

Q1 Financial Results

for the Fiscal Year Ending March 31, 2023

Asteria Corporation

(TSE Prime Market:3853)

Disclosed August 12, 2022



Gorilla Technology Listed on Nasdaq (2022.7.14)



- ✓ Ticker symbol: GRRR
- ✓ Steady stock prices



Valuation changes will be booked from Q2

Mid-Term Management Plan

Sustainable

Achieve sustainable growth through continued contribution

R

efine

Further improve products and services



T

op-line

Expand sales by creating value

A

cquisition

Increase growth rate via business and technology acquisitions

Mid-Term Management Plan

FY2021
Results

FY2023
Targets

2.97 B JPY **Net sales** 4.5 B JPY

0.62 B JPY **Adjusted EBITDA** 1 B JPY

※Adjusted EBITDA is calculated by adding operating income and depreciation plus/minus other factors such as goodwill impairment, unrealized earn-out cost and unrealized valuation loss/gain.



Note: Figures are rounded off to the nearest billion yen under IFRS.

Asteria's Business

Main office: Tokyo

Enterprise software product development and sales

Fully devoted to product development

The diagram features a light green world map in the background. At the top center is a green rounded rectangle labeled 'Software'. Below it are two rounded rectangles: a blue one on the left labeled 'Design' and an orange one on the right labeled 'Corporate Investment'. A yellow starburst shape is positioned between the 'Design' and 'Corporate Investment' boxes, containing the text '2 businesses support the growth of Software business'. A blue arrow points from the 'Design' box to the 'Software' box, and an orange arrow points from the 'Corporate Investment' box to the 'Software' box.

Software

Design

2 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

Head of Each Business

Software



Executive officer

KUMAGAI Susumu

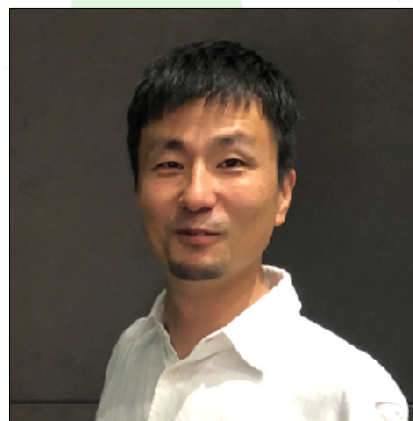
Design



This Place CEO & Asteria's executive officer

Dusan Hamlin

**Corporate
Investment**



Managing Director of Asteria Vision Fund Inc.

YOSHIDA Shinji

Q1 Summary

for the Fiscal Year Ending March 31, 2023
(IFRS)

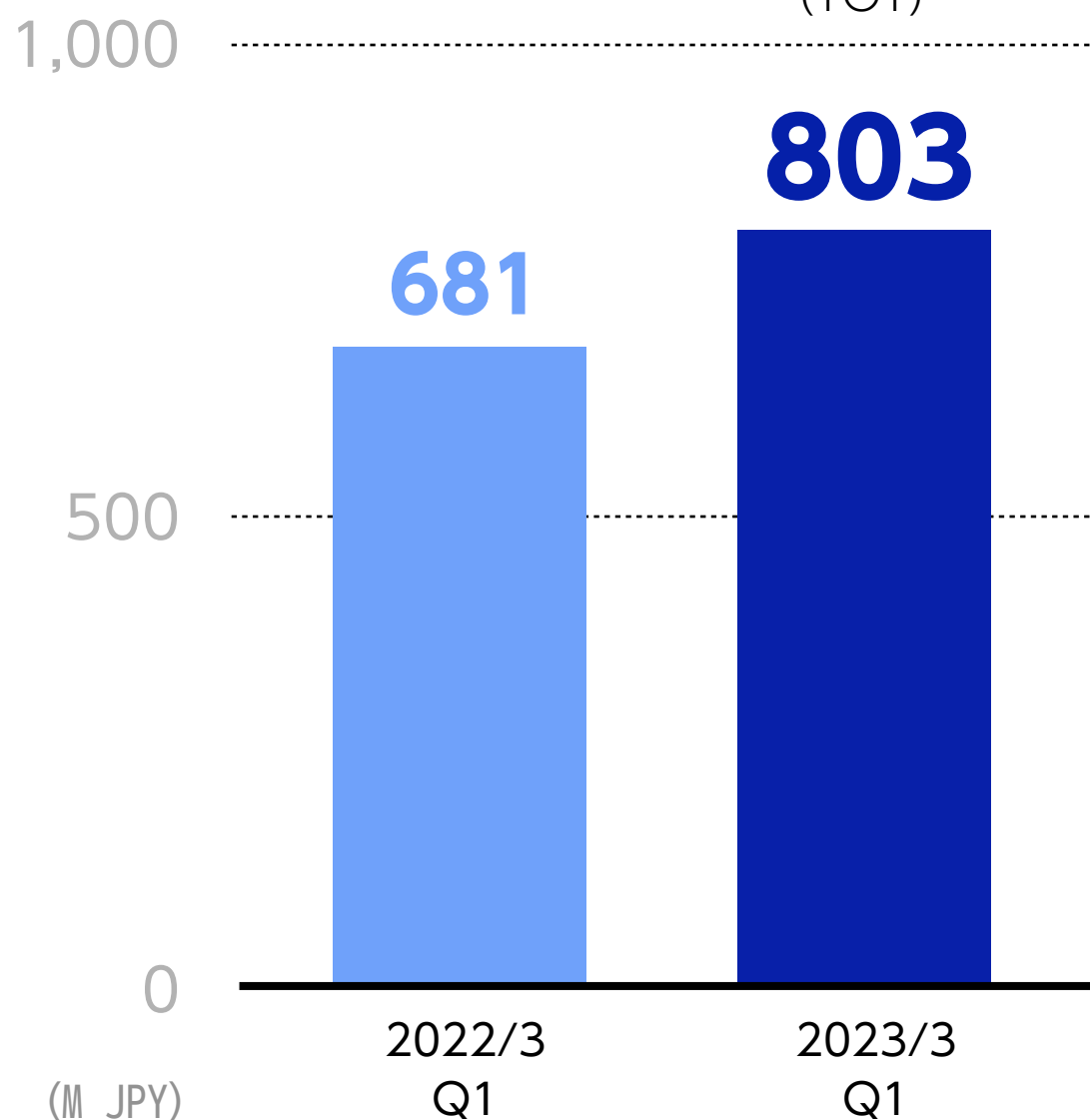
Revenue : **Up**

Revenue gains from Software & Design

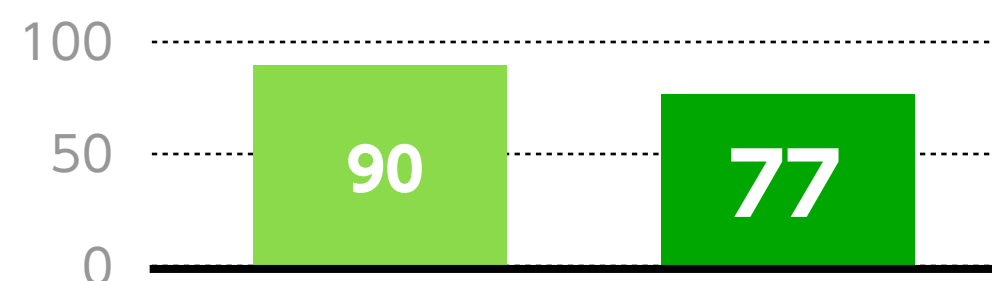
Income : **Up & Down**

Invest under Mid-Term Plan / exchange rate

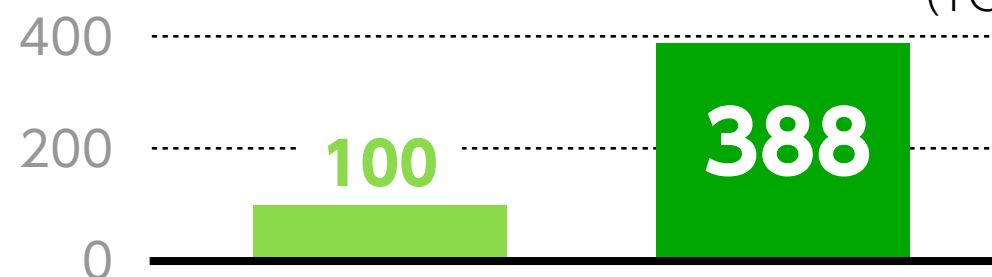
Revenue **17.9% up**
(YOY)



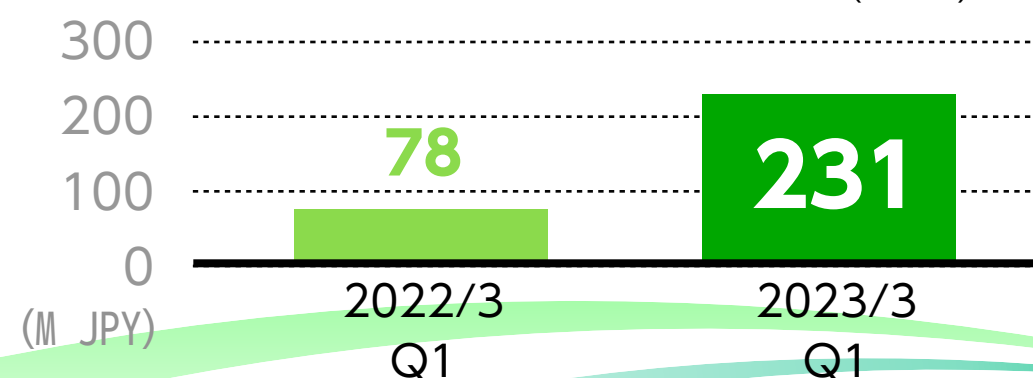
Operating Income **14.7% down**
(YOY)



Pre-tax Income **287.9% up**
(YOY)

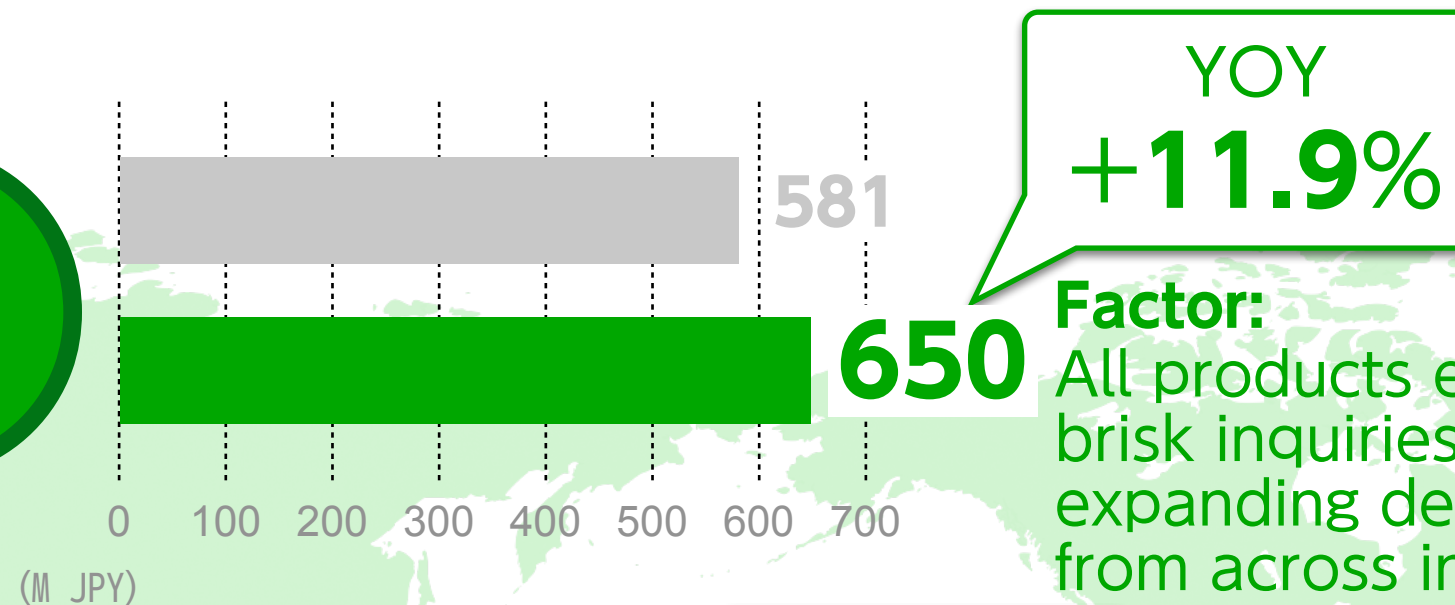


Net Income **196.8% up**
(Attributable to owners of parent) (YOY)



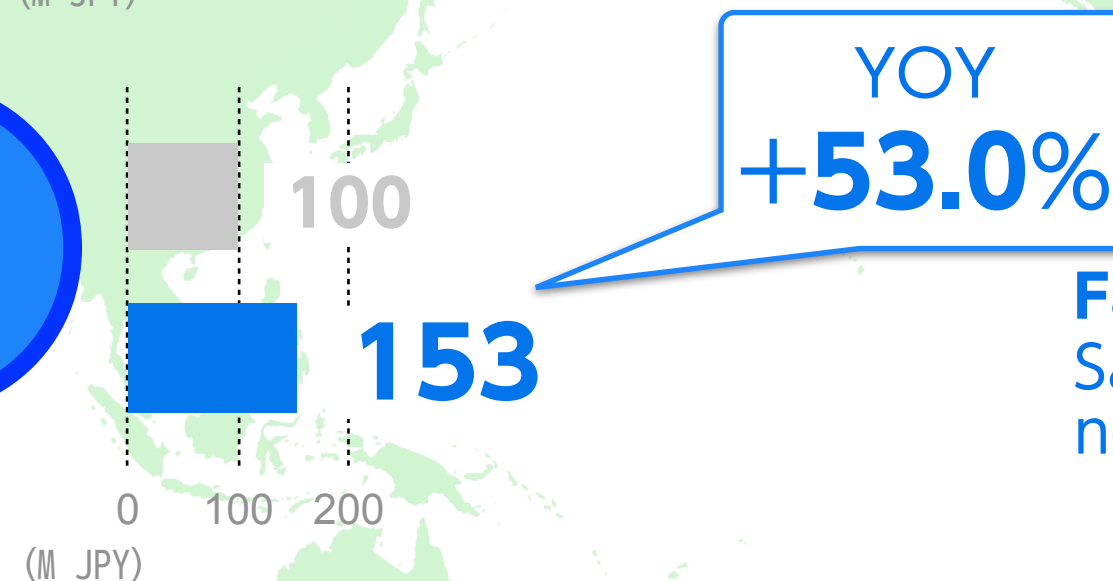
Q1 Results of Each Business

Software



Factor:
All products enjoy brisk inquiries due to expanding demand for DX from across industries

Design



Factor:
Sales growth driven by new clients in US

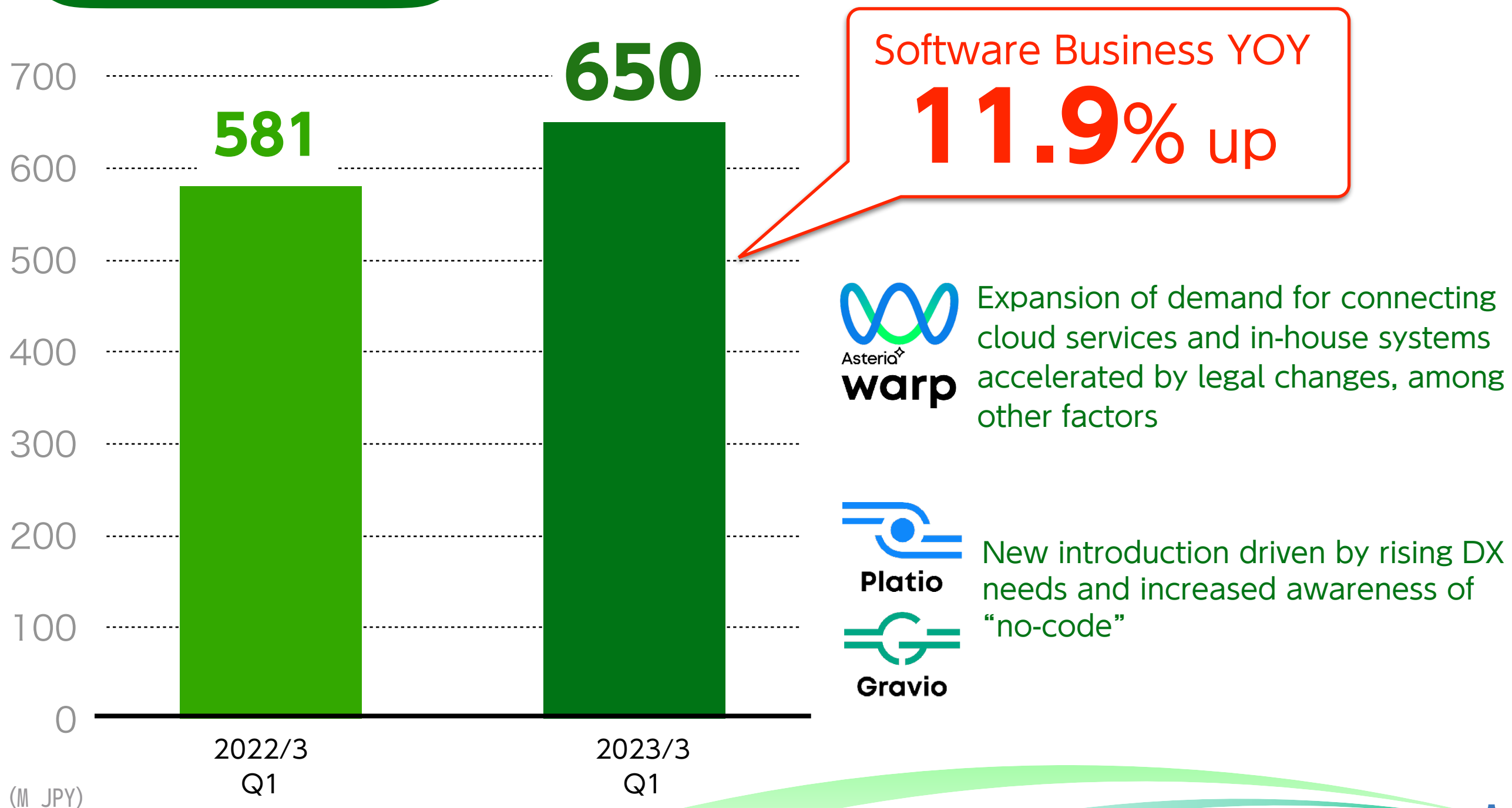
Corporate Investment

- ◆ Valuation gains from **SpaceX**, etc.
- ◆ **60M JPY** total valuation gains

Revenue Growth Factor ①

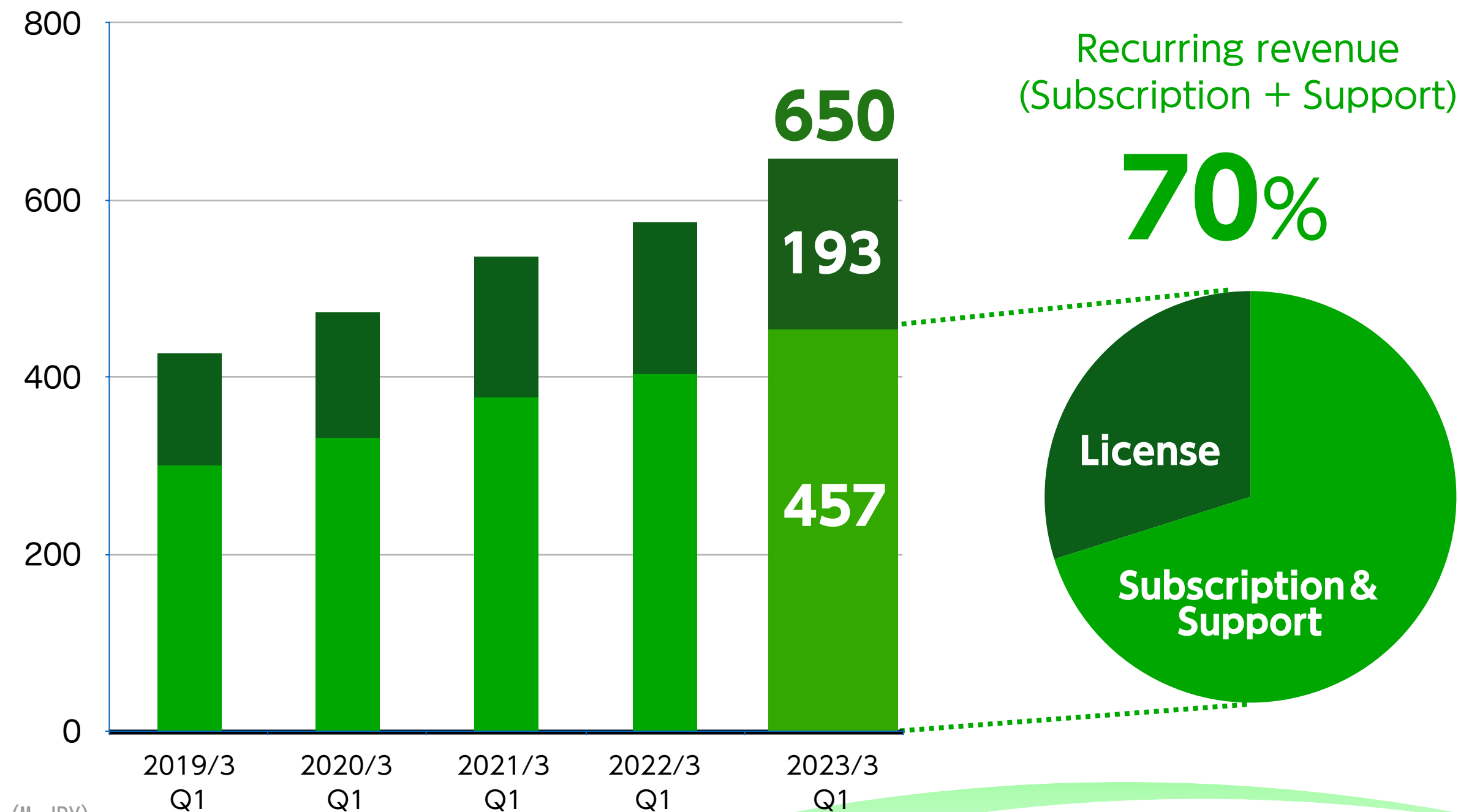
Software

Continued revenue growth trends



Recurring Revenue Trends

Software Increased to over 70%



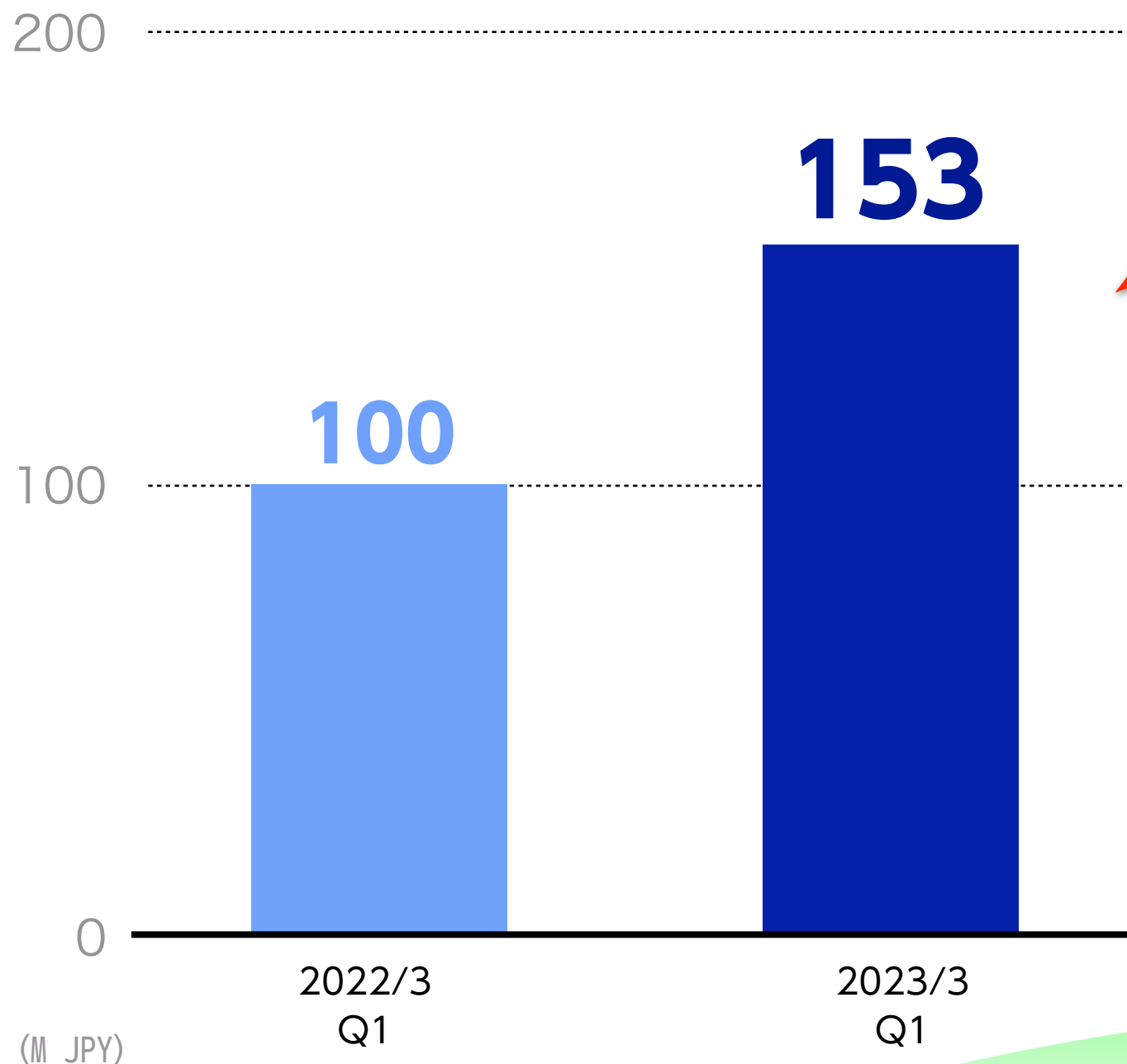
(M JPY)

Q1 FYE2023/3

Revenue Growth Factor ②

Design

Orders from new & existing clients



Design Business YOY

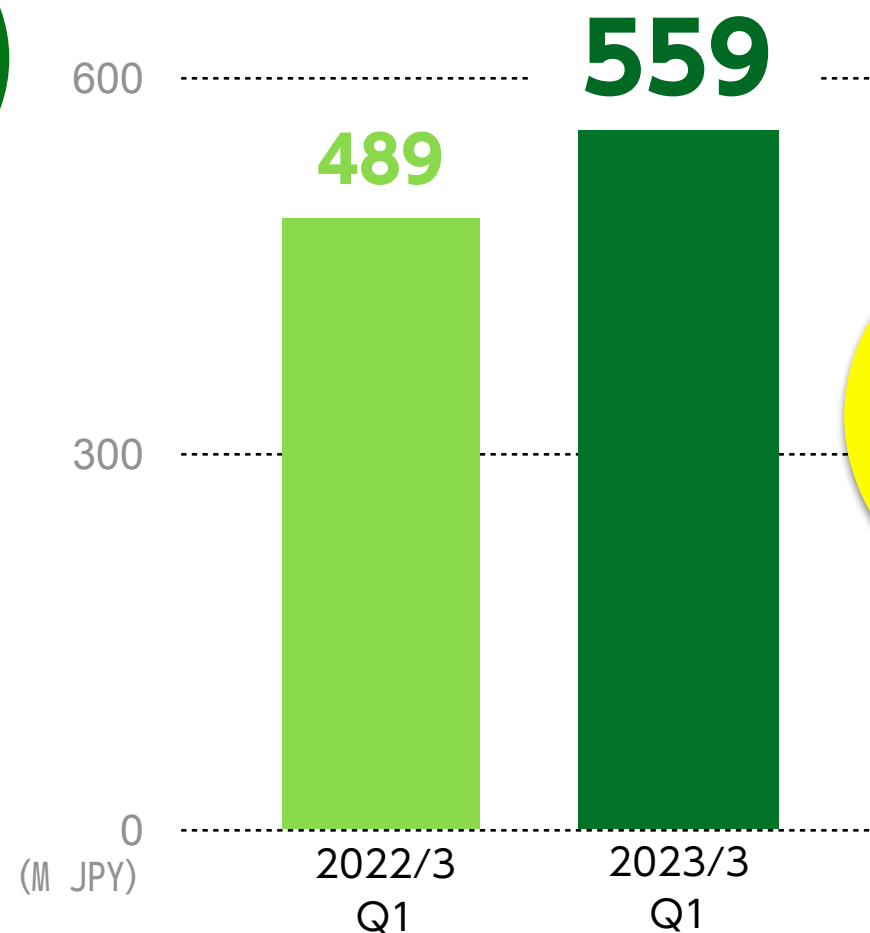
53.0% up

- ✓ Revenue increased due mainly to acquisition of US IT clients
- ✓ Additional orders from existing clients in UK and US

Software



Asteria[✦]
warp



**Highest revenue
for Q1**

Warp

- ✓ License sales increased by **about 13%**
- ✓ “Core” sales up by **about 30%**
- ✓ Support sales hit **270M JPY**

Software



Platio

Platio

- ✓ Created new templates designed to comply with **legal changes**
- ✓ Strong demand from across industries



Gravio

Gravio

- ✓ Expanded business through collaborations with partners
- ✓ **New use case** increasing



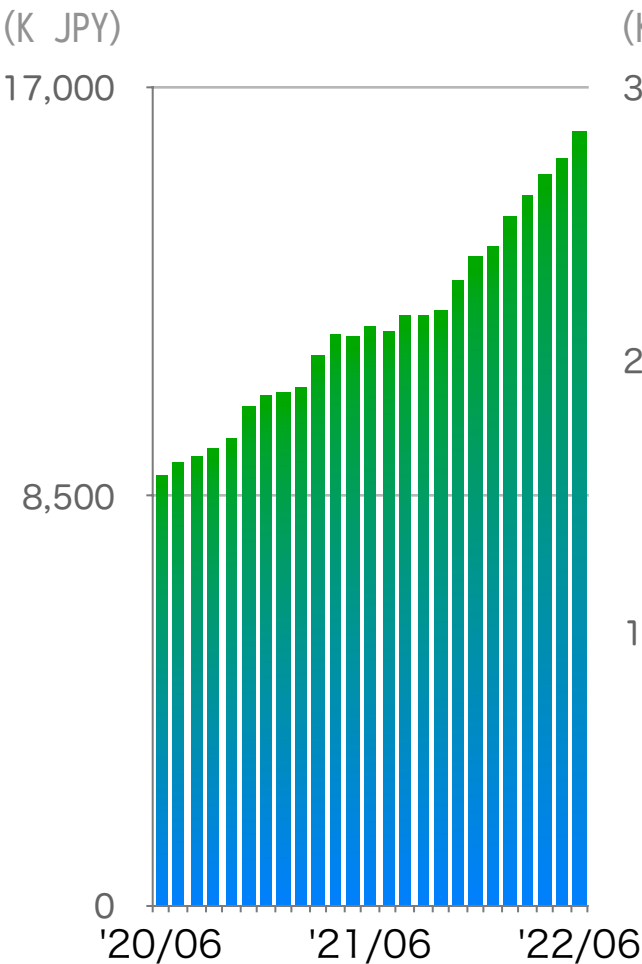
Handbook[®] X

Handbook

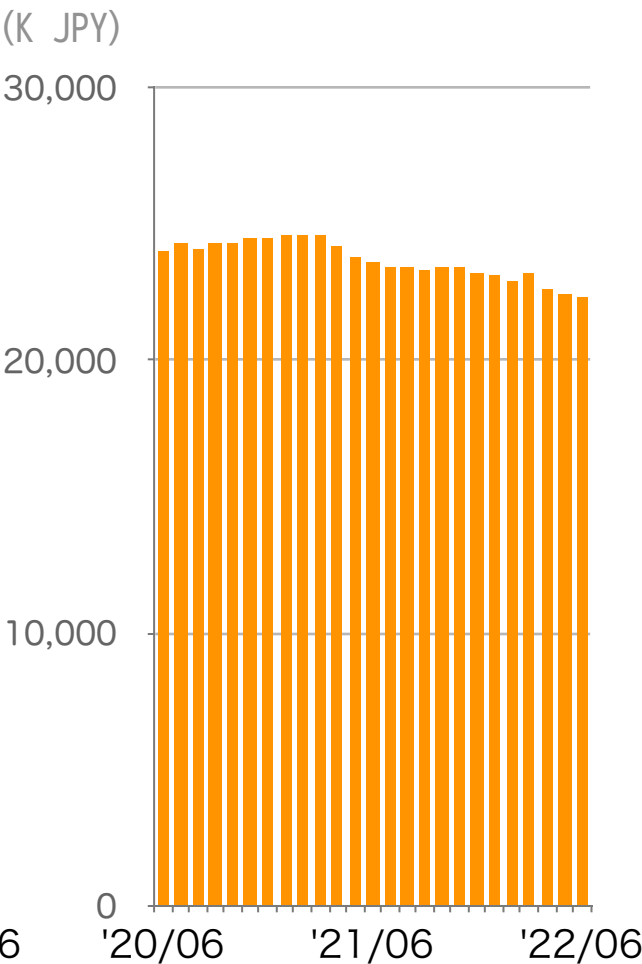
- ✓ Continued sales promotion of new product launched at end of FY2021

Software

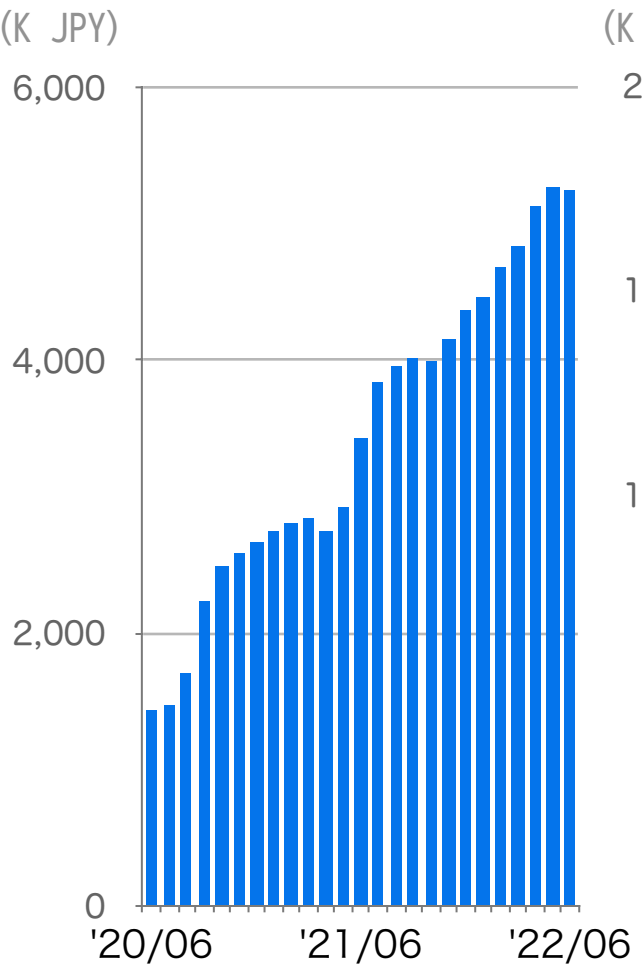
MRR and Revenue Churn



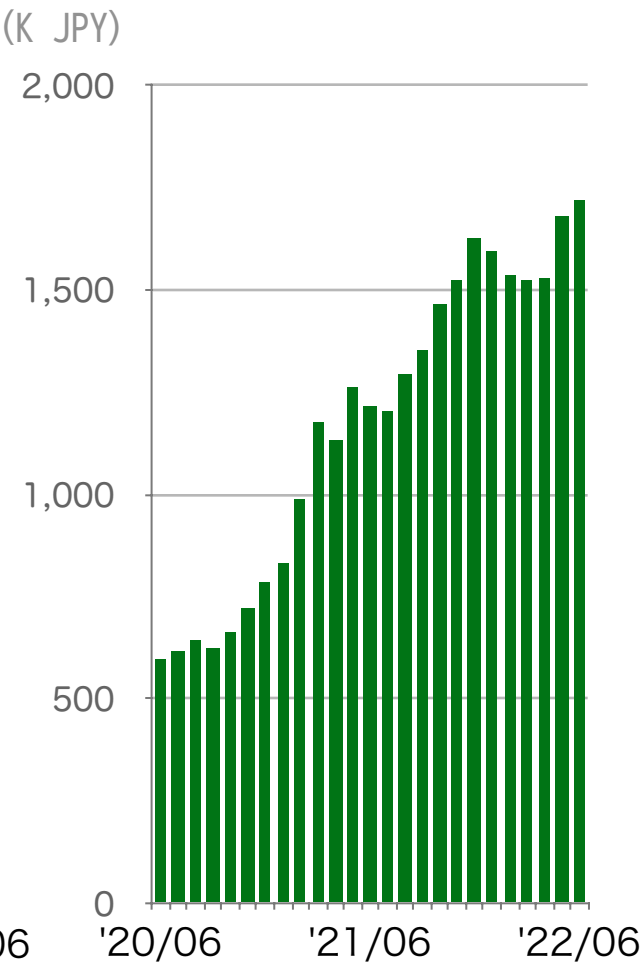
R. Churn: 1.2%



R.Churn: 1.0%



R.Churn: 3.2%

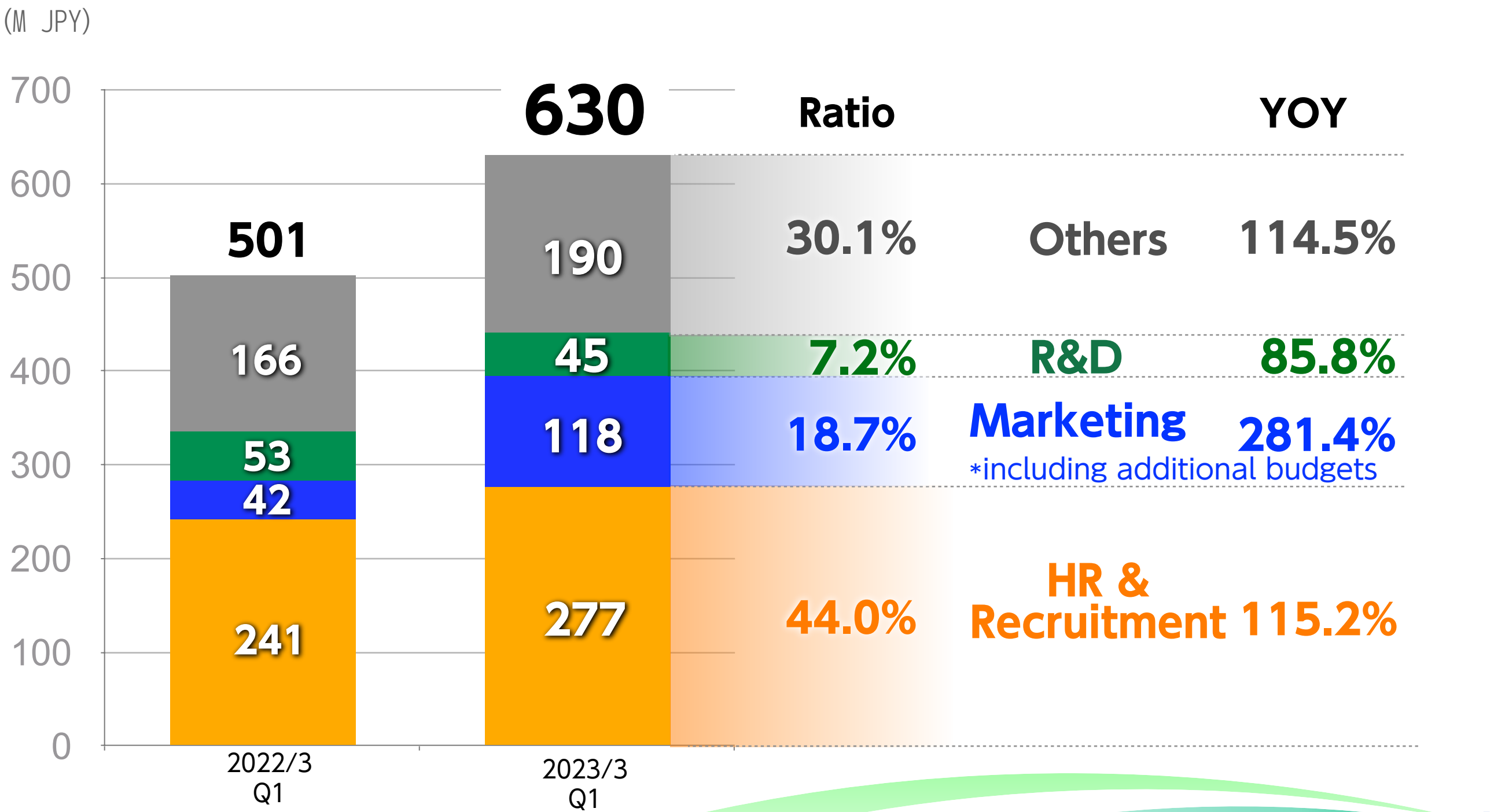


R.Churn: 2.2%

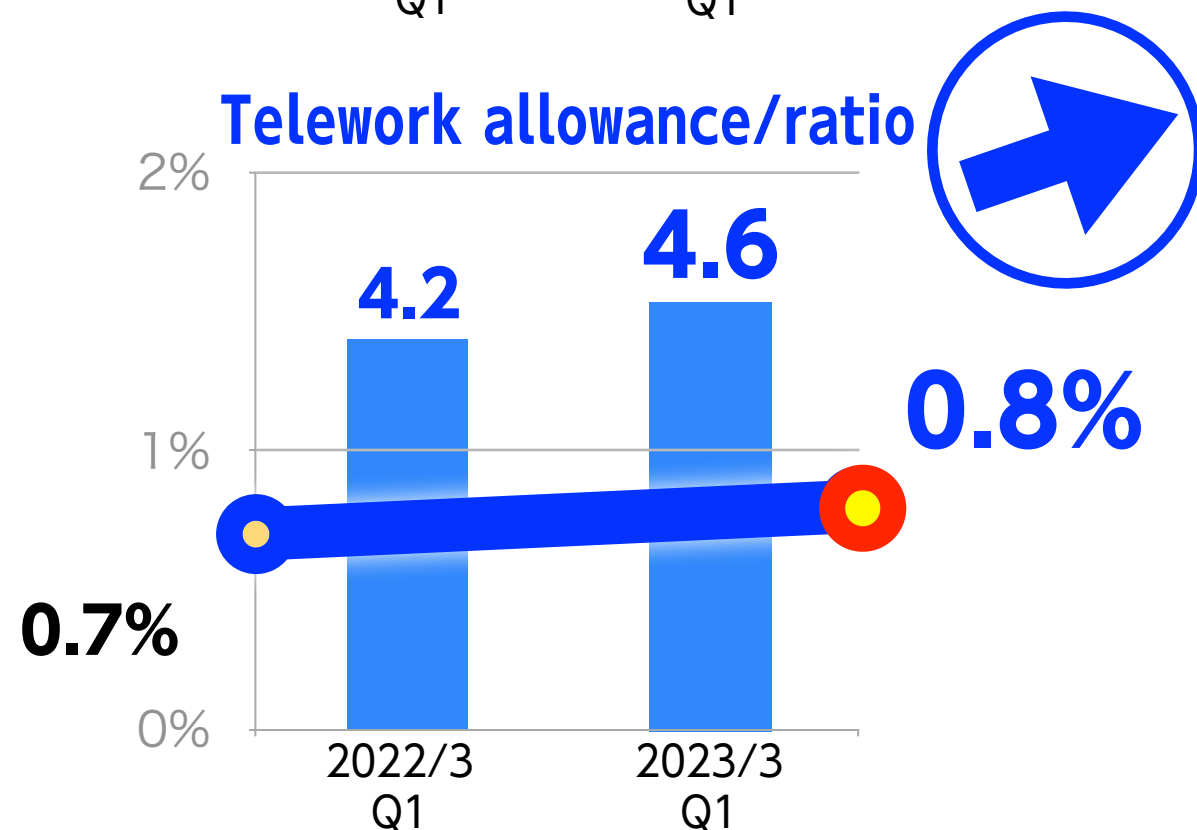
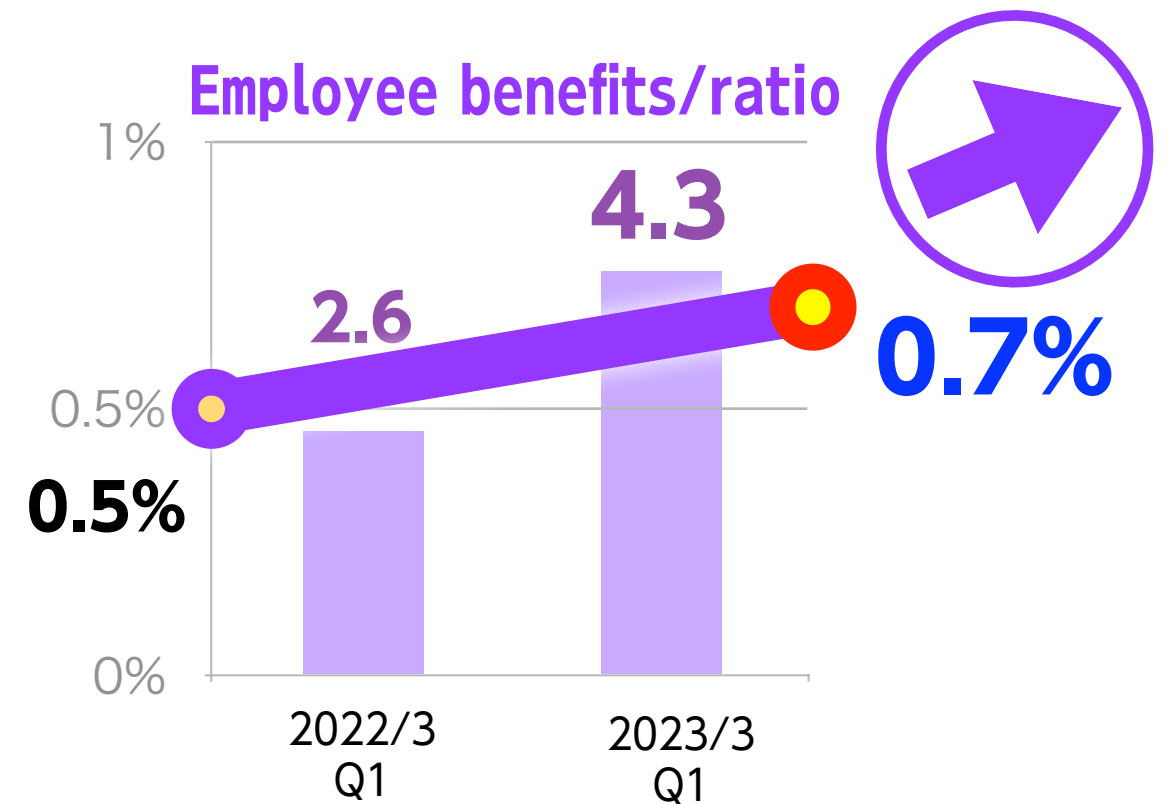
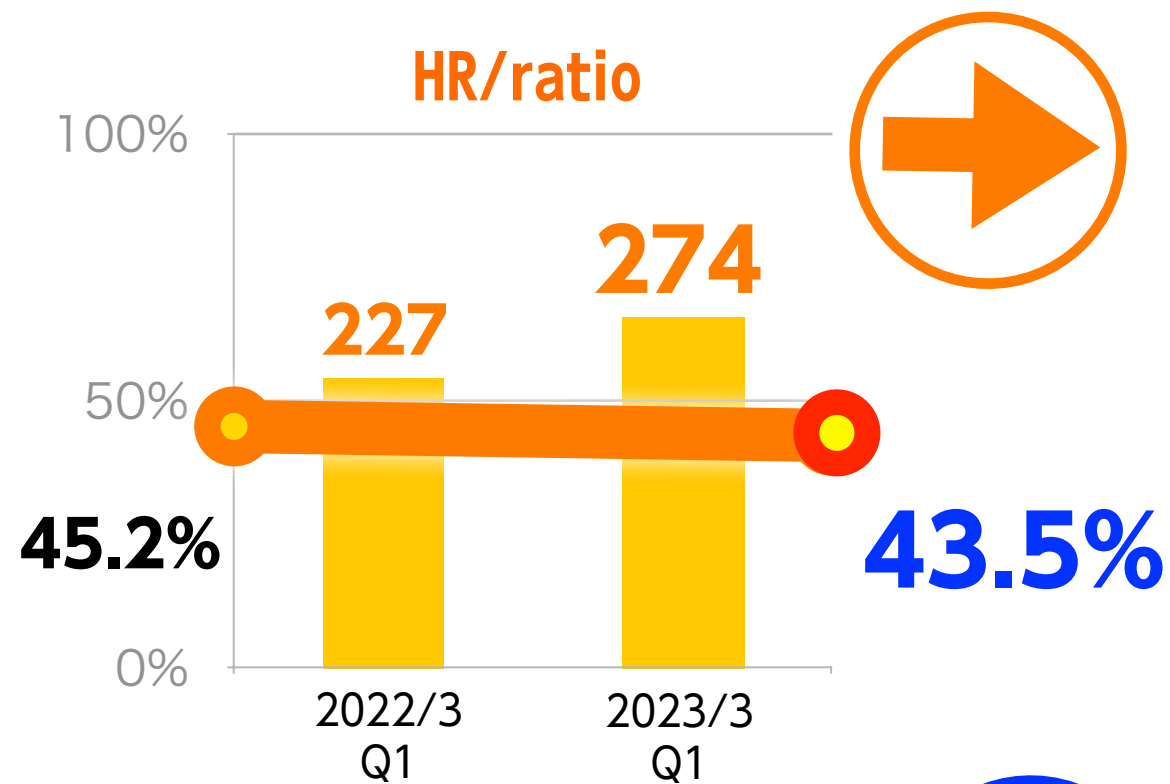
*R.Churn: Q1 average of the monthly churn
*The churn rate for Handbook X also includes Handbook

SG&A Trend and Details

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



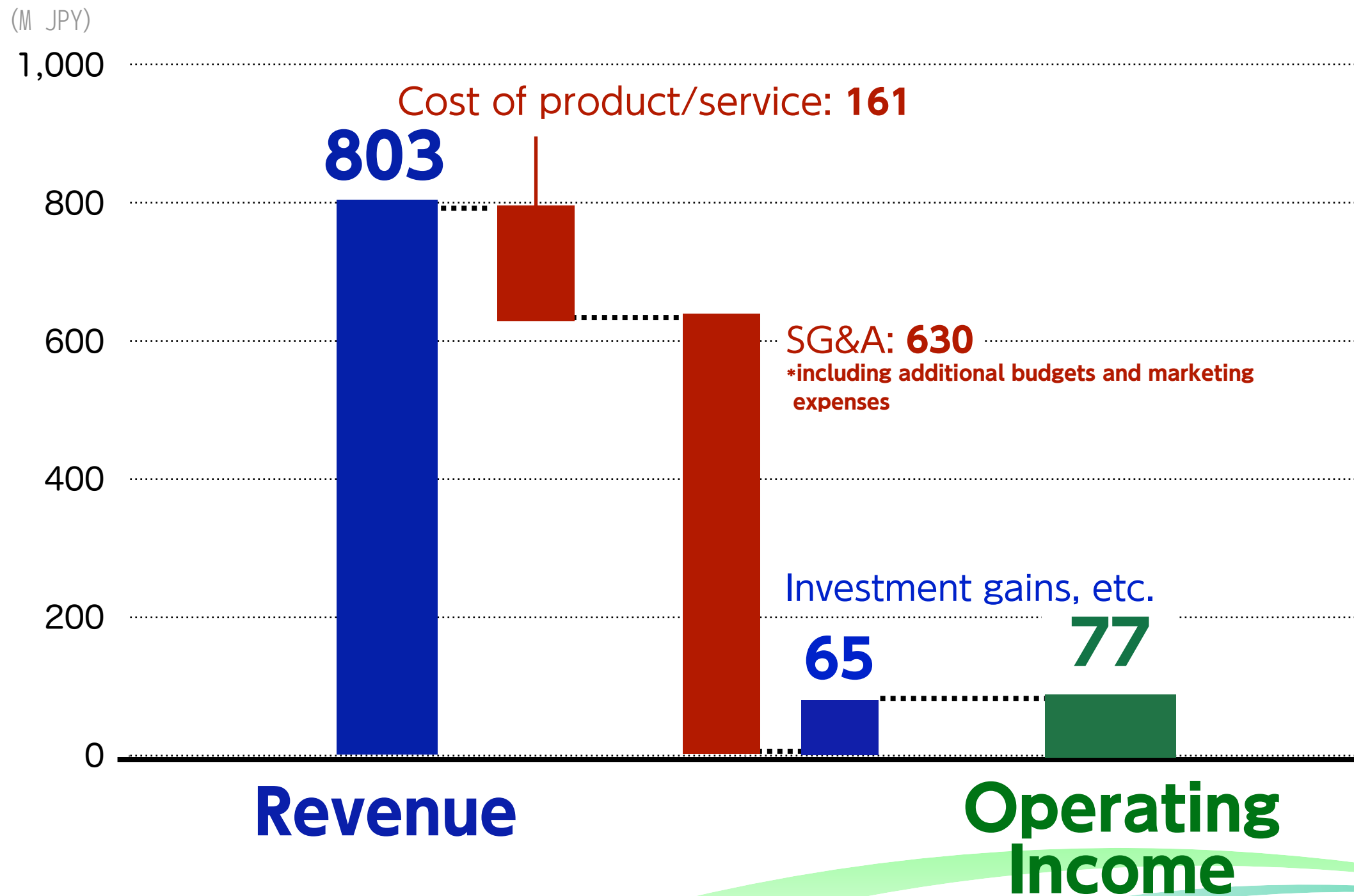
HR Investment Trends (YoY change; in M JPY)



- ✓ Continues to reinforce investments in human capital such as hiring for growth and HR development
- ✓ Pursues work comfortability and greater productivity through expansion of employee benefits and telework allowances

Bridge: Revenue and Operating Income

- ✓ SG&A increased through upfront investments in line with Mid-Term Management Plan “STAR”.

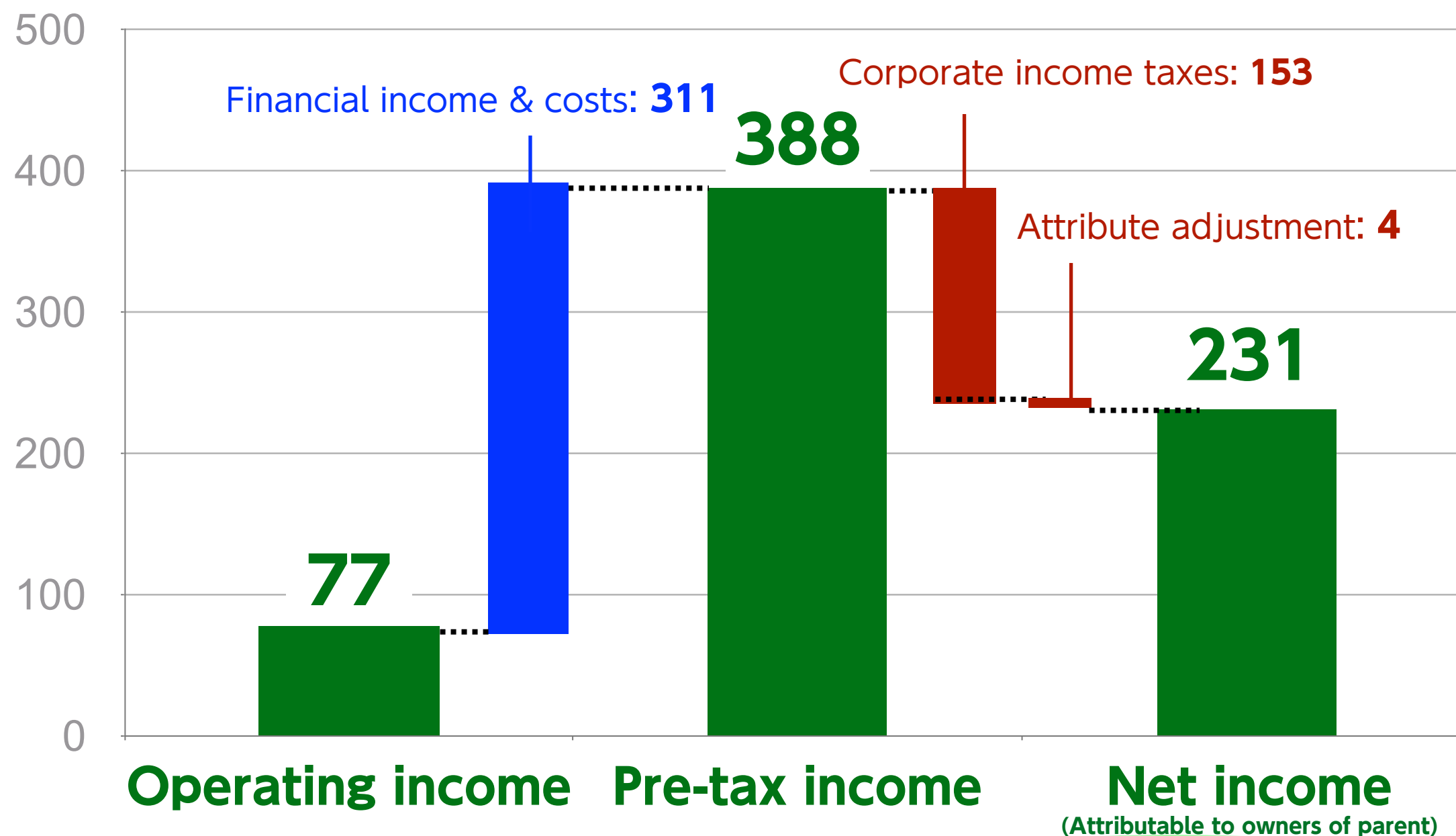


Operating Income/ Pre-tax Income / Net Income

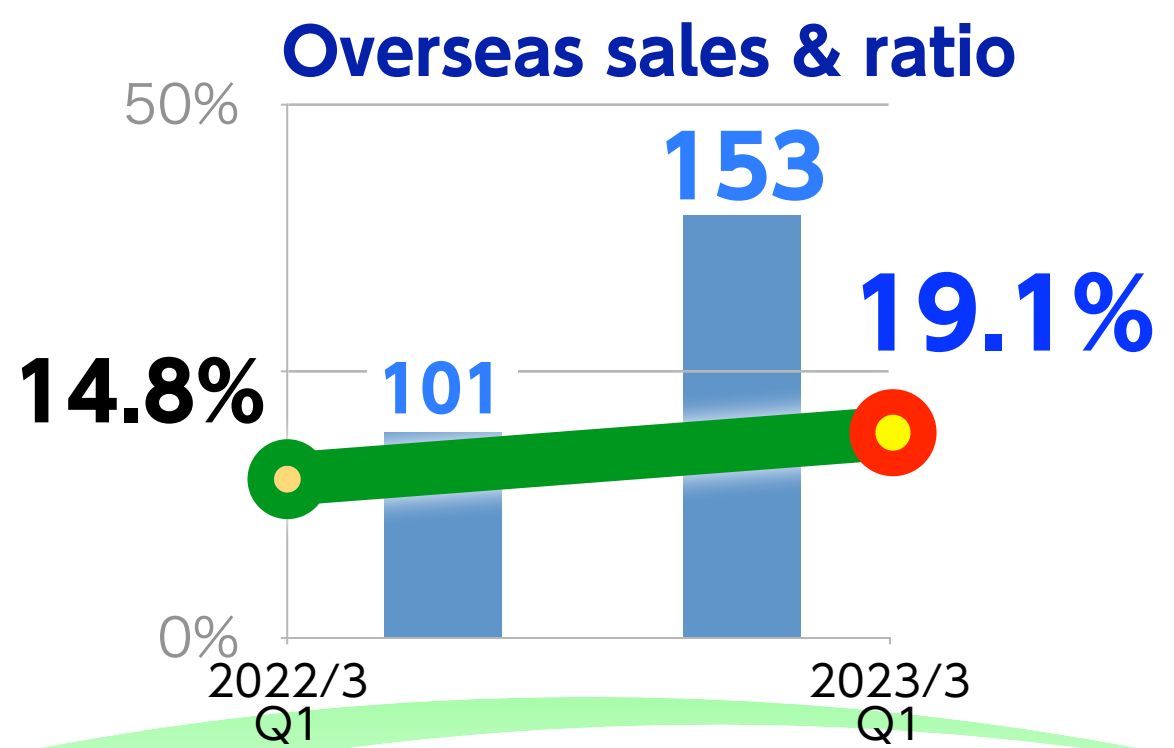
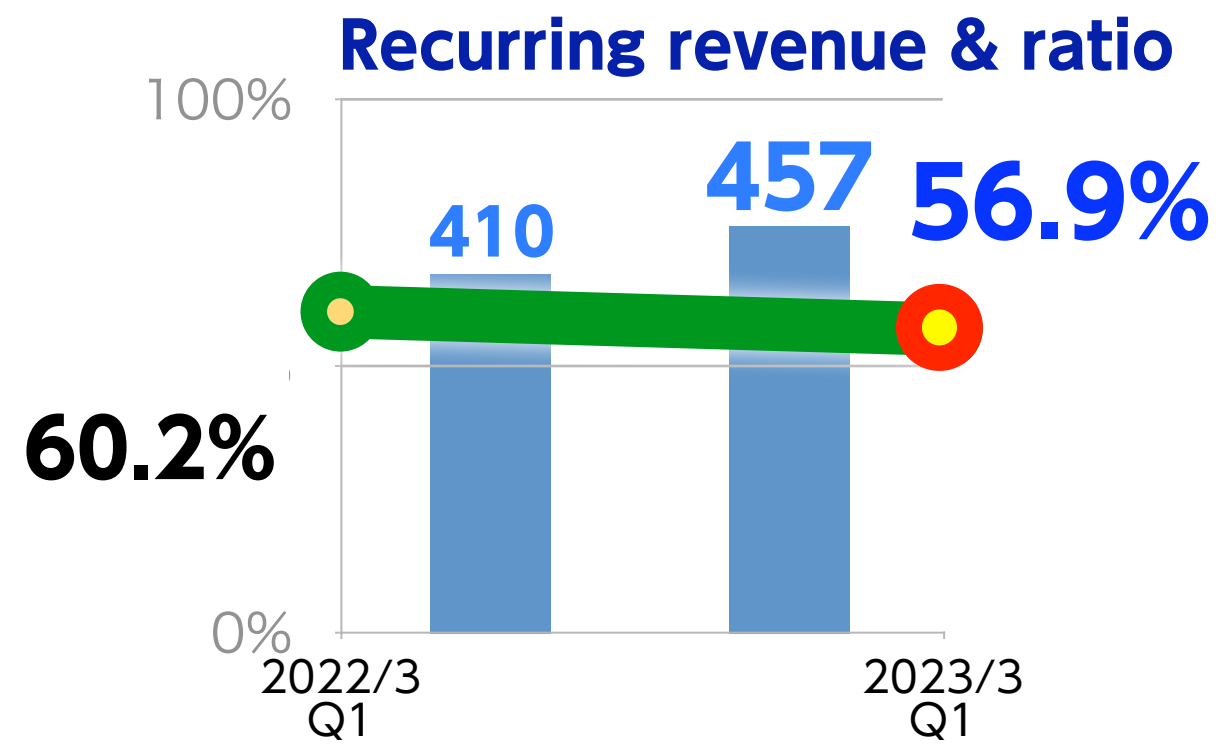
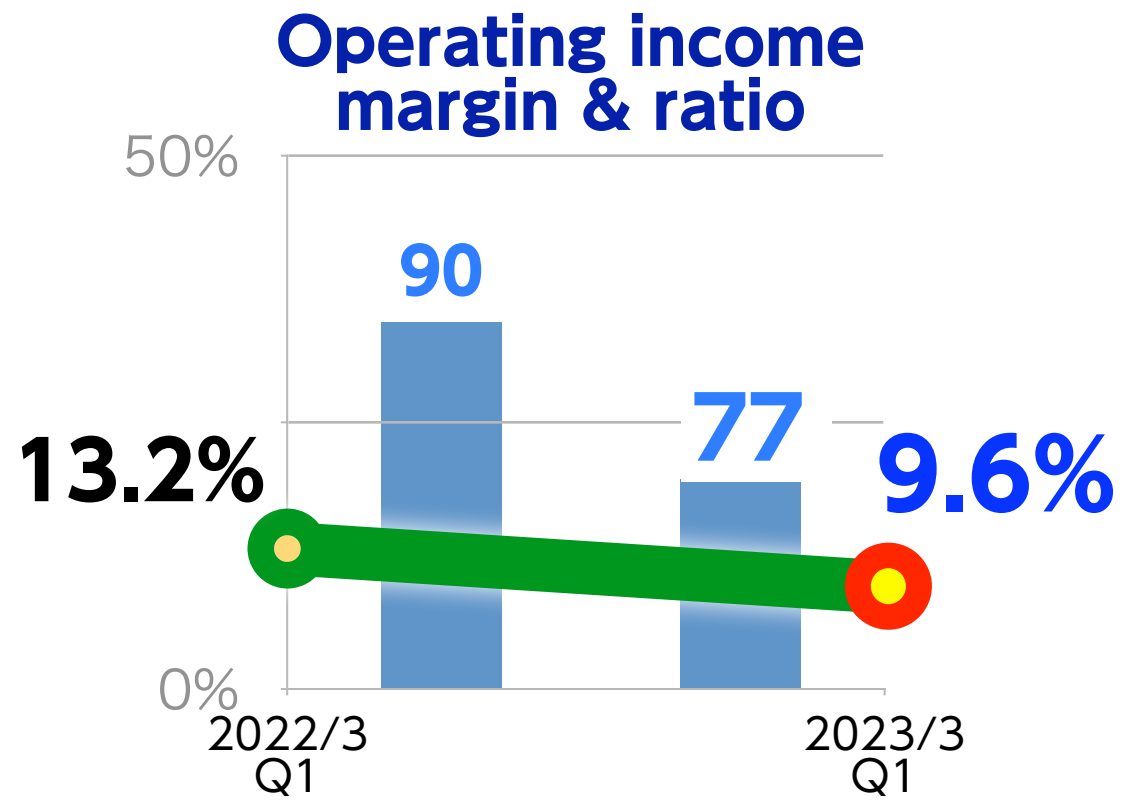
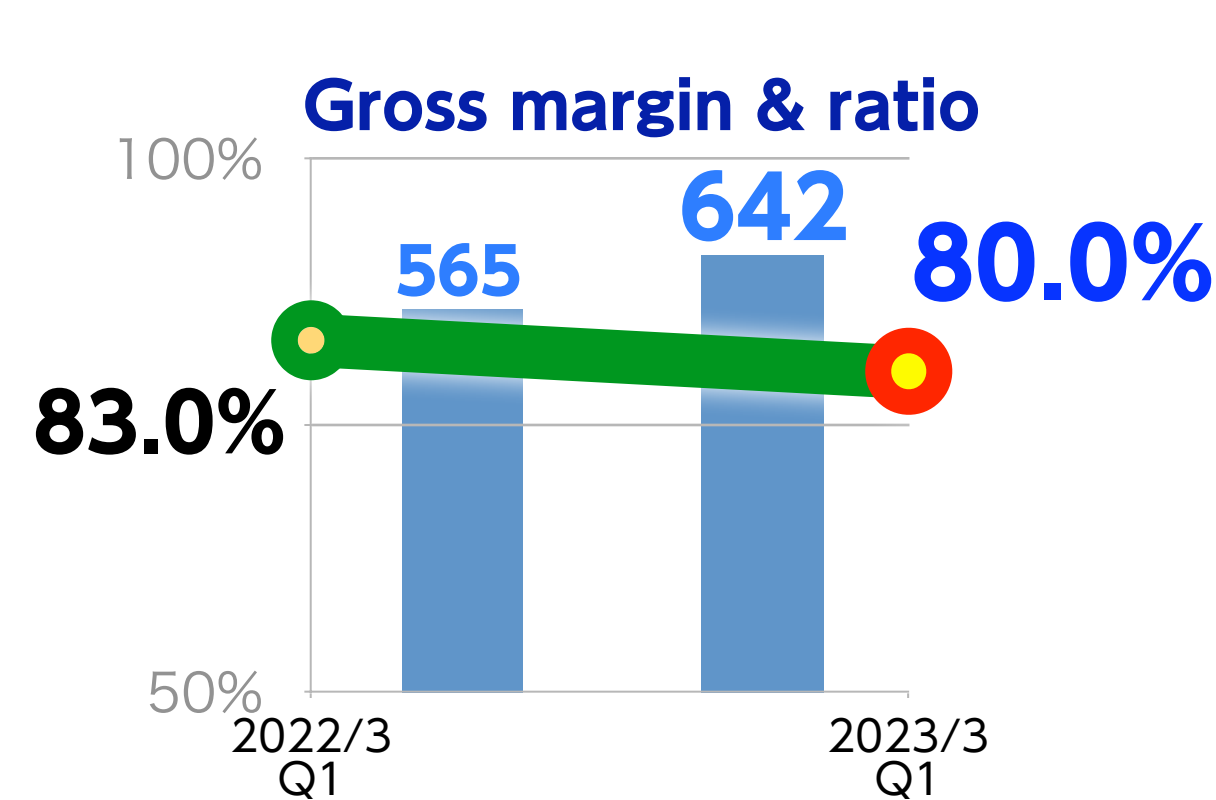
(Attributable to owners of parent)

✓ Finance income & costs include foreign exchange gains

(M JPY)



Management Indicators (YoY changes; in M JPY)



Financial Statement

(M JPY)

		March 31, 2022	June 30, 2022	Change
Assets	Cash and cash equivalents	1,816	1,496	(320)
	Operating receivables	392	330	(62)
	Other current assets	235	265	30
	Tangible fixed assets	503	806	303
	Goodwill	450	463	13
	Intangible assets	94	109	15
	Investment and others	9,105	10,211	1,106
	Total assets	12,595	13,681	1,086
Liabilities	Borrowings (current)	243	243	0
	Operating payables	530	282	(249)
	Corporate income tax payables	0	108	108
	Other current liabilities	700	947	247
	Borrowings (noncurrent)	500	465	(36)
	Other noncurrent liabilities	1,640	1,857	217
	Total liabilities	3,613	3,901	288
Equity	Shareholder's equity	8,098	8,254	156
	Other equity components	259	824	565
	Non-controlling interests	625	701	77
	Total equity	8,981	9,779	798

Cash & cash equivalents

Ratio of equity

1,496M JPY

71.5%

**Assets
13,681**

**Liabilities
3,901**

**Equity
9,779**

Cash Flow Statement

- ✓ Maintains ample cash and cash equivalents
— about 1.5B JPY — despite increased investments

(M JPY)	2022/3 Q1	2023/3 Q1
Cash flow from operating activities	51	80
Cash flow from investment activities	(110)	(311)
Cash flow from financial activities	(122)	(122)
Cash and cash equivalents at the end of Q1	2,273	1,496

Earnings Forecast

- ✓ Each profit is forecasted in a range format as Gorilla Technology's share price will significantly affect it

(M JPY)	Results for FY2021	Forecast for FY2022	YOY Change
Revenue	2,968	3,700	24.7%
Operating Income	3,445	1,400~5,100	(59.4)~48.0%
Pre-tax Income	3,984	1,400~5,100	(64.9)~28.0%
Net Income (Attributable to owner of the parent)	2,510	800~3,200	(68.1)~27.5%



Q1 Financial Results

for the Fiscal Year Ending March 31, 2023

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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)