

# Financial Results

**for the Fiscal Year Ended March 31, 2022**

**Asteria Corporation**

(TSE Prime Market:3853)

**Disclosed May 12, 2022**



# Asteria's Business

Main office: Tokyo

Enterprise software product development and sales.

Fully devoted to product development.



## Software

## Design

2 new businesses  
support the growth of  
Software business

## Corporate Investment

Main office: London, UK  
Design strategy consulting  
Provided by This Place Limited  
(acquired in 2017)

Main office: Plano, Texas, US  
Corporate investment focusing on  
“4D” strategy established in 2019

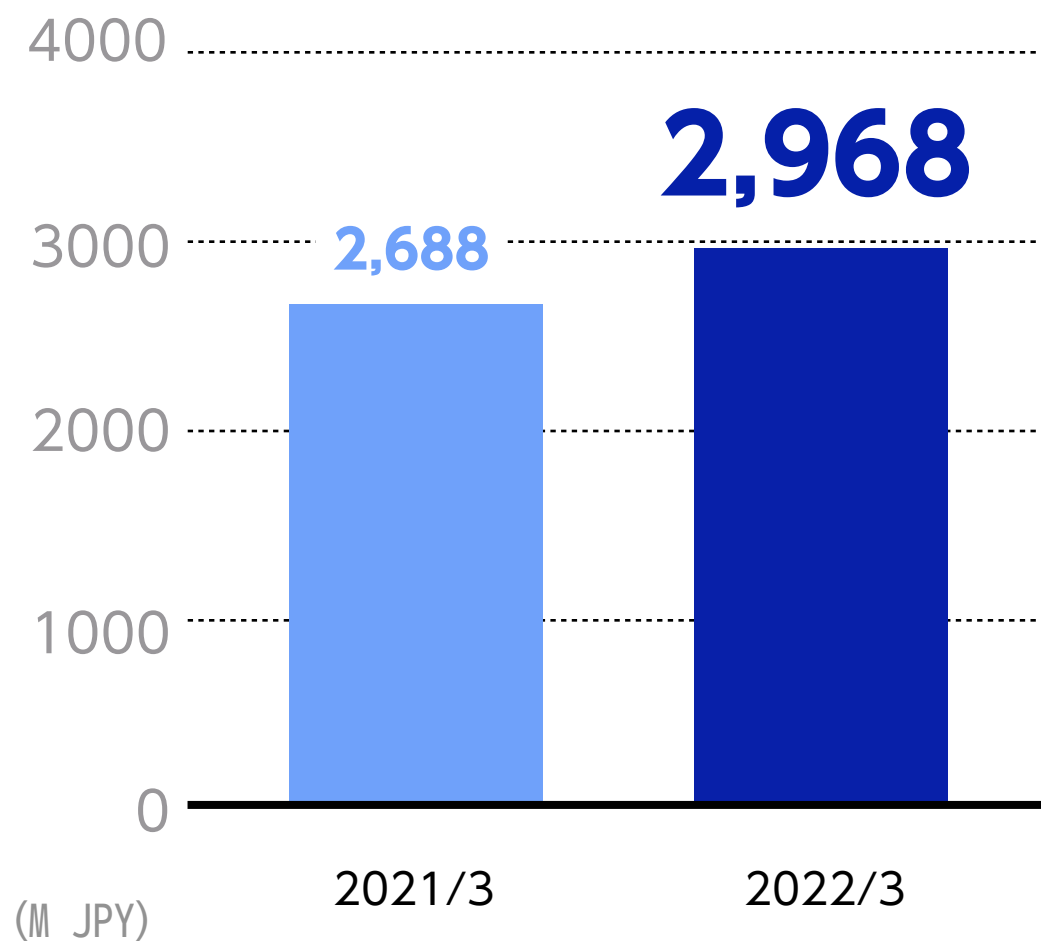
# Highlights

for the Fiscal Year Ended March 31, 2022  
(IFRS)

Revenue: **Gained** . . . . Software covered Design decline  
Income: **Record High** . . Software + Corporate Investment

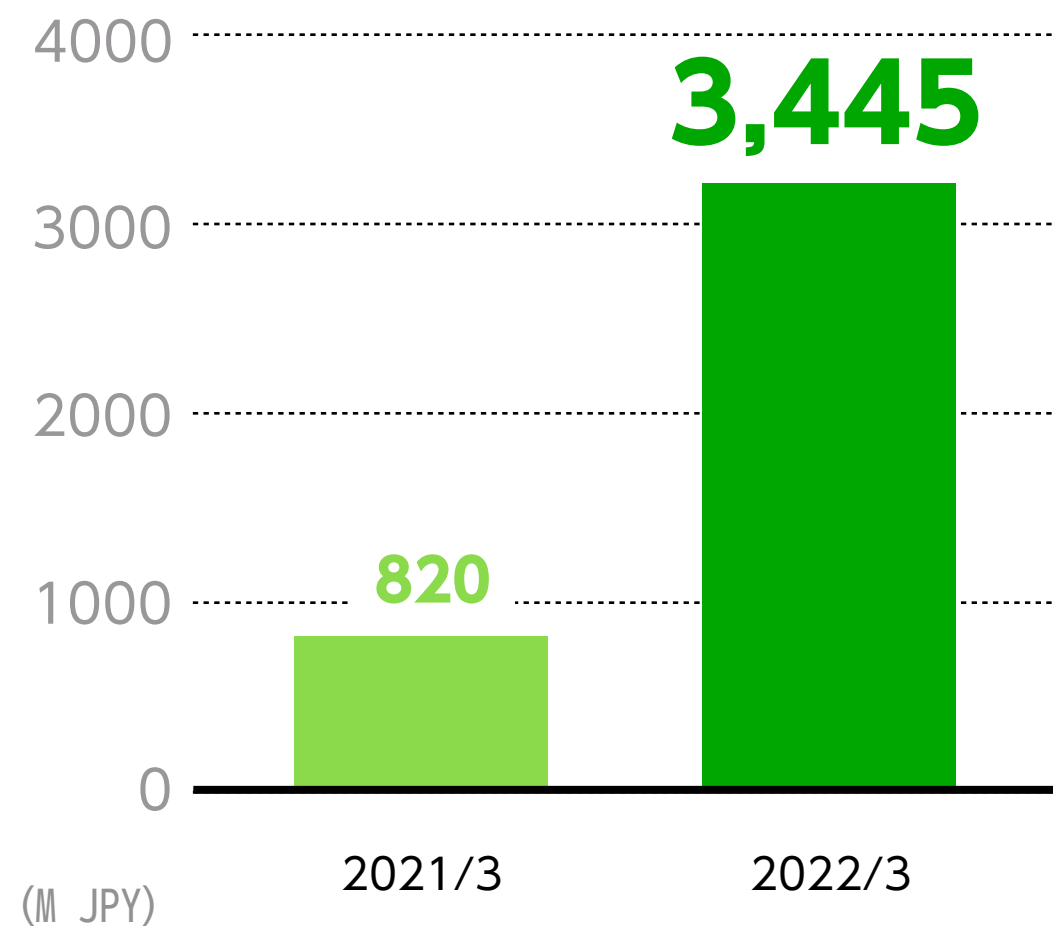
## Revenue

**10.4% up** (YoY)



## Operating Income

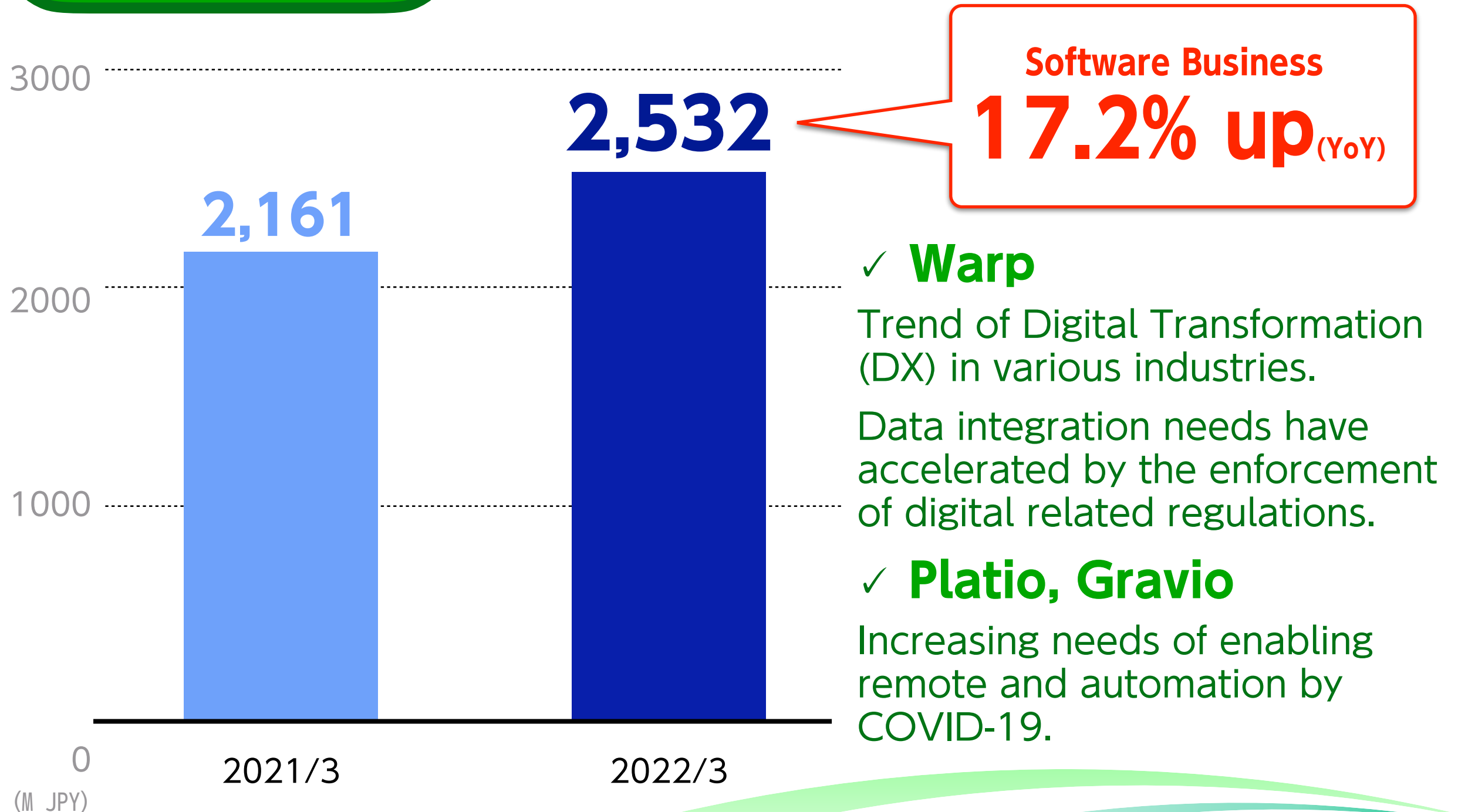
**320.3% up** (YoY)



# Key factors of top-line growth

## Software

Significant growth of three products



# Key factors of the record high income

Corporate Investment

Total 4B JPY in valuation gains

✓ Valuation changes\*  
in four portfolio  
companies



JPYC



Increased

Japan

Taiwan



Gorilla  
TECHNOLOGY



Increased

Workspot.



Increased

US

★Filed an application to be listed on the NASDAQ

Australia

imagine  
INTELLIGENT MATERIALS



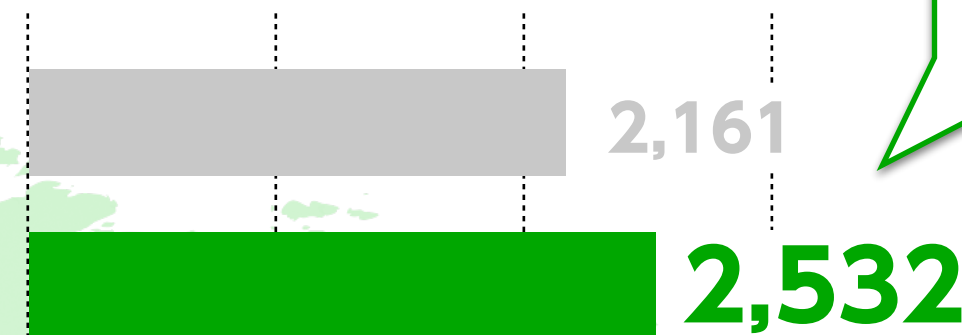
Decreased(Fully wrote-down)

\*Portfolio companies of Asteria Vision Fund-I; changes in the valuation of financial assets owned by AVF-1 are recognized as income as those are classified as FVTPL in accordance with IFRS.

# Full-year results of each business

## Software

Software Business segment

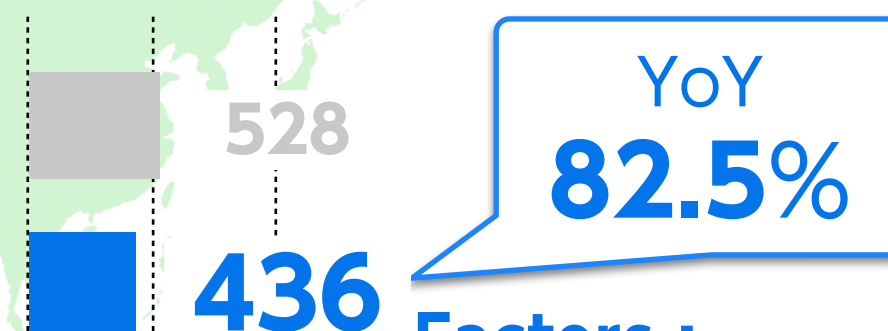


YoY  
**117.2%**

**Factors :**  
Strong growth of both the licensed versions and the subscription versions.

## Design

Investment Business segment



YoY  
**82.5%**

**Factors :**  
Overseas clients' businesses damaged by COVID-19.  
Acquired new clients in North America.

## Corporate Investment

◆ **4,015M JPY** total valuation gains

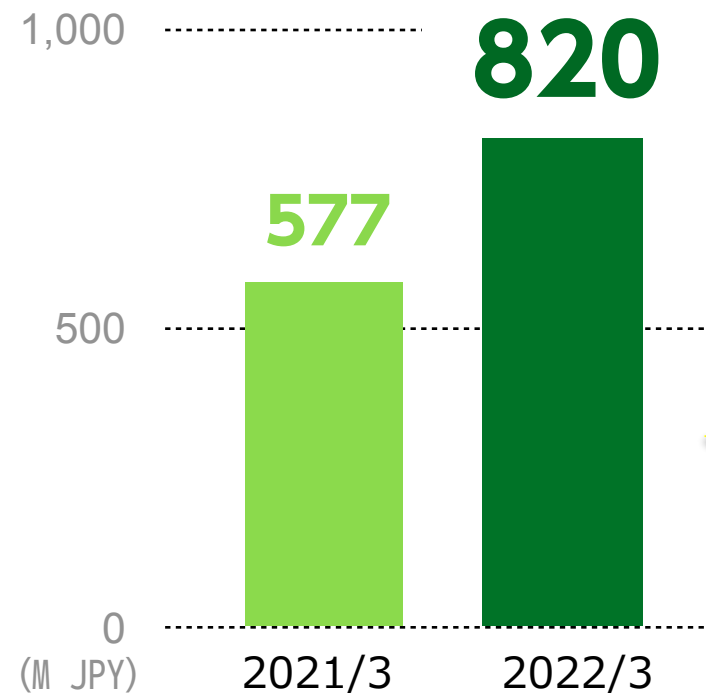


# Software



Asteria<sup>☆</sup>  
**warp**

Asteria<sup>☆</sup>



Brisk “License” sales

**42% up**  
(YoY)

## Warp

- ✓ Warp series saw record-high revenue of **2B JPY**
- ✓ Revenue of the subscription version also increased by **31%**
- ✓ Revenue of support hit **1B JPY** for the first time



# Software



**Handbook® X**



**Platio**



**Gravio**

Asteria ✨

## Handbook

- ✓ The launch of new product **“Handbook X”**

## Platio

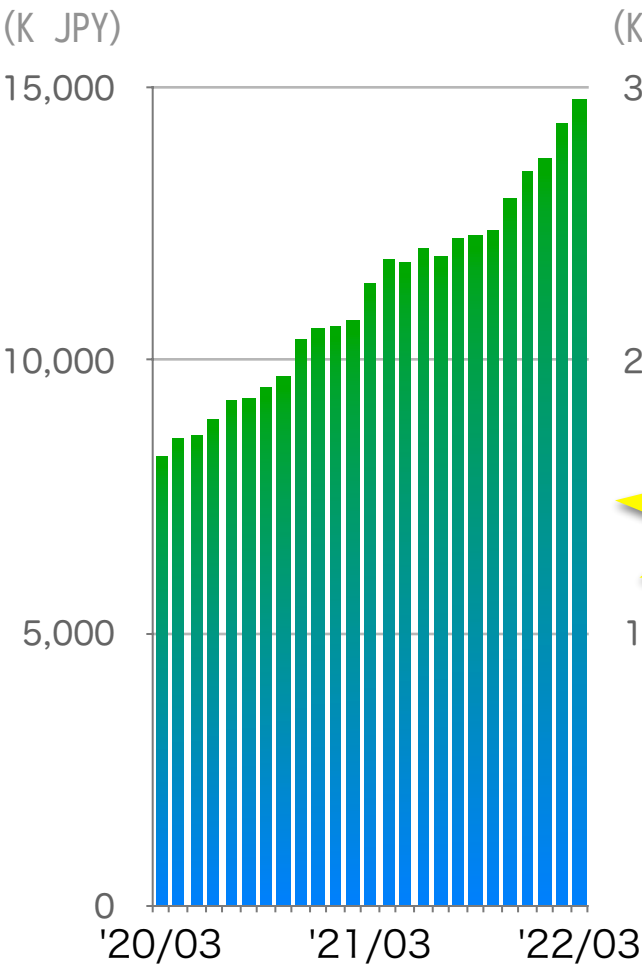
- ✓ TVCM & other **active promotional campaigns**
- ✓ Strong inquiries from diverse industries

## Gravio

- ✓ Business expanded by collaborating with partners
- ✓ Catered to new work styles & the new normal

# Software

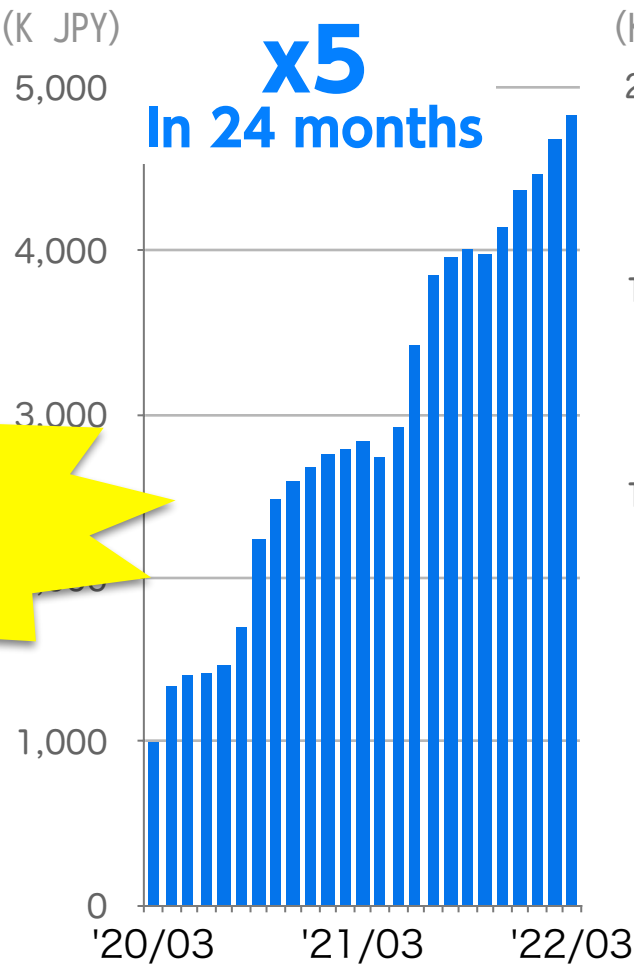
# MRR and Revenue Churn



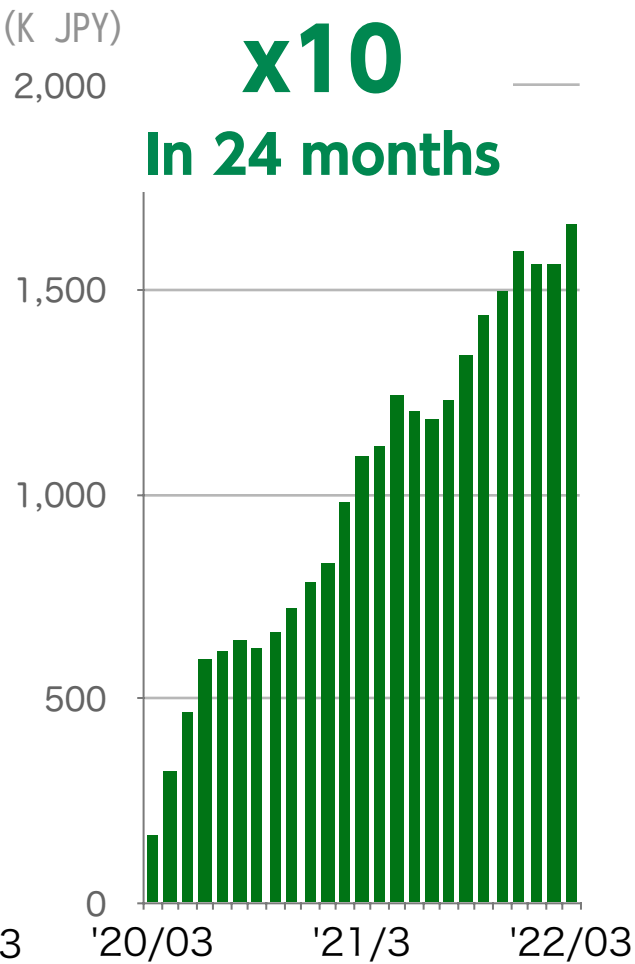
**R.Churn:1.3%**



**R.Churn: 1.0%**



**R.Churn: 0.6%**



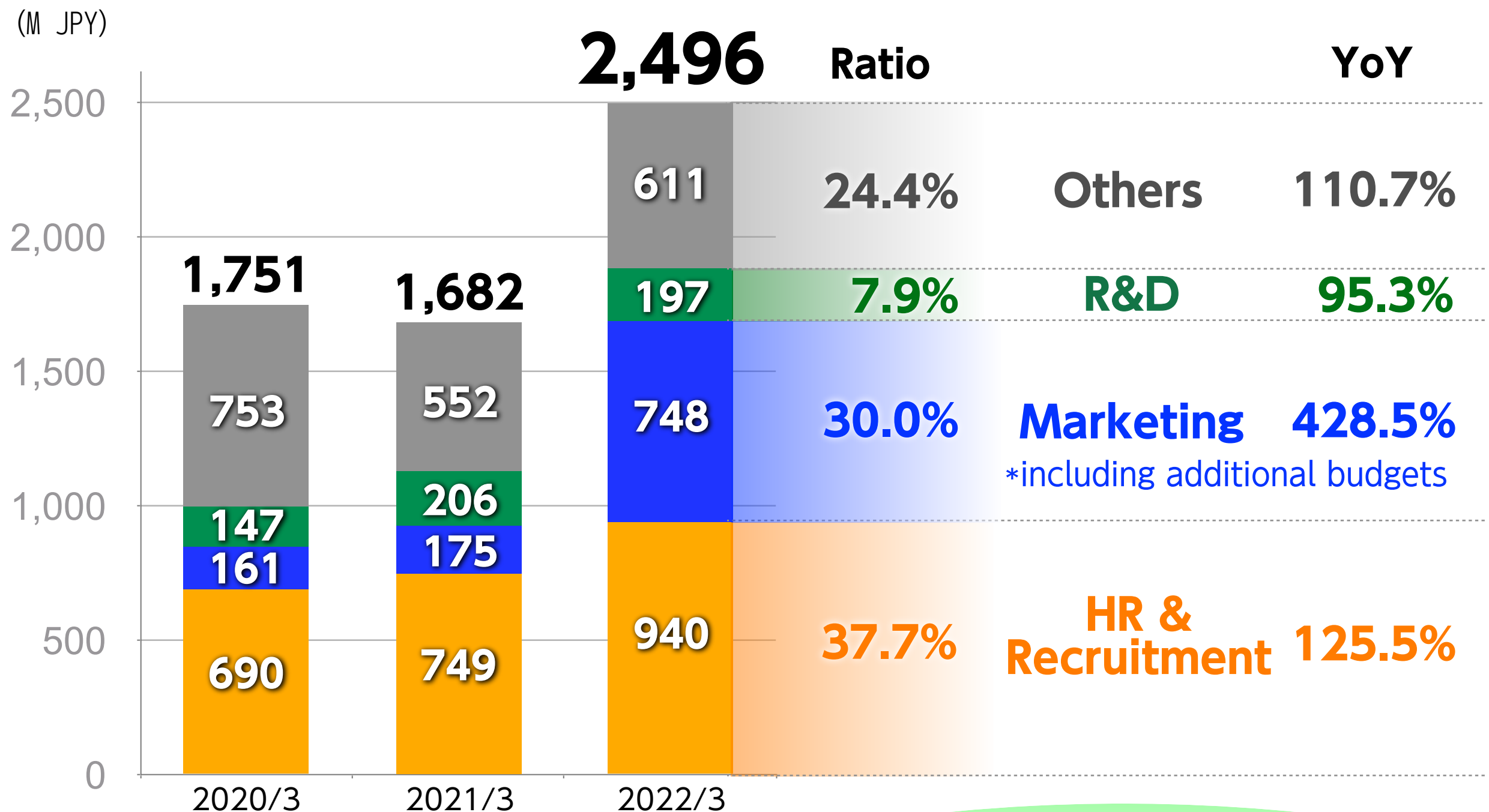
**R.Churn: 0.02%**

\*R.Churn: Q4 average of the monthly churn  
\*The churn rate for Handbook X also include Handbook

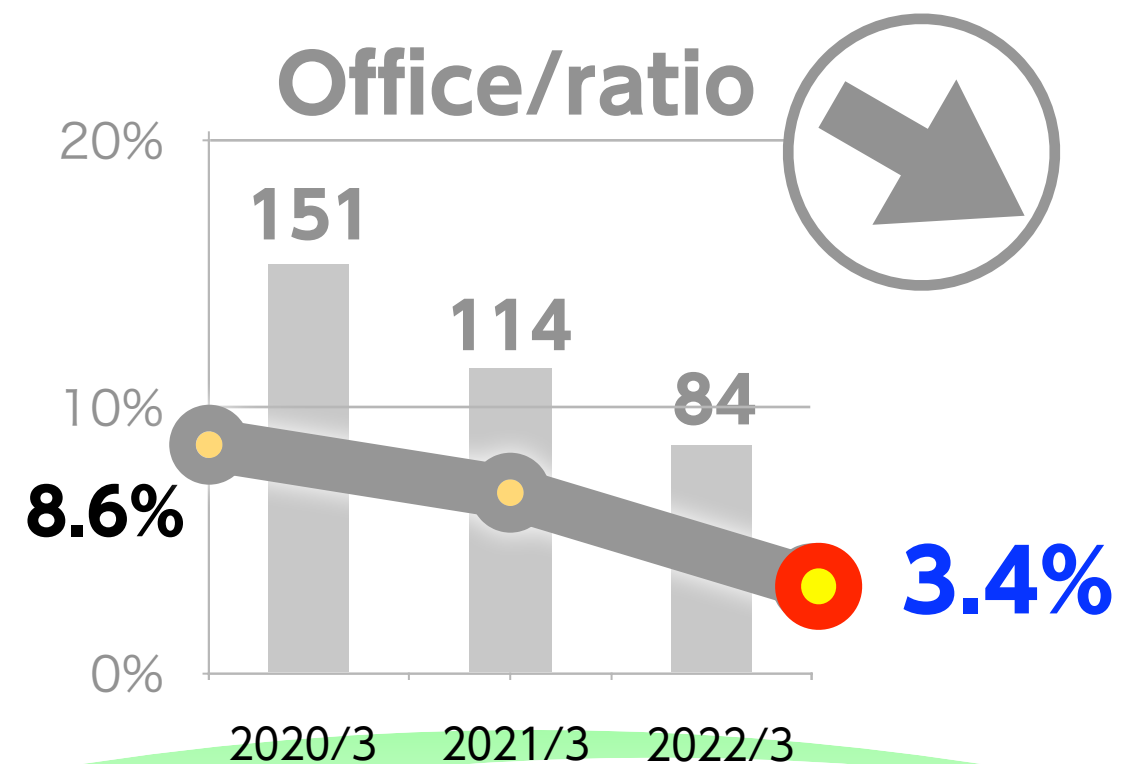
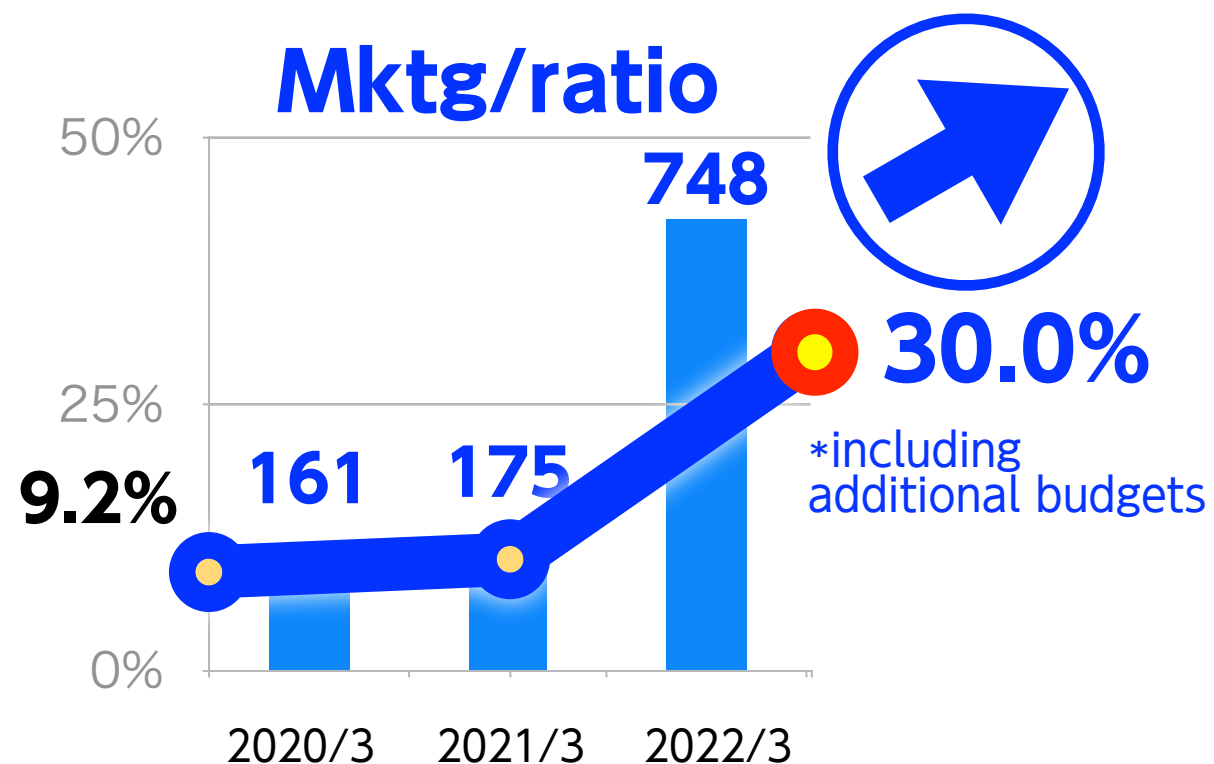
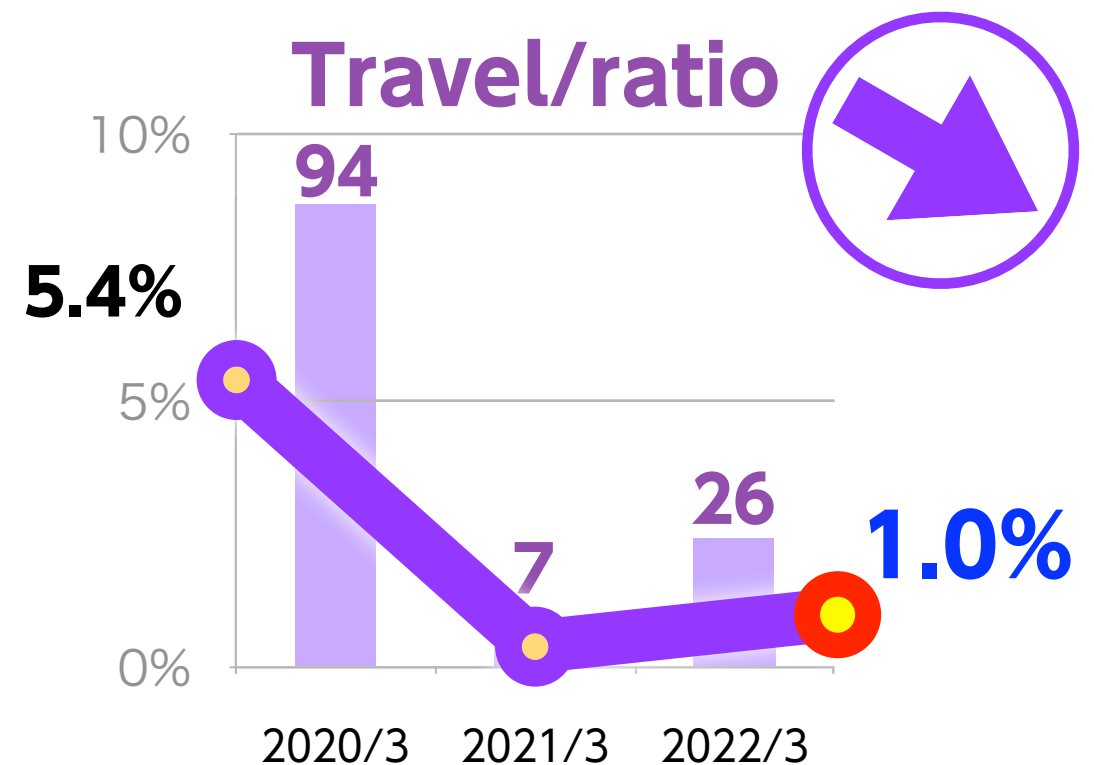
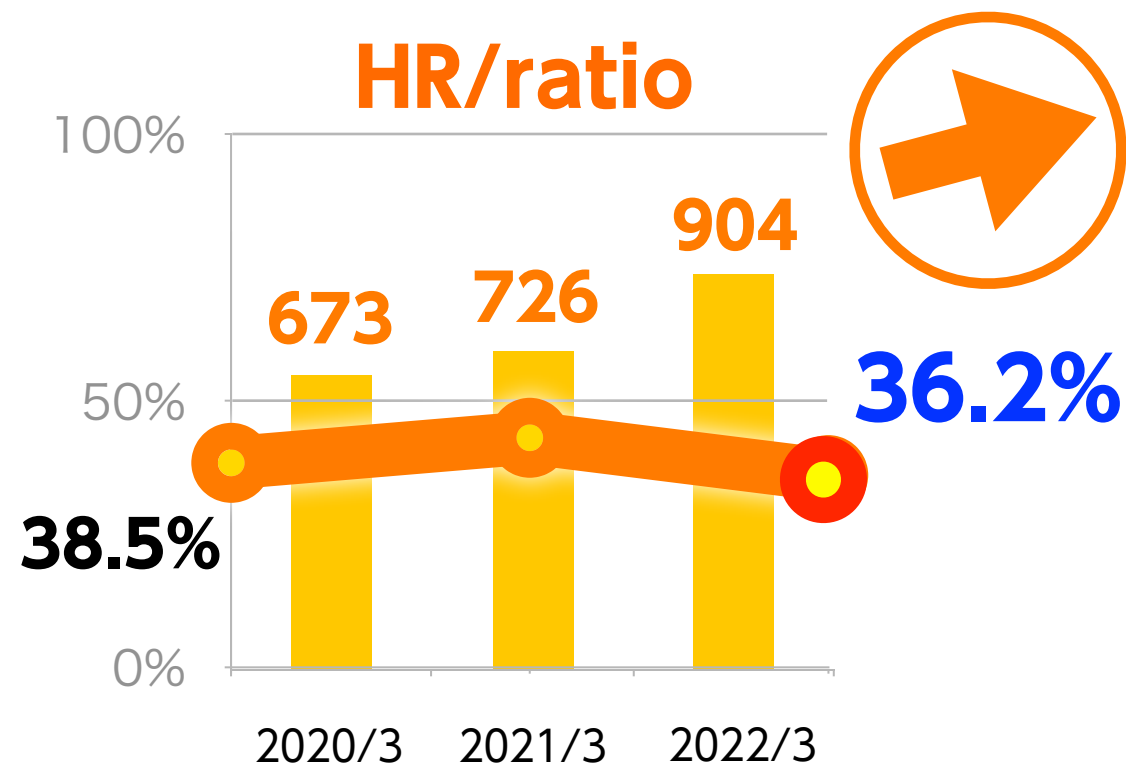
**Largest ever promotion is on**

# SG&A trend and details

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

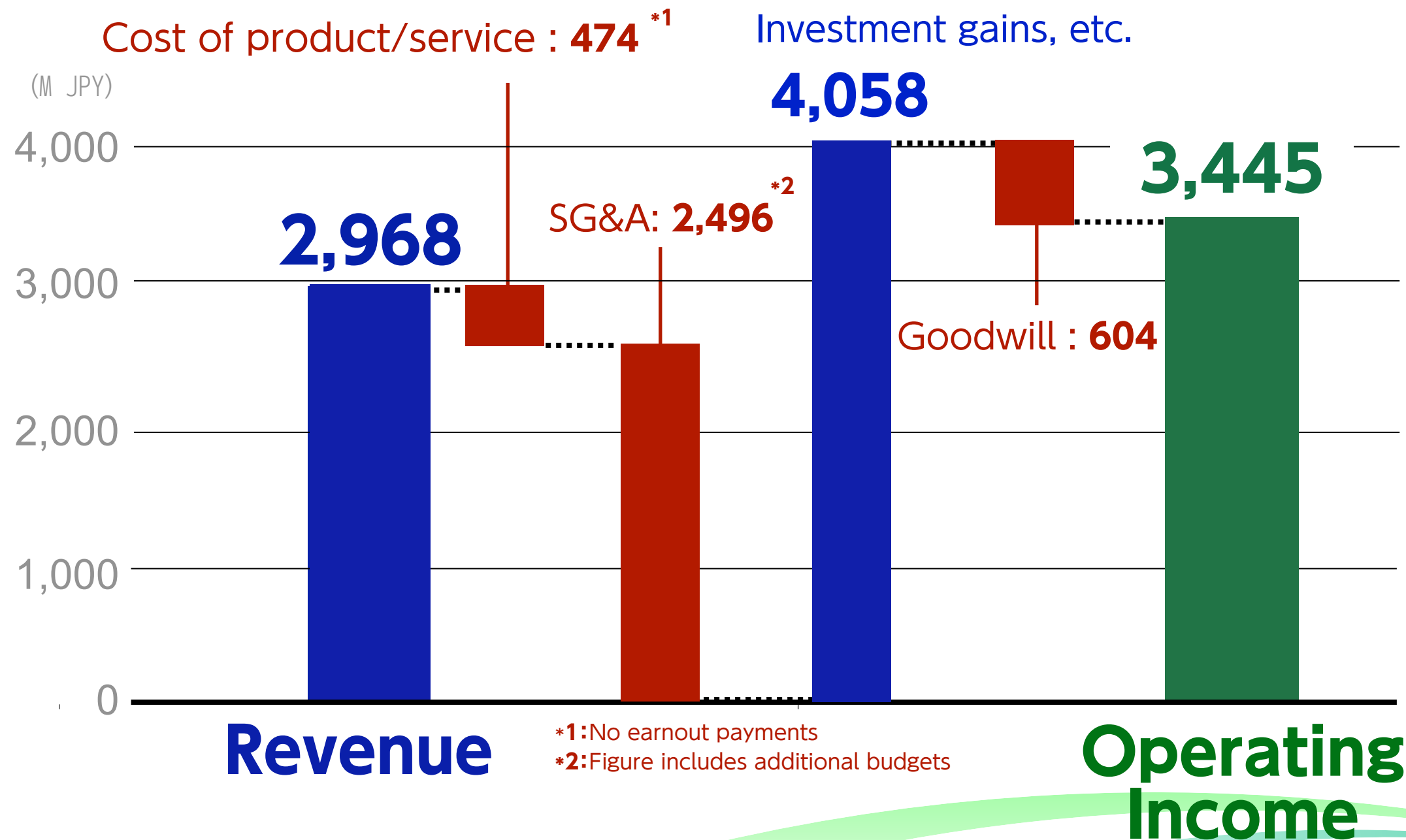


# Major SG&A items trend (Recent 3 years; in M JPY)



# Bridge: Revenue and Operating Income

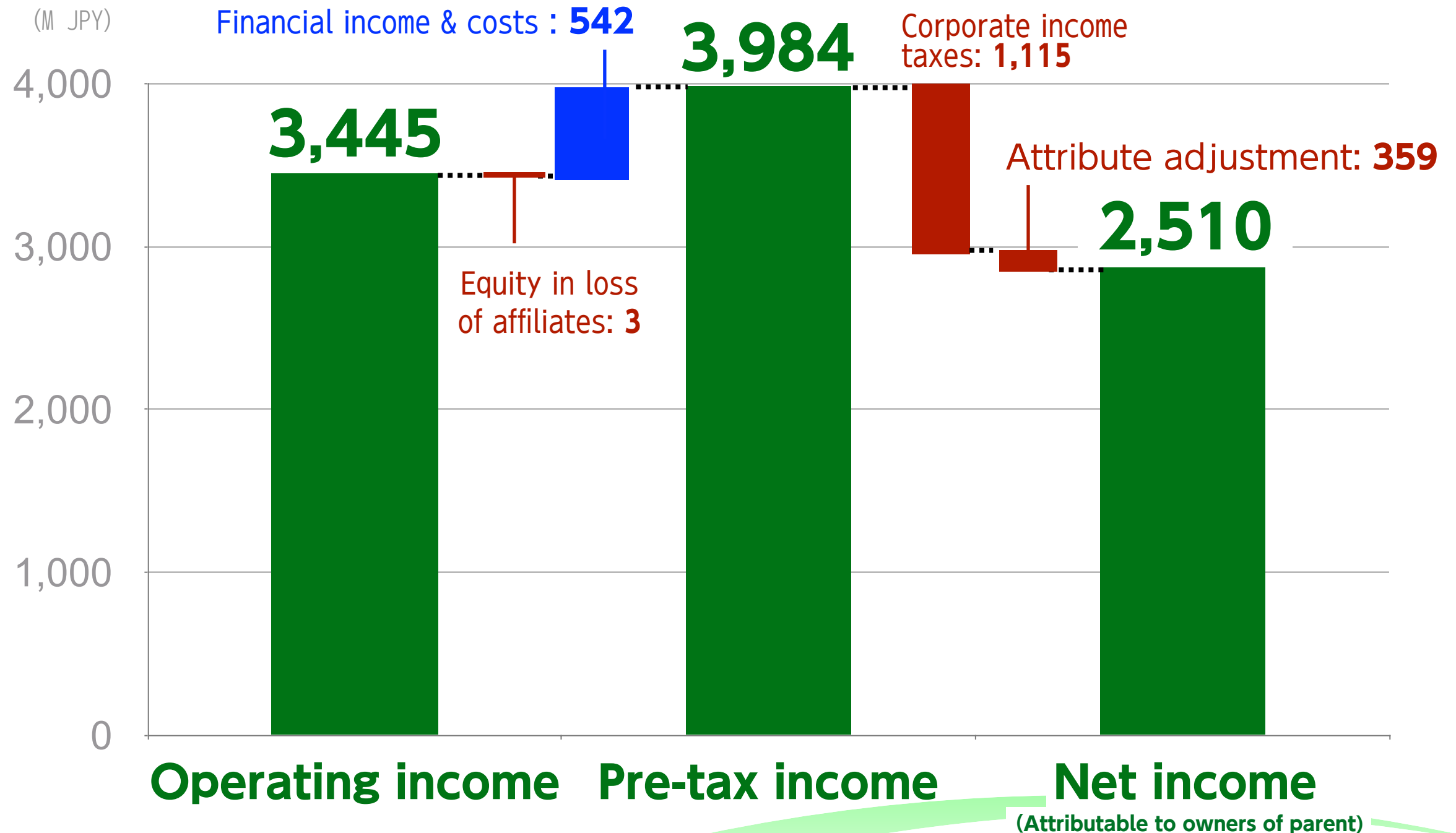
- ✓ Operating income rose due mainly to valuation gains on Gorilla even though upfront investments in SG&A increased in line with Mid-Term Management Plan “STAR”.



# Operating income/ Pre-tax income / Net income

(Attributable to owners of parent)

- ✓ Finance income & costs include foreign exchange gains and returns of earnouts.



# Financial Statement

		March 31, 2021	March 31, 2022	Change
Assets	Cash and cash equivalents	2,451	1,816	▲635
	Operating receivables	256	392	135
	Other current assets	80	235	155
	Tangible fixed assets	181	503	322
	Goodwill	1,015	450	▲565
	Intangible assets	69	94	25
	Investment and others	3,855	9,105	5,250
	Total assets	7,907	12,595	4,687
Liabilities	Borrowings (current)	243	243	0
	Operating payables	182	530	348
	Corporate income tax payables	99	0	▲99
	Other current liabilities	689	700	11
	Borrowings (noncurrent)	643	500	▲143
	Other noncurrent liabilities	330	1,640	1,310
	Total liabilities	2,186	3,613	1,427
Equity	Shareholder's equity	5,682	8,098	2,416
	Other equity components	▲138	259	397
	Non-controlling interests	178	625	447
	Total equity	5,721	8,981	3,260

◆ Ratio of equity

**71.3%**

Healthy financial position  
for active investments

(M JPY)



# Other results and topics

**For more information,  
please visit**

**<https://www.asteria.com/jp/en/ir/>**





# Financial Results

**for the Fiscal Year Ended March 31, 2022**

**IR contact: +81-03-5718-1655**



**English IR web site**

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)