

*information*

*cloud input*

*big data*

*media*

*Web3.0*

*infonyoid*

*artificial intelligence*

*solution*

*information*

*technology*

Supplementary Materials for Financial Results for FY2025 Q1

MINKABU THE INFONOID, Inc.

August 14, 2024

# Disclaimer

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- 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 14, 2024 and this presentation will not be updated regardless of changes in actual results, performance, achievement, or anticipation.

# 01 . Consolidated Statement of Income Q1 FY2025 (April – June, 2024)



JPY in millions

	Q1 FY2024 (Apr. - Jun.) consolidated	Q1 FY2025 (Apr. - Jun.) consolidated	Changes	YoY
<b>Net Sales</b>	2,242	2,154	-88	-3.9%
<b>Operating Profit</b>	-157	-283	-126	-
<b>Ordinary Profit</b>	-175	-300	-124	-
<b>Profit attributable to Owners of Parent</b>	-164	-237	-72	-
<b>EBITDA</b>	144	3	-140	-97.6%

# 02 . Consolidated Statement of Income Q1 FY2025 by Business Segment (April – June, 2024)



※Before the deduction of management fee

The Company has been collecting management fees from various group companies as internal transactions since the second quarter of the current consolidated accounting period. In terms of the table below, we have presented the figures **including management fees**

JPY in millions

	Q1 FY2024	Q1 FY2025	Changes	
	(Apr. - Jun.) consolidated	(Apr. - Jun.) consolidated		YoY
<b>Net Sales</b>	2,242	2,154	<b>-88</b>	<b>-3.9%</b>
<b>MEDIA</b>	1,304	1,128	<b>-176</b>	<b>-13.5%</b>
<b>SOLUTION</b>	938	732	<b>-205</b>	<b>-21.9%</b>
<b>Adjustments *1</b>	-	293	<b>293</b>	-
<b>Operating Profit</b>	<b>-157</b>	<b>-283</b>	<b>-126</b>	-
<b>MEDIA</b>	<b>-90</b>	<b>-287</b>	<b>-196</b>	-
<b>SOLUTION</b>	176	<b>-106</b>	<b>-282</b>	-
<b>Adjustments *2</b>	<b>-243</b>	110	<b>353</b>	-

1. Re-allocation of inter-segment sales.

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

3. Starting from July 1, 2023, the Company has been collecting management fees from group companies. Management fees of the media business and solution business were 226 million yen and 136 million yen, respectively and thus, segment losses with these fees for media business and solution business were 287 million yen and 106 million yen respectively.

4. Round down to the nearest million yen

# 03 . Consolidated Statement of Income Q1 FY2025 by Business Segment (April – June, 2024)



※After the deduction of management fee

The Company has been collecting management fees from various group companies as internal transactions since the second quarter of the current consolidated accounting period. In terms of the table below, the Company has presented **the figures as previously disclosed, excluding management fees**, for the sake of disclosure continuity. The figures including management fees are listed on pages 4

JPY in millions

	Q1 FY2024 (Apr. - Jun.) consolidated	Q1 FY2025 (Apr. - Jun.) consolidated	Changes	
				YoY
<b>Net Sales</b>	2,242	2,154	<b>-88</b>	<b>-3.9%</b>
<b>MEDIA</b>	1,304	1,354	50	3.9%
<b>SOLUTION</b>	938	869	<b>-69</b>	<b>-7.4%</b>
<b>Adjustments *1</b>	-	<b>-69</b>	<b>-69</b>	-
<b>Operating Profit</b>	<b>-157</b>	<b>-283</b>	<b>-126</b>	-
<b>MEDIA</b>	<b>-90</b>	<b>-61</b>	29	-
<b>SOLUTION</b>	176	30	<b>-146</b>	<b>-82.7%</b>
<b>Adjustments *2</b>	<b>-243</b>	<b>-252</b>	<b>-9</b>	-

1. Re-allocation of inter-segment sales.

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

3. Starting from July 1, 2023, the Company has been collecting management fees from group companies. Management fees of the media business and solution business were 226 million yen and 136 million yen, respectively and thus, segment losses with these fees for media business and solution business were 287 million yen and 106 million yen respectively.

4. Round down to the nearest million yen

# 04 . Consolidated Statement of Income Q1 FY2025 by Type of Revenue (April – June, 2024)



※Before the deduction of management fee

The Company has been collecting management fees from various group companies as internal transactions since the second quarter of the current consolidated accounting period. In terms of the table below, we have presented **the figures including management fees**

JPY in millions

	Q1 FY2024 (Apr. - Jun.) consolidated	Q1 FY2025 (Apr. - Jun.) consolidated	Changes	
				YoY
<b>MEDIA</b>	1,304	1,128	-176	-13.5%
Ad revenue	1,250	1,039	-210	-16.8%
Billing revenue (Subscription) *1	35	27	-8	-23.3%
Others	18	287	269	1465.5%
Others(deduction amount of management fee) *2	-	-226	-226	-
<b>SOLUTION</b>	938	732	-205	-21.9%
Subscription revenue	615	714	99	16.1%
(Billing revenue)	106	126	19	18.2%
Initial revenue	322	154	-168	-52.2%
Others(deduction amount of management fee) *2	-	-136	-136	-
<b>Adjustments</b>	-	293	293	-
Adjustments	-	-69	-69	-
Adjustments(amount of management fee) *2	-	363	363	-
<b>Net Sales</b>	<b>2,242</b>	<b>2,154</b>	<b>-88</b>	<b>-3.9%</b>

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

2. Since July 1, 2023, the Company has been collecting management fees from each company within our group. The segment revenues of each business segment are presented after the deduction of these management fees.

3. Round down to the nearest million yen

# 05 . Consolidated Statement of Income Q1 FY2025 by Type of Revenue (April – June, 2024) ※After the deduction of management fee



The Company has been collecting management fees from various group companies as internal transactions since the second quarter of the current consolidated accounting period. In terms of the table below, the Company has presented **the figures as previously disclosed, excluding management fees**, for the sake of disclosure continuity. The figures including management fees are listed on pages 6

JPY in millions

	Q1 FY2024	Q1 FY2025	Changes	YoY
	(Apr. - Jun.) consolidated	(Apr. - Jun.) consolidated		
<b>MEDIA</b>	1,304	1,354	50	3.9%
Ad revenue	1,250	1,039	-210	-16.8%
Billing revenue (Subscription) *1	35	27	-8	-23.3%
Others	18	287	269	1465.5%
<b>SOLUTION *3</b>	938	869	-69	-7.4%
Subscription revenue	615	714	99	16.1%
(Billing revenue)	106	126	19	18.2%
Initial revenue	322	154	-168	-52.2%
<b>Adjustments</b>	-	-69	-69	-
Adjustments	-	-69	-69	-
<b>Net Sales</b>	<b>2,242</b>	<b>2,154</b>	<b>-88</b>	<b>-3.9%</b>

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

2. Round down to the nearest million yen

## 06 . Balance Sheet (As of June 30, 2024)



JPY in millions

	As of March 31, 2023		As of June 30, 2023		As of March 31, 2024		As of June 30, 2024	
		Composition Ratio		Composition Ratio		Composition Ratio		Composition Ratio
Cash and Deposit	4,463	27.0%	3,316	21.3%	2,047	13.8%	1,570	10.9%
Other	2,103	12.7%	1,510	9.7%	2,084	14.0%	2,254	15.6%
<b>Current assets</b>	<b>6,567</b>	<b>39.7%</b>	<b>4,826</b>	<b>31.0%</b>	<b>4,132</b>	<b>27.8%</b>	<b>3,825</b>	<b>26.4%</b>
Non-current assets	9,967	60.3%	10,767	69.0%	10,706	72.2%	10,643	73.6%
<b>Assets</b>	<b>16,534</b>	<b>100.0%</b>	<b>15,593</b>	<b>100.0%</b>	<b>14,838</b>	<b>100.0%</b>	<b>14,468</b>	<b>100.0%</b>
Short-term borrowings	767	4.6%	562	3.6%	1,543	10.4%	2,243	15.5%
Other	1,159	7.0%	1,157	7.4%	1,191	8.0%	963	6.7%
<b>Current Liabilities</b>	<b>1,926</b>	<b>11.7%</b>	<b>1,720</b>	<b>11.0%</b>	<b>2,734</b>	<b>18.4%</b>	<b>3,206</b>	<b>22.2%</b>
Long-term borrowings	6,752	40.8%	6,568	42.1%	5,640	38.0%	5,456	37.7%
Other	-	-	-	-	279	1.9%	244	1.7%
<b>Non-current Liabilities</b>	<b>6,752</b>	<b>40.8%</b>	<b>6,568</b>	<b>42.1%</b>	<b>5,919</b>	<b>39.9%</b>	<b>5,700</b>	<b>39.4%</b>
<b>Liabilities</b>	<b>8,678</b>	<b>52.5%</b>	<b>8,288</b>	<b>53.2%</b>	<b>8,654</b>	<b>58.3%</b>	<b>8,907</b>	<b>61.6%</b>
<b>Net Assets</b>	<b>7,855</b>	<b>47.5%</b>	<b>7,304</b>	<b>46.8%</b>	<b>6,184</b>	<b>41.7%</b>	<b>5,561</b>	<b>38.4%</b>
<b>Total liabilities and net assets</b>	<b>16,534</b>	<b>100.0%</b>	<b>15,593</b>	<b>100.0%</b>	<b>14,838</b>	<b>100.0%</b>	<b>14,468</b>	<b>100.0%</b>

\* Round down to the nearest million yen





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