

Cybozu, Inc.

Financial Results Presentation for Q1 of the Fiscal Year Ending December 31, 2025

May 14, 2025

Cybozu, Inc.

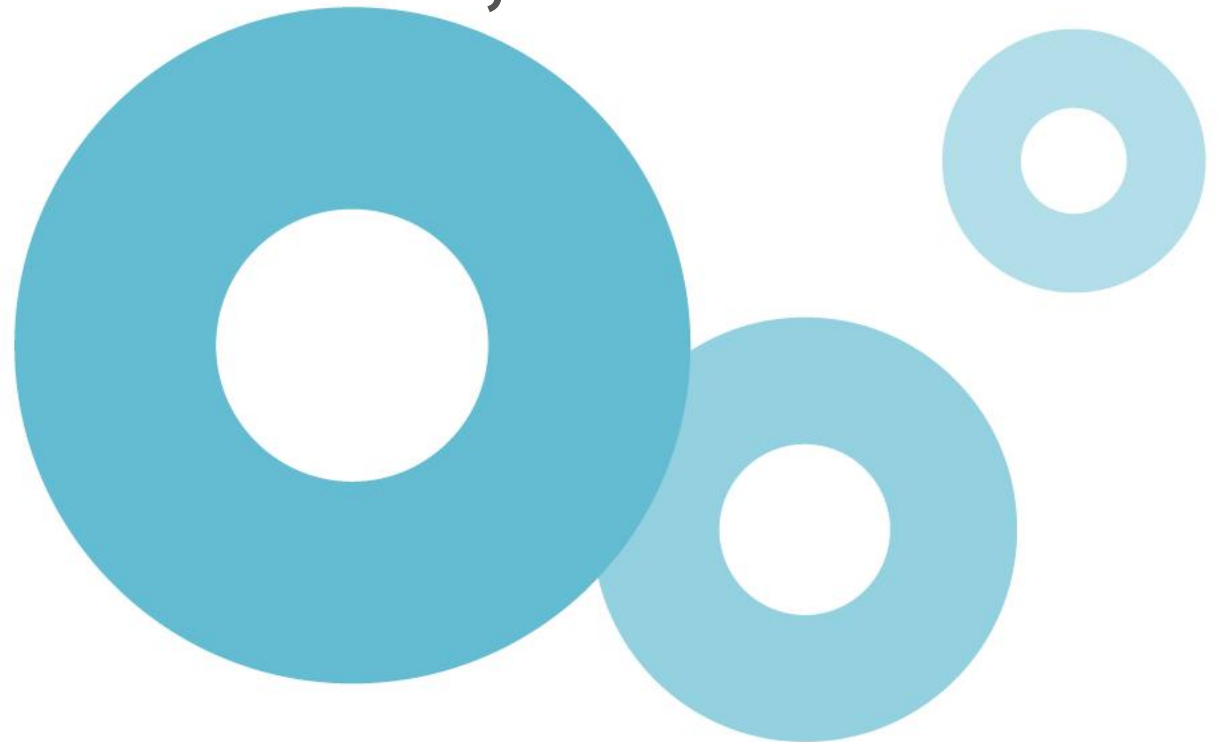


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FY2025 Q1 Financial Results

Financial Highlights in FY2025 Q1

Consolidated sales

JPY **8,759** million

Cloud consolidated sales

JPY **8,022** million

Kintone consolidated sales

JPY **4,977** million

Consolidated sales
growth rate

26.8 %

Consolidated Cloud sales
growth rate

91.6 %

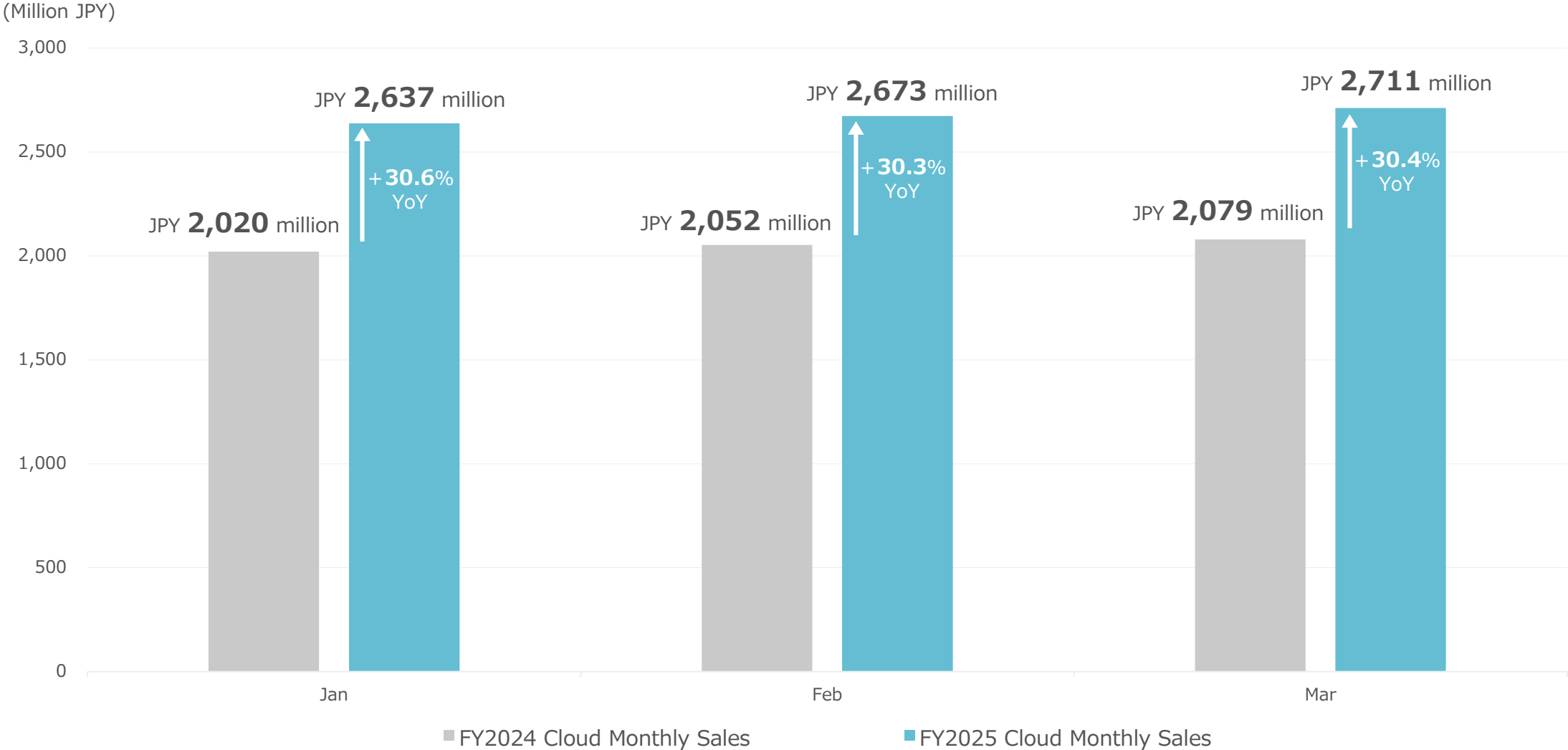
Kintone consolidated sales
growth rate

36.0 %

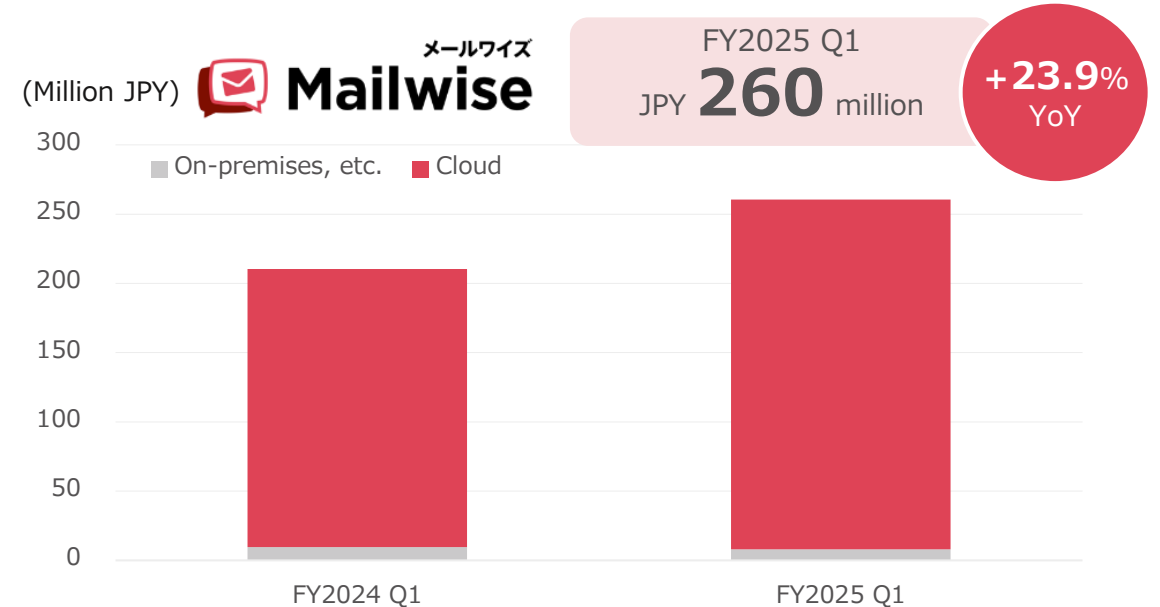
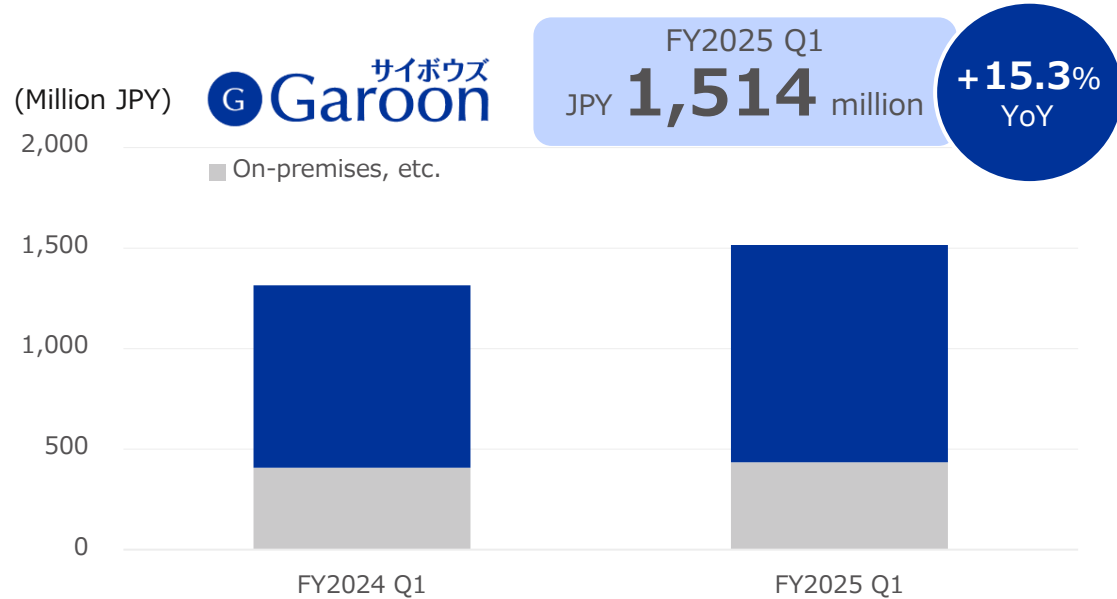
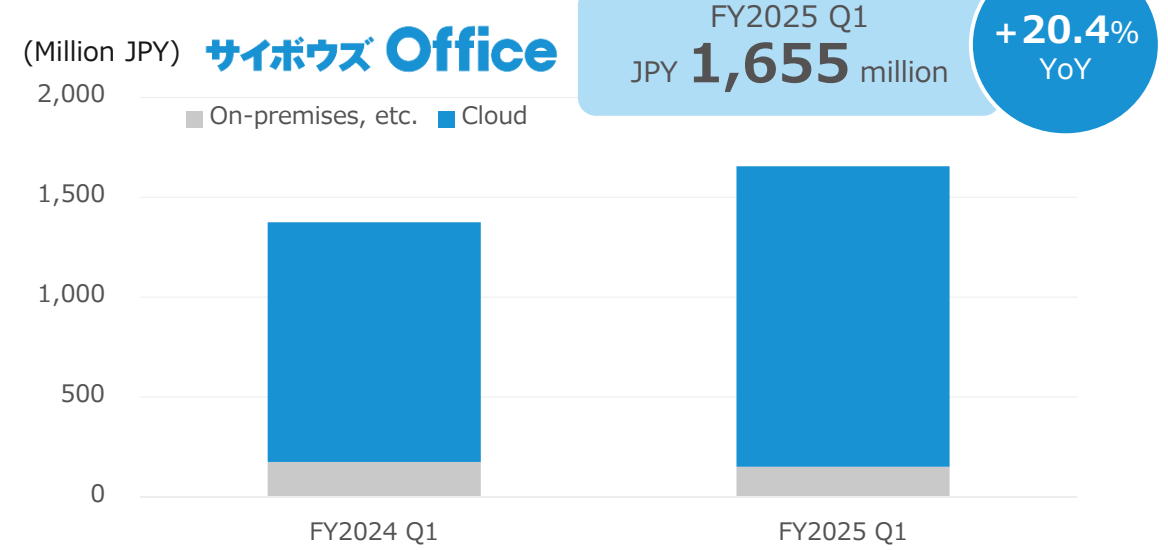
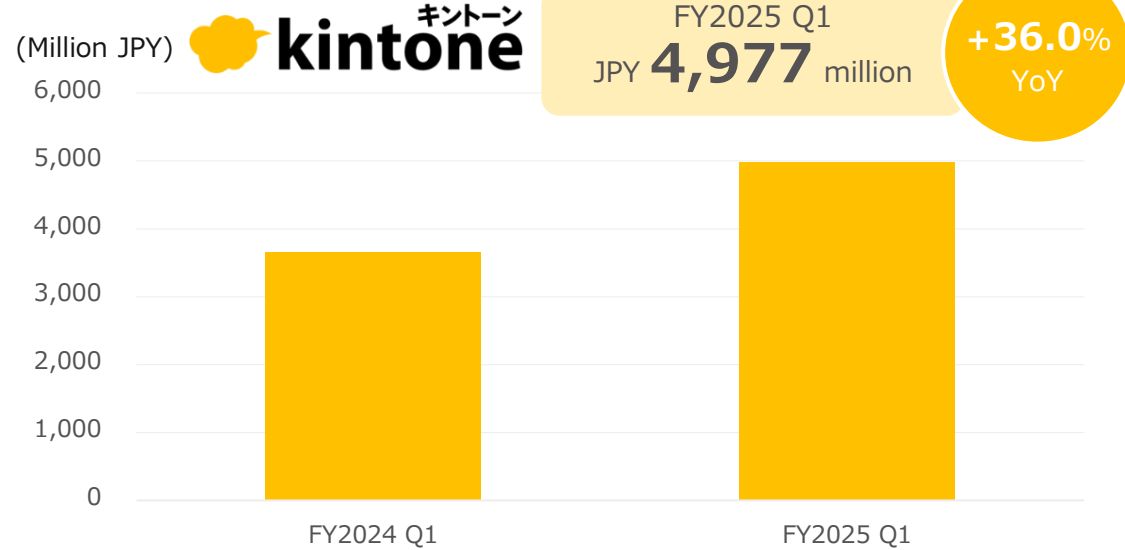
Detailed Consolidated Financial Results in FY2025 Q1

Consolidated PL (Unit: Million JPY)	Fiscal year ended December 31, 2024	Fiscal year ending December 31, 2025	YoY	
	Q1 (Actuals)	Q1 (Actuals)		
Net sales	6,907	8,759	+1,851	+26.8%
Cost of sales	567	741	+173	+30.6%
Labor costs	2,334	2,409	+75	+3.2%
Advertising expenses	1,042	1,256	+213	+20.5%
R&D expenses	247	298	+50	+20.4%
Others	1,404	1,438	+34	+2.4%
Operating profit	1,310	2,614	+1,303	+99.4%

Cloud Monthly Sales in FY2025 Q1



Consolidated Sales by Product in FY2025 Q1



FY2025 Forecasts

FY2025 Forecasts

Consolidated Financials (Unit: Million JPY)	Fiscal year ended December 31, 2024 (Actuals)	Fiscal year ending December 31, 2025 (Forecasts)	YoY	
Net sales	29,675	36,004	+6,329	+21.3%
Operating profit	4,892	8,437	+3,545	+72.4%
Ordinary profit	5,335	8,494	+3,159	+59.2%
Current net profit	3,555	5,904	+2,349	+66.1%
Net profit per share	JPY 74.99	JPY 127.77	+JPY 52.78	+70.4%
Dividend per share	JPY 30.00	JPY 40.00	+JPY 10.00	+33.3%



Appendix

Company Overview

Company Overview



Cybozu, Inc.

Tokyo Stock Exchange, Prime Section
(Securities Code 4776)

Established in 1997

by three people in Matsuyama City,
Ehime Prefecture

Head Office Location

27th Floor, Tokyo Nihombashi Tower,
2-7-1 Nihombashi, Chuo-ku,
Tokyo, Japan

Offices in Japan

Tokyo, Osaka, Matsuyama, Nagoya,
Fukuoka, Hiroshima, Sendai,
Sapporo, Yokohama, Naha

Overseas Offices

Shanghai, Shenzhen, Chengdu,
Taipei, Ho Chi Minh City,
San Francisco, Sydney, Bangkok,
Kuala Lumpur, and others

Business Description

Develop, sell, and operate
groupware

Capital Stock

JPY **613** million

Employee Headcount

Consolidated
1,321
employees

* Open-ended contract (permanent)
employees only (executives and
auditors not included)

Average Age of Employees

35.8 years

* As at end of December 31, 2024

Company Vision

Our Reason for Existing
Purpose

Build a society brimming with teamwork

Culture

1. Embrace a common vision

Create a common vision that resonates with all members and guides their actions

2. Elevate individuality

Embrace individual differences and tap into each other's strengths

3. Express yourself openly & transparently

Build a foundation for open trust



4. Exercise autonomy

Each and every individual should proactively engage in efforts to build a better team

5. Engage in dialogue & discussion

Strive to understand the assumptions behind each other's ideas, then discuss to reach a decision

Chronology of Cybozu

