Q2-FY2024
Financial Results

TOYOKUMO



Toyokumo-chan

Toyokumo, Inc.

August 2024

Note

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.

Q2-FY2024 Financial Results

Q2-FY2024 Executive Summary

Net Sales (Q2)

749 million yen

YoY +27.6%　　QoQ +7.3%

Operating Profit (Q2)

298 million yen

YoY +9.9%　　QoQ +14.3%

ARR

3,105 million yen

YoY +28.3%　　QoQ +7.3%

Churn Rate

0.67%

≦1%

Summary of Quarterly Consolidated Financial Results (YoY)

(unit: million yen)

	Q2-FY2023 (Apr. to Jun. 2023) (Non-Consolidated)	Q2-FY2024 (Apr. to Jun. 2024) (Consolidated)	YoY
Net Sales	587	749	+27.6%
Gross Profit	572	727	+27.1%
SG&A	300	429	+42.7%
Personnel expenses	152	200	+31.8%
Advertising expenses	89	145	+63.7%
Operating Profit	271	298	+9.9%
Ordinary Profit	271	298	+9.9%
Profit attributable to owners of parent*	188	206	+9.7%

* FY2023 is Profit as the figures are non-consolidated.

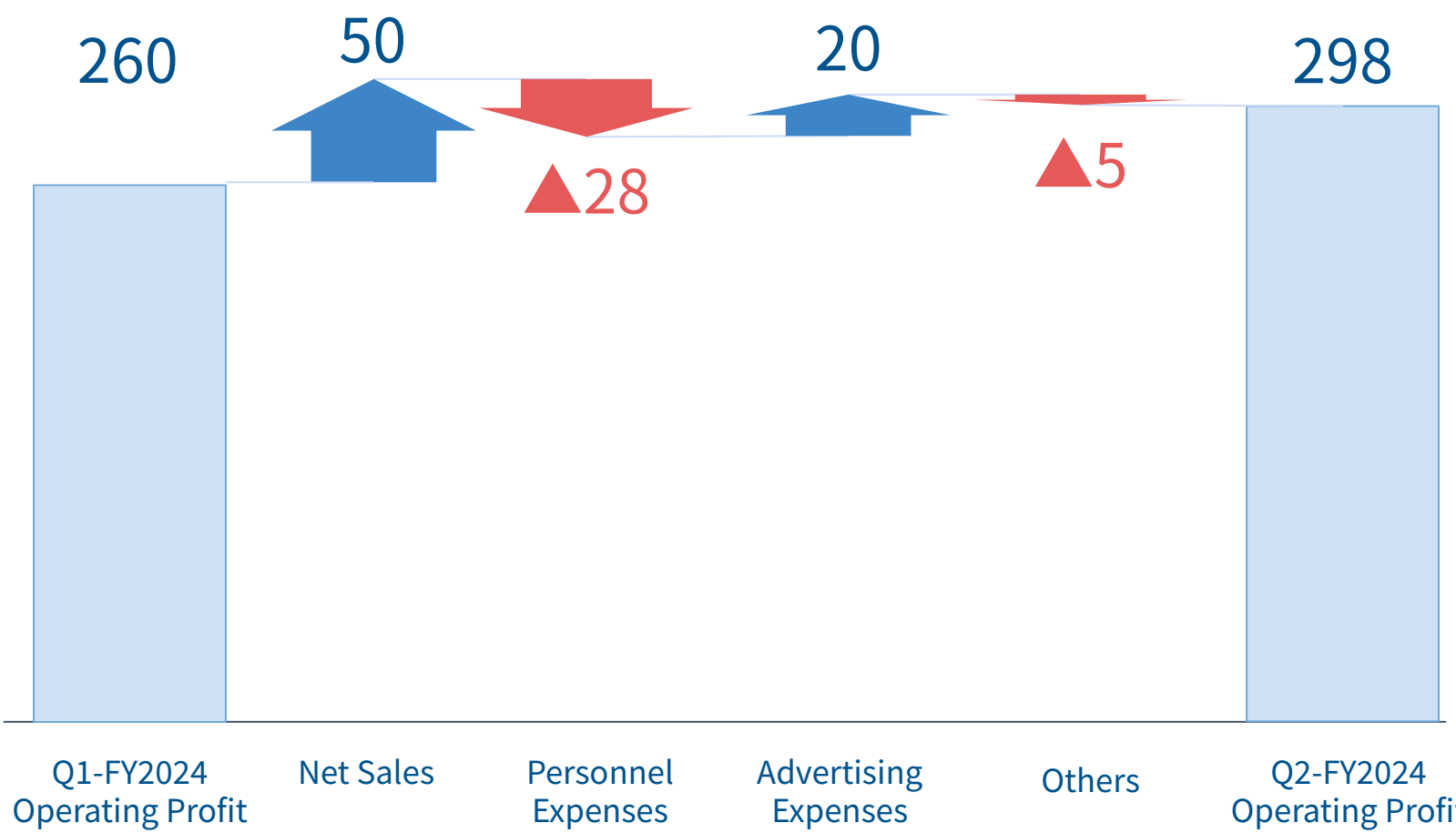
Summary of Quarterly Consolidated Financial Results (QoQ)

(unit: million yen)

	Q1-FY2024 (Jan. to Mar. 2024)	Q2-FY2024 (Apr. to Jun. 2024)	QoQ
Net Sales	698	749	+7.3%
Gross Profit	681	727	+6.9%
SG&A	420	429	+2.2%
Personnel expenses	171	200	+16.5%
Advertising expenses	166	145	-12.3%
Operating Profit	260	298	+14.3%
Ordinary Profit	260	298	+14.3%
Profit attributable to owners of parent	179	206	+14.7%

Factors for changes in Operating Profit (QoQ)

(unit: million yen)



Balance Sheets*

(Unit: million yen)

Assets	As of Dec. 31, 2023	As ofJun. 30, 2024	Liabilities	As of Dec. 31, 2023	As of Jun. 30, 2024
Cash and deposits	2,938	3,592	Contract liabilities	721	917
Other (current assets)	140	213	Other (current liabilities)	383	479
Non-current assets	267	192	Total liabilities	1,105	1,396
			Net assets		
			Share capital	394	394
			Capital surplus	365	368
			Retained earnings	1,665	1,942
			Treasury shares	(185)	(117)
			Non-controlling interests	-	13
			Total net assets	2,240	2,601
Total assets	3,345	3,396	Total liabilities and net assets	3,345	3,997

* Figures as of December 31, 2023, are on a non-consolidated basis, while figures as of June 30, 2024, are on a consolidated basis.

Statements of Cash Flows

(Unit: million yen)

	Six months ended June 30, 2023 (Non-cosolidated)	Six months ended June 30, 2023 (Cosolidated)
Cash flows from operating activities	521	671
Cash flows from investing activities	0	-9
Cash flows from financing activities	-42	-108
Dividends paid	-69	-108
Net increase (decrease) in cash and cash equivalents	479	554
Free Cash Flows (Cash flow from operating activities + cash flow from investing activities)	521	662

Financial Summary*

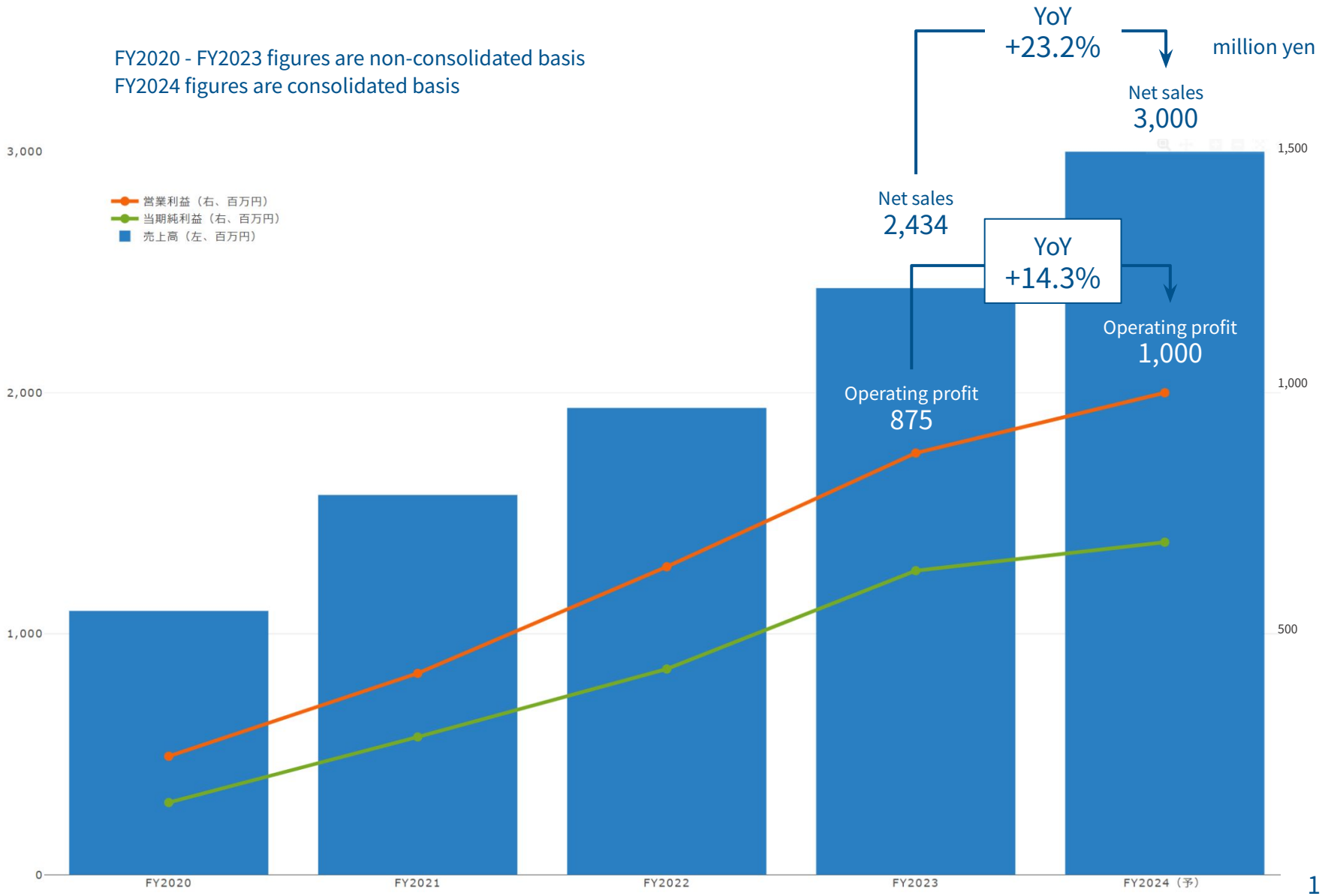
	Q2-FY2023	Q3-FY2023	Q4-FY2023	Q1-FY2024	Q2-FY2024
Net Sales (million yen)	587	621	669	698	749
Operating Profit (million yen)	271	121	211	260	298
Operating Profit Margin	46.2%	19.6%	31.6%	37.3%	39.8%
Profit attributable to owners of parent* (million yen)	188	84	171	179	206
Basic earnings per share (yen)	17.67	7.80	15.82	16.56	18.94
Diluted earnings per share (yen)	17.30	7.75	15.80	16.54	18.92
Number of subscriptions**	12,542	13.297	13,981	14,725	15,733
MRR** (million yen)	201	216	227	241	258
ARR** (million yen)	2,421	2,598	2,727	2,894	3,105
Churn rate**	0.67%	0.68%	0.68%	0.71%	0.67%
Cash and deposits (million yen)	2,775	2,814	2,938	3,086	3,592

* Figures for FY2023 are on a non-consolidated basis and figures for FY2024 are on a consolidated basis.

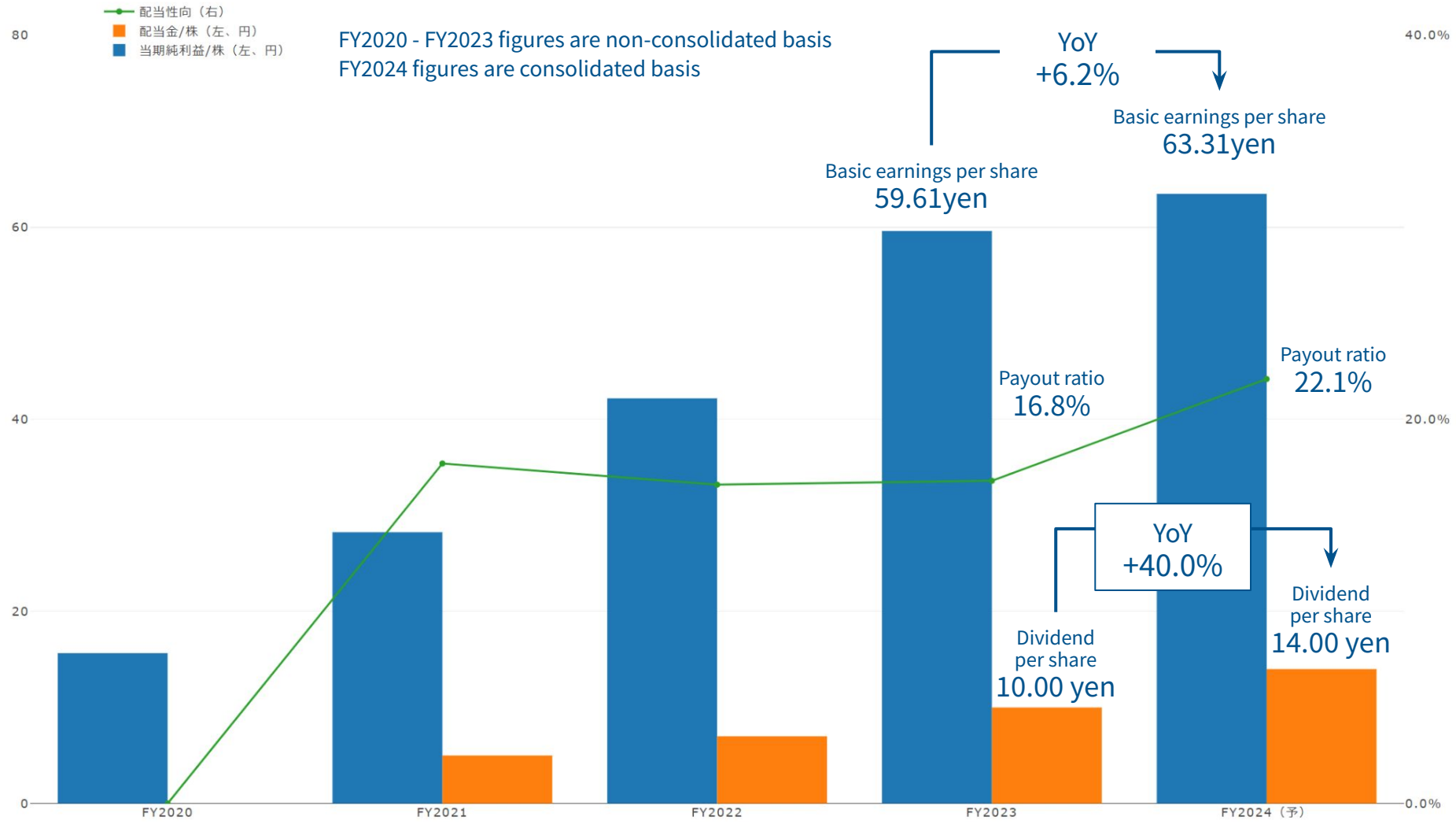
** Non-consolidated basis (Toyokumo, Inc.).

Forecast for FY2024 Consolidated Financial Results

FY2020 - FY2023 figures are non-consolidated basis
FY2024 figures are consolidated basis



Forecast for FY2024 Consolidated Financial Results



KPI

Monthly Sales Report*

Subscribe Monthly Report Form→

(Unit: million yen)

FY2024

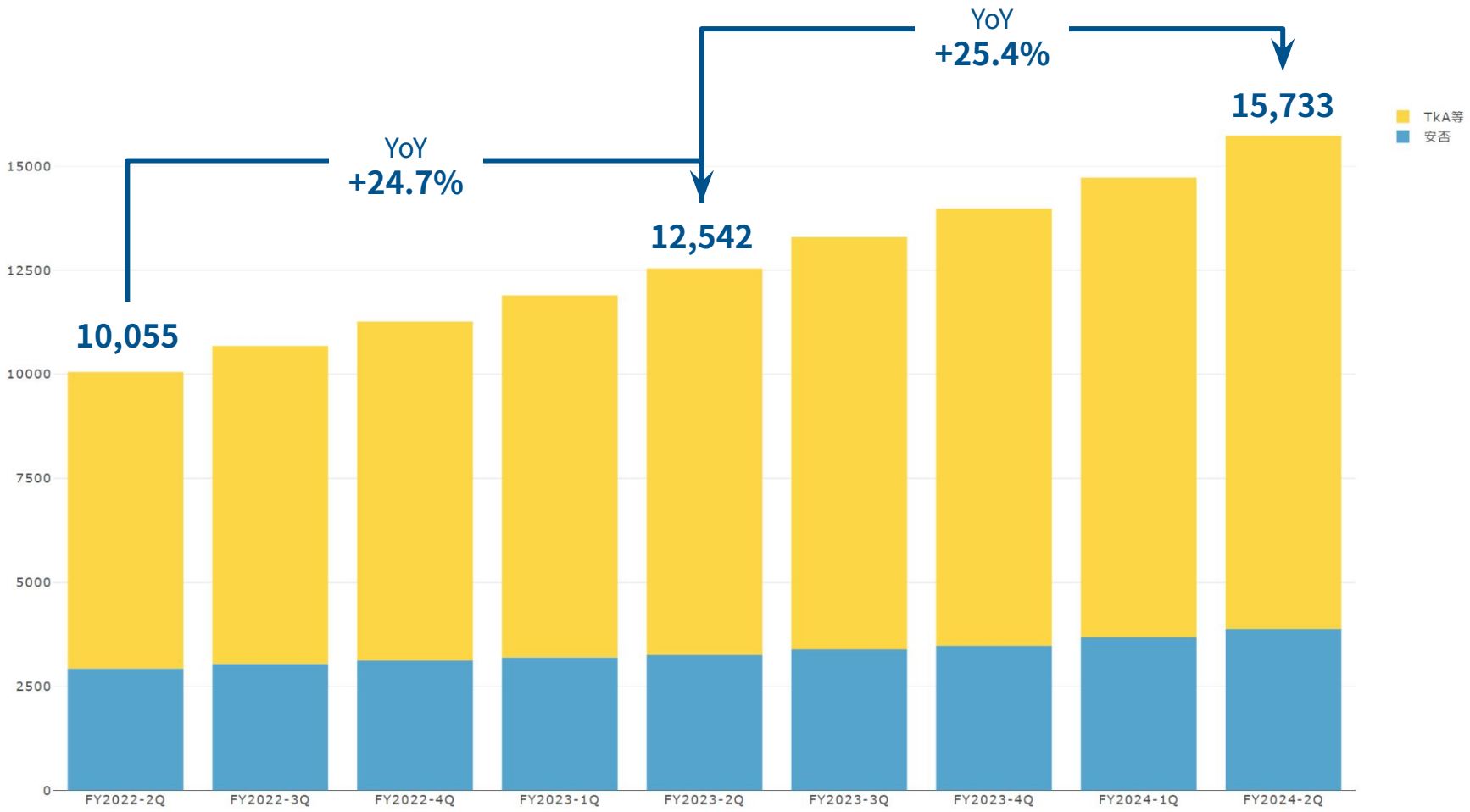
	Jan.	Feb.	Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
Monthly	227	231	235	242	247	253	260					
YoY	125.2%	125.1%	125.1%	125.7%	126.2%	127.4%	128.4%					
Total	227	459	695	937	1,184	1,437	1,697					
YoY	125.2%	125.2%	125.1%	125.3%	125.4%	125.8%	126.2%					

FY2023

	Jan.	Feb.	Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
Monthly	181	184	188	192	195	198	202	207	211	217	220	224
YoY	127%	126%	126%	126%	125%	125%	126%	126%	124%	126%	126%	126%
Total	181	366	555	748	943	1,142	1,345	1,553	1,764	1,981	2,202	2,426
YoY	127%	127%	127%	126%	126%	126%	126%	126%	126%	126%	126%	126%

* Non-consolidated basis (Toyokumo, Inc.).

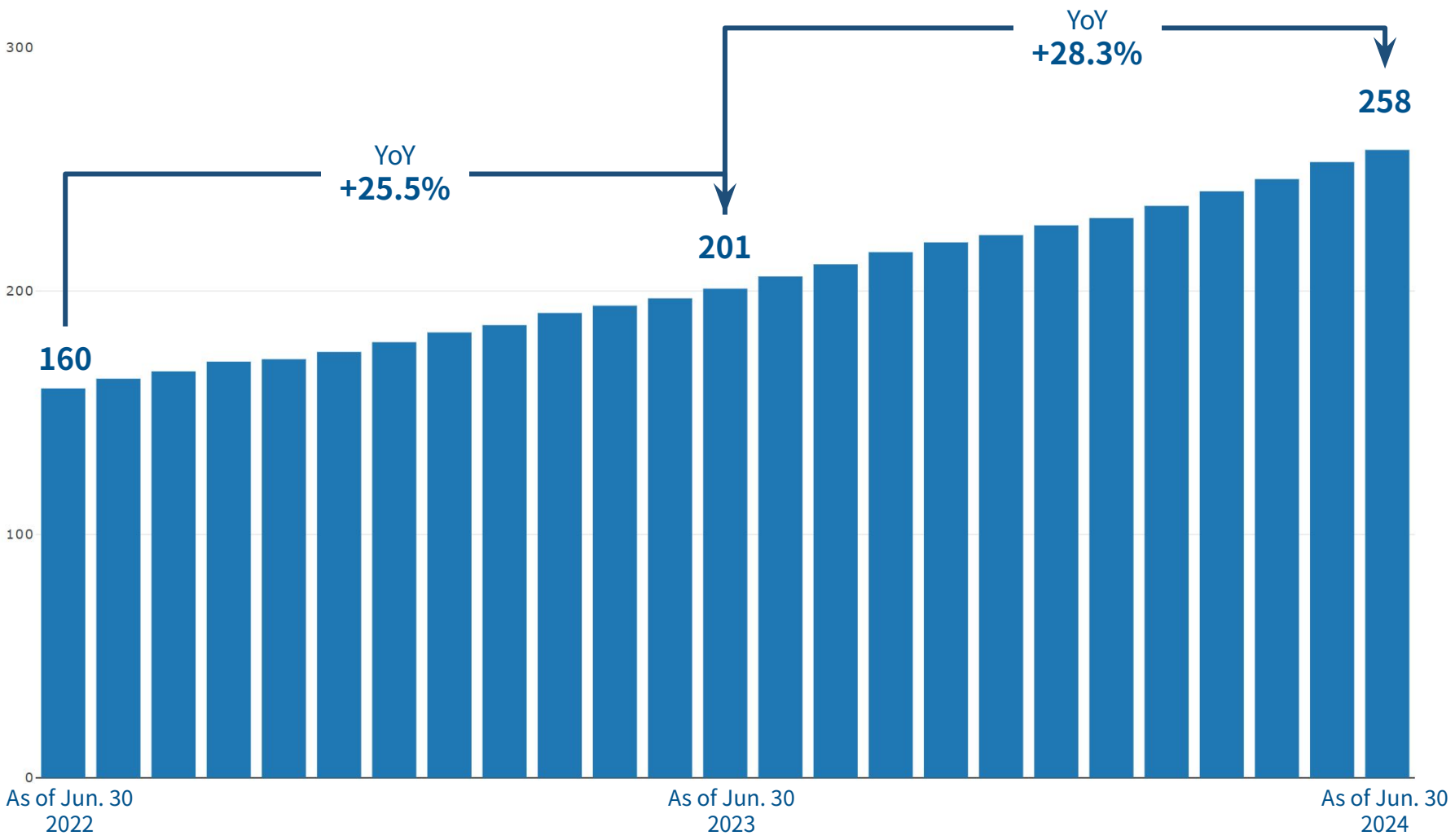
Number of Subscriptions



* Non-consolidated basis (Toyokumo, Inc.).

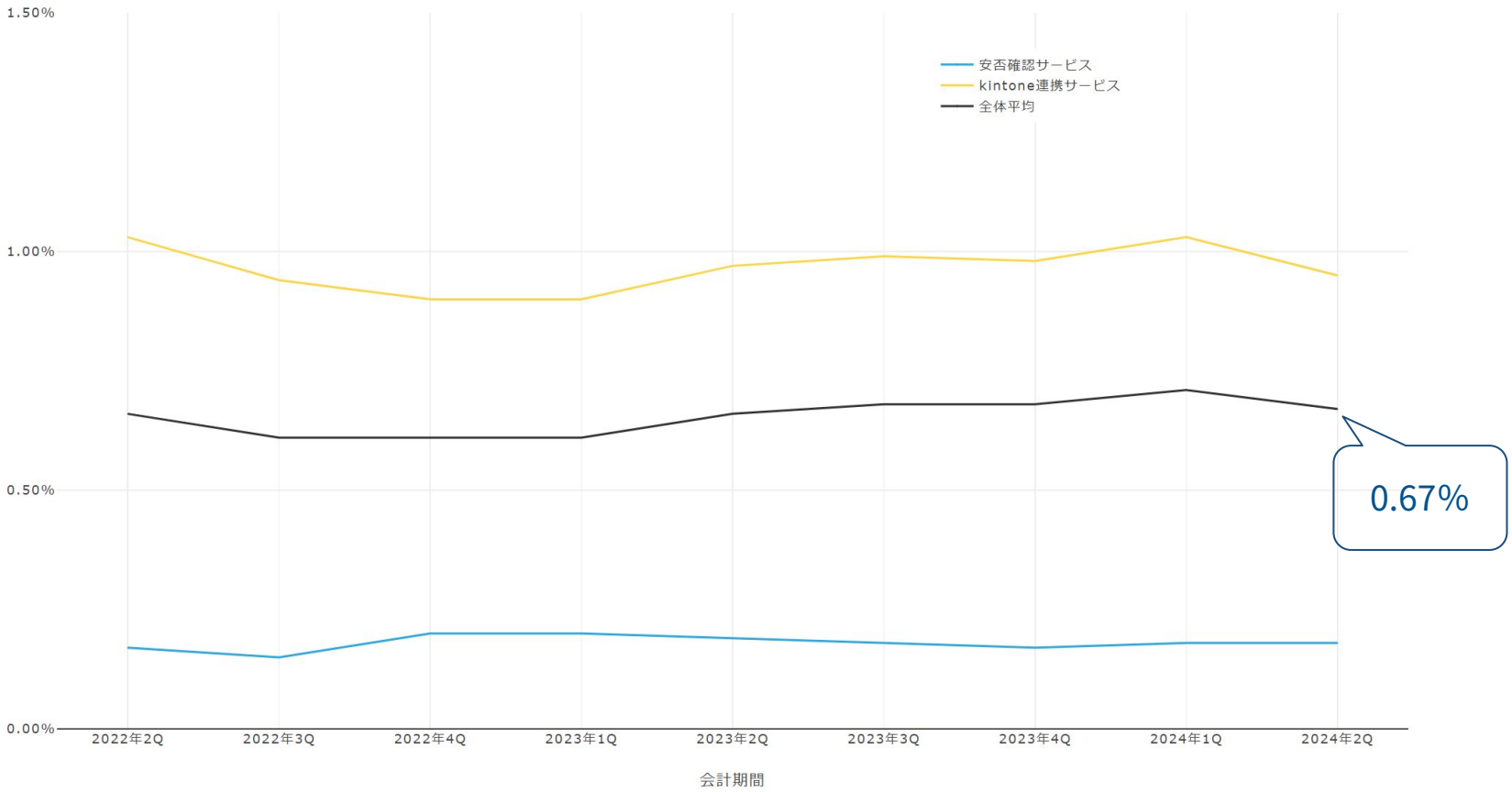
MRR*

(Unit: million yen)



* Non-consolidated basis (Toyokumo, Inc.).

Churn Rate*



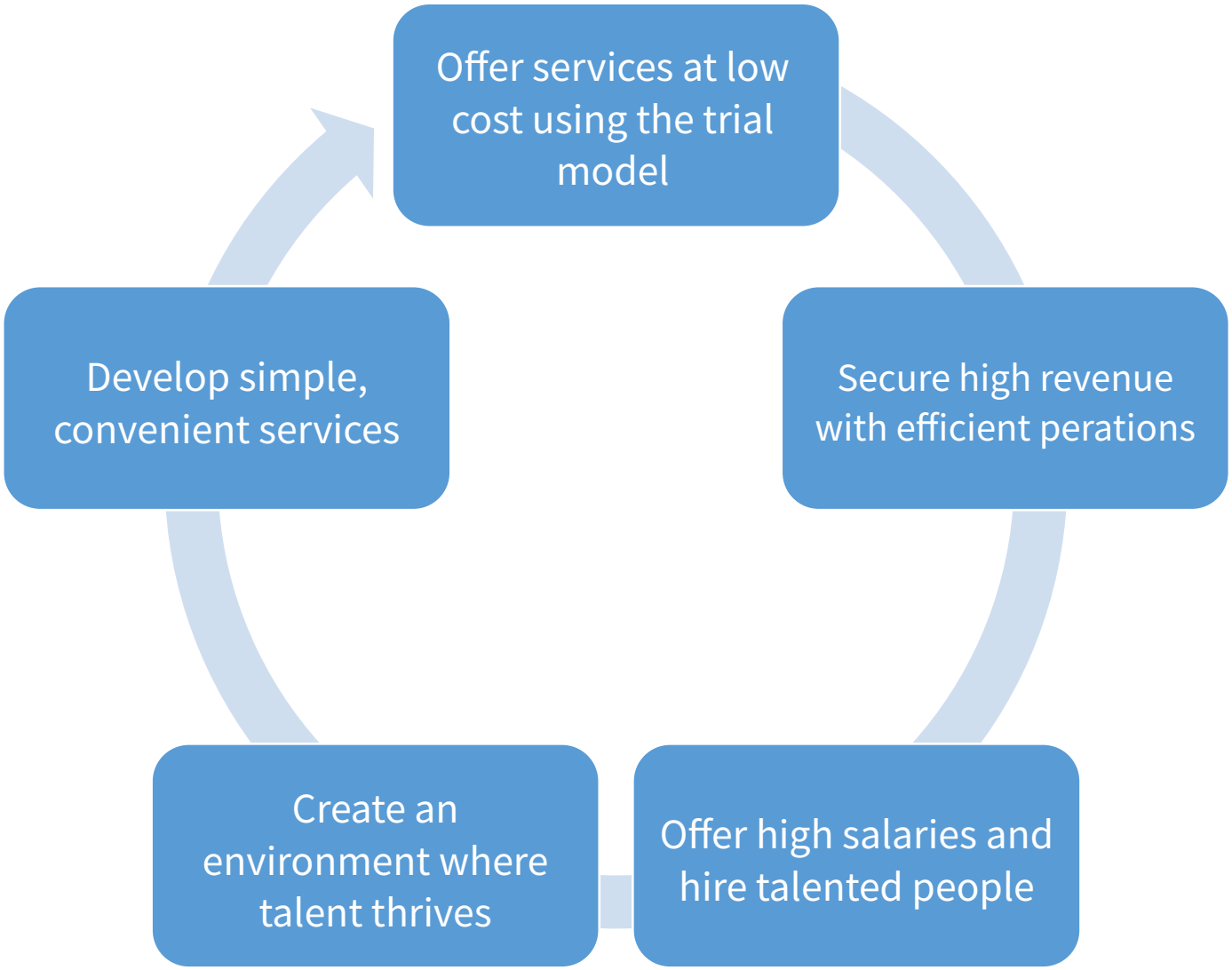
* Non-consolidated basis (Toyokumo, Inc.).

Corporate Information

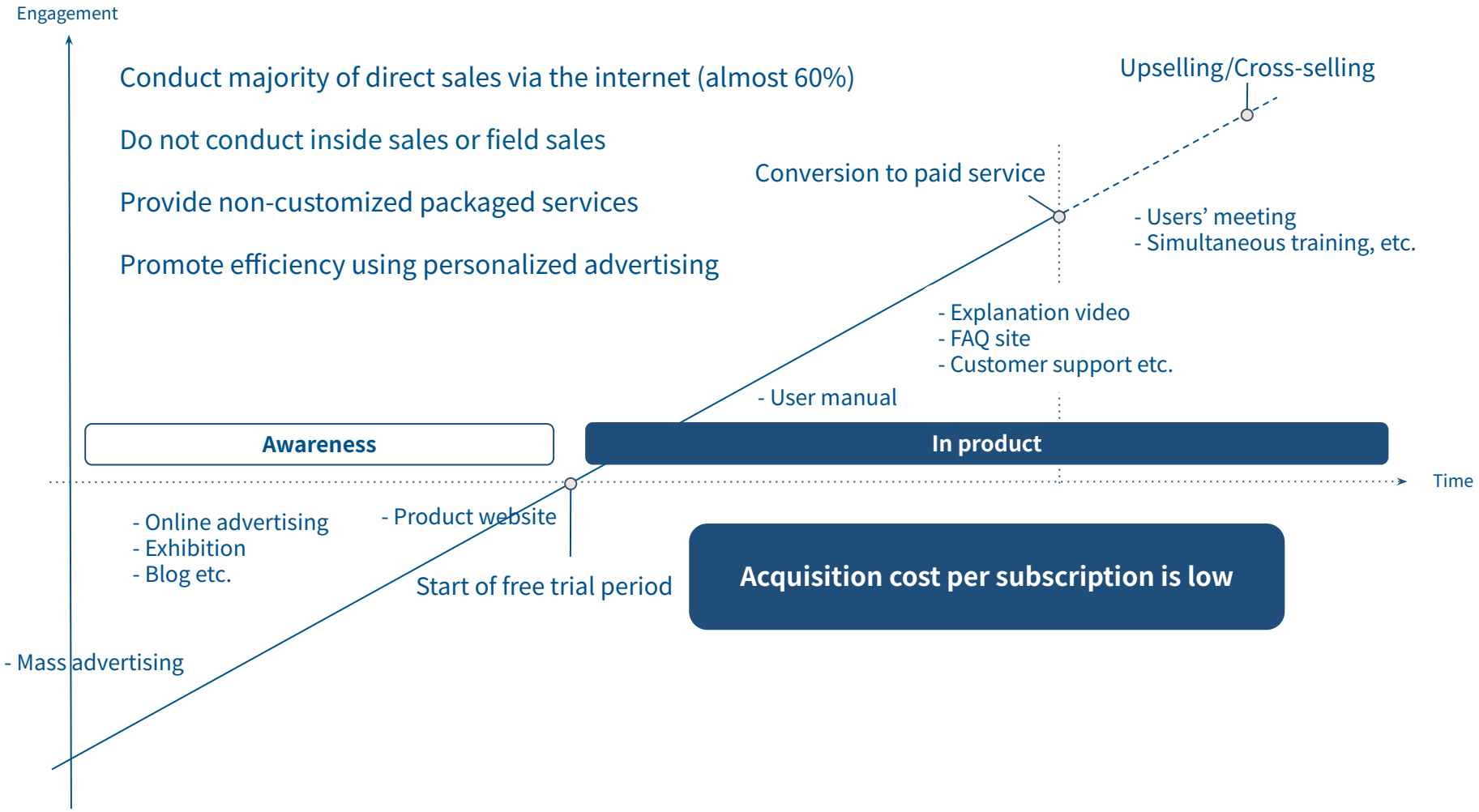
Company Overview

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 Jun. 30)	Non-consolidated: 69 (Development: 28, Marketing: 31, Corporate: 10)	
Board Members (As of Jun. 30)	President and CEO	Yuji Yamamoto
	Director, General Manager and CFO	Kazuhiko Ishii
	Director, General Manager and CTO	Masanori Kinoshita
	Director, General Manager	Jun Ogawa
	Outside directors	Kazuo Hirano
		Katsuhiro Yano
	Director	Tomohiko Tasato
	Audit & Supervisory Board Members	Katsuhiko Watanabe
		Yoshitatsu Ogawa
		Hideki Nakajima
Consolidated Subsidiary	Toyokumo Cloud Connect, Inc.	

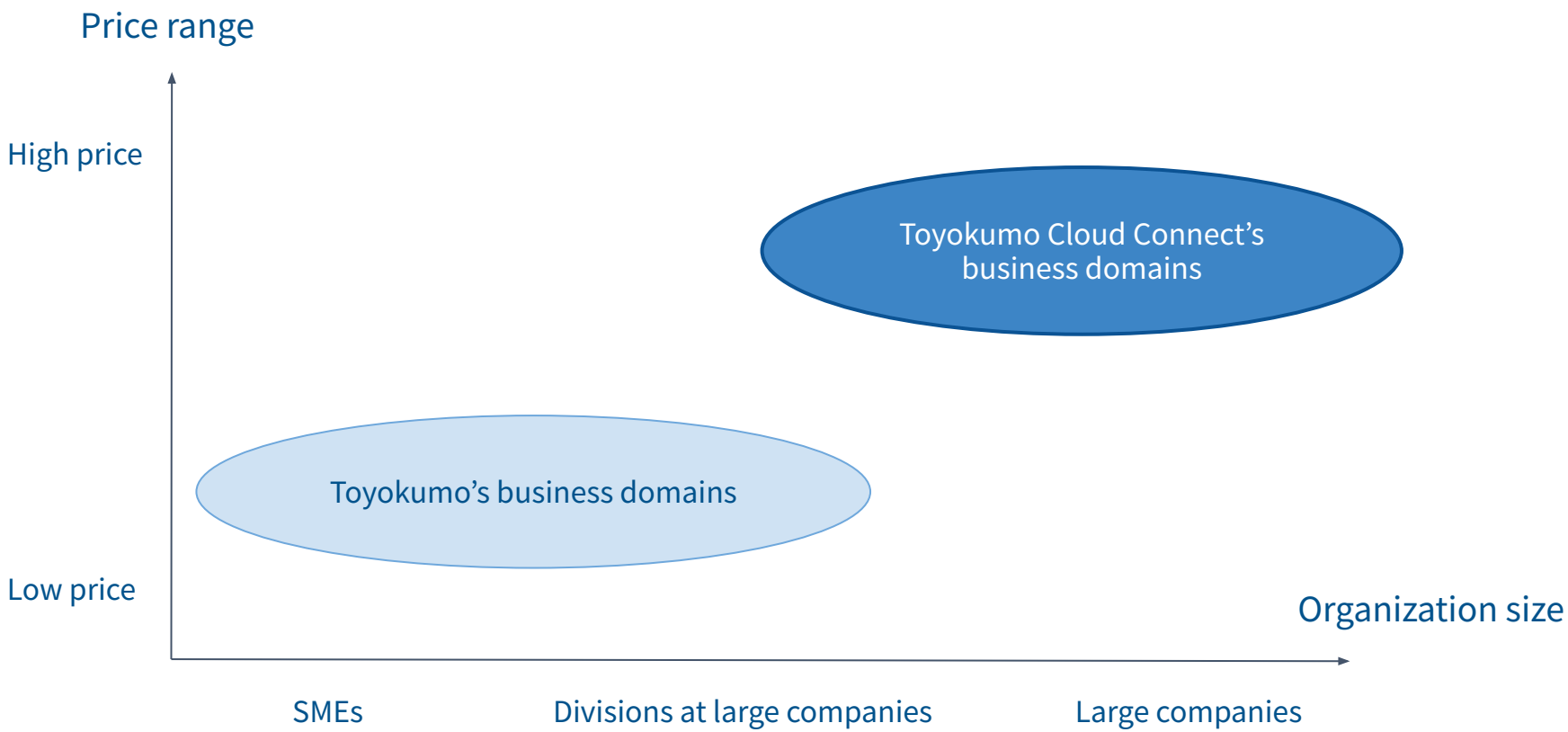
Our Business Model



Service Provision Method



Entering New Business Through Toyokumo Cloud Connect, Inc.

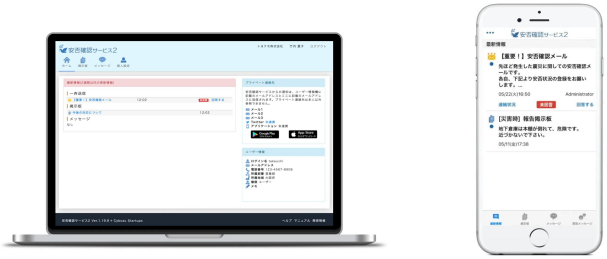


Product Information

Our Services

Safety confirmation service

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



Toyokumo kintoneApp

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

FormBridge kintoneと連携するWebフォームを簡単につくれるサービス	**kViewer** kintoneと連携するWebページを簡単につくれるサービス	**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つくれるサービス	**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

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



All services are provided with no initial costs, following a free trial period, and are available with a low fixed-rate subscription fee.

Significance of Safety Confirmation System

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



Examples of Earthquakes in Japan (2023 - 2024)

Japanese seismic intensity scale	Date	Epicenter
6 lower	Apr. 2024	Bungosuido Strait
7 (maximum scale)	Jan. 2024	Noto Penisula in Ishikawa prefecture
5 upper	May. 2023	Southern area of Chiba prefecture
6 upper	May. 2023	Noto Penisula in Ishikawa prefecture
5 upper	Feb. 2023	Northern area of Souya in Hokkaido

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.

What is Kintone?

Kintone is no-code/low-code SaaS solution provided by Cybozu, Inc.,
and is trusted by over 33,000 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.



kintone

Features of Toyokumo kintoneApp

Toyokumo kintoneApp is a web system that realizes the use of external parties.
Toyokumo kintoneApp is no. 1 in Kintone linked services with over 11,000 subscriptions.
Use with non-customize, no-code or low-code.

＜Six services to different purpose＞

Create web form	Create ledger sheet and export by PDF	Share data in Kintone with safety	Mail delivery	Backup system	Calculator
FormBridge	PrintCreator	kViewer	kMailer	kBackup	DataCollect
kintoneに直接入力可能なフォームを作成	kintoneからカンタンに帳票出力	kintoneのデータをカンタンに外部公開	kintoneのデータを活用したメール送信	kintoneのデータを自動バックアップ	kintoneのデータをアプリを跨いで自在に集計

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.

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.

TOYOKUMO

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