



# Financial Results for 2025.5 Q1 (ended August 31, 2024)

Weathernews Inc  
October 4, 2024



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# Summary of financial results

**【Net sales】 5,843 MJPY(+4.7% Y/Y)** Record high sales in Q1. Sea and Land domain drove sales growth.

**【Operating profit】 455 MJPY (+9.6% Y/Y)** Improved operating efficiency and profit growth by strengthening the development system and development environment.

**【Ordinary profit】** Decreased due to FOREX losses resulting from temporary yen appreciation.

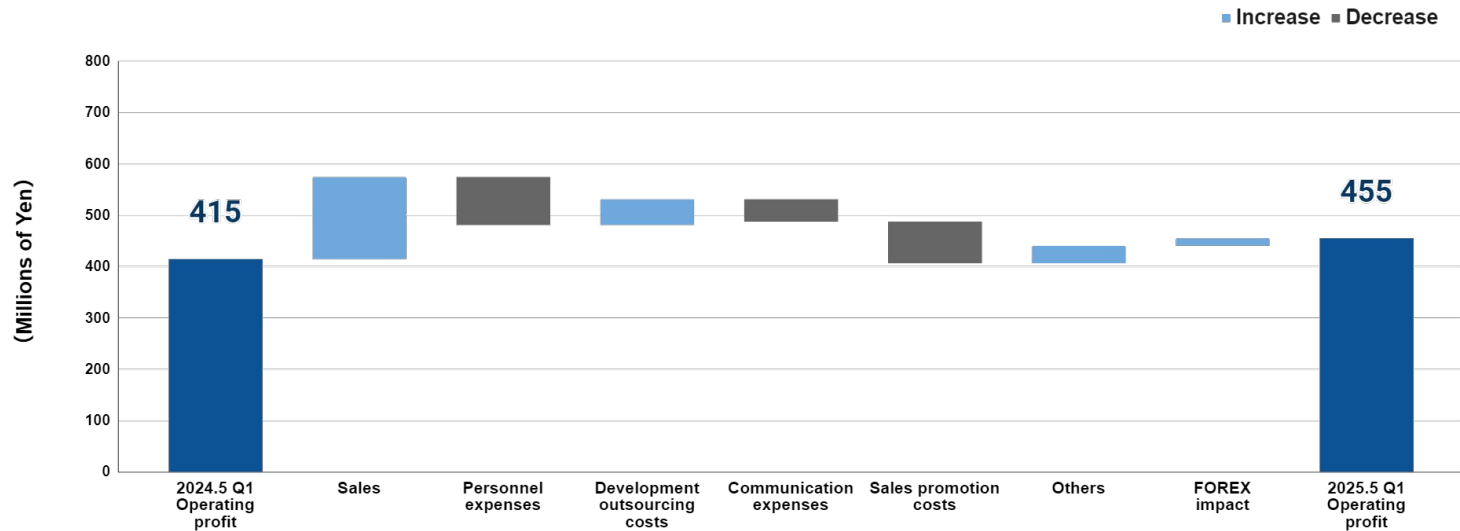
**【Net profit】** Decreased due to the impact of recording tax effects related to the introduction of the mandatory retirement system in the previous fiscal year.

(Millions of Yen)	2024.5 Q1 Actual	2025.5 Q1 Actual	Y/Y
Net sales	5,580	5,843	+4.7%
Operating profit	415	455	+9.6%
Margin(%)	7.4	7.8	+0.4Pt
Ordinary profit	443	388	△12.5%
Profit attributable to owners of parent	428	279	△34.7%
EPS (JPY)	38.9	25.3	△13.6JPY
FOREX Rates (USD/JPY)	142.5	154.2	+11.7JPY

# Operating Profit Analysis (Y/Y)

- Steady sales growth in stock-type business.
- Decreased development outsourcing costs due to progress in in-house development system.
- Personnel expenses increased due to strengthening overseas sales personnel and SaaS product development personnel, etc.
- Flexible advertising investments in light of current weather conditions led sales promotion expenses increased this quarter compared to the previous quarter.

## Operating profit Analysis



# 1. 2025.5 Q1 Results

## Sales by Domain

Millions of Yen	2024.5 Q1 Actual	2025.5 Q1 Actual	Y/Y (%)	Business environment and results
Sea Domain	1,411	1,550	+9.9	<ul style="list-style-type: none"> <li>•Although logistics disruptions due to the situation in the Middle East continued, cargo movements remained steady due to the recovery of the global economy.</li> <li>•Our sales increased due to contract renewals with large customers, mainly in the European market, which involved higher unit prices, as well as the positive impact of FOREX rates.</li> </ul>
Sky Domain	287	327	+14.1	<ul style="list-style-type: none"> <li>•In the airline market, domestic leisure demand and inbound demand due to JPY depreciation have been favorable, leading to a recovery in passenger numbers.</li> <li>•Our sales to airline customers in Asia in particular have grown.</li> </ul>
Land Domain	1,487	1,600	+7.6	<ul style="list-style-type: none"> <li>•The need for weather information that takes into account regional characteristics in terms of disaster prevention during extreme weather events has increased, leading to the increase of the number of our customers, mainly in the expressway market.</li> <li>•In the energy and retail markets, in addition to conventional services, sales of WxTech services (SaaS-type products) have also expanded, resulting in increased revenue.</li> </ul>
Internet Domain	2,212	2,222	+0.5	<ul style="list-style-type: none"> <li>•As the need for weather information increases against the backdrop of increasingly severe extreme weather and frequent meteorological disasters, continued investment in advertising, such as TV commercials and online ads, has led to increased frequency of app use and an increase in the number of app users.</li> <li>•Due to an improvement in the advertising market, subscription service sales and advertising revenue increased. However, sales to carriers continued to decrease.</li> </ul>
Subscription Sales Total	5,398	5,701	+5.6	—
Flow Sales	181	141	Δ22.1	<ul style="list-style-type: none"> <li>•One-time sales from research and systems sales that will lead to future stock sales.</li> <li>•Comments omitted as this represents a small proportion of total sales.</li> </ul>
Grand Total	5,580	5,843	+4.7	—

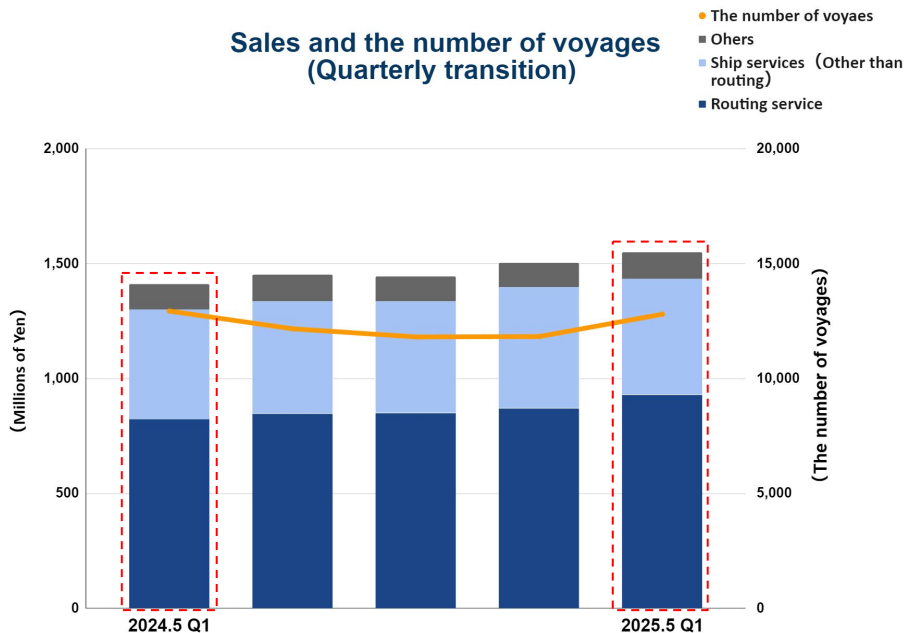
# Sea Domain business - 1

**[Market conditions]**

Although logistics disruptions due to the situation in the Middle East continued, cargo movement remained steady due to the recovery of the global economy.

**[Performance]**

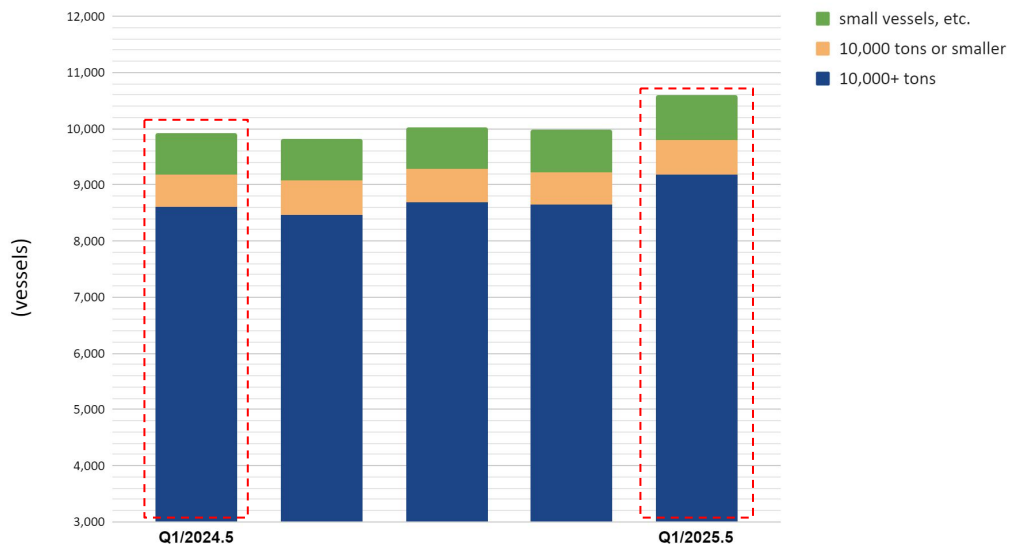
Although the number of voyages offered was the same as the same period last year, revenue increased due to contract renewals with some large customers that involved higher unit prices and the effect of exchange rates.



# 1. 2024.5 Results

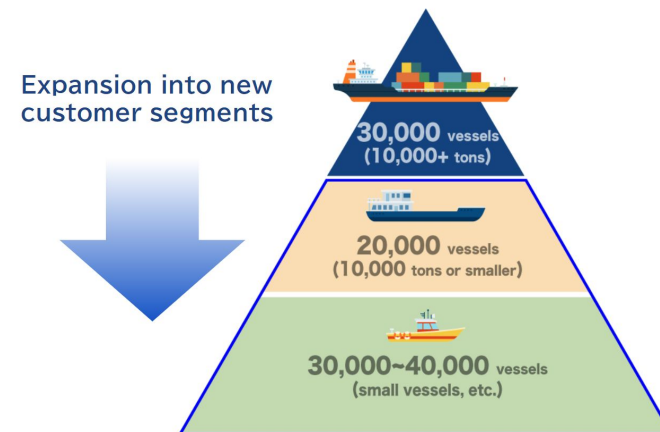
## Sea Domain business - 2

Number of vessels provided the service (Quarterly transition)



Number of vessels using our services  
(counts as one vessel even when using multiple services)

TAM of Sea planning business  
(shown in Mid-term management plan)



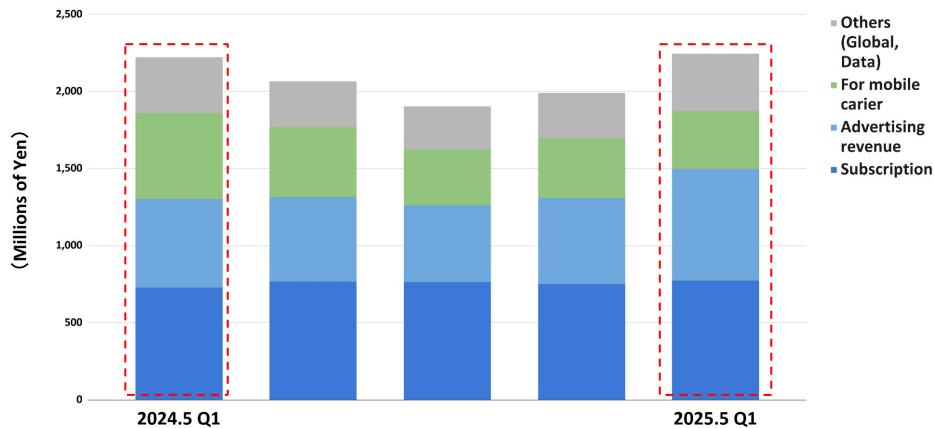
# 1. 2024.5 Results

## Internet Domain business

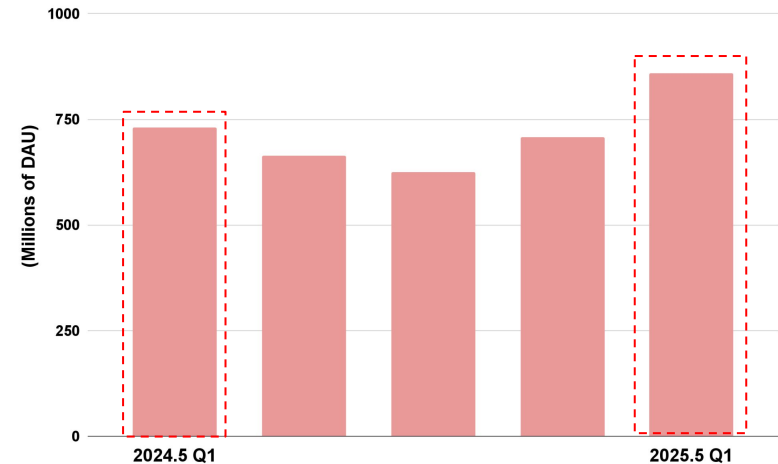
- Cumulative DAU increased due to TV commercials, increased usage during severe weather such as typhoons, and provision of content with high forecast accuracy.
- Advertising and subscription sales increased due to a gradual recovery in advertising unit prices and an increase in app users.
- Sales to mobile carriers decreased due to a fall in revenue share unit prices.

\*DAU: Daily Active Users

### Sales (Quarterly Transition)



### Cumulative DAU (Quarterly Transition)



Effective from 2025.5 Q1, the composition of the sales graph has been subdivided into in-house subscriber and mobile carrier sales. In addition, some overseas sales that had been included in “Advertising” are now included in “Others”.

Effective from 2025.5 Q1, the scope of aggregation of cumulative DAU has been changed in order to appropriately represent changes in the sales composition ratio and access to in-house content.



# Summary of Financial plan

## ■ No change from initial plan

**【Net sales】 23,500 MJPY (+5.7% Y/Y)**

Plan to increase revenues through continued growth in Internet Domain, growth in Europe in Sea Domain, and expansion of SaaS business in Land Domain.

**【Operating profit】 3,800 MJPY (+16.2% Y/Y)**

Steadily promote the transformation to a more profitable structure and aim for record profits at all kinds of profits.

(Millions of Yen)	2024.5 Actual	2025.5 Forecast	Y/Y
Net sales	22,242	23,500	+5.7%
Operating profit	3,270	3,800	+16.2%
Margin (%)	14.7	16.2	+1.5Pt
Ordinary profit	3,341	3,800	13.7%
Profit attributable to owners of parent	2,437	2,700	+10.8%
EPS (JPY)	221	244	+23.3JPY
ROE (%)	12.8	13.3	+0.5Pt
FOREX Rates (USD/JPY)	147.9	150.0	+2.1JPY

## 2. 2025.5 Full-year Forecast

# Sales Forecast by Domain

(Millions of Yen) Domain	2024.5 Actual	2025.5 Forecast	Y/Y
Sea	5,813	6,000	+3.2%
Sky	1,210	1,260	+4.0%
Land	6,301	6,740	+7.0%
Internet	8,082	8,700	+7.6%
Subscription Sales Total	21,407	22,700	+6.0%
Others	835	800	△4.3%
Grand Total	22,242	23,500	+5.7%

To strengthen synergies among businesses and promote SaaS business expansion across businesses, Redefine existing Planning (business divisions) into 4 Domain (business areas).

## Sea Domain



Sea Planning

## Sky Domain



Sky Planning

## Land Domain



Land Planning  
Environment Planning  
Climate Tech Planning  
Broadcast Planning

## Internet Domain



Mobile•Internet  
Planning

# 3. Stock split, Increase the dividend and Expansion of shareholder benefits

With a view to achieving mid- to long-term growth together with our shareholder supporters, we have reconsidered our capital policy and shareholder returns and implemented the following measures:

## ① Stock split

- Split the stock at a ratio of 1:2 on the base date of Nov 30, 2024. Increase the liquidity of the stock and expand the investor base.

## ② Increase the dividend

- Increase the annual dividend from 130 yen to 140 yen (before the split). Strengthen returns to shareholders based on the basic philosophy of "high contribution, high profits, high distribution".

## ③ Expansion of shareholder benefits

- Change (expand) the benefits from the end of August. App "Weathernews" (approx. 330 JPY/month) → "Weathernews Pro" (680 JPY/month).
- The base number of shares for the benefits will be 100 or more shares after the split, so that more shareholders can take advantage of them.

# 3. Stock split, Increase the dividend and Expansion of shareholder benefits

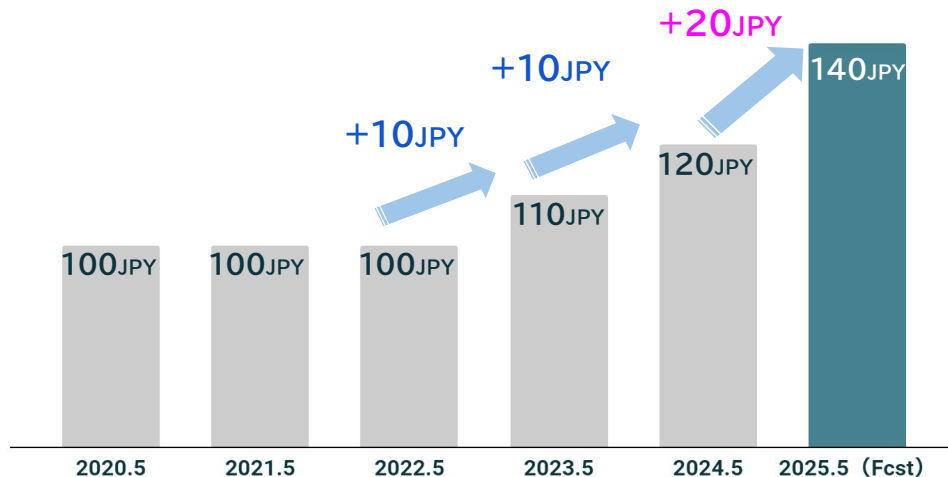
## Dividend Policy & Shareholder benefits

### Dividend Policy

### Dividend increase for three consecutive years

•Based on the concept of high contribution, high profit, and high distribution, the Company prioritizes strategic business investments that promote medium- and long-term business and determines dividends by taking into consideration the optimal level of equity capital, investment environment, and profits as a long-term stable dividend.

•Plans to pay an annual dividend of 140 yen per share for the current fiscal year (FY2025.5), the third consecutive year of dividend increases.



Note: The amounts shown are before the stock split. The stock split will take effect on December 1, 2024, so the payment of the second quarter end dividend with a record date of November 30, 2024 will be based on the number of shares before the stock split.

### Shareholder benefits Expanded benefits

•From August 19, 2024, the content of the shareholder benefits program has been expanded.

•The right to use the "Weathernews" app (approx. 330 JPY/month) has been changed to "Weathernews Pro" (680 JPY/month).

•4,080 yen equivalent over 6 months(2 times available for 1 year of ownership)

### Introduction of Weathernews Pro

•"Weathernews Pro" is a new service for PCs of the weather app "Weathernews", which has a cumulative total of 45 million downloads and has been ranked No. 1 for forecast accuracy for two consecutive years (released on July 31, 2024).

•Provides advanced and specialized weather information based on the concept of "professional weather information for everyone". You can view Weathernews' advanced and multifaceted specialized information, such as ultra-high resolution rain cloud radar up to 30 hours ahead, weather reports, and live camera, on your PC screen without ads.



# Recent Topics

◆ App "Weathernews"  
Total number of DLs exceeds 45 million



◆ Corporate Report2024  
Introducing our strengths and growth strategies



※CorporateReport

◆『Soratena Pro』  
Alerts for maximum instantaneous wind speeds begin



※Aug. 6, 2024 Press Release (JP)

◆ Weathernews LIVE  
subscribers exceeds 1.32 million

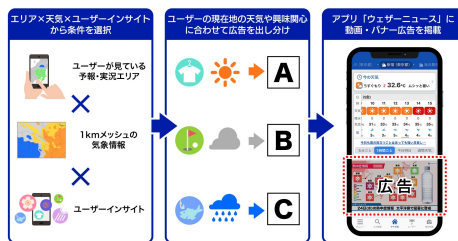


◆ "Weather News for business"  
Factory version now available



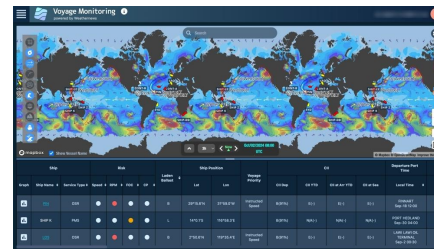
※Aug 28, 2024 Press Release (JP)

◆ New feature added to "weather-linked Ads"  
that distribute ads using 1km mesh

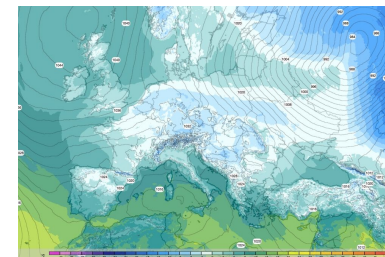


※Aug 22, 2024 Press Release (JP)

◆ "Sea Navigator", which supports  
navigation for ships of all sizes, is  
distributed mainly in Europe.



◆ Starting providing European  
weather forecasts with 2km mesh  
resolution



※July 17, 2024 Press Release (JP)



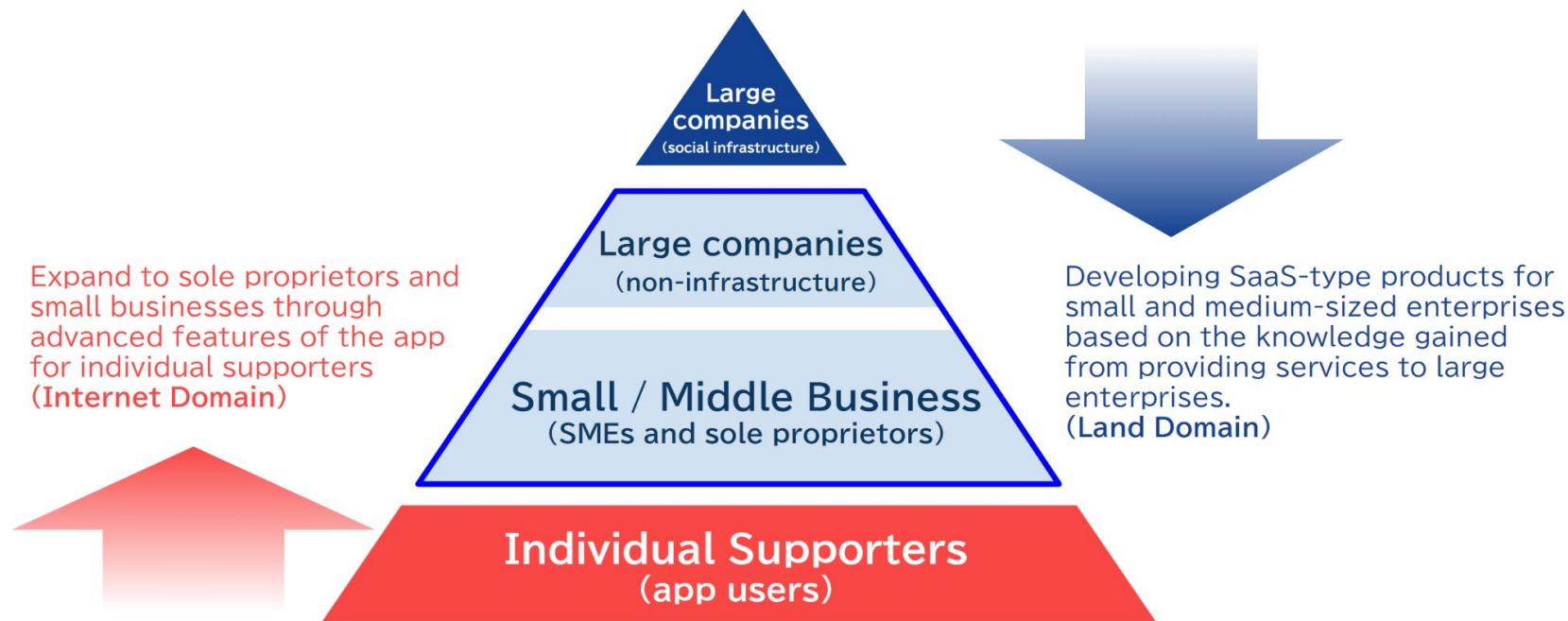
# APPENDIX

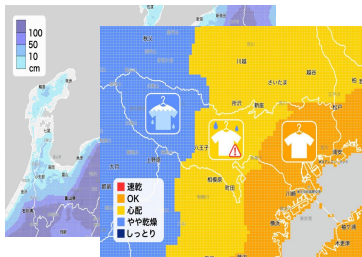


## Appendix

# Focused Customers

**[Medium-term Management Period]** Launch new SaaS products and expand to new customers (SMEs).  
**[Extended period]** Shift existing services to SaaS type and aim for further profitable structure.





## WxTech data

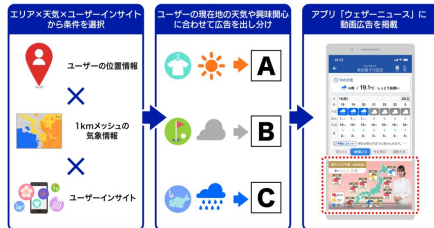
Weather forecasts, past weather data, data with disaster risks such as earthquakes, tsunamis, and volcanoes, as well as data related to human life and health, such as cherry blossom forecasts, pollen amounts, heat stroke, ultraviolet rays, weather pain, and all other data related to natural phenomena.

(Price: from 30,000 yen/month)

## Weathernews for business

The app "Weathernews" has been updated to include your Add a weather page for your business needs. Receive business-related push notifications by registering facilities, stores, and sales offices as locations.

(Price: from 29,400 yen/month)



## WxTech Ads

Deliver weather-related advertisements within the Weathernews app using high-resolution weather data and user location information. Promotes increased interest in products and willingness to purchase among users who come to browse.

(Price: from 500,000 yen)

## WxTech IoT (Soratena Pro)

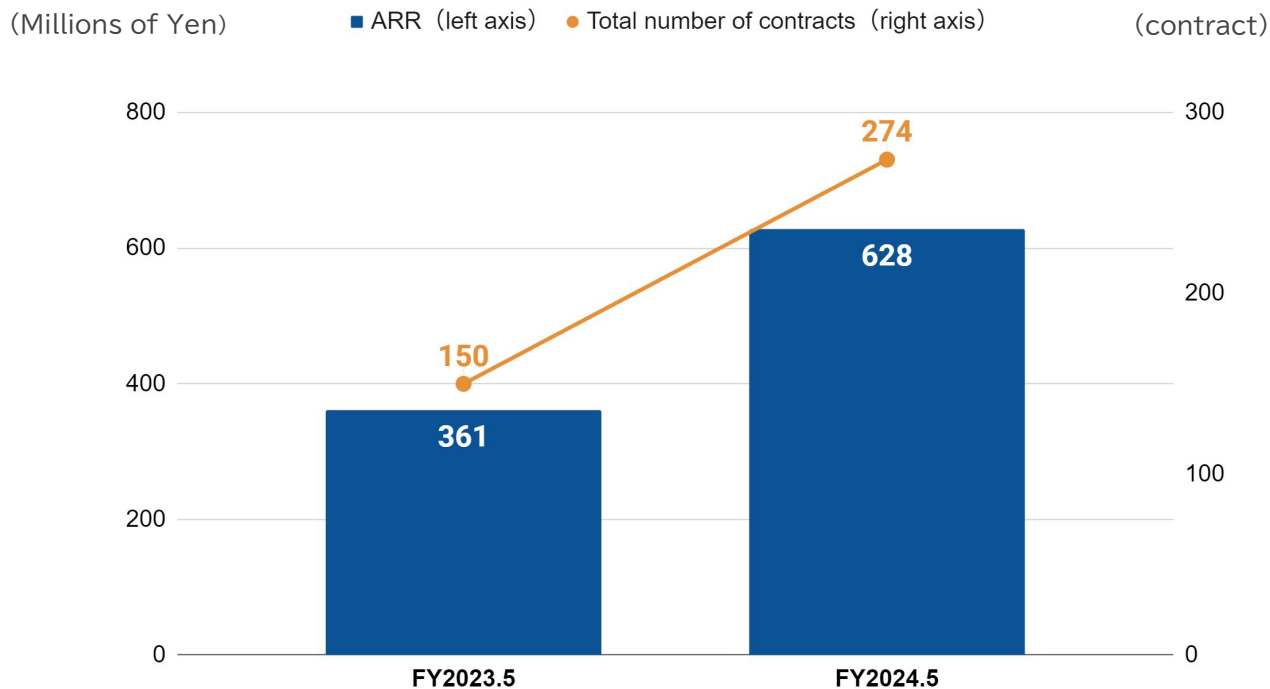
Small, lightweight, power-saving IoT sensors visualize weather conditions on site. It provides powerful support for corporate safety measures, productivity improvement, marketing measures and analysis.

(Price: from 25,000 yen/month)  
\*For rental



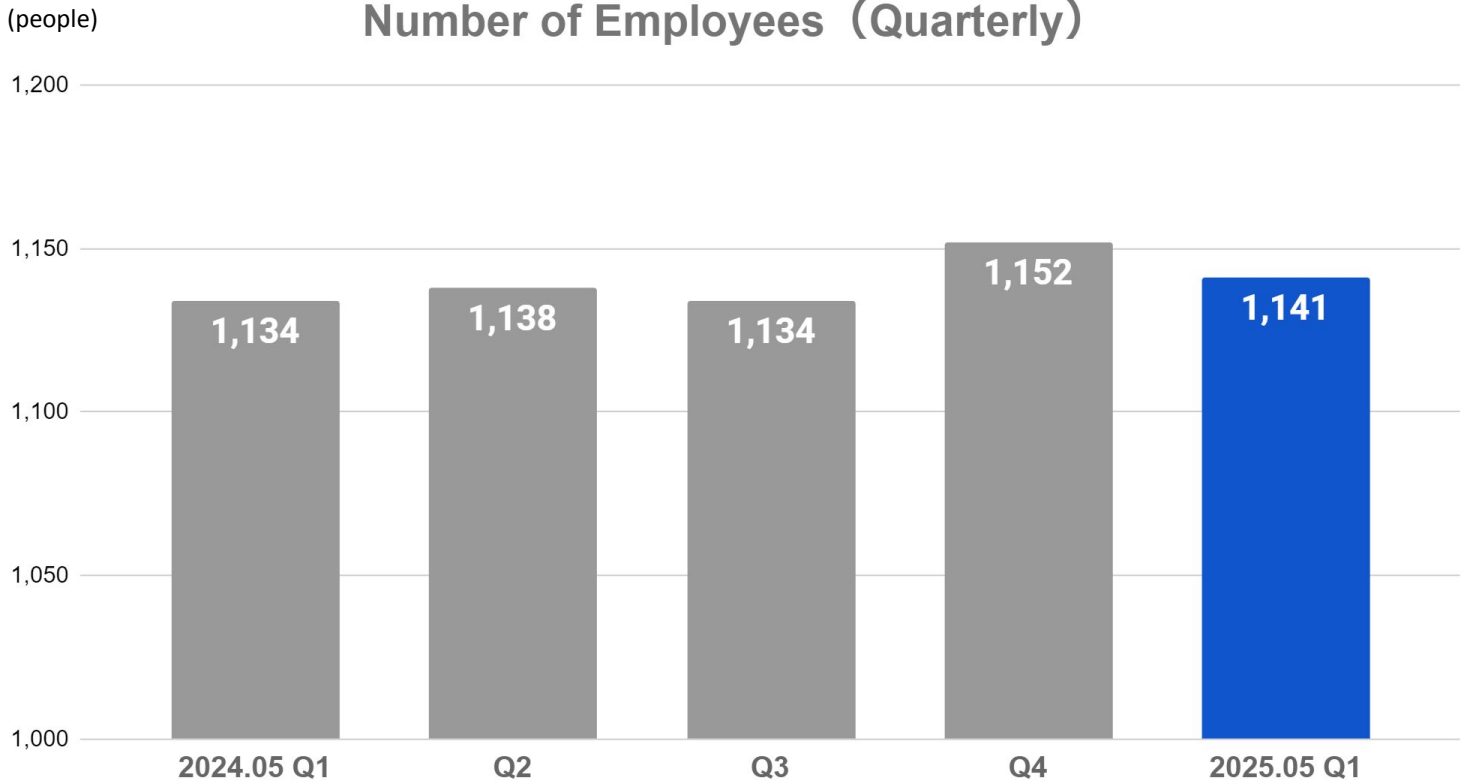
# Appendix Wxtech(WeatherTech) KPI Progress

ARR continues to increase due to product enrichment and reaching new markets.  
Churn rate has remained low and is expected to continue growing in FY2025.5



\*Excluding spot contracts

# Number of Employees(consolidated)



# Consolidated Balance Sheet

(Millions of Yen)	2024.5 Q1 Actual	2024.5 Actual	2025.5 Q1 Actual
Current assets	16,994	19,392	19,432
Non-current assets	3,635	3,665	3,461
Total assets	20,630	23,058	22,894
Current Liabilities	2,128	2,718	2,862
Non-current liabilities	258	551	549
Total Liabilities	2,387	3,270	3,411
Total net assets	18,242	19,788	19,482
Equity-to-asset ratio (%)	88.0	85.4	84.7
Net assets per share (JPY)	1,647.0	1,783.6	1,756.0

## Sales by Segment (Quarterly transition)

	2024.5				2025.5
	Q1	Q2	Q3	Q4	Q1
Sea Domain	1,411	1,451	1,444	1,504	1,550
Sky Domain	287	301	307	314	327
Land Domain	1,487	1,523	1,645	1,645	1,600
Internet Domain	2,212	2,020	1,876	1,972	2,222
Subscription Sales Total	5,398	5,297	5,274	5,437	5,701
Flow Sales	181	273	233	147	141
Grand Total	5,580	5,570	5,507	5,584	5,843



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