

ZENRIN

Securities Code: 9474

**Results for First Quarter of
Fiscal 2016** (Year Ending March 31, 2016)

July 31, 2015

ZENRIN Co., Ltd.

Maps to the Future

1. Overview of Results for First Quarter
2. Changes in Net Sales, Income and Profit
3. Causes for Change in Operating Income
4. Segment Information
5. Net Sales by Business under
Medium- to Long-Term Business Plan ZGP2020
6. Appendix

Note: This document contains forward-looking statements based on assumptions, forecasts and plans in light of information available to ZENRIN Co., Ltd. as of the preparation date of this document. Actual performance may vary significantly from the forecast figures due to various risks and uncertainties owing to global economic trends, market demand, status of competition, exchange fluctuations and other factors.

The information that appears in this document rounds down fractions to the nearest specified unit and rounds off decimals in the percentage of change to the first decimal place.

In addition, cases where the percentage of change exceeds 1000% and cases where one or both are negative are shown as “-.”

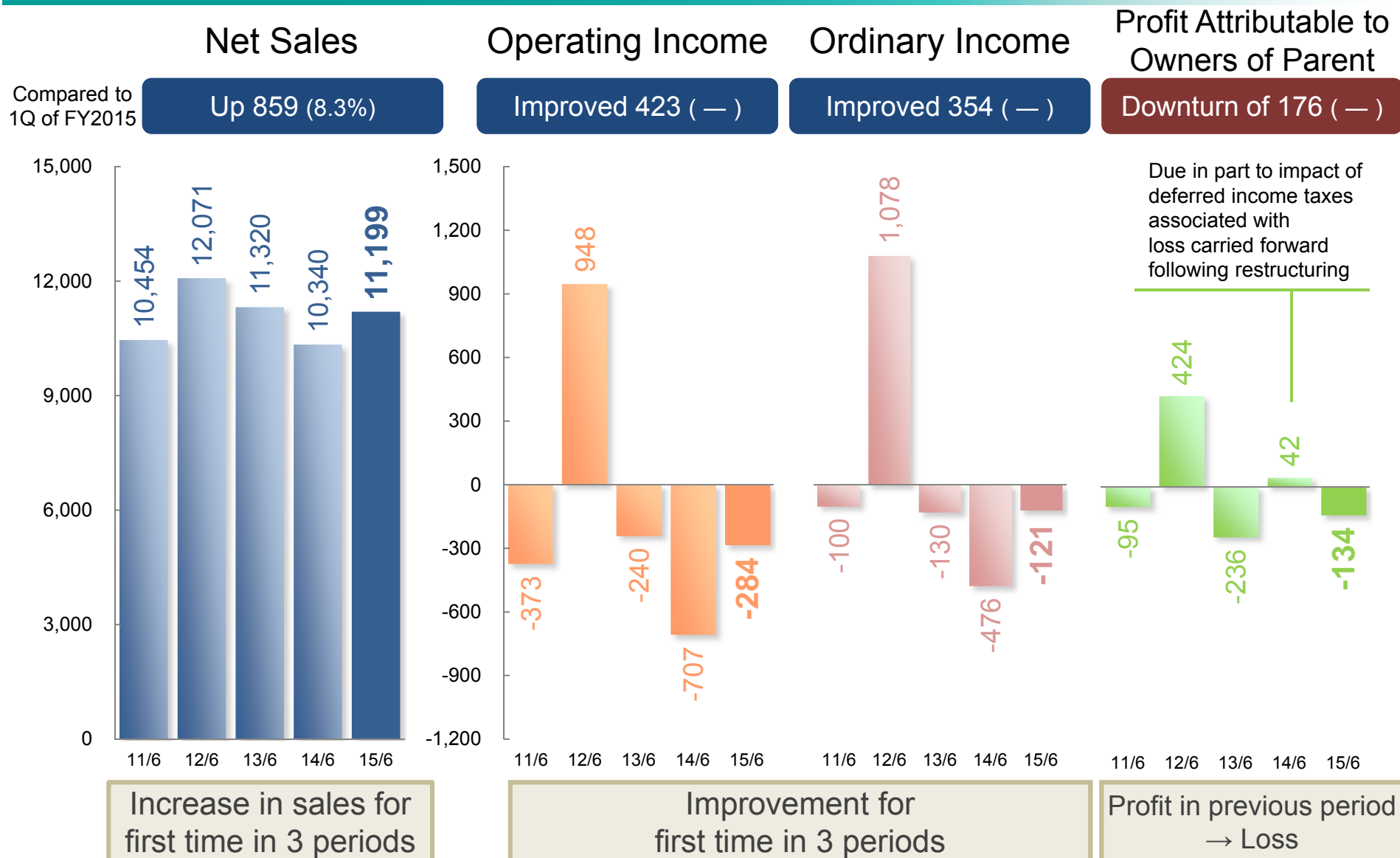
1. Overview of Results for First Quarter

Key Points of Results for First Quarter of Fiscal 2016

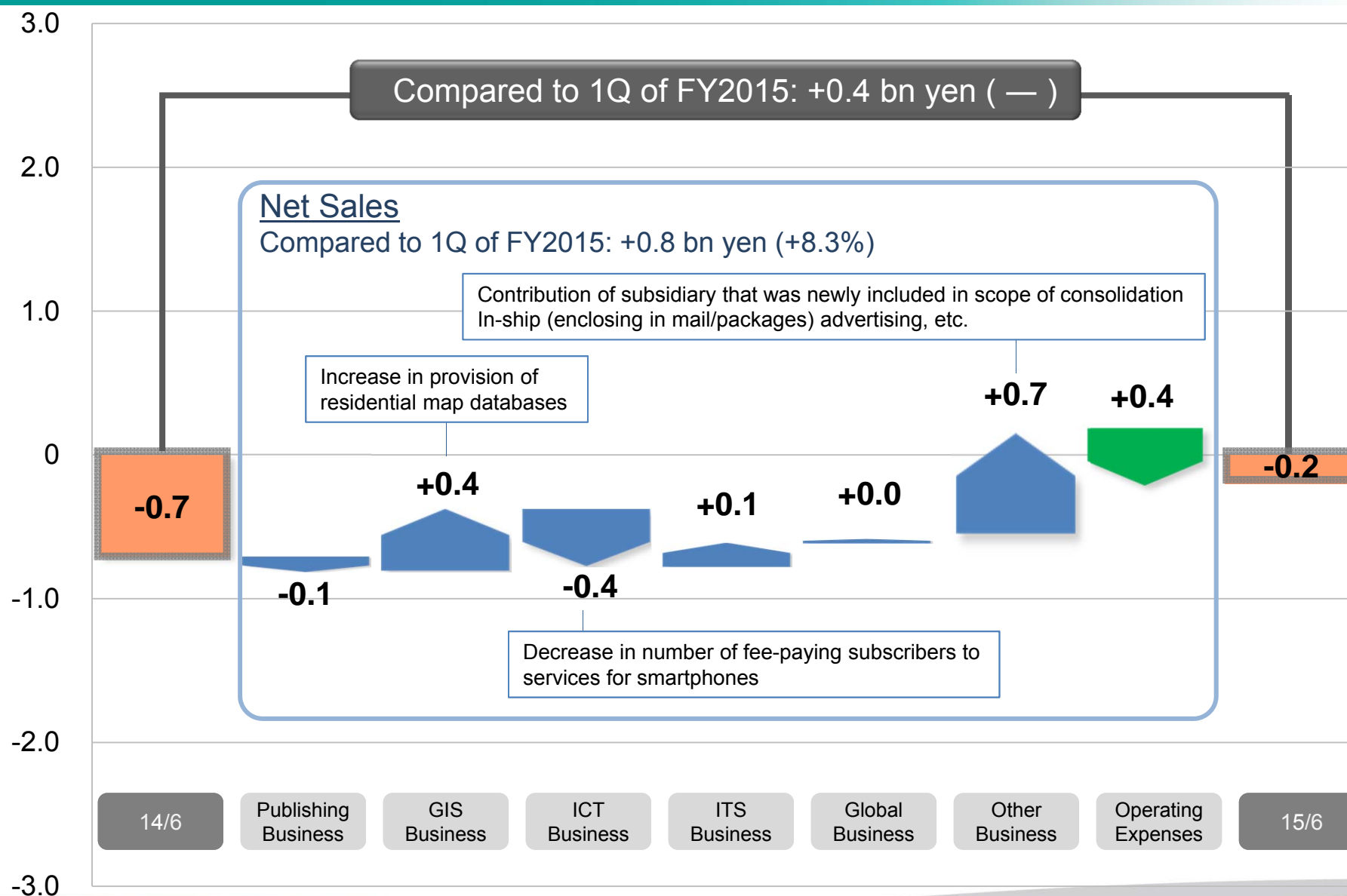
- Robust sales related to GIS utilizing residential map databases and addition of the sales of a subsidiary that was newly included in the scope of consolidation, starting from the third quarter of fiscal 2015, led to increase in sales for the first time in three periods
- Profit attributable to owners of parent was a downturn compared to the same period of the previous fiscal year due in part to there no longer being deferred income taxes associated with loss carried forward of subsidiaries following restructuring, which had been recognized in the same period of the previous fiscal year

	1Q of FY2015 Actual	1Q of FY2016 Actual	Compared to 1Q of FY2015	% of Change
Net Sales	10,340	11,199	859	8.3
Operating Expenses	11,048	11,484	435	3.9
Operating Income	-707	-284	423	—
Operating Margin	-6.8%	-2.5%	4.3pt	—
Ordinary Income	-476	-121	354	—
Profit Attributable to Owners of Parent	42	-134	-176	—

2. Changes in Net Sales, Income and Profit

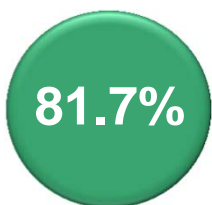


3. Causes for Change in Operating Income



4. Segment Information

Sales
Composition



1. Map Database Segment

Main Items: Printed residential maps, residential map databases, map data for Japanese and overseas in-car navigation systems, services for smartphones, map data provision, etc. for various media/devices



2. General Printing Segment

Main Items: Commercial printing



3. Other

Main Items: Purchased products, digital signage, direct mail delivery services, in-ship advertising

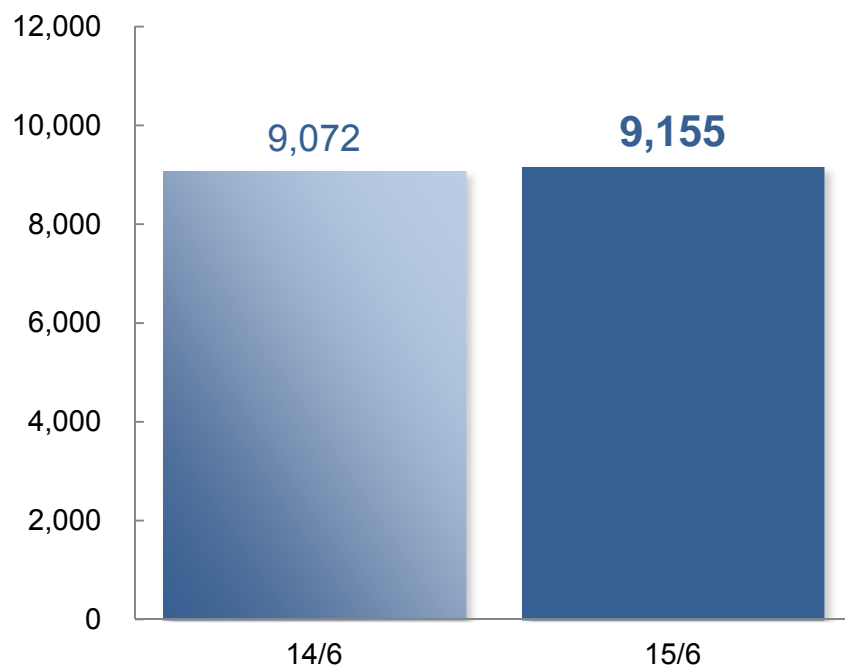


4.-(1) Map Database Segment

Net Sales

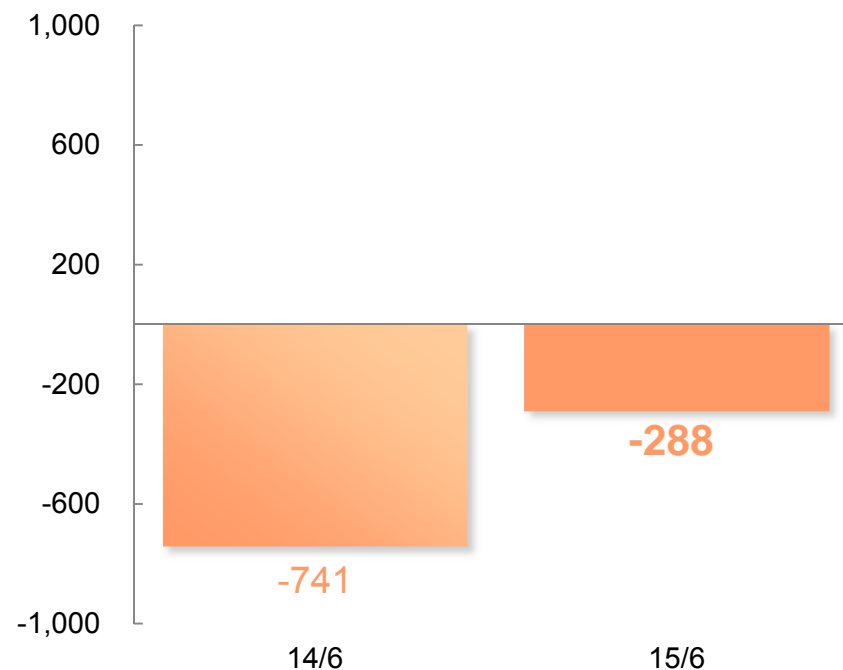
Compared to
1Q of FY2015

Up 83 (0.9%)



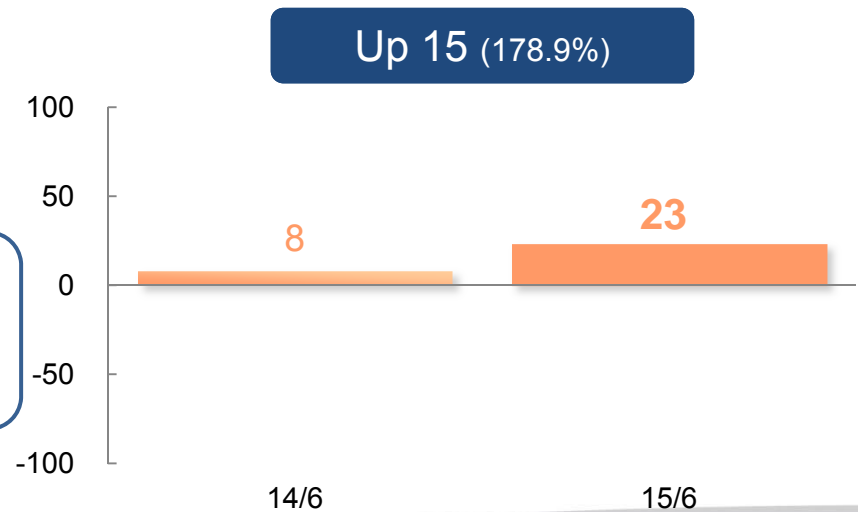
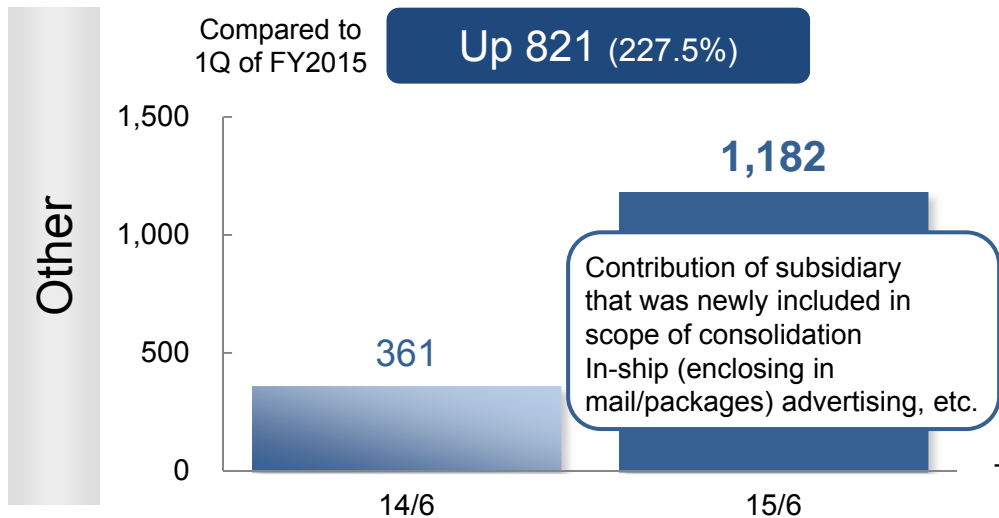
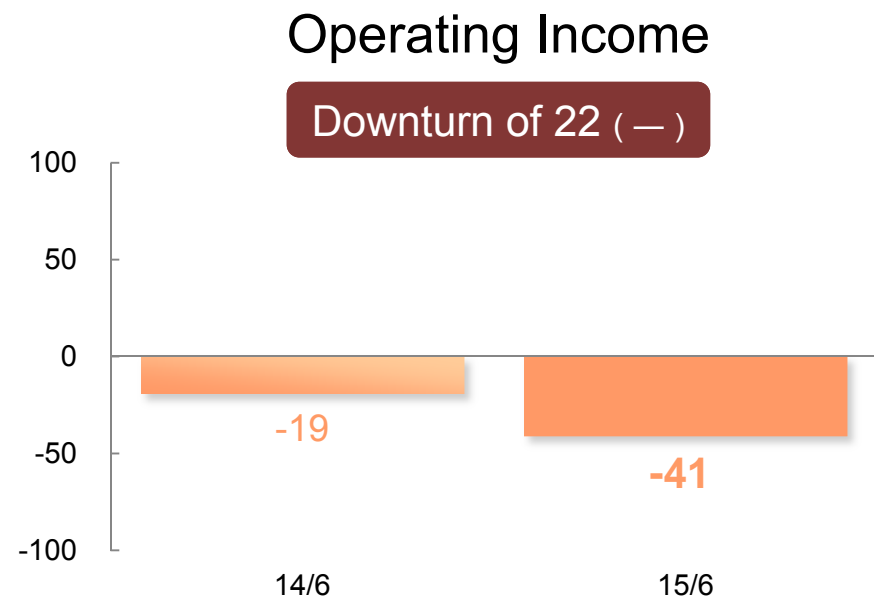
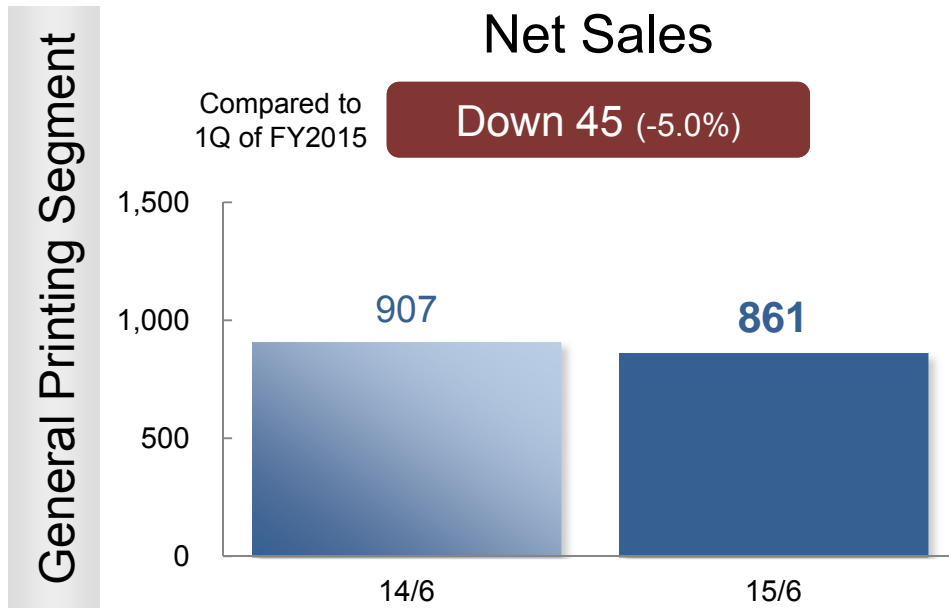
Operating Income

Improved 452 (—)



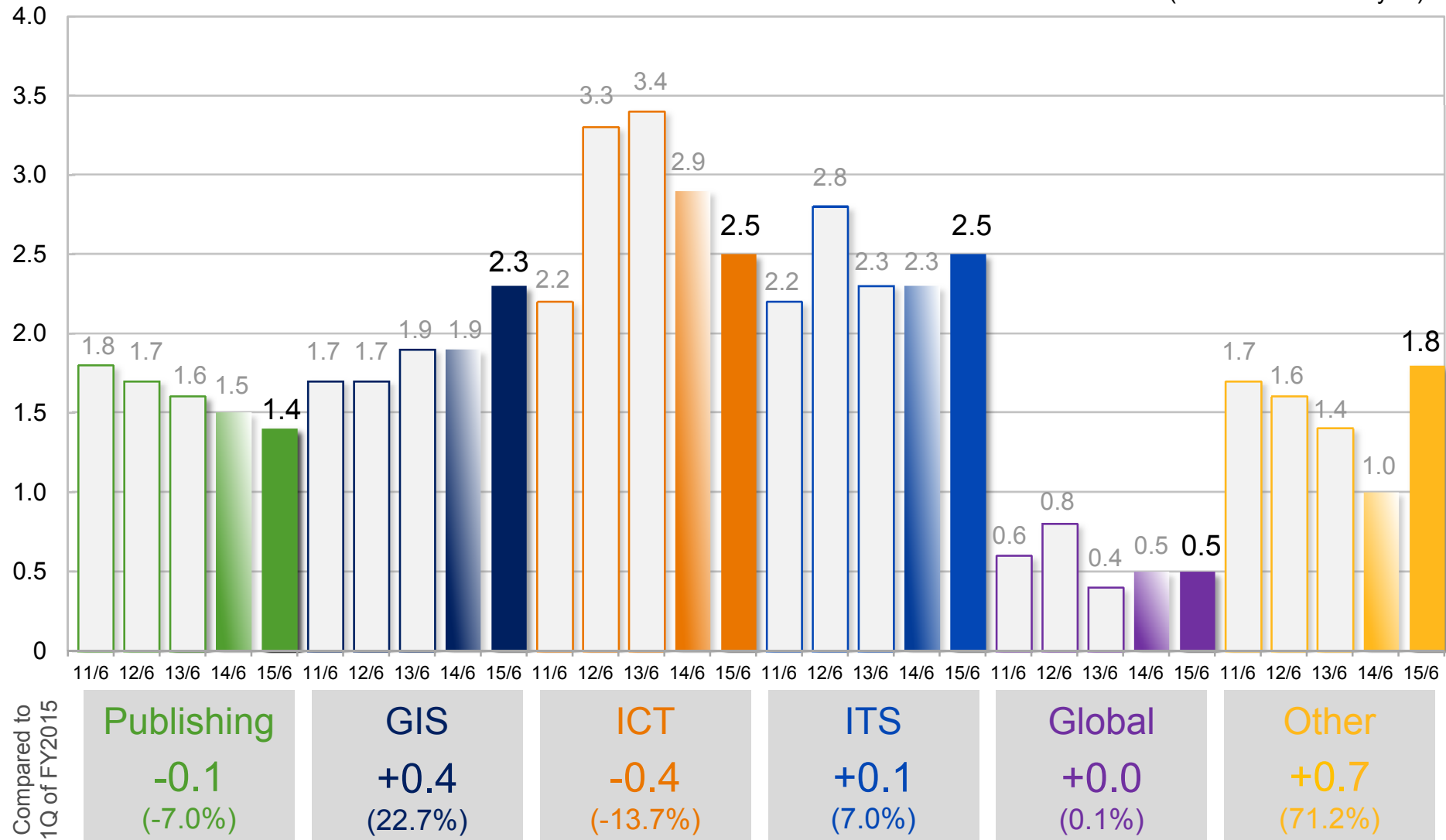
- Robust sales related to GIS utilizing residential map databases
- Decrease in the number of fee-paying subscribers to services for smartphones related to ICT

4.-(2) General Printing Segment, and Other



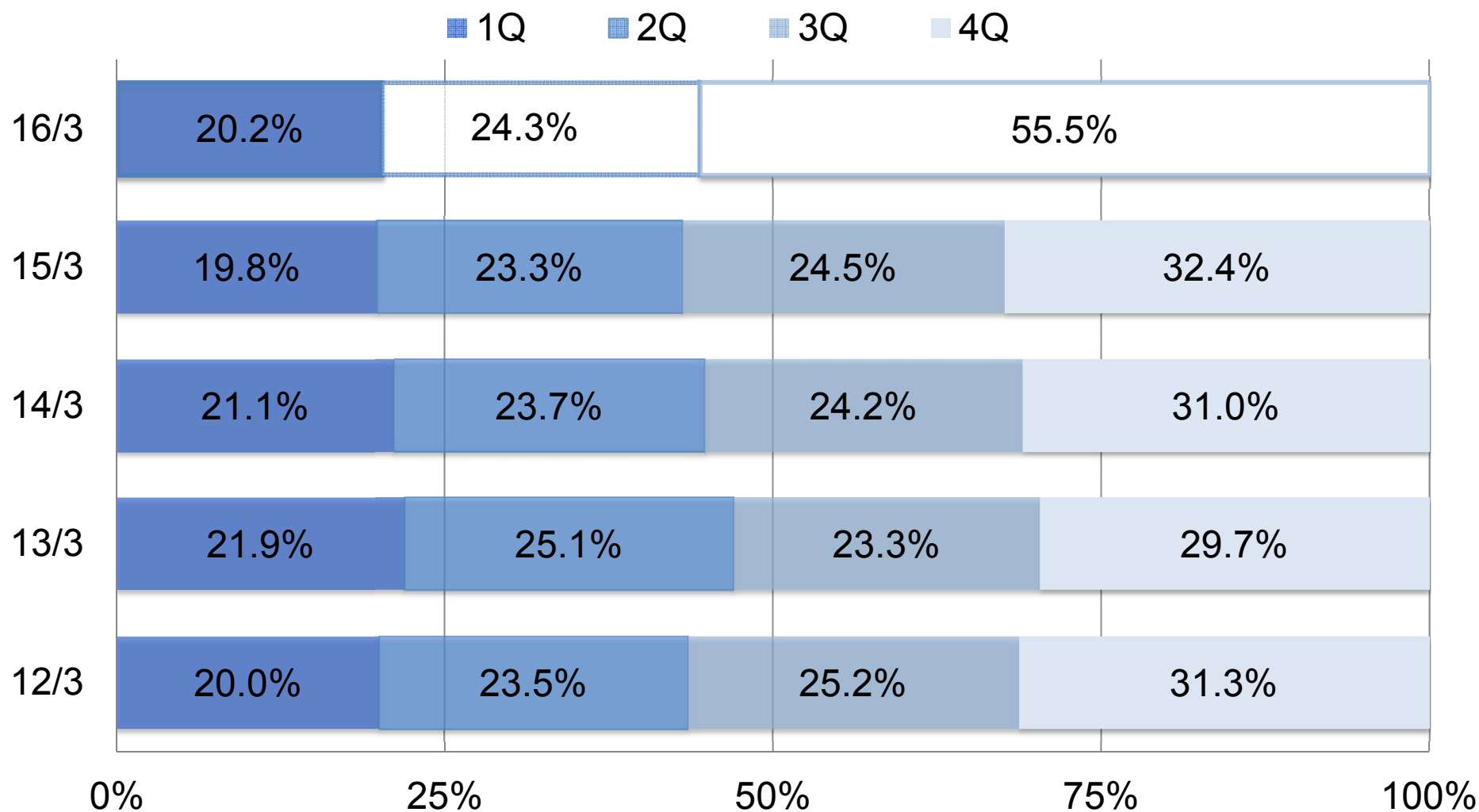
5. Net Sales by Business under Medium- to Long-Term Business Plan ZGP2020

(Amounts in billion yen)

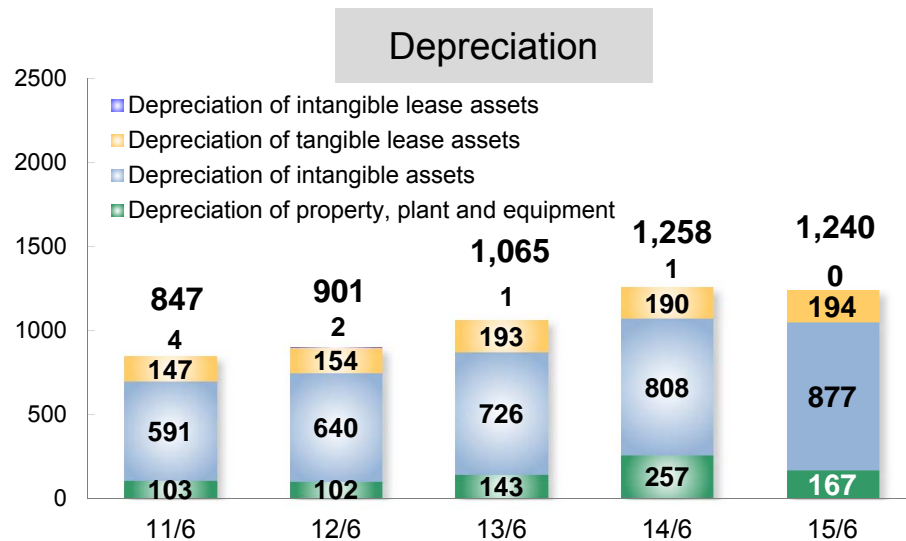
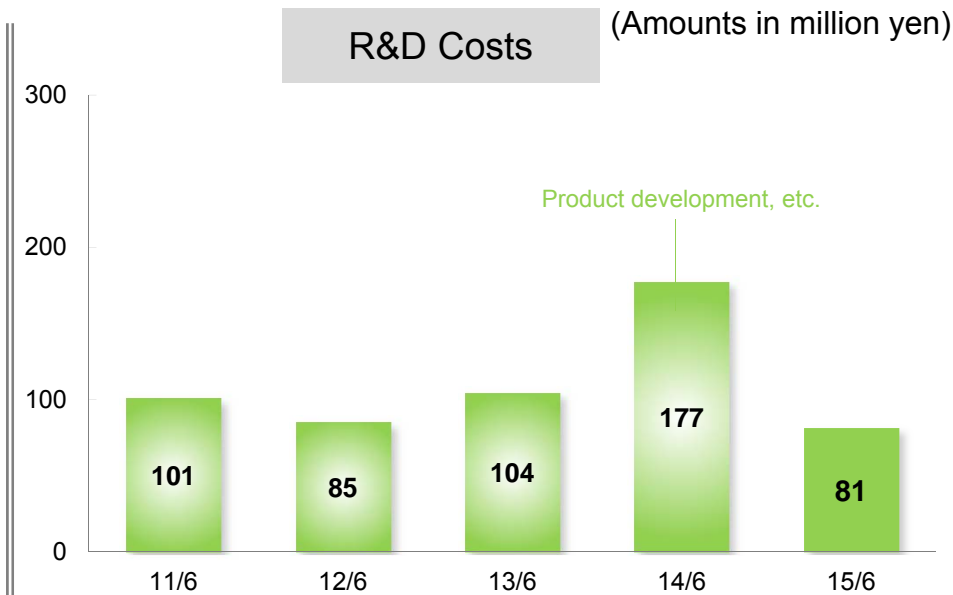
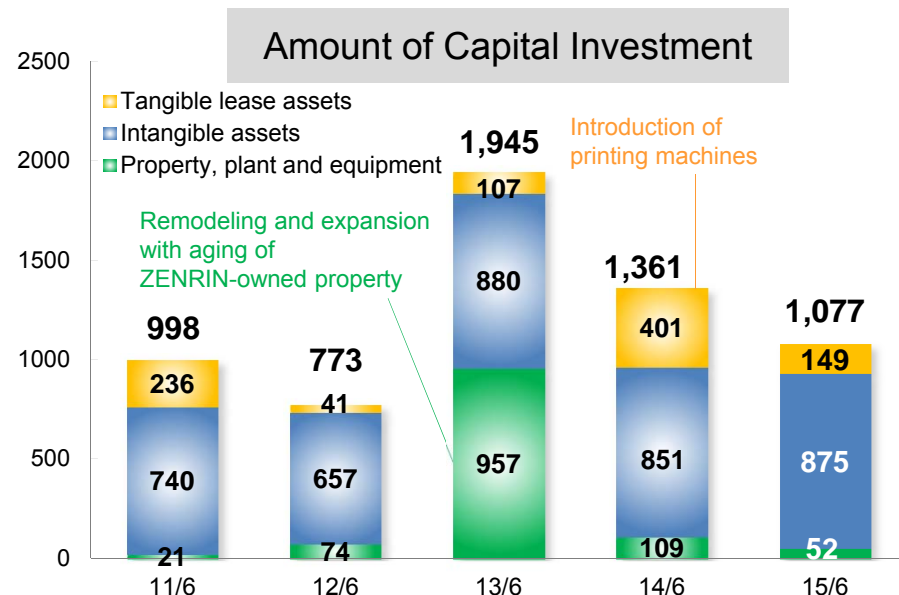


* Net sales for the first quarter of fiscal 2012 (period ended June 2011), first quarter of fiscal 2013 (period ended June 2012) and first quarter of fiscal 2014 (period ended June 2013), which are the outlined open bars on the bar graph, are net sales compiled based on the business composition under ZGP2015.

6. Appendix (Changes in Composition of Net Sales by Quarter)



6. Appendix (Amount of Capital Investment, Depreciation and R&D Costs)



6. Appendix (Earnings Forecast for Fiscal 2016)

Earnings Forecast for First 2 Quarters of Fiscal 2016				
	First 2Qs of FY2015 Actual	First 2Qs of FY2016 Forecast	Compared to First 2Qs of FY2015	% of Change
Net Sales	22,556	24,700	2,143	9.5
Operating Expenses	22,865	25,000	2,134	9.3
Operating Income	-308	-300	8	—
Operating Margin	-1.4%	-1.2%	0.2pt	—
Ordinary Income	-18	-100	-81	—
Profit Attributable to Owners of Parent	194	-300	-494	—

Earnings Forecast for Fiscal 2016				
	FY2015 Actual	FY2016 Forecast	Compared to FY2015	% of Change
Net Sales	52,286	55,500	3,213	6.1
Operating Expenses	49,897	53,000	3,102	6.2
Operating Income	2,389	2,500	110	4.6
Operating Margin	4.6%	4.5%	-0.1pt	—
Ordinary Income	2,751	2,800	48	1.8
Profit Attributable to Owners of Parent	1,464	1,500	35	2.4

ZENRIN

Maps to the Future

ZENRIN Co., Ltd. <http://www.zenrin.co.jp>
Corporate Management Division, Management Control & IR Department
IR contact email: zenrin-ir@zenrin.co.jp