



# **Supplementary Materials for Financial Results for FY2023 Q1**

**August 9, 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.
- The forward-looking information in this presentation has been prepared based on the information available to the Company as of August 9, 2022 and this presentation will not be updated regardless of changes in actual results, performance, achievement, or anticipation.

## 01 . Consolidated Statement of Income Q1 FY2023 (April – June, 2022)

JPY in millions

	Q1 FY2022	Q1 FY2023	Changes	YoY
	(Apr. - Jun.) consolidated	(Apr. - Jun.) consolidated		
<b>Net Sales</b>	<b>1,127</b>	<b>1,380</b>	<b>252</b>	<b>22.4%</b>
<b>Operating Profit</b>	<b>111</b>	<b>98</b>	<b>-12</b>	<b>-11.6%</b>
<b>Ordinary Profit</b>	<b>82</b>	<b>25</b>	<b>-56</b>	<b>-68.8%</b>
<b>Profit attributable to Owners of Parent</b>	<b>41</b>	<b>1</b>	<b>-40</b>	<b>-96.8%</b>
<b>EBITDA</b>	<b>270</b>	<b>274</b>	<b>3</b>	<b>1.3%</b>

## 02 . Consolidated Statement of Income

### Q1 FY2023 by Business Segment (April –June, 2022)

JPY in millions

	Q1 FY2022	Q1 FY2023	Changes	
	(Apr. - Jun.) consolidated	(Apr. - Jun.) consolidated		YoY
<b>Net Sales</b>	<b>1,127</b>	<b>1,380</b>	<b>252</b>	<b>22.4%</b>
<b>MEDIA</b>	<b>512</b>	<b>644</b>	<b>131</b>	<b>25.7%</b>
<b>SOLUTION</b>	<b>618</b>	<b>747</b>	<b>128</b>	<b>20.8%</b>
<b>Adjustments *1</b>	<b>-3</b>	<b>-11</b>	<b>-7</b>	<b>—</b>
<b>Operating Profit</b>	<b>111</b>	<b>98</b>	<b>-12</b>	<b>-11.6%</b>
<b>MEDIA</b>	<b>161</b>	<b>181</b>	<b>20</b>	<b>12.9%</b>
<b>SOLUTION</b>	<b>107</b>	<b>112</b>	<b>5</b>	<b>5.4%</b>
<b>Adjustments *2</b>	<b>-156</b>	<b>-195</b>	<b>-39</b>	<b>—</b>

1. Re-allocation of inter-segment sales.

2. Elimination of inter-segment and unallocable operating expenses.

## 03 . Consolidated Statement of Income

### Q1 FY2023 by Type of Revenue (April – June, 2022)

JPY in millions

	Q1 FY2022	Q1 FY2023	Changes	
	(Apr. - Jun.) consolidated	(Apr. - Jun.) consolidated		YoY
<b>MEDIA</b>	<b>512</b>	<b>644</b>	<b>131</b>	<b>25.7%</b>
Ad revenue	444	548	104	23.4%
Billing revenue (Subscription)	60	89	28	46.6%
Others	7	6	0	-12.1%
<b>SOLUTION</b>	<b>618</b>	<b>747</b>	<b>128</b>	<b>20.8%</b>
Subscription revenue	526	606	79	15.2%
Initial revenue	92	141	48	52.8%
<b>Adjustments *1</b>	<b>-3</b>	<b>-11</b>	<b>-7</b>	<b>—</b>
<b>Net Sales</b>	<b>1,127</b>	<b>1,380</b>	<b>252</b>	<b>22.4%</b>

1. Re-allocation of inter-segment sales.

## 04 . Balance Sheet (As of 30 June, 2022)

JPY in millions

	As of March 31, 2021		As of June 30, 2021		As of March 31, 2022		As of June 30, 2022	
		Composition Ratio		Composition Ratio		Composition Ratio		Composition Ratio
Cash and Deposit	1,847	26.4%	4,512	47.0%	3,526	36.1%	3,485	36.2%
Other	1,028	14.7%	717	7.5%	1,299	13.3%	859	8.9%
<b>Current assets</b>	<b>2,875</b>	<b>41.1%</b>	<b>5,229</b>	<b>54.5%</b>	<b>4,825</b>	<b>49.5%</b>	<b>4,344</b>	<b>45.2%</b>
Non-current assets	4,114	58.9%	4,367	45.5%	4,932	50.5%	5,277	54.8%
<b>Assets</b>	<b>6,989</b>	<b>100.0%</b>	<b>9,597</b>	<b>100.0%</b>	<b>9,757</b>	<b>100.0%</b>	<b>9,622</b>	<b>100.0%</b>
Short-term borrowings	718	10.3%	202	2.1%	159	1.6%	221	2.3%
Other	533	7.6%	427	4.4%	782	8.0%	556	5.8%
<b>Current Liabilities</b>	<b>1,251</b>	<b>17.9%</b>	<b>629</b>	<b>6.6%</b>	<b>942</b>	<b>9.7%</b>	<b>777</b>	<b>8.1%</b>
Long-term borrowings	1,456	20.8%	1,405	14.6%	1,296	13.3%	1,538	16.0%
Other	67	1.0%	60	0.6%	75	0.8%	73	0.8%
<b>Non-current Liabilities</b>	<b>1,523</b>	<b>21.8%</b>	<b>1,466</b>	<b>15.3%</b>	<b>1,372</b>	<b>14.1%</b>	<b>1,612</b>	<b>16.8%</b>
<b>Liabilities</b>	<b>2,774</b>	<b>39.7%</b>	<b>2,095</b>	<b>21.8%</b>	<b>2,314</b>	<b>23.7%</b>	<b>2,389</b>	<b>24.8%</b>
<b>Net Assets</b>	<b>4,215</b>	<b>60.3%</b>	<b>7,502</b>	<b>78.2%</b>	<b>7,443</b>	<b>76.3%</b>	<b>7,232</b>	<b>75.2%</b>
<b>Total liabilities and net assets</b>	<b>6,989</b>	<b>100.0%</b>	<b>9,597</b>	<b>100.0%</b>	<b>9,757</b>	<b>100.0%</b>	<b>9,622</b>	<b>100.0%</b>

## 05 . Forecasts Fiscal Year Ending 31 March, 2023

JPY in millions

	Fiscal Year Ended	Forecast for Fiscal Year ending March 31, 2023		
	March 31, 2022		Changes	YoY
<b>Net Sales</b>	<b>5,482</b>	<b>7,500</b>	<b>2,017</b>	<b>36.8%</b>
<b>Operating Profit</b>	<b>874</b>	<b>1,250</b>	<b>375</b>	<b>42.9%</b>
<b>Ordinary Profit</b>	<b>828</b>	<b>1,120</b>	<b>291</b>	<b>35.2%</b>
<b>Profit attributable to Owners of Parent</b>	<b>696</b>	<b>750</b>	<b>53</b>	<b>7.8%</b>
<b>EBITDA</b>	<b>1,539</b>	<b>2,150</b>	<b>610</b>	<b>39.6%</b>

## 06 . Forecasts Fiscal Year Ending 31 March, 2023 by Sales Segment

JPY in millions

	Fiscal Year Ended	Forecast for Fiscal Year ending March 31, 2023		
	March 31, 2022		Changes	YoY
<b>Net Sales</b>	<b>5,482</b>	<b>7,500</b>	<b>2,017</b>	<b>36.8%</b>
<b>MEDIA</b>	<b>2,353</b>	<b>3,100</b>	<b>746</b>	<b>31.7%</b>
<b>SOLUTION</b>	<b>3,148</b>	<b>4,400</b>	<b>1,251</b>	<b>39.7%</b>
<b>Adjustments *1</b>	<b>-20</b>	<b>—</b>	<b>20</b>	<b>—</b>
<b>Operating Profit</b>	<b>874</b>	<b>1,250</b>	<b>375</b>	<b>42.9%</b>
<b>MEDIA</b>	<b>747</b>	<b>1,100</b>	<b>352</b>	<b>47.2%</b>
<b>SOLUTION</b>	<b>786</b>	<b>950</b>	<b>163</b>	<b>20.8%</b>
<b>Adjustments *2</b>	<b>-658</b>	<b>-800</b>	<b>-141</b>	<b>—</b>

1. Re-allocation of inter-segment sales.

2. Elimination of inter-segment and unallocable operating expenses.



## 07 . Forecasts Fiscal Year Ending 31 March, 2023 by Segment

JPY in millions

	Fiscal Year Ended	Forecast for Fiscal Year ending March 31, 2023		
	March 31, 2022		Changes	YoY
<b>MEDIA</b>	<b>2,353</b>	<b>3,100</b>	<b>746</b>	<b>31.7%</b>
Ad revenue	1,929	2,400	470	24.4%
Billing revenue (Subscription) *1	392	700	307	78.3%
Others	32	—	-32	—
<b>SOLUTION</b>	<b>3,148</b>	<b>4,400</b>	<b>1,251</b>	<b>39.7%</b>
Subscription revenue	2,195	3,100	904	41.2%
Initial revenue	953	1,300	346	36.4%
<b>Adjustments</b>	<b>-20</b>	<b>—</b>	<b>20</b>	<b>—</b>
<b>Net Sales</b>	<b>5,482</b>	<b>7,500</b>	<b>2,017</b>	<b>36.8%</b>

1. Subscription revenue includes monthly subscription fees and initial fees and monthly fees for OEM services.



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