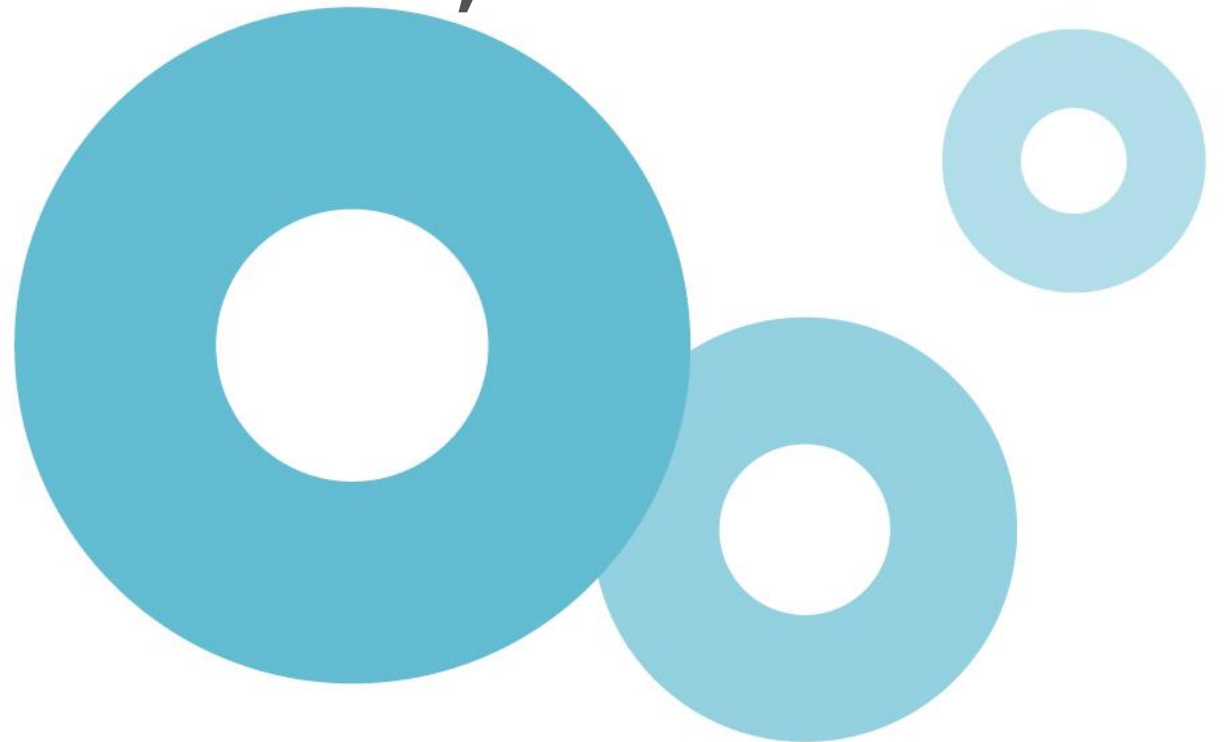


**Cybozu, Inc.**

**Financial Results Presentation for Q3 of the  
Fiscal Year Ending December 31, 2025**

**Nov. 13, 2025**

**Cybozu, Inc.**



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**01** FY2025 Q3 Financial Results

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# **FY2025 Q3 Financial Results**

# Financial Highlights in FY2025 Q3

Consolidated sales

JPY **27,413** million

Cloud consolidated sales

JPY **25,305** million

Kintone consolidated sales

JPY **15,848** million

Consolidated sales  
growth rate

**27.7** %

Consolidated Cloud sales  
growth rate

**92.3** %

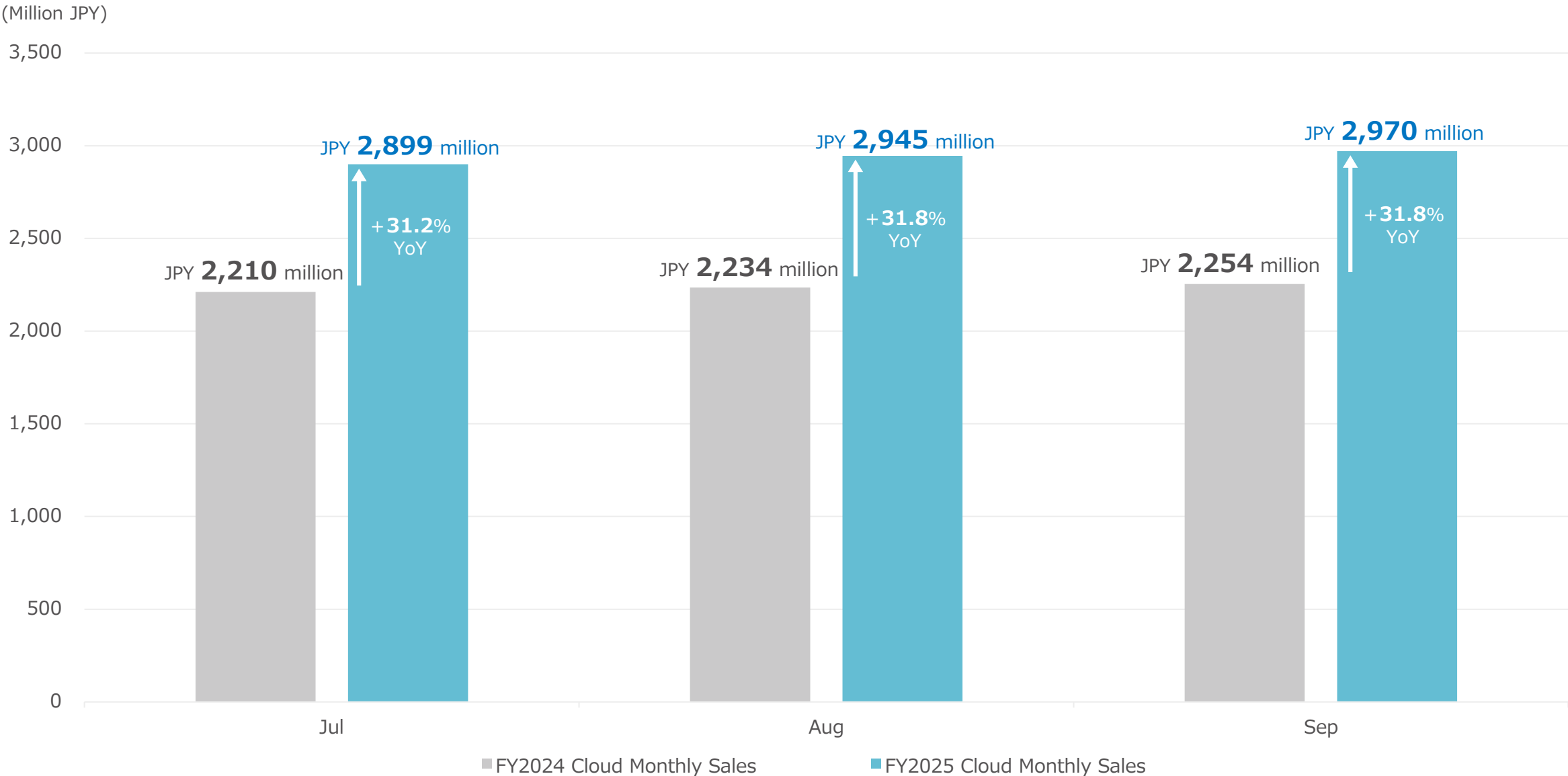
Kintone consolidated sales  
growth rate

**36.7** %

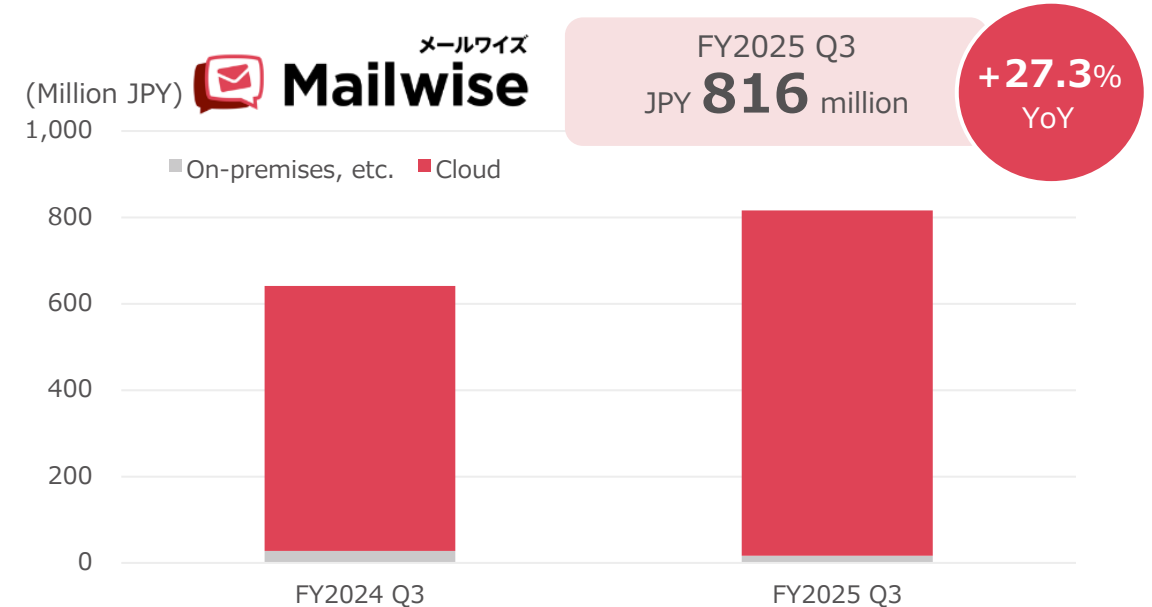
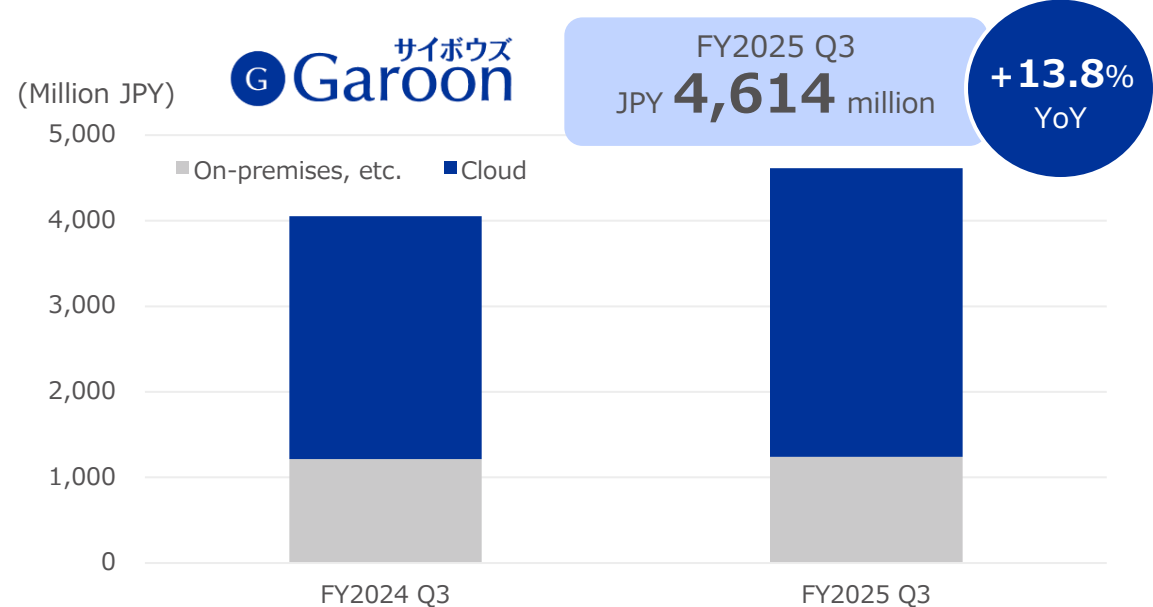
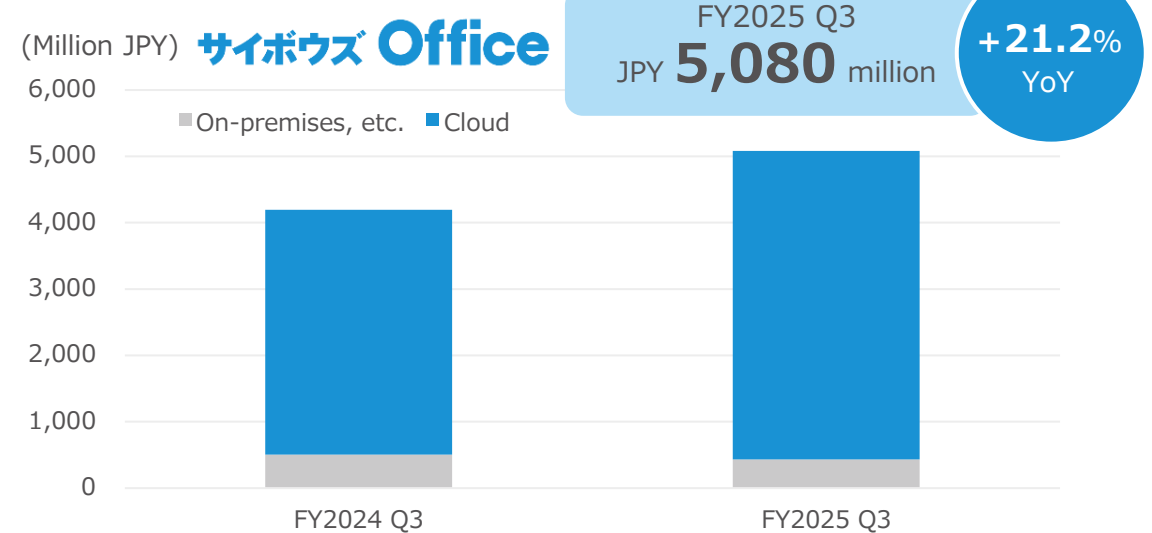
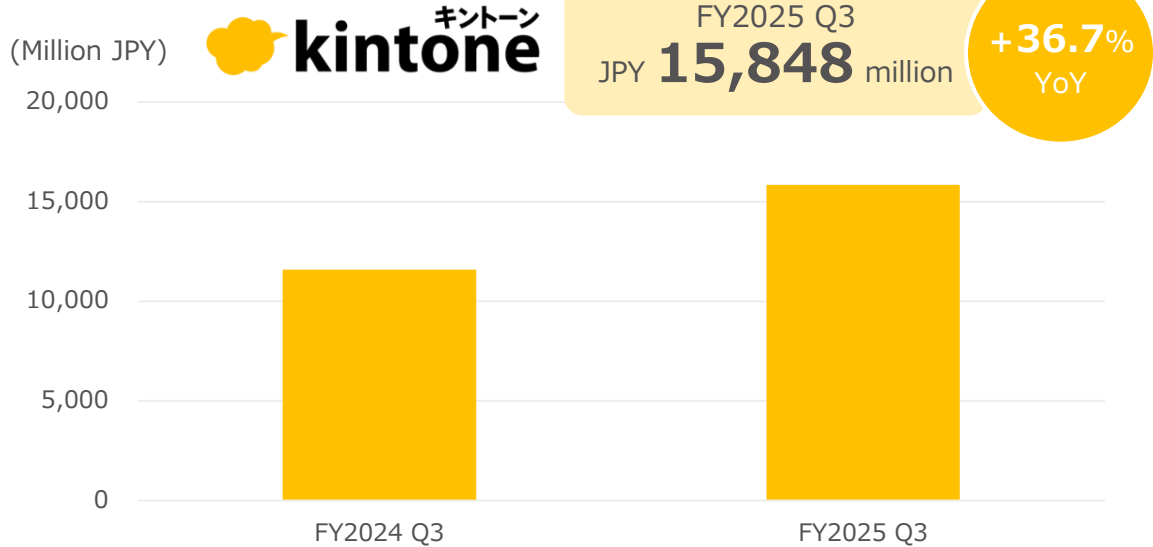
# Detailed Consolidated Financial Results in FY2025 Q3

Consolidated PL (Unit: Million JPY)	Fiscal year ended December 31, 2024	Fiscal year ending December 31, 2025	YoY	
	Q3 (Actuals)	Q3 (Actuals)		
Net sales	21,468	27,413	+5,945	+27.7%
Cost of sales	2,140	2,642	+502	+23.5%
Labor costs	7,047	7,311	+264	+3.8%
Advertising expenses	3,708	4,003	+295	+8.0%
R&D expenses	919	1,072	+153	+16.7%
Others	4,194	4,374	+180	+4.3%
Operating profit	3,457	8,008	+4,550	+131.6%

# Cloud Monthly Sales in FY2025 Q3



# Consolidated Sales by Product in FY2025 Q3



# FY2025 Forecasts



# FY2025 Forecasts (Revised June 25, 2025)

Consolidated Financials (Unit: Million JPY)	Fiscal year ended December 31, 2024 (Actuals)	Fiscal year ending December 31, 2025 (Forecasts)	YoY	
Net sales	29,675	37,202	+7,526	+25.4%
Operating profit	4,892	9,051	+4,158	+85.0%
Ordinary profit	5,335	9,032	+3,696	+69.3%
Current net profit	3,555	6,280	+2,724	+76.6%
Net profit per share	JPY 74.99	JPY 135.82	+JPY 60.83	+81.1%
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

