

Cybozu, Inc.

**Financial Results Presentation for Q2 of the
Fiscal Year Ending December 31, 2025**

Aug 8, 2025

Cybozu, Inc.

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Financial Highlights in FY2025 Q2

Consolidated sales

JPY **17,899** million

Cloud consolidated sales

JPY **16,489** million

Kintone consolidated sales

JPY **10,281** million

Consolidated sales
growth rate

27.1 %

Consolidated Cloud sales
growth rate

92.1 %

Kintone consolidated sales
growth rate

36.4 %

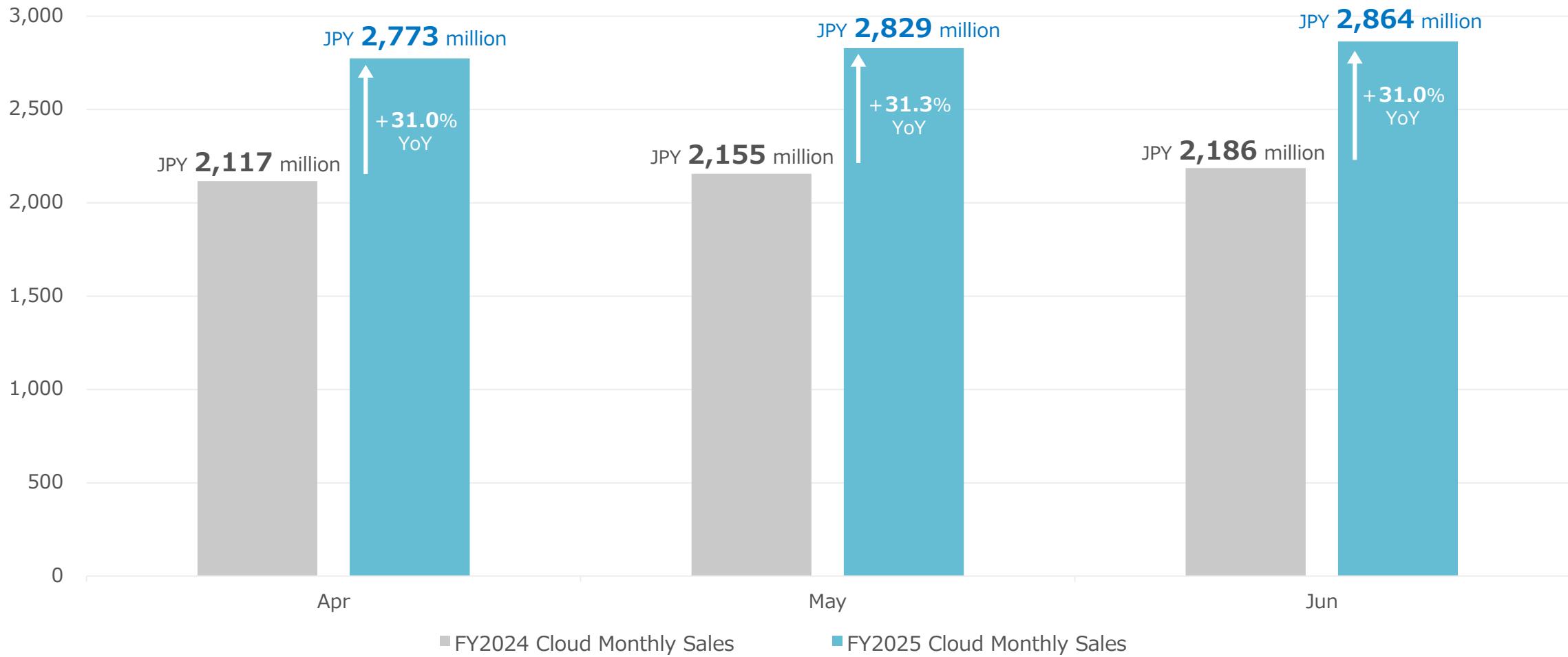
Detailed Consolidated Financial Results in FY2025 Q2

Consolidated PL (Unit: Million JPY)	Fiscal year ended December 31, 2024	Fiscal year ending December 31, 2025	YoY	
	Q2 (Actuals)	Q2 (Actuals)		
Net sales	14,087	17,899	+3,812	+27.1%
Cost of sales	1,329	1,639	+310	+23.4%
Labor costs	4,697	4,940	+242	+5.2%
Advertising expenses	2,417	2,565	+148	+6.1%
R&D expenses	582	704	+121	+20.9%
Others	2,811	2,885	+73	+2.6%
Operating profit	2,247	5,163	+2,915	+129.7%

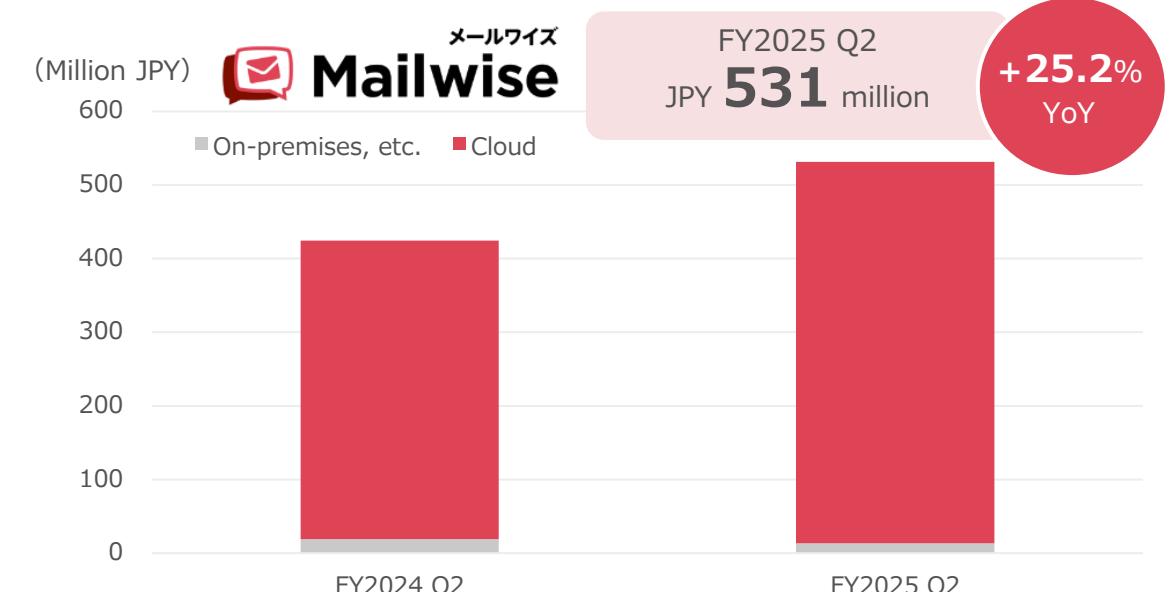
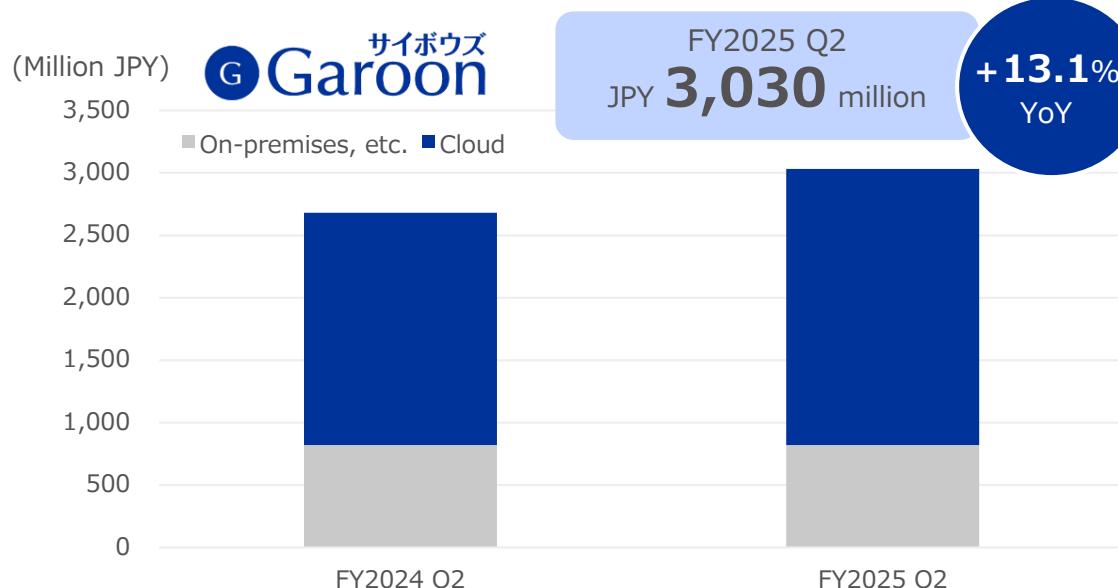
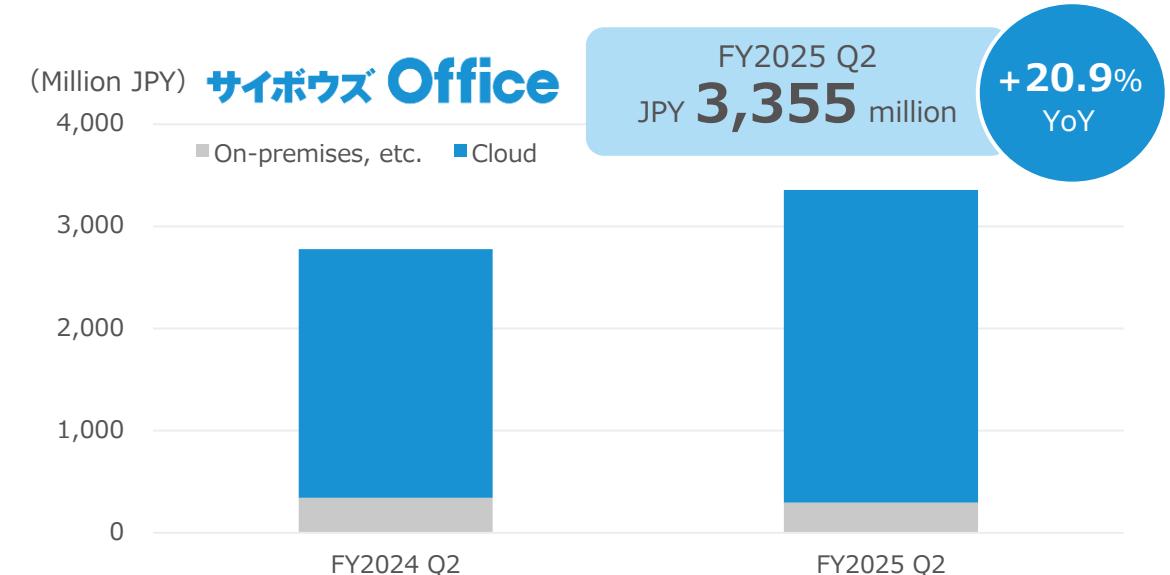
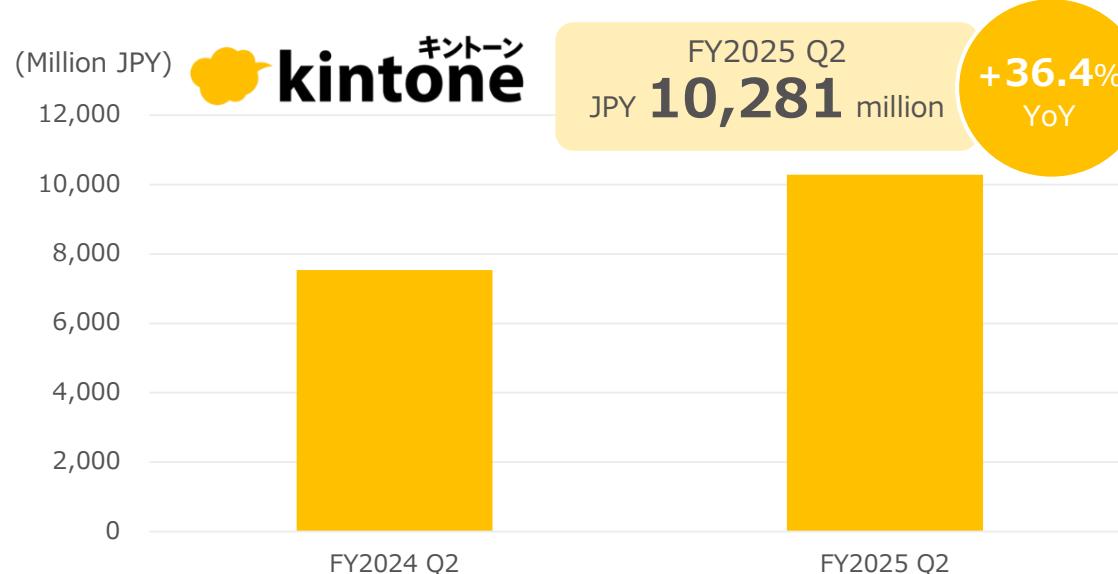
Cloud Monthly Sales in FY2025 Q2

(Million JPY)

3,500



Consolidated Sales by Product in FY2025 Q2



FY2025 Forecasts

FY2025 Forecasts (Revised June 25, 2025)

Consolidated Financials (Unit: Million JPY)	Fiscal year ended December 31, 2024 (Actuals)	Fiscal year ending December 31, 2025 (Forecasts)	YoY	
Net sales	29,675	37,202	+7,526	+25.4%
Operating profit	4,892	9,051	+4,158	+85.0%
Ordinary profit	5,335	9,032	+3,696	+69.3%
Current net profit	3,555	6,280	+2,724	+76.6%
Net profit per share	JPY 74.99	JPY 135.82	+JPY 60.83	+81.1%
Dividend per share	JPY 30.00	JPY 40.00	+JPY 10.00	+33.3%



Appendix

Company Overview

Company Overview



Cybozu, Inc.

Tokyo Stock Exchange, Prime Section
(Securities Code 4776)

Established in 1997

by three people in Matsuyama City,
Ehime Prefecture

Head Office Location

27th Floor, Tokyo Nihombashi Tower,
2-7-1 Nihombashi, Chuo-ku,
Tokyo, Japan

Offices in Japan

Tokyo, Osaka, Matsuyama, Nagoya,
Fukuoka, Hiroshima, Sendai,
Sapporo, Yokohama, Naha

Overseas Offices

Shanghai, Shenzhen, Chengdu,
Taipei, Ho Chi Minh City,
San Francisco, Sydney, Bangkok,
Kuala Lumpur, and others

Business Description

Develop, sell, and operate
groupware

Capital Stock

JPY **613** million

Employee Headcount

Consolidated

1,321
employees

* Open-ended contract (permanent)
employees only (executives and
auditors not included)

Average Age of Employees

35.8 years

* As at end of December 31, 2024

Our Reason for Existing
Purpose

Build a society brimming with teamwork

Culture

1. Embrace a common vision

Create a common vision that resonates with all members and guides their actions

2. Elevate individuality

Embrace individual differences and tap into each other's strengths

3. Express yourself openly & transparently

Build a foundation for open trust



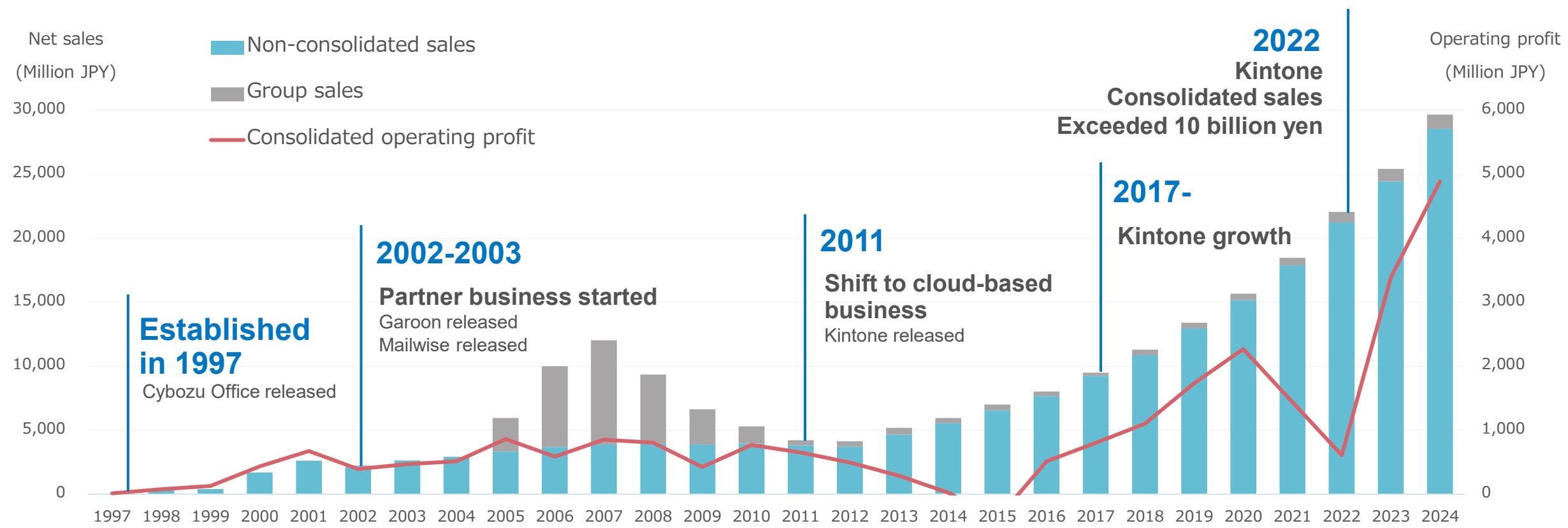
4. Exercise autonomy

Each and every individual should proactively engage in efforts to build a better team

5. Engage in dialogue & discussion

Strive to understand the assumptions behind each other's ideas, then discuss to reach a decision

Chronology of Cybozu



Start up stage

Sales network development and M&A stage

Cloud transition stage

Kintone growth stage

サイボウズ Office

サイボウズ
Garoon

メールワイズ
Mailwise

kintone キントーン

cybozu