

Q3 Financial Results

for the Fiscal Year Ending March 2025

Asteria Corporation
(TSE Prime Market: 3853)

February 14, 2025



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This presentation contains forward-looking statements based on information currently available to the company. These involve risks, uncertainties and other factors that may cause actual results to differ materially from those expressed or implied in any forward-looking statements.

Corporate Profile

Asteria Corporation



Asteria Corporation

- ◆ Business ✓ **Enterprise software manufacturer**
- ◆ Stock Listed **TSE Prime (3853)**
- ◆ Subsidiaries ✓ AI research & development (Japan)
- ✓ Software development (Singapore, China)
- ✓ Corporate Investment (USA)
- ◆ Founded **September 1998**
- ◆ Capital **2,275.34 million JPY**
- ◆ Employees **136 (Consolidated)**

(As of December 31, 2024)

Leading **no-code, blockchain and wellbeing** in the software industry



Launched in 2022 with Cybozu and others

No Code Promotion Association



Blockchain Collaborative Consortium



Japan's largest blockchain association



CWO (Chief Wellbeing Officer) appointed



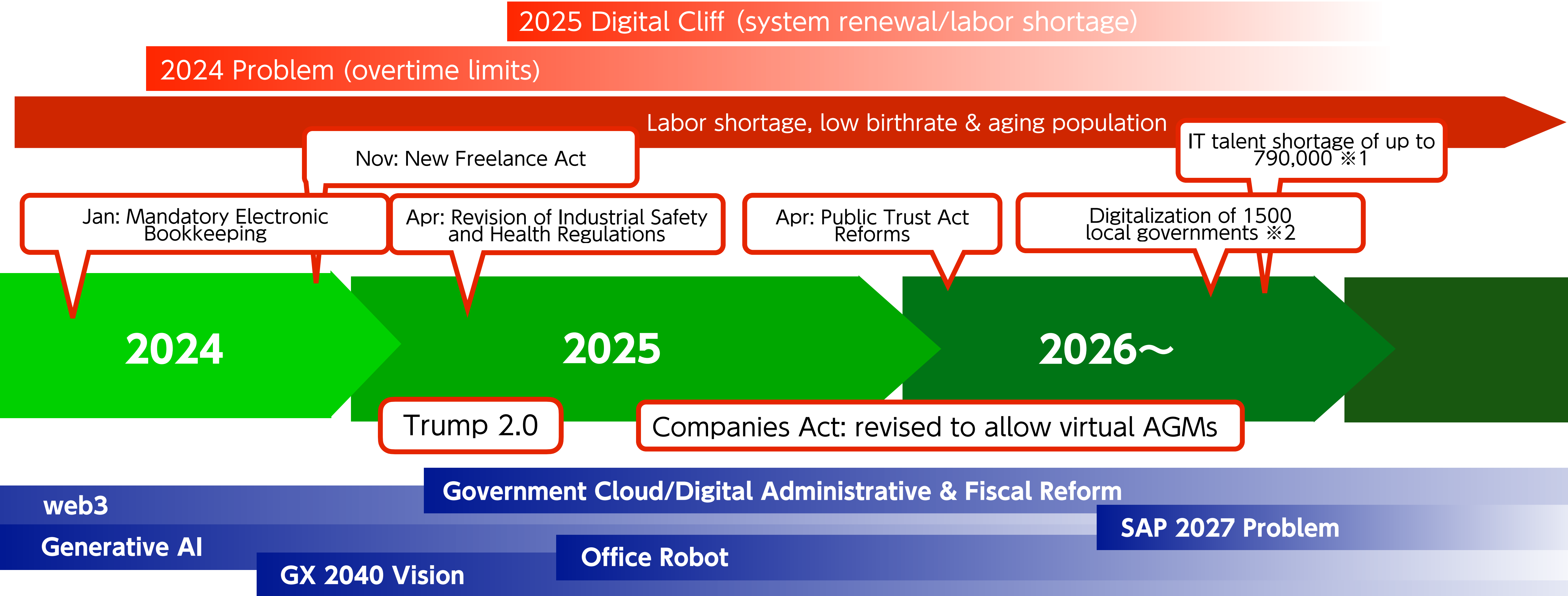
Asteria Corporation

a global-minded, enterprise

Software Manufacturer

no contract development

Enterprise IT Under Pressure to Change

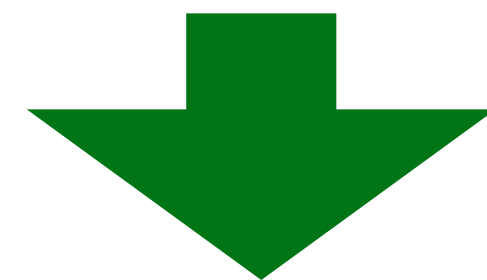


※1: METI: IT Human Resources Supply and Demand Survey Report

※2: Comprehensive Strategy for the Vision for a Digital Garden City Nation (2023 Revision)

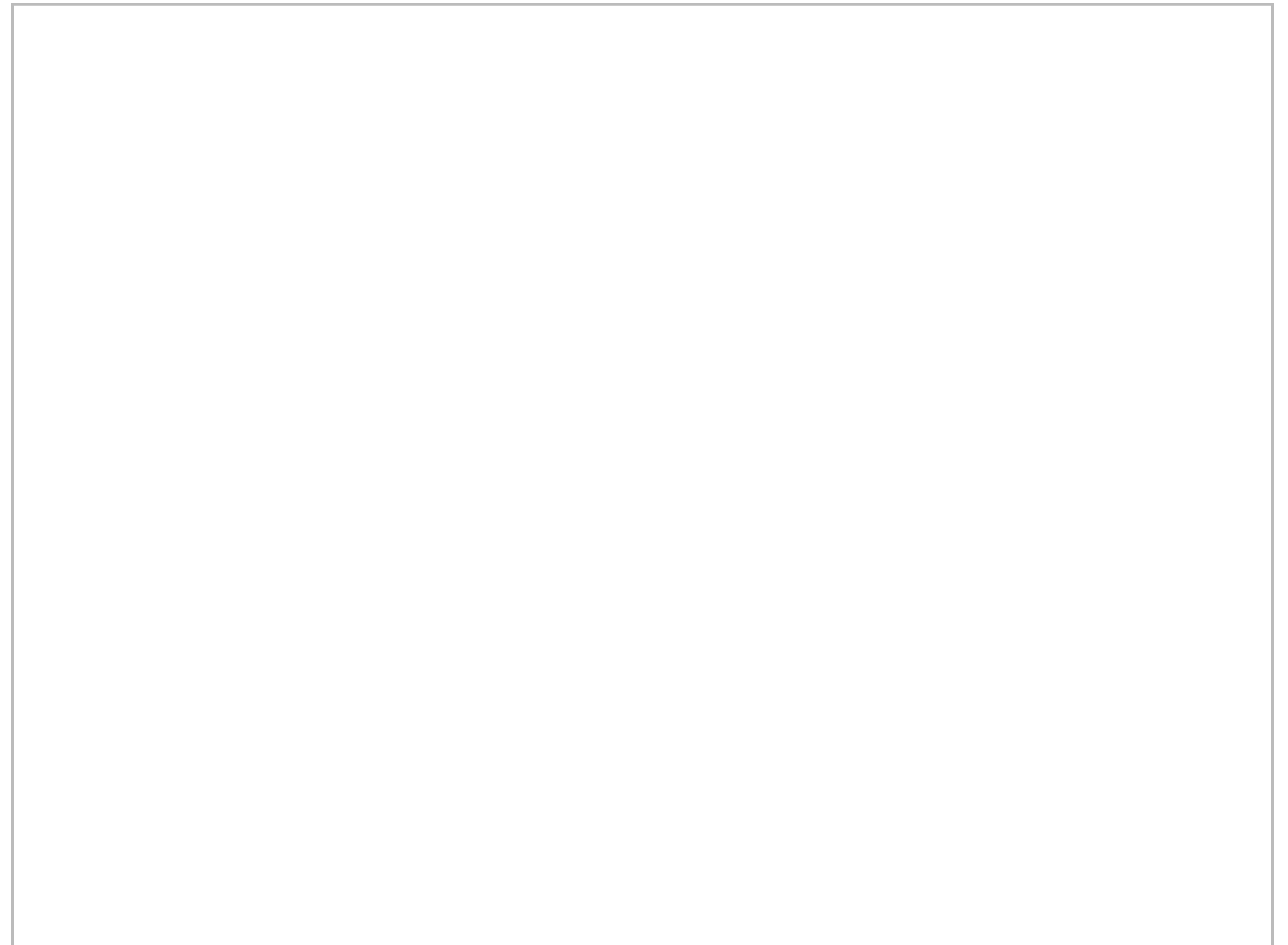
...vs. the IT Talent Shortage

2030 Forecast:
IT talent shortage of
410,000~790,000
workers



Even non-IT professionals can create
systems and applications with

No-Code



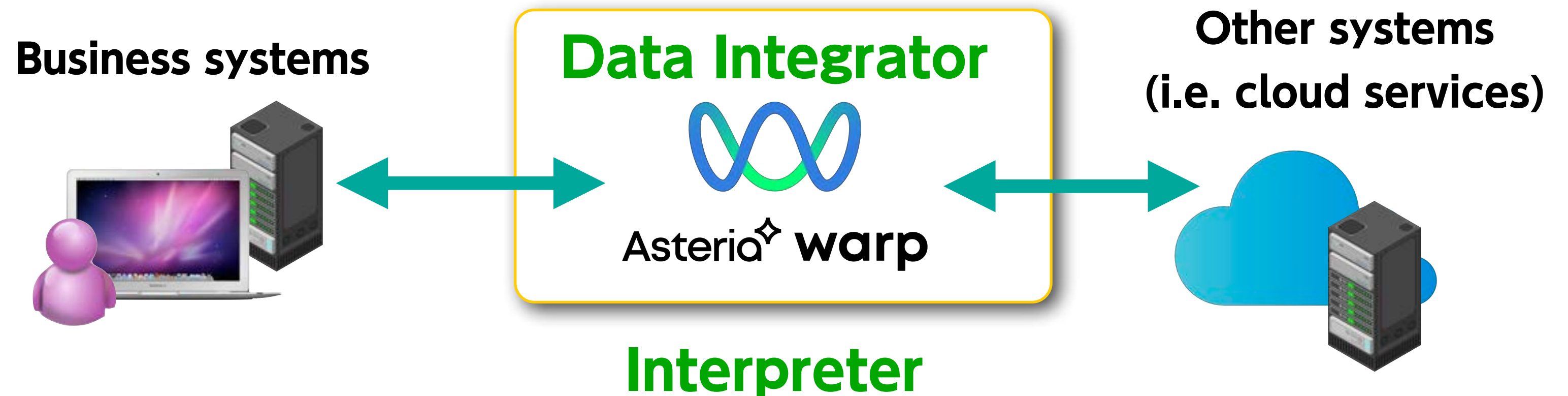
Source: METI 2016 "Survey results on latest trends and future estimates of IT human resources"

Flagship Product: ASTERIA Warp



Source: Techno Systems Research Co.
“Overview of software marketing in 2024
— the EAI/ESB market edition”

- ◆ No.1 market share for 18 consecutive years
- ◆ The data integration standard



The **no-code** data integrator
used by **over 10,000 companies**

Powerful Warp Ecosystem

◆ **100% indirect sales** through distribution partners (AMP, ASP)

Comprehensive partner collaboration program



Master Partners (AMP)

Warp license sales & system configuration

32
companies

Subscription Partners (ASP)

Warp Core subscription sales & installation support

80
companies

Technical Partners (ATP)

System configuration support & adapter development

24
companies

Financial Summary

FY2024 Q3

Based on International Financial Reporting Standards (IFRS)



Upward Revision of Earnings & Dividend Forecast

Operating Profit

Net Profit Attributable to Parent Owners

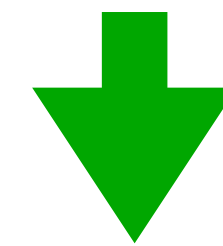
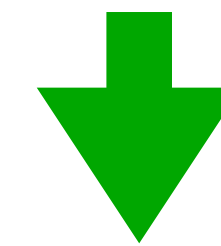
Year-End Dividend

Previous Forecast
(as of 2024.11.7)

400~550
M JPY

(not disclosed)

5.0 JPY/share



Latest Forecast
(as of 2025.1.6)

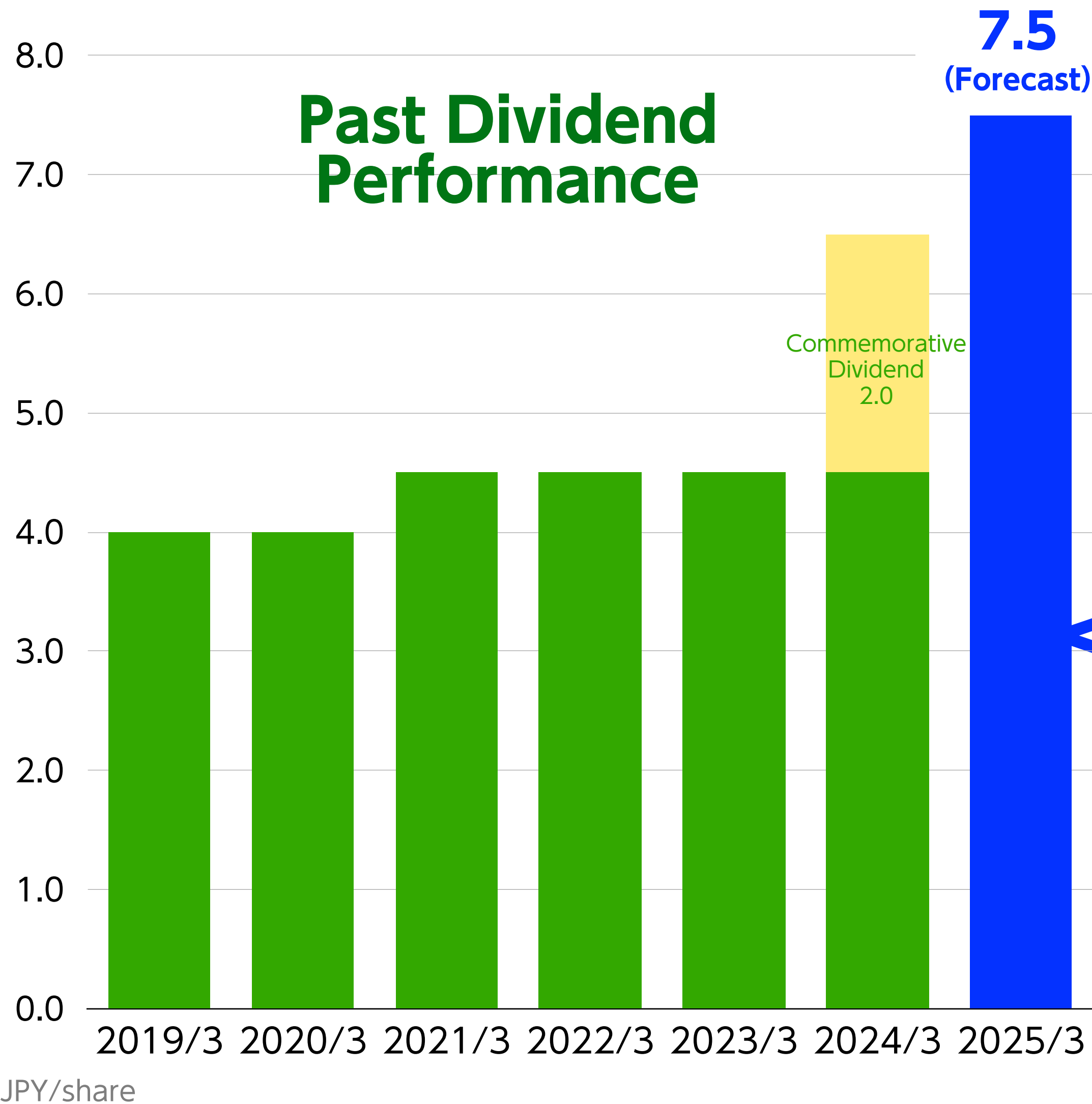
600
M JPY

300
M JPY

7.5
JPY/share

- ✓ Expected growth in **Software** profits
- ✓ Increased valuation gains on **SpaceX** shares

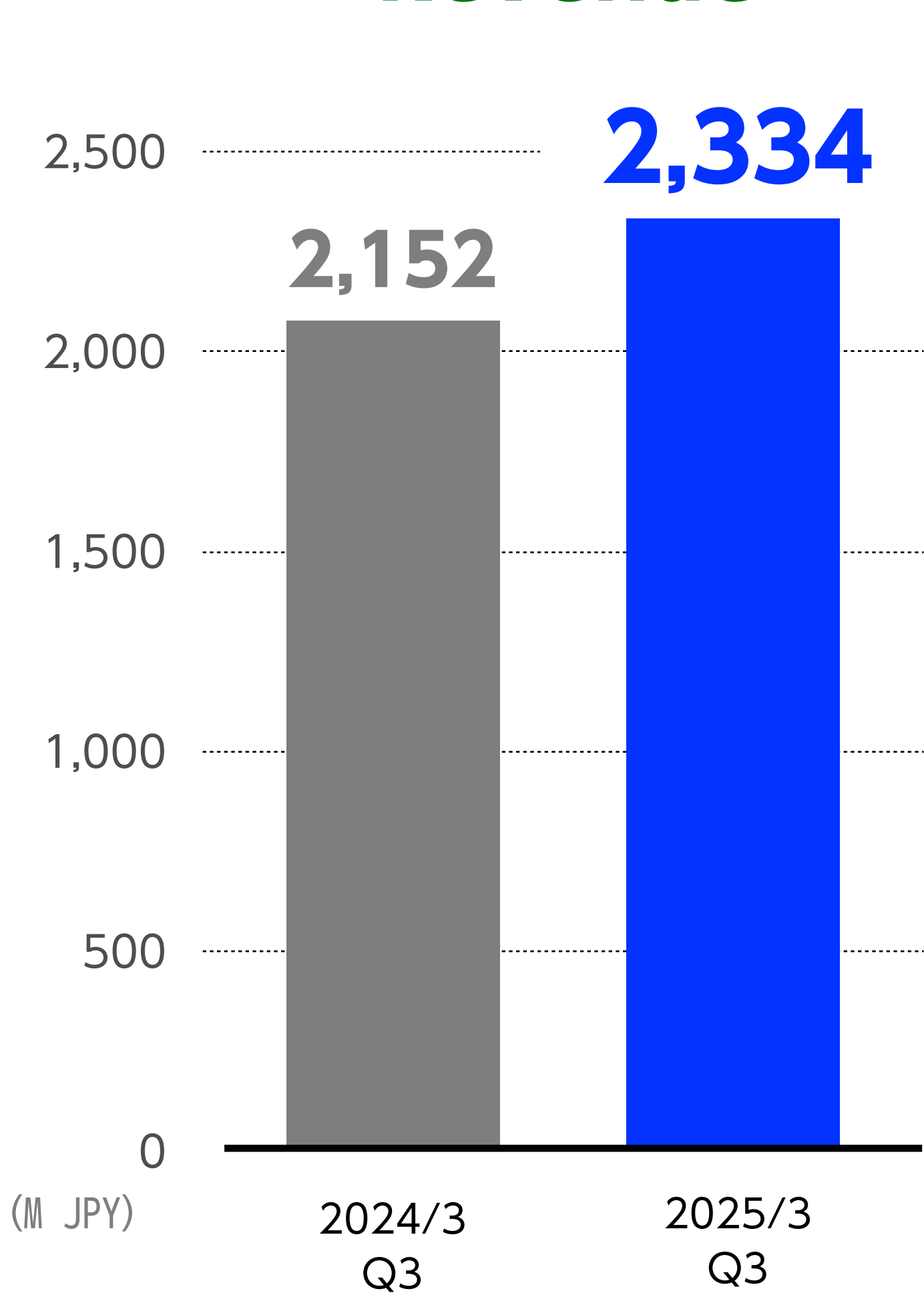
Changed Dividend Policy to Strengthen Shareholder Returns



- ✓ Dividend policy change
 - **consolidated payout ratio target of 30%**
 - **progressive dividends**
- ✓ Year-end dividend forecast **50% upward revision to 7.5 yen**
- ✓ Share buybacks to be **evaluated and executed adaptively**

Software Business Grows at Record Pace

Revenue



Up 8.5% (YoY)

✓ **Warp revenue** (total product value: 2 billion yen)

License: Up **17%**

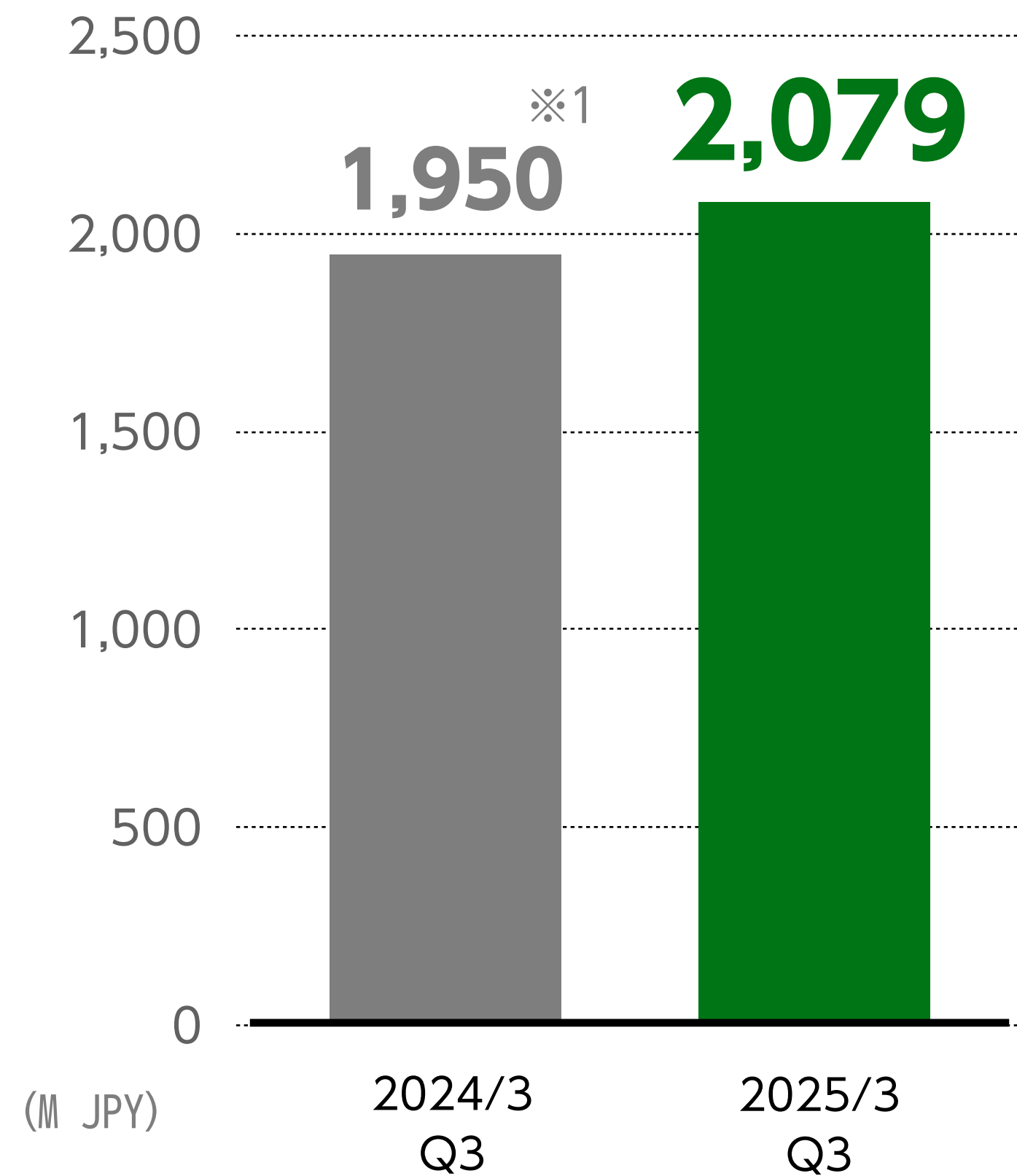
Subscription: Up **20%**

✓ **Platio revenue** (total product value: 100 million yen)

Subscription Up **40%**

Software Business Grows at Record Pace

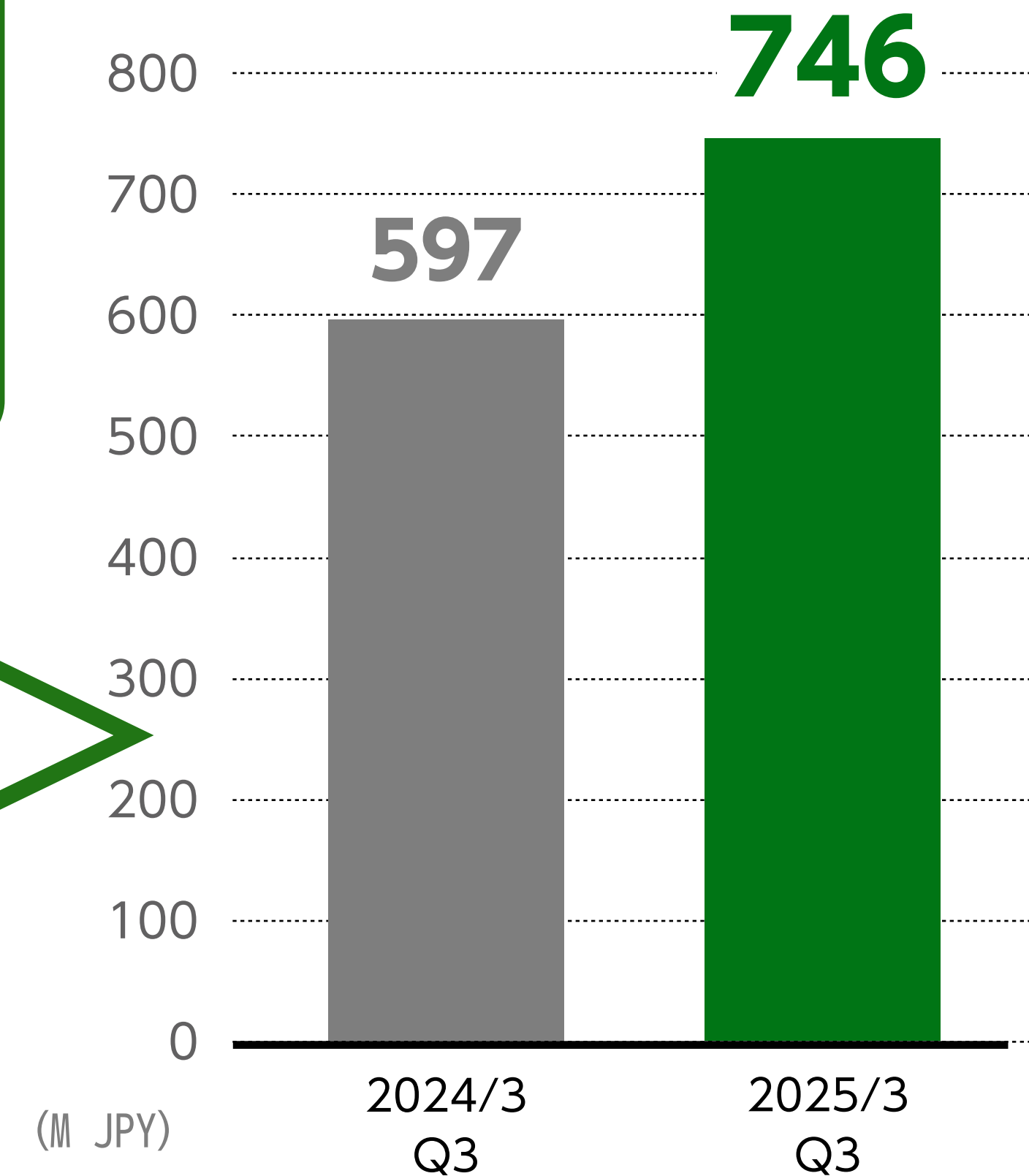
Gross Profit



Approx. **90%** margin
Up **6.7%** YoY
Over **2 billion yen**

32% EBITDA ratio
Maintained high
margins

Adjusted EBITDA※2



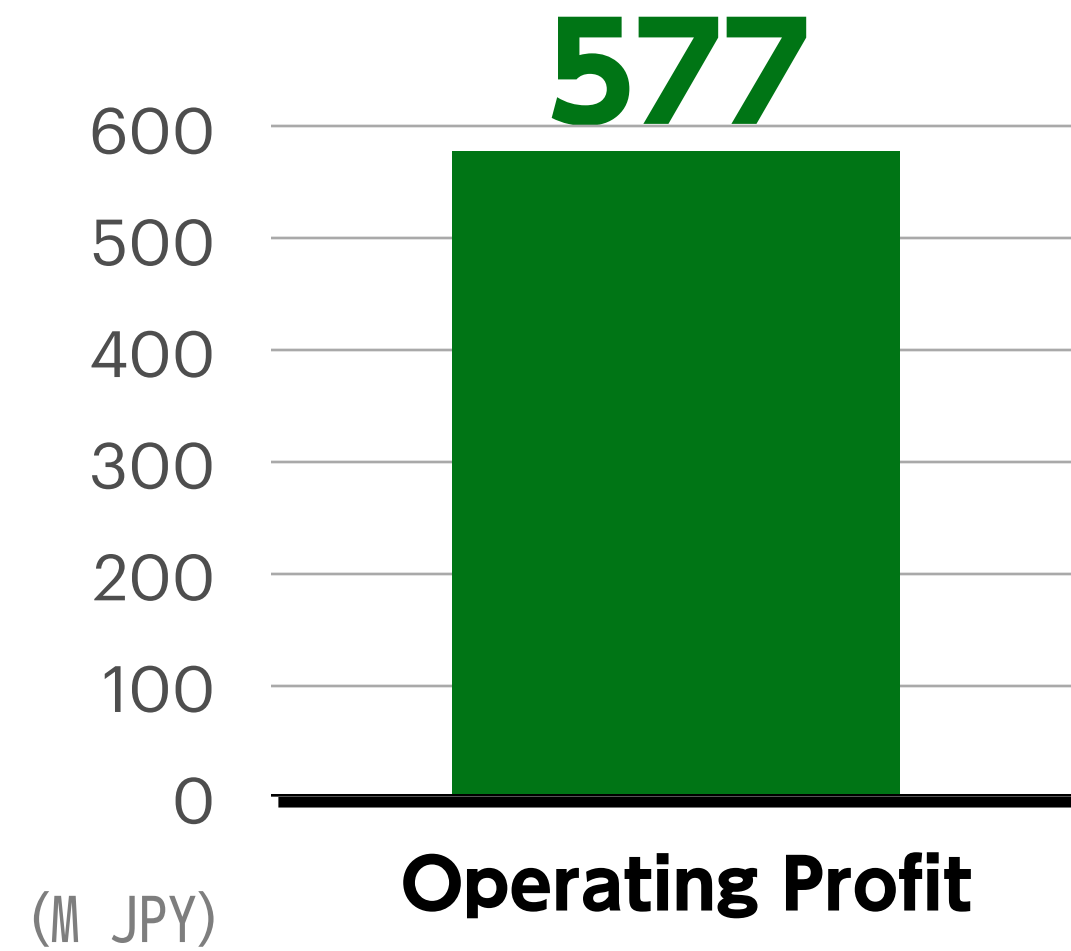
※1 Figures for the same period last year include the domestic Design Business (discontinued) in addition to the Software Business, due to the sale of This Place in March 2024.

※2 Adjusted EBITDA = operating income + depreciation and amortization ± other adjustments (i.e. goodwill impairment, unrealized acquisitions, unrealized gains/losses on investments)

Segment & Consolidated Operating Profits

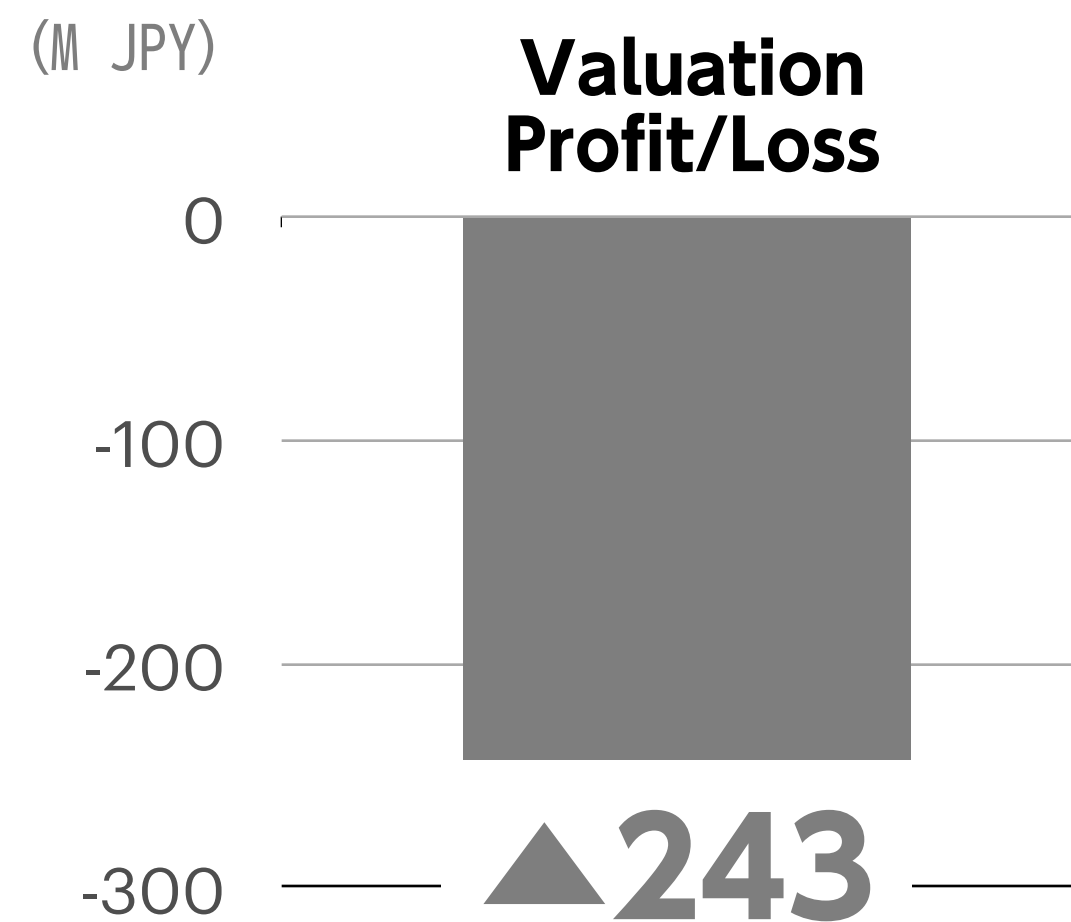
Software Segment

As a result of each product's steady growth

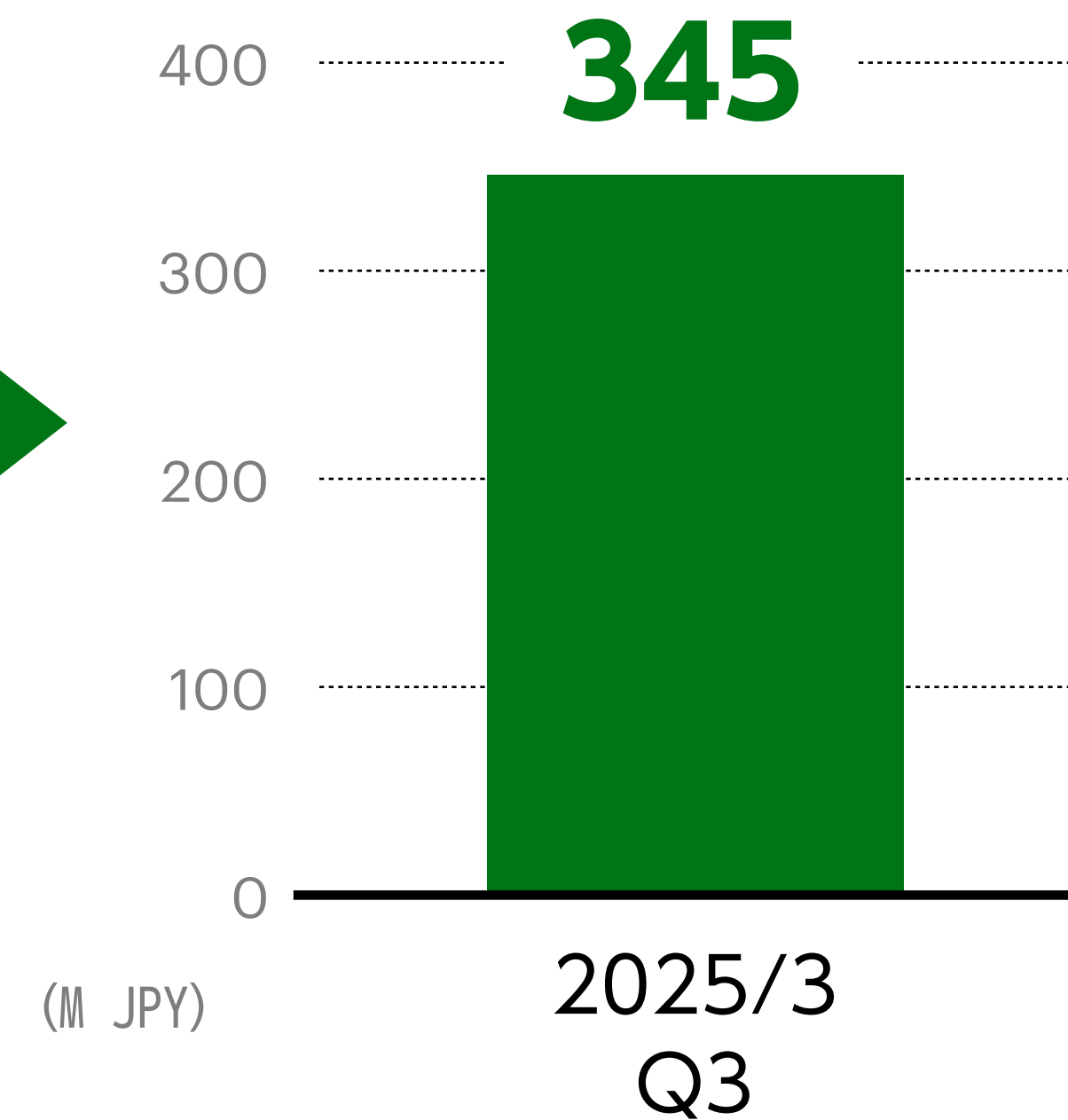


Investment Segment

Completed sale of all Gorilla shares in Q2

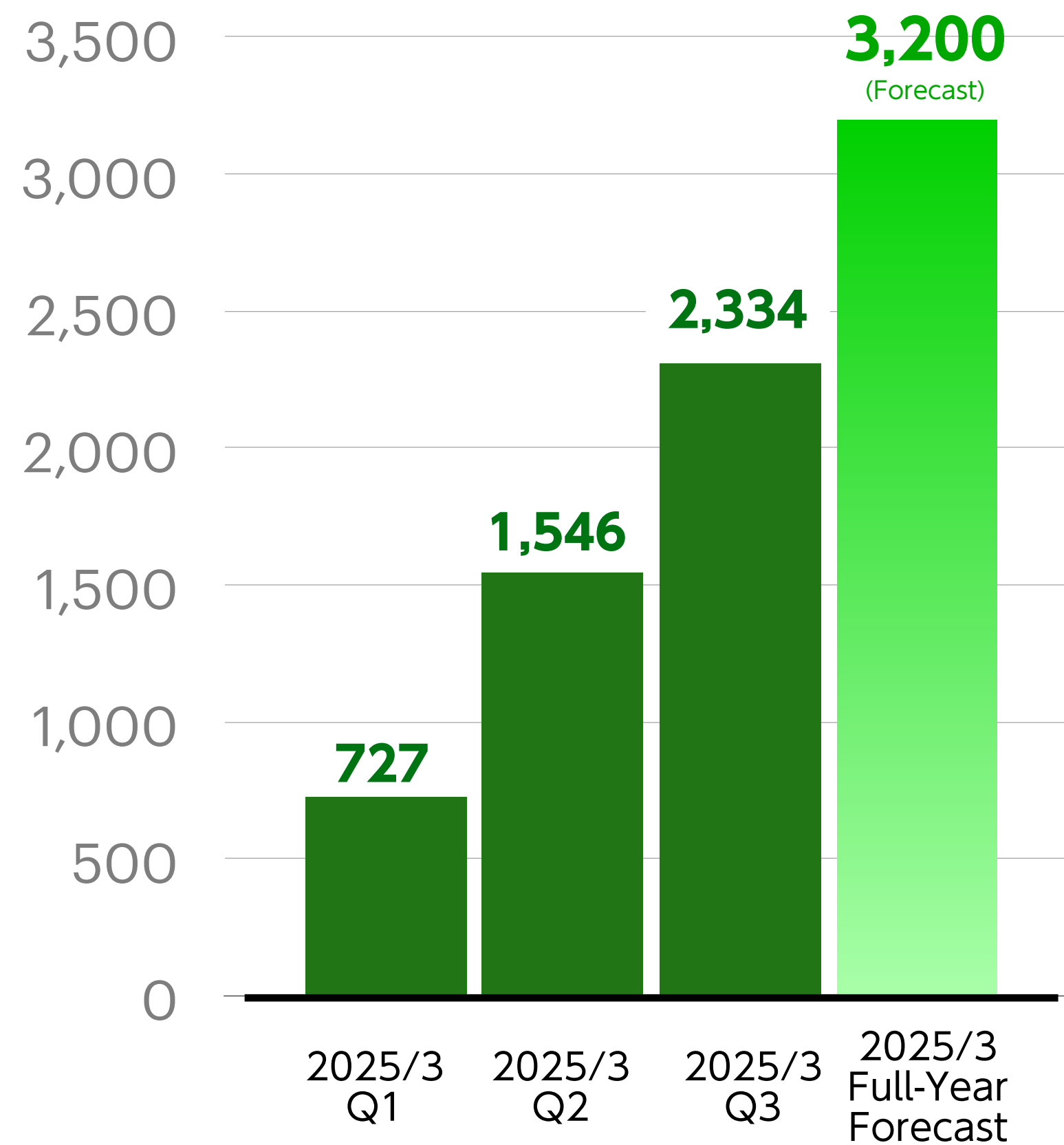


Consolidated Operating Profit
Marked increase from **72 M JPY in Q2**

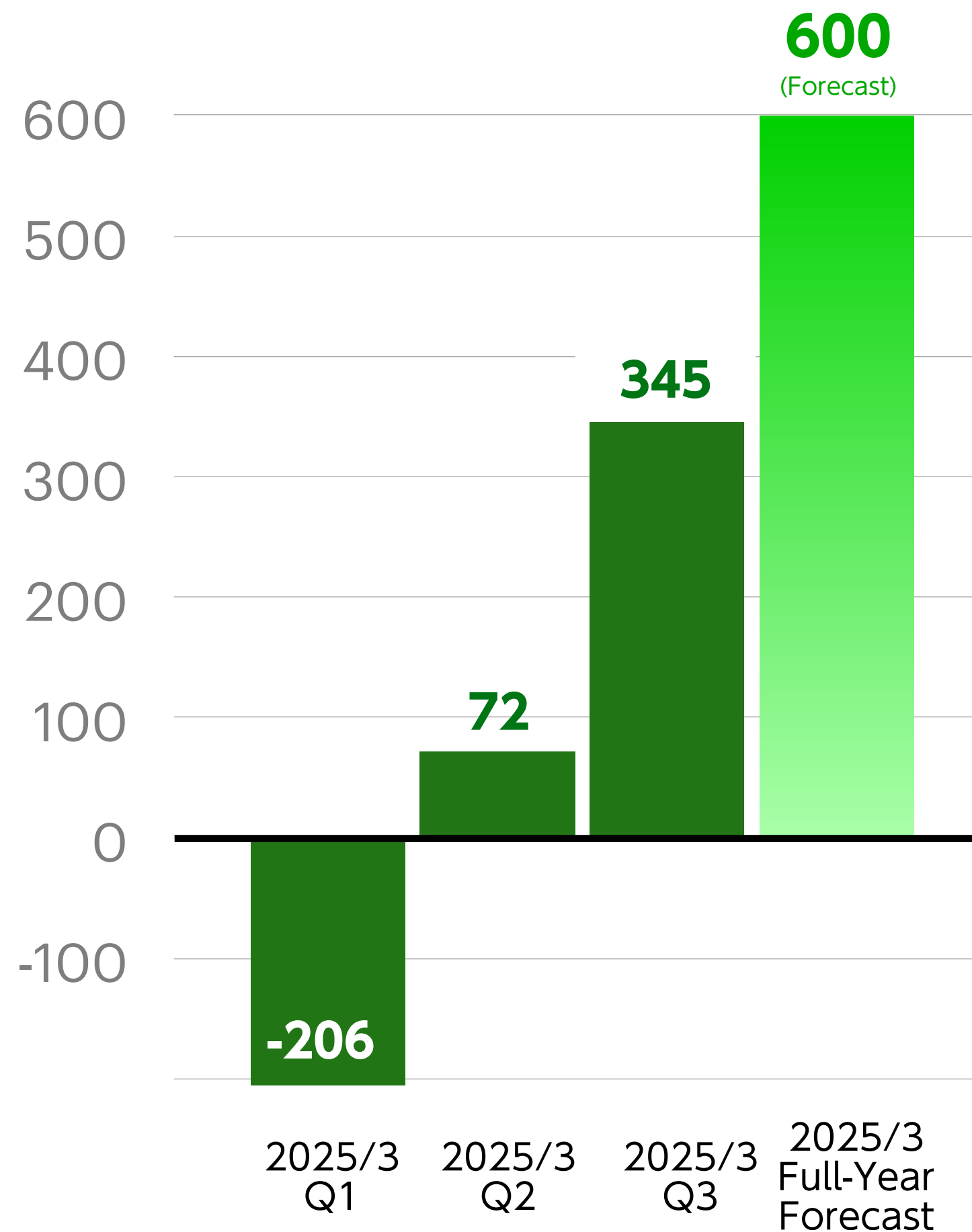


Full-Year Forecast vs Q3 Cumulative Results (M JPY)

Revenue

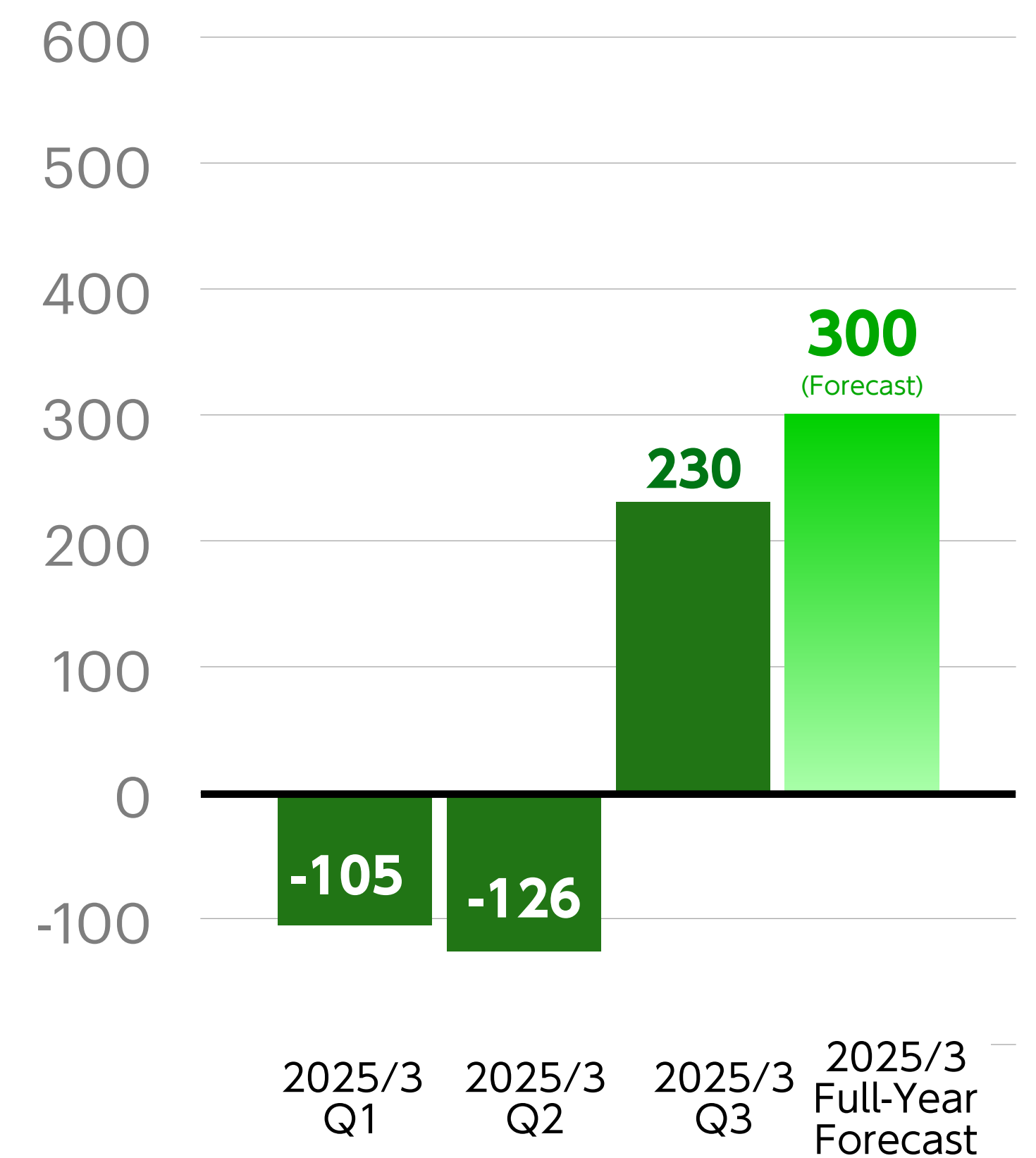


Operating Profit

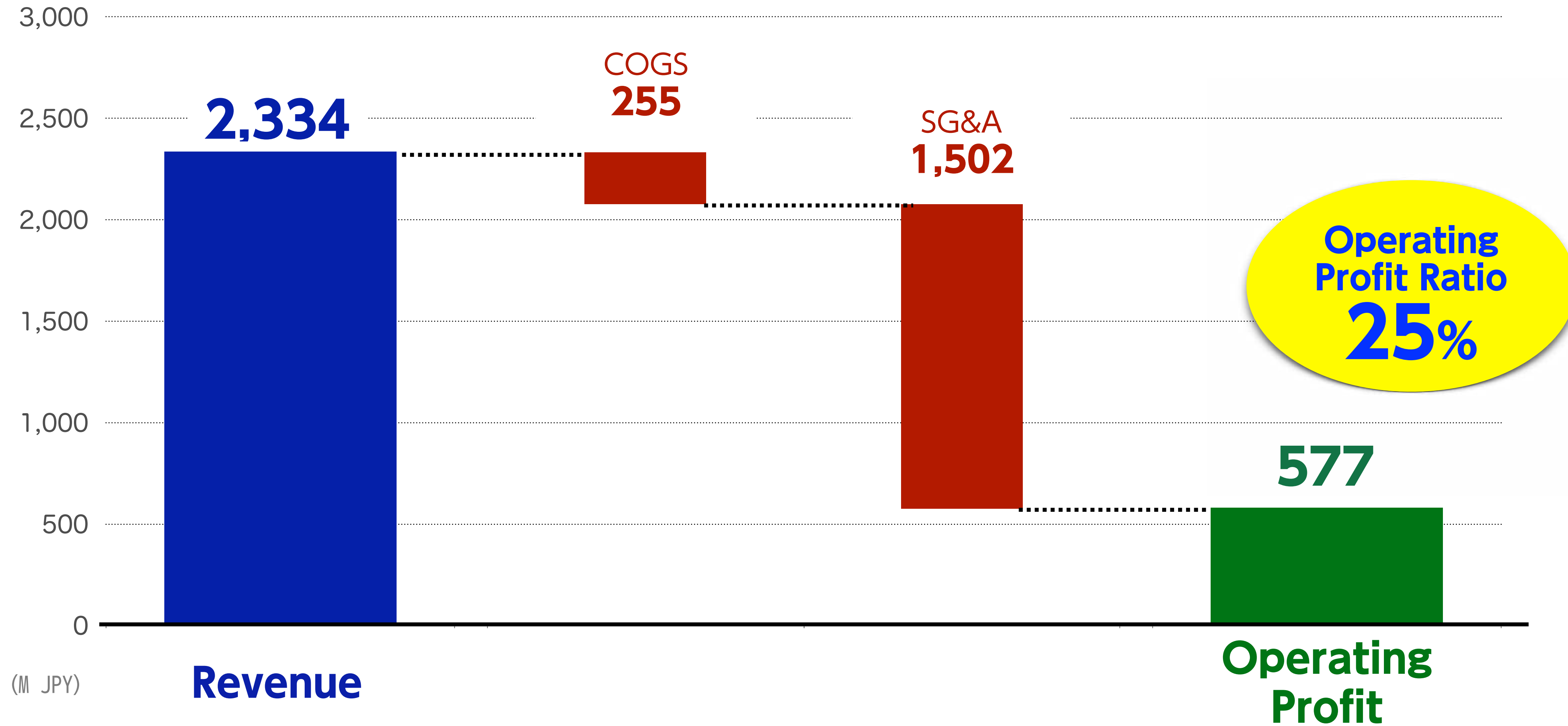


Quarterly Net Profit

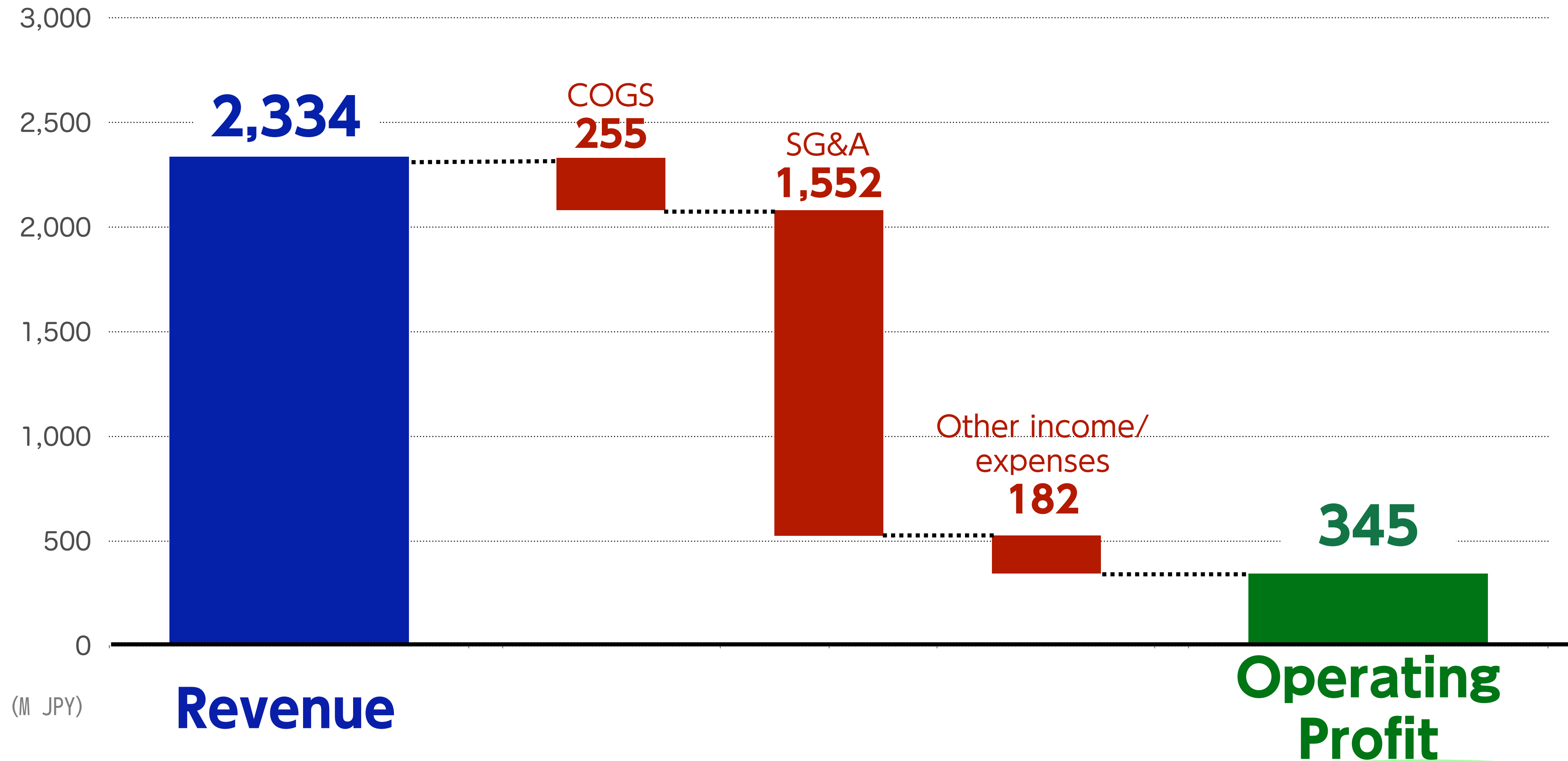
attributable to owners of parent



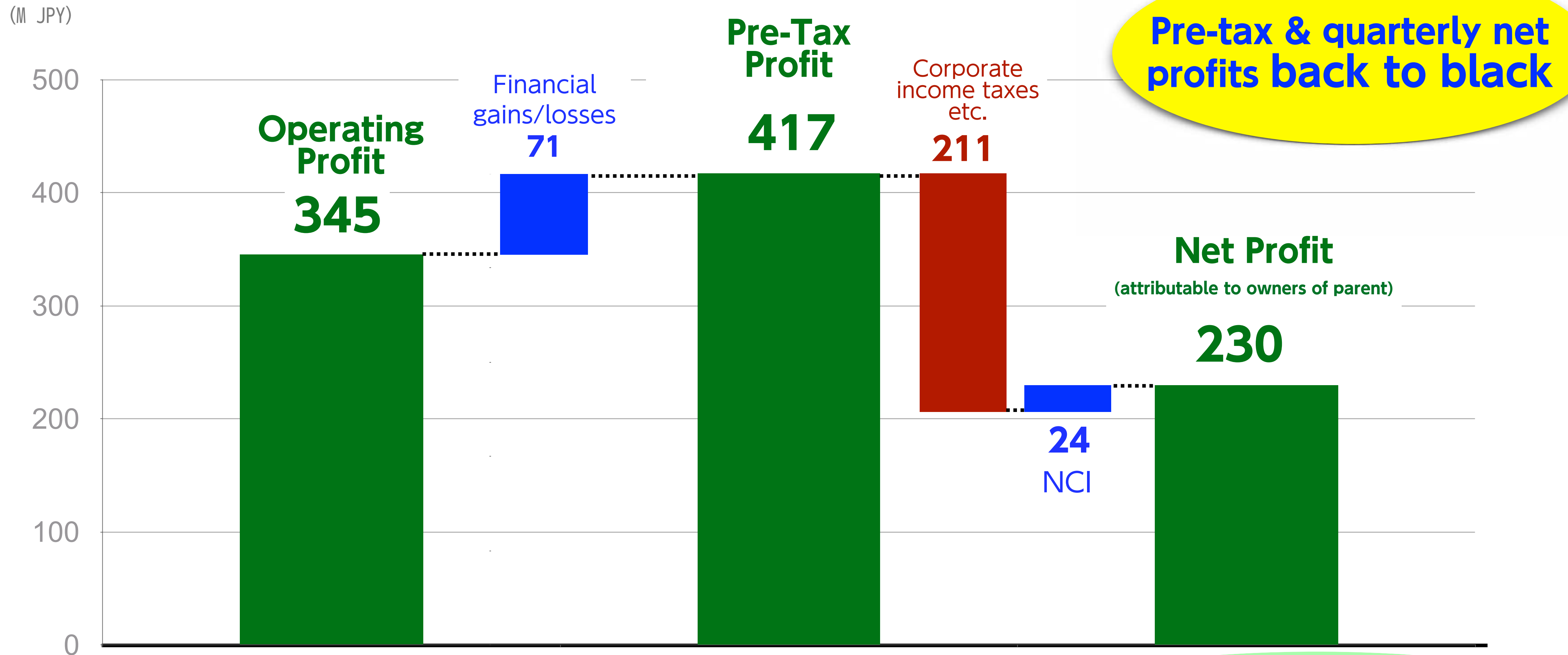
Software Business Indicators



Bridge: Consolidated Revenue & Operating Profit

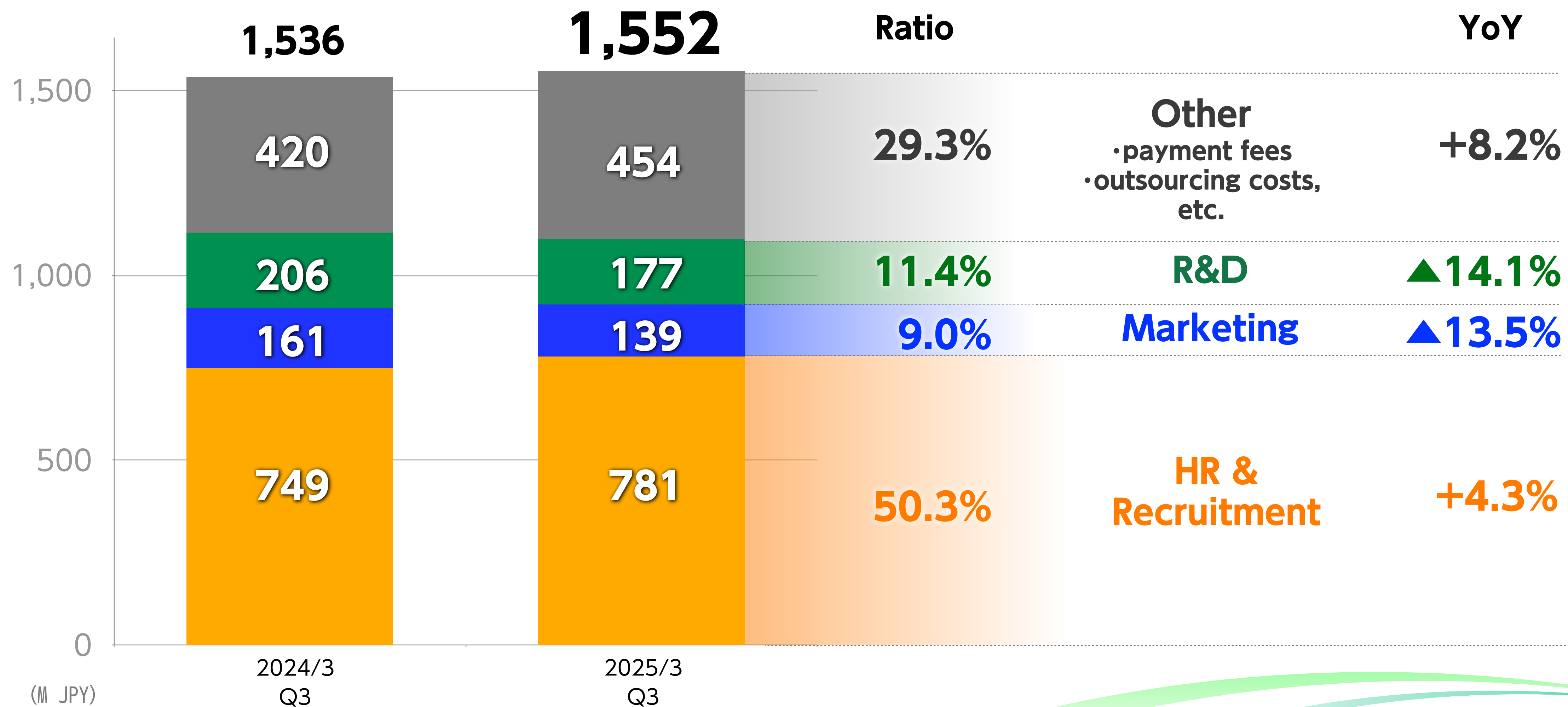


Bridge: Consolidated Operating Profit / Pre-Tax Profit / Net Profit



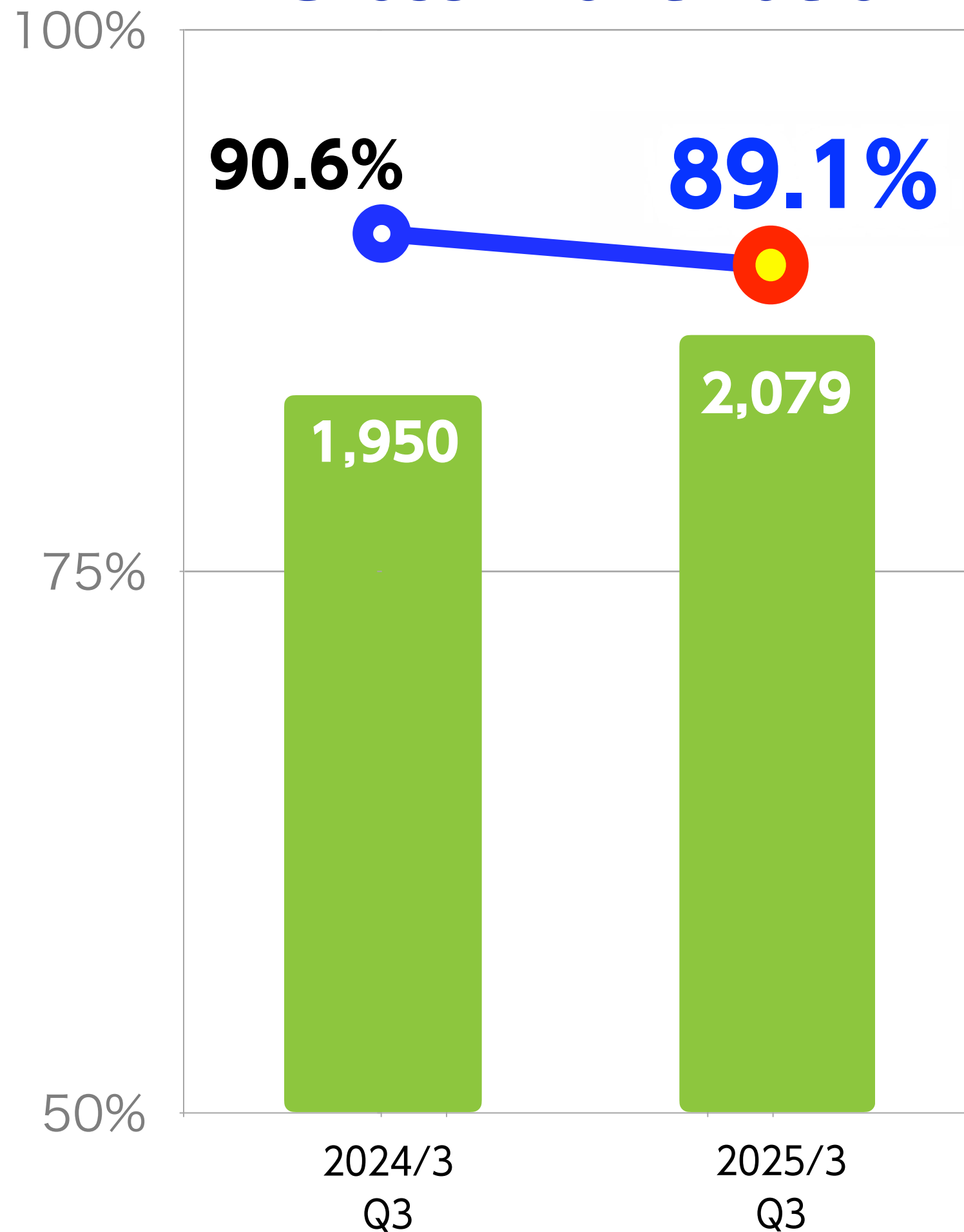
SG&A Trends & Breakdown (YoY)

◆ More efficient SG&A expenses contributed to profits, even with increased sales revenue.

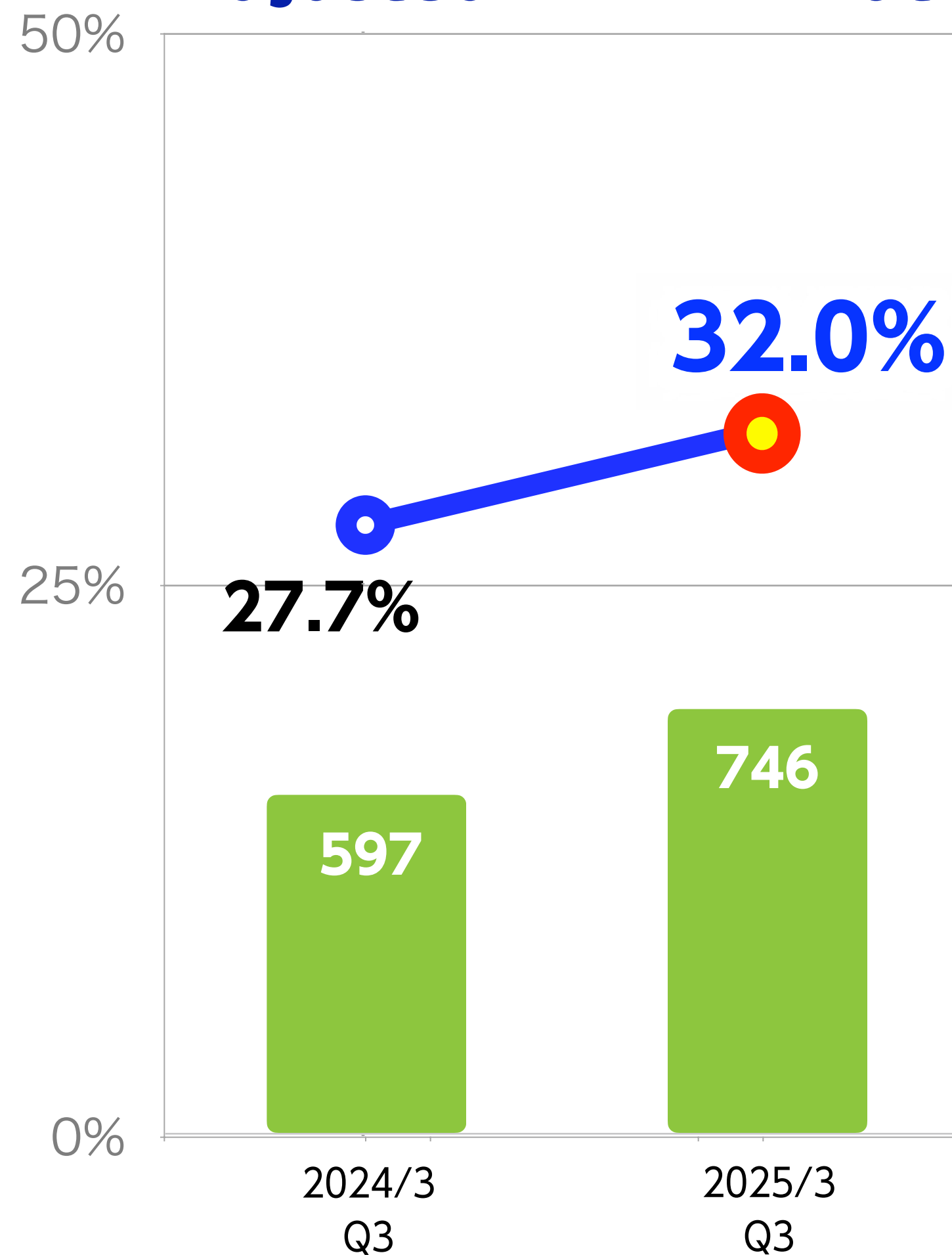


Management Indicators (M JPY)

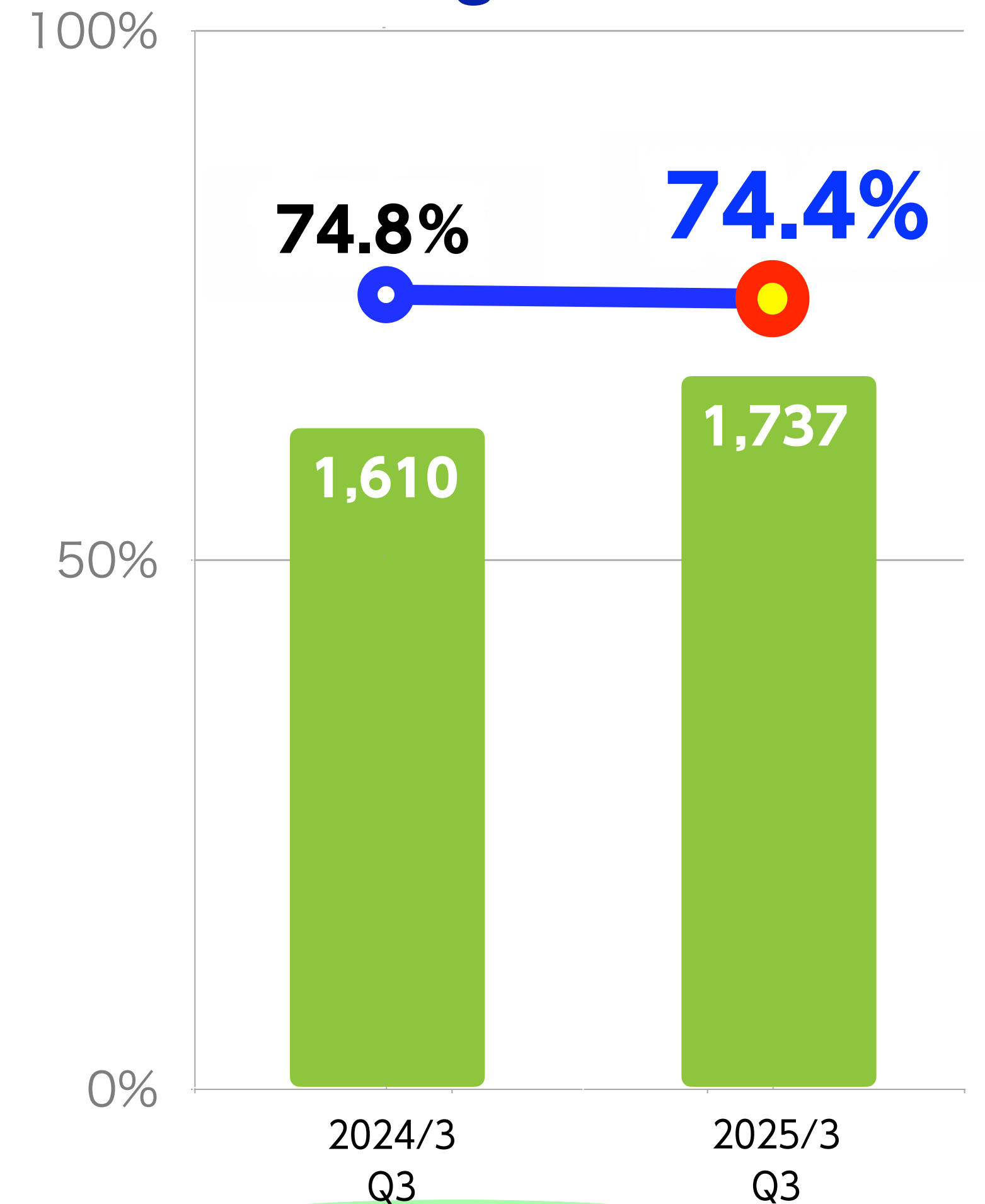
Gross Profit Ratio



Adjusted EBITDA Ratio



Recurring Revenue Ratio



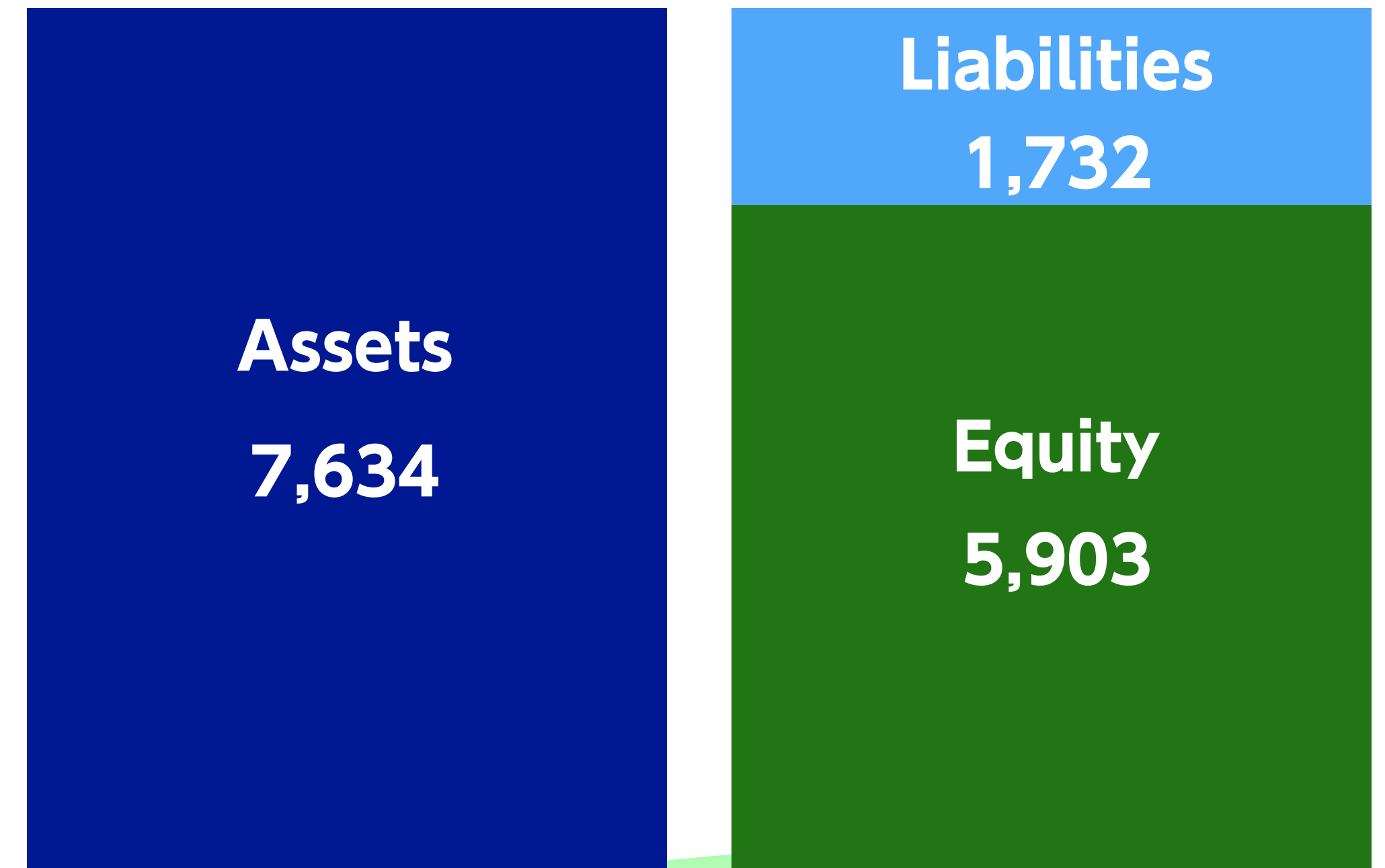
Financial Statement (As of December 31, 2024)

◆ Goodwill reduced to 0 prevent future impairment loss

◆ Maintained sound financial position and cash flow

	Mar 2024	Dec 2024	Change	
ASSETS	Cash & cash equivalents	1,731	2,696	964
	Accounts receivable	177	176	▲ 1
	Other current assets	598	77	▲ 522
	Tangible fixed assets	938	830	▲ 109
	Goodwill	0	0	0
	Intangible assets	241	308	66
	Investments & other assets	3,901	3,549	▲ 352
	Total assets	7,587	7,634	47
LIABILITIES	Short-term borrowings	243	100	▲ 143
	Accounts payable	113	94	▲ 20
	Income tax payable	0	232	232
	Other current liabilities	892	1,009	117
	Long-term borrowings	215	0	▲ 215
	Other concurrent liabilities	367	297	▲ 70
	Total liabilities	1,830	1,732	▲ 99
EQUITY	Shareholder equity	4,835	5,005	170
	Other equity	747	779	32
	Non-controlling interest	175	119	▲ 56
	Total equity	5,757	5,903	146

Equity ratio	PBR (Price-to-book ratio)
77%	1.57



Industry Trends & Future Strategy



Software Business Environment



- ✓ AI's role evolving from **function to infrastructure**
(like an operating system)
- ✓ AI moving towards **autonomous decentralized collaboration**

No-Code

anyone can use

Data Sovereignty

for safe & autonomous use

2025

AI Agent



AI on Chip
(semiconductor)



Edge AI

AI Infrastructure (G-AI → AGI → ASI)

Key Industry Trends

Background

- ✓ **Geopolitical change/
economic security**
(ex: USA, Russia, China)
- ✓ **The importance of data (AI)**
- ✓ **Cybersecurity**

Topic

**Digital
Sovereignty**

Change

- ➔ **Self-sufficiency in data infrastructure**
- ➔ **Increased data security**
- ➔ **AI/cloud evolution in each country**

- ✓ **XR/Metaverse evolution**
- ✓ **5G/6G/Starlink**
- ✓ **Digital shifts in the real world**

Physical
(real-world integration)

- ➔ **Spatial computing**
- ➔ **EC/healthcare evolution**
- ➔ **Digital twin optimization**

Asteria's Approach

No-Code

anyone can use

Data Sovereignty

for safe & autonomous use

AI Agent



AI on Chip
(semiconductor)



Edge AI

AI Infrastructure (G-AI → AGI → ASI)

No-Code × Connecting

No-Code
anyone can use

Data Sovereignty
for safe & autonomous use



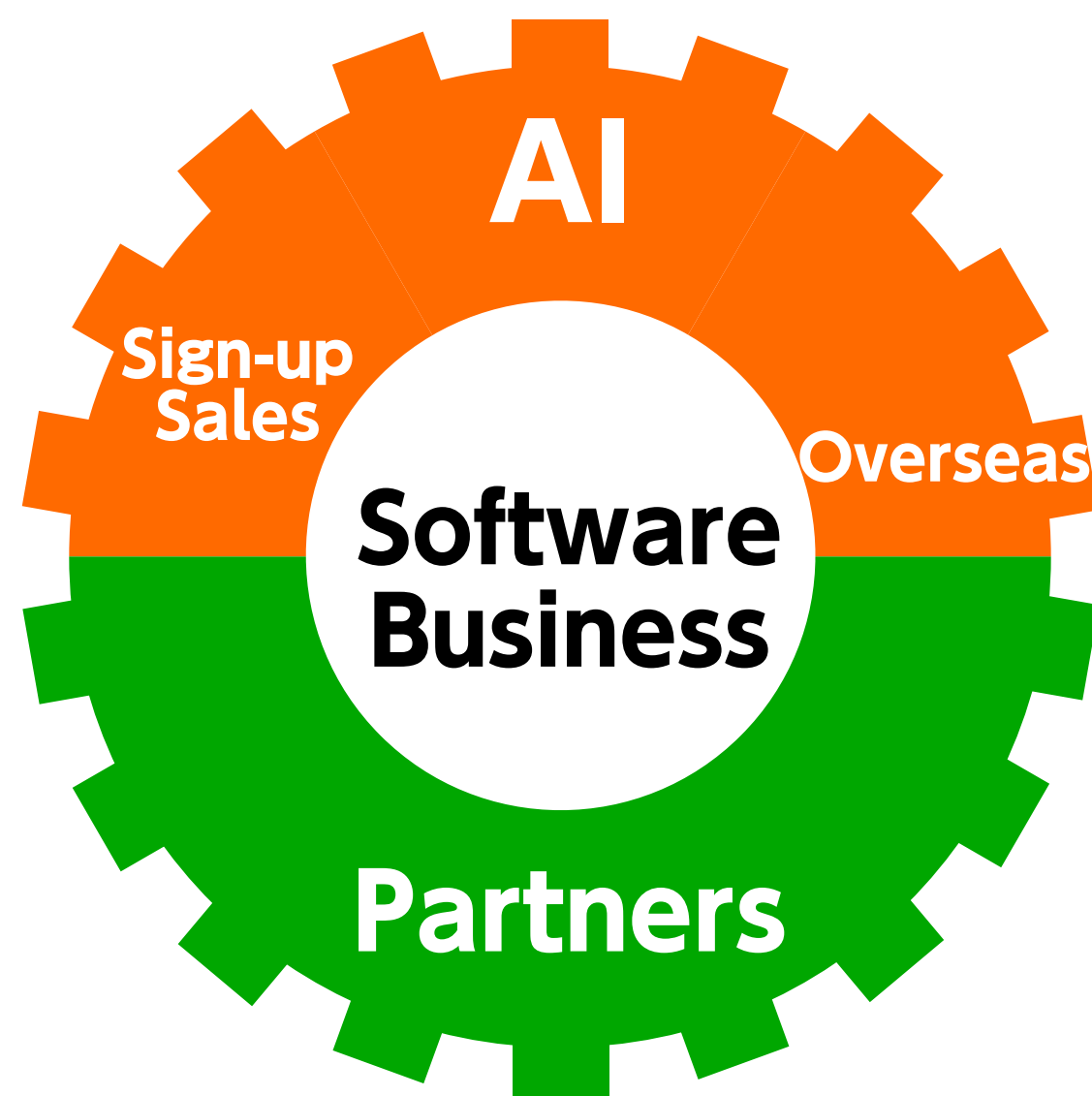
**Data Integration
(connecting)**



Increasing demand for
our **no-code** products

Software Business Strategy: Stable Revenue Growth

- ① Promote subscription billing & pay-per-use model
- ② Extensive no-code product portfolio



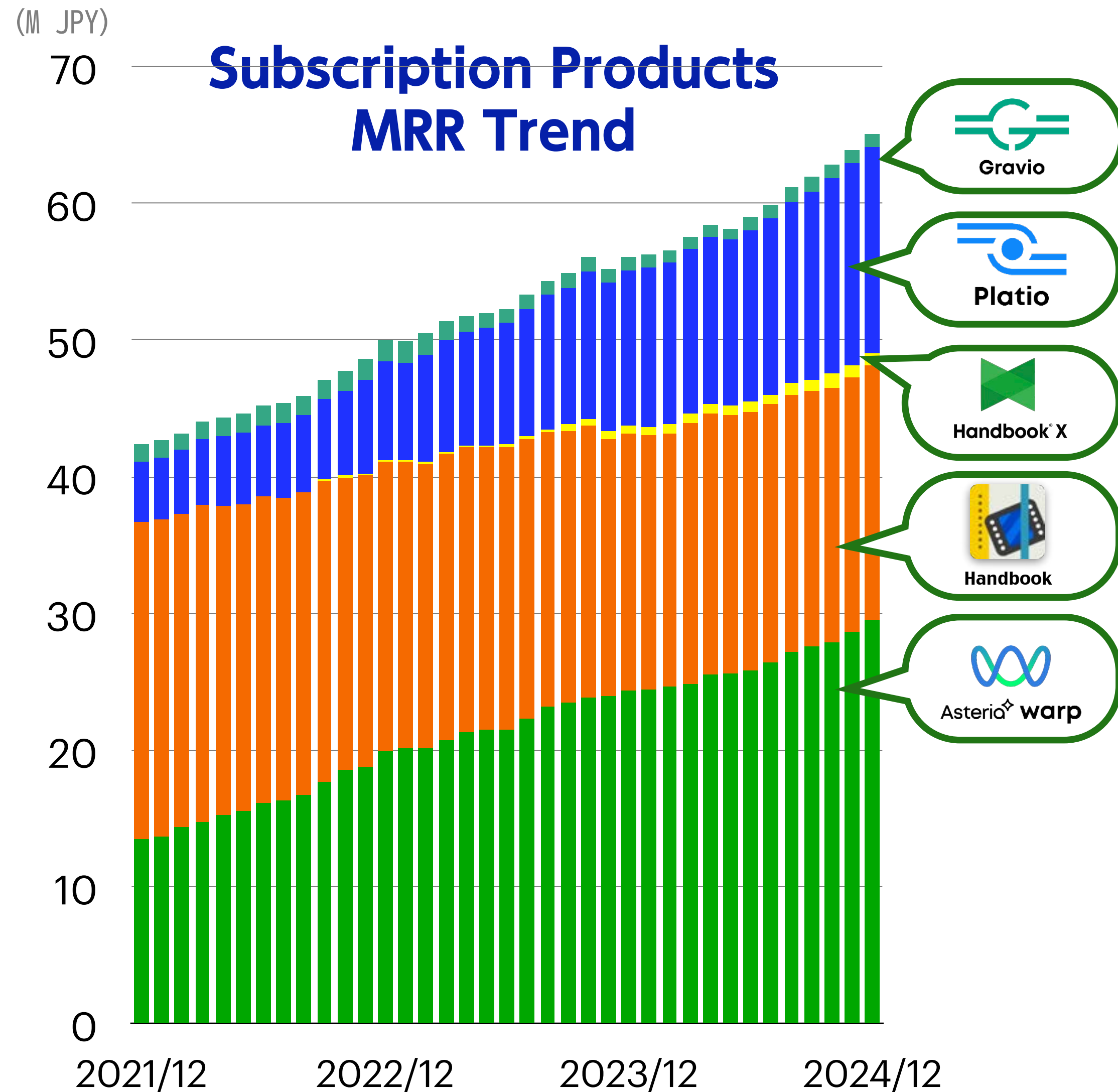
AOG → rapid growth in new markets & overseas

※ AOG = Advanced Tech & Overseas Growth

ELG → stable growth in a robust ecosystem

※ ELG = Ecosystem Led Growth

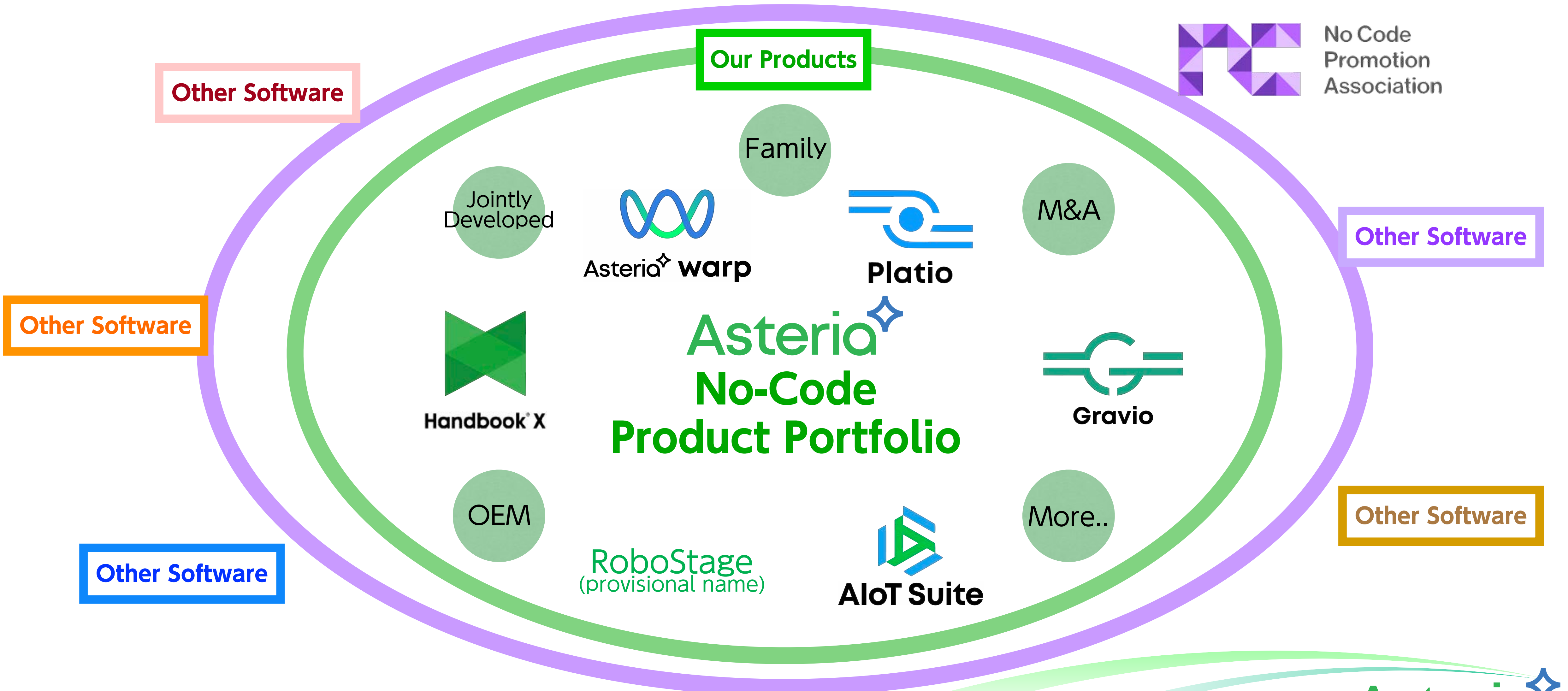
Steadily growing subscription sales



No-Code Demand Drivers

- ◆ **Labor & talent shortages**
→ Reduce staffing requirements and overtime hours with digitalization
- ◆ **2025 Digital Cliff** (Source: METI DX Report)
→ Renewal of legacy systems and adapting to new technologies
- ◆ **SAP 2027 Problem** (ending maintenance of old ERP)
→ Growing demand for data integration in system upgrades
- ◆ **Digital Administrative & Fiscal Reform**
→ System infrastructure renewal and introduction of government cloud

No-Code Product Portfolio





Asteria[✦] warp

Growing data integration demand = revenue over 2 billion yen

- ✓ **Increased demand** for **kintone**, **accounting** and **HR** systems to address the **SAP 2027 Problem**
- ✓ Demand for data integration in SMEs remains strong
- ✓ Joint promotion with sales partners
- ✓ Approx. **10% up** YoY



Platio

Increased premium version adoption = revenue up 40% (YoY)

- ✓ Accelerating shift from single department to **multi-department and company-wide** adoption
- ✓ Increased demand in construction & logistics (2024 Problem)
- ✓ Growing use of **kintone** & **salesforce** on smartphones
- ✓ **Exceeded 100 million yen in Q3**

◆ **Eliminated system black-boxification with no-code, reducing work hours!**

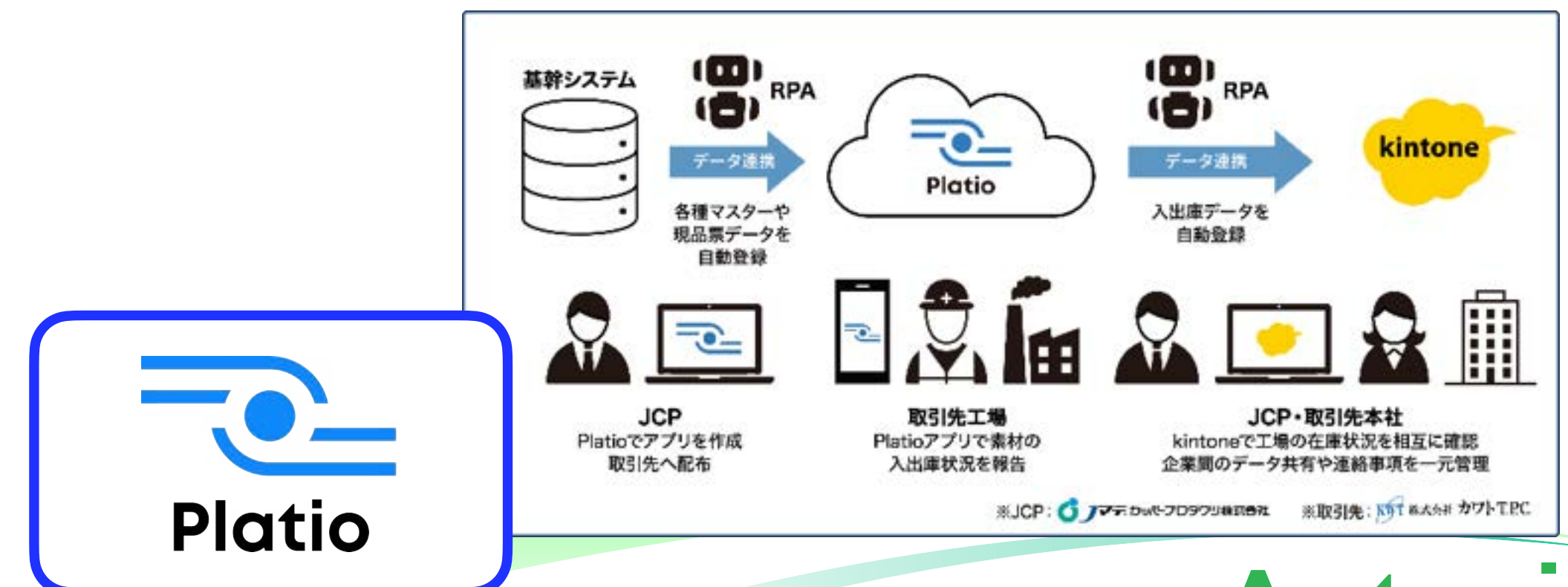
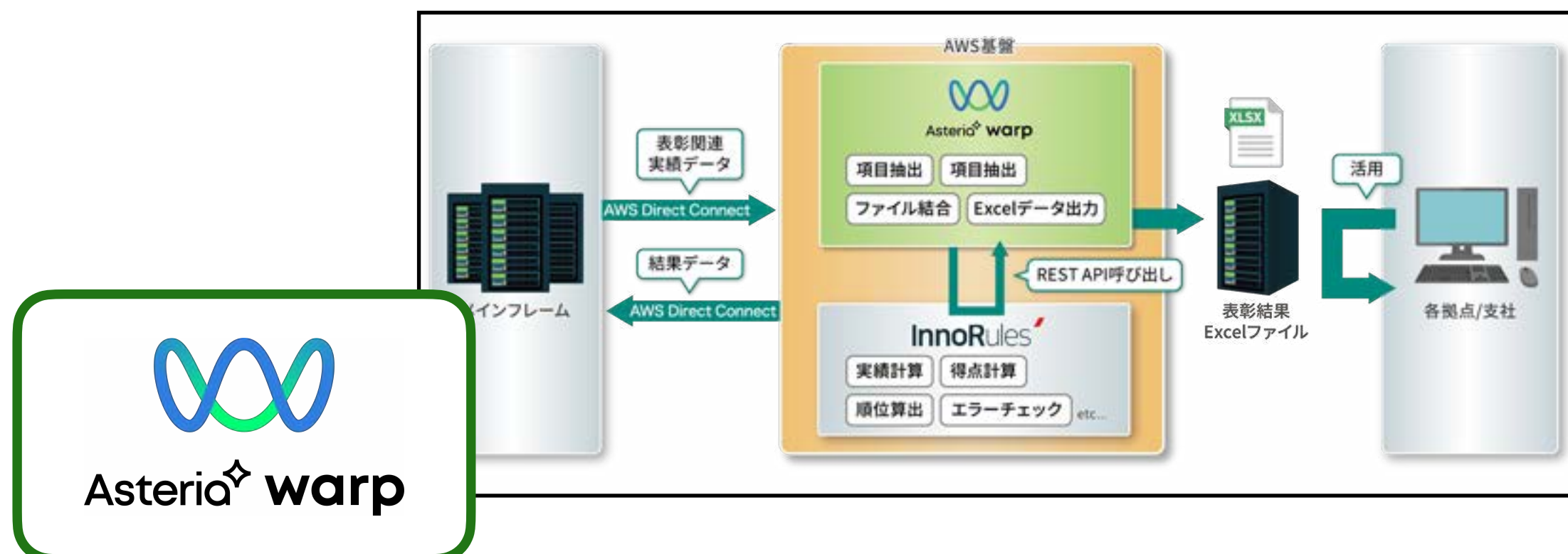
[Nippon Life Insurance Company]

- ▶ Business management system renewal **made system processing visible**
- ▶ Automated manual Excel work
- ▶ Reduced workload by **240 hours per year**

◆ **Remote monitoring of partner inventory status to optimize manufacturing planning**

[J-MATE Copper Products]

- ▶ Platio used as a mobile app to **input information into kintone**
- ▶ **Real-time inventory status recording & reporting** from the factory with smartphones made possible



	Warp	Platio
Strengthen Products	<ul style="list-style-type: none"> ✓ Subscription & Support lineup expansion ✓ Adapter lineup expansion 	<ul style="list-style-type: none"> ✓ Platio One rebranding ✓ Platio Connect product lineup expansion
Societal Issues Paradigm Shift	<ul style="list-style-type: none"> ✓ Digital Administrative and Financial Reform ✓ Government cloud ✓ SAP 2027 Problem 	<ul style="list-style-type: none"> ✓ 2024 Problem (overtime limits in construction & logistics industries) ✓ Push for digital transformation, business digitization
<div style="border: 2px solid green; border-radius: 15px; padding: 10px; background-color: #e0ffe0;"> <h2>Addressing the IT talent shortage with no-code</h2> </div>		
New Customer Development	<ul style="list-style-type: none"> ✓ Strengthen government and SME adoption ✓ Solve AI integration needs 	<ul style="list-style-type: none"> ✓ Explore new fields with One/Connect ✓ Strengthen development of smartphone terminal applications
Strengthen Partnerships	<ul style="list-style-type: none"> ✓ Improve ease of proposal through ISV partnerships (as a platform that provides kintone, Bugyo series, SmartHR linkage) 	<ul style="list-style-type: none"> ✓ Explore specialist fields with Platio One (strengthen and expand app “provider” network)

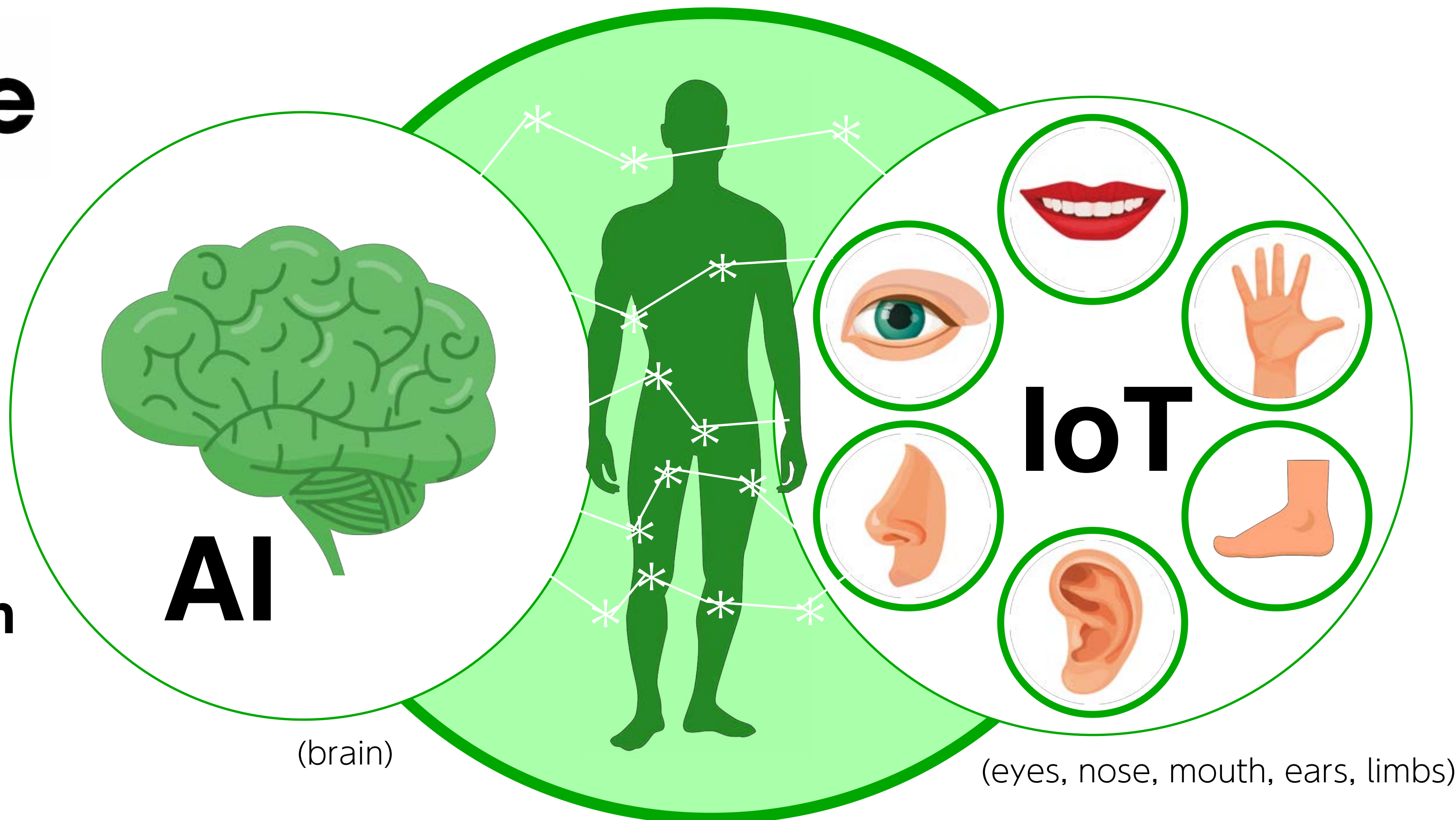
AIoT Suite

A one-stop solution from AI model training to on-site implementation

Jointly developed with



Asia's vision AI leader



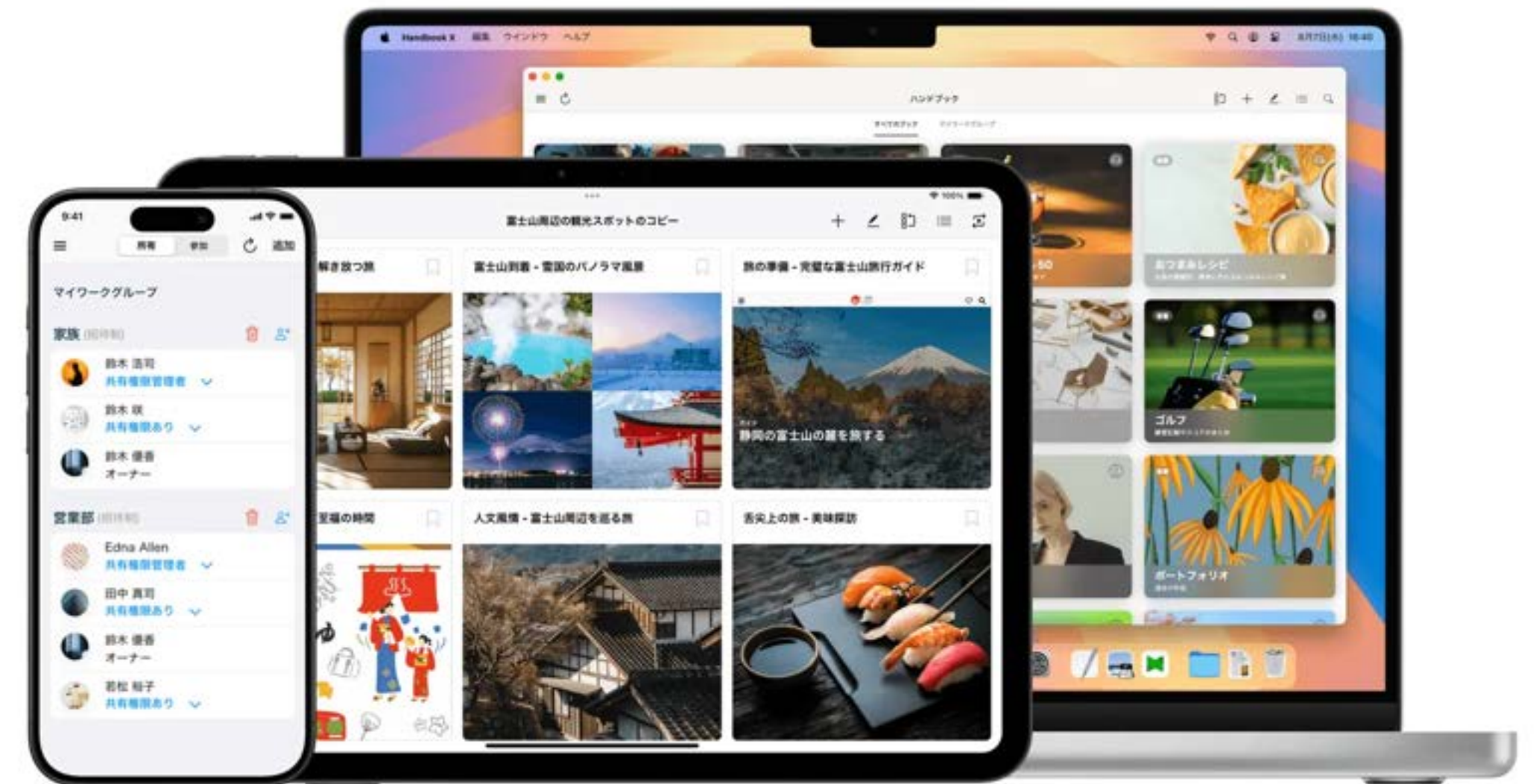
◆ Gravio exceeded **20** Connected Network Partner Companies

- ✓ Strengthen connectivity with AI & IoT-related products
- Accelerating collaboration with local and international companies



◆ Handbook X upgrade to address the “New Freelance Act” needs

- ✓ Enhanced features to improve convenience
- Freelancer, side hustle and community activity support



Handbook X

Supporting Business AI Utilization

◆ AI Implementation Consulting

- ✓ **Company-specific** generative AI Implementation support (RAG)
- ✓ **AI human skills development** also valuable for reskilling
- ✓ No-code **data collection** & generative AI integration support



◆ Understanding AI with Manga

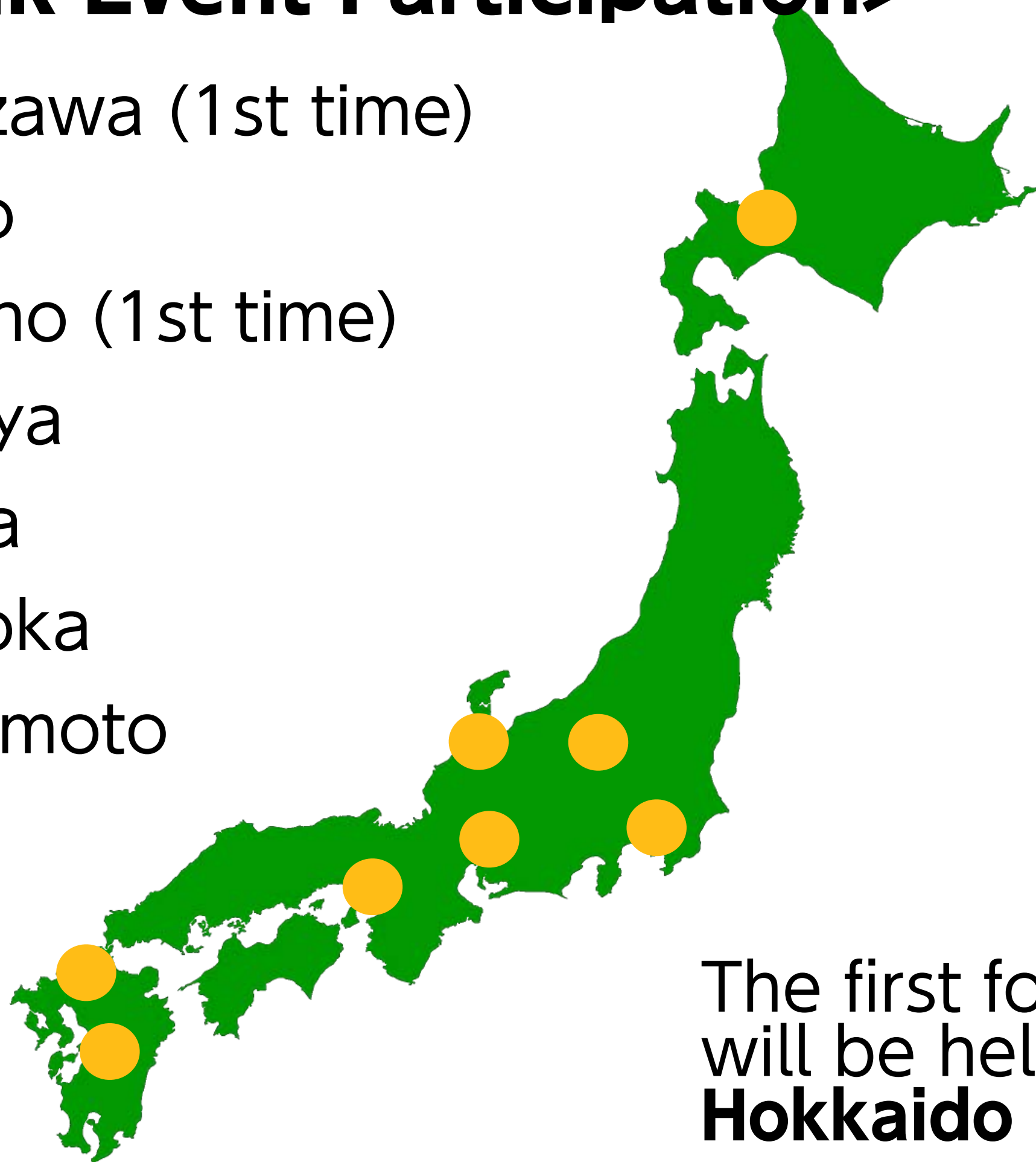
- ✓ Created a manga series that makes it easy even for IT beginners to learn about generative AI.



Active Holding of Individual Investor Information Sessions

<2024 IR Event Participation>

- ✓ Kanazawa (1st time)
- ✓ Tokyo
- ✓ Nagano (1st time)
- ✓ Nagoya
- ✓ Osaka
- ✓ Fukuoka
- ✓ Kumamoto



The first for FY2025 will be held in **Hokkaido (Sapporo)**

Asteria Q3 Summary

- ✓ **Software business growth drives return to quarterly profit**
- ✓ **Operating profit & year-end dividend forecasts revised upwards + shareholder returns strengthened**
(disclosed as of January 6, 2025)
- ✓ **Over 700 million yen profit for adjusted EBITDA in Q3**
(actual value of Software Business)
- ✓ **Recurring revenue sources (subscription & support products) continue to perform well**



FY2024 Q3 Financial Results

IR Contact: +81-3-5718-1655



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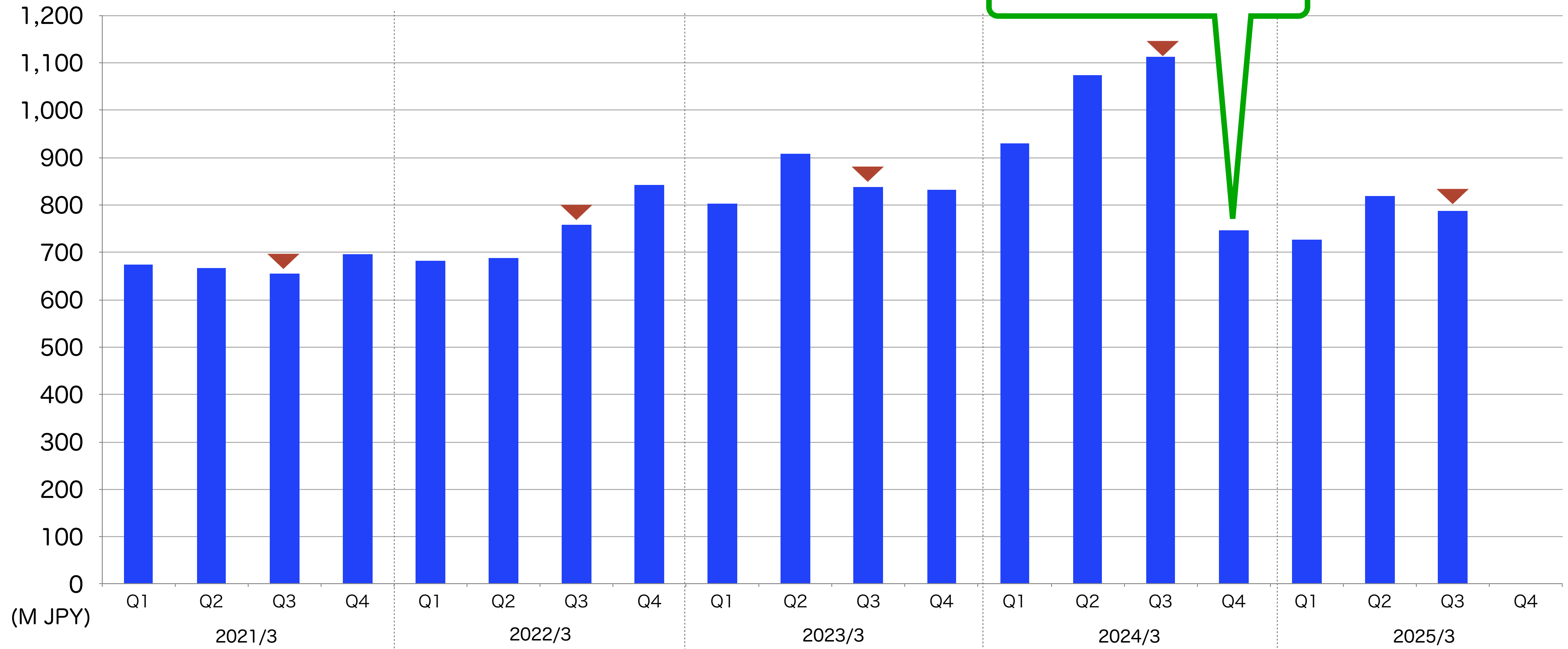
(Securities Code: 3853)

Supplemental Information

Quarterly Trends & Glossary

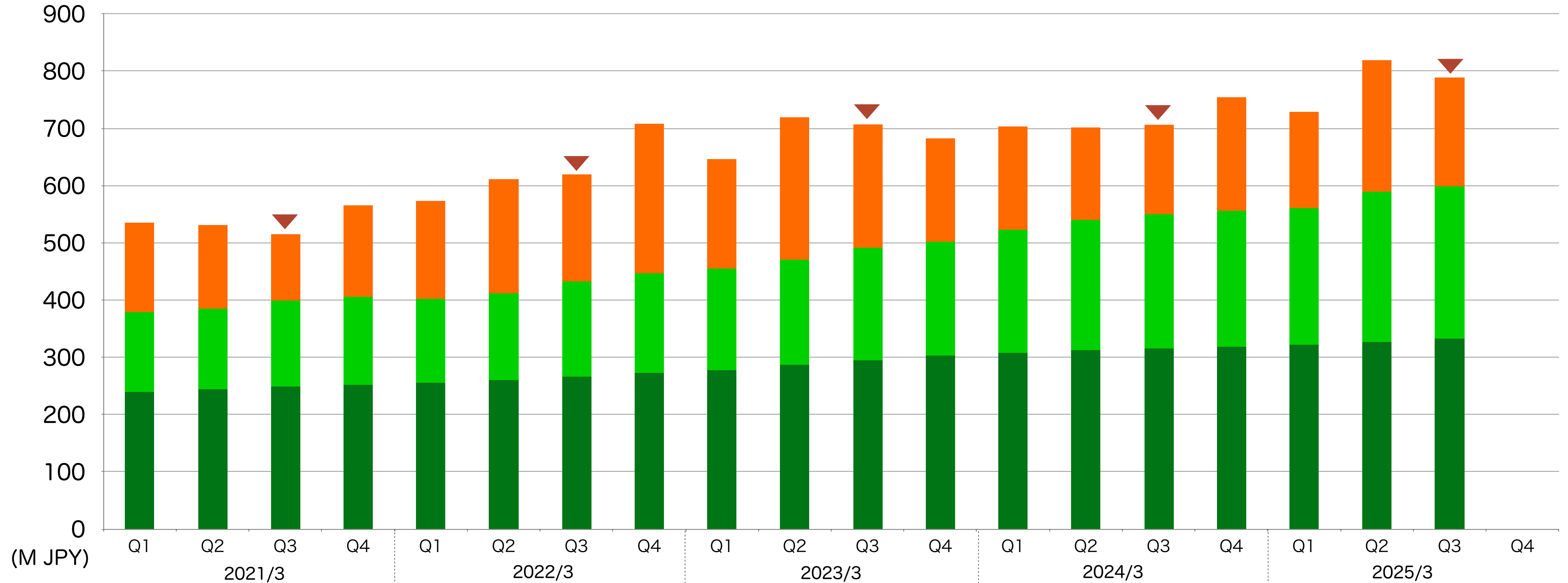
Quarterly Revenue




Changed from March 2024 to reflect only Software figures due to sale of Design business



Revenue	674	666	654	695	681	688	758	841	803	908	837	831	929	1,073	1,112	746	727	819	788	
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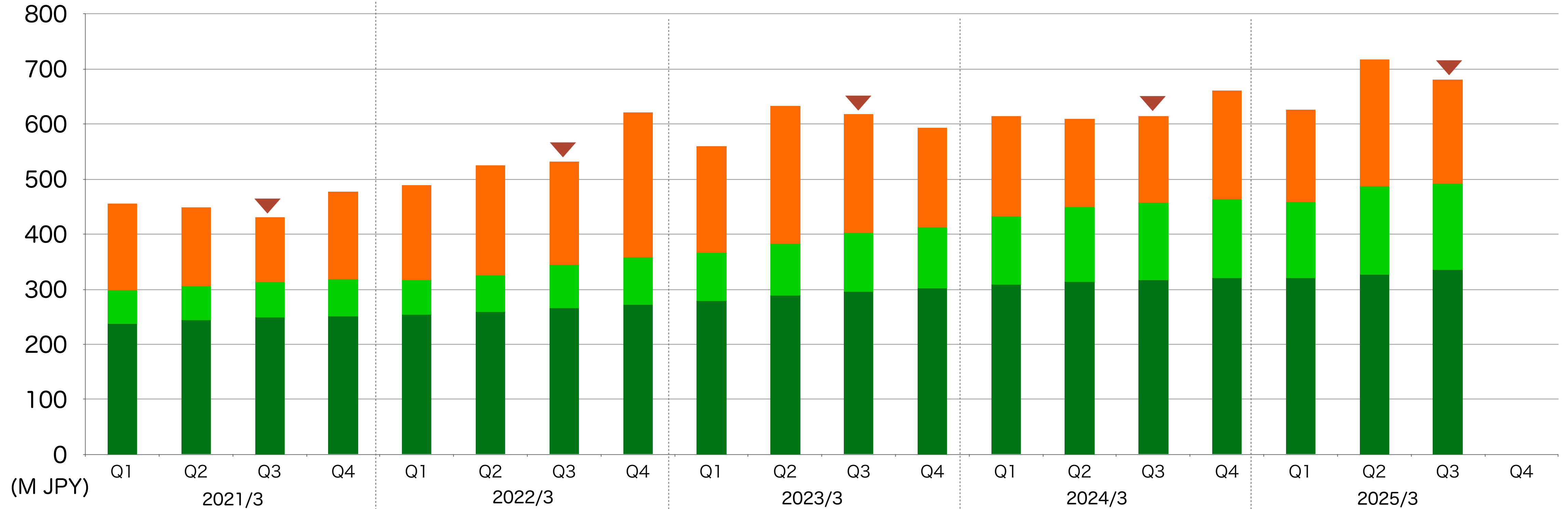
Software Business: Quarterly Revenue



	License	157	145	117	159	171	200	187	262	193	249	215	180	182	161	158	198	167	229	189
	Subscription	139	141	150	154	148	152	166	174	176	183	196	199	214	228	234	237	238	263	267
	Support	239	244	249	252	255	259	266	272	278	289	295	303	308	312	315	319	322	326	332

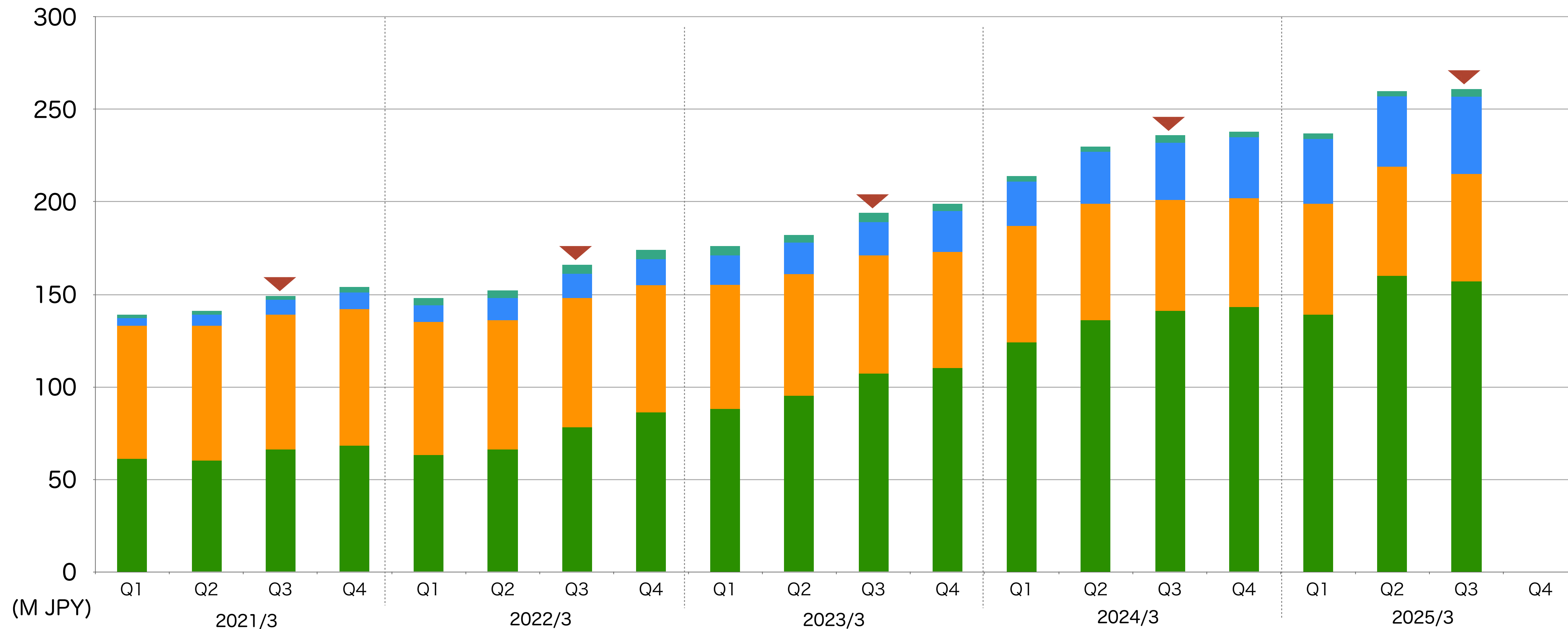
※  Subscription and  Support are recurring revenues earned from monthly charges





Software Business: Warp Quarterly Revenue



License	157	145	117	159	171	200	187	262	193	249	215	180	182	161	157	198	167	230	189	
Subscription	61	60	66	68	63	66	78	86	88	95	107	110	124	136	141	143	139	160	157	
(Core)	26	28	31	33	36	36	39	43	47	51	58	62	66	70	74	76	79	83	88	
(Rental)	35	32	35	35	28	29	39	43	41	44	49	48	58	65	67	67	60	76	66	
(Warp Subscription)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0	3	
Support	237	243	247	250	253	258	265	271	277	287	294	301	308	312	314	319	320	327	332	
Other	1	1	1	1	1	1	1	1	1	1	1	1	2	3	1	1	0	0	2	
Total	456	449	431	479	489	525	531	619	559	632	617	592	613	608	612	659	627	715	678	

Software Business: Subscription Quarterly Revenue



	Gravio	2	2	2	3	4	4	5	5	5	4	5	4	3	3	4	3	3	3	4	
	Platio	4	6	8	9	9	12	13	14	16	17	18	22	24	28	31	33	35	38	42	
	Handbook	72	73	73	74	72	70	70	69	67	66	64	63	63	63	60	59	59	59	58	
	Warp	61	60	66	68	63	66	78	86	88	95	107	110	124	136	141	143	139	160	157	

Glossary

AMP (Asteria Master Partner)	Distributor (Partner) handling ASTERIA Warp license sales.
API (Application Programming Interface)	An interface that bridges cloud services and systems together using an intermediary program. Various adapters provided by ASTERIA Warp make it easy to connect with other services.
ASP (Asteria Subscription Partner)	Distributor (Partner) handling ASTERIA Warp subscription (Core etc.) and Platio sales.
ATP (Asteria Technical Partner)	Technical Partner responsible for ASTERIA Warp-dedicated adapter development, etc.
BI Tool (Business Intelligence Tool)	A visualization tool that collects, processes and analyzes data (information assets) to aid business decision making.
DX (Digital Transformation)	Transforming business and life for the better through digital technologies and services.
EAI/ESB	Enterprise Application Integration / Enterprise Service Bus. Service categories provided by ASTERIA Warp.
ERP (Enterprise Resources Planning)	A system used to integrate and manage core business functions and resources (finance, people, inventory, data, etc.) for rational-comprehensive management decision making.

Glossary

IaaS (Infrastructure as a Service)	A service that provides the hardware and infrastructure needed to build systems, such as servers and CPU's.
iPaaS (Integration Platform as a Service)	A cloud-based service for integrating and managing different services and applications distributed across different cloud environments.
ISV (Independent Software Vendor)	A developer and distributor of package software.
NFT (Non-Fungible Token)	Unique digital data made impossible to replicate or counterfeit using blockchain technology.
SAP 2027 Problem	Maintenance support for SAP ERP - the leading ERP product for centralized management of company-wide management resources - will cease at the end of 2027, and the pressure on SAP customers to respond.
SaaS (Software as a Service)	A service that allows end-users to access software hosted by the provider over the internet.
Sier (System Integrator)	A type of IT company involved in contract (consignment) based system development and maintenance.
SMB (Small Medium Business)	Small and medium-sized enterprises (SMEs).

Glossary

RPA (Robotic Process Automation)	Automatic handling of business processes using software robots.
web3	A term used to describe the decentralized and blockchain-based “next stage” of the internet. Also referred to as “Web3.0”
2024 Problem	Labor reforms setting overtime limits in the logistics, construction and medical service industries implemented from April 2024. The slow IT adoption in these industries leaves plenty of room for digital transformation.
Edge Computing	A form of technology that enables data processing to be completed in the computer terminal, without being uploaded to the cloud.
Sign-up Sales	A form of sales in which the customer registers or makes a contract with the manufacturer themselves, to allow direct selling by the manufacturer without going through a distribution agent.
Subscription	A product or service billed on a monthly or annual basis. Unlike one-off license purchases, usage fees are recorded on a lump sum basis, so an increase in the sales ratio of subscriptions can stabilize business performance.
Decentralized Autonomous Cooperation	An independent organizational structure that connects experts as needed, unlike the traditional structure based on “hierarchy, discipline and control”.
Stablecoin	Crypto assets with reduced price volatility and increased utility as a means of payment.

Glossary

Recurring Billing	A business model that generates ongoing revenue. At Asteria, subscription-based products and ASTERIA Warp support fall under this category.
Generative AI	Artificial intelligence that can create content such as text, images, audio and video based on human input.
No-Code	A system that enables the development and creation of software and applications without writing source code. ASTERIA Warp, Platio and Gravio are No-Code products that can be easily used even without specialist programming knowledge.
Node	A dispersed network of small devices or terminals that exist to fulfill the same purpose or function that communicate with each other in a network, and work together to deliver high performance computing and robust networks. Also refers to the components of a decentralized architecture.
Node Computing	A new form of computing that combines the advantages of cloud and edge-based computing based on a decentralized architecture, but able to handle centralized management in some situations.
Blockchain	A data management structure created to record Bitcoin transactions. Registered data cannot be tampered with, as it is collectively stored and managed across multiple computers (nodes) in various locations. Apart from financial services, it is also expected to be used in produce traceability, where the ability to identify, trace and validate each step in the supply chain is essential. Its name is derived from the fact that the blocks containing fixed records are strung together like a chain.
Vendor Lock-In	A situation in which a company or organization is overly dependent on a specific system integrator for system development and maintenance.
License Sales	A form of selling software (or other products) as a one-off payment, as opposed to subscriptions which require continuous payments such as monthly charges.

Medium-Term Management Plan (FY2025 - FY2029)

Medium-Term Goals

Performance Targets

Sales Expansion

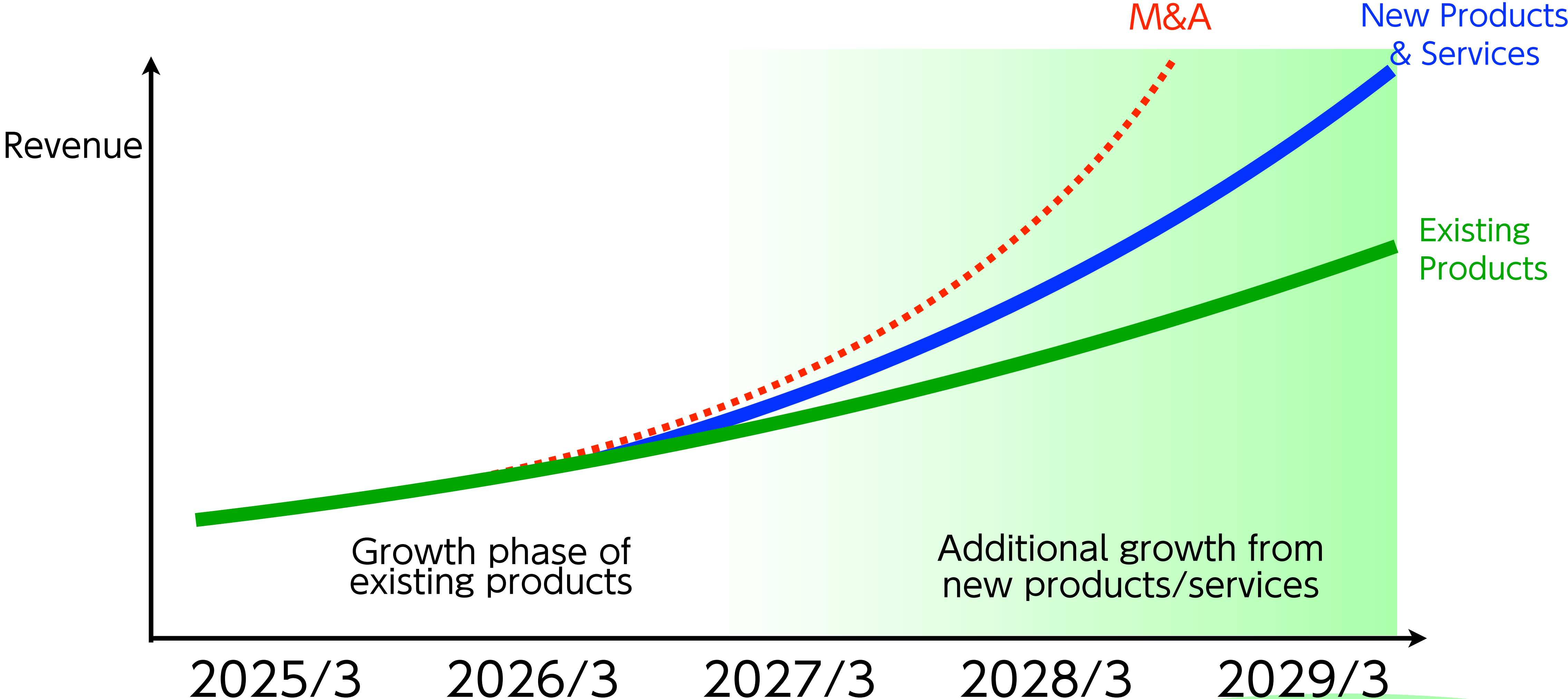
- ◆ Partner expansion
- ◆ Increase project unit price
- ◆ Increase recurring revenue ratio
- ◆ Overseas markets

Product Development

- ◆ #1 in No Code
- ◆ All products AI-compatible
- ◆ AI×Robotics
- ◆ Advanced tech & new products

2025/3~2029/3
Sales revenue growth
CAGR 8~12%
2029/3 (final year)
Profit margin
EBITDA 25%

Medium-Term Phase





FY2024 Q3 Financial Results

IR Contact: +81-3-5718-1655



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(Securities Code: 3853)