

# Q3 Financial Result

Fiscal Year Ending March 31, 2022

**Asteria Corporation (TSE:3853)**

Disclosed February 14, 2022



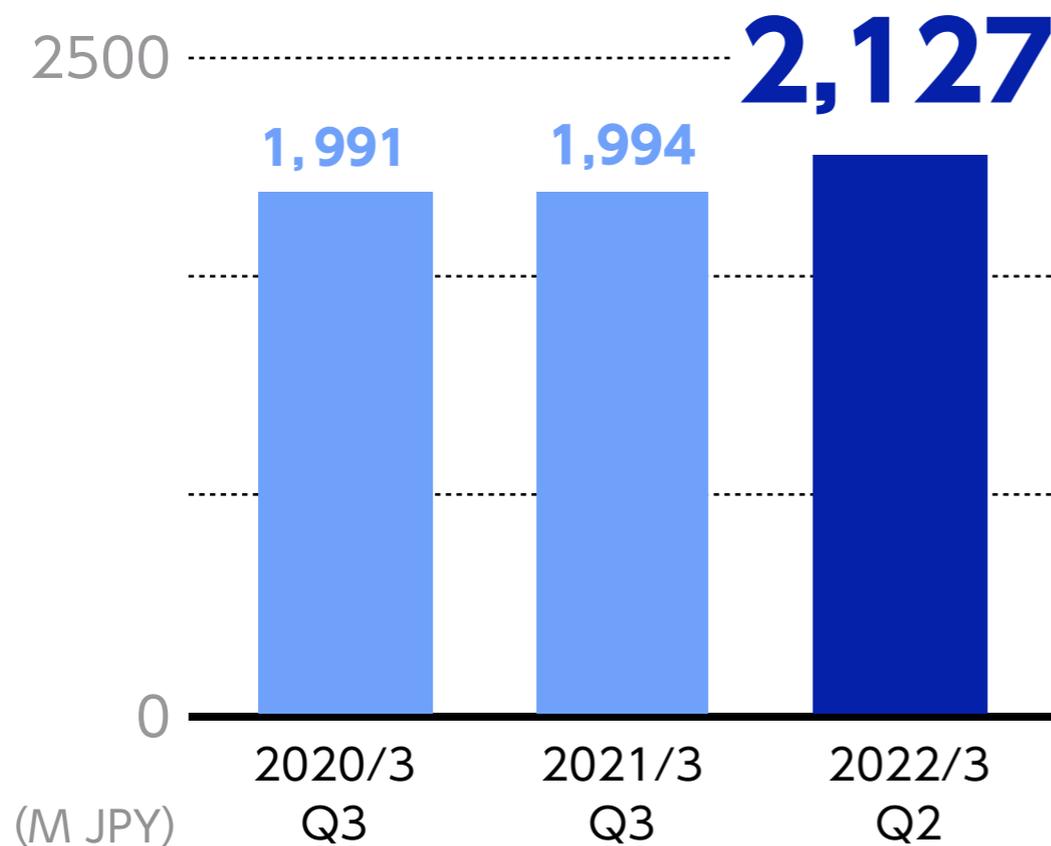
# Q3 Summary

Fiscal Year Ending March 31, 2022  
(IFRS)

Net sales : **Gained** ..... Software.B covered Design.B  
Income : **Record High** ..... Investment.B + Software.B

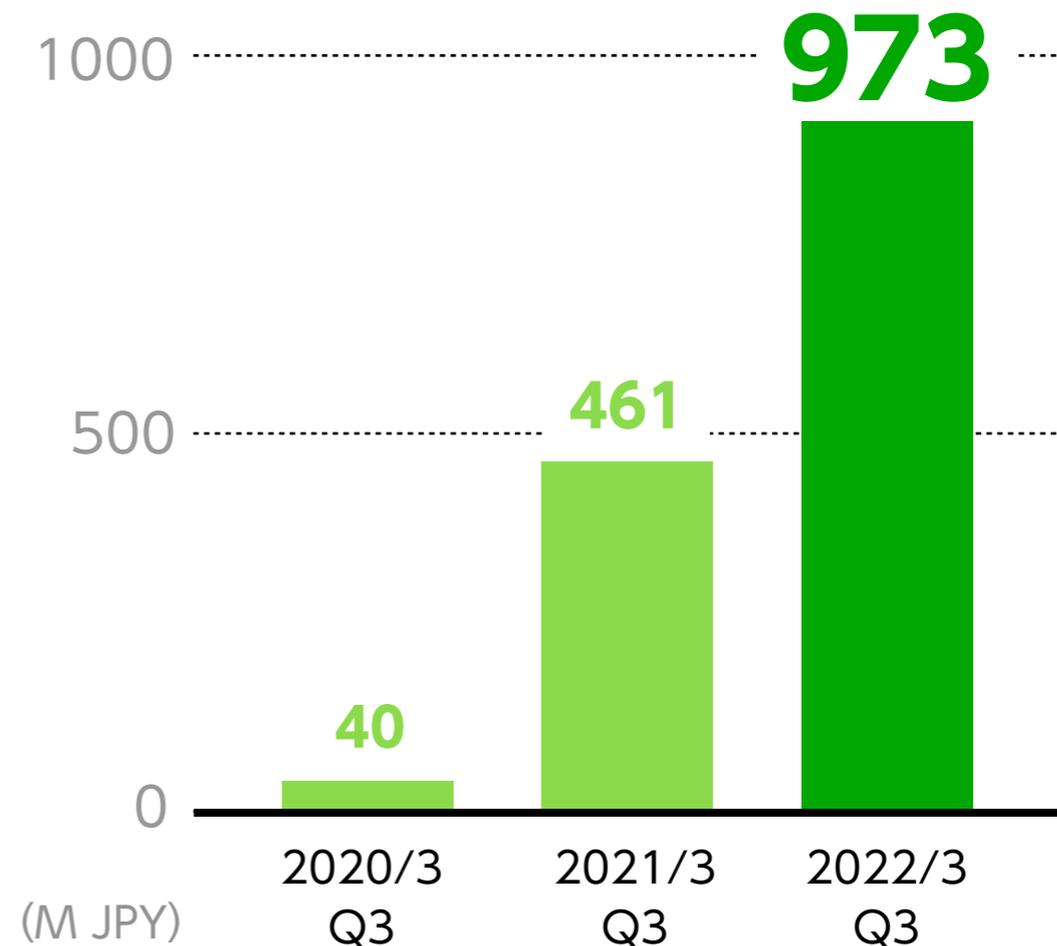
## Net Sales

**6.7% up** (YoY)



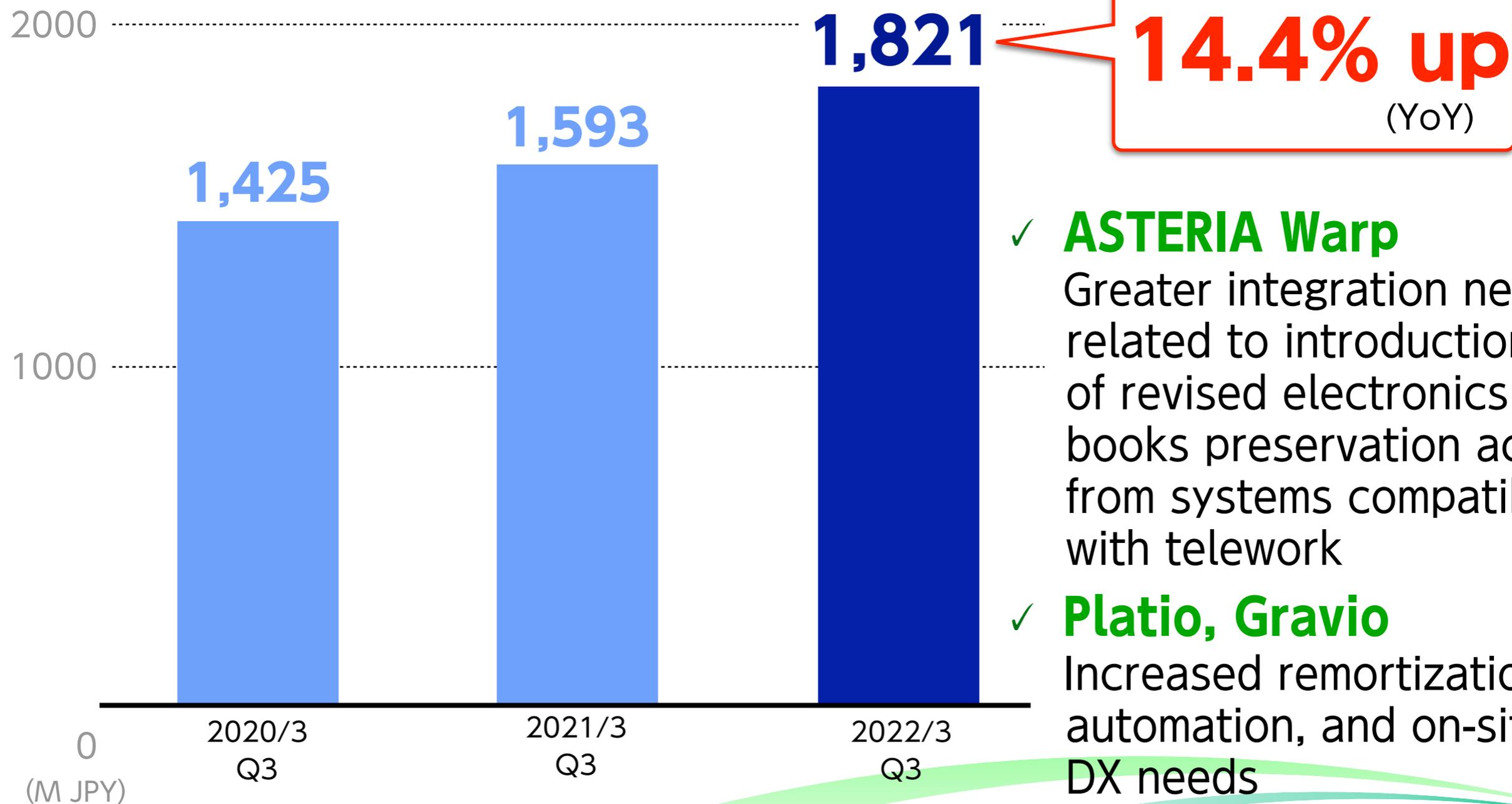
## Operating Income

**110.9% up** (YoY)



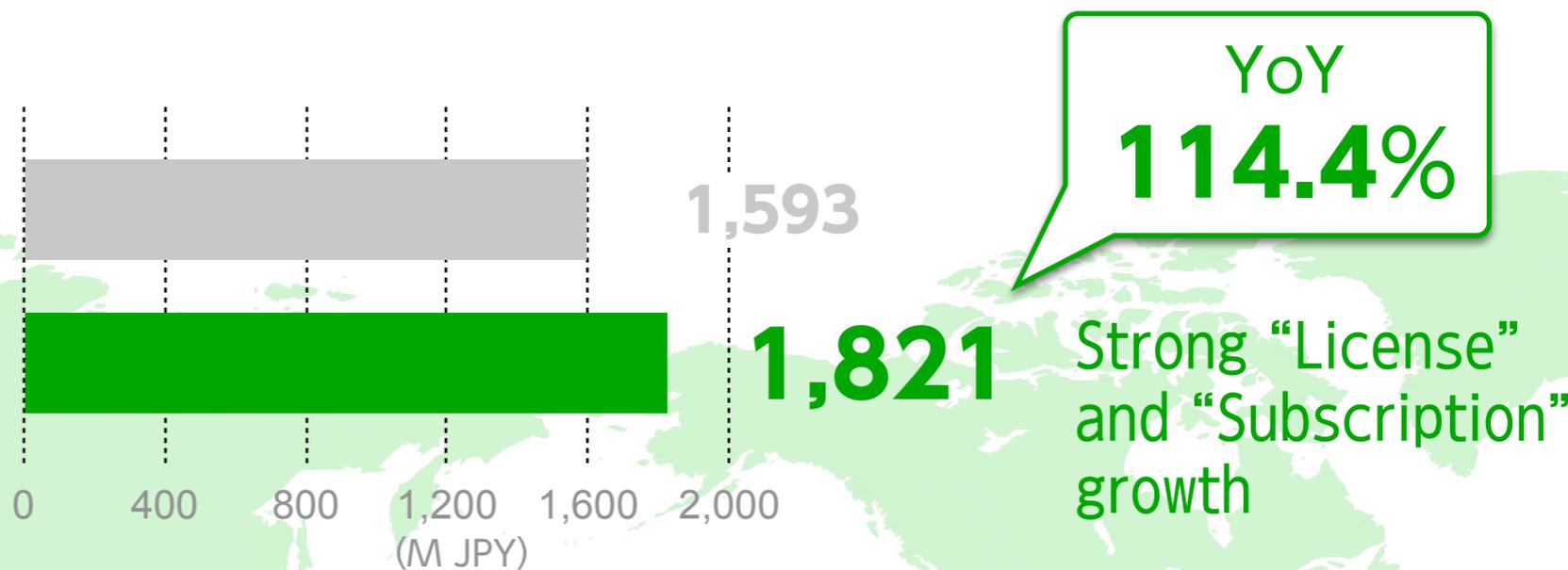
# Net sales trend & growth factors of Software.B

Strong top-line growth



# Q3 result

## Software



## Design



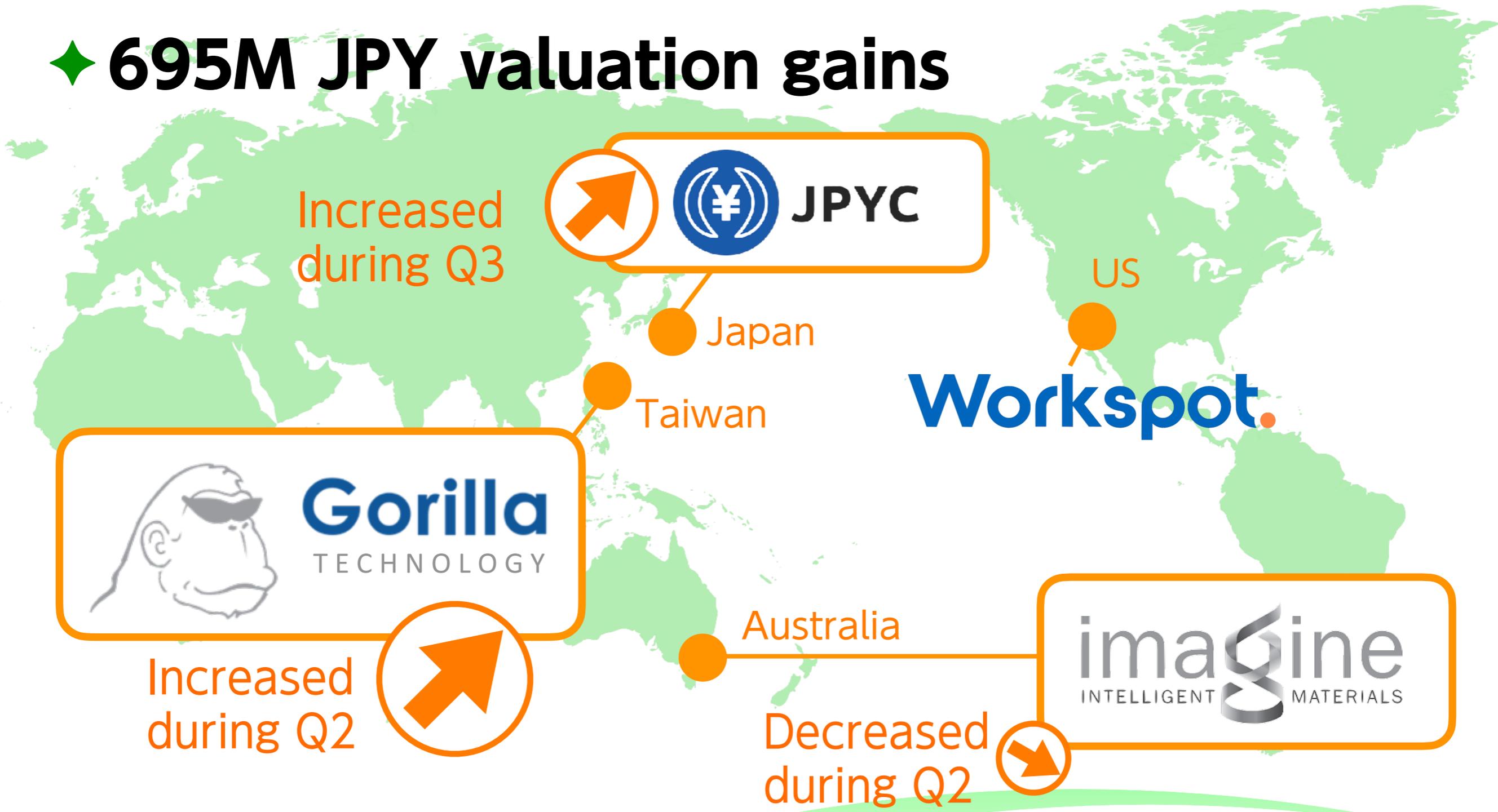
## Investment

- ◆ **Gains in valuation of JPYC added**
- ◆ **695M JPY total valuation gains**

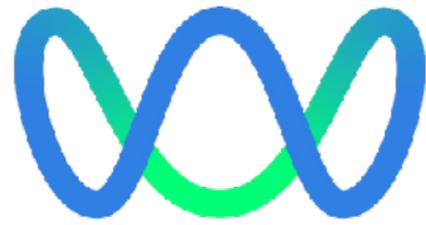
# Investment

- ◆ Continuous good results
- ◆ Gains in valuation of JPYC after Gorilla

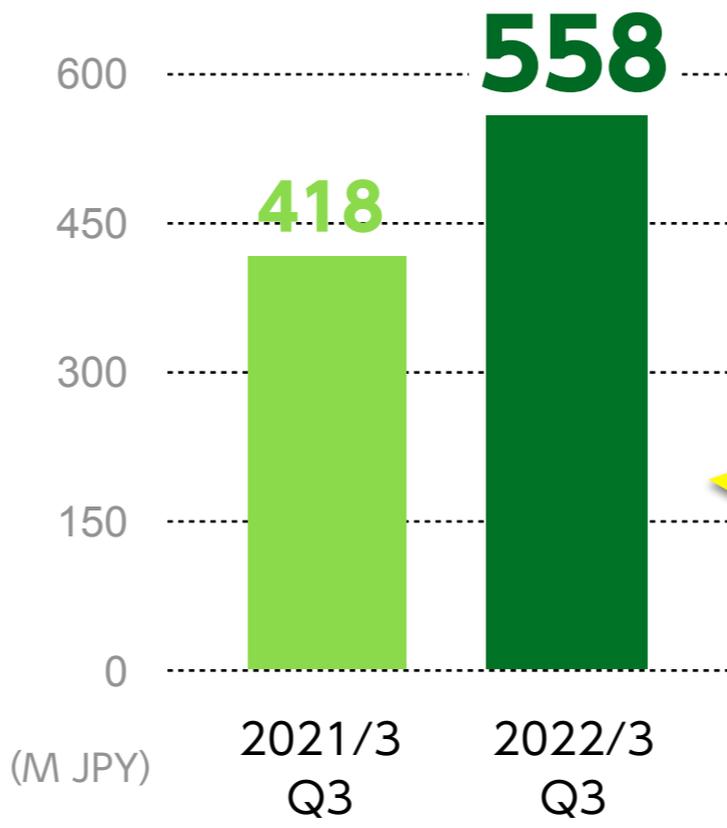
## ◆ 695M JPY valuation gains



# Software



Asteria **warp**



Brisk "License" sales

**33.4% up**  
(YoY)

## Warp

- ✓ "Subscription" sales also grew **30+%**
- ✓ Overall sales hit record 1.5B JPY

**Software**



**Handbook**

**Handbook**

- ✓ Matsuya Ginza : Online Training



**Platio**

**Platio**

- ✓ TVCM & other active promotion campaigns
- ✓ New product “Platio Connect” launch



**Gravio**

**Gravio**

- ✓ x2.3 Sales driven by COVID-19
- ✓ Remote monitoring and automation

# Software

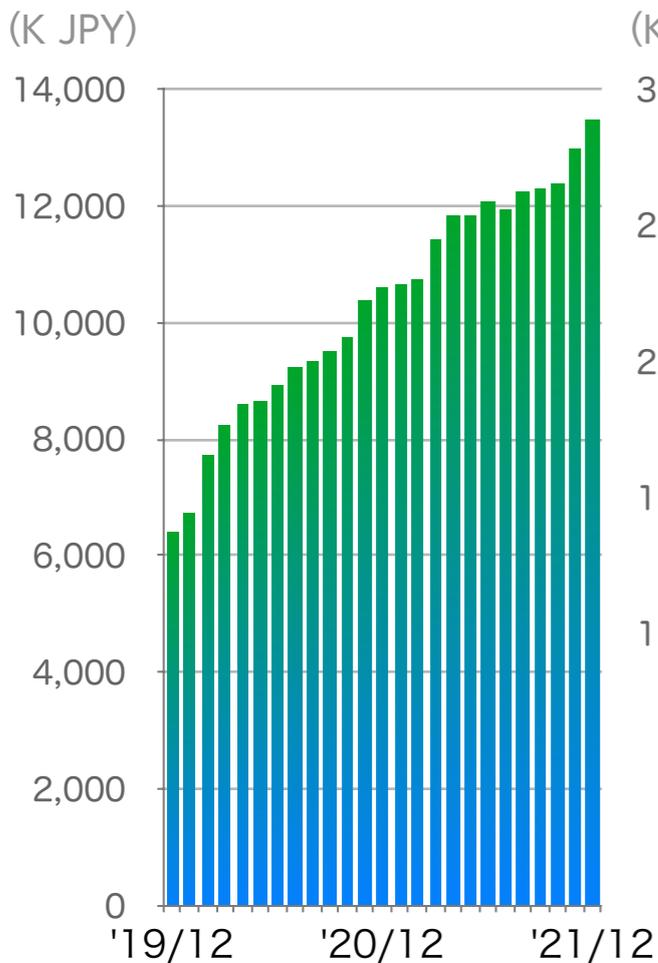
# MRR and Revenue Churn



**Handbook**

**Platio**

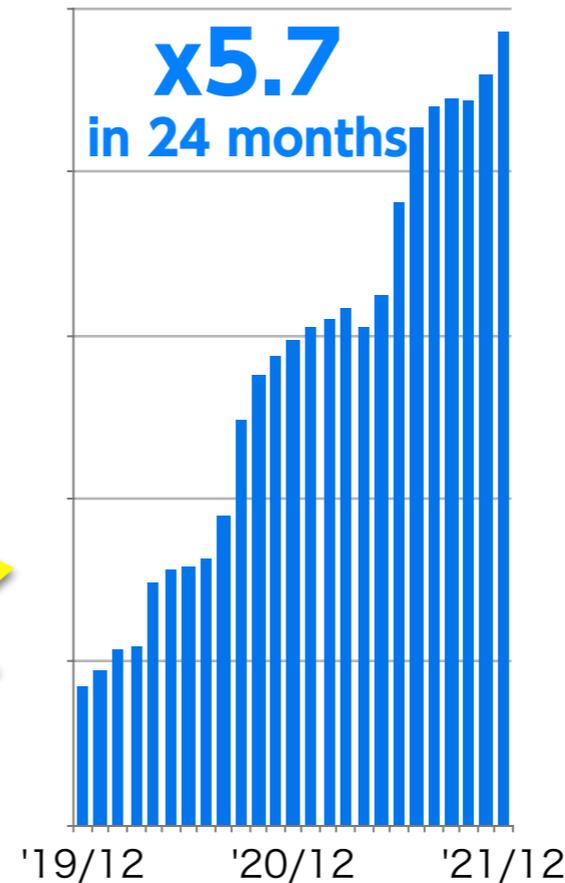
**Gravio**



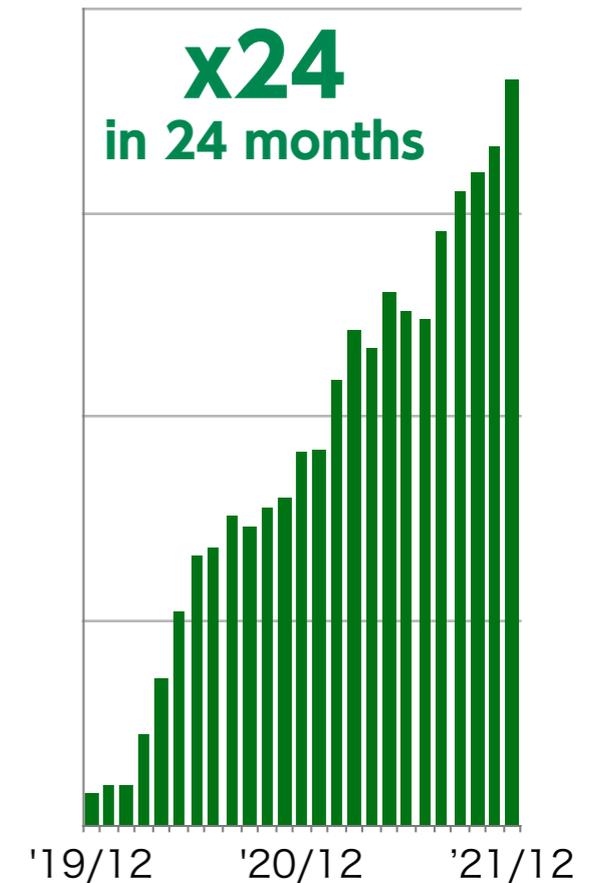
**R.Churn: 0.5%**



**R.Churn: 0.6%**



**R.Churn: 2.9%**



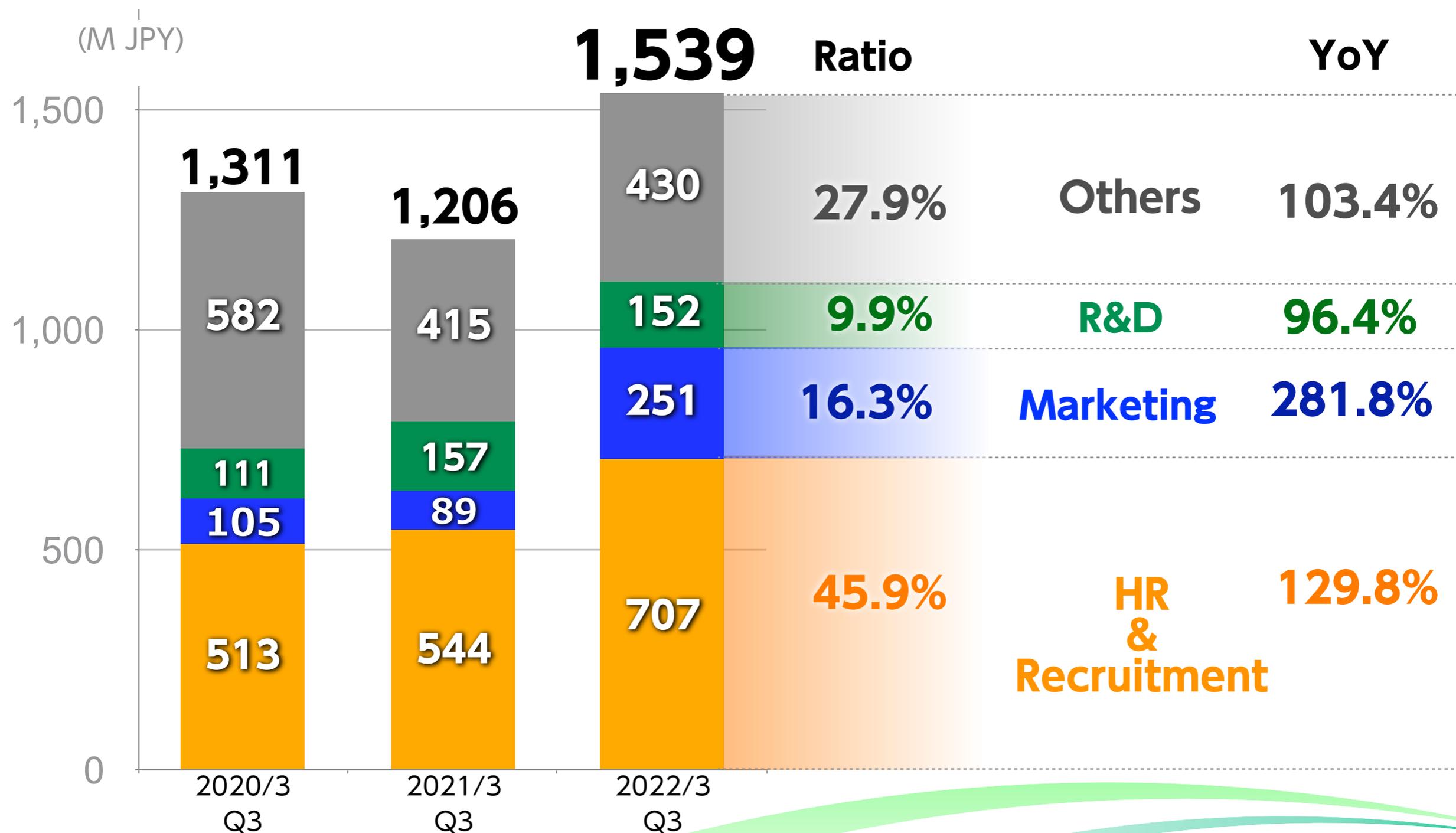
**R.Churn: 0.6%**

※R.Churn: Q3 average of the monthly churn

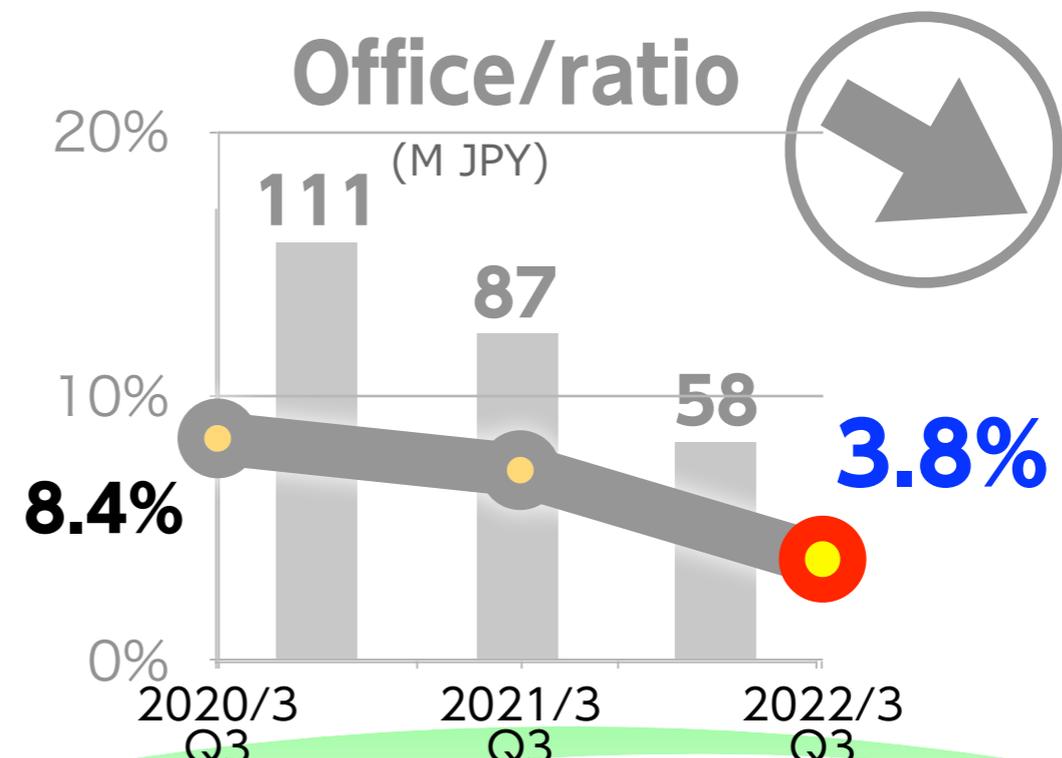
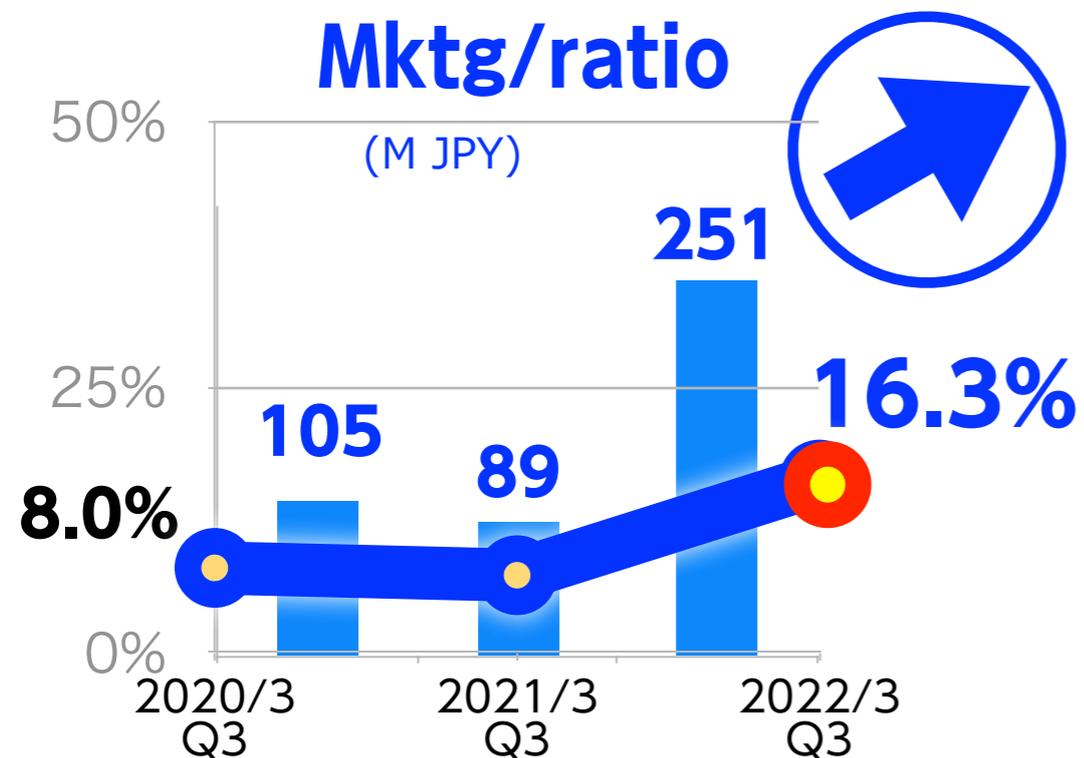
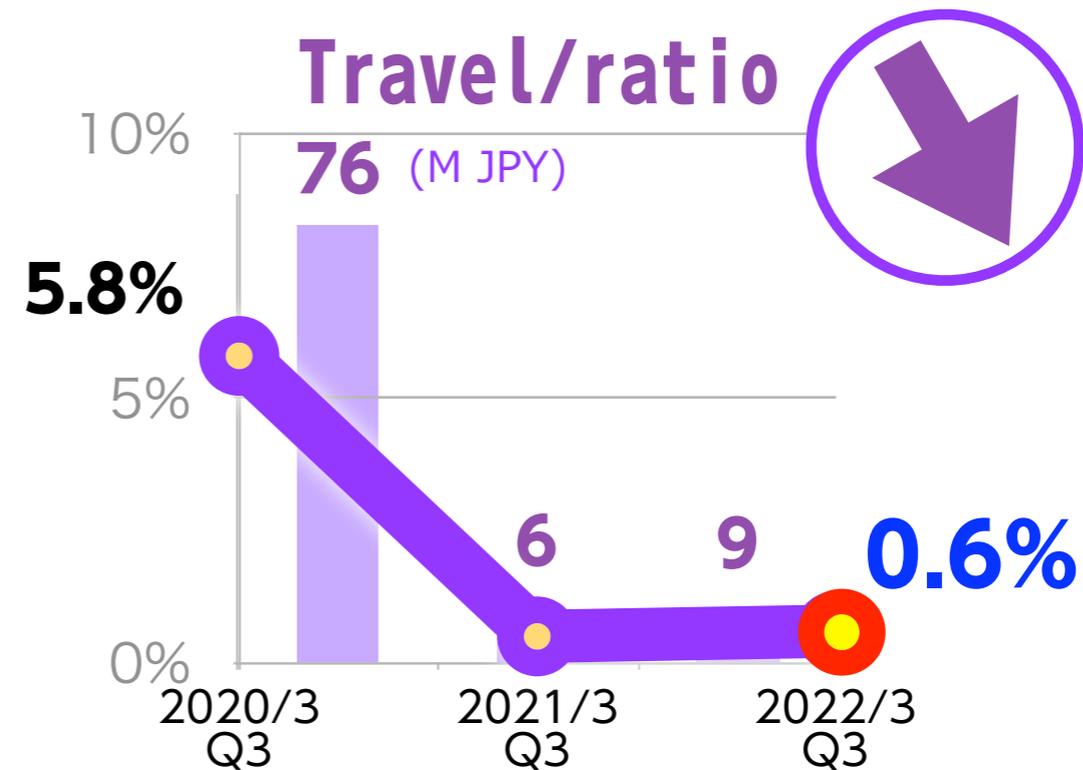
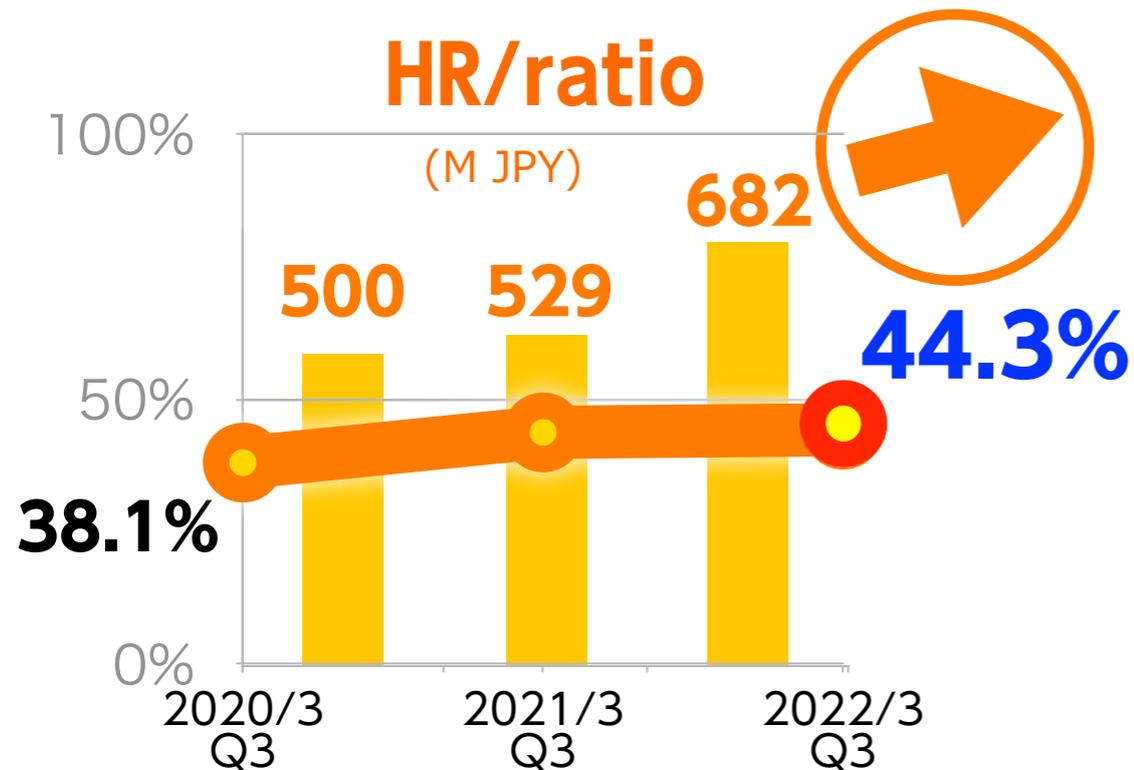
**Largest ever promotion is on**

# SG&A trend and details

- ✓ Human resource-related costs and marketing expenses increased in line with the Mid-Term Management Plan “STAR”.

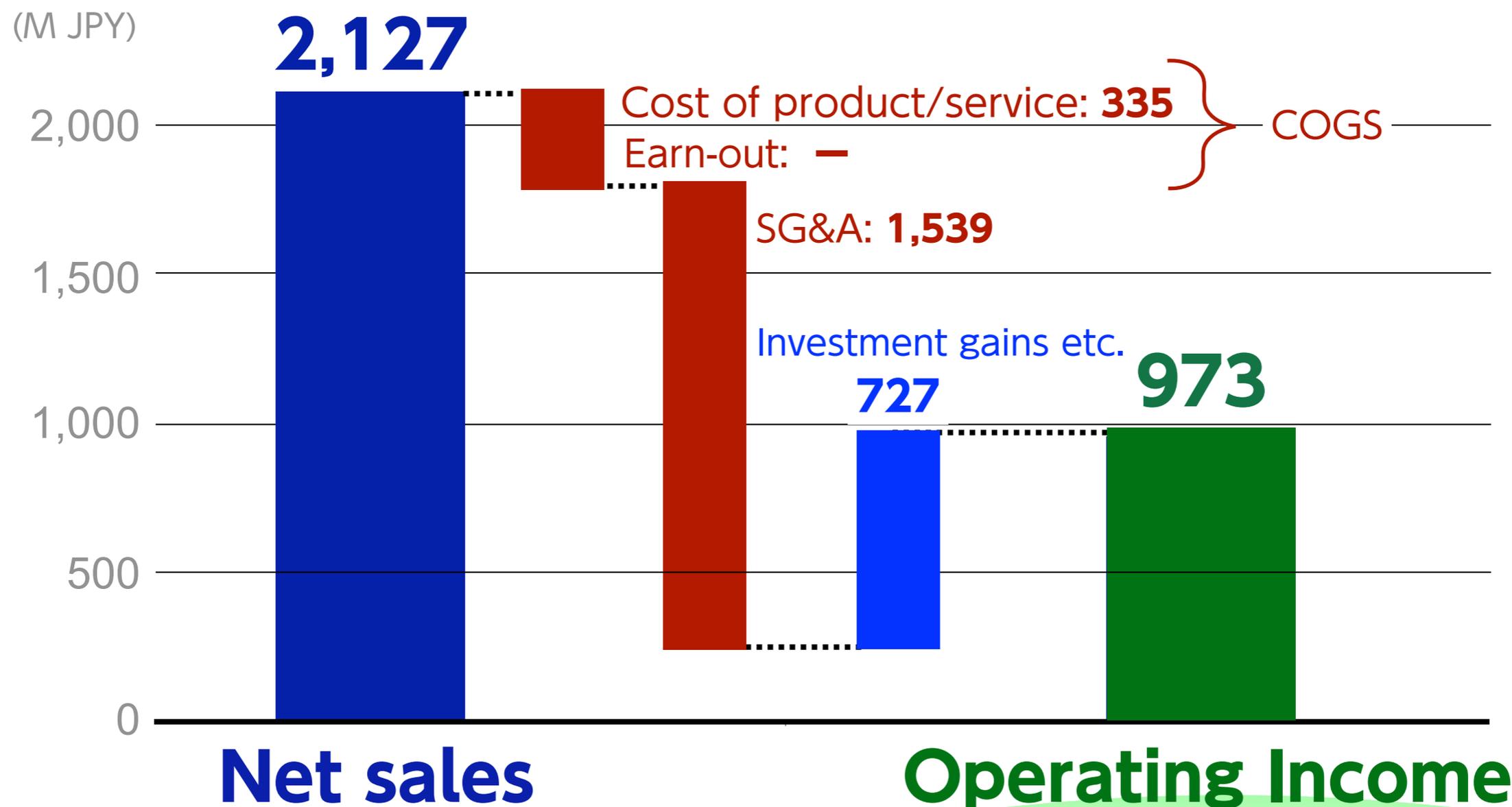


# Major SG&A items trend (Recent 3 years)



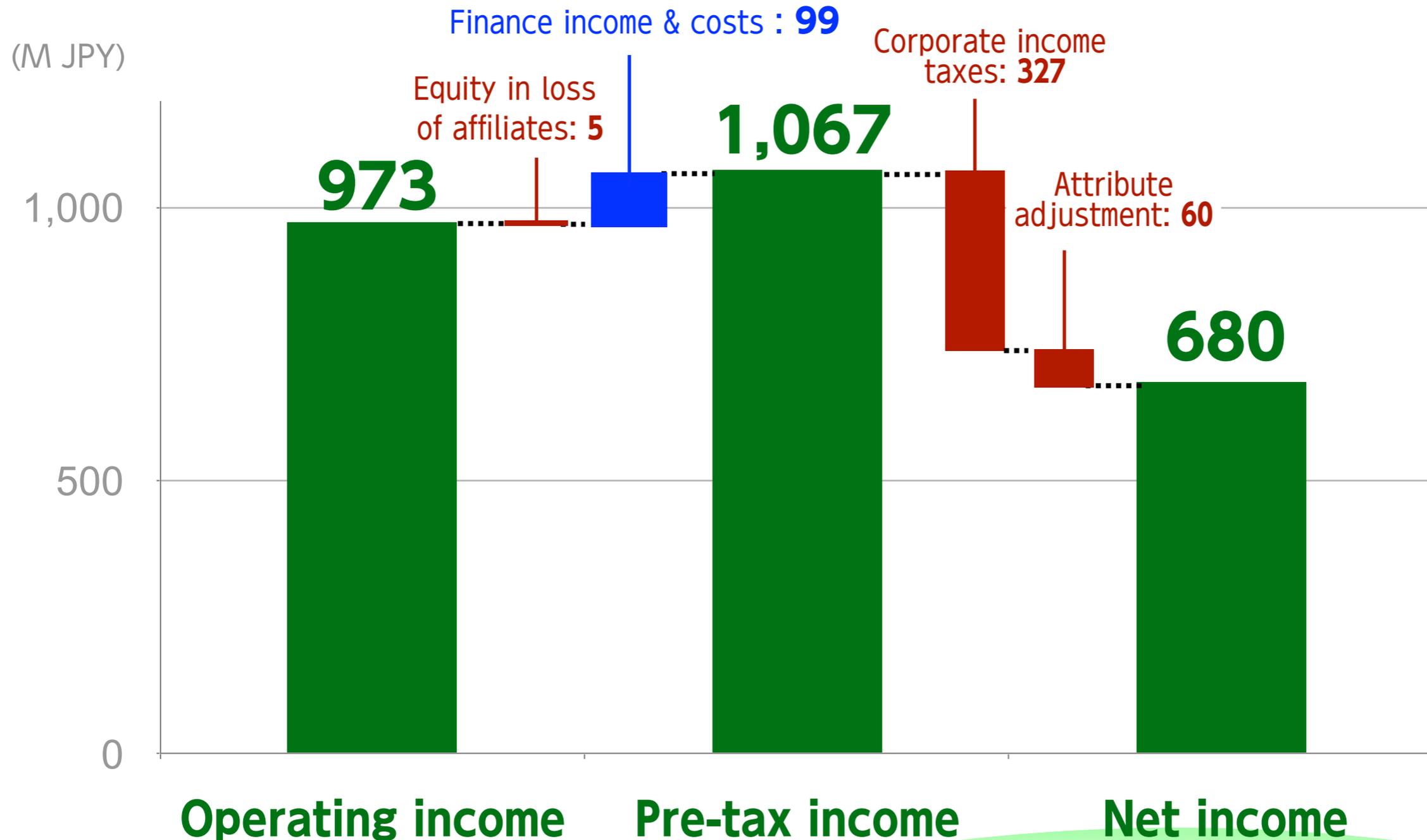
# Bridge: Net sales and Operating Income

- ✓ Operating income gained because of investment gains even though upfront investments in SG&A increased in line with Mid-Term Management Plan “STAR”.



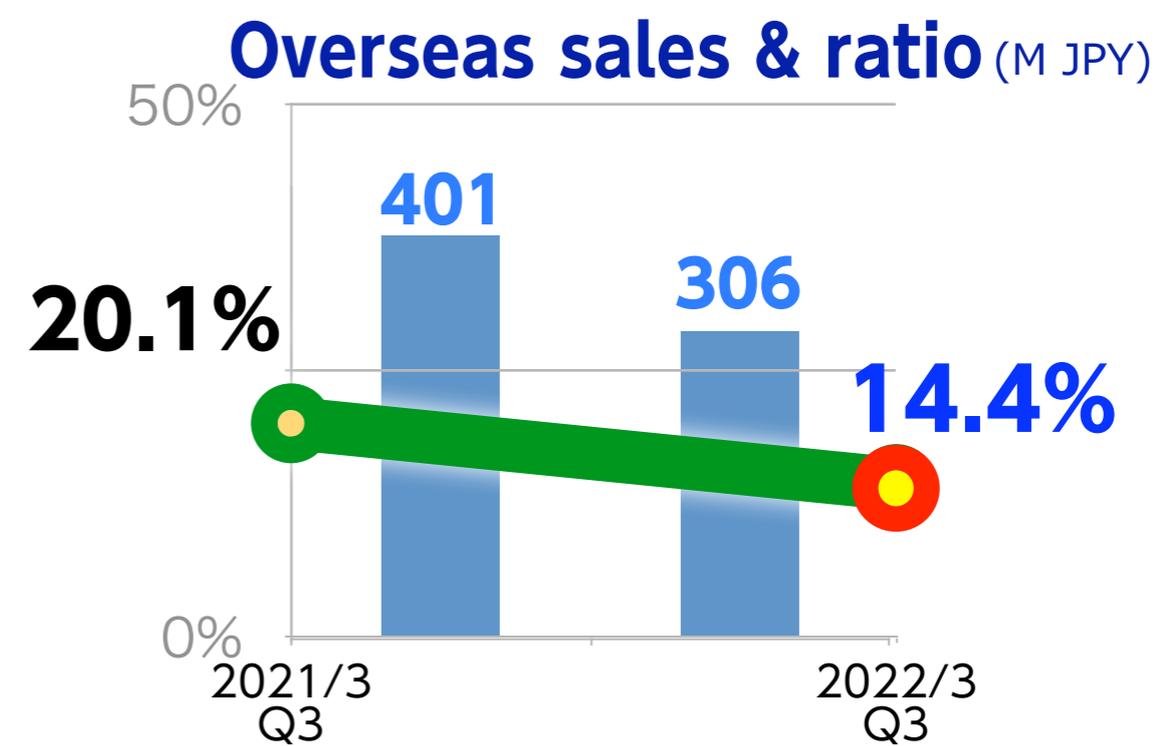
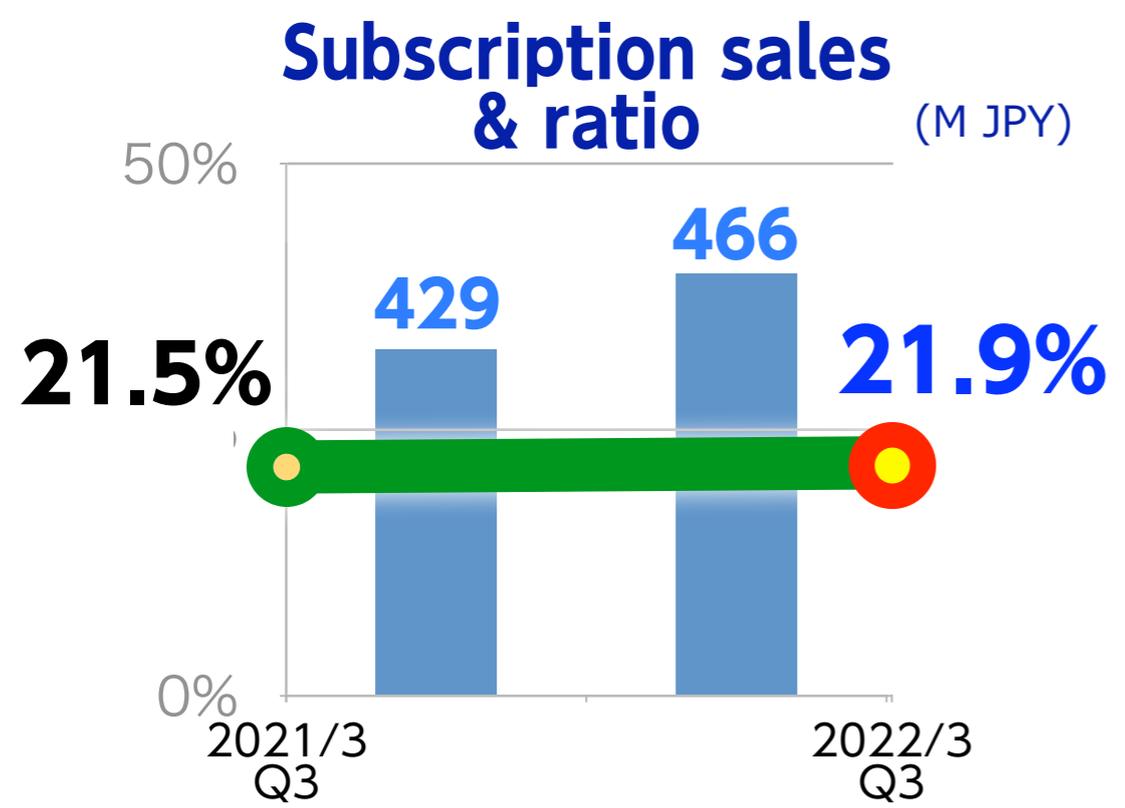
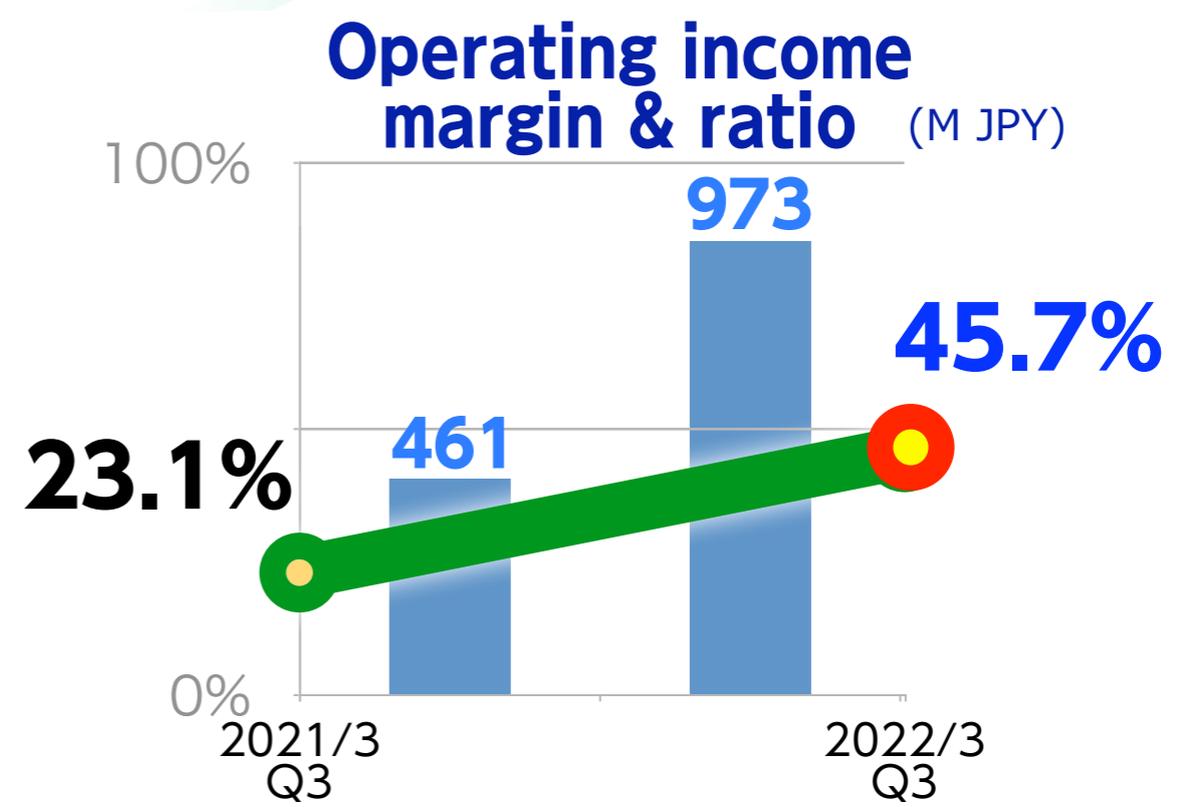
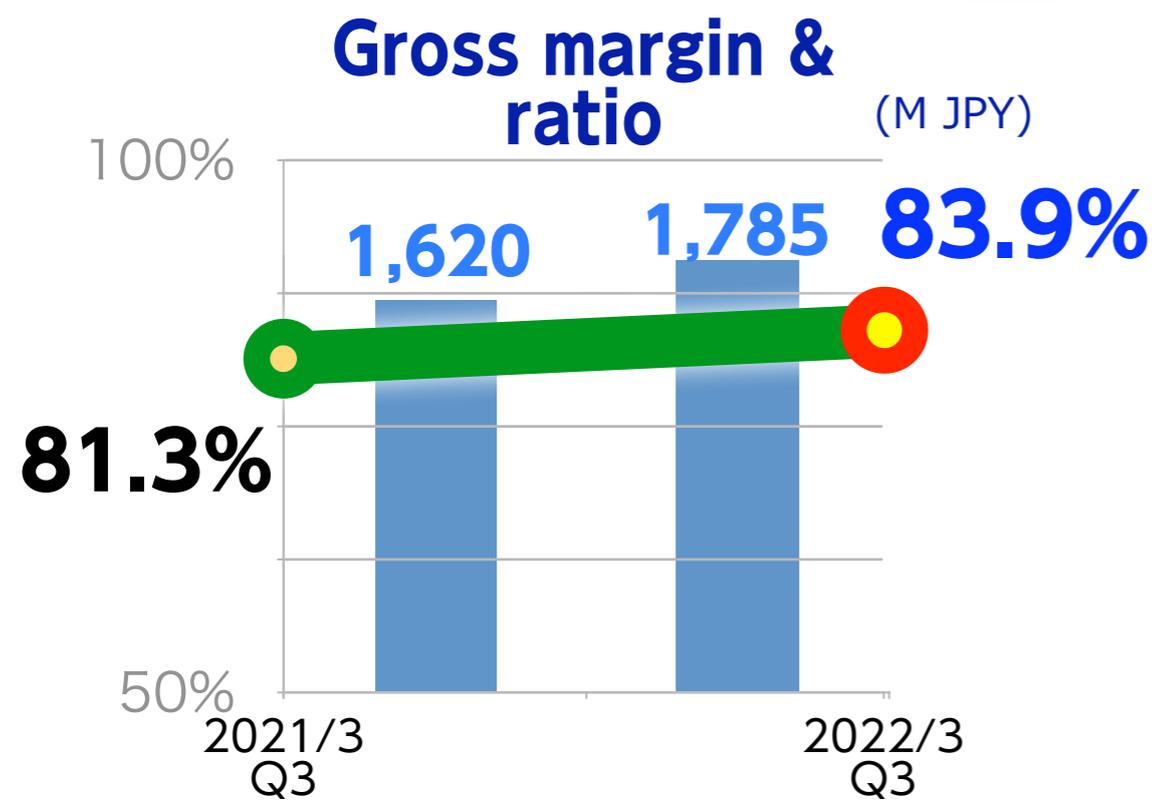
# Operating income/ Pre-tax income / Net income

(Attributable to owners of parent)



(Attributable to owners of parent)

# Management indicators (YoY changes)



# Financial Statement

	March 31, 2021	December 31, 2021	Change	
Assets	Cash and cash equivalents	2,451	2,486	35
	Operating receivables	256	307	51
	Other current assets	80	139	59
	Tangible fixed assets	181	505	324
	Goodwill	1,015	1,035	21
	Intangible assets	69	82	13
	Investment and others	3,855	4,735	879
	<b>Total assets</b>	<b>7,907</b>	<b>9,290</b>	<b>1,382</b>
Liabilities	Borrowings(current)	243	243	-
	Operating payables	182	399	216
	Corporate income tax payables	99	69	▲30
	Other current liabilities	689	770	81
	Borrowings(noncurrent)	643	536	▲107
	Other noncurrent liabilities	330	720	391
	<b>Total liabilities</b>	<b>2,186</b>	<b>2,737</b>	<b>550</b>
Equity	Shareholder's equity	5,682	6,266	584
	Other equity components	▲138	16	154
	Non-controlling interests	178	271	93
	<b>Total equity</b>	<b>5,721</b>	<b>6,553</b>	<b>832</b>

(M JPY)

## ■ Cash and cash equivalents

**2,486** M JPY

## ■ Ratio of equity

**67.6%**

Healthy financial position  
for active investments

# Cash Flow Statement

- ✓ **About 2.5B JPY** cash and cash equivalents for future strategic investment.

(M JPY)	Q3 2021/3	Q3 2022/3
Cash flow from operating activities	591	304
Cash flow from investment activities	▲431	▲47
Cash flow from financial activities	▲295	▲234
Cash and cash equivalent at the end of quarter	2,387	2,486



# Q&A

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**IR News through LINE**

The information used in this meeting and the presentation includes forward-looking statements. These descriptions are based on current assumptions of Asteria and involves uncertainties. Please be informed that changes in market conditions and other factors could cause actual results to differ materially from those discussed in the forward-looking statement.

(Securities Code : 3853)

