MINKABU
THE INFONOID

Supplementary Materials for Financial Results for FY2022 Q1
August 12, 2021

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Consolidated Statement of Income Q1 FY2022 (April – June, 2021)

JPY in millions

	Q1FY2021 (Apr. - Jun.) consolidated	Q1FY2022 (Apr. - Jun.) consolidated	Changes	YoY
Net Sales	823	1,127	304	37.0%
Operating Profit	116	111	-4	-4.2%
Ordinary Profit	106	82	-24	-22.6%
Profit attributable to Owners of Parent	67	41	-25	-38.2%
EBITDA	230	270	40	17.6%

➢ Acquired Robot Fund., Ltd on June 30, 2020. Therefore, the impact of the acquisition was only reflected in the B/S in Q1 FY2021, and the consolidation to the P/L started in Q2 FY2021.

Consolidated Statement of Income
Q1 FY2022 by Business Segment (April – June, 2021)

JPY in millions

	Q1FY2021 (Apr. - Jun.) consolidated	Q1FY2022 (Apr. - Jun.) consolidated	Changes	YoY
Net Sales	823	1,127	304	37.0%
MEDIA	354	512	157	44.5%
SOLUTION	469	618	149	31.8%
Adjustment *1	-1	-3	-2	–
Operating Profit	116	111	-4	-4.2%
MEDIA	157	161	3	2.1%
SOLUTION	69	107	37	53.3%
Adjustment *2	-110	-156	-45	–

1. Re-allocation of inter-segment sales.
2. Elimination of inter-segment and unallocable operating expenses.
➢ Acquired Robot Fund., Ltd on June 30, 2020. Therefore, the impact of the acquisition was only reflected in the B/S in Q1 FY2021, and the consolidation to the P/L started in Q2 FY2021.

Consolidated Statement of Income
Q1 FY2022 by Type of Revenue (April – June, 2021)

JPY in millions

	FY2021Q1 (Apr. - Jun.) consolidated	FY2022Q1 (Apr. - Jun.) consolidated	Changes	YoY
MEDIA	354	512	157	44.5%
Ad revenue	318	444	125	39.5%
Billing revenue (Subscription)	27	60	33	118.7%
Others	8	7	0	-10.6%
SOLUTION	469	618	149	31.8%
Subscription revenue	409	526	116	28.5%
Initial revenue	60	92	32	54.1%
Adjustment *1	-1	-3	-2	–
Net Sales	823	1,127	304	37.0%

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Balance Sheet Q1 FY2022

JPY in millions

	Q4FY2020 (As of 31MAR, 2020)		Q1FY2021 (As of 30JUN, 2020)		Q4FY2021 (As of 31MAR, 2021)		Q1FY2022 (As of J30JUN, 2021)	
	Consolidated	Composition Ratio	Consolidated	Composition Ratio	Consolidated	Composition Ratio	Consolidated	Composition Ratio
Cash and Deposit	2,063	35.2%	1,982	33.1%	1,847	26.4%	4,512	47.0%
Other	653	11.1%	458	7.7%	1,028	14.7%	717	7.5%
Current assets	2,717	46.3%	2,441	40.8%	2,875	41.1%	5,229	54.5%
Non-current assets	3,149	53.7%	3,546	59.2%	4,114	58.9%	4,367	45.5%
Assets	**5,866**	**100.0%**	**5,988**	**100.0%**	**6,989**	**100.0%**	**9,597**	**100.0%**
Short-term borrowings	333	5.7%	418	7.0%	718	10.3%	202	2.1%
Other	435	7.4%	369	6.2%	533	7.6%	427	4.4%
Current Liabilities	768	13.1%	787	13.2%	1,251	17.9%	629	6.6%
Long-term borrowings	1,274	21.7%	1,507	25.2%	1,456	20.8%	1,405	14.6%
Other	53	0.9%	52	0.9%	67	1.0%	60	0.6%
Non-current Liabilities	1,327	22.6%	1,560	26.1%	1,523	21.8%	1,466	15.3%
Liabilities	**2,096**	**35.7%**	**2,348**	**39.2%**	**2,774**	**39.7%**	**2,095**	**21.8%**
Net Assets	**3,770**	**64.3%**	**3,639**	**60.8%**	**4,215**	**60.3%**	**7,502**	**78.2%**
Total liabilities and net assets	**5,866**	**100.0%**	**5,988**	**100.0%**	**6,989**	**100.0%**	**9,597**	**100.0%**

➤ Acquired Robot Fund., Ltd on June 30, 2020. Therefore, the impact of the acquisition was only reflected in the B/S in Q1 FY2021, and the consolidation to the P/L started in Q2 FY2021.

Forecasts Fiscal Year ending 31MAR, 2022

JPY in millions

	Fiscal Year Ended 31MAR, 2021	Forecasts Fiscal Year ending 31MAR, 2022		
		Forecasts	Changes	% changes
Net Sales	4,158	5,300	1,141	27.4%
Operating Profit	759	1,000	240	31.7%
Ordinary Profit	734	900	165	22.6%
Profit attributable to Owners of Parent	564	700	135	24.0%
EBITDA	1,280	1,680	399	31.2%

➤ Acquired Robot Fund., Ltd on June 30, 2020. Therefore, the impact of the acquisition was only reflected in the B/S in Q1 FY2021, and the consolidation to the P/L started in Q2 FY2021.

Forecasts Fiscal Year Ending 31MAR,2022 by Sales Segment

JPY in millions

	Fiscal Year Ended	Forecasts Fiscal Year ending 31MAR, 2022		
	31MAR, 2021	Forecasts	Changes	% changes
Net Sales	4,158	5,300	1,141	27.4%
MEDIA	1,535	2,100	564	36.8%
SOLUTION	2,635	3,200	564	21.4%
Adjustment *1	-11	—	11	—
Operating Profit	759	1,000	240	31.7%
MEDIA	530	700	169	31.9%
SOLUTION	738	950	211	28.7%
Adjustment *2	-509	-650	-140	—

1. Re-allocation of inter-segment sales.
2. Elimination of inter-segment and unallocable operating expenses.
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Forecasts Fiscal Year Ending 31MAR,2022 by Segment

JPY in millions

	Fiscal Year Ended 31MAR, 2021	Forecasts Fiscal Year ending 31MAR, 2022		
		Forecasts	Changes	% changes
MEDIA	1,535	2,100	564	36.8%
Ad revenue	1,335	1,600	264	19.8%
Billing revenue (Subscription)	166	500	333	200.6%
Others	33	—	-33	—
SOLUTION	2,635	3,200	564	21.4%
Subscription revenue	1,859	2,300	440	23.7%
Initial revenue	775	900	124	16.0%
Adjustment *1	-11	—	11	—
Net Sales	4,158	5,300	1,141	27.4%

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