Q2-FY2026
Financial Results

シンプルだから、みんな使える。

カンターントヨクモ

Toyokumo, Inc.

August 2026

Disclaimer

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Information and materials provided in this announcement include so-called “forward-looking statements.”
These are based on current expectations, forecasts and assumptions that are subject to risks and include uncertainties that may actually result in different results from these standards.
Such risks and uncertainties include general industry and market conditions, and general domestic and international economic conditions such as interest rate and currency exchange fluctuations.
This document is provided for informational purposes and not for soliciting the acquisition, sale, etc. of Toyokumo shares.

H1-FY2026 Financial Results

Revised Forecasts of Consolidated Financial Results

Toyokumo, Inc. (the "Company") hereby announces that, considering recent performance trends and other factors, the Company has revised its consolidated financial results for the year ending December 31, 2026.

(Unit: Million yen)

	Consolidated Net sales	EBITDA*	Consolidated Operating profit	Consolidated Ordinary profit	Profit attributable to owners of parent	Earnings per share (Yen)
Previous forecast (A)	5,800	2,170	1,900	1,900	1,300	119.67
Revised forecast (B)	6,000	2,370	2,100	2,100	1,400	128.87
Amount of change (B-A)	+200	+200	+200	+200	+100	-
Percentage of change	+3.4	+9.2	+10.5	+10.5	+7.7	-
(Reference) Actual consolidated results for the previous fiscal year	4,858	1,850	1,605	1,608	1,085	99.36

* EBITDA = Operating Profit + Depreciation Expenses + Amortization Expenses

H1-FY2026 Executive Summary

Net Sales (H1)

2,932 million yen
YoY +30.5%

EBITDA (H1)

1,377 Million yen
YoY 41.3%

Operating Profit (H1)

1,246 Million yen
YoY +45.6%

ARR

6,063 Million yen
YoY +21.9%

Churn Rate*

0.81%
≦1%

Rule of 40

73.0
30.5% revenue growth
+
42.5% operating profit margin

* Figures of Churn Rate are on a non-consolidated basis (Toyokumo, Inc.).

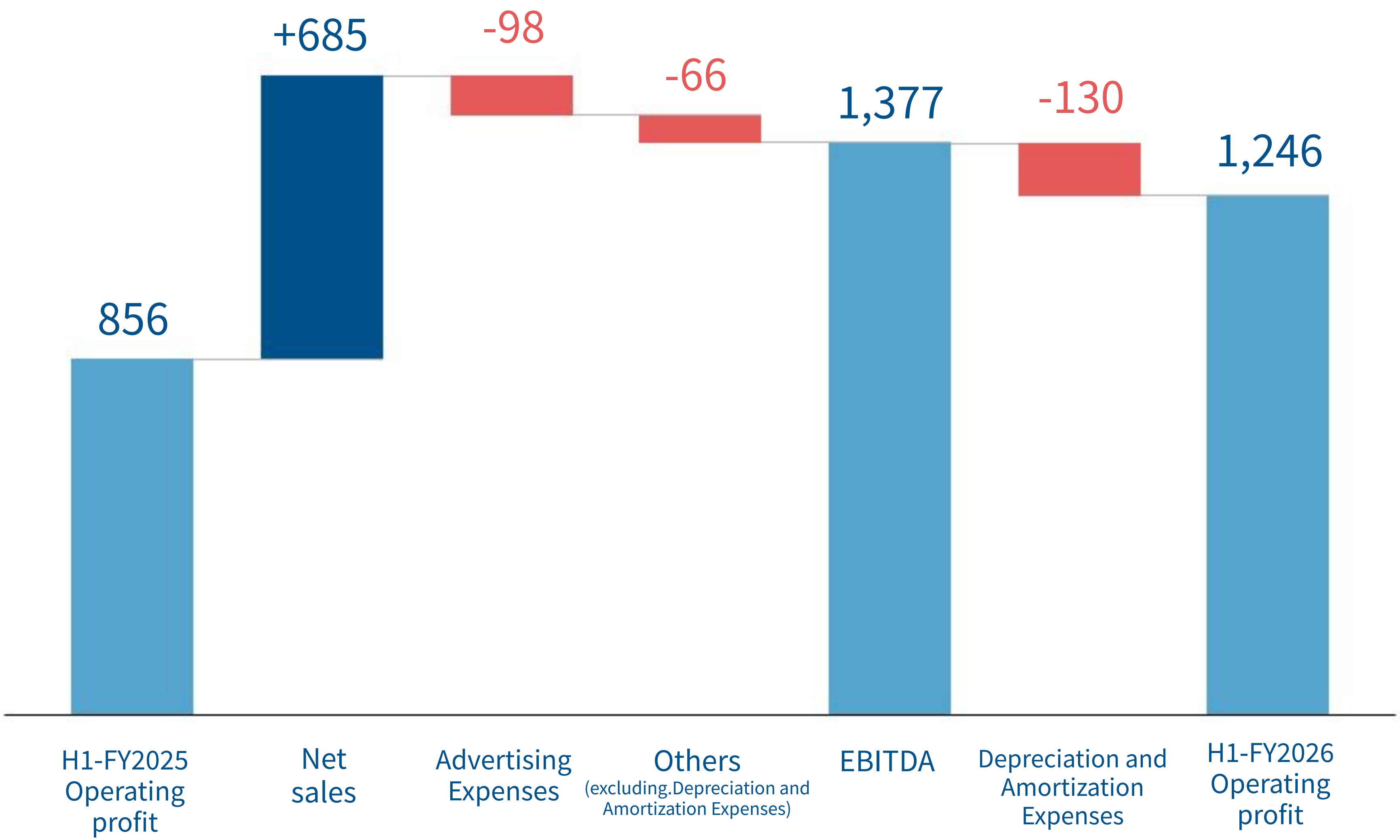
Summary of Halfly Consolidated Financial Results (YoY)

(Unit:Million yen)

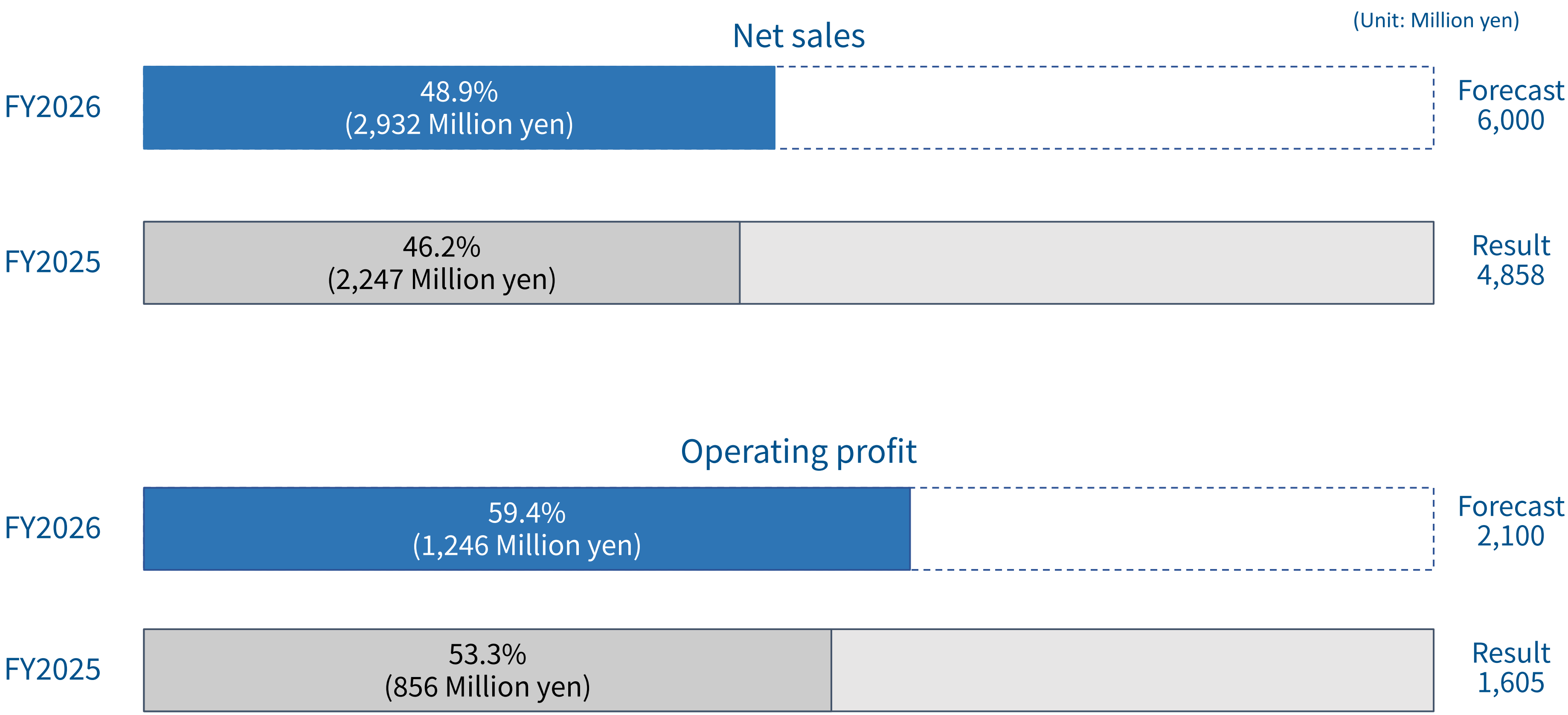
	H1-FY2025	H1-FY2026	YoY
Net Sales	2,247	2,932	+30.5%
Gross Profit	2,156	2,793	+29.5%
SG&A	1,300	1,546	+18.9%
Advertising expenses	476	575	+20.8%
Depreciation and Amortization Expenses	118	130	+10.0%
EBITDA	974	1,377	+41.3%
Operating Profit	856	1,246	+45.6%
Ordinary Profit	856	1,250	+45.9%
Profit attributable to owners of parent	562	824	+46.4%

Factors for changes in Operating Profit (YoY)

(Unit:Million yen)

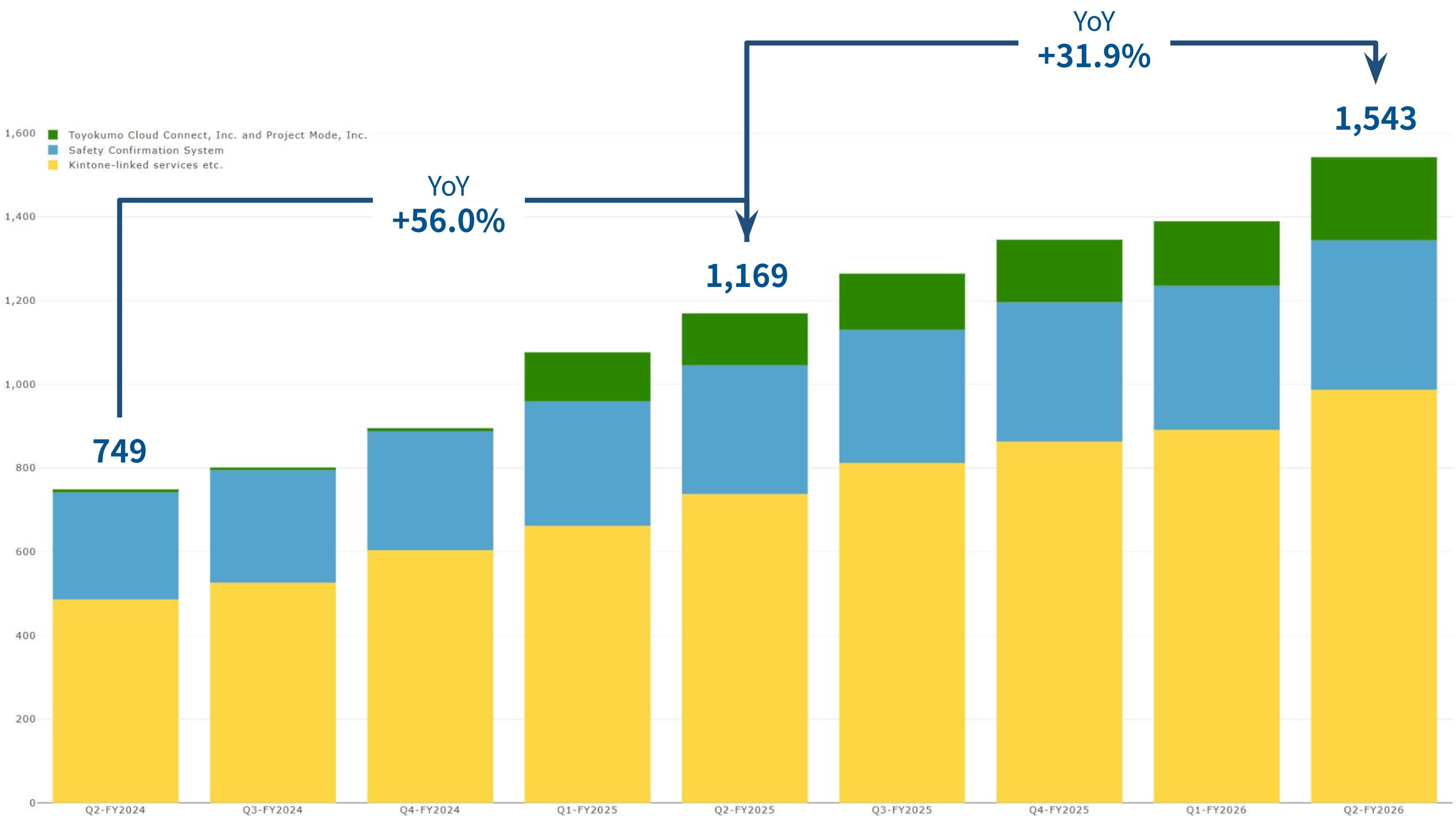


Progression against Forecast



Quarterly Sales

(Unit: Million yen)



※Figures for FY2023 and before are on a non-consolidated basis and figures for FY2024 are on a consolidated basis.
In this material, sales of TOYOKUMO Scheduler are included in Kintone-linked services, etc.

Details of Sales of Cloud Services

TOYOKUMO

(Unit:Million yen)

	Safety Confirmation			Kintone-linked services			Toyokumo Cloud Connect, Inc. and Project Mode, Inc.			Total Sales		
	Quarterly	QoQ	YoY	Quarterly	QoQ	YoY	Quarterly	QoQ	YoY	Quarterly	QoQ	YoY
Q2-FY2024	256	+7.7%	+24.8%	486	+6.4%	+69.3%	7	+77.0%	-	749	+7.3%	+54.2%
Q3-FY2024	269	+5.0%		526	+8.3%		6	-11.4%		801	+7.0%	
Q4-FY2024	284	+5.5%		604	+14.9%		7	+13.8%		895	+11.7%	
Q1-FY2025	297	+4.6%		663	+9.6%		117	*		1,077	+20.3%	
Q2-FY2025	307	+3.4%	+15.8%	738	+11.3%	+34.4%	124	+5.8%	*	1,169	+8.5%	+56.0%
Q3-FY2025	318	+3.7%		812	+10.0%		134	+8.4%		1,265	+8.2%	
Q4-FY2025	333	+4.5%		863	+6.3%		149	+11.2%		1,346	+6.4%	
Q1-FY2026	344	+3.3%		891	+3.2%		154	+3.1%		1,389	+3.2%	
Q2-FY2026	357	+4.0%	+16.5%	986	+10.6%	+33.6%	198	+28.8%	+60.2%	1,543	+11.0%	+31.9%

Sales of Toyokumo Scheduler are included in sales of Kintone-linked services. * Certain large figures are omitted for clarity.

Consolidated statements of cash flows

(Unit:Million yen)

	Six months ended June 30, 2025	Six months ended June 30, 2026
Cash flows from operating activities	1,074	1,223
Cash flows from investing activities	(1,273)	(75)
Cash flows from financing activities	(363)	(497)
Net increase (decrease) in cash and cash equivalents	(563)	649
FCF (Cash flows from operating activities+investing activities)	(199)	1,147

FY2026 Cash Allocation Plan

FY2025	FY2026	Overview
Operating Cash Flow 2,020 Million Yen	Base Investment & Growth Investment	Base Investment • Expenditures for organic growth • Building the Toyokumo brand • Increasing average annual salary • Enhance our products' AI features • Improving efficiency through generative AI Growth Investment • **Acquisition of MOCULA Inc. as a subsidiary (AI camera SaaS developer)** Current Period Topics • **Project Mode, Inc. relocated and Toyokumo, Inc. expanded to PMO Meguro** • **Kintone-linked Services adds enterprise-grade features**
	Shareholder Returns	Shareholder Returns • FY2026 Dividend forecast: 27 Yen per share (YoY +35%)
	Others	• **Execute share buybacks**

Topics Related to Foundation and Growth Investments

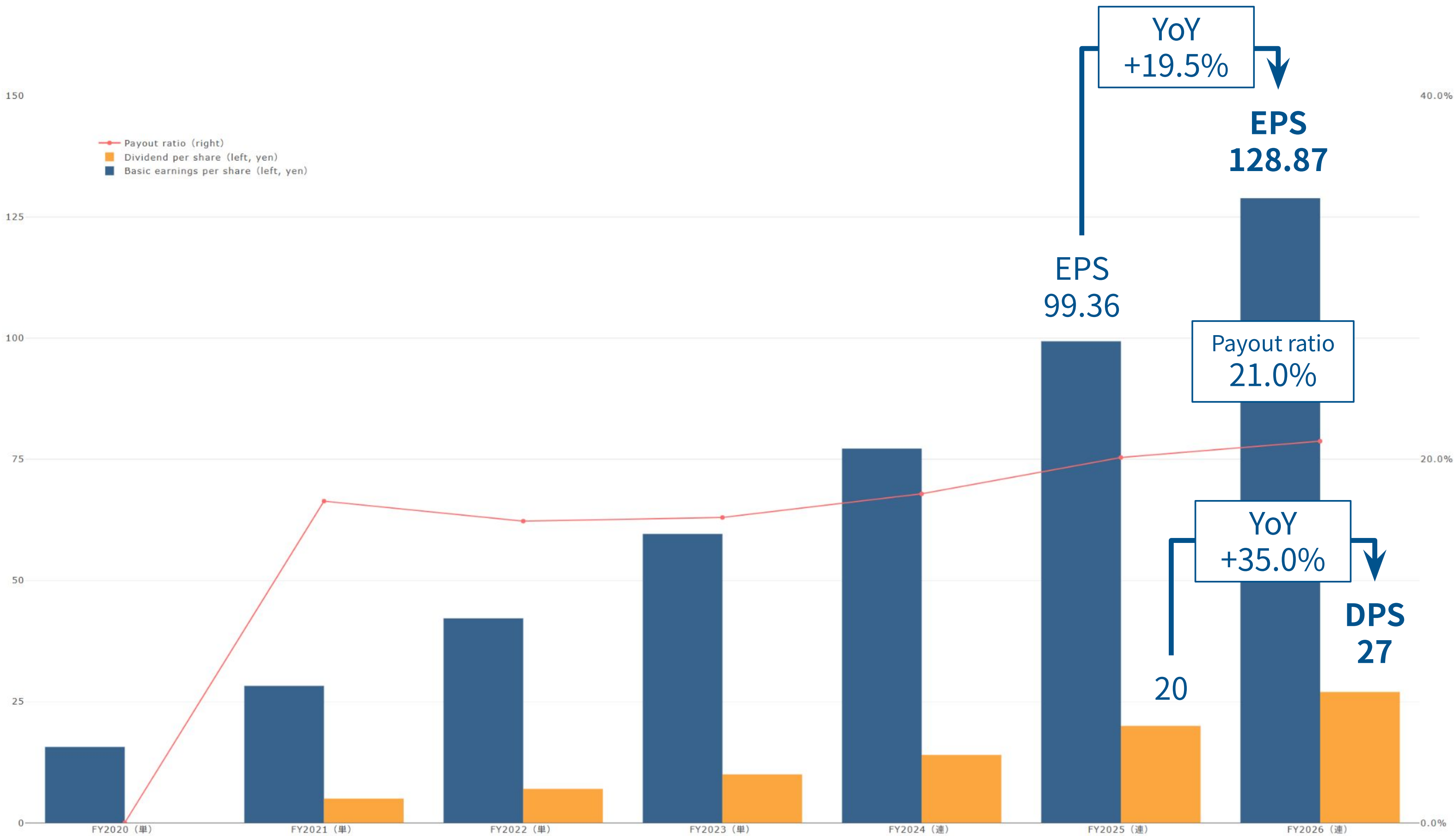
H1-FY2026

- Project Mode, Inc. relocated its HQ to PMO Meguro. Toyokumo, Inc. has also expanded its office footprint within PMO Meguro to accommodate a growing headcount.
- H1 2026 Open Source Developer Support Program "Thanks OSS Award" (Ongoing since 2022)
- **Acquisition of MOCULA Inc. as a subsidiary (AI camera SaaS developer)**
- **Kintone-linked Services adds enterprise-grade features**
  - kBackup: Launch our new "Enterprise" plan
  - FormBridge and kViewer: Add "Editor" permission to user licenses

Status of Generative AI Utilization

- **General Staff:**
  General employees have been provided with licenses for "Claude", "Gemini" and "Google AI Studio", promoting operational efficiency through active utilization.
- **Development Division:**
  In addition to the above, utilizing autonomous AI "Devin", the division has reduced manual coding time, allowing resources to be redirected toward upstream development processes.
- **Product Integration:**
  Generative AI-powered features are now available in not only kMailer and NotePM but also DataCollect and FormBridge.

Forecast Dividend per Share (FY2026)



Status of Share Repurchases

Progress of Repurchase (From February 16, 2026 to May 29, 2026)

- Total number of shares acquired: 150,000 shares
- Total amount of share acquisition costs: ¥279,539,500

(Reference)

1.Details of the resolution at a meeting of the Board of Directors held on February 13, 2026

- Total number of shares to be acquired: 150,000 shares
- Total amount of share acquisition costs: ¥300,000,000
- Acquisition period: From February 16, 2026 to May 29, 2026

2.Holding status of treasury shares as of June 30, 2026

- Total number of issued shares: 11,008,000 shares
- Number of treasury shares: 170,977 shares

Balance Sheets

TOYOKUMO

(Unit: Million yen)

Assets	As of Dec. 31, 2025	As of Jun. 30, 2026	Liabilities	As of Dec. 31, 2025	As of Jun 30, 2026
Cash and deposits	4,407	5,057	Contract liabilities	1,264	1,656
Other (current assets)	395	454	Other (current liabilities)	1,109	960
Total current assets	4,802	5,511	Total current liabilities	2,373	2,617
Property, plant and equipment	51	52	Other (non-current liabilities)	103	95
Goodwill and customer-related intangible assets	1,189	1,090	Total non-current liabilities	103	95
Other (intangible assets)	185	170	Total liabilities	2,477	2,712
Investments and other assets	308	345	Net assets		
Total non-current assets	1,736	1,659	Share capital	394	394
			Capital surplus	417	417
			Retained earnings	3,330	3,936
			Treasury shares	(101)	(316)
			Non-controlling interests	19	27
			Total net assets	4,061	4,459
Total assets	6,538	7,171	Total liabilities and net assets	6,538	7,171

Financial Summary (Quarter)

(Unit:Million yen)

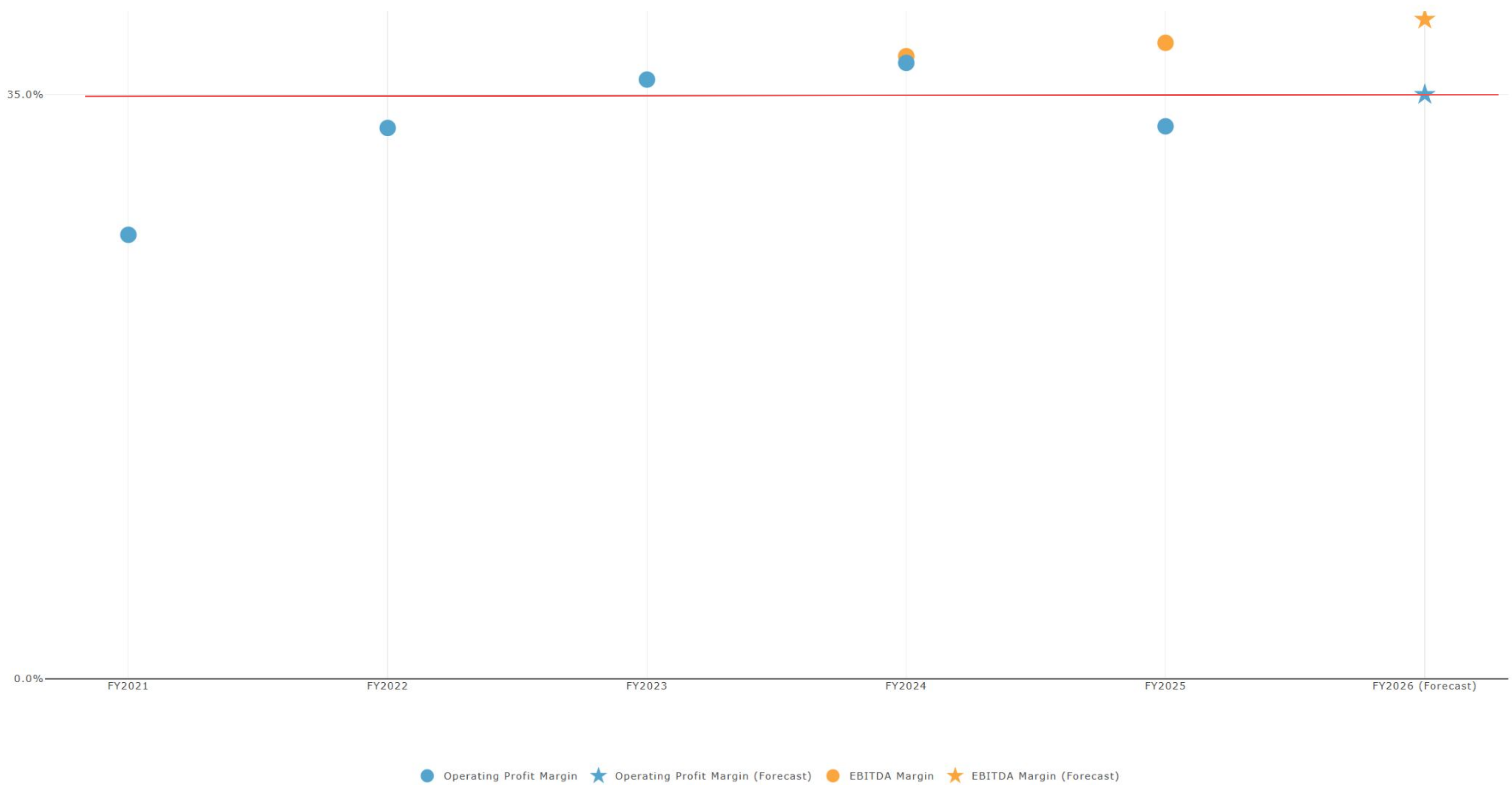
	Q2-FY2025	Q3-FY2025	Q4-FY2025	Q1-FY2026	Q2-FY2026
Net Sales	1,169	1,265	1,346	1,389	1,543
EBITDA	583	505	370	665	711
Operating Profit	524	445	304	600	646
Operating Profit Margin	44.8%	35.2%	22.6%	43.2%	41.9%
Profit attributable to owners of parent	343	288	234	401	422
Basic earnings per share (Yen)	31.49	26.29	21.42	36.72	38.98
Cash and deposits	3,633	4,051	4,407	3,795	5,057
“Earning Power”	768	804	872	913	1,038

“Earning Power” = Operating profit + Advertising expenses + Depreciation and Amortization Expenses

Operating Profit Margin and EBITDA Margin Forecast

For the fiscal year ending December 2026 (after revised)

★Operating Profit Margin: 32.8%→35.0% ★EBITDA Margin: 37.4%→39.5%



Figures are non-consolidated through FY2023 and consolidated from FY2024 onward. EBITDA Margin has been reported since FY2024.

Key Indicators for Management Conscious of Cost of Capital and Stock Price

(Unit:Million yen)

			FY2024	FY2025	FY2026 予想	Medium-to-Long term	Peer Average*
Business Strategy	Growth	Net Sales	3,146	4,858	6,000	**Increase**	13,516
	Efficiency	Operating Profit	1,162	1,605	2,100	**n/a**	2,150
	Profitability	Operating Margin	36.9%	33.1%	35.0%	**35%**	15.5%
Capital Investment	Financial Capital	Cash and Deposits	4,196	4,407	—	n/a	n/a
	Manufactured & Intellectual Capital	Investment Cash Flow	(70)	(1,362)	—	n/a	n/a
	Social & Relationship Capital	Total Cash Dividends	152	219	292	**Target Dividend Payout Ratio 20%**	n/a
		Advertising expenses	752	1,278	1,500	**Continuous**	n/a
	Human Capital	Average Annual Salary	8.95	9.47	n/a	**≧10**	6.97
	Natural Capital	Digitization of Invoices	○	○	○	**Ongoing**	n/a
Capital Efficiency	ROE		27.7%	30.6%	—	**ROE＞WACC**	18.3%
	WACC**		8～12%	8～12%	9～13%		n/a
	Dividends per Share		14 yen	20 yen	27 yen	**Target Dividend Payout Ratio 20%**	n/a

* Peer average is independently calculated by the company based on Toyo Keizai's "Cloud (SaaS)" category.

** WACC figures represent the Company's own estimates.

KPI

Monthly Sales Report

TOYOKUMO

FY2026

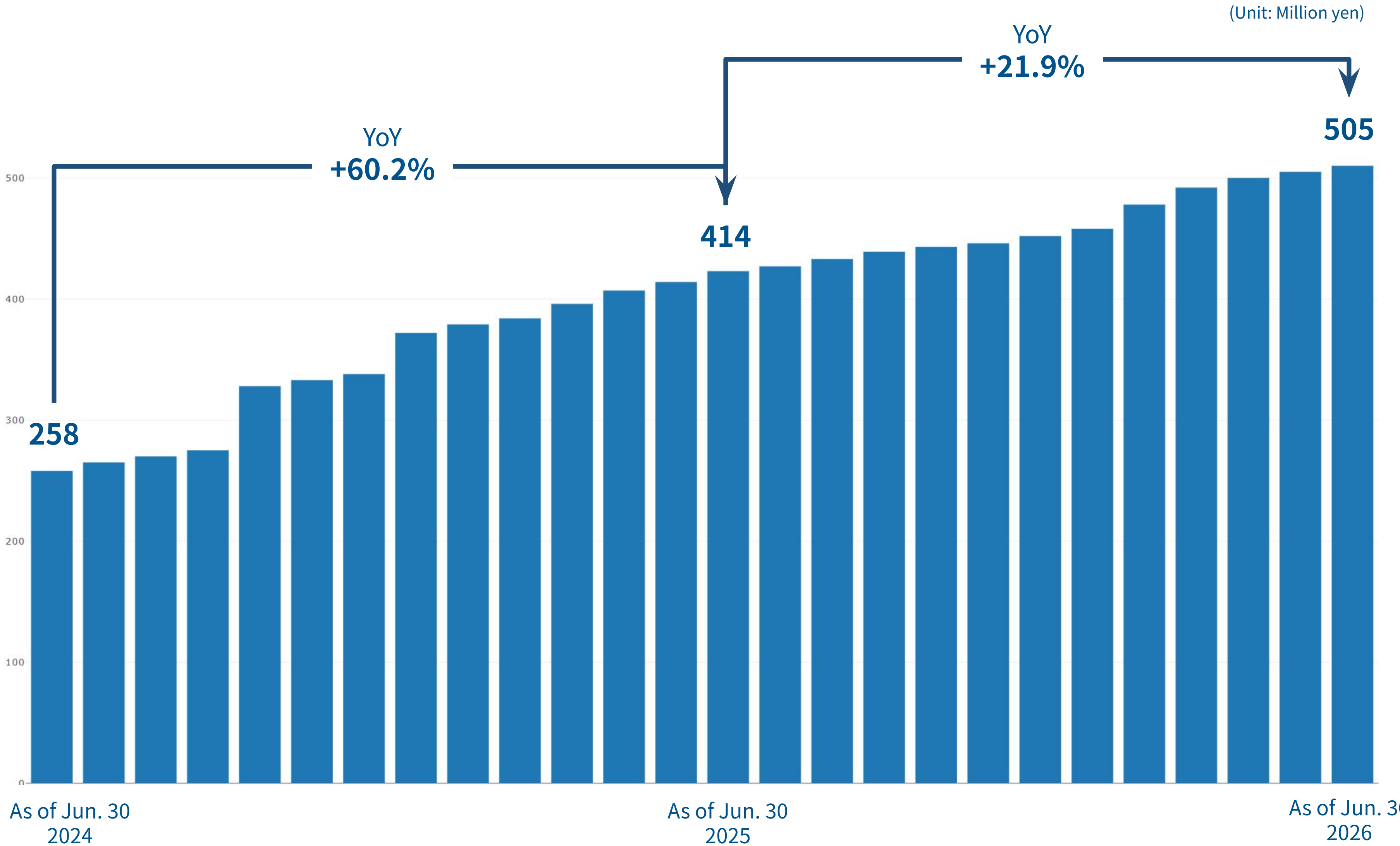
(Unit: Million yen)

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
Monthly	451	463	474	500	511	530	513					
YoY	130.0%	126.6%	130.4%	133.2%	131.4%	131.3%	125.1%					
Total	451	915	1,389	1,890	2,402	2,932	3,446					
YoY	130.0%	128.3%	129.0%	130.1%	130.3%	130.5%	129.7%					

FY2025

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
Monthly	347	365	364	375	389	404	410	425	429	442	447	456
YoY	152.6%	157.8%	152.1%	153.9%	156.2%	157.8%	156.8%	158.8%	157.9%	160.7%	147.2%	144.9%
Total	347	713	1,077	1,453	1,843	2,247	2,657	3,083	3,512	3,955	4,402	4,858
YoY	152.6%	155.2%	154.2%	154.1%	154.5%	155.1%	155.4%	155.8%	156.1%	156.6%	155.6%	154.5%

Monthly Recurring Revenue Trends



Plans of “Earning Power”

(Unit: Million yen)

	FY2025	H1-FY2026	FY2026 Forecast
Net sales	4,858	2,932	6,000
Advertising expenses	1,278	575	1,500
(as a percent of sales)	26.3%	19.6%	25.0%
Depreciation and Amortization Expenses	244	130	270
(as a percent of sales)	5.0%	4.4%	4.5%
Operating profit	1,605	1,246	2,100
(as a percent of sales)	33.1%	42.5%	35.0%
Earning Power **(Operating profit + Advertising expenses + Depreciation and Amortization Expenses)**	3,128	1,952	3,870
(as a percent of sales)	64.4%	66.6%	64.5%

Change in Policy

- Previous: Operating margin of 30%+
- Revised: Operating margin of approximately 35%
  - This change reflects our improved “earnings power”

While shifting to an expansion phase with M&A in mind, we intend to offset the increase in amortization expenses through a lower advertising expense ratio, and maintain our operating margin.

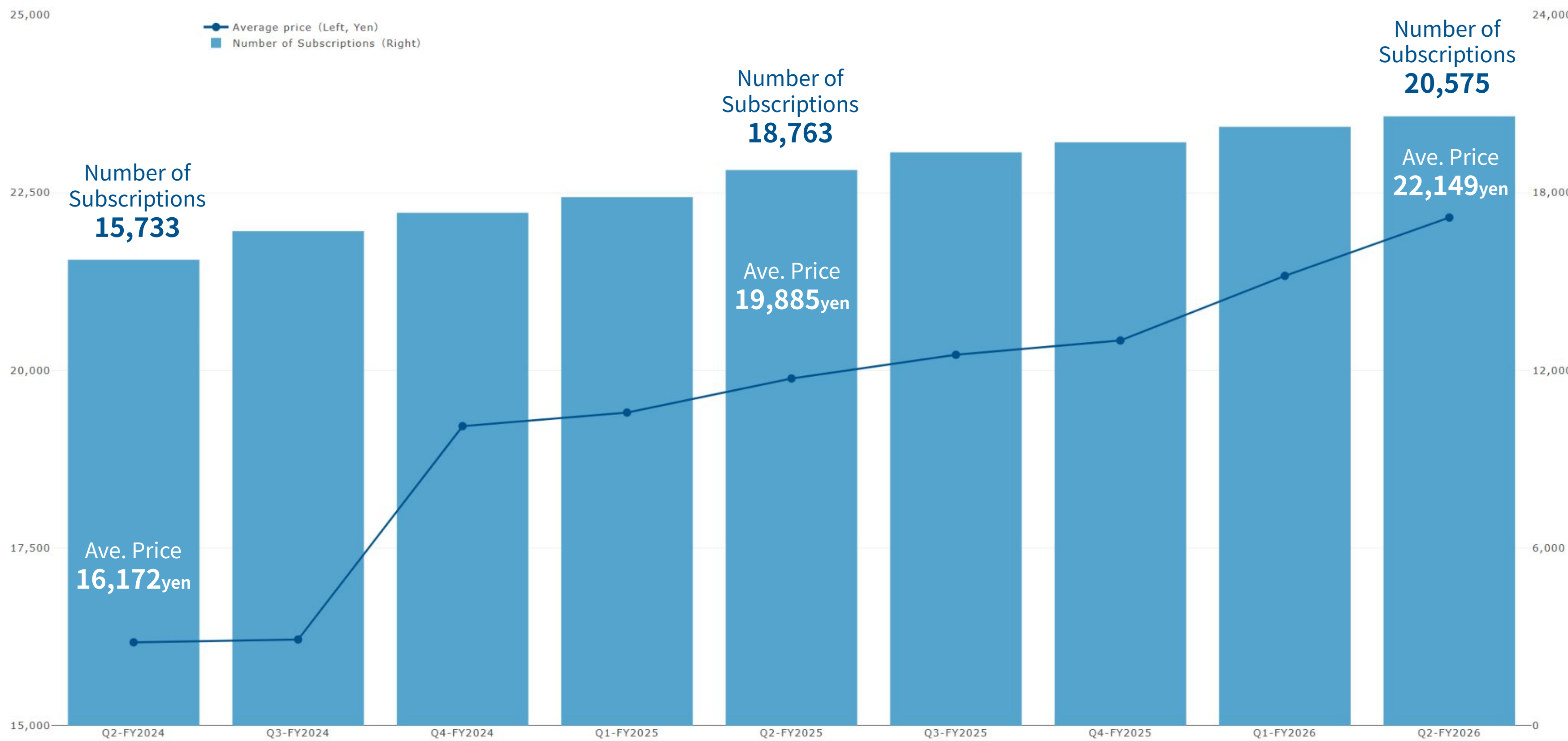
Details of Number of Subscriptions*

	Safety Confirmation				Kintone-linked services**				Total			
	Number of Subscriptions	QoQ change	QoQ	YoY	Number of Subscriptions	QoQ change	QoQ	YoY	Number of Subscriptions	QoQ change	QoQ	YoY
Q2-FY2024	3,879	+200	+5.4%	+18.6%	11,854	+808	+7.3%	+22.1%	15,733	+1,008	+6.8%	+21.2%
Q3-FY2024	4,077	+198	+5.1%		12,623	+769	+6.5%		16,700	+967	+6.1%	
Q4-FY2024	4,278	+201	+4.9%		13,042	+419	+3.3%		17,320	+620	+3.7%	
Q1-FY2025	4,364	+86	+2.0%		13,485	+443	+3.4%		17,849	+529	+3.1%	
Q2-FY2025	4,486	+122	+2.8%	+11.8%	14,277	+792	+5.9%	+13.8%	18,763	+914	+5.1%	+13.3%
Q3-FY2025	4,650	+164	+3.7%		14,709	+432	+3.0%		19,359	+596	+3.2%	
Q4-FY2025	4,753	+103	+2.2%		14,946	+237	+1.6%		19,699	+340	+1.8%	
Q1-FY2026	4,878	+125	+2.6%		15,342	+396	+2.6%		20,220	+521	+2.6%	
Q2-FY2026	4,974	+96	+2.0%	+10.9%	15,601	+259	+1.7%	+9.3%	20,575	+355	+1.8%	+9.7%

* Figures are on a non-consolidated basis (Toyokumo, Inc.).

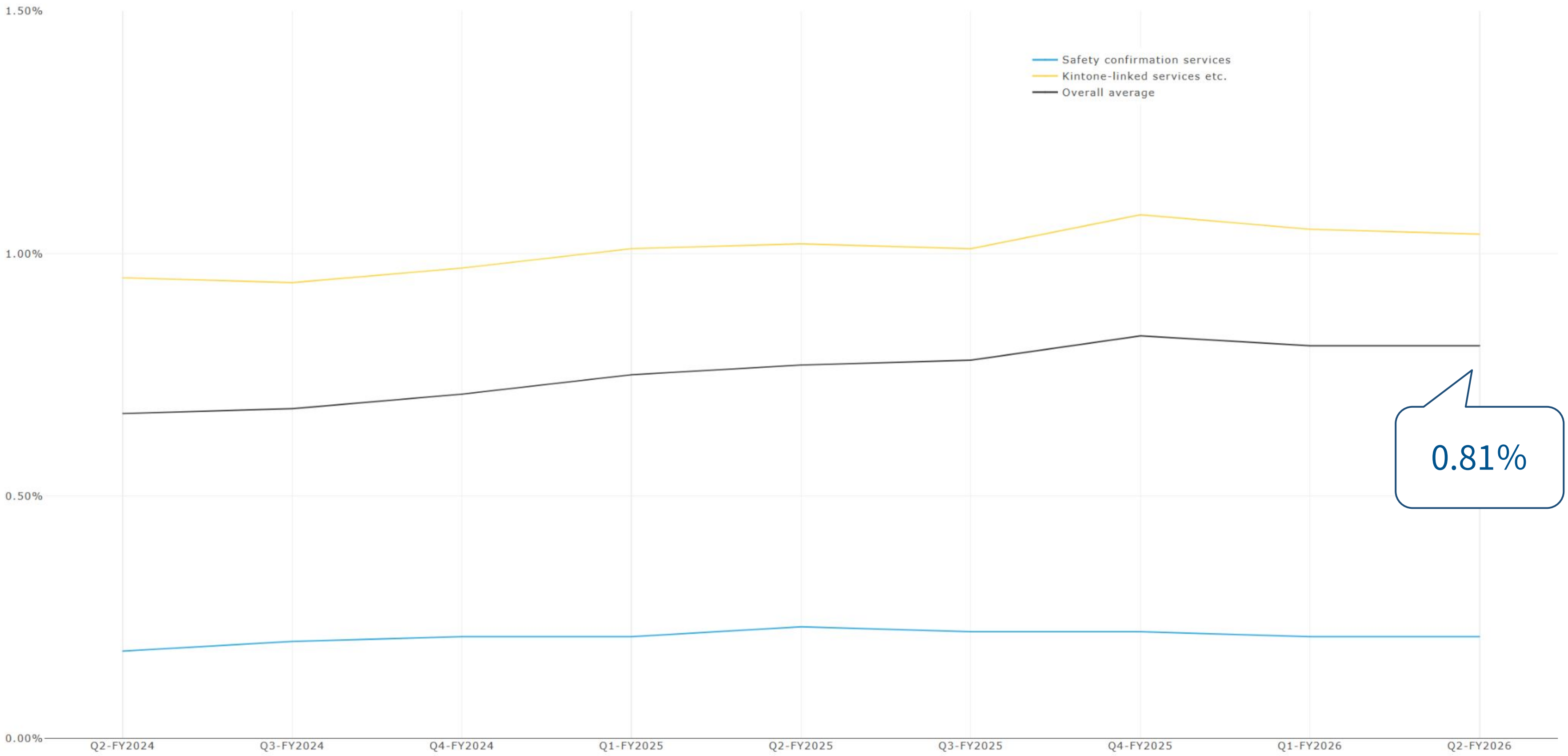
** Subscriptions of Toyokumo Scheduler are included in those of Kintone-linked services.

Number of Subscriptions and Average Price*



* Figures are on a non-consolidated basis (Toyokumo, Inc.).

Churn Rate*

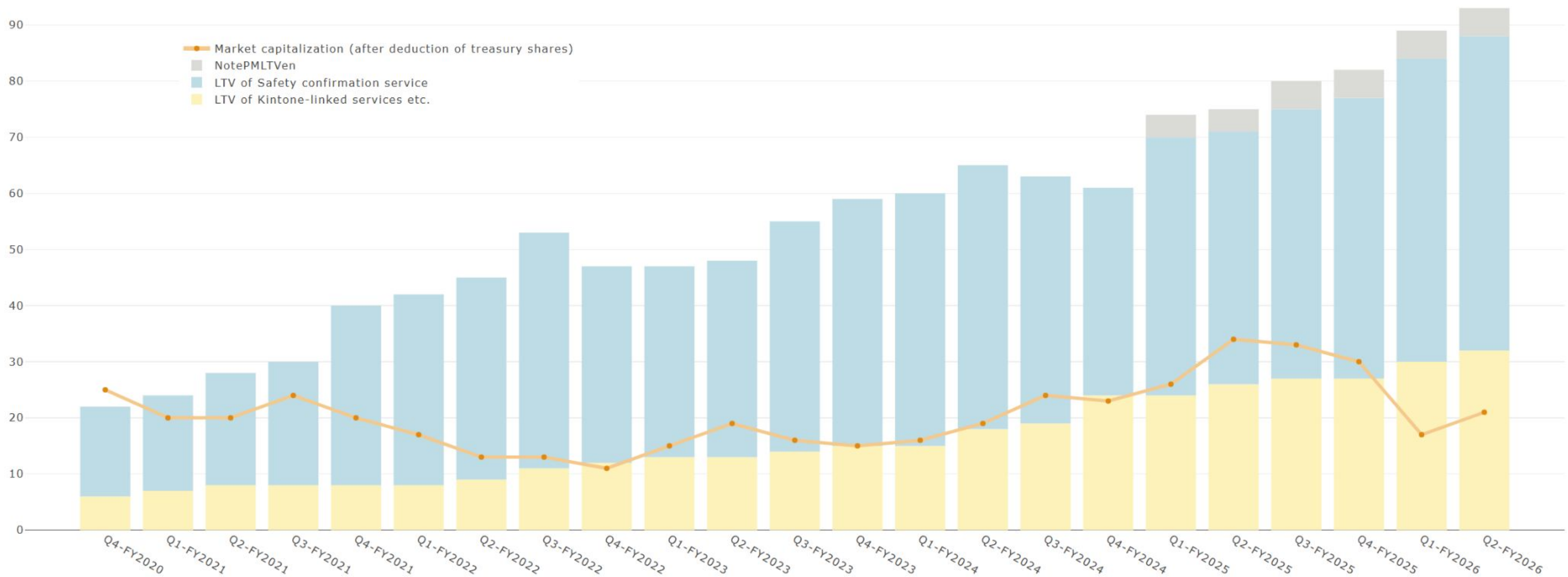


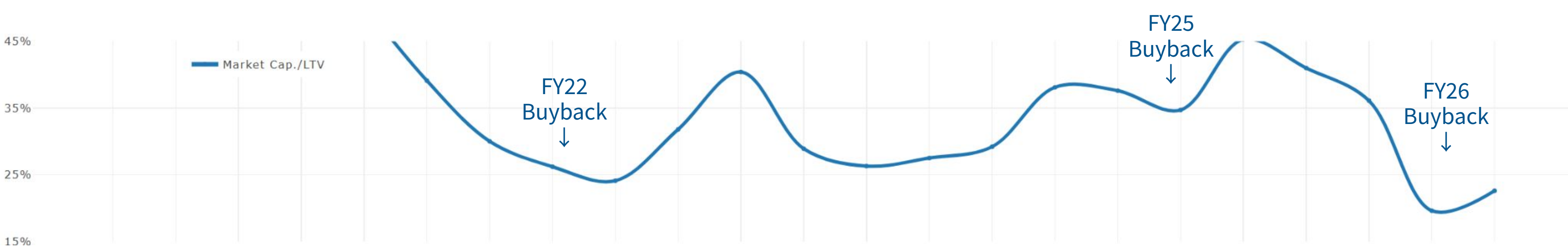
The churn rate represents the annual average, calculated as the ratio of churned subscription value to total subscription value over a 12-month period.
* Figures are on a non-consolidated basis (Toyokumo, Inc.).

LTV and market capitalization

LTV = total MRR/annual average churn rate (monetary amount basis)

(Unit: billion yen)





Growth Initiatives

Fundamental Growth Strategy Approach

Business Model First

- Do not pursue market share for its own sake
- Do not engage in initiatives that compromise productivity

Expanding Our Service Portfolio

- Expand the lineup of business cloud services
- Simple and convenient services for IT beginners

Our vision is to be the Uniqlo of the apparel and the Nitori of the furniture and home interiors industry — in the field of business cloud services.

Affordable
&
Simple

Toyokumo's Mid-to-Long-Term Themes Going Forward

TOYOKUMO

2019- Build the "Toyokumo" brand

- Increase name recognition by investing in advertisement
- Gain trust by listing

Continuous activities and achievements

2023- Build a structure for expansion

- Hire personnel proactively
- Recruitment and development of key personnel

Recruitment and development of key personnel

2026- Launching Roll-up M&A Activities

2028- Scaling the External Co-creation New Business

New businesses and M&A

Initiatives to Expand Our Service Portfolio

	Internal New Business	External Co-creation New Business	Roll-up M&A
Business Stage	0→1		**1→10**
Examples	Toyokumo Scheduler	MOCULA Inc. (AI Camera)	Project Mode, Inc. (NotePM)
Business Model	**Toyokumo's PLG Model**		
Demand Forecasting	**Market research-based**		**Past performance-based**
Success Factors	Improvement toward achieving PMF*		Improvement of KPIs
Failure Factors	Failure to achieve PMF due to insufficient differentiation from competitors, etc.		Inadequate PMI** execution
Essential Elements	Highly motivated personnel	Talented managers	Target Company
Estimated Success Probability	△	○	◎

Previous Efforts

- Strengthening the recruitment of talented and ambitious personnel
- Standardizing a model for externally co-created new businesses.

Market Changes

- Stricter listing maintenance standards on TSE Growth Market
- Declining in SaaS valuations due to the emergence of AI agents.

* PMF: Product Market Fit   ** PMI: Post Merger Integration

Toyokumo's PLG Model Vision

Toyokumo's PLG (Product-Led Growth) Model

Marketing via TMM (Toyokumo Marketing Model)

- **Strict adherence to customer-centric behavioral and value principles**
    - No form, No spam, No cold call
    - Customer-Issue, Customer-Moment, Customer-Value

World-class development productivity where engineers directly engage with customer value

- Under a unified decision-making framework, each individual makes decisions based on customer value
- Continuous improvement of per-person productivity through AI utilization and technology stack consolidation
- Objective measurement of development performance using DORA Metrics*

Continuous improvement driven by product data analysis

* DORA Metrics: International standard metrics for software development performance defined by DORA, a research organization under Google.

Appendix

Disaster Recovery Support for the 2026 Kumamoto Earthquake

We express our deepest condolences to those who lost their lives in the 2026 Kumamoto Earthquake, and our heartfelt sympathies to all those affected by the disaster.

In light of the severity of the damage, Toyokumo is offering free limited-time access to our corporate safety confirmation system, "Safety Confirmation Service Ⅱ," for companies and organizations in the affected areas. Beyond checking employee safety, this service features bulletin board and messaging functions to facilitate response directives and information sharing.

We sincerely hope for the swift recovery of the affected regions and a quick return to normalcy for everyone impacted, and we hope this service will aid in the recovery efforts.

Our Services Awarded Star Ratings in CyPN Report 2026

In April 2026, seven of our products (Kintone-linked Services and TOYOKUMO Scheduler) were awarded star ratings in Cybozu, Inc.'s official partner evaluation program, the "Cybozu Partner Network Report 2026 (CyPN Report 2026)."

kBackup Launches New "Enterprise" Plan

In June 2026, "kBackup" began offering a new "Enterprise" plan.
One of the key features of the "Enterprise" plan is that customers can now select their own self-managed AWS environment as the backup destination. This enables companies whose internal data retention policies prohibit storing data in external environments to use "kBackup."

FormBridge and kViewer Add "Editor" Permission to User Licenses

In April 2026, we added an "Editor" role to the user license permissions for "FormBridge" and "kViewer."
This feature allows granting editing privileges on a per-resource basis, enabling teams to collaborate safely. It reduces the risk of accidental operations during multi-user use, contributing to operational safety and overall organizational productivity.

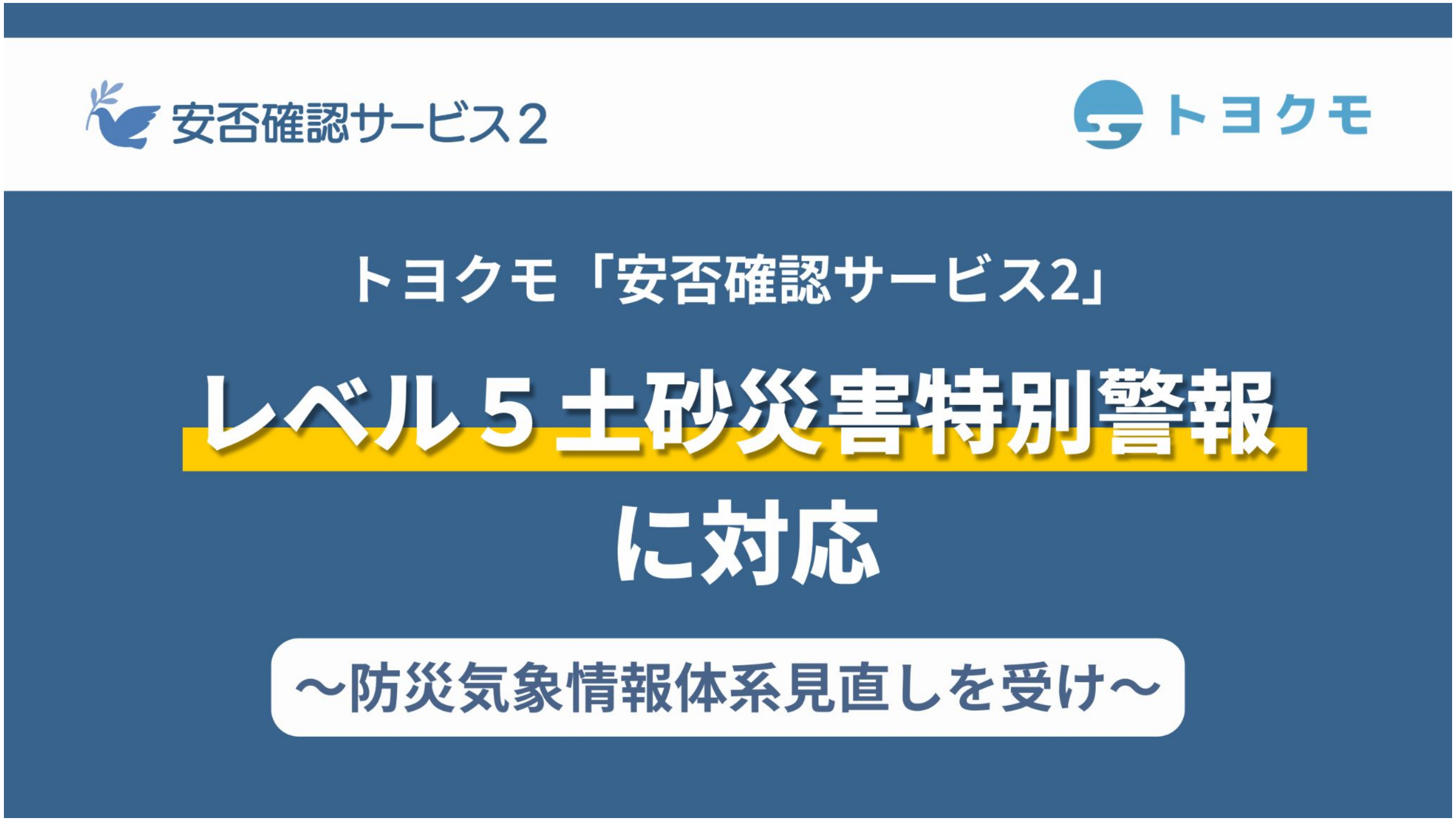
Implementation of Generative AI-Powered Features in Our Cloud Services

In April 2026, we added generative AI-powered functionality to "DataCollect" via a new "AI Function" feature.

In May 2026, we added generative AI-powered functionality to "FormBridge" via a new feature that automatically generates response completion screens.

Safety Confirmation Service Ⅱ Supports New Disaster Weather Information

In May 2026, the Japan Meteorological Agency (JMA) significantly revised its emergency weather warning framework. In response, "Safety Confirmation Service Ⅱ" added support for the newly established "Level 5 Landslide Emergency Warning."



Continued Support for OSS Developers Through "Thanks OSS Award"

In June 2026, we selected the H1 2026 recipients for the "Thanks OSS Award," an initiative aimed at driving open source sustainability by supporting developers. We granted a total of $31,090 to 11 individuals and 1 organization, bringing our cumulative support to over $280,000 since 2022.

※Thanks OSS Award https://oss.toyokumo.co.jp/

TCC Awarded Star Ratings in CyPN Report 2026

In April 2026, Toyokumo Cloud Connect Inc. was awarded a 1-star rating across three categories—Sales, Integration, and Semi-Order—in Cybozu, Inc.'s official partner evaluation program, the "Cybozu Partner Network Report 2026 (CyPN Report 2026)."

TCC Officially Launches "Review UI Plugin," a Specialized Interface for Administrative Screening

In April 2026, Toyokumo Cloud Connect officially released the "Review UI Plugin," a user interface designed specifically for review and screening operations.
This plugin is built in as a standard feature within business packages for benefits and subsidy programs, and is designed to show reviewers only what needs to be reviewed, eliminating time spent searching and preventing oversights. By streamlining the review workflow, it contributes to faster reviews, fewer errors, and more consistent review quality.

NotePM Ranked in TOP 25 of ITreview's "The Best Software in Japan 2026"

In May 2026, "NotePM," a knowledge management SaaS provided by Project Mode Inc., was named to the TOP 25 in "ITreview The Best Software in Japan 2026," hosted by ITcloud Inc.

Additionally, it earned high acclaim by ranking 11th in the "The Best Software for AI-Powered Features" category.

Corporate Information

Company Overview

Company Name	Toyokumo, Inc.	
Established	August 2010	
Address	3-1-1-14F, Kamiosaki, Shinagawa-ku, Tokyo, Japan	
Business Activities	Development and provision of cloud services and new software services	
Stock Listings	Tokyo Stock Exchange Growth Market (Stock code: 4058)	
Number of Employees (As of Jun. 30, 2026)	Consolidated: 121, Non-consolidated: 91	
Board Member (As of Jun. 30, 2026)	President and CEO	Yuji Yamamoto
	Director, General Manager and CFO	Kazuhiko Ishii
	Director, General Manager and CTO	Masanori Kinoshita
	Outside director	Kazuo Hirano
		Katsuhiro Yano
	Director	Tomohiko Tasato
	Audit & Supervisory Board Member	Katsuhiko Watanabe
		Yoshitatsu Ogawa
		Hideki Nakajima
Group Company (As of Jun. 30, 2026)	Toyokumo Cloud Connect, Inc., Project Mode, Inc., MOCULA Inc.	

Company Overview

August 2010	Cybozu, Inc. established Cybozu Startups, Inc. (current Toyokumo, Inc.) as its wholly-owned subsidiary.
December 2011	Launched “Safety Confirmation Service.”
March 2014	Shifted to an independent management structure through management buyout.
April 2014	Launched a Kintone-linked service, “PrintCreator.”
September 2014	Launched a Kintone-linked service, “kViewer.”
November 2014	Launched a Kintone-linked service, “kBackup.”
September 2015	Acquired ISO27001.
December 2016	Launched “Safety Confirmation Service II.”
July 2017	Launched a Kintone-linked service, “FormBridge.”
January 2018	Launched a Kintone-linked service, “kMailer.”
July 2019	Changed the company name to Toyokumo, Inc.
March 2020	Launched a Kintone-linked service, “DataCollect.”
September 2020	Listed on the Mothers market of the Tokyo Stock Exchange (current Growth market).
November 2021	Launched “Toyokumo Scheduler”.
November 2023	Established a subsidiary, Toyokumo Cloud Connect, Inc.
January 2025	Acquired ownership of Project mode, Inc.
April 2026	Acquired ownership of MOCULA Inc.

Mission

Freeing all people from inefficient work

Unable to fully adapt to the changing times, some jobs have become inefficient. We will get rid of those inefficient jobs. That is our mission.

We identify and examine inefficiencies that hinder operations common to many different jobs. We provide simple services that enable anyone to streamline their operations with ease, without having to be an IT expert. By linking these services together, operations can be made more flexible, and more efficient. By getting rid of inefficient work, productivity can be increased, and time can be used more effectively.

We will continue to apply cloud-based technologies and ideas to develop the kind of products that free all people from inefficient work.

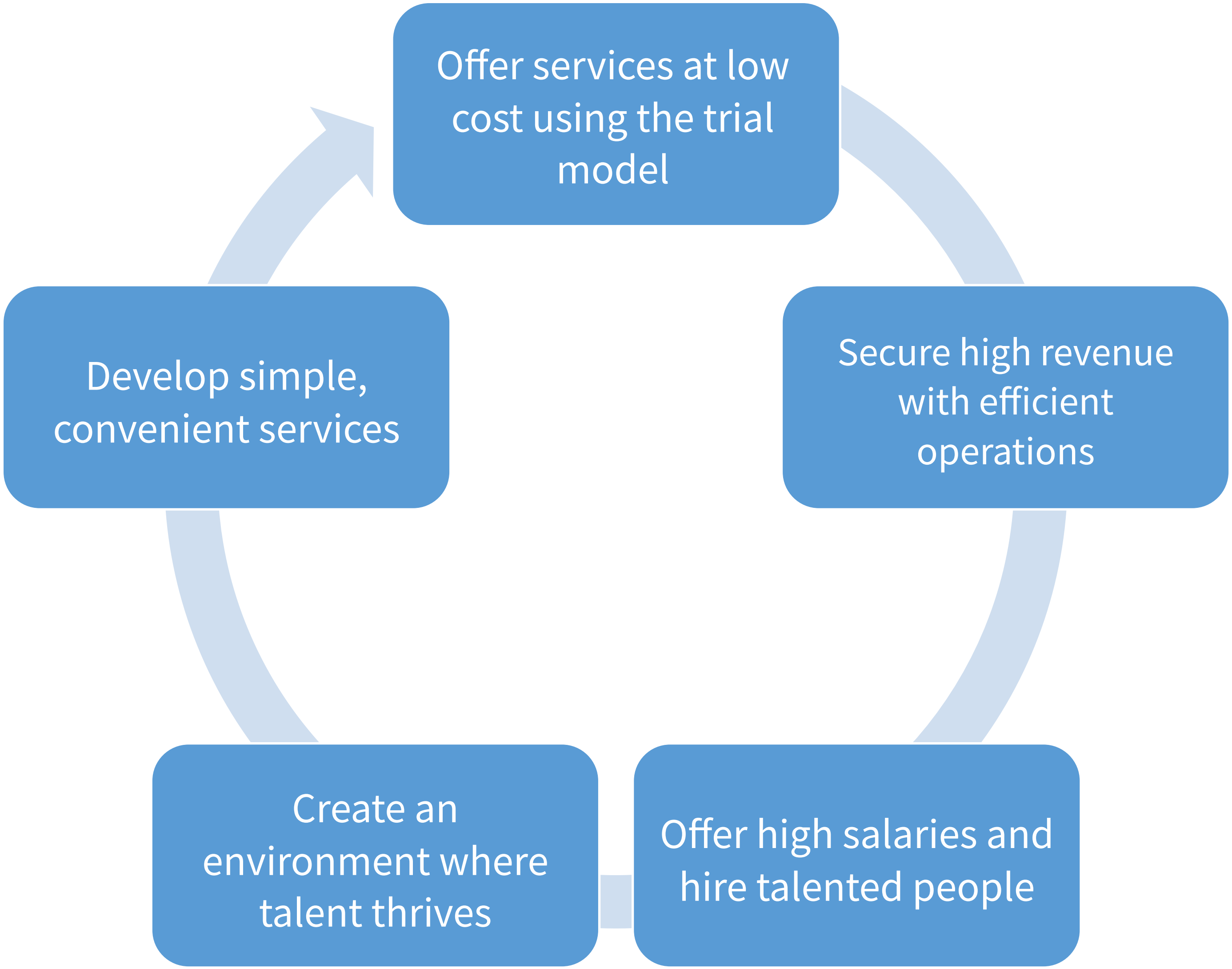
Corporate Philosophy

Contributing to the development of affluent social life around the world through information services

Toyokumo is a cloud solutions for enterprises service company offering services such as “Safety Confirmation Service,” Cybozu Kintone-linked service “Kintone-linked services,” and “Toyokumo Scheduler.”

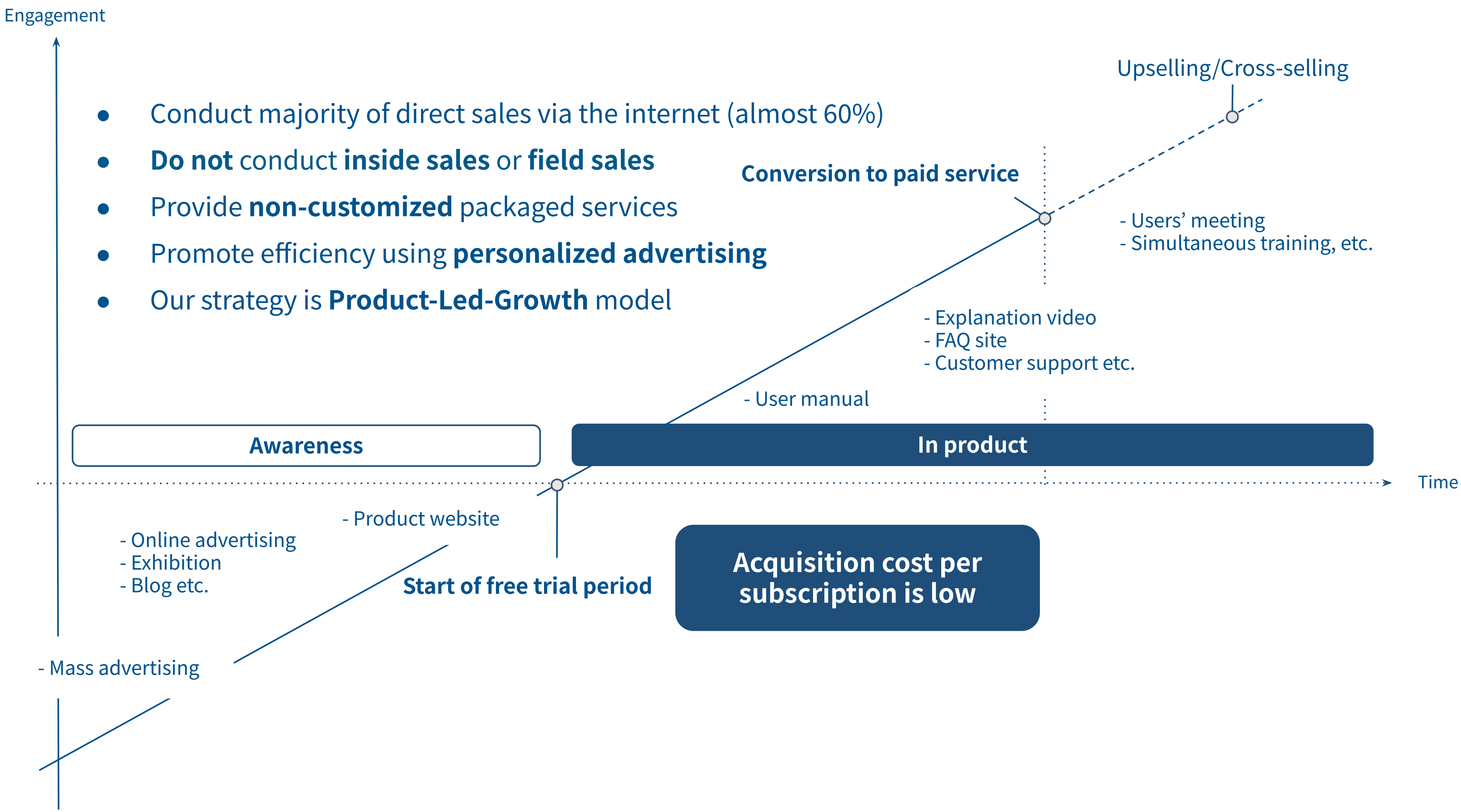
We aim to consistently deliver solutions that become integral to corporate culture, rather than offering trend-driven services. We will achieve this by staying ahead of the ever-changing environment and anticipating customer needs before they arise. With a new perspective on services, user-friendly operability, simple functionality, and intuitive interfaces, we intend to provide safe and reliable solutions, accessible even to IT beginners who do not regularly use computers or smartphones. Our goal is to support companies in taking the first step towards IT adoption.

Our Business Model

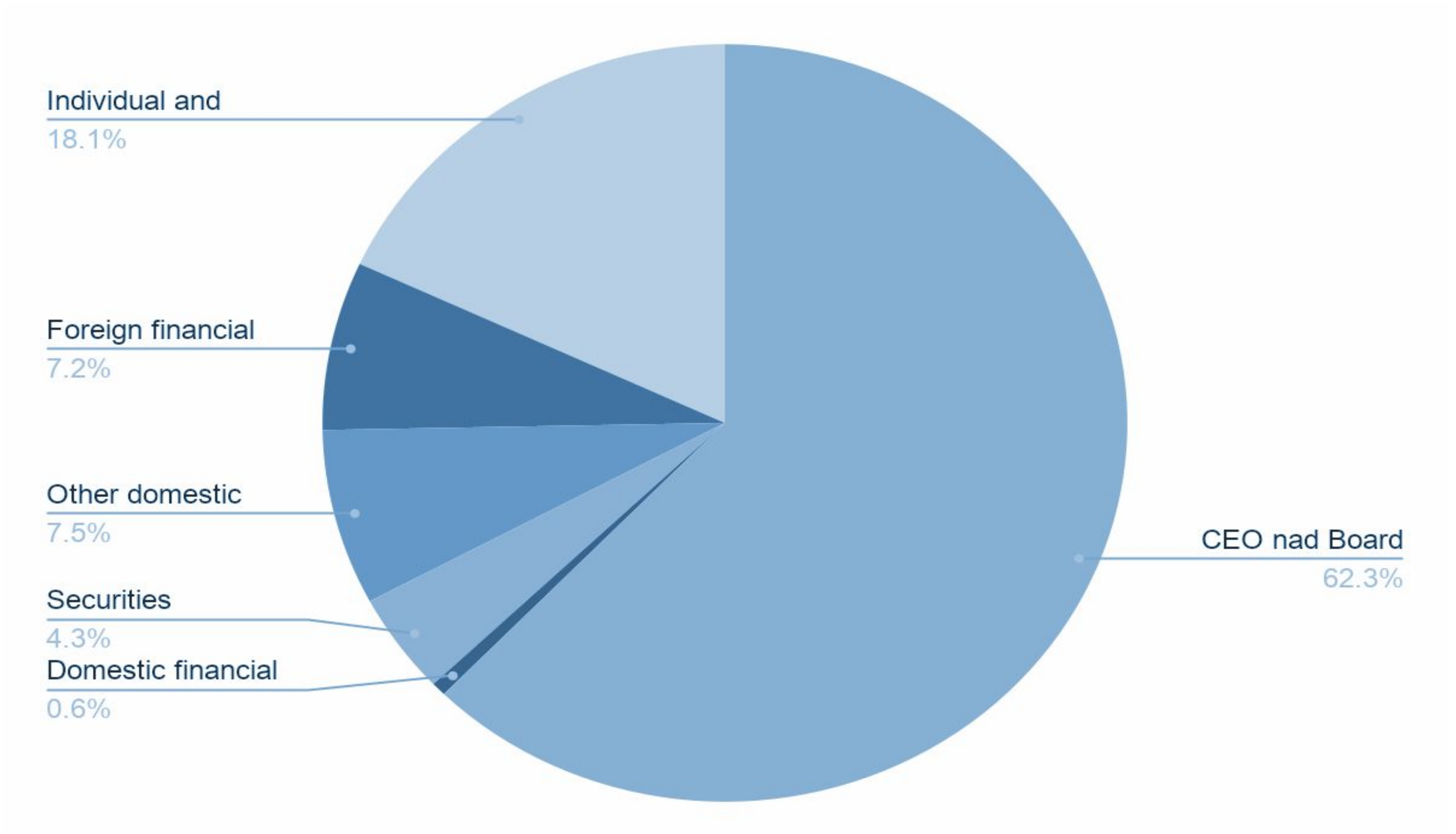


Service Provision Model

- Conduct majority of direct sales via the internet (almost 60%)
- **Do not** conduct **inside sales** or **field sales**
- Provide **non-customized** packaged services
- Promote efficiency using **personalized advertising**
- Our strategy is **Product-Led-Growth** model



Distribution of Shares by Shareholder Type (As of June 30, 2026)



Figures for ratio of shares held of total number of shares issued are based on excluding treasury shares.

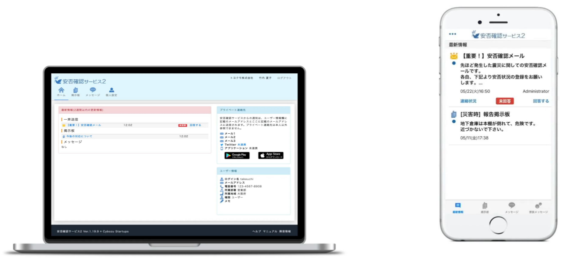
Product Information

Product Information

TOYOKUMO

Safety confirmation service

A cloud service that automatically sends a safety confirmation notice in the event of a disaster.



Kintone-linked services

A cloud service provided by Cybozu, designed to support the use of Kintone.

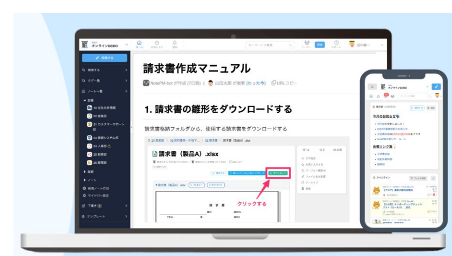
FormBridge kintoneと連携するWebフォームを簡単につくれるサービス	**kViewer** kintoneと連携するWebページを簡単につくれるサービス	**kMailer** kintoneと連携するメールを簡単に自動送信できるサービス
PrintCreator kintoneと連携する帳票を簡単につくれるサービス	**DataCollect** kintone上のデータを簡単に集計できるサービス	**kBackup** kintone上のデータを簡単にバックアップできるサービス

TOYOKUMO Scheduler

Toyokumo Scheduler has a new concept of enabling schedule arrangement with people outside the company in addition to the internal schedule arrangement function.

NotePM

Knowledge management tool for organizing manuals and business expertise



All services are provided with no initial costs, following a free trial period, and are available with a low fixed-rate subscription fee.

Significance of Safety Confirmation System

Japan is one of the most earthquake-prone countries in the world.

Examples of Earthquakes in Japan (2011 -)

Japanese seismic intensity scale	Date	Epicenter
7 (maximum scale)	Jun. 2026	Kumamoto City
7 (maximum scale)	Jan. 2024	Noto Penisula in Ishikawa prefecture
7 (maximum scale)	Sep. 2018	Iburi Subprefecture in southern Hokkaido
7 (maximum scale)	Apr. 2016	Kumamoto City
7 (maximum scale)	Mar. 2011	east of the Oshika Peninsula of the Tohoku region

Our system can be used not only for basic safety confirmation but also for various purposes, such as conducting employee health checks during the COVID-19 pandemic and optimizing supply chain management.

Functions and Features of Safety Confirmation Service

<Main functions>

- Automated safety confirmation
- Various message functions for internal discussions
- Registration of multiple contacts to send notifications to employees without fail

<Features>

- Cross-border decentralization of risks using Amazon Web Services (AWS)
- Operation policy considering privacy
- Linked to external services enabling easier maintenance

Track Record of Safety Confirmation Service

Being used by 3 million users (4,900 subscriptions)

Steadily expanding market share despite being a latecomer

【Companies using the service】

cybozu | SmartHR | sansan

JATA 一般社団法人 日本旅行業協会 | snow peak wel | 毎日新聞社

Belc ベルク | 株式会社ユカ | ROHTO | LEO

PASONA | JR北海道 | 人形町今半 | RAKSUL

They are using the service not only for safety confirmation in times of disaster but also for many other purposes including supply chain management (SCM).

What is Kintone?

トヨクモ
TOYOKUMO

Kintone is no-code/low-code SaaS solution provided by Cybozu, Inc., and is trusted by over 41,000 companies worldwide.

It empowers businesses to create customized applications tailored to their operations without requiring IT expertise.
The applications can easily and quickly be improved in line with operations changing on daily basis.

Key functionalities of Kintone include database integration, workflow management, and enhanced communication capabilities, enabling versatile applications such as customer management, travel requests, and daily reporting.

These features facilitate continuous business improvement driven by frontline teams.

kintone

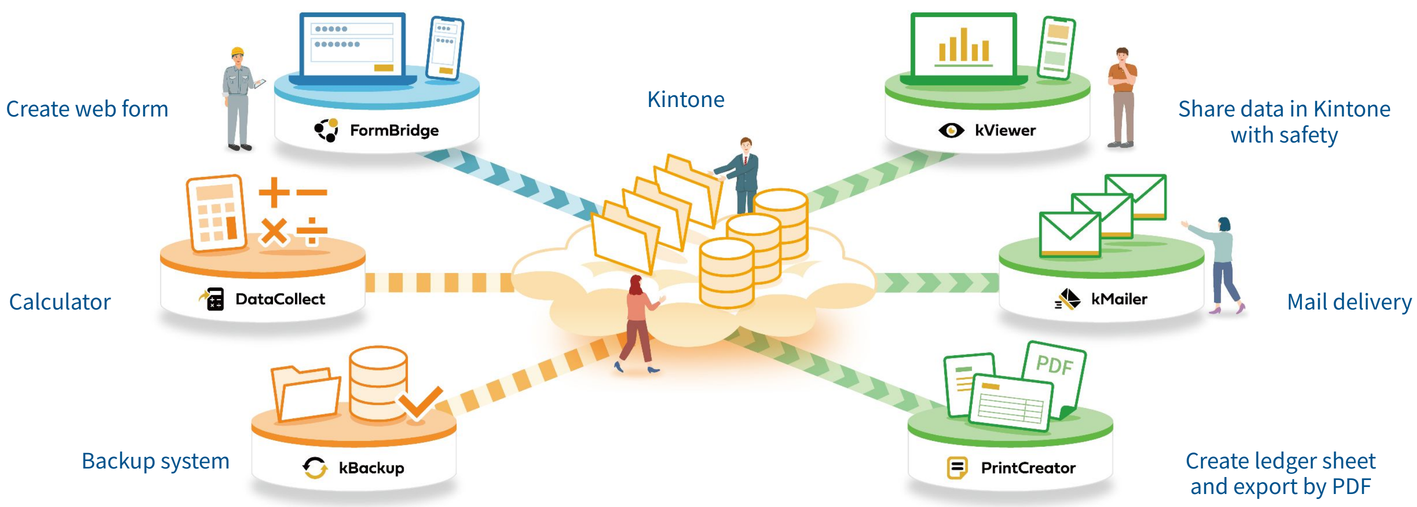
Features of Kintone-linked services

Kintone-linked services is a web system that realizes the use of external parties.

Kintone-linked services is no. 1 in Kintone linked services with over **15,000** subscriptions.

Use with non-customize, no-code or low-code.

＜Six services to different purpose＞



Users find it convenient to use one service, but even more convenient to use multiple services together.

For instance, they can create invoices and deliver them to customers via email using Kintone, PrintCreator, and kMailer.

Track Record of Kintone-linked services

トヨクモ
TOYOKUMO

- The number of paid subscriptions surpasses **15,000**
- Users range from small and medium-sized companies to large corporations and government agencies, extending to a wide range of industries

[Companies using the service]

cybozu

公益社団法人
神奈川県社会福祉士会

NEVER SAY NEVER
ロート製薬

郷土のくらしを見つめる
奄美信用組合

NISSIN
GROUP

SBI証券

KANAGAWA
神奈川県

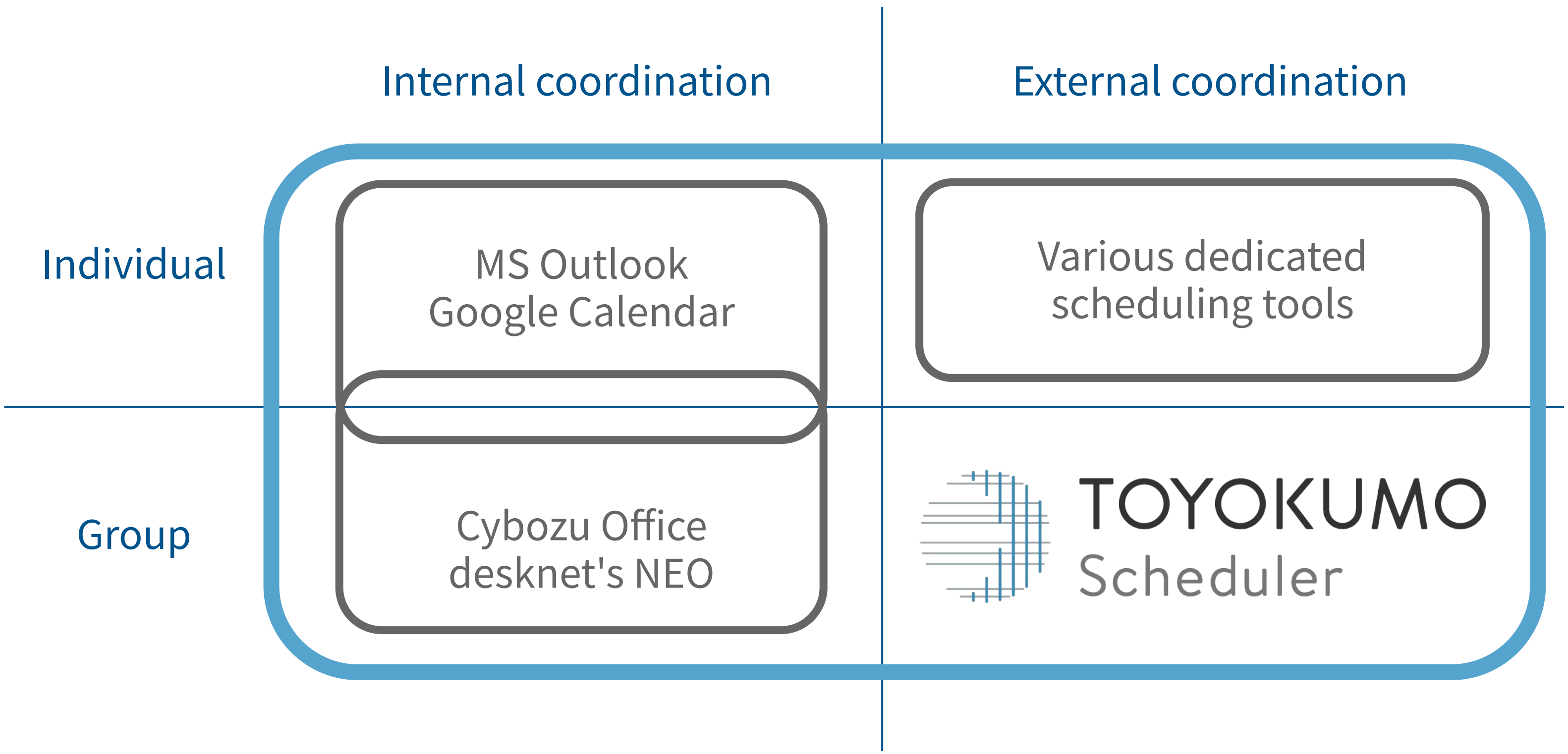
TOKYO DOME CITY
心が動く、心に残る。

星野リゾート

Toyokumo Scheduler

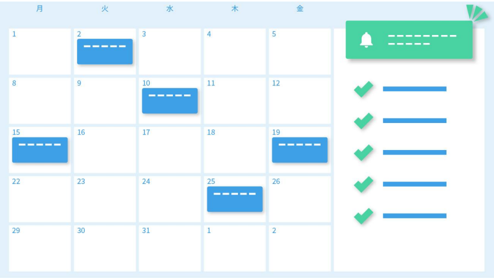
A group scheduler that enables external schedule coordination, a service that was previously unavailable.
It adopts a freemium model allowing for free use for up to 10 users.

Position of Toyokumo Scheduler

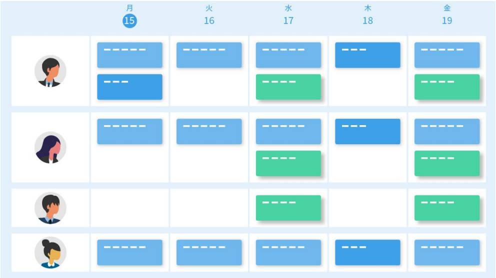


Introduction of Toyokumo Scheduler Functions

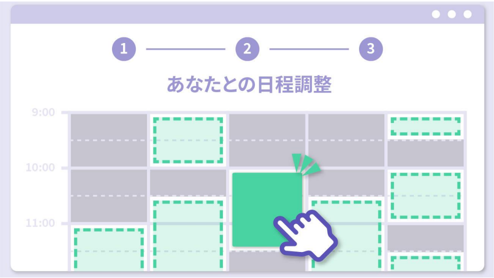
- Schedule management with a personal view and to-do list



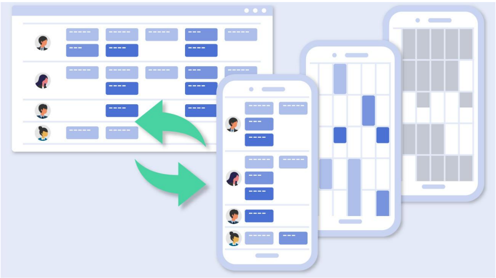
- Group view to check the company’s internal schedules



- Schedule coordination with external parties



- All functions can be used with smartphones



- Function to Link with Other Companies’ Services

kintone連携
ユーザー、施設、予定データをkintoneとリアルタイムに同期したり、アプリのレコード情報をもとに検索したりできます。

cybozu.com連携
cybozu.comから、ユーザー/部署/所属情報を読み込むことができます。

Google Workspace連携
Google Workspaceから、ユーザー/部署/所属情報を読み込むことができます。

Zoom /Google Meet /Microsoft Teams連携
ボタンひとつでミーティングのURLを発行することができます。

NotePM

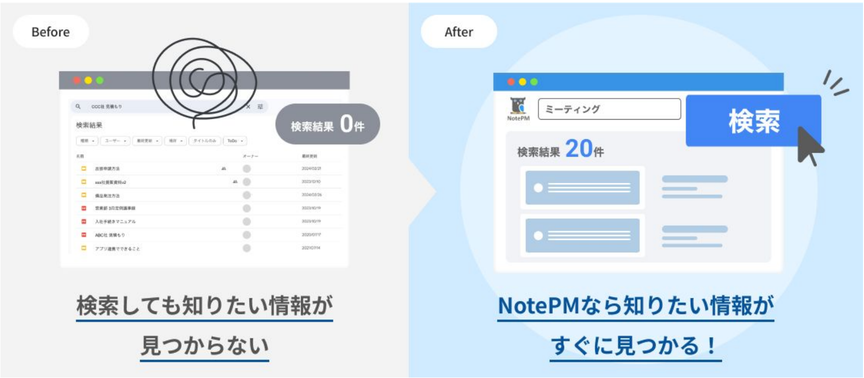
NotePM is knowledge management tool for organizing manuals and business expertise.

In ITreview Best Software in Japan 2024, NotePM was chosen for “TOP10”

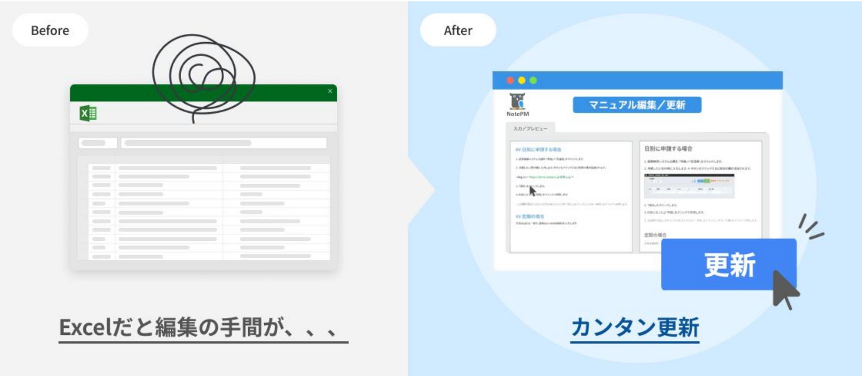
In BOXIL SaaS AWARD Winter 2024, Note PM was chosen for “Good Service”

Functions and Features of NotePM

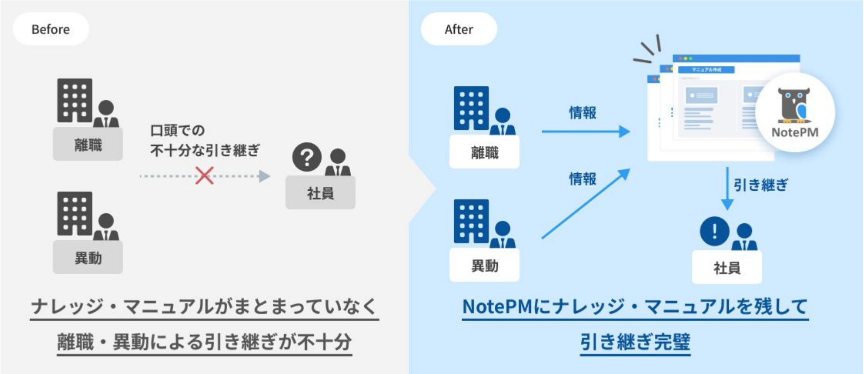
Powerful search function



Easy-to-operate editing functions



Knowledge sharing eliminates excessive reliance on specific employees.



Activate communication through feedback

Origin of Toyokumo

The origin of our company name, Toyokumo, comes from Toyokumononokami (豊雲野神), which is the name of a god.

Toyokumononokami is the "cloud" symbol from the Kojiki, an early Japanese chronicle of myths.

We provide "cloud" services to contribute to abundant social activity around the world, much like Toyokumononokami, who created clouds and brought rain for living.

This is our image character, Toyokumo-chan, whose face looks like a cloud.

シンプルだから、みんな使える。

カンターントヨクモ

https://www.toyokumo.co.jp/en/ir