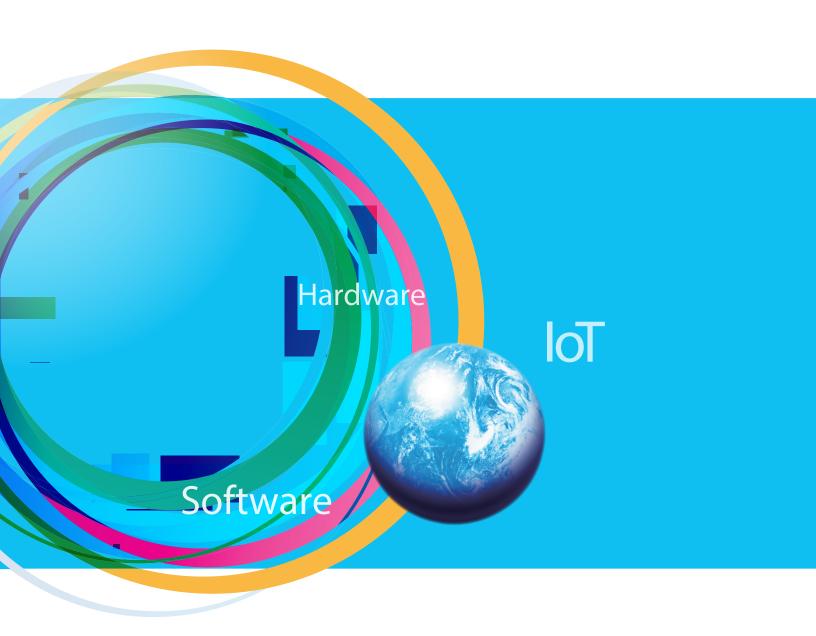


To Our Shareholders and Investors

Business Report for Fiscal Year ended March 2022 April 1, 2021 - March 31, 2022



Expanding POCKETALK globally

To all our valued shareholders and investors, we would like to express our warmest gratitude for your continued loyal patronage and hope that this letter finds you well.

Since our founding in 1996, we have upheld our corporate mission of "Creating products that inspire joy and move the world." Our areas of business have evolved from conventional PC software and smartphone apps to IoT products based on the needs of our customers and times.

During the current fiscal year, sales of the Al-powered translation device "POCKETALK®," which is the Group's main product, remained strong outside Japan, especially in the United States, showing a high growth potential of 234.9% year-on-year. As for other IoT products, cumulative shipments of "Meeting Owl Pro," which is our 360-degree webcam for meetings, exceeded 20,000 units, and we began expanding our telework-related products such as by announcing our 360-degree webcam, "KAIGIO CAM360" in April 2022. While overseas sales of POCKETALK grew from the previous year, sales for the current fiscal year was 10.307 billion yen (19.8% decrease year on year) for reasons such as low demand in Japan by overseas travelers and inbound businesses. Loss attributable to owners of parent was 3.502 billion yen (income attributable to owners of parent in the previous fiscal year was 191 million yen), and as a result, we regret to report that no dividends will be distributed this time. We apologize deeply to everyone for these disappointing financial results.

To increase global awareness of the POCKETALK brand, in February 2022 we established "POCKETALK CORPORATION" as a new spinoff to accelerate global business expansion by acquiring management necessary resources and creating a quick decision-making system. In harmony with our slogan, we will create products that bring joy to our customers and aim to expand even further into the global market and improve income and expenditure balance. We truly appreciate your kind understanding and encouragement, and look forward to your continued support in the coming future.

June 2022



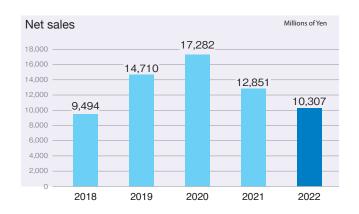
Founder and CEO Noriyuki Matsuda

President and COO
Tomoaki Kojima

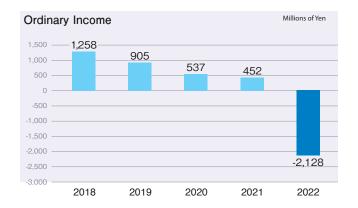
Consolidated Business Highlights

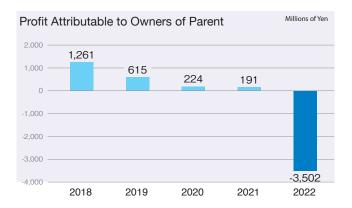
Main Highlights

- Decrease in net income from previous year (Factors: Prolonged impact of COVID-19, decrease in PC shipments, recording of appraised loss for next year's strategy)
- 1.41 billion yen in financing for the consolidated subsidiary POCKETALK CORPORATION









Earnings Forecasts for the Fiscal Year Ending March 2023

	Millions of Yen Net sales	Operating profit	Ordinary income	Profit attributable to owners of parent	Earnings per share	Annual dividends per share
Six months ending September 30, 2022	5,015	△1,225	△1,275	△1,225	△9.04	_
Full year	12,795	△850	△945	△995	△7.34	0.00

POCKEŤALK

NEWSPOCKETALK CORPORATION was started on February 1, 2022.

Breaking Down Language Barriers

"POCKETALK," the Al-powered translation device for multiple languages that enables users to discuss using their own languages even if they don't speak the other person's language. Since its development began in 2018, we have constantly accumulated progress, such as language study, the shift to the hands-free system, the simultaneous chat function between multiple languages. In 2021, we launched "POCKETALK Pair," which is a software program that translates what the speaker says in the other party's language and instantaneously displays subtitles on the web conference screen. And then, on February 1, 2022, "POCKETALK CORPORATION" was established as a wholly owned subsidiary of the Company through a simplified incorporation-type split of the "POCKETALK" brand's business for further evolution of business. To break down language barriers and realize a world where people can cross borders and understand each other deeply.

POCKETALK is Expanding Overseas

Sales of POCKETALK started in March 2021 in China and in April in the United Arab Emirates. In the United States, where sales started in 2018, sales volume have continued to expand, increasing 234.9% year on year.







Donating POCKETALK to Support Ukrainian Refugees

These were distributed to the Ukrainian embassy in Japan, at reception bases for support in Japan including Hyogo prefecture, and areas near the border in Poland.

Spread of POCKETALK



Al-Powered Translation Device "POCKETALK"

Thanks to our customers, we have sold over 900,000 units

From December 2017 to September 14, 2021 / Series total including "POCKETALK," (first generation) "POCKETALK W," "POCKETALK S" and "POCKETALK S Plus," but excluding sample units

Innovative new features are available for the POCKETALK series through a free update. Our mission of "breaking down language barriers," has evolved further with "Group Translation" which enables simultaneous communication.



Group Translation

With "Group Translation," you can send messages to a maximum of 100 people at the same time in their respective languages.



POCKEŤALK



Al-powered translation app "POCKETALK"

Al-powered translation app "POCKETALK" (iOS/Android) became available in May 2022.

Business Partnership with SoftBank Corp. in Promotional campaign

We launched a promotional campaign that enables Softbank and Y!mobile users to use the "POCKETALK" app free of charge for six months. We are carrying out this "POCKETALK"-related promotional campaign in order to support students, businesspeople, etc. with their study or work in a global environment.

SoftBank

POCKEŤALK.



Al-powered translation and subtitle software "POCKETALK Pair"



"POCKETALK Pair" (Windows/macOS), the AI-powered translation and subtitle PC software to use "POCKETALK's" translation services for online communication, which has been increasing recently, on PCs, has been added to the POCKETALK brand's lineup in January 2022. "POCKETALK Pair" translates what people say during web conferences and displays it like movie subtitles. If all parties involved in a conference install it, they all can have a smooth meeting without interpreters.



Advertisement featuring the comedian Akihiro Kakuta of "Tokyo 03"



Products and Services

NEWS

Newly Released Innovative Devices in Response to the Rapidly Changing Market Brought Forth by COVID-19

Products for Remote Conferencing

These are products for remote conferencing, which has become common for preventing the spread of COVID-19, that have been enabling us to gain more corporate customers.

Redefining Meetings



In June 2021,

we introduced "KAIGIO," which is our all-in-one brand for providing the best meeting / conferencing experience.





Proprietary Development "KAIGIO CAM360"

In April 2022, we launched "KAIGIO CAM360," the all-in-one 360 ° webcam for meetings that we developed in-house. The unique AI detects people and expands and projects their video so that the expressions of the people in the meeting room can be seen.



"Meeting OWL"



"Meeting OWL" is an integrated web conferencing tool with a 360 ° camera, microphones, and speakers. It can automatically focus on whoever is speaking, providing a more immersive meeting experience than ever before. We have sold a total of over 15,000 units, and it is being used in many companies.





Voice-to-text recorder "AutoMemo"

"AutoMemo" can convert recorded voice memos into text with AI, and automatically send it together with the audio file to a computer or smartphone. This improves efficiency with the creation of memos and drafts.

Latest model "AutoMemo S"

We began sales of "AutoMemo S" in January 2022 as the second generation device in the AutoMemo series. The device has further evolved to allow playback and text searching.

Products and Services

PC Software

Demand for security and business software, as well as learning and educational software, has been on the rise due to the rapid adoption of telework throughout the country.

Three postcard creation software brands





The Company sells the top-selling postcard creation software "FUDEMAME," its own copyrighted product "FUDEOH," and "ATENA SHOKUNIN" for Mac. Connections with people important to you can be deepened through the use of the three software brands.

"ZERO" antivirus software with no renewal fee





The ZERO series offers users with a "fixed device and no expiration date" policy. A product that continues to protect the device it is installed on until the device can no longer be used. As security measures are completed by installing one line to one device one time, the burden of taking antivirus measures significantly decreases.

"IKINARI PDF." No.1 Share for 19 Consecutive Years Since Its Launch



A long-selling, high-performance, low-cost product that has changed common practice in PDF creation. It has been introduced to over 10,000 companies. It helps to increase efficiency of document management, reduce costs and promote telework.

SOURCENEXT was successively awarded the BCN AWARD in the Document Management Software Category from 2004 to 2022. POS actual sales statistics from major electronics retailers, computer stores and online shops nationwide (According to BCN Inc. from 2003 to 2021)

No. 1 Share in the Number of Units Sold in 7 Categories of PC Software

Number of units of "PC Software" sold by each manufacturer in 2021. "OCR/Translation/PDF" extracted from "Business" category, "PC Software Training" extracted from "Educational," Postcard/Mobile/Typing" extracted from "Practical Use," and "Video Editing/DVD-Related" extracted from "Graphics." According to GfK Japan research on sales data of major domestic electronics retailers

IoT Products

Al voice-to-text device "POCKETALK mimi" series

Through the feedback received from customers, we found that some people use POCKETALK to communicate with people with difficulties in hearing. Having got a hint from this, we developed two types of voice-to-text device that instantly display what the speaker said in big characters.



Smartphone Apps

Providing Apps to All 3 Major Mobile Carriers

SOURCENEXT provides apps to the all-you-can-use app services of all 3 major carriers in Japan.

Providing Apps Since	Carrier	Service Name	Number of Apps Provided
March 2012	KDDI CORPORATION	"au SmartPass"	2
June 2013	NTT DOCOMO, INC.	"SugoToku Contents"	15
August 2014	SoftBank Corp.	"App Pass"	35
Example of app	ps provided		(As of March 2021)
	井 夕		











World's First Voice Messaging Service Linked with LINE



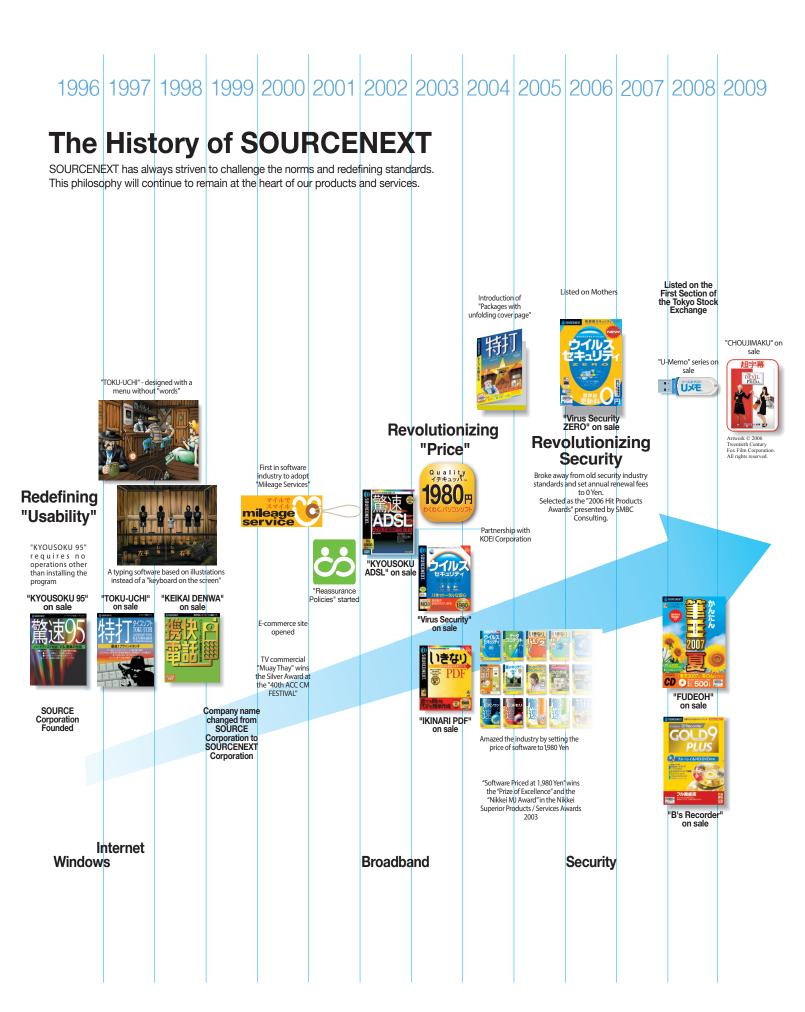
The "Smart RUSUDEN" voice message to text service that enables users to read their voice messages either on the spot, or through Email or LINE (messaging service) has been popular.

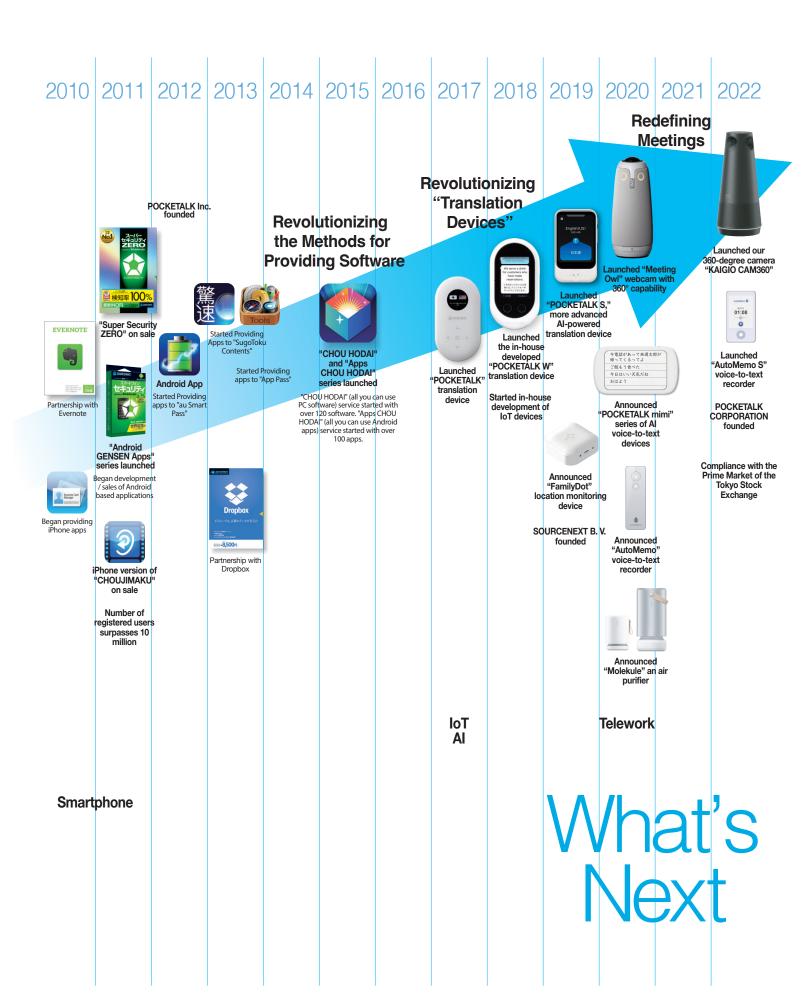
User Services

Over 18 Million Registered Users

We operate our own EC site, mostly focused on sales via downloads. Customers who purchase and register a product are encouraged to purchase again through after-sale upgrades, discounts, etc. The total number of registered users now exceeds 18 million, making them our major asset.







Consolidated Financial Statements (Summary)

Consolidated Balance Sheets Millions of Yen

Mil	lione	of	V

	As of March 31, 2021	As of March 31, 2022
Assets		
Current assets	13,465	12,846
Cash and deposits	4,779	5,451
Merchandise and finished goods	4,330	4,246
Non-current assets	6,865	7,134
Property, plant and equipment	105	99
Intangible assets	2,930	3,015
Investments and other assets	3,829	4,019
Total assets	20,331	19,981
Liabilities		
Current liabilities	6,538	8,256
Non-current liabilities	1,428	1,765
Total liabilities	7,966	10,022
Net assets		
Shareholders' equity	12,152	9,455
Accumulated other comprehensive income	59	127
Share acquisition rights	151	200
Minority interest	_	176
Total net assets	12,364	9,959
Total liabilities and net assets	20,331	19,981

Current ratio	205.9%	155.6%
Quick ratio	104.1%	83.6%
Equity ratio	60.1%	48.0%

Consolidated Statements of Income

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Controlled Claternonic of Intollio		ivillions of ten
	Fiscal year ended March 31, 2021	Fiscal year ended March 31, 2022
3 Net sales	12,851	10,307
Cost of sales	5,256	5,677
Gross profit	7,594	4,630
Selling, general and administrative expenses	7,054	6,890
Operating profit (loss)	540	△2,259
4 Ordinary profit (loss)	452	△2,128
Profit (loss) before income taxes	418	△3,330
Total income taxes	227	171
Profit (loss) attributable to owners of parent	191	△3,502

Consolidated Statements of Cash Flows Millions of Yen

۱i	llions	of	Yer

		- 11111110110 01 101
	Fiscal year ended March 31, 2021	Fiscal year ended March 31, 2022
Cash flows from operating activities	△639	△330
Cash flows from investing activities	△2,755	△2,938
3 Cash flows from financing activities	4,271	3,820
Effect of exchange rate change on cash and cash equivalents	4	119
Net increase (decrease) in cash and cash equivalents	881	671
Cash and cash equivalents at beginning of period	3,898	4,779
Cash and cash equivalents at end of period	4,779	5,451

Consolidated Financial Statements (Summary)

Total assets

Decreased by 350 million yen to 19.981 billion yen. Main factors were an increase in cash and deposits of 671 million yen, and a decrease of 573 million yen in accounts receivable.

Loss attributable to owners of parent

We determined that excess earning power at multiple investment locations decreased compared to when shares were acquired during the COVID-19 pandemic, and therefore recorded these as impairment loss on investment securities. In addition, after examining the recoverability of deferred tax assets, we recorded a valuation reserve.

As a result, the net loss attributable to shareholders of the parent was 3.502 billion yen.

2 Total liabilities

Liabilities increased by 2.055 billion yen to become 10.022 billion yen. Main factor was the increase in short-term borrowing of 2.3 billion yen related to the production and purchase of loT products.

Cash flows from operating activities

Expenditures decreased by 308 million yen to 330 million yen. The main factors were a decrease of 323 million yen in expenditures as a result of a decrease in unearned revenue, and a decrease of 610 million yen in payments such as for corporate income taxes.

Net sales

Although overseas sales of "POCKETALK" grew compared to the previous year, sales decreased by 19.8% year on year to 10.307 billion yen as demand in Japan for overseas travelers and inbound businesses did not recover, "Meeting OWL" sales were lower than expected, and there was a reactionary decline in the special demand for telework in the previous fiscal year.

Cash flows from investing activities

Expenditures increased by 182 million yen to 2.938 billion yen.

This was mainly due to an increase of 337 million yen in spending for software acquisition.

4 Ordinary loss

We selected the products that we wanted to focus on for sales, and recorded a temporary acquisition of software amortization expenses and a product valuation loss for IoT products that we decided not to sell during the next fiscal year

Regarding selling, general, and administrative expenses, personnel expenses and recruitment expenses increased for future business expansion, and expenses for system replacement and renewal of our online shop increased. However, efforts were made to suppress expenses for advertising and sales promotion. As a result, ordinary loss was 2.128 billion yen.

8 Cash flows from financing activities

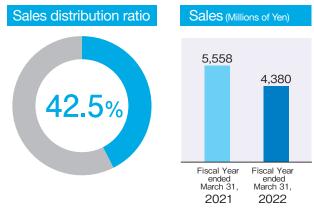
Revenue decreased by 450 million yen to 3.820 billion yen. This was mainly due to 1 billion yen decrease in net increase for short-term borrowings, and income of 1.382 billion yen from payments by non-controlling shareholders via third-party allocation of shares for consolidated subsidiaries.

SOURCENEXT eSHOP (EC site)

Net Sales

4.380 billion yen

(21.2% decrease from the previous fiscal year)



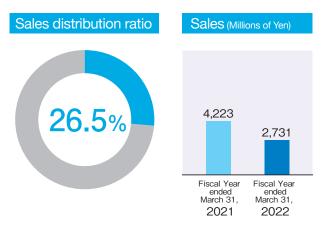
We sell IoT products, software and the like through the online shop on our website.

Electronic retail stores

Net Sales

2.731 billion yen

(35.3% decrease from the previous fiscal year)



We sell IoT products, PC software and the like to individual consumers, mainly at electronics retail stores around Japan.

Overview of sales and major activities

- Overseas travel by people will continue to be restricted due to the worldwide spread of COVID-19, which means that the inbound/outbound demand for "POCKETALK" has not recovered and the sales environment is severe
- Updates to the postcard creation software "FUDEOH," "FUDEMAME," and "ATENA SHOKUNIN" were released, and sales of upgrades from the old version were good
- "Security" products were impacted by the reactionary decline in the special demand for telework last year, and by the sharp decrease in PC shipments in Japan
- "POCKETALK Pair" was newly added to the "POCKETALK" lineup

Overview of sales and major activities

- Due to the impact of long-tern restrictions on going out related to the spread of COVID-19, there was an overall decline in sales performance at stores
- A "Hybrid Work Support Campaign" was implemented to help increase sales of "Meeting OWL"
- Regarding "security", "ZERO Super Security for Windows" released in October 2021 and has performed well











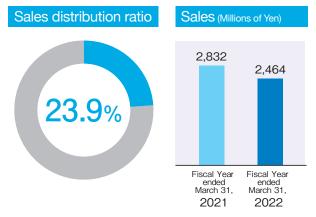




Corporate sales

Net Sales

2.464 billion yen (13.0% decrease from the previous fiscal year)



Our Company sells and rents IoT products for corporate users such as "POCKETALK" and telework-related hardware, and provides unlimited use services including PC software and smartphone applications.

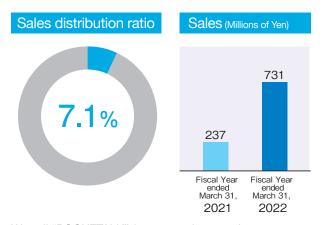
Overview of sales and major activities

- Sales of "POCKETALK" and "Meeting OWL" continue to struggle as a result of restrictions on international travel and people refraining from going to work due to prolonged restrictions on going out
- Hybrid work styles are gradually becoming more common in society, and inquiries for "Meeting OWL" began to increase toward the end of the fiscal year
- · Content provision and sales for unlimited flat-rate apps have declined due to a decrease in advertising space or discontinuation at some carriers

Others

Net Sales

731 million yen (208.6% increase from the previous fiscal year)



We sell "POCKETALK" for personal-use and company-use at our bases in the United States and Europe.

Overview of sales and major activities

- Sales of "POCKETALK" expanded mainly via "Amazon" in the United States and Europe
- Sales of "POCKETALK" in the US are strong (234.9% increase from the previous fiscal year)
- After it was announced that "POCKETALK" is compliant with the HIPAA (Health Insurance Portability and Accountability Act) in the US, awareness of its high-level security increased





















"Prime Market" Compliance



On July 9, 2021, the Company received a primary judgment result on compliance with the standards for maintaining its listing in the new market segment from Tokyo Stock Exchange, Inc., and it was confirmed that we meet the standards for maintaining listing in the "Prime Market" among the new market segments.

Eiko Koike chosen as new brand ambassador



We believe that the bright, dynamic, and trustworthy character of Eiko Koike, an actress who is recognized by a wide variety of people across generations, matches well with our brand image, and have chosen her as our brand ambassador.

Donating POCKETALK to support Ukrainian refugees





The Company has donated POCKETALK in the hopes that it will help facilitate smooth communication for people who have evacuated from Ukraine. These were distributed to the Ukrainian embassy in Japan, at reception bases for support in Japan including Hyogo prefecture, and areas near the border in Poland.

Frequently Asked Questions

- Q. What is your most popular product / service?
- A. The Al-powered translation device "POCKETALK" and telework-related products, such as "Meeting Owl," are popular.

We have sold a total of over 900,000 "POCKETALK" units since its release in December 2017 (as of September 2021). Despite the decreased demand for overseas travel, "POCKETALK" has become available for remote meetings, recognition in the United States has increased, and adoption at medical institutions, schools, and public institutions has accelerated for improving services in Japan. More than 20,000 units of the 360-degree Al camera "Meeting OWL" have been shipped, and our own 360-degree camera "KAIGIO CAM360" was launched in April 2022 to expand our range of telework-related products.

- Q. What are your thoughts on premium redemptions to shareholders?
- A. We are committed to firmly maintaining a policy of paying stable dividends.

The basic dividend policy is to implement the distribution of profits with comprehensive consideration of performance, the dividend payout ratio and the amount of investment required for medium- and long-term corporate growth. For the fiscal year ended March 31, 2021, we paid out dividends on the basis of a 15% dividend payout ratio. However, we recorded a net loss of 3.502 billion yen during the current fiscal year. Regretfully, we are not planning to distribute dividends for the current fiscal year in order to restructure the base for medium- to long-term growth and fully recover business performance. We will continue to implement the shareholder special benefit plan that was introduced as premium redemptions to shareholders in the previous fiscal year. Depending on the number of shares owned, you will receive SOURCENEXT ePoint (privilege points) that can be used for purchases on our site.

- Q. What are your future business strategies?
- A. With an eye on the "post-COVID-19 era" and the "COVID-19 era," we will expand sales of "POCKE-TALK" further and expand our lineup of products for remote meetings and telework.

Looking to the future after COVID-19 is under control, we will expand POCKETALK functionality and widen our overseas sales channels. We released "POCKETALK Pair," a translation software that can be used without the main hardware, in order to accelerate efforts to gain global brand awareness and make it more popular. We will continue expanding our IoT products and software targeting corporate customers for improving the office telework environment while introducing new products that meet the changing needs of the times.

- Q. Does SOURCENEXT have an established regulatory compliance program?
- A. Yes, we have established a culture of treating compliance with utmost importance.

In our corporate philosophy of "becoming the most exciting company in the world," we define "exciting" to mean "being genuinely good," "creating happiness," and "having fun," and we are fostering a culture that expects our people to do the right thing. Moreover, in addition to requiring our employees to undergo training and do a test at the time of entering the company and once a year thereafter, regardless of the form of their employment with the company, we also teach via other methods such as through the activities of committees composed of employees. Furthermore, as a response for actions that arouse suspicions as to whether they are within laws and regulations, we have established a report desk that provides the means for all employees to make an anonymous report to the company via an independent organization with no relationship of interest with our company.

Shareholders' Notes

Fiscal Year

From April 1 to March 31 of the following year

Annual Meeting of Shareholders

June of every year

Record Date

For Annual Shareholders' Meeting: March 31, every year

For Year-end Dividend: March 31, every year

If others are deemed necessary, the dates will be as notified in advance

Shareholder Registry Administrator and Transfer Account Management Institution for Special Accounts

1-4-1 Marunouchi, Chiyoda-ku, Tokyo Sumitomo Mitsui Trust Bank, Limited

Shareholder Registry Administrator Office

1-4-1 Marunouchi, Chiyoda-ku, Tokyo Sumitomo Mitsui Trust Bank, Limited,

Stock Transfer Agency Business Planning Dept.

(Mailing Address) 2-8-4, Izumi, Suginami-ku, Tokyo 168-0063

Sumitomo Mitsui Trust Bank, Limited, Stock Transfer Agency Business Planning Dept.

(Telephone Number) 0120-782-031 (Available only in Japan)

(Internet Homepage URL) https://www.smtb.jp/personal/procedure/agency/

(Regarding changes in registered address and referencing information regarding shares)

Shareholders who have an account opened with a securities company, who need to make changes to their regis tered address or need to reference any records, please contact the securities companies for which the account is opened for. For shareholders who do not have an account at any securities company, please make inquiries to the telephone number noted above.

(Regarding Special Accounts)

For shareholders who are not using Japan Securities Depository Center for their electronic stock certificates, we have prepared an account (special account) at the above Sumitomo Mitsui Trust Bank, Limited. For address changes and referrals regarding these special accounts, please contact the above telephone number.

Method of Notification

Notification will be made public electronically (https://www.sourcenext.com/), but in any cases where notification via electronic publication is not possible, the information will be made public through the Nihon Keizai (Nikkei) Shimbun.

Securities Code

4344

Traded

Tokyo Stock Exchange (Prime Market)

SOURCENEXT Corporation

Shiodome City Center 33F, 1-5-2, Higashi-Shimbashi, Minato-ku, Tokyo 105-7133

- Windows is a trademark or registered trademark of Microsoft Corporation in the United States and/or other countries.
- The names of other companies, products and services are the property of their respective owners.

Corporate Profile

Overview of Corporation

(as of March 31, 2022)

Company Name

SOURCENEXT Corporation

Founded

August 2, 1996

Headquarter

Shiodome City Center 33F, 1-5-2, Higashi-Shimbashi, Minato-ku, Tokyo 105-7133

Capital

3,695 million yen

Number of Employees

Nonconsolidated: 149

(including 11 temporary staff / employees)

Consolidated: 154

(including 11 temporary staff / employees)

Description of Business

Planning, development and distribution of PC / smartphone software and hardware products

Members of the Board

(As of March 31, 2022)

Founder and CEO

Noriyuki Matsuda

President and COO

Tomoaki Kojima

Senior Managing Director

Kousuke Fujimoto

Managing Director and CFO

Fumihiko Aoyama

Outside Director

Hideaki Kubori

Outside Director

Kunitake Ando

Outside Director

Nobuhide Nakaido

Standing Auditor

Masaaki Hirose

Outside Auditor

Tetsuya Kobayashi

Outside Auditor

Kakuji Takano

Present Shares (As of March 31, 2022)

Total Number of Authorized Shares 361,120,000 shares

Total Number of Issued Shares 136,297,600 shares

Number of Shareholders 52,794

Corporate Philosophy

Origin of company name:

"We Source What's Next"

SOURCENEXT's Ultimate Strategy

Corporate Mission

Creating products that inspire joy and move the world

Corporate Vision

To become the most exciting company in the world

The three conditions of "Exciting" Being genuinely good, Creating happiness, Having fun

Corporate Value

Customer-Centric Mindset. Creating Innovative New Markets. Embrace Challenge.