

Provides drone-related services including surveying, inspection and agriculture, as well as flight management systems (UTM)

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For inquiries concerning the report, please contact info@stock-r.org

【278A Terra Drone Sector : Precision Instruments】

Fiscal Year	Net sales (mn yen)	YoY (%)	Operating profit (mn yen)	YoY (%)	Ordinary profit (mn yen)	YoY (%)	Profit (mn yen)	YoY (%)	EPS (yen)	BPS (yen)	DPS (yen)
Jan. 2023	1,949	-	90	-	-855	-	-1,111	-	-148.4	-167.8	0.0
Jan. 2024	2,963	52.0	-243	-	-111	-	-353	-	-46.6	-233.8	0.0
Jan. 2025 f	4,122	39.1	-669	-	-650	-	-460	-	-55.0	-	0.0

Note: Consolidated basis. Figures for the fiscal year ending January 2025 is the company's forecasts.
It conducted 1:100 stock split on July 25, 2024. Per share indicies are adjusted retroactively.

Provides Drone-Related Services and Flight Management Systems

Terra Drone offers drone-related services such as surveying, inspection and agriculture for domestic and overseas corporate clients (sales of hardware and software and a variety of service solutions), as well as flight management systems. The company provides services in Japan and 14 other countries, including Europe, the United States and Southeast Asia. In fiscal year ended January 2024, overseas sales accounted for 39.2% of total net sales.

The group comprises Terra Drone, eight consolidated subsidiaries and one equity method affiliate.

The company classifies its business segments into drone solutions and flight management. Flight management is a newly established segment as a result of the M&A executed in July 2023. As such, the figures for fiscal year ended January 2024 only reflect six-month performance. In the first half of fiscal year ending January 2025, drone solutions accounted for 82.2% and flight management for 17.8%.

1) Drone Solutions

In the drone solutions segment, in addition to selling hardware and software products for each of the three businesses, surveying, inspection and agriculture, the company provides solution services that meet its customer's needs.

2) Flight Management

In the flight management segment, Unify NV, a Belgian subsidiary, Unify Inc., a subsidiary of Unify NV in the United States and equity method affiliate Aloft Technologies, Inc., the largest private unmanned aircraft system traffic management (UTM) operator in the United States, provide UTM to air navigation service providers globally.

Financial Statements

Statement of income	Fiscal Year	Jan. 2023		Jan. 2024		Six months to Jul.2024	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		1,949	100.0	2,963	100.0	1,913	100.0
Cost of sales		742	38.1	1,424	48.1	965	50.5
Gross profit		1,207	61.9	1,539	51.9	947	49.5
Selling, general and administrative expenses		1,116	57.3	1,782	60.1	1,310	68.5
Operating profit		90	4.6	-243	-	-362	-
Non-operating income		115	-	220	-	107	-
Non-operating expenses		1,061	-	88	-	106	-
Ordinary profit		-855	-	-111	-	-361	-
Profit before income taxes		-1,032	-	-323	-	-360	-
Profit attributable to owners of parent		-1,111	-	-353	-	-302	-

Balance sheet	Fiscal Year	Jan. 2023		Jan. 2024		Jul.2024	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		4,755	77.6	6,148	86.2	4,640	65.5
Cash and deposits		4,173	68.1	5,008	70.2	3,034	42.8
Accounts receivable-trade		135	2.2	654	9.2	843	11.9
Inventories		172	2.8	245	3.4	405	5.7
Non-current assets		1,370	22.4	984	13.8	2,444	34.5
Property, plant and equipment		155	2.5	439	6.2	836	11.8
Intangible assets		85	1.4	337	4.7	419	5.9
Investments and other assets		1,129	18.4	206	2.9	1,188	16.8
Total assets		6,125	100.0	7,132	100.0	7,084	100.0
Current liabilities		580	9.5	939	13.2	995	14.0
Accounts payable - trade		81	1.3	205	2.9	131	1.9
Short-term borrowings		-	-	-	-	10	0.1
Current portion of long-term borrowings		33	0.5	11	0.2	9	0.1
Income taxes payable		88	1.5	21	0.3	4	0.1
Non-current liabilities		1,028	16.8	1,147	16.1	1,099	15.5
Long-term borrowings		1,021	16.7	953	13.4	929	13.1
Net assets		4,516	73.7	5,045	70.7	4,990	70.4
Owners' equity		2,641	43.1	4,532	63.5	4,453	62.9
Non-controlling interests		16	0.3	503	7.1	498	7.0

Statement of cash flows	Fiscal Year	Jan. 2023	Jan. 2024	Six months to Jul.2024
		(mn yen)	(mn yen)	(mn yen)
Cash flows from operating activities		326	-15	-609
Depreciation		97	156	140
Amortization of goodwill		45	33	-
Cash flows from investing activities		-1,823	529	-1,510
Cash flows from financing activities		4,880	348	13
Dividends paid		-	-	-
Net increase in cash and cash equivalents		3,379	835	-1,974
Cash and cash equivalents		4,173	5,008	3,034

Note: Consolidated

Source: Prepared by Stock Research Center based on the notifiable prospectus.

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