

# **Second Quarter of Fiscal Year ending June 30, 2026 Supplementary Material on Financial Statements**

February 12, 2026

i Cubed Systems, Inc.

TSE Growth : 4495

## 目次

<b>1. Summary</b>	<b>P 2</b>
<b>2. Business Summary</b>	<b>P 4</b>
<b>3. Business Highlights</b>	<b>P 11</b>
<b>4. Financial Results for 2nd Quarter of Fiscal Year ending June 30, 2026</b>	<b>P 16</b>
<b>5. Reference Materials</b>	<b>P 28</b>

# 1. Summary

# Summary of 2Q of FY6/26

Due to the acquisition of new customers through OEM provision and the consolidation of a subsidiary<sup>(1)</sup>, the CLOMO Business recorded a solid expansion of scale. 2Q operating income and net income expanded significantly year on year, driven not only by growth in sales but also by an investment plan that is weighted towards the second half of the fiscal year.



Note:

1. The income statement of OneBe, Inc., which became a subsidiary in January 2025 (deemed acquisition date: December 31, 2024) began to be included in the scope of consolidation in the 3rd quarter of the previous fiscal year. This is the first time that OneBe, Inc. has been included in the scope of consolidation for the 2nd quarter, so it now affects consolidated financial results.

## 2. Business Summary

# Structure of the Group's business

CLOMO Business is the main focus of business development for the Group.  
Investment Business was launched in June 2022 to further expand CLOMO Business and to accelerate growth of the Group as a whole.

## CLOMO Business



We provides services centered around "CLOMO MDM," a core business that supports the management of mobile devices used by enterprises and serves as the foundation of our group's revenue base.

## Investment Business



Investment activities, such as CVC, aimed at generating business opportunities for CLOMO Business and execution of M&A aimed at further expansion of CLOMO Business and creation of new businesses

# Reasons why MDM is gaining attention

Business use of mobile devices is expanding in a wide variety of industries with the promotion of DX and paperless operations. At the same time, there is a growing need to address risks arising from loss, theft, etc. of mobile devices.

## Mobile device use cases (partial list)

### ● Smartphone

Device lent to employees (mobile phone for business use)  
Extension tool at medical institutions

### ● Tablet

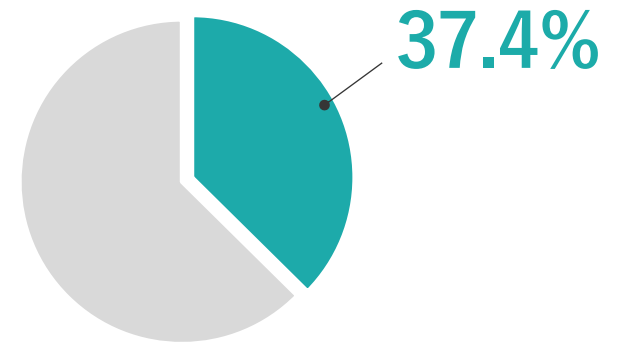
Devices lent to children in classrooms  
Devices for reservations, inventory control, and payment  
at stores that have customer interaction

### ● Dedicated terminals

Devices for delivery management by delivery personnel  
in the forwarding industry  
Devices for checking drawings and communication in the  
manufacturing industry

## Necessity of mobile device management (MDM)

More than 1 in 3 companies has experienced loss or theft of data or information devices by employees

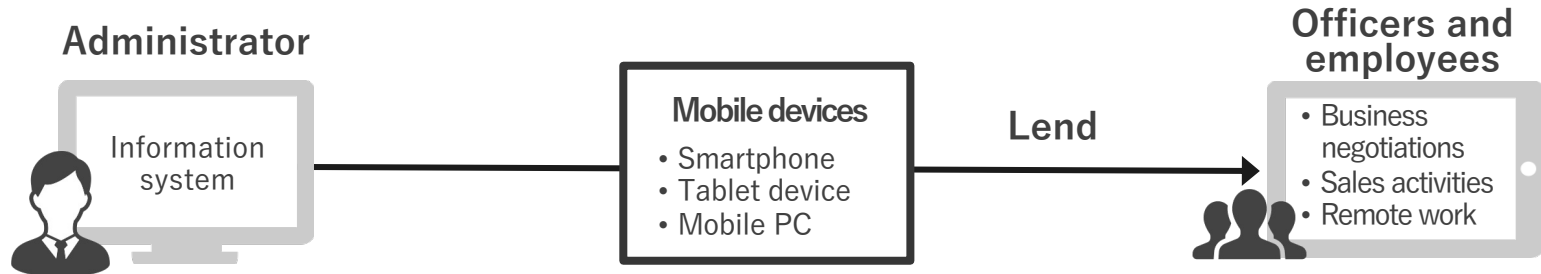




The most common security incident experienced by companies over the past year was loss or theft of data or information equipment by employees at 37.4%

Source) JIPDEC/ITR "Survey on Corporate IT Utilization Trends 2025"

# Overview of the CLOMO Business (Service)

We provide MDM services to reduce the security risks of mobile devices for business use, and application services to enable more efficient use of mobile devices.



			Visualization of utilization status “Status monitoring”	Function restrictions And settings “Application of utilization rules”	Security measures “Measures for preventing information leakage”
Management	Basic functions for smooth management		Remotely assess the utilization status in real time	Properly set and restrict functions	Device lock and data erasure when the device is lost or stolen
Utilization	In combination with MDM, ensure both safety and convenience		Efficiently assess the utilization status	Efficiently use business software	Provide apps that meet security requirements
			【Browser / Mailer / Calendar / Contacts / Docs】		



# CLOMO MDM wide range of optional services

By promoting measures to increase the number of optional services, we will achieve a service lineup tailored to customer needs. As well as adding security measures and functions, we provide operational support for information systems departments suffering from shortages of human resources.

## Security measures

### Trend Vision One Mobile Security



Provides multi-layered protection against mobile threats while visualizing actionable risks

### secured by Cybertrust



Easily achieve robust device authorization by digital certificates for devices

### secured by TRUST DELETE



Enables remote locking and data wiping of Windows PCs in case of loss or theft

### Harmony Mobile



Provides comprehensive protection for mobile devices from a variety of cyber attacks

## Enhanced functionality

### MOBILE APP PORTAL



Distribute apps to devices, build in-house app portals

### HOME



Create home screen displaying only the necessary apps for each application

### Team Viewer Remote



Remote access tool for accessing devices in remote locations

## Operational support

### Onboarding Service



Consistent support from initial settings to launch of operations

### Kitting Service



MDM professionals perform kitting work for administrators

### Support tickets



Reducing the burden on administrators and supporting smooth deployment and operations

### Proxy operation service



MDM professionals manage operations for administrators

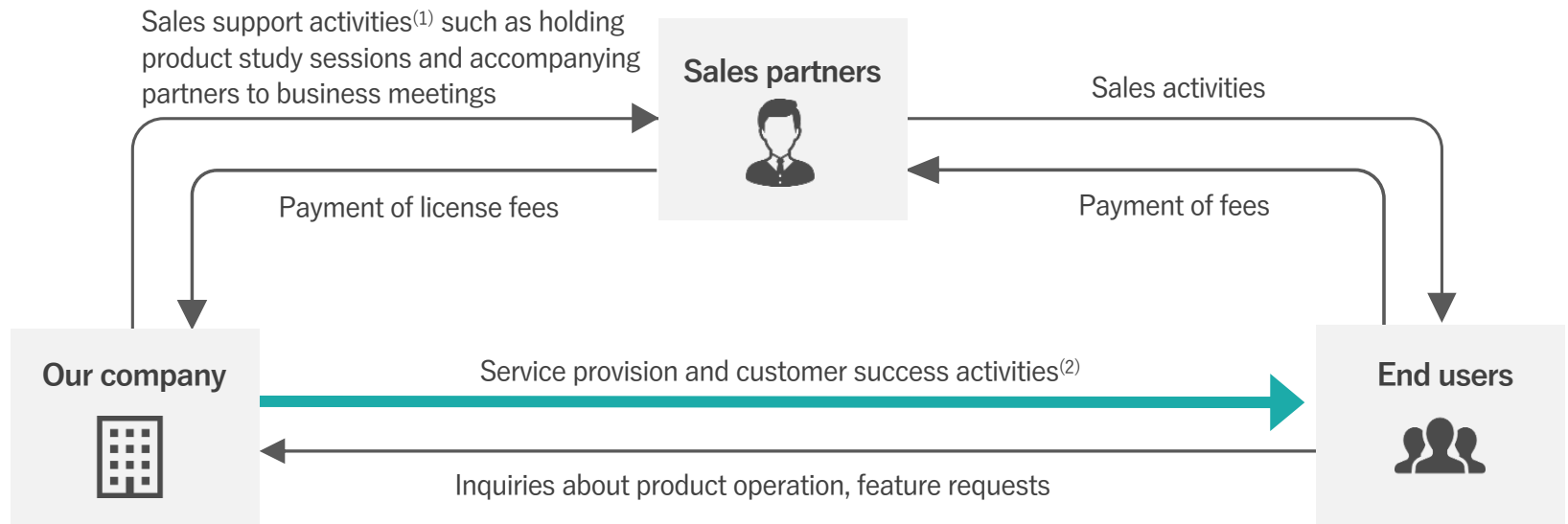
### Remote operation services



Respond to lost devices 24/365

# Sales structure

We focus on service expansion in collaboration with sales partners. Meanwhile, our Customer Success Division, which has extensive product knowledge, provides direct support to customers who have installed our products.



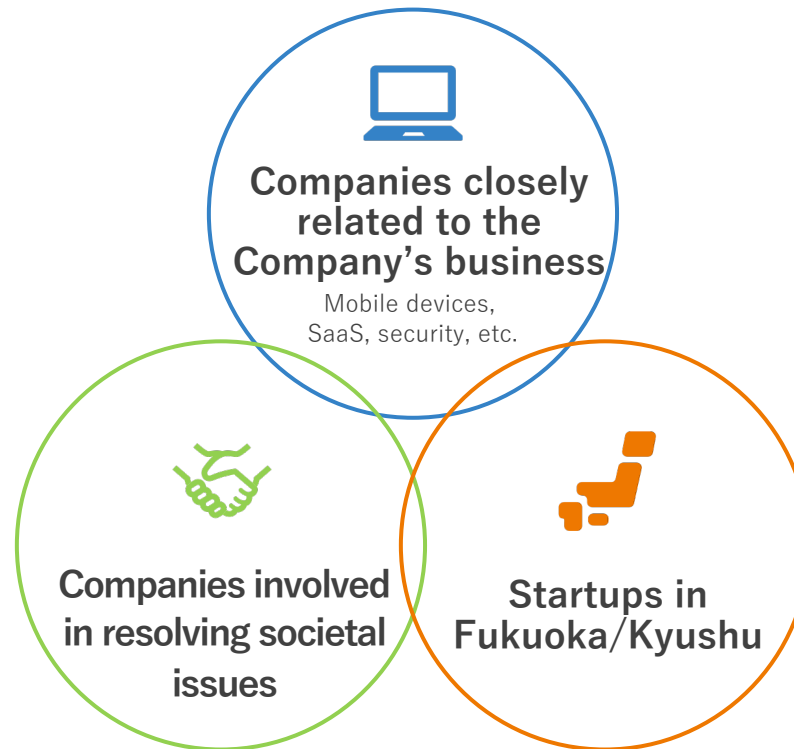
Notes:

1. In addition to sales support activities for sales partners, we carry out marketing activities targeting potential customers, mainly through case study ads and participation in seminars and events.
2. Our customer success activities include providing support for customer inquiries, conducting regular customer interviews, holding seminars and user meetings on product operation, and up-sells/cross-sells.

# Overview of the Investment Business

We are conducting startup investments across a wide range of fields through our CVC subsidiary, i Cubed Ventures, Inc., aiming to further grow our company group through these investment activities.

## Focus areas within investments



# 3. Business Highlights

# Summary of Progress in the CLOMO Business

Customer base continues to expand as a result of OEM provision to the NTT DOCOMO Group. We promoted measures aimed at entry into the PC asset management market, such as additional functions for Windows PCs, and an expanded range of optional services.

FY2026 Growth Strategy	Status of initiatives up to end 2Q FY2026
<b>Expansion of customer base</b> <ul style="list-style-type: none"> <li>Acquire customers via OEM provision</li> <li>Develop sales partners by leveraging nationwide sales offices</li> </ul>	<ul style="list-style-type: none"> <li>Acquired new customers via OEM in the lead-up to the end of provision of the old service<sup>(1)</sup> in March 2026 Expect further acceleration in the rate of increase in the number of corporations introducing our services in Q3</li> <li>Held offline events with more than 300 partner staff around Japan, supporting improvements in product knowledge of CLOMO and optional services</li> </ul>
<b>ARPU improvement</b> <ul style="list-style-type: none"> <li>Further expand optional services</li> <li>Strengthen cross-selling and execute sales strategies aimed at meeting customer needs</li> </ul>	<ul style="list-style-type: none"> <li>Began providing two new optional services               <ul style="list-style-type: none"> <li>(1) CLOMO Advanced Wipe secured by TRUST DELETE Service to prevent information leakage on Windows PCs provided in collaboration with consolidated subsidiary OneBe</li> <li>(2) Trend Vision One Mobile Security Security service developed by Trend Micro for mobile devices</li> </ul> </li> </ul>
<b>Service value improvement</b> <ul style="list-style-type: none"> <li>Expand functionality for Windows PCs</li> <li>Develop functions for collaboration with the products, etc. of other companies, and strengthen collaboration with OS partners</li> </ul>	<ul style="list-style-type: none"> <li>As an expansion of functionality for Windows PCs, added Windows app distribution functions to CLOMO</li> <li>Deepened collaboration with OneBe, completed building of foundations for providing OneBe's products using CLOMO technology base and platform</li> </ul>

Note :

1. Following the renewal of MDM services provided by NTT DOCOMO Group (the "old service"), the Company began providing a new service called Anshin Manager NEXT on an OEM basis, and the migration of contracts from the old service is proceeding. The NTT DOCOMO Group plans to terminate provision of the old service in March 2026.

# Achieved top market share of domestic MDM market for 15 consecutive years

Own-brand CLOMO MDM continues to increase its share steadily in parallel with acquisition of new customers via OEM. It has maintained No. 1<sup>(1)</sup> share in the domestic MDM market (own-brand) for 15 consecutive years.



Note:

1. Deloitte Tohmatsu MIC Research Institute Co., Ltd. "Market Outlook of Collaboration/Contents & Mobile Management Packaged Software" (<https://mic-r.co.jp/mr/00755/>) for actual shipment value in FY 2011-2013, and "MDM private brand market" (MIC IT Report Dec 2025 issue; <https://mic-r.co.jp/micit/2025/>) for actual shipment value in FY 2014-2024 and predicted shipment value in FY 2025.

# Expansion of optional services aimed at improving ARPU (1)

We will begin providing Windows PC services with a deployment track record of more than 750,000 seats, in cooperation with OneBe. We plan to grow sales in the PC space by cross-selling to existing customers in the more than 9,000 companies that use CLOMO.

## Service to prevent information leakage on Windows PCs



### CLOMO Advanced Wipe secured by TRUST DELETE

- Robust data erasure technology



Data deletion functionality that is compliant with the Guidelines<sup>(1)</sup> enables erasure that is difficult to reverse. Leakage of information assets is prevented not only in cases of theft or loss but also when the device is discarded or returned when the lease ends

- Reliable protection for information assets even when offline



Even when a PC that has been lost or stolen remains offline, a timer can be used to lock it or perform a local wipe

Note:

1. Complies with the Guidelines on Information Security Policies in Local Governments.

# Expansion of optional services aimed at improving ARPU (2)

With cyber attacks becoming increasingly sophisticated and varied in approach, we have responded to the rising demand from customers for mobile device protection by working with Trend Micro to begin providing security options that incorporate multiple layers of defense.

## Mobile device security service



### Trend Vision One Mobile Security

- **Multilayered defense against the mobile threats**



Blocks external attacks with three-point defense at network, application, and device level. Protects from various communications-based threats such as websites, malware, man-in-the-middle attacks, and unauthorized Wi-Fi

- **Risk visualization**



Risk levels can be quantified in real time by gathering and assessing the status of use, settings, and cloud app use. Clear prioritization shows threats to which the administrator should respond promptly



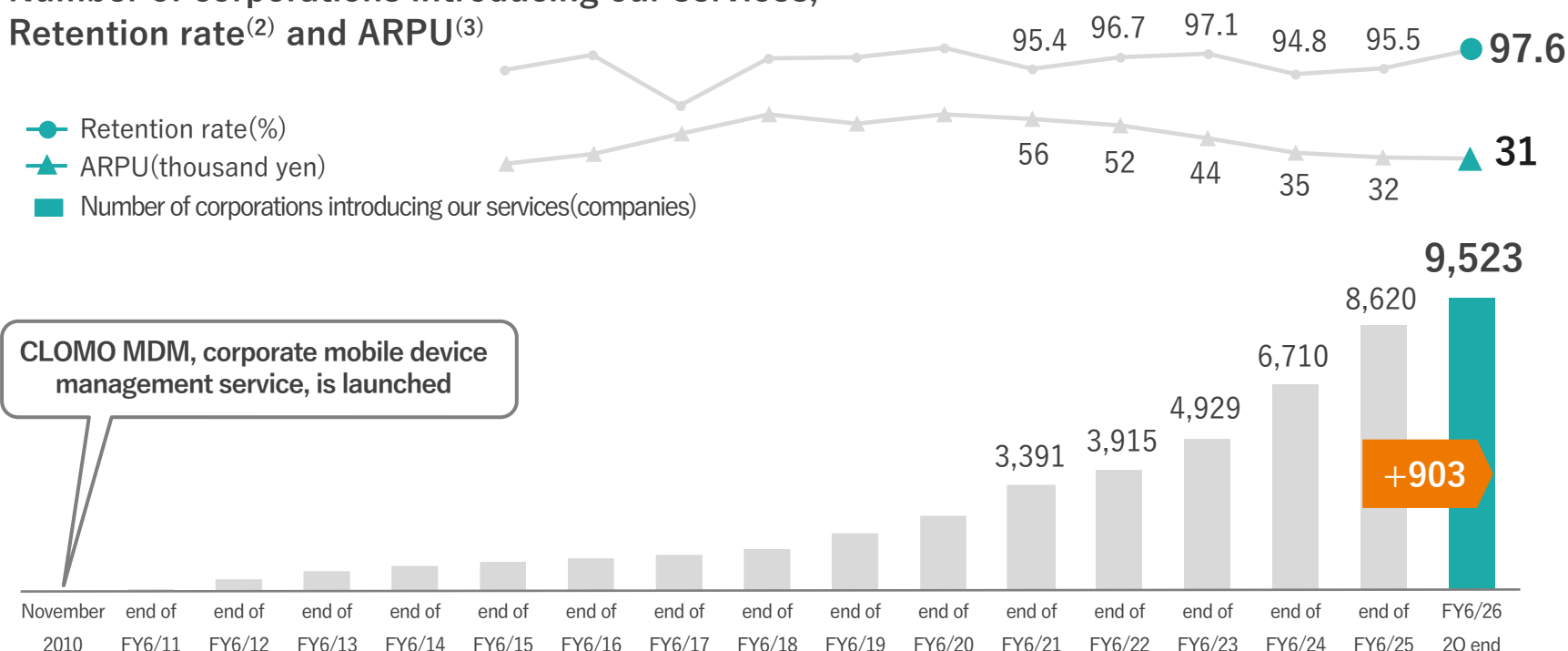
## **4. Financial Results for 2nd Quarter of Fiscal Year ending June 30, 2026**

**— Non-consolidated —**

# Number of corporations introducing our services/ Retention rate/ARPU

We continue to make progress in the acquisition of new customers through OEM provision, and year-on-year growth in the number of corporations introducing our services continued at the pace of the previous quarter. In anticipation of the upcoming termination<sup>(1)</sup> of provision for the old service in March 2026, the number of corporates introducing our services is expected to show further significant increases in the second half of the fiscal year.

## Number of corporations introducing our services, Retention rate<sup>(2)</sup> and ARPU<sup>(3)</sup>



Notes :

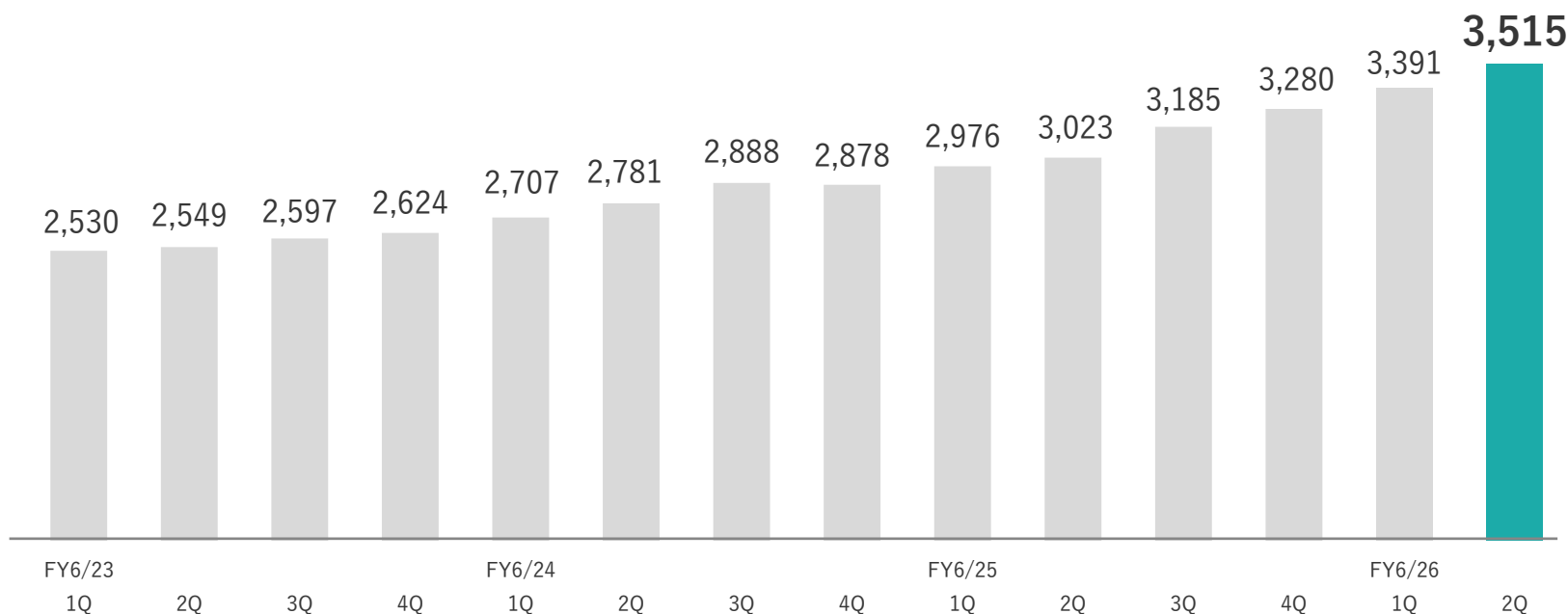
1. Following the renewal of MDM services provided by NTT DOCOMO Group (the "old service"), the Company began providing a new service called Anshin Manager NEXT on an OEM basis, and the migration of contracts from the old service is proceeding. The NTT DOCOMO Group plans to terminate provision of the old service in March 2026.
2. ARPU: Average Revenue Per User, which is the average monthly unit price per corporation introducing our services. Calculated by dividing 1/12 of ARR as of each month by the number of corporations introducing our services as of the end of the month concerned.
3. Retention rate is calculated by subtracting the number of cancellations in the last 12 months from the number of licenses at the end of the same month of the previous year and dividing it by the number of licenses at the end of the same month of the previous year.

# ARR

ARR<sup>(1)</sup> grew by 16.3% YoY due not only to increases in the number of corporations introducing our services but also to progress made in winning medium-to large-scale projects via OEM, as well as progress made in upselling and cross-selling to existing CLOMO customers, which resulted in steady growth.

## ARR trends as of the end of each quarter

(millions of yen)



Note :

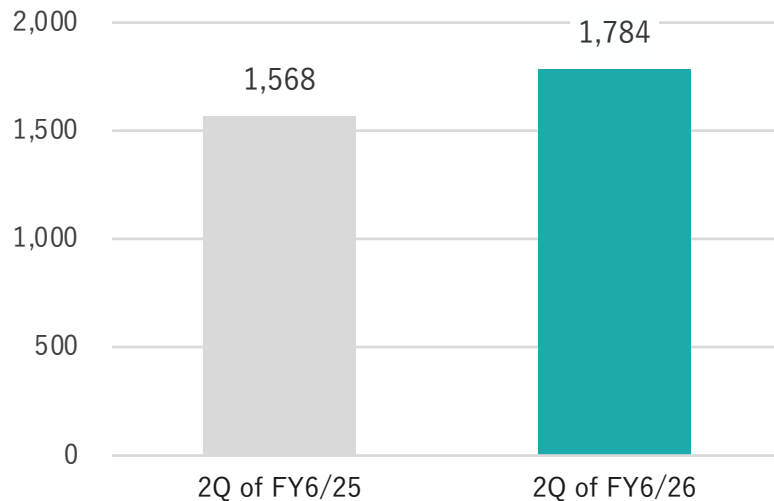
1. ARR: Annual Recurring Revenue. Calculated by multiplying the MRR for each month by 12, where MRR is the sum of the monthly fees for corporations deploying our services as of the end of the targeted month, excluding temporary costs.

# Non-consolidated net sales/ operating income for 2Q of FY6/26

Net sales increased 13.8% YoY against the backdrop of steady improvements in business KPIs. Operating income expanded significantly year on year, due to profit increases driven by growth in sales and an investment plan weighted towards the second half of the fiscal year.

## Net sales

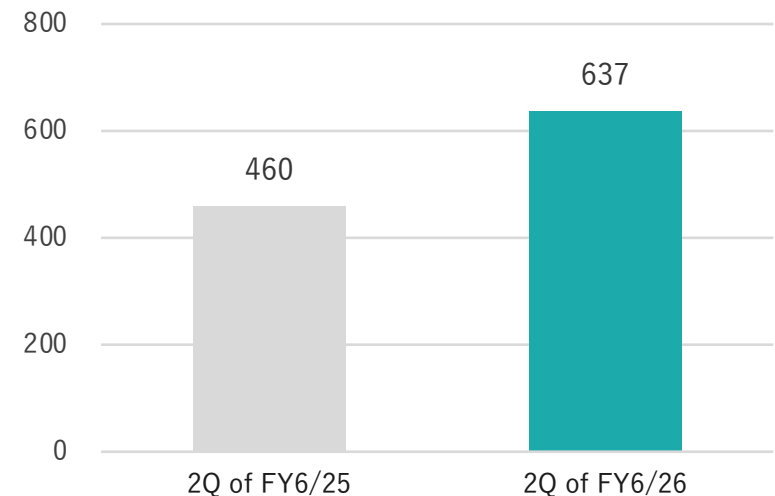
(millions of yen)



2Q of FY6/25	2Q of FY6/26	Year on year
1,568 million yen	1,784 million yen	+13.8% (+215 million yen)

## Operating income

(millions of yen)



2Q of FY6/25	2Q of FY6/26	Year on year
460 million yen	637 million yen	+38.4% (+176 million yen)

## **4. Financial Results for 2nd Quarter of Fiscal Year ending June 30, 2026**

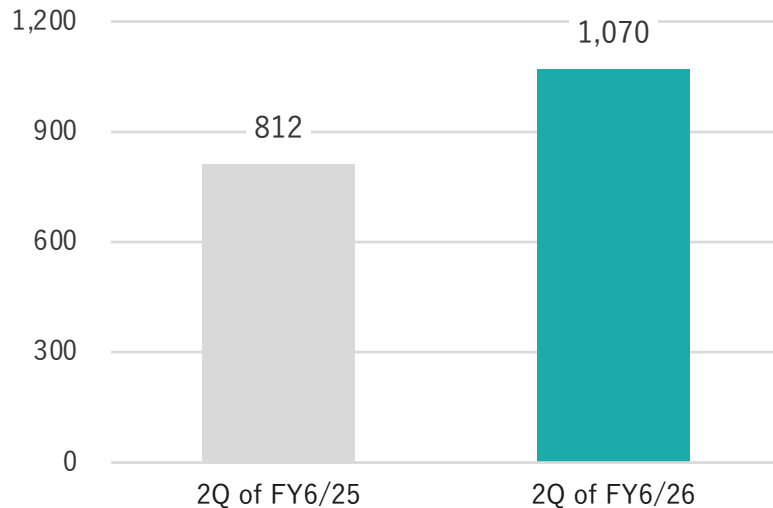
**— Consolidated —**

# Consolidated net sales/ operating income for 2Q of FY6/26

In addition to new customers acquired through OEM provision to the NTT DOCOMO Group and growth in the CLOMO Business driven by cross-selling to existing customers, the consolidation of a subsidiary<sup>(1)</sup> led to both net sales and operating income coming in higher than in the previous year.

## Net sales

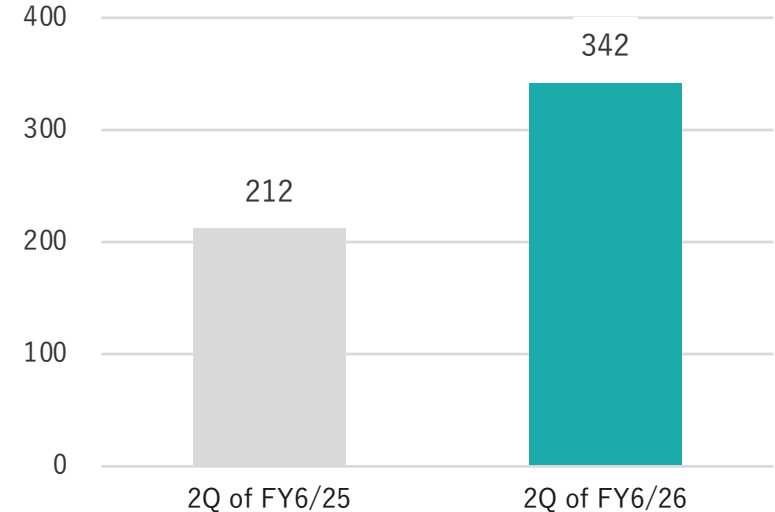
(millions of yen)



2Q of FY6/25	2Q of FY6/26	Year on year
812 million yen	1,070 million yen	+31.8% (+258 million yen)

## Operating income

(millions of yen)



2Q of FY6/25	2Q of FY6/26	Year on year
212 million yen	342 million yen	+61.3% (+130 million yen)

Note:

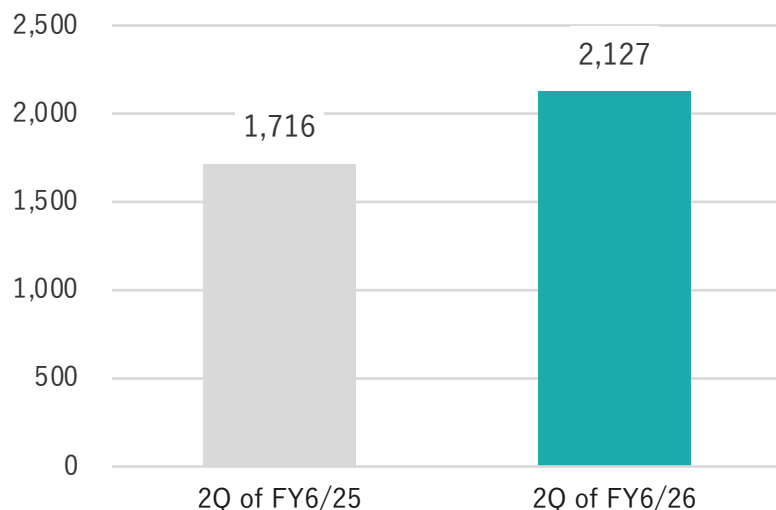
1. The income statement of OneBe, Inc., which became a subsidiary in January 2025 (deemed acquisition date: December 31, 2024) began to be included in the scope of consolidation in the 3rd quarter of the previous fiscal year. This is the first time that OneBe, Inc. has been included in the scope of consolidation for the 2nd quarter, so it now affects consolidated financial results.

# Cumulative consolidated net sales/ operating income for 2Q of FY6/26

The rate of progress toward consolidated full-year net sales and operating income forecasts is more or less in line with plan, at 47.2% and 61.5% respectively. However, because business investment is weighted towards the end of the fiscal year, we expect a slight decline in operating income in the second half compared to 2Q.

## Net sales

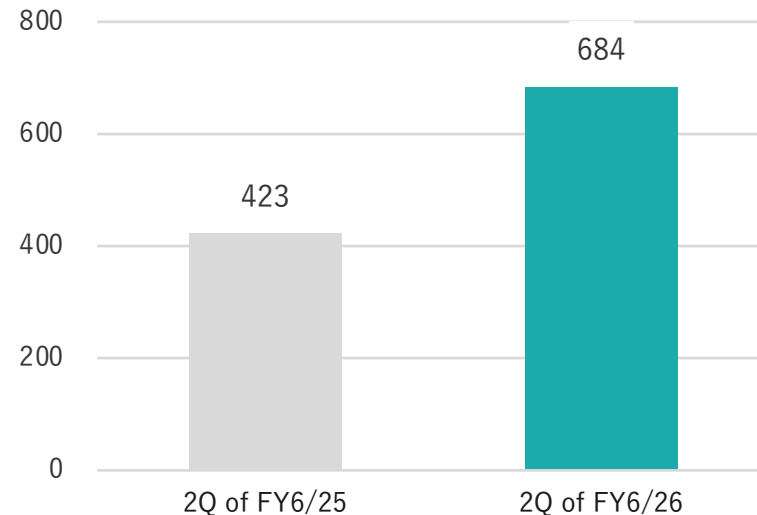
(millions of yen)



2Q of FY6/25	2Q of FY6/26	Year on year
1,716 million yen	2,127 million yen	+24.0% (+411 million yen)

## Operating income

(millions of yen)



2Q of FY6/25	2Q of FY6/26	Year on year
423 million yen	684 million yen	+61.5% (+260 million yen)

# Consolidated income statement for 2Q of FY6/26

The increase in expenses in Q2 was limited relative to growth in net sales, resulting in operating income growing 61.3% YoY. Due to the impact of the timing of software releases, depreciation expenses in the cost of sales is trending down year on year.

(units: millions of yen)	2Q of FY6/25 (Composition rate)	2Q of FY6/26 (Composition rate)	Change(Rate of change)
<b>Net sales</b>	<b>812</b> (100.0%)	<b>1,070</b> (100.0%)	<b>+258</b> (+31.8%)
<b>Cost of sales</b>	<b>200</b> (24.6%)	<b>230</b> (21.5%)	<b>+ 30</b> (+15.0%)
Depreciation expenses	78 (9.7%)	50 (4.8%)	△27 (△35.1%)
Manufacturing costs	83 (10.3%)	88 (8.3%)	+ 4 (+5.9%)
Others	37 (4.6%)	90 (8.5%)	+ 52 (+139.5%)
<b>Gross profit</b>	<b>612</b> (75.4%)	<b>840</b> (78.5%)	<b>+228</b> (+37.3%)
<b>Selling, general and administrative expenses</b>	<b>400</b> (49.2%)	<b>497</b> (46.5%)	<b>+97</b> (+24.5%)
Labor expenses, etc.	237 (29.2%)	302 (28.2%)	+64 (+27.4%)
Others	162 (20.0%)	195 (18.3%)	+32 (+20.2%)
<b>Operating income</b>	<b>212</b> (26.1%)	<b>342</b> (32.0%)	<b>+130</b> (+61.3%)
<b>Ordinary profit</b>	<b>209</b> (25.8%)	<b>342</b> (32.0%)	<b>+133</b> (+63.6%)
<b>Profit attributable to owners of parent</b>	<b>132</b> (16.3%)	<b>219</b> (20.5%)	<b>+ 87</b> (+65.8%)



# Cumulative consolidated income statement for 2Q of FY6/26

Although there were increases in amortization of goodwill and other expenses, a decrease in the cost of sales resulted in the operating margin improving by 7.5 points year on year. In the second half, we are expecting headcount increases, advertising campaigns, and other investments in the business, so expenses are projected to be weighted toward the second half.

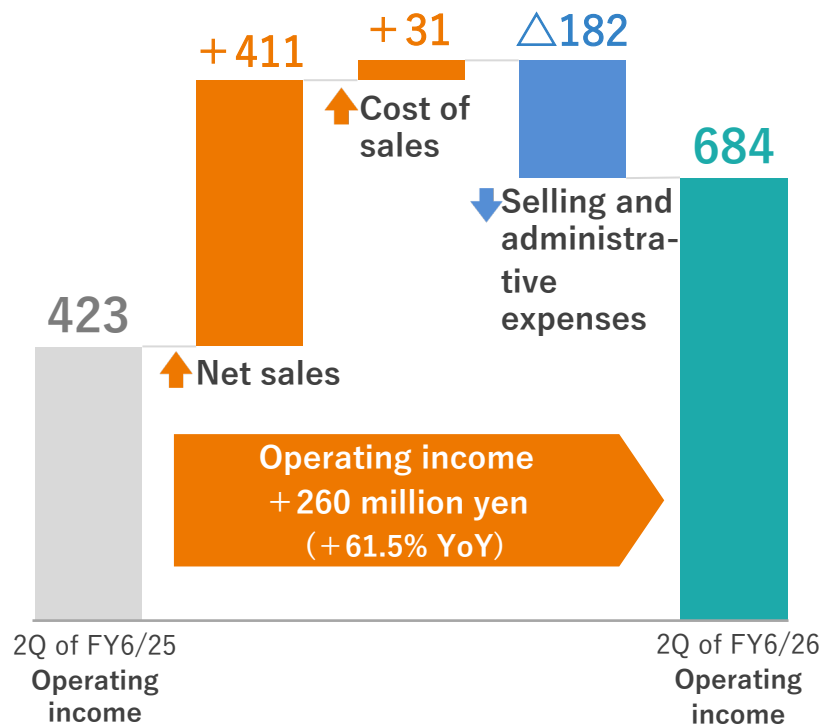
(units: millions of yen)	2Q of FY6/25 (Composition rate)	2Q of FY6/26 (Composition rate)	Change(Rate of change)
<b>Net sales</b>	<b>1,716</b> (100.0%)	<b>2,127</b> (100.0%)	<b>+411</b> (+24.0%)
<b>Cost of sales</b>	<b>493</b> (28.7%)	<b>461</b> (21.7%)	<b>△31</b> (△6.4%)
Depreciation expenses	151 (8.8%)	102 (4.8%)	△48 (△32.2%)
Manufacturing costs	169 (9.9%)	178 (8.4%)	+ 9 (+5.4%)
Others	172 (10.0%)	180 (8.5%)	+ 7 (+4.6%)
<b>Gross profit</b>	<b>1,223</b> (71.3%)	<b>1,666</b> (78.3%)	<b>+443</b> (+36.2%)
<b>Selling, general and administrative expenses</b>	<b>799</b> (46.6%)	<b>981</b> (46.1%)	<b>+182</b> (+22.8%)
Labor expenses, etc.	492 (28.7%)	590 (27.7%)	+97 (+19.9%)
Others	307 (17.9%)	391 (18.4%)	+84 (+27.5%)
<b>Operating income</b>	<b>423</b> (24.7%)	<b>684</b> (32.2%)	<b>+260</b> (+61.5%)
<b>Ordinary profit</b>	<b>422</b> (24.6%)	<b>688</b> (32.3%)	<b>+266</b> (+63.0%)
<b>Profit attributable to owners of parent</b>	<b>280</b> (16.3%)	<b>432</b> (20.3%)	<b>+ 152</b> (+54.2%)

# Factors behind changes in consolidated operating income

Despite increases in expenses caused mainly by personnel expenses and amortization of goodwill, consolidated performance improved due to growth in sales in the CLOMO Business.

Operating income grew 61.5% YoY.

(millions of yen)



## ↑ Increase in net sales (+411)

- Expansion of CLOMO Business due to acquisition of customers through OEM provision and consolidation of subsidiary results
- Net sales of the Investment Business declined year on year (in the same period of the previous fiscal year it recorded 120 million yen)

## ↑ Decrease in cost of sales (+31)

- Depreciation expenses fell due to the impact of changes in the timing of software releases
- Cost of sales of the Investment Business declined year on year (in the same period of the previous fiscal year it recorded 99 million yen)

## ↓ Increase in selling, general and administrative expenses (△182)

- Personnel expenses increased against a background of rising headcount, driven by M&A and a proactive approach to recruitment
- Following the increase in subsidiaries, amortization of goodwill increased

# Balance sheet for 2Q of FY6/26

Despite moving forward with investments for growth and returns to shareholders, we have maintained a stable financial base, and an equity ratio of 60.8%.

(units: millions of yen)	FY6/25	2Q of FY6/26	Change
<b>Current assets</b>	<b>2,982</b>	<b>3,222</b>	<b>+240</b>
Cash and deposits	2,225	2,448	+222
Receivables	418	448	+30
Operational investment securities	216	216	+0
<b>Fixed assets</b>	<b>1,456</b>	<b>1,423</b>	<b>△32</b>
Software	182	129	△52
Software in progress	72	153	+80
<b>Total assets</b>	<b>4,438</b>	<b>4,646</b>	<b>+208</b>
<b>Current Liabilities</b>	<b>1,487</b>	<b>1,412</b>	<b>△74</b>
Contract liabilities	825	737	△88
<b>Fixed liabilities</b>	<b>90</b>	<b>83</b>	<b>△6</b>
<b>Total liabilities</b>	<b>1,577</b>	<b>1,496</b>	<b>△81</b>
<b>Total net assets</b>	<b>2,860</b>	<b>3,150</b>	<b>+289</b>

# Returns to shareholders

To express our appreciation to shareholders and to raise both liquidity and awareness, we have introduced a system of twice-yearly shareholder special benefits. In December 2025 we revised our dividend forecast upward to 18 yen for the interim dividend and 18 yen for the year-end dividend, for an annual dividend of 36 yen.

## Overview of the special benefit system for shareholders

Eligible shareholders are those listed or recorded in the register of shareholders as of the last day of June or December each year, and who hold at least 100 shares of the stock of the Company.

Note that there are no continuous holding conditions.

Shares	Benefit details	Timing of implementation
≥ 100 shares < 300 shares	Digital gift vouchers 1,000 yen in value	Twice a year, at the interim and fiscal year-end
≥ 300 shares	Digital gift vouchers 5,000 yen in value	

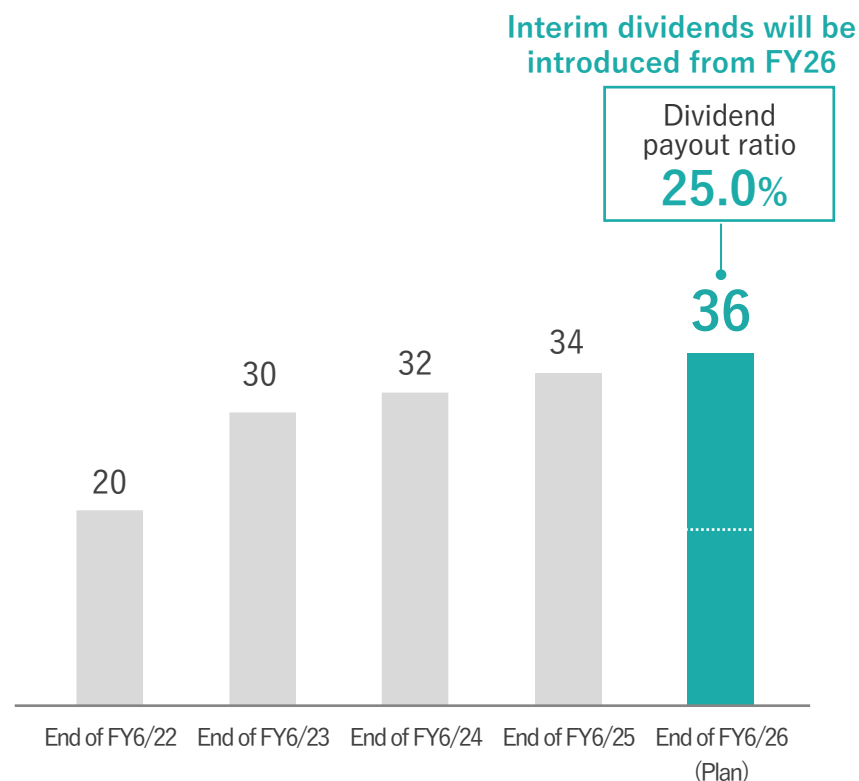
The following operators are expected to permit exchanges:

Amazon gift card / QUO Card Pay / PayPay points / d points / au PAY gift card / Ponta points code / nanaco gift / Apple Gift Card / Edy gift ID / Google Play gift code / NET CASH / Uber gift card / Rakuten points gift card

\*The list of operators may change at a later date

\*Exchange rates may vary for some gifts

## Dividends over time (yen)



## 5. Reference Materials

# Company Profile

Company Name	i Cubed Systems, Inc.
Locations	Fukuoka HQ : Daiichi Myojo Building, 4-1-37 Tenjin, Chuo-ku, Fukuoka-shi, Fukuoka Tokyo HQ : Hamamatsucho DS Building, 1-27-16 Hamamatsucho, Minato-ku, Tokyo Sales office : Sapporo／Sendai／Nagoya／Osaka／Hiroshima
Capital	416,964,100 yen
Founded in	September 2001
Representative	President and CEO Tsutomu Sasaki
Main Business	CLOMO business／ Investment business
Partner	Apple Consultants Network Member Android Enterprise Gold Partner Microsoft AI Cloud Partner
Group Company	i Cubed Ventures, Inc. OneBe, Inc. 10KN COMPANY LIMITED (Vietnam)

※Information as of the end of December 2025.

# Corporate brand

Brand slogan

## Enjoy challenges.

We ourselves will enjoy taking on challenges,  
help people and organizations to take on their own challenges,  
and help to realize all kinds of ideas to make many people smile.

Brand concept

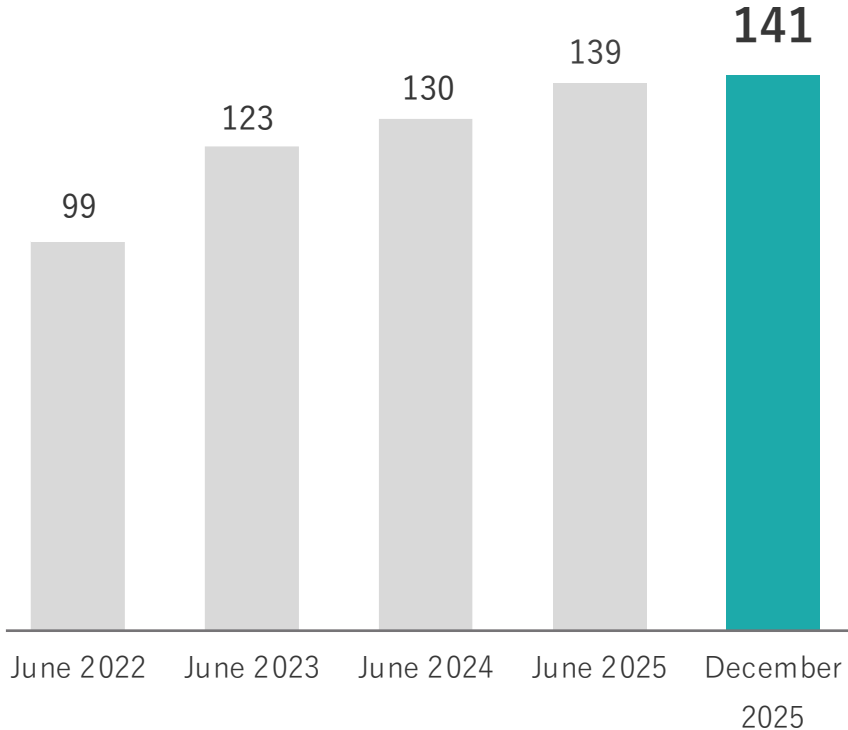
**Purpose :** Become the matrix for realizing unknown ideas that lead to smiles

**Value proposition :** Using the power of design and engineering to support  
those who take on challenges

# Change in Number of Employees

As a result of recruitment plans centered on new graduates, the number of employees up to 2 from the end of the previous year. We encourage diversity in order to respect and leverage diverse individuals and workstyles.

## Number of employees



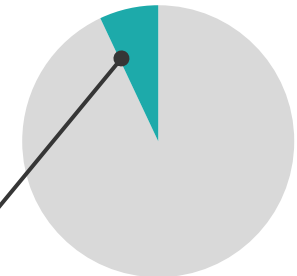
## Male-to-female ratio

Approximately  
**6 : 4**

## Percentage of foreign national employees

Approximately

**10%**



※All indicators are based on actual figures for the parent company on a standalone basis as of December 31, 2025. As of December 31, 2025, the total number of employees at the consolidated level was 206, of which the percentage of foreign nationals is approximately 25.2%.

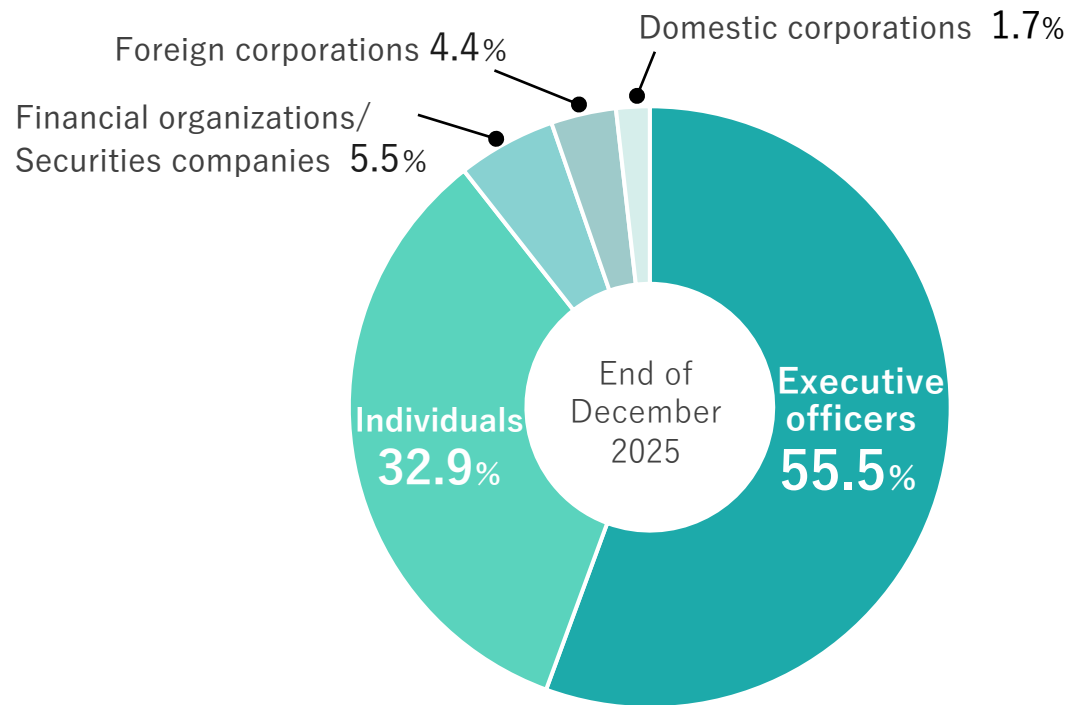
※Gender ratio as of December 31, 2025 is 58.9% male : 41.1% female.



# Shareholder Composition

Number of outstanding shares: 5,310,750; Number of shareholders (with voting rights): 2,241

## Shareholder composition by attribute



※Data as of December 31, 2025. The Company holds treasury shares (420,168 shares), but it is not included in the calculation of ownership ratio.

# Source of competitiveness

## **1** Competitive advantage of CLOMO Business

1. Stable revenue base and highly profitable structure
2. Integration capabilities
3. Robust partnership with OS developers
4. Security quality recognized by the government

## **2** Management resources (non-consolidated)

1. Stable financial base
2. Strong customer base
3. Diverse and flexible organization

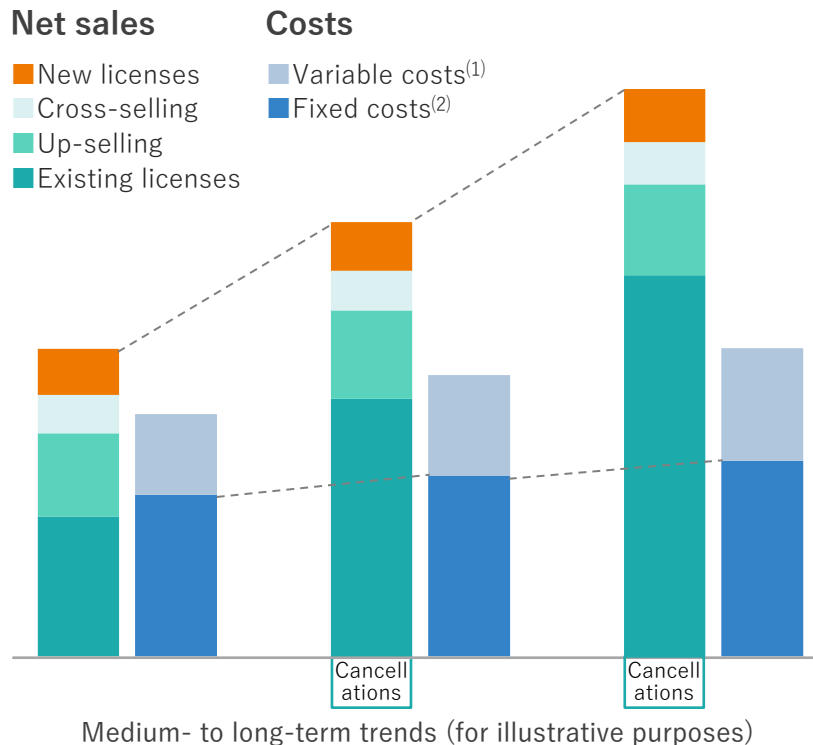
## 1 Competitive advantage of CLOMO Business

# Stable revenue base and highly profitable structure

SaaS business using both subscription model and cloud technology.

It is possible to obtain stable revenue through continuous sales and establish a highly profitable structure through economies of scale.

## Structure of net sales and costs



Notes:

1. Calculated as “other expenses (cost of sales) + advertising expenses (SG&A expenses) + R&D expenses (SG&A expenses) + other expenses (SG&A expenses)”.

2. Calculated as “depreciation expenses (cost of sales) of in-house product software + manufacturing cost (cost of sales) related to product development and operations + personnel cost (SG&A expenses) + property cost (SG&A expenses)”.

## Features of net sales breakdown

- Acquisition of new customers**  
Corporate with distributors to increase number of new customers
- Revenue growth from existing customers**  
Approach directly, promote up-selling and cross-selling

## Features of cost breakdown

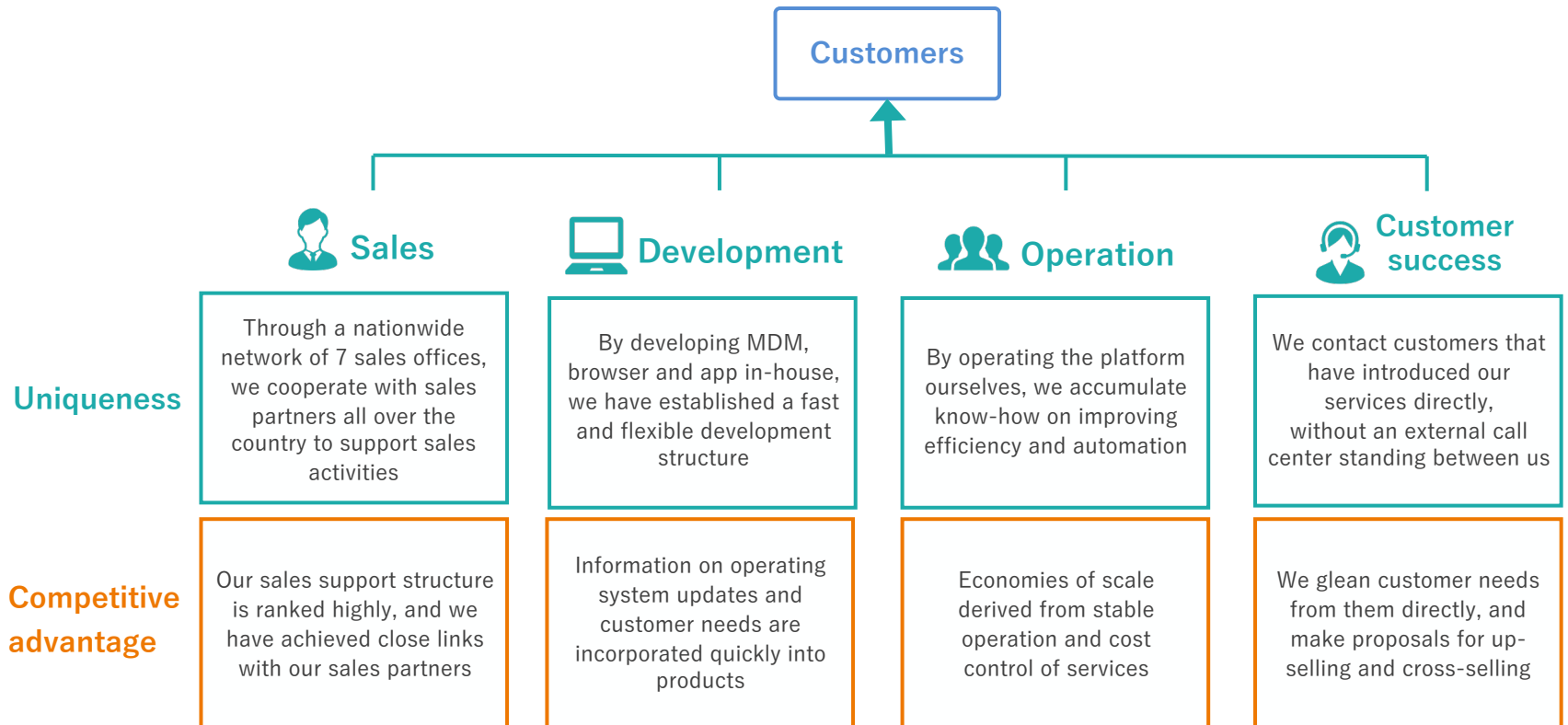
- Variable costs**  
Utilize new technology to control increases in operating costs for servers, etc. following expansion in scale of business
- Fixed costs**  
Furthermore, sales costs are controlled by means of marketing activities led by distributors, so that locations need to be opened only in core areas

# Integration capabilities

Achieving services with high customer satisfaction through the integrated capability of performing all sales, development, operations, and support in-house.

## Integration capabilities

Enables close cooperation with customers and the provision of service that scores highly for satisfaction



# Robust partnerships with OS developers

Certified as Gold Partner in “Android Enterprise Partner Program” provided by Google.

Promoting acquisition of new customers in area of Android devices, while enhancing product capabilities through partnership.



Recognition of our superior technical capabilities, extensive track record in deploying CLOMO Services, and courteous and caring customer support has led to the Company being certified as a Gold Partner

## Driving service growth with partners

- **Improve product quality through partnerships**

By participating in conferences, etc. held by Google, and being able to receive priority technical support, we have consistently improved the quality of CLOMO product development and customer support

- **Acquisition of new customers in area of Android devices**

CLOMO has continuously received the “Android Enterprise Recommended” designation for products that satisfy the high level of technical capabilities required by Google, and we are promoting the acquisition of new customers in the area of Android devices for corporates

## 1 Competitive advantage of CLOMO Business

# Security quality recognized by the government

Highly secure nature of CLOMO has been recognized and the product has been added to the ISMAP cloud service list in 2024. Few competing products have been registered with ISMAP<sup>(1)</sup>, which helps enhance our competitive advantage in the MDM market.



Information system Security Management and Assessment Program

## Enhancing service competitiveness through ISMAP registration

### ● What is ISMAP?

A system that aims to facilitate the adoption of cloud services by ensuring security levels in cloud services procured by the government satisfy governmental security requirements through a process of prior assessment and registration of cloud services

### ● Impact on CLOMO Business

ISMAP registration enhances the reliability and security of CLOMO MDM, making it easier to introduce for many customers, including administrative agencies, which is expected to lead to the expansion of the customer base going forward

Note:

1. Two MDM services other than CLOMO are registered with ISMAP. Figures as of June 30, 2025, based on research conducted by the Company.

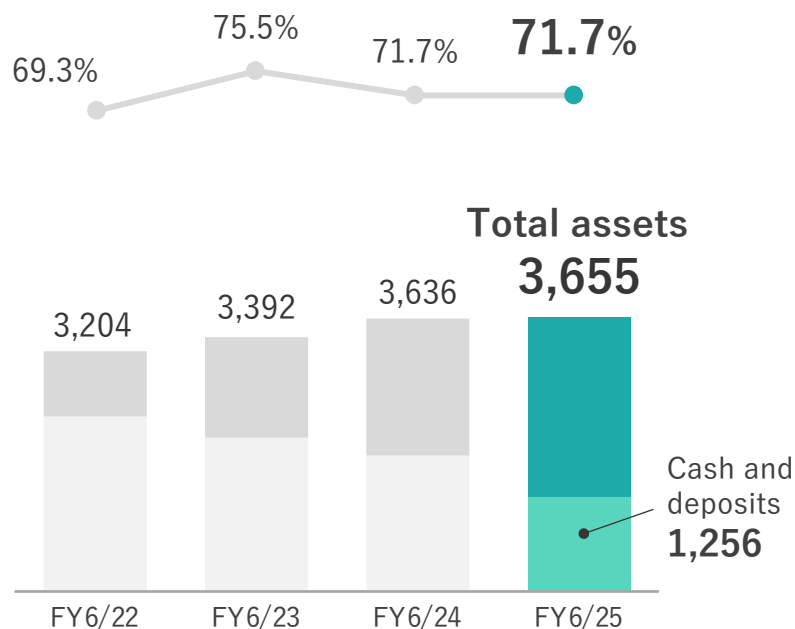
# Stable financial base

Building on a revenue base with 94% from recurring revenue and a solid financial foundation with an equity ratio of 71.7%. Sustainable growth model enabling proactive investment in the future, including new business development and M&A.

## Trend in total assets and equity ratio

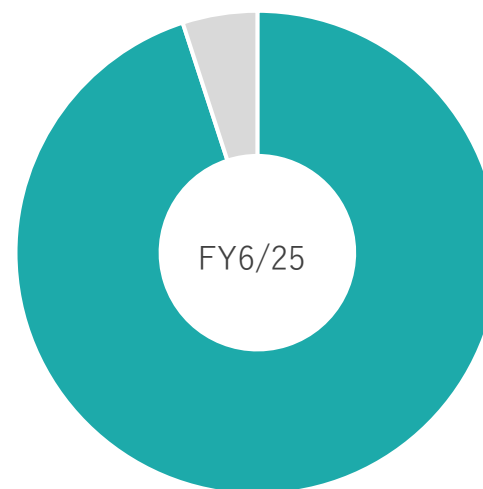
(millions of yen)

● Equity ratio ■ Other assets ■ Cash and deposits



## Ratio of revenue from stock business

**94%** of consolidated net sales consists of stock business



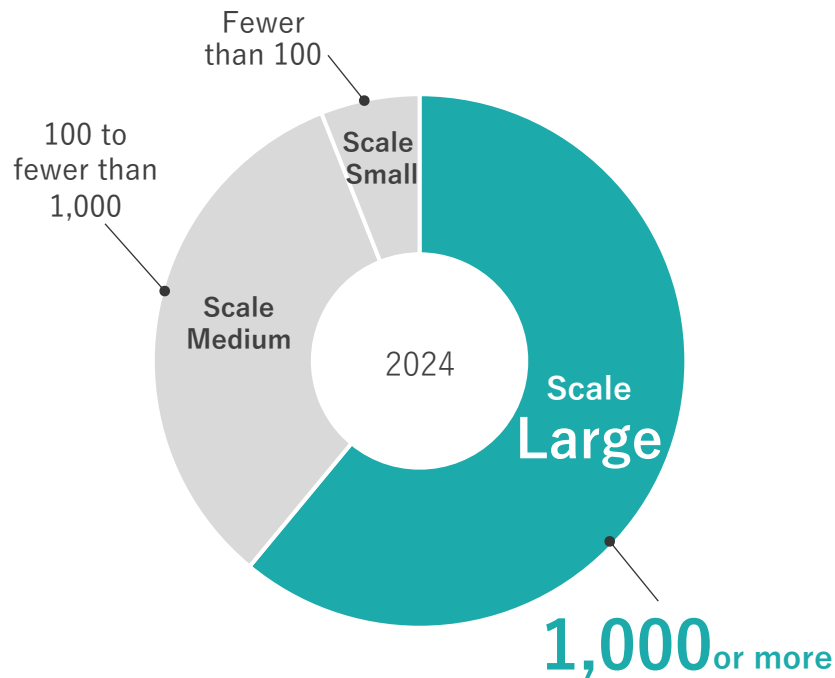
■ Revenue from stock business  
■ Revenue from flow business

## 2 Management resources (non-consolidated)

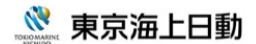
# Strong customer base

More than 9,000 existing companies form a strong customer base various of industries, mainly large companies. In recent years, it has also been introduced to small and medium-sized companies, promoting growth of the company.

### Sales composition by customer scale (number of employees)



### Deployment track record



And many others

Source: Deloitte Tohmatsu MIC Research Institute Co., Ltd.

"Market Outlook for Collaboration and Mobile Management Software, 2024 Edition (<https://mic-r.co.jp/mr/03230/>)"



## 2 Management resources (non-consolidated)

# Diverse and flexible organization

By building a diverse organization and promoting flexible work styles, we have fostered a culture that actively takes on challenges. Recognized for 6 consecutive years in the Best Workplaces<sup>(1)</sup> rankings, recipient of Stress Free Company<sup>(2)</sup> award for 4 consecutive years.

### Diverse organization and flexible work styles<sup>(3)</sup>

Male-to-female ratio

6 : 4

Percentage of foreign  
national employees

10%

Percentage taking  
childcare leave

91.3%

Average hours worked  
outside regular hours

4.2 hours

### Certifications from external organizations

Best Workplaces  
Certified for six  
consecutive years



Stress Free Company  
Awarded for four  
consecutive years



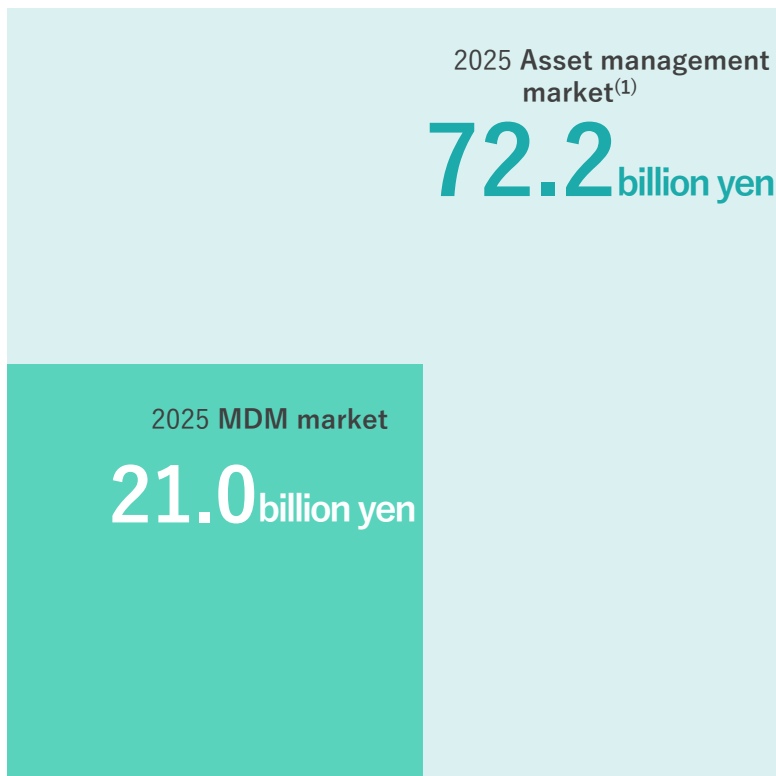
#### Notes:

1. A system whereby Great Place to Work® Institute Japan performs awareness surveys of employees in accordance with global standards, and certifies those that exceed a certain level as Best Workplaces companies.
2. A system whereby HRDataLab Inc. uses the results of a stress check based on the "The Brief Job Stress Questionnaire" recommended by the Ministry of Health, Labour and Welfare to award Stress Free Company status to corporations.
3. With the exception of the percentage taking childcare leave, all indicators are based on actual figures for the parent company on a standalone basis as of June 30, 2025 (and for the full year ended June 30, 2025), rounded to the nearest whole number. The percentage taking childcare leave is the actual cumulative ratio for the parent company from February 2021, when we began recording this figure, to June 30, 2025. As of June 30, 2025, the total number of employees at the consolidated level was 197, of which the percentage of foreign nationals is approximately 23.4%.

# Markets targeted by the CLOMO Business

The size of the mainstay MDM market is 21.0 billion yen.

The size of the market that we are targeting is 72.2 billion yen overall, so the potential for the CLOMO Business is significant.



## Market Growth Factors

- Switch to smartphones accelerating ahead of decommissioning of 3G increase opportunity to introduce MDM.
- DX leading to increase in deployments of mobile devices at medical, manufacturing, and logistics sites, resulting in expansion of devices to be managed
- Shift to SaaS for PC asset management and security software accelerating. As a result of growing demand for integrated management with mobile devices, we expect opportunities for MDM vendors to enter market

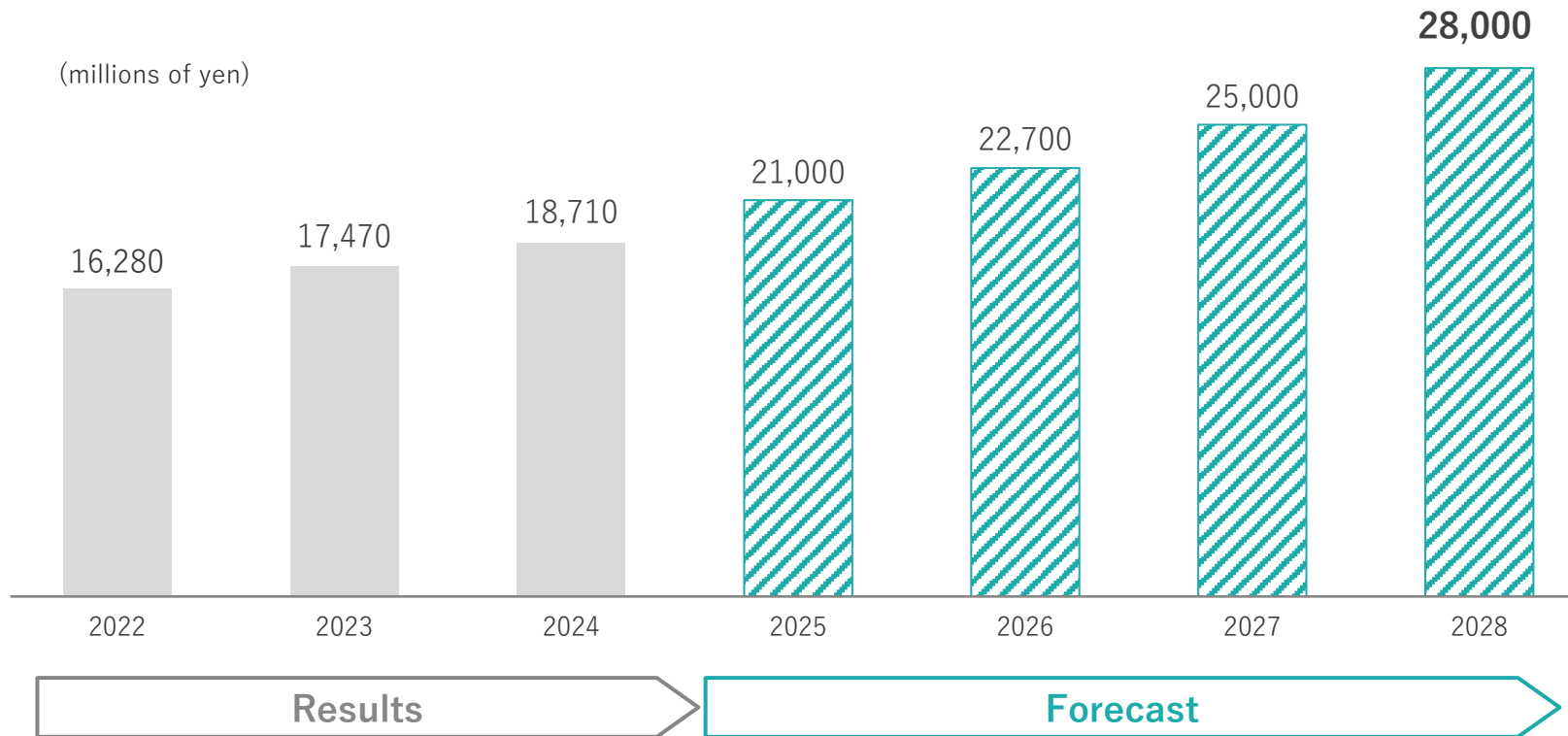
Note:

1. This figure is the sum of the 2025 market size forecast for the MDM market and for the PC asset management market. For details on the market size of each market, please refer to the following pages.

# MDM market size forecasts (shipment value)

Strong growth is expected for the MDM market, centered on smartphones and tablets.

It is expected to expand to **a size of 28.0 billion yen** by 2028



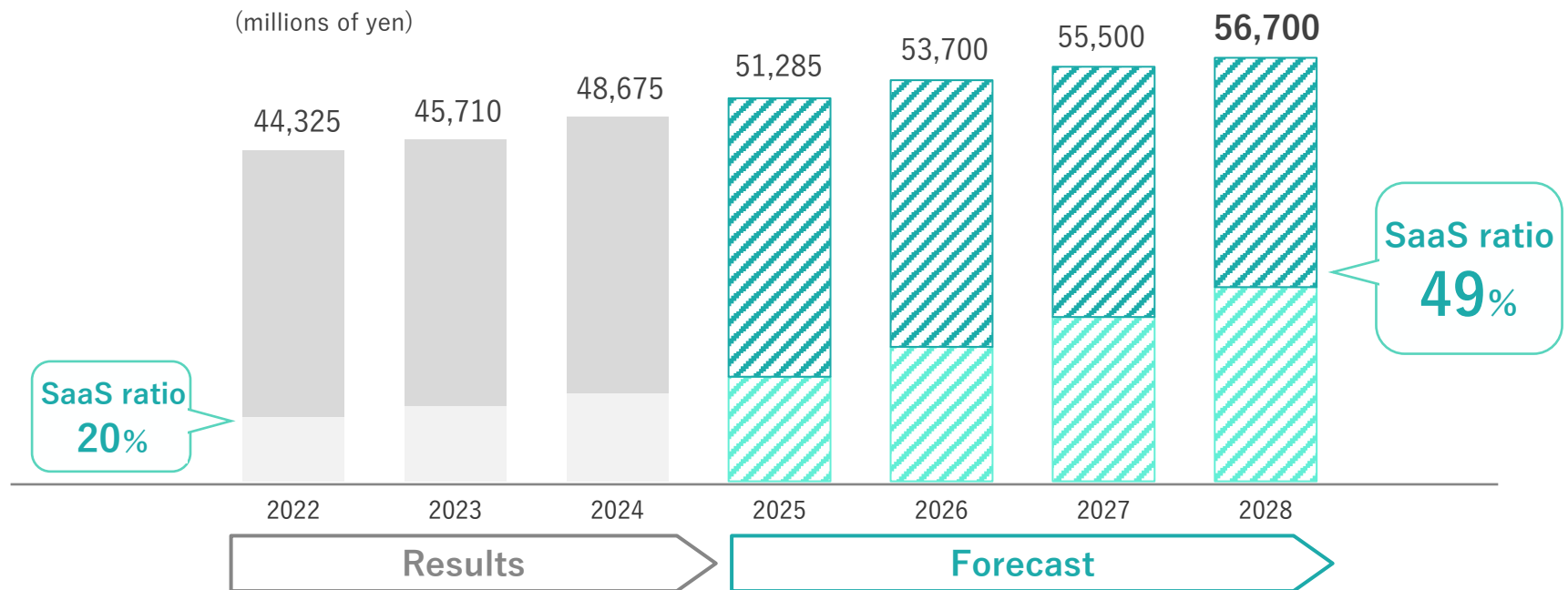
Source: Deloitte Tohmatsu MIC Research Institute Co., Ltd.

" Market Outlook for Collaboration and Mobile Management Software, 2024 Edition (<https://mic-r.co.jp/mr/03230/>) "

# PC asset management market size forecasts (shipment value)

Transition to SaaS making progress in PC asset management market, which is more than twice the size of MDM market. Opportunities have emerged for MDM vendors to enter against a backdrop of growing demand for integrated management of mobile devices/PCs.

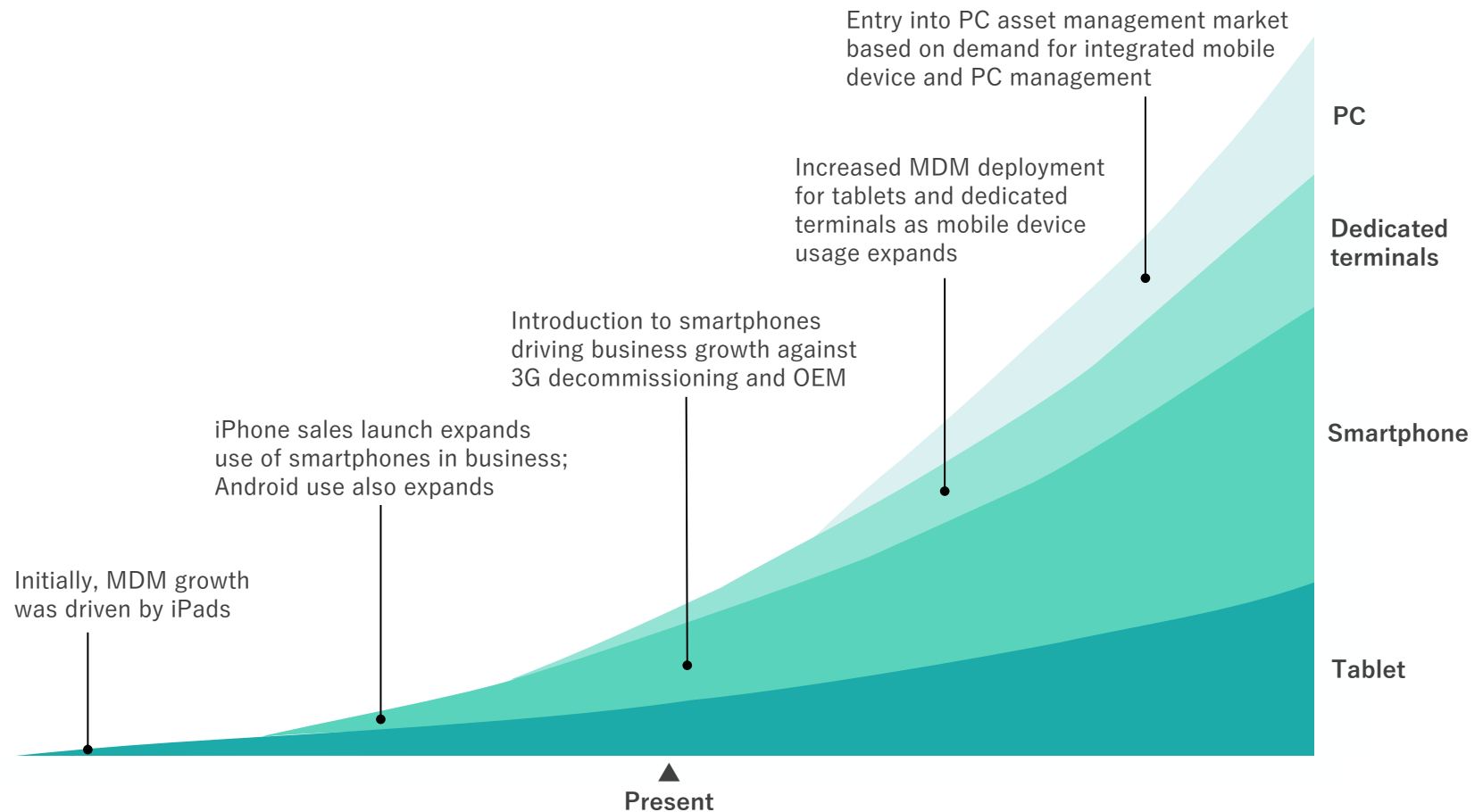
SaaS ratio is expected to grow to **49%** by 2028



Source: Techno Systems Research Co., Ltd. "2025 Endpoint Management Market Marketing Analysis"

# Sales growth image of CLOMO business

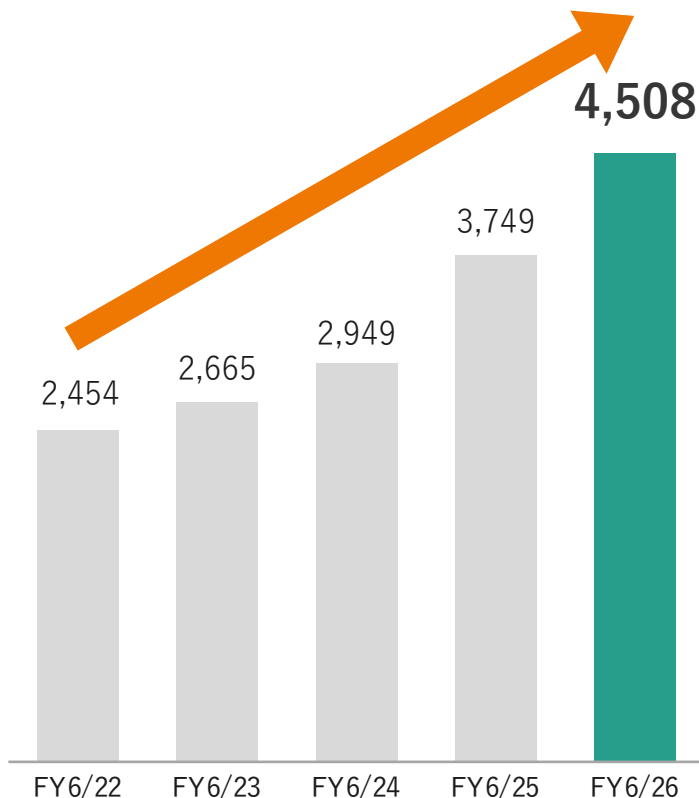
Our business has been growing steadily up to now as business use of smartphones has expanded. We expect further business growth as the market expands to include new devices to be managed.



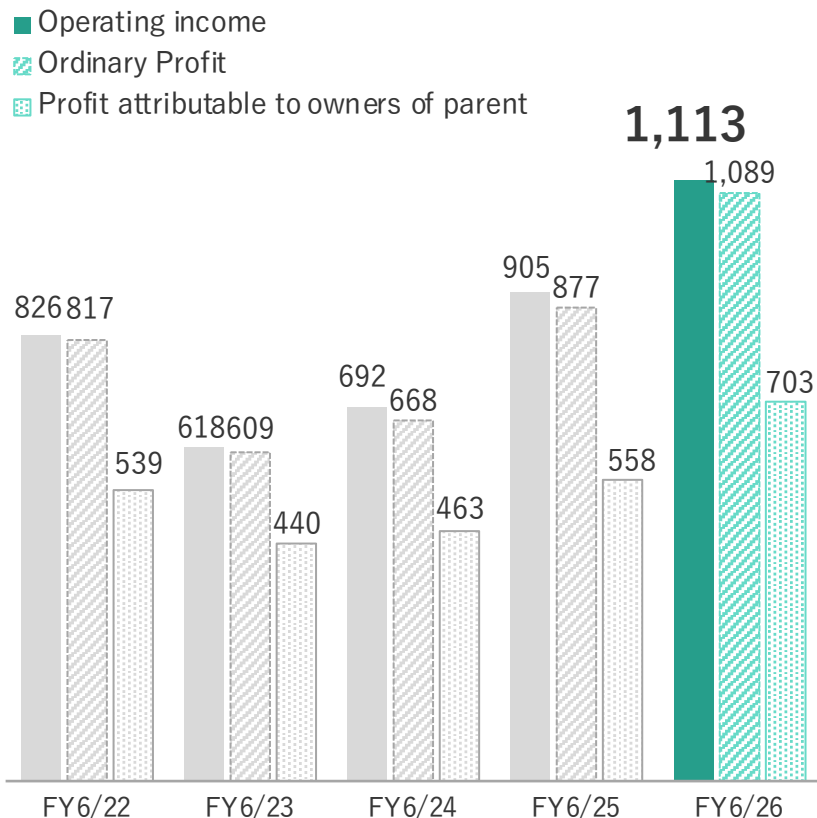
# Forecast of consolidated financial results for FY6/26

Net sales are expected to be 4,508 million yen (+20.2% YoY) and operating income 1,113 million yen (+23.0% YoY).

## Change in net sales (millions of yen)

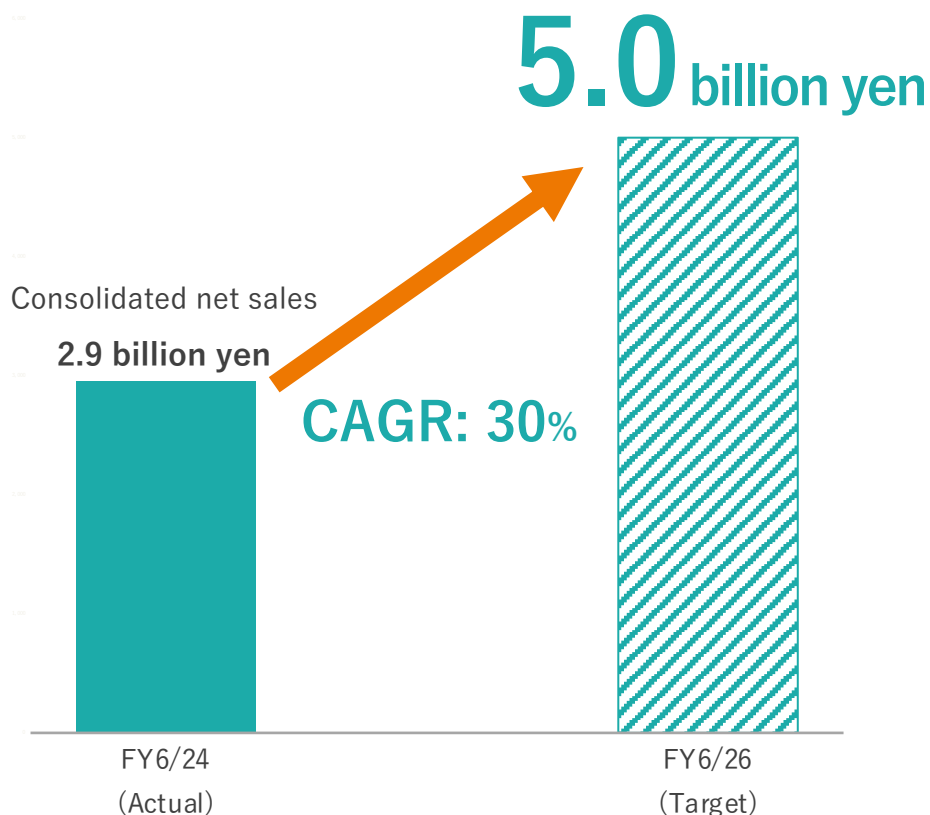


## Change in profits (millions of yen)



# Initiatives aimed at achieving medium-term sales targets

Compared to the medium-term sales target of 5.0 billion yen that we set with a deadline of the fiscal year ending June 30, 2026, our consolidated net sales forecast for the current year is 4.5 billion yen. We will aim to achieve the remaining 500 million yen through M&A and the creation of new businesses in areas peripheral to the CLOMO Business.



- **Expansion of the CLOMO Business**

Further increase sales by promoting the expansion of the customer base through OEM provision to NTT DOCOMO Group and by improving ARPU through the expansion of optional services.

- **Creation of new businesses**

We aim to enter new areas, targeting a wide range of fields, including IT. In addition to utilizing external resources such as M&A, we are aiming to commercialize ideas generated in-house, and set up a specialist department in July 2024.

- **Promotion of the Investment Business**

We will continue to move forward with startup investments through the Group's CVC fund (around 1.0 billion yen).

# Handling of this document

- This document contains outlooks, future plans, and management objectives related to the Company. These outlooks are based on current assumptions on future events and trends, and there is no guarantee that these assumptions are accurate.  
Owing to various factors, actual results may differ materially from those indicated in this document.
- Unless otherwise stated, the financial data provided in this document is presented in accordance with generally accepted accounting principles in Japan.
- The Company does not necessarily revise any statements on future outlooks which have already been made, regardless of future events, except as required by the Disclosure Rules.
- Information about other companies is based on publicly known information.