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June 15, 2026

Dear shareholders and investors,

Company name Tobila Systems Inc.
Representative Atsushi Akita, Representative Director and President
(Securities code: 4441 Tokyo Stock Exchange Standard)
Contact Norimasa Kanemachi, Director and CFO
(E-mail: ir@tobila.com)

Questions and Answers on Financial Results for the Second Quarter of the Fiscal Year Ending October 31, 2026

We hereby disclose the main questions we received from investors regarding our financial results for the First Quarter of the Fiscal Year Ending October 31, 2026, which were announced on June 10, 2026, along with our responses, as set forth below. Certain portions of the content have been supplemented and revised for clarity.

<About the Solution Business>

1. Do you plan to disclose the breakdown of unit sales for TobilaPhone Biz Lite going forward?

At this point, we are considering whether to disclose unit sales of TobilaPhone Biz Lite separately from the standard TobilaPhone Biz.
Currently, unit sales of TobilaPhone Biz Lite still account for only a limited portion of overall sales. Therefore, we will continue to monitor future sales trends and changes in the relevant figures and will consider the appropriate scope of disclosure as necessary.

2. How much difference is there in the gross profit margins of TobilaPhone Biz and TobilaPhone Biz Lite? We assume that TobilaPhone Biz is priced higher because it offers more functions and more advanced features.

We refrain from disclosing specific figures regarding gross profit margins, but the gross profit margin of TobilaPhone Biz is at a higher level than that of TobilaPhone Biz Lite.
As you pointed out, this is because TobilaPhone Biz offers a more comprehensive set of functions compared with TobilaPhone Biz Lite, and its pricing reflects the value it provides.

3. Do you have any plans to raise prices in the Solutions Business going forward, in a way that reflects stronger pricing power in the market? We understand that, from October 1, 2026, measures against customer harassment will become mandatory under the amended Act on Comprehensive Promotion of Labor Policies. We believe this may present a good opportunity to reflect your pricing power.

We will continue to consider price revisions on an ongoing basis, taking into account various factors in a comprehensive manner, including the market environment, the value we provide, the competitive landscape, and cost trends.

As you pointed out, from October 1, 2026, companies are expected to be legally required to implement measures against customer harassment under the amended Act on Comprehensive Promotion of Labor Policies. We recognize that such legal amendments and moves toward stronger regulation may lead to increased interest in and demand for our services.

At this point, no specific price revisions have been decided. However, we will continue to accurately capture market needs and customer challenges, and work to enhance the value we provide and drive business growth.

4. Could you share, to the extent possible, the approximate percentage of TobilaPhone Biz sales that involve purchases using public subsidies such as IT introduction subsidies? Also, how do you view the potential impact if subsidy programs are reduced under the FY2026 tax reform or other policy changes?

Regarding public subsidies such as IT introduction subsidies, we understand that the decision to apply for and utilize such subsidies is basically made by the customers themselves. Therefore, we do not have a detailed understanding of what proportion of TobilaPhone Biz sales involves purchases using public subsidies.

On the other hand, regardless of whether subsidies are used, we conduct our sales activities by ensuring that customers understand the value of our service and the benefits of its implementation. Even if subsidy programs are reviewed or reduced in the future, we believe that while there may be a certain degree of impact, the fundamental needs for our services will continue to exist.

5. We understand that both TobilaPhone Biz and TobilaPhone Cloud continue to grow strongly. At the same time, in terms of growth initiatives, it appears that you are placing greater emphasis on TobilaPhone Cloud. Is it correct to understand that, internally, you position TobilaPhone Cloud as a higher-priority business than TobilaPhone Biz?

Both TobilaPhone Biz and TobilaPhone Cloud are important growth areas for us, and we do not position TobilaPhone Cloud as the only service we prioritize.

TobilaPhone Biz is primarily sold through sales partners, whereas TobilaPhone Cloud is currently centered on direct sales. As a result, in terms of advertising and marketing investments, there are aspects where the relative weighting may appear higher for TobilaPhone Cloud, which requires us to generate demand more directly.

Under our medium-term management plan, we have set sales targets for the fiscal year ending October 2028 of JPY 1.2 billion for TobilaPhone Biz and JPY 1.8 billion for TobilaPhone Cloud. As demand for migration from on-premise services to cloud-based services may increase going forward, we recognize that our ability to offer both TobilaPhone Biz and TobilaPhone Cloud is a major strength.

At this point, there are no changes to our targets or plans. We will continue working to further grow both services, while taking into account the market environment and customer needs.

＜Financial and Cash Flow Matters＞

6. Could you share, to the extent possible, the purpose of the JPY 50 million loan recorded in the interim statement of cash flows?

The JPY 50 million loan is a loan to one of our directors. At the Board of Directors meeting held on April 2, 2026, we resolved to provide a loan to the director, and the director acquired shares of the Company using the proceeds from this loan.

We believe that this share acquisition will further strengthen the director's commitment to the future expansion of our business performance and contribute to enhancing our corporate value over the medium to long term.

Accordingly, after taking appropriate measures to preserve the Company's assets, the Board of Directors approved the provision of financing for the funds related to this share acquisition.

Reference

・Results of Operations for the 2Q of the Fiscal Year Ending October 31, 2026
https://contents.xj-storage.jp/xcontents/AS05546/64a52852/c2ee/4d89/9cdb/d4c167a83371/140120260609566757.pdf

・Non-consolidated Financial Results for the First Six Months of the Fiscal Year Ending October 31, 2026 (Six Months Ended April 30, 2026)
https://contents.xj-storage.jp/xcontents/AS05546/5c9c82cc/fa0e/460c/a2a0/3b316d6d9129/140120260609566759.pdf

Please refer to the following page for other disclosure materials.
https://tobila.com/forinvestors/library/

Contact for inquiries

Investor Relations, Tobila Systems Inc.

E-Mail: ir@tobila.com