



Supplementary Materials for Financial Results for FY2022 Q4
May 12, 2022

Disclaimer

- The material in this presentation has been prepared by MINKABU THE INFONOID, Inc. (“Minkabu” or the “Company”) and contains the Company’s business, the industry trend and the forward-looking information based on Minkabu’s current activities and future projections as at the date of this presentation.
- The forward-looking information contained in this presentation is subject to a variety of known and unknown risks, uncertainties and other factors that could cause actual results, performance or achievements of the Company to be materially different from those expressed or implied by such forward-looking information.
- There can be no assurance that forward-looking information will prove to be accurate, as actual results and future events could differ materially from those anticipated in such forward-looking information. Accordingly, readers should not place undue reliance on such forward- looking information.
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Consolidated Results for the Fiscal Year Ended March 31, 2022 & Earnings Forecast for the Fiscal Year Ending March 31, 2023

JPY in millions

	Fiscal Year Ended		Fiscal Year Ended		Forecast for Fiscal Year ending March 31, 2023		
	March 31, 2021	March 31, 2022	Changes	YoY		Changes	YoY
Net Sales	4,158	5,482	1,323	31.8%	7,500	2,017	36.8%
Operating Profit	759	874	115	15.2%	1,250	375	42.9%
Ordinary Profit	734	828	94	12.8%	1,120	291	35.2%
Profit attributable to Owners of Parent	564	696	131	23.3%	750	53	7.8%
EBITDA	1,280	1,539	259	20.3%	2,150	610	39.6%

Consolidated results for the Fiscal Year Ended March 31, 2022 & Earnings Forecast for the Fiscal Year Ending March 31, 2023 (by Segment)

JPY in millions

	Fiscal Year Ended	Fiscal Year Ended	Changes	YoY
	March 31, 2021	March 31, 2022		
Net Sales	4,158	5,482	1,323	31.8%
MEDIA	1,535	2,353	818	53.3%
SOLUTION	2,635	3,148	513	19.5%
Adjustment *1	-11	-20	-8	—
Operating Profit	759	874	115	15.2%
MEDIA	530	747	216	40.8%
SOLUTION	738	786	48	6.5%
Adjustment *2	-509	-658	-149	—

Forecast for Fiscal Year ending March 31, 2023		
	Changes	YoY
7,500	2,017	36.8%
3,100	746	31.7%
4,400	1,251	39.7%
—	20	—
1,250	375	42.9%
1,100	352	47.2%
950	163	20.8%
-800	-141	—

1. Re-allocation of inter-segment sales.
2. Elimination of inter-segment and unallocable operating expenses.

Consolidated Sales for the Fiscal Year Ended March 31, 2022 & Consolidated Sales Forecast for the Fiscal Year Ending March 31, 2023 (by Segment and Revenue type)

JPY in millions

	Fiscal Year Ended	Fiscal Year Ended	Changes	YoY
	March 31, 2021	March 31, 2022		
MEDIA	1,535	2,353	818	53.3%
Ad revenue	1,335	1,929	593	44.5%
Billing revenue (Subscription)	166	298	132	79.6%
Others	33	126	92	279.2%
SOLUTION	2,635	3,148	513	19.5%
Subscription revenue	1,859	2,195	335	18.0%
Initial revenue	775	953	177	22.9%
Adjustment	-11	-20	-8	—
Net Sales	4,158	5,482	1,323	31.8%

Forecast for Fiscal Year ending March 31, 2023		
	Changes	YoY
3,100	746	31.7%
2,400	470	24.4%
700	401	134.4%
—	-126	—
4,400	1,251	39.7%
3,100	904	41.2%
1,300	346	36.4%
—	20	—
7,500	2,017	36.8%

Consolidated Balance Sheet

JPY in millions

	As of March 31, 2021		As of June 30, 2021		As of September 30, 2021		As of December 31, 2021		As of March 31, 2022	
		Composition Ratio		Composition Ratio		Composition Ratio		Composition Ratio		Composition Ratio
Cash and Deposit	1,847	26.4%	4,512	47.0%	4,254	44.0%	3,924	41.3%	3,526	36.1%
Other	1,028	14.7%	717	7.5%	796	8.2%	734	7.7%	1,299	13.3%
Current assets	2,875	41.1%	5,229	54.5%	5,050	52.2%	4,658	49.0%	4,825	49.5%
Non-current assets	4,114	58.9%	4,367	45.5%	4,618	47.8%	4,850	51.0%	4,932	50.5%
Assets	6,989	100.0%	9,597	100.0%	9,669	100.0%	9,509	100.0%	9,757	100.0%
Short-term borrowings	718	10.3%	202	2.1%	174	1.8%	164	1.7%	159	1.6%
Other	533	7.6%	427	4.4%	530	5.5%	611	6.4%	782	8.0%
Current Liabilities	1,251	17.9%	629	6.6%	705	7.3%	776	8.2%	942	9.7%
Long-term borrowings	1,456	20.8%	1,405	14.6%	1,371	14.2%	1,329	14.0%	1,296	13.3%
Other	67	1.0%	60	0.6%	58	0.6%	56	0.6%	75	0.8%
Non-current Liabilities	1,523	21.8%	1,466	15.3%	1,430	14.8%	1,386	14.6%	1,372	14.1%
Liabilities	2,774	39.7%	2,095	21.8%	2,135	22.1%	2,163	22.7%	2,314	23.7%
Net Assets	4,215	60.3%	7,502	78.2%	7,533	77.9%	7,346	77.3%	7,443	76.3%
Total liabilities and net assets	6,989	100.0%	9,597	100.0%	9,669	100.0%	9,509	100.0%	9,757	100.0%



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