions of yen)

| | Nine months ended December 31, 2015 | Nine months ended December 31, 2016 |
|--|--|--|
| Profit | 1,900 | 2,185 |
| Other comprehensive income | | |
| Valuation difference on available-for-sale securities | 246 | (302) |
| Remeasurements of defined benefit plans, net of tax | 2 | 27 |
| Share of other comprehensive income of entities accounted for using equity method | (2) | (4) |
| Total other comprehensive income | 247 | (280) |
| Comprehensive income | 2,147 | 1,905 |
| Comprehensive income attributable to | | |
| Comprehensive income attributable to owners of parent | 2,158 | 1,905 |
| Comprehensive income attributable to non-controlling interests | (10) | — |