

Summary of Key Questions and Answers

From the Operating Results Briefing for Q1 FY2022

The following is a summary of the key questions and answers from the operating results briefing for the first quarter of FY2022, held on August 10, 2022.

Q1	Please share the factors behind the year-over-year decrease in revenue for the Game Business.
A1	In Q1 our performance was mainly driven by existing title performance, while contribution from new titles is expected in the future. In Q1 we launched <i>Three Kingdoms Origin</i> on June 29, and in this fiscal year we expect to launch approximately 5 new titles in total, mostly in the second half, so their contribution is expected from that point onward.

Q2	Please share more details about the performance trends in the Live Streaming Business and the status in Japan and internationally.
A2	<p>The Live Streaming Business segment as a whole is seeing an increase in revenue. Pococha Japan saw a dramatic change due to stay at home in FY2020. Subsequently we have been proceeding with disciplined growth investment while prioritizing revenue growth. As disposable time has been changing, we are focusing on exploring initiatives to see how to appeal to highly engaged active users and build up such a user base.</p> <p>Pococha US has been seeing solid growth, but looking to the future we felt there was a need to make some adjustments. For Pococha to have sustainable growth, it is important to appropriately form the community and maintain an appropriate level of excitement, so we are focusing on those aspects.</p> <p>IRIAM is seeing good growth.</p>

Q3	In the Healthcare Business there have been some recent announcements of initiatives. How should we think about the timeframe for seeing results?
A3	Our goal continues to be to achieve meaningful profit in the three years up to FY2023. We have made progress in building a good portfolio, and I do not intend to stop at simply achieving profitability. Going forward we hope to provide further detail at our planned IR Day and at other opportunities.
