

## Factsheet 2016



### 1 SOFTWARE DEVELOPMENT FACTS

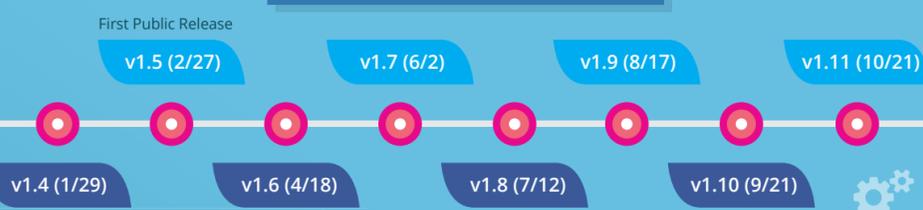


System was released to first clients on 1/28.



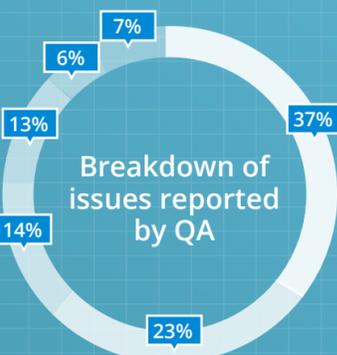
13 months of intense development (with a team of 6+ members)

13 major versions were released, introducing 103+ features



### SOFTWARE QUALITY ASSURANCE

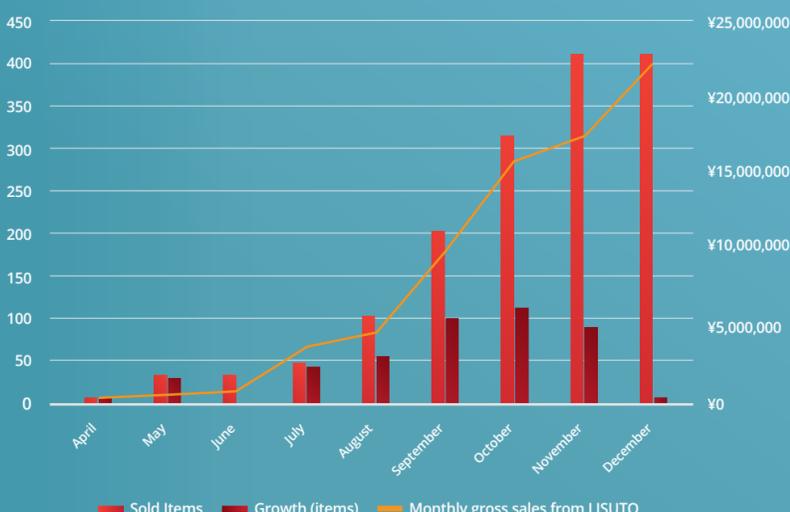
- 1512 defects found by our QA team in 2016
- 1270 defects resolved by our dev team 2016



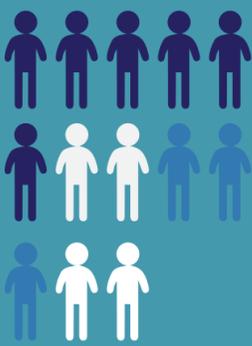
### CURRENT LISUTO CLIENT FACTSHEET

※Data doesn't include sales from the last week of December.

- 11 business clients use LISUTO to generate sales for their business
- 1,551 items were sold via LISUTO in 2016
- Items sold via LISUTO had a total value of ¥74,585,852
- Our top selling user, LIFETIME, accounted for 613 sold items (37%) worth ¥41,041,290 (57%).
- Total sales from LISUTO were growing every month:

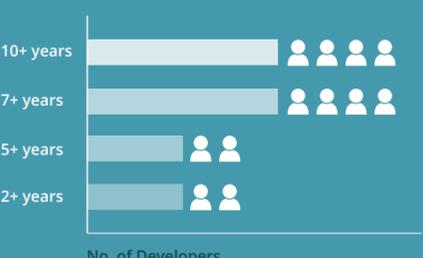


### 5 CURRENT LISUTO DEVELOPMENT TEAM IN JAPAN



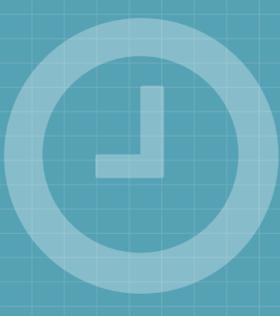
- 6 Full-time Software Developers
- 2 Developers dedicating limited time to LISUTO
- 3 QA Analysts / Development Support
- 1 Visual Designer
- 1 Project Manager

### SOFTWARE DEVELOPMENT EXPERIENCE



### TIME WITH LISUTO DEVELOPMENT TEAM

- 2 members since early 2015
- 5 members since late 2015
- 4 members since early 2016
- 2 members since late 2016



### Personal Team Breakdown

- 1 Lead Developer (Justin)
- 3 Full Stack Developers (David, Loic, Jograd)
- 1 Full-time Listing Engine Developer (Nomoto)
- 1 Front-end Developer (Dan)
- 1 Supporting Listing Engine Developer (Abe)
- 1 CTO Committing Some Limited Time To Development (Onodera)
- 1 QA Lead Analyst (Adam)
- 2 QA Analyst / Development Support (Arturo, Swapnali)
- 1 Visual Designer (Keith)
- 1 Project Manager (Lucas)

### 6 SOFTWARE PROBLEMS REPORTED BY CUSTOMERS

- 73 client issues reported by Account Managers total
  - QA coverage of issues: 96%
  - Clients faced 4% of all issues (73 out of 1512) in 2016
- 64 client issues reported by Account Managers in Q4 2016
  - ※Duplicated reports were not counted
  - 42% of issues related to automatic re-listing function
  - 37% of issues caused by Yahoo Auctions problems