



Third Quarter of FY12/2021 Business Results Briefing

—
November 8, 2021

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CHAPTER 1

Overview of 3Q Business Results

Summary

Transition of industry-specific software to monthly subscription models Progressed as planned

Impact of transition to subscription models for the 3Q cumulative period	Current software ".NS Series"	-Restrain from renewal of a contract before its expiration -Transition from multi-year lump-sum contract to monthly subscription contract
	Next-generation software ".c Series"	-Limited sales to specific major clients

-1.1 billion yen

Transition to stock revenue Progressed as planned

Monthly sales ratio for the 3Q cumulative period	Monthly subscription (SaaS) sales for the 3Q cumulative period	627 million yen (+23.7% YoY) - Monthly subscription contracts of the current software - Limited sales of the next-generation software to specific major clients
	Monthly support services contract ratio at the end of 3Q	60.0% (YoY +11.3pts)

40.5%
(YoY +4.2pts)

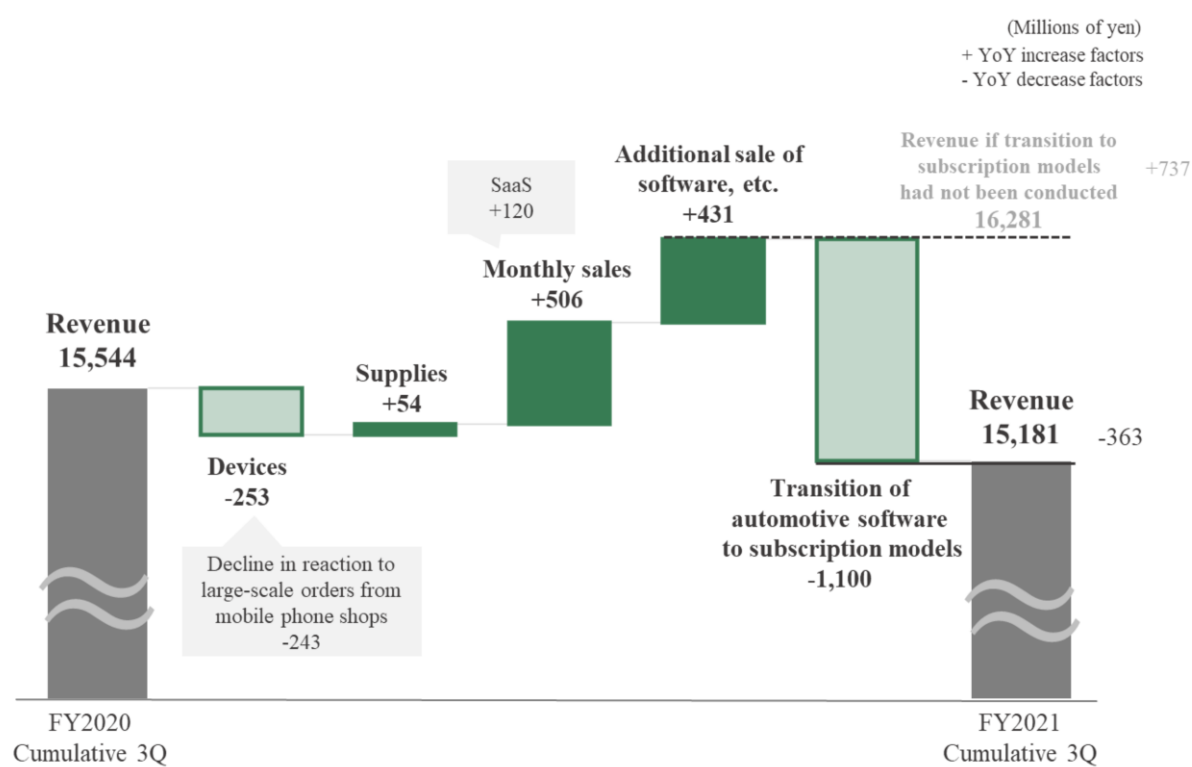
- Broadleaf ("the Company") promoted transition of current software sale to monthly subscription contracts in order to prepare for the early and smooth transition to the cloud-based next-generation software.
- For the 3Q cumulative period, transition to monthly subscription models has progressed as planned. At the initial stage of transition, transition to monthly subscription models becomes a factor of decrease in revenue.
- It became a decrease factor of 1.1 billion yen compared to the conventional method of sale for the 3Q cumulative period.
- The Company promoted transition to stock revenue by increasing the number of users of various monthly services and changing the software to monthly subscription contracts, which the Company has been working on from the past.
- The monthly sales ratio at the end of 3Q rose by 4.2 points year on year to 40.5%, and transition to stock revenue has progressed as planned.
- These initiatives not only stabilize the Company’s revenue in the medium to long term, but also are important measures to realize growth in revenue and enhance the quality of profits.

Overview of the Consolidated Business Results

(Millions of yen)	FY2021 Cumulative 3Q	FY2020 Cumulative 3Q	YoY change	YoY ratio
Revenue	15,181	15,544	-363	-2.3%
Cost of sales	4,309	4,550	-240	-5.3%
Gross profit	10,871	10,994	-122	-1.1%
SG&A expenses, etc.	8,529	8,129	+399	+4.9%
Operating profit	2,342	2,864	-522	-18.2%
Profit before tax	2,340	2,815	-475	-16.9%
Profit attributable to owners of the parent	1,500	1,867	-367	-19.6%
Basic earnings per share	17.07 yen	21.33 yen	-	-

- Revenue decrease by 363 million yen year on year to 15,181 million yen.
- Operating profit decreased by 522 million yen to 2,342 million yen.
- Profit attributable to owners of the parent decreased by 367 million yen to 1.5 billion yen.

Breakdown of Changes in Revenue (YoY)



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- Sale of devices including PCs decreased by 253 million yen.
- Among the above, 243 million yen was a decrease in reaction to the large-scale orders from mobile phone shops in 1Q FY2020.
- Sale of supplies increased by 54 million yen partly due to the favorable business conditions for clients in automotive sector.
- Monthly sales increased by 506 million yen in total.
- Sales of SaaS increased. Sales of additional services related to software increased as well due to acquisition of new clients.
- Sales of current software in the conventional form (lump-sum) also increased by 431 million yen.
- Regarding non-automotive software for travel agencies and other industries, harsh conditions continued. Regarding automotive software, acquisition of new clients and additional purchase by clients remained strong.
- Regarding sale of automotive software, sales fell by 1.1 billion yen due to the transition to monthly subscription models.
- If the transition to monthly subscription models had not been conducted and the Company continued selling the software in the conventional form, revenue in the 3Q cumulative period would have increased by 737 million yen.
- The Company promoted the transition to monthly subscription models in order to stabilize and enhance the revenue in the future.

Breakdown by Revenue Categories

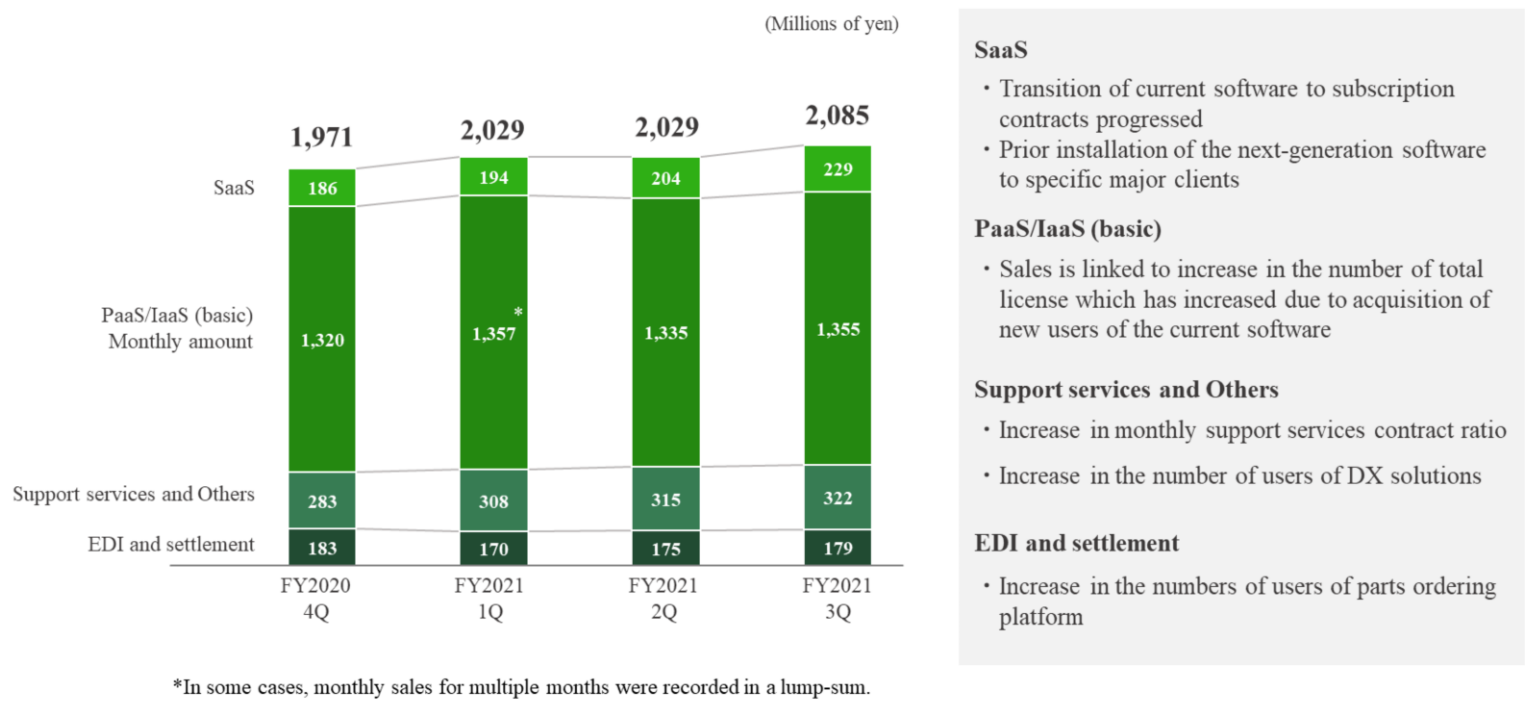
(Millions of yen)	FY2021 Cumulative 3Q	FY2020 Cumulative 3Q	YoY change	YoY ratio	Major factors of increase/decrease (Amount)
Platform	8,493	7,747	+746	+9.6%	
SaaS	627	507	+120	+23.7%	Increase in the number of users choosing monthly subscription contracts +120
PaaS/IaaS (basic)	5,818	5,455	+363	+6.7%	
Lump-sum	1,771	1,584	+187	+11.8%	Progress in transition to subscription models -150 Additional sale of software, etc. +337
Monthly amount	4,047	3,871	+176	+4.5%	Increase in the total number of license +176
EDI and settlement	525	509	+16	+3.2%	Increase in the number of users of the ordering platform +17
Support	1,374	1,163	+210	+18.1%	Increase in monthly support services contract ratio +156 Increase in sale of supplies +54
Others	150	113	+37	+32.8%	Increase in the number of users of DX Solutions etc. +43
Application	6,687	7,797	-1,109	-14.2%	
By industry	5,663	6,532	-868	-13.3%	Progress in transition to subscription models -950 Additional sale of automotive software, etc. +313 Decrease in sale of non-automotive software -231
OTRS	185	173	+12	+7.0%	Bottoming out of demand in the manufacturing industry +12
Devices	839	1,092	-253	-23.2%	Decrease in reaction to large-scale orders from mobile phone shops -243
Total	15,181	15,544	-363	-2.3%	

NOTE) SaaS category was established in FY12/2021, and the breakdown of Application sales has been changed retroactively due to the launch of the next-generation software.
For an explanation of revenue categories, please refer to the supplemental information on page 23.

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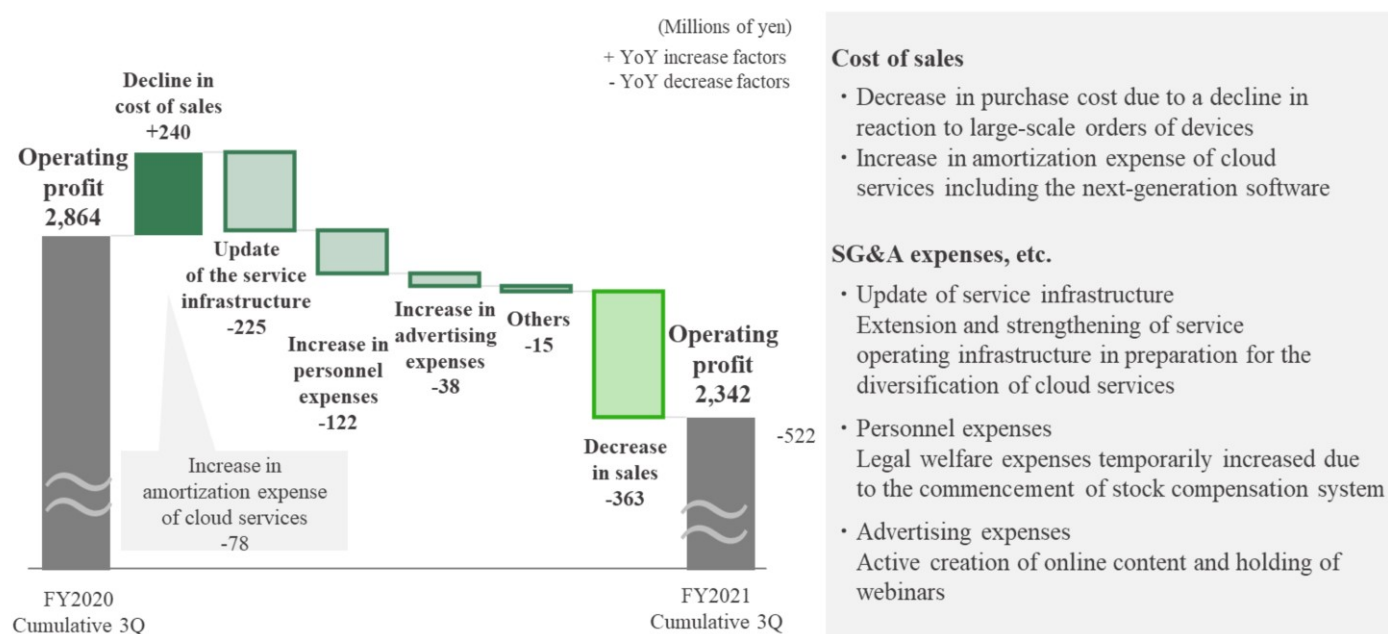
- 1.1 billion yen, which is the impact of the transition of software to monthly subscription models, is included in "PaaS/IaaS (basic)" of Platform and "By industry" of Application.
- "PaaS/IaaS(basic)" includes the basic functions of the software, which is included in the software fee.
- If a client buys software in a lump-sum, sales will be allocated to both "By industry" of Application and "PaaS/IaaS (basic)" of Platform.
- Therefore, if the software fee is not paid in a lump-sum due to the transition to monthly subscription models, the impact will appear on both sides.
- "Others" of Platform includes monthly sales of DX solutions, such as website creation tools and groupware including Google Workspace, and the number of users is steadily increasing.
- In particular, sales of website creation tools have been growing significantly. They are currently being installed at 690 companies.

Trends in Monthly Sales



- Among revenue categories recognized on a monthly basis, "SaaS" of Platform continued to increase steadily due to the progress in the transition to monthly subscription models.
- "PaaS/IaaS (basic)" consists of IT infrastructure service necessary for running the software and monthly usage fee of database.
- This is charged to all clients apart from software fee, so the sales are proportional to the total number of license.
- The acquisition of new clients mainly from large-sized companies which increased the total number of license is a factor behind the increase in sales of "PaaS/IaaS (basic)."
- "Support services and Others" includes monthly sales of DX solutions, such as website creation tools and groupware.
- "EDI and Settlement" include measured-rate elements based on the number and the amount of transactions, so the number of users tends to increase, although sales fluctuate depending the period.

Breakdown of Changes in Operating Profit (YoY)



- Amortization expense of cloud services which includes the next-generation software increased by 78 million yen.
- On the other hand, purchase cost decreased due to a decline in reaction to the large-scale orders of devices. As a result, cost of sales decreased by 240 million yen in total.
- Regarding SG&A expenses, the Company extended and strengthened the operating infrastructure of the software and various cloud services in preparation for the diversification of cloud services.
- The increase in personnel expenses is due to a temporal increase in legal welfare expenses related to stock compensation.
- Regarding advertising expenses, the Company strengthened its promotion activities through active creation of content for online sales activities and holding of webinars, etc.
- SG&A expenses, etc. increased by 399 million yen as a result of upfront costs and temporal costs.
- Operating profit decrease by 522 million yen.

Overview of Balance Sheet

(Millions of yen)	FY2021 End of 3Q	End of FY2020	YoY change	Main breakdown
Current assets	8,064	7,752	+312	Operating and other receivables +676 Inventories -197
Non-current assets	25,824	24,522	+1,302	Intangible assets +1,519
Total assets	33,888	32,274	+1,614	
Current liabilities	7,478	6,432	+1,045	Short-term interest-bearing debts +2,394
Non-current Liabilities	1,005	1,239	-234	Long-term interest-bearing debts -312
Total liabilities	8,483	7,671	+811	
Total equity	25,405	24,602	+803	Recognition of profit +1,501 Dividend payout -930
Total liabilities and shareholders' equity	33,888	32,274	+1,614	

- Regarding assets, intangible assets increased due to investment in the development of cloud services including ".c Series," which are the next-generation software.
- Regarding liabilities, short-term interest-bearing debts increased due to borrowings.
- Regarding total equity, retained earning increased due to recognition of profit which offset dividend payout.

Cash Flow Analysis

(Millions of yen)	FY2021 Cumulative 3Q	FY2020 Cumulative 3Q	YoY change	Main breakdown
Cash flow from operating activities	1,413	2,114	-701	Profit before tax -475 Changes in operating and other receivables (minus shows increase) -327
Cash flow from investment activities	-2,329	-1,938	-391	Expenditures due to acquisition of intangible assets -627
Cash flow from financing activities	711	-441	+1,152	Net increase (decrease) in short-term loans payable +1,001
Free cash flow	-916	176	-1,092	
Cash and cash equivalents	3,029	2,769	+260	

- Cash flow from operating activities decreased year-on-year due to a decrease in profit before tax and an increase in operating receivables and inventories.
- Cash used in investing activities increased since the Company invested in the development of cloud services including ".c Series," which are the next-generation software.
- As a result, free cash flow decreased by 1,092 million yen to -916 million yen.
- Cash balance as of the end of the 3Q increased by 260 million yen due to short-term loans, etc.

CHAPTER 2

Results forecasts

Points

Transition of industry-specific software to monthly subscription models Will be implemented as plannedImpact of transition to subscription models Full-year **-1.7 billion** yen / 4Q **-600 million** yen**Transition to stock revenue** Will be implemented as plannedMonthly sales Full-year **8.27 billion** yen / 4Q **2,126 million** yen- Monthly subscription (SaaS) sales **870 million** yen / 4Q **243 million** yen**Strengthening of service quality** Will be implemented as plannedService infrastructure update expenses Full-year **389 million** yen / 4Q **164 million** yen-Extension and strengthening of service operating infrastructure in preparation for the diversification of cloud services
(Enhancement of availability and expansion of scale accompanied by increase in offered menu, etc.)**Risk factors**Delay in sale of industry-specific software and devices due to shortage of PCs 4Q **~250 million** yen

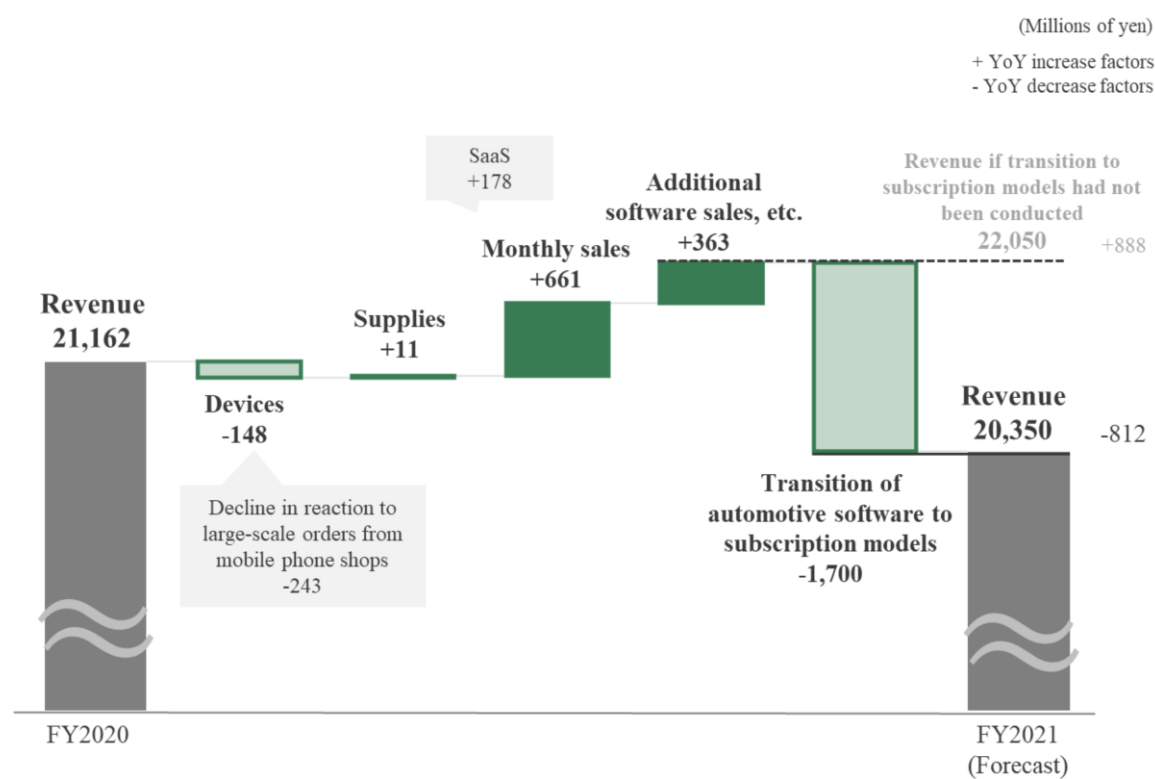
- From November, the Company will start offering the next-generation software to a broad range of clients. However, since there are also back-orders of current software in the form of multi-year lump-sum contract, the transition to monthly subscription models will gradually progress similarly to the 3Q cumulative period.
- Therefore, the impact of the transition to monthly subscription models is expected to be a decrease of 600 million yen in 4Q and a decrease of 1.7 billion yen in the full-year.
- In 4Q, expenses for strengthening service quality are expected to rise.
- Specifically, in addition to preparing for the launch of a various cloud services, the Company will extend and strengthen its IT infrastructure in order to improve the availability, etc. of current and new-generation software.
- Regarding uncertain factor for the results forecasts, there is a risk of delay in sale of software due to the shortage of PCs.
- Sale of industry-specific software is provided in bundles with PCs and recorded as sales at the timing of acceptance inspection. Therefore, if it becomes difficult to purchase the scheduled number of PCs within the year, it will have an impact on software sales.
- This impact is expected to add up to 250 million yen in maximum during the three months of 4Q.

Forecast of Consolidated Results

(Millions of yen)	FY2021 Full-year forecast	FY2020 Full-year	YoY change	YoY ratio	FY2021 4Q forecast	FY2020 4Q	YoY change	YoY ratio
Revenue	20,350	21,162	-812	-3.8%	5,169	5,618	-449	-8.0%
Cost of sales	6,050	6,088	-38	-0.6%	1,741	1,538	+203	+13.2%
Gross profit	14,300	15,074	-774	-5.1%	3,429	4,080	-652	-16.0%
SG&A expenses, etc.	11,700	10,939	+761	+7.0%	3,171	2,809	+362	+12.9%
Operating profit	2,600	4,135	-1,535	-37.1%	258	1,271	-1,013	-79.7%
Profit before tax	2,580	3,820	-1,240	-32.5%	240	1,006	-766	-76.1%
Profit attributable to owners of the parent	1,640	2,465	-825	-33.5%	140	598	-458	-76.6%
Basic earnings per share	18.66 yen	28.16 yen	-	-	-	-	-	-

- There is no change to results forecasts.
- Revenue will decrease by 812 million yen year on year to 20,350 million yen.
- Operating profit will decreased by 1,535 million yen to 2.6 billion yen.
- Profit attributable to owners of the parent will decrease by 825 million yen to 1,640 million yen.

Breakdown of Major Changes in Revenue (Full-Year, YoY)



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- Sale of devices including PCs are expected to decrease by 148 million yen.
- Among the above, 243 million yen is a decline in reaction to a large-scale orders for mobile phone shops in 1Q FY2020.
- Increase in the number of software users and additional sale to clients are proceeding steadily throughout the fiscal year.
- As a result, monthly sales linked to the total number of software license is expected to increase by 661 million yen. Furthermore, revenue is expected to increase by 363 million due to new and additional sale of software.
- On the other hand, regarding sale of automotive software, revenue is expected to decline by 1.7 billion yen due to a rise in the ratio of monthly subscription models.
- If the Company had not promoted the transition to monthly subscription models and continued to sell the software in a conventional method, revenue for the current fiscal year would have increased. Still, the Company will promote the transition to monthly subscription models in order to stabilize and enhance revenue in the future.

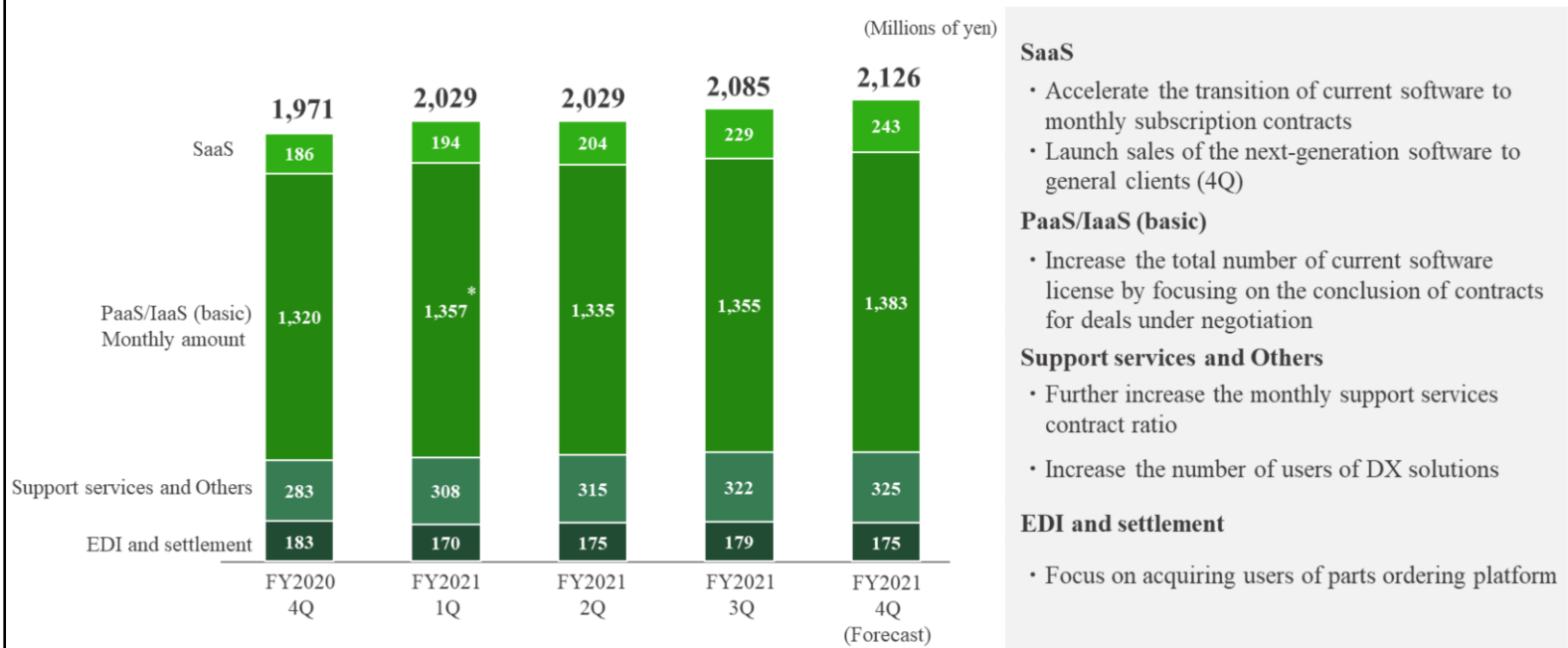
Forecast by Revenue Categories

(Millions of yen)	FY2021 Full-year forecast	FY2020 Full-year	YoY change	YoY ratio	FY2021 4Q forecast	FY2020 4Q	YoY change	YoY ratio
Platform	11,350	10,692	+658	+6.2%	2,857	2,946	-89	-3.0%
▷ SaaS	870	692	+178	+25.7%	243	186	+58	+31.1%
PaaS/IaaS (basic)	7,780	7,555	+225	+3.0%	1,962	2,100	-138	-6.6%
▷ Lump-sum	2,350	2,365	-15	-0.6%	579	780	-201	-25.8%
▷ Monthly amount	5,430	5,190	+240	+4.6%	1,383	1,320	+64	+4.8%
EDI and settlement	700	692	+8	+1.1%	175	183	-8	-4.4%
Support	1,800	1,596	+204	+12.8%	426	433	-7	-1.5%
Others	200	157	+43	+27.5%	50	44	+6	+13.8%
Application	9,000	10,469	-1,469	-14.0%	2,313	2,673	-360	-13.5%
By industry	7,500	8,868	-1,368	-15.4%	1,837	2,337	-500	-21.4%
OTRS	250	204	+46	+22.7%	65	31	+34	+110.6%
▷ Devices	1,250	1,398	-148	-10.6%	411	305	+105	+34.5%
Total	20,350	21,162	-812	-3.8%	5,169	5,618	-449	-8.0%

Forecasts for ▷ items are updated.
NOTE) The breakdown of Application sales has been retroactively changed due to the launch of the next-generation software.

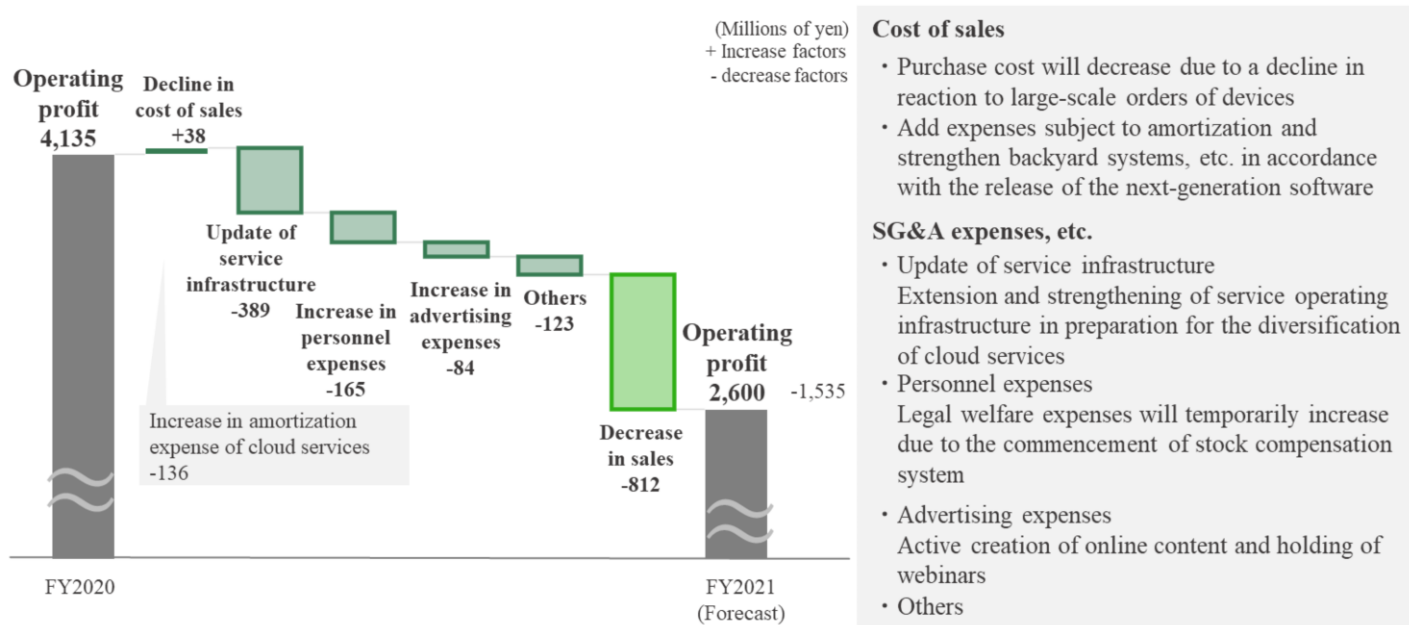
- Reflecting the progress until 3Q, SaaS has been revised upward by 20 million yen.
In "PaaS/IaaS (basic)" category, Lump-sum has been revised upward by 100 million yen and Monthly amount has been revised downward by 20 million yen.
"Devices" of Application has been revised downward by 100 million yen.
- Platform sales exceeded Application sales in FY2020, and the percentage of Platform sales is expected to rise further in FY2021.
- In addition to SaaS, which are software sales in monthly subscription models, an increase in the number of software users and support services contract ratio will drive the increase in Platform sales.
- Although the amount is still small, strong sales of various DX solutions are also expected to contribute to the growth in Platform sales
- On the other hand, Application sales are expected to be decrease.
- "By industry" is expected to decrease due to progress in the transition to monthly subscription models.
In addition, "Devices" is expected to decrease due to the remaining impact of the reactionary decline.
- Risk factor of PC shortage that adds up to 250 million yen in maximum may affect
"PaaS/IaaS (basic)" Lump-sum of Platform and "By industry" and "Devices" of Application.

Forecast of Monthly Sales



- For FY2021, sales of "SaaS" will gradually increase due to the back-order of current software in the form of multi-year lump-sum sale.
- "EDI and settlement" are expected to remain flat due to the measured-rate elements.
Other items are expected to continue steady growth since they are stock revenue which are proportional to the number of users and license.

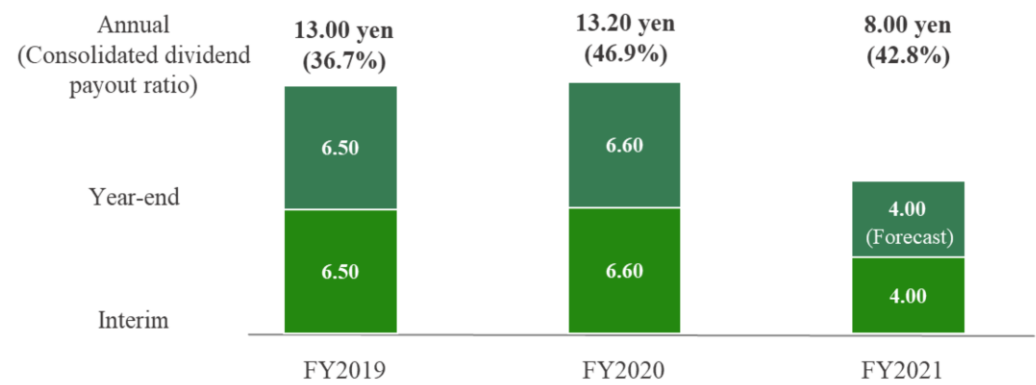
Breakdown of Changes in Operating Profit (Full-Year, YoY)



- Regarding cost of sales, the decrease is expected to be limited to 38 million yen due to further promotion of the strengthening of the backyard system, etc. in 4Q.
- Regarding SG&A expenses, the Company will continue the extension and strengthening of its IT infrastructure in 4Q to prepare for the launch of various cloud services.
- These costs are positioned as upfront costs that will lead to revenue growth in the future.

Dividend Forecast

Dividend per share



Dividend Policy
We regard the return of profits to shareholders as an important management issue.
Our basic policy is to distribute earnings in accordance with business results while retaining the surplus required for business development and maintenance of financial soundness to increase corporate value. We aim for a consolidated dividend payout ratio of 35% or more.

- Dividend forecast has not changed from the previous forecast.
- Dividend is expected to be 4 yen per share for year-end dividend and 8 yen for annual dividend.
- Consolidated dividend payout ratio is expected to be 42.8%.

CHAPTER 3

Topics

Determination of Details of Shareholder Benefits for FY2021 (Announced in October)

The Company announced that it will provide electronic money on the Toyota Group's smartphone payment app TOYOTA Wallet as its shareholder benefits for FY12/2021.

<Reasons for choosing TOYOTA Wallet electronic money as the shareholder benefits>

Through business alliance with Toyota Finance Corporation, the Company will begin distributing various financial services of the Toyota Group. As part of these efforts, it decided to adopt the below amount of electronic money on the Toyota Group's smartphone payment app TOYOTA Wallet as the stockholder benefits.

Shares held	Amount of TOYOTA Wallet electronic money to be presented
500 to 999 shares	5,000 yen worth
1,000 to 1,999 shares	10,000 yen worth
2,000 shares~	20,000 yen worth

- Broadleaf ("the Company") announced the detail of shareholder benefits for FY12/2021.
- The Company has entered into a business alliance with Toyota Finance Corporation. It is planning to begin distribution of various financial service of the Toyota Group.
- As a first step, the Company plans to present electronic money on smartphone payment app TOYOTA Wallet as the shareholder benefits.

Full-Scale Release of the Next-Generation Software ".c Series" (Announced in October)

As the next-generation software service that operates on the "Broadleaf Cloud Platform," which is the Company's unique cloud infrastructure, the Company released "Maintenance.c" with extended functions to auto maintenance shops and "Repair.c" to auto body shops.

■ Characteristics of products

[Advanced operation reform]

- Abundant industry-specific functions
- New UI /UX that allows intuitive operation with significantly improved operability
- Alliances with external partner companies through the usage of API

[Reform of digital contact]

- Significantly strengthened CRM (Customer Relationship Management) functions
- Linkage with SMS and Chat service. Web reservation management.
- Equipped with Marketing Automation (MA) function that enables different approaches according to record data of maintenance, inspection, and repair.

[Business reform through the platform]

- Realization of business collaboration on the platform, including EDI (Electronic Data Interchange) transactions.

■ Sale strategy

Large-sized chain stores and franchises

- Responded to the needs of linkage with the core systems and accounting systems used by each company
- Realized integrated management at headquarters

Medium-sized

- Responded to demand for digitalization of contact with car owners
- Support better operational efficiency through automation and digitization

Small-sized

- Realized usage of software by each functions
- Respond to needs of usage at low-price



- Until now, the next-generation software ".c Series" had been provided in advance to specific major clients.
- With the full-scale release of the product, the Company has begun sales activities to broad range of auto maintenance shops and auto body shops.
- The next-generation software is a SaaS that operates on "Broadleaf Cloud Platform," which is the Company's unique cloud infrastructure.
- With the various competitive advantages described in the material, the Company plans to increase the number of user companies and user IDs.
- Currently, the Company has already received applications for the next-generation software from clients.
- However, since there are also back-orders for current software in the form of multi-year lump-sum sale within the current fiscal year, the installation of the next-generation software to clients will begin in earnest from the next fiscal year onwards.

Collaboration with Toyota Finance for Mobility Financial Services (Announced in October)

The Company announced a collaboration in the field of mobility financial services through a linkage between "Broadleaf Cloud Platform," which is the Company's unique cloud infrastructure, and the mobility financial services offered by Toyota Finance.

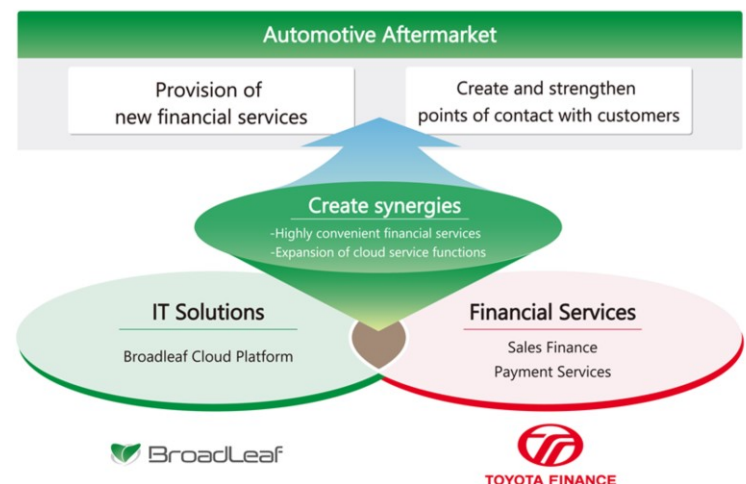


The Company will provide Toyota Finance's financial service for car sale and auto maintenance through the Company's network of business operators in automotive aftermarket including auto maintenance shops.

By linking Toyota Finance's financial services with the cloud services for business operators in automotive aftermarket, which are built on the "Broadleaf Cloud Platform," the Company and Toyota Finance enables car owners to apply for loans when purchasing used cars or undergoing vehicle inspections. Through this attempt, the Company and Toyota Finance aim to improve the environment that allows the operators to use various services, from estimation to settlement, as a one-stop service. They also aim to contribute to a prosperous automotive society by providing highly convenient financial services to Toyota and other car owners.

The service is scheduled to be launched next spring, and preparations are currently underway.

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- The Company will start in earnest the deployment of the auto finance business by using the collaboration with Toyota Finance as an opportunity.
- Firstly, the Company will provide Toyota Finance's financial services to its clients such as car dealers, auto maintenance shops, and auto body shops.
- Toyota's automobile-related financial services, which used to be available only in Toyota's affiliated stores, will become available in its clients' non-affiliated stores.
- Through the next-generation software provided by the Company, the Company will realize applications for loans etc. that can be used when car owners are purchasing cars or undergoing vehicle inspections.
- Its clients will be provided with various services, from the preparation of estimation to settlement, as a one-stop service.
- For car owners, not only the number of available options for automobile-related loans increases, but also services become more convenient because procedures can be carried out promptly.
- The Company is preparing to launch the service in next spring.

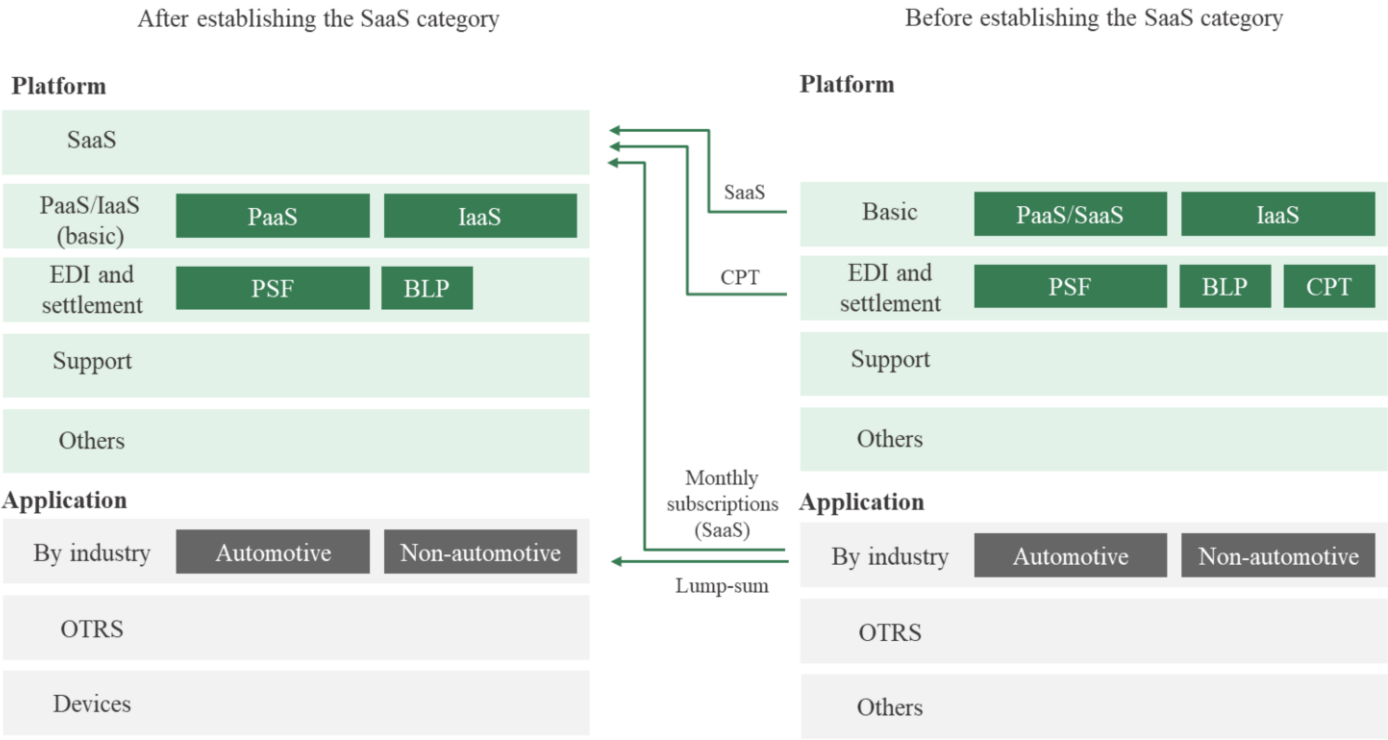
CHAPTER 4

Supplemental Information

Details of Revenue Categories

Classification			Details
Major category	Medium category	Small category	
Platform	SaaS		• Provision of business software (monthly) • Provision of "CarpodTab (CPT)," a tablet-type business terminal
	PaaS/IaaS (basic)	PaaS lump-sum	• Provision of basic software and common functions
		PaaS monthly	• Provision of database for business software (auto parts, vehicles, and index information, tourist spot data, etc.)
		IaaS monthly	• Provision of network server function required for the use of business software
	EDI and settlement	PSF	• Provision of settlement agency service for "Parts Station NET," a network specialized in the transaction of recycled auto parts
		BLP	• Provision of "BL Parts Order System," an ordering platform for auto parts
	Support	Support services	• Provision of support service and hardware maintenance service for clients in various industries
		Supplies	• Sale of exclusive forms and OA supplies
	Others		• Provision of website creation tools and groupware, etc.
Application	By industry		• Sale of industry-specific business software (excluding basic software) (Automotive category: auto maintenance shops, auto body shops, car dealers, auto parts dealers, auto glass shops, electrical equipment shops, recycling shops, etc.) (Non-automotive category: machine tools dealers, mobile phone shops, travel agencies, sightseeing bus operators, etc.)
	OTRS		• Sale of "OTRS," a work analysis and business optimization software
	Devices		• Sale of devices such as PCs, printers, and peripheral devices, etc.

Changes in Revenue categories

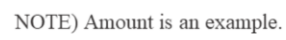


Detailed Breakdown by Revenue Categories (Cumulative 3Q)

(Millions of yen)	FY2021 Cumulative 3Q	FY2020 Cumulative 3Q	YoY change	YoY ratio
Platform	8,493	7,747	+746	+9.6%
SaaS	627	507	+120	+23.7%
PaaS/IaaS (basic)	5,818	5,455	+363	+6.7%
PaaS (basic software/lump-sum)	1,771	1,584	+187	+11.8%
PaaS (database/monthly)	2,248	2,196	+51	+2.3%
IaaS (monthly)	1,799	1,674	+125	+7.4%
EDI and settlement	525	509	+16	+3.2%
PSF	407	407	-1	-0.1%
BLP	118	102	+17	+16.4%
Support	1,374	1,163	+210	+18.1%
Support services	795	639	+156	+24.5%
Supplies	579	525	+54	+10.3%
Others	150	113	+37	+32.8%
Application	6,687	7,797	-1,109	-14.2%
By industry	5,663	6,532	-868	-13.3%
Automotive	4,953	5,591	-637	-11.4%
Non-automotive	710	941	-231	-24.6%
OTRS	185	173	+12	+7.0%
Devices	839	1,092	-253	-23.2%
Total	15,181	15,544	-363	-2.3%

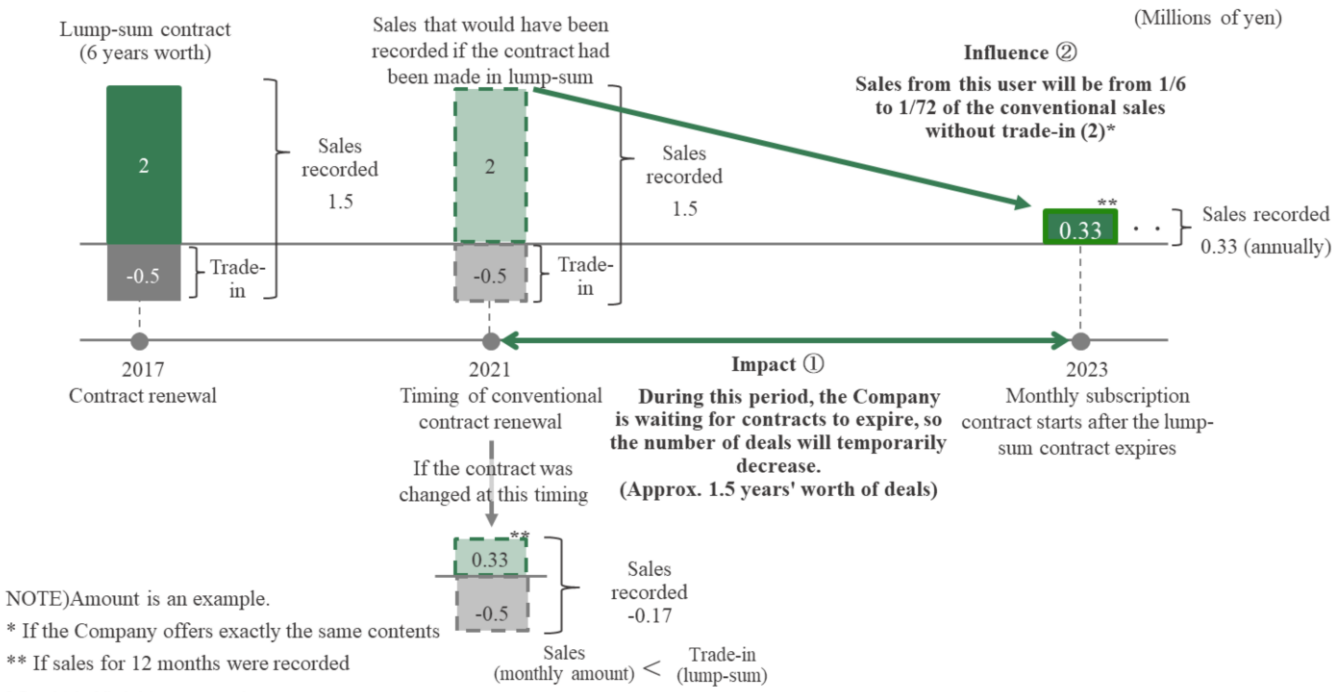
NOTE) The breakdown of Application sales has been retroactively changed due to the commencement of sale of the next-generation software.

Most clients choose lease contracts. Prior to the expiration of the software rights purchase period (= lease period), the Company may trade in the remaining lease balance.

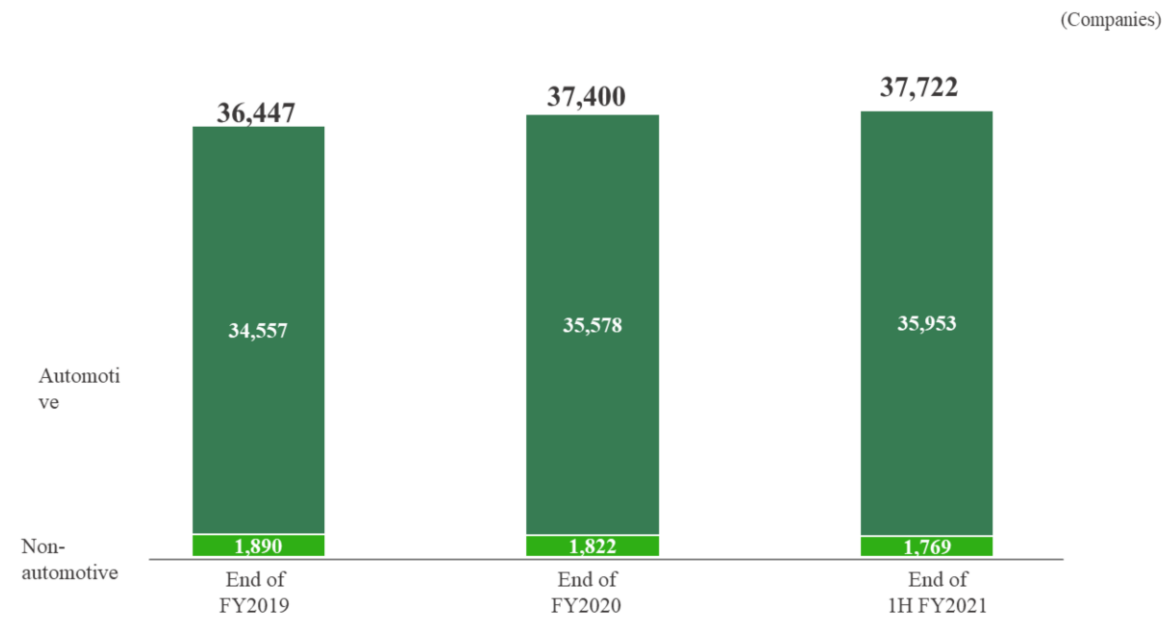


Measure for Transition to Monthly Subscription Models and its Impact on Sales

In the case where existing clients with 6-years contract changed to monthly subscription contract



Trends in the Number of Companies Using Industry-Specific Software (Total)



NOTE) One or more licenses per company

Corporate Profile

Company Name	Broadleaf Co., Ltd
Representative	Kenji Oyama, Representative Director and President
Listed on	Listed on the First Section of Tokyo Stock Exchange (3673) *Planning to move to the Prime Market
Sector	Information and telecommunication
Founded/established	December 2005/September 2009
Capital stock	7.148 billion yen (consolidated)
Business Year	From January 1 to December 31
Business Outline	<p>The Company offers a wide range of IT services, including its independently developed business software.</p> <p>In addition to providing business software that serves as core systems mainly to business operators in the automotive aftermarket industry, the Company delivers a variety of unique services including an ordering platform for auto parts and big data analysis as a one-stop service.</p> <p>Looking ahead to the future evolution of mobility society, the Company is also promoting research and studies related to the practical use of leading-edge technologies.</p>
Head Office Address	Floor 8, Glass Cube Shinagawa, 4-13-14 Higashi-Shinagawa, Shinagawa-ku, Tokyo
Domestic Offices	29 Business Offices and 3 Development Centers in Japan
Major Subsidiaries	Tajima Inc.

Disclaimer

The statements regarding results forecasts and future forecasts contained in this materials are forecasts based on information available at the time of preparation of the materials, so they include potential risks and uncertainties.

Therefore, please be aware that actual results may differ from these results forecasts due to various factors.

Contact Information

Broadleaf Co., Ltd

Investor Relations Department

E-mail: bl-ir@broadleaf.co.jp