

Q1-FY2026 Financial Results



シンプルだから、みんな使える。

カンタートヨクモ



Toyokumo, Inc.

May 2026

Disclaimer

This document has been translated from a part of 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.

Information and materials provided in this announcement include so-called “forward-looking statements.”

These are based on current expectations, forecasts and assumptions that are subject to risks and include uncertainties that may actually result in different results from these standards.

Such risks and uncertainties include general industry and market conditions, and general domestic and international economic conditions such as interest rate and currency exchange fluctuations.

This document is provided for informational purposes and not for soliciting the acquisition, sale, etc. of Toyokumo shares.

Q1-FY2026 Financial Results

Q1-FY2026 Executive Summary

Net Sales
(Q1)

1,389 million yen
YoY +29.0%

EBITDA*
(Q1)

665 Million yen
YoY 70.0%

Operating Profit
(Q1)

600 Million yen
YoY +80.5%

ARR

5,738 Million yen
YoY +24.5%

Churn Rate**

0.81%
 $\leq 1\%$

Rule of 40

72.2
29.0% revenue growth
+
43.2% operating profit margin

* EBITDA = Operating Profit + Depreciation Expenses + Amortization Expenses

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

Summary of Quarterly Consolidated Financial Results (YoY)

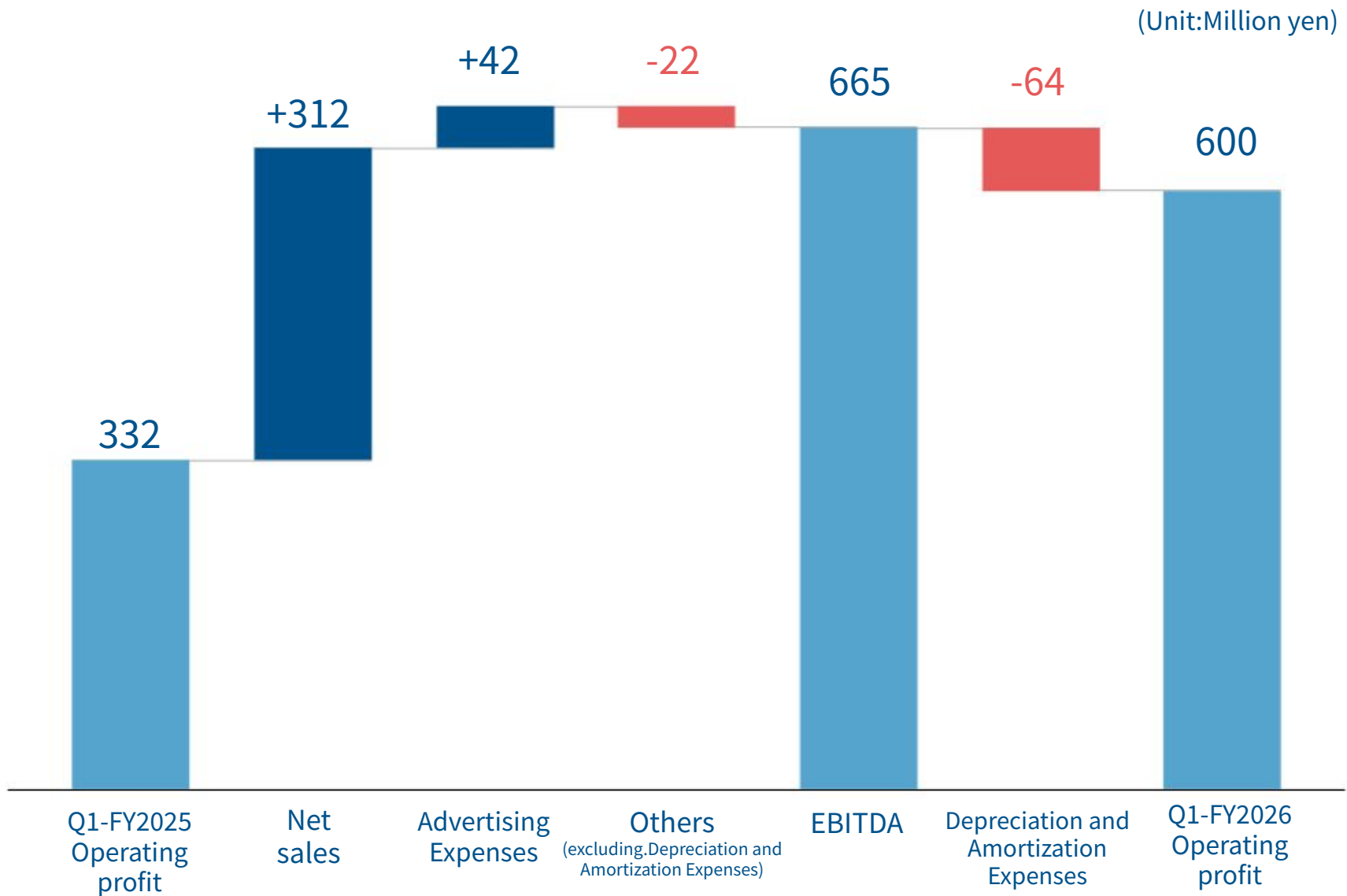


(Unit: Million yen)

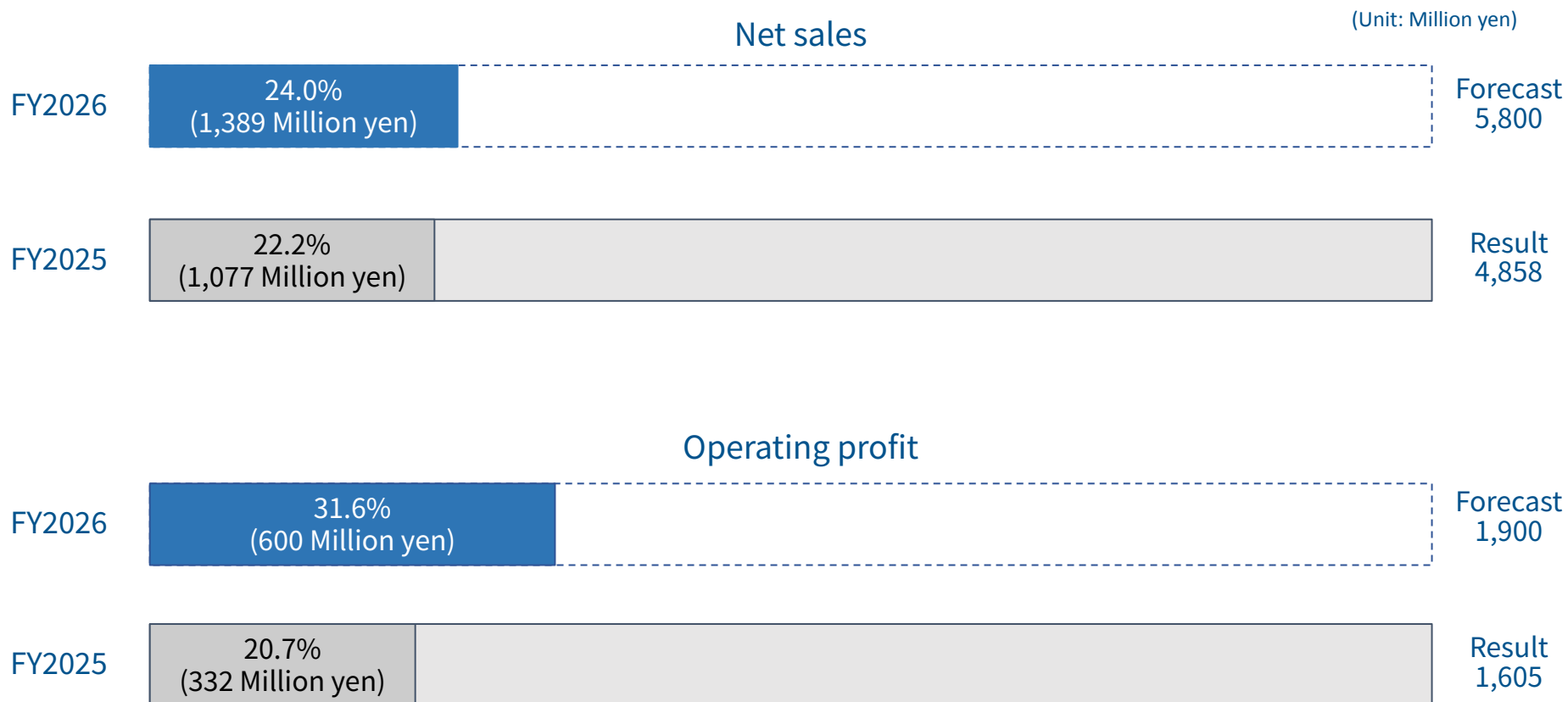
	Q1-FY2025	Q1-FY2026	YoY
Net Sales	1,077	1,389	+29.0%
Gross Profit	1,033	1,323	+28.1%
SG&A	700	723	+3.3%
Advertising expenses	291	248	-14.5%
Depreciation and Amortization Expenses	58	64	+10.5%
EBITDA	391	665	+70.0%
Operating Profit	332	600	+80.5%
Ordinary Profit	333	604	+81.2%
Profit attributable to owners of parent	219	401	+82.9%

Figures for Q1-FY2025 reflect the finalized accounting treatment for the business combination, which was completed in Q2-FY2025.

Factors for changes in Operating Profit (YoY)



Progression against Forecast



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



(Unit:Million yen)

			FY2024	FY2025	FY2026 Forecast	Medium-to-Long term	Peer Average*
Business Strategy	Growth	Net Sales	3,146	4,858	5,800	Increase	13,516
	Efficiency	EBITDA	1,172	1,850	2,170	Improvement	2,580
	Profitability	EBITDA Margin	37.3%	38.1%	37.4%	n/a	18.3%
Capital Investment	Financial Capital	Cash and Deposits	4,196	4,407	n/a	n/a	n/a
	Manufactured & Intellectual Capital	Investment Cash Flow	(70)	(1,362)	n/a	n/a	n/a
	Social & Relationship Capital	Total Cash Dividends	152	219	294	Target Dividend Payout Ratio 20%	n/a
		Advertising expenses	752	1,278	1,200	Continuous	n/a
	Human Capital	Average Annual Salary	8.95	9.47	n/a	≥10	6.97
	Natural Capital	Digitization of Invoices	○	○	○	Ongoing	n/a
Capital Efficiency	ROE		27.7%	30.6%	n/a	ROE>WACC	18.3%
	WACC		8~12%	8~12%	8~12%		n/a
	Dividends per Share		14 yen	20 yen	27 yen	Target Dividend Payout Ratio 20%	n/a

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

FY2026 Cash Allocation Plan

FY2025

Operating Cash Flow
2,020 Million Yen

FY2026

Base Investment
&
Growth Investment

Base Investment

- Expenditures for organic growth
- Building the Toyokumo brand
- Increasing average annual salary
- **Improving efficiency through generative AI**

Growth Investment

- **Acquisition of MOCULA Inc. as a subsidiary (AI camera SaaS developer)**

Current Period Topics

- **Project Mode, Inc. relocated to PMO Meguro**
- **Expanded Toyokumo office at PMO Meguro**

Shareholder
Returns

Shareholder Returns

- FY2026 Dividend forecast: 27 Yen per share (YoY +35%)

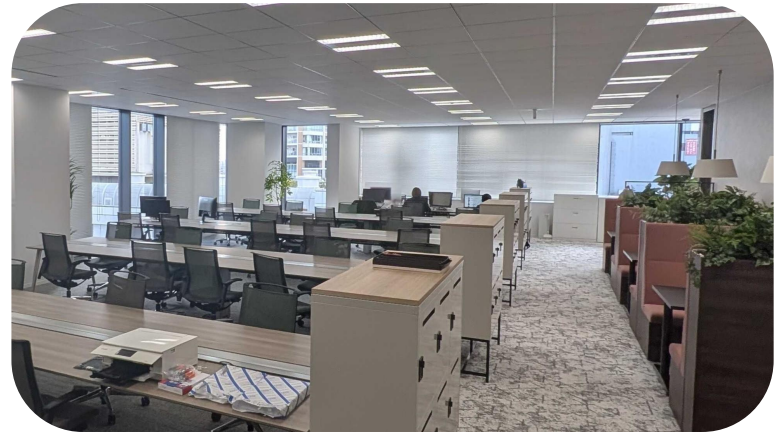
Current Period Topics

- **Executed share buybacks**

Overview

Q1-FY2026

- Project Mode, Inc. relocated its HQ to PMO Meguro.
- Toyokumo, Inc. has also expanded its office footprint within PMO Meguro to accommodate a growing headcount.



Location: PMO Meguro
2-15-21 Kami-osaki, Shinagawa-ku, Tokyo

Status of Generative AI Utilization

- **Development Division:**
Utilizing autonomous AI, the division has reduced manual coding time, allowing resources to be redirected toward upstream development processes.
- **General Staff:**
General employees have been provided with licenses for Google Workspace AI services and other AI agents, promoting operational efficiency through active utilization.
- **Product Integration:**
Generative AI-powered features are now available in kMailer and NotePM.
 - In April, AI features were also added to DataCollect.

Status of Share Repurchases

Progress of Repurchase (From February 16, 2026 to April 30, 2026)

- Total number of shares acquired: 108,700 shares
- Total amount of share acquisition costs: ¥197,765,800

(Reference)

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

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

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

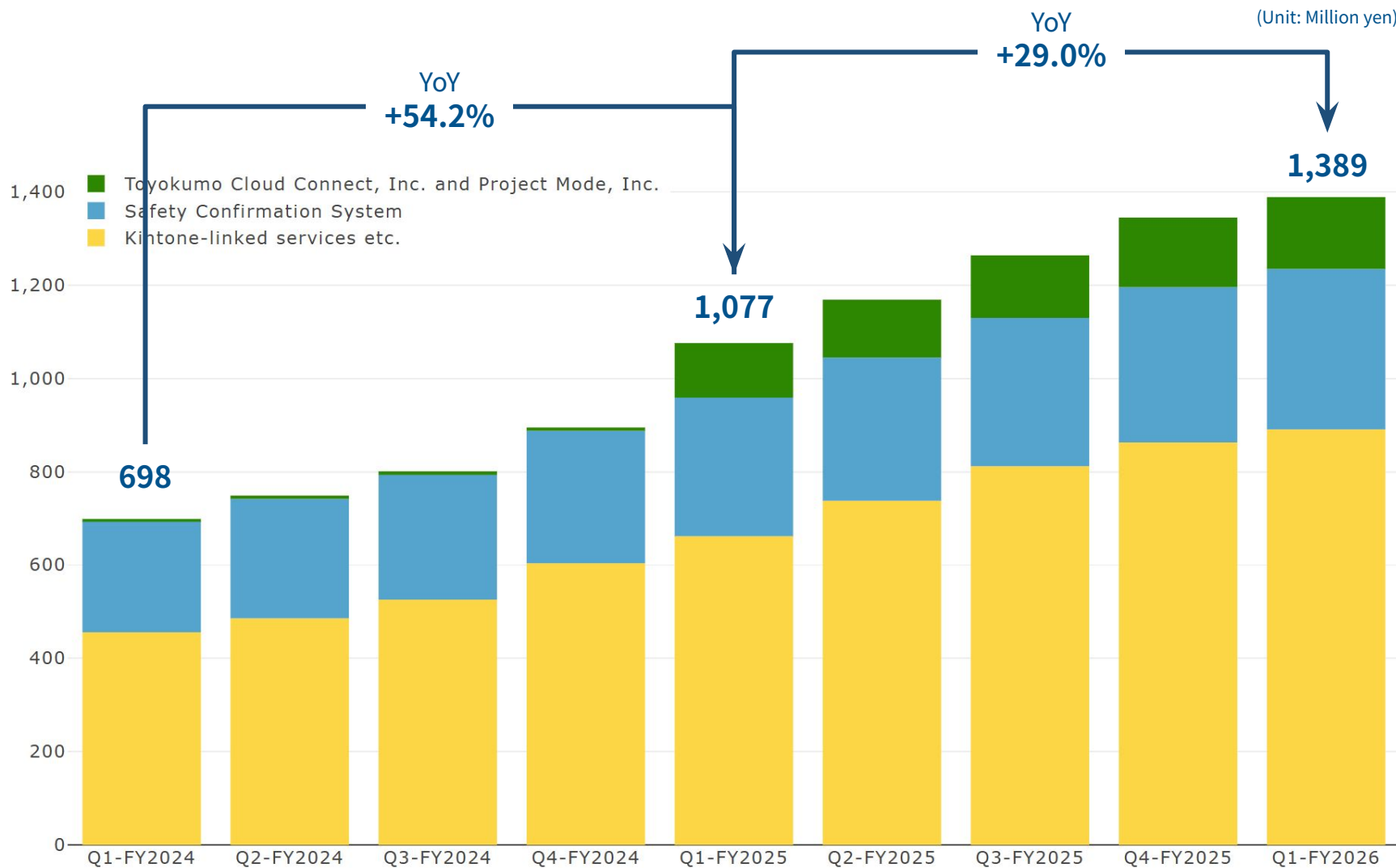
- Total number of issued shares: 11,008,000 shares
- Number of treasury shares: 165,000 shares

Balance Sheets

(Unit: Million yen)

Assets			Liabilities		
	As of Dec. 31, 2025	As of Mar. 31, 2026		As of Dec. 31, 2025	As of Mar. 31, 2026
Cash and deposits	4,407	3,795	Contract liabilities	1,264	1,145
Other (current assets)	395	584	Other (current liabilities)	1,109	655
Total current assets	4,802	4,380	Total current liabilities	2,373	1,801
Property, plant and equipment	51	54	Other (non-current liabilities)	103	100
Goodwill and customer-related intangible assets	1,189	1,140	Total non-current liabilities	103	100
Other (intangible assets)	185	178	Total liabilities	2,477	1,902
Investments and other assets	308	285	Net assets		
Total non-current assets	1,736	1,658	Share capital	394	394
			Capital surplus	417	417
			Retained earnings	3,330	3,513
			Treasury shares	(101)	(211)
			Non-controlling interests	19	22
			Total net assets	4,061	4,136
Total assets	6,538	6,038	Total liabilities and net assets	6,538	6,038

Quarterly Sales



In this material, sales of Toyokumo Scheduler are included in Kintone-linked services, etc.

Sales of Cloud Services

(Unit: Million yen)

	Safety Confirmation			Kintone-linked services			Toyokumo Cloud Connect, Inc. and Project Mode, Inc.			Total Sales		
	Quarterly	QoQ	YoY	Quarterly	QoQ	YoY	Quarterly	QoQ	YoY	Quarterly	QoQ	YoY
Q1-FY2024	238	+3.7%	+15.9%	456	+4.7%	+31.7%	3	-	-	698	+4.4%	+25.8%
Q2-FY2024	256	+7.7%		486	+6.4%		7	+77.0%		749	+7.3%	
Q3-FY2024	269	+5.0%		526	+8.3%		6	-11.4%		801	+7.0%	
Q4-FY2024	284	+5.5%		604	+14.9%		7	+13.8%		895	+11.7%	
Q1-FY2025	297	+4.6%	+24.8%	663	+9.6%	+69.3%	117	*	*	1,077	+20.3%	+54.2%
Q2-FY2025	307	+3.4%		738	+11.3%		124	+5.8%		1,169	+8.5%	
Q3-FY2025	318	+3.7%		812	+10.0%		134	+8.4%		1,265	+8.2%	
Q4-FY2025	333	+4.5%		863	+6.3%		149	+11.2%		1,346	+6.4%	
Q1-FY2026	344	+3.3%	+15.8%	891	+3.2%	+34.4%	154	+3.1%	+31.7%	1,389	+3.2%	+29.0%

Sales of Toyokumo Scheduler are included in sales of Kintone-linked services.

* Certain large figures are omitted for clarity.

Financial Summary (Quarter)

(Unit: Million yen)

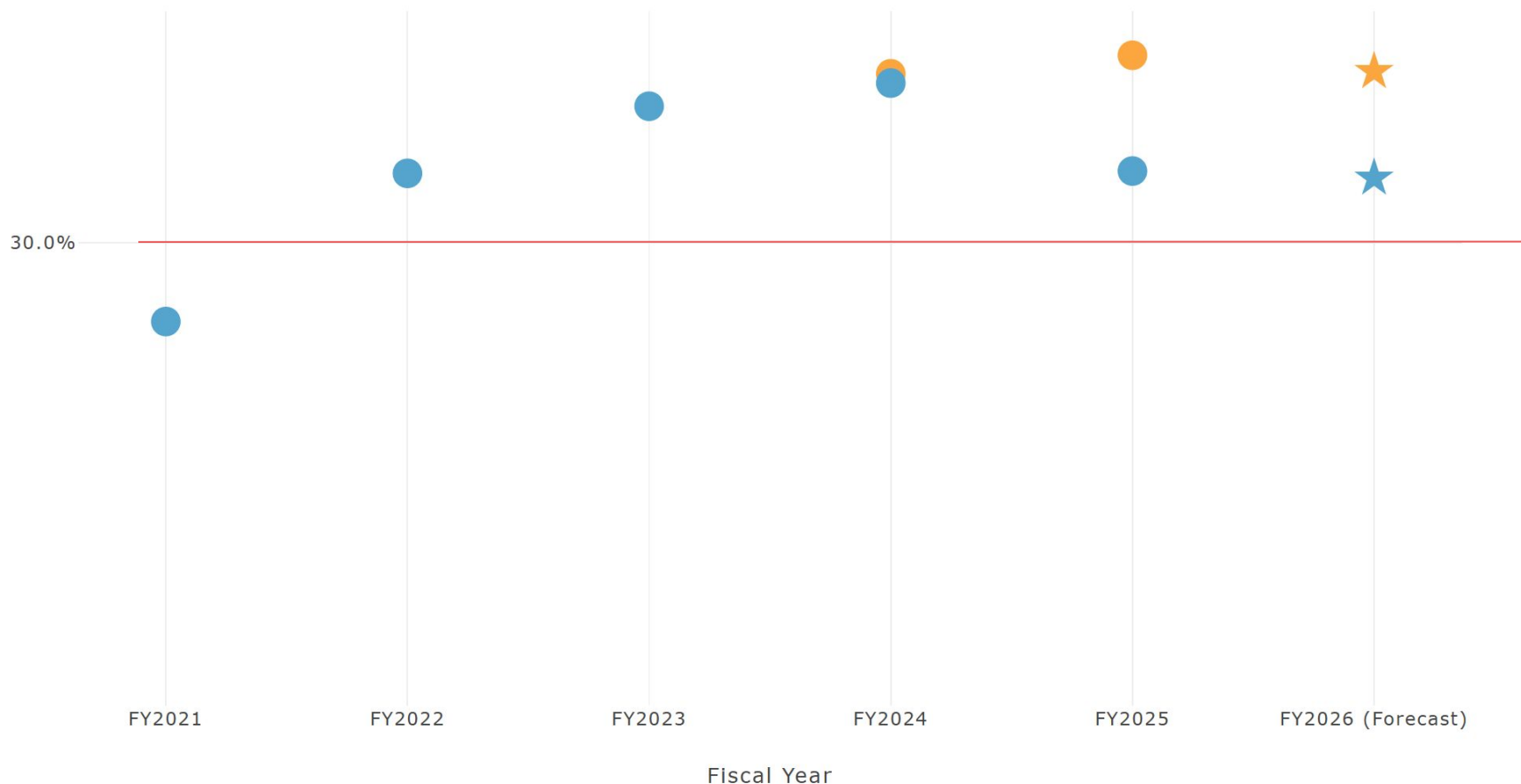
	Q1-FY2025	Q2-FY2025	Q3-FY2025	Q4-FY2025	Q1-FY2026
Net Sales	1,077	1,169	1,265	1,346	1,389
EBITDA	391	583	505	370	665
Operating Profit	332	524	445	304	600
Operating Profit Margin	30.9%	44.8%	35.2%	22.6%	43.2%
Profit attributable to owners of parent	219	343	288	234	401
Basic earnings per share (Yen)	20.16	31.49	26.29	21.42	36.72
Cash and deposits	2,699	3,633	4,051	4,407	3,795
“Earning Power”	682	768	804	872	913

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

Operating Profit Margin and EBITDA Margin Forecast

For the fiscal year ending December 2026

★ Operating Profit Margin: 32.8% ★ EBITDA Margin: 37.4%



● Operating Profit Margin ★ Operating Profit Margin (Forecast)
● EBITDA Margin ★ EBITDA Margin (Forecast)

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

KPI

Monthly Sales Report

FY2026

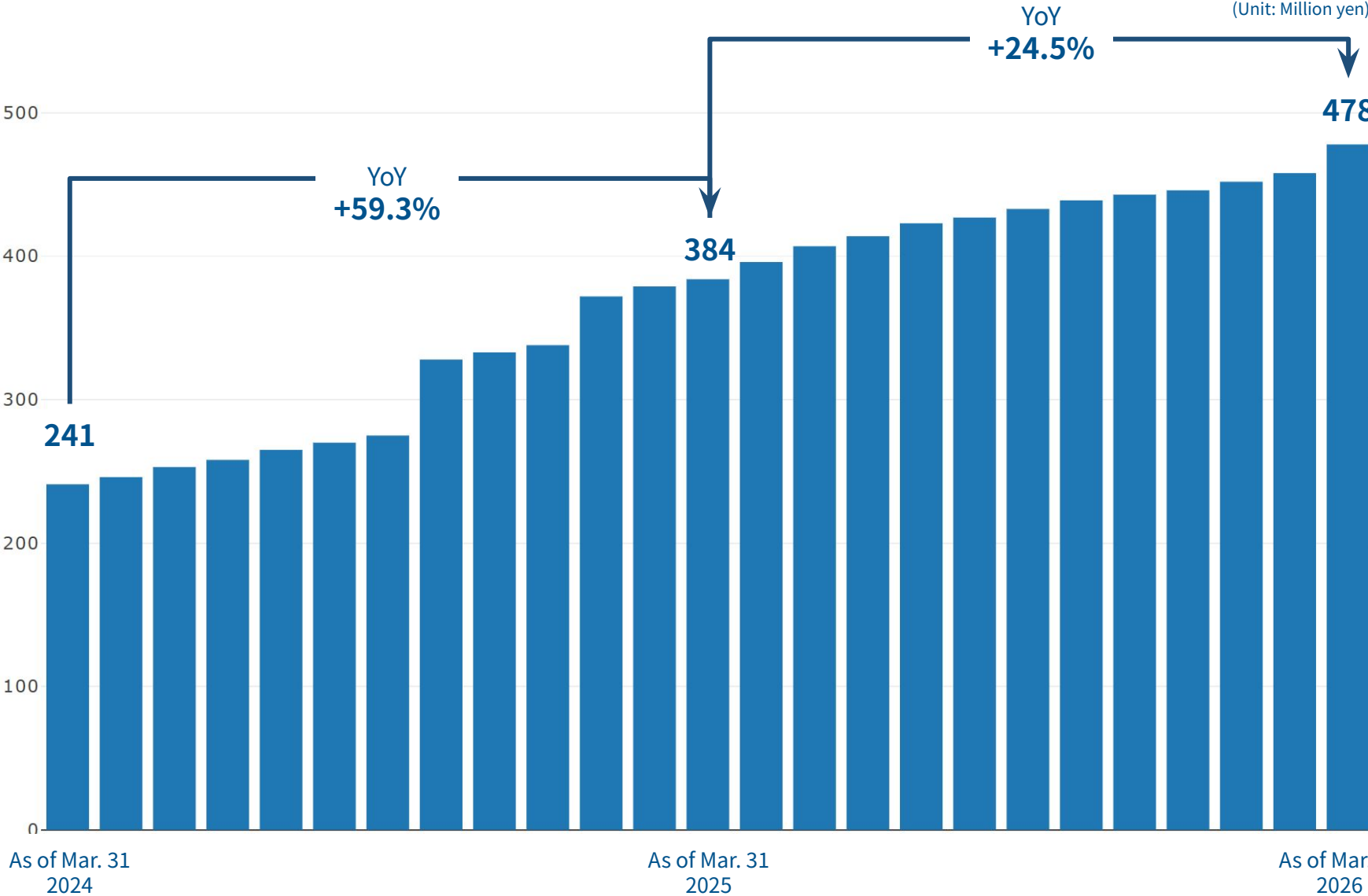
(Unit: Million yen)

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
Monthly	451	463	474	500								
YoY	130.0%	126.6%	130.4%	133.2%								
<hr/>												
Total	451	915	1,389	1,890								
YoY	130.0%	128.3%	129.0%	130.1%								

FY2025

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

Monthly Recurring Revenue Trends

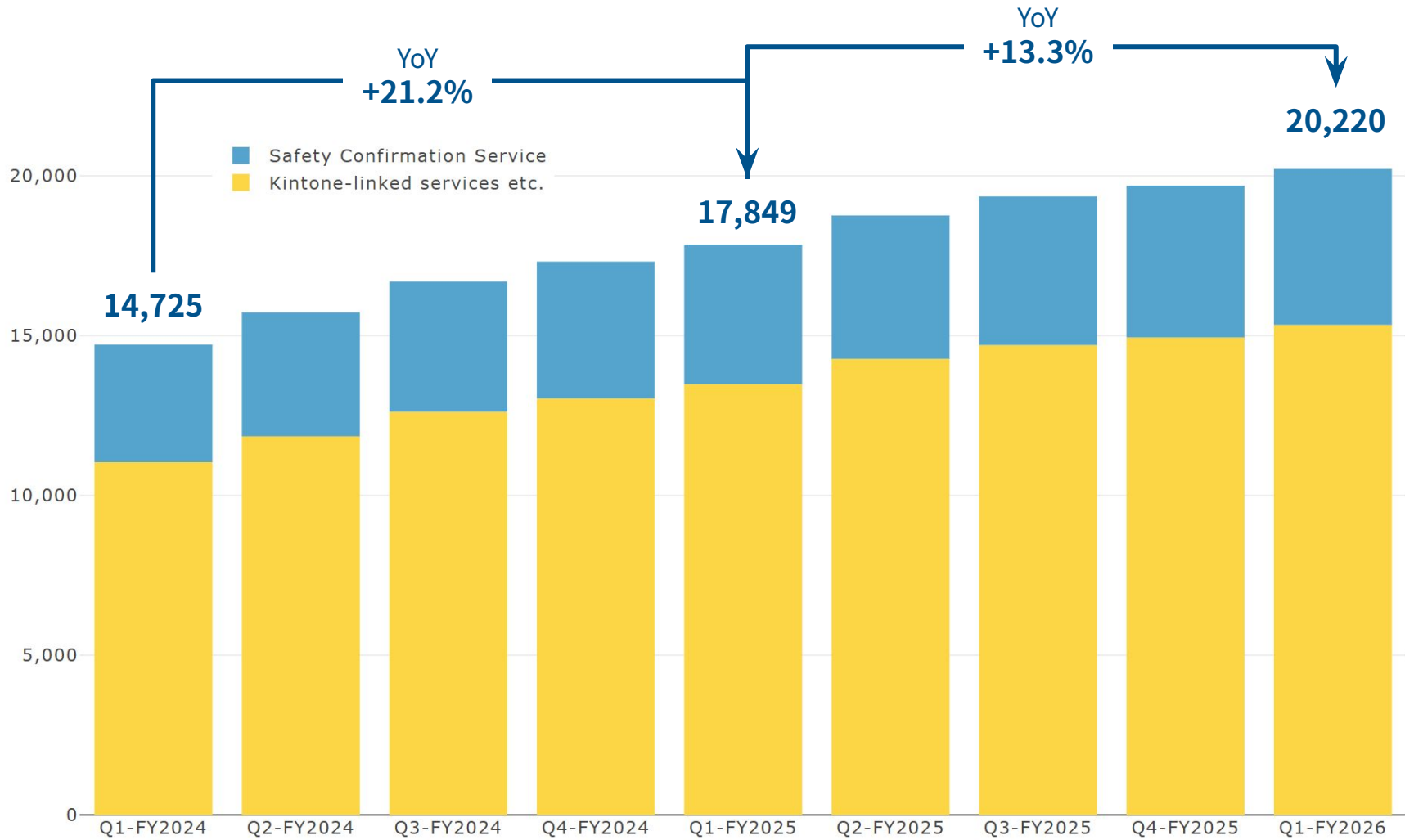


Plans of “Earning Power”

(Unit: Million yen)

	FY2025	Q1-FY2026	FY2026 Forecast
Net sales	4,858	1,389	5,800
Advertising expenses	1,278	248	1,200
(as a percent of sales)	26.3%	17.9%	20.7%
Depreciation and Amortization Expenses	244	64	270
(as a percent of sales)	5.0%	4.7%	4.7%
Operating profit	1,605	600	1,900
(as a percent of sales)	33.1%	43.2%	32.8%
Earning Power (Operating profit + Advertising expenses + Depreciation and Amortization Expenses)	3,128	913	3,370
(as a percent of sales)	64.4%	65.8%	58.1%

Number of Subscriptions*



*Figures are on non-consolidated basis (Toyokumo, Inc.). Subscriptions of Toyokumo Scheduler are included in those of Kintone-linked services etc.

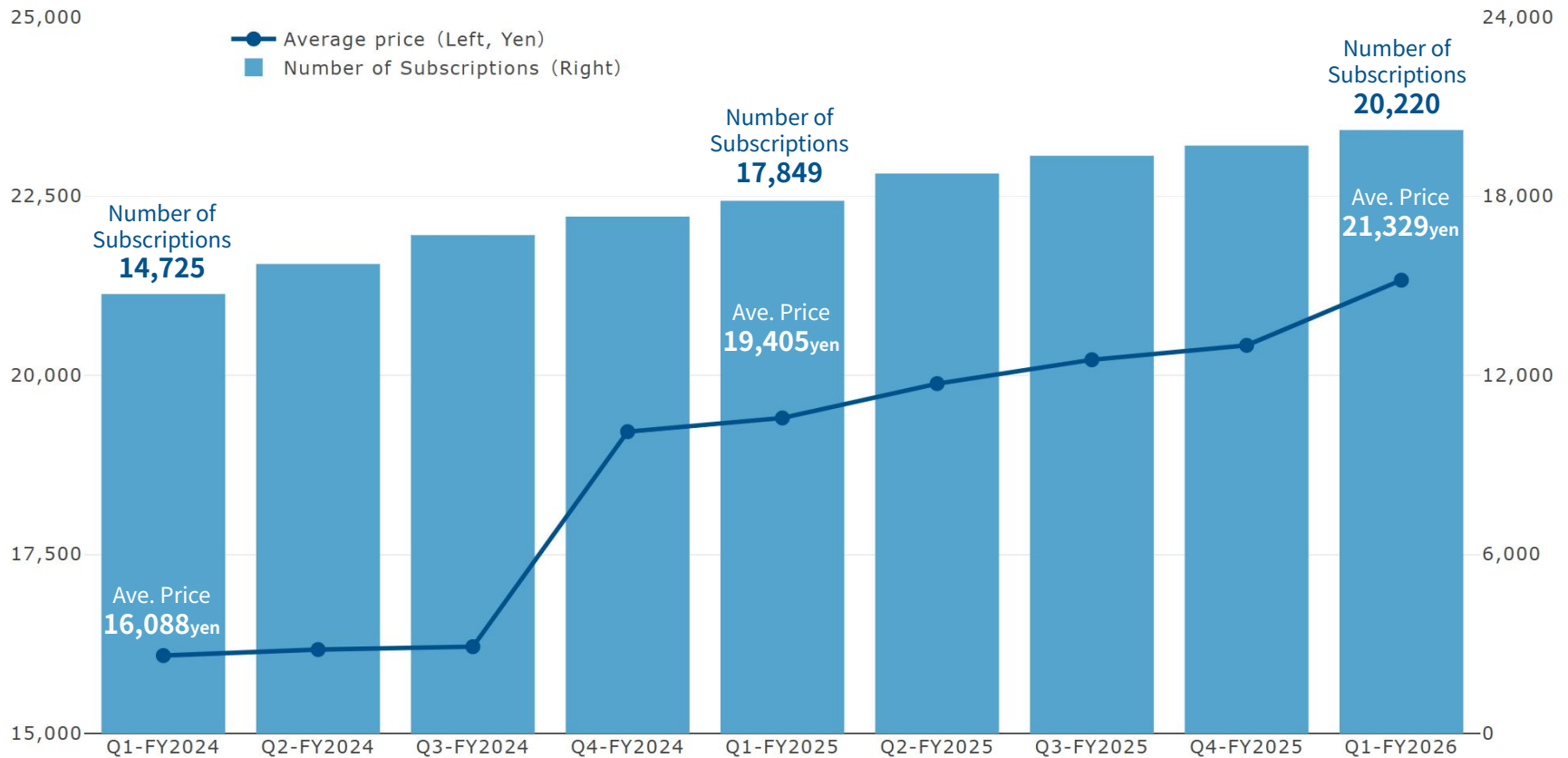
Details of Number of Subscriptions*

	Safety Confirmation				Kintone-linked services**				Total			
	Number of Subscriptions	QoQ change	QoQ	YoY	Number of Subscriptions	QoQ change	QoQ	YoY	Number of Subscriptions	QoQ change	QoQ	YoY
Q1-FY2024	3,679	+205	+5.9%	+15.1%	11,046	+539	+5.1%	+27.0%	14,725	+744	+5.3%	+23.8%
Q2-FY2024	3,879	+200	+5.4%		11,854	+808	+7.3%		15,733	+1,008	+6.8%	
Q3-FY2024	4,077	+198	+5.1%		12,623	+769	+6.5%		16,700	+967	+6.1%	
Q4-FY2024	4,278	+201	+4.9%		13,042	+419	+3.3%		17,320	+620	+3.7%	
Q1-FY2025	4,364	+86	+2.0%	+18.6%	13,485	+443	+3.4%	+22.1%	17,849	+529	+3.1%	+21.2%
Q2-FY2025	4,486	+122	+2.8%		14,277	+792	+5.9%		18,763	+914	+5.1%	
Q3-FY2025	4,650	+164	+3.7%		14,709	+432	+3.0%		19,359	+596	+3.2%	
Q4-FY2025	4,753	+103	+2.2%		14,946	+237	+1.6%		19,699	+340	+1.8%	
Q1-FY2026	4,878	+125	+2.6%	+11.8%	15,342	+396	+2.6%	+13.8%	20,220	+521	+2.6%	+13.3%

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

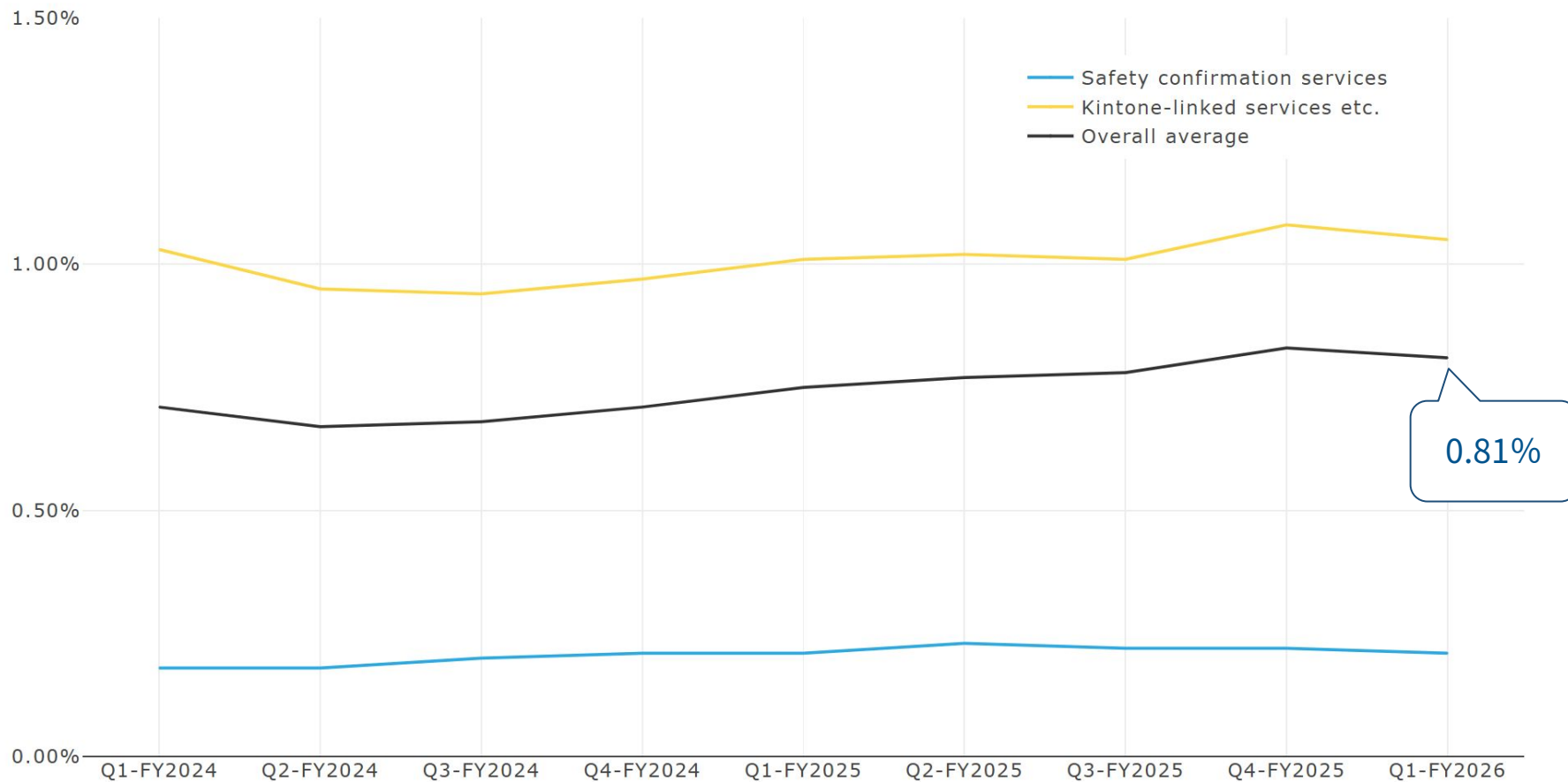
** Subscriptions of Toyokumo Scheduler are included in those of Kintone-linked services.

Number of Subscriptions and Average Price*



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

Churn Rate*



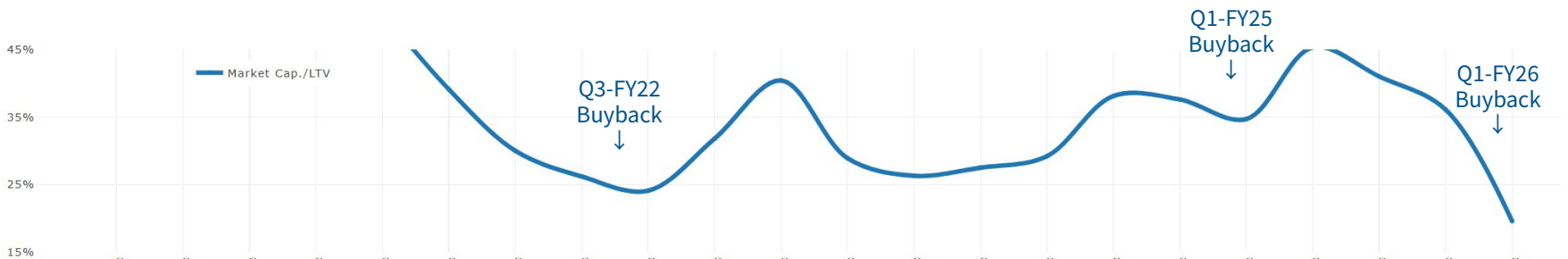
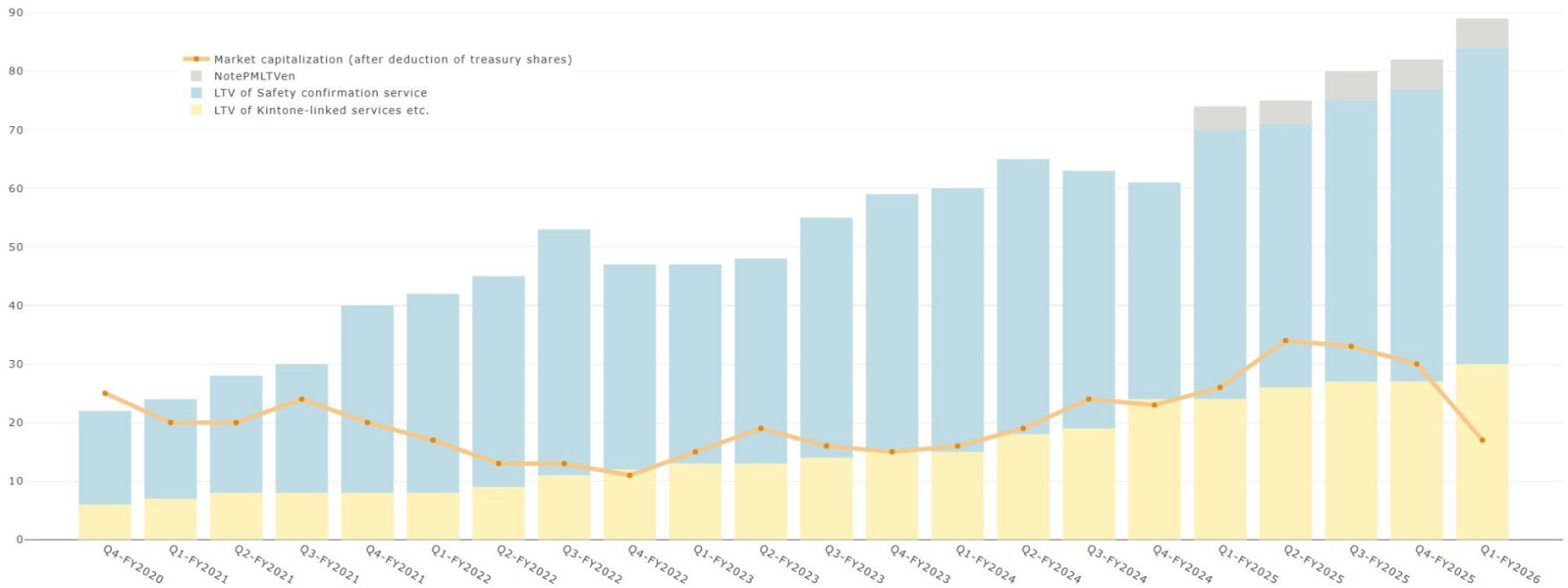
The churn rate represents the annual average, calculated as the ratio of churned subscription value to total subscription value over a 12-month period.

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

LTV and market capitalization

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

(Unit: billion yen)



Our View on the "SaaS is Dead"

Will the "SaaS is Dead" actually happen?

- The "SaaS is Dead" has been a frequent topic in the news and has already impacted Toyokumo's stock price. Will it actually happen?



Our View

Short-term

- Our cloud services are used as part of business processes, so making them unlikely to be rapidly displaced.
- We believe SaaS and generative AI will coexist while mutually enhancing each other's convenience.
- We will progressively integrate AI features into our services.



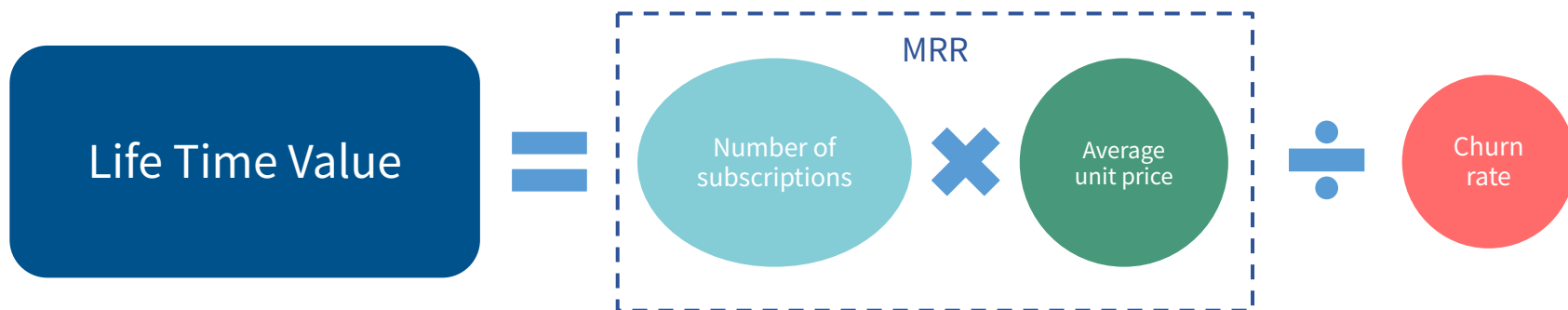
Medium-to-Long term

- Providing new services aligned with the business practices where AI has become the norm.



What Is LTV (Life Time Value)?

LTV is an indicator of how much customers are expected to pay for a service from the time they sign up for it until they cancel. Our LTV is composed of three factors: number of product subscriptions, average unit price, and churn rate. We aim to maximize LTV by increasing the number of subscriptions, raising the average unit price, and reducing the churn rate.



Number of subscriptions	New acquisitions	Develop easy-to-use and convenient products, and conduct efficient and effective advertising activities for IT novices. Enhance content on how to set up the products and provide users with successful experiences through a free trial.
	Cross-selling ^(Note)	Enhance linkage functionality among products and expand adoption cases. Increase customer engagement through knowledge sharing by way of users' meetings.
Average unit price	Upselling ^(Note)	Strengthen high-performance, high-unit-price courses for enterprise customers and expand adoption cases.
Churn rate	Reduction	Adopt a "trial model" that allows customers to decide on subscriptions after using the service free of charge on a trial basis. Efficiently respond to inquiries through a wide range of channels.

(Note) Cross-selling means that a customer who has already subscribed to one of our products makes a new subscription for another product for an additional fee. Upselling means that a customer who has subscribed to our product changes the subscription to a higher-level course of that product. The greater the number of subscriptions, the higher the average unit price, and the lower the churn rate, the larger and longer the subscriptions will be → the greater the prospect of paying usage fees (i.e., LTV). The fewer the number of subscriptions, the lower the average unit price, and the higher the churn rate, the smaller and shorter the subscriptions will be → the smaller the prospect of paying usage fees (i.e., LTV).

Growth Initiatives

Business Model First

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

Expanding Our Service Portfolio

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



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

Affordable
&
Simple

Conclusion of Capital and Business Alliance with MOCULA Inc.

In April 2026 (Q2-FY2026), Toyokumo, Inc. entered into a new capital and business alliance with MOCULA Inc., a SaaS developer of **AI camera solutions**, and executed an investment through a third-party allotment of new shares, acquiring it as a subsidiary.

By merging MOCULA's AI development with the knowledge Toyokumo has built through its PLG (Product-Led Growth) model and Kintone-linked services, we are co-developing our **7th Kintone-linked service**, "AI Camera (tentative name)" with an official release targeted for within 2026.

"AI Camera" provides a 24/7/365 monitoring system where AI analyzes footage in real-time. By detecting and alerting users of significant changes as they occur, the service drives immediate on-site awareness and response. This solution delivers new value to Kintone users by visualizing safety risks and reducing management overhead.

監視カメラ	AIカメラ
記録するための道具	気づき・行動を生み出すサービス
映像をあとで見る	今に気づく
人が確認する	AIが通知する



Toyokumo's Prior Medium-to-Long Term Themes



2019- Build the “Toyokumo” brand

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

Continuous activities and achievements

2023- Build a structure for expansion

- Hire personnel proactively
- Recruitment and development of key personnel

Recruitment and development of key personnel

2027- Expand business proactively

Utilize capital



New businesses and M&A

Initiatives to Expand Our Service Portfolio

	Internal New Business	External Co-creation New Business	Roll-up M&A
Business Stage	0 → 1		1 → 1 0
Examples	Toyokumo Scheduler	MOCULA Inc. (AI Camera)	Project mode, Inc (NotePM)
Business Model	Toyokumo's PLG Model		
Demand Forecasting	Market research-based		Past performance-based
Success Factors	Improvement toward achieving PMF*		Improvement of KPIs
Failure Factors	Failure to achieve PMF due to insufficient differentiation from competitors, etc.		Inadequate PMI** execution
Essential Elements	Highly motivated personnel	Talented managers	Target Company
Estimated Success Probability	10%	30%	50%

Previous Efforts

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



Market Changes

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

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

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- Increase name recognition by investing in advertisement
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Continuous activities and achievements

2023- Build a structure for expansion

- Hire personnel proactively
- Recruitment and development of key personnel

Recruitment and development of key personnel

2026- Launching Roll-up M&A Activities

2028- Scaling the External Co-creation New Business

New businesses and M&A

Reasons for Prioritizing Roll-up M&A

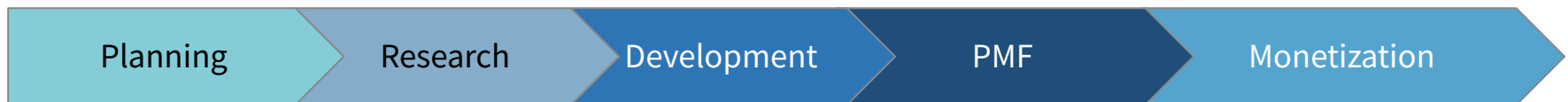
Market Environment

- **Shift in IPO Sentiment:** The restructuring of the Tokyo Stock Exchange (TSE) has altered the strategic approach of unlisted companies toward IPOs.
- **Favorable M&A Landscape:** The emergence of AI agents has led to compression in SaaS valuations. This trend creates a prime window for executing our roll-up M&A strategy.

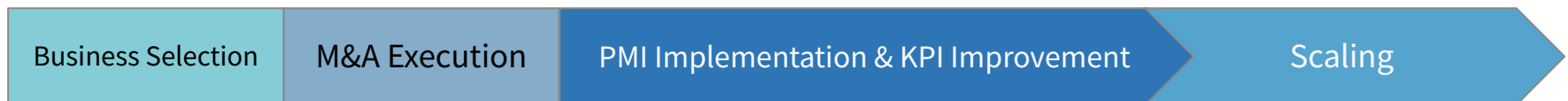
Key Criteria for Our Roll-up M&A Strategy

- **Proven Product Demand:** Validating high market demand based on the product's historical performance and track record.
- **PLG Model Suitability:** Assessing the business's compatibility with Toyokumo's PLG model.

Internal New Business / External Co-creation New Business



Roll-up M&A



Cost Efficiency: No upfront costs for planning, research, development, or PMF.

Proven Strategy: Leverages Toyokumo's PLG model, a business model with a proven strategy of success.

Toyokumo's PLG (Product-Led Growth) Model



Marketing via TMM (Toyokumo Marketing Model)

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

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

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

Continuous improvement driven by product data analysis

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

Appendix

Toyokumo, Inc. Selected the JPX Start-Up Acceleration 100 Index



The **JPX Start-Up Acceleration 100 Index** is a stock index consisting of 100 of **Japan's leading high-growth startups**. Constituents are selected primarily based on two metrics that measure startup growth potential: **sales growth rate** and **growth in market capitalization**.

Eligible companies include constituents of the TSE Growth Market Index and those that have transitioned from the TSE Growth Market to another market segment within a certain timeframe.

Real-time calculation and dissemination of the index commenced in March 2026, and we are pleased to announce that **Toyokumo, Inc.** has been selected as a constituent. For further details on the index, please refer to the official JPX website.



The number of subscriptions of Kintone-linked services surpassed 15,000

In January 2026, the total number of subscriptions for our six Kintone-linked services — which integrate with “Kintone”, the no-code/low-code SaaS business improvement platform provided by Cybozu, Inc. — surpassed 15,000.



The number of users of Safety Confirmation service 2 surpassed 3 million

In March 2026, the cumulative number of registered users for "Safety Confirmation Service 2," our safety confirmation system for corporate clients, surpassed 3 million.



Audit Log Feature Now Available Across 5 Kintone-linked Services

In March 2026, the "Audit Log" feature was released for four products: **FormBridge**, **kMailer**, **PrintCreator**, and **DataCollect**. As this feature was already available in **kViewer**, it is now available across a total of five products.

Under the **Enterprise Course**, logs are retained and accessible for up to three years. This functionality is designed to be a valuable tool not only for investigating the root cause of issues, but also for supporting the **internal controls** and **audit compliance** requirements of listed companies, financial institutions, and other highly regulated organizations.



より安全・便利に使える **新機能**

「監査ログ」機能をリリースします

トヨクモ kintone連携サービス

シンプルだから、みんな使える。
カンターントヨクモ

NEW

2025/08/21 新規作成 ✓

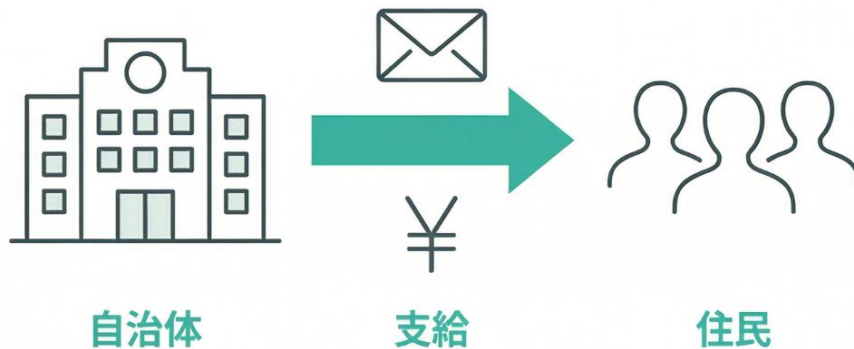
2025/08/20 削除 !

2025/08/20 設定を変更 ✓

レベル	日時 (JST)	ユーザー
INFO	2025/08/21 17:45:00	tanaka.
INFO	2025/08/21 16:30:00	yokoyar
CRITICAL	2025/08/21 15:15:00	saito.tal
INFO	2025/08/21 14:00:00	-
INFO	2025/08/21 13:45:00	tanaka.
INFO	2025/08/20 12:30:00	-
CRITICAL	2025/08/20 11:15:00	saito.tal
INFO	2025/08/20 10:00:00	tanaka.
INFO	2025/08/20 09:40:00	yokoyar

TCC Announces "Additional Public Assistance Payment Solution"

In March 2026, Toyokumo Cloud Connect, Inc. announced the launch of the "Additional Public Assistance Payment Solution." This solution is designed to support the additional public assistance payment operations that are expected to be implemented by local governments nationwide in FY2026.



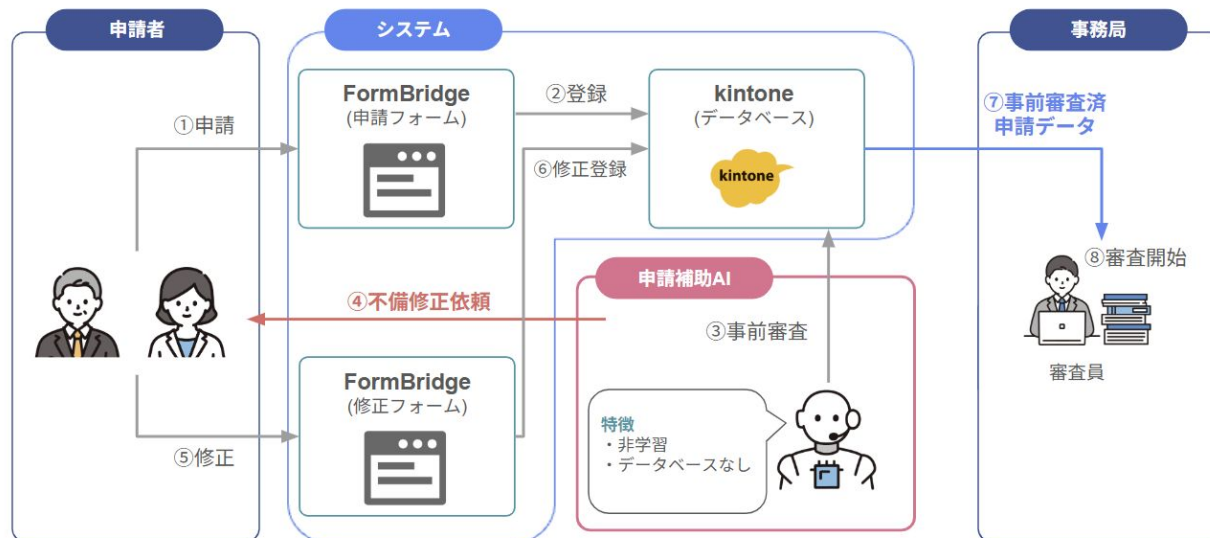
**最高裁判決対応の
追加支給業務を
システムでスピーディに。**

“生活保護費追加支給パック”提供開始

TCC Officially Launches "Application Assist AI," a Review Process Support Solution for Local Governments

In January 2026, Toyokumo Cloud Connect officially launched "**Application Assist AI**" for local governments, designed to automate key portions of the administrative screening process.

This service handles **the pre-screening phase of initial reviews** for application documents such as grants and subsidies. It automatically performs document checks, identifies deficiencies, and requests corrections, **without machine learning or data retention**. While final decisions remain with human reviewers, the pre-screening performed by Application Assist AI significantly reduces the administrative workload and enhances the overall efficiency of review operations.



NotePM, Knowledge Management SaaS, Wins "Leader" for the 22nd Consecutive Term at ITreview Grid Award 2026 Winter



"NotePM," a knowledge management SaaS provided by our subsidiary, Project mode, Inc., has been awarded the "Leader" title at the "ITreview Grid Award 2026 Winter" across four categories: Manual Creation Tools, Collaboration Tools, Groupware, and Internal Web Newsletters.



Corporate Information

Company Overview



Company Name	Toyokumo, Inc.	
Established	August 2010	
Address	3-1-1-14F, Kamiosaki, Shinagawa-ku, Tokyo, Japan	
Business Activities	Development and provision of cloud services and new software services	
Stock Listings	Tokyo Stock Exchange Growth Market (Stock code: 4058)	
Number of Employees (As of Mar. 31, 2026)	Consolidated: 120, Non-consolidated: 87	
Board Member (As of Mar. 31, 2026)	President and CEO	Yuji Yamamoto
	Director, General Manager and CFO	Kazuhiko Ishii
	Director, General Manager and CTO	Masanori Kinoshita
	Outside director	Kazuo Hirano
		Katsuhiro Yano
	Director	Tomohiko Tasato
		Katsuhiko Watanabe
	Audit & Supervisory Board Member	Yoshitatsu Ogawa
Hideki Nakajima		
Group Company (As of Mar. 31, 2026)	Toyokumo Cloud Connect, Inc., Project mode, Inc.	

Company Overview

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

Freeing all people from inefficient work

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

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

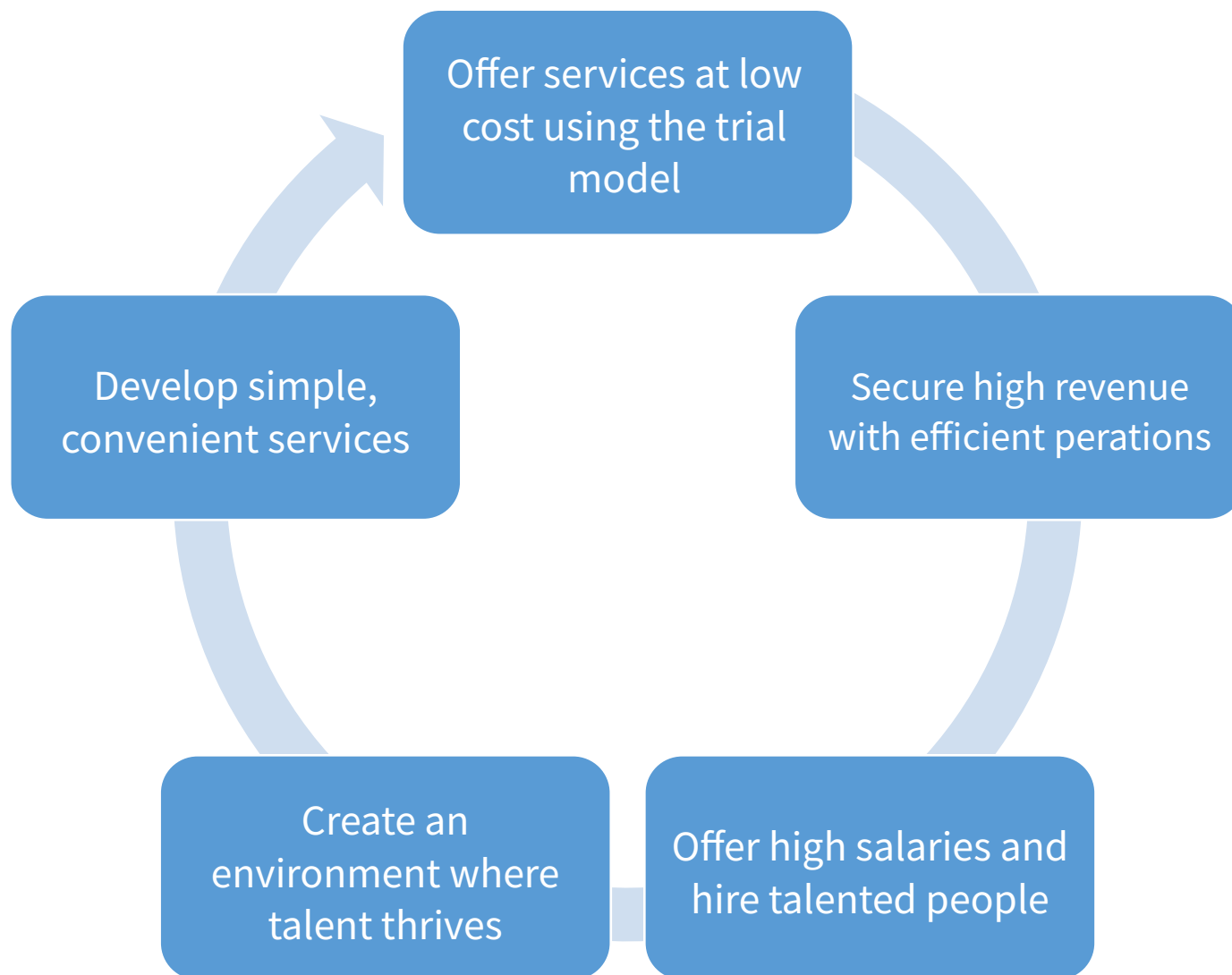
We will continue to apply cloud-based technologies and ideas to develop the kind of products that free all people from inefficient work.

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

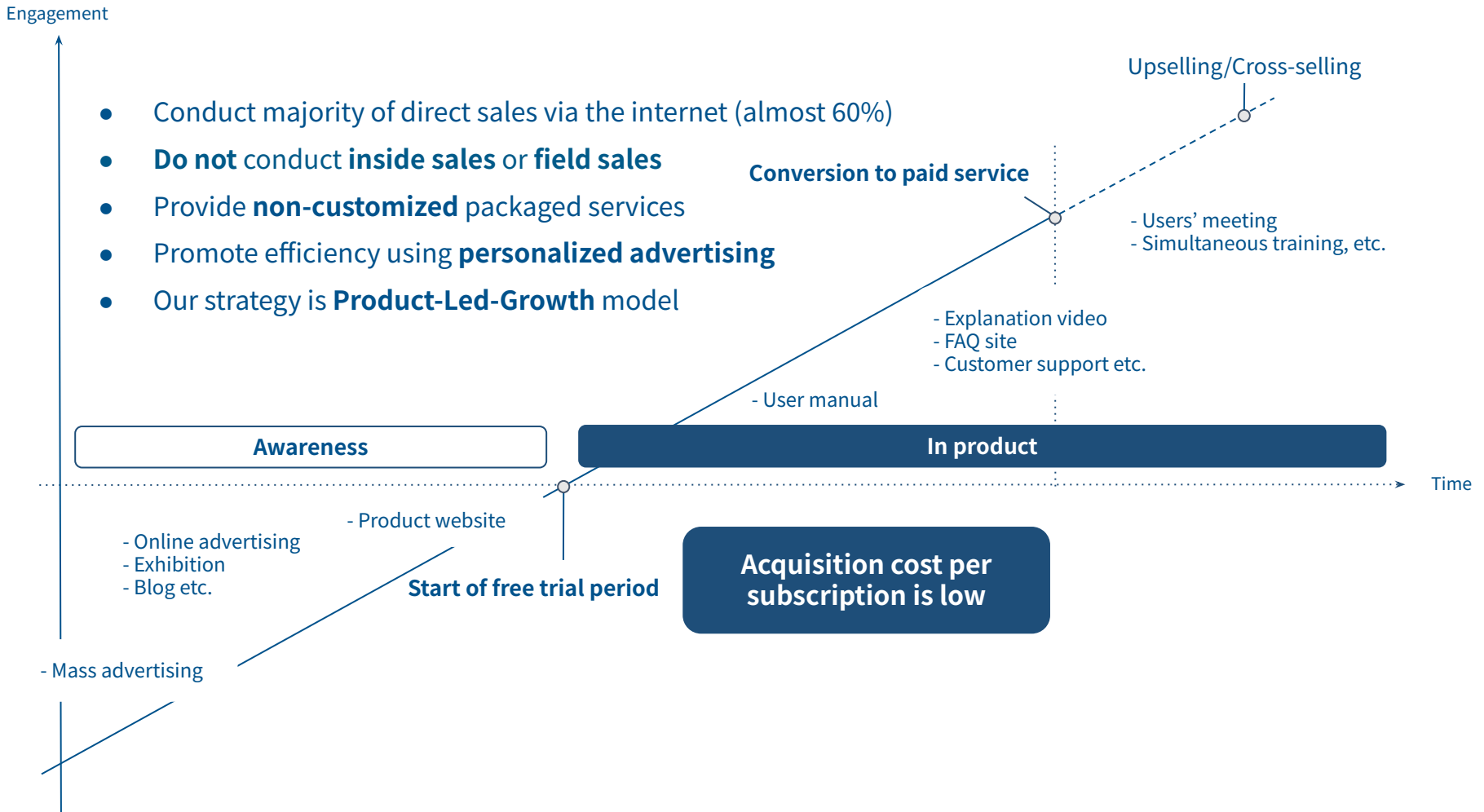
Toyokumo is a cloud solutions for enterprises service company offering services such as “Safety Confirmation Service,” Cybozu Kintone-linked service “Kintone-linked services,” and “Toyokumo Scheduler.”

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

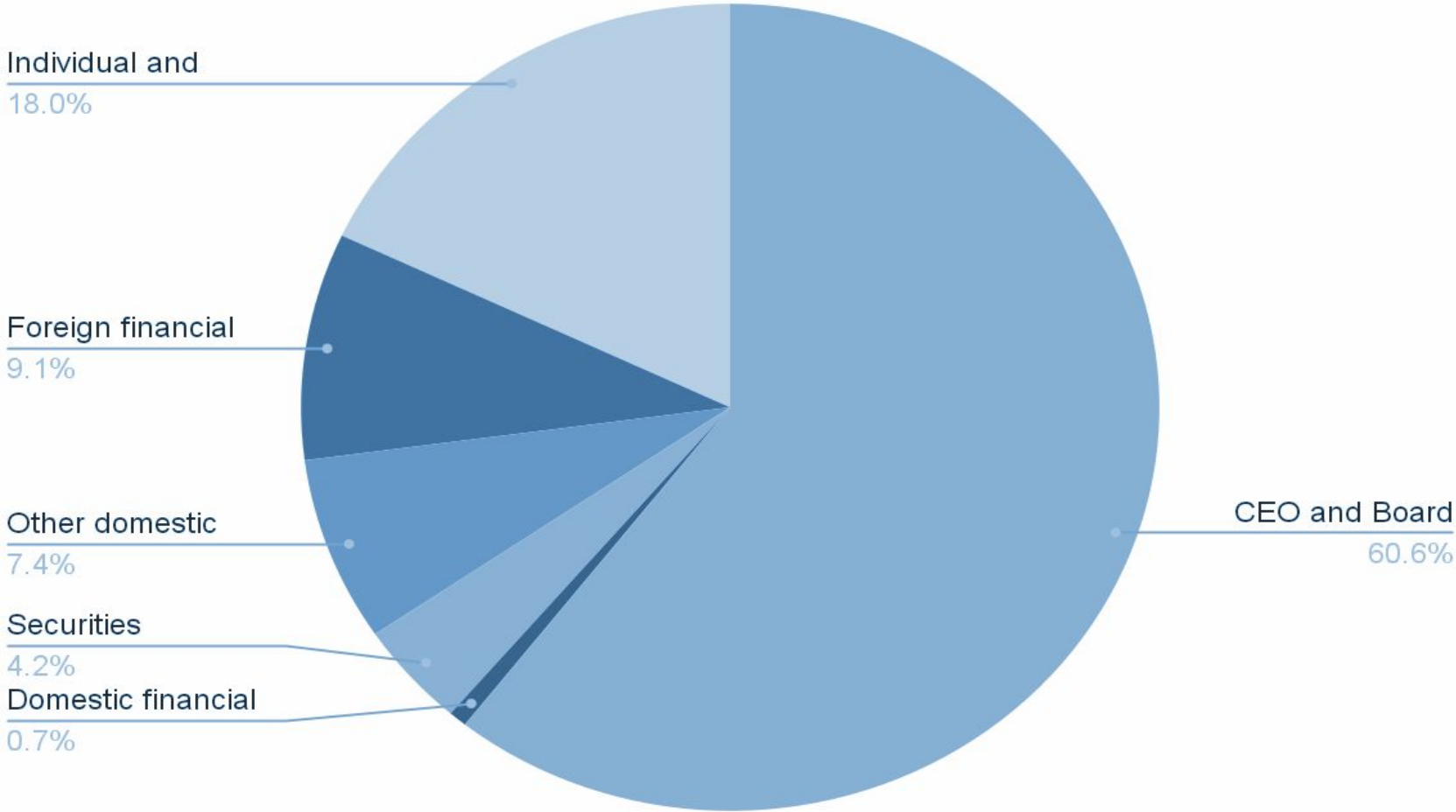
Our Business Model



Service Provision Model



Distribution of Shares by Shareholder Type (As of December 31, 2025)

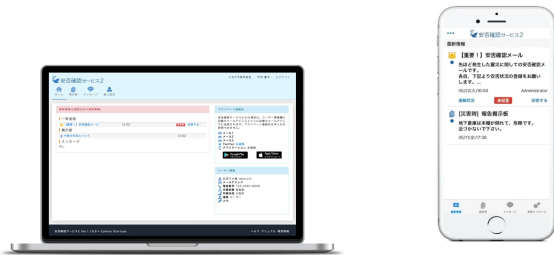


Figures for ratio of shares held of total number of shares issued are based on excluding treasury shares.

Product Information

Safety confirmation service

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



Kintone-linked services

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

 **FormBridge**
kintoneと連携するWebフォームを簡単にしてくれるサービス

 **kViewer**
kintoneと連携するWebページを簡単にしてくれるサービス

 **kMailer**
kintoneと連携するメールを簡単に自動送信できるサービス

 **PrintCreator**
kintoneと連携する帳票を簡単にしてくれるサービス

 **DataCollect**
kintone上のデータを簡単に集計できるサービス

 **kBackup**
kintone上のデータを簡単にバックアップできるサービス



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



Knowledge management tool for organizing manuals and business expertise



Significance of Safety Confirmation System

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

Examples of Earthquakes in Japan (2011 -)

Japanese seismic intensity scale	Date	Epicenter
Lower 6	Jul. 2025	Tokara Islands
Lower 6	Apr. 2024	Bungosuido Strait
7 (maximum scale)	Jan. 2024	Noto Peninsula in Ishikawa prefecture
7 (maximum scale)	Sep. 2018	Iburi Subprefecture in southern Hokkaido
7 (maximum scale)	Apr. 2016	Kumamoto City
7 (maximum scale)	Mar. 2011	east of the Oshika Peninsula of the Tohoku region



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

Functions and Features of Safety Confirmation Service

<Main functions>

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

<Features>

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



自動送信

気象庁の気象・災害データと連動して、休日や夜間であっても、安否確認通知を自動で送信することができます。



自動集計

災害時のパニック状態でも、集計作業をすべて自動化することで、迅速かつ正確な集計結果を表示します。



サーバー環境

国内の大災害を想定して、AWS (Amazon Web Services) を利用した、データセンターの国際分散化をしています。



ログイン不要

通知されたURLをクリックするだけで安否回答できるので、パニック時でも簡単に回答することができます。

※ガラケーやスマートフォン専用アプリでもご利用可能です。



メッセージ機能

ユーザー間で、閲覧・書き込みができる機能です。ファイル添付可能なので、災害状況の確認や情報の共有ができます。



複数連絡先への通知

安否確認通知は複数の連絡先 (スマートフォンアプリ・メール) に送信可能です。オプションでLINEアプリへの通知にも対応しています。



プライバシー保護

通知する連絡先の登録や管理は従業員自身で行いますので、管理者は、登録された連絡先を閲覧することはできません。



簡単メンテナンス

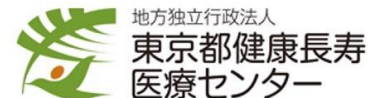
外部サービスの人事情報と連携することで、従業員の入退社におけるユーザーの管理が不要になります。

Track Record of Safety Confirmation Service

Being used by 3 million users (4,800 subscriptions)

Steadily expanding market share despite being a latecomer

【Companies using the service】



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

What is Kintone?

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

It empowers businesses to create customized applications tailored to their operations without requiring IT expertise.

The applications can easily and quickly be improved in line with operations changing on daily basis.

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

These features facilitate continuous business improvement driven by frontline teams.



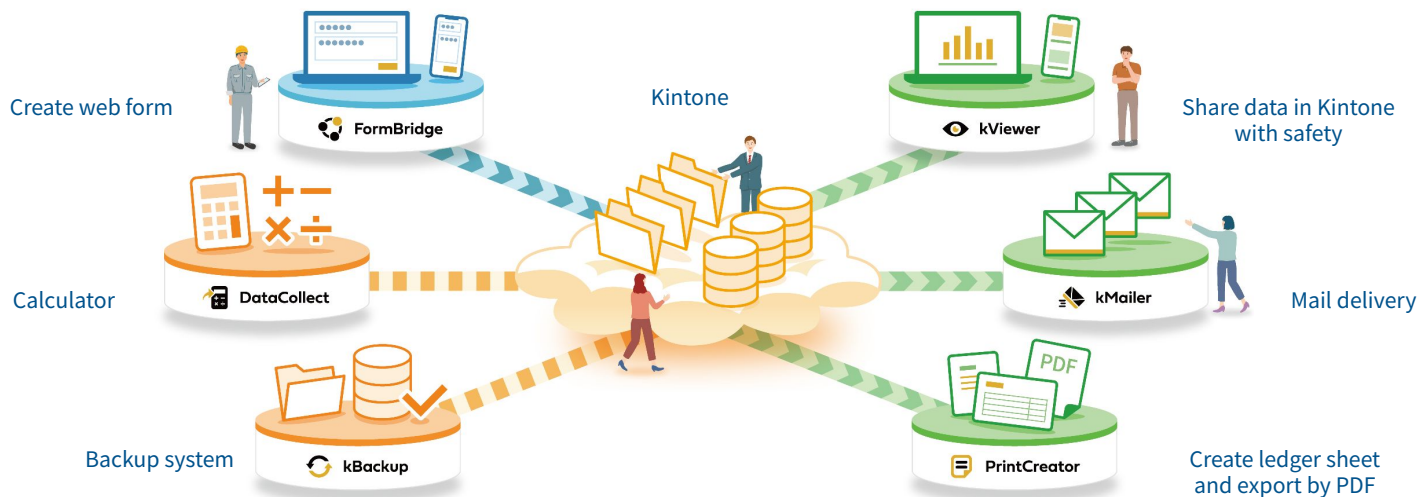
Features of Kintone-linked services

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

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

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

<Six services to different purpose>



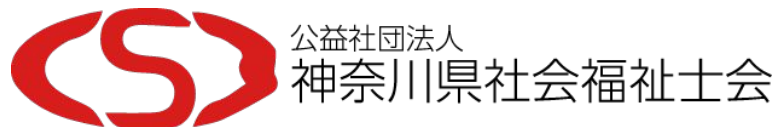
Users find it convenient to use one service, but even more convenient to use multiple services together.

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

Track Record of Kintone-linked services

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

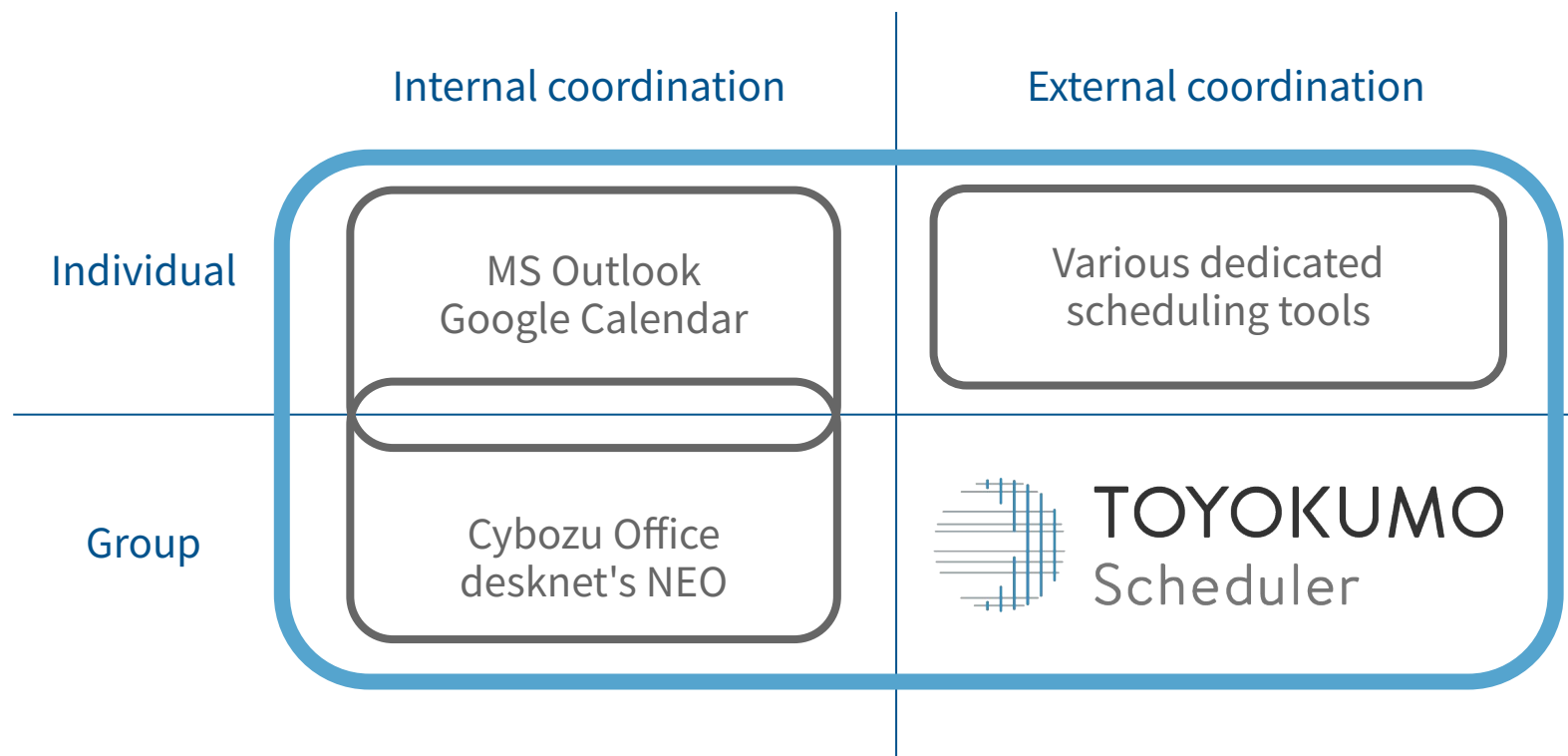
[Companies using the service]



A group scheduler that enables external schedule coordination, a service that was previously unavailable.

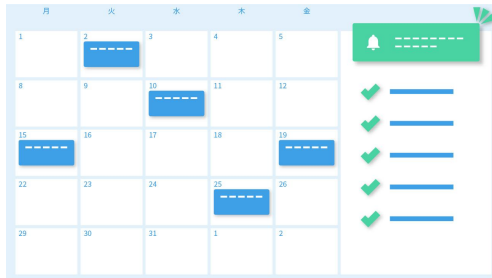
It adopts a freemium model allowing for free use for up to 10 users.

Position of Toyokumo Scheduler



Introduction of Toyokumo Scheduler Functions

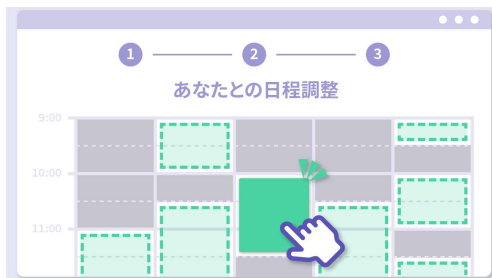
- Schedule management with a personal view and to-do list



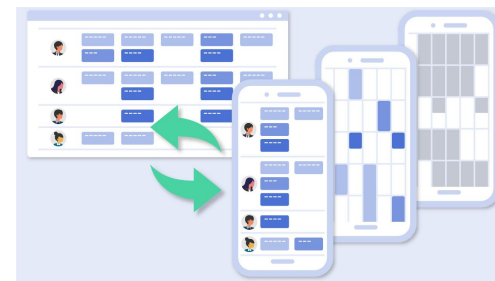
- Group view to check the company's internal schedules



- Schedule coordination with external parties



- All functions can be used with smartphones



- Function to Link with Other Companies' Services



kintone連携

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



cybozu.com連携

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



Google Workspace連携

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



Zoom/Google Meet/Microsoft Teams連携

ボタンひとつでミーティングのURLを発行することができます。

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

社内の「知りたい」がすぐ見つかる！

ナレッジマネジメントで属人化を解消

＼ さまざまなシーンで活躍します /

マニュアル作成

社内wiki

ノウハウ共有

社内FAQ

社内ポータル

取引先情報共有



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

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



Functions and Features of NotePM

Powerful search function

Before

検索結果 0件

**検索しても知りたい情報が
見つからない**

After

検索結果 20件

**NotePMなら知りたい情報が
すぐに見つかる！**

Easy-to-operate editing functions

Before

Excelだと編集の手間が、、、

After

マニュアル編集/更新

カンタン更新

Knowledge sharing eliminates excessive reliance on specific employees.

Before

退職
異動

口頭での
不十分な引き継ぎ

社員

**ナレッジ・マニュアルがまとまっていなく
退職・異動による引き継ぎが不十分**

After

退職
異動

情報
情報

引き継ぎ

社員

**NotePMにナレッジ・マニュアルを残して
引き継ぎ完璧**

Activate communication through feedback

Before

情報共有

社員

リアクション
できない

**情報共有してもリアクションがなく、
投稿のモチベーションが低下する**

After

情報共有

社員

リアクション

リアクション機能でモチベーションアップ

Origin of Toyokumo

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

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

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



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

シンプルだから、みんな使える。

カンターントヨクモ



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