

(Delayed)

TSE Code : 4312

CYBERNET SYSTEMS CO., LTD.

**Results of Operations for the First Half of the Fiscal
Year Ending December 31, 2023**

9 August, 2023

CYBERNET



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References

Understanding of the current external environment and its impact on the results of the first half of FY2023

Understanding of the current environment

- Normalization of economic activities due to a decrease in the number of people infected with COVID and easing of behavioral restrictions.
- A mild slowdown in the global economy against a backdrop of monetary tightening and the end of stay-at-home consumption.
- Continued high resource prices and inflation due to the prolonged situation in Russia and Ukraine.
- Concerns about geopolitical risks in East Asia.
- Promotion of Digital Transformation (DX) to secure competitive advantage for companies and Green Transformation (GX) to achieve carbon neutrality.

Impact on results of the first half of FY2023

- In Japan, sales of security solutions are strong. Expansion of engineering services that support the promotion of DX at customers.
- Sales in Asia declined due to weak customer purchasing sentiment, while sales in Europe and the U.S. increased despite cautious investment stance.

Financial Results for the First Half of FY2023

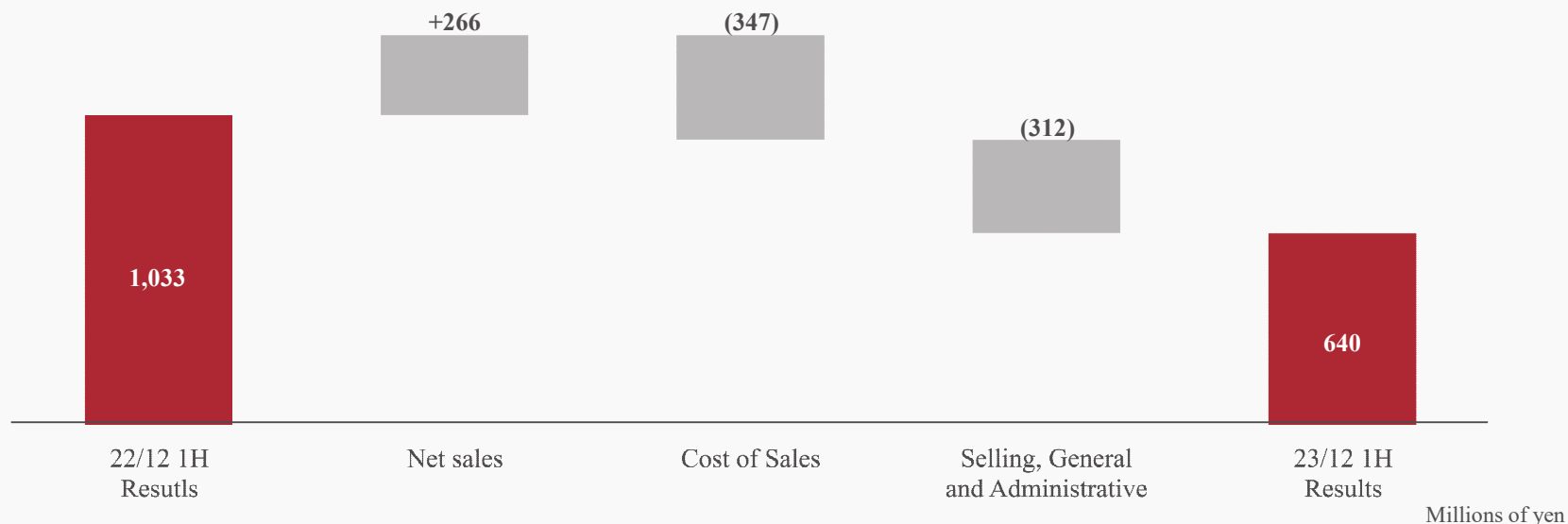
- Net sales increased mainly due to strong renewal of maintenance contracts, despite weak sales of new licenses in Japan and overseas sales subsidiaries.
- Operating income decreased due to an increase in personnel expenses and recruiting expenses associated with human capital investments, and an increase in travel expenses associated with an increase in sales activities.

※ Simulation: simulation solution services
 ※ IT: information technology solution services
 ※ EBITDA: operating income + depreciation

| | Millions of yen | | | | |
|--|---------------------|---------------------|-----------------|---------------|---------------------------|
| | 22/12 1H Results | 23/12 1H Results | YoY Change % | 23/12 Plan | Percentage of progress |
| Net sales | 9,736 | 10,003 | +2.7% | 22,000 | 45.5% |
| Gross profit | 4,029 | 3,948 | (2.0%) | - | - |
| Selling, general and administrative expenses | 2,995 | 3,308 | +10.4% | - | - |
| Operating income | 1,033 | 640 | (38.0%) | 1,850 | 34.6% |
| (Operating profit margin) | 10.6% | 6.4% | - | 8.4% | - |
| Ordinary income | 979 | 613 | (37.4%) | 1,850 | 33.2% |
| Profit attributable to owners of parent | 573 | 289 | (49.5%) | 1,050 | 27.6% |
| EBITDA | 1,153 | 767 | (33.4%) | 2,170 | 35.4% |
| (EBITDA margin) | 11.8% | 7.7% | - | 9.9% | - |
| EPS (yen) | 18.49 | 9.38 | (49.3%) | 33.99 | - |
| Number of employees as the end of the quarter (persons) | 568 | 583 | +15 | - | - |

Changes in operating income (YoY comparison)

- Despite the increase in net sales, income decreased due to a change in the sales mix in the distributor business, an increase in cost of sales due to higher labor costs, and an increase in selling, general and administrative expenses due to higher labor costs, recruiting and hiring expenses, and travel and transportation expenses.



Overview of results by segment

Simulation Segment

- New license sales in Japan remained sluggish, but renewal of maintenance contracts remained strong. Sales increased due to strong sales of analysis support for design work, AI and AR-related engineering services, etc. Decreased due to changes in the sales mix, higher personnel costs, etc.

IT Segment

- Sales increased due to strong sales of next-generation endpoint security and security solutions for cloud environments. Profit decreased due to higher procurement costs and higher labor costs resulting from yen depreciation and other factors.

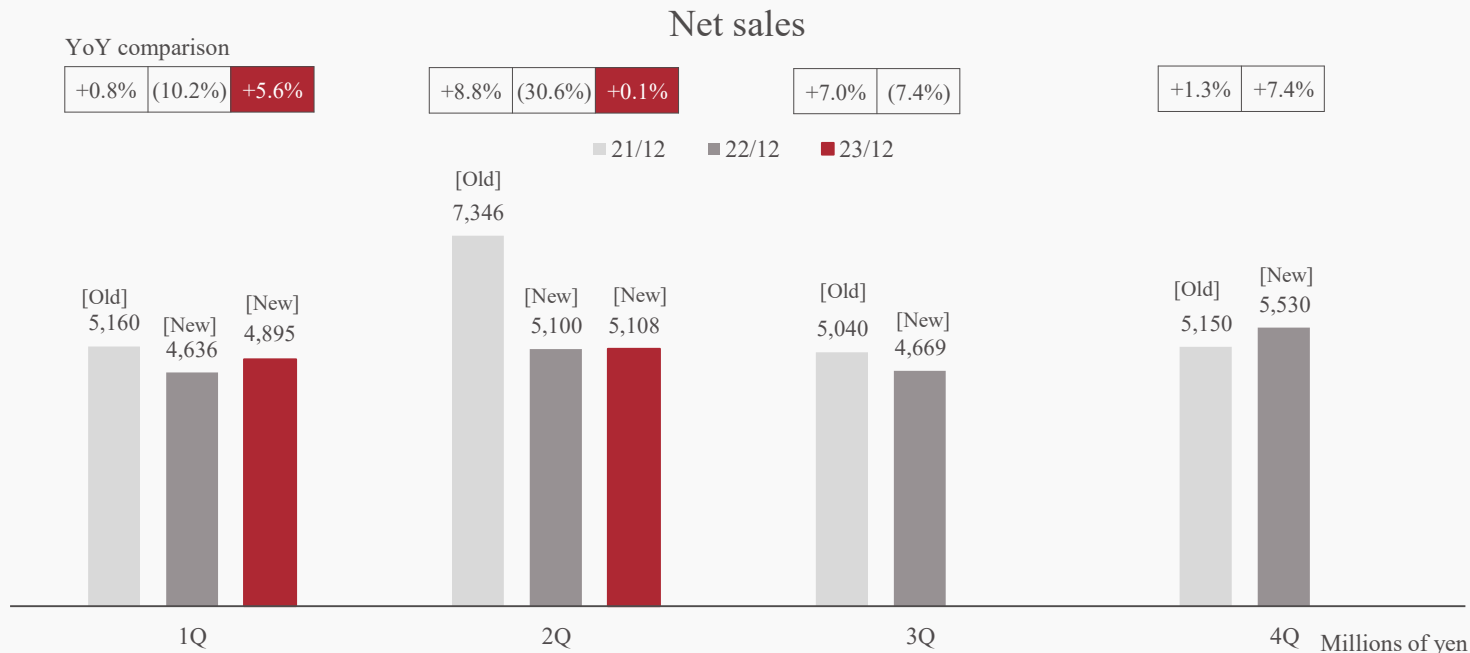
※ Simulation: simulation solution services

※ IT : information technology solution services

| | 22/12 1H | 23/12 1H | Millions of yen YoY change % |
|------------------------|-------------|-------------|---------------------------------|
| Total Net sales | 9,736 | 10,003 | +2.7% |
| Simulation | 7,665 | 7,769 | +1.3% |
| IT | 2,070 | 2,234 | +7.9% |
| Adjustment | - | - | - |
| Total Operating income | 1,033 | 640 | (38.0%) |
| Simulation | 1,410 | 1,115 | (20.9%) |
| IT | 290 | 241 | (17.0%) |
| Adjustment | (666) | (715) | - |

Quarterly net sales

- In the second quarter, sales increased by 0.1% YoY. New licenses in Japan and overseas sales subsidiaries remained sluggish, but renewals of maintenance contracts were strong.



※ A new revenue recognition standard has been applied since the beginning of the previous fiscal year, and FY2021 in financial figures in this material are only for reference.

Balance sheet

- Financial assets increased by 1,459 million yen. Total net assets increased by 32 million yen.
- Current assets increased mainly due to an increase in financial assets.
- Current liabilities increased due to an increase of 880 million yen in advanced received.
- Equity ratio decreased to 57.6% due to an increase in total assets.

| | 22/12 | 23/12 1H | Millions of yen YoY change amount |
|---|---------------|---------------|---|
| Current assets | 22,231 | 23,280 | +1,049 |
| Financial assets(※) | 15,348 | 16,807 | +1,459 |
| Cash and deposits | 8,348 | 10,307 | +1,959 |
| Short-term investment securities | 7,000 | 6,500 | (500) |
| Non-current assets | 1,924 | 2,114 | +190 |
| Total Assets | 24,155 | 25,394 | +1,239 |
| Total liabilities | 9,405 | 10,612 | +1,207 |
| Current liabilities | 8,359 | 9,533 | +1,173 |
| Non-current liabilities | 1,046 | 1,079 | +33 |
| Total net assets | 14,749 | 14,781 | +32 |
| Shareholders' equity | 14,212 | 14,076 | (136) |
| Total liabilities and net assets | 24,155 | 25,394 | +1,239 |
| Equity ratio | 60.3% | 57.6% | (2.8pt) |

※ Financial assets: total of cash and deposits, short-term investment securities and short-term loans receivable

Cash flow statement

| | | Millions of yen | | | |
|---|---|--|-------------|----------------------|---------|
| Net cash provided by operating activities | | 22/12 1H | 23/12 1H | YoY change amount | |
| ■ Increased compared to the end of the previous term due to a decrease in trade receivables and an increase in provision for bonuses. | Net cash provided by operating activities | 352 | 1,922 | +1,569 | |
| | Net cash provided by investing activities | 3,369 | (2,090) | (5,459) | |
| | Net cash provided by financing activities | (865) | (453) | +412 | |
| Net cash provided by investing activities | | Cash and cash equivalents at end of period | 15,609 | 12,370 | (3,238) |
| ■ Decreased YoY due to the absence of income from collection of loans receivable, which existed in the previous fiscal year. | | | | | |
| Net cash provided by financing activities | | | | | |
| ■ Increased YoY due to the fact that there were no purchases of treasury stock and refunds to non-controlling shareholders in the previous fiscal year. | | | | | |

Net sales by segment and by sales form

Millions of yen

| | 22/12 2Q | | 23/12 2Q | | YoY change % | 22/12 1H | | 23/12 1H | | YoY change % |
|-------------------|----------|--------------------|----------|--------------------|--------------------|----------|--------------------|----------|--------------------|--------------------|
| | Results | Component ratio | Results | Component ratio | | Results | Component ratio | Results | Component ratio | |
| Total Net sales | 5,100 | 100.0% | 5,108 | 100.0% | +0.1% | 9,736 | 100.0% | 10,003 | 100.0% | +2.7% |
| Simulation | 4,012 | 78.7% | 3,978 | 77.9% | (0.8%) | 7,665 | 78.7% | 7,769 | 77.7% | +1.3% |
| Distributor | 2,832 | 55.5% | 2,761 | 54.1% | (2.5%) | 5,089 | 52.3% | 5,004 | 50.0% | (1.7%) |
| In-house products | 846 | 16.6% | 873 | 17.1% | +3.1% | 1,652 | 17.0% | 1,761 | 17.6% | +6.6% |
| Service | 332 | 6.5% | 343 | 6.7% | +3.2% | 923 | 9.5% | 1,003 | 10.0% | +8.6% |
| IT | 1,088 | 21.3% | 1,130 | 22.1% | +3.8% | 2,070 | 21.3% | 2,234 | 22.3% | +7.9% |
| Distributor | 955 | 18.7% | 991 | 19.4% | +3.7% | 1,802 | 18.5% | 1,941 | 19.4% | +7.7% |
| In-house products | 84 | 1.6% | 93 | 1.8% | +10.9% | 168 | 1.7% | 187 | 1.9% | +11.5% |
| Service | 48 | 1.0% | 45 | 0.9% | (6.1%) | 100 | 1.0% | 105 | 1.1% | +5.1% |

※ Due to a partial revision of the sales format, the reclassified amounts were applied to the results for the same period of the previous year.

Net sales by sales form

Millions of yen

| | 22/12 2Q | | 23/12 2Q | | YoY change % | 22/12 1H | | 23/12 1H | | YoY change % |
|-------------------|----------|--------------------|----------|--------------------|--------------------|----------|--------------------|----------|--------------------|--------------------|
| | Results | Component ratio | Results | Component ratio | | Results | Component ratio | Results | Component ratio | |
| Distributor | 3,788 | 74.3% | 3,752 | 73.5% | (0.9%) | 6,891 | 70.8% | 6,945 | 69.4% | +0.8% |
| In-house products | 930 | 18.3% | 966 | 18.9% | +3.8% | 1,820 | 18.7% | 1,948 | 19.5% | +7.0% |
| Service | 381 | 7.5% | 389 | 7.6% | +2.0% | 1,024 | 10.5% | 1,109 | 11.1% | +8.3% |
| Total | 5,100 | 100.0% | 5,108 | 100.0% | +0.1% | 9,736 | 100.0% | 10,003 | 100.0% | +2.7% |

※ Due to a partial revision of the sales format, the reclassified amounts were applied to the results for the same period of the previous year.

Net sales by region

Millions of yen

| | 22/12 2Q | | 23/12 2Q | | YoY change % | 22/12 1H | | 23/12 1H | | YoY change % |
|---------------|----------|--------------------|----------|--------------------|--------------------|----------|--------------------|----------|--------------------|--------------------|
| | Results | Component ratio | Results | Component ratio | | Results | Component ratio | Results | Component ratio | |
| Japan | 3,846 | 75.4% | 3,975 | 77.8% | +3.4% | 7,591 | 78.0% | 7,745 | 77.4% | +2.0% |
| Asia | 668 | 13.1% | 471 | 9.2% | (29.4%) | 990 | 10.2% | 880 | 8.8% | (11.1%) |
| North America | 393 | 7.7% | 434 | 8.5% | +10.4% | 771 | 7.9% | 948 | 9.5% | +22.9% |
| Europe | 178 | 3.5% | 203 | 4.0% | +14.3% | 355 | 3.6% | 398 | 4.0% | +12.1% |
| Others | 14 | 0.3% | 22 | 0.4% | +57.6% | 27 | 0.3% | 30 | 0.3% | +11.3% |
| Total | 5,100 | 100.0% | 5,108 | 100.0% | +0.1% | 9,736 | 100.0% | 10,003 | 100.0% | +2.7% |

Orders received ▪ Backlog of orders

Millions of yen

| | Orders received | | | | | Backlog of orders | | | | |
|-------------------|-----------------|--------------------|----------|--------------------|--------------------|-------------------|--------------------|-----------------|--------------------|--------------------|
| | 22/12 1H | | 23/12 1H | | YoY change % | End of 2Q 22/12 | | End of 2Q 23/12 | | YoY change % |
| | Results | Component ratio | Results | Component ratio | | Results | Component ratio | Results | Component ratio | |
| Distributor | 7,905 | 74.8% | 8,429 | 74.5% | +6.6% | 6,666 | 79.2% | 7,585 | 79.8% | +13.8% |
| In-house products | 1,638 | 15.5% | 1,869 | 16.5% | +14.1% | 1,452 | 17.3% | 1,551 | 16.3% | +6.8% |
| Service | 1,027 | 9.7% | 1,018 | 9.0% | (0.9%) | 295 | 3.5% | 367 | 3.9% | +24.4% |
| Total | 10,571 | 100.0% | 11,317 | 100.0% | +7.1% | 8,415 | 100.0% | 9,504 | 100.0% | +12.9% |

[Non-consolidated] Net sales by industry category

Millions of yen

| | 22/12 2Q | | 23/12 2Q | | YoY change % | 22/12 1H | | 23/12 1H | | YoY change % |
|--|----------|--------------------|----------|--------------------|--------------------|----------|--------------------|----------|--------------------|--------------------|
| | Results | Component ratio | Results | Component ratio | | Results | Component ratio | Results | Component ratio | |
| Electrical equipment | 893 | 23.5% | 826 | 20.8% | (7.5%) | 1,667 | 22.2% | 1,614 | 20.9% | (3.2%) |
| Machinery and precision machinery | 626 | 16.5% | 656 | 16.6% | +4.7% | 1,117 | 14.9% | 1,179 | 15.3% | +5.5% |
| Transportation equipment | 484 | 12.8% | 463 | 11.7% | (4.4%) | 982 | 13.1% | 873 | 11.3% | (11.1%) |
| Other manufacturing industries | 624 | 16.5% | 734 | 18.5% | +17.5% | 1,324 | 17.7% | 1,449 | 18.8% | +9.5% |
| Education institution/ government and municipal offices | 311 | 8.2% | 320 | 8.1% | +3.0% | 675 | 9.0% | 674 | 8.7% | (0.2%) |
| Telecommunications industry | 195 | 5.1% | 226 | 5.7% | +16.2% | 418 | 5.6% | 475 | 6.2% | +13.9% |
| Others | 659 | 17.4% | 737 | 18.6% | +11.7% | 1,314 | 17.5% | 1,439 | 18.7% | +9.5% |
| Total | 3,795 | 100.0% | 3,964 | 100.0% | +4.5% | 7,499 | 100.0% | 7,705 | 100.0% | +2.8% |

※ Due to a partial revision of the sales format, the reclassified amounts were applied to the results for the same period of the previous year.

[Non-consolidated] Net sales by contract type

Millions of yen

| | 22/12 2Q | | 23/12 2Q | | YoY change % | 22/12 1H | | 23/12 1H | | YoY change % |
|--------------|----------|--------------------|----------|--------------------|--------------------|----------|--------------------|----------|--------------------|--------------------|
| | Results | Component ratio | Results | Component ratio | | Results | Component ratio | Results | Component ratio | |
| Licenses | 3,337 | 100.0% | 3,560 | 100.0% | +6.7% | 6,279 | 100.0% | 6,607 | 100.0% | +5.2% |
| New licenses | 1,097 | 32.9% | 1,059 | 29.8% | (3.5%) | 2,078 | 33.1% | 1,920 | 29.1% | (7.6%) |
| Renewals | 2,239 | 67.1% | 2,501 | 70.2% | +11.7% | 4,200 | 66.9% | 4,686 | 70.9% | +11.6% |
| Others | 457 | | 403 | | (11.9%) | 1,219 | | 1,098 | | (10.0%) |
| Service | 318 | | 297 | | (6.6%) | 879 | | 930 | | +5.8% |
| Hardware | 53 | | 87 | | +63.0% | 207 | | 138 | | (33.1%) |
| Others | 85 | | 18 | | (78.1%) | 132 | | 28 | | (78.5%) |
| Total | 3,795 | | 3,964 | | +4.5% | 7,499 | | 7,705 | | +2.8% |

※ Due to a partial revision of the sales format, the reclassified amounts were applied to the results for the same period of the previous year.

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Projection for FY2023

- We aim to increase sales by 10.4% YoY to 22,000 million yen by promoting the "enhancement of self-developed products" and "expansion of Asian business" as stated in the medium-term management plan.

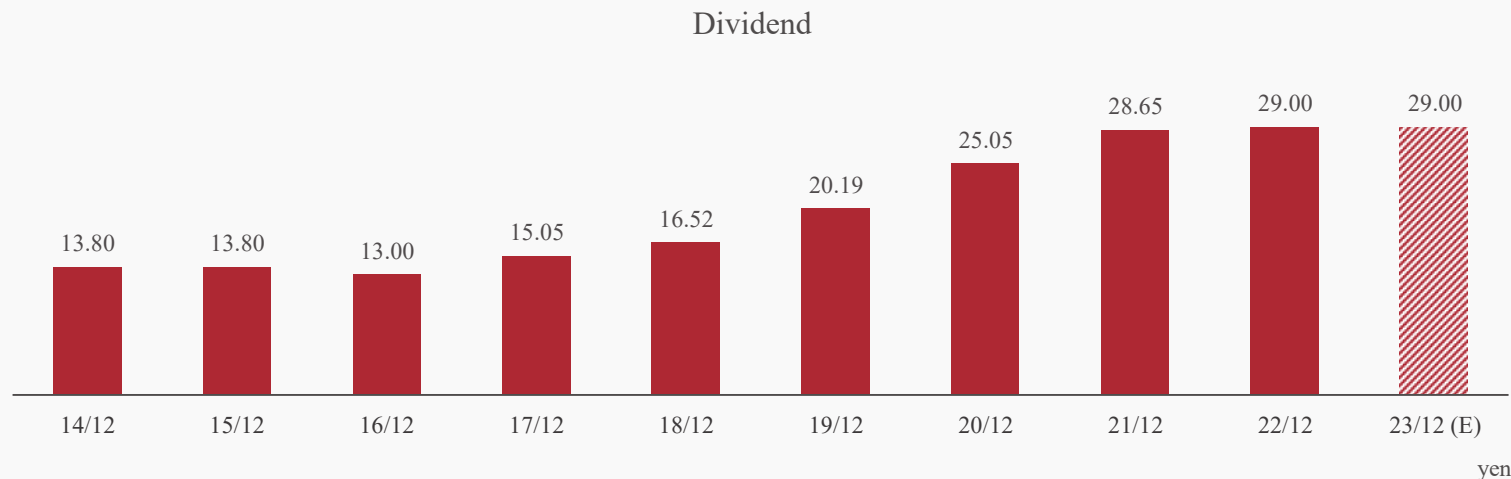
| | 22/12 results | 23/12 projection | Millions of yen YoY change % |
|---|------------------|---------------------|------------------------------------|
| Net sales | 19,936 | 22,000 | +10.4 |
| Operating income | 1,757 | 1,850 | +5.2 |
| (Operating income margin) | 8.8% | 8.4% | - |
| Ordinary income | 1,693 | 1,850 | +9.2 |
| Profit attributable to owners of parent | 999 | 1,050 | +5.0 |
| EBITDA | 2,014 | 2,170 | +7.7 |
| (EBITDA margin) | 10.1% | 9.9% | - |
| EPS (yen) | 32.31 | 33.99 | +5.0 |
| ROE | 6.7% | 7.2% | - |

※ EBITDA: Operating income + depreciation

Dividend estimate for FY2023

■ The projection of dividend is 29.00 yen per share.

Basic Policies on Profit Distribution: We recognize the return of profits to our shareholders as an important management issue, and improve capital efficiency while maintaining financial solidity. For the time being, we will place importance on stable dividends and continuous dividend increases. Dividend on equity ratio (DOE) of 6.0% is used for the indicator of dividend within the range of “Profit attributable to owners of parent” of the fiscal year.



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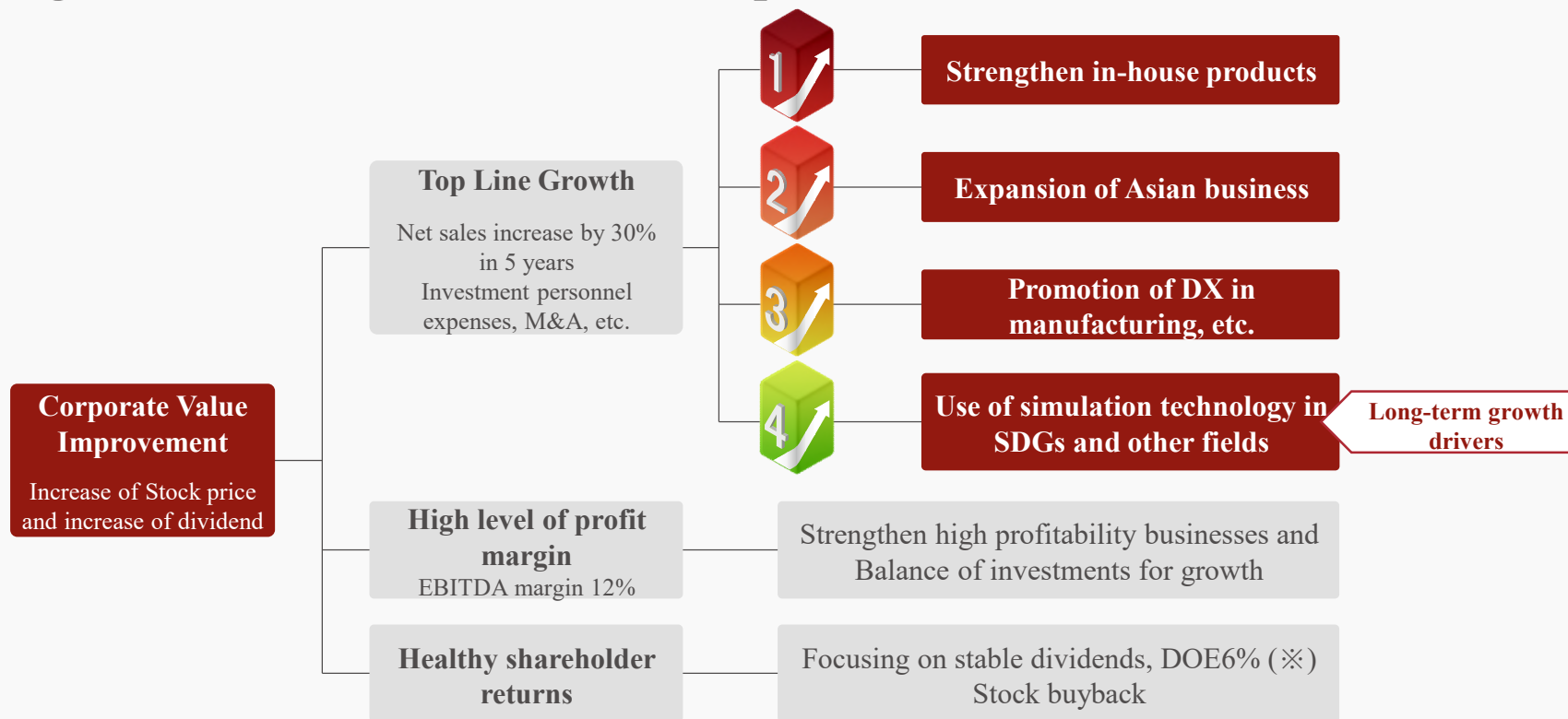
3

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References

Long-Term Initiatives to increase Corporate Value



※ Previously, dividend payout ratio 50% or DOE 3% were used as indicators.

Our main efforts in the first half of FY2023 1/2

| Item | Our main efforts |
|---------------------------------|---|
| 1. Strengthen in-house products | <ul style="list-style-type: none">■ Launched the latest version at a development subsidiary<ul style="list-style-type: none">Maplesoft launches Maplesoft Mathematics Suite, including the latest version of Maple 2023.Noesis launches Optimus 2023.1.Sigmatrrix launches CETOL 6σ v11.4.0.■ Sales of in-house products in the first half were 1,948 million yen.(YoY+7.0%) |
| 2. Expansion of Asian business | <ul style="list-style-type: none">■ Ansys APAC Channel Partner of the Year 2022" award for its China sales subsidiary as one of the best contributors in the Asia-Pacific region.■ Decrease in sales due to delay in customer purchasing activities caused by geopolitical risks, concerns about the economy, etc.■ Sales of Asian business in the first half were 880 million yen.(YoY-11.1%)■ Recovery is expected in the second half of the fiscal year due to orders for extension projects from the second quarter and an increase in the pipeline. |

Our main efforts in the first half of FY2023 2/2

| Item | Our main efforts |
|--|--|
| 3. Promotion of DX in manufacturing, etc. | <ul style="list-style-type: none">■ All-Solid-State Batteries and Manufacturing Support Solution Launched Simulation-based visualization of the entire production process helps to realize mass production of all-solid-state batteries, improve yield, and shorten lead time to market. |
| | <ul style="list-style-type: none">■ Providing design optimization solutions with AI building tools for deep learning Built a surrogate (proxy) model to provide highly accurate predictions. Proposed a design that achieved 10% higher performance than the previous design process. |
| | <ul style="list-style-type: none">■ Launched Codebeamer, PTC's Application Lifecycle Management (ALM) tool It encompasses all of the requirements management, test management, and quality management essential for software development. |
| 4. Use of simulation technology in SDGs and other fields | <ul style="list-style-type: none">■ Urban design tool using 3D models and XR technology" developed as part of the Ministry of Land, Infrastructure, Transport and Tourism's "Project PLATEAU" use case development project, announces the results of this year's development Joint development of an experiential urban planning (urban design) tool using XR technology with Info Lounge Corporation and Yamate Planning Cabin. |
| | <ul style="list-style-type: none">■ Providing CAE-based solutions for next-generation energies such as hydrogen and ammonia as carbon neutrality measures. |

[Non-consolidated] Human Capital Investment

■ Initiatives for Recruiting and Training Diverse Human Resources

Number of new graduates hired

6 persons → 15 persons

Joined the company
in April 2022

Joined the company
in April 2023

Number of intermediate adopters

9 persons → 21 persons

22/12 1H

23/12 1H

Our main efforts in the first half of FY2023

- Launched a project to strengthen recruitment in 2022. Continued to strengthen recruitment system in 2023
- Conducted engagement survey to improve engagement
- Obtained "Kurumin certification" as a company that supports childcare
- Expanded commuting cost support for distant residents to support flexible work styles
- Provide inflation allowance from FY2023



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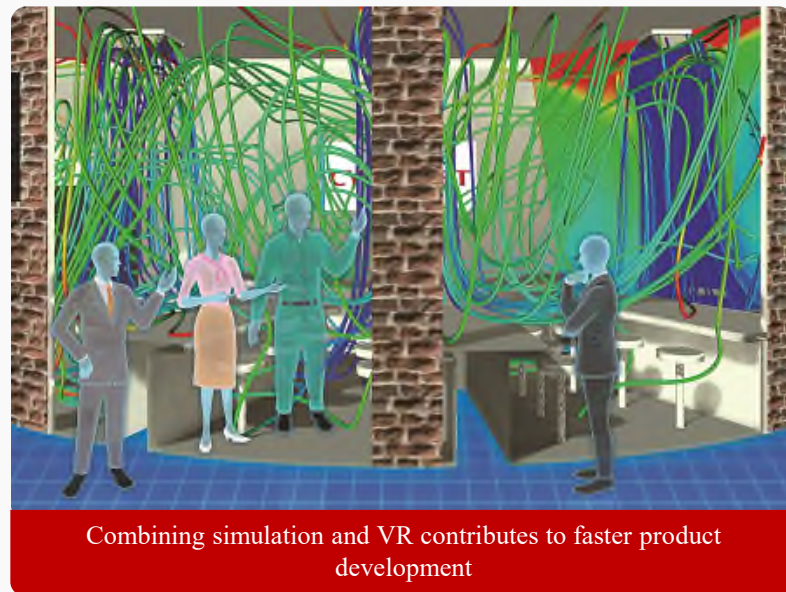
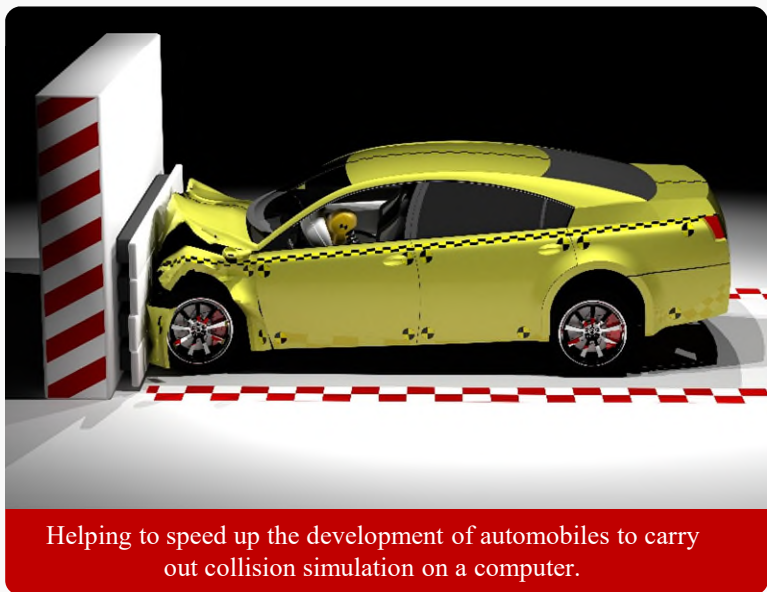
References

Corporate Overview

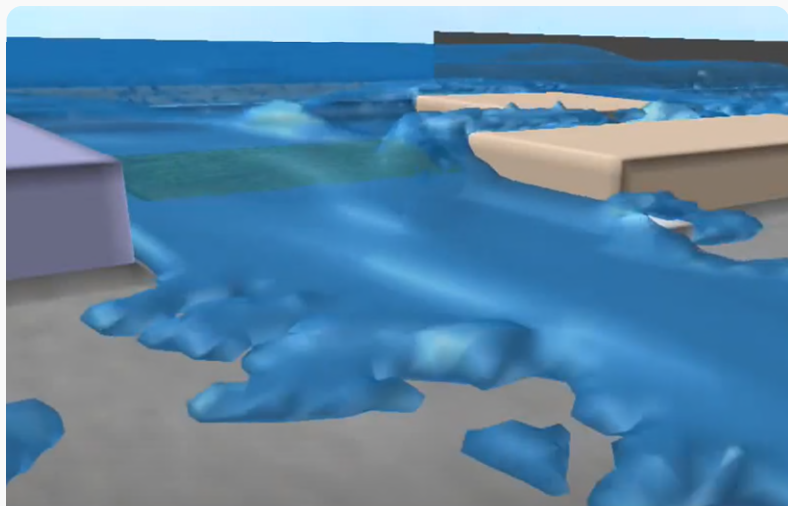
| | |
|----------------------------------|--|
| Company name | Cybernet Systems Co., Ltd. (Standard Market of TSE 4312) |
| Head office | FUJISOFT Bldg. 3 Kanda-neribeicho, Chiyoda-ku, Tokyo |
| Other office | Nishi-Nihon Branch Office (Osaka), Chubu Branch Office (Nagoya) |
| Establishment | April 17, 1985 |
| Capital | 995 million yen |
| Representative | Representative Director : Reiko Yasue |
| Number of employee | Consolidated/ 571, Non-Consolidated / 335 (as of December 31, 2022) |
| Business | Providing software and services (technical support, consulting, introduction support seminars, CAE comprehensive education, etc.) in the fields of CAE, MBSE / MBD, platforms, IoT / XR, cyber security, etc. |
| Development partners | More than 35 companies mostly located in the US, including such as ANSYS, Inc. and Broadcom Inc. |
| Consolidated Subsidiaries | <p>[Domestic subsidiaries]</p> <ul style="list-style-type: none"> • CYBERNET MBSE Co., Ltd. <p>[Development subsidiaries]</p> <ul style="list-style-type: none"> • Sigmetrix, LLC (US) • Maplesoft (Canada) • Noesis Solutions NV (Belgium) <p>[Sales subsidiaries]</p> <ul style="list-style-type: none"> • CYBERNET SYSTEMS (SHANGHAI) CO., LTD. (China) • CYBERNET SYSTEMS TAIWAN CO., LTD. (Taiwan) • CYBERNET SYSTEMS MALAYSIA SDN.BHD. (Malaysia) |

We aim to be a leading company in simulation

Our simulation technology contributes to **reducing the number of prototypes, shortening the development cycles, cost reduction, and innovation** by predicting the performance and reliability of products through numerical simulations on computers in the **development and design process of manufacturing**. Simulation technology is **not limited to manufacturing**, but is also useful in solving social issues such as sustainability, and is expanding its field of application.



Simulation is being used in a variety of areas

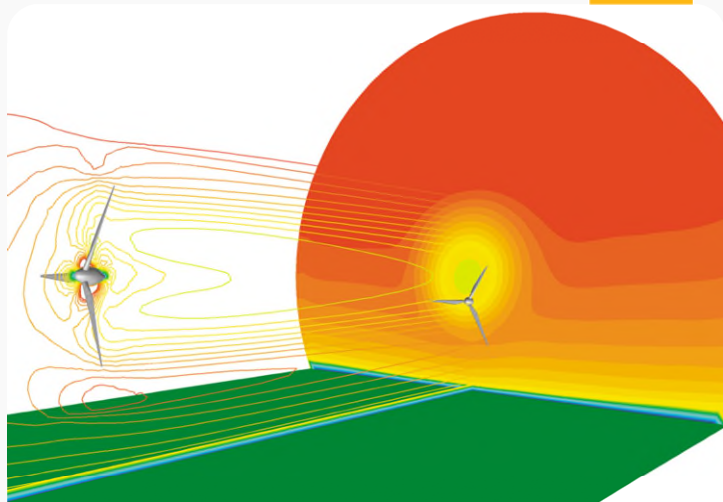


Visualization of tsunami simulation results to reproduce the impact of the disaster

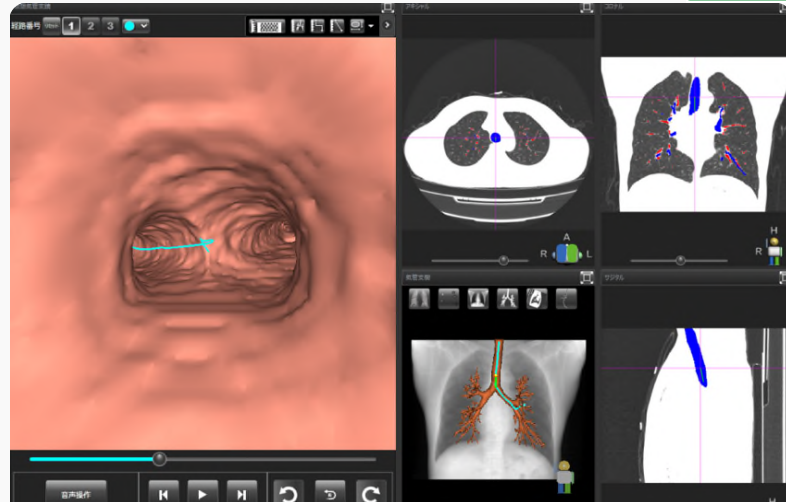


Contributes to the optimum design of drone vibration and blade shape

Simulation is an essential technology for achieving sustainability

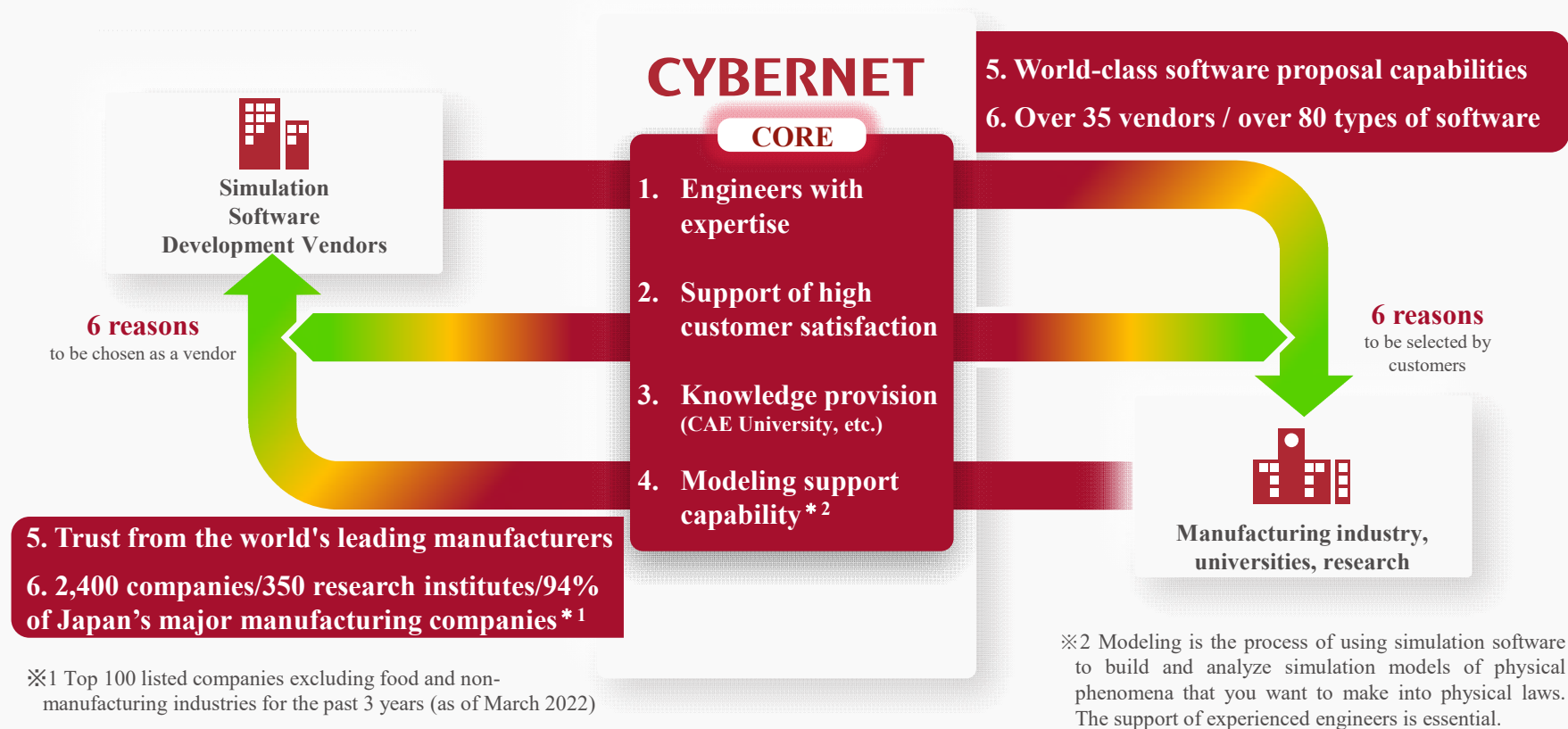


Contributes to improving power generation efficiency and safety of wind power generation equipment

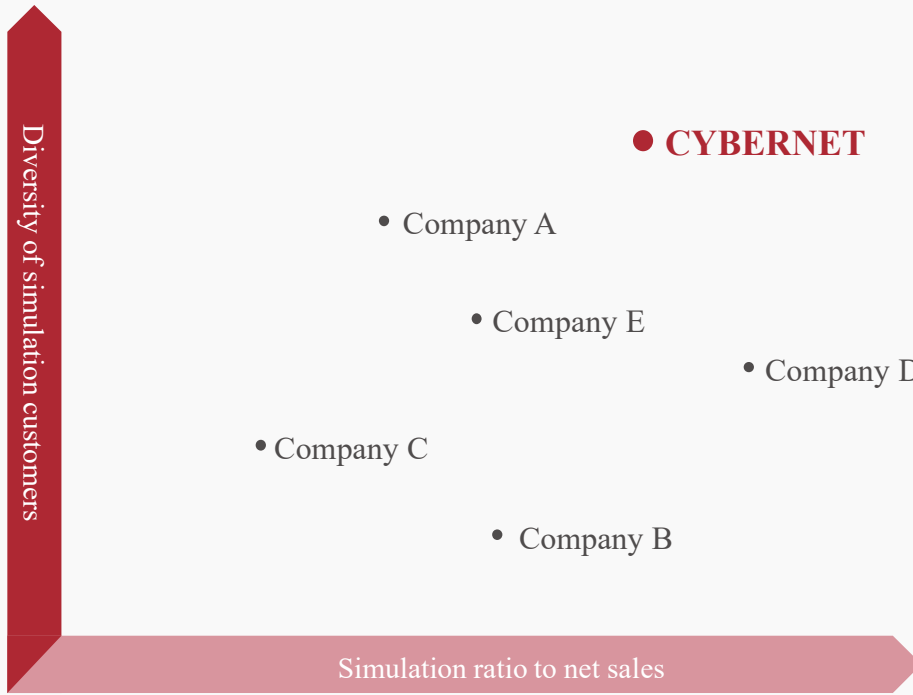


Real-time composite display of endoscopy results assists doctors in diagnosis

Our competitiveness is based on our technical capabilities, support capabilities, knowledge provision capabilities, and modeling support capabilities



Our company is characterized by its high degree of specialization in simulation and its wide range of simulation customers



Features of Cybernet Systems

- We cover a wide range of simulation areas with highly specialized technologies.
- We maintain good relationship with 2,400 companies & 350 universities and research institutes.
- Until now, we have provided simulations services mainly to the manufacturing industry, but we are increasingly focusing on non-manufacturing industries.

※ Prepared by Cybernet Systems Co., Ltd. based on IR materials.

Cybernet by the numbers

① Extensive experience and high trust

Experiences in Japan **37** years

Originated as the Tokyo office of a US supercomputer company. Consistently supports development and design simulations for the manufacturing industry.

② Simulation leader

Mechanical CAE market **No.1** in Japan

The largest seller of mechanical CAE software in the Japanese market.

③ Engineers with strong technical skills

Ratio of engineer **45%**

45% of the group's employees are engineers. Knowledge and experience regarding computer technology and engineering are our strengths.

④ Proactive provision of knowledge

CAE University held ¹
110 times/year

Our unique approach that no other companies can match. We provide simulation practitioners with an overwhelming learning experience in terms of both quality and quantity.

⑤ Good relationship with strongest CAE product development vendors

We deal with ANSYS CAE products **No.1** World

Ansys is a leading company with 38% share of the global CAE product market. We have received the award for the highest level partner of the company for 8 consecutive years.

⑥ Strong financial position

Net finance resources² **15** billion yen

Strong financial position enables both investment in growth and shareholder returns.

⑦ Stable and high shareholder returns

DOE (dividend on equity ratio)

6%

Changed the DOE to 6.0%, aiming to increase in dividends over the medium to long term.

※ As of December 31, 2022

¹ A seminar on CAE held by our company. Lectures by a diverse group of instructors.

² Cash and deposits + Marketable securities + Short term loans -Interest-bearing debt

Vision and Mission

VISION

(Ideal future that CYBERNET SYSTEMS wants to help realize;
the reason for the company's existence)

Creating a sustainable society and inspiring the
world through technology and ideas

MISSION

(The role of CYBERNET SYSTEMS in realizing this vision,
through its current business)

Guide customers towards breakthrough solutions
with vigorous creativity

IR Department

3, Kanda Neribei-cho, Chiyoda-ku, Tokyo 101-0022, Japan

E-MAIL

irquery@cybernet.co.jp

Website

<https://www.cybernet.co.jp/english/>

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