# **Walden Research Japan**

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# **UZABASE (3966)**

Consolidated Fiscal Year (Million Yen)	r	Sales	EBITDA	Operating Profit	Recurring Profit	Profit At. to Owners of Parent	EPS (Yen)	DPS (Yen)	BPS (Yen)
FY12/2019		12,521	(411)	(1,236)	(1,429)	(1,620)	(51.35)	0.00	178.20
FY12/2020		13,809	917	104	(281)	(6,472)	(186.58)	0.00	158.01
FY12/2021CoE		15,600	1,800	1,380	1,240	690	18.86	0.00	_
FY12/2020	YoY	10.3%	-	-	-	-	-	-	-
FY12/2021CoE	YoY	13.0%	96.1%	-	-	-	-	-	-
Consolidated Quarter (Million Yen)		Sales	EBITDA	Operating Profit	Recurring Profit	Profit At. to Owners of Parent	EPS (Yen)	DPS (Yen)	BPS (Yen)
Q1 FY12/2020		3,171	(42)	(263)	(317)	(473)	-	-	-
Q2 FY12/2020		3,183	(62)	(288)	(348)	(637)	-	-	-
Q3 FY12/2020		3,584	499	242	177	(4,953)	-	-	-
Q4 FY12/2020		3,871_	522	413	207_	(409)_			
Q1 FY12/2021		3,965	837	739	677	482	-	-	
Q1 FY12/2021	YoY	25.0%	-	-	-	-	-	-	-

Source: Company Data, WRJ Calculation)

## 1.0 Results Update (19 May 2021)

#### Favorable Startup with a 38% Increase in Sales

On 13 May 2021, UZABASE, advocating that "we guide business people to insights that change the world" as own mission, released its Q1 FY12/2021 results. It has been revealed that sales from continuing operations increased by 38% over the same period of the previous year, implying favorable startup for FY12/2021. In March 2021, the Company saw collective MRR of \frac{\text{\$\text{\$\text{\$\text{\$\text{\$}}}}83m}}{10p} (up 24\% or \frac{\text{\$\text{\$\text{\$\text{\$\$\text{\$\text{\$\$}}}}}10,607m}}{10p} in terms of ARR), comprising that of SPEEDA, NewsPicks, FORCAS and INITIAL, while advertising revenue related to NewsPicks increased even faster mainly due to the rapid expansion of video advertising. Meanwhile, the Company saw EBITDA margin improved up to 21.1\% for Q1, having had pulled out of Quartz Business which consistently suffered from loss. Nevertheless, for Q2 and thereafter, the Company is to unavoidably see some adjustments in earnings as assumed in Company forecasts in line with increasing expenses stemming from startup of growth investment on a full-fledged basis. With such growth investment to further drive existing operations, bring up new operations, enhance capability of development by hiring engineers, improve system, etc., the Company is going for performance target of continuing to increase sales by 30\% from a long-term perspective. For prospective earnings from a long-term perspective, the Company is to disclose details after the results of FY12/2021.

For your reference: "2021 Q1 Financial Results Transcript" by the Company
UZABASE (3966) Persistently Realizing High Growth (9 April 2021)

IR Representative: Daisuke Chiba, Executive Officer / CFO (81-(0)3-4533-1999/ir@uzabase.com)

# 2.0 Company Profile

### We guide business people to insights that change the world

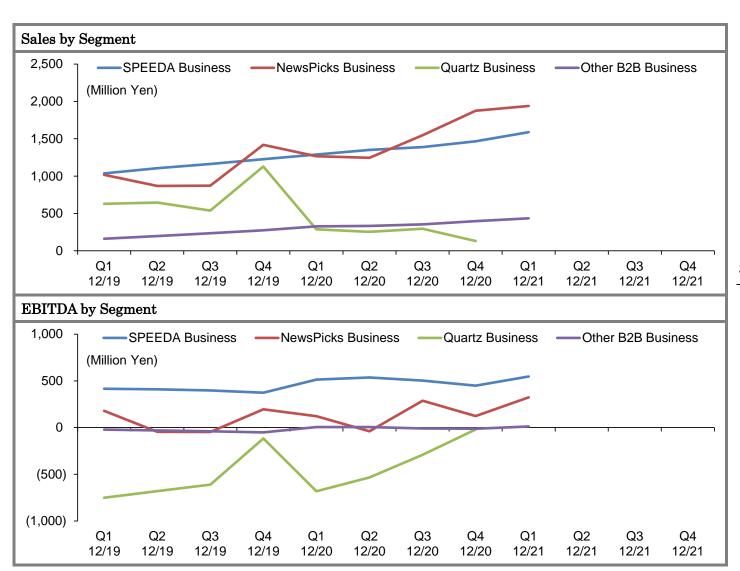
C N	TT 1 T
Company Name	Uzabase, Inc.
	Company Website UZABASE
	IR Information UZADAGL
	Share price (Japanese)
Established	1 April 2008
Listing	21 October 2016: Tokyo Stock Exchange Mothers (ticker: 3966)
Capital	¥7,179m (as of the end of March 2021)
No. of Shares	36,663,954 shares, including 258 treasury shares (as of the end of March 2021)
Main Features	Providing a foundation of intelligence that supports the needs of business and
	business people
	Analyzing, organizing and creating global information so you can make the
	right decisions at the right time
	Unleashing your creative and innovative potential
Segments	I . SPEEDA Business
	II . NewsPicks Business
	III. Other B2B Business
Representatives	Representative director and Co-CEO: Yusuke Inagaki / Taira Sakuma
Shareholders	Ryosuke Niino 17.0%, Yusuke Umeda 16.5%, Yusuke Inagaki 6.8%, SSBTC Client
	Omnibus Account 5.3% (as of the end of December 2020, but for treasury shares)
Head Office	Minato-ku, Tokyo, JAPAN
No. of Employees	Consolidated: 611, Unconsolidated: 198 (as of the end of December 2020)

Source: Company Data

## 3.0 Recent Trading and Prospects

#### Q1 FY12/2021

In Q1 FY12/2021, sales came in at \(\pm\)3,965m (up 25.0% YoY), EBITDA \(\pm\)837m (versus minus \(\pm\)42m during the same period of the previous year), operating profit \(\pm\)739m (minus \(\pm\)263m), recurring profit \(\pm\)677m (minus \(\pm\)317m) and profit attributable to owners of parent \(\pm\)482m (minus \(\pm\)473m), while EBITDA margin 21.1% (up 22.4% points). The Company pulled out of Quartz Business in Q4 FY12/2020 (November 2020), while this business saw sales of \(\pm\)289m during the same period of the previous year, i.e., Q1 FY12/2020. When this is subtracted, sales as a whole for the Company increased by 38% over the same period of the previous year.



Source: Company Data, WRJ Calculation

For NewsPicks Business, sales came in at ¥1,938m (up 53.1%), EBITDA ¥324m (up 167.7%) and EBITDA margin 16.7% (up 7.2% points). This is the greatest contributor to the increase in sales as a whole for the Company. The same applies to earnings, when excluding the impacts of having had pulled out of Quartz Business.

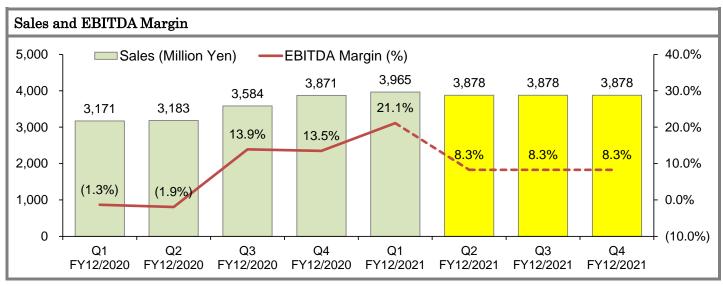
MRR related to NewsPicks in March 2021 came in at ¥254m (up 38%), implying continued strengths. Retail contracts were not quite inspiring, while corporate contracts were contributing. Meanwhile, for Q2, as retail contracts surged during the same period of the previous year, the Company is likely to suffer from a back action from here. Nevertheless, this will be just a one-off correction, according to the Company. More importantly, adverting revenue related to NewsPicks picked up so sharply, having driven sales in this segment far more substantially than MRR. This is due mainly to surging demand for video advertising where the Company is said to have distinguished expertise.

Meanwhile, for SPEEDA Business, which is the Company's largest source of earnings, sales came in at \\ \frac{\pmathbb{4}}{1,589m} \text{ (up 23.4%)}, EBITDA \\ \frac{\pmathbb{5}}{247m} \text{ (up 6.7%)} \text{ and EBITDA margin 34.4% (down 5.4% points). In March 2021, MRR related to SPEEDA came in at \\ \frac{\pmathbb{4}}{485m} \text{ (up 15%)}, implying that the growth rate is now rather recovering. The churn rate can be said to have remained high, while the Company's view is that it has been able to halt the upward trend. Towards the end of the fiscal year, the Company plans to reduce the churn rate by bringing together the forces of its human resources in charge of development, contents and customer success to provide SPEEDA users with value greater than before. Elsewhere, Expert Research is taking off nicely, accelerate the growth rate of sales in this segment. However, this takeoff incurs expenses at the same time, which is the key reason why EBITDA margin in this segment is under pressure.

For Other B2B Business, MRR related to FORCAS came in at ¥107m (up 33%) in March 2021 and ¥37m (up 38%) for INITIAL, implying that the high growth is going on. This is likely to persist for the future, but earnings as whole for the Company have been almost immune to trends with them so far.

#### FY12/2021 Company Forecasts

FY12/2021 Company forecasts (announced on 10 February 2021) have remained unchanged, going for prospective sales of \(\pm\)15,600m (up 13.0% YoY), EBITDA of \(\pm\)1,800m (up 96.1%), operating profit of \(\pm\)1,380m (versus \(\pm\)104m in the previous year), recurring profit of \(\pm\)1,240m (minus \(\pm\)281m) and profit attributable to owners of parent of \(\pm\)690m (minus \(\pm\)6,472m), while EBITDA margin of 11.5% (up 4.9% points). When excluding the impacts stemming from having had pulled out of Quartz Business, the growth rate in sales should be 21.5%, according to the Company.



Source: Company Data, WRJ Calculation (Q2 to Q4 FY12/2021: Company forecasts, after subtracting Q1 results, pro rata)

# 4.0 Financial Statements

### Income Statement (Cumulative/Quarterly)

			•						
Income Statement	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	
(BEILL on Man)	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	YoY
(Million Yen)	12/2020	12/2020	12/2020	12/2020	12/2021	12/2021	12/2021	12/2021	Net Chg.
Sales	3,171	6,354	9,938	13,809	3,965	-	-	-	+794
Cost of Sales	1,549	3,127	4,629	6,216	1,473	-	-	-	(76)
Gross Profit	1,621	3,226	5,308	7,592	2,491	-	-	-	+870
SG&A Expenses	1,885	3,778	5,618	7,488	1,752	-	-	-	(133)
Operating Profit	(263)	(551)	(309)	104	739	-	-	-	+1,002
Non Operating Balance	(54)	(114)	(179)	(385)	(62)	-	-	-	(8)
Recurring Profit	(317)	(665)	(488)	(281)	677	-	-	-	+994
Extraordinary Balance	-	(179)	(8,005)	(9,085)	-	-	-	-	-
Profit before Income Taxes	(317)	(844)	(8,493)	(9,366)	677	-	-	-	+994
Total Income Taxes	185	317	(2,367)	(2,771)	235	-	-	-	+50
NP Belonging to Non-Controlling SHs	(29)	(50)	(63)	(122)	(40)	-	-	-	(11)
Profit Attributable to Owners of Parent	(473)	(1,110)	(6,063)	(6,472)	482	-	-	-	+955
Sales YoY	+11.4%	+12.2%	+17.3%	+10.3%	+25.0%	-	-	-	-
Operating Profit YoY	-	-	-	-	-	-	-	-	-
Recurring Profit YoY	-	-	-	-	-	-	-	-	-
Profit Attributable to Owners of Parent YoY	-	-	-	-	-	-	-	-	-
Gross Profit Margin	51.1%	50.8%	53.4%	55.0%	62.8%	-	-	-	+11.7%
Sales to SG&A Expenses Ratio	59.4%	59.5%	56.5%	54.2%	44.2%	-	-	-	(15.3%)
Operating Profit Margin	(8.3%)	(8.7%)	(3.1%)	0.8%	18.6%	-	-	-	+26.9%
Recurring Profit Margin	(10.0%)	(10.5%)	(4.9%)	(2.0%)	17.1%	-	-	-	+27.1%
Profit Attributable to Owners of Parent Margin	(14.9%)	(17.5%)	(61.0%)	(46.9%)	12.2%	-	-	-	+27.1%
Tax Charges etc. / Pretax Profit	-	_	_	_	34.7%	_	_	-	_
				_	0 111 70				
Income Statement	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	
Income Statement	Cons.Act Q1	Cons.Act Q2	Cons.Act Q3	Cons.Act Q4		Cons.Act Q2	Cons.Act Q3	Cons.Act Q4	YoY
(Million Yen)					Cons.Act				YoY Net Chg.
	Q1	Q2	Q3	Q4	Cons.Act Q1	Q2	Q3	Q4	
(Million Yen)	Q1 12/2020	Q2 12/2020	Q3 12/2020	Q4 12/2020	Cons.Act Q1 12/2021	Q2	Q3	Q4	Net Chg.
(Million Yen) Sales	Q1 12/2020 3,171	Q2 12/2020 3,183	Q3 12/2020 3,584	Q4 12/2020 3,871	Cons.Act Q1 12/2021 3,965	Q2	Q3	Q4	Net Chg. +794
(Million Yen) Sales Cost of Sales	Q1 12/2020 <b>3,171</b> 1,549	Q2 12/2020 3,183 1,578	Q3 12/2020 3,584 1,502	Q4 12/2020 <b>3,871</b> 1,587	Q1 12/2021 3,965 1,473	Q2	Q3	Q4	Net Chg. +794 (76)
(Million Yen) Sales Cost of Sales Gross Profit	Q1 12/2020 3,171 1,549 1,621	Q2 12/2020 3,183 1,578 1,605	Q3 12/2020 3,584 1,502 2,082	Q4 12/2020 <b>3,871</b> 1,587 2,284	Cons.Act Q1 12/2021 3,965 1,473 2,491	Q2	Q3	Q4	Net Chg. +794 (76) +870
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses	Q1 12/2020 <b>3,171</b> 1,549 1,621 1,885	Q2 12/2020 3,183 1,578 1,605 1,893	Q3 12/2020 3,584 1,502 2,082 1,840	Q4 12/2020 3,871 1,587 2,284 1,870	Cons.Act Q1 12/2021 3,965 1,473 2,491 1,752	Q2	Q3	Q4	<b>Net Chg.</b> +794 (76) +870 (133)
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit	Q1 12/2020 3,171 1,549 1,621 1,885 (263)	Q2 12/2020 3,183 1,578 1,605 1,893 (288)	Q3 12/2020 3,584 1,502 2,082 1,840 242	Q4 12/2020 3,871 1,587 2,284 1,870 413	Q1 12/2021 3,965 1,473 2,491 1,752 739	Q2	Q3	Q4	Net Chg. +794 (76) +870 (133) +1,002
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance	Q1 12/2020 3,171 1,549 1,621 1,885 (263) (54)	Q2 12/2020 3,183 1,578 1,605 1,893 (288) (60)	Q3 12/2020 3,584 1,502 2,082 1,840 242 (65)	Q4 12/2020 3,871 1,587 2,284 1,870 413 (206)	21 12/2021 3,965 1,473 2,491 1,752 739 (62)	Q2	Q3	Q4	Net Chg. +794 (76) +870 (133) +1,002
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit	Q1 12/2020 3,171 1,549 1,621 1,885 (263) (54)	Q2 12/2020 3,183 1,578 1,605 1,893 (288) (60) (348)	Q3 12/2020 3,584 1,502 2,082 1,840 242 (65) 177	Q4 12/2020 3,871 1,587 2,284 1,870 413 (206) 207	21 12/2021 3,965 1,473 2,491 1,752 739 (62)	Q2	Q3	Q4	Net Chg. +794 (76) +870 (133) +1,002
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance	Q1 12/2020 3,171 1,549 1,621 1,885 (263) (54) (317)	Q2 12/2020 3,183 1,578 1,605 1,893 (288) (60) (348) (179)	Q3 12/2020 3,584 1,502 2,082 1,840 242 (65) 177 (7,826)	Q4 12/2020 3,871 1,587 2,284 1,870 413 (206) 207 (1,080)	Cons.Act Q1 12/2021 3,965 1,473 2,491 1,752 739 (62) 677	Q2	Q3	Q4	+794 (76) +870 (133) +1,002 (8) +994
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes	Q1 12/2020 3,171 1,549 1,621 1,885 (263) (54) (317)	Q2 12/2020 3,183 1,578 1,605 1,893 (288) (60) (348) (179) (527)	Q3 12/2020 3,584 1,502 2,082 1,840 242 (65) 177 (7,826) (7,649)	Q4 12/2020 3,871 1,587 2,284 1,870 413 (206) 207 (1,080) (873)	Cons.Act Q1 12/2021 3,965 1,473 2,491 1,752 739 (62) 677 - 677	Q2	Q3	Q4	**Net Chg.   +794 (76) +870 (133) +1,002 (8) +994 - +994
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes	Q1 12/2020 3,171 1,549 1,621 1,885 (263) (54) (317) - (317) 185	Q2 12/2020 3,183 1,578 1,605 1,893 (288) (60) (348) (179) (527)	Q3 12/2020 3,584 1,502 2,082 1,840 242 (65) 177 (7,826) (7,649) (2,684)	Q4 12/2020 3,871 1,587 2,284 1,870 413 (206) 207 (1,080) (873) (404)	Cons.Act Q1 12/2021 3,965 1,473 2,491 1,752 739 (62) 677 - 677 235	Q2	Q3	Q4	**Net Chg.   +794  (76) +870 (133) +1,002 (8) +994 - +994 +50
(Million Yen)  Sales  Cost of Sales Gross Profit SG&A Expenses  Operating Profit Non Operating Balance  Recurring Profit Extraordinary Balance  Profit before Income Taxes Total Income Taxes NP Belonging to Non-Controlling SHs	Q1 12/2020 3,171 1,549 1,621 1,885 (263) (54) (317) - (317) 185 (29)	Q2 12/2020 3,183 1,578 1,605 1,893 (288) (60) (348) (179) (527) 132 (21)	Q3 12/2020 3,584 1,502 2,082 1,840 242 (65) 177 (7,826) (7,649) (2,684) (13)	Q4 12/2020 3,871 1,587 2,284 1,870 413 (206) 207 (1,080) (873) (404) (59)	Cons.Act Q1 12/2021 3,965 1,473 2,491 1,752 739 (62) 677 - 677 235 (40)	Q2	Q3	Q4	Net Chg. +794 (76) +870 (133) +1,002 (8) +994 - +994 +50 (11)
(Million Yen)  Sales  Cost of Sales Gross Profit SG&A Expenses  Operating Profit Non Operating Balance  Recurring Profit Extraordinary Balance  Profit before Income Taxes Total Income Taxes NP Belonging to Non-Controlling SHs  Profit Attributable to Owners of Parent	Q1 12/2020 3,171 1,549 1,621 1,885 (263) (54) (317) - (317) 185 (29) (473)	Q2 12/2020 3,183 1,578 1,605 1,893 (288) (60) (348) (179) (527) 132 (21) (637)	Q3 12/2020 3,584 1,502 2,082 1,840 242 (65) 177 (7,826) (7,649) (2,684) (13) (4,953)	Q4 12/2020 3,871 1,587 2,284 1,870 413 (206) 207 (1,080) (873) (404) (59) (409)	Cons.Act Q1 12/2021 3,965 1,473 2,491 1,752 739 (62) 677 - 677 235 (40) 482	Q2	Q3	Q4	Net Chg. +794 (76) +870 (133) +1,002 (8) +994 - +994 +50 (11)
(Million Yen)  Sales  Cost of Sales Gross Profit SG&A Expenses  Operating Profit Non Operating Balance  Recurring Profit Extraordinary Balance  Profit before Income Taxes Total Income Taxes NP Belonging to Non-Controlling SHs  Profit Attributable to Owners of Parent  Sales YoY	Q1 12/2020 3,171 1,549 1,621 1,885 (263) (54) (317) - (317) 185 (29) (473)	Q2 12/2020 3,183 1,578 1,605 1,893 (288) (60) (348) (179) (527) 132 (21) (637)	Q3 12/2020 3,584 1,502 2,082 1,840 242 (65) 177 (7,826) (7,649) (2,684) (13) (4,953)	Q4 12/2020 3,871 1,587 2,284 1,870 413 (206) 207 (1,080) (873) (404) (59) (4.4%)	Cons.Act Q1 12/2021 3,965 1,473 2,491 1,752 739 (62) 677 - 677 235 (40) 482	Q2	Q3	Q4	Net Chg. +794 (76) +870 (133) +1,002 (8) +994 - +994 +50 (11)
(Million Yen)  Sales  Cost of Sales Gross Profit SG&A Expenses  Operating Profit Non Operating Balance  Recurring Profit Extraordinary Balance  Profit before Income Taxes Total Income Taxes NP Belonging to Non-Controlling SHs  Profit Attributable to Owners of Parent  Sales YoY Operating Profit YoY	Q1 12/2020 3,171 1,549 1,621 1,885 (263) (54) (317) - (317) 185 (29) (473)	Q2 12/2020 3,183 1,578 1,605 1,893 (288) (60) (348) (179) (527) 132 (21) (637)	Q3 12/2020 3,584 1,502 2,082 1,840 242 (65) 177 (7,826) (7,649) (2,684) (13) (4,953)	Q4 12/2020 3,871 1,587 2,284 1,870 413 (206) 207 (1,080) (873) (404) (59) (409)	Cons.Act Q1 12/2021 3,965 1,473 2,491 1,752 739 (62) 677 - 677 235 (40) 482	Q2	Q3	Q4	Net Chg. +794 (76) +870 (133) +1,002 (8) +994 - +994 +50 (11)
(Million Yen)  Sales  Cost of Sales Gross Profit SG&A Expenses  Operating Profit Non Operating Balance  Recurring Profit Extraordinary Balance  Profit before Income Taxes Total Income Taxes NP Belonging to Non-Controlling SHs  Profit Attributable to Owners of Parent  Sales YoY Operating Profit YoY Recurring Profit YoY	Q1 12/2020 3,171 1,549 1,621 1,885 (263) (54) (317) - (317) 185 (29) (473)	Q2 12/2020 3,183 1,578 1,605 1,893 (288) (60) (348) (179) (527) 132 (21) (637)	Q3 12/2020 3,584 1,502 2,082 1,840 242 (65) 177 (7,826) (7,649) (2,684) (13) (4,953)	Q4 12/2020 3,871 1,587 2,284 1,870 413 (206) 207 (1,080) (873) (404) (59) (409)	Cons.Act Q1 12/2021 3,965 1,473 2,491 1,752 739 (62) 677 - 677 235 (40) 482	Q2	Q3	Q4	Net Chg. +794 (76) +870 (133) +1,002 (8) +994 - +994 +50 (11)
(Million Yen)  Sales  Cost of Sales Gross Profit SG&A Expenses  Operating Profit Non Operating Balance  Recurring Profit Extraordinary Balance  Profit before Income Taxes Total Income Taxes NP Belonging to Non-Controlling SHs  Profit Attributable to Owners of Parent  Sales Yoy Operating Profit Yoy Recurring Profit Yoy Profit Attributable to Owners of Parent Yoy	Q1 12/2020 3,171 1,549 1,621 1,885 (263) (54) (317) - (317) 185 (29) (473) +11.4%	Q2 12/2020 3,183 1,578 1,605 1,893 (288) (60) (348) (179) (527) 132 (21) (637) +13.0%	Q3 12/2020 3,584 1,502 2,082 1,840 242 (65) 177 (7,826) (7,649) (2,684) (13) (4,953) +27.6%	Q4 12/2020 3,871 1,587 2,284 1,870 413 (206) 207 (1,080) (873) (404) (59) (409) (4.4%) +106.5% +60.5%	Cons.Act Q1 12/2021 3,965 1,473 2,491 1,752 739 (62) 677 - 677 235 (40) 482 +25.0%	Q2	Q3	Q4	Net Chg. +794 (76) +870 (133) +1,002 (8) +994 -50 (11) +955
(Million Yen)  Sales  Cost of Sales Gross Profit SG&A Expenses  Operating Profit Non Operating Balance  Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes NP Belonging to Non-Controlling SHs  Profit Attributable to Owners of Parent Sales YoY Operating Profit YoY Recurring Profit YoY Profit Attributable to Owners of Parent YoY Gross Profit Margin	Q1 12/2020 3,171 1,549 1,621 1,885 (263) (54) (317) - (317) 185 (29) (473) +11.4%	Q2 12/2020 3,183 1,578 1,605 1,893 (288) (60) (348) (179) (527) 132 (21) (637) +13.0%	Q3 12/2020 3,584 1,502 2,082 1,840 242 (65) 177 (7,826) (7,649) (2,684) (13) (4,953) +27.6% 58.1%	Q4 12/2020 3,871 1,587 2,284 1,870 413 (206) 207 (1,080) (873) (404) (59) (409) (4.4%) +106.5% +60.5%	Cons.Act Q1 12/2021 3,965 1,473 2,491 1,752 739 (62) 677 - 677 235 (40) 482 +25.0% 62.8%	Q2	Q3	Q4	Net Chg. +794 (76) +870 (133) +1,002 (8) +994 -50 (11) +955 +11.7%
(Million Yen)  Sales  Cost of Sales Gross Profit SG&A Expenses  Operating Profit Non Operating Balance  Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes NP Belonging to Non-Controlling SHs  Profit Attributable to Owners of Parent  Sales YoY Operating Profit YoY Recurring Profit YoY Profit Attributable to Owners of Parent YoY Gross Profit Margin Sales to SG&A Expenses Ratio	Q1 12/2020 3,171 1,549 1,621 1,885 (263) (54) (317) - (317) 185 (29) (473) +11.4% - 51.1% 59.4%	Q2 12/2020 3,183 1,578 1,605 1,893 (288) (60) (348) (179) (527) 132 (21) (637) +13.0%	Q3 12/2020 3,584 1,502 2,082 1,840 242 (65) 177 (7,826) (7,649) (2,684) (13) (4,953) +27.6%	Q4 12/2020 3,871 1,587 2,284 1,870 413 (206) 207 (1,080) (873) (404) (59) (409) (4.4%) +106.5% +60.5%	Cons.Act Q1 12/2021 3,965 1,473 2,491 1,752 739 (62) 677 - 677 235 (40) 482 +25.0% 62.8% 44.2%	Q2	Q3	Q4	Net Chg. +794 (76) +870 (133) +1,002 (8) +994 -50 (11) +955 +11.7% (15.3%)
(Million Yen)  Sales  Cost of Sales Gross Profit SG&A Expenses  Operating Profit Non Operating Balance  Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes NP Belonging to Non-Controlling SHs  Profit Attributable to Owners of Parent  Sales YoY Operating Profit YoY Recurring Profit YoY Profit Attributable to Owners of Parent YoY Gross Profit Margin Sales to SG&A Expenses Ratio Operating Profit Margin	Q1 12/2020 3,171 1,549 1,621 1,885 (263) (54) (317) - (317) 185 (29) (473) +11.4% 51.1% 59.4% (8.3%)	Q2 12/2020 3,183 1,578 1,605 1,893 (288) (60) (348) (179) (527) 132 (21) (637) +13.0% 50.4% 59.5% (9.0%)	Q3 12/2020 3,584 1,502 2,082 1,840 242 (65) 177 (7,826) (7,649) (2,684) (13) (4,953) +27.6% 58.1% 51.3% 6.8%	Q4 12/2020 3,871 1,587 2,284 1,870 413 (206) 207 (1,080) (873) (404) (59) (4.4%) +106.5% +60.5% - 59.0% 48.3% 10.7%	Cons.Act Q1 12/2021 3,965 1,473 2,491 1,752 739 (62) 677 - 677 235 (40) 482 +25.0% 62.8% 44.2% 18.6%	Q2	Q3	Q4	Net Chg. +794 (76) +870 (133) +1,002 (8) +994 +50 (111) +955 +11.7% (15.3%) +26.9%
(Million Yen)  Sales  Cost of Sales Gross Profit SG&A Expenses  Operating Profit Non Operating Balance  Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes NP Belonging to Non-Controlling SHs  Profit Attributable to Owners of Parent  Sales YoY Operating Profit YoY Recurring Profit YoY Profit Attributable to Owners of Parent YoY Gross Profit Margin Sales to SG&A Expenses Ratio Operating Profit Margin Recurring Profit Margin	Q1 12/2020 3,171 1,549 1,621 1,885 (263) (54) (317) - (317) 185 (29) (473) +11.4% 51.1% 59.4% (8.3%) (10.0%)	Q2 12/2020 3,183 1,578 1,605 1,893 (288) (60) (348) (179) (527) 132 (21) (637) +13.0% 50.4% 59.5% (9.0%) (10.9%)	Q3 12/2020 3,584 1,502 2,082 1,840 242 (65) 177 (7,826) (7,649) (2,684) (13) (4,953) +27.6% 58.1% 51.3% 6.8% 4.9%	Q4 12/2020 3,871 1,587 2,284 1,870 413 (206) 207 (1,080) (873) (404) (59) (4.4%) +106.5% +60.5% - 59.0% 48.3% 10.7% 5.3%	Cons.Act Q1 12/2021 3,965 1,473 2,491 1,752 739 (62) 677 - 677 235 (40) 482 +25.0% 62.8% 44.2% 18.6% 17.1%	Q2	Q3	Q4	Net Chg. +794 (76) +870 (133) +1,002 (8) +994 +50 (11) +955

Source: Company Data, WRJ Calculation

## Segmented Information (Cumulative/Quarterly)

	ocginentea				Quarter	- , ,			
Segmented Information	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	
	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	YoY
(Million Yen)	12/2020	12/2020	12/2020	12/2020	12/2021	12/2021	12/2021	12/2021	Net Chg.
SPEEDA Business	1,288	2,638	4,026	5,492	1,589	-	-	-	+301
NewsPicks Business	1,266	2,511	4,057	5,932	1,938	-	-	-	+672
Quartz Business	289	544	840	972	-	-	-	-	(289)
Other B2B Business	327	660	1,014	1,412	436	-	-	-	+109
Other	-	-	-	-	-	-	-	-	-
Sales	3,171	6,354	9,938	13,809	3,965	-	-	-	+794
SPEEDA Business	513	1,049	1,552	2,000	547	-	-	-	+34
NewsPicks Business	121	82	369	492	324	-	-	-	+203
Quartz Business	(682)	(1,216)	(1,507)	(1,527)	-	-	-	-	+682
Other B2B Business	5	11	1	(11)	12	-	-	-	+7
Other	-	(32)	(21)	(50)	(47)	-	-	-	(47)
Company-wide / Eliminations	-	-	-	14	-	-	-	-	-
EBITDA	(42)	(104)	395	917	837	-	-	-	+879
SPEEDA Business	39.8%	39.7%	38.5%	36.4%	34.4%	-	-	-	(5.4%)
NewsPicks Business	9.6%	3.6%	9.1%	8.3%	16.7%	-	-	-	+7.2%
Quartz Business	(236.0%)	(223.5%)	(179.4%)	(157.1%)	-	-	-	-	-
Other B2B Business	1.5%	1.7%	0.1%	(0.8%)	2.8%	-	-	-	+1.2%
Other	-	-	-	(0.4%)	(1.2%)	-	-	-	(1.2%)
EBITDA Margin	(1.3%)	(1.6%)	4.0%	6.6%	21.1%	-	-	-	+22.4%
Segmented Information	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	
	0011017101	O O I I GI / LO L	O O I I GI / LOL	0011017101	0011017101	0011017101	CONSTACT	0011017101	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YoY
(Million Yen)									YoY Net Chg.
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
(Million Yen)	Q1 12/2020	Q2 12/2020	Q3 12/2020	Q4 12/2020	Q1 12/2021	Q2	Q3	Q4	Net Chg.
(Million Yen) SPEEDA Business	Q1 12/2020 1,288	Q2 12/2020 1,350	Q3 12/2020 1,388	Q4 12/2020 1,466	<b>Q1 12/2021</b> 1,589	Q2	Q3	Q4	Net Chg. +301
(Million Yen) SPEEDA Business NewsPicks Business	Q1 12/2020 1,288 1,266	Q2 12/2020 1,350 1,245	Q3 12/2020 1,388 1,546	Q4 12/2020 1,466 1,875	<b>Q1 12/2021</b> 1,589	Q2	Q3	Q4	Net Chg. +301 +672
(Million Yen) SPEEDA Business NewsPicks Business Quartz Business	Q1 12/2020 1,288 1,266 289	Q2 12/2020 1,350 1,245 255	Q3 12/2020 1,388 1,546 296	Q4 12/2020 1,466 1,875 132	Q1 12/2021 1,589 1,938	Q2	Q3	Q4	+301 +672 (289)
(Million Yen) SPEEDA Business NewsPicks Business Quartz Business Other B2B Business	Q1 12/2020 1,288 1,266 289	Q2 12/2020 1,350 1,245 255	Q3 12/2020 1,388 1,546 296	Q4 12/2020 1,466 1,875 132	Q1 12/2021 1,589 1,938	Q2	Q3	Q4	+301 +672 (289)
(Million Yen) SPEEDA Business NewsPicks Business Quartz Business Other B2B Business Other	Q1 12/2020 1,288 1,266 289 327	Q2 12/2020 1,350 1,245 255 333	Q3 12/2020 1,388 1,546 296 354	Q4 12/2020 1,466 1,875 132 398	Q1 12/2021 1,589 1,938 - 436	Q2 12/2021 - - - -	Q3	Q4	+301 +672 (289) +109
(Million Yen) SPEEDA Business NewsPicks Business Quartz Business Other B2B Business Other Sales	Q1 12/2020 1,288 1,266 289 327 -	Q2 12/2020 1,350 1,245 255 333 - 3,183	Q3 12/2020 1,388 1,546 296 354	Q4 12/2020 1,466 1,875 132 398 - 3,871	Q1 12/2021 1,589 1,938 - 436 - 3,965	Q2 12/2021 - - - -	Q3	Q4	Net Chg. +301 +672 (289) +109 - +794
(Million Yen) SPEEDA Business NewsPicks Business Quartz Business Other B2B Business Other Sales SPEEDA Business	Q1 12/2020 1,288 1,266 289 327 - - 3,171 513	Q2 12/2020 1,350 1,245 255 333 - 3,183	Q3 12/2020 1,388 1,546 296 354 - 3,584 503	Q4 12/2020 1,466 1,875 132 398 - 3,871 448	Q1 12/2021 1,589 1,938 - 436 - 3,965	Q2 12/2021 - - - -	Q3	Q4	Net Chg. +301 +672 (289) +109 - +794 +34
(Million Yen) SPEEDA Business NewsPicks Business Quartz Business Other B2B Business Other Sales SPEEDA Business NewsPicks Business	Q1 12/2020 1,288 1,266 289 327 - - 3,171 513 121	Q2 12/2020 1,350 1,245 255 333 - 3,183 536 (39)	Q3 12/2020 1,388 1,546 296 354 - 3,584 503 287	Q4 12/2020 1,466 1,875 132 398 - 3,871 448 123	Q1 12/2021 1,589 1,938 - 436 - 3,965	Q2 12/2021 - - - -	Q3	Q4	Net Chg. +301 +672 (289) +109 - +794 +34 +203
(Million Yen) SPEEDA Business NewsPicks Business Quartz Business Other B2B Business Other Sales SPEEDA Business NewsPicks Business Quartz Business	Q1 12/2020 1,288 1,266 289 327 - - 3,171 513 121 (682)	Q2 12/2020 1,350 1,245 255 333 - 3,183 536 (39) (534)	Q3 12/2020 1,388 1,546 296 354 - 3,584 503 287 (291)	Q4 12/2020 1,466 1,875 132 398 - 3,871 448 123 (20)	Q1 12/2021 1,589 1,938 - 436 - 3,965 547 324	Q2 12/2021 - - - -	Q3	Q4	Net Chg. +301 +672 (289) +109 - +794 +34 +203 +682
(Million Yen)  SPEEDA Business NewsPicks Business Quartz Business Other B2B Business Other  Sales  SPEEDA Business NewsPicks Business Quartz Business Other B2B Business	Q1 12/2020 1,288 1,266 289 327 - - 3,171 513 121 (682)	Q2 12/2020 1,350 1,245 255 333 - 3,183 536 (39) (534) 6	Q3 12/2020 1,388 1,546 296 354 - 3,584 503 287 (291) (10)	Q4 12/2020 1,466 1,875 132 398 - 3,871 448 123 (20) (12)	Q1 12/2021 1,589 1,938 - 436 - 3,965 547 324 - 12	Q2 12/2021 - - - -	Q3	Q4	Net Chg. +301 +672 (289) +109 - +794 +34 +203 +682 +7
(Million Yen) SPEEDA Business NewsPicks Business Quartz Business Other B2B Business Other Sales SPEEDA Business NewsPicks Business Quartz Business Other B2B Business Other B2B Business	Q1 12/2020 1,288 1,266 289 327 - - 3,171 513 121 (682)	Q2 12/2020 1,350 1,245 255 333 - 3,183 536 (39) (534) 6	Q3 12/2020 1,388 1,546 296 354 - 3,584 503 287 (291) (10)	Q4 12/2020 1,466 1,875 132 398 - 3,871 448 123 (20) (12) (29)	Q1 12/2021 1,589 1,938 - 436 - 3,965 547 324 - 12	Q2 12/2021 - - - -	Q3	Q4	Net Chg. +301 +672 (289) +109 - +794 +34 +203 +682 +7
(Million Yen)  SPEEDA Business NewsPicks Business Quartz Business Other B2B Business Other  Sales  SPEEDA Business NewsPicks Business Quartz Business Other B2B Business Other B2B Business Other Company-wide / Eliminations	Q1 12/2020 1,288 1,266 289 327 - - 3,171 513 121 (682) 5	Q2 12/2020 1,350 1,245 255 333 - 3,183 536 (39) (534) 6 (32)	Q3 12/2020 1,388 1,546 296 354 - 3,584 503 287 (291) (10) 11	Q4 12/2020 1,466 1,875 132 398 - 3,871 448 123 (20) (12) (29)	Q1 12/2021 1,589 1,938 - 436 - 3,965 547 324 - 12 (47)	Q2 12/2021 - - - -	Q3	Q4	Net Chg. +301 +672 (289) +109 - +794 +34 +203 +682 +7 (47)
(Million Yen)  SPEEDA Business NewsPicks Business Quartz Business Other B2B Business Other  Sales  SPEEDA Business NewsPicks Business Quartz Business Other B2B Business Other B2B Business Other B2B Business Other Company-wide / Eliminations EBITDA	Q1 12/2020 1,288 1,266 289 327 - - 3,171 513 121 (682) 5	Q2 12/2020 1,350 1,245 255 333 - 3,183 536 (39) (534) 6 (32) - (62)	Q3 12/2020 1,388 1,546 296 354 - 3,584 503 287 (291) (10) 11 - 499	Q4 12/2020 1,466 1,875 132 398 - 3,871 448 123 (20) (12) (29) 14 522	Q1 12/2021 1,589 1,938 - 436 - 3,965 547 324 - 12 (47) - 837	Q2 12/2021 - - - -	Q3	Q4	Net Chg. +301 +672 (289) +109 - +794 +34 +203 +682 +7 (47)
(Million Yen)  SPEEDA Business NewsPicks Business Quartz Business Other B2B Business Other  Sales  SPEEDA Business NewsPicks Business Quartz Business Quartz Business Other B2B Business Other B2B Business Other Company-wide / Eliminations  EBITDA  SPEEDA Business	Q1 12/2020 1,288 1,266 289 327 - - 3,171 513 121 (682) 5 - - (42)	Q2 12/2020 1,350 1,245 255 333 - 3,183 536 (39) (534) 6 (32) - (62)	Q3 12/2020 1,388 1,546 296 354 - 3,584 503 287 (291) (10) 11 - 499 36.2%	Q4 12/2020 1,466 1,875 132 398 - 3,871 448 123 (20) (12) (29) 14 522 30.6%	Q1 12/2021 1,589 1,938 - 436 - 3,965 547 324 - 12 (47) - 837 34.4%	Q2 12/2021 - - - -	Q3	Q4	Net Chg. +301 +672 (289) +109 - +794 +34 +203 +682 +7 (47) - +879 (5.4%)
(Million Yen)  SPEEDA Business NewsPicks Business Quartz Business Other B2B Business Other  Sales  SPEEDA Business NewsPicks Business Quartz Business Other B2B Business Other B2B Business Other Company-wide / Eliminations  EBITDA  SPEEDA Business NewsPicks Business	Q1 12/2020 1,288 1,266 289 327 - - 3,171 513 121 (682) 5 - - (42) 39.8% 9.6%	Q2 12/2020 1,350 1,245 255 333 - 3,183 536 (39) (534) 6 (32) - (62) 39.7% (3.1%)	Q3 12/2020 1,388 1,546 296 354 - 3,584 503 287 (291) (10) 11 - 499 36.2% 18.6%	Q4 12/2020 1,466 1,875 132 398 - 3,871 448 123 (20) (12) (29) 14 522 30.6% 6.6%	Q1 12/2021 1,589 1,938 - 436 - 3,965 547 324 - 12 (47) - 837 34.4%	Q2 12/2021 - - - -	Q3	Q4	Net Chg. +301 +672 (289) +109 - +794 +34 +203 +682 +7 (47) - +879 (5.4%)
(Million Yen)  SPEEDA Business NewsPicks Business Quartz Business Other B2B Business Other  Sales  SPEEDA Business NewsPicks Business Quartz Business Other B2B Business Other B2B Business Other Company-wide / Eliminations  EBITDA  SPEEDA Business NewsPicks Business Quartz Business	Q1 12/2020 1,288 1,266 289 327 - - 3,171 513 121 (682) 5 - - (42) 39.8% 9.6% (236.0%)	Q2 12/2020 1,350 1,245 255 333 - 3,183 536 (39) (534) 6 (32) - (62) 39.7% (3.1%) (209.4%)	Q3 12/2020 1,388 1,546 296 354 - 3,584 503 287 (291) (10) 11 - 499 36.2% 18.6% (98.3%)	Q4 12/2020 1,466 1,875 132 398 - 3,871 448 123 (20) (12) (29) 14 522 30.6% 6.6% (15.2%)	Q1 12/2021 1,589 1,938 - 436 - 3,965 547 324 - 12 (47) - 837 34.4% 16.7%	Q2 12/2021 - - - -	Q3	Q4	Net Chg. +301 +672 (289) +109 - +794 +34 +203 +682 +7 (47) - +879 (5.4%) +7.2%
(Million Yen)  SPEEDA Business NewsPicks Business Quartz Business Other B2B Business Other  Sales  SPEEDA Business NewsPicks Business Quartz Business Other B2B Business Other B2B Business Other Company-wide / Eliminations  EBITDA  SPEEDA Business NewsPicks Business Quartz Business Other B2B Business	Q1 12/2020 1,288 1,266 289 327 - - 3,171 513 121 (682) 5 - - (42) 39.8% 9.6% (236.0%)	Q2 12/2020 1,350 1,245 255 333 - 3,183 536 (39) (534) 6 (32) - (62) 39.7% (3.1%) (209.4%)	Q3 12/2020 1,388 1,546 296 354 - 3,584 503 287 (291) (10) 11 - 499 36.2% 18.6% (98.3%)	Q4 12/2020 1,466 1,875 132 398 - 3,871 448 123 (20) (12) (29) 14 522 30.6% 6.6% (15.2%)	Q1 12/2021 1,589 1,938 - 436 - 3,965 547 324 - 12 (47) - 837 34.4% 16.7%	Q2 12/2021 - - - -	Q3	Q4	Net Chg. +301 +672 (289) +109 - +794 +34 +203 +682 +7 (47) - +879 (5.4%) +7.2%

Source: Company Data, WRJ Calculation

### **Balance Sheet (Quarterly)**

Balance Sheet	Cons.Act								
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YoY
(Million Yen)	12/2020	12/2020	12/2020	12/2020	12/2021	12/2021	12/2021	12/2021	Net Chg.
Cash and Deposit	7,331	7,983	10,334	7,584	7,443	-	-	-	+112
Accounts Receivables	1,518	1,294	1,121	984	1,473	-	-	-	(45)
Other	390	362	380	658	663	-	-	-	+273
Current Assets	9,239	9,639	11,835	9,226	9,579	-	-	-	+340
Tangible Assets	522	701	595	554	525	-	-	-	+3
Intangible Assets	8,807	9,028	1,184	1,214	1,216	-	-	-	(7,591)
Investments and Other Assets	1,370	1,714	4,824	4,831	4,782	-	-	-	+3,412
Fixed Assets	10,700	11,444	6,603	6,600	6,524	-	-	-	(4,176)
Deferred Assets	-	-	96	87	78	-	-	-	+78
Total Assets	19,940	21,083	18,536	15,915	16,182	-	-	-	(3,758)
Accounts Payables	250	237	223	370	409	-	-	-	+159
Corporate Bond (less than one year)	102	102	102	102	102	-	-	-	-
Short-Term Debt	1,408	1,636	1,734	761	930	-	-	-	(478)
Other	3,175	4,241	3,787	3,989	3,942	-	-	-	+767
Current Liabilities	4,935	6,216	5,846	5,222	5,383	-	-	-	+448
Corporate Bond	246	225	195	174	144	-	-	-	(102)
Long-Term Debt	7,929	7,480	5,104	3,270	2,911	-	-	-	(5,018)
Other	41	126	126	129	132	-	-	-	+91
Fixed Liabilities	8,216	7,831	5,425	3,573	3,187	-	-	-	(5,029)
Total Liabilities	13,151	14,048	11,271	8,796	8,570	-	-	-	(4,581)
Shareholders' Equity	5,663	6,026	6,173	5,796	6,296	-	-	-	+633
Other	1,125	1,009	1,091	1,322	1,315	-	-	-	+190
Net Assets	6,788	7,035	7,264	7,118	7,611	-	-	-	+823
Total Liabilities and Net Assets	19,940	21,083	18,536	15,915	16,182	-	-	-	(3,758)
Equity Capital	5,349	5,613	5,855	5,772	6,303	-	-	-	+954
Interest Bearing Debt	9,685	9,443	7,135	4,307	4,087	-	-	-	(5,598)
Net Debt	2,354	1,460	(3,199)	(3,277)	(3,356)	-	-	-	(5,710)
Capital Ratio	26.8%	26.6%	31.6%	36.3%	38.9%	-	-	-	-
Net Debt Equity Ratio	44.0%	26.0%	(54.6%)	(56.8%)	(53.2%)	-	-	-	-
ROE (12 months)	(35.8%)	(36.8%)	(132.2%)	(111.2%)	(94.7%)	-	-	-	-
ROA (12 months)	(7.2%)	(5.5%)	(2.0%)	(1.5%)	3.9%	-	-	-	-
Quick Ratio	179%	149%	196%	164%	166%	-	-	-	-
Current Ratio	187%	155%	202%	177%	178%	-	-	-	-

Source: Company Data, WRJ Calculation

### **Cash Flow Statement (Cumulative)**

Cash Flow Statement	Cons.Act								
	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	YoY
(Million Yen)	12/2020	12/2020	12/2020	12/2020	12/2021	12/2021	12/2021	12/2021	Net Chg.
Operating Cash Flow	-	265	-	1,026	-	-	-	-	-
Investing Cash Flow	-	(931)	-	(2,028)	-	-	-	-	-
Operating CF and Investing CF	-	(666)	-	(1,002)	-	-	-	-	-
Financing Cash Flow	-	722	-	613	-	-	-	-	-

Source: Company Data, WRJ Calculation

#### Disclaimer

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