



# Financial Results for Q3 FY2022 (ended February 28, 2023)

Weathernews Inc  
April 6, 2023



# 1. Q3 FY2022 Results

# 2. FY2022 Full-year Forecast

## Summary of financial results

**【 Net sales】15,804 MJPY(+7.4% Y/Y)**

Sales increased due to Mobile, Sea and Sky Planning.

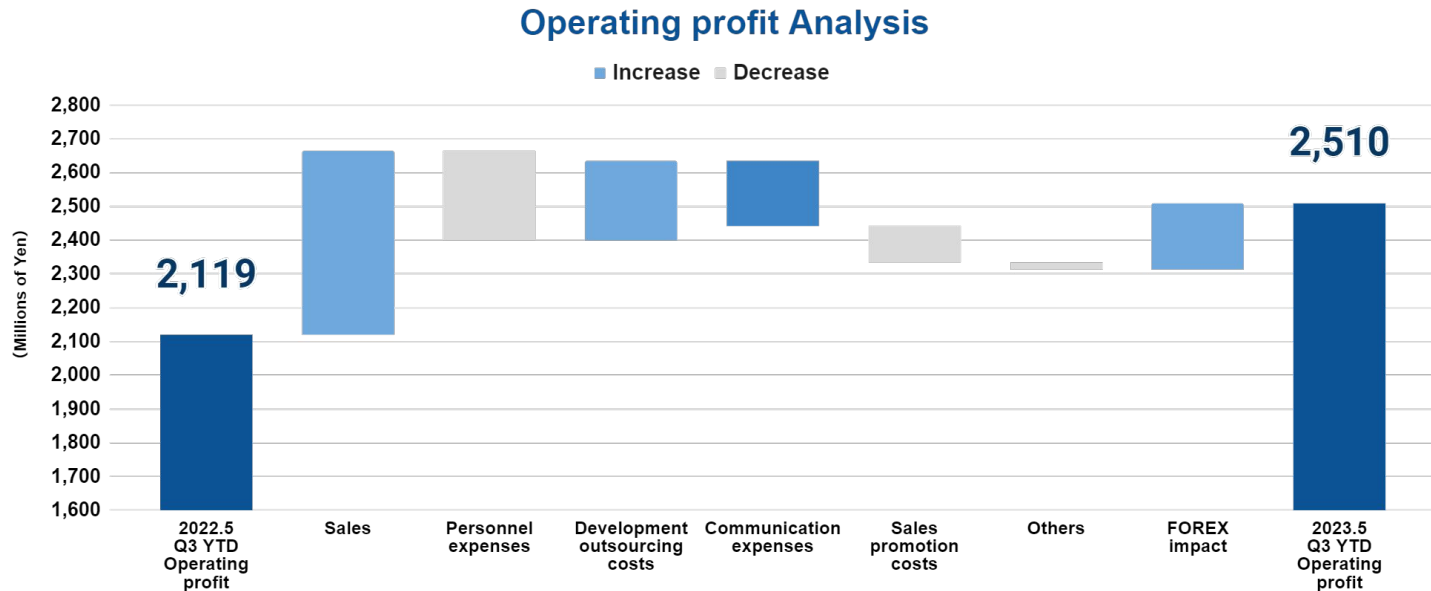
**【Operating profit】2,510 MJPY (+18.5% Y/Y)**

Profit increased due to decrease in development outsourcing costs.

(Millions of Yen)	2022.5 Q3 YTD Actual	2023.5 Q3 YTD Actual	Y/Y
Net sales	14,714	15,804	+7.4%
Operating profit	2,119	2,510	+18.5%
Margin(%)	14.4	15.9	+1.5Pt
Ordinary profit	2,116	2,577	+21.7%
Profit attributable to owners of parent	1,477	1,803	+22.1%
EPS (JPY)	134.5	163.8	+29.3JPY
FOREX Rates(JPY/USD)	111.8	136.5	+24.7JPY

## Operating Profit Analysis (Y/Y)

- Increased sales promotion costs due to airing of TV commercials in first half.
- Improved development efficiency by in-house production of development staff. Therefore personnel expenses increased and development outsourcing costs decreased.
- Increased in communication expenses associated with the shift to cloud-based service development which is expected to have high sales scalability.
- Personnel expenses increased due to growth investment in overseas business promotion and climate tech business.



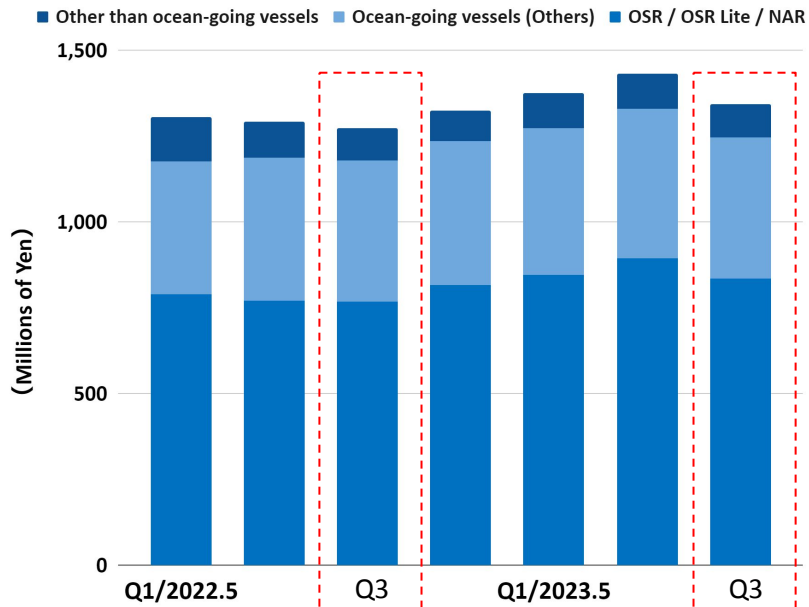
## Sales by Segment

(Millions of Yen)	2022.5 3Q YTD Actual	2023.5 3Q YTD Actual	Y/Y (%)	Business environment and results
Sea Planning	3,873	4,153	+7.2	<ul style="list-style-type: none"> <li>While port congestion is being resolved, transportation demand is declining. The number of voyages decreased as shipping companies proceeded to reduce shipping costs by reducing the number of ships</li> <li>The number of contracted vessels increased in Japan and Europe. Overall sales increased due to the positive impact of exchange rates.</li> </ul>
Sky Planning	687	946	+37.8	<ul style="list-style-type: none"> <li>The airline market continues to recover steadily as inbound demand rises due to the easing of immigration restrictions on international flights.</li> <li>Increased sales due to expansion of movement management systems to government agencies in the domestic helicopter market.</li> </ul>
Land Planning	2,490	2,407	△3.4	<ul style="list-style-type: none"> <li>In the railway and expressway markets, the flow of people has recovered due to the impact of national travel support, etc., and a gradual recovery trend continues.</li> <li>Sales decreased due to the impact of decreased sales to specific customers.</li> </ul>
Environment Planning	662	774	+17.0	<ul style="list-style-type: none"> <li>As global fuel and raw material prices soared, energy companies, manufacturers and retailers tended to optimize the cost.</li> <li>Increase sales by expanding of electric power supply and demand forecast services and weather data provision services to Japanese customers.</li> </ul>
Others BtoB	62	28	△54.3	<ul style="list-style-type: none"> <li>Decreased in reaction to sales related to large-scale sports events in the previous fiscal year.</li> </ul>
Mobile · Internet Planning	5,130	5,842	+13.9	<ul style="list-style-type: none"> <li>As interest in the weather grows, the number of app users increases due to the distribution of typhoon information and heavy snowfall information due to cold weather.</li> <li>Subscription sales and advertising revenue increased due to aggressive advertising investment in the first half.</li> </ul>
Broadcast Planning	1,806	1,650	△8.7	<ul style="list-style-type: none"> <li>While demand for disaster prevention information increased, sales decreased due to a reactionary drop in temporary system sales in the same period of the previous fiscal year.</li> </ul>

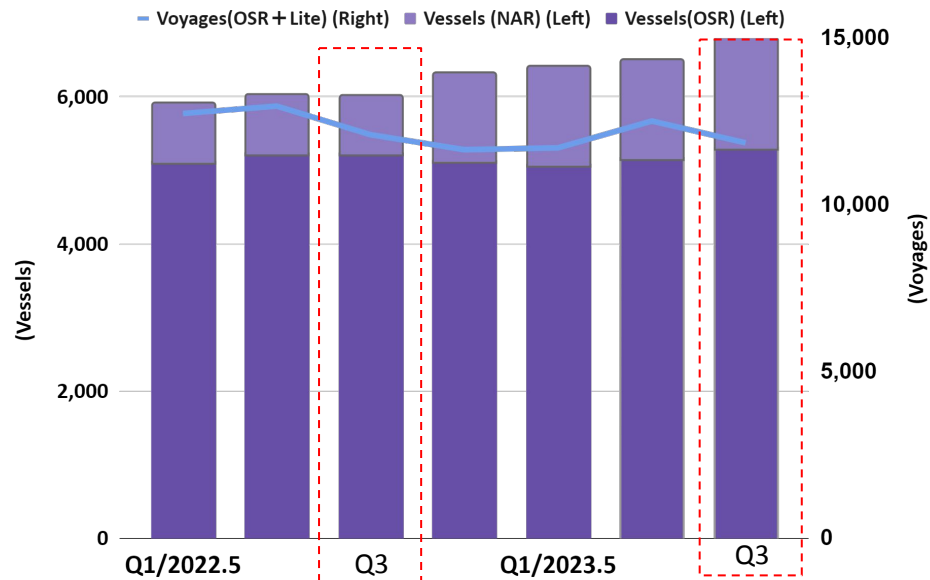
# Sea Planning business

- Increased number of contracted vessels (for OSR mainly in asia containership, for NAR mainly Japan and EU). Now we provide routing service to 6,800 vessels.
- Although the decreasing of transportation demand led the sales decrease, the positive impact of FOREX rates contributed to the growth in overall revenue in the Sea Planning .

Sales (Quarterly transition)



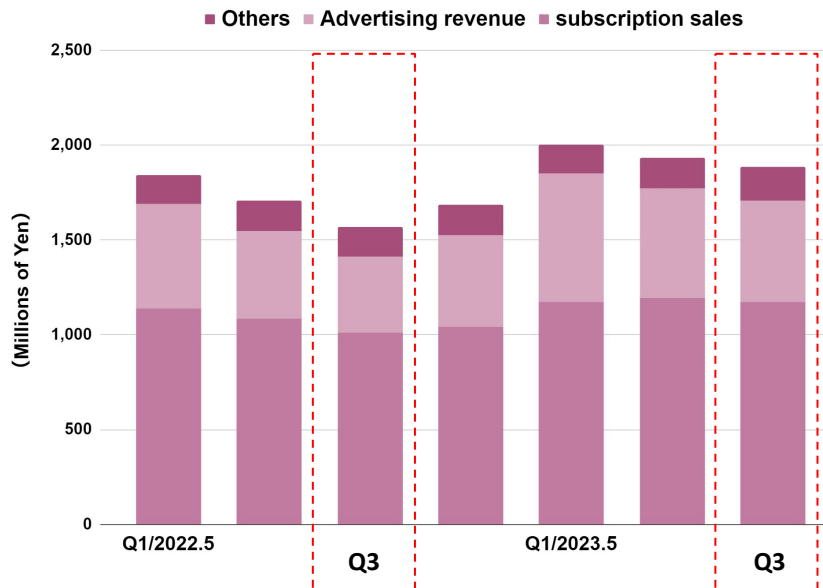
Number of vessels provided the service and the number of voyages (Quarterly transition)



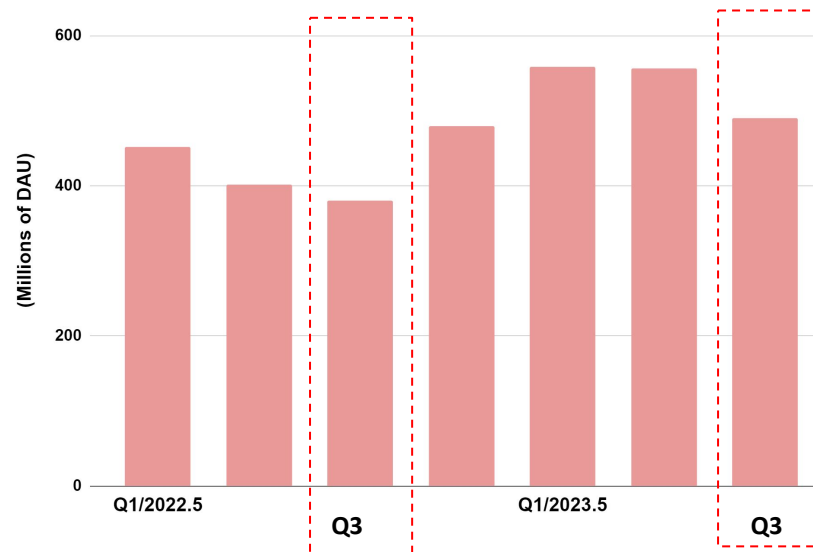
# Mobile/ Internet Planning business

- Subscription sales and advertising revenue increased due to increased investment in advertising and expansion of content in the first half.
- App usage frequency and cumulative DAU increased year-on-year due to the distribution of heavy snowfall information due to cold waves, etc.

Sales (Quarterly Transition)



Cumulative DAU (Quarterly Transition)



## Full-year Financial plan

■ No change from initial plan

**【Net sales】21,000 MJPY(+6.9% Y/Y)**

Revenue increase due to continuous growth of mobile・Internet and sales expansion of Sea and Sky planning.

**【Operating profit】3,200 MJPY(+10.2% Y/Y)**

Investment related to advertising, overseas business, and efficiency improvement of development system are expected to continue.

(Millions of Yen)	2022.5 Actual	2023.5 Plan	Y/Y
Net sales	19,650	21,000	+6.9%
Operating profit	2,904	3,200	+10.2%
Margin (%)	14.8	15.2	+0.4Pt
Ordinary profit	3,063	3,300	+7.7%
Profit attributable to owners of parent	2,157	2,400	+11.3%
EPS (JPY)	196.3	202.6	+6.3JPY
ROE (%)	13.4	13.8	+0.4Pt
FOREX Rates (JPY/USD)	113.9	120.0	+6.1JPY

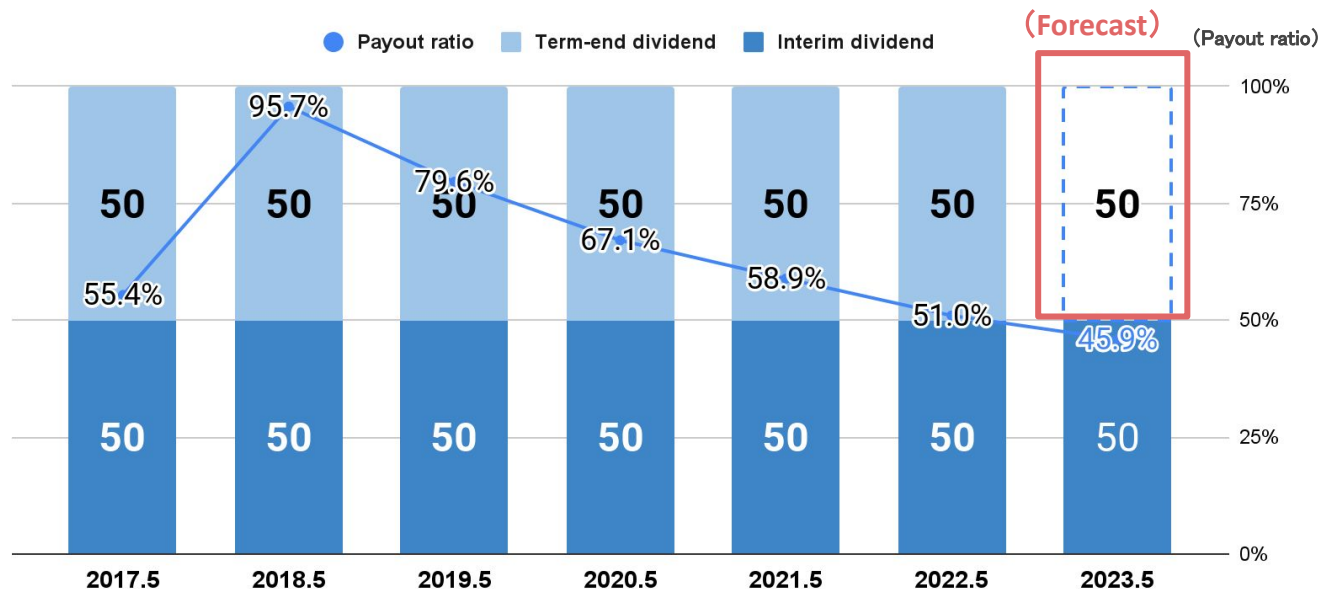


## 2. FY2022 Full-year Forecast

# Dividend Guidance

### <Dividend policy>

Based on the policy of “high contribution, high profit, and high distribution”, the annual dividend per share will be 100 yen, taking into consideration business performance, capital efficiency, dividend yield, etc., with a dividend payout ratio of 50% as a guide.



※The year-end dividend for 2023.5 is scheduled to be resolved at the Ordinary General Meeting of Shareholders in August 2023.

# APPENDIX

# Consolidated Balance Sheet

(Millions of Yen)	2022.5 Q3 Actual	2022.5 Actual	2023.5 Q3 Actual
Current assets	14,148	15,314	15,932
Non-current assets	3,897	3,812	3,573
<b>Total assets</b>	<b>18,046</b>	<b>19,127</b>	<b>19,506</b>
Current Liabilities	1,830	2,163	1,632
Non-current liabilities	118	119	94
<b>Total Liabilities</b>	<b>1,949</b>	<b>2,283</b>	<b>1,727</b>
<b>Total net assets</b>	<b>16,097</b>	<b>16,843</b>	<b>17,778</b>
Equity-to-asset ratio (%)	88.7	87.6	90.7
Net assets per share (JPY)	1,455.7	1,523.3	1,605.0

## Consolidated Profit and loss Statement(Q3 2022.5 vs Q3 2023.5)

(Millions of Yen)	2022.5 Q3 Actual	2023.5 Q3 Actual	Y/Y
Net sales	4,837	5,318	+9.9%
Operating profit	969	1,238	+27.8%
Margin (%)	20.0	23.3	+3.3Pt
Ordinary profit	988	1,267	+28.2%
Profit attributable to owners of parent	746	881	+18.2%
EPS (JPY)	67.8	80.0	+12.2JPY
ROE (%)	—	—	—
FOREX Rates(JPY/USD)	114.2	141.6	+27.4JPY

## Sales by Segment (Q3 2022.5 vs Q3 2023.5)

(Millions of Yen)	2022.5 Q3 Actual	2023.5 Q3 Actual	Y / Y
<b>Sea Planning</b>	1,273	1,343	+5.5%
<b>Sky Planning</b>	241	301	+24.9%
<b>Land Planning</b>	897	908	+1.2%
<b>Environment Planning</b>	240	300	+25.0%
<b>Others BtoB</b>	2	11	+450.0%
<b>Mobile · Internet Planning</b>	1,572	1,891	+20.3%
<b>Broadcast Planning</b>	608	564	△7.2%

## Sales by Segment (Quarterly transition)

(Millions of Yen)	2022.5 Actual				2023.5 Actual		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
<b>Sea Planning</b>	1,306	1,293	1,273	1,330	1,378	1,432	1,343
<b>Sky Planning</b>	221	224	241	248	334	311	301
<b>Land Planning</b>	790	802	897	773	734	765	908
<b>Environment Planning</b>	202	219	240	233	225	249	300
<b>Others BtoB</b>	34	25	2	4	7	10	11
<b>Mobile · Internet Planning</b>	1,845	1,712	1,572	1,692	2,011	1,940	1,891
<b>Broadcast Planning</b>	586	611	608	665	532	554	564



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