

Q1 FY01/27 Results

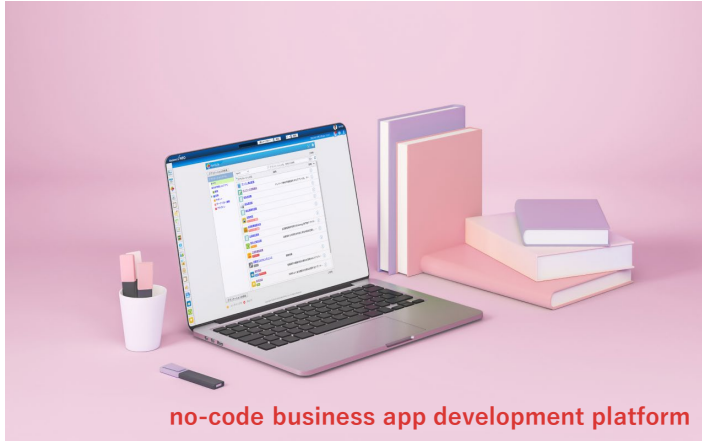
# NEOJAPAN

PRIME Section, Tokyo Stock Exchange  
Ticker:3921  
June 11, 2026

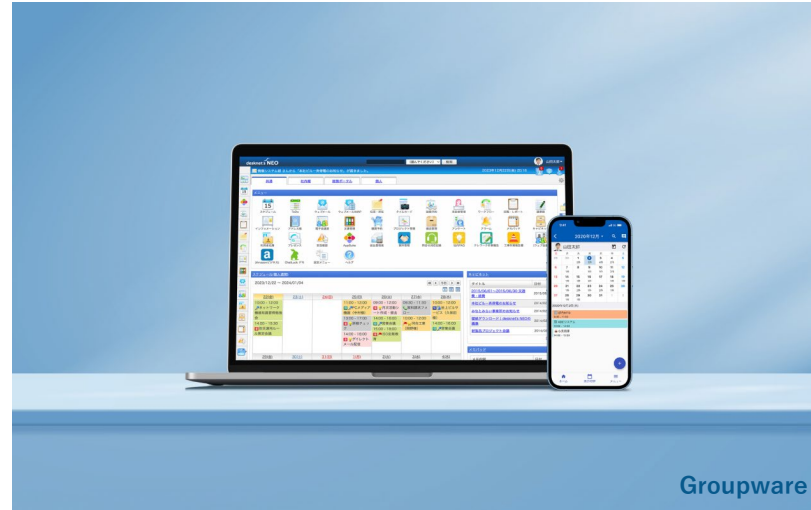




1. Results for Q1 FY01/25 and later reflect the movement of DELGUI from the Overseas Business to the Software Business segment.



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

# Q1 FY01/27 Business Results

II

Consolidated Financial Results Forecast for FY01/27



# Q1 FY01/27 Business Results Summary

## Net sales

JPY**2,077** million

Exceeding plans

YoY:  
**+4.1%**



## Operating profit

JPY**683** million

Exceeding plans

YoY:  
**+6.2%**



## Profit attributable to owners of parent

JPY**487** million

Exceeding plans

YoY:  
**+9.0%**

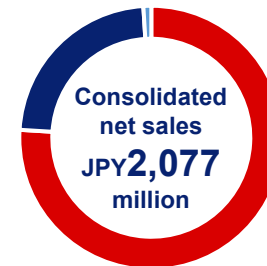


- **Sales proceeded smoothly, exceeding plans.**

Cloud services and packaged products in the Software Business and the System Development Service Business are proceeding smoothly and exceeding plans.

- **Each type of profit is trending favorably and exceeding plans.**

Thanks to steady sales, higher gross profit margins, and measures to control SG&A expenses, each profit type trended favorably, exceeding 25% of the annual target in Q1.



**NEOJAPAN**  
Software Business

**PRO-SPIRE**  
System Development Service Business



This document focuses mainly on the Software Business, the Group driver for sales and profit.

# Consolidated Financial Results

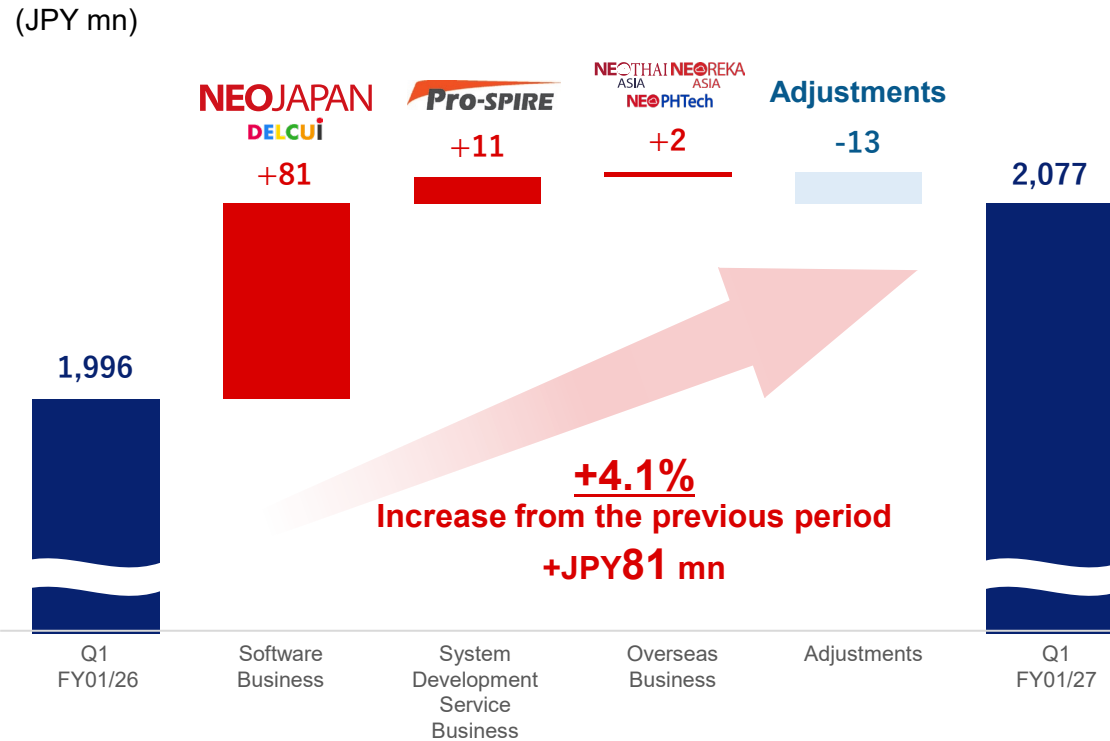
**NEOJAPAN**

(JPY mn)	Q1 FY01/26 results	Q1 FY01/27 results	YoY change(%)	FY01/27 Full-year forecast	vs. Full-year forecast
Net Sales	1,996	2,077	+4.1%	8,619	24.1%
Gross profit	1,155	1,288	+11.5%	-	-
Gross profit margin	57.9%	62.0%	-	-	-
Operating profit	644	683	+6.2%	2,680	25.5%
Operating profit margin	32.3%	32.9%	-	31.1%	-
Ordinary profit	654	713	+9.0%	2,742	26.0%
Profit attributable to owners of parent	447	487	+9.0%	1,876	26.0%

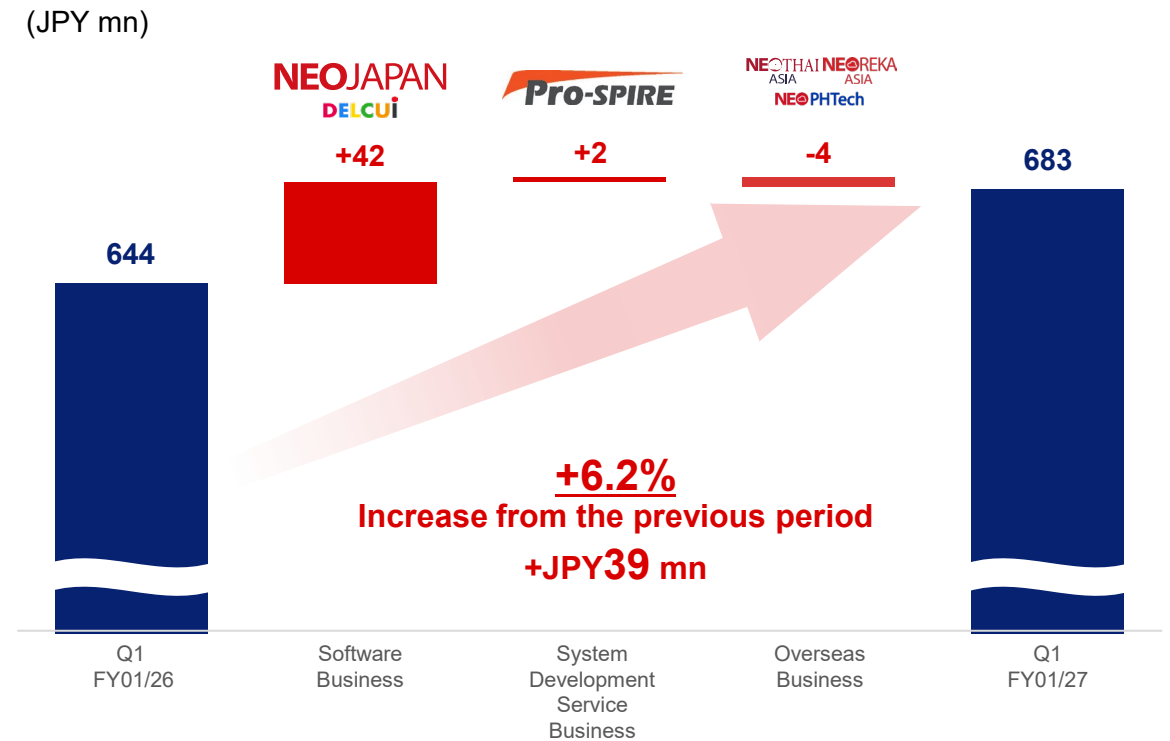
# Factors Behind Changes in Net Sales and Operating Profit **NEOJAPAN**

## Continued YoY sales and profit growth driven by the Software Business

### Net Sales



### Operating Profit

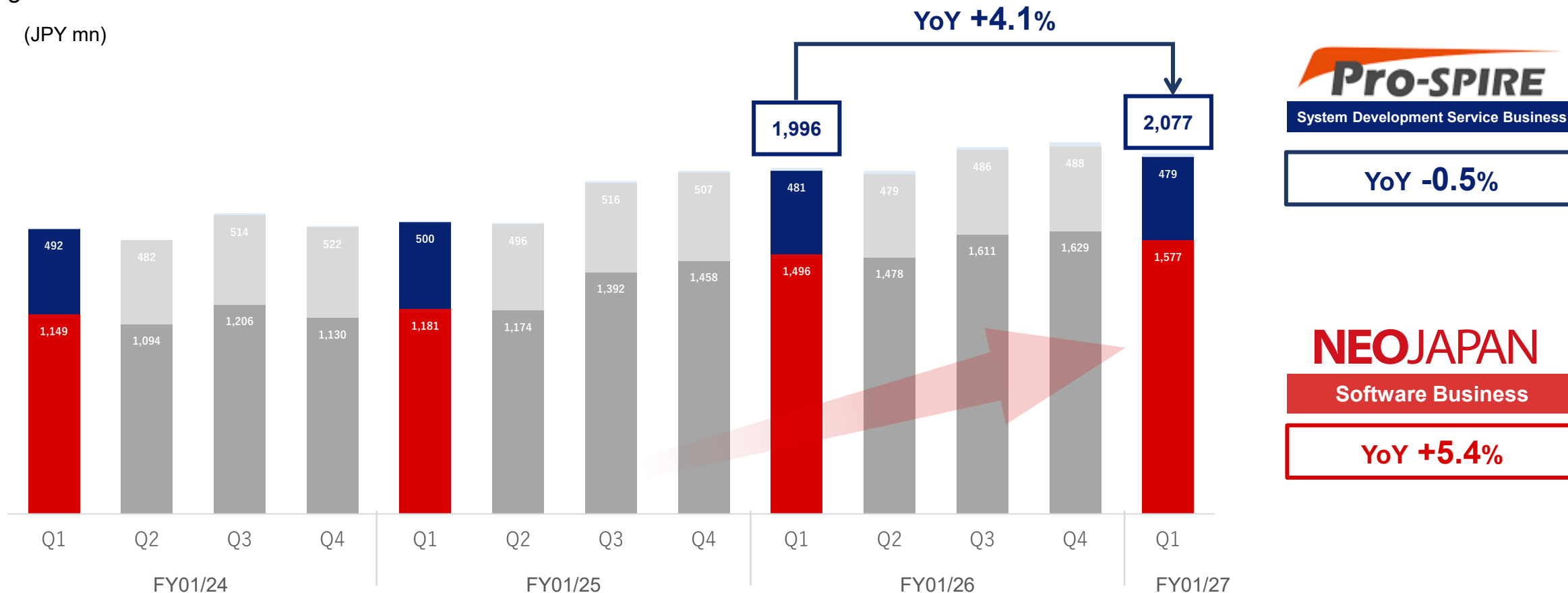


# Consolidated Net Sales<sup>(1)</sup> Trend

## Net sales set a record high for the first quarter.

Software Business revenue grew 5.4% from the previous period, driving consolidated net sales. External sales declined in the System Development Service Business, but sales including internal intersegment sales grew 2.4% from the previous period, helping to boost sales growth.

(JPY mn)



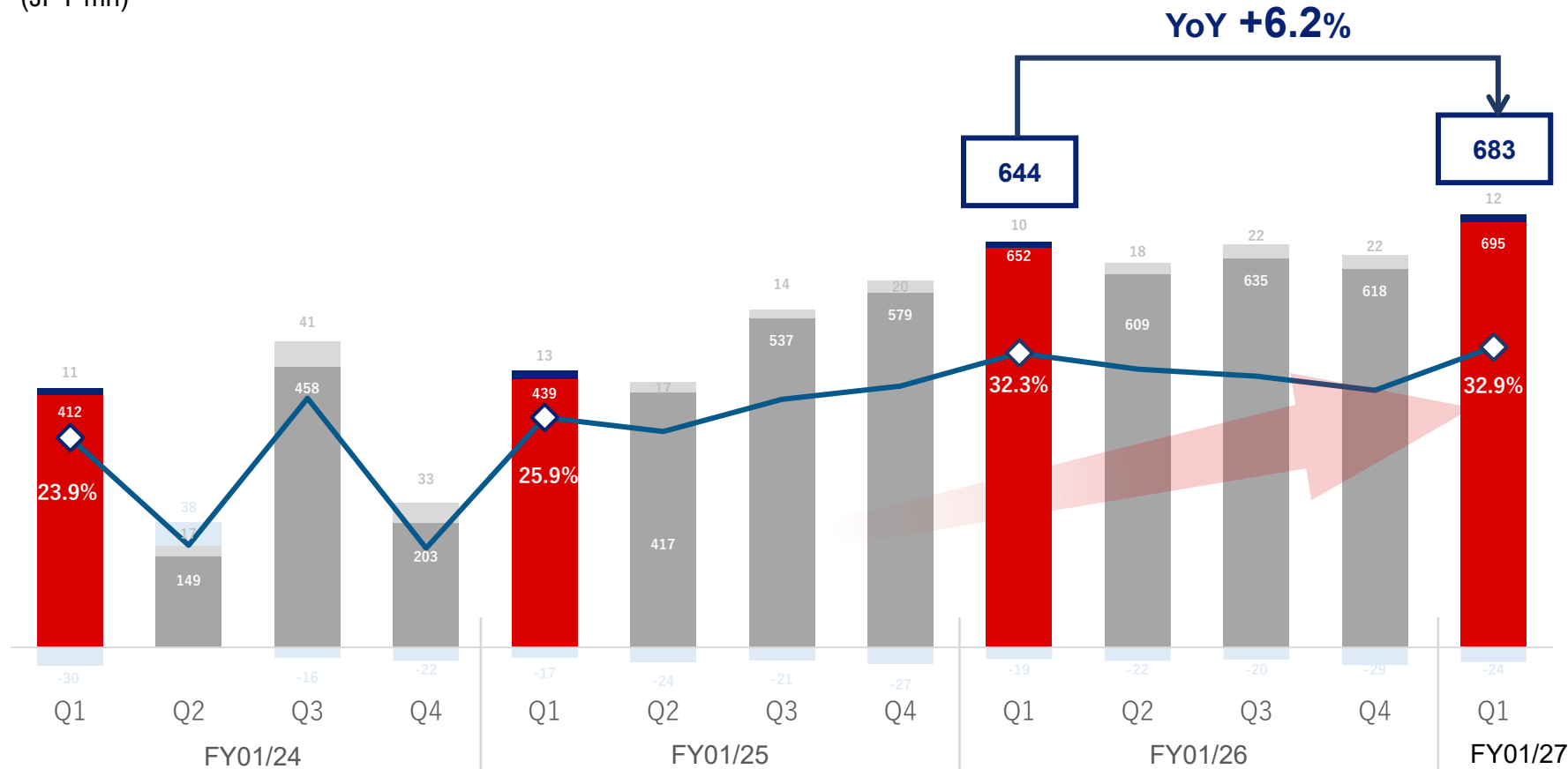
1. Figures after eliminating intersegment transactions


# Consolidated Operating Profit<sup>(1)</sup> and Operating Profit Margin Trends **NEOJAPAN**

## Registered record-high quarterly operating profit

The Software Business posted a 6.5% YoY increase, and the System Development Services Business posted a 22.2% increase, resulting in record quarterly operating profit. Operating profit margin also reached a record high of 32.9%.

(JPY mn)





**System Development Service Business**

**YoY +22.2%**



**Software Business**

**YoY +6.5%**



**NEO PHTech**

**Overseas Business**

1. Results for Q1 FY01/25 and later reflect the movement of DELCUI from the Overseas Business to the Software Business segment.

## Equity ratio 73.0% – strong financial position

(JPY mn)	FY01/26	Q1 FY01/27	Change		FY01/26	Q1 FY01/27	Change
<b>Assets</b>	10,693	10,366	-326	<b>Liabilities</b>	3,211	2,793	-418
Cash and deposits (included in above)	6,426	6,237	-188	Interest-bearing debt (included in above)	3	2	-0
				<b>Net assets</b>	7,482	7,573	+91
				Shareholders' equity (included in above)	7,367	7,420	+53
				<b>Equity ratio</b>	69.9%	73.0%	+3.1%

I

Q1 FY01/27 Business Results

II

# Consolidated Financial Results Forecast for FY01/27

III

Appendix



# Summary of Full-year Forecasts

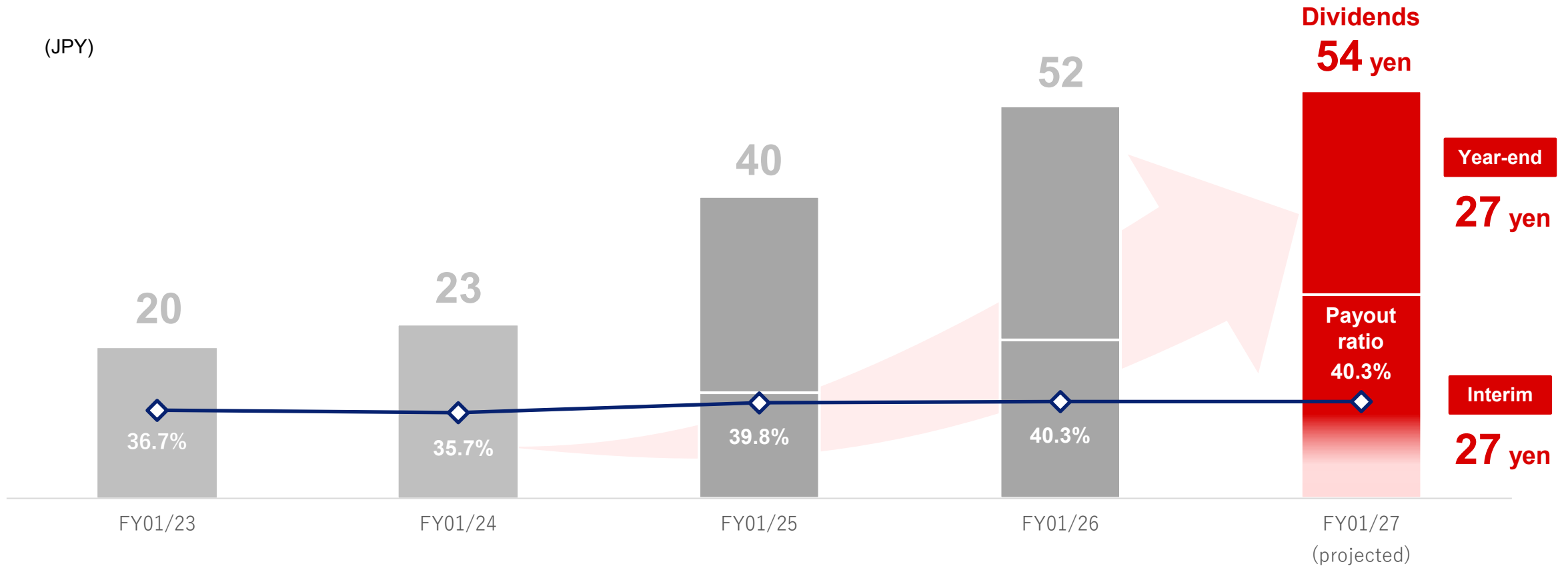
**The software business continues to drive growth.**  
**Revenue and profit are expected to increase.**

(JPY mn)	FY01/26 results	FY01/27 forecast	YoY
Net sales	8,230	8,619	+4.7%
Gross profit	4,736	-	-
Gross profit margin	57.6%	-	-
Operating profit	2,497	2,680	+7.3%
Operating profit margin	30.3%	31.1%	-
Ordinary profit	2,610	2,742	+5.1%
Profit attributable to owners of parent	1,809	1,876	+3.7%

# Planned Dividends

## Progressive dividend policy with increases every year since listing

We maintain a progressive dividend policy, with a dividend payout ratio target of approximately 40%.



II

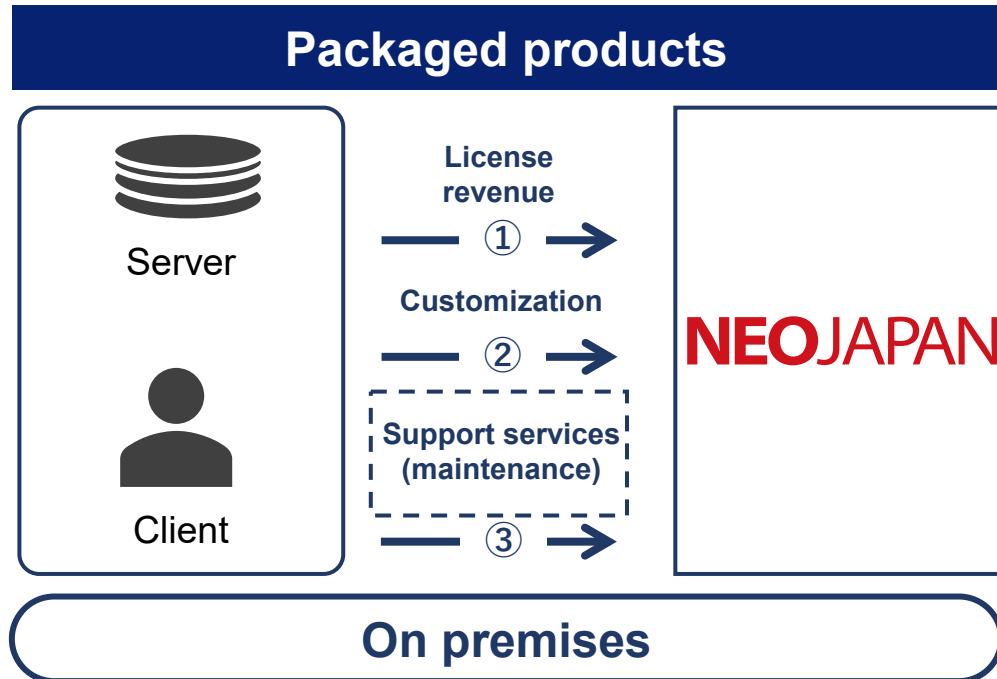
Consolidated Financial Results Forecast for FY01/27

III

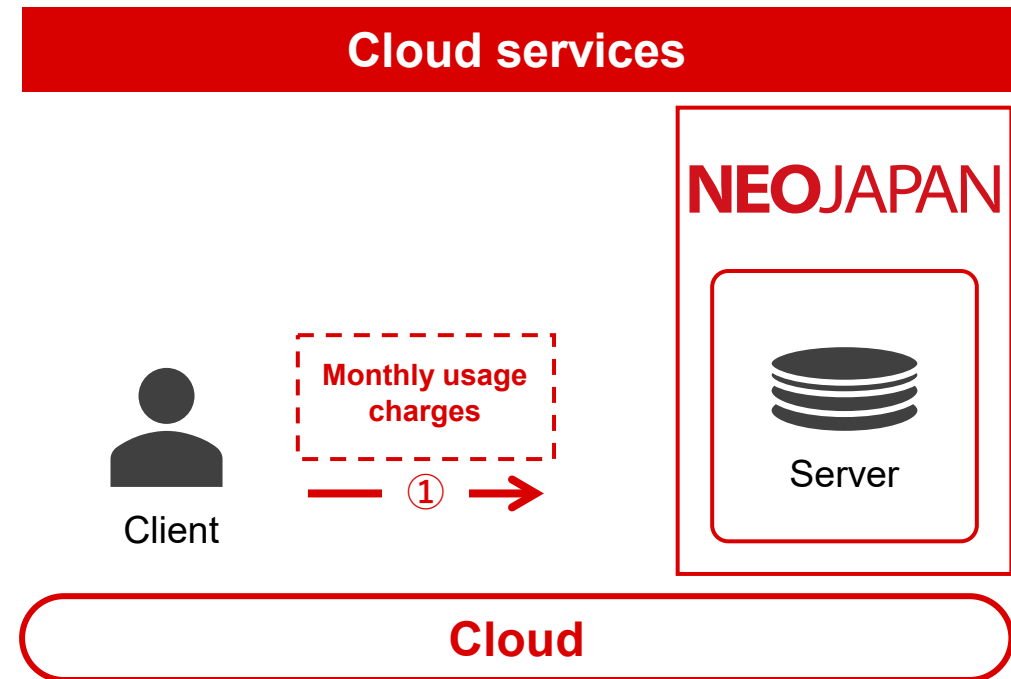
# Appendix

i Results of Software Business





- 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<sup>(1)</sup>)

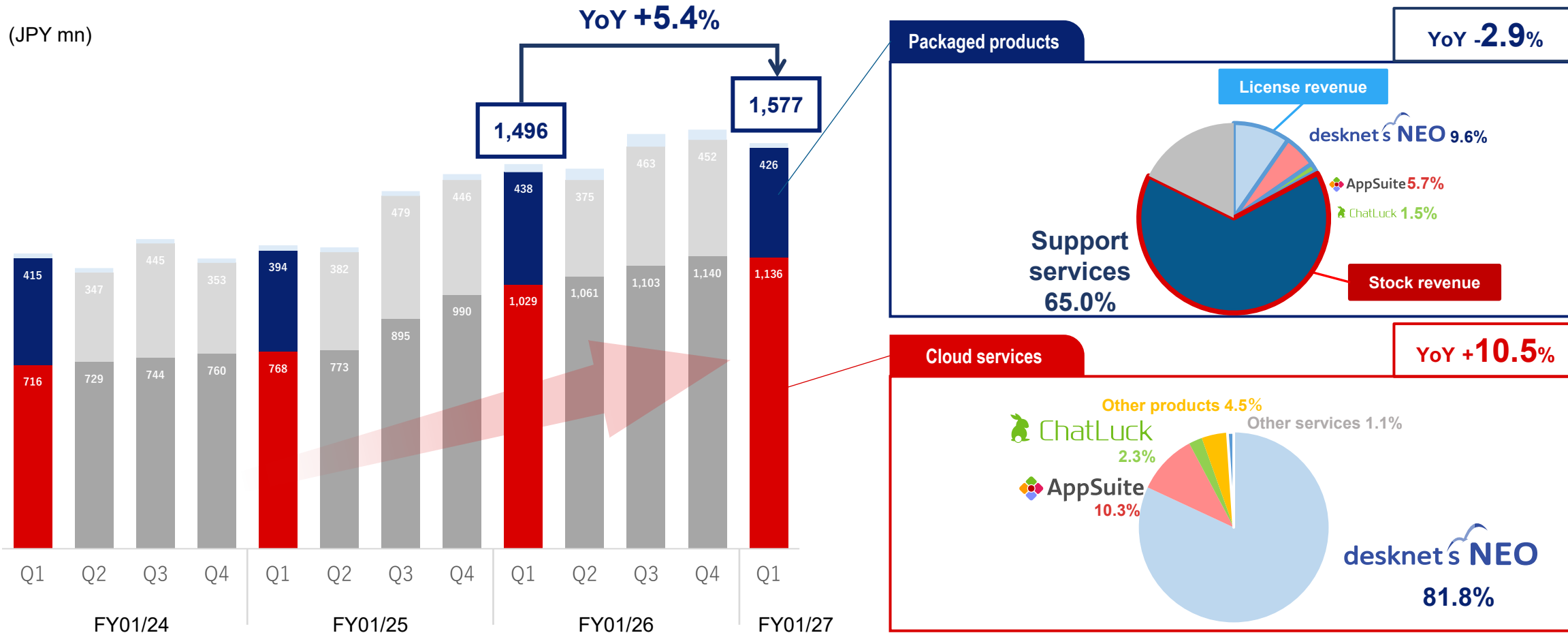


- ① Continually recording monthly usage charges as revenue

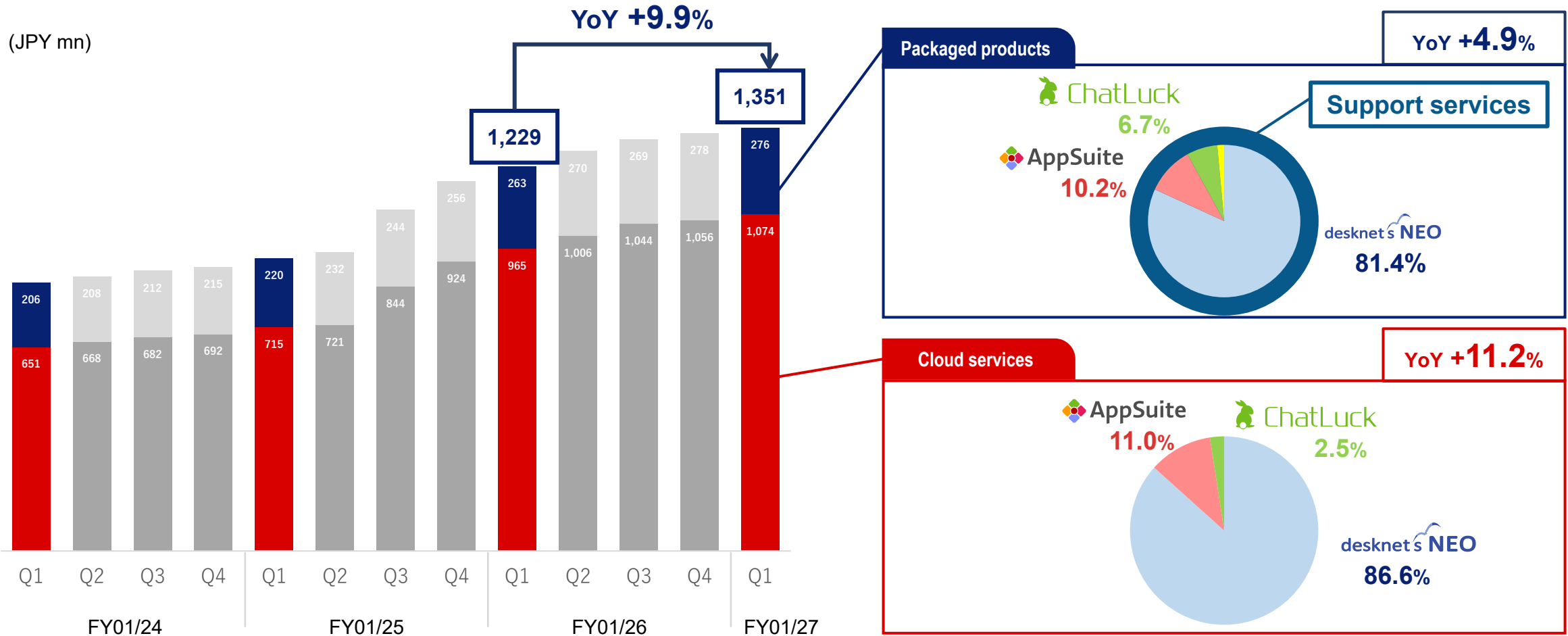
**Stock revenue = Support service charges + Monthly usage charges**

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

Revenue from cloud services grew 10.5% YoY due to the expanding user base. Despite growth in support services, revenue from packaged products declined 2.9% YoY due to lower license revenue and lower revenue from other services. Sales of packaged products are expected to increase gradually for the next several years, with growing numbers of inquiries attributable to service termination by competitors.



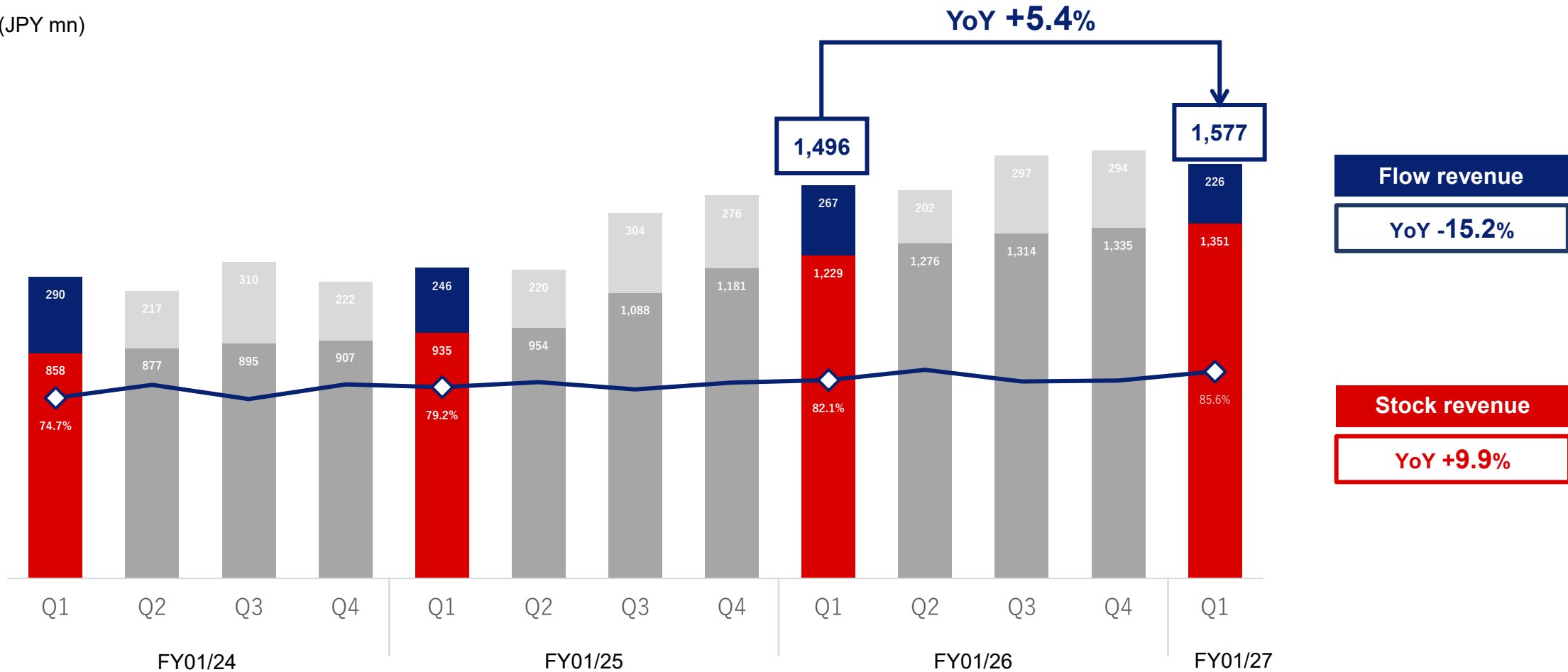
Revenue for support services in packaged products grew 4.9%. Driven by expanding user base, the three main cloud service products grew 11.2%.



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

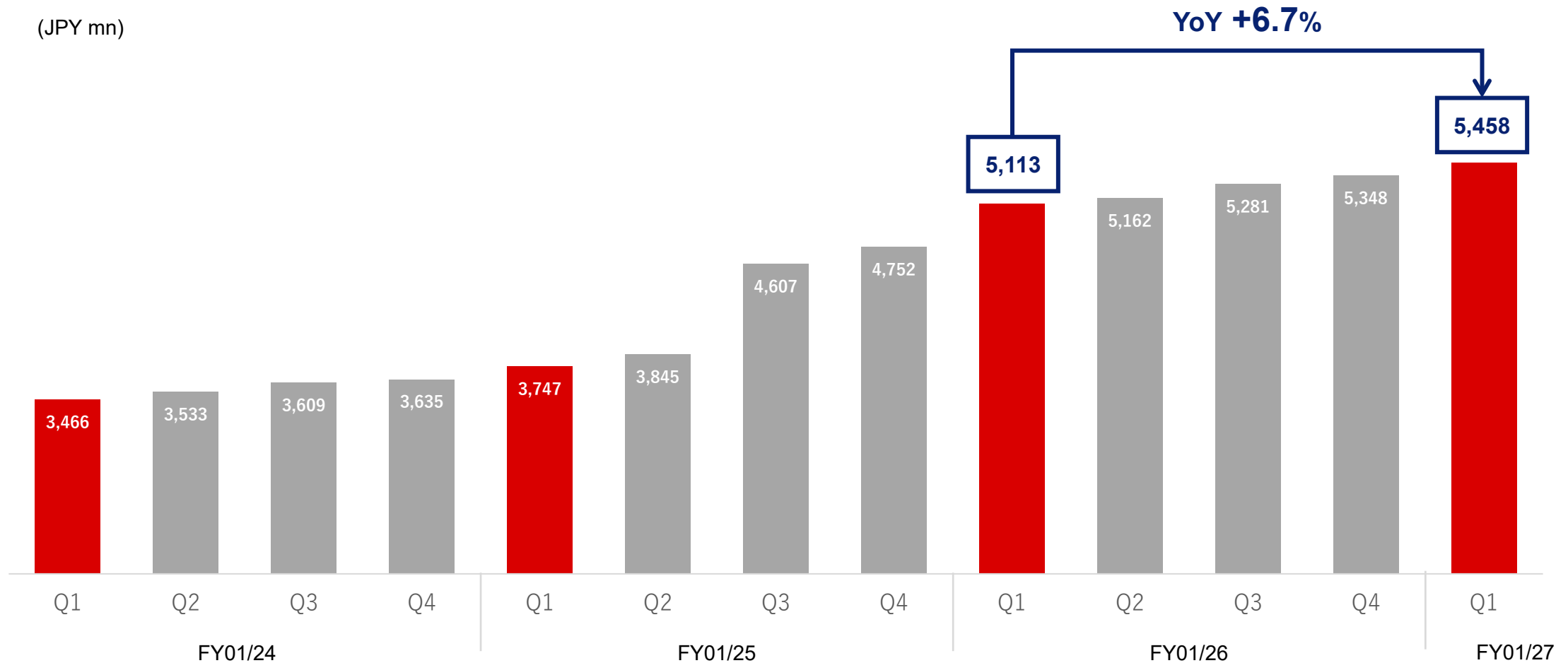
The ratio of stock revenue remains high at 85.6%.

(JPY mn)



ARR increased by 6.7% YoY to JPY5,458 million. Going forward, we aim to further grow ARR by expanding the number of cloud users and bundle plans, while also increasing ARPU through enhancing product value with AI.

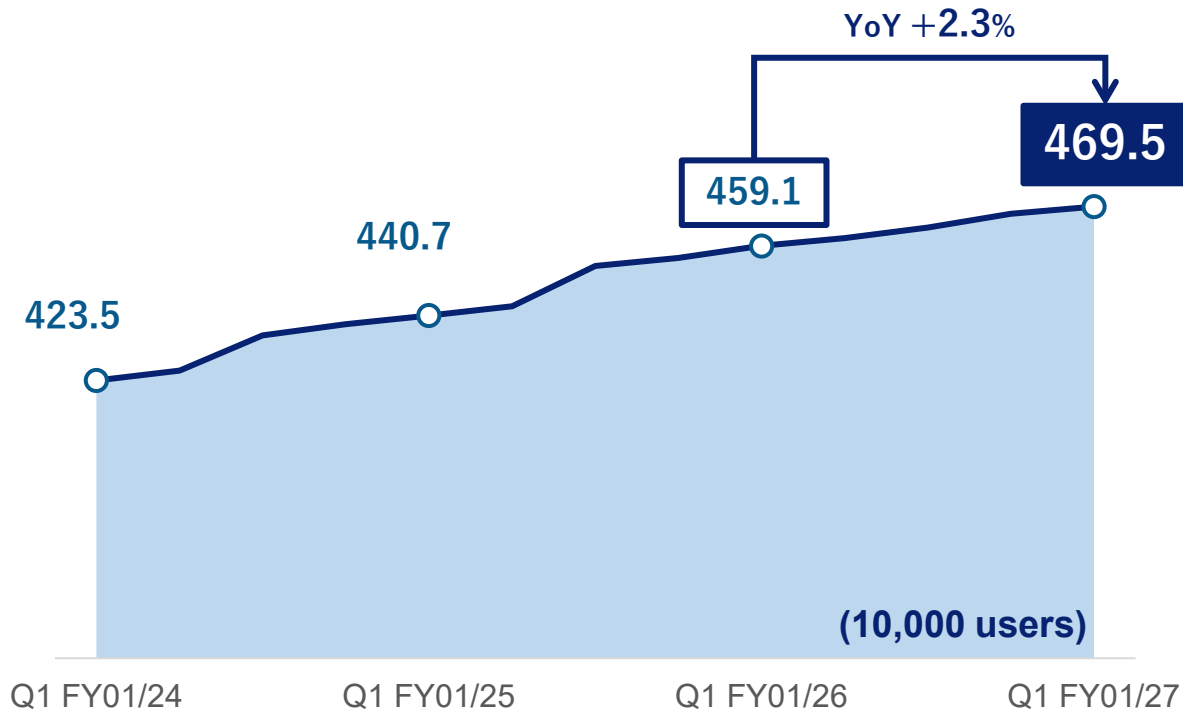
(JPY mn)



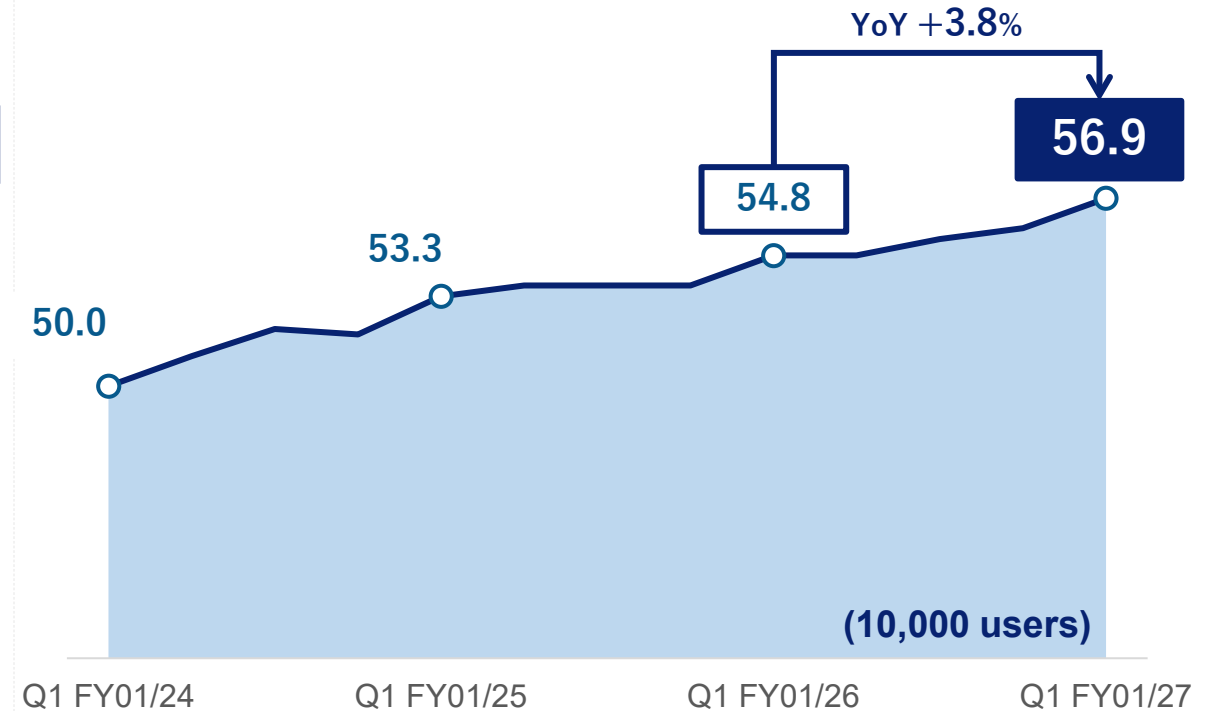
1. ARR is defined as single month stock revenue at the end of each quarter annualized by multiplying by 12

The cumulative number of users for packaged products grew 2.3% YoY. The number of cloud services users also grew, by 3.8% YoY. To target continuing userbase growth, we plan to continue strengthening promotions that highlight its functionality as all-in-one no-code groupware while enhancing the features of products that incorporate AI.

## Packaged product cumulative user trend



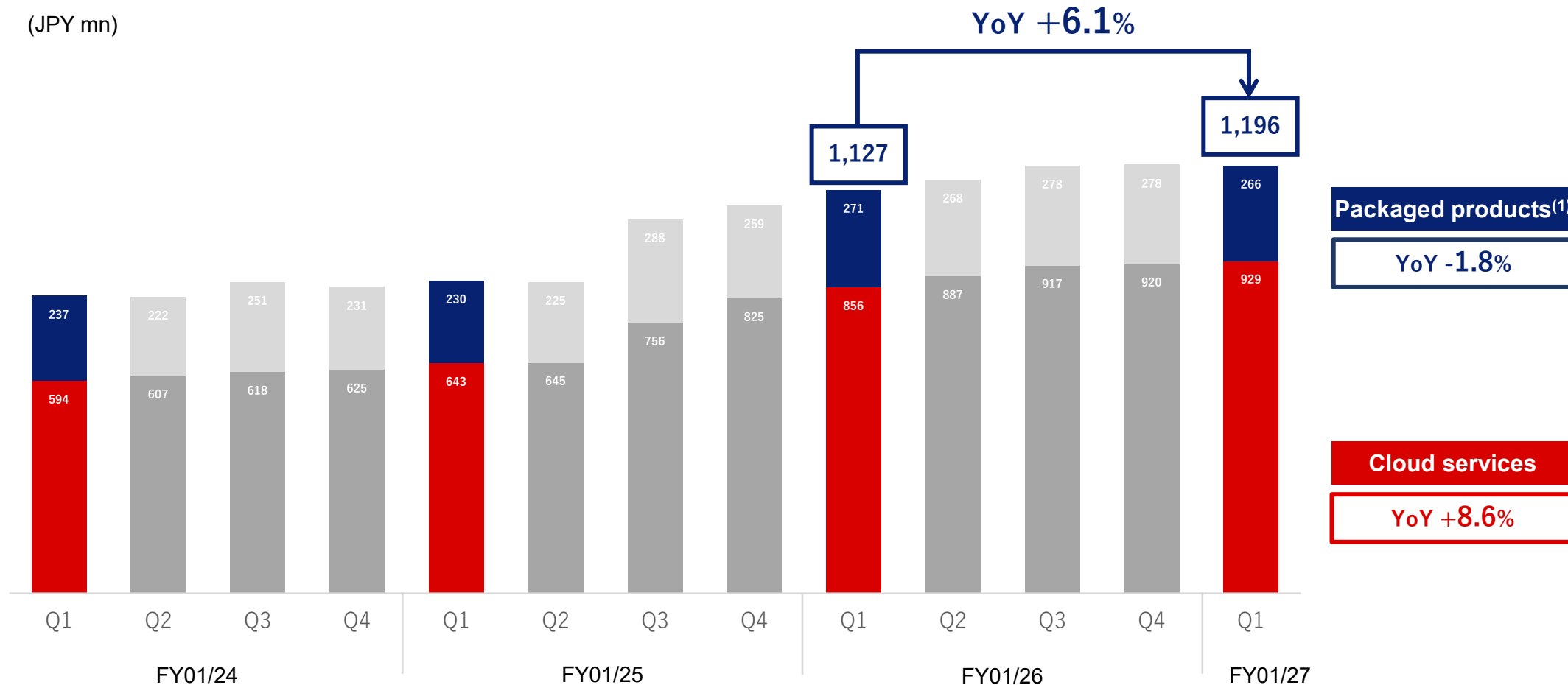
## Cloud userbase trend



1. Figures shown exclude OEM.

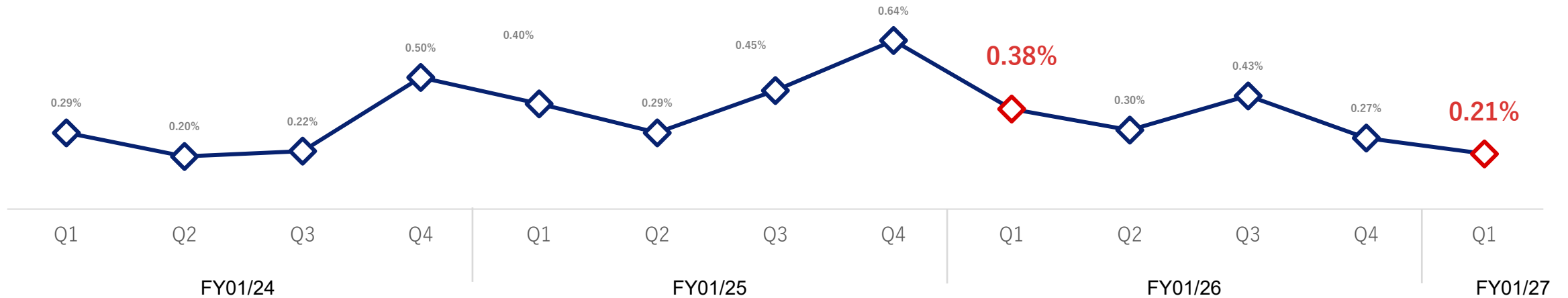
Revenue from cloud services grew 8.6% YoY, due in part to userbase growth. Despite growth in new and additional licenses in the category of licenses for fewer than 1,000 users, packaged product sales declined 1.8% YoY due to lower sales of licenses in the category of licenses for more than 1,000 users.

(JPY mn)



1. Total revenue for desknet'sNEO license and support services

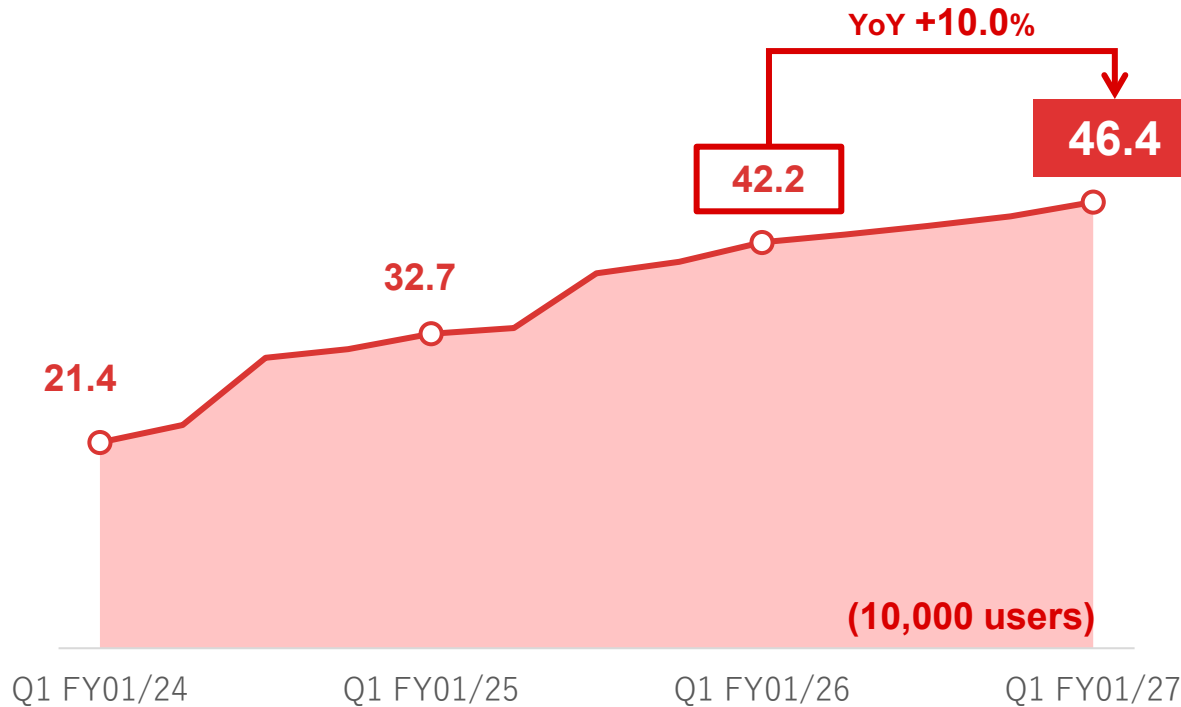
The cancellation rate for the quarter was 0.21%, remaining at its lowest level since the Sep. 2024 price revisions, as in the previous quarter.



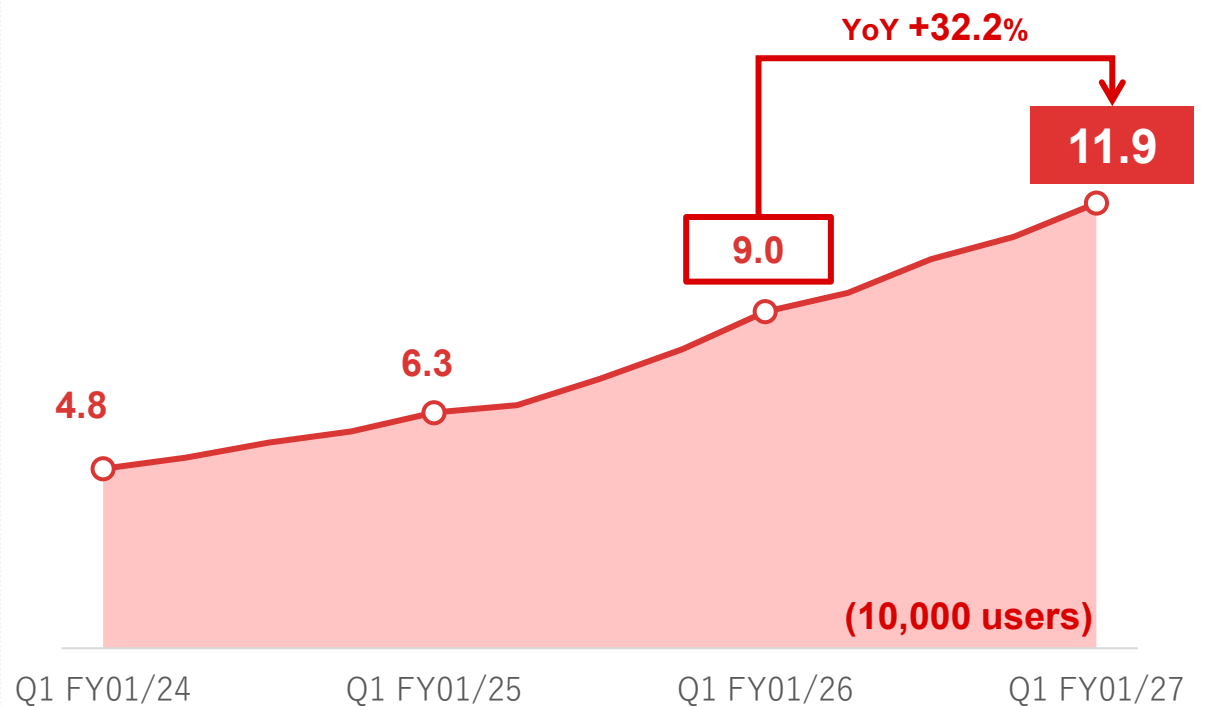
1. Calculated by averaging the figures obtained by dividing (monthly decline in MRR<sup>(2)</sup> attributable to service cancellation) by (MRR at end of previous month) for desknet's NEO Cloud users for the relevant quarter
2. MRR is calculated based on the monthly charge for continuously billed users 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 10.0% YoY. The number of cloud services users also increased by 32.2% YoY, and continued to perform strongly, driven by the introduction of standard plan <sup>(1)</sup>.

## Packaged product cumulative user trend



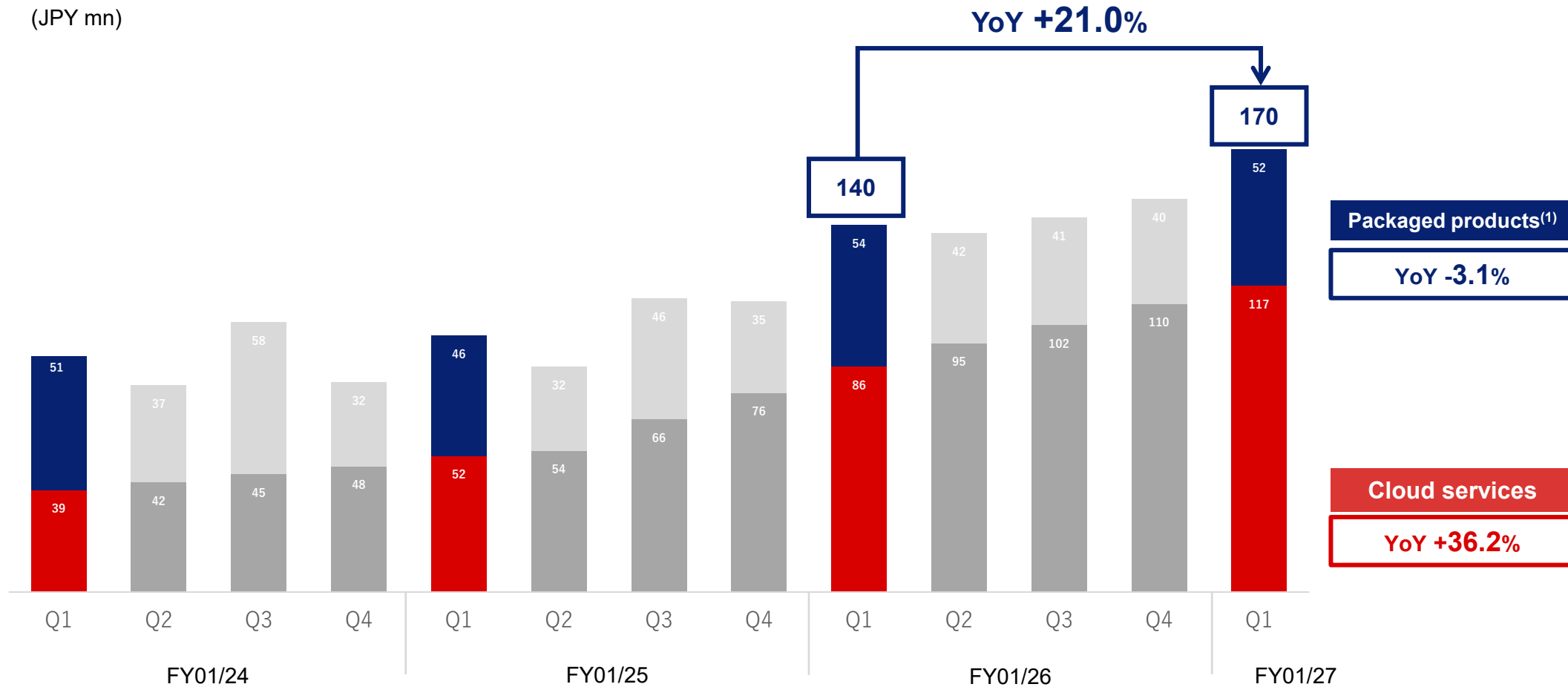
## Cloud userbase trend



1. A bundle plan that allows you to use both desknet's NEO Cloud Edition and AppSuite Cloud Edition

While support services for the packaged product increased, the number of licenses for more than 1,000 users decreased YoY, reducing sales by 3.1% YoY. Cloud services saw significant sales growth of 36.2% YoY, driven by the effects of steady growth in the number of users.

(JPY mn)



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

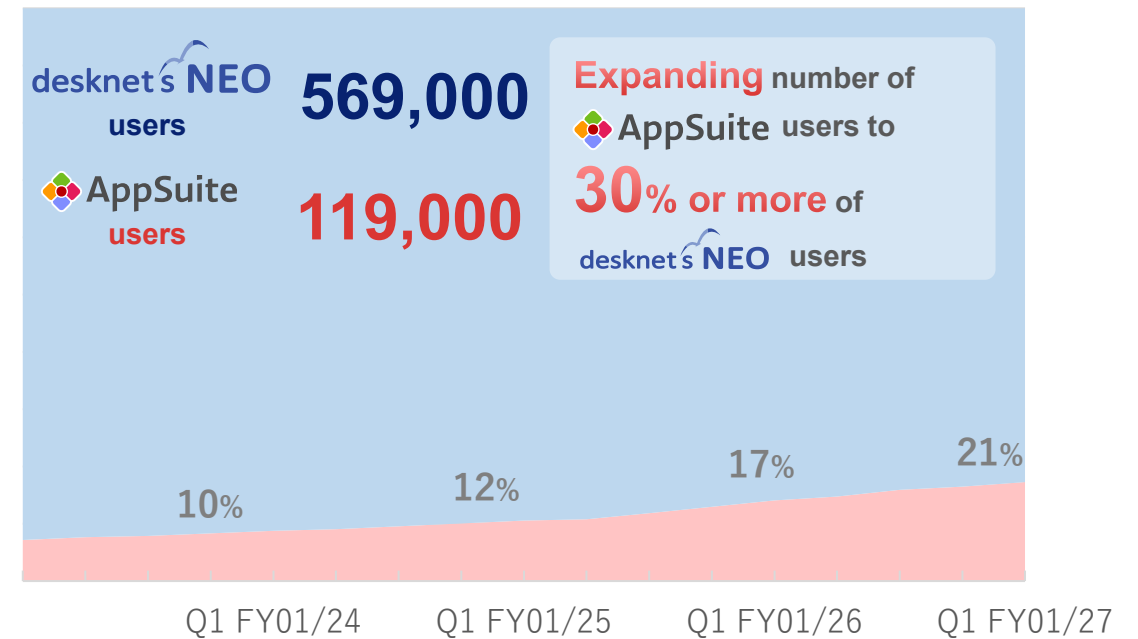
# Status of Indicators in Cloud Services

Through cross-sales efforts, we are seeking to achieve continuing growth in ARPU.<sup>(1)</sup> We consider growing cross-sales for AppSuite to be an important growth strategy in these efforts. We aim to increase the number of AppSuite users to 30% of desknet's Neo users within the next few years.

## ARPU<sup>(1)</sup> status



## AppSuite usage rate<sup>(2)</sup>

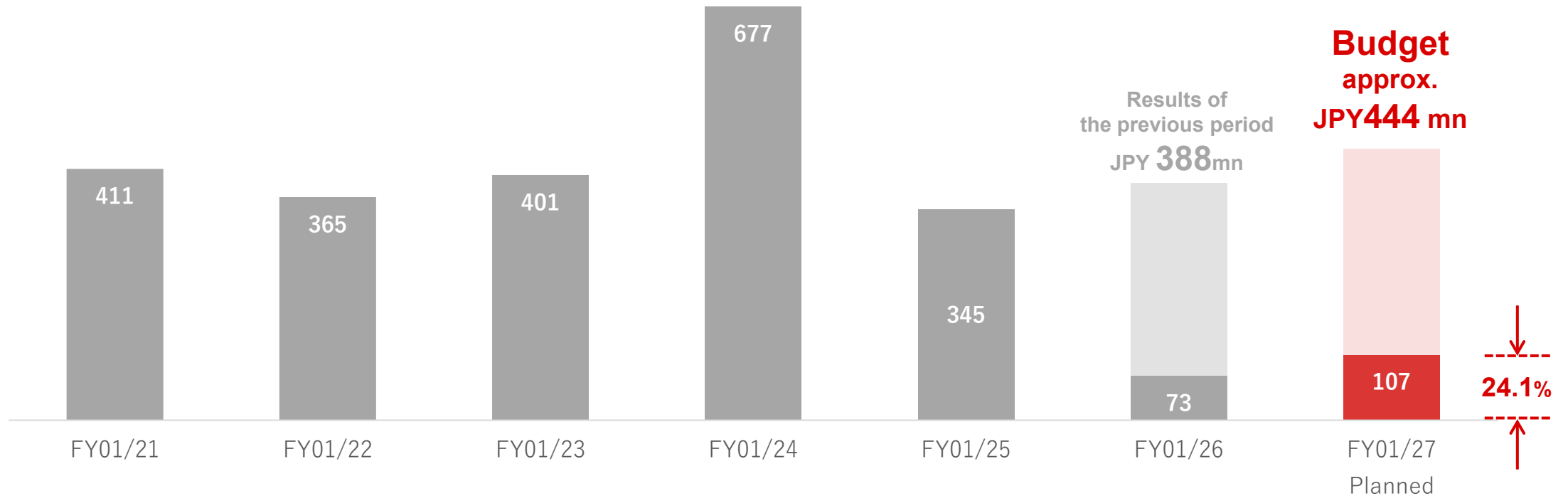


1. Monthly revenue per user: calculated by dividing (monthly sales from desknet's Neo, AppSuite, ChatLuck) by (total number of users with desknet's Neo and ChatLuck stand-alone contracts)

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

Advertising costs are shown below. We are planning for JPY444 million in advertising costs for the year ending January 2027 as we enhance measures to strengthen brand recognition through elevator advertising and other means.

(JPY mn)



(JPY mn)	Q1 FY01/26	Q1 FY01/27	YoY change	
<b>Cloud services</b>	1,029	1,136	+107	+10.5%
desknet's NEO <sup>(1)</sup>	856	929	+73	+8.6%
AppSuite <sup>(1)</sup>	86	117	+31	+36.2%
ChatLuck <sup>(1)</sup>	22	26	+3	+16.8%
Other monthly recurring revenue	42	50	+8	+18.8%
Other services, etc.	20	12	-8	-42.8%
<b>Packaged products</b>	438	426	-12	-2.9%
desknet's NEO	54	41	-13	-24.4%
AppSuite	29	24	-5	-18.0%
ChatLuck	3	6	+2	+70.2%
Other license sales	2	2	-0	-5.0%
Support services <sup>(1)</sup>	263	276	+13	+4.9%
Customization	27	31	+4	+14.7%
Other services, etc.	57	43	-13	-23.6%
<b>Technological development</b>	31	18	-13	-42.3%
<b>Total Software business revenue</b>	1,496	1,577	+80	+5.4%

1. Accounts defined as stock revenues

III

# Appendix

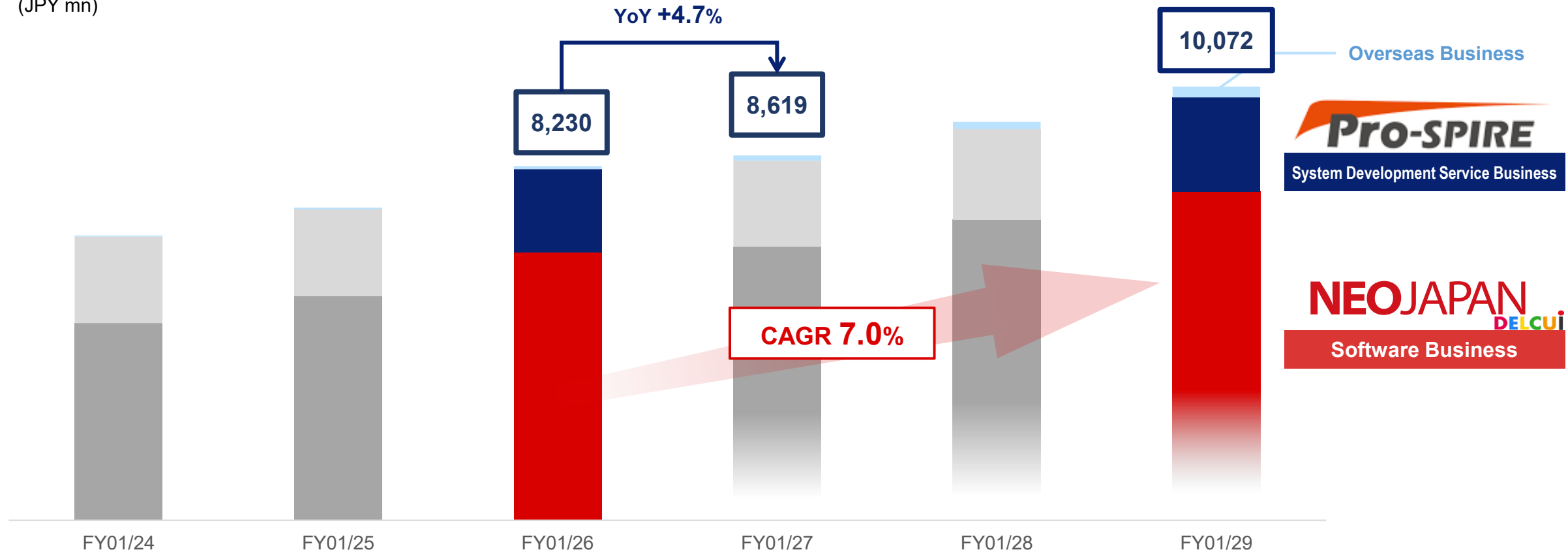
## ii Medium-Term Performance Targets



# Consolidated Revenue Target

We expect to achieve the operating profit target within the medium-term performance targets for the three years ending January 2028 one year ahead of schedule. Thus, we have announced new medium-term performance targets for the three years ending January 2029. We expect a CAGR of 7.0% in net sales and will strive to reach net sales of JPY10.0 billion in FY01/29.

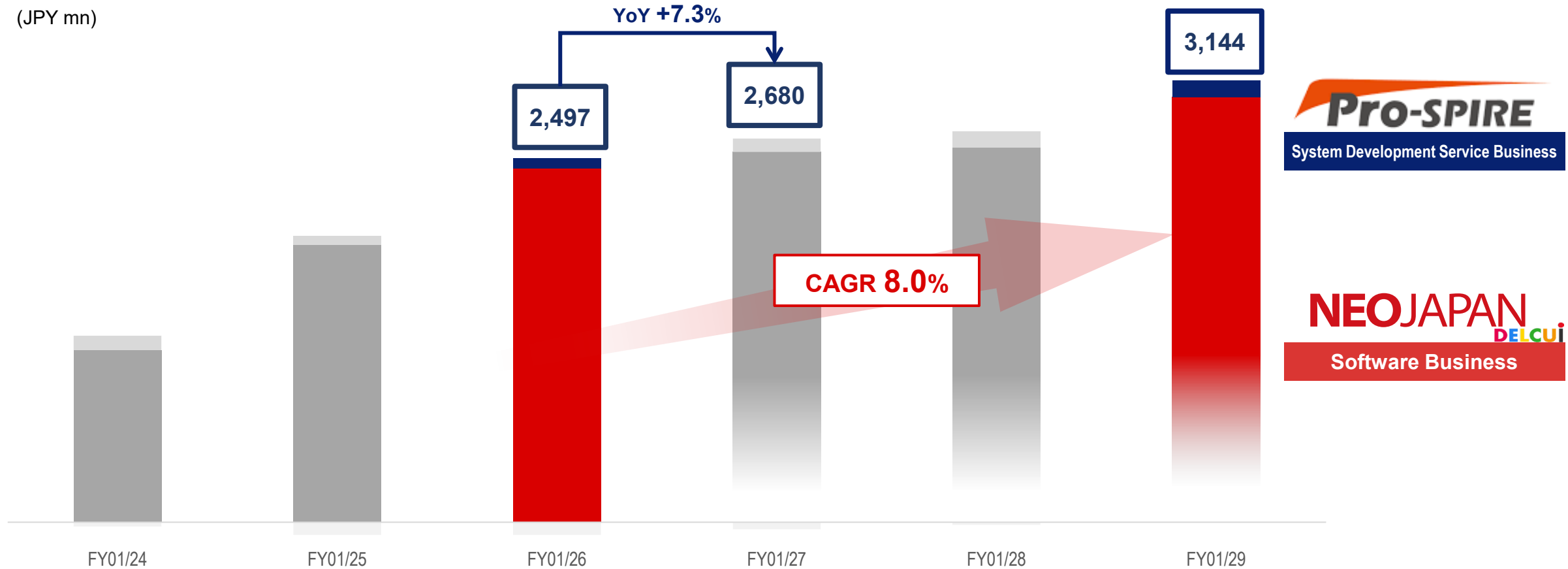
(JPY mn)



# Consolidated Operating Profit Target

We target an 8.0% CAGR in operating profit.

(JPY mn)





# Appendix

## iii Growth Strategy



## 01

### Grow desknet's NEO Evolution and AppSuite Cross-Selling

Expanding desknet's NEO Sales Through AI-Powered Functionality Enhancements and Capturing Replacement Demand. Accelerating Cross-Selling of AppSuite, ChatLuck, neoAI Chat, NEOPORT, and Other Products



## 02

### Overseas Business Expansion

“One Team” structure has been built across the three ASEAN companies. Accelerated growth and high productivity achieved through collaborative marketing, website operations, talent strategy, and service management



## 03

New Business

### LIVEX.AI Sales Expansion

Expanding Sales of “LiveX AI,” an AI Agent Supporting Omnichannel B2C Solutions



## Establishing a firm position in the on-premises market through robust support

Packaged products

While groupware providers successively announced they will no longer support on-premises products, we expect demand for provision of products on premises to remain strong due to security requirements, costs, and other considerations.

Given this market environment, we have announced a policy of continuing provision of on-premises products and support services.

Our on-premises product supply business model enables sustained revenue beyond license sales through support services, contributing significantly to stock revenue growth.

Having identified **capturing replacement demand as a priority for the next three years**, we will promote various promotional campaigns to secure users who need to continue using on-premises products.



## Expanding the userbase through product enhancements that leverage the strengths of the cloud

Cloud services

We have continued to enhance the features of desknet's NEO through annual updates since beginning to provide it to users.

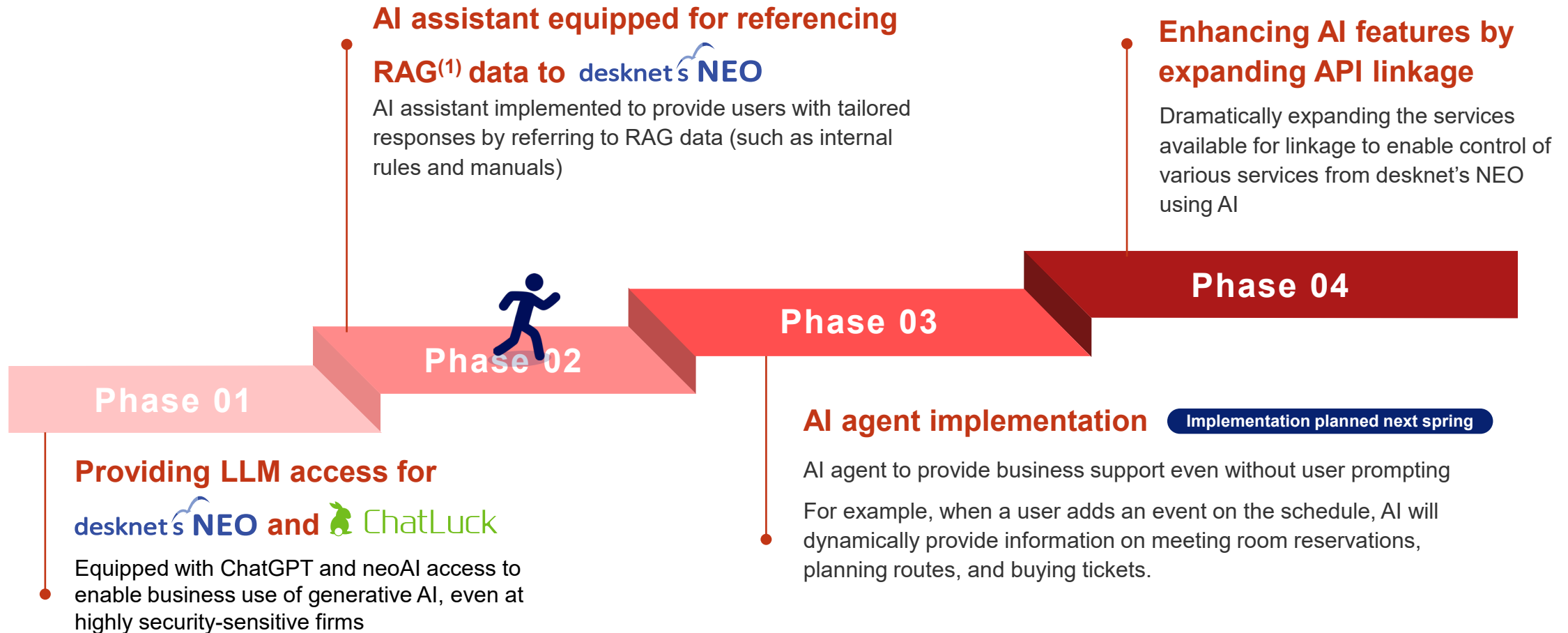
Under a basic policy of continuous updates, **we will also focus on AI-based functional enhancements**.

Currently, integration with cloud servers is essential to implementing advanced AI features, and desknet's NEO Cloud is capable of making the most of this infrastructure. By incorporating AI, we will continue driving evolution toward products that deliver significantly higher added value.

We will also continue to expand features that leverage the strengths of the cloud, including storage services, in addition to AI, as we aim to enhance product competitiveness further.

These initiatives will further expand the user base.

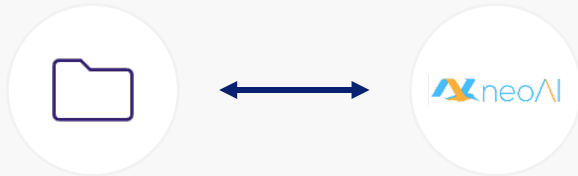




1. Data referenced by generative AI when generating answers. For example, the AI assistant answers questions about internal business flows by referring to rules and manuals.

2026

## Enhancing neoAI Chat linkage



- neoAI Chat refers to existing texts on document management.
- Generates answers to questions, summaries, and documents based on the text referenced.
- Enables seamless use from desknet's NEO.

2027

## Evolution to desknet's NEO with AI standard



- Simply ask AI to check and register plans and prepare email replies.
- Realizes a concierge-like user experience.

2027 +

## Enhancing AI features by expanding API linkage



- Dramatically expand linkage to external services.
- Complete the operational flow in desknet's NEO.
- Automate routine work by preparing workflows.

# 01 Applying AI insights gathered at a US subsidiary

**NEOJAPAN**

## **Contributing to NEOJAPAN's development based on the latest trends from US**

In April 2026, Kosuke Saito, who has worked on market research and partner development as a representative of US subsidiary DELCUI, was appointed a Director. In addition to implementing an investment and alliance with LiveX AI, he recently served as the lead developer on the NEOPORT AI email-sharing service. Leveraging insights gained in the US on AI and other advanced technologies, he will contribute to the further evolution of NEOJAPAN's major products while working with development staff at the head office.



**Kosuke Saito**

**Director**  
**DELCUI Inc.**  
**Chief Executive Officer**

# 01 A NEOJAPAN developer's thoughts on harnessing AI **NEOJAPAN**



**Hiromasa Takesako**

**Executive Officer**  
**Section Manager,**  
**Engineering Division**

## Making AI **the default** for all users, not something special



### Prioritizing ease of use

Providing an environment that allows intuitive use of AI based on a simple UI and an easy-to-learn experience



### Moving ahead side by side with AI in business

Seeking to establish a presence that understands everyday work contexts to provide the information needed and propose subsequent steps



### Infrastructure to connect and expand

Evolving into a hub to support work automation and efficiency by connecting to internal and external services



### AI that can be used with peace of mind

Developing and providing an environment for AI use in business with peace of mind, with consideration for confidential data and scope of authorization

## Expand our user base by broadening use cases



“AppSuite AWARD”  
Recognizing outstanding apps and scaling best practices



<https://www.desknets.com/neo/users/media/appsuite/16445/>

## Expanding promotion and enhancing the appeal of bundle plans



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



<https://www.desknets.com/>

## Adding to the partner strategy



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



<https://www.desknets.com/neo/appsuite/integrator.html>

## 02 Overseas Business Sales Expansion

Sales from overseas business in FY01/26 expanded to 2.1 times the previous period's level. To accelerate growth and achieve high productivity this fiscal year, we are establishing a "One Team" structure for our three ASEAN companies, led by young leaders appointed as local managers. This structure will enable collaborative efforts in marketing, website operations, talent strategy, and service management.



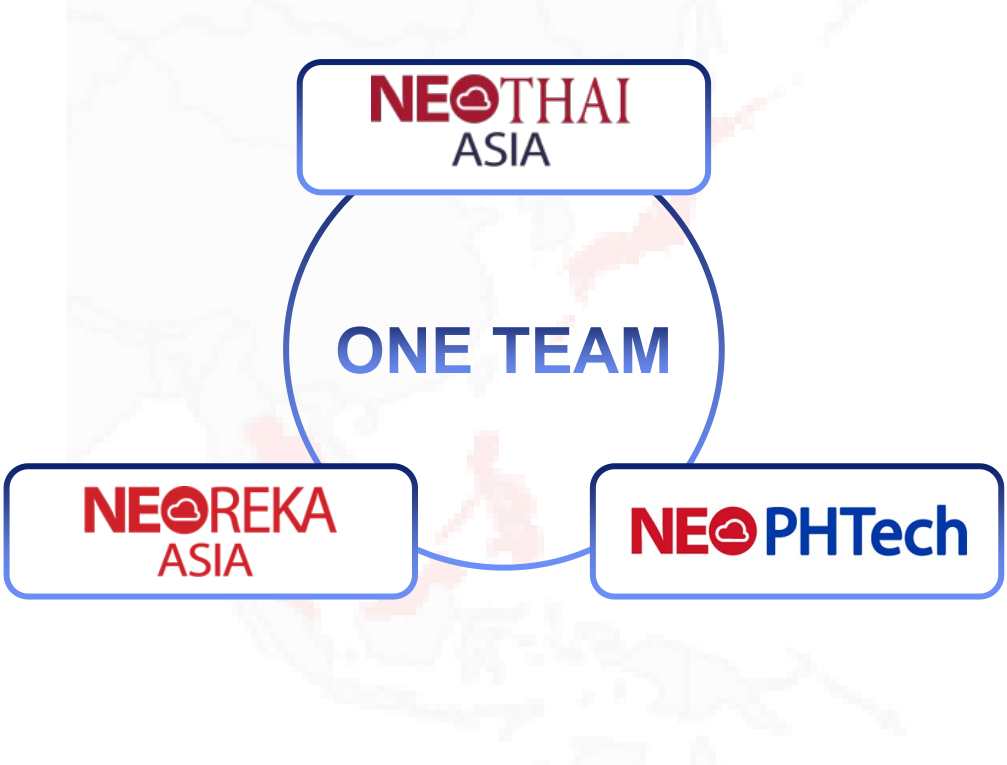
### Key growth points

-  Strengthening local management system based on young leaders
-  Enhancing marketing to local markets and strengthening the capacity to attract customers via the Web
-  Boosting customer satisfaction through stronger support structures
-  Enhancing sales structures by expanding numbers of local partners

# 02 Accelerating expansion under the One Team structure **NEOJAPAN**

Our three ASEAN companies work together to promote integrated operations in areas ranging from marketing to service deployment and customer support. We plan to establish the foundations needed to achieve sustained growth by developing activities and sales promotion materials rooted in local markets.

## One Team structure of three ASEAN companies



## Enhancing sales promotion and marketing activities to meet local market needs

This block features a collage of digital marketing and technology promotional materials. At the top left, a banner reads 'Store. Organize. Share – All in One Digital Cabinet' with icons for 'Store', 'Organize', and 'Share'. Below this is a screenshot of a digital cabinet interface. To the right, a woman in a business suit is featured in a promotional graphic for 'desknet's NEO' with Thai text 'PR/PO ไม่สะดุด' and 'ลุ้น-อนุมัติเอกสาร'. Below her is a 'ลงทะเบียนฟรี!' (Free Registration!) banner with a date '25 ก.ย. 68' and time '15:00 - 16:00 น.'. At the bottom, a 'Welcome to desknet's NEO powered by NEO PHTech' banner is shown, along with a 'AppSuite' interface and a list of features: 'De-Excel', 'Flexible Intergration', and 'Drag & Drop Creation'. A footer lists '25+ Standard Applications in One Platform' and 'Additional AppSuite with E-Form & Workflow'.

Sales of LiveX AI began in October 2025, and multiple PoCs have been implemented. We're seeking to expand sales by targeting a wide range of markets, ranging from brick-and-mortar stores to e-commerce and fan engagement.



LiveX AI demonstration testing is underway at events in multiple locations.

**LiveX AI's AI agents autonomously handle tasks like answering questions, explaining products, and making proposals. The omnichannel approach is capable of meeting a wide range of customer needs in any channel.**

- Navigation
- Product Proposal
- Reservations
- Product Advertisement
- Stock Management
- Fan Engagement



# Appendix

iv Topics



# Major Topics for Q1 FY01/27 and Beyond

	February 2, 2026	Relocating the Fukuoka Sales Office to further strengthen sales capabilities in the Kyushu and Okinawa areas
Products and Sales	March 11, 2026	ChatLuck V6.8 released Improved stability in on-premises environments with tens of thousands of users; enhanced security measures by strengthening audit logs.
	March 12, 2026	Second AppSuite AWARD winners chosen! Awards for user creativity to support improvements in everyday operations
	April 27, 2026	At its home games, Tokushima Vortis becomes the first team to introduce LiveX AI fan experience innovation, powered by AI, at a soccer stadium in Japan.
	May 7, 2026	desknet's NEO V9.6 released
	May 29, 2026	Yokohama Excellence introduces LiveX AI fan experience innovation powered by AI at a fan appreciation event.
Business Alliances	February 25, 2026	Business alliance for the sale and provision of full-text search systems with Brains Technology to maximize business efficiency and the use of knowledge
	March 24, 2026	NEO JAPAN, ZETA, and LIVEX AI conclude three-company business alliance agreement to use AI to improve customer experience in brick-and-mortar stores and to create a retail media market.
	March 26, 2026	Business alliance announced with recomot Inc. on the sale and provision of remote access services
Overseas	March 4, 2026	NEO THAI ASIA exhibits at Automation Expo 2026, one of Thailand's largest industrial expositions.
	May 13, 2026	NEOREKA ASIA hosts NEO BUSINESS CONNECT 2026 in Malaysia.
Awards	April 15, 2026	NEOJAPAN wins Leader award in five categories; desknet's NEO wins in groupware category for 28th consecutive period at ITreview Grid Awards 2026 Spring
	May 20, 2026	desknet's NEO places 10th in Best Software in Japan 2026 TOP 100.
Health management	March 10, 2026	Selected for KENKO Investment for Health accreditation for seventh consecutive year as a company committed to health management (large enterprise category)
IR	May 11, 2026	Interview with president posted to Capital Voice Japan IR media



## Briefing for individual investors (KabuBerry Channel)

※Next session scheduled for June 25, 2026

June 26, 2025

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



## Financial Results Presentation Transcript (logmi Finance)

March 13, 2026

[JP Only]<https://finance.logmi.jp/articles/384190>



## Equity Research Report (Wealth Advisor)

March 31, 2026

<https://cdn.kabushiki.jp/paper/6c6cddd9e678438cbd1909374873fbf3/36807e6e837cdb9889f99c4e4e608384.pdf>



## Research Coverage Report (Shared Research)

April 1, 2026

<https://sharedresearch.jp/ja/companies/3921>  
[https://www.neo.co.jp/wp-content/uploads/2026/04/3921\\_JP\\_20260401.pdf](https://www.neo.co.jp/wp-content/uploads/2026/04/3921_JP_20260401.pdf)



# Questions from Institutional Investors

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

## Other: 5 questions

- Q. What is your policy on shareholder returns? Do you plan to purchase any treasury shares?
- A. Our policy of steadily increasing dividends with a payout ratio of 40% remains unchanged. We have no plans to purchase any treasury shares at this time, given few shares are available on the market. We may consider doing so if a shareholder wished to sell a large block of shares.

## Overseas strategy: 7 questions

## Marketing: 7 questions

- Q. What advertising costs do you have planned for this period?
- A. Elevator advertisements proved effective in 4Q last year. We plan to continue them this year. This is expected to increase advertising costs from last year.

## Markets: 16 questions

- Q. What do you see as the impact of generative AI on business results?
- A. Generative AI poses some threats, but we see it as presenting even more opportunities. The business data held at many companies can be structured instead of left scattered as-is. Groupware like desknet's NEO has strong affinities for AI. We also expect AI to have a positive impact on development, since it allows fast-paced development with fewer staff.

## Management indicators: 37 questions

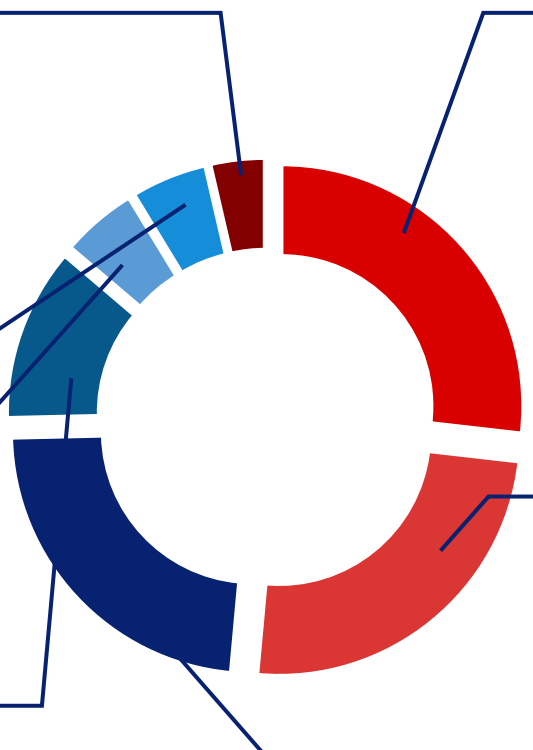
- Q. What underlies your sales plan for FY01/27, which appears to be somewhat conservative (+4.7% YoY).
- A. We expect monthly cloud service sales to remain steady at approx. 9% growth. But we project a sales decline of about 100 million yen in technological development due to the contraction of ongoing projects, and we expect system service business sales to be roughly the same as in FY01/25, resulting in a forecast for consolidated sales growth of about 4.7%.
- Q. What were the reasons for the increase in SG&A expenses and lower profits in 4Q last year?
- A. The key factor was a temporary increase in costs. Advertising costs grew by approx. 40 million yen vs. 3Q due to factors including production costs for the new elevator advertisements. Other expenses included relocation costs for the Fukuoka Sales Office and year-end purchases of supplies.

## Products and services: 34 questions

- Q. What specific courses of action for the large-scale version upgrades are currently planned? Could the price structure change?
- A. We can't disclose the details, but we plan to implement business automation using AI agents. While the final changes remain to be determined, the price structure may be revised based on the costs and prices associated with adding and enhancing AI features.

## Growth strategy: 32 questions

- Q. What strategy do you have in mind for achieving the medium-term performance targets? Wouldn't sales growth of 7%/year lead to more significant profit growth?
- A. In addition to increasing ARPU by cross-selling products like AppSuite and neoAI Chat based on the growing userbase for desknet's NEO, we plan to grow sales in the overseas business and sales of newly introduced products. Projected costs include costs related to large-scale product upgrades and the development costs associated with AI-related features.



# Launch of neoAI Chat for desknet's

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 data for training the AI assistants.

## Administrator

- 🔒 Permission management
- 🕒 Log management
- ⚙️ Model management
- 🗄️ RAG\*1 management

- 📁 Internal rules
- 💡 Internal FAQ collection
- 🎧 Inquiry history
- 📞 Complaint management



## 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.





# Appendix

- v NEOJAPAN Group Overview



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

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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

<b>Company name</b>	NEOJAPAN Inc.	
<b>Established</b>	February 29, 1992	
<b>Location (Japan)</b>	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
	Fukuoka Office	Toyota Rent-A-Lease Hakata Ekimae Building, 8th Floor 1-12-8 Hakataekihigashi, Hakata-ku Fukuoka, Fukuoka Prefecture 812-0013 JAPAN
<b>Consolidated subsidiary (Japan)</b>	Pro-SPIRE Inc.	WIRA Omori Building, 7th Floor 1-6-8 Omori-kita, Ota-ku, Tokyo, Japan
<b>Consolidated subsidiaries (Overseas)</b>	DELCUI Inc.	California, United States
	NEOREKA ASIA Sdn.Bhd.	Kuala Lumpur, Malaysia
	NEO THAI ASIA Co.,Ltd.	Bangkok, Thailand
	NEOPhilippine Tech Inc.	Metro Manila, Philippines
<b>Representative</b>	Akinori SAITO, President	
<b>Capital</b>	JPY 299 million (As of January 31, 2026)	
<b>Consolidated Net sales</b>	JPY 8,230 million (FY01/26)	
<b>Number of employees</b>	322 (Consolidated) (As of January 31, 2026)	

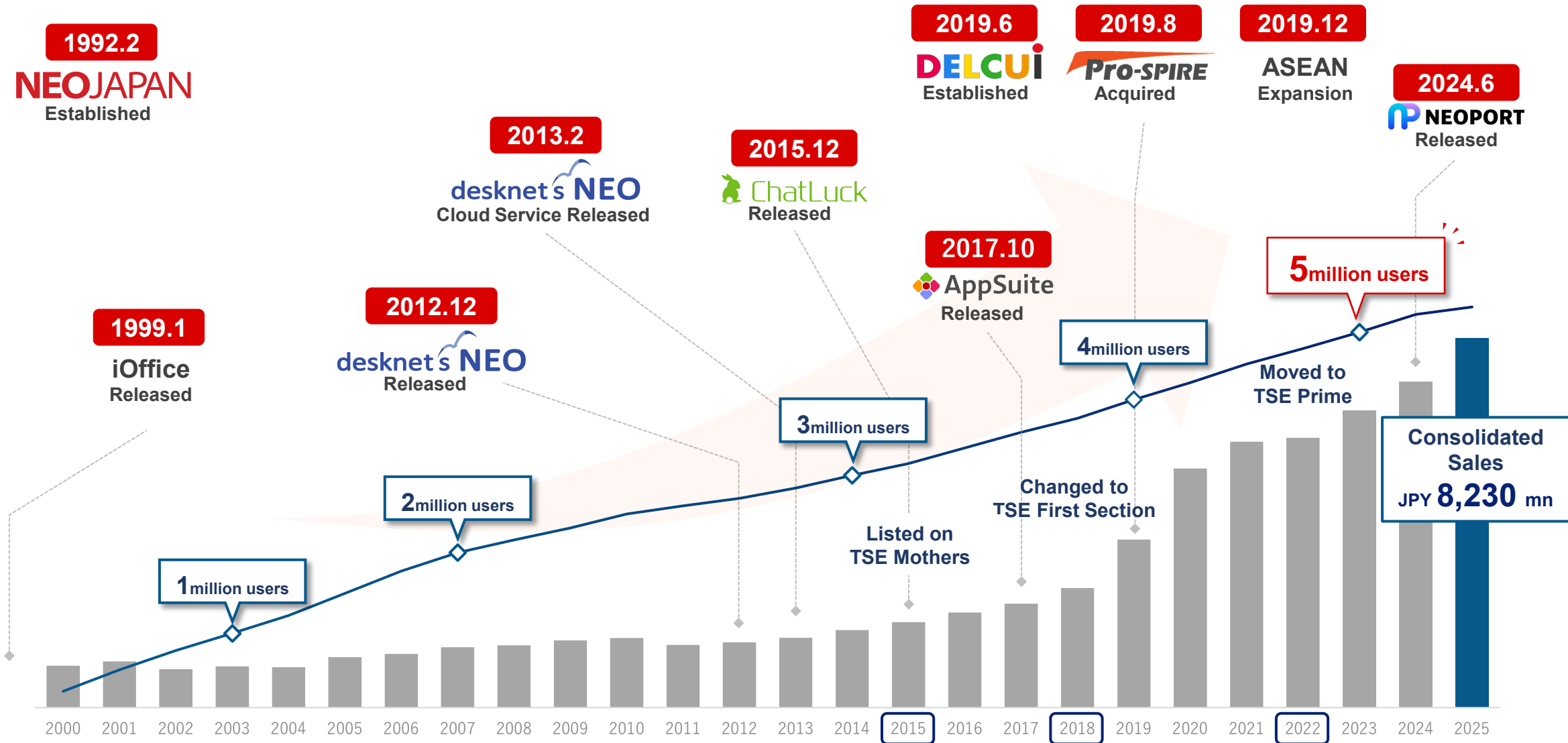


Office Entrance



Development Area

# Company History



# Corporate Sales

desknet's NEO has been sold by many companies regardless of industry or size. Cumulative sales exceeded **5.4 million users**<sup>(1)</sup> and are still expanding.

<p><b>Manufacturers</b></p>								
<p><b>Logistics and retail companies</b></p>							<p><b>Construction</b></p>	
<p><b>Service</b></p>						<p><b>Medical care and welfare</b></p>		
<p><b>Educational institutions</b></p>						<p><b>Information and communication</b></p>		
<p><b>Financial institutions</b></p>				<p>over <b>230</b> financial institutions are using</p>	<p><b>General and Organization</b></p>		<p><b>152 JAs</b> Nationwide(30%)</p>	
								

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.

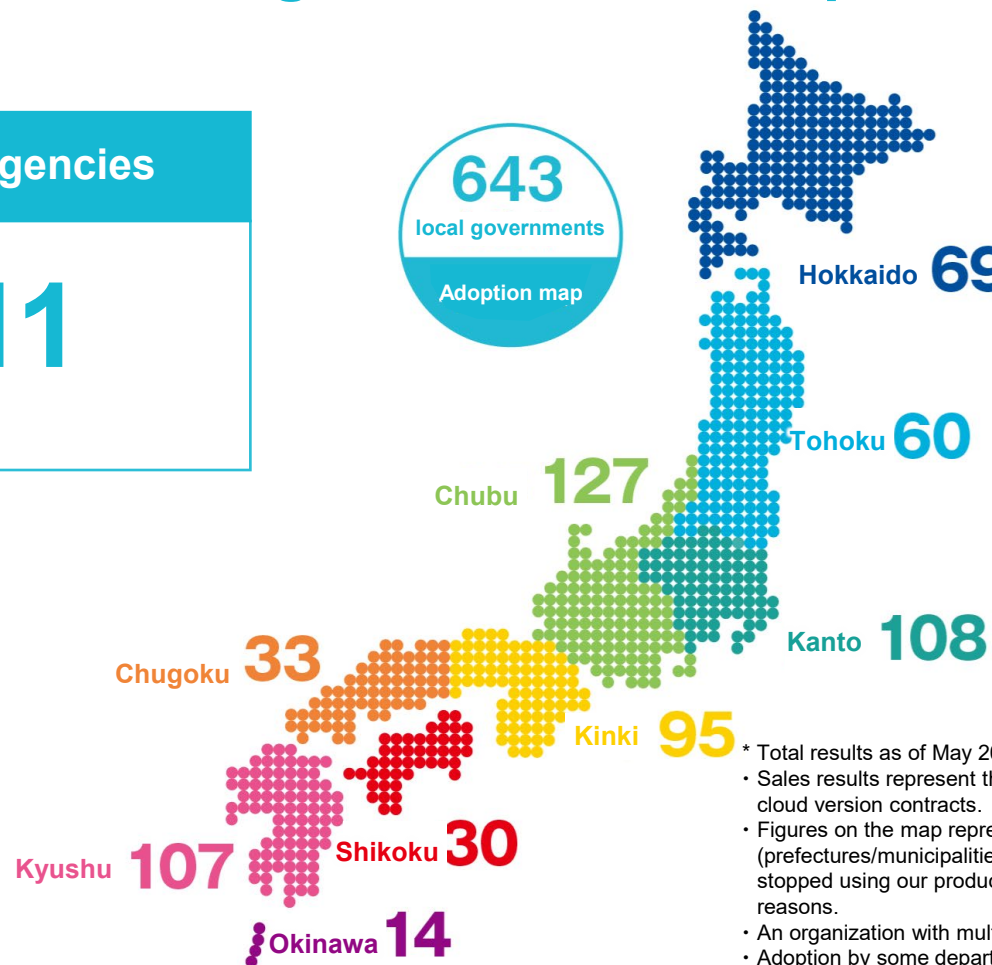
# Sales to Local Governments and Public Agencies

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



Adopted  
by

Kanagawa 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...

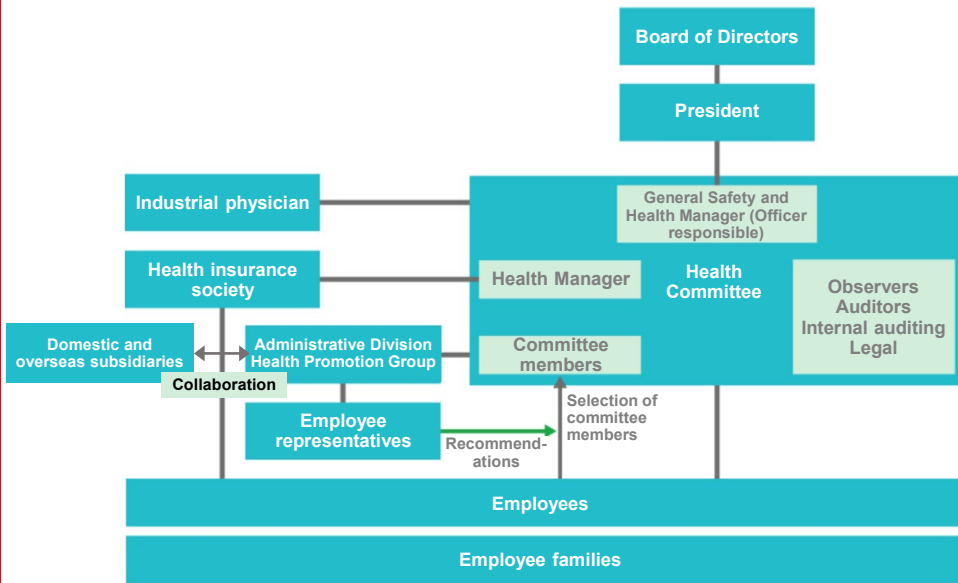


- \* Total results as of May 2025
- Sales results represent the total of packaged products shipped and cloud version contracts.
- Figures on the map represent sales to local governments (prefectures/municipalities), not including customers who have stopped using our products or services due to mergers 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

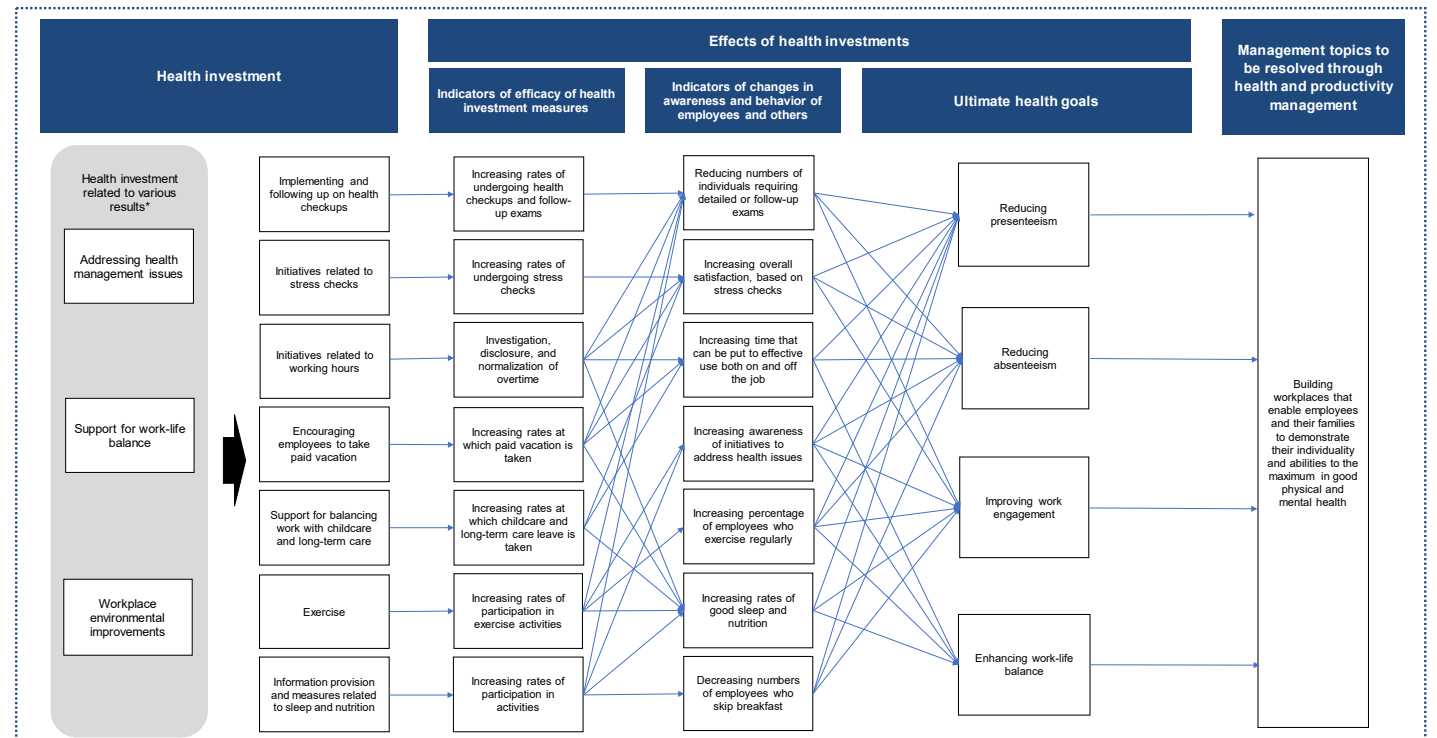
# Health Management Initiatives

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.

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