

**LINK Smart**

Toward a shared, connected future

**CYBERLINKS CO., LTD.**

# Financial Results for 1H FY12/25(Interim Period)

(January 1, 2025 – June 30, 2025)

September 2, 2025

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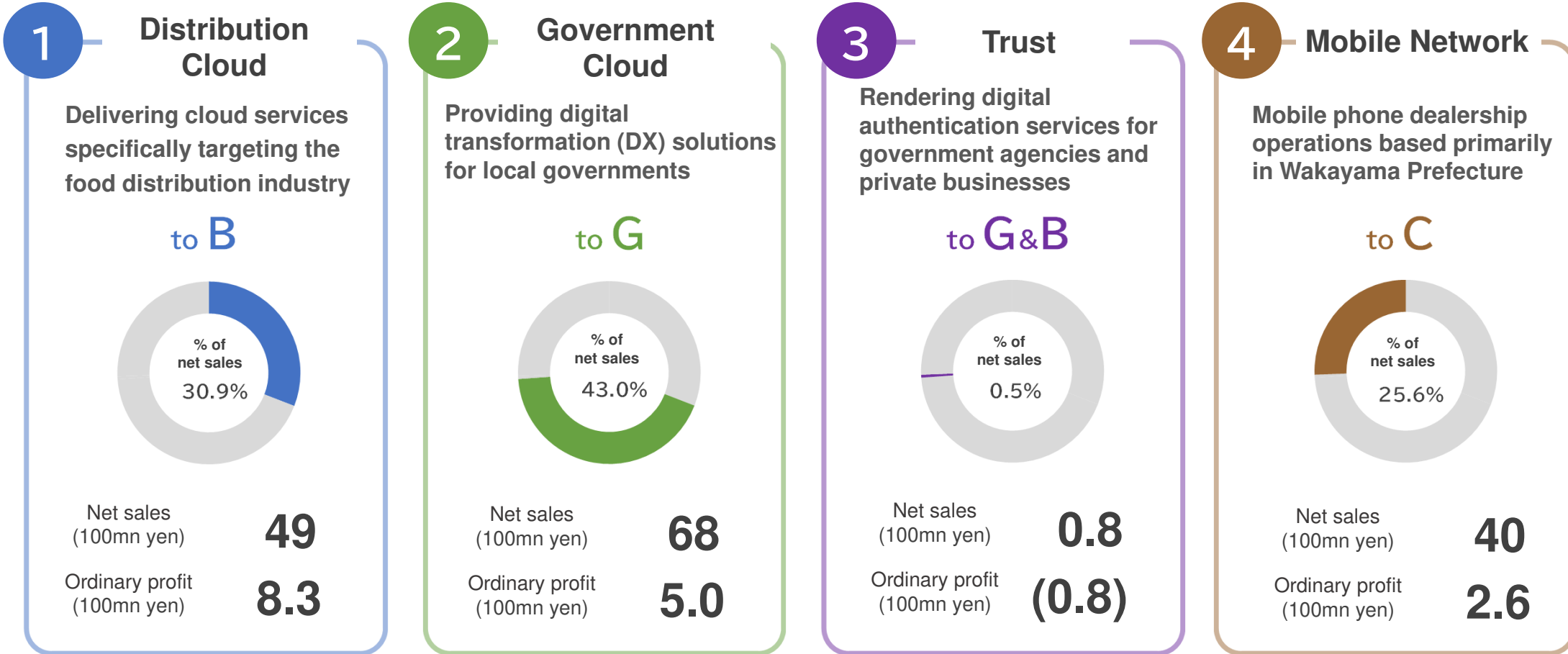
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# 0. Overview of Business Operations

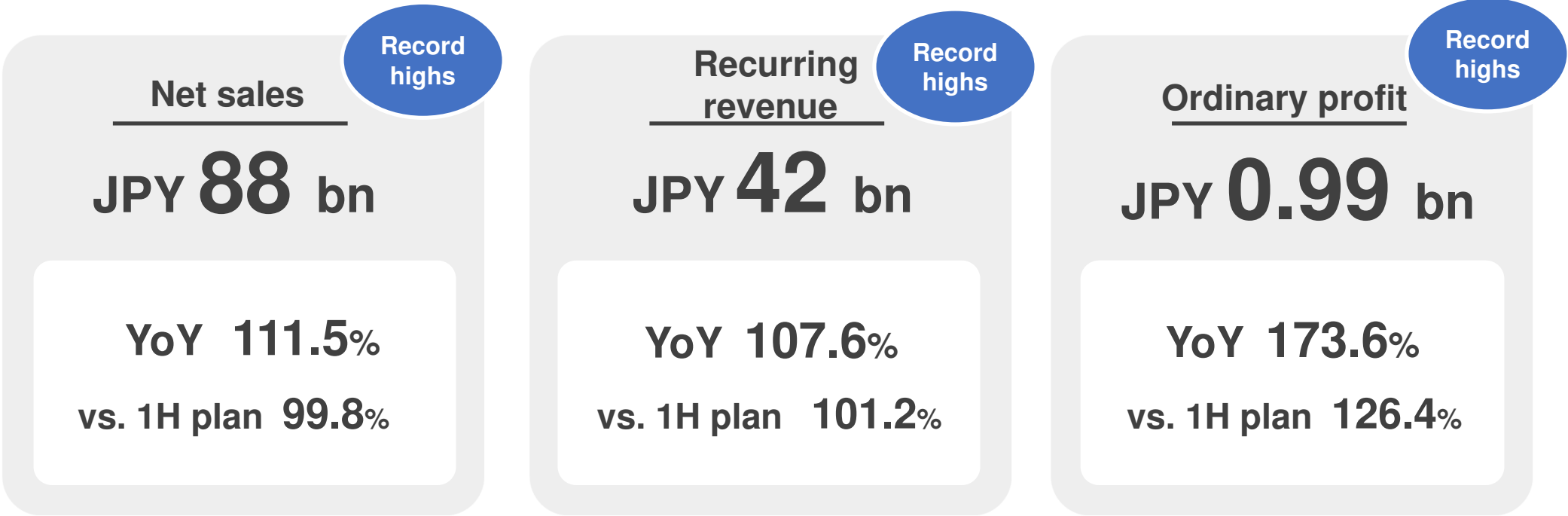
# 0. Overview of Business Operations

- Cyberlinks operates across four segments: the Distribution Cloud business, the Government Cloud business, the Trust business, and the Mobile Network business.
- The Distribution Cloud business is our growth driver.



# 1. Executive Summary

- Expanded delivery of services through the Distribution Cloud business while pushing forward with multiple projects via the Government Cloud business.

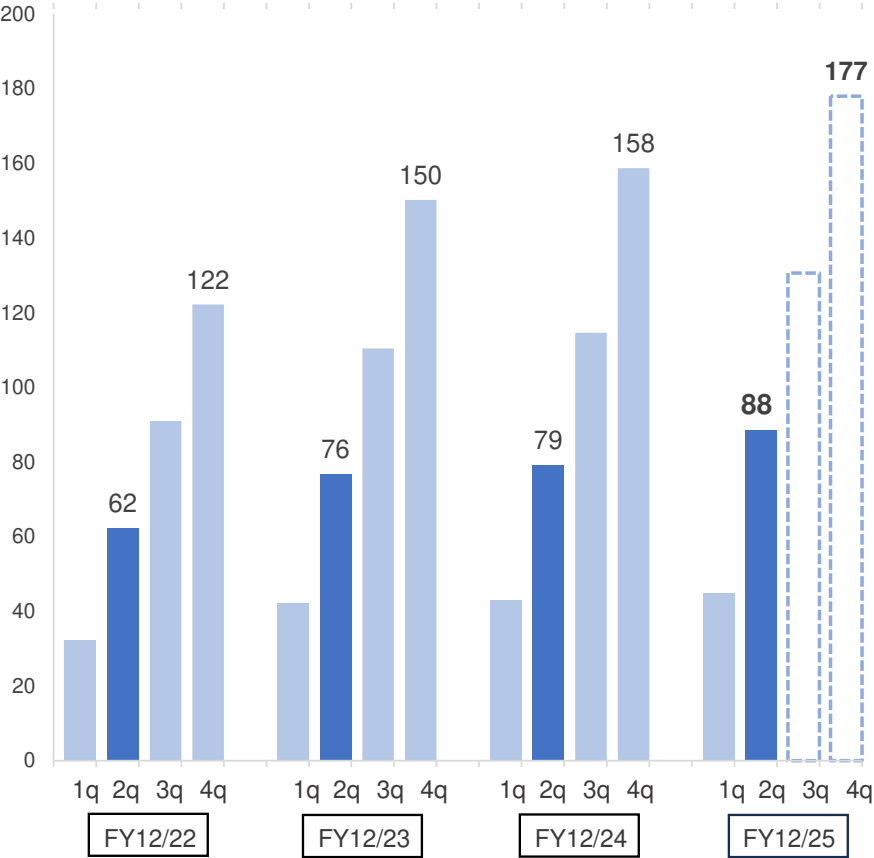


- Net sales continue to rise, and we are targeting a new record high for the full-year.
- Additionally, we are pursuing record-high profit for the full-year as we aim to absorb cost growth related to M&A and staffing.

Net sales (cumulative)

Results Plan

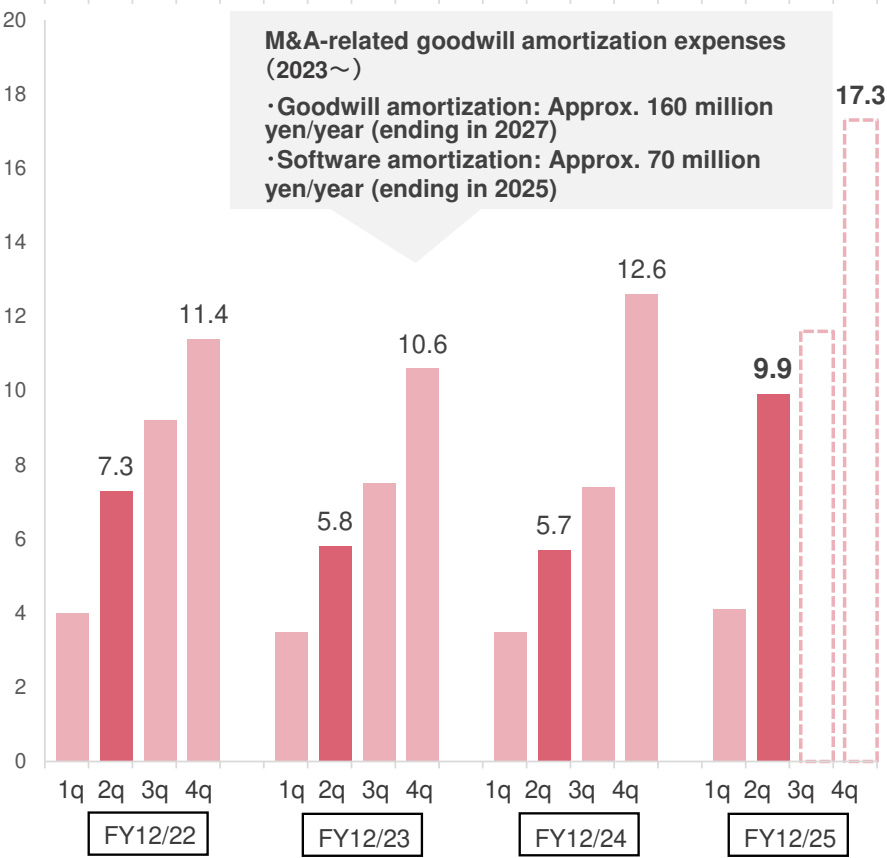
(100mn yen)



Ordinary profit (cumulative)

Results Plan

(100mn yen)

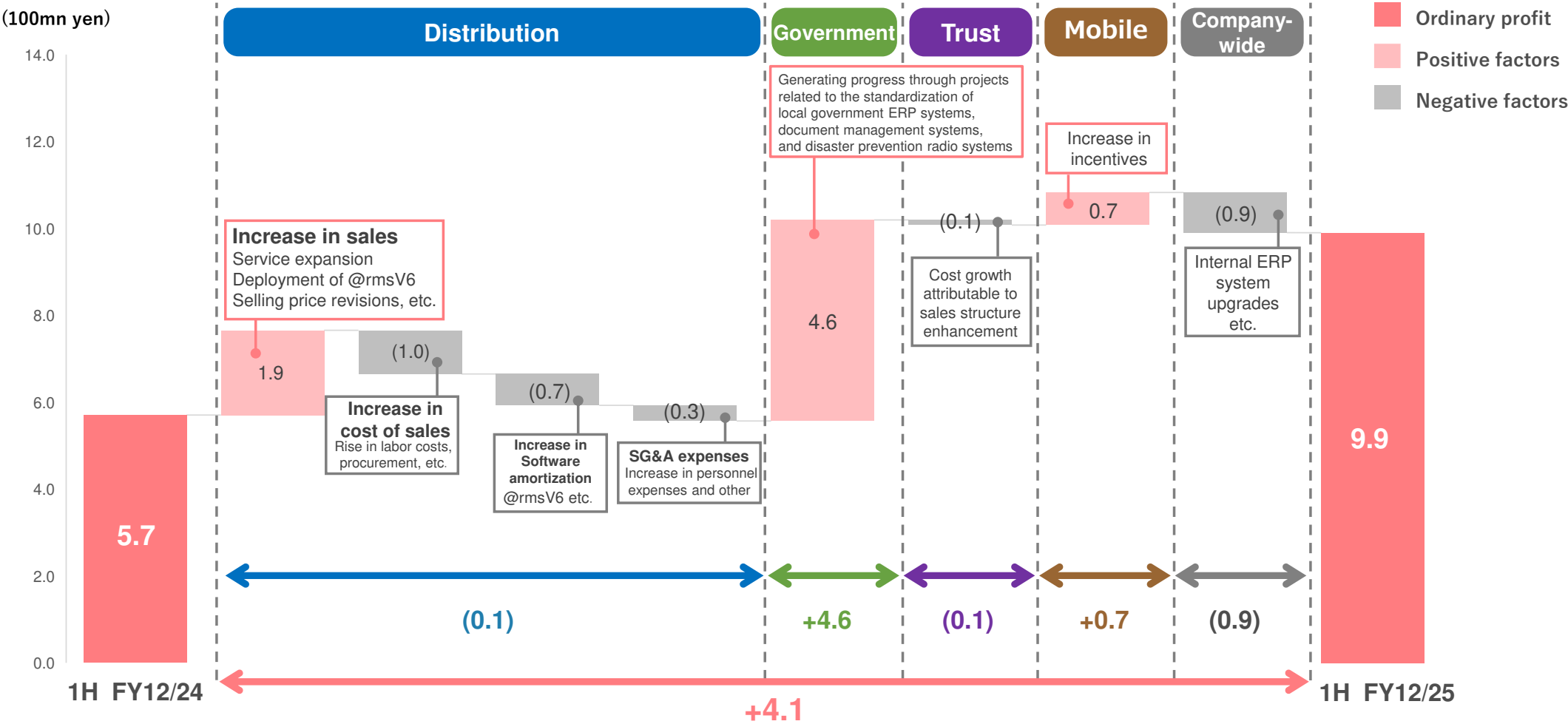


## **2. Consolidated 1H FY12/25 Results & Full-Year FY12/25 Forecast**



2. Consolidated 1H FY12/25 Results & Full-Year FY12/25 Forecast

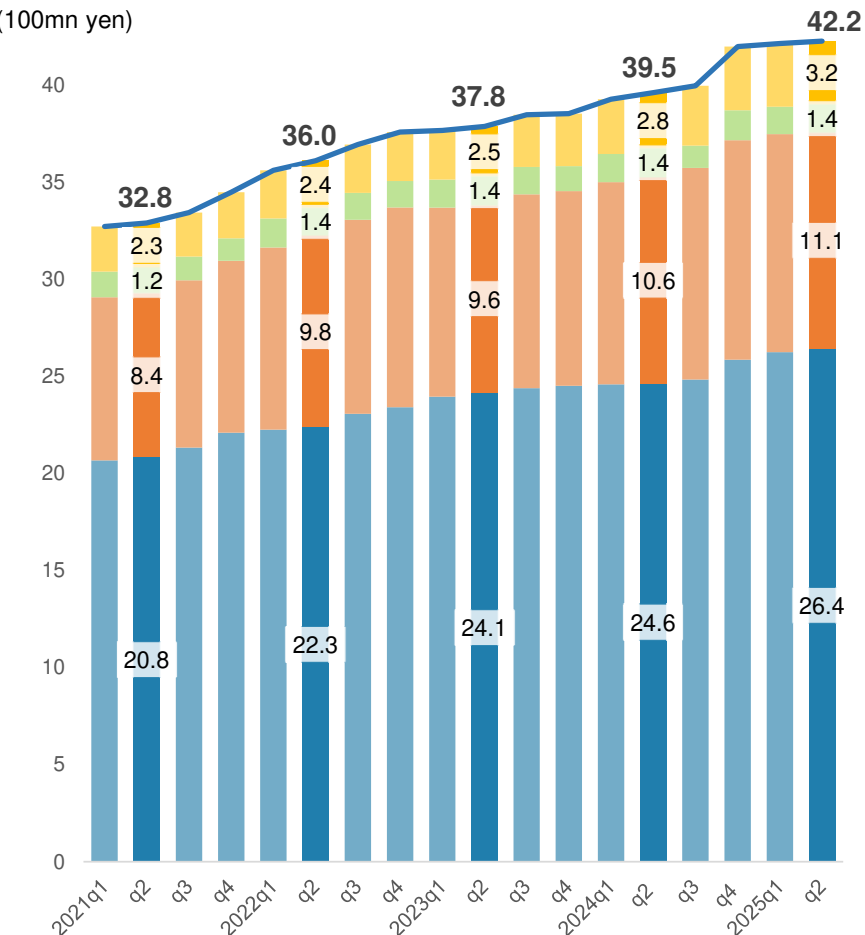
- Distribution Cloud: Sales rose thanks to service expansion, but profit fell slightly due to higher costs stemming from an increase in headcount and growth in amortization expenses from development-related software.
- Government Cloud: Progress achieved through projects targeting standardization of local government ERP systems and expanded application of our document management systems contributed significantly to company-wide profit growth.



2. Consolidated 1H FY12/25 Results & Full-Year FY12/25 Forecast Distribution Cloud <ARR>

Achieved solid annual expansion of about JPY 200 million thanks primarily to growth in services for food retailers, including @rms ERP

ARR (Monthly recurring revenue for the final month of a given quarter × 12 months)



Services for Food Retailers Wholesalers

YoY +1.7

Services for Processed Food

YoY +0.5

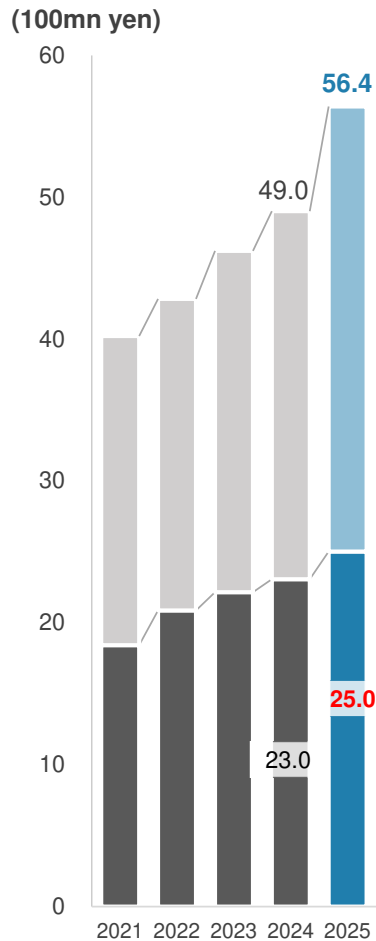
Services for Specialty Stores

YoY +0.3

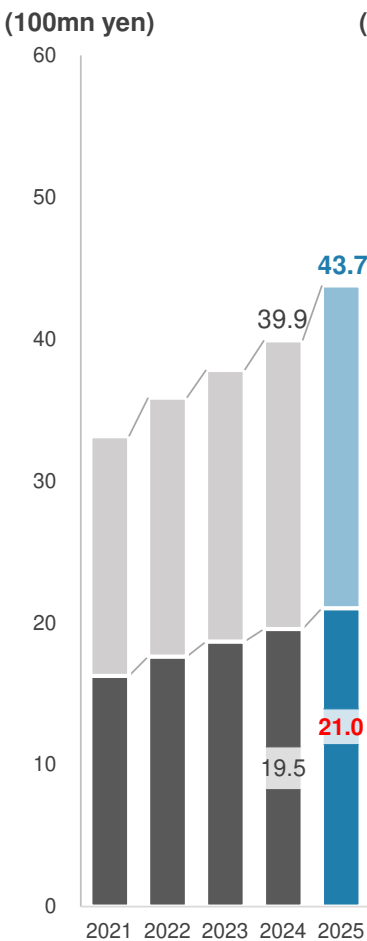
Services for the Overall Food Distribution Industry

YoY (0.0)

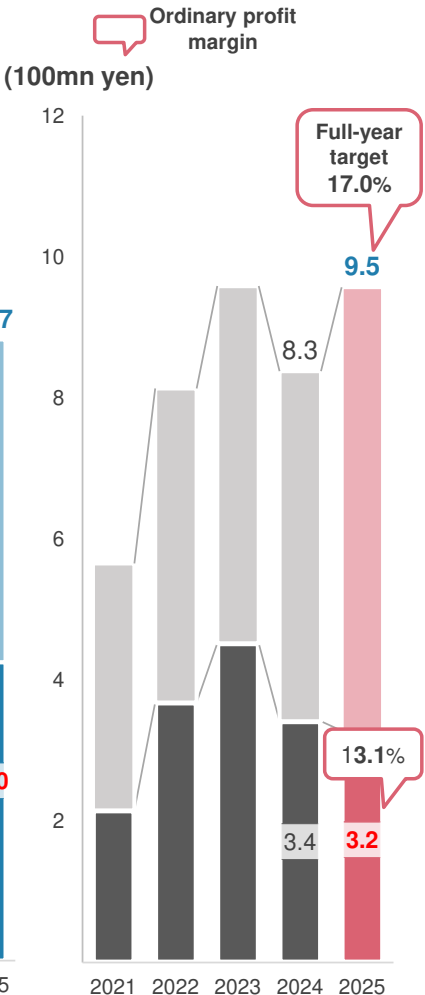
Net sales



Recurring revenue



Ordinary profit



1H FY12/25 Results

**Sales up on broader service delivery and selling price revisions; profit down slightly due to higher amortization and labor costs**

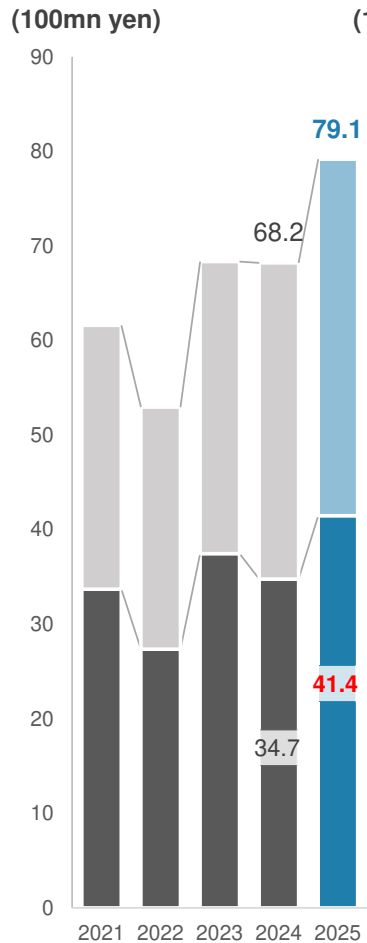
- ◆ Launch of @rmsV6  
March 2025: one upgrade from @rmsV3  
April 2025: one new customer
- ◆ Cloud EDI-Platform  
Major existing customer additionally using a competitor's service has now fully migrated to our Cloud EDI Platform
- ◆ Demand for the sendonetV2 fresh food EDI system is expanding, and our proven track record is generating growth in leads and order acquisition.

Full-Year FY12/25 Forecast

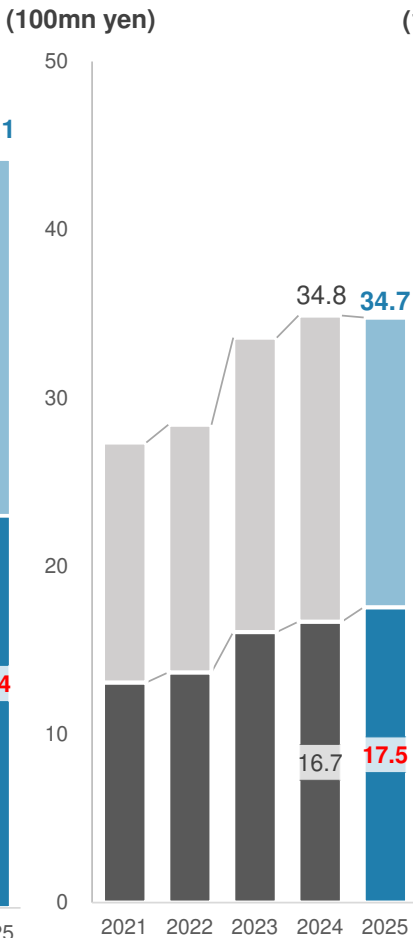
**Sales and profit growth supported by the rollout of @rmsV6**

- ◆ Focusing on implementation initiatives targeting operational launches for @rmsV6
- ◆ Fresh food EDI system sendonetV2: Focusing on both deployment operations for already-secured orders and new order acquisition
- ◆ C2Platform Negotiation Support service  
Broader adoption by major retailers and integration with the Japan Processed Foods Wholesalers Association's N-Sikle system are expected to serve as a foothold for accelerated uptake
- ◆ Software amortization associated with service development expected to increase approximately 160 million yen YoY

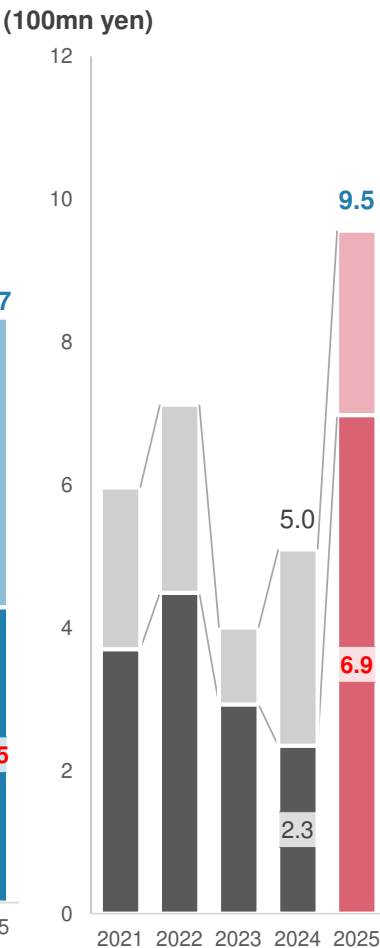
Net sales



Recurring revenue



Ordinary profit



1H FY12/25 Results

Local government DX supports growth in sales and profit

- ◆ Sales and profit increased, driven by projects related to the unification and standardization of local government ERP systems, document management systems, and disaster prevention radio systems
- ◆ ActiveCity document management system
  - April 2025 launch for Wakayama City and other municipalities
  - Secured major ActiveCity orders from Tokyo's Ota Ward and Chiba Prefecture's Funabashi City
- ◆ Minnano Madoguchi online public service portal for local governments
  - Launched for the City of Nara in March 2025

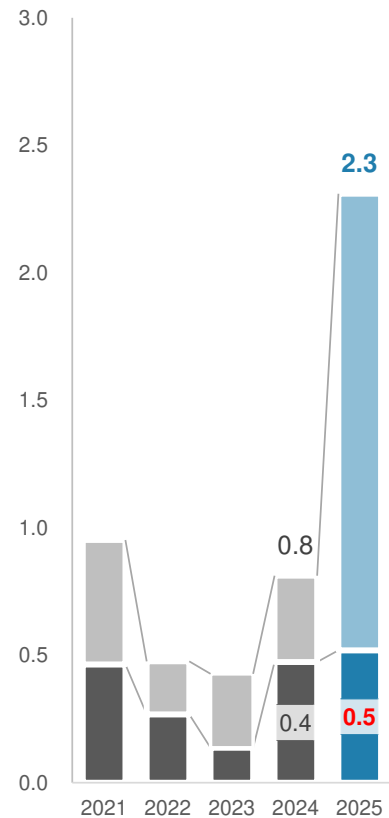
Full-Year FY12/25 Forecast

Sales and profit growth driven primarily by local government DX projects

- ◆ Focused on generating progress through already-secured projects and implementation-related operations
  - Unification and standardization of local government ERP systems
  - ActiveCity
  - Disaster prevention radio systems
  - Established and implemented a tax administration system for Wakayama Prefecture
- ◆ M&A-related goodwill amortization expenses (240 million yen/ year) will continue
  - Software amortization: Approx. 70 million yen/year (ending in 2025)
  - Goodwill amortization: Approx. 160 million yen/year (ending in 2027)

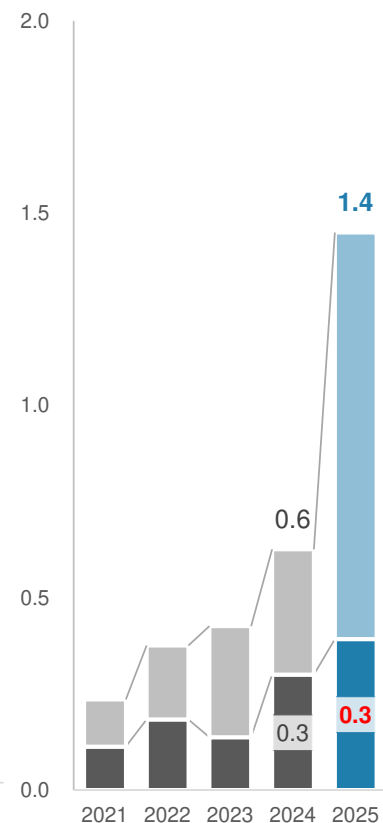
Net sales

(100mn yen)



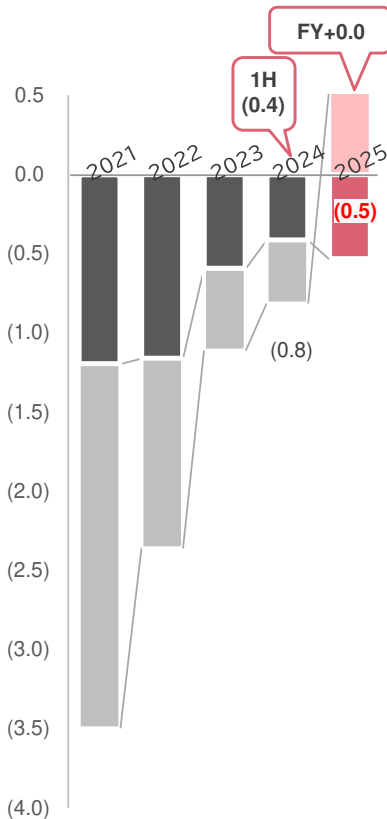
Recurring revenue

(100mn yen)



Ordinary profit

(100mn yen)



1H FY12/25 Results

Expanded delivery of CloudCerts services, Sales growth profit decline attributable primarily to impact from sales structure enhancement efforts

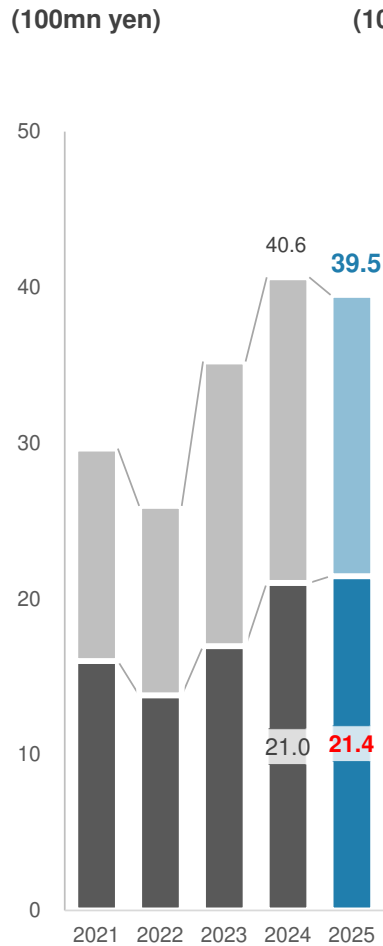
- ◆ Expanded delivery of CloudCerts services drove sales growth  
Began issuing digital pharmacist certificates from March 2024
- ◆ Cost growth from enhancement of sales organization  
Emphasizing sales capabilities by increasing staffing and utilizing external support services
- ◆ Exhibit during Japan DX Week (scheduled for April 2025)  
The number of prospective customers (leads) reached a record high

Full-Year FY12/25 Forecast

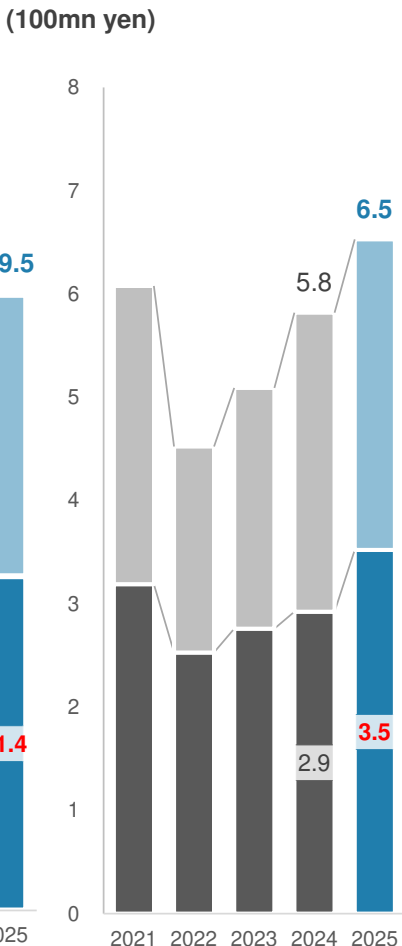
Acceleration of order acquisition for CloudCerts

- ◆ We will continue proactive sales efforts, steadily converting strong inquiry volumes into projects, while targeting large-scale deals
- ◆ Targeting expansion into the local government market by leveraging collaboration with the Government Cloud segment

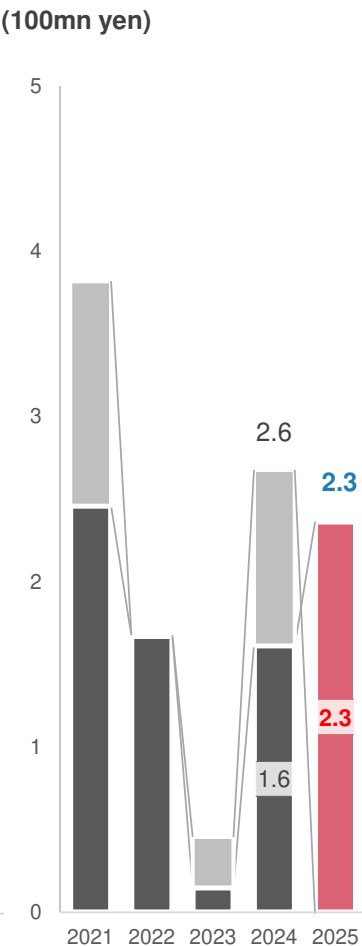
Net sales



Recurring revenue



Ordinary profit



1H FY12/25 Results

Sales and profit growth secured through incentive revenue expansion

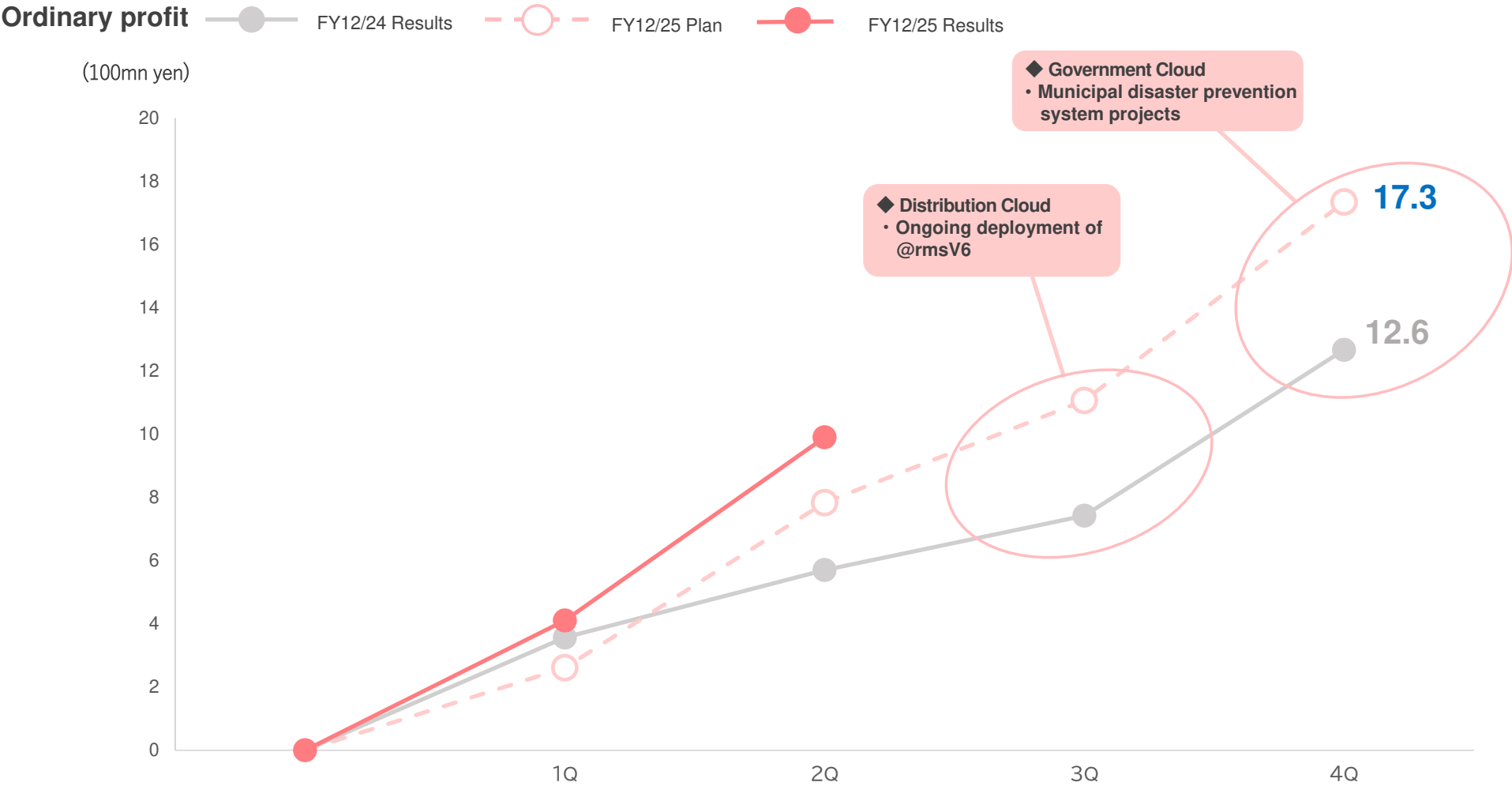
- ◆ Handset sales declined, but we strengthened our focus on meeting carrier KPIs, lifting incentive revenue and improving profitability.
- ◆ Profit has already exceeded 100% of our full-year projection.
- ◆ We launched trial-based online customer services for stores while enhancing their operational efficiency through a more flexible approach toward personnel staffing/allocation.

Full-Year FY12/25 Forecast

Maintain strong 1H momentum while aiming to outperform our projections

- ◆ Continue conducting door-to-door sales and other proactive marketing activities while holding events that effectively leverage physical business locations
- ◆ Enhance customer loyalty through maintaining and improving service quality.
- ◆ We anticipate increased device replacement demand leading up to the March 2026 termination of 3G network services.
- ◆ Through the implementation of online customer services and other initiatives, we will aim to streamline store operations.

■ Building on the momentum from Q1, results outpaced our 1H projections



## **3. Sustainability Initiatives**



# 4. Sustainability Initiatives

■ Promotion of initiatives in response to Japan’s Corporate Governance Code

<div>E</div>	<ul style="list-style-type: none"> <li>■ <u>Calculate CO2 emissions (Scope 1 through 3) and set/disclose reduction targets (Scope 1 and 2)</u></li> <li>■ Streamlined offices (closure of Shizuoka Office, Sendai Office, and Fukuoka Sales Office)</li> <li>■ Enabled <u>signing of minutes and commercial registration online with MynaTrust</u></li> <li>■ Gradually replace <u>gasoline vehicles with PHVs</u> in our fleet</li> </ul>
<div>S</div>	<ul style="list-style-type: none"> <li>■ <u>Raise salaries</u> (<u>maximum 9.0% increase</u>, company-wide <u>average of 3.9% increase</u> April 2025)</li> <li>■ <u>Increase the contribution ratio for the defined contribution (DC) pension plan premiums and introduce an elective DC pension plan (September)</u></li> <li>■ <u>Implement initiatives to promote the advancement of women in the workplace</u>                      (ratio of senior staff: <u>27.5%</u>; ratio of managers: <u>7.8%</u>) *As of December 31, 2024.                      *By end-FY12/25: 25% target ratio of female senior staff; By end-FY12/30: 10% target ratio of female managers                 </li> <li>■ Improve operational efficiency by <u>revamping internal ERP systems</u> (for accounting, sales, purchasing, workflow, etc.)</li> <li>■ Provided training for managerial candidates (management strategy school,team-building)</li> <li>■ <u>Create an employee-friendly workplace</u> (renovate office space)</li> </ul> <div data-bbox="1518 642 1845 778">                     Achieved our female senior staff ratio ahead of schedule                 </div>
<div>G</div>	<ul style="list-style-type: none"> <li>■ <u>Enhance and improve both English disclosure materials and English IR website</u>; establish a <u>YouTube</u> channel</li> <li>■ Strengthen outreach to individual investors (<u>hold more information sessions for individual investors</u>, leverage <u>SNS</u>, etc.)</li> <li>■ <u>Adopt the exercise of voting rights via the Internet</u></li> <li>■ Ensure at least one-third of directors are independent outside directors</li> </ul>

## **4. Management Mindful of Cost of Equity and Stock Prices**

## 4. Management Mindful of Cost of Equity and Stock Prices Initiatives and Policies

- We aim to enhance corporate value by elevating our earnings efficiency and fostering expectations for future growth.
- Details of our systemic corporate value enhancement initiatives will be published in our new mid-term management plan, which is currently under development and slated for release in February 2026.

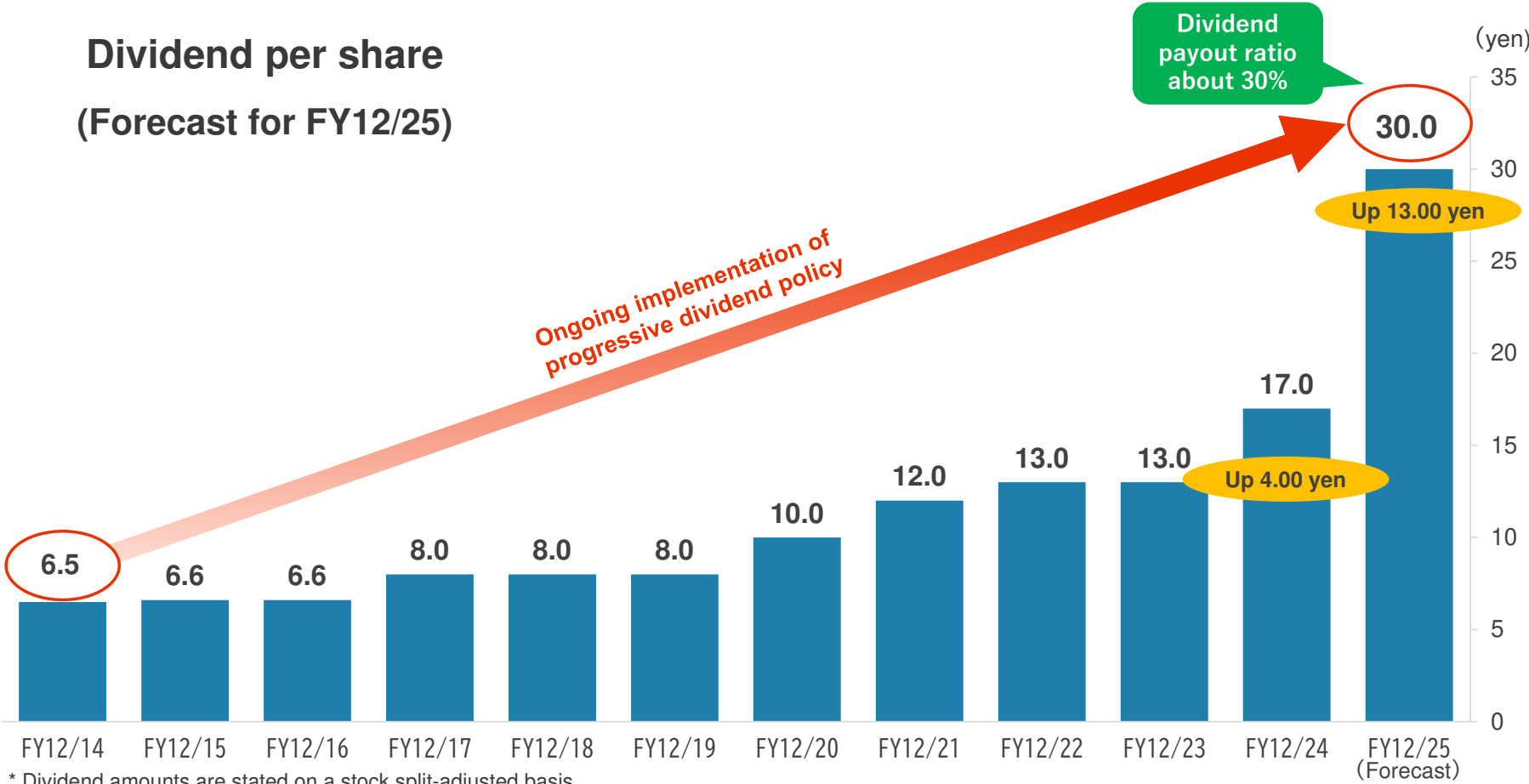
### Initiatives

### Current initiatives under implementation

Strategy	Initiatives	Current initiatives under implementation
	Growth strategy	<ul style="list-style-type: none"> <li>◆ Execution of mid-term management plan                             <ul style="list-style-type: none"> <li>• Achieve current medium-term management plan targets (planned)</li> <li>• Formulating a new medium-term management plan</li> </ul> </li> <li>◆ Improve productivity through operational streamlining                             <ul style="list-style-type: none"> <li>• Upgrade internal ERP systems</li> </ul> </li> <li>◆ Enhancing human capital investment                             <ul style="list-style-type: none"> <li>• Improve employee working conditions and benefits (raise salaries, Introduce an elective defined contribution (DC) pension plan, consider location-based allowances)</li> <li>• Strengthen recruitment (revise interview methods, redesign recruitment website)</li> <li>• Strengthen human resource development (expand support for acquisition of professional certifications)</li> </ul> </li> <li>◆ Consider performance-linked compensation for directors</li> </ul>
	Financial strategy	<ul style="list-style-type: none"> <li>◆ Review shareholder returns                             <ul style="list-style-type: none"> <li>• FY12/24 dividends per share: 17.0 yen (up 4.0 yen)</li> <li>• Projected FY12/25 dividends per share: 30.0 yen (up 13.0 yen)</li> </ul> </li> </ul>
IR strategy	<ul style="list-style-type: none"> <li>◆ Enhance information disclosure and dialogue opportunities                             <ul style="list-style-type: none"> <li>• Develop and disclose corporate value improvement scenarios, including value creation stories</li> <li>• Investment and utilization of non-financial capital (human and intellectual) and disclosure of related information</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>◆ Step up contact with individual investors to increase trading volume                             <ul style="list-style-type: none"> <li>• Prepare documents for individual investors</li> <li>• Hold more detailed and thorough briefing sessions for individual investors</li> <li>• Begin disclosing information through the IR note Magazine, X platform</li> </ul> </li> </ul>

## 5. Shareholder Returns

- We will raise our dividend payout ratio and dividend per share in line with improved earnings and profitability (improved cash flow) by making progress toward our medium-term targets, while securing the internal reserves necessary to make bold and timely investments for business growth.



\* Dividend amounts are stated on a stock split-adjusted basis.

## **6. About CYBERLINKS**



Naoki Higashi, President

Incorporated

1964

Headquarter

Wakayama City

Market listing

The Standard Market of the Tokyo Stock Exchange

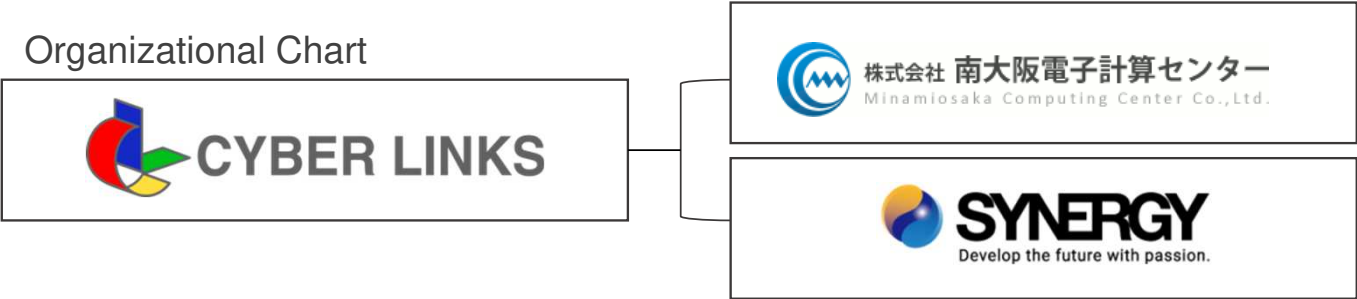
Employees (consolidated)

874 employees

Subsidiaries

2

Organizational Chart



Exterior of headquarters



Interior of headquarters

【Management Philosophy】

# **To be noble, strong, and devoted**

## **Business is a noble social activity**

Professional duties and business operations are not merely means of earning a livelihood; they are also forms of social engagement.

Business operations are honorable social activities through which essential services are provided for a fee. As such, they fulfill an important role, supporting society alongside government administration and volunteer efforts.

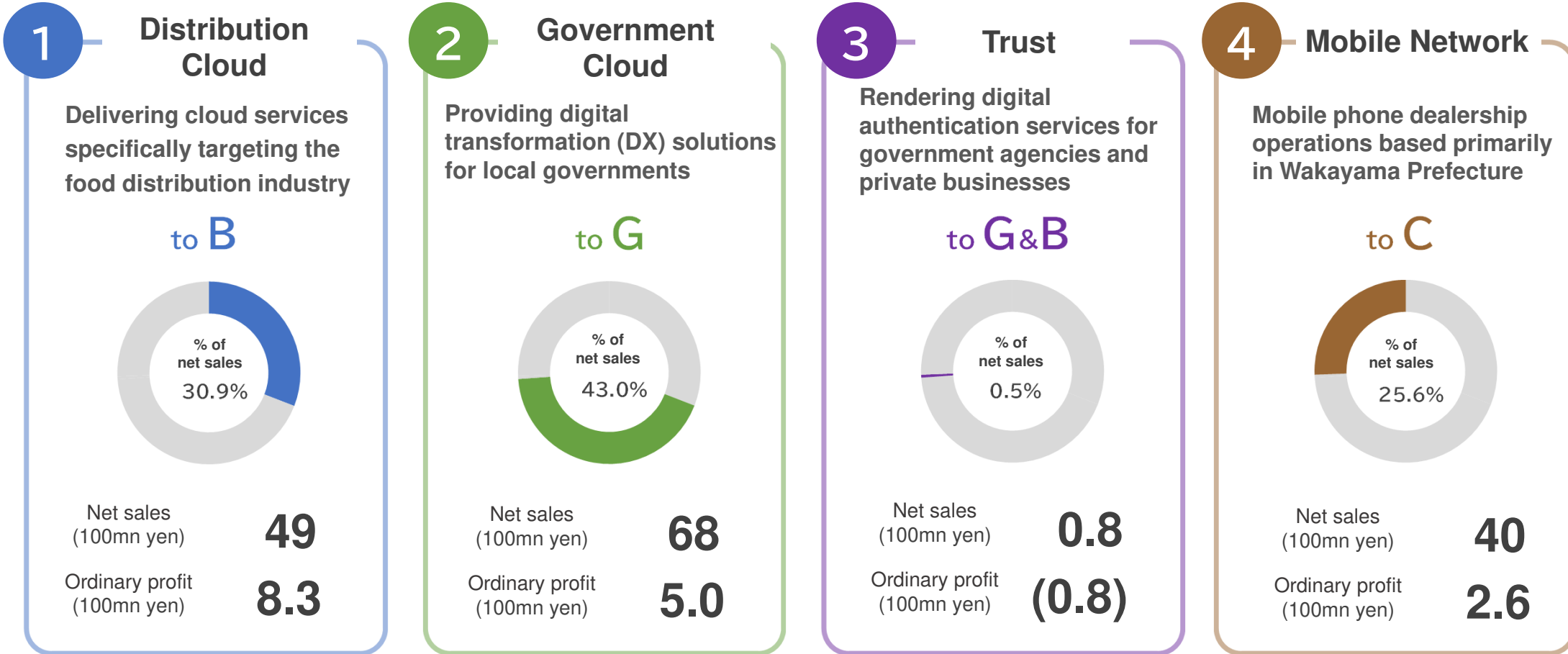
Companies prioritizing selfish motives fall away, while only those providing outstanding services continue to grow.

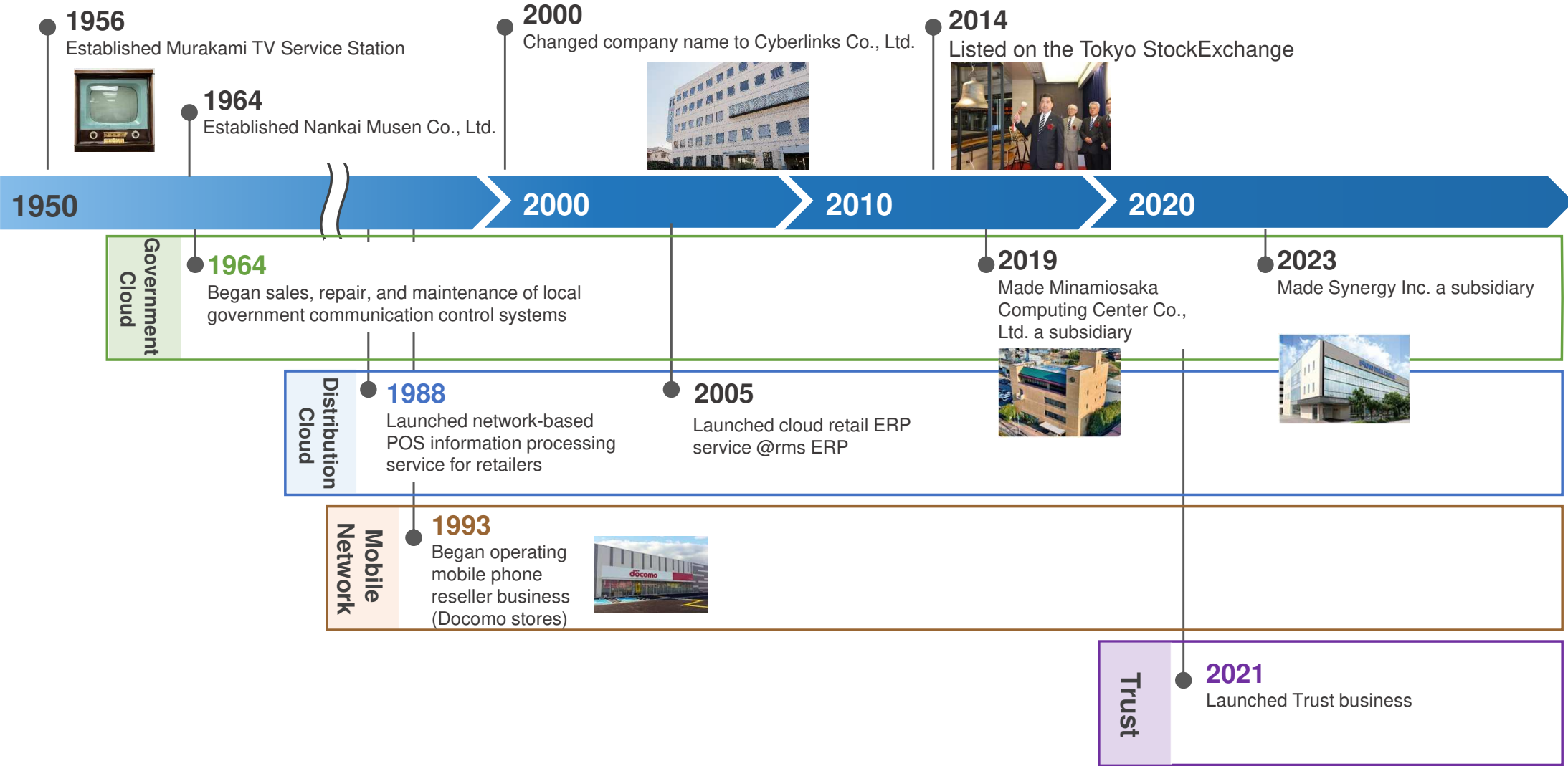
Through pride in our work and commitment to society, we find true happiness as individuals.



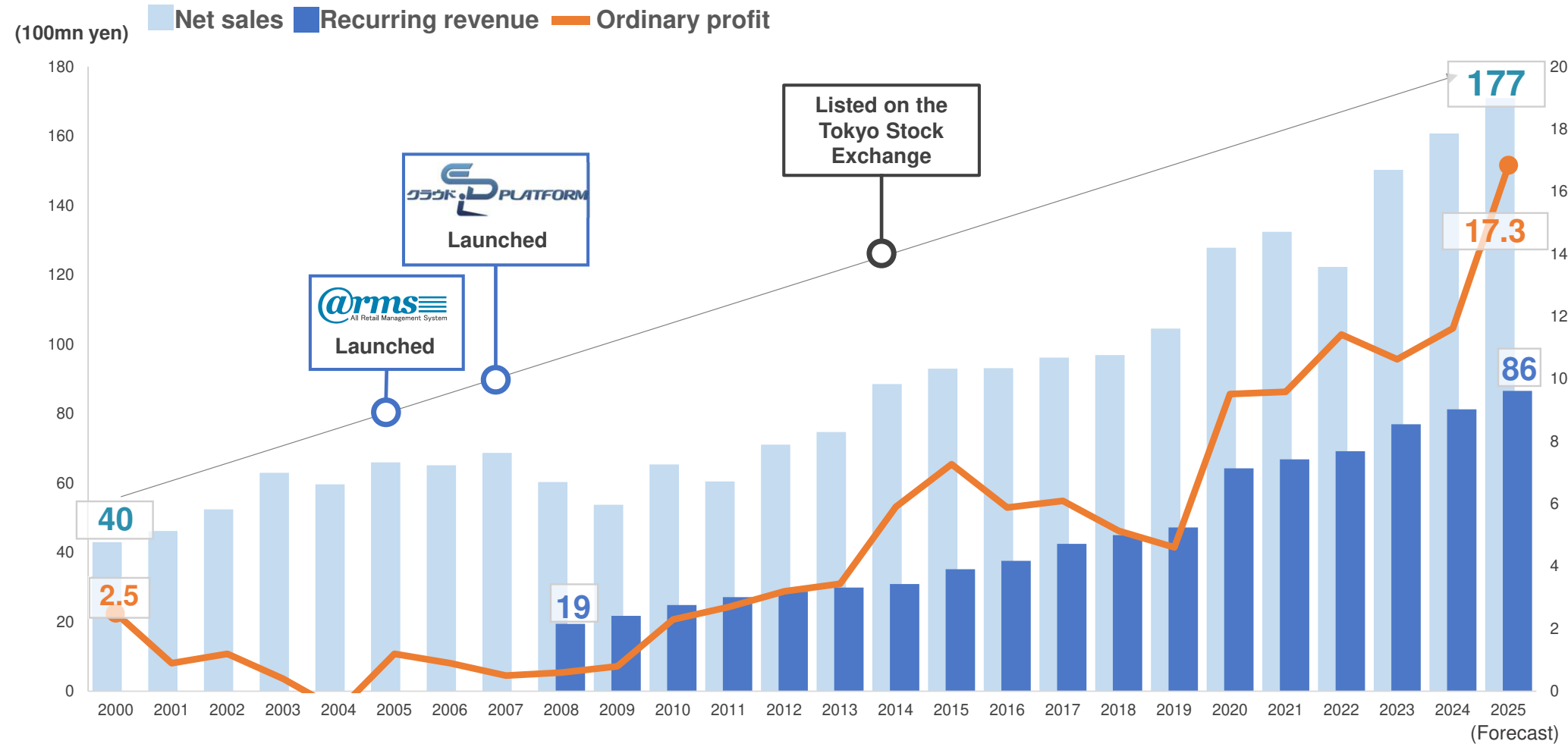
## 6. About CYBERLINKS Overview of Business Operations

- Cyberlinks operates across four segments: the Distribution Cloud business, the Government Cloud business, the Trust business, and the Mobile Network business.
- The Distribution Cloud business is our growth driver.





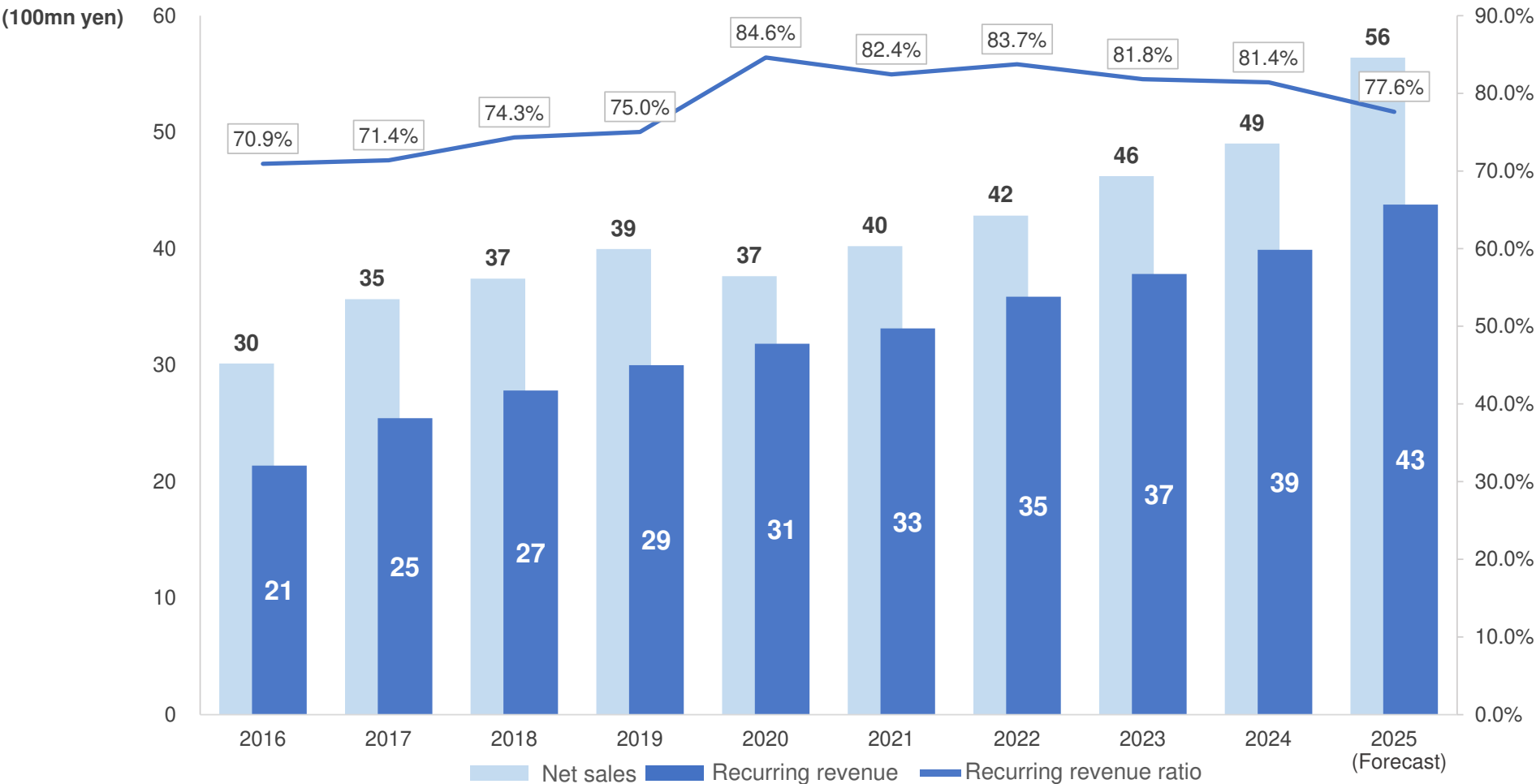
- We prioritize recurring revenue, which comes in continuously, rather than relying on one-off sales.
- By fostering long-term relationships with customers, we work to pursue stable and sustainable earnings growth.



## **6. About CYBERLINKS**

### **① Distribution Cloud**

- We have established a business model that achieves high stability by prioritizing recurring revenue from monthly usage fees.



Cloud services specifically targeting  
the food distribution industry

Share of food retailers  
utilizing our services

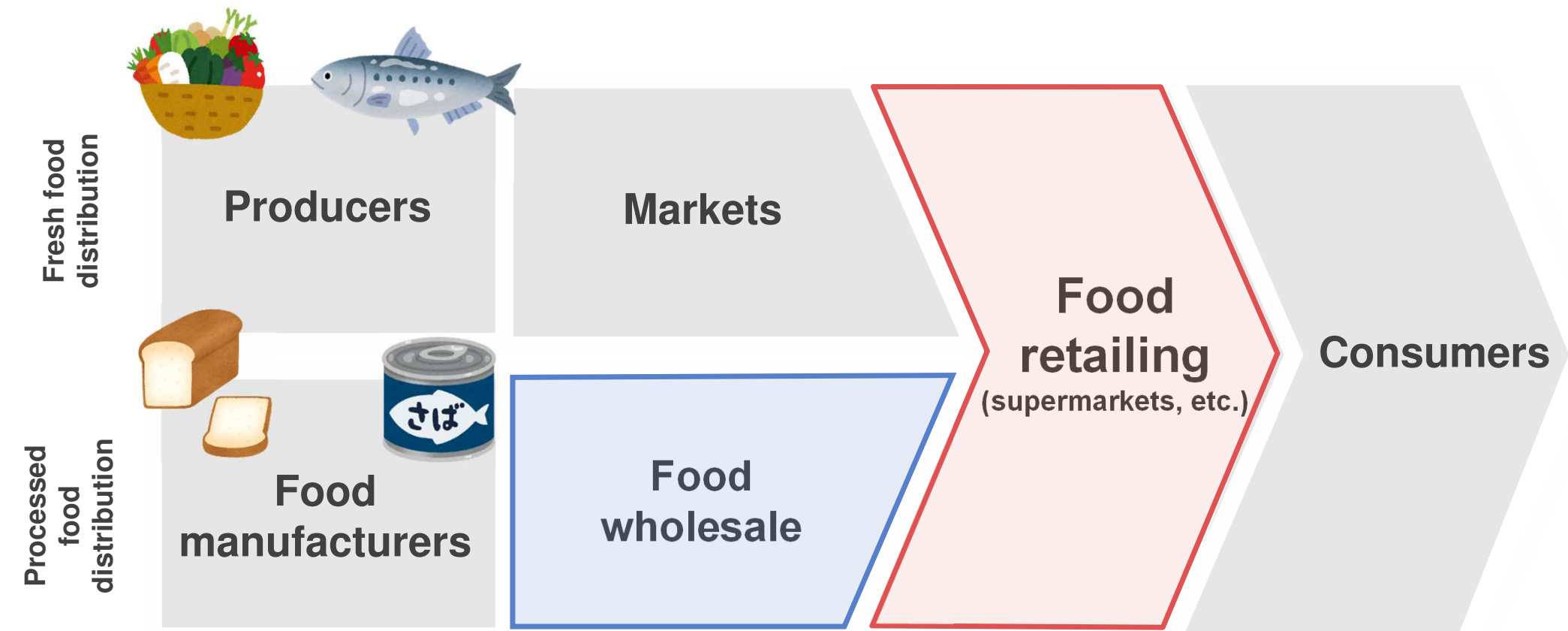
Share of top-ten processed food  
wholesalers utilizing our solutions

Cyberlinks is the **only** provider




**30%**

**8/10** companies

- Cyberlinks provides services in two key sectors within the broader food distribution value chain; namely, food retail and food wholesale.
- By concentrating on these two sectors, we have developed a thorough understanding of corresponding business practices and challenges, enabling user-centric service development and deployment.



- The term “Shared Cloud” refers to cloud services designed for joint use across multiple companies.
- For users, these cloud services address engineer shortages and provide continuous access to the latest systems while eliminating the need for major initial investment.

	Cyberlinks's Shared Cloud	On-premise system usage	Private cloud system usage
			
Hardware	<b>Shared use of both hardware and software</b>	Private servers for <b>individual companies</b>	Private cloud systems for <b>individual companies</b>
Software		Private systems (or packaged software) for <b>individual companies</b>	
Initial investment	◎ Low prices achieved through a service-based model	✗ Costly hardware Costly software	△ Affordable hardware Costly software
System renewal	◎ Cyberlinks ensures regular hardware and software updates	✗ Requires hardware updates every few years Costly software updates	△ No hardware updates required, but software updates are costly
Operation & Maintenance	◎ <b>Handled entirely by Cyberlinks</b>	✗ Hardware and software maintenance personnel needed	△ Hardware maintenance can be outsourced, but software maintenance personnel needed
Helpdesk	◎ <b>Handled entirely by Cyberlinks</b>	✗ Requires in-house support	✗ Requires in-house support

Specifically targeting the food distribution industry × Shared Cloud = Unique value (high quality, low cost)



### Select Food Retailers



### Select Food Wholesalers and Manufacturers



すこやかな毎日、  
ゆたかな人生



■ All services delivered by Cyberlinks in support of critical grocery supermarket operations are the most widely adopted of their kind.

★★★★★

Cloud retail ERP system installations

★★★★★

No.1

PRODUCT

★★★★★

ERP system



Ordering, purchasing, inventory, sales management, etc.

★★★★★

Internet EDI for Retailers

★★★★★

No.1

PRODUCT

★★★★★

Internet EDI for Retailers



EDI for placement and receipt of orders, etc.

★★★★★

Fresh Food Ordering System

★★★★★

No.1

PRODUCT

★★★★★

Fresh Food Ordering System



Specialized order placement and receipt system for fresh food products

★★★★★

Shelf allocation system

★★★★★

No.1

PRODUCT

★★★★★

Shelf allocation system



Comprehensive shelf management: Planning, execution, and performance analysis

Note: Number of food retailers utilizing OEM and other services from Cyberlinks as of 2022 (source: internal research)

- Churn for @rms ERP is 0.3%, dramatically lower than the industry average for SaaS.
- Strong customer loyalty and retention due to high levels of satisfaction regarding cost, features, and ease of use.

### Monthly churn

Just under **3%** for general SaaS

Source: Recurly Research

VS

### Monthly churn

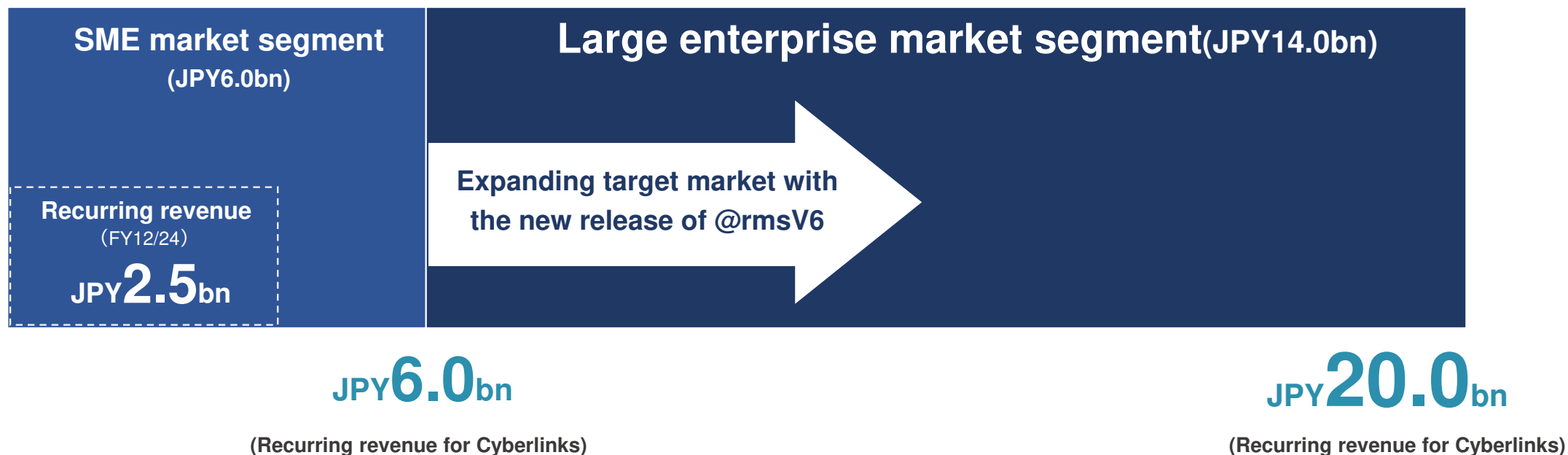
Just under **0.3%** for @rms ERP

Note: Calculated based on the number of cancelling companies and indicates average monthly churn for 2021–2023 (three years)

- To fulfill the needs of large grocery supermarkets seeking advanced and cost-effective ERP systems, Cyberlinks has launched the new @rmsV6.

## @rmsV6 Serves large customers

Significant expansion in market scale  
(expressed as recurring revenue; from JPY6.0bn to JPY20.0bn)



# 6. About CYBERLINKS ①Distribution Cloud Cloud EDI Platform Overview

- Retailers (grocery supermarkets, etc.) employ a wide range of methods when placing orders with processed food wholesalers.
- By consolidating communication methods and character encoding formats under a unified standard, we can significantly reduce operational burdens and costs for client companies (processed food wholesalers).

## Cloud Service for Wholesalers



GTV\*1

As of the end of 1H FY12/25

JPY12.1tn

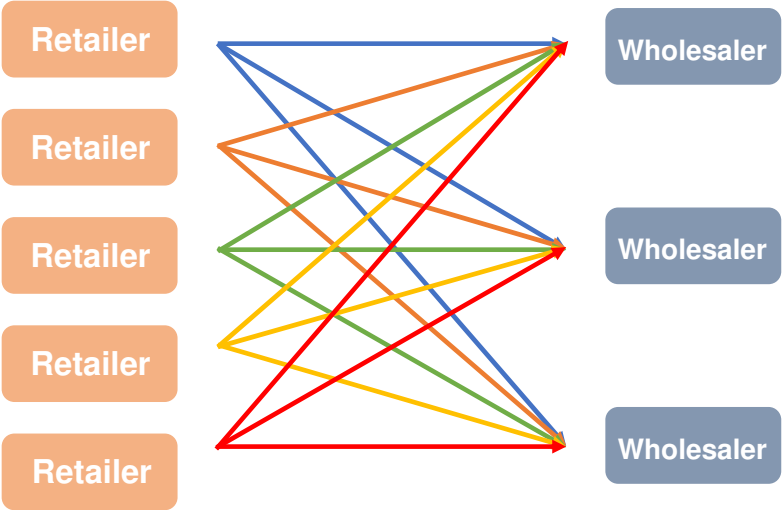
out of JPY36tn (overall market)\*2

\*1 The value of orders received and placed by customers using the Cloud EDI-Platform  
\*2 Overall market GTV figure is an internal estimate

Installed in **8 of the top 10**  
processed food wholesalers  
companies by sales

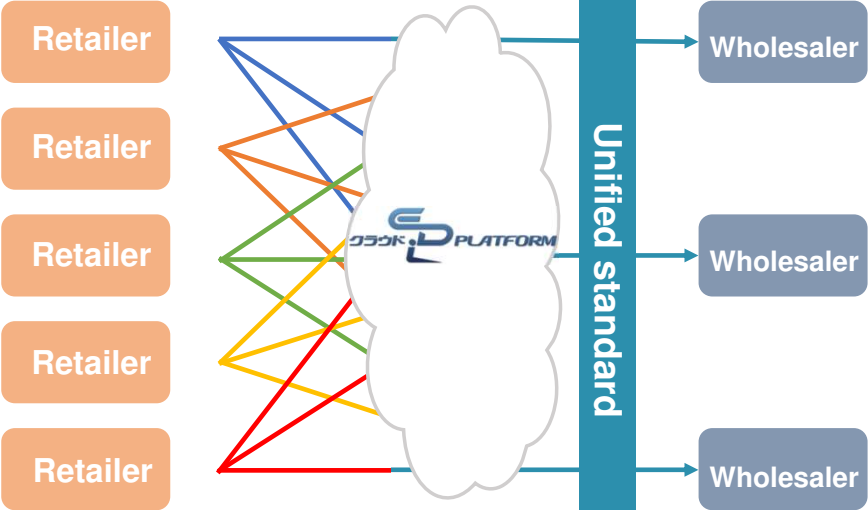
Also installed at  
**major manufacturers**

## Diverse communication formats create confusion among wholesalers

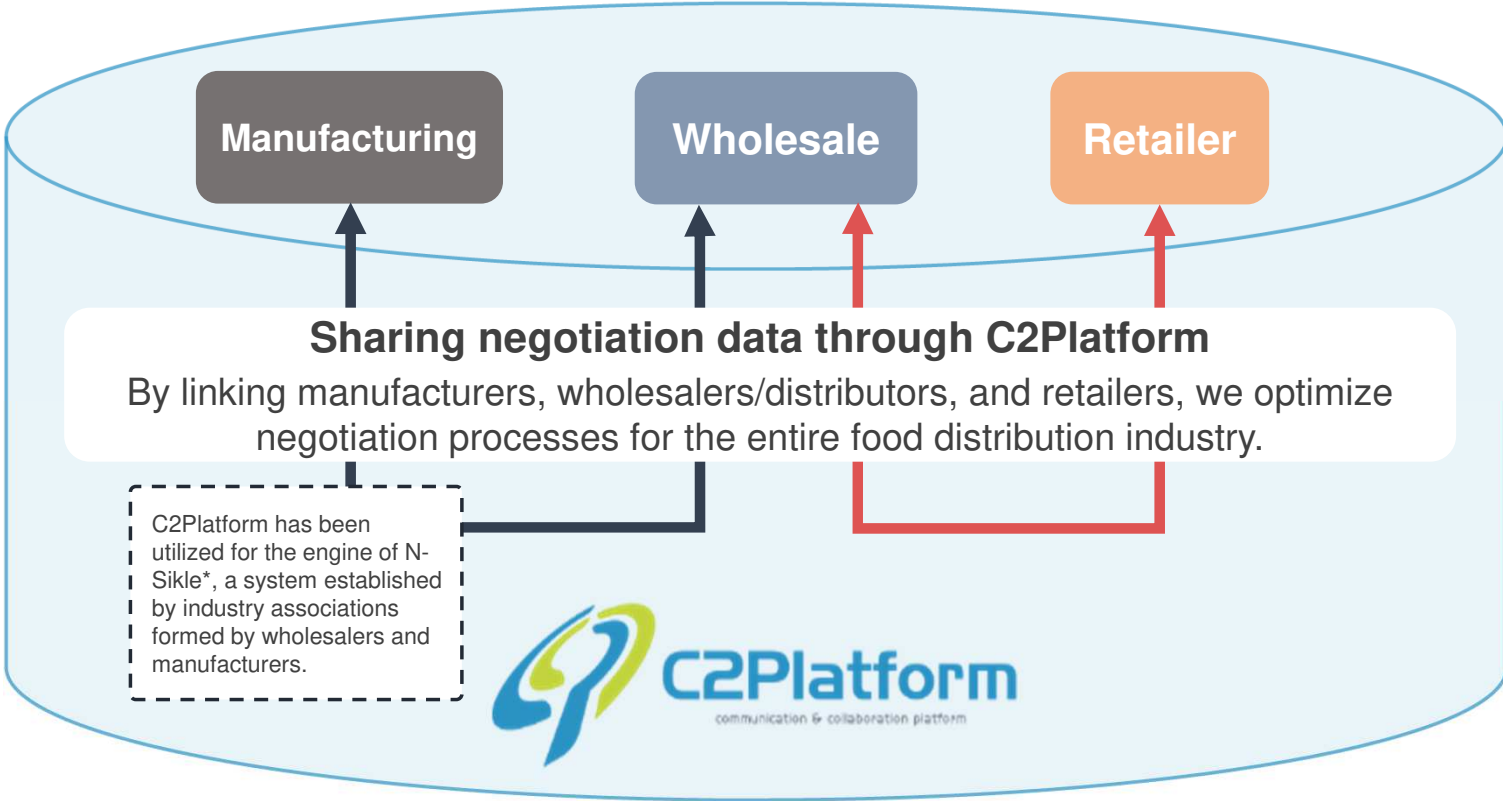


Consolidate network types and communication methods

## Our Cloud EDI Platform automatically standardizes formatting for all incoming communications



- The extremely large volume of negotiations among retailers, wholesalers, and manufacturers, which are conducted using a wide variety of formats, including emails and phone calls, creates a substantial operational burden.
- Aiming to significantly enhance efficiency across the entire food-distribution supply chain, we plan to establish a platform for digitizing and standardizing quotation and negotiation procedures.



- A business negotiation support service established by the Japan processed Foods Wholesalers Association with the aim of standardizing business negotiation procedures between manufacturers and wholesalers

## 6. About CYBERLINKS ①Distribution Cloud KPI

- The @rms store count expanded due to operational launches for @rmsV6, but store count fell overall due to cancellations arising from customer M&A activities.
- The ID count for C2Platform trails our target, but usage is expanding among major companies, and the platform is now entering its initial growth phase.

(store)

Food Retail (@rms)	FY12/20 Results	1Q FY12/25 Results	1H FY12/25 Results	FY12/25 mid-term management plan
KPI: # of stores (Overall Market:21,000 stores)	1,205	1,271	1,232 (39)	1,765

\*Number of stores using @rms ERP

(JPY trillion)

Processed Food Wholesale (EDI-Platform)	FY12/20 Results	1Q FY12/25 Results	1H FY12/25 Results	FY12/25 mid-term management plan
KPI: GTV (Overall Market:JPY 36 trillion)	8.7	12.1	12.1 (+0.0)	12.3

\*Gross Transaction Value: The value of orders received and placed bycustomers using our services.

(ID)

Retailer/Wholesale /Manufacturing (C2Platform )	FY12/20 Results	1Q FY12/25 Results	1H FY12/25 Results	FY12/25 mid-term management plan
KPI: # of IDs (Overall Market:220,000 ID)	0	454	512 (+58)	5,000

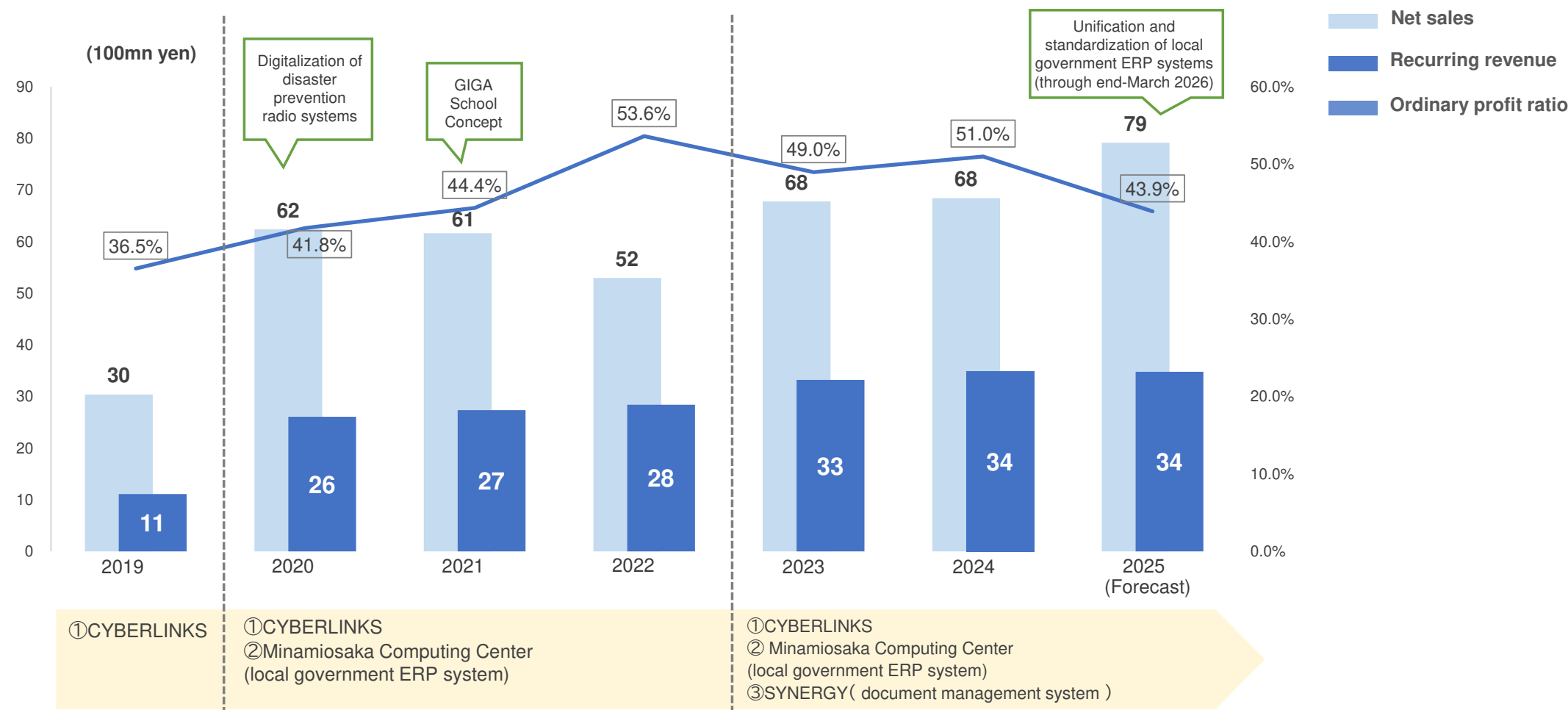
## **6. About CYBERLINKS**

### **② Government Cloud**



## 6. About CYBERLINKS ②Government Cloud

- Recurring revenue is increasing steadily, thanks in part to M&A.
- Due to the characteristics of this business, non-recurring revenue is highly volatile from year to year, fluctuating significantly according to national policy priorities and budget allocations.



- We have established a strong business foundation in Wakayama Prefecture and surrounding areas.
- Leveraging the momentum of municipal digital transformation (DX), which accelerated during the COVID-19 pandemic, we are pursuing a nationwide rollout of DX support services for local governments.

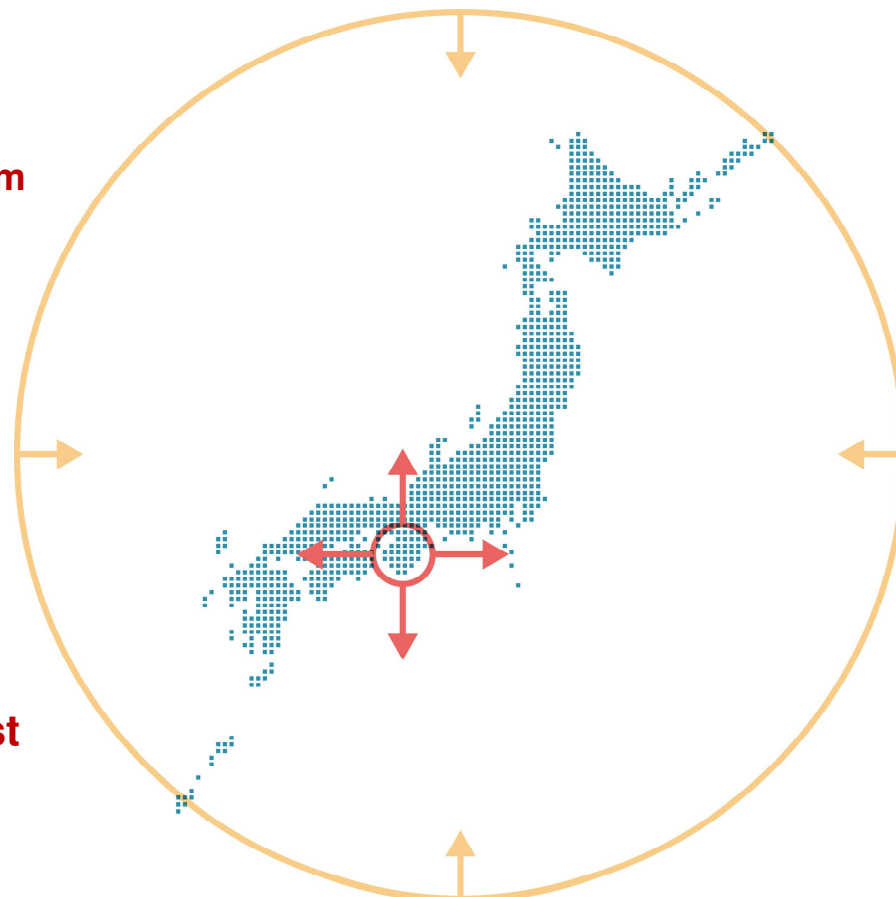
# Achieving Growth Through Both **Local Engagement** and **National Expansion**

## Local engagement

- disaster prevention system
- ERP systems
- Internal local government networks, etc.



**High market share built on proven performance and trust**



## National expansion

- ActiveCity document management system
- Minnano Madoguchi online public service portal
- MynaSign electronic authentication service



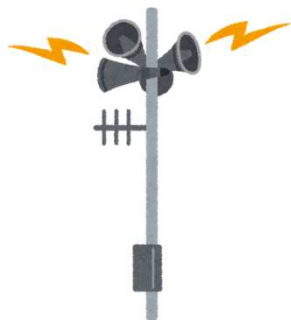
**Accelerating growth through municipal DX**

- Through disaster-prevention systems, we support community development that enables residents to live safely and comfortably.
- Through information-system solutions (resident record management network security assurance, etc.), we facilitate municipal digital transformation.

### Disaster prevention systems

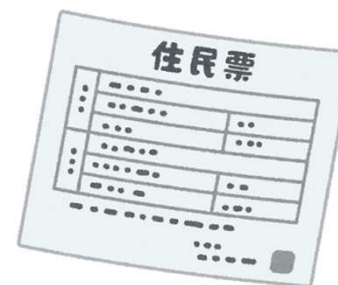


Monitoring systems for  
dams, rivers, etc.

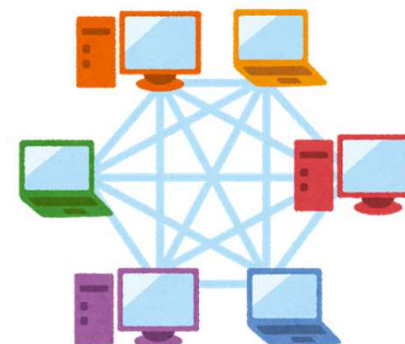


Installation and maintenance  
of municipal disaster  
prevention radio systems

### Information systems



Resident information  
management systems  
providing a foundation for  
resident services

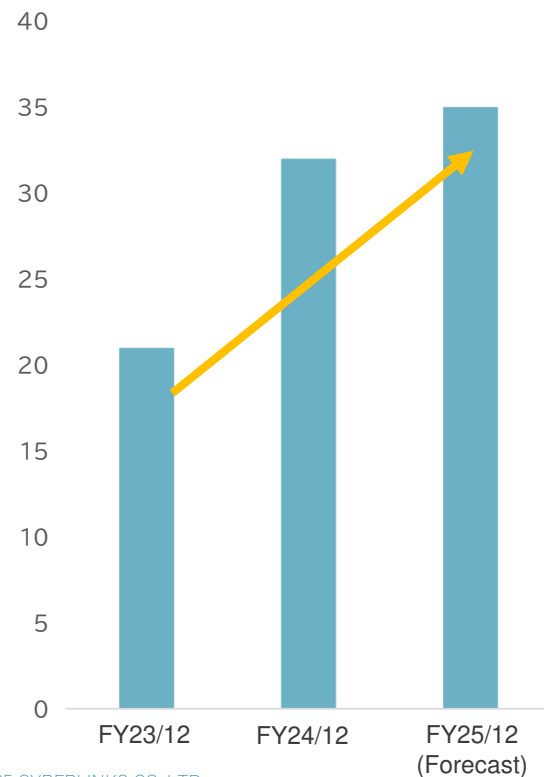


Ensuring network security  
for local governments

- ActiveCity is a cloud service combining the functions necessary for public records management and electronic approval/authorization.
- Implemented for local governments and independent administrative agencies nationwide, and also secured large-scale projects.

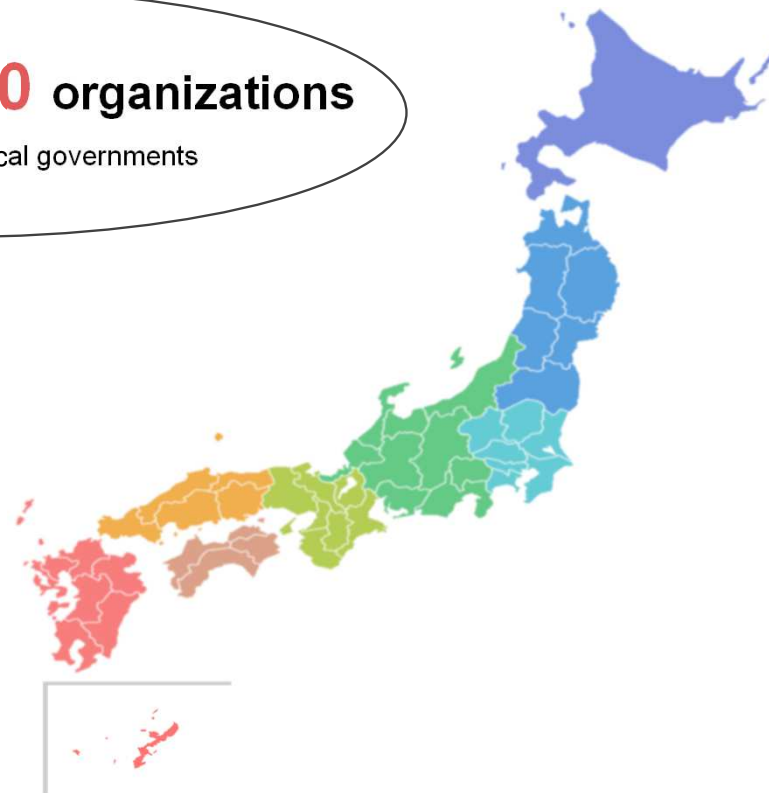


Number of Organizations Placing Orders



Adopted by over **120** organizations

\*Approximately 1,700 local governments



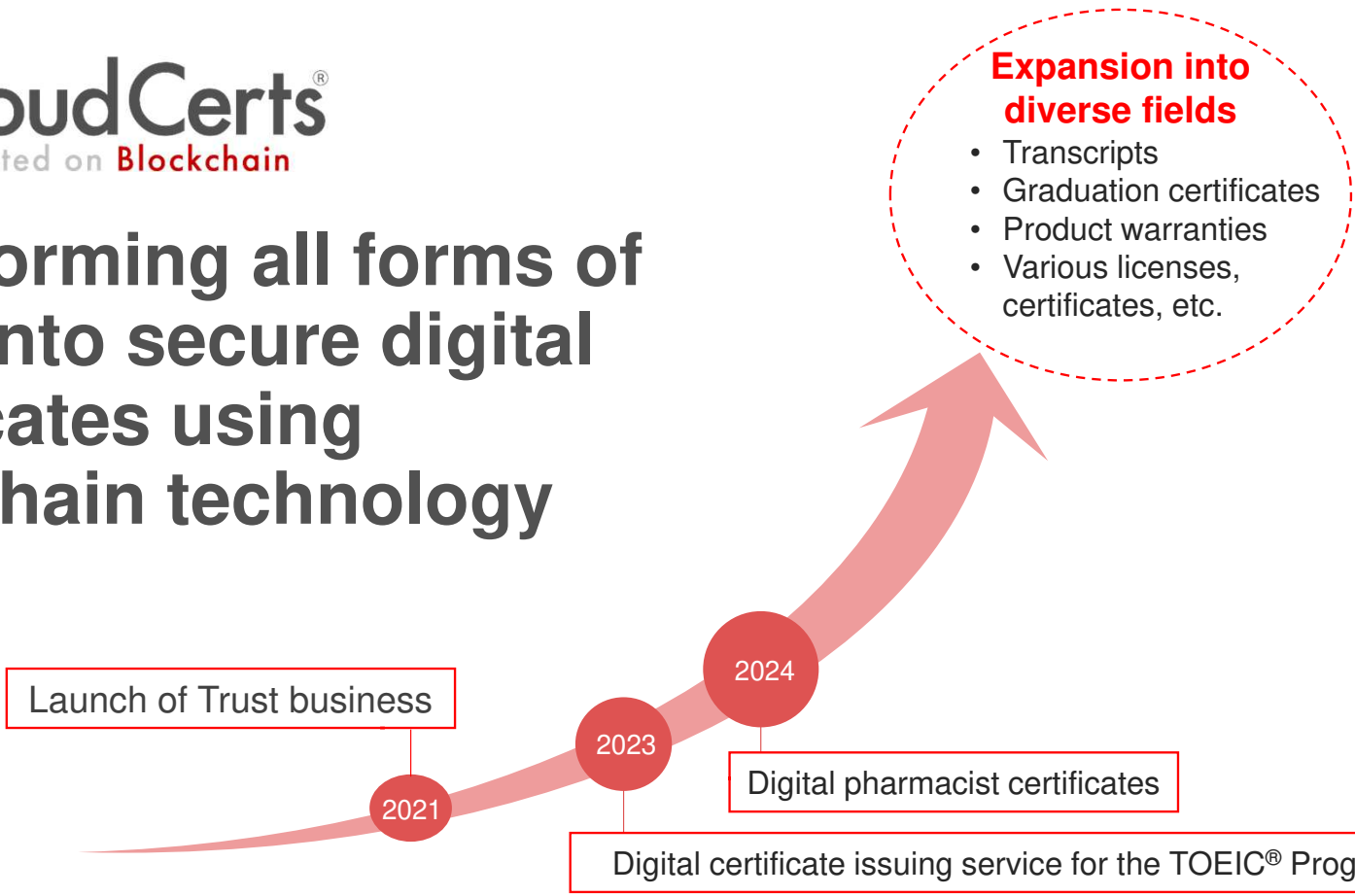
## 6. About CYBERLINKS

### ③Trust

- The CloudCerts digital certification service continues to generate impact as it is adopted by a growing number of customers.
- Anticipating a wide range of usage scenarios, we are aiming to accelerate the adoption of our services.



# Transforming all forms of proof into secure digital certificates using blockchain technology



## **6. About CYBERLINKS**

### **④ Mobile Network**



- As the largest operator of Docomo Shops in Wakayama Prefecture, Cyberlinks manages 10 Docomo Shops within the area.



**Nankai Wakayama City  
Station Store**



**JR Wakayama Station Store**



**Katsuragi Store**



**Iwade Store  
(Largest store in Wakayama Prefecture)**



**Central City Wakayama Store**



**Nobutoki Store**



**Tanabe Store**



**Shingu Store**



**Hashimoto Store**



**Hashimoto Ayanodai Store**





# Supplementary Materials

(millions of yen)

	1H FY12/24 (Actual)	1H FY12/25 (Actual)	YoY Change (%)	1H FY12/25 (Plan)	Achievement Rate (%)
Net sales	7,936	8,849	11.5%	8,866	99.8%
Distribution Cloud	2,308	2,503	8.5%	2,594	96.5%
Government Cloud	3,478	4,148	19.3%	4,203	98.7%
Trust	47	51	9.6%	64	81.1%
Mobile Network	2,102	2,145	2.1%	2,005	107.0%
Recurring revenue	3,948	4,250	7.6%	4,200	101.2%
Distribution Cloud	1,956	2,102	7.5%	2,128	98.8%
Government Cloud	1,670	1,755	5.1%	1,708	102.8%
Trust	30	39	30.7%	44	89.2%
Mobile Network	292	352	20.5%	320	110.1%
Operating profit	567	990	74.6%	783	126.5%
Ordinary profit	570	990	73.6%	783	126.4%
Distribution Cloud	341	328	(4.0%)	394	83.4%
Government Cloud	235	697	196.8%	549	127.1%
Trust	(41)	(53)	—	(40)	—
Mobile Network	161	236	46.4%	119	198.7%
Adjustments	(126)	(219)	—	(239)	—
Profit attributable to owners of parent	333	673	101.9%	529	127.4%
EPS	JPY29.92	JPY60.34	—	JPY47.34	—

(millions of yen)

		End-Dec. 2024		End-June. 2025			Factors behind changes
		Amount	Composition	Amount	Composition	Change	
Assets	Current Assets	6,665	49.2%	6,482	47.2%	(182)	Decrease in cash and cash deposits
	Non-current Assets	6,886	50.8%	7,239	52.8%	352	Increase in software
	Total Assets	13,551	100.0%	13,722	100.0%	170	
Liabilities & Net Assets	Current Liabilities	3,504	25.9%	3,502	25.5%	(2)	Decrease in accounts payable-trade
	Non-current Liabilities	1,907	14.1%	1,718	12.5%	(189)	Long-term borrowings decreased due to repayment
	Total Liabilities	5,411	39.9%	5,220	38.0%	(191)	
	Total Net Assets	8,139	60.1%	8,501	62.0%	361	Increase in retained earnings due to accumulation of profit
	Total Liabilities & Net Assets	13,551	100.0%	13,722	100.0%	170	

(millions of yen)

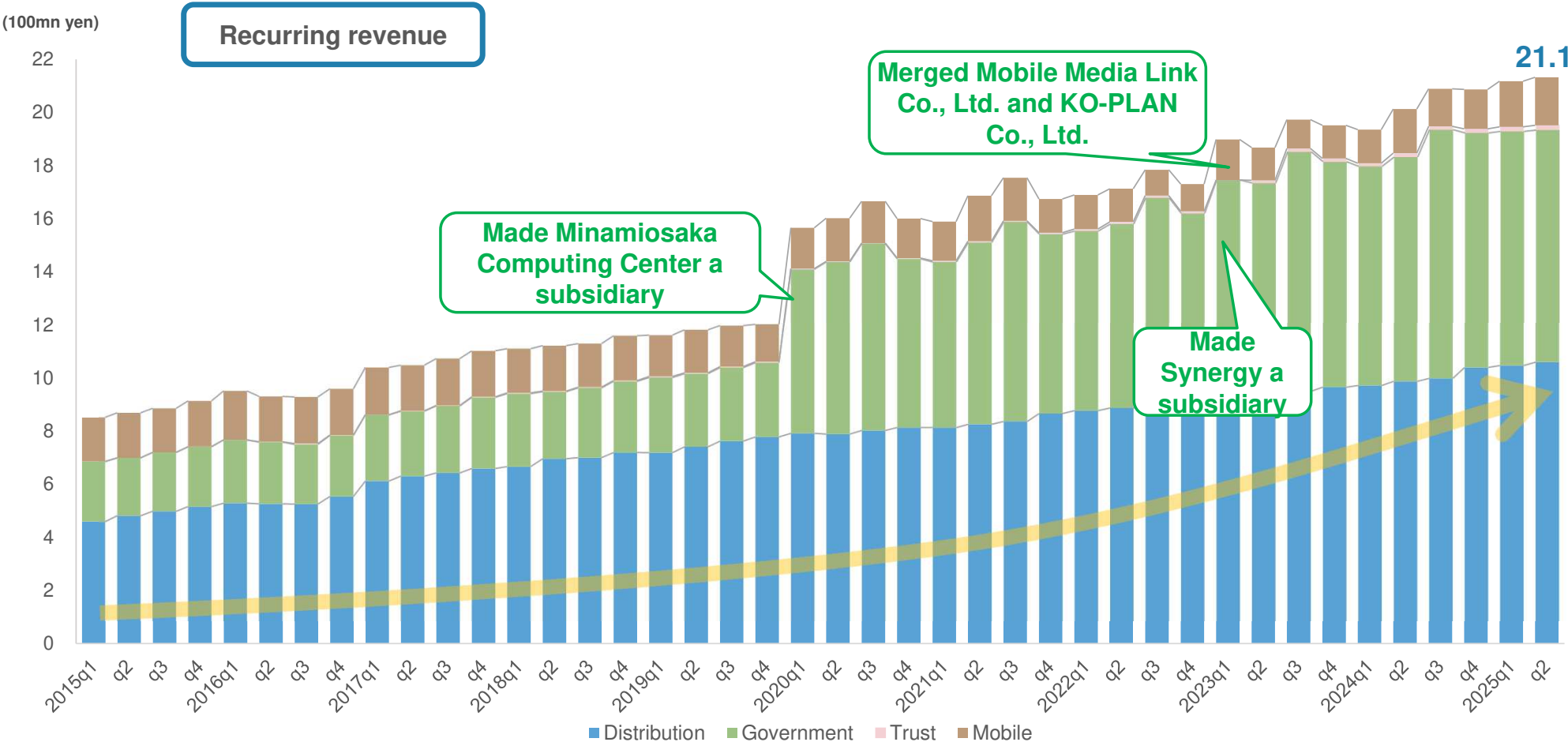
	1H FY12/24 (Actual)	1H FY12/25 (Actual)	Description
Cash flows from operating activities	906	448	Profit before income taxes, depreciation
Cash flows from investing activities	(700)	(724)	Purchases of intangible assets and purchase of property, plant and equipment
Cash flows from financing activities	(672)	(368)	Repayments of long-term borrowings Dividends paid
Net increase (decrease) in cash and cash equivalents	(465)	(647)	
Cash and cash equivalents at beginning of period	1,934	1,526	
Cash and cash equivalents at end of period	1,469	879	

(millions of yen)

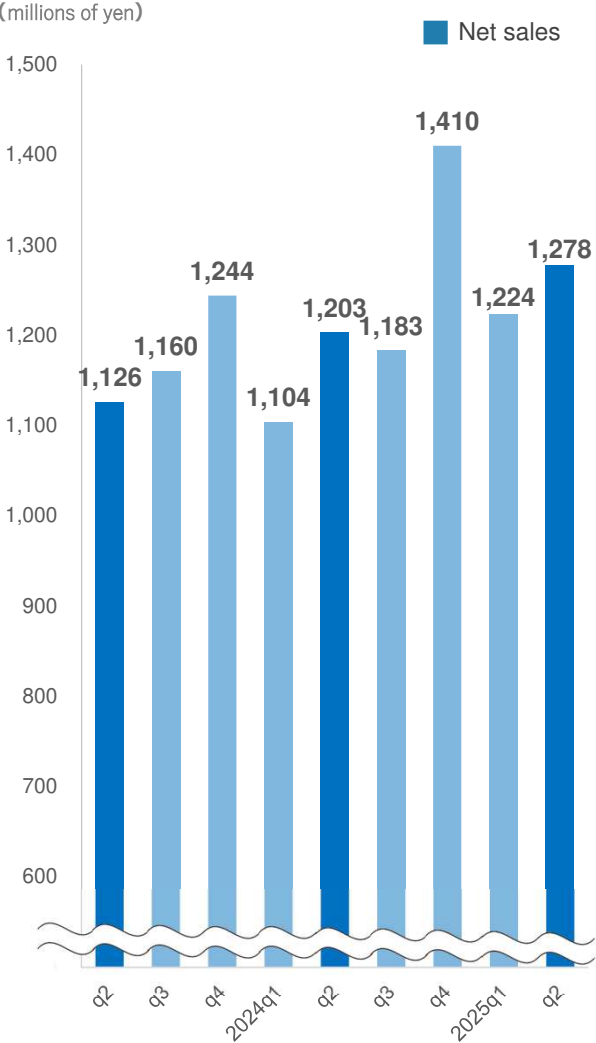
	FY12/24 (Cons. Actual)	FY12/25 (Forecast) (※)	YoY Change (%)
Net sales	15,870	17,741	11.8%
Distribution Cloud	4,902	5,640	15.0%
Government Cloud	6,822	7,918	16.1%
Trust	81	231	184.5%
Mobile Network	4,064	3,952	(2.8%)
Recurring revenue	8,125	8,654	6.5%
Distribution Cloud	3,990	4,378	9.7%
Government Cloud	3,489	3,478	(0.3%)
Trust	62	145	131.6%
Mobile Network	582	653	12.2%
Operating profit	1,255	1,731	37.9%
Ordinary profit	1,266	1,734	36.9%
Distribution Cloud	837	957	14.2%
Government Cloud	509	956	87.5%
Trust	(81)	0	—
Mobile Network	267	234	(12.6%)
Adjustments	(267)	(413)	—
Profit attributable to owners of parent	814	1,147	40.8%
EPS	JPY72.95	JPY102.66	

\*No revisions have been made to the forecast announced on February 14, 2025.

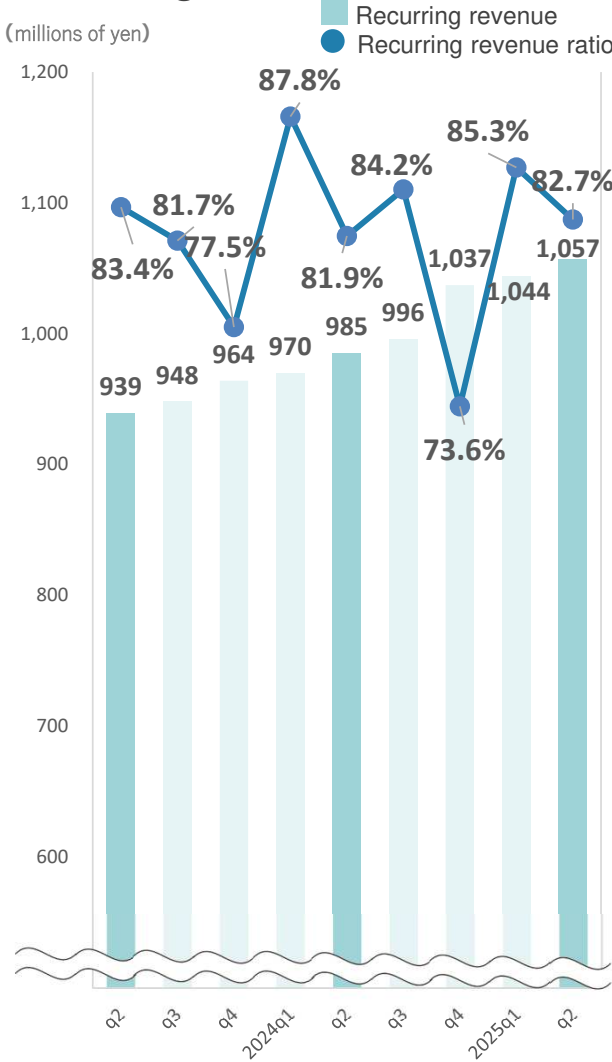
■ Growth continued to be driven by the Distribution Cloud business



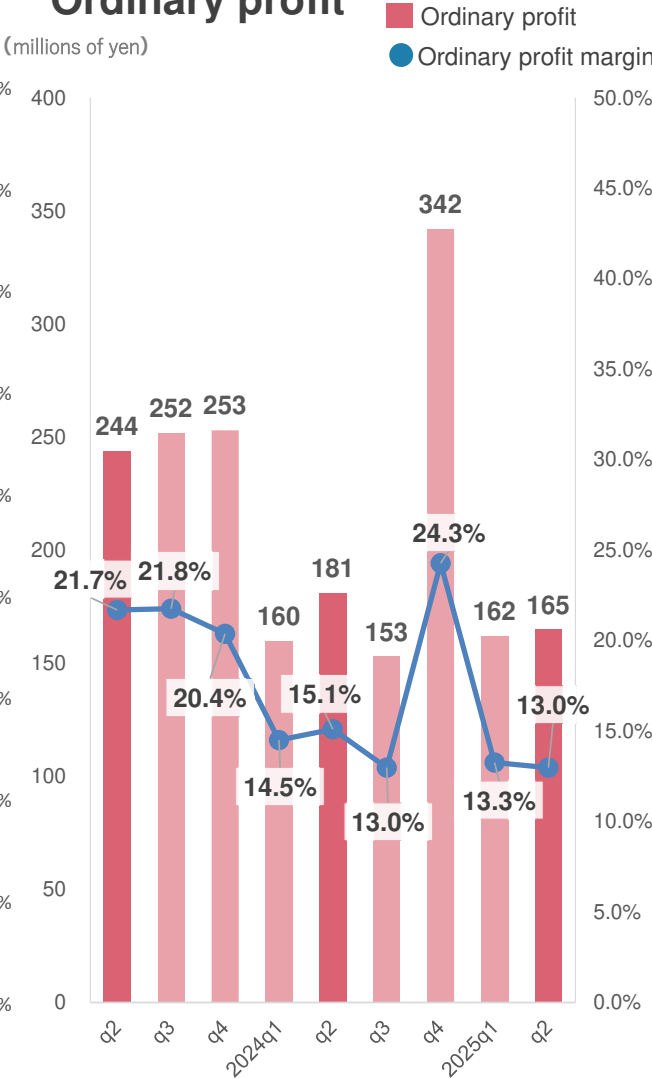
Net sales



Recurring revenue



Ordinary profit



- We develop content on platforms such as IR note magazine and X (formerly Twitter), allowing readers to catch up on our initiatives in real time.
- Reports on our company are available through Shared Research.

### IR note magazine

note

[https://note.com/cyberlinks\\_note](https://note.com/cyberlinks_note)



### X (formerly Twitter)



User name: @CyberLinks\_3683

[https://x.com/CyberLinks\\_3683](https://x.com/CyberLinks_3683)



### Shared Research



<https://sharedresearch.jp/ja/companies/3683>





WiLL makes anything すべての思うことから始める—



CYBERLINKS CO., LTD.  
Corporate Planning Division

<https://www.cyber-l.co.jp/inquiry/>

■ Disclaimer

**This document contains forward-looking statements, including forecasts, future plans, and management targets pertaining to the Company. These forward-looking statements are based on current assumptions about future events and trends, and the accuracy of these assumptions is not guaranteed. Actual results may differ significantly from those described in this document due to a variety of factors. Unless otherwise specified, the financial data in this document is presented in accordance with accounting principles generally accepted in Japan. The Company makes no guarantee that it will revise any of the forward-looking statements it has already made, regardless of the occurrence of future events, except as required by disclosure regulations. Information regarding other companies is based on information that is generally known to the public.**

WiLL makes anything