

Business Results for the Fiscal Year
Ended January 31, 2025

NEOJAPAN

PRIME Section, Tokyo Stock Exchange
Ticker:3921

March 13, 2025



Software Business

NEOJAPAN

Development and sales of software
including desknet's NEO

System Development Service Business



System integration business

Overseas Business



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



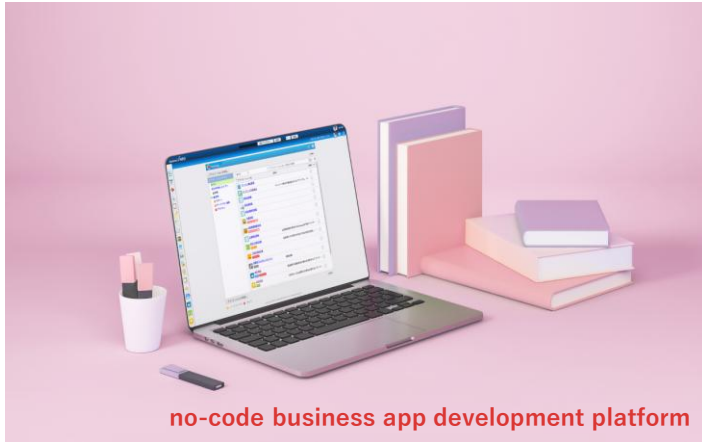
Bangkok, Thailand
Packaged software sales /
Cloud service provision



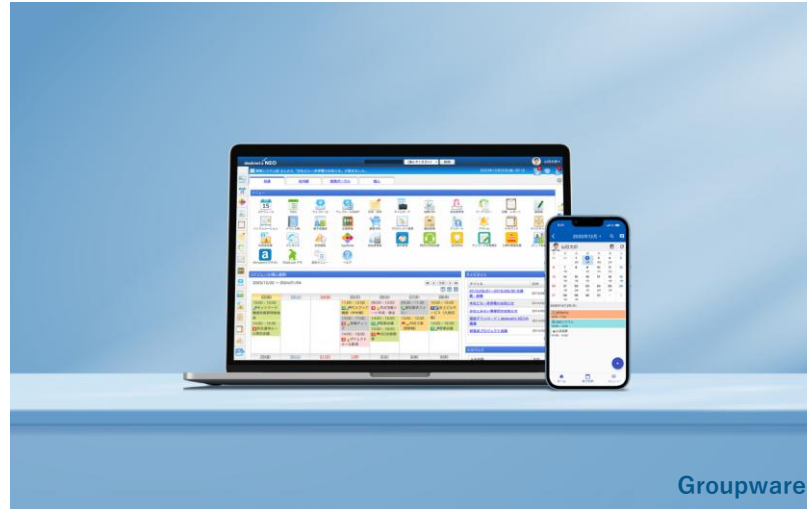
Kuala Lumpur, Malaysia
Packaged software sales /
Cloud service provision



Metro Manila, Philippines
Packaged software sales /
Cloud service provision

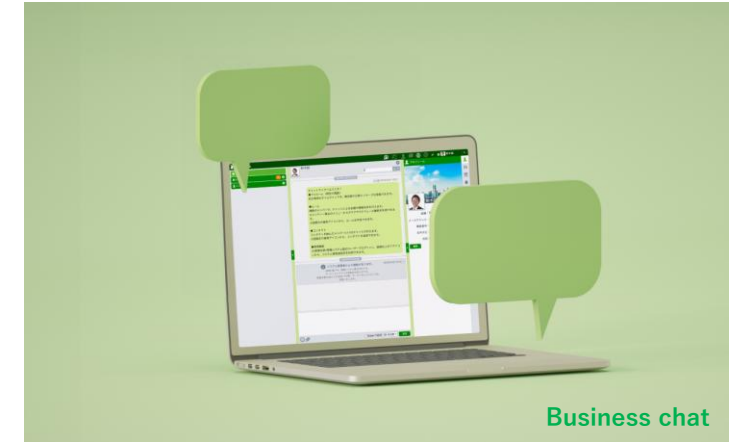


AppSuite:
Makes it easy for anyone to migrate work done using paper, email, or Excel to Web apps.



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

FY01/25 Full-year Business Results

II

FY01/25 Q4 Business Results



Cumulative Summary of Results

NEOJAPAN

Net sales

JPY **7,263** million

According to plan

YoY:

+**9.8%**



Operating profit

JPY **1,951** million

Up sharply

YoY:

+**50.5%**



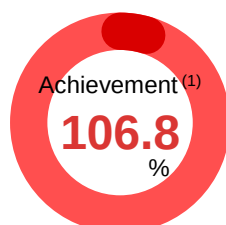
Profit attributable to owners of parent

JPY **1,414** million

Up sharply

YoY:

+**47.9%**



• Net sales and profits exceeded targets even after upward revisions

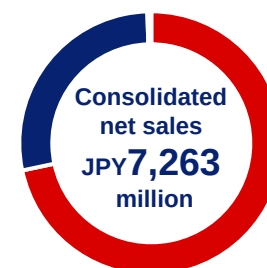
Performance for the Software Business remained positive and offset the revenue shortfall in the System Development Service Business. With costs lower than anticipated, each profit exceeded full-year forecasts.

• ROE rose to 22.4%

Thanks to sharp growth in profits and the March 2024 share buyback, ROE was up 6.5% YoY to 22.4%.

• Year-end dividend increased from 17 yen to 26 yen, progressive dividends introduced

Raised the dividend payout ratio from over 30% to a target of 40% by introducing progressive dividends. Year-end dividend set to 26 yen, bringing the annual dividend to 40 yen.



NEOJAPAN

Software Business

Pro-SPIRE

System Development Service Business



The Software Business (NEOJAPAN nonconsolidated) drives Group sales and profit. This document focuses mainly on the Software Business.

1. Percentage achieved against the revised full-year forecast announced on December 10, 2024

Full-year Summary of Consolidated Results

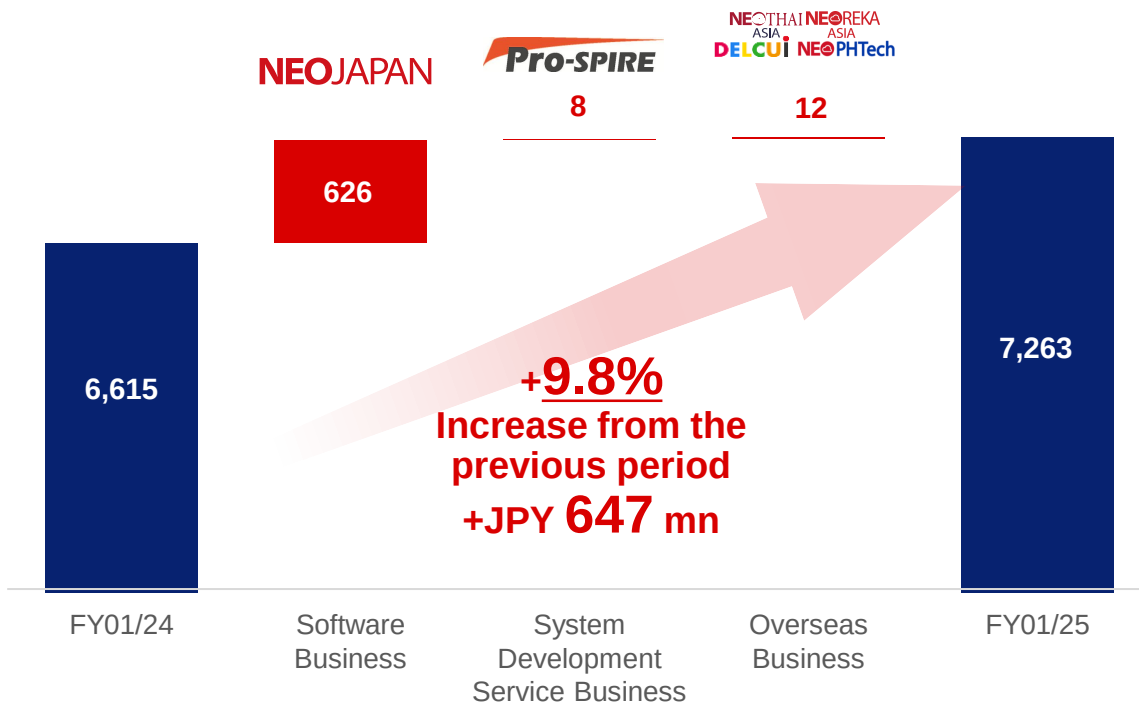
NEOJAPAN

(JPY mn)	FY01/24 cumulative results	FY01/25 cumulative results	YoY	2025 full-year forecast ⁽¹⁾	vs. full-year forecast
Net sales	6,615	7,263	+9.8%	7,253	100.1%
Gross profit	3,639	4,032	+10.8%	-	-
Gross profit margin	55.0%	55.5%	-	-	-
Operating profit	1,296	 1,951	+50.5%	1,884	103.6%
Operating profit margin	19.6%	 26.9%	-	-	-
Ordinary profit	1,375	 2,049	+49.1%	1,925	106.5%
Profit attributable to owners of parent	956	 1,414	+47.9%	1,323	106.8%

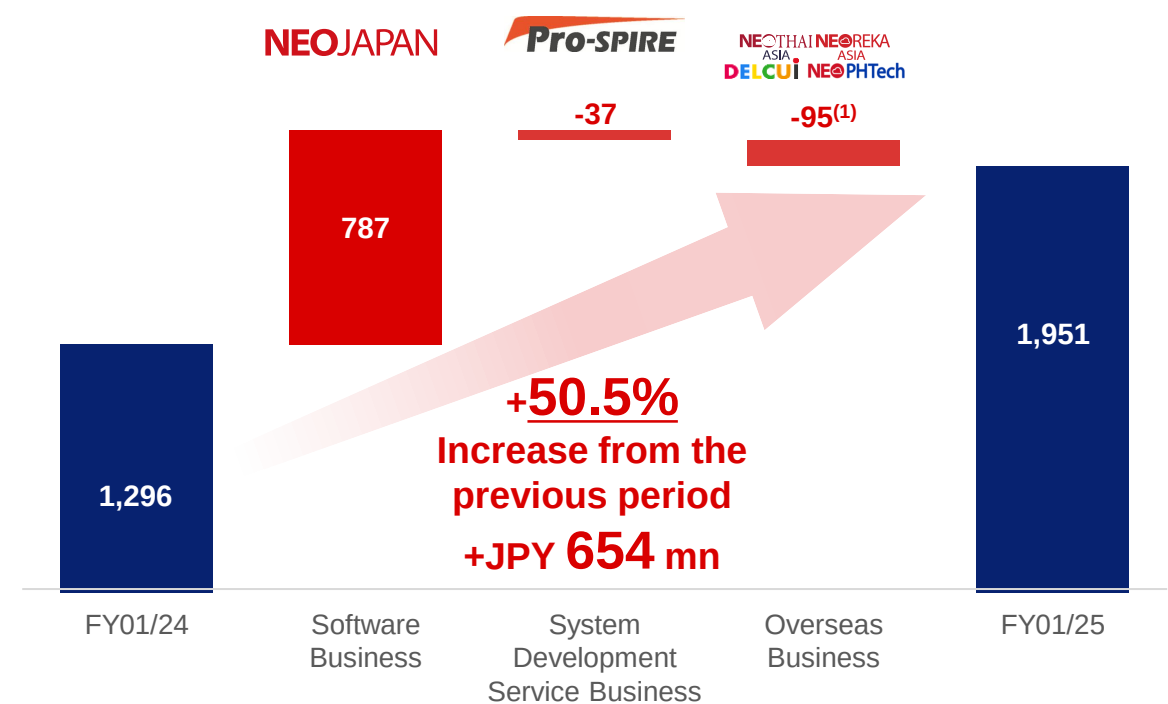
1. revised full-year forecast announced on December 10, 2024

Both revenue and operating profit were higher, driven by the Software Business.

Factors behind Consolidated Net Sales Increase/Decrease



Factors behind Operating Income Increase/Decrease



1. Recruitment and personnel costs for building a development system at the US subsidiary DELCUI, and the establishment of a subsidiary in the Philippines.

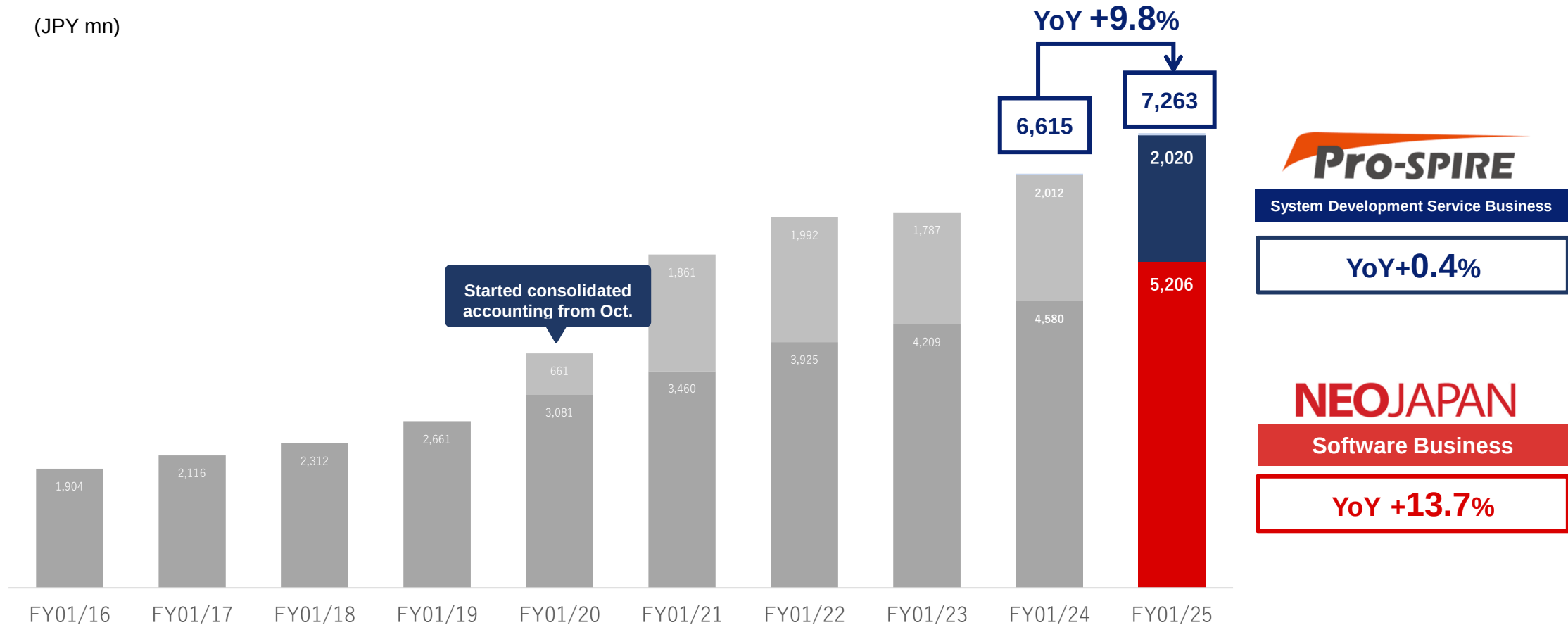
Consolidated Net Sales ⁽¹⁾ Trends

NEOJAPAN

Achieved 13 consecutive years of revenue growth

NEOJAPAN (Software Business) performed well, achieving its 13th consecutive year of revenue growth.

(JPY mn)

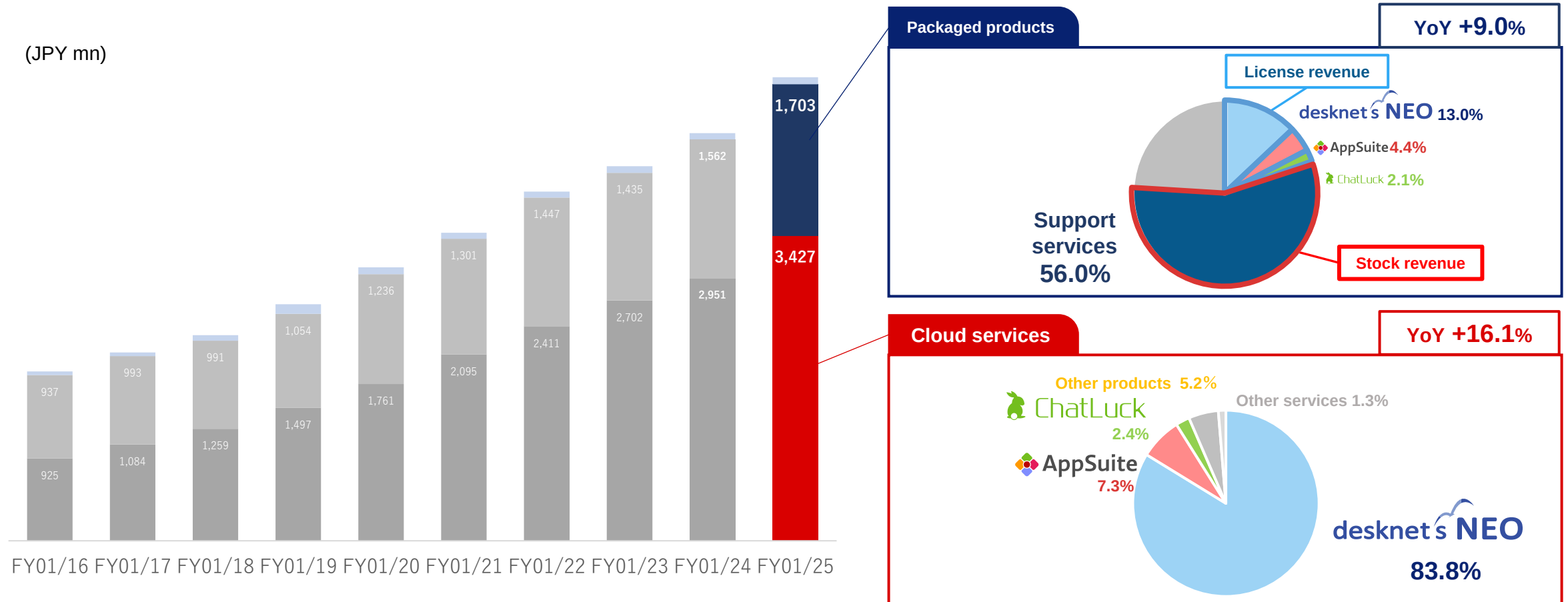


1. Figures after eliminating intersegment transactions

Both packaged products and cloud services achieved record high revenue.

Cloud services revenue increasing from price revisions and an expanding user base. Packaged products revenue increasing due to support services, customization, and other services

(JPY mn)



Consolidated Balance Sheet

NEOJAPAN

Financial soundness remains high even after the acquisition of treasury shares, with ROE up sharply to 22.4%.

While the equity ratio was down slightly, due mainly to the March 14, 2024 acquisition of 850,000 treasury shares⁽¹⁾ for 950 million yen, ROE rose sharply to 22.4% (up 6.5% YoY).

(JPY mn)	01/24	01/25	Change		01/24	01/25	Change
Assets	8,622	9,240	+617	Liabilities	2,283	2,926	+643
Cash and deposits (included in above)	5,209	5,396	+187	Interest-bearing debt (included in above)	0	2	+2
				Net assets	6,339	6,313	-25
				Shareholders' equity (included in above)	6,260	6,197	-63
				ROE	15.9%	22.4%	+6.5%

1. All 850,000 treasury shares acquired on March 14, 2024 were cancelled on July 31, 2024.

I

FY01/25 Full-year Business Results

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FY01/25 Q4 Business Results

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Consolidated Financial Results Forecast for
The Fiscal Year Ending January 31, 2026



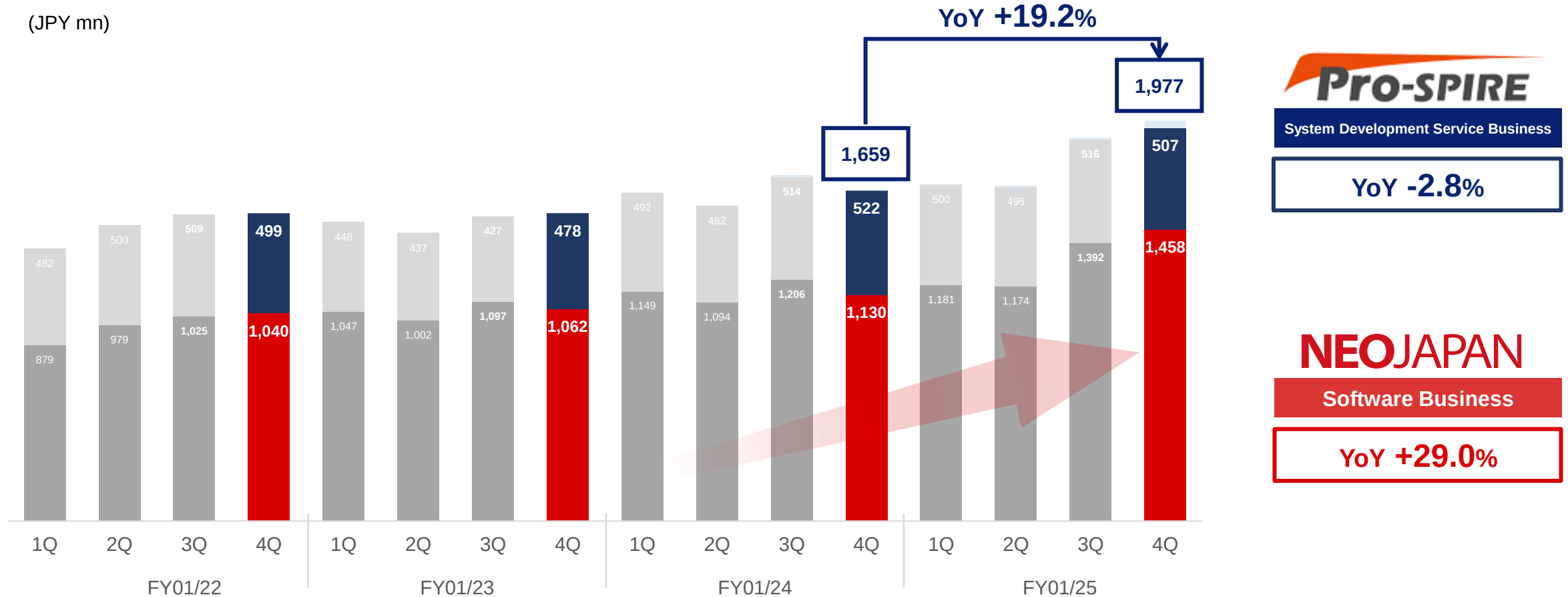
Consolidated Net Sales⁽¹⁾ Trends

NEOJAPAN

Net sales for the quarter set a new record high.

Led by NEOJAPAN (Software Business), revenues reached a new record high. Pro-SPIRE (System Development Service Business) sales were down YoY partly due to the impact of lower sales at major clients.

(JPY mn)

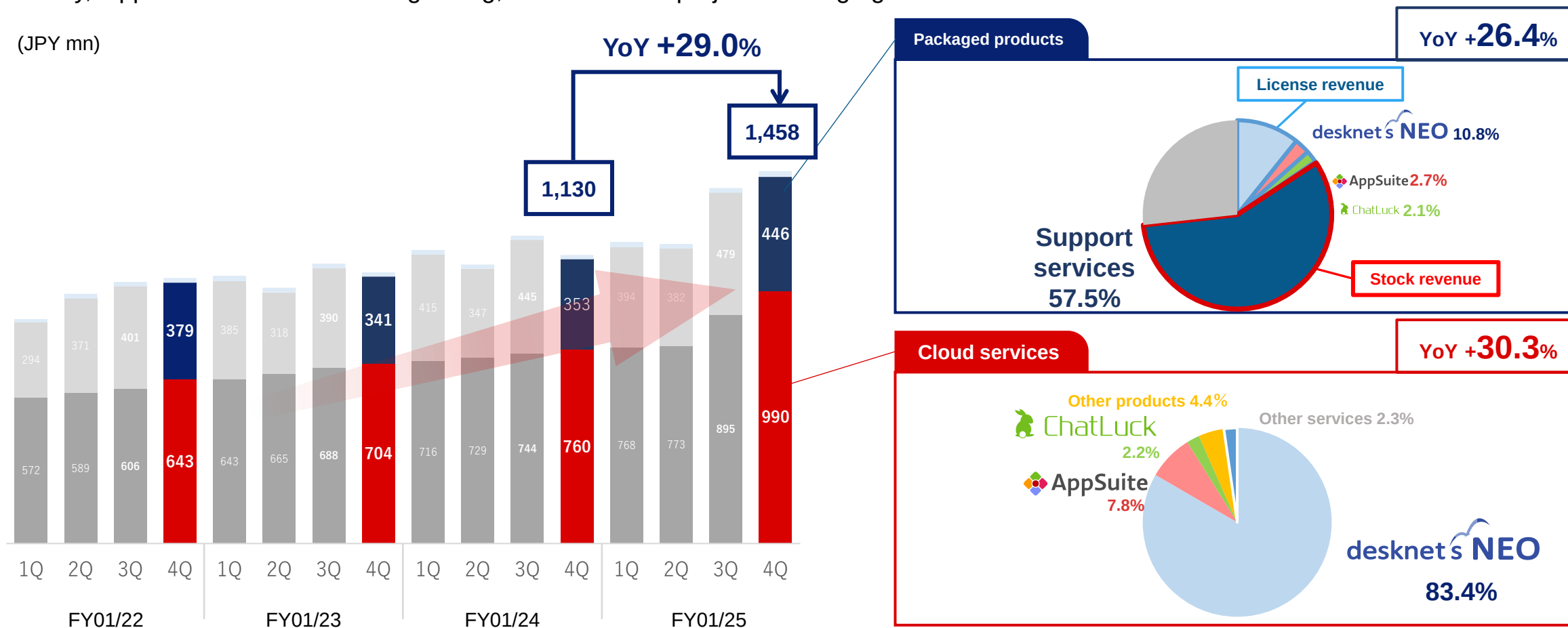


1. Figures after eliminating intersegment transactions

Both cloud services and packaged products are progressing well

Cloud services revenue increased by 30.3% YoY due to price revisions and an expanding user base, Packaged products revenue were steadily, support services have been growing, Customization projects for large government offices and financial institutions increased.

(JPY mn)

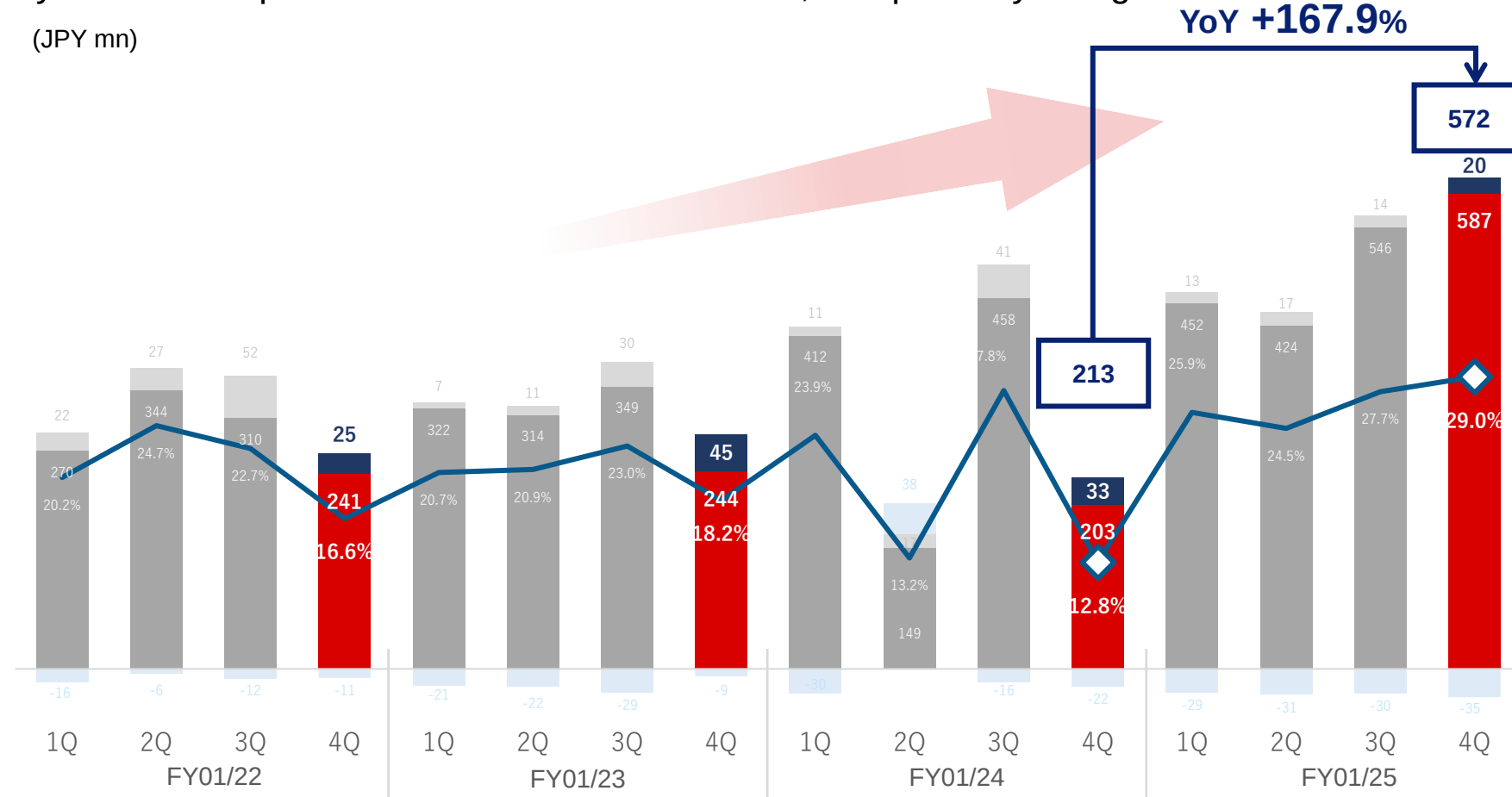


Consolidated Operating Profit and Operating Profit Margin Trends **NEOJAPAN**

Quarterly operating profit set a new record high.

The Software Business grew sharply, setting a new record high for quarterly operating profit. Operating profits in the System Development Service Business declined, due primarily to higher labor costs.

(JPY mn)



II

FY01/25 Q4 Business Results

III

Consolidated Financial Results Forecast for The Fiscal Year Ending January 31, 2026

IV

Appendix



Summary of Full-year Forecasts

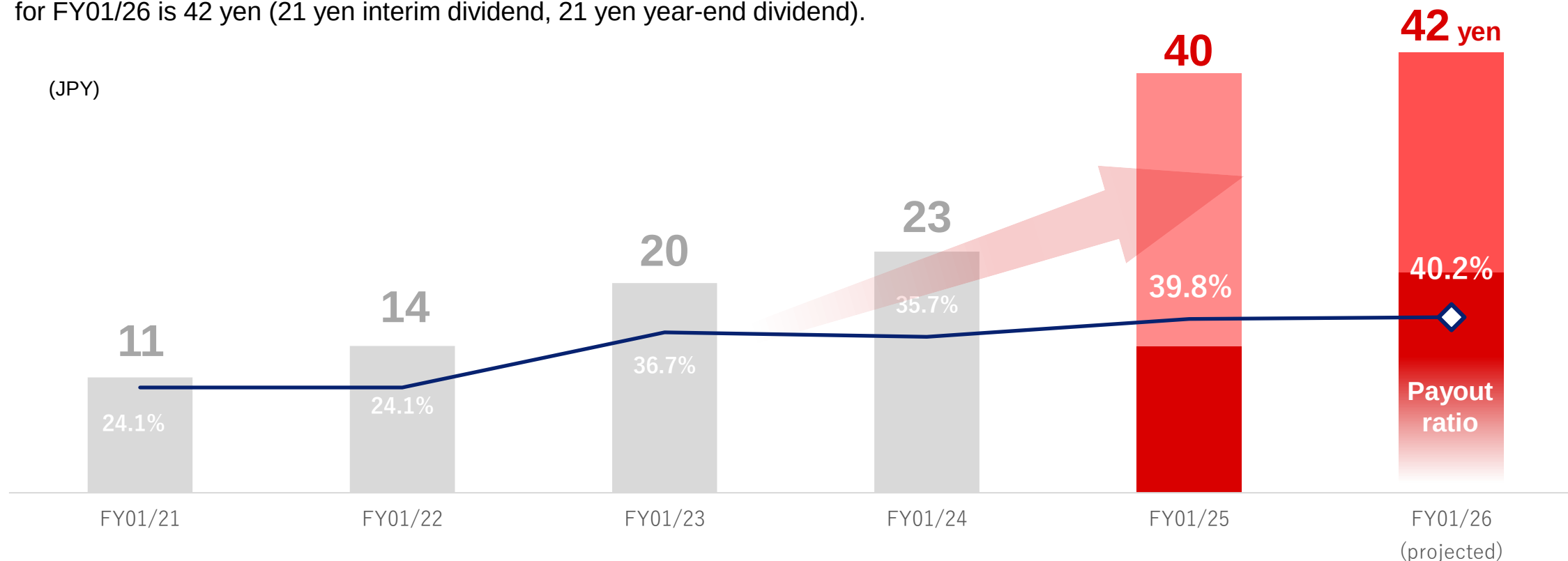
The number of users of cloud services is increasing, and the impact of price revisions is continuing. Planned increase in revenue and profit

(JPY mn)	FY01/25 results	FY01/26 forecast	YoY
Net sales	7,263	8,048	+10.8%
Gross profit	4,032	-	-
Gross profit margin	55.5%	-	
Operating profit	1,951	2,106	+ 7.9%
Operating profit margin	26.9%	26.2%	-
Ordinary profit	2,049	2,166	+ 5.7%
Profit attributable to owners of parent	1,414	1,462	+3.4%

Progressive dividends introduced, dividend payout ratio target raised to 40% and year-end dividend forecast increased by another 9 yen.

A change in dividend policy and dividend increase was announced as of 13 March 2025. The dividend payout ratio has been increased to a target of 40%, in line with the basic policy of progressive dividends (previously the target was 30% or higher). The year-end dividend forecast for FY01/25 has been revised from 17 yen to 26 yen, bringing the annual dividend forecast to 40 yen; the annual dividend forecast for FY01/26 is 42 yen (21 yen interim dividend, 21 yen year-end dividend).

(JPY)



III

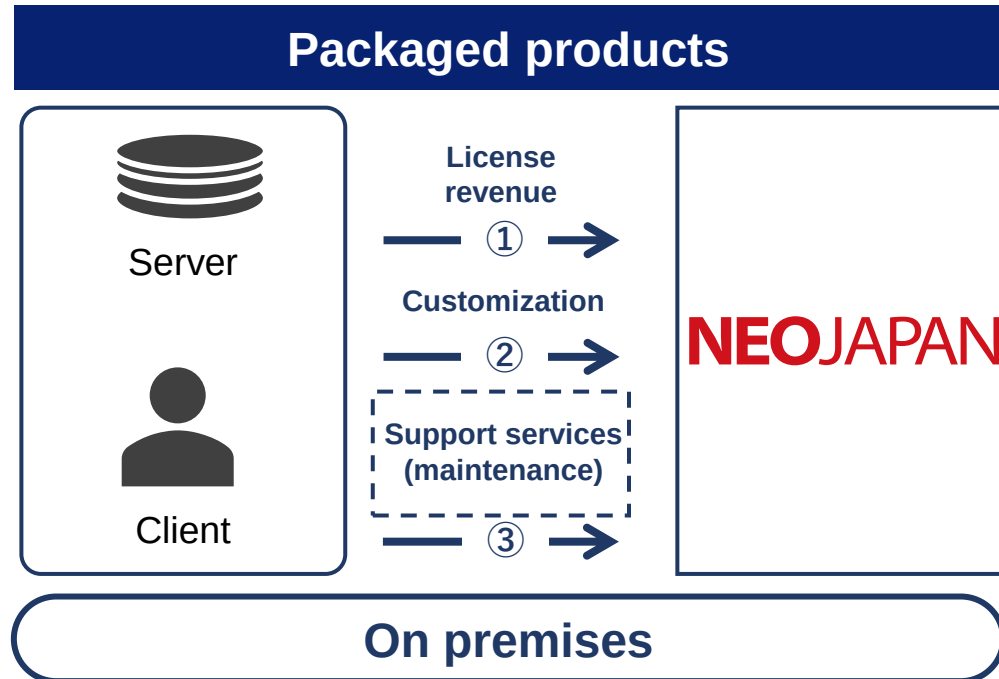
Consolidated Financial Results Forecast for
The Fiscal Year Ending January 31, 2026

IV

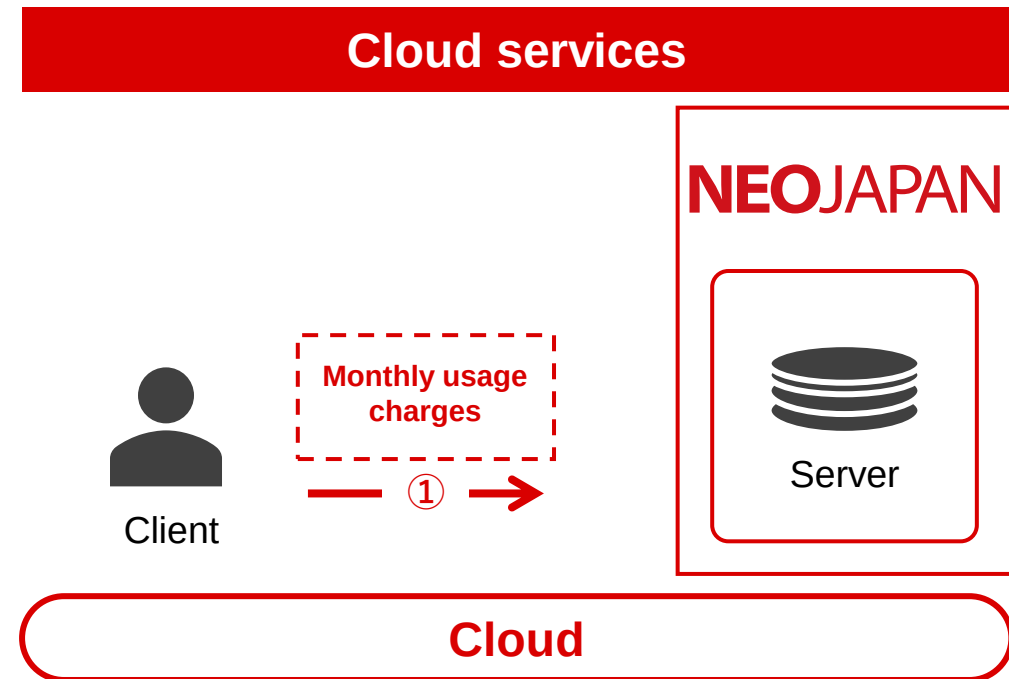
Appendix

i Non-Consolidated 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⁽¹⁾)



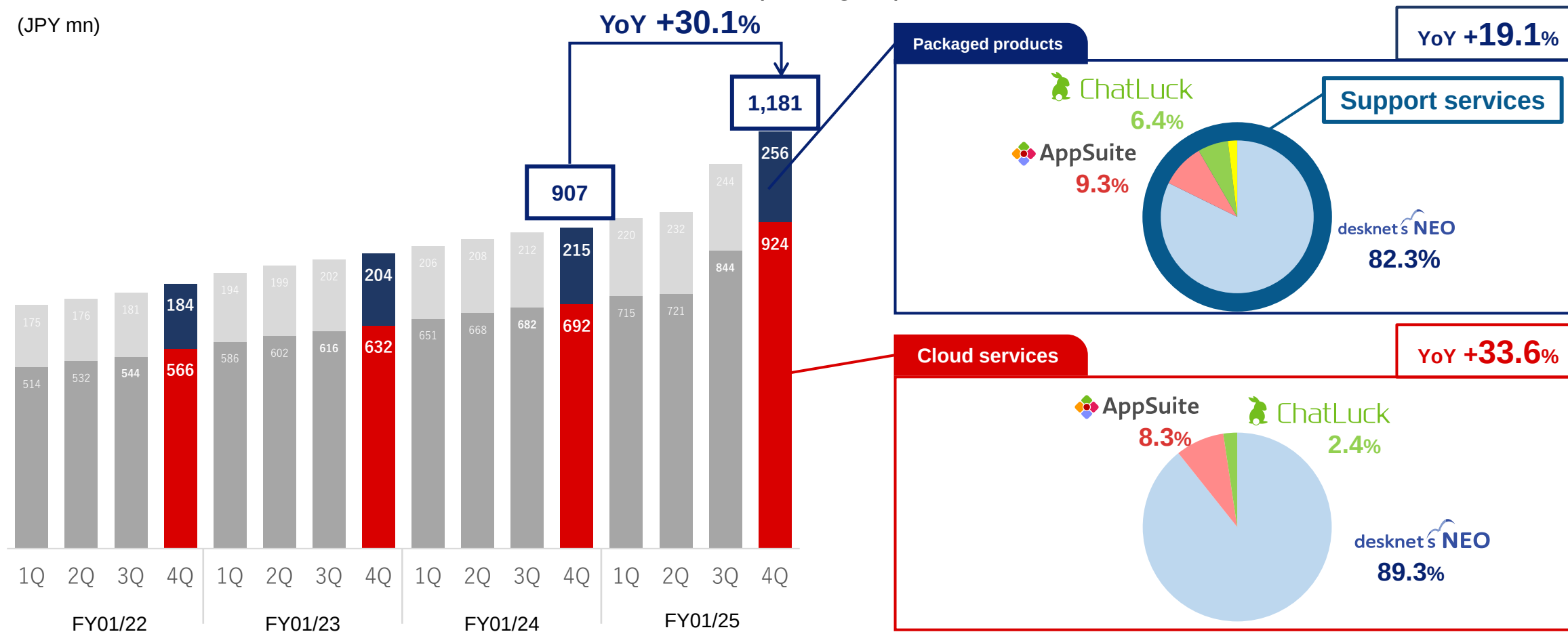
- ① Continually recording monthly usage charges as revenue

Stock revenue = Support service charges + Monthly usage charges

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

Cloud services have grown significantly due to an increase in the number of users and the impact of price revisions. Packaged products have also performed well, with support services up 19.1% YoY. AppSuite's share has increased from 7.0% to 8.3% for cloud services and from 8.3% to 9.3% for packaged products.

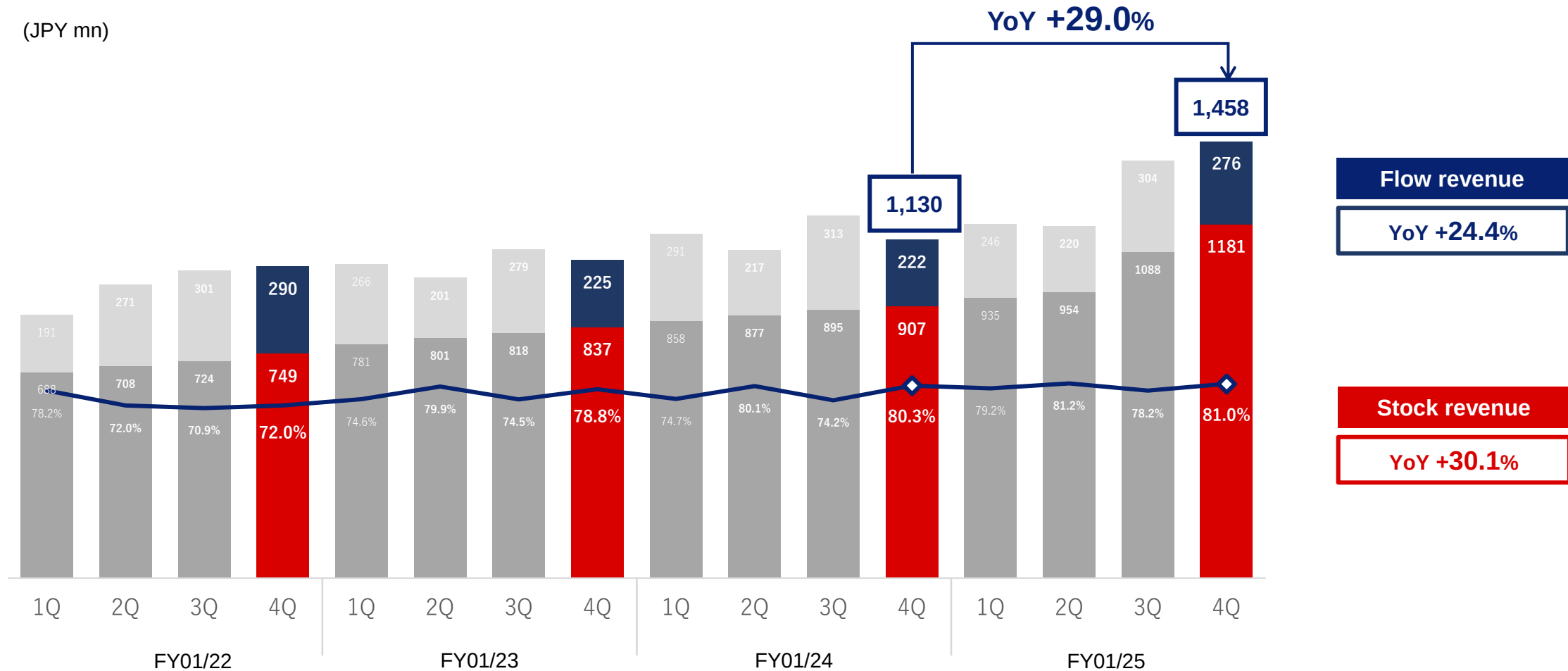
(JPY mn)



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

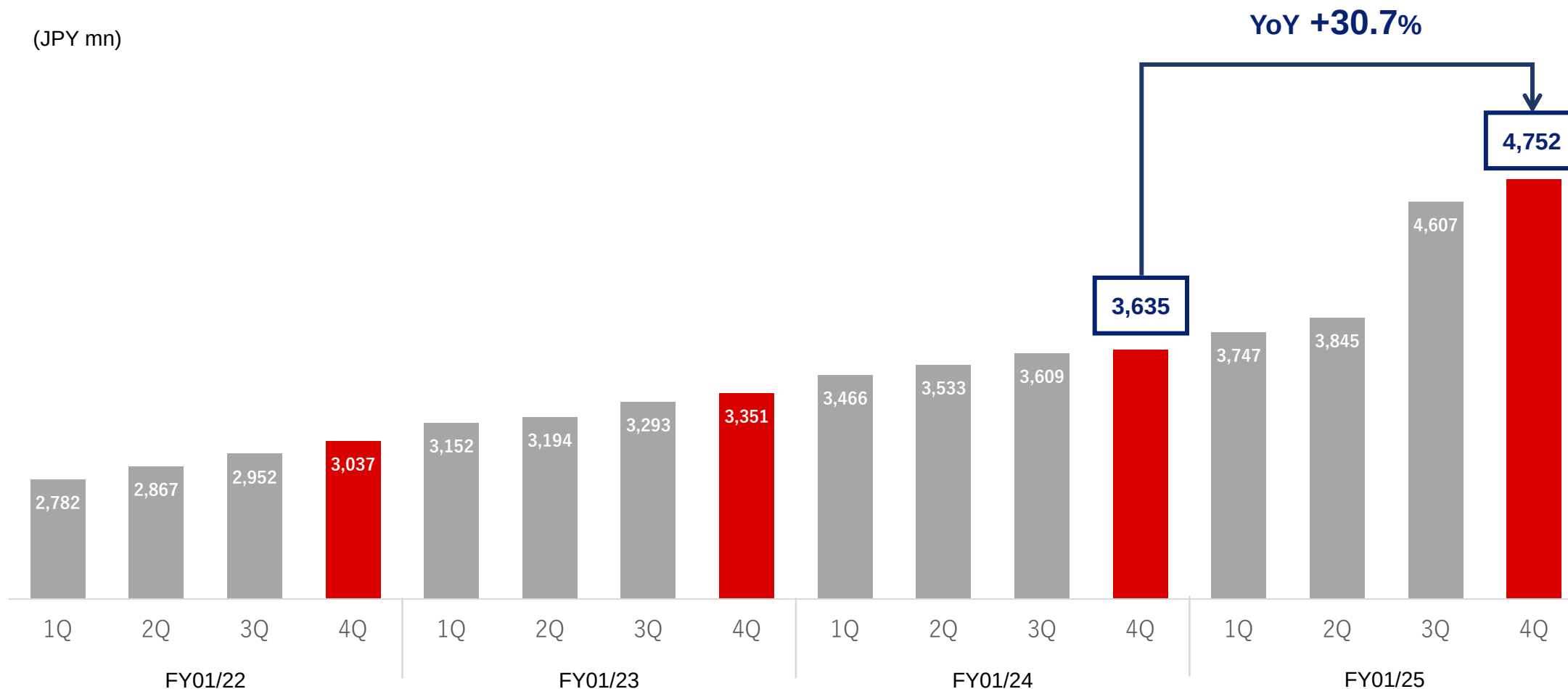
Stock revenue ratio remains high at 81.0%. Although there may be some fluctuations depending on the situation with flow revenue, it is forecast to remain at a high level in the future.

(JPY mn)



ARR increased 30.7% YoY, due in part to price revisions implemented in September 2024. We are targeting further growth in the introduction of bundle plans and efforts to expand the numbers of cloud users.

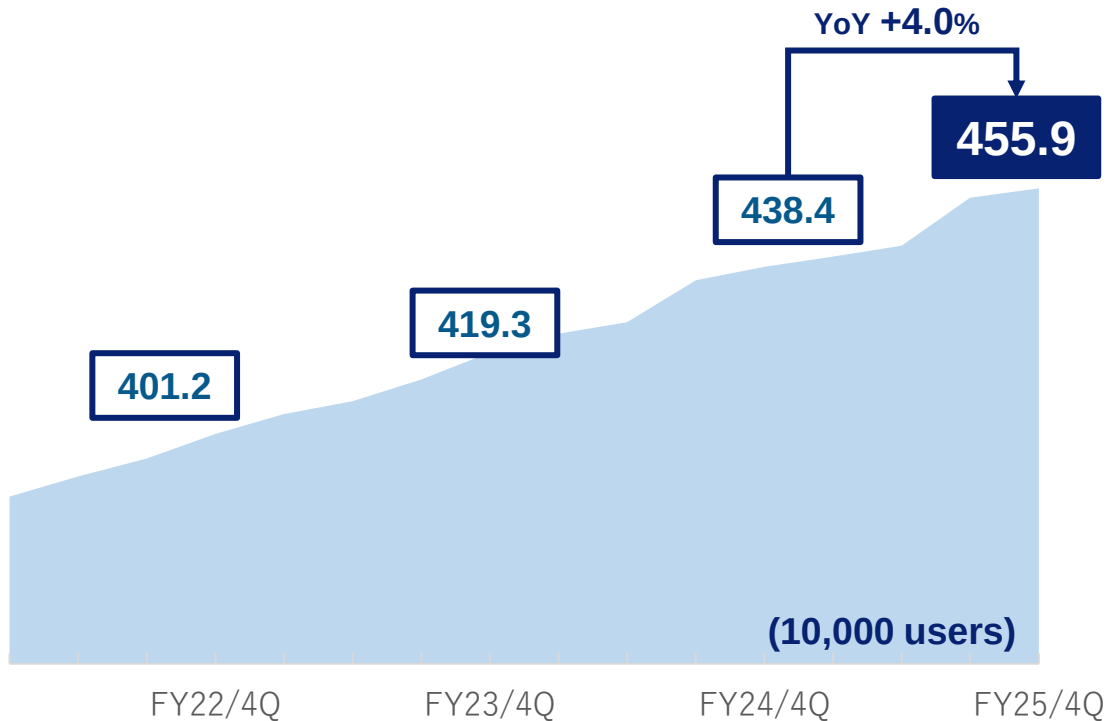
(JPY mn)



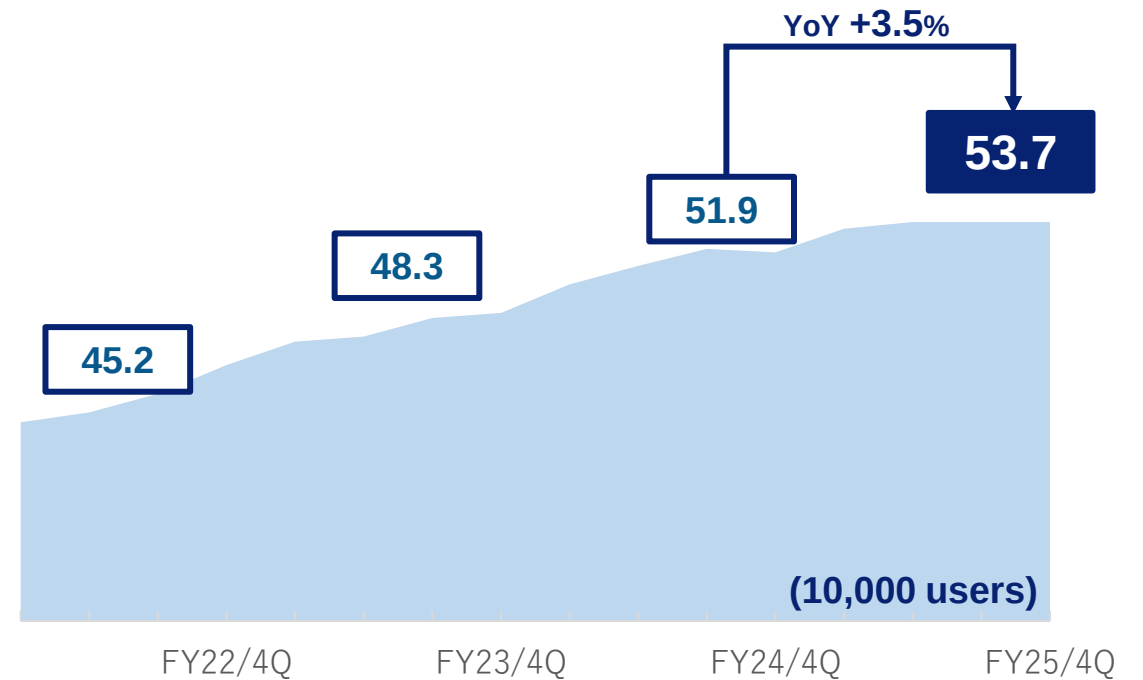
1. ARR is defined as single month stock revenue at the end of each quarter annualized by multiplying by 12

The cumulative number of users for packaged products results increased by +4.0% YoY. The number of cloud services users also increased by +3.5% YoY. Cloud services remained flat compared to the previous quarter, partly due to the impact of a large-scale user switching to packaged products.

Packaged product cumulative user trend



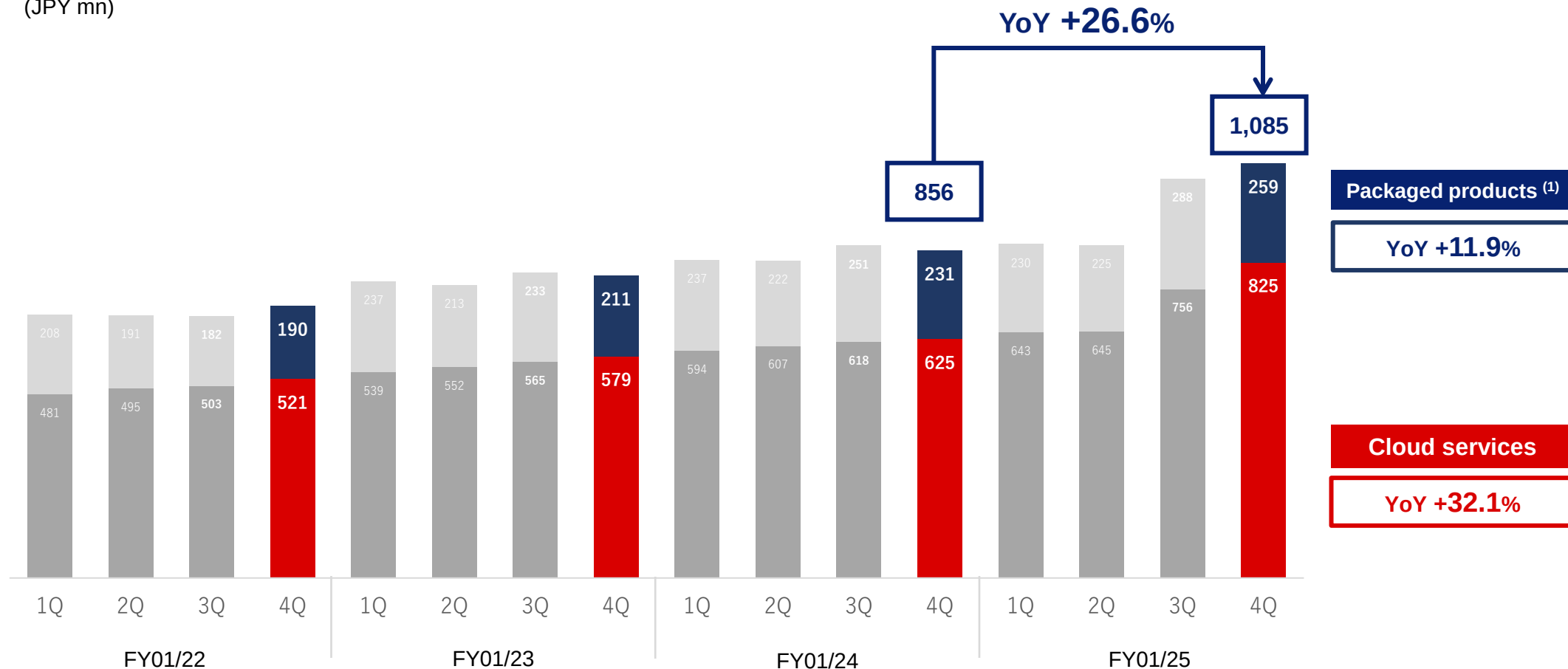
Cloud userbase trend



1. Figures shown exclude OEM.

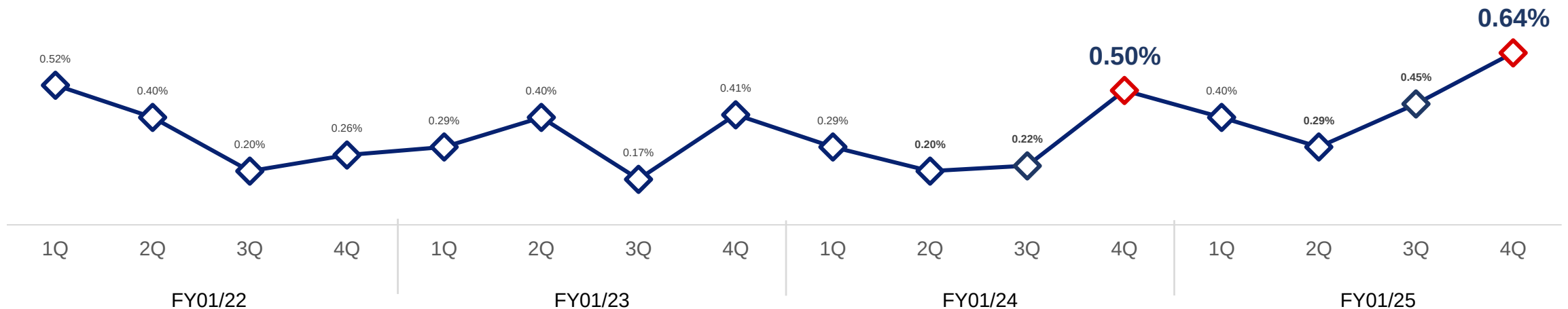
Cloud services revenue increased significantly, up 32.1% YoY, due in part to the effect of price revisions. Packaged products revenue increased by 11.9% YoY, due to growth in support services.

(JPY mn)



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

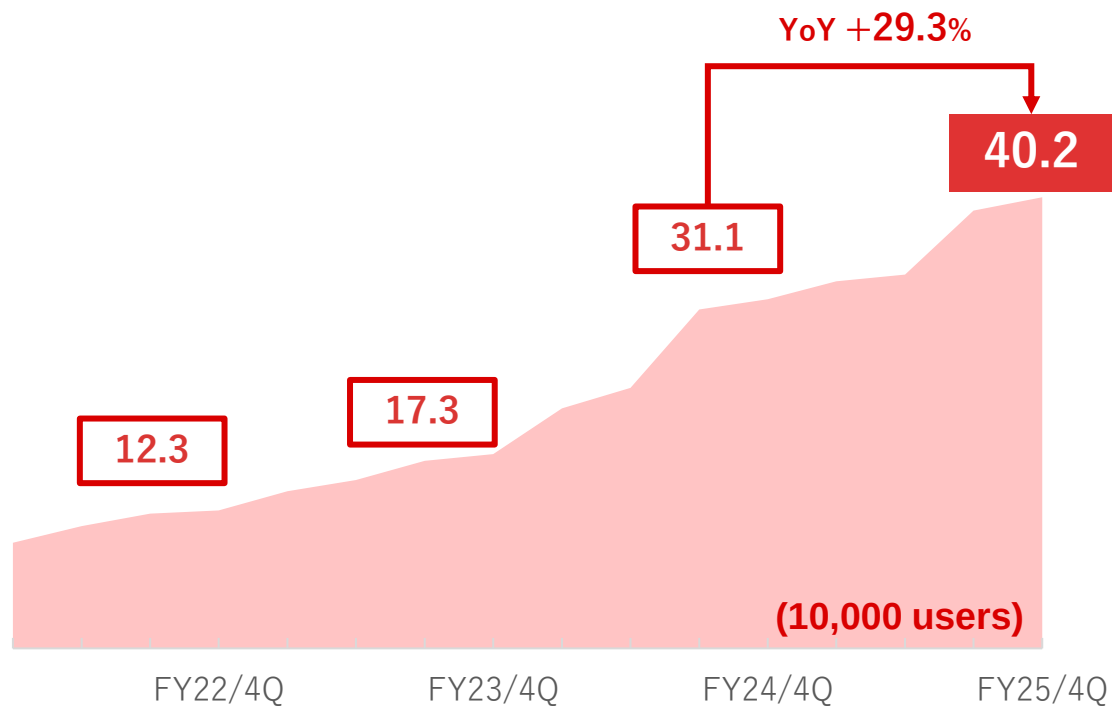
The cancellation rate increased in 4Q due to one major user switching to the packaged product version. Aside from this one user, the cancellation rate was 0.36%. No major change in cancellation rates emerged in the five months since the price revision.



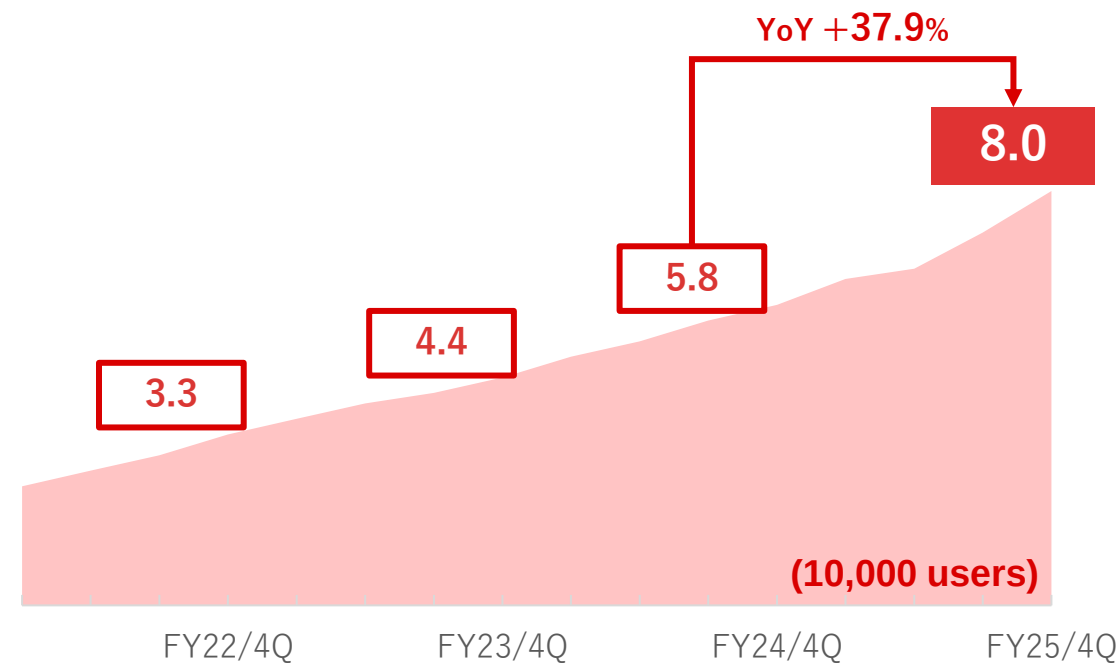
1. Calculated by averaging the figures obtained by dividing (monthly decline in MRR⁽²⁾ attributable to service cancellation) by (MRR at end of previous month) for desknet's NEO Cloud users for the relevant quarter
2. MRR is calculated based on the monthly charge for continuously billed users as of the end of the target month or the total amount of 1/12 of the annual charge.

The number of packaged products results increased by +29.3% YoY. The number of cloud services users also increased by +37.9% YoY. The number of users of the AppSuite Cloud is about 15% of the number of users of the desknet's NEO Cloud, and it has increased by 4% compared to the end of the previous quarter. We will continue to promote our bundle plans and work to further expand the number of users.

Packaged product cumulative user trend

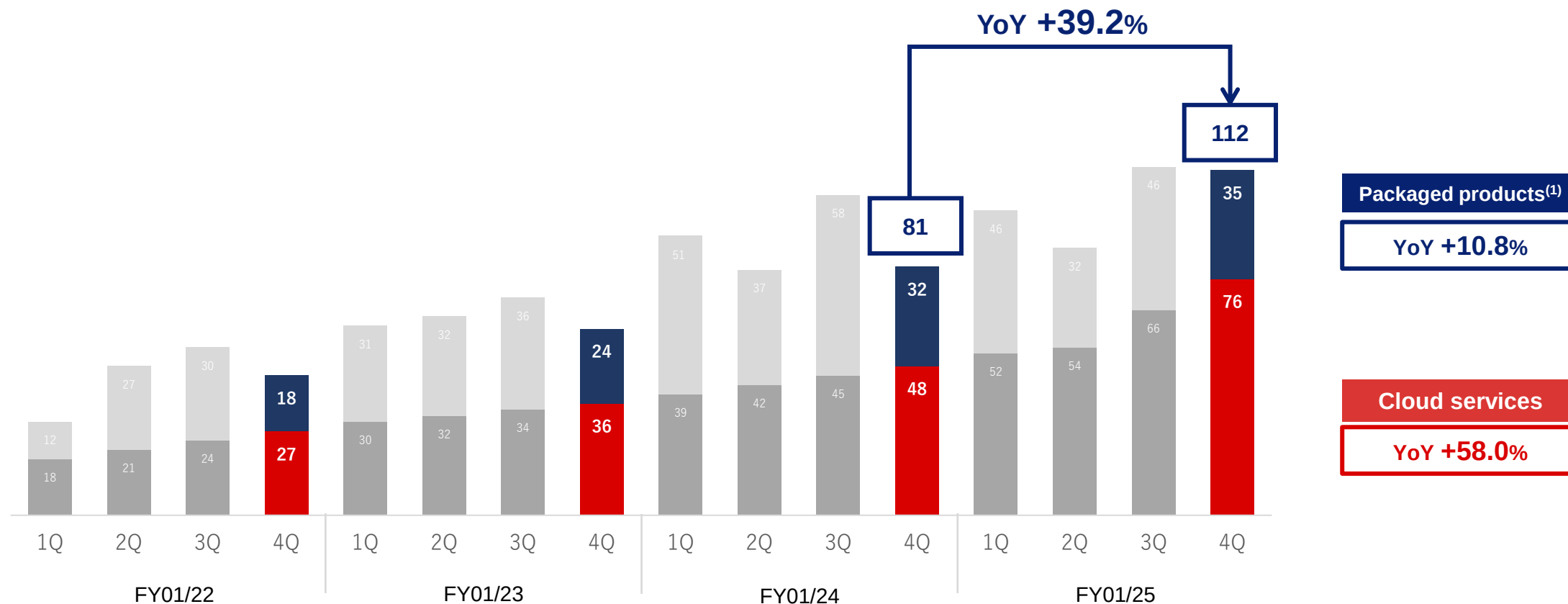


Cloud userbase trend



AppSuite's cloud services increased sharply, by 58.0%, due in part to the price revisions. In the packaged product, support services continued to grow steadily, increasing 10.8% YoY.

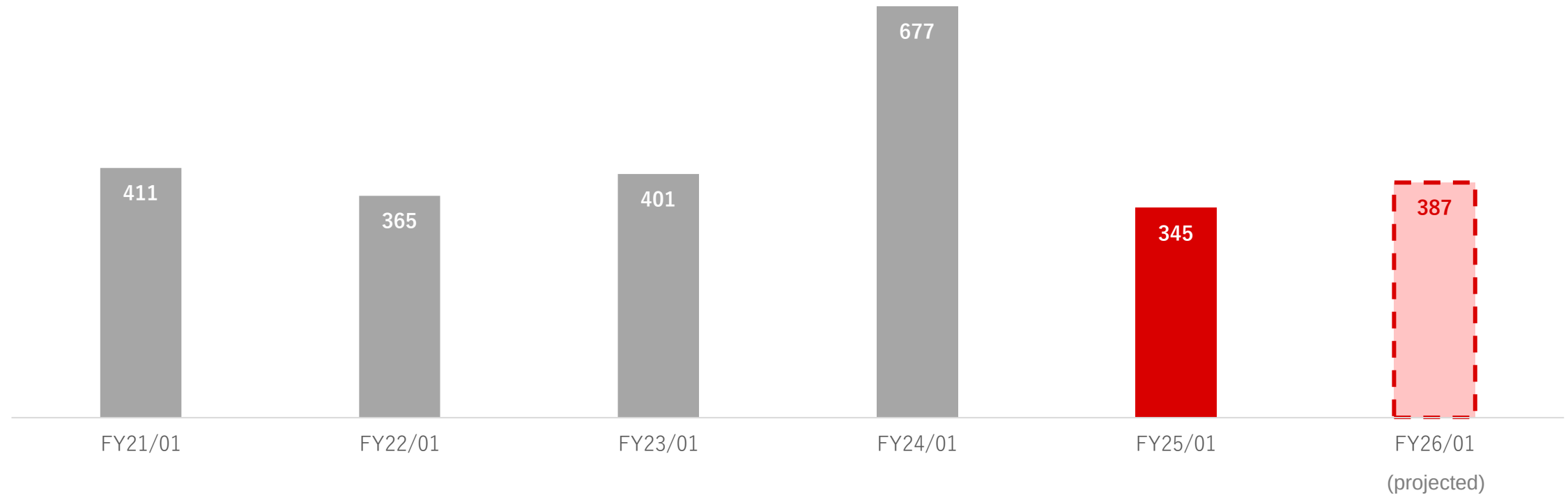
(JPY mn)



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

The trend in advertising costs is as follows. We will continue to conduct effective advertising based on the results of our awareness surveys.

(JPY mn)



(JPY mn)	FY2024/4Q	FY2025/4Q	YoY change	
Cloud services	760	990	+230	+30.3%
desknet's NEO ⁽¹⁾	625	825	+200	+32.1%
AppSuite ⁽¹⁾	48	76	+28	+58.0%
ChatLuck ⁽¹⁾	18	21	+3	+19.0%
Other monthly revenue	48	43	-5	-11.1%
Other services	19	22	+3	+17.8%
Packaged products	353	446	+93	+26.4%
desknet's NEO	53	48	-5	-9.6%
AppSuite	14	11	-2	-17.4%
ChatLuck	7	9	+1	+16.9%
Other license revenues	1	1	-0	-8.0%
Support services ⁽¹⁾	215	256	+41	+19.1%
Customization	13	55	+42	+321.2%
Other services	47	64	+16	+34.1%
Technological development	17	23	+5	+30.1%
Total Software business revenue	1,130	1,458	+327	+29.0%

1. Accounts defined as stock revenues

Price Revisions for Cloud Services

As announced in the news release of 16 April 2024, we have revised the prices of our cloud services ,started selling new set plans from 1 September 2024.

(Monthly charge per user)	 desknet's NEO	 AppSuite	 ChatLuck	Before (A)	After (B)	Difference (B)/(A)
desknet's NEO	●			400	600	150%
AppSuite		●		320	500	156%
ChatLuck			●	300	300	100%
Chat plus	●		●	700	760	109%
Standard	●	●		720	800	110%
Premium	●	●	●	1,020	1,000	98%

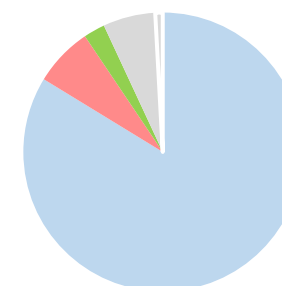
Goals under the new plans

While prices for desknet's NEO and AppSuite as single free-standing products have increased by 50% or more, these bundle plans keep overall price increases to 10% or less.

Through repeated version upgrades, AppSuite, our growth driver, has matured into a product that a solution to many of the challenges faced by companies.

At the time of the price revision announcement, AppSuite cloud users represent just 12% of desknet's NEO cloud users.

We plan to accelerate cross-sales of services like AppSuite and ChatLuck by introducing comparatively priced bundles.



Cloud User
Composition As of
April 30, 2024

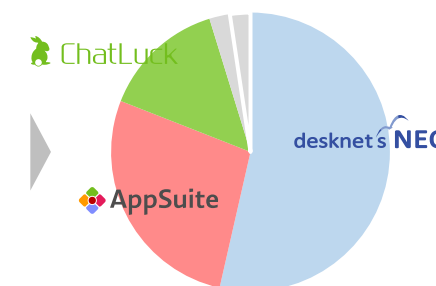


Illustration of our
target cloud user
composition

1. Revenues from set plans are prorated according to the percentage of the stand-alone price and recorded in the revenues of each service.

Supplemental Information on Cloud Service Price Revisions

We revised the forecasts for consolidated results for FY01/25, taking into account the effects of the price revisions. Since there are a certain number of annual contracts, the price revisions are expected to be gradually reflected in revenue going forward.

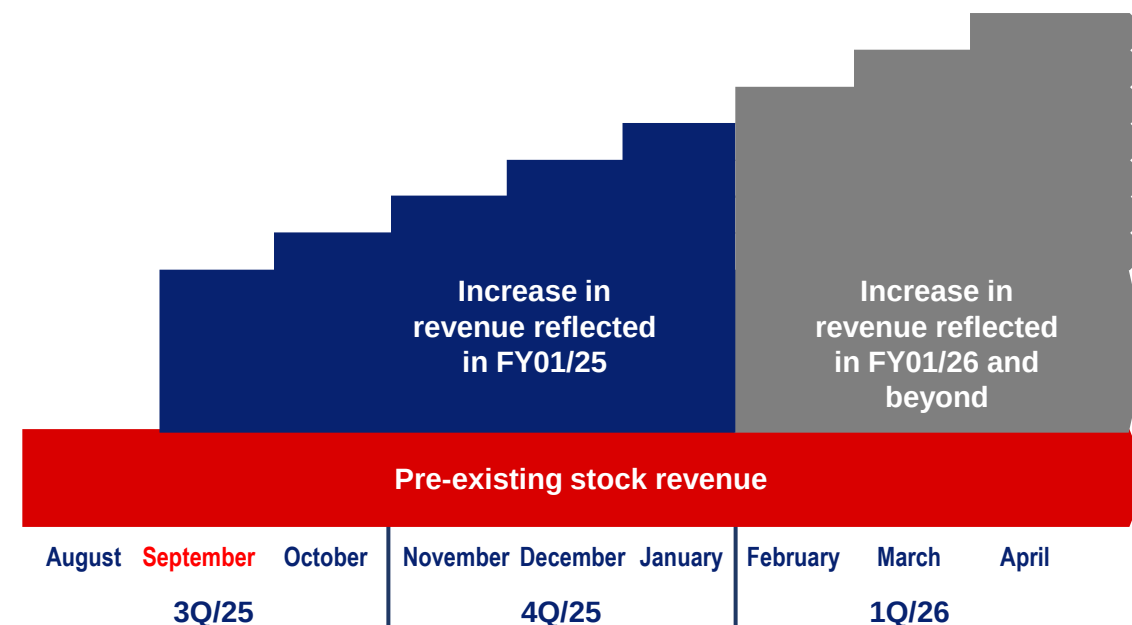
Timing of reflecting new pricing structure

The new prices will apply upon the renewal of the contract in and after September 2024. Since the timing of application varies depending on the specific contract, we expect the new prices to be reflected gradually over about one year.



Conceptual illustration of reflection in results

For annual contracts, the new prices apply upon the renewal of the contract. Thus, the effects of the price revisions are expected to be gradually reflected in FY01/25 and FY01/26.



IV

Appendix

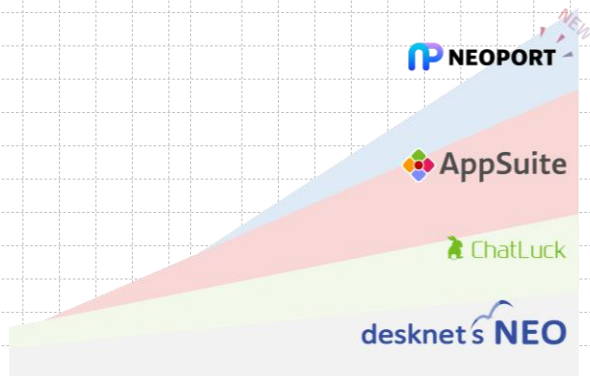
ii Growth Strategy



01

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

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



>> P35

02

Upgrade products via AI

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

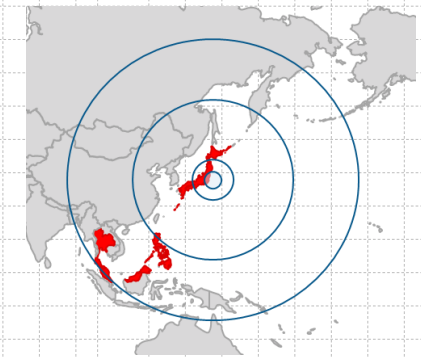


>> P40

03

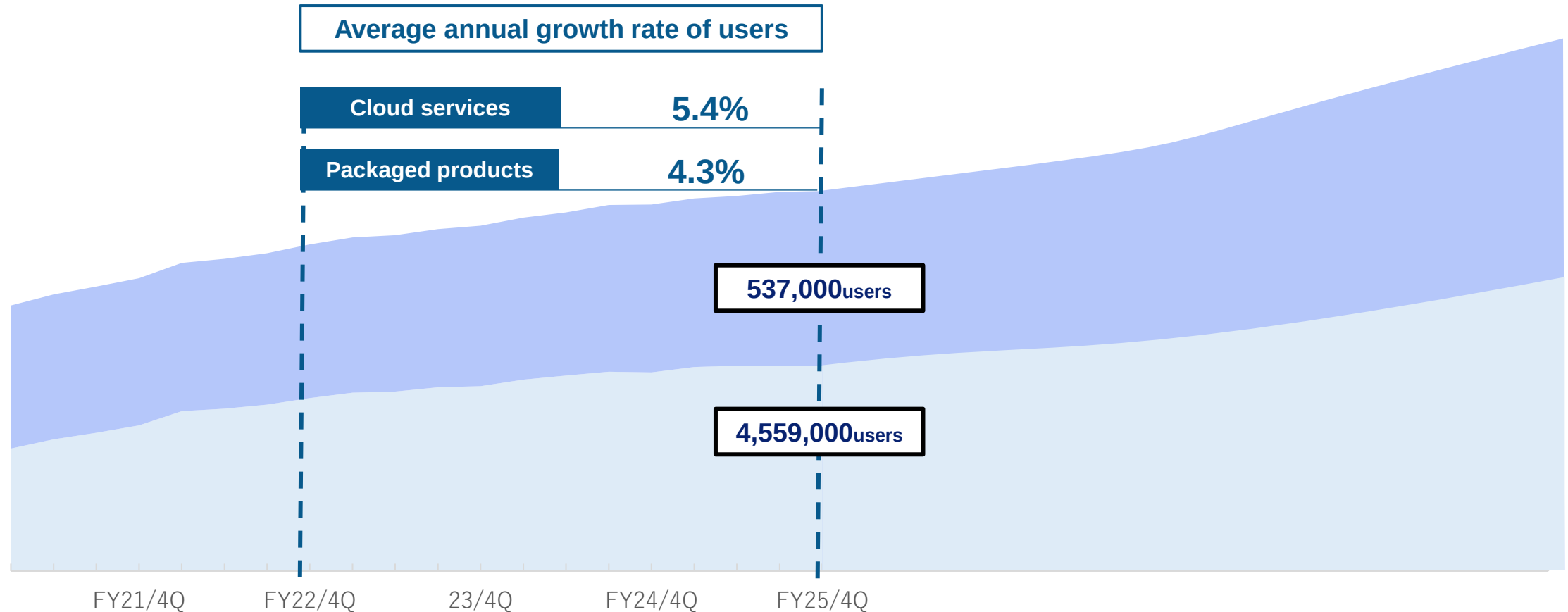
Increase sales by achieving growth in overseas businesses

The userbase has grown steadily since the establishment of sales subsidiaries in three ASEAN countries. We will strive to increase overseas revenue with the aim of it surpassing domestic revenue by targeting high economic growth and expanding demand for IT solutions.



>> P41

We will continue to enhance the functions of this “All-in-one no-code groupware” and aim for growth that exceeds the growth rate of the past three years.



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

Establishing new bundle plans



Establishing new bundle plans to encourage users to choose AppSuite

Light	Standard	Premium
600 yen/month	800 yen/month	1,000 yen/month
	 	  

Launching a new promotional campaign



Promotion of “All-in-one no-code groupware” has started.



Adding to the partner strategy



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

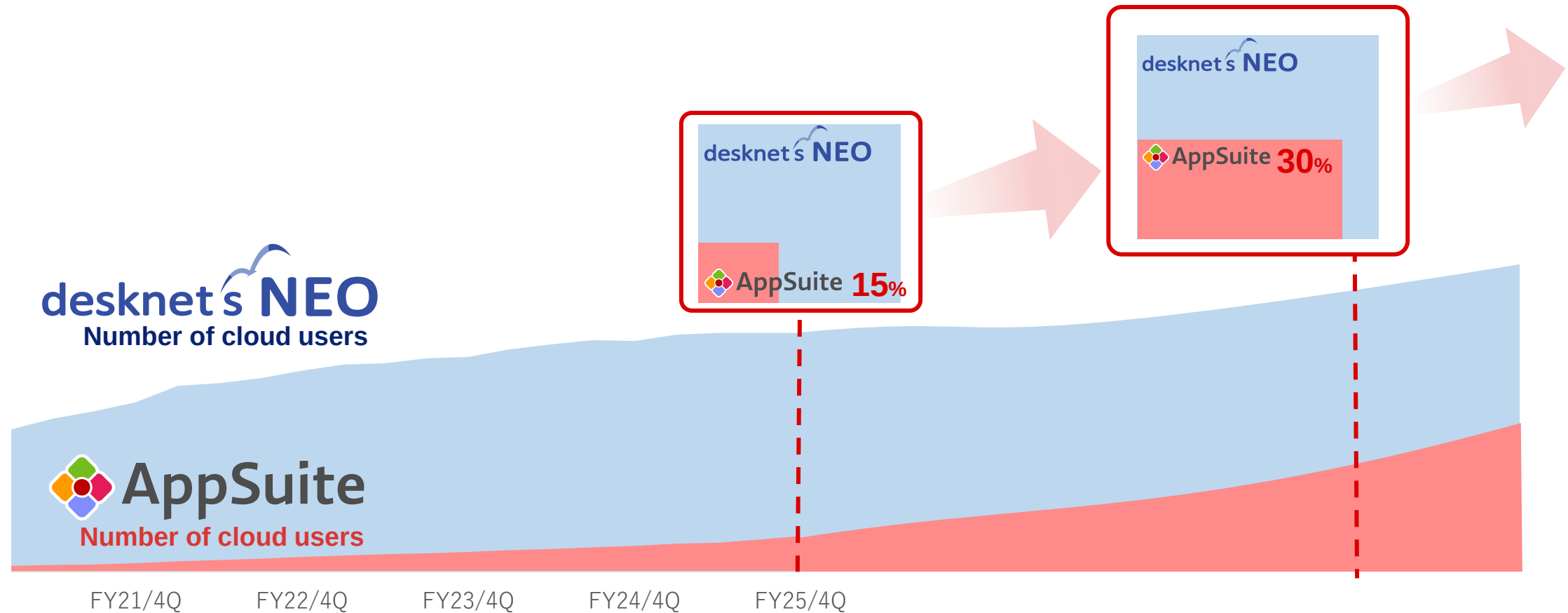




AppSuite Share expansion through cross-selling

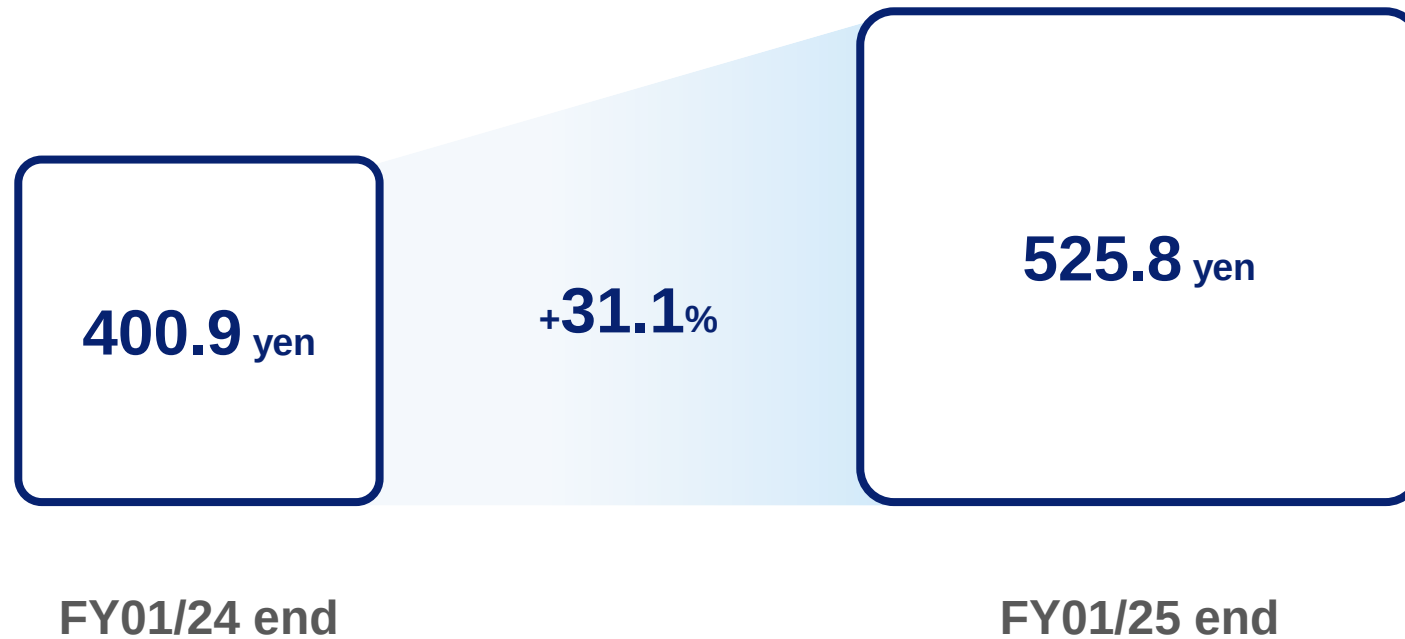
NEOJAPAN

The promotion will highlight the price advantage of the “bundle plan” and the functional advantage of “All-in-one no-code groupware” and will increase the ratio of AppSuite cloud users to desknet's NEO cloud users to over 30%.



Sustained ARPU*¹ growth

Average revenue per user (ARPU) has increased significantly thanks to cloud service price revisions and progress in cross-selling, alongside the establishment of new bundle plans. We're targeting further ARPU growth through cross-selling along with continuing to grow the userbase.



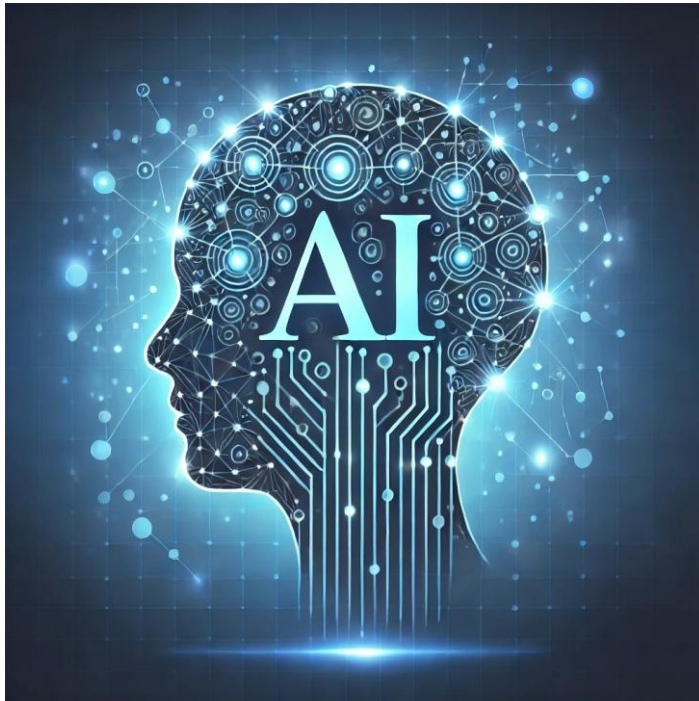
1. Monthly revenue per user. Calculated by dividing (monthly sales from desknet's NEO, AppSuite and ChatLuck) by (total number of users of desknet's NEO and ChatLuck stand-alone contracts).

Growing the Product Lineup

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



desknet's NEO has a huge amount of business data stored in it. We can use AI to further improve business efficiency. We plan to speed up development while collaborating with neoAI, our business partner, DELCUI and incorporate it into our products in the future.



- 01 desknet's **NEO** Equipped with ChatGPT “AI assistant”
- 02  **ChatLuck** Linkage with ChatGPT
- 03 Hiring AI Engineers at **DELCUI**
- 04 Started providing
AI customer communication hub  **NEOPORT**
- 05 Capital increase to strengthen development **DELCUI**
- 06 Announced business alliance with 

Overseas Strategy

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



- | | |
|---------------|--|
| Apr. 23, 2024 | Established NEOPhilippine Tech, a subsidiary in the Philippines. |
| Jul. 31, 2024 | NEOREKA ASIA uses AppSuite to support digital reforms in Malaysian Investment Development Authority (MIDA) |
| Nov. 27, 2024 | Announced US\$1 million capital increase for U.S. subsidiary DELCUI to accelerate development. |

IV

Appendix

iii Topics



Major Topics in FY01/25 4Q and beyond

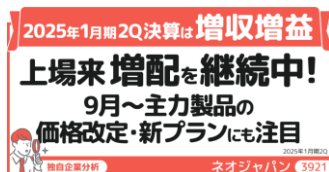
November 27, 2024	Overseas	Notice of addition to lines of business and capital increase at US subsidiary (DELCUI)
December 3, 2024	Awards	desknet's NEO, AppSuite, and ChatLuck win 10 awards in the BOXIL SaaS AWARDS Winter 2024
December 4, 2024	Alliance	Business alliance in generative AI service sales and provision announced with neoAI
December 10, 2024	IR	Notice of Changes to the Consolidated Financial Results Forecast and Year-End Dividend Forecast (Increase)
December 12, 2024	Products	New ChatLuck Ver. 6.6 introduced; adds standard messages and template and other features for more efficient ChatGPT prompt input.
January 15, 2025	Awards	NEOJAPAN wins Leader award in four categories; desknet's NEO wins in the groupware category for the 23rd consecutive period in ITreview Grid Awards 2025 Winter.
February 4, 2025	Products	Introduction of RoomMgr, a new optional meeting room reservations display for desknet's NEO Cloud edition
February 20, 2025	PR	Eko Noguchi chosen as new spokesperson for desknet's NEO—collaboration with her father, alpinist Ken Noguchi, also realized
March 4, 2025	Awards	desknet's NEO, AppSuite, and ChatLuck win 11 awards in the BOXIL SaaS AWARDS Spring 2025
March 6, 2025	Products	New desknet's NEO version V9.0 released
March 10, 2025	Health management	Selected as White 500 company in KENKO Investment for Health accreditation as a company committed to health management
March 11, 2025	Other	Expanding the head office
March 13, 2025	IR	Notice Regarding Revision to the Dividend Forecast (Dividend Increase) and Change of Dividend Policy



Briefing for individual investors(KabuBerry Channel)

June 20, 2024

<https://youtu.be/0J3r3QBUy0c?si>



Original Company Analysis Article(MINKABU)

September 30, 2024

<https://mag.minkabu.jp/companys-features/28415/>



Equity Research Report(WEALTH ADVISOR)

October 8, 2024

https://www.wealthadvisor.co.jp/stock/er_report/pdf/er3921_241008.pdf



Research Coverage Report(Shared Research)

December 24, 2024

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

[JP] https://www.neo.co.jp/wp-content/uploads/2024/12/SharedResearch_20241225.pdf



Questions from Institutional Investors

In FY01/25 4Q, we received many questions concerning price revisions for our cloud services and further growth.

Other: 8 questions

Overseas strategy: 12 questions

Markets: 25 questions

- Q. What's the reason for the focus on on-premises products?
- A. We've seen steady demand for on-premises products from customers seeking both security and lower cost. While the market has levelled off, we plan to grow sales by expanding our market share. Support services also help strengthen stock revenue. Even if users eventually migrate to the cloud, we believe it is important to focus on these products.

Marketing: 28 questions

- Q. If AppSuite is so affordable and such a good product, shouldn't growth be higher? Do you have any sales promotions planned?
- A. Following the September price revisions, we're positioning desknet's NEO + AppSuite as the standard bundle and updating the product site to make it more attractive as groupware integrated with a no-code platform. We're also strengthening sales while strengthening joint efforts with our partners. We anticipate continuing growth.

Growth strategy: 49 questions

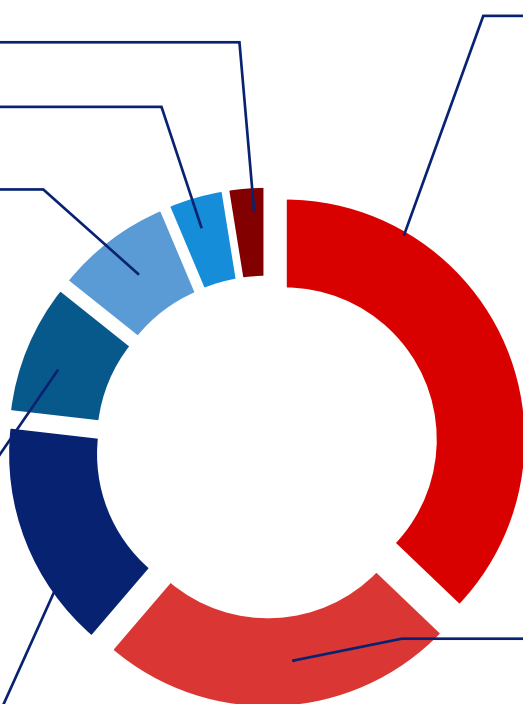
- Q. How do you plan to link the increase in FCF growth associated with price revisions to growth?
- A. We plan to enhance development structures, including US subsidiary DELCUI, for new products and version upgrades. Our human resources are the source of our growth; we need to raise our employee base salaries while maintaining low separation rates. We will continue to consider mergers and acquisitions with companies capable of achieving synergies.

Management indicators: 117 questions

- Q. The medium-term performance target for profit was achieved ahead of plan. Do you plan to announce revised targets?
- A. The medium-term performance target was first announced in the plan for continuing to qualify for listing on the Prime Market, formulated in April 2023. While we do formulate internal medium-term targets annually, we do not have any plans to announce new medium-term targets. (We met the requirements to maintain our listing on the Prime Market at the end of January 2025.)
- Q. What's your current perspective on shareholder returns and dividends?
- A. We're targeting a payout ratio of 30% or higher*, with the remainder used to fund investment in future growth. We'd like to continue to boost dividends, as we have done since our listing, while growing profits. Acquisition of treasury shares from the market needs to be given careful consideration, since it may lead to a reduction in the number of tradeable shares.
- *Changed to 40% target**

Products and services: 76 questions

- Q. How have users responded to the price revisions?
- A. Most users appear to understand the price revisions. The cancellation rate has remained within the range initially anticipated. The number of AppSuite Cloud users began to grow in 2Q. We plan to continue promoting affordable bundle plans.
- Q. Will you increase prices further in the future?
- A. We do not expect frequent cloud price increases at this stage. The recent price revisions reflect the higher costs for future development and service improvements than past cost increases. We will make decisions on future prices based on comprehensive consideration of matters such as ongoing service improvements and changes in external conditions.



Meeting Prime Market Listing Standards

As of January 31 2025, based on our plan for meeting Prime Market listing standards formulated on April 26, 2023, and progress on efforts to meet the standards, **we met all standards for retaining our listing on the Prime Market**. We plan to continue efforts to increase corporate value.

Item	Standard (Prime Market)	Our status as of January 31, 2023	Our status as of January 31, 2025	Our present status Satisfied?
Shareholders	800 or more	10,079	3,733	Y
Tradable shares	20,000 trading units or more	59,731 trading units	72,651 trading units	Y
Market capitalization of tradable shares	JPY10 bn or more	JPY6.0 bn	JPY13.04 bn	Y
Tradable shares ratio	35% or higher	40.0%	51.6%	Y
Net assets	Positive net assets	JPY6.0 bn	JPY6.31 bn	Y

Eko Noguchi and Ken Noguchi selected as new spokesperson for desknet's NEO **NEOJAPAN**

Eko Noguchi and Ken Noguchi have been selected as desknet's NEO's new spokespersons. Their spirit to keep challenging themselves is exactly the kind of value we want to offer with desknet's NEO.



They will help raise awareness of our brands and products in product catalogs, case studies, advertisement, and other PR campaigns.

We have fully renewed the product website to emphasize that it is “**All-in-one no-code groupware**” and we are working to increase the adoption rate of the “standard” (desknet's NEO + AppSuite) by promoting the functions that can be achieved by adding AppSuite.



AppSuite Integrator Program Launched

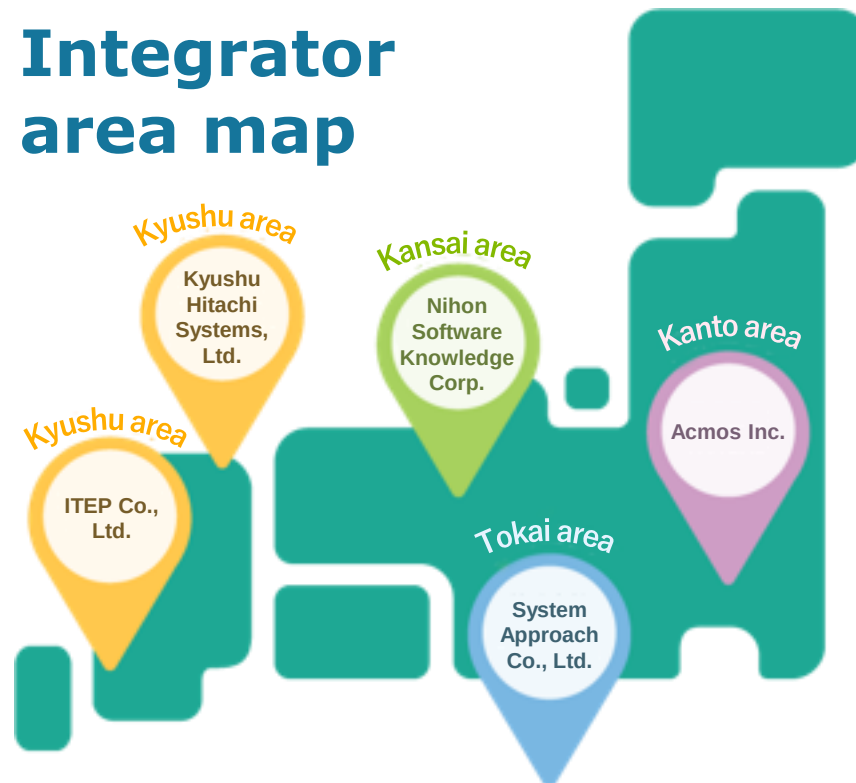
NEOJAPAN

The AppSuite Integrator Program was launched to certify partner companies with extensive technologies in app creation with AppSuite, API systems development, and environment construction, thereby strengthening support for companies seeking to improve operational efficiency using the AppSuite no-code business app development platform.



The AppSuite Integrator is a framework of partner companies with the technical capabilities and organizational structures required to create AppSuite applications and develop, build, and implement systems using APIs. The purpose of this program is to implement work efficiency improvements via AppSuite and to facilitate the selection of partner companies for AppSuite users.

Integrator area map



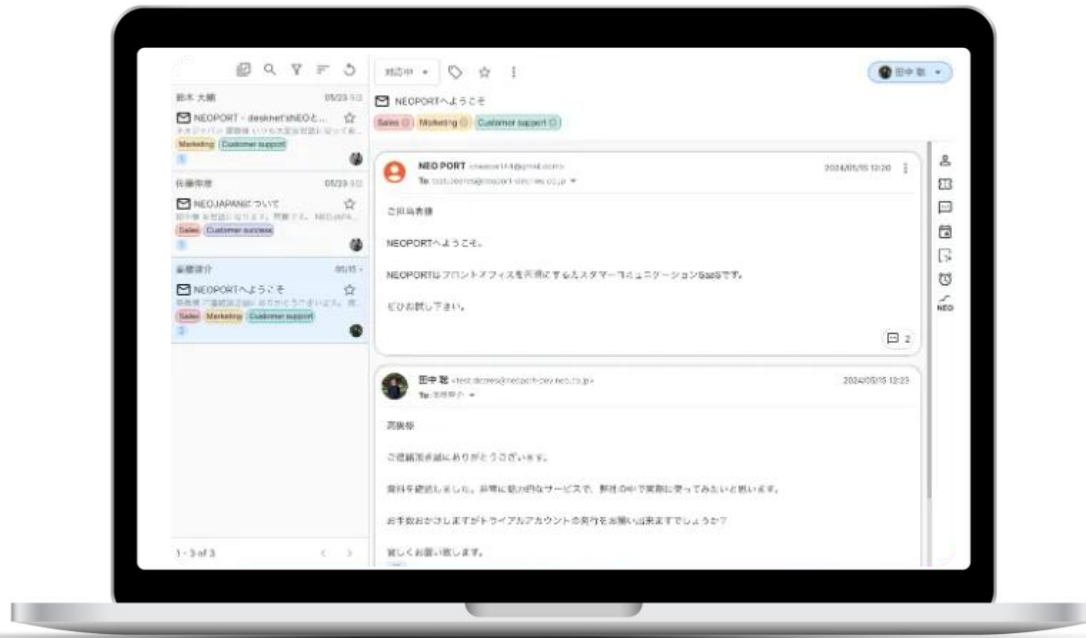
<https://mk.desknets.com/appsuite/integrator>

New **NEO**PORT Product Launched

NEOJAPAN

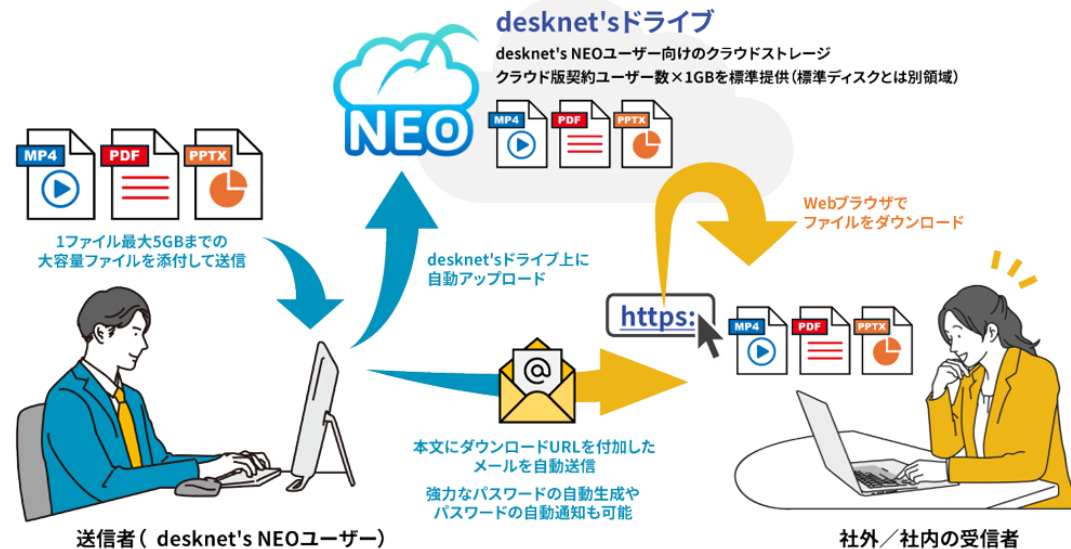
NEOPORT, a new cloud-based communication tool, integrates increasingly diverse customer communication channels like email, chat, and audio and video messaging into a shared platform while allowing teams to interact with customers more efficiently using AI and automation technologies.

June 3, 2024 News Released



- **Increasing the efficiency** of team customer and partner service on **the shared platform**
- **Linked to** desknet's NEO, AppSuite, and **other services**
- **AI assistant** supports more efficient handling of inquiries.

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



New feature “File Transfer”

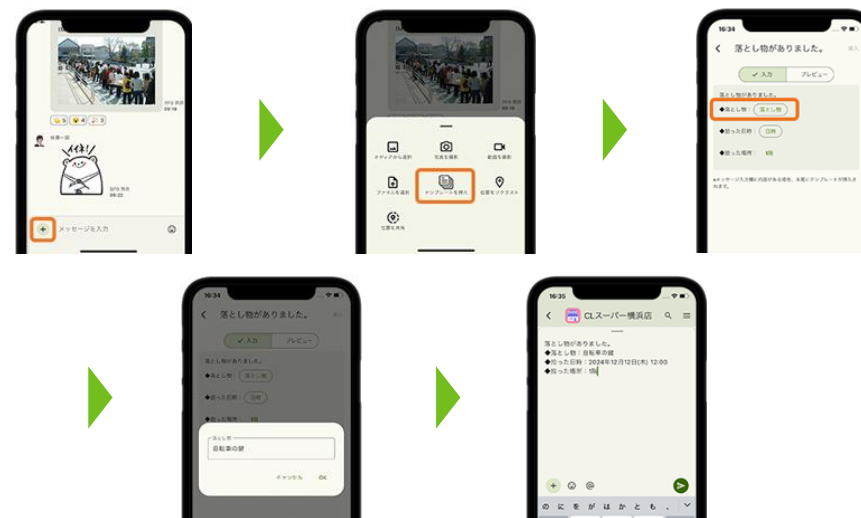


RoomMgr(Room Manager)

Following the update of the mobile app interface on April 11, 2024. Version 6.6, released on December 12, also includes a template creation function that aims to improve the efficiency of report and fixed-phrase input.



Full renewal of
mobile app



Fill in the input fields to output the text

Expanding the head office

On March 1, 2025, we expanded our office space on the 11th floor of the Yokohama Landmark Tower, where our head office is currently located, in addition to the 10th floor, aiming to accommodate the increase in our staff due to business expansion. As a result, we have expanded our workspaces, meeting rooms, and spaces for business meetings with customers.



Selected as “White 500”

KENKO Investment for Health accreditation as a company committed to health management was recognized by the Ministry of Economy, Trade and Industry (METI) and the Japan Health Council as a company committed to health management “White 500”. This is the sixth consecutive year for KENKO Investment for Health accreditation as a company committed to health management, and the first time for a White 500 company.



Examples of Key Programs

- Health promotion meetings with outside lecturers
- Health seminars for women
- Participation in lifesaving courses conducted by the fire department
- Establishment of “No Smoking Day”
- Production and distribution of health-themed web seminars
- Participation in health management forums by health insurance societies

IV

Appendix

iv NEOJAPAN Group Overview



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

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

Company Profile

NEOJAPAN

Company name	NEOJAPAN Inc.	
Established	February 29, 1992	
Location (Japan)	Headquarters	Yokohama Landmark Tower, 10th Floor 2-2-1 Minatomirai, Nishi-ku, Yokohama-shi, Kanagawa, Japan
	Osaka Office	Nakanoshima Dai Building, 7th Floor 3-3-23 Nakanoshima, Kita-ku, Osaka-shi, Osaka, Japan
	Nagoya Office	JP Tower Nagoya, 21st Floor 1-1-1 Meieki, Nakamura-ku, Nagoya-shi, Aichi, Japan
	Fukuoka Office	Across Cube Hakata Ekimae 3-4-25 Hakataekimae, Hakata-ku, Fukuoka-shi, Fukuoka, Japan
Consolidated subsidiary (Japan)	Pro-SPIRE Inc.	WIRA Omori Building, 7th Floor 1-6-8 Omori-kita, Ota-ku, Tokyo, Japan
Consolidated subsidiaries (Overseas)	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
Representative	Akinori SAITO, President	
Capital	297million yen(As of January 31, 2025)	
Consolidated Net sales	7,263 million yen (FY01/25)	
Number of employees	305 (Consolidated) (As of January 31, 2025)	

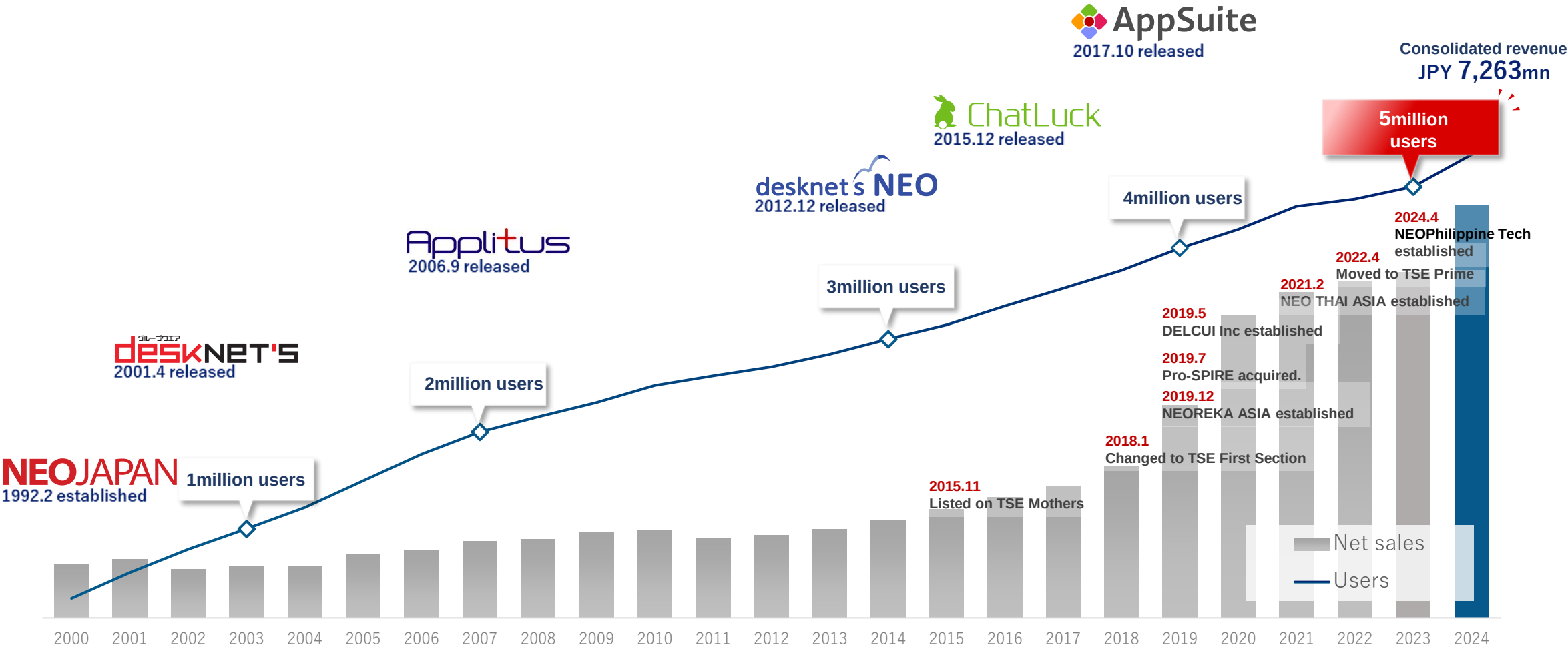


Office Entrance



Development Area

Company History



Corporate Sales

NEOJAPAN

desknet's NEO has been sold by many companies regardless of industry or size.
Cumulative sales exceeded **5.2 million users**⁽¹⁾ and are still expanding.

Information and communication



School and education



Manufacturers



Medical care and welfare



Construction and real estate



General · Organization



Financial institutions



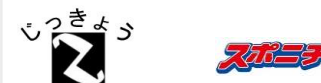
Service



Traffic and transportation



Advertising and publishing



Logistics and retail companies



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 Government Agencies and Local Governments

NEOJAPAN

[Adopted by more than 1,100 government agencies and local governments]

Local governments

580

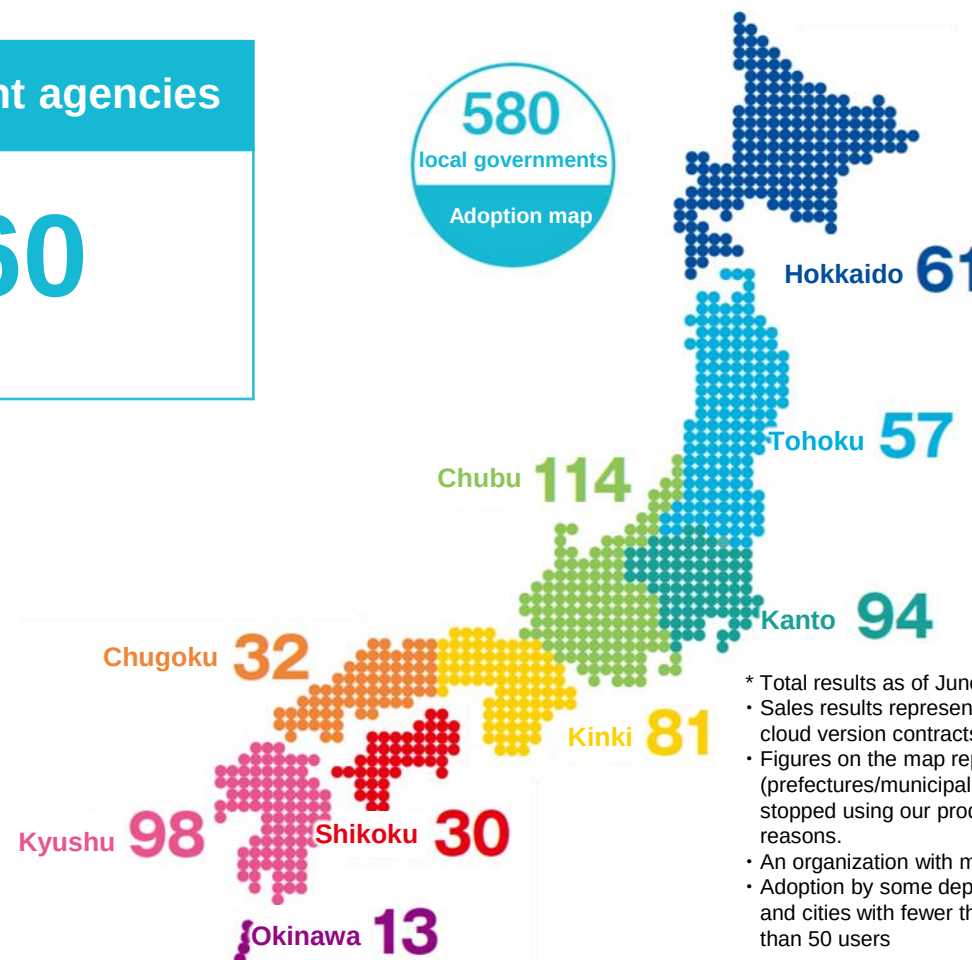
Over 1/3
prefectural governments
have adopted it

Government agencies

560

Adopted
by

Numerous customers, including the Ministry of Internal Affairs and Communications, Akita Prefecture, Miyagi Prefecture, Shiga Prefecture, Sunagawa in Hokkaido, Yokohama in Kanagawa Prefecture, Kobe in Hyogo Prefecture, and Naha in Okinawa Prefecture



自治体ITシステム
満足度調査
2024-2025

日経BPガバメントテクノロジー
日経BPガバメントテクノロジー 2024年秋号
自治体ITシステム満足度調査 2024-2025
グループウェア/ビジネスチャット部門部門1位

- * Total results as of June 2023
- 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



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.mufig.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.
