

Q3 FY01/26 Results

NEOJAPAN

PRIME Section, Tokyo Stock Exchange
Ticker:3921

December 11, 2025





NEOJAPAN

Development and sales of software including desknet's NEO

DELCUI

California, United States
Local market research /
Software development etc.

Pro-SPIRE

System integration business

NEOTHAI ASIA

Bangkok, Thailand
Packaged software sales /
Cloud service provision

NEOREKA ASIA

Kuala Lumpur, Malaysia
Packaged software sales /
Cloud service provision

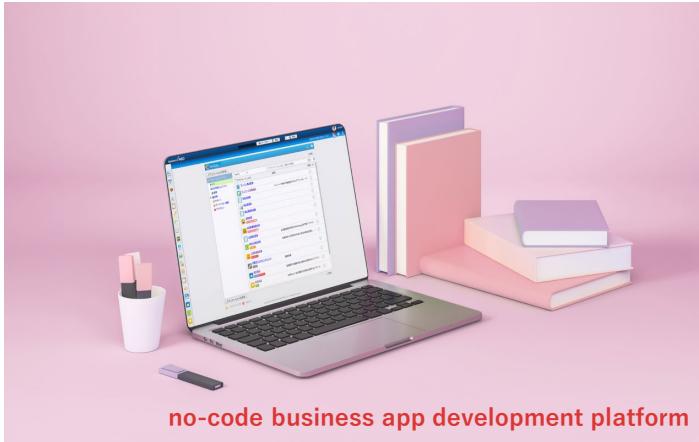
NEOPHTech

Metro Manila, Philippines
Packaged software sales /
Cloud service provision

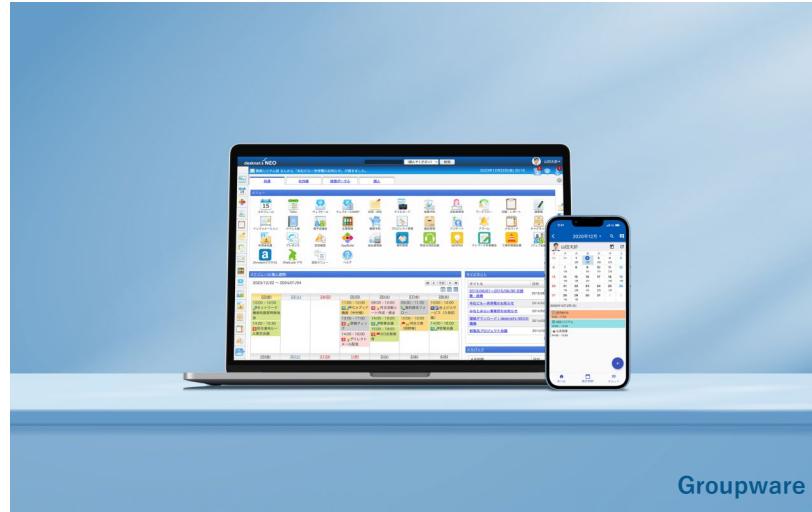
- Given that DELCUI's importance as an outsourced development partner for NEOJAPAN is expected to increase in the near term, we moved DELCUI from the Overseas Business to the Software Business segment as of this first quarter. As a result, starting in FY01/25 1Q, DELCUI's results have been included in the Software Business segment.

Main Products

NEOJAPAN



AppSuite:
Makes it easy for anyone to migrate
work done using paper, email, or Excel
to Web apps.



desknet's NEO:
An all-in-one platform to support digital
transformation (DX) in any organization and to
strengthen business efforts.

Groupware:
Own collaborative communication tool for enterprises



ChatLuck:
Business chat suitable for large-scale
on-premises adoption, with a focus on
security.

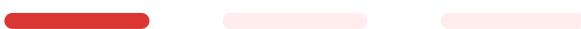
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I

Q3 FY01/26 Business Results

II

Consolidated Financial Results Forecast for FY01/26



Revisions to FY01/26 Full-year Forecasts ⁽¹⁾

NEOJAPAN

Forecasts of business results will be revised as shown below. Net sales and profits are expected to exceed the previous forecast due mainly to strong sales in the high-profit-margin Software Business and lower than anticipated SG&A expenses.

(JPY mn)	Q3 FY01/26 cumulative	Previous forecast	Revised forecast	Change	Change (%)
Net sales	6,088	8,048	8,219	+170	+2.1%
Gross profit	3,483	-	-	-	-
Gross profit margin	57.2%	-	-	-	-
Operating profit	1,885	2,106	2,431	+325	+15.5%
Operating profit margin	31.0%	-	-	-	-
Ordinary profit	1,967	2,166	2,533	+366	+16.9%
Profit attributable to owners of parent	1,352	1,462	1,746	+284	+19.5%

1. The revised forecasts of consolidated business results will apply hereinafter.

Net sales

JPY **6,088** million

Proceeding better than planned

YoY:
+15.2%



Operating profit

JPY **1,885** million

Up sharply exceeding plans

YoY:
+36.7%



Profit attributable to owners of parent

JPY **1,352** million

Up sharply exceeding plans

YoY:
+37.5%



Net sales trending ahead of initial plans

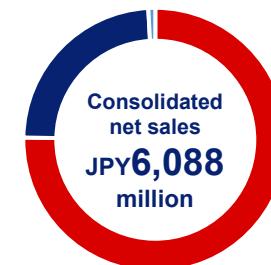
Software Business sales are proceeding better than initial plans. System Development Service Business sales have been recovering since June.

Full-year results forecast revised upward

Revised upward due to positive performance in the high-margin Software Business and lower than planned SG&A expenses.

Year-end dividend forecast revised upward

Year-end dividend forecast revised from 21 yen to 29 yen in response to strong results, for a total annual dividend of 50 yen.



NEOJAPAN

Software
Business

PRO-SPIRE
System
Development
Service Business



The Software Business drives Group sales and profit. This document focuses mainly on the Software Business.

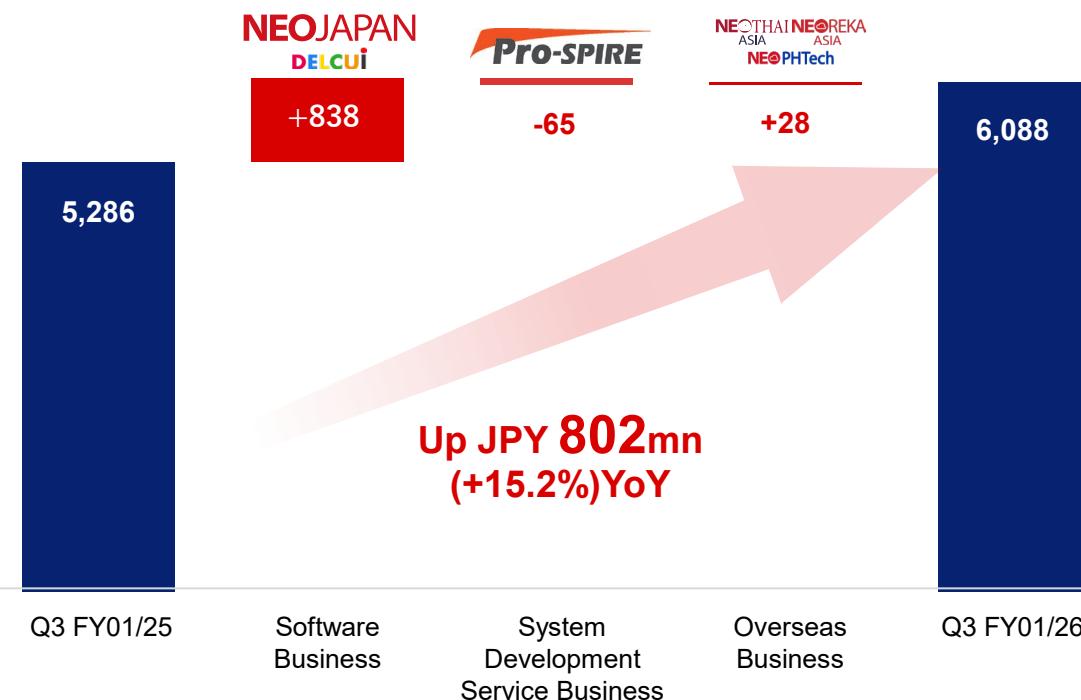
Consolidated Financial Results

NEOJAPAN

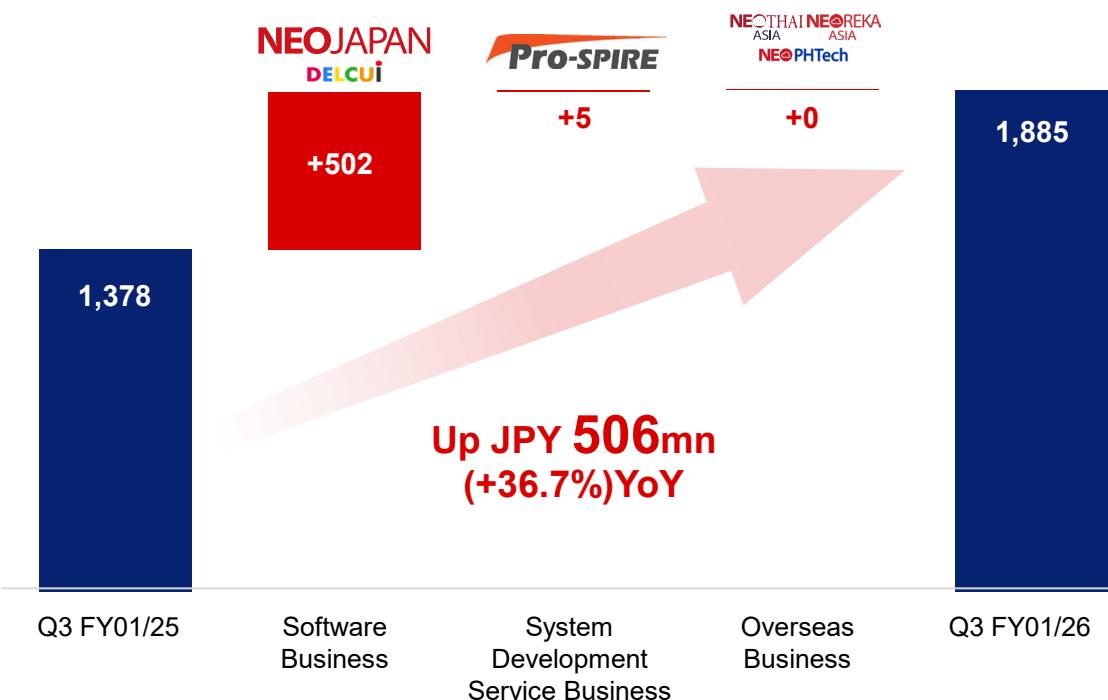
(JPY mn)	Q3 FY01/25 results	Q3 FY01/26 results	YoY change(%)	FY01/26 Full-year forecast	vs. Full-year forecast
Net Sales	5,286	6,088	+15.2%	8,219	74.1%
Gross profit	2,940	3,483	+18.5%	-	-
Gross profit margin	55.6%	57.2%	-	-	-
Operating profit	1,378	1,885	+36.7%	2,431	77.5%
Operating profit margin	26.1%	31.0%	-	-	-
Ordinary profit	1,456	1,967	+35.1%	2,533	77.7%
Profit attributable to owners of parent	983	1,352	+37.5%	1,746	77.4%

Continued significant YoY sales and profit growth driven by the software business

Net Sales



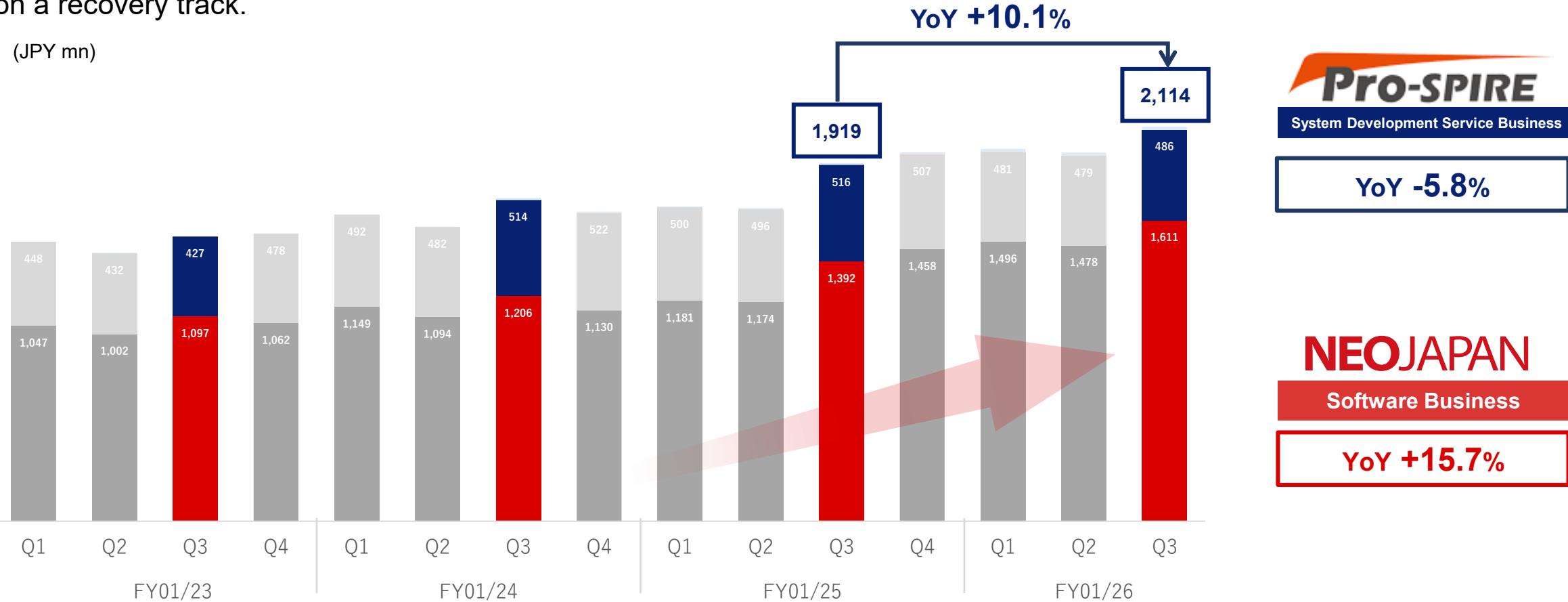
Operating Profit



- Given that DELCUI's importance as an outsourced development partner for NEOJAPAN is expected to increase in the near term, we moved DELCUI from the Overseas Business to the Software Business segment as of this first quarter. As a result, starting in FY01/25 1Q, DELCUI's results have been included in the Software Business segment.

Record quarterly net sales

Software business grew 15.7% YoY, driving overall performance. While system development services saw a YoY decline in revenue, the impact of prolonged contract development projects that occurred in Q1 has subsided, and sales are now on a recovery track.

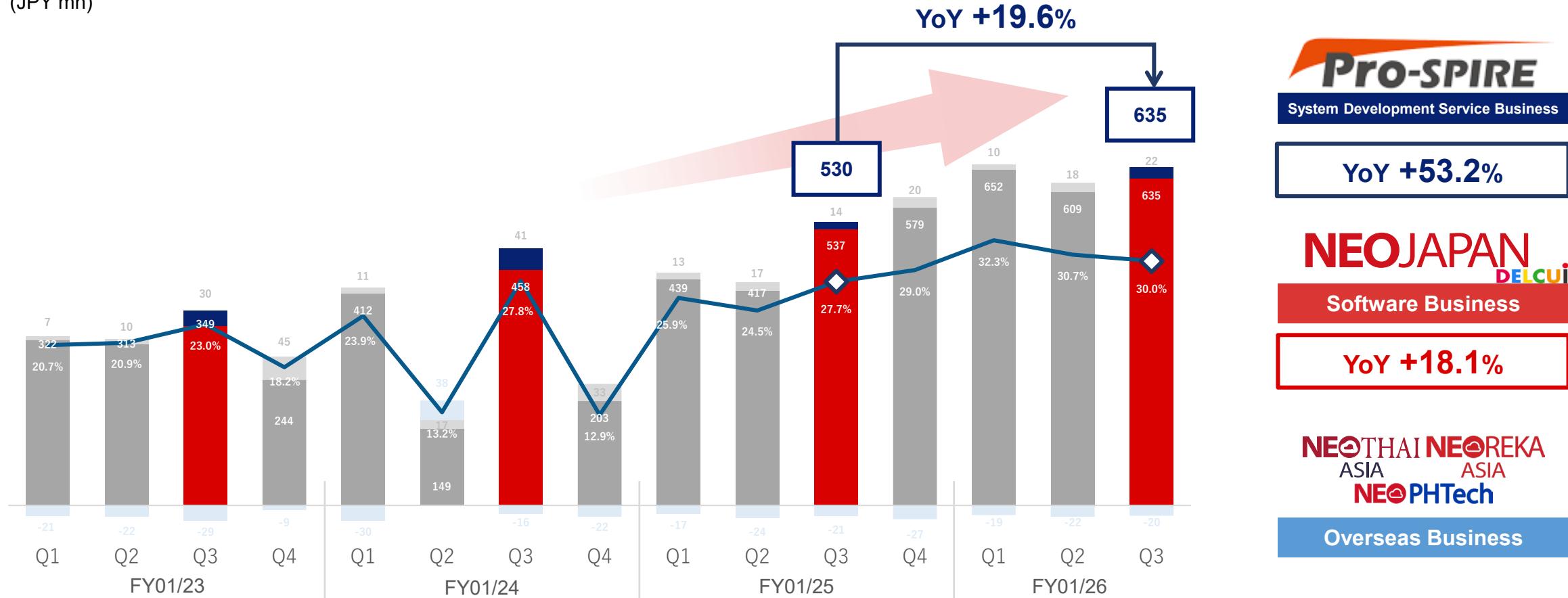


1. Figures after eliminating intersegment transactions

Q3 results significantly exceeded past records

With a YoY increase of 18.1%, the Software Business drove Q3 results. While the System Development Service Business saw lower sales, segment profit was up 53.2% YoY due to lower outsourcing expenses and other factors.

(JPY mn)



1. We moved DELCUI from the Overseas Business to the Software Business segment. As a result, starting in FY01/25 1Q, DELCUI's results are included in the Software Business segment. (The change in the breakdown for 4Q of FY01/25 has yet to be audited by an external auditor.)

Equity ratio 71.3% – strong financial position

(JPY mn)	FY01/25	Q3 FY01/26	Change		FY01/25	Q3 FY01/26	Change
Assets	9,240	9,867	+627	Liabilities	2,926	2,823	-102
Cash and deposits (included in above)	5,396	5,723	+326	Interest-bearing debt (included in above)	2	0	-2
				Net assets	6,313	7,044	+730
				Shareholders' equity (included in above)	6,197	6,910	+713
				Equity ratio	68.3%	71.3%	+3.0%

I

Q3 FY01/26 Business Results

II

Consolidated Financial Results Forecast for FY01/26

III

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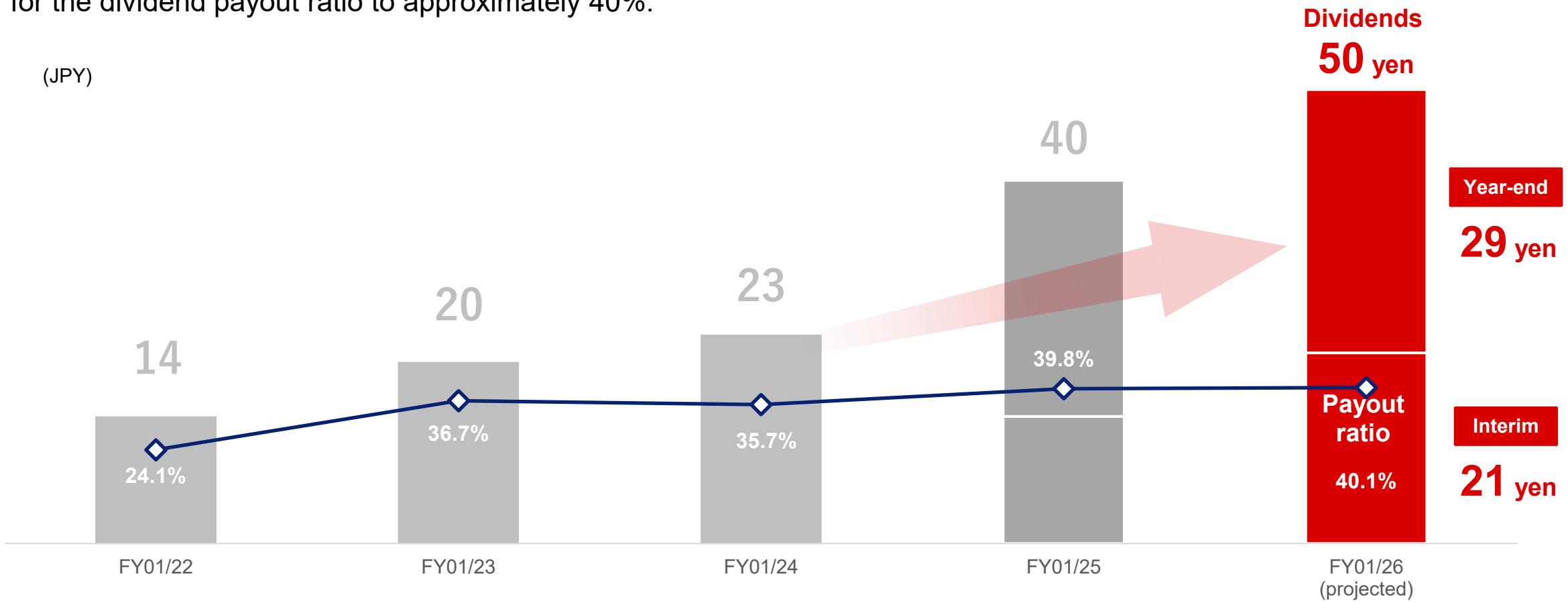


**Software business is progressing steadily.
Announced upward revision of earnings forecast.**

	FY01/25 results (JPY mn)	FY01/26 forecast (before revisions)	YoY	FY01/26 forecast (revised)	YoY
Net sales	7,263	8,048	+10.8%	8,219	+13.2%
Gross profit	4,032	-	-	-	-
Gross profit margin	55.5%	-	-	-	-
Operating profit	1,951	2,106	+7.9%	2,431	+24.6%
Operating profit margin	26.9%	-	-	-	-
Ordinary profit	2,049	2,166	+5.7%	2,533	+23.6%
Profit attributable to owners of parent	1,414	1,462	+3.4%	1,746	+23.5%

Year-end dividend forecast increased. We have continued to raise dividends since our listing.

The year-end dividend forecast has been revised (increased) from 21 to 29 yen/share alongside revisions in full-year forecasts of business results. On March 13, 2025, we announced a policy of progressive dividends and raised our yardstick for the dividend payout ratio to approximately 40%.



II

Consolidated Financial Results Forecast for FY01/26

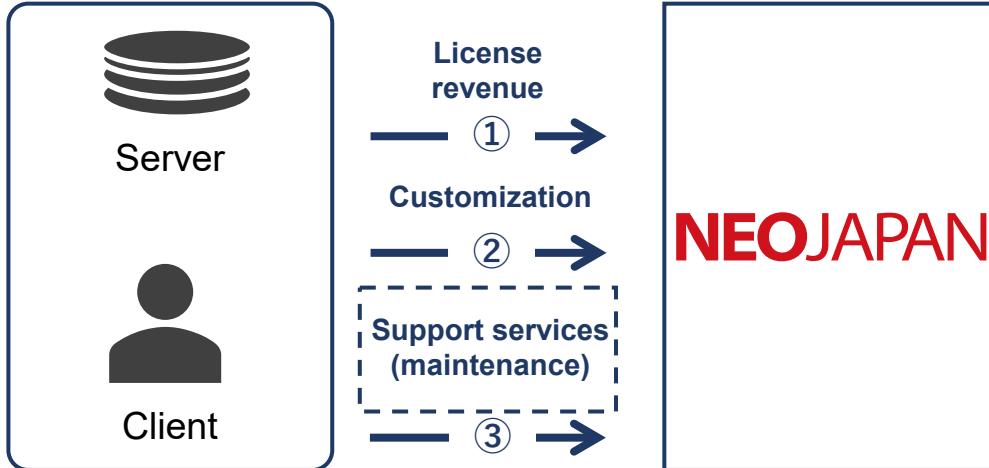
III

Appendix

i Results of Software Business



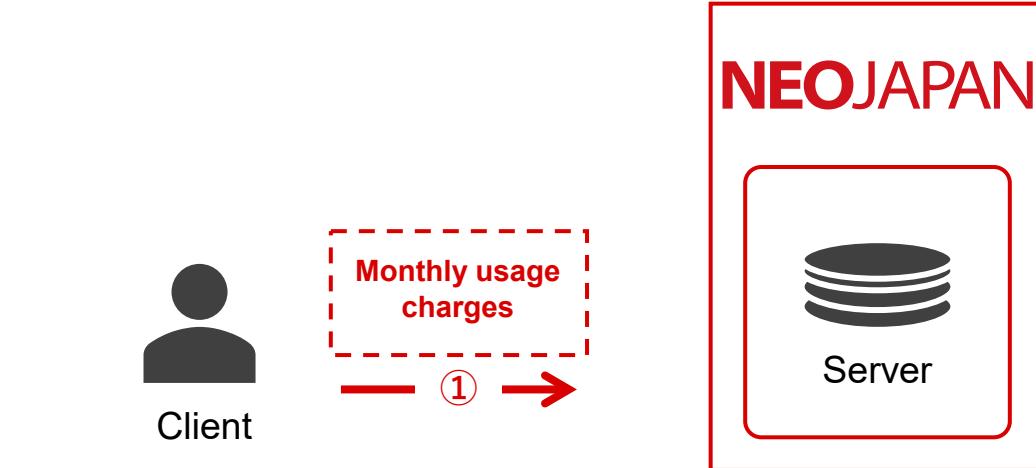
Packaged products



On premises

- ① Sales of products as license
- ② Customization to meet client needs
- ③ **Provision of support services (maintenance)**
(Annual maintenance revenue: approx. 15% of package sales⁽¹⁾)

Cloud services



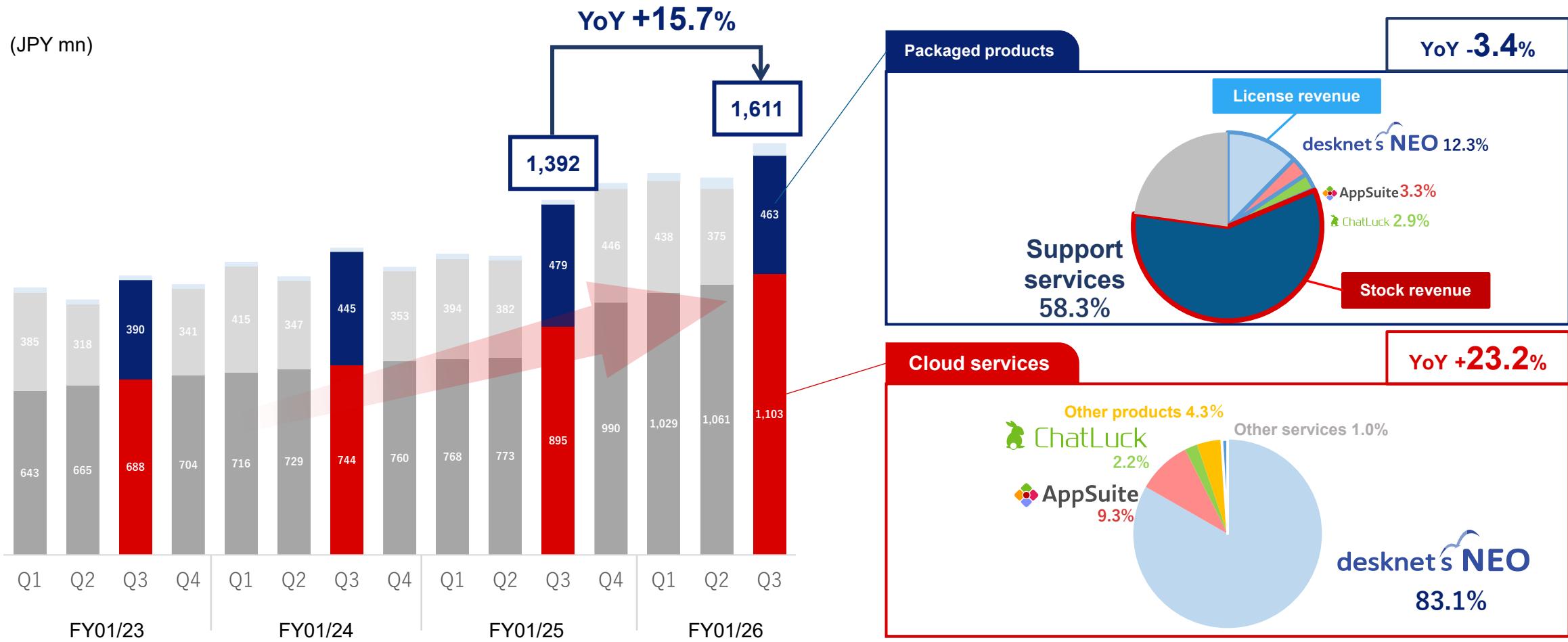
Cloud

- ① Continually recording monthly usage charges as revenue

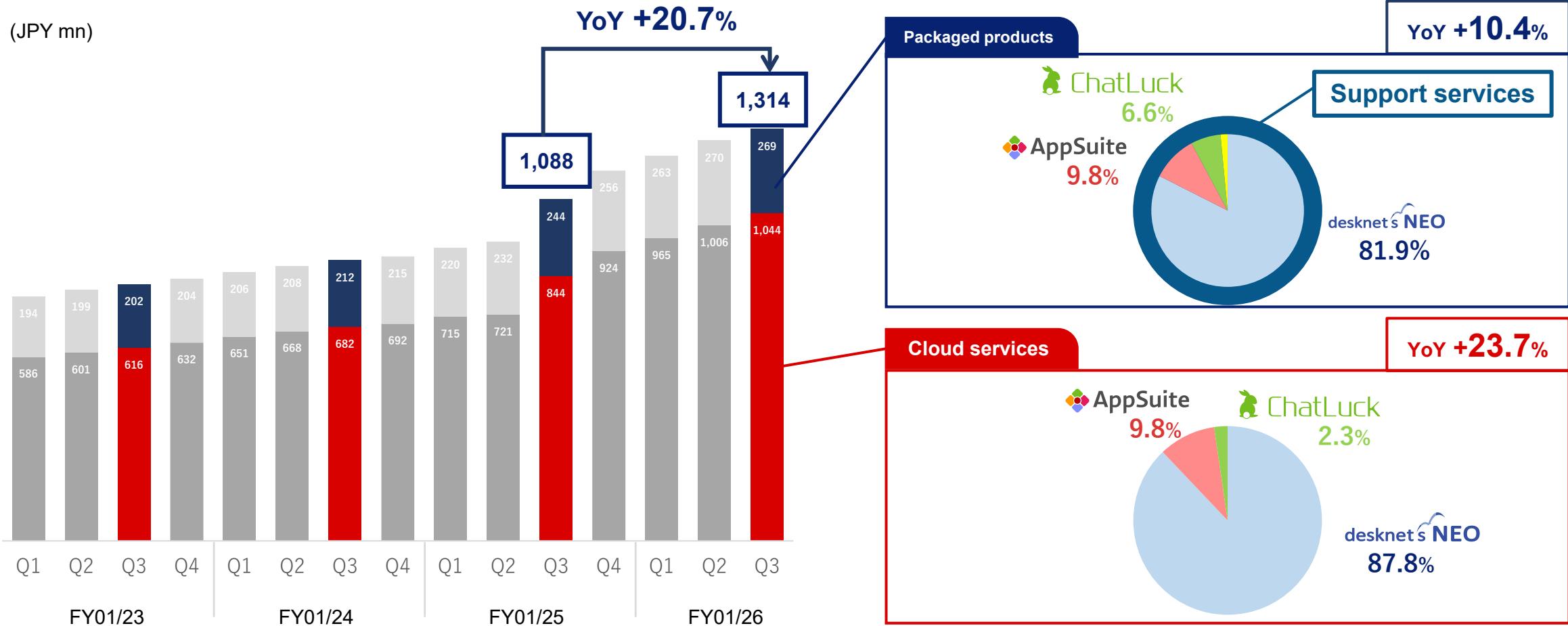
Stock revenue = Support service charges + Monthly usage charges

1. The ratio varies depending on the number of users and type of contract.

Cloud service sales, which grew steadily, were up 23.2% YoY. Packaged product sales reached the second-highest figure on record, with last year's peak driven by multiple large-scale projects.

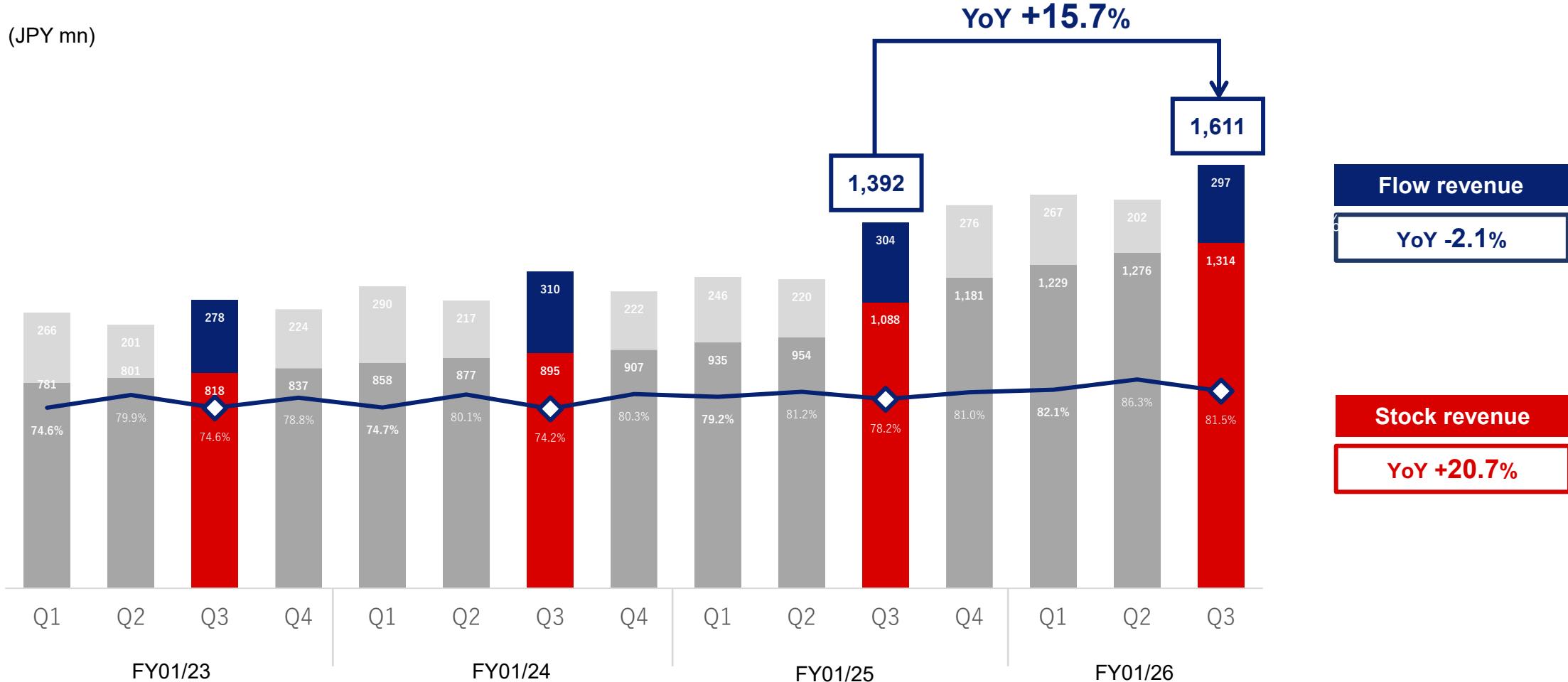


Revenue for support services in packaged products increased 10.4% due to growth in users and a license integration implemented in February 2024. The three main cloud services products grew 23.7% driven by price revisions and growing user numbers.

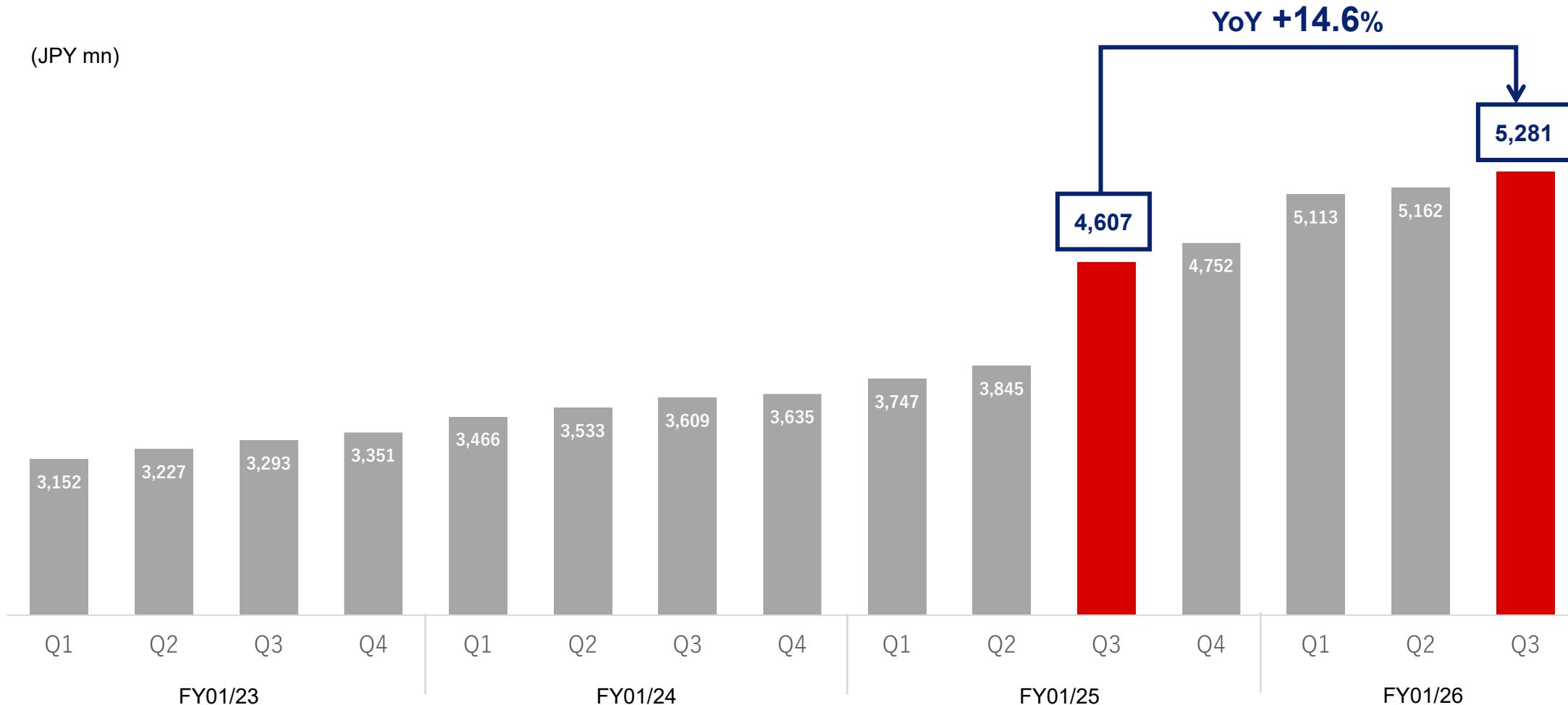


1. Total of the support services component of packaged product revenues and service charges for the desknet's NEO, ChatLuck, and AppSuite cloud services

The ratio of stock revenue remains high at 81.5%.



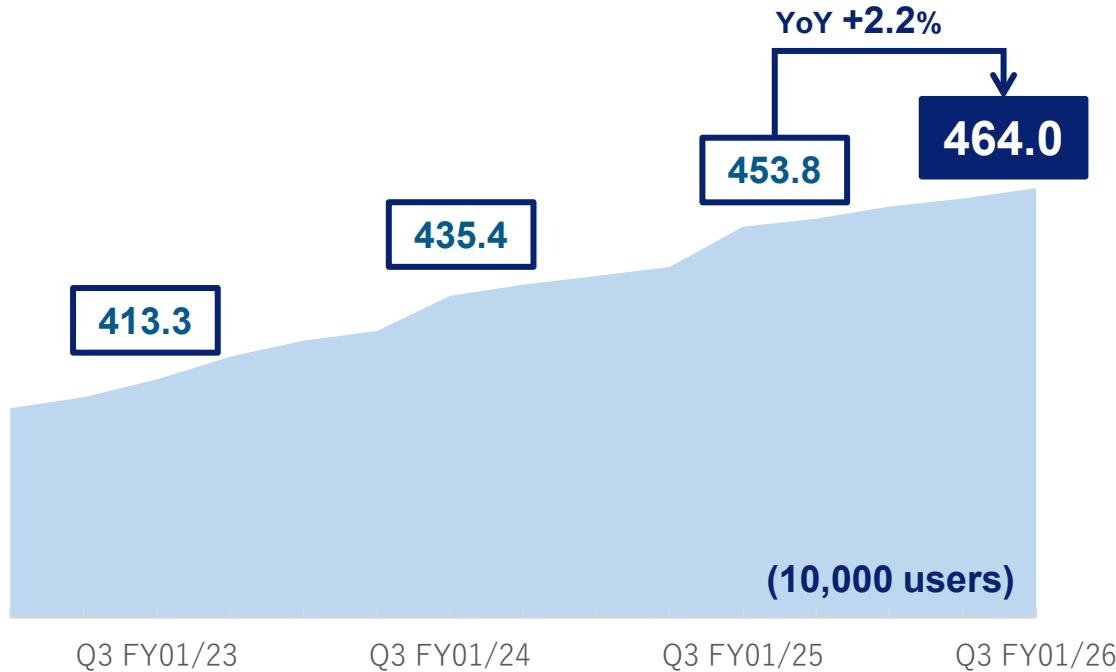
ARR increased 14.6% YoY. We are targeting further growth in the introduction of bundle plans and efforts to expand the numbers of cloud users.



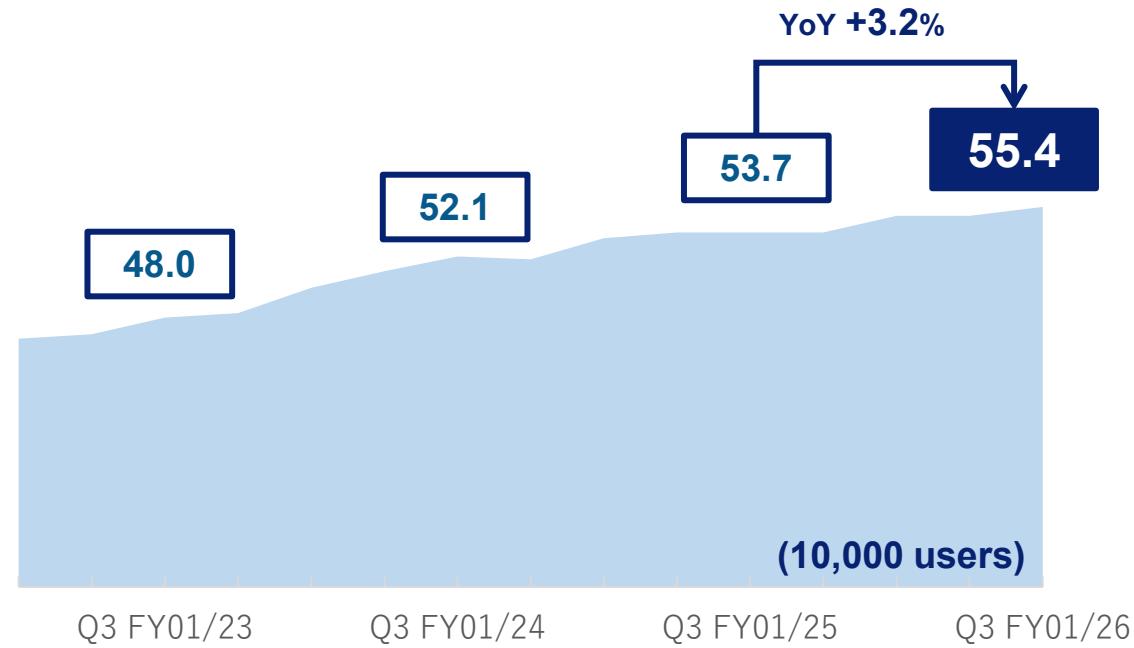
1. ARR is defined as single month stock revenue at the end of each quarter annualized by multiplying by 12

The cumulative number of users for packaged products results increased by +2.2% YoY. The number of cloud services users also increased by +3.2% YoY. Growth in cloud users slowed due to the impact of price revisions, but the number of leads is trending upward, and we expect growth rates to recover going forward.

Packaged product cumulative user trend

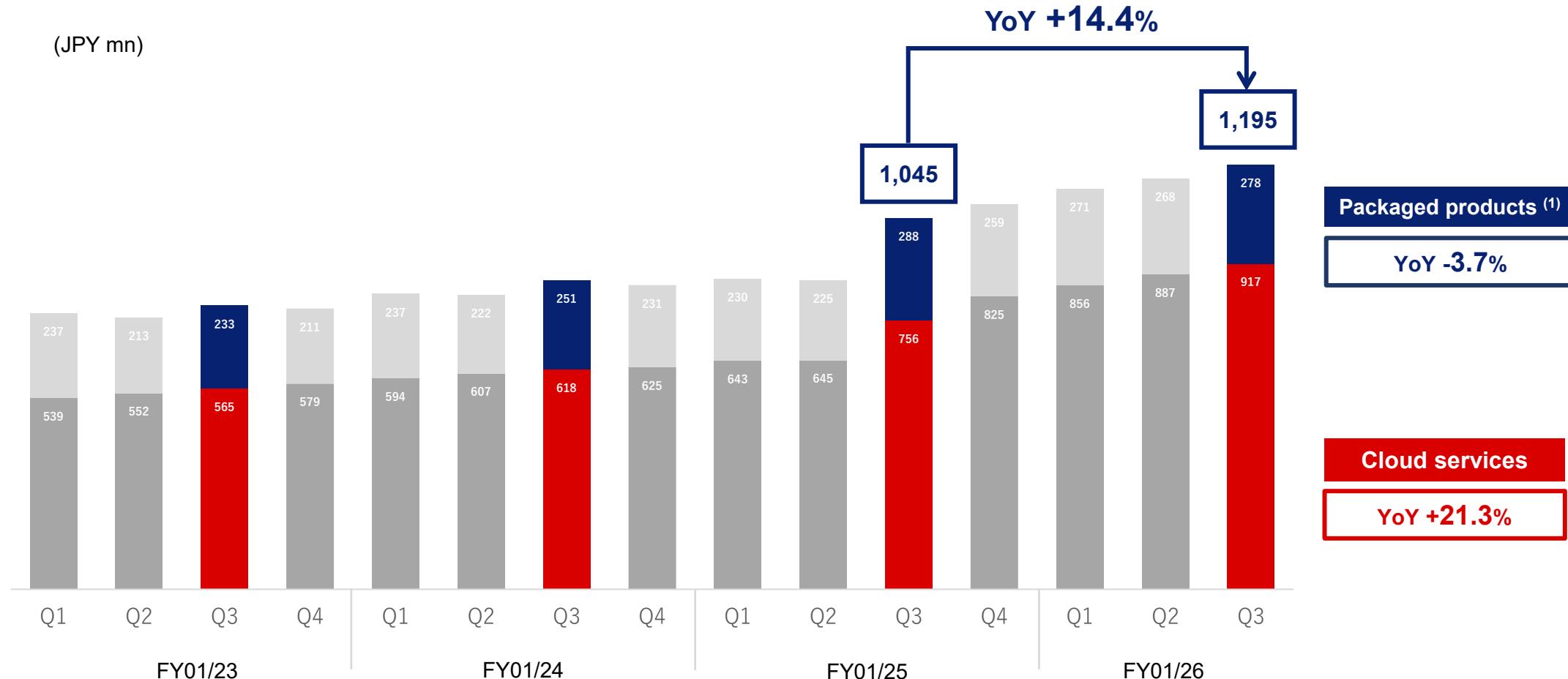


Cloud userbase trend



1. Figures shown exclude OEM.

Cloud services revenue increased significantly, up 21.3% YoY, due in part to the effect of price revisions. Packaged product sales have remained at a high level, though they did not reach the year-ago period's results, which included several large-scale projects.



1. Total revenue of desknet's NEO license revenue, and support services.

The cancellation rate for the quarter was 0.43%, increased slightly but remains at a low level.

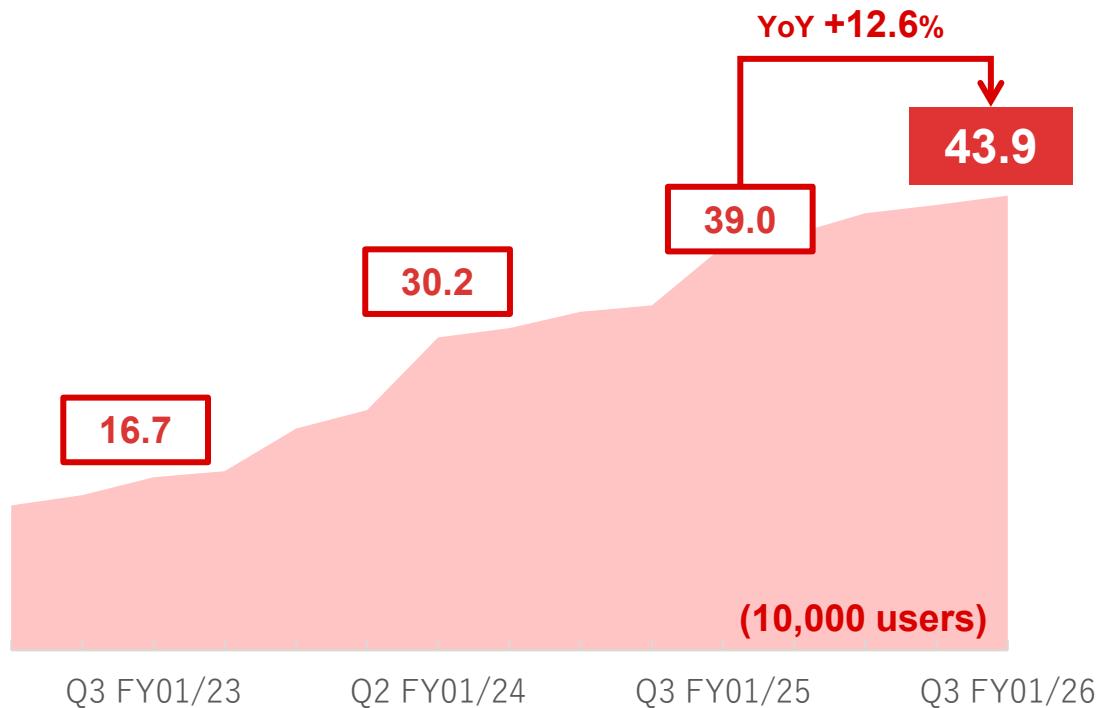


1. Calculated by averaging the figures obtained by dividing (monthly decline in MRR⁽²⁾ attributable to service cancellation) by (MRR at end of previous month) for desknet's NEO Cloud users for the relevant quarter

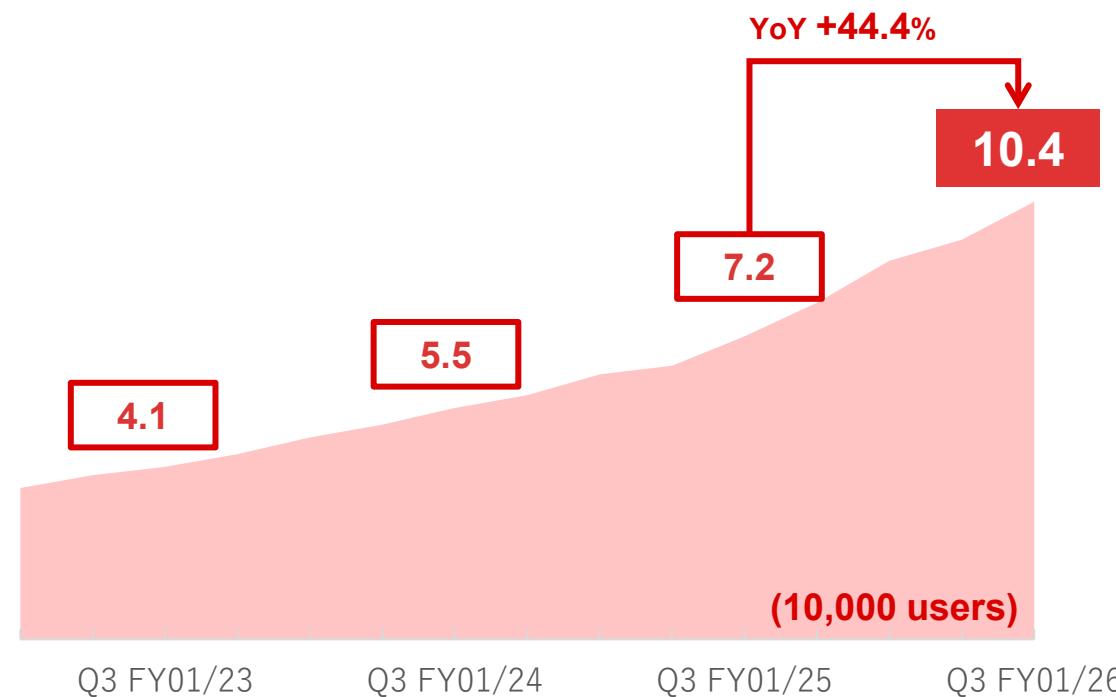
2. MRR is calculated based on the monthly charge for continuously billed users as of the end of the target month or the total amount of 1/12 of the annual charge.

The number of packaged products results increased by +12.6% YoY. The number of cloud services users also increased by +44.4% YoY, and continued to perform strongly, driven by the introduction of bundle plans and enhanced promotions.

Packaged product cumulative user trend

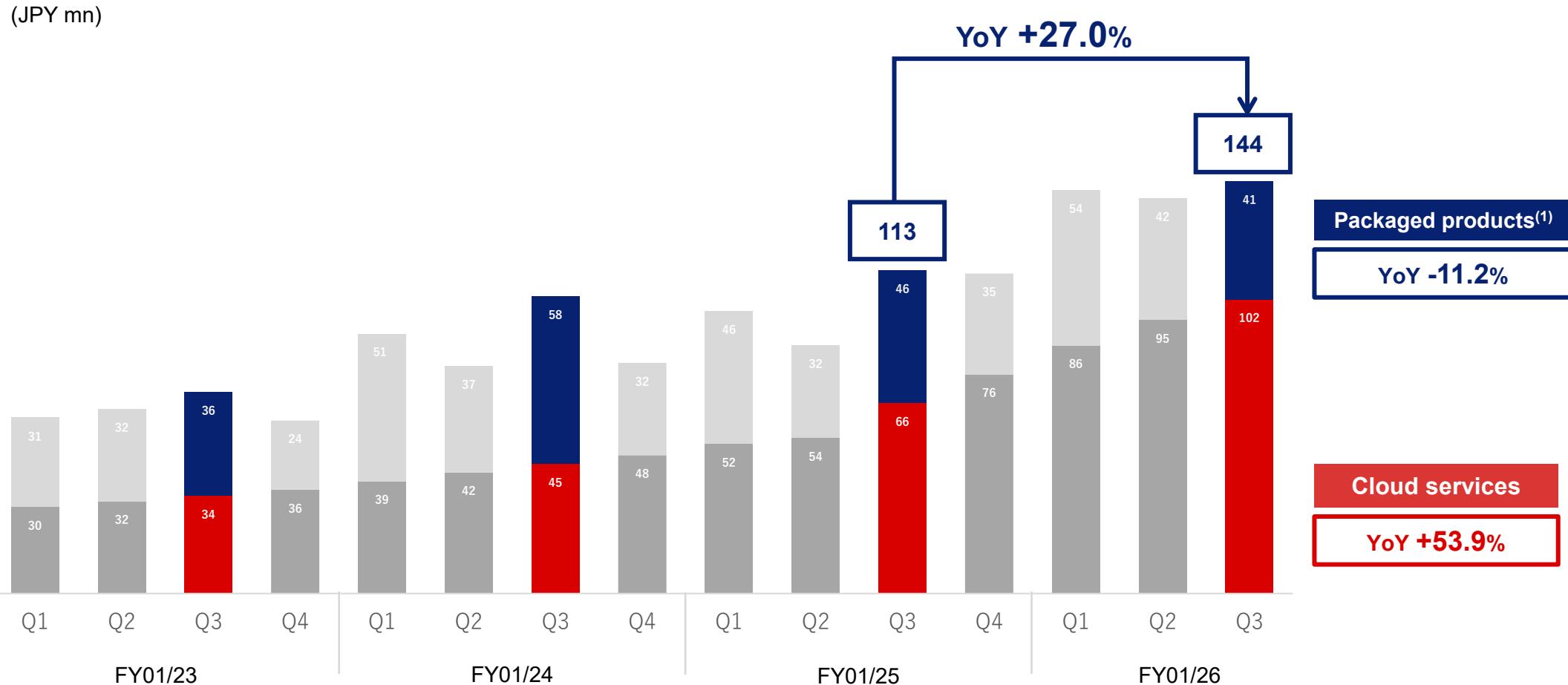


Cloud userbase trend





Packaged products sales declined by 11.2% YoY due to fewer large license sales. Cloud services saw significant sales growth of 53.9% YoY due to the impact of price revisions and steady user growth.

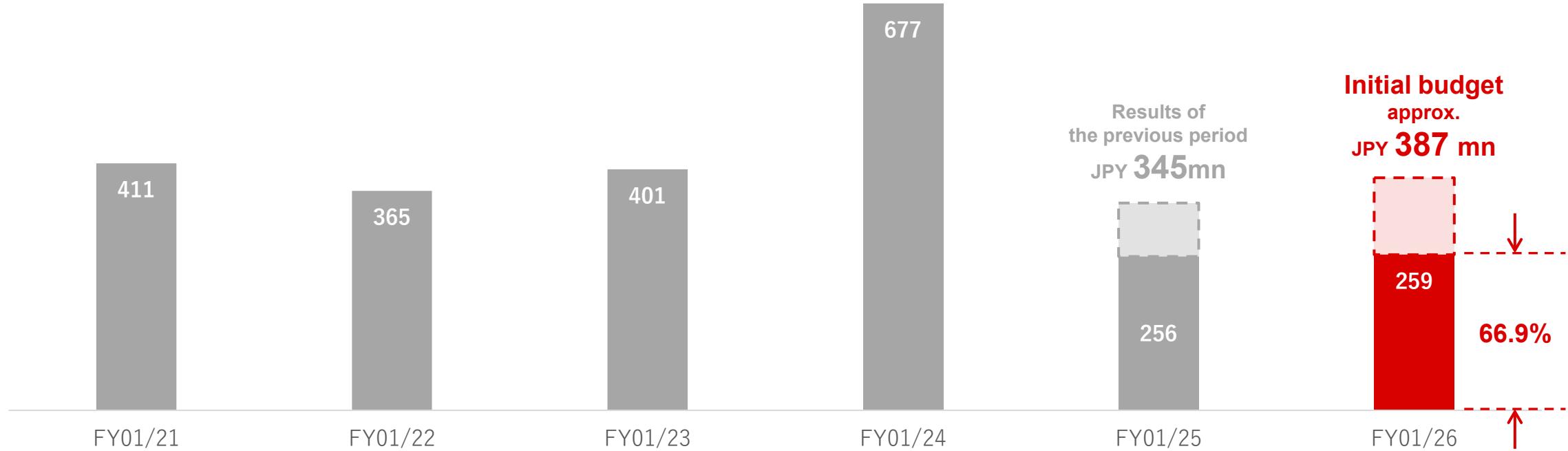


1. Total revenue from AppSuite license revenue and support services.

Advertising Costs Forecast

As of Q3, the utilization rate of advertising and promotion expenses reached 66.9%. Continued efforts will be made to actively pursue advertising and promotion activities that directly contribute to lead generation, such as exhibiting at trade shows and placing web advertisements.

(JPY mn)



(JPY mn)	Q3 FY01/25	Q3 FY01/26	YoY change	
Cloud services	895	1,103	+207	+23.2%
desknet's NEO ⁽¹⁾	756	917	+160	+21.3%
AppSuite ⁽¹⁾	66	102	+35	+53.9%
ChatLuck ⁽¹⁾	21	24	+3	+15.6%
Other monthly revenue	43	47	+4	+10.5%
Other services	8	11	+3	+40.3%
Packaged products	479	463	-16	-3.4%
desknet's NEO	88	57	-30	-35.1%
AppSuite	23	15	-8	-36.2%
ChatLuck	7	13	+5	+77.5%
Other license revenues	3	1	-1	-36.2%
Support services ⁽¹⁾	244	269	+25	+10.4%
Customization	39	15	-23	-59.9%
Other services	72	89	+17	+23.6%
Technological development	19	49	+30	+155.9%
Total Software business revenue	1,392	1,611	+218	+15.7%

1. Accounts defined as stock revenues

III

Appendix

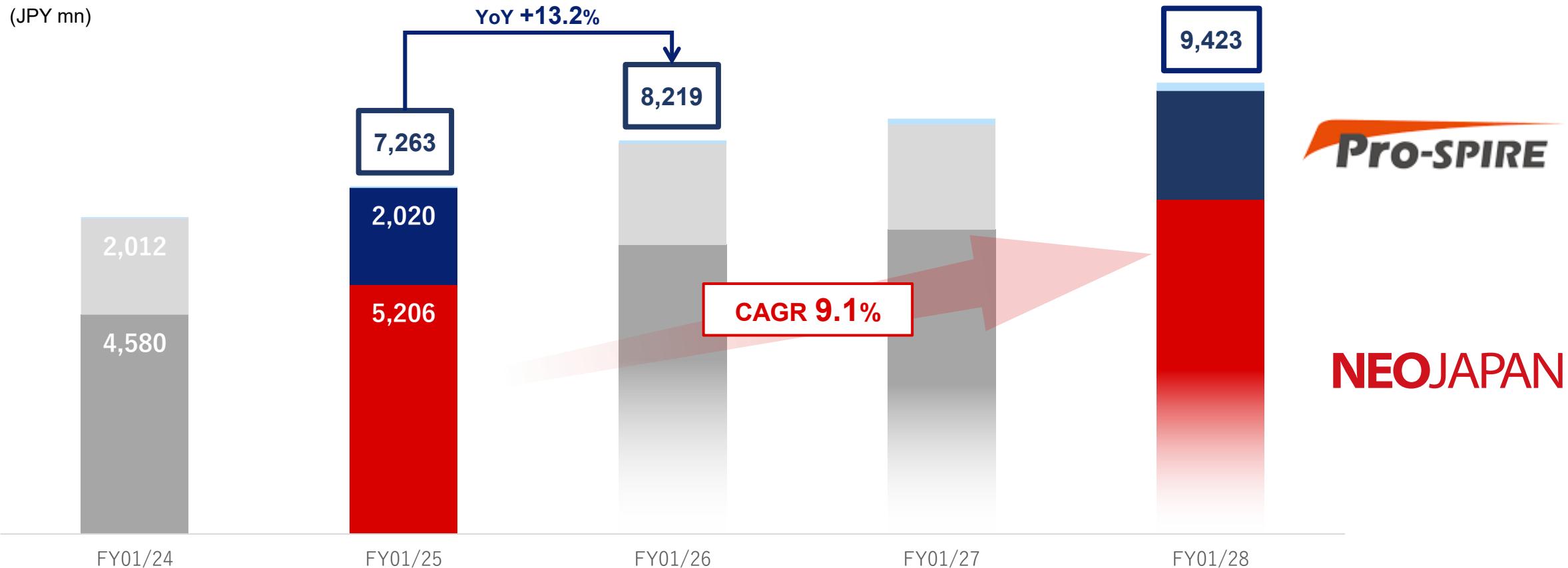
ii Medium-Term Performance Targets



Consolidated Revenue Target

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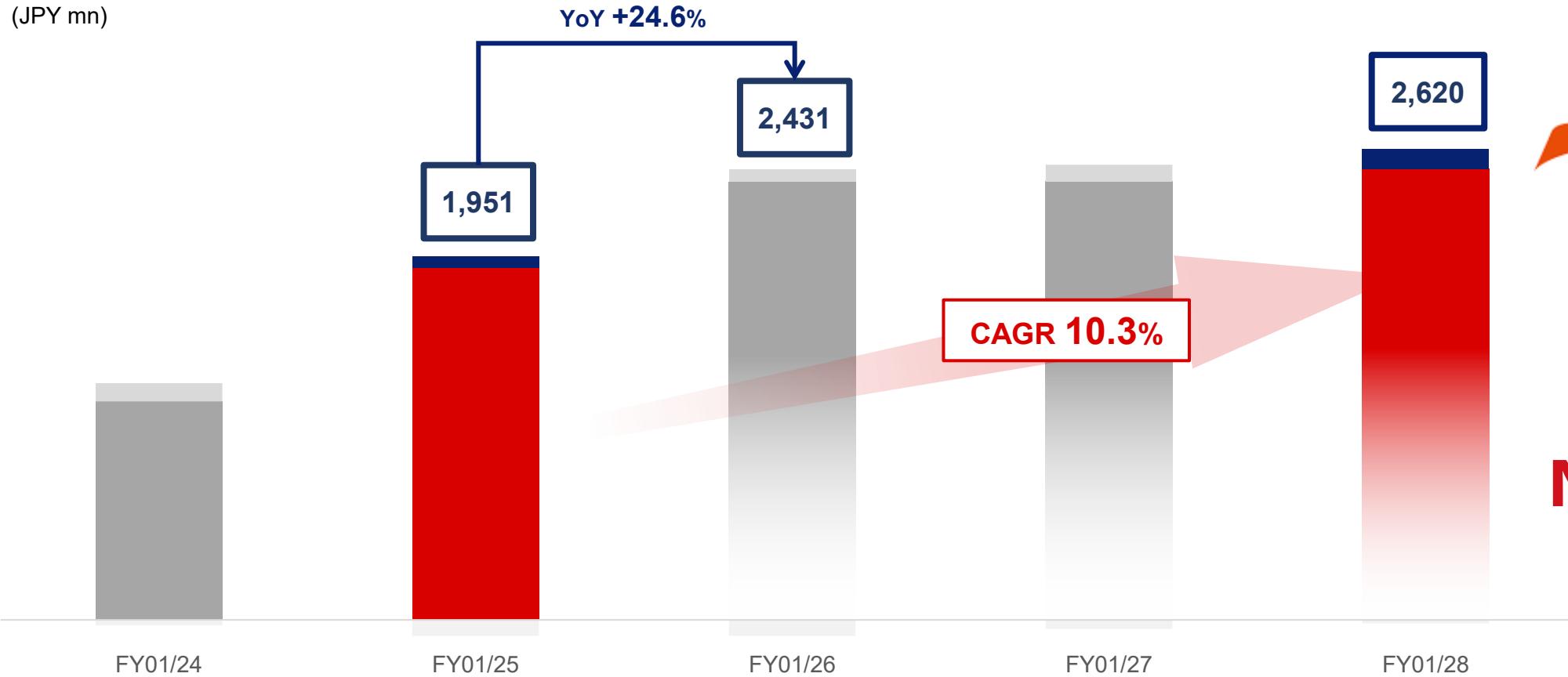
The Medium-Term Performance Targets for the three years ending January 2028 are as follows (a CAGR of 9.1%). We aim for long-term earnings growth by expanding our user base and promoting cross-selling.



Consolidated Operating Profit Target

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Operating profit for this year, the first fiscal year of the plan, is expected to significantly exceed initial plans. Future efforts will seek to exceed the Medium-Term Performance Target.



III

Appendix

iii Growth Strategy



01

Grow *desknet's NEO* sales and accelerate cross-selling

In addition to further growing *desknet's NEO* sales, accelerate cross-selling with AppSuite, ChatLuck, and other such products, with the goal of growing financial results.

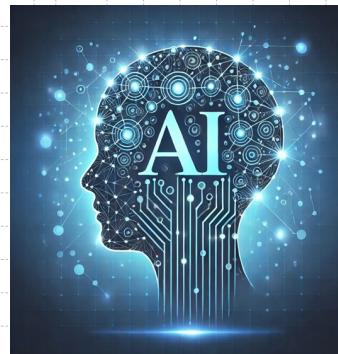


>> P34

02

Upgrade products via AI

desknet's NEO and AppSuite have accumulated large volumes of business data. Harness AI to improve business efficiency, grow the userbase, and raise added value.

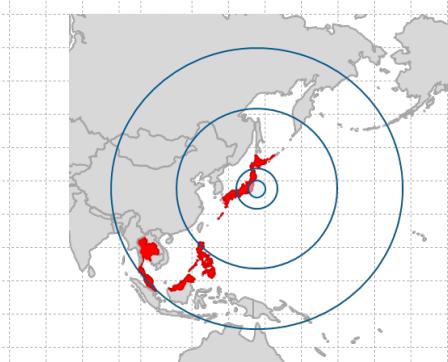


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03

Increase sales by achieving growth in overseas businesses

The userbase has grown steadily since the establishment of sales subsidiaries in three ASEAN countries. Leveraging high economic growth and rising demand for IT, we aim for overseas revenue to surpass domestic revenue over the long term.



>> P41

01

Adding to cloud customer numbers by leveraging product strength and price competitiveness

Despite the price revision, this product's high functionality and price competitiveness as all-in-one no-code groupware remain intact.

Growth in the cloud market is expected to continue. Our goal is to achieve user growth that outpaces market growth.

02

Establishing a solid position in the on-premises market by providing strong support

We believe the on-premises market will continue to see steady demand for security and cost reasons.

Some companies are moving to phase out sales and support of the on-premises product. However, we plan to establish a solid position in the on-premises market by maintaining sales and support services and expanding our market share.

03

Continuing to raise product strength through updates

The latest version, released in September, further strengthens AI utilization, including integration with AI assistants. We plan to continue raising product strength by delivering updates meeting customer requests, including the no-code tool AppSuite and mobile apps.

Measures are underway to grow sales of AppSuite by revising the price structure and expanding and increasing sales promotion efforts, in addition to various other measures.

Promoting bundle plans



Bundle plans make AppSuite the smart choice.

Light	Standard	Premium
600 yen/month	800 yen/month	1,000 yen/month
desknet's NEO	desknet's NEO	desknet's NEO AppSuite ChatLuck

Promotion enhancement



Strengthening promotion as “All-in-one no-code groupware”



Adding to the partner strategy



Initial accreditation of partner firms offering a wealth of technologies in applications development, API systems development, and environment setup



Status of Indicators Following Price Revisions in Cloud Services

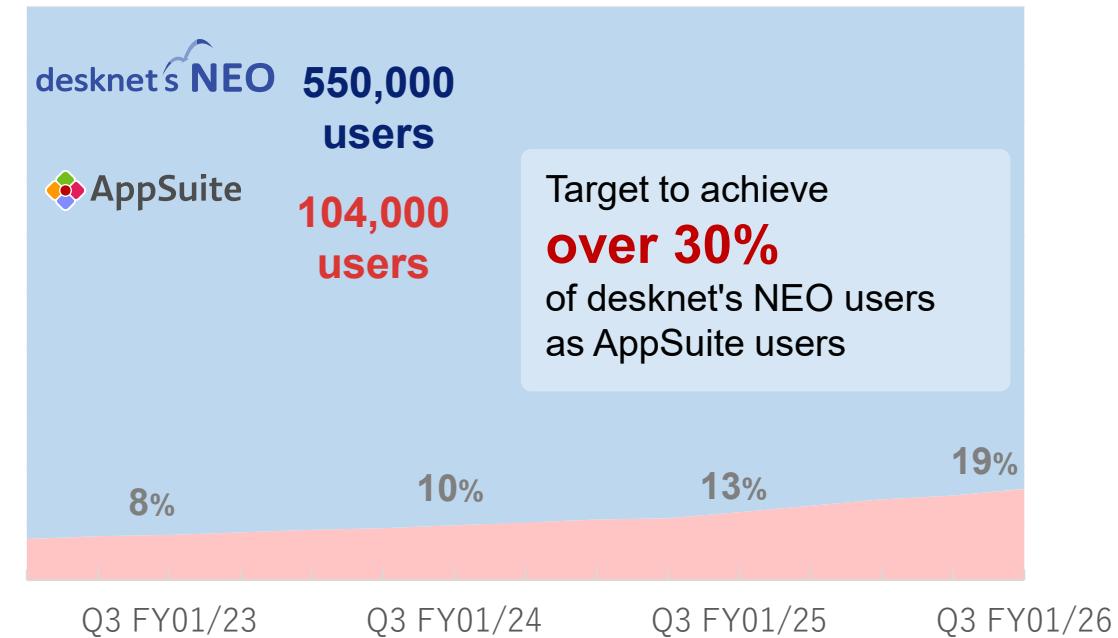
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With the price revisions in cloud services and the establishment of new bundle plans, **ARPU grew by 12.5% YoY**. AppSuite users accounted for about 19% of desknet's Neo users, an increase of about 5% YoY. Even after the price revision effects run their course, we will continue to pursue measures to expand cross-sales and to improve our ARPU.

ARPU⁽¹⁾ status



AppSuite usage rate⁽²⁾



1. Monthly revenue per user. Calculated by dividing (monthly sales from desknet's Neo, AppSuite, ChatLuck) by (total number of users with desknet's Neo and ChatLuck stand-alone contracts).

2. Calculated by dividing (number of AppSuite cloud users) by (number of users of desknet's Neo cloud services)

Growing the Product Lineup

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In addition to AppSuite, which is a growth driver, we plan to further accelerate cross-selling by establishing a new bundle plan that includes ChatLuck, a business chat service for which market expansion is expected. We will also aim to further expand our business results by launching new services and options such as NEOPORT and RoomMgr.

**Continually growing LTV by
continuing to release new products**

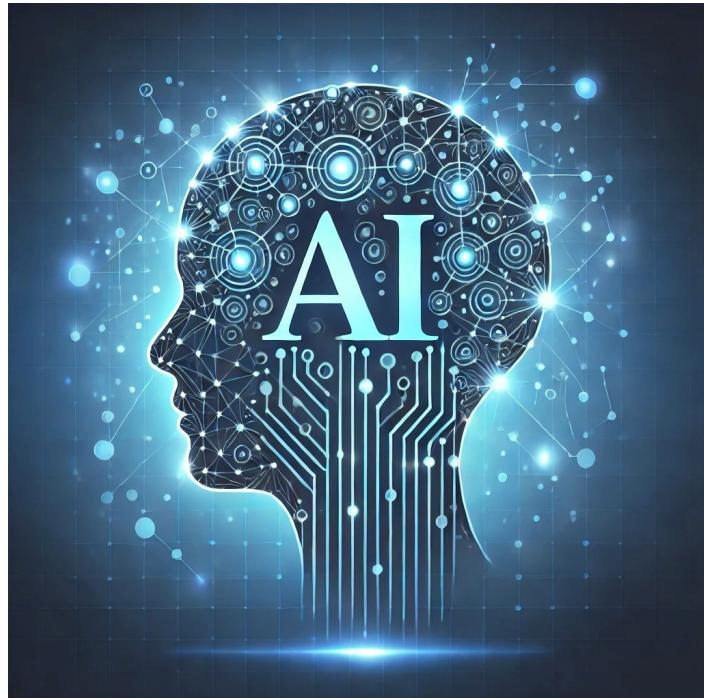


Previous efforts to utilize AI

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In 2023, following the implementation of ChatGPT integration for desknet's NEO and ChatLuck, we have been working to enhance functionality through AI utilization. Most recently, we released "neoAI Chat for desknet's" , "AI Agent Function for NEOPORT (β version)." and launched "LiveX AI".

2023



desknet's **NEO** Equipped with ChatGPT "AI assistant"

 **ChatLuck** Linkage with ChatGPT

2024

Hiring AI Engineers at **DELCUI**

Capital increase to strengthen development **DELCUI**

Announced business alliance with  **neoAI**

2025

 **NEOPORT** Equipped with the AI Agent Function (β version)

 Providing AI assistant functionality

 **new** Launched of  **LIVEX.AI**

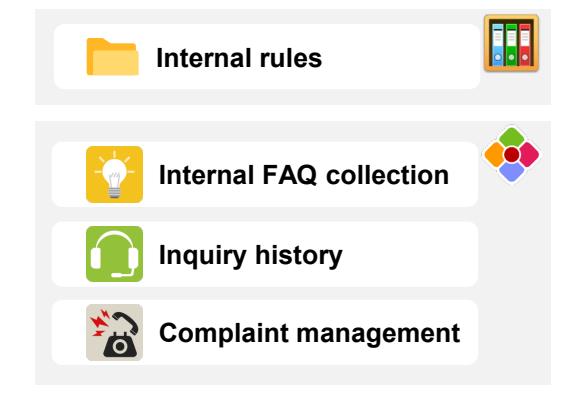
Launch of neoAI Chat for desknet's

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We launched the generative AI platform “neoAI Chat for desknet's.” Generative AI assistants created from internal data can be invoked from desknet's NEO. The platform's functionality will be expanded further as infrastructure for AI-related features; for example, documents within desknet's NEO and those stored in AppSuite will be made available as RAG*1 data for training the AI assistants.

Administrator

- Permission management
- Log management
- Model management
- RAG*1 management



neoAI
chat
for desknet's

desknet's NEO
ChatLuck

User

Tell me how to apply for a business trip.

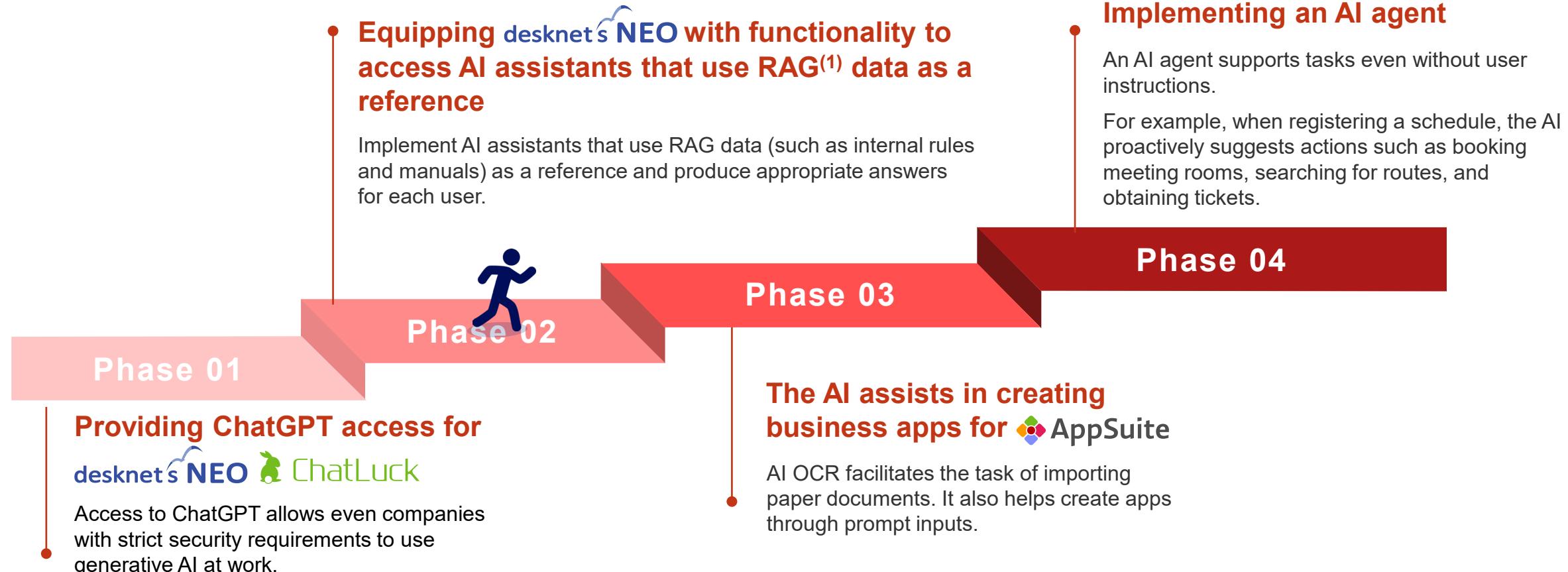
Review this contract.

Let's do a sales role-play.

Create a draft of a press release.



1. This is the data that generative AI uses as a reference when generating answers. For example, if the AI is trained on internal rules and manuals, the AI assistants will generate answers related to internal business flows.



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We have established NEOPhilippine Tech as a wholly owned subsidiary in the Philippines. The number of desknet's NEO users at each base is steadily increasing, and we have plans to develop this into a business that matches Japan in the future.

Johor



Signed MoU with the Malaysian Johor State Government Agency "Invest Johor" for the Establishment of the "Southeast Asia Excellence Center"

June 19, 2025



III

Appendix

iv Topics



Major Topics in Q3 FY01/26 and beyond

NEOJAPAN

Sep. 3, 2025	NEOPORT Version 2.0 Released Featuring AI Agent Function (β Version)
Sep. 5, 2025	Using AppSuite and neoAI Chat to support the 2025 National Census by the Kanagawa Prefecture Statistics Center
Products	Sep. 9, 2025 Generative AI Platform neoAI Chat for desknet's, AI Assistant Integration Support desknet's NEO V9.5, ChatLuck V6.7 released
	Oct. 8, 2025 Miyazaki University upgraded its IT system for about 5,000 staff. They chose desknet's NEO and AppSuite.
	Oct. 22, 2025 We have entered into a reseller partnership with LiveX AI and have launched "LiveX AI" in the Japanese market.
Overseas	Nov. 5, 2025 NEOREKA ASIA, a Malaysian subsidiary, has revamped the member portal for JACTIM using desknet's NEO.
Awards	Sep. 4, 2025 desknet's NEO, AppSuite, and ChatLuck win 10 awards in the BOXIL SaaS AWARDS Autumn 2025
	Oct. 15, 2025 NEOJAPAN wins Leader award in five categories; desknet's NEO wins in the groupware category for the 26th consecutive period in ITreview Grid Awards 2025 Fall
	Sep. 26, 2025 Exhibiting at the Nikkei & Tokyo Stock Exchange IR Fair 2025
IR	Nov. 13, 2025 Published executive interview articles
	Dec. 5, 2025 Published individual shareholder survey results article
	Dec. 11, 2025 Notice of Changes to the Consolidated Financial Results Forecast and Year-End Dividend Forecast (Increase)



Briefing for individual investors (KabuBerry Channel)

June 26, 2025

[JP Only]<https://youtu.be/3Xrfvbvv3uo>



President's interview featured in the August 2025 issue of the stock investment magazine “Kabunushi Techou(Shareholder Handbook)”

July 17, 2025

[JP Only]<https://www.neo.co.jp/column/20250730/>



Financial Results Presentation Transcript (logmi Finance)

Sep. 17, 2025

[JP Only]<https://finance.logmi.jp/articles/382611>



Research Coverage Report (Shared Research)

Oct. 2, 2025

[EN]<https://sharedresearch.jp/en/companies/3921>

[JP]https://www.neo.co.jp/wp-content/uploads/2025/10/3921_JP_20251002.pdf



Questions from Institutional Investors

NEOJAPAN

Presented below are questions often asked by institutional investors after the business results announcement for Q2 FY01/26.

Overseas strategy:

17 questions

Other:

23 questions

Q. What are your priorities in the use of free cash flow?

A. In March, we raised our yardstick for the dividend payout ratio to approximately 40%. It would be difficult to buy back shares from the market because that would decrease the shares in circulation. We would prefer to allocate the remainder to future growth investment. We will consider mergers and acquisitions with potential synergies in the future.

Marketing: **33 questions**

Markets: **52 questions**

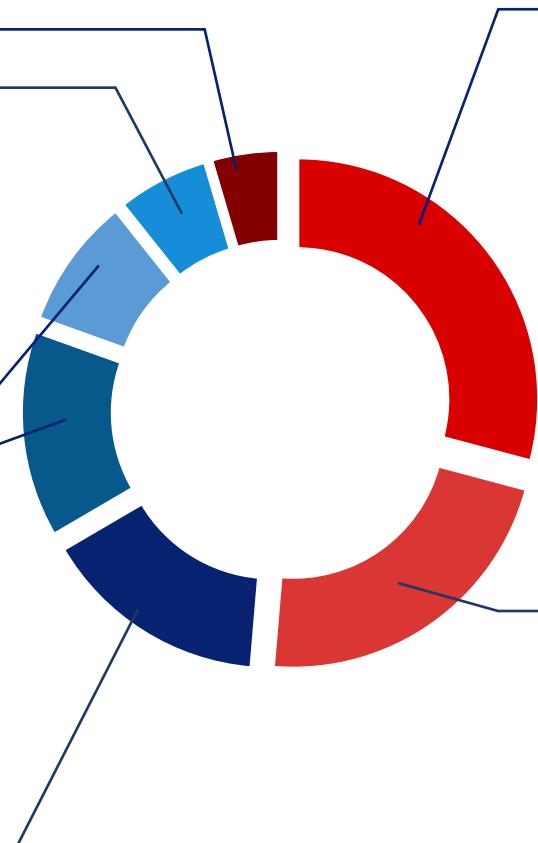
Q. What has been the impact of other companies' end of provision of groupware products on premises?

A. More than a few users continue to prefer on-premises provision due to security, cost, and other considerations. Demand persists among local governments, financial institutions, and hospitals in particular. Our policy is to continue on-premises provision, and some partners have consulted with us about this already. We anticipate a movement over the next few years where users will switch from other providers' systems to ours.

Growth strategy: **57 questions**

Q. Can you tell us about progress on the use of AI and related policies?

A. We began offering neoAI Chat for desknet's in September, which makes it possible to produce and use AI assistants suited to individual businesses through desknet's NEO. Moving forward, we plan to develop and provide agent features for dynamic business execution.



Management indicators: 109 questions

Q. Why haven't you revised indicators upward despite your profit showing positive progress? Are you planning any major costs?
A. Progress in the first half has surpassed our plans. While it is quite possible that this pace may lead to results that exceed full-year forecasts, there are numerous uncertainties, including external environmental changes and investments for future growth. For these reasons, we've left our full-year forecasts unchanged.
► Full-year forecasts were revised upward on December 11, 2025.

Q. What future trends do you anticipate in the System Development Service Business?

A. Sales are in a recovery trend with the end of some long-term projects that reduced earnings. As a future course of action, one option would be to increase the weight of use of human resources in the software business. While that would contribute to consolidated financial results, it could also lead to reduced external sales in the business.

Products and services: 83 questions

Q. What are your thoughts on increasing numbers of cloud users in the future?

A. Due in part to the impact of price revisions, growth in the most recent year has slowed. Also, as intended by introducing a sales style based on bundling, users are increasingly considering the desknet's NEO and AppSuite bundle. As a result, the period from consideration through companywide adoption is lengthening. At the same time, the number of leads is increasing. We expect growth to recover in the future.

Q. Have all of the effects of the price revisions been reflected?

A. While some users as of Q2 remain on annual contracts, most users have migrated to the new prices. Most of the effects have been reflected.

Shareholder Survey Results

NEOJAPAN

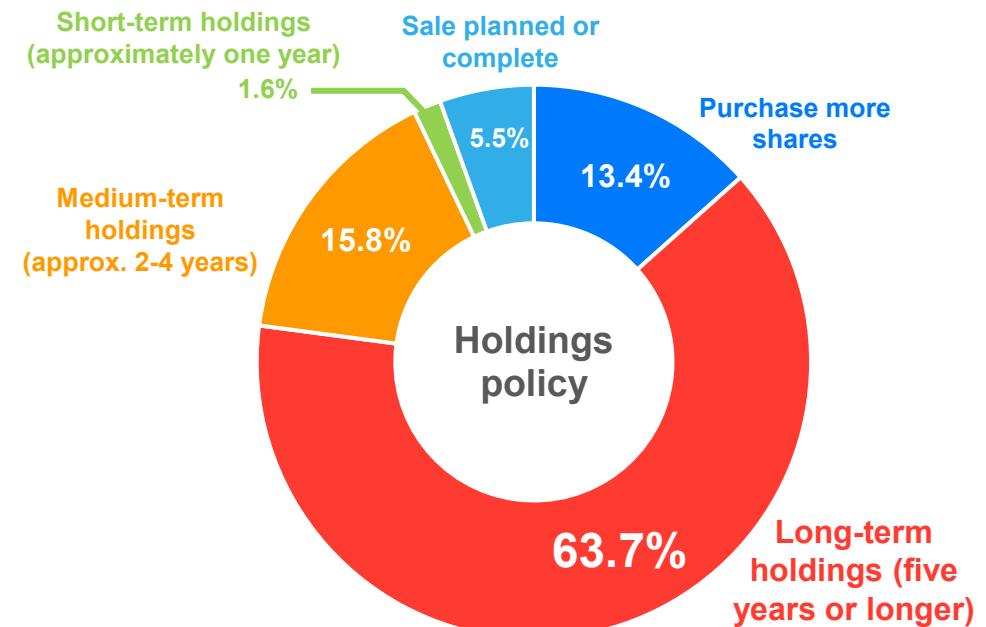
We surveyed shareholders in April 2025 to deepen dialogue with investors and improve IR activities. This survey has collected numerous opinions about our IR activities. Its results are summarized on our website.

IR activities shareholders would like to see enhanced



* Multiple answers accepted. Percentages shown are of total respondents.

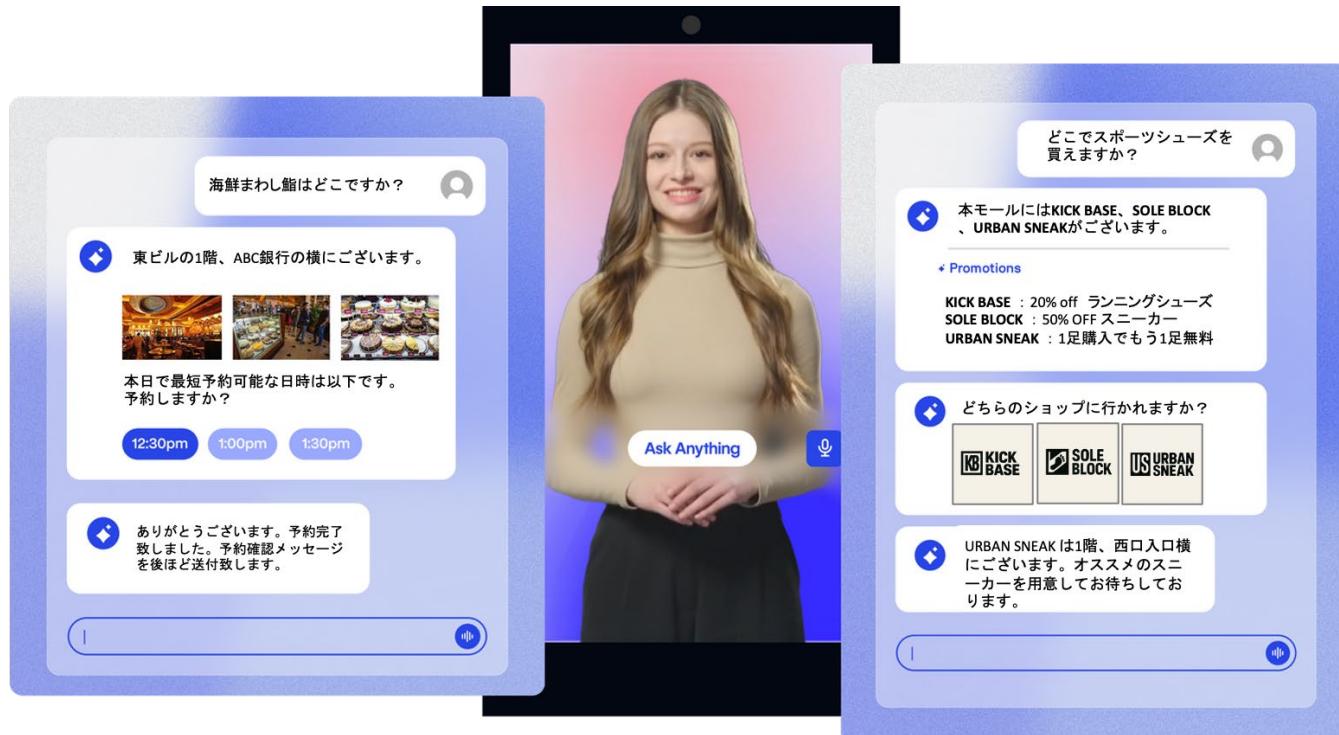
Answers given by less than 10% of respondents are omitted.



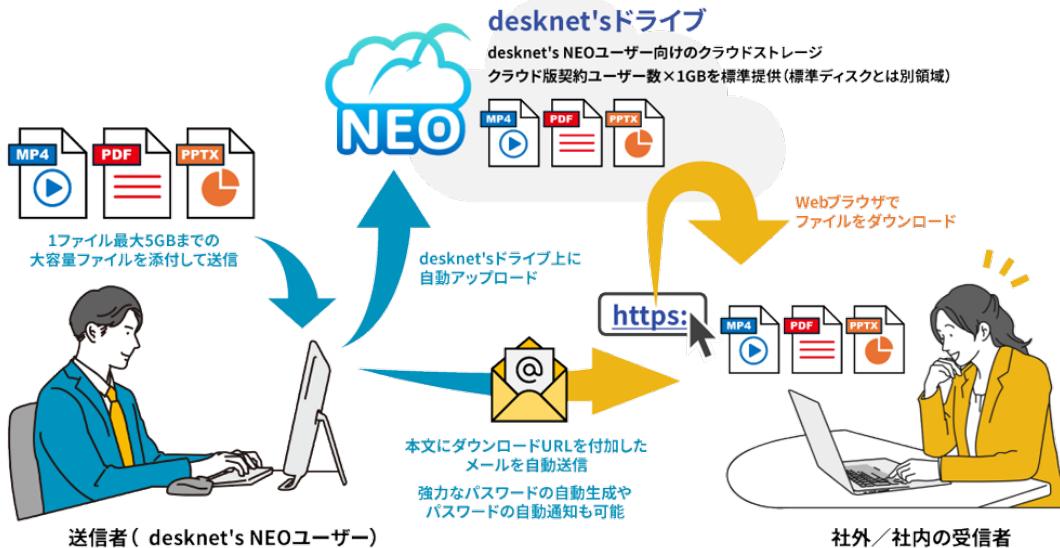
Information shown on the website is for shareholder evaluations of IR initiatives, IR activities shareholders would like to see enhanced, policies on and reasons for holdings, and shareholder opinions. See the URL below.(Japanese only)

► <https://www.neo.co.jp/ir/investor/survey/>

We have entered into a reseller partnership with LiveX AI and have launched "LiveX AI" in the Japanese market. It is an omnichannel **AI agent** that operates across multiple customer touchpoints including Text chat, Voice, QR and holograms for sales, customer support and retention activities. Unlike traditional FAQ-Based bots, it is equipped with autonomous task-execution capabilities that enable it to perform various actions.



“RoomMgr”, released on February 4th 2025, improves the utilization rate of meeting rooms by installing tablet devices linked to desknet's NEO in front of the meeting rooms. desknet's NEO V9.0, released on March 6th, also includes a new feature called “File Transfer”. This enables the sending of large confidential files on desknet's NEO.



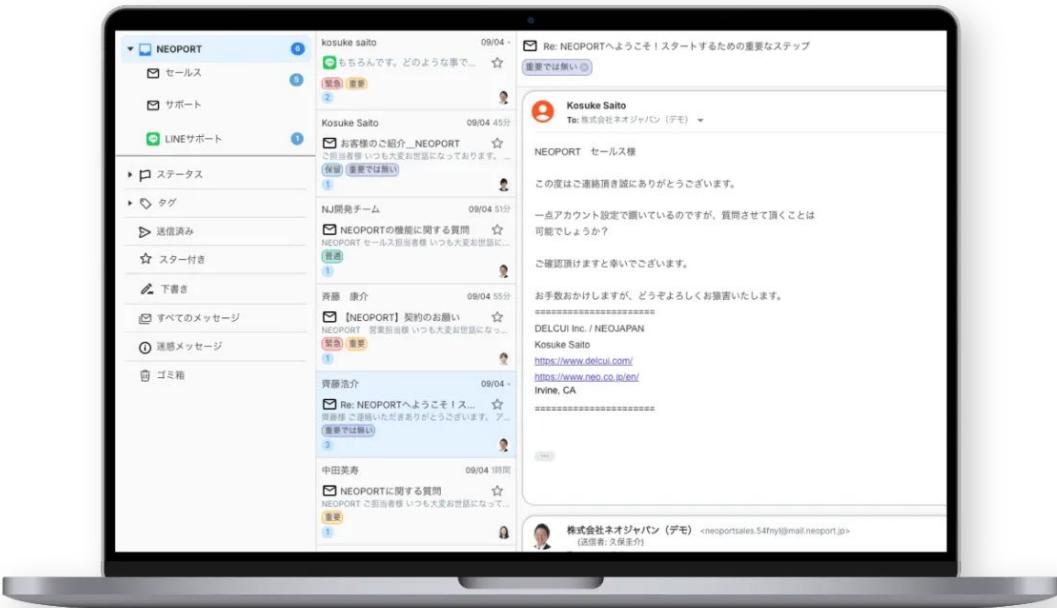
Additional options

New feature “File Transfer”

RoomMgr(Room Manager)

- On June 4, we started selling licenses for the packaged version of “desknet's Drive,” which enables file transfer functionality, as well as additional options for the cloud version. 48

NEOPORT, which is designed to streamline team email handling, received its first major update since its launch on June 2, 2024. The update offers significantly improved UI and functionality and a beta AI agent function, designed to fully automate email inquiry responses.



AI allows for **faster** and more **accurate** responses to inquiries.



Productivity enhancements

By automating many steps of the email process and handling them without human intervention, this system significantly reduces the person-hours previously required.

Customer satisfaction enhancement

The system significantly enhances customer satisfaction by leveraging AI to accelerate inquiry response while preserving the nuanced feel of human handling.

No reliance on specific individuals

The system automatically maintains response knowledge and know-how to prevent black box syndrome.

III

Appendix

v NEOJAPAN Group Overview



Contributing to the formation of a flourishing information society through real IT communication tools

Our services provide vital support for workers in organizations of all scales and industries, including those involved in social infrastructures like rail, electricity, and construction.

Company Profile

NEOJAPAN

Company name	NEOJAPAN Inc.	
Established	February 29, 1992	
Location (Japan)	Headquarters	Yokohama Landmark Tower, 10th Floor 2-2-1 Minatomirai, Nishi-ku, Yokohama-shi, Kanagawa, Japan
	Osaka Office	Nakanoshima Dai Building, 7th Floor 3-3-23 Nakanoshima, Kita-ku, Osaka-shi, Osaka, Japan
	Nagoya Office	JP Tower Nagoya, 21st Floor 1-1-1 Meieki, Nakamura-ku, Nagoya-shi, Aichi, Japan
Consolidated subsidiary (Japan)	Fukuoka Office	Across Cube Hakata Ekimae 3-4-25 Hakataekimae, Hakata-ku, Fukuoka-shi, Fukuoka, Japan
	Pro-SPIRE Inc.	WIRA Omori Building, 7th Floor 1-6-8 Omori-kita, Ota-ku, Tokyo, Japan
	DELCUI Inc. NEOREKA ASIA Sdn.Bhd. NEO THAI ASIA Co.,Ltd. NEOPhilippine Tech Inc.	California, United States Kuala Lumpur, Malaysia Bangkok, Thailand Metro Manila, Philippines
Representative	Akinori SAITO, President	
Capital	JPY 297 million (As of January 31, 2025)	
Consolidated Net sales	JPY 7,263 million (FY01/25)	
Number of employees	305 (Consolidated) (As of January 31, 2025)	



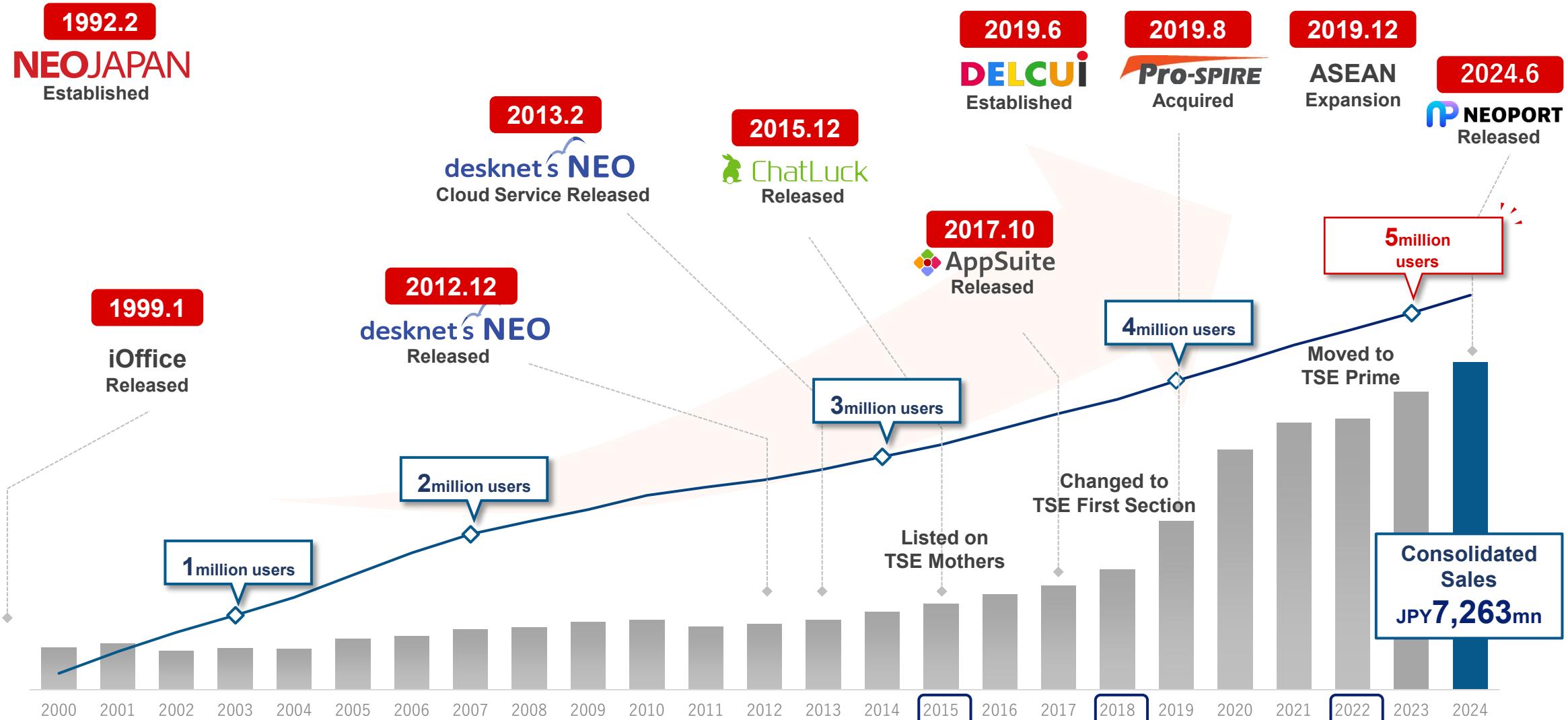
Office Entrance



Development Area

Company History

NEOJAPAN



Corporate Sales

NEOJAPAN

desknet's NEO has been sold by many companies regardless of industry or size. Cumulative sales exceeded **5.3 million users⁽¹⁾** and are still expanding.



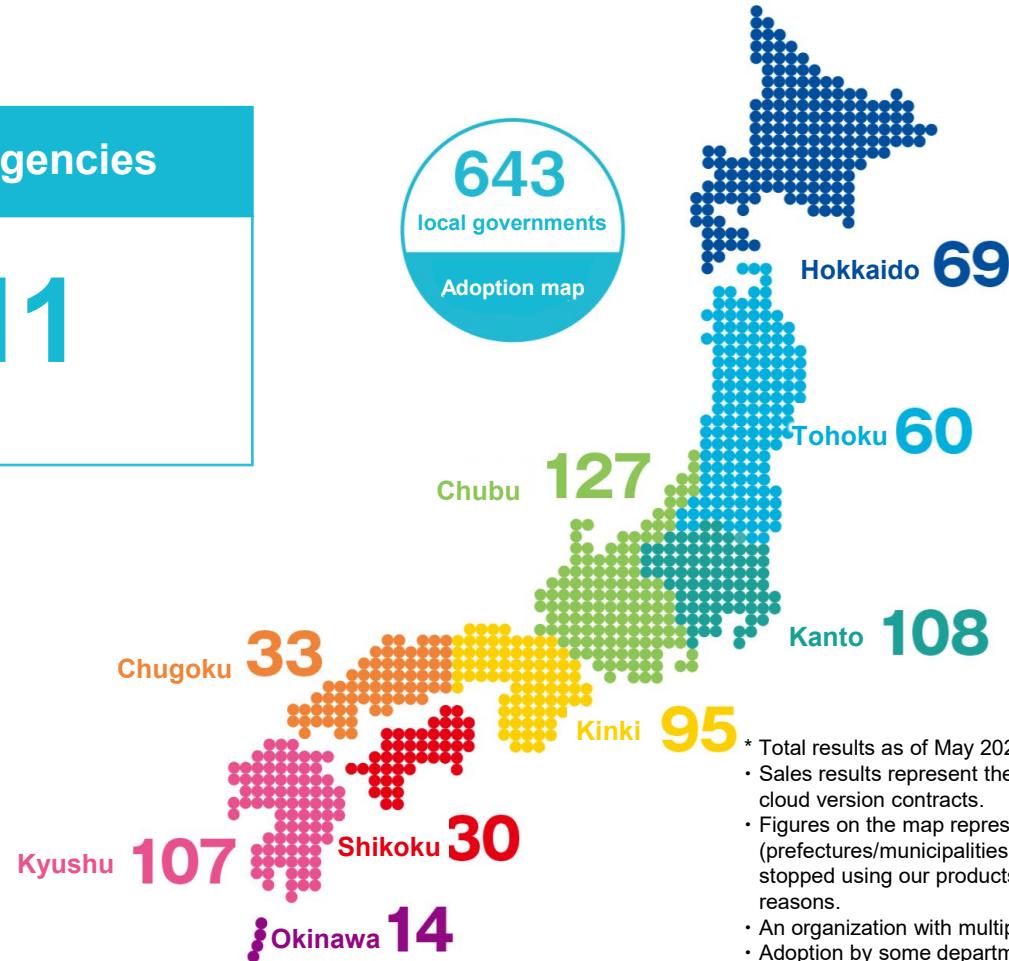
1. Total number of users based on the number of users subscribing to desknet's NEO's cloud version and users based on cumulative sales of the packaged version.

[Adopted by more than 1,250 local governments and public agencies]

Local governments
643
Over 1/3
prefectural governments
have adopted it

Public agencies
611

Adopted by
Kanagawa Prefecture, Akita Prefecture,
Miyazaki Prefecture, Shiga Prefecture,
Sunagawa in Hokkaido, Yokohama in
Kanagawa Prefecture, Kamakura in
Kanagawa Prefecture, Kobe in Hyogo
Prefecture, Kitakyushu in Fukuoka
Prefecture, and Naha in Okinawa
Prefecture...



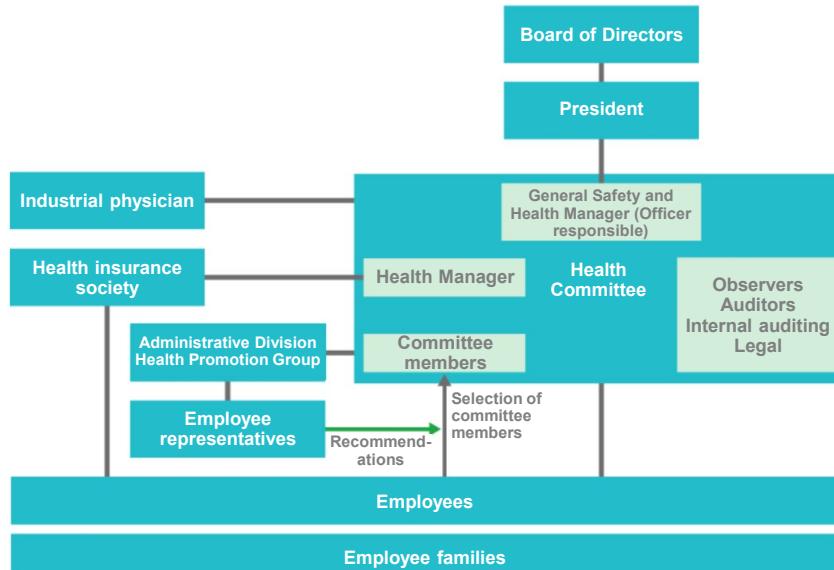
- * Total results as of May 2025
- Sales results represent the total of packaged products shipped and cloud version contracts.
- Figures on the map represent sales to local governments (prefectures/municipalities), not including customers who have stopped using our products or services due to mergers or other reasons.
- An organization with multiple contracts is counted as one customer.
- Adoption by some departments: Sales to prefectures, special wards, and cities with fewer than 300 users or towns and villages with fewer than 50 users

Health Management Initiatives

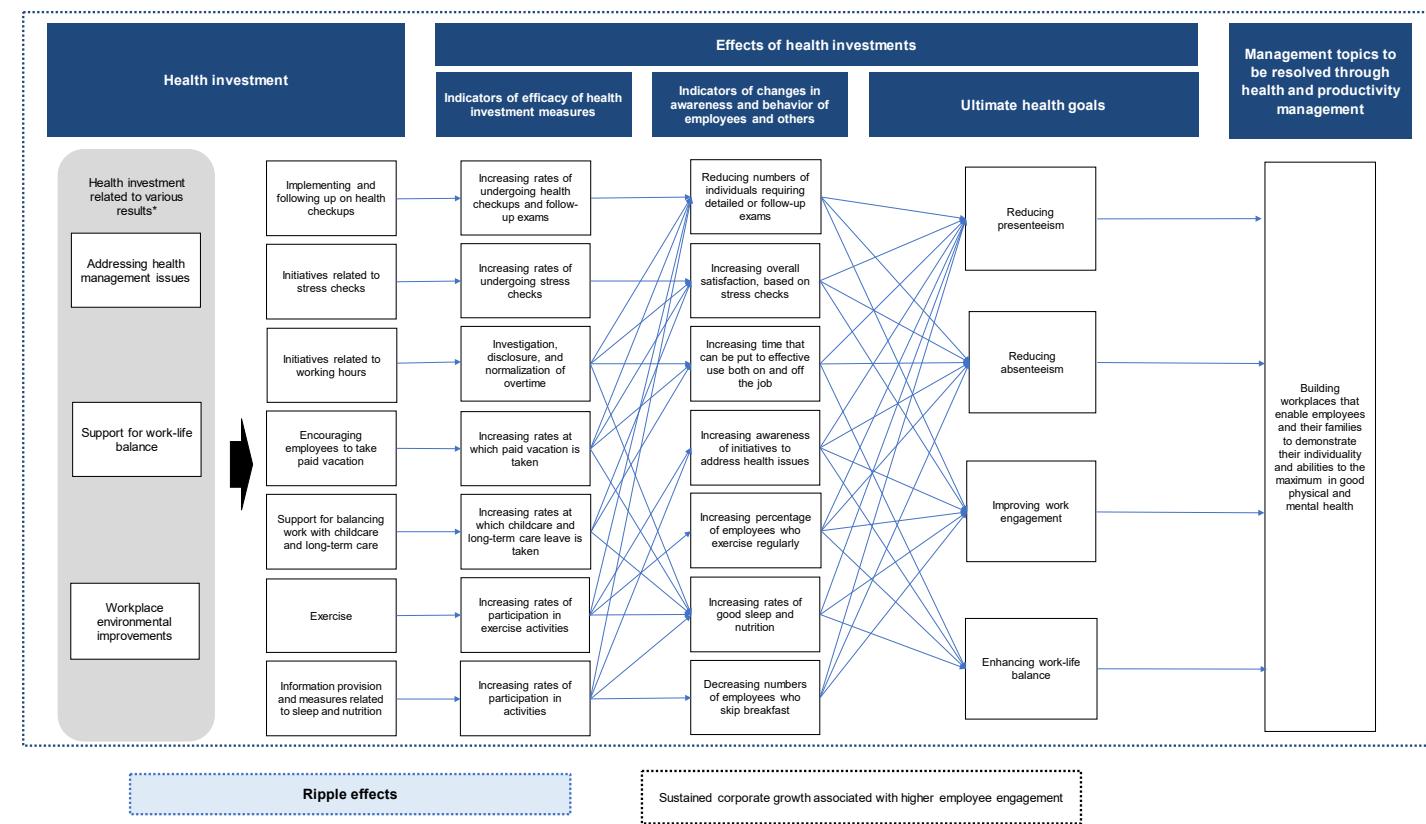
NEOJAPAN

We recognize that the mental and physical health of our employees and their families, as well as comfortable working environments in which individuals can demonstrate their abilities in good health, contribute to corporate growth. Based on that understanding, we are promoting health management to support the health of our employees and their families.

Promotion organization



Health and productivity management strategic map



Certifications





We distribute IR information to individual investors by e-mail.
If you wish to receive this service, please sign up at the URL or QR code below.
<https://rims.tr.mufg.jp/?sn=3921>



This document contains forward-looking statements regarding estimations, forecasts, targets and plans in relation to the results of operations, financial conditions and other overall management of the company and/or the group as a whole (the “forward-looking statements”). The forward-looking statements are made based upon, among other things, the company’s current estimations, perceptions and evaluations. In addition, in order for the company to adopt such estimations, forecasts, targets and plans regarding future events, certain assumptions have been made. Accordingly, due to various risks and uncertainties, the statements and assumptions are inherently not guarantees of future performance, may be considered differently from alternative perspectives and may result in material differences from the actual result. Therefore, these forward-looking statements are dependent on various risks and uncertainties, and actual results may significantly differ from the results expressed or implied in the forward-looking statements. Accordingly, you should not place undue reliance on the forward-looking statements. We are not under any obligation to change or correct the forward-looking statements according to new information, future events or other discoveries.
