

Q2 Financial Results

for the Fiscal Year Ending March 31, 2023

Asteria Corporation

(TSE Prime Market:3853)

Disclosed November 10, 2022



Q2 Summary

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

FY2022 Q2 Results (April-Sept.)

Strong growth

Revenue

25.0% up

Operating Profit

444% up

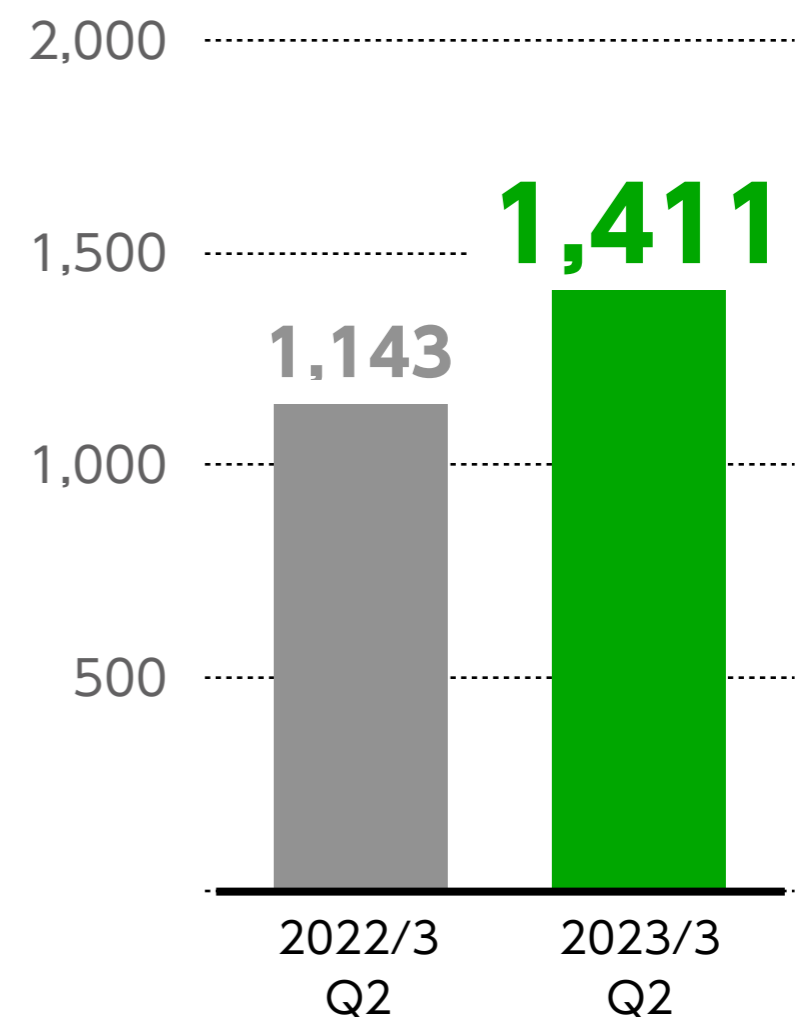
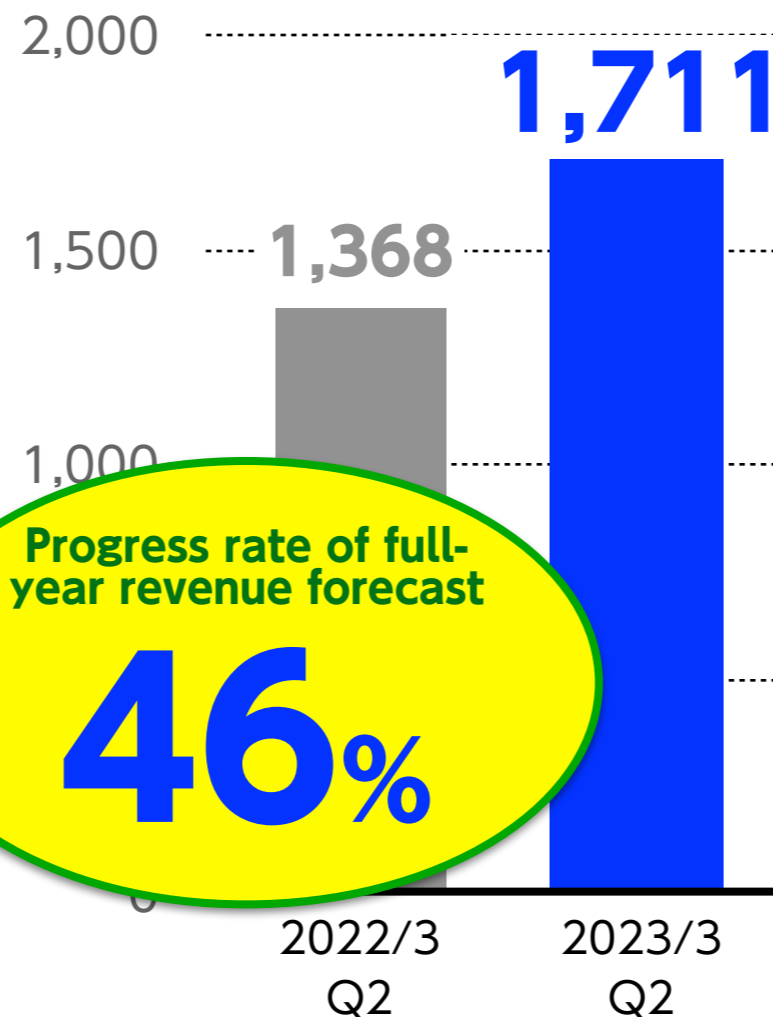
Revenue and Gross Profit (YOY Change)

Software

Revenue
25.0% up

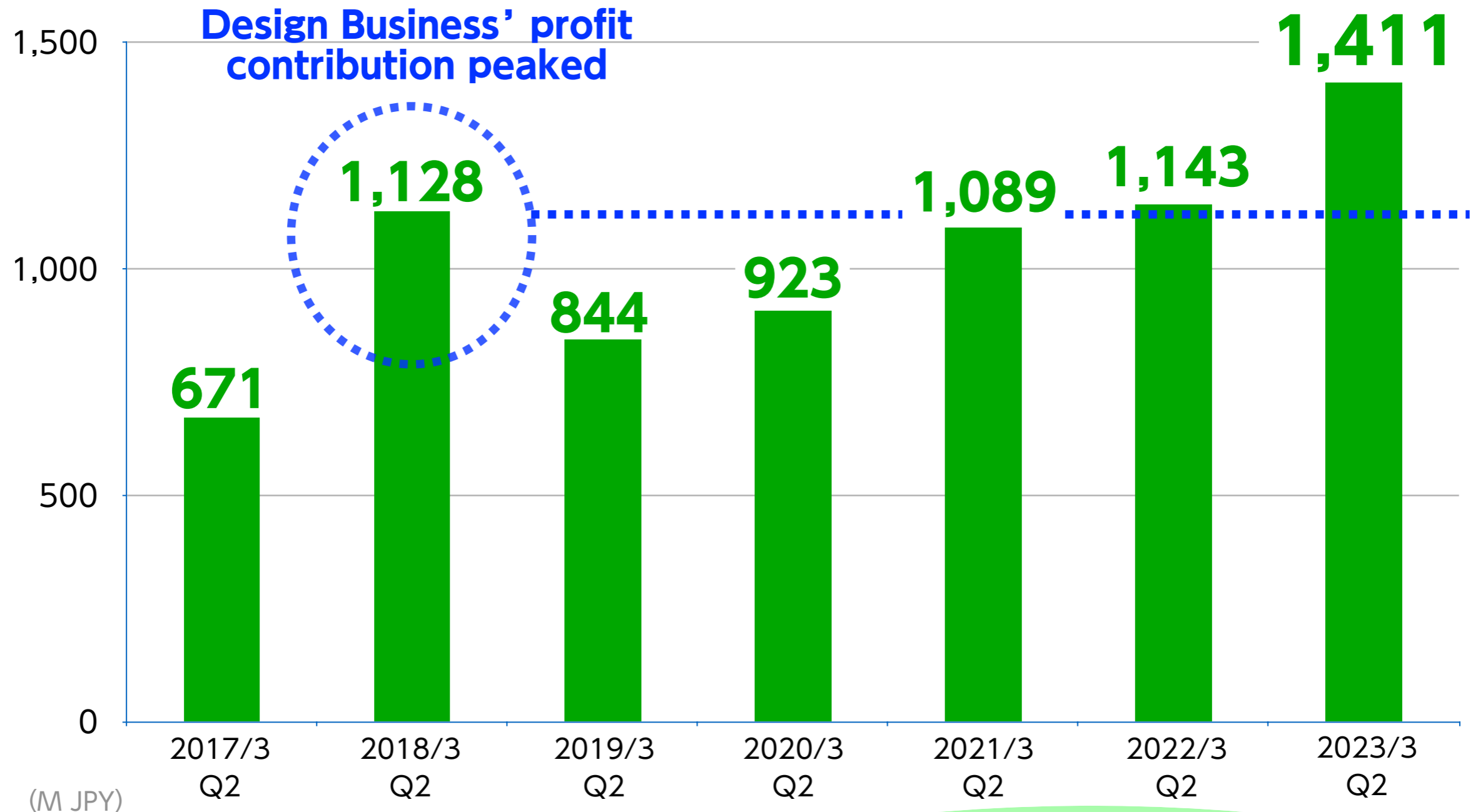
Gross Profit
23.5% up

Design



Gross Profit Trend (Q2)

- ◆ FY2021 and FY2022 Q2 gross profit exceeds that of FY2017 Q2 when Design Business saw its peak performance



Operating Profit and Quarterly Profit (YOY Change)

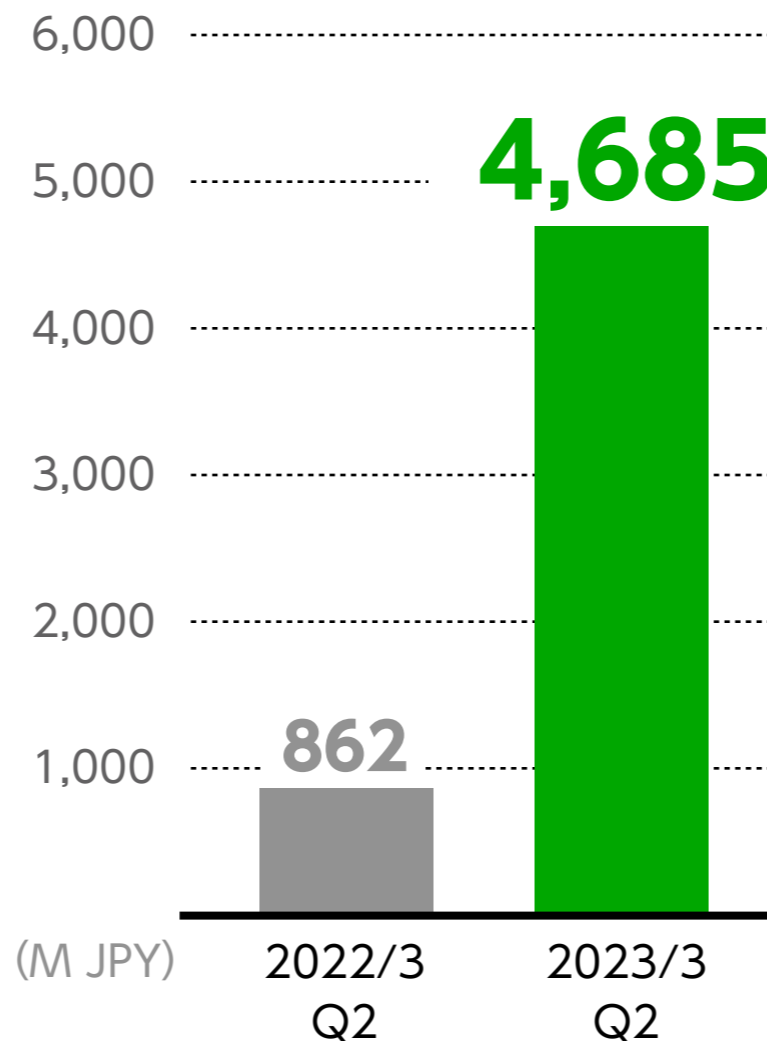
Software

Design

Corporate
Investment

Operating Profit

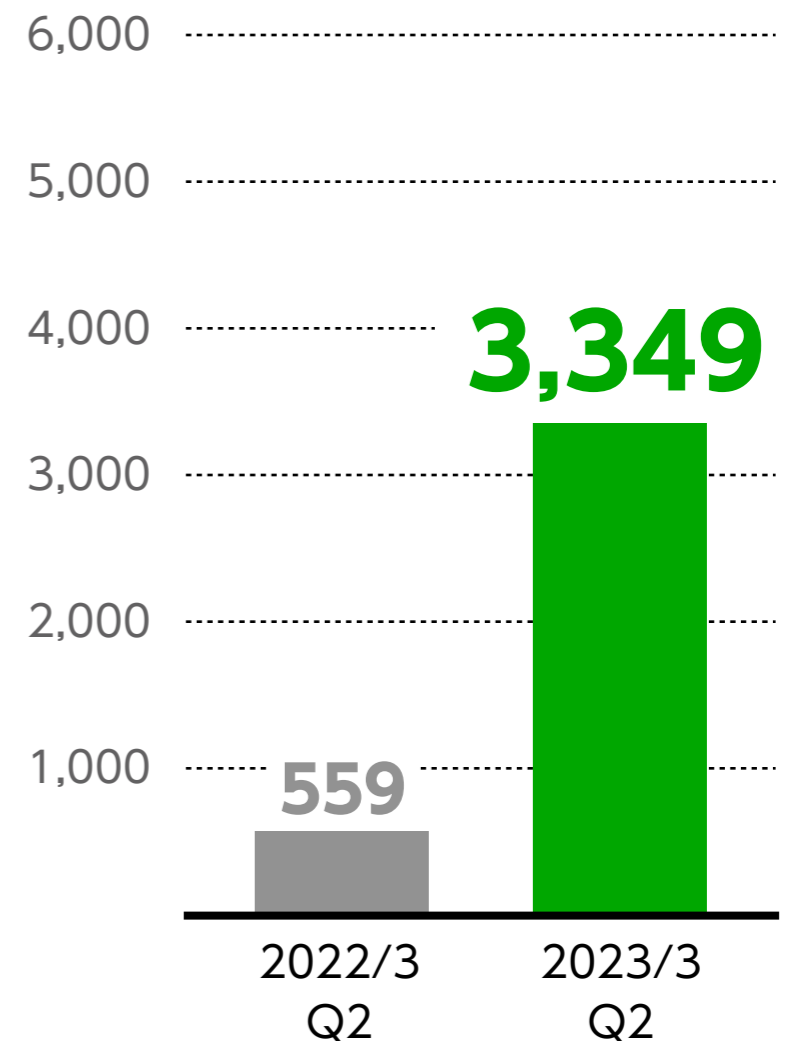
444% up



Profit

(Attributable to owners of parent)

499% up

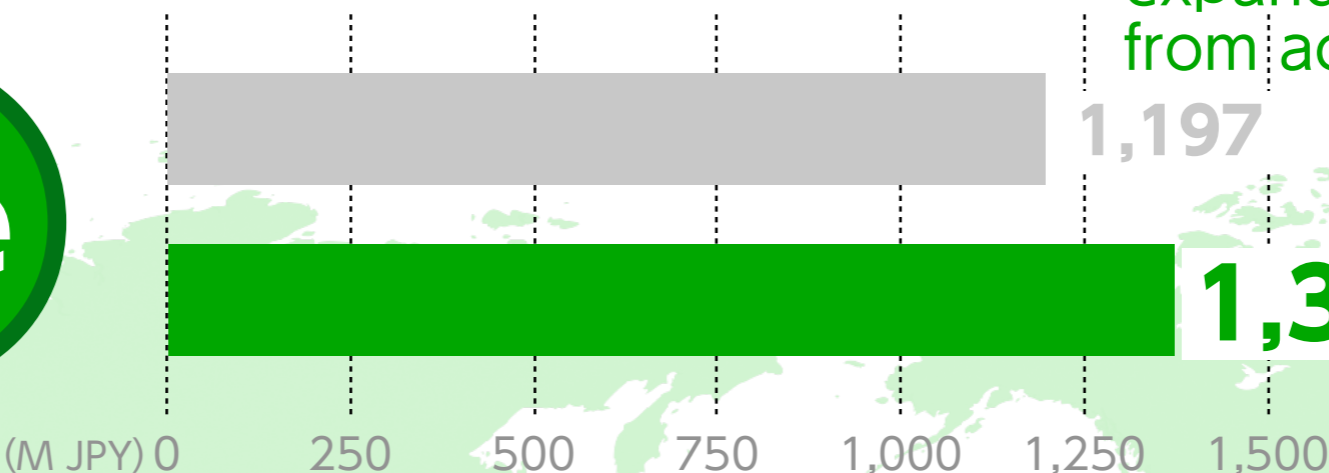


Results of Each Business

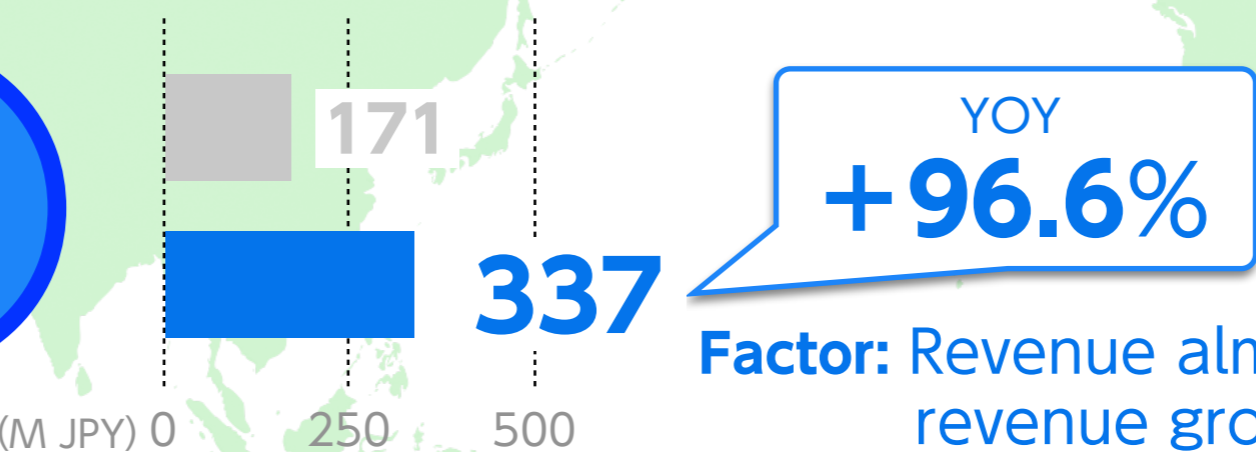
Factor: All products enjoy brisk inquiries due to expanding DX demand from across industries

Software

<Revenue>



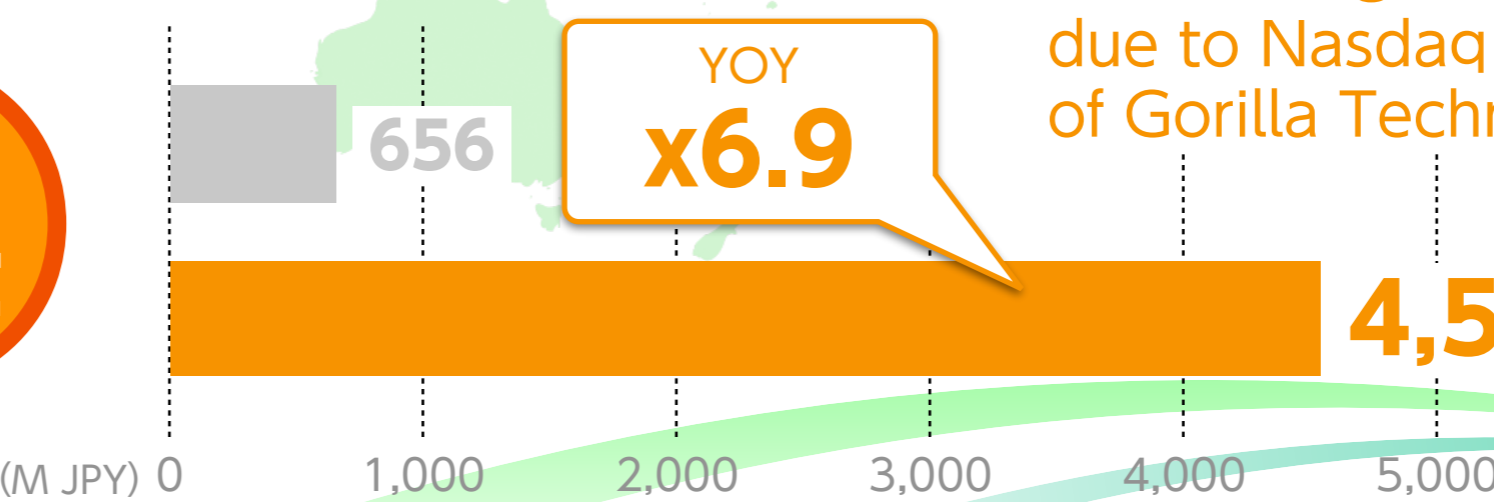
Design



Factor: Revenue almost doubled due to revenue growth mainly in US

Corporate Investment

<Valuation Gain>

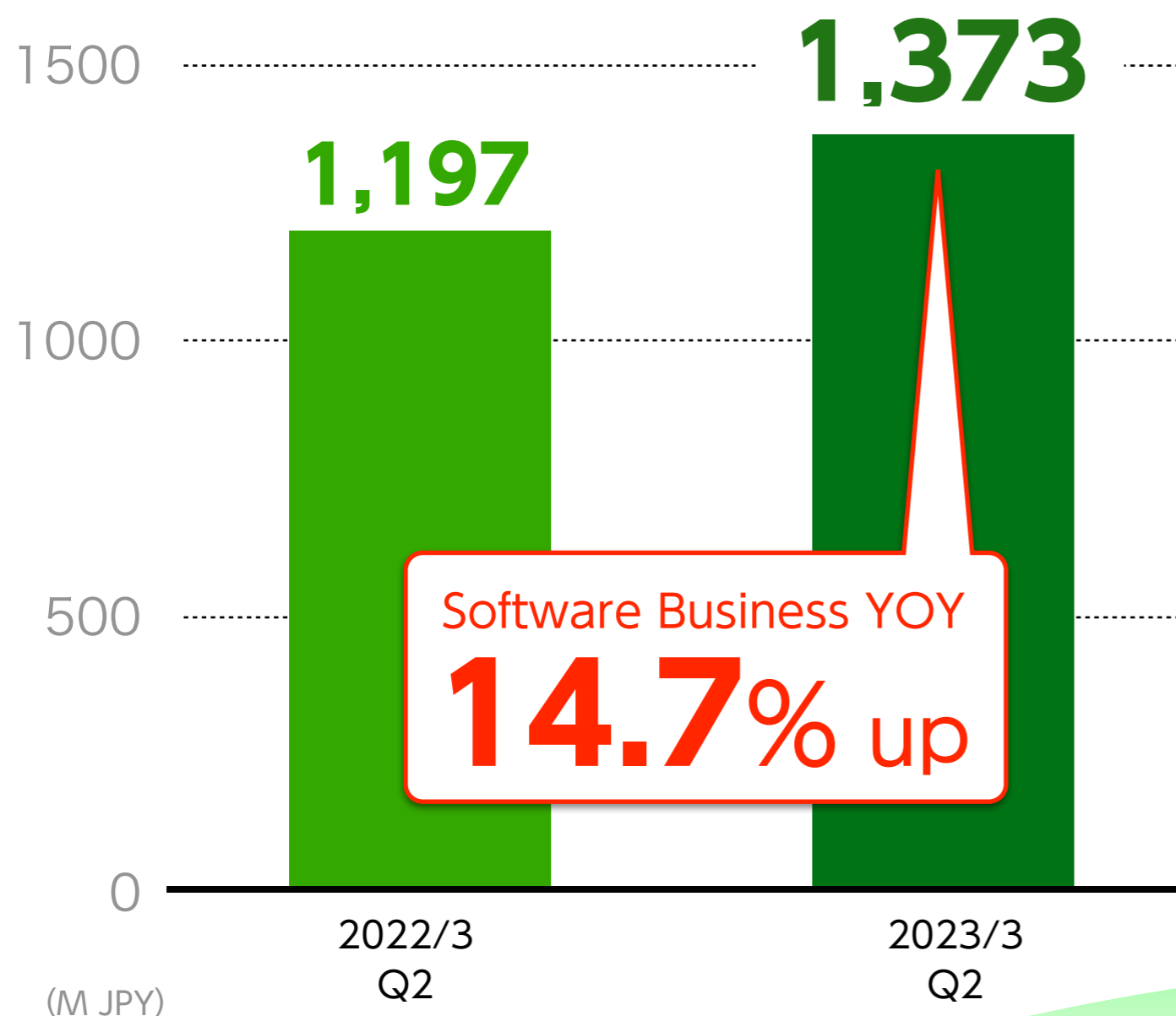


Factor: Valuation gains increased due to Nasdaq stock listing of Gorilla Technology

Revenue Growth Factor ①

Software

Continued revenue growth trends



- Expansion of demand for connecting **cloud services** and in-house systems
- IT investments triggered by **legal changes** continue to grow

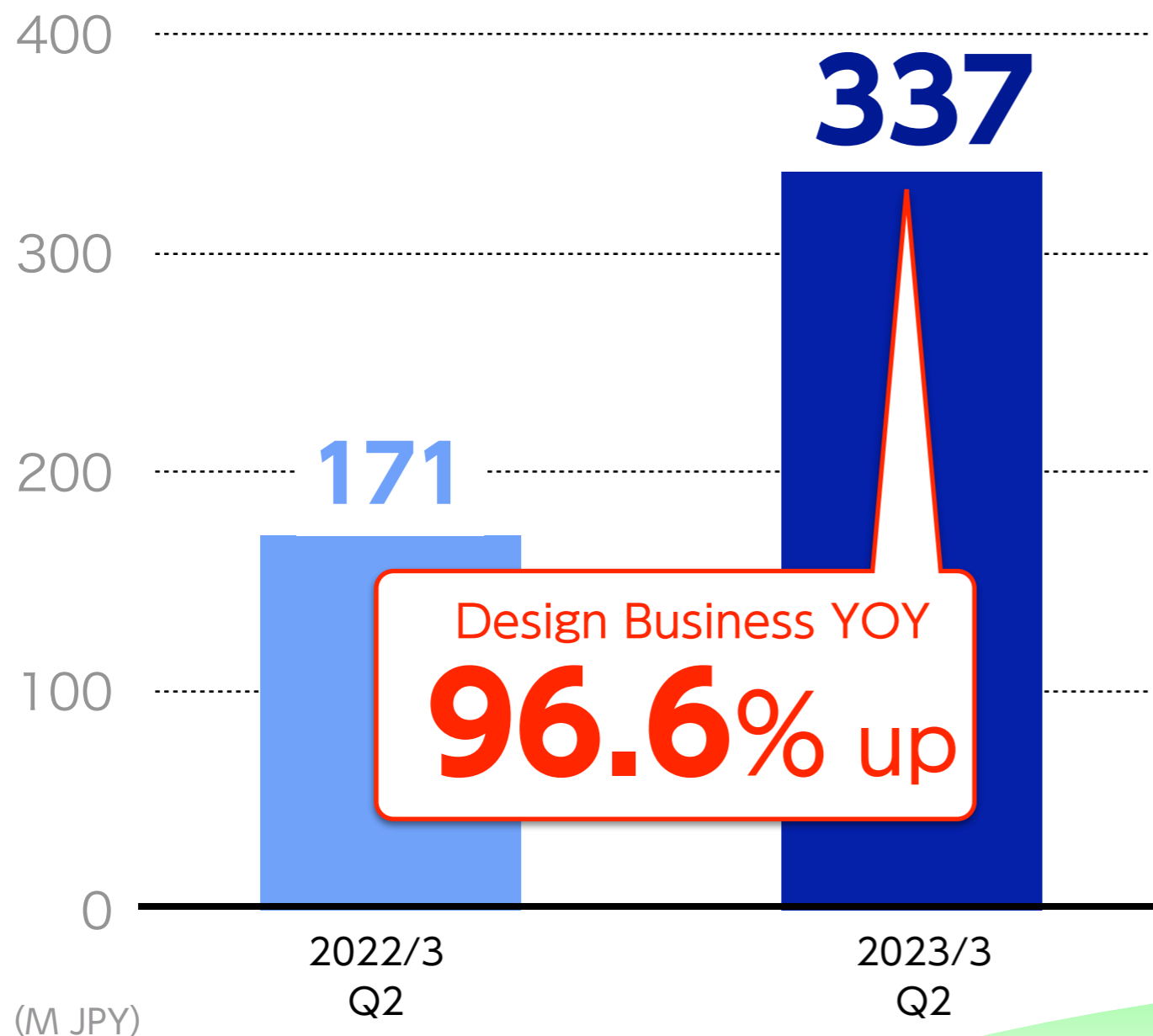
New introduction driven by rising **DX** needs and increased awareness of “**no-code**”

Return-to-office policy continues to drive demand for **automation** and **remote operation** such as visualization of people flow and crowd control

Revenue Growth Factor ②

Design

Orders from new & existing clients



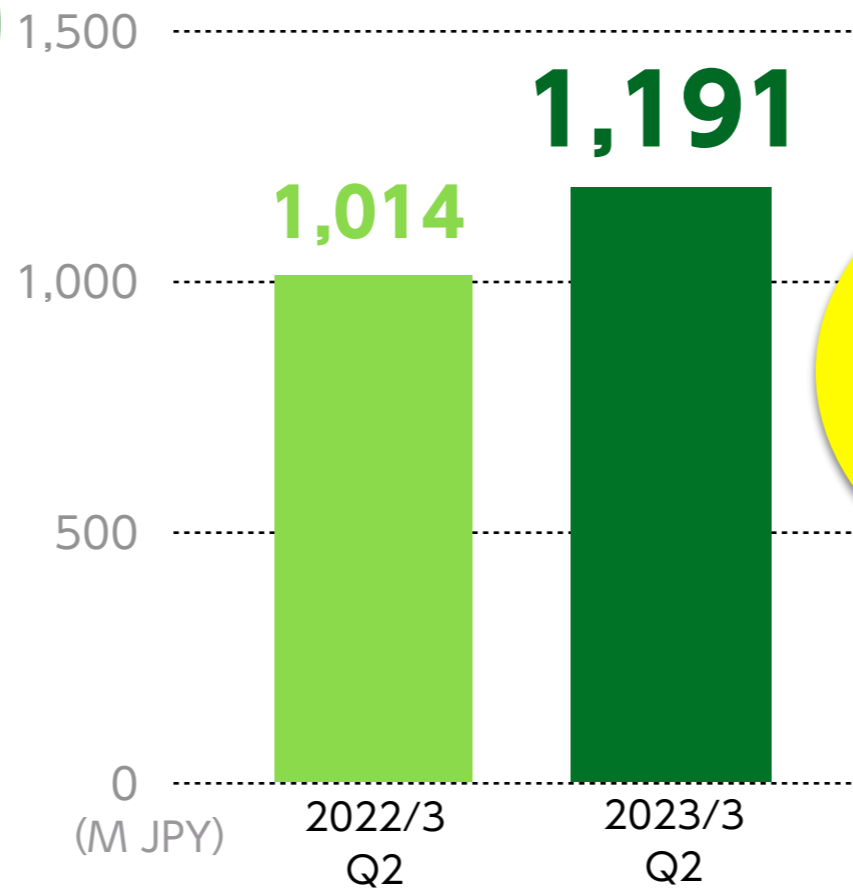
- ✓ Revenue increased due mainly to acquisition of **US IT clients**
- ✓ Additional orders from **existing clients** in UK and US

This Place.

Software



Asteria[☆]
warp



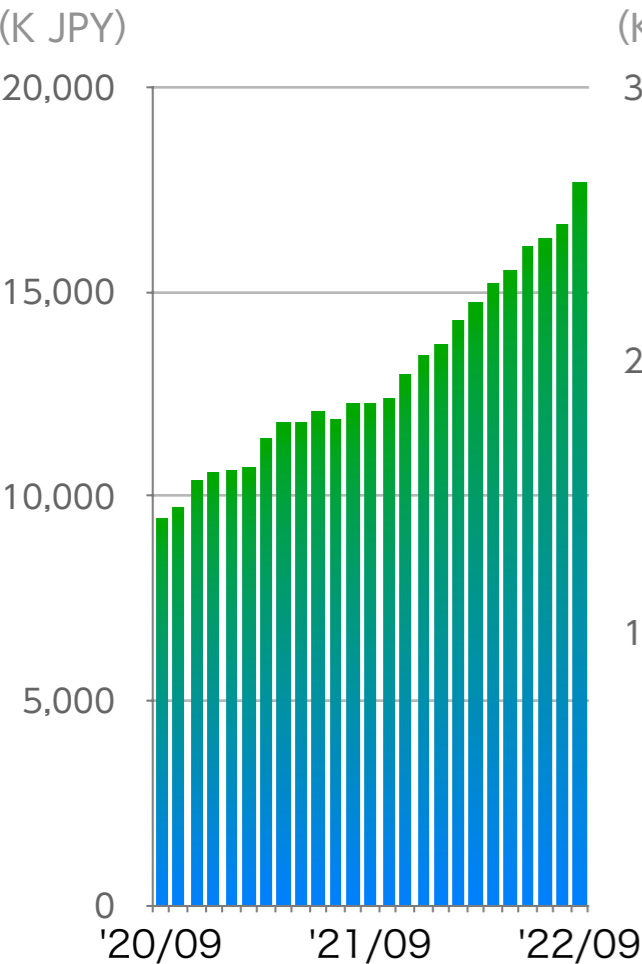
**Highest revenue
for Q2**

Warp

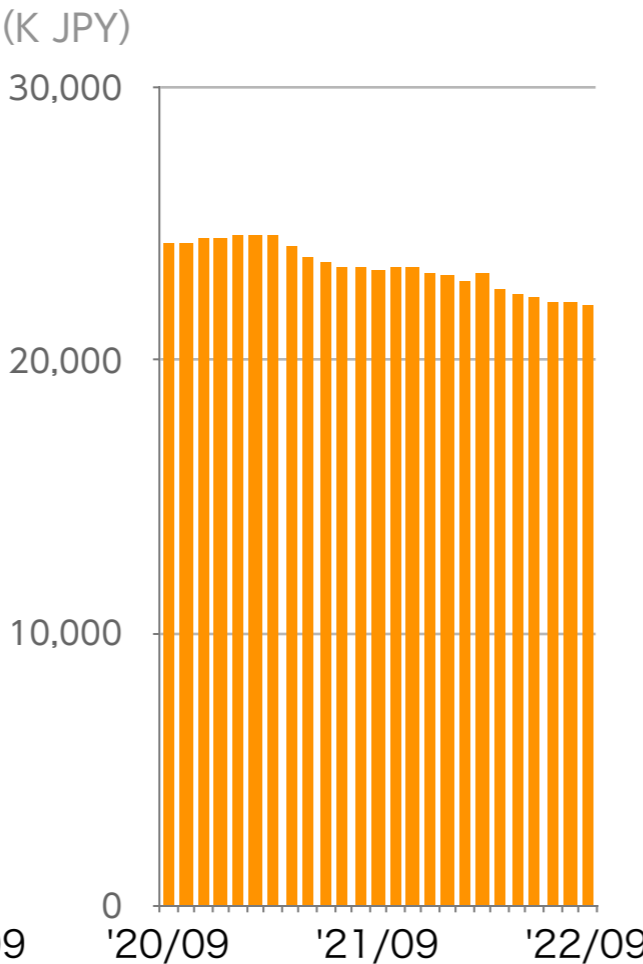
- ✓ License sales increased by **about 25%**
- ✓ “Core” sales up by **about 40%**
- ✓ Support sales hit **560M JPY**

Software

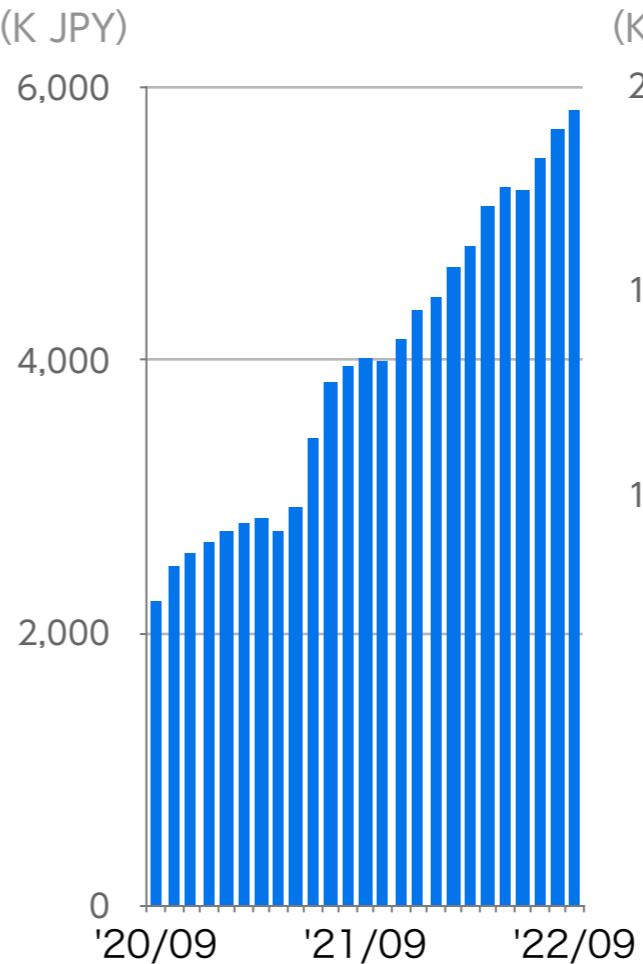
MRR and Revenue Churn



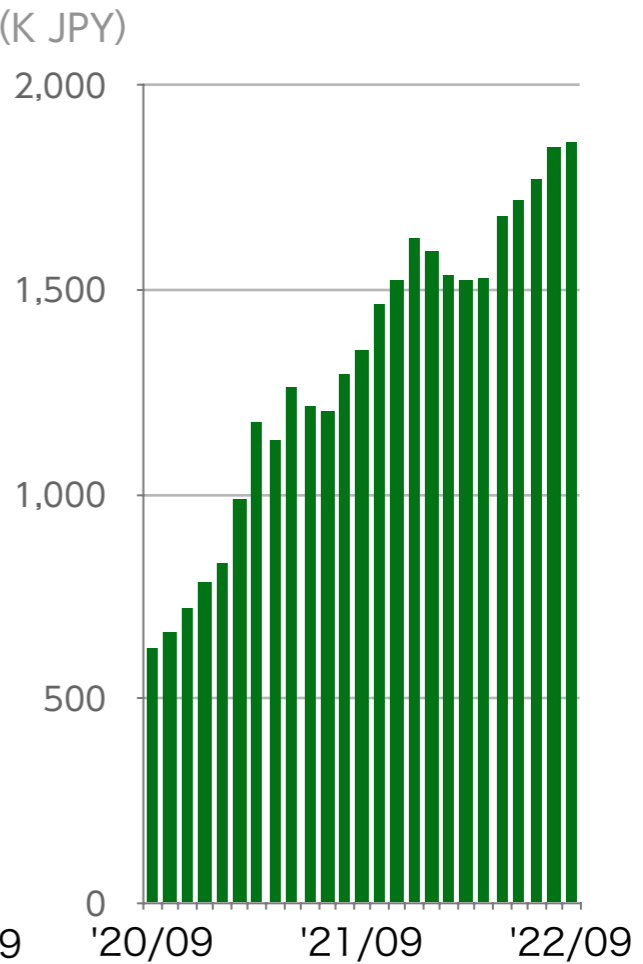
R. Churn: 1.1%



R. Churn: 1.2%



R. Churn: 1.8%



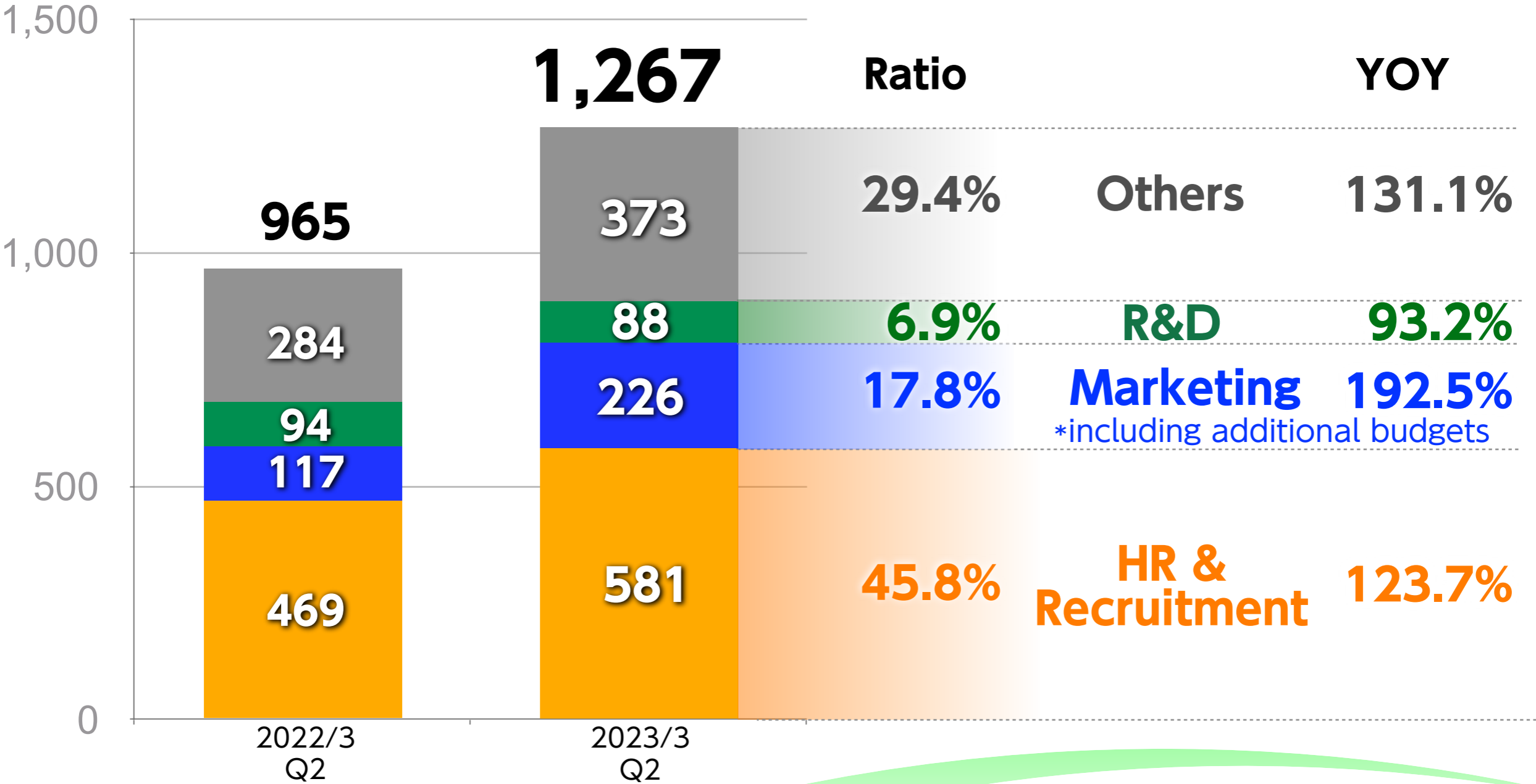
R. Churn: 0.6%

*R. Churn: Q2 average of the monthly churn
*The churn rate for Handbook X also includes Handbook

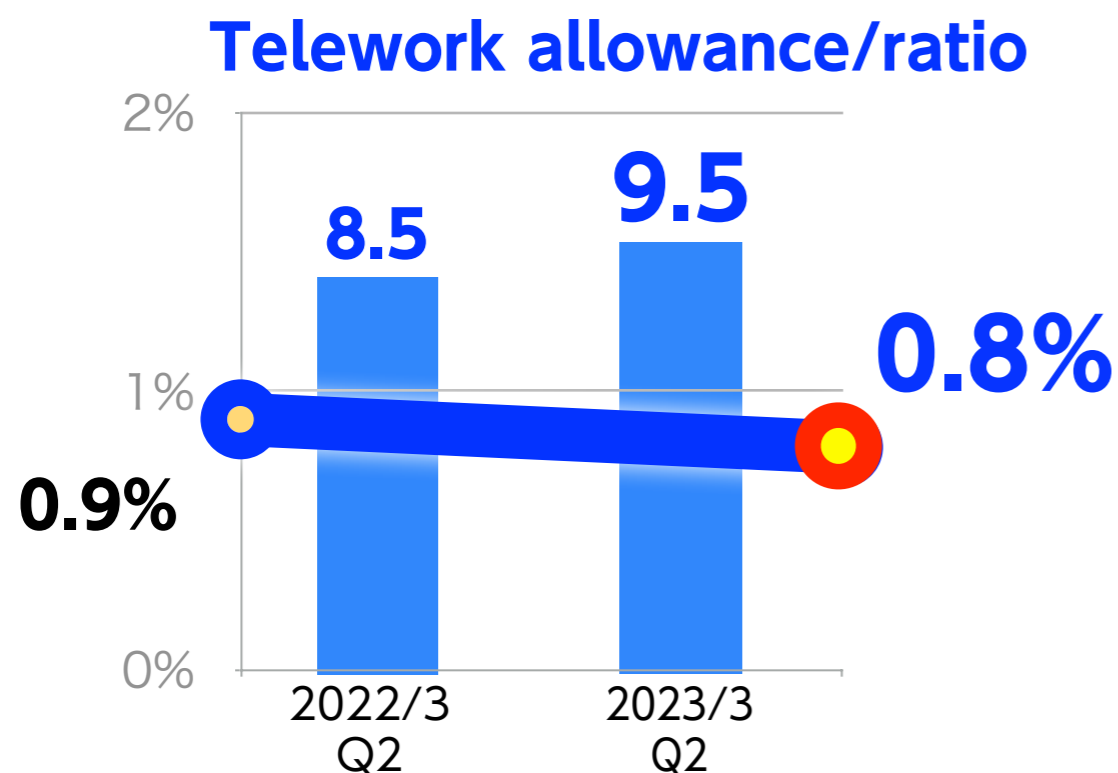
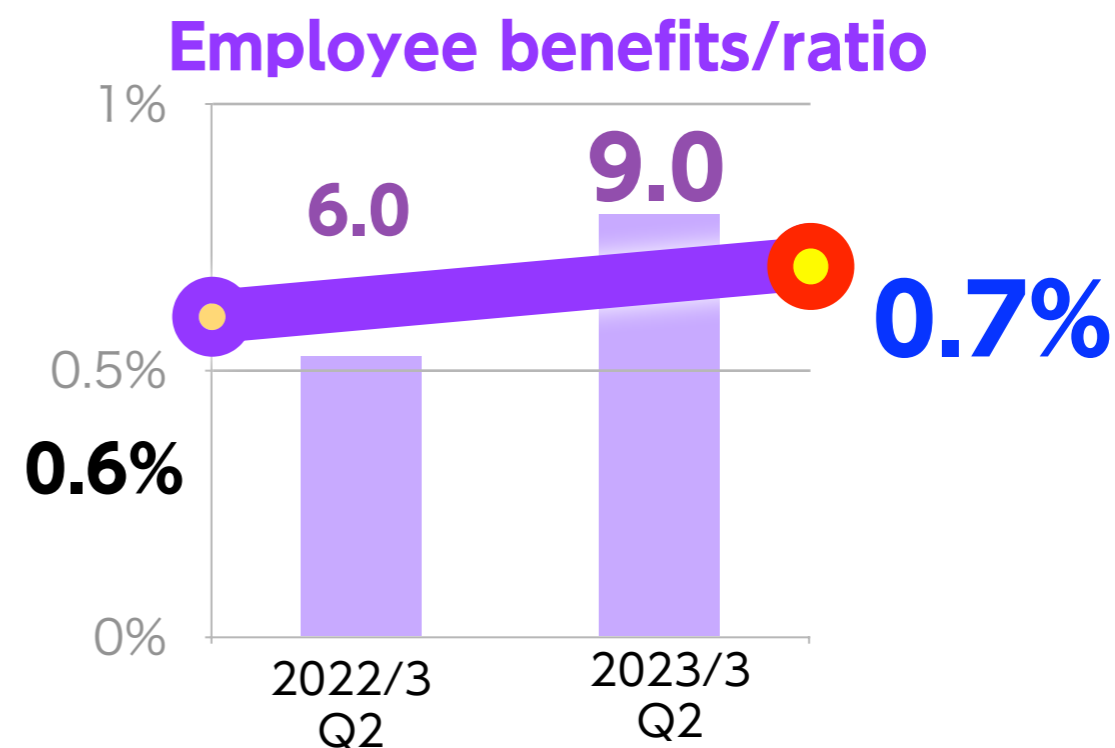
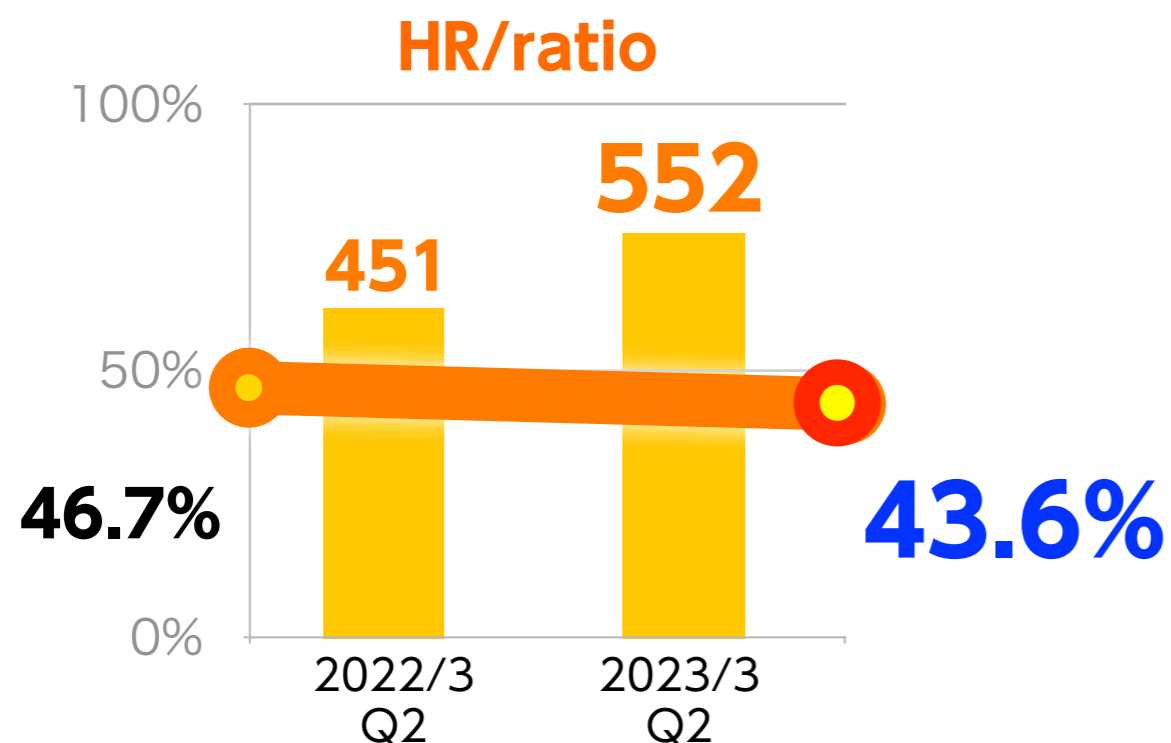
SG&A Trend and Breakdown

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

(M JPY)



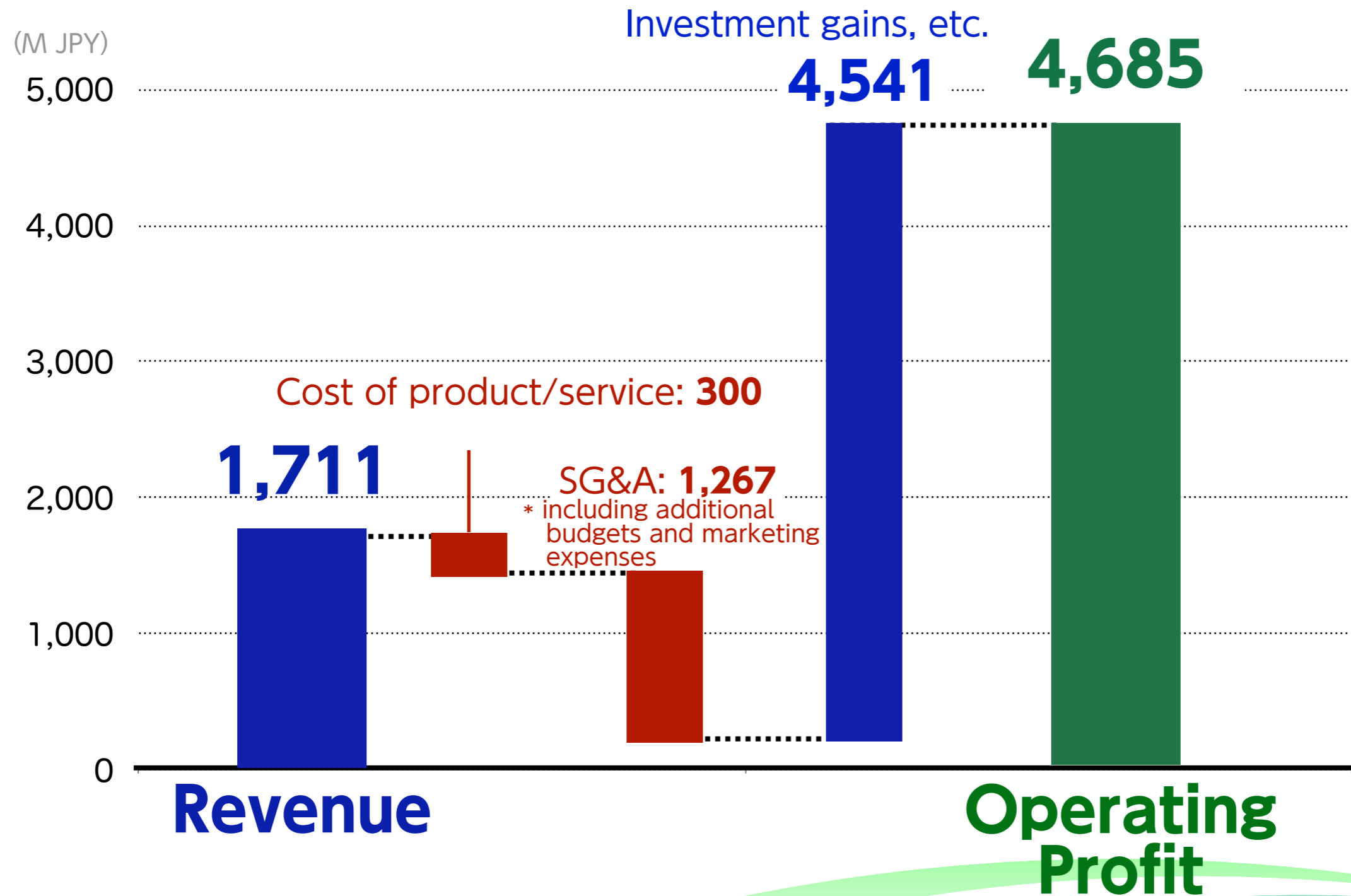
Percentage of HR Investments to SG&A (YoY Change; in M JPY)



- ✓ 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 Profit

- ✓ Gorilla Technology's Nasdaq stock listing pushed up investment valuation gains

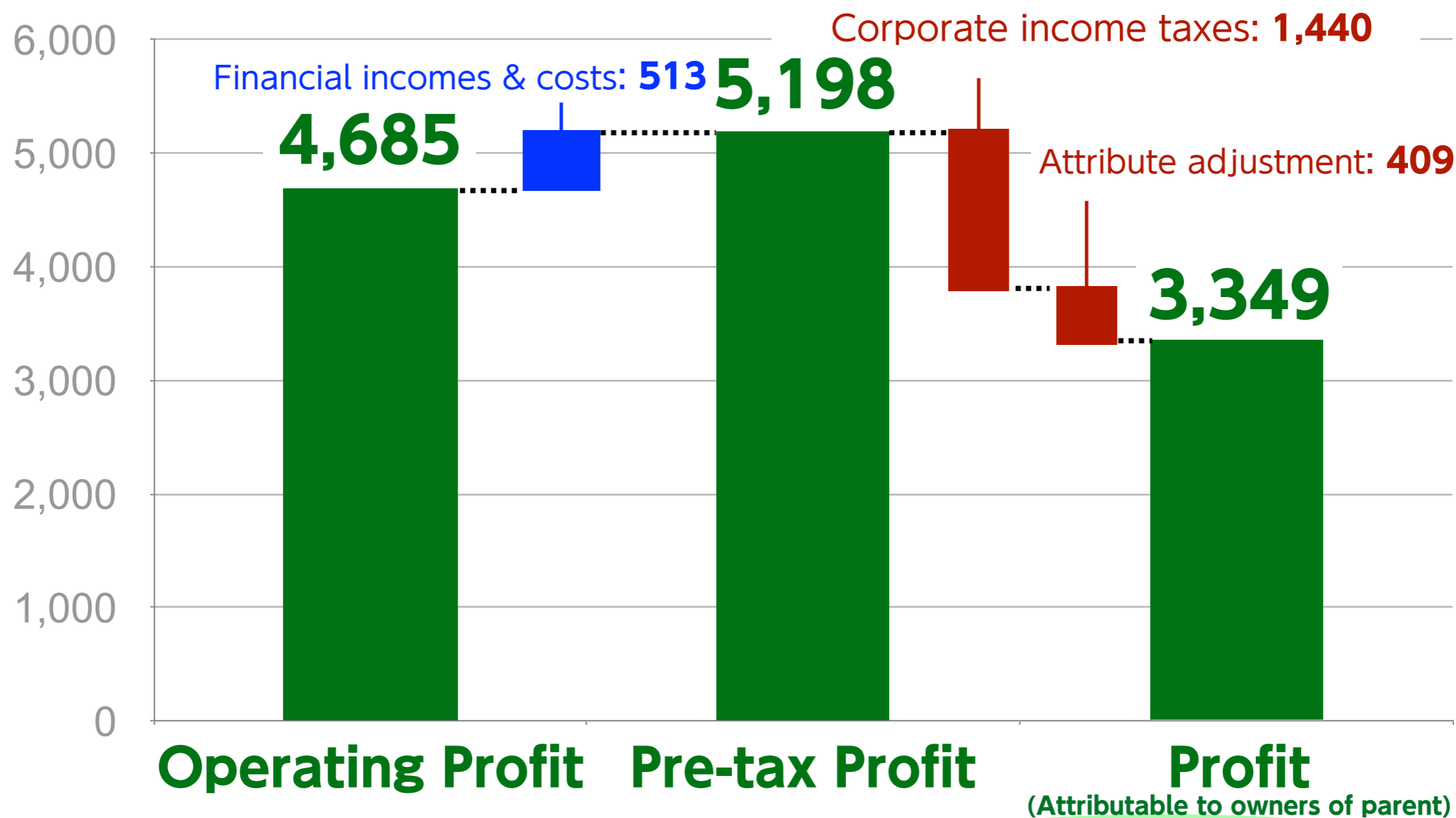


Operating Profit / Pre-tax Profit / Profit

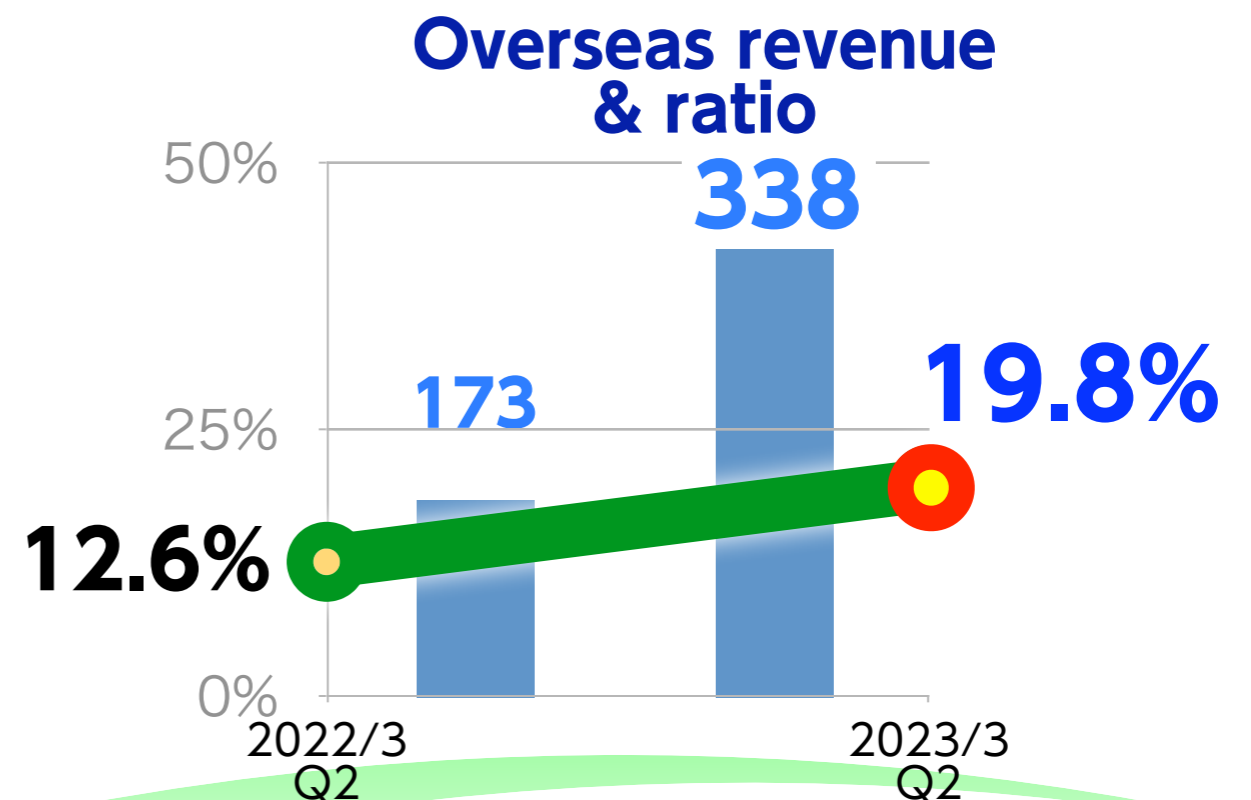
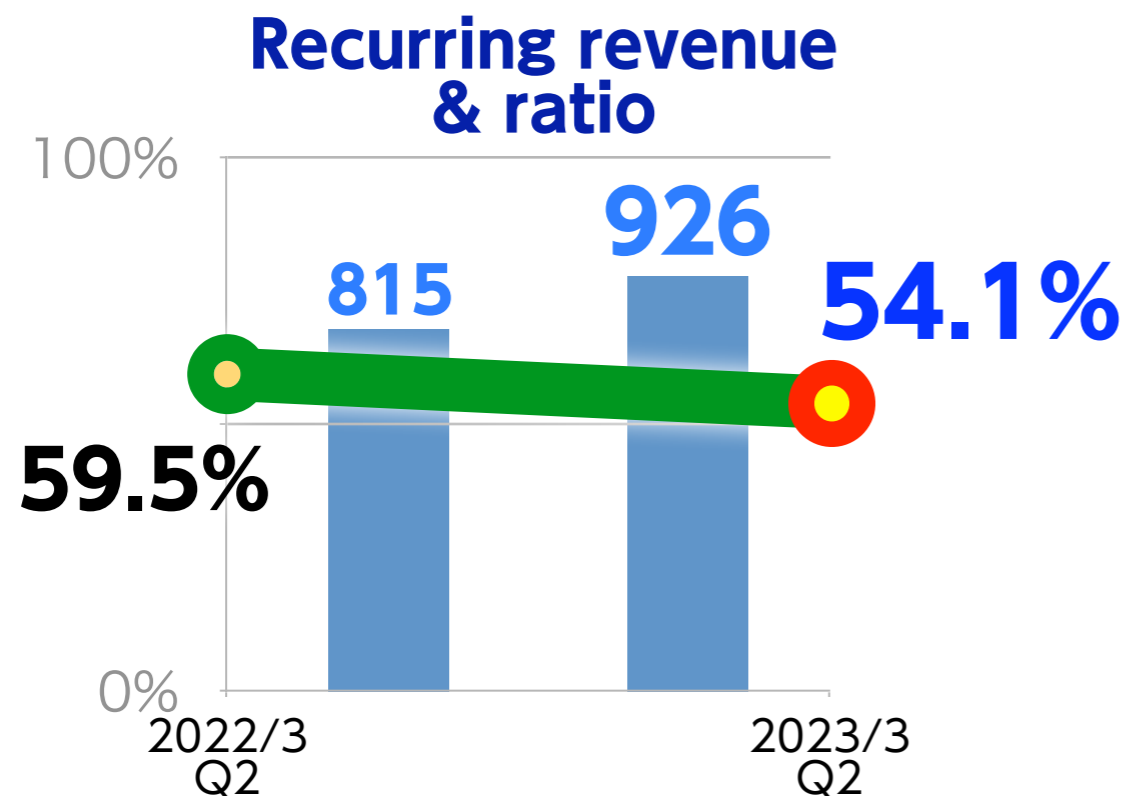
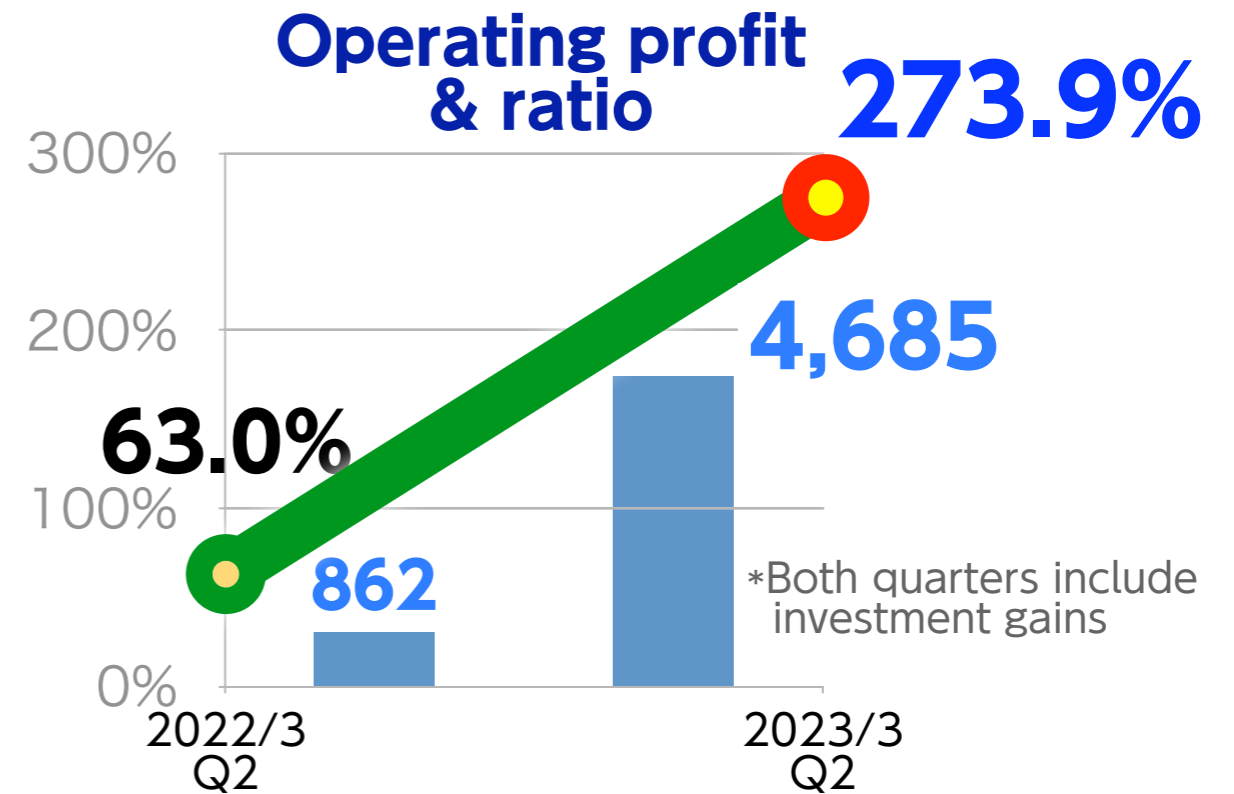
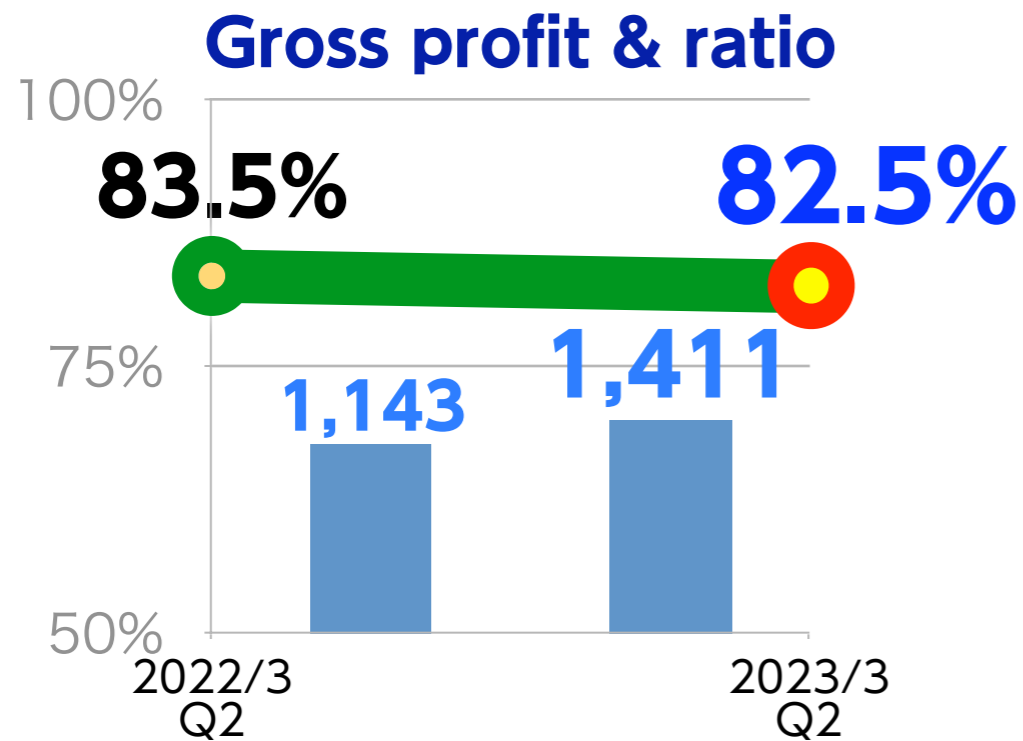
(Attributable to owners of parent)

✓ Finance income & cost include foreign exchange gains

(M JPY)



Management Indicators (YoY Change; in M JPY)



Financial Statement

(M JPY)

		March 31, 2022	September 30, 2022	Change
Assets	Cash and cash equivalents	1,816	1,774	(42)
	Operating receivables	392	449	57
	Other current assets	615	155	(459)
	Tangible fixed assets	503	789	286
	Goodwill	450	452	2
	Intangible assets	94	120	26
	Investment and others	8,725	15,177	6,451
	Total assets	12,595	18,916	6,321
Liabilities	Borrowings (current)	243	243	0
	Operating payables	530	225	(306)
	Corporate income tax payables	0	189	189
	Other current liabilities	700	892	192
	Borrowings (noncurrent)	500	429	(71)
	Other noncurrent liabilities	1,640	3,230	1,590
	Total liabilities	3,613	5,208	1,594
Equity	Shareholder's equity	8,098	11,348	3,250
	Other equity components	259	1,193	934
	Non-controlling interests	625	1,167	542
	Total equity	8,981	13,708	4,727

Cash & cash equivalents

1,774M JPY

Ratio of equity

72.5%

Assets
18,916

Liabilities
5,208

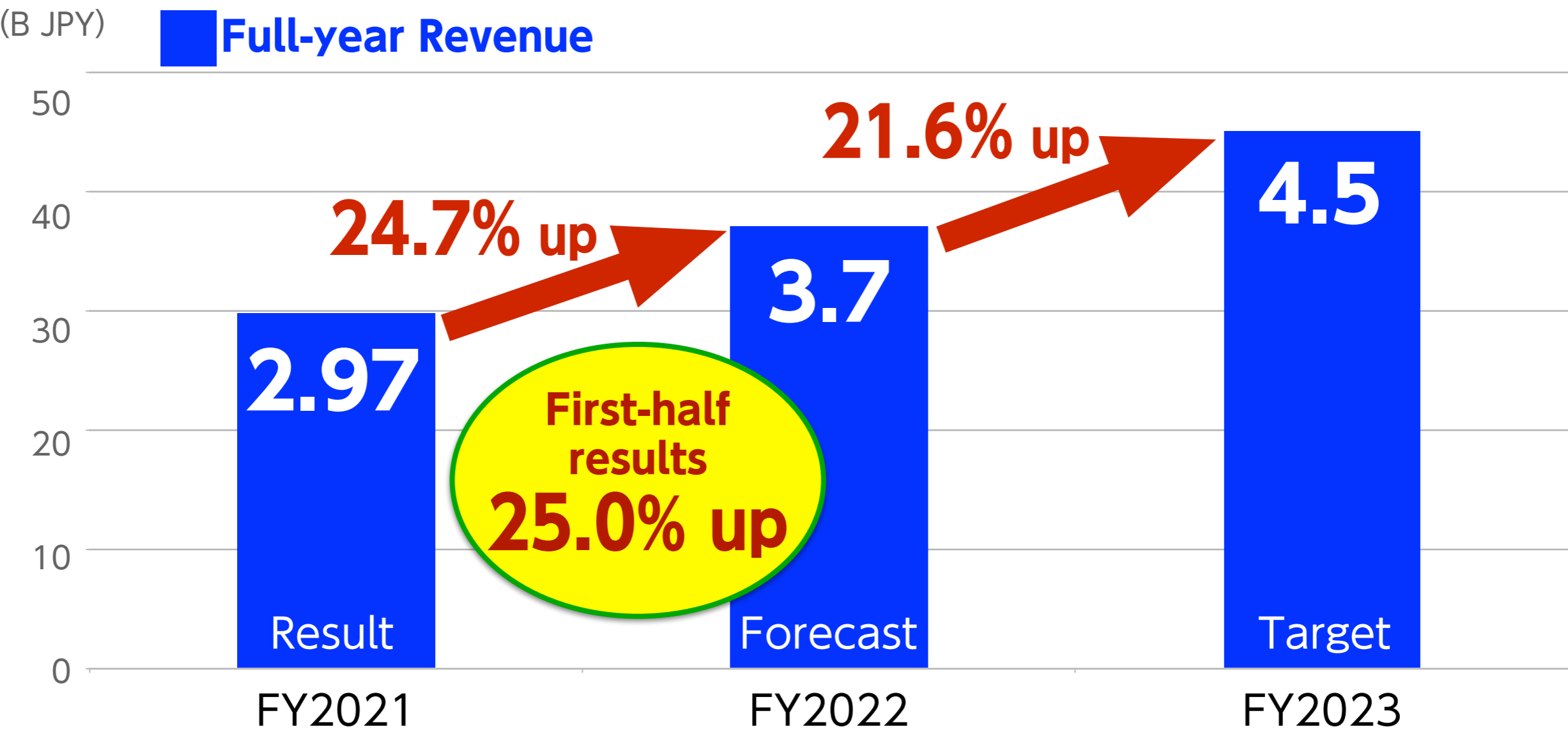
Equity
13,708

Cash Flow Statement

✓ Ongoing investments for further top-line growth

(M JPY)	2022/3 Q2	2023/3 Q2
Cash flow from operating activities	196	142
Cash flow from investment activities	(375)	(34)
Cash flow from financing activities	(210)	(174)
Cash and cash equivalents at the end of Q2	2,051	1,774

Mid-term Management Plan “STAR” Target



FY2021
Invest

FY2022
Gain

FY2023
Finish



Q2 Financial Results

for the Fiscal Year Ending March 31, 2023

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)