



Financial Results for 2025.5 Q3 (ended February 28, 2025)

Weathernews Inc.
April 7, 2025



1. 2025.5 Q3 Results

- Summary of financial results
- Sales by Domain
- Sea Domain business and Internet Domain business

2. Summary of Financial plan

- Revision of Financial plan
- Sales Forecast by Domain
- AI for Profitability
- Wxtech(WeatherTech) KPI Progress

3. Recent Major Topics

4. Dividend Policy

1. 2025.5 Q3 Results - Summary of financial results

【Net sales】 17,428 MJPY(+4.6% Y/Y)

- Sea and Land domain drove sales growth.

【Operating profit】 3,137 MJPY (+37.1% Y/Y)

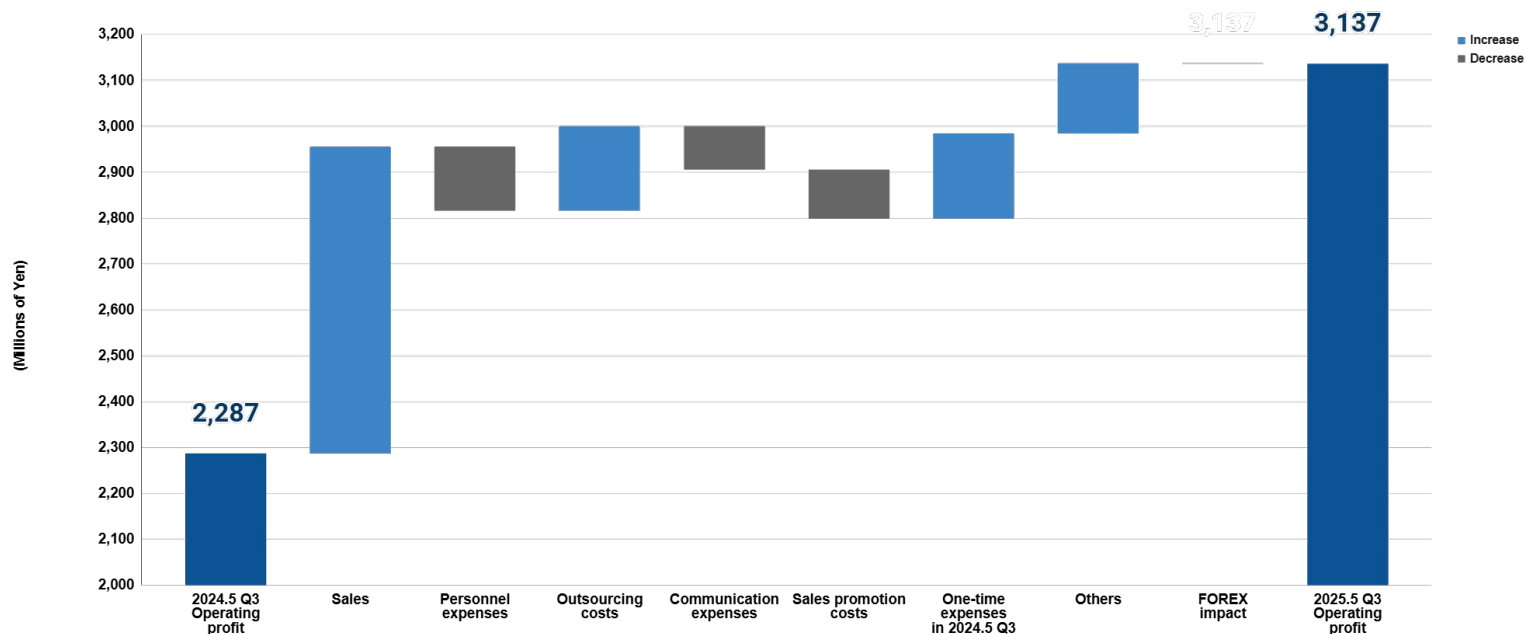
- Profitability improved due to promotion of operation system using AI, etc.
- Profits at each stage reached record highs.

(Millions of Yen)	2024.5 Q3 YTD Actual	2025.5 Q3 YTD Actual	Y/Y
Net sales	16,658	17,428	+4.6%
Operating profit	2,287	3,137	+37.1%
Margin(%)	13.7	18.0	+4.2Pt
Ordinary profit	2,337	3,094	+32.4%
Profit attributable to owners of parent	1,749	2,155	+23.2%
EPS (JPY)	79.3	97.4	+18.1JPY
FOREX Rates (USD/JPY)	146.1	152.4	+6.3JPY

*EPS: The amount after
the stock split is
stated.
(Effective date:
December 1, 2024)

1. 2025.5 Q3 Results - Operating Profit Analysis (Y/Y)

- Sales in the stock business are steadily increasing.
- Personnel expenses increased due to strengthening of SaaS-type product development personnel and overseas sales personnel. On the other hand, the increase in operating personnel was controlled.
- Profit increased due to higher operational productivity from systemization and one-time expenses incurred in the same period of the previous fiscal year.



1. 2025.5 Q3 Results - Sales by Domain

	Millions of Yen	2024.5 Q3 YTD Actual	2025.5 Q3 YTD Actual	Y/Y (%)	Business environment and results
Sea Domain		4,308	4,656	+8.1	<ul style="list-style-type: none"> •Shipping market softened slightly due to continued logistics disruptions caused by the situation in the Middle East and the impact of U.S. tariff hikes. •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.
Sky Domain		896	982	+9.6	<ul style="list-style-type: none"> •In the airline market, domestic and international passenger demand remained strong •Our sales to airline customers in Asia in particular have grown.
Land Domain		4,655	5,005	+7.5	<ul style="list-style-type: none"> •Increasing need for weather information in terms of base disaster prevention, transportation impact, and safety assurance during extreme weather events. •Increase in the number of customers in the highway market. Increased sales of WxTech services (SaaS-type products) in the energy and retail markets.
Internet Domain		6,109	6,163	+0.9	<ul style="list-style-type: none"> •Both subscriber sales and advertising revenues increased due in part to advertising investment effects. •Sales to mobile carriers remained sluggish, and overall sales were slightly increased.
Subscription Sales Total		15,970	16,807	+5.2	—
Flow Sales		688	620	△9.8	<ul style="list-style-type: none"> •One-time sales from research and systems sales that will lead to future stock sales. •Comments omitted as this represents a small proportion of total sales.
Grand Total		16,658	17,428	+4.6	—

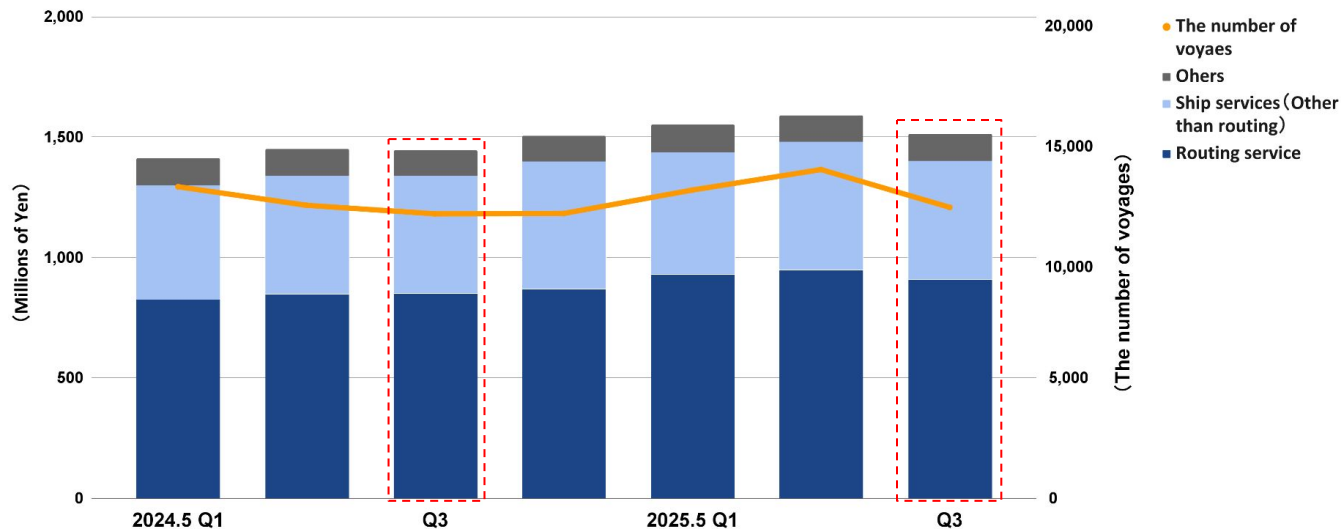
【Market conditions】

Although there are still disruptions to logistics due to the situation in the Middle East, cargo movement is strong due to the gradual recovery of the global economy.

【Performance】

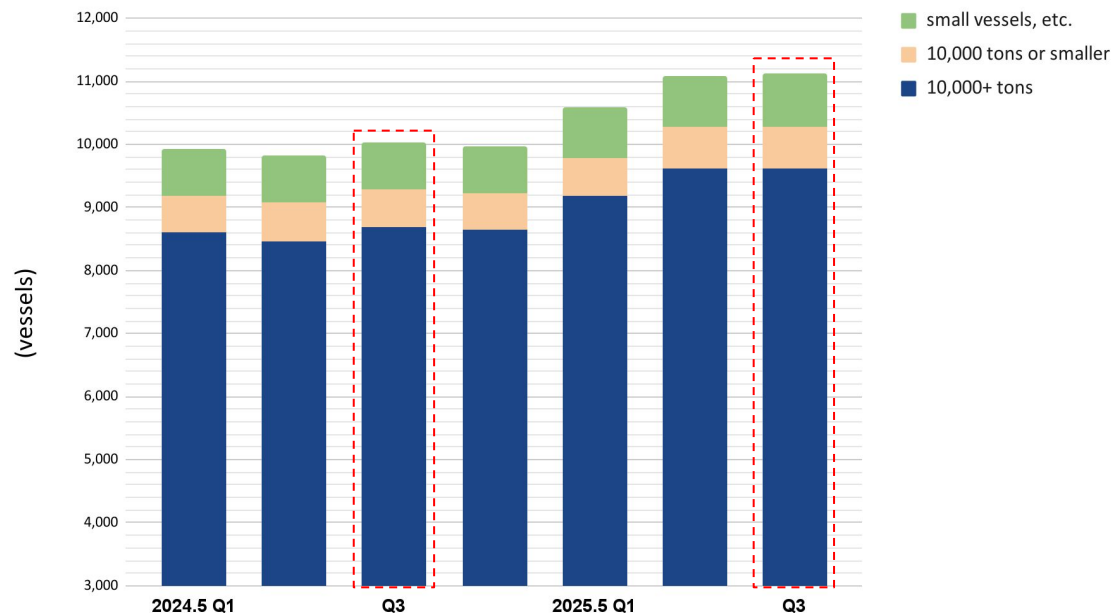
Number of voyages offered increased Y/Y. Increase due to contract renewals with unit price increases for some customers and the impact of FOREX rates.

**Sales and the number of voyages
(Quarterly transition)**



- Number of vessels serviced increased Y/Y, mainly large ocean-going vessels of 10,000 tons or more.
- Weathernews for business to launch service for domestic vessels in March 2025.

Number of vessels provided the service (Quarterly transition)



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



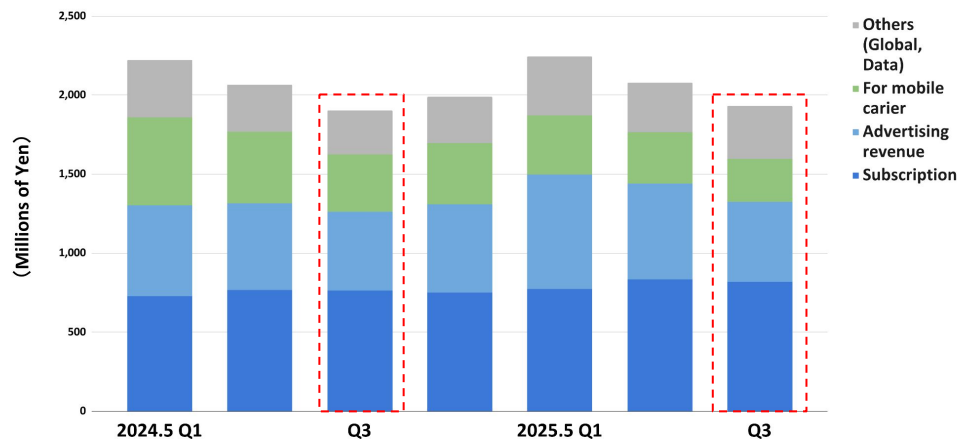
<https://jp.weathernews.com/news/51621/> (JP)

1. 2025.5 Q3 Results - Internet Domain business

- Sales to mobile carriers have decreased due to a decrease in the revenue share ratio for some customers.
- DAU and subscription sales increased slightly due to stable weather on the Pacific side of East Japan.
- Increase in “others” sales due to flow revenue for mobile carriers and expanded sales of Wx Tech.

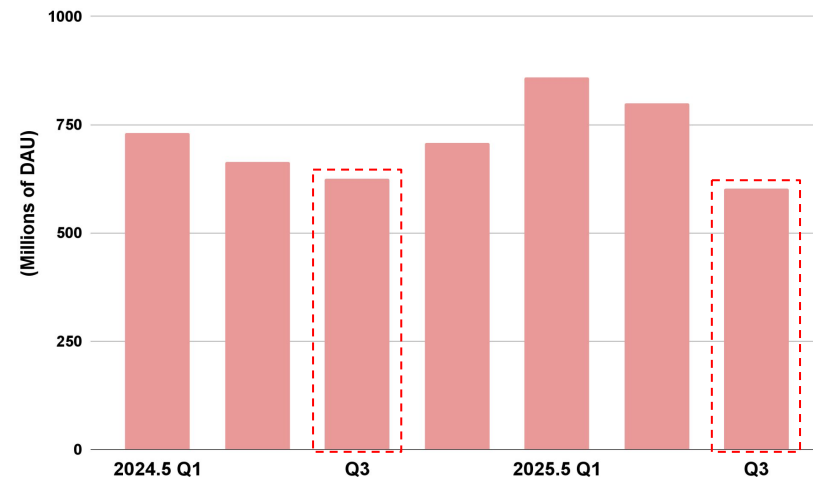
*DAU: Daily Active Users

Sales (Quarterly Transition)



Note: 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”.

Cumulative DAU (Quarterly Transition)



Note: 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. The measurement method has been partially revised since 2025.5 Q1.

2. Summary of Financial plan - Revision of Financial plan

【Net sales】 23,500 MJPY(+5.7% Y/Y) *No change from the plan at the beginning of the period

【Operating profit】 4,200 MJPY(+28.4% Y/Y) *Upwardly revised from the initial plan of 3.800 million yen

Systematization of the operating model using AI, etc. has progressed, and profit margin improvement has been more favorable than initially expected. Aiming for record-high profits at each stage of profit.

(Millions of Yen)	2024.5 Actual	2025.5 Forecast (Initial)	2025.5 Forecast (Latest)	Y/Y
Net sales	22,242	23,500	23,500	+5.7%
Operating profit	3,270	3,800	4,200	+28.4%
Margin (%)	14.7	16.2	17.9	+3.2Pt
Ordinary profit	3,341	3,800	4,200	+25.7%
Profit attributable to owners of parent	2,437	2,700	2,900	+19.0%
EPS (JPY)	110.4	122.1	131.1	+20.7JPY
ROE (%)	12.8	13.3	14.3	+1.5Pt
FOREX Rates (USD/JPY)	147.9	150.0	150.0	+2.1JPY

*EPS: The amount
after the stock split
is stated.
(Effective date:
December 1, 2024)

2. Summary of Financial plan - Sales Forecast by Domain

【Net sales】 23,500 MJPY(+5.7% Y/Y) *No change from the plan at the beginning of the period

Expect lower sales to mobile carriers at Internet Domain, but no change companywide on the back of Sea Domain's growth in Europe.

(Millions of Yen)	2024.5 Actual	2025.5 Forecast (Initial)	2025.5 Forecast (Latest)	Y/Y
Domain				
Sea	5,813	6,000	6,200	+6.7%
Sky	1,210	1,260	1,300	+7.4%
Land	6,301	6,740	6,750	+7.1%
Internet	8,082	8,700	8,250	+2.1%
Subscription Sales Total	21,407	22,700	22,500	+5.1%
Others	835	800	1,000	+19.8%
Grand Total	22,242	23,500	23,500	+5.7%

2. Summary of Financial plan - AI for Profitability

Systematization of operational tasks
reduced 3,000 hours/month

- Automatic telephone answering and summary of conversations
- Automation of image analysis and reporting, etc.



In addition to controlling personnel growth, we are currently working to create a foundation for further value creation in our existing services.

All employees participated in a hackathon to utilize AI

- Developing an AI environment throughout the company
- Aiming to solve each business theme with AI



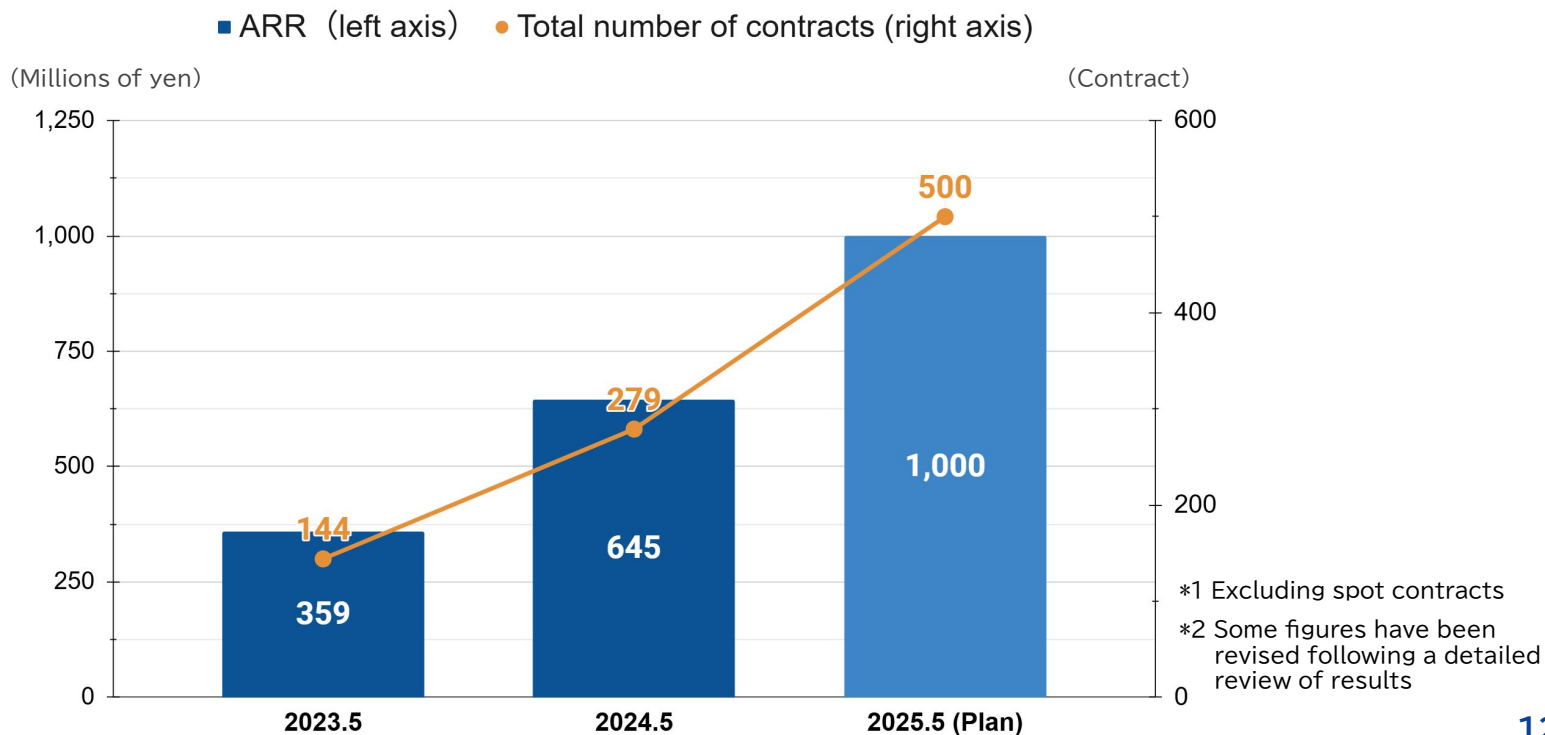
AI is becoming more and more widely used in the company.
Progress is being made in improving operational efficiency in all divisions.

Realization of an operating margin of 20% or more(*)

(*) Targets at the end of the medium-term management plan (2024.5-2026.5) period

2. Summary of Financial plan - Wxtech^(WeatherTech) KPI Progress

- With the expansion of SaaS-type products and the reach to new customer segments, ARR continues to increase.
- The cancellation rate remains low, and Expect ARR of 1,000 million yen and 500 contracts in May 2025.



3. Recent Major Topics

”Sakura AI Flowering Forecast,”

Japan's first service to predict cherry blossom flowering dates from bud photos, has launched.



<https://jp.weathernews.com/news/51331/> (Japanese)

Weathernews for Business adds “damage reporting function”



<https://jp.weathernews.com/news/51420/> (Japanese)

now available “Weather dataset for EC Businesses”



<https://jp.weathernews.com/news/51511/> (Japanese)

SoratenaPro Obtains Japan's First Approval for “Use in Complementary Observation Forecasting”



<https://jp.weathernews.com/news/50737/> (Japanese)

Generative AI Assistant Feature “Weather Agent” Launched on App



<https://jp.weathernews.com/news/50857/> (Japanese)

Released ESG Report 2024

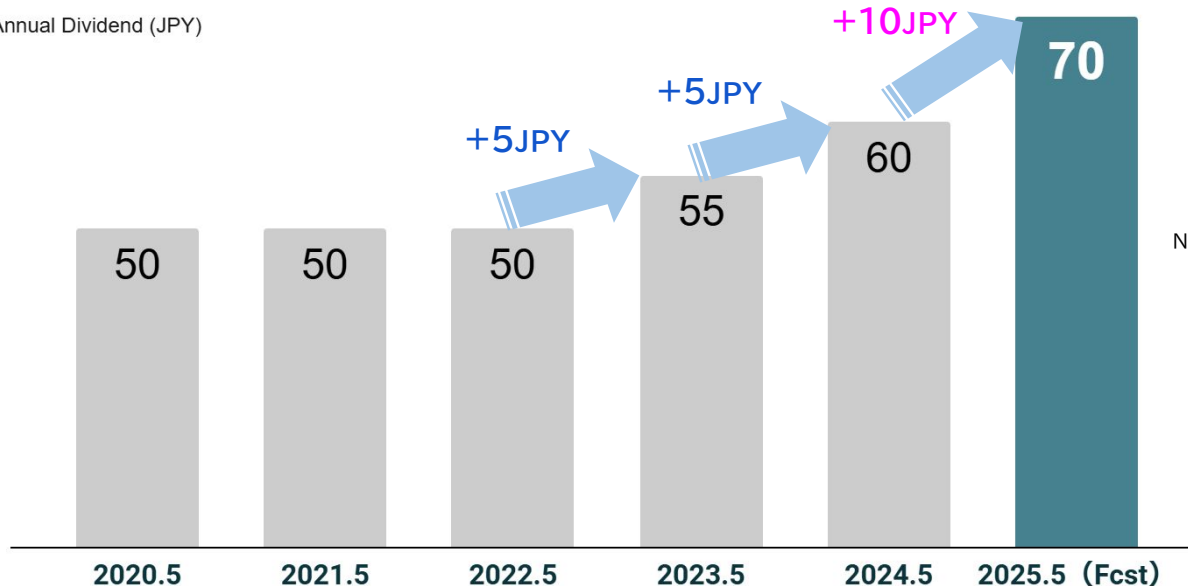


<https://jp.weathernews.com/news/51007/> (Japanese)

Dividend increase planned for 3 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 70 yen per share for the current fiscal year (FY 2025.5), the third consecutive year of dividend increases.

■ Annual Dividend (JPY)



Note: The amounts listed are after the stock split. As the stock split will take effect on December 1, 2024, the payment of the interim dividend, for which the record date is November 30, 2024, will be based on the number of shares held before the stock split.



APPENDIX

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



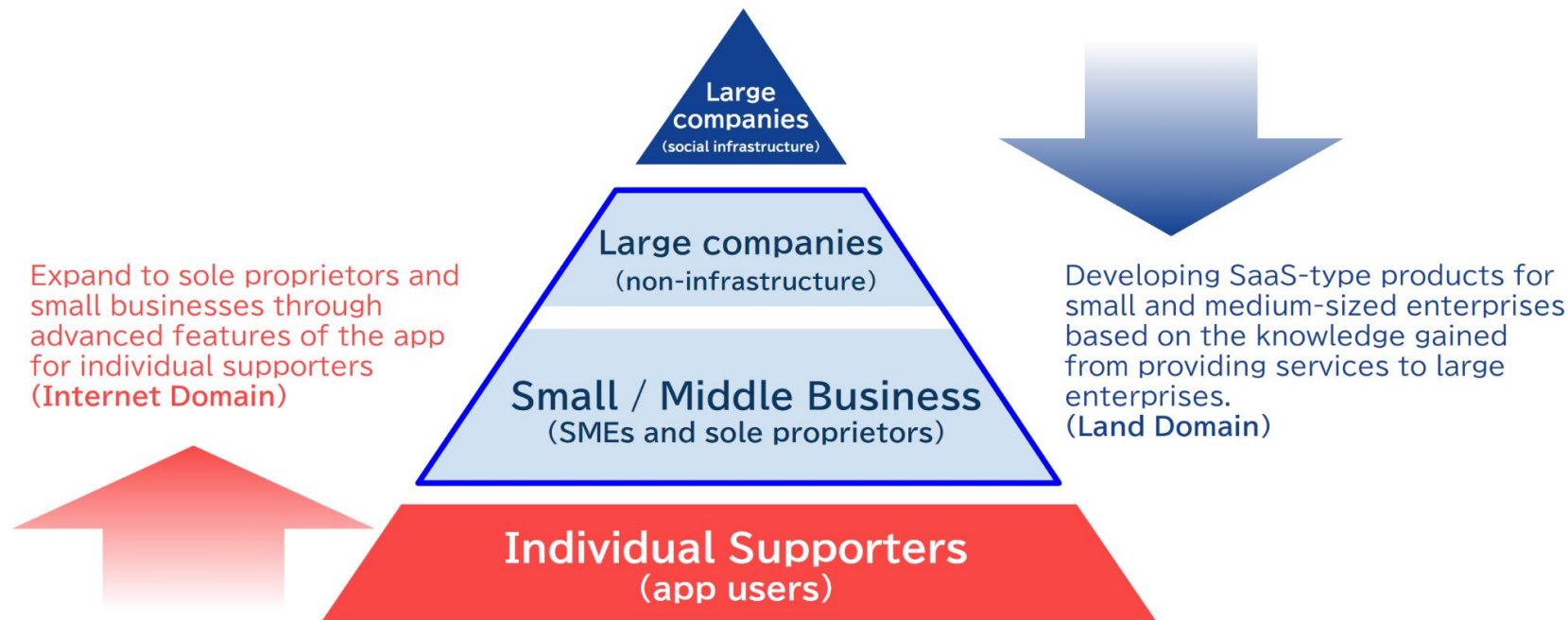
Land Planning
Environment Planning
Climate Tech Planning
Broadcast Planning

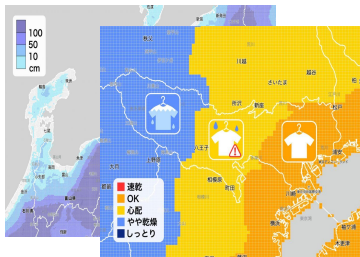
Internet Domain



Mobile•Internet
Planning

[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.

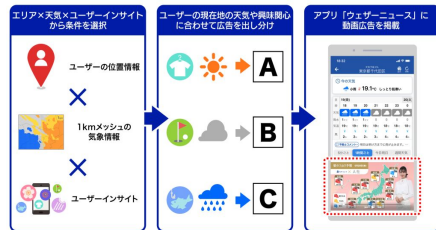
(Price: from 30,000 yen/month)



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 - Consolidated Balance Sheet

(Millions of Yen)	2024.5 Q3 Actual	2024.5 Actual	2025.5 Q3 Actual
Current assets	17,332	19,392	20,088
Non-current assets	3,463	3,665	3,406
Total assets	20,786	23,058	23,494
Current Liabilities	1,505	2,718	2,180
Non-current liabilities	249	551	656
Total Liabilities	1,754	3,270	2,836
Total net assets	19,031	19,788	20,658
Equity-to-asset ratio (%)	91.1	85.4	87.8
Net assets per share (JPY)	857.3	891.8	930.5

*Net assets per share: The amount after the stock split is stated.
(Effective date: December 1, 2024)

(Millions of Yen)	2024.5 Q3 Actual	2024.5 Q3 Actual	Y/Y
Net sales	5,507	5,819	+5.7%
Operating profit	1,024	1,460	+42.5%
Margin (%)	18.6	25.1	+6.5Pt
Ordinary profit	1,053	1,472	+39.7%
Profit attributable to owners of parent	731	1,021	+39.6%
EPS (JPY)	33.1	46.1	+13.0JPY
FOREX Rates (USD/JPY)	146.8	154.1	+7.3JPY

*EPS: The amount after the stock split is stated.
(Effective date: December 1, 2024)

Appendix - Sales by Segment (Q3 2024.5 vs Q3 2025.5)

(Millions of Yen)	2024.5 Q3 Actual	2025.5 Q3 Actual	Y / Y
Sea Domain	1,444	1,514	+4.8%
Sky Domain	307	328	+6.8%
Land Domain	1,645	1,771	+7.7%
Internet Domain	1,876	1,882	+0.3%
Subscription Sales Total	5,274	5,497	+4.2%
Flow Sales	233	321	+37.8%
Grand Total	5,507	5,819	+5.7%

Appendix - Sales by Segment (Quarterly transition)

(Millions of Yen)	2024.5				2025.5		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Sea Domain	1,411	1,451	1,444	1,504	1,550	1,590	1,514
Sky Domain	287	301	307	314	327	326	328
Land Domain	1,487	1,523	1,645	1,645	1,600	1,633	1,771
Internet Domain	2,212	2,020	1,876	1,972	2,222	2,058	1,882
Subscription Sales Total	5,398	5,297	5,274	5,437	5,701	5,608	5,497
Flow Sales	181	273	233	147	141	157	321
Grand Total	5,580	5,570	5,507	5,584	5,843	5,766	5,819



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In addition, future statements such as business forecasts are based on certain assumptions that the Company deems reasonable at this time. Actual performance may vary due to factors such as various risks and uncertainties.