

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

May 13, 2026

i Cubed Systems, Inc.

TSE Growth : 4495

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### Disclaimer

This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

# 1. Summary

# Summary of 3Q of FY6/26

The positive year-on-year impact from the consolidation of a subsidiary<sup>(1)</sup> diminished in the third quarter. Net sales increased steadily, driven by business expansion. As investments are planned to be concentrated toward the end of the fiscal year, operating income and net income for the third quarter increased significantly year on year.



Note:  
1. The income statement of OneBe, Inc., which became a subsidiary in January 2025 (deemed acquisition date: December 31, 2024), has been included in the scope of consolidation since the third quarter of the previous fiscal year. As a result, because OneBe, Inc.'s financial results were not included in the corresponding period of the previous fiscal year through the second quarter of the current fiscal year, year-on-year comparisons had been positively impacted; however, in the third quarter, as its results are also included in the corresponding period of the previous fiscal year, this impact has diminished.

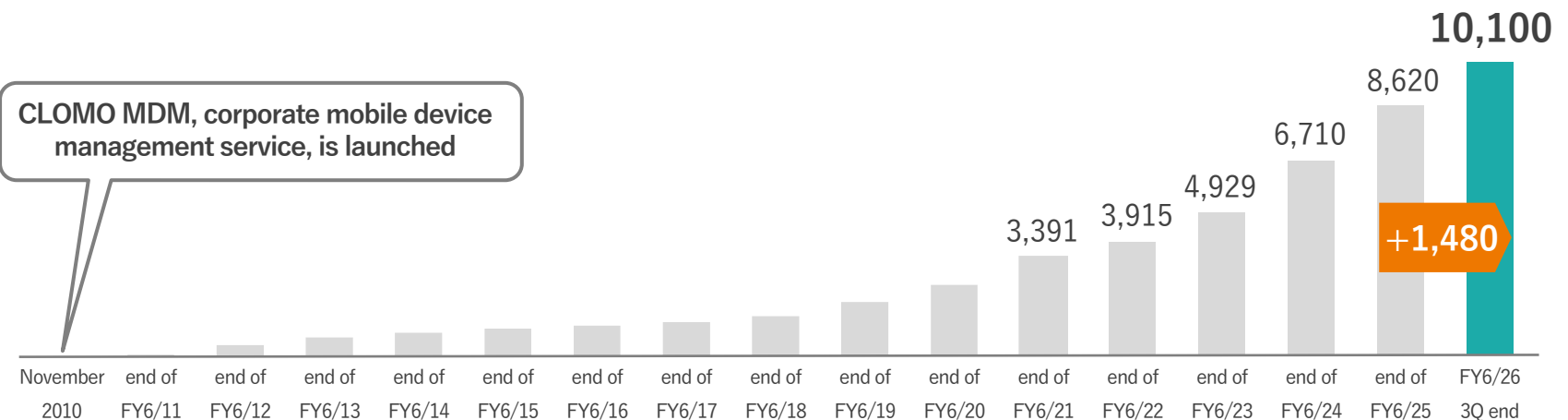
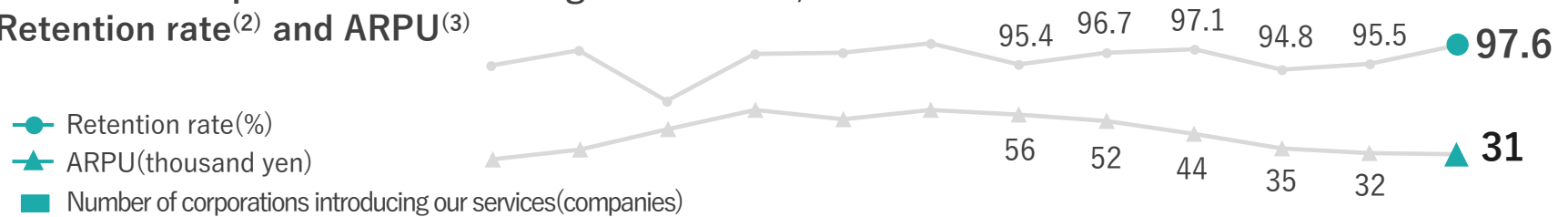
## **2. Financial Results for 3rd Quarter of Fiscal Year ending June 30, 2026**

**– Non-consolidated –**

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

Driven by increased demand through OEM channels<sup>(1)</sup>, the number of corporate customers adopting our services exceeded 10,000. Due to the time lag between order receipt and the commencement of billing, orders received in the third quarter are expected to contribute to the fourth quarter, and the number of corporate customers is projected to continue increasing at a similar pace.

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



Notes :

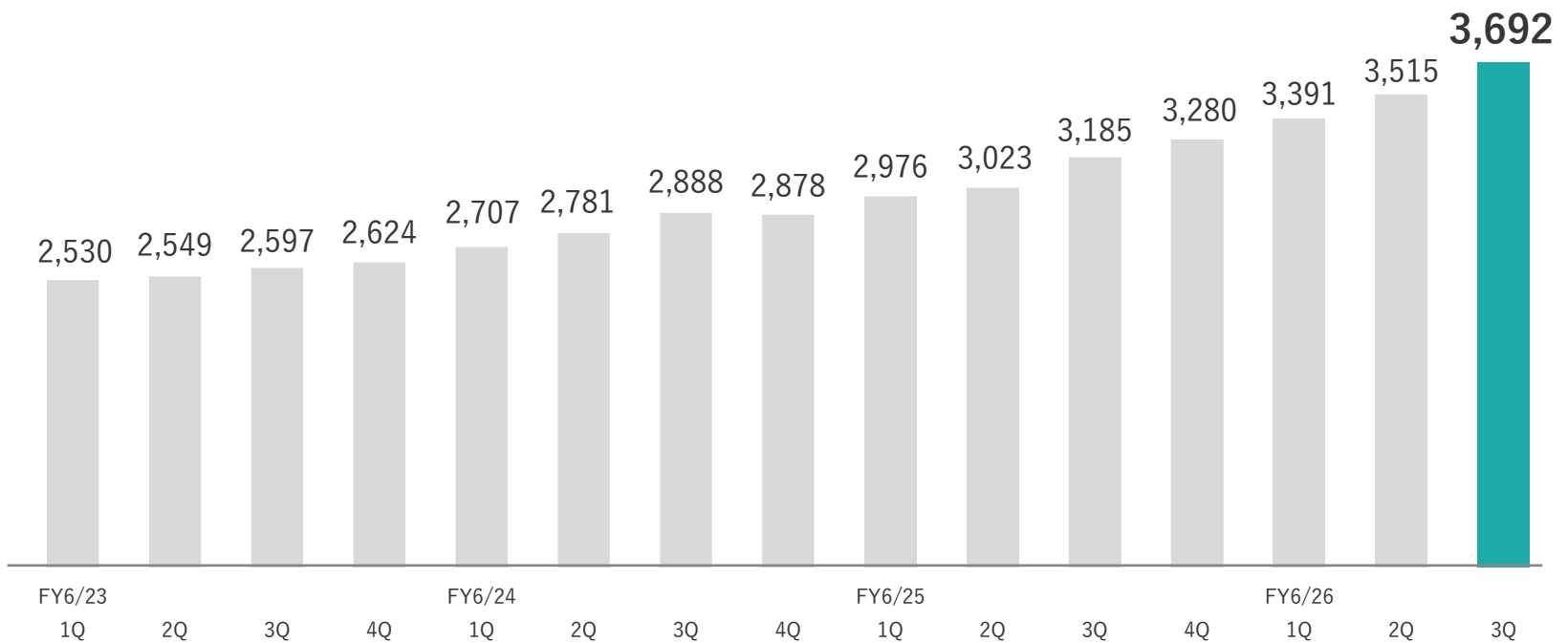
1. Following the renewal of MDM services provided by NTT DOCOMO Group (the “old service”), the migration of contracts to “Anshin Manager NEXT,” which the Company provides on an OEM basis, is progressing. The NTT DOCOMO Group has terminated the provision of the old service in March 2026.
2. ARPU: Average 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 steadily by 15.9% year on year, driven by the acquisition of new customers through OEM channels, as well as the introduction of additional licenses associated with expanded mobile device utilization among existing customers.

## ARR trends as of the end of each quarter

(millions of yen)



Note :

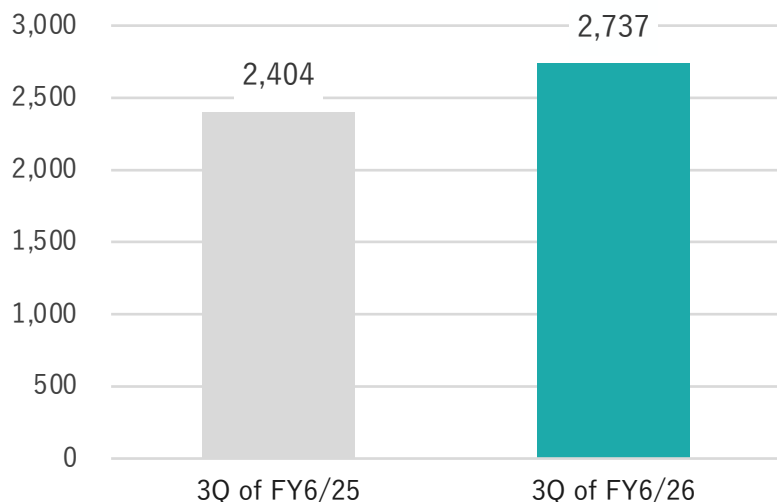
1. ARR: Annual Recurring Revenue. Calculated by multiplying the MRR for each month by 12, where MRR is the sum of the monthly fees for corporations deploying our services as of the end of the targeted month, excluding temporary costs.

# Cumulative non-consolidated net sales/ operating income for 3Q of FY6/26

Against the backdrop of steady trends in business KPIs, net sales increased 13.8% year on year. Operating income increased 30.8% year on year.

## Net sales

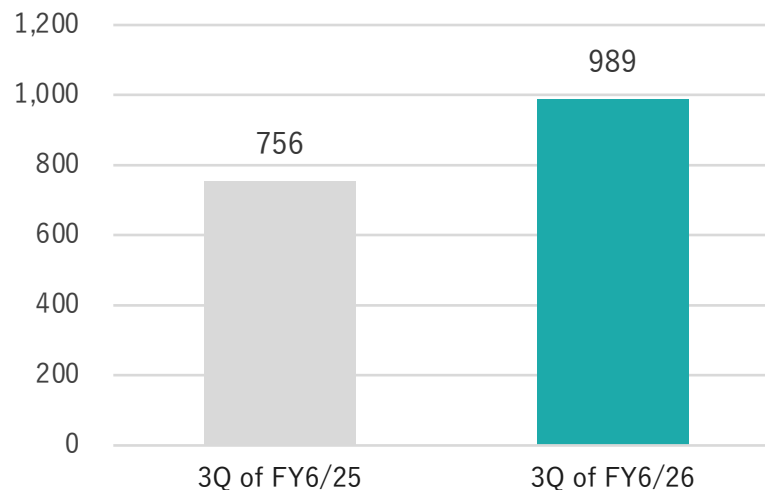
(millions of yen)



3Q of FY6/25	3Q of FY6/26	Year on year
2,404 million yen	2,737 million yen	+13.8% (+332 million yen)

## Operating income

(millions of yen)



3Q of FY6/25	3Q of FY6/26	Year on year
756 million yen	989 million yen	+30.8% (+232 million yen)

## **2. Financial Results for 3rd Quarter of Fiscal Year ending June 30, 2026**

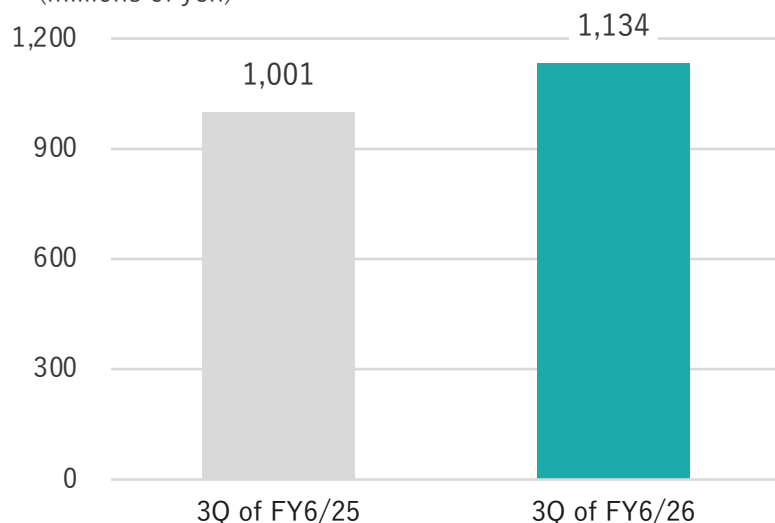
**– Consolidated –**

# Consolidated net sales/ operating income for 3Q of FY6/26

While the year-on-year impact from the first-year consolidation of a subsidiary<sup>(1)</sup> was no longer present in the third quarter, the CLOMO Business grew through the acquisition of new customers via OEM provision and cross-selling to existing customers, resulting in increases in both net sales and operating income year on year.

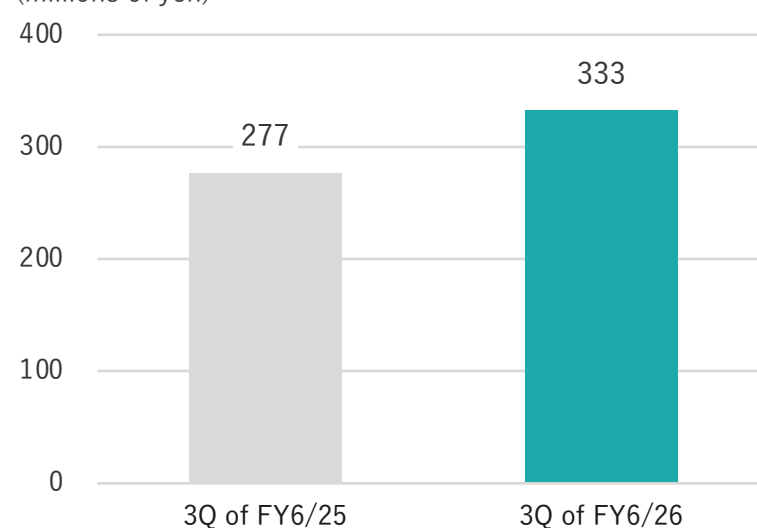
## Net sales

(millions of yen)



## Operating income

(millions of yen)



3Q of FY6/25	3Q of FY6/26	Year on year
1,001 million yen	1,134 million yen	+13.2% (+132 million yen)

3Q of FY6/25	3Q of FY6/26	Year on year
277 million yen	333 million yen	+20.1% (+55 million yen)

Note:

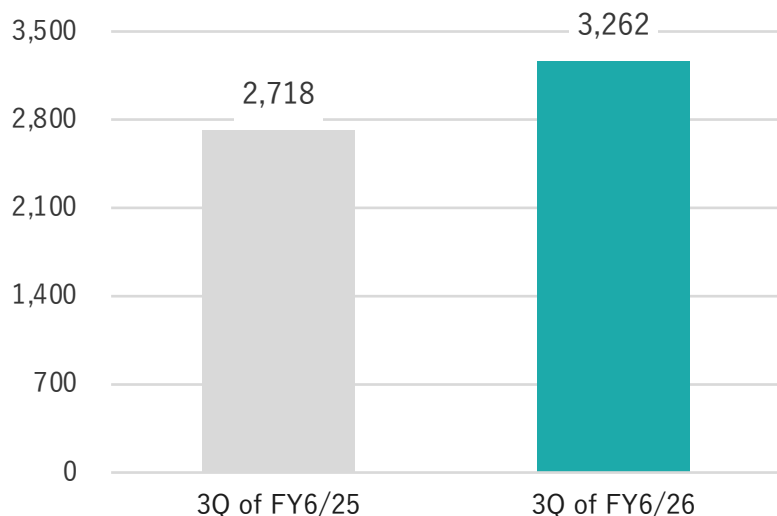
1. The income statement of OneBe, Inc., which became a subsidiary in January 2025 (deemed acquisition date: December 31, 2024), has been included in the scope of consolidation since the third quarter of the previous fiscal year. As a result, because OneBe, Inc.'s financial results were not included in the corresponding period of the previous fiscal year through the second quarter of the current fiscal year, year-on-year comparisons had been positively impacted; however, in the third quarter, as its results are also included in the corresponding period of the previous fiscal year, this impact has diminished.

# Cumulative consolidated net sales/ operating income for 3Q of FY6/26

The rate of progress toward the full-year consolidated earnings forecast is generally in line with plan (net sales: 72.4%; operating income: 91.5%). As expenses related to business investments are scheduled to be recorded mainly in the fourth quarter, the full-year consolidated earnings forecast remains unchanged.

## Net sales

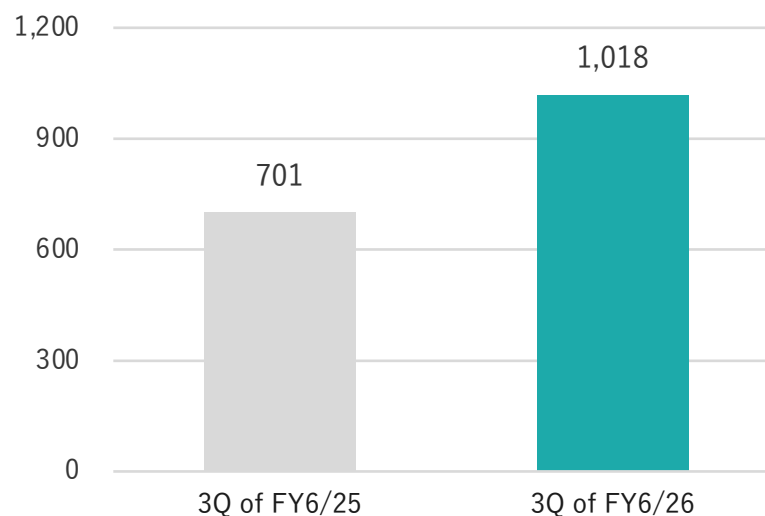
(millions of yen)



3Q of FY6/25	3Q of FY6/26	Year on year
2,718 million yen	3,262 million yen	+20.0% (+543 million yen)

## Operating income

(millions of yen)



3Q of FY6/25	3Q of FY6/26	Year on year
701 million yen	1,018 million yen	+45.1% (+316 million yen)

# Consolidated income statement for 3Q of FY6/26

Against the backdrop of revenue growth, operating income increased 20.1% year on year. Although advertising and promotion expenses increased, depreciation expenses continued to decline year on year due to the impact of the timing of software releases.

(units: millions of yen)	3Q of FY6/25 (Composition rate)	3Q of FY6/26 (Composition rate)	Change(Rate of change)
<b>Net sales</b>	<b>1,001</b> (100.0%)	<b>1,134</b> (100.0%)	<b>+132</b> (+13.2%)
<b>Cost of sales</b>	<b>287</b> (28.7%)	<b>259</b> (22.9%)	<b>△27</b> (△9.6%)
Depreciation expenses	83 (8.4%)	44 (3.9%)	△39 (△47.1%)
Manufacturing costs	81 (8.1%)	92 (8.2%)	+11 (+14.2%)
Others	122 (12.3%)	123 (10.8%)	+0 (+0.2%)
<b>Gross profit</b>	<b>714</b> (71.3%)	<b>874</b> (77.1%)	<b>+160</b> (+22.4%)
<b>Selling, general and administrative expenses</b>	<b>436</b> (43.6%)	<b>540</b> (47.7%)	<b>+104</b> (+23.9%)
Labor expenses, etc.	279 (27.9%)	302 (26.7%)	+23 (+8.3%)
Others	157 (15.7%)	238 (21.0%)	+81 (+51.6%)
<b>Operating income</b>	<b>277</b> (27.7%)	<b>333</b> (29.4%)	<b>+55</b> (+20.1%)
<b>Ordinary profit</b>	<b>266</b> (26.6%)	<b>323</b> (28.6%)	<b>+57</b> (+21.5%)
<b>Profit attributable to owners of parent</b>	<b>161</b> (16.1%)	<b>224</b> (19.8%)	<b>+63</b> (+39.1%)

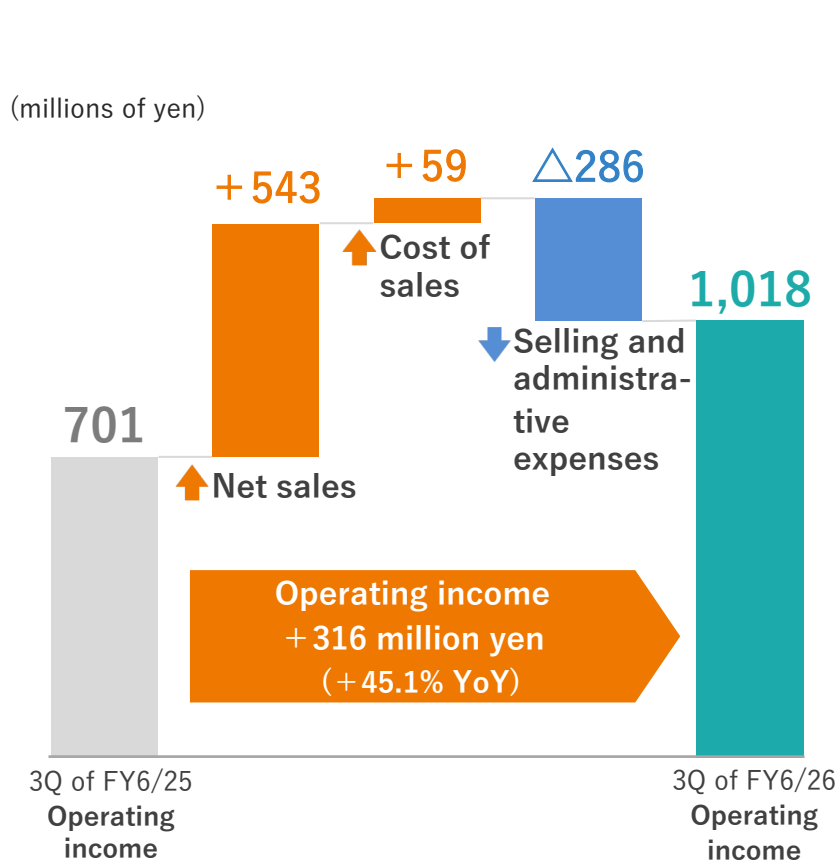
# Cumulative consolidated income statement for 3Q of FY6/26

Driven by revenue growth and a decrease in the cost of sales, the operating margin improved year on year. Although the Company is continuing to invest in the business, including headcount expansion and advertising and promotion, expenses are expected to be concentrated in the fourth quarter.

(units: millions of yen)	3Q of FY6/25 (Composition rate)	3Q of FY6/26 (Composition rate)	Change(Rate of change)
<b>Net sales</b>	<b>2,718</b> (100.0%)	<b>3,262</b> (100.0%)	<b>+543</b> (+20.0%)
<b>Cost of sales</b>	<b>780</b> (28.7%)	<b>721</b> (22.1%)	<b>△59</b> (△7.6%)
Depreciation expenses	235 (8.6%)	146 (4.5%)	△88 (△37.5%)
Manufacturing costs	250 (9.2%)	271 (8.3%)	+20 (+8.2%)
Others	295 (10.9%)	303 (9.3%)	+8 (+2.8%)
<b>Gross profit</b>	<b>1,937</b> (71.3%)	<b>2,541</b> (77.9%)	<b>+603</b> (+31.1%)
<b>Selling, general and administrative expenses</b>	<b>1,235</b> (45.5%)	<b>1,522</b> (46.7%)	<b>+286</b> (+23.2%)
Labor expenses, etc.	771 (28.4%)	892 (27.4%)	+121 (+15.7%)
Others	464 (17.1%)	629 (19.3%)	+165 (+35.7%)
<b>Operating income</b>	<b>701</b> (25.8%)	<b>1,018</b> (31.2%)	<b>+316</b> (+45.1%)
<b>Ordinary profit</b>	<b>688</b> (25.3%)	<b>1,012</b> (31.0%)	<b>+323</b> (+46.9%)
<b>Profit attributable to owners of parent</b>	<b>441</b> (16.3%)	<b>657</b> (20.1%)	<b>+215</b> (+48.7%)

# Factors behind changes in consolidated operating income

Despite increases in expenses, mainly personnel expenses and amortization of goodwill, operating income increased significantly by 45.1% year on year, driven by growth in sales in the CLOMO Business and the expectation that a portion of expenses will be recorded in the fourth quarter.



## ↑ Increase in net sales (+543)

- 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 (+59)

- 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 (△286)

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

# Balance sheet for 3Q 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 64.0%.

(units: millions of yen)	FY6/25	3Q of FY6/26	Change
<b>Current assets</b>	<b>2,982</b>	<b>3,222</b>	<b>+240</b>
Cash and deposits	2,225	2,414	+188
Receivables	418	487	+68
Operational investment securities	216	224	+8
<b>Fixed assets</b>	<b>1,456</b>	<b>1,456</b>	<b>+0</b>
Software	182	123	△58
Software in progress	72	184	+111
<b>Total assets</b>	<b>4,438</b>	<b>4,679</b>	<b>+240</b>
<b>Current Liabilities</b>	<b>1,487</b>	<b>1,269</b>	<b>△217</b>
Contract liabilities	825	661	△164
<b>Fixed liabilities</b>	<b>90</b>	<b>81</b>	<b>△8</b>
<b>Total liabilities</b>	<b>1,577</b>	<b>1,351</b>	<b>△226</b>
<b>Total net assets</b>	<b>2,860</b>	<b>3,328</b>	<b>+467</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 f iscal year-end
≥ 300 shares	Digital gift vouchers 5,000 yen in value	

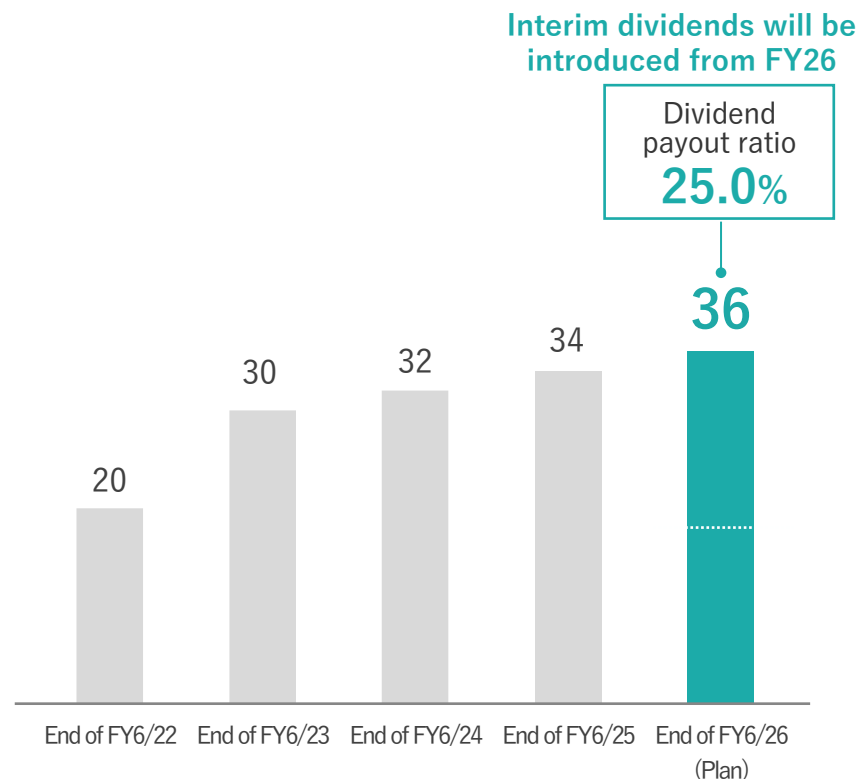
The following operators are expected to permit exchanges:

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)



# 3. 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 March 2026.

# 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**

# 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**

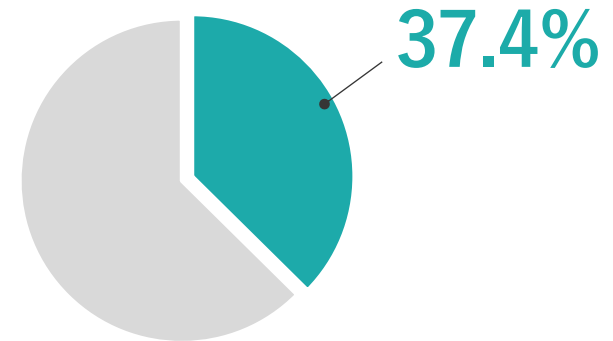
Devices lent to children in classrooms  
Devices for reservations, inventory control, and payment at stores that have customer interaction

- **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

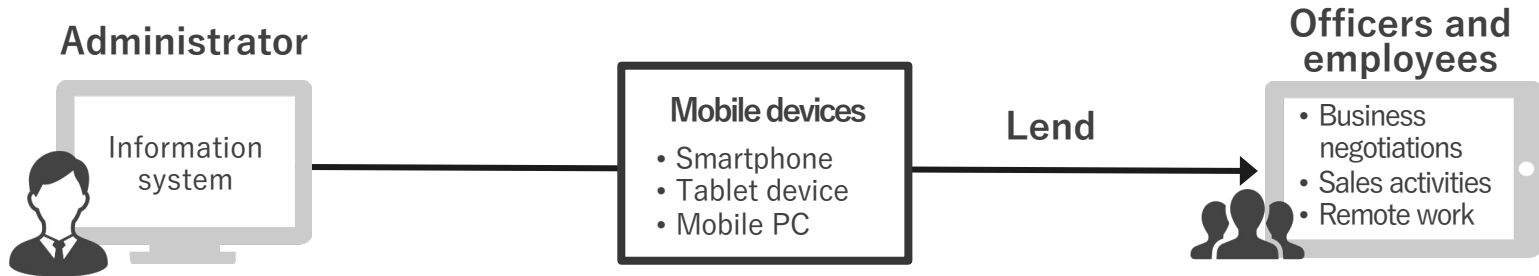




The most common security incident experienced by companies over the past year was loss or theft of data or information equipment by employees at 37.4%

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”
<p><b>Management</b></p> <p>Basic functions for smooth management</p>		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
<p><b>Utilization</b></p> <p>In combination with MDM, ensure both safety and convenience</p>		Efficiently assess the utilization status	Efficiently use business software	Provide apps that meet security requirements
<p><b>【Browser / Mailer / Calendar / Contacts / Docs】</b></p>				

# 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

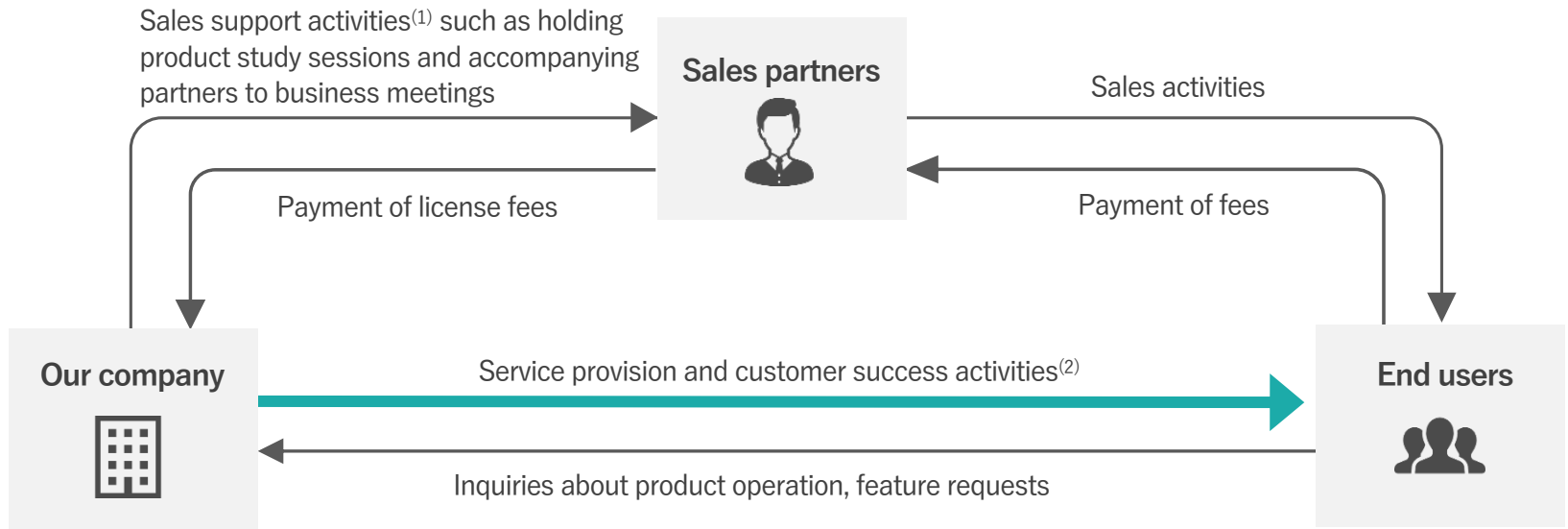
### Remote operation services



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.

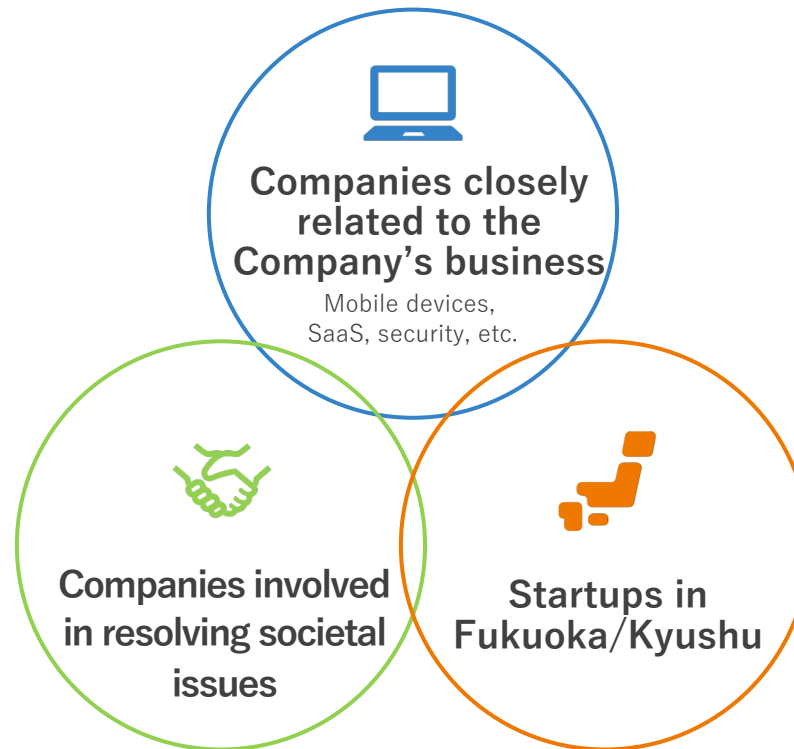


Notes:  
1. In addition to sales support activities for sales partners, we carry out marketing activities targeting potential customers, mainly through case study ads and participation in seminars and events.  
2. Our customer success activities include providing support for customer inquiries, conducting 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



# 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

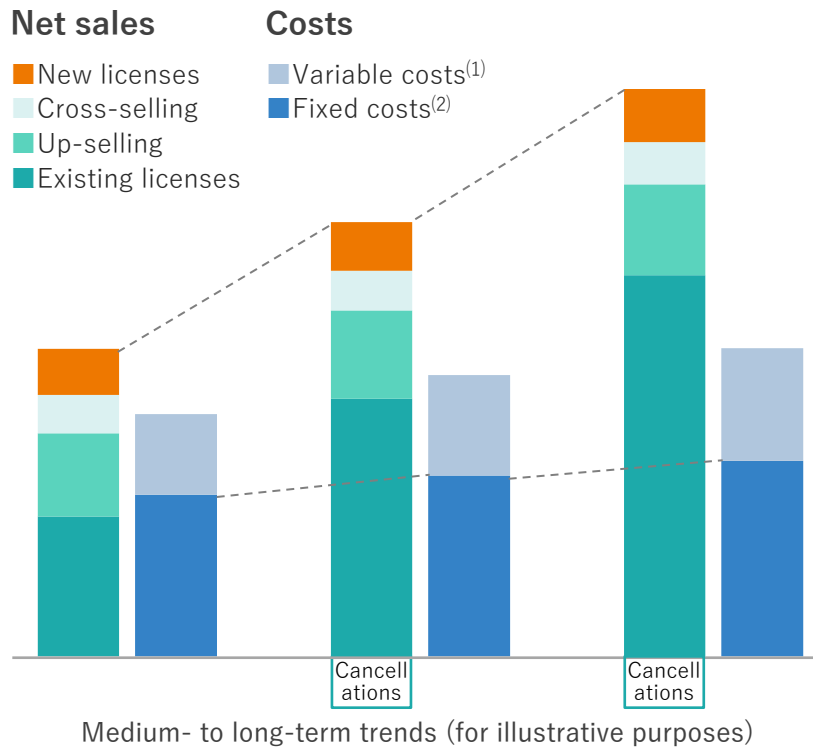
## 1 Competitive advantage of CLOMO Business

# 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

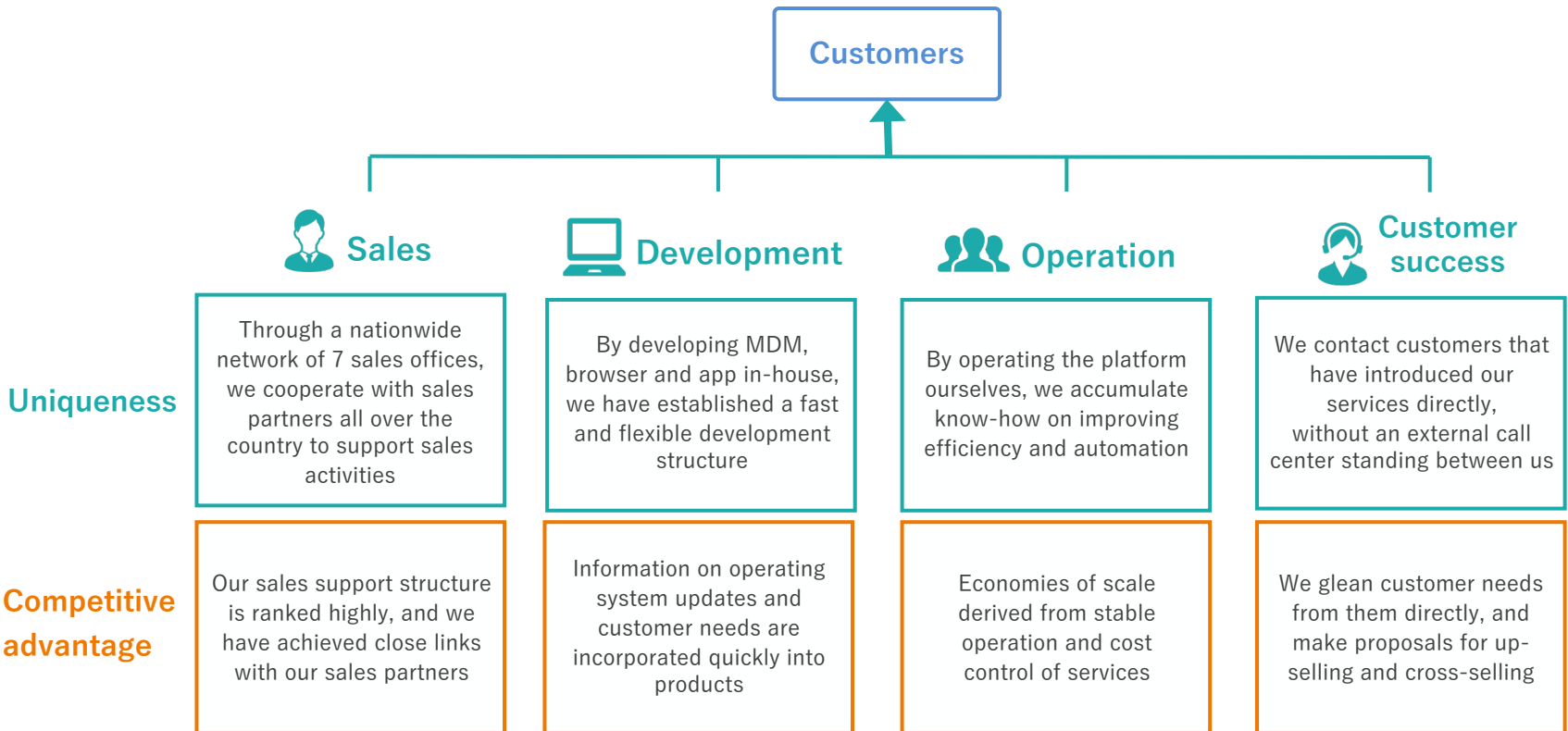
- Variable costs**  
Utilize new technology to control increases in operating costs for servers, etc. following expansion in scale of business
- Fixed costs**  
Furthermore, sales costs are controlled by means of marketing activities led by distributors, so that locations need to be opened only in core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

1 Competitive advantage of CLOMO Business

# 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.

## 2 Management resources (non-consolidated)

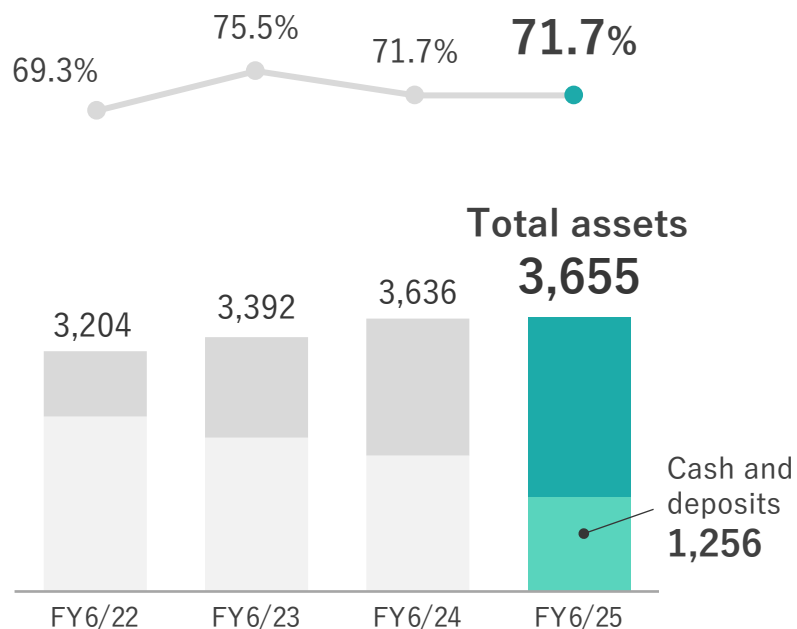
# Stable financial base

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

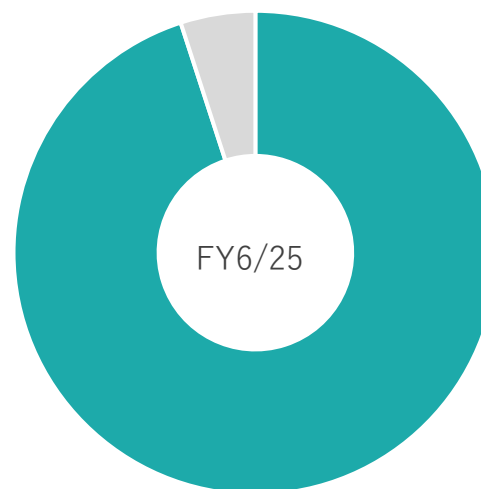
(millions of yen)

● Equity ratio ■ Other assets ■ Cash and deposits



### Ratio of revenue from stock business

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



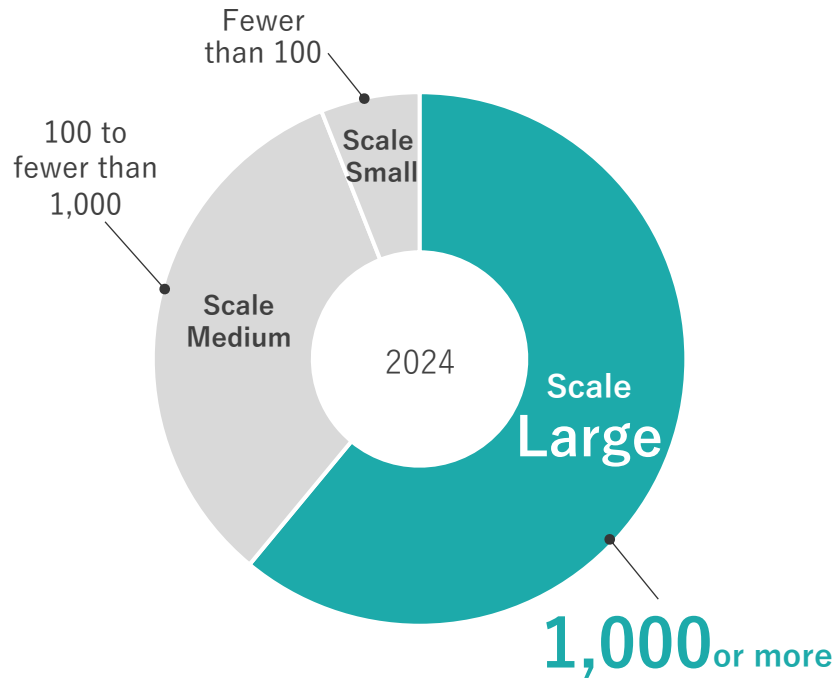
■ Revenue from stock business  
■ Revenue from flow business

2 Management resources (non-consolidated)

# Strong customer base

More than 10,000 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



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



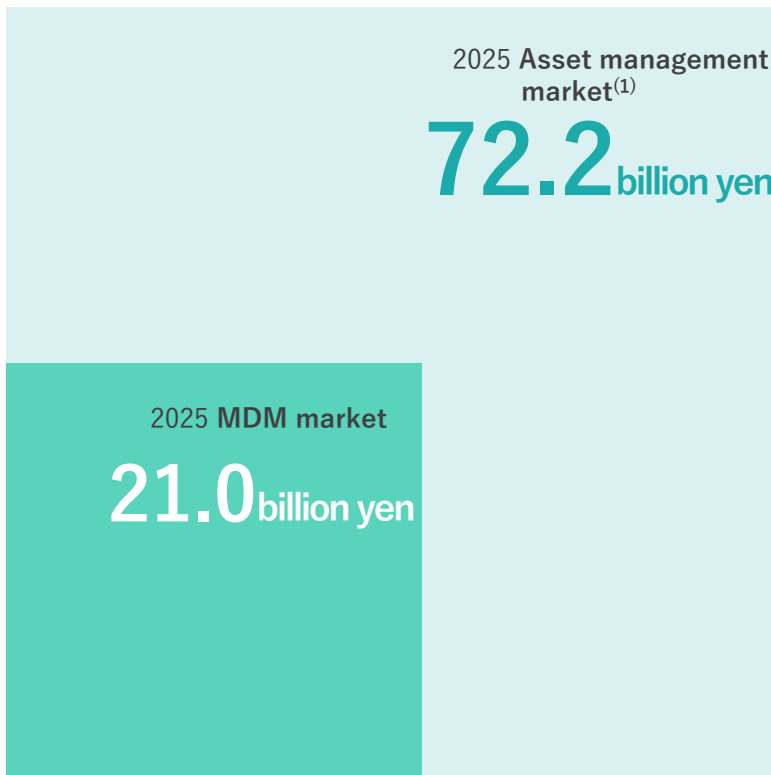
#### Notes:

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

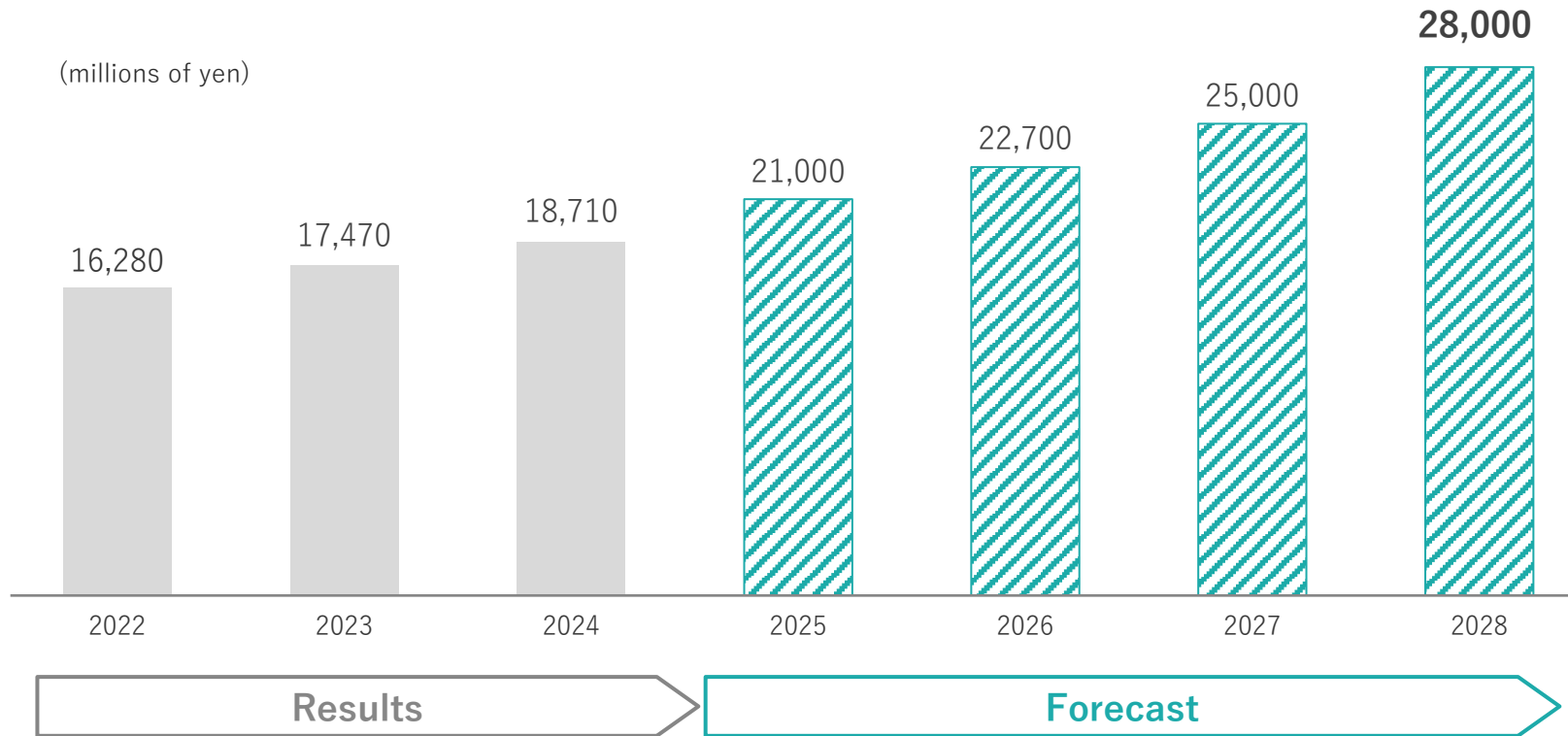
- Switch to smartphones accelerating ahead of decommissioning of 3G increase opportunity to introduce MDM.
- DX leading to increase in deployments of mobile devices at medical, manufacturing, and logistics sites, resulting in expansion of devices to be managed
- Shift to SaaS for PC asset management 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



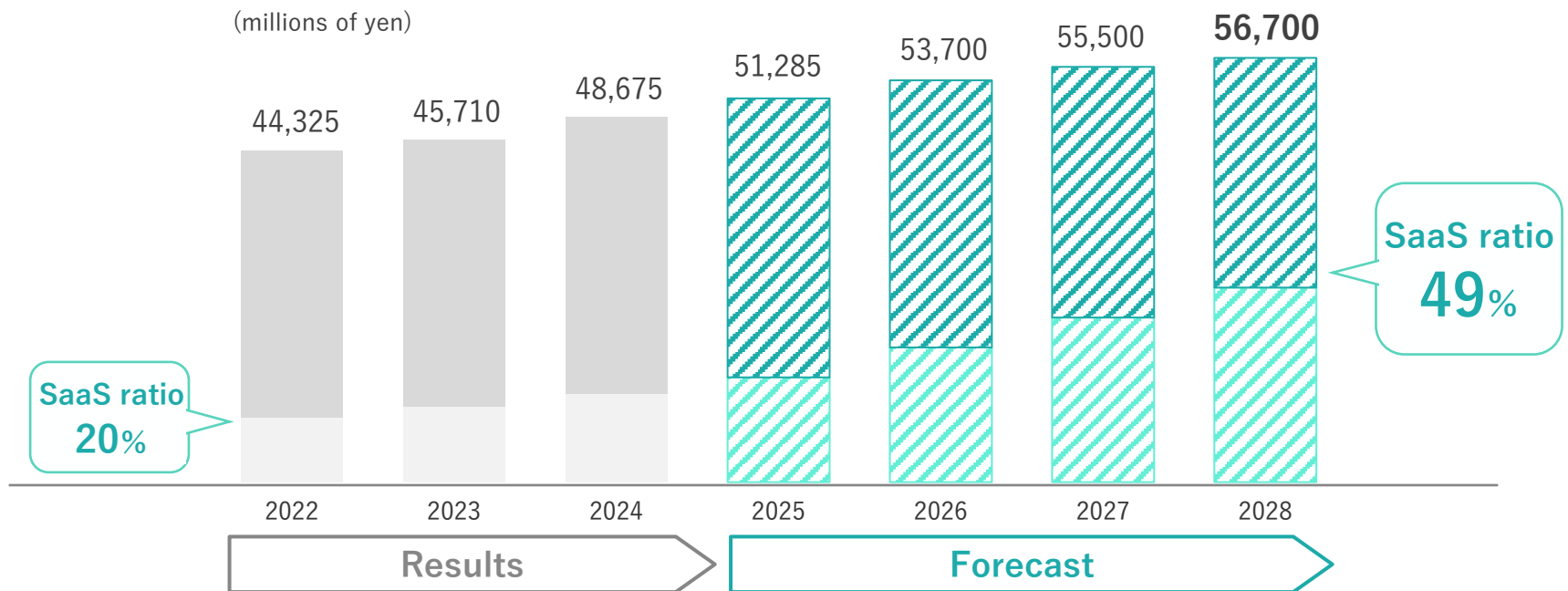
Source: Deloitte Tohmatsu MIC Research Institute Co., Ltd.

" 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.

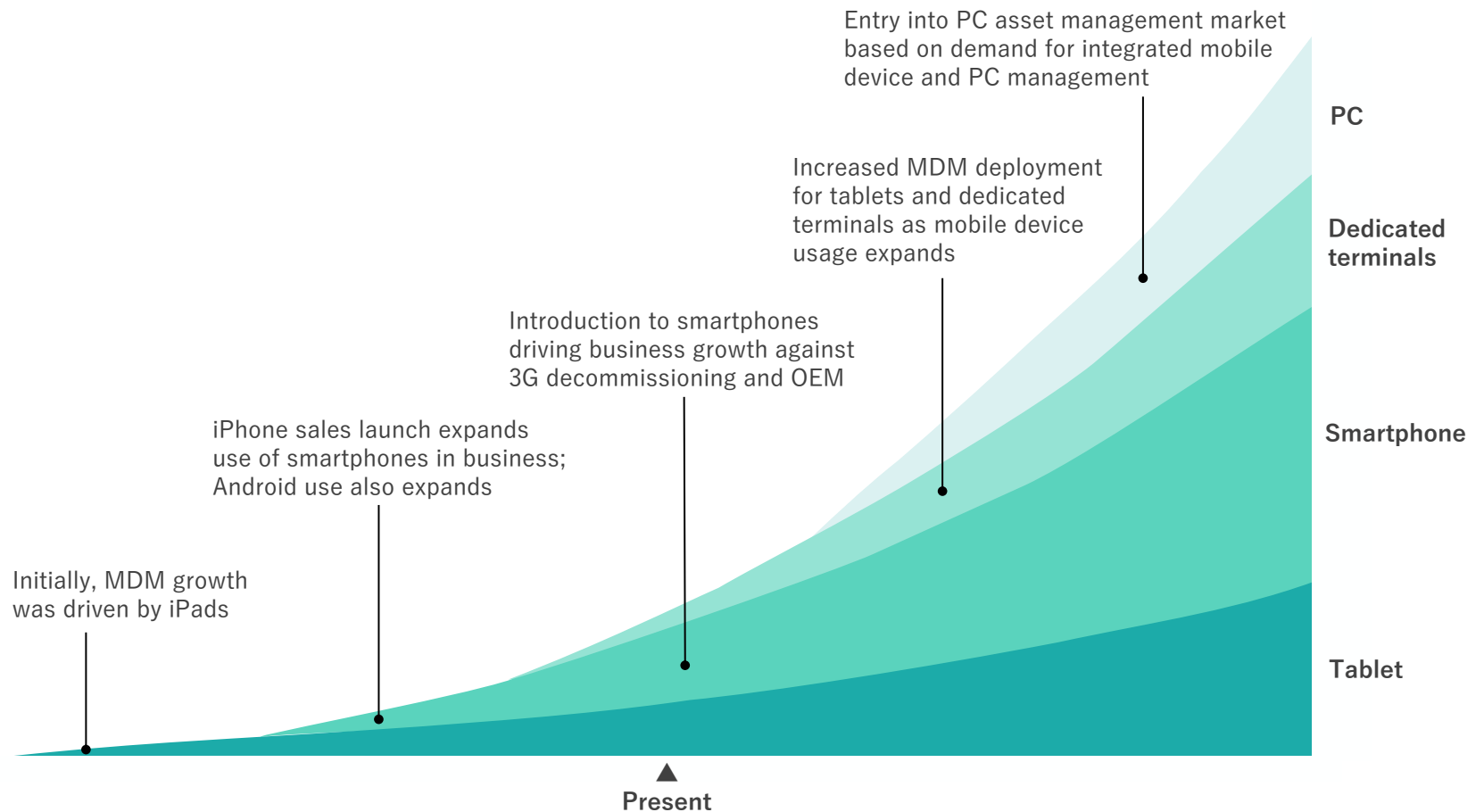
SaaS ratio is expected to grow to **49%** by 2028



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

# Sales growth image of CLOMO business

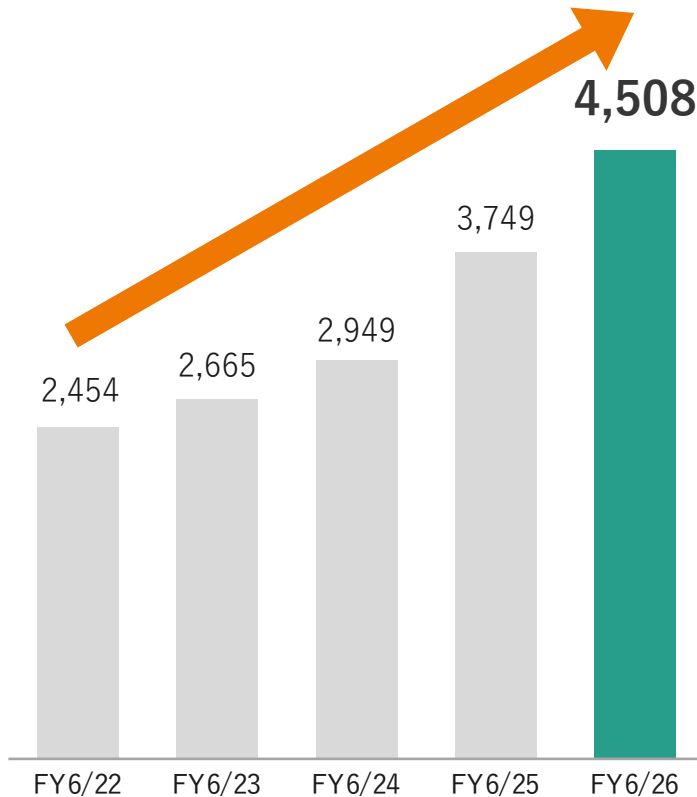
Our business has been growing steadily up to now as business use of smartphones has expanded. We expect further business growth as the market expands to include new devices to be managed.



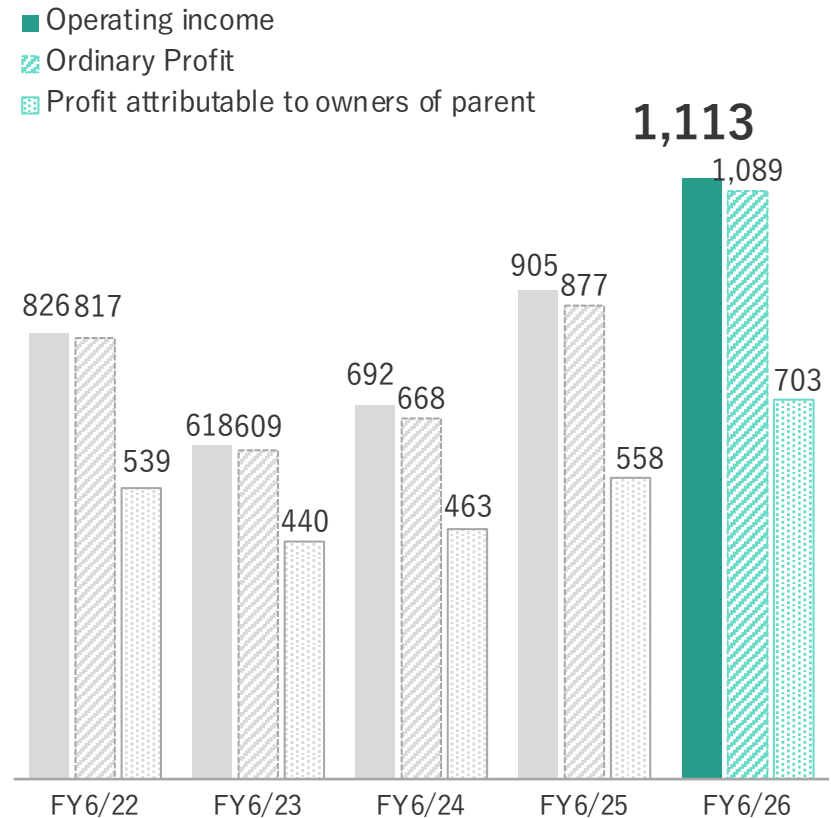
# Forecast of consolidated financial results for FY6/26

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)

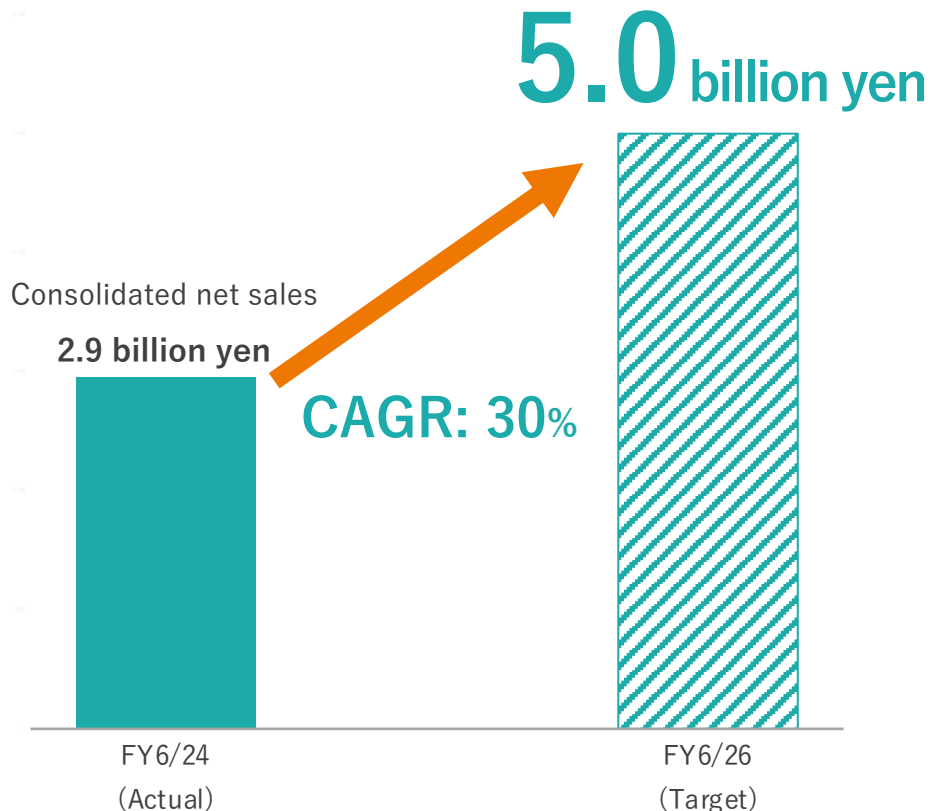


## Change in profits (millions of yen)



# 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.