



# FY2025 (Ending December) Q1 Financial Results Presentation

August 8, 2025

SOURCENEXT CORPORATION

# 1. Highlights

## 2. Business Update

## 3. Future Outlook

## 4. Supplementary Materials

## Summary








- Net sales increased by 193 million yen year-on-year (YoY), up 7.7%, driven by strong sales of software products.
- Operating loss improved by 171 million yen YoY, supported by the above net sales growth, improved profit margins in the POCKETALK business, and company-wide cost control efforts.
- On the other hand, foreign exchange gains turned into foreign exchange losses, resulting in a larger ordinary loss and net loss compared to the previous year.

## Topics

- Upon the launch of POCKETALK S2, gross profit margin improved in the U.S. due to reduced costs, higher selling prices, and a greater share of software sales.
- In June 2025, two new products were released, featuring engines developed by the SOURCENEXT AI Lab.

## Consolidated Income Statement – Q1 Comparison

(Unit : million yen)

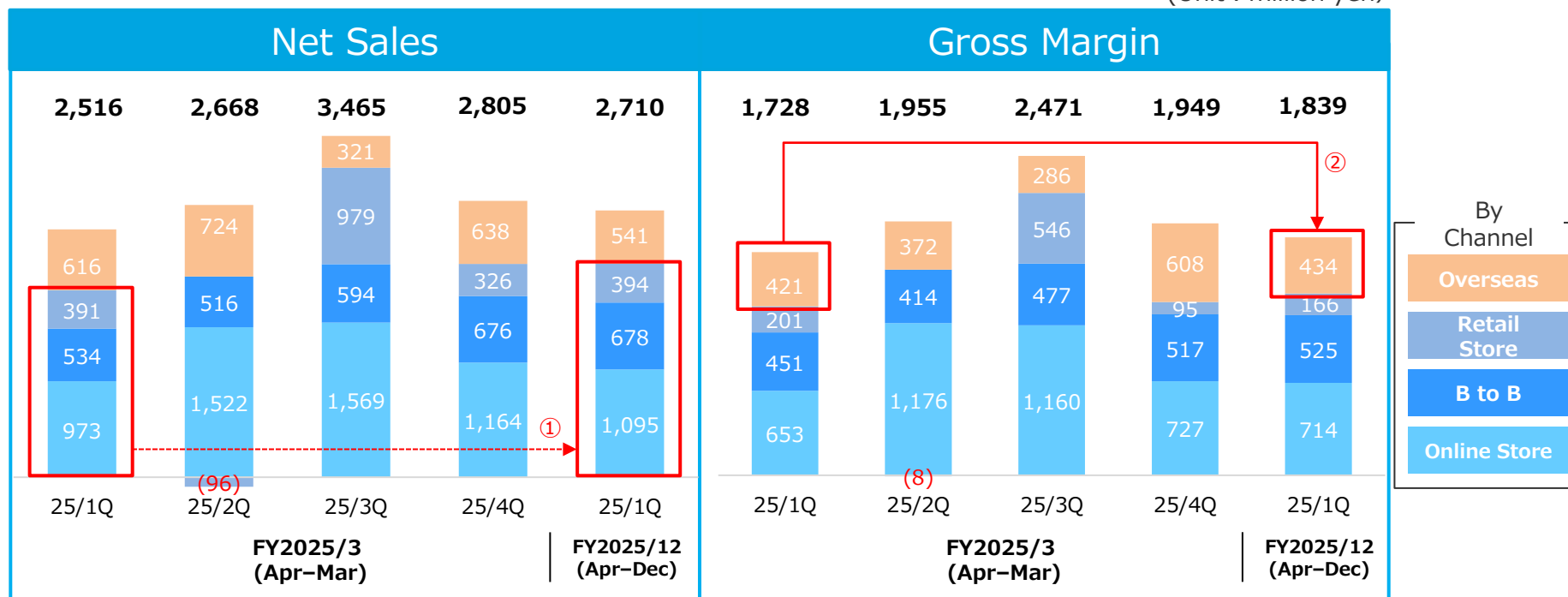
	FY2025/3 Q1 (Apr–Jun 2024)	FY2025/12 Q1 (Apr–Jun 2025)	YoY	
			Change	Change Rate
Net Sales	2,516	2,710	+ 193	+7.7% 
Operating Profit	▲849	▲678	+ 171	+ 20.2% 
Operating Profit Margin	▲33.8%	▲25.0%	-	+ 8.8pt 
Ordinary Profit	▲710	▲841	▲131	▲18.5% 
Ordinary Profit Margin	▲28.2%	▲31.1%	-	▲2.9pt 
Net Profit	▲544	▲644	▲99	▲18.3% 
Net Profit Margin	▲21.6%	▲23.8%	-	▲2.2pt 

Note : Net profit attributable to parent company shareholders is used.

- Net sales increased by 193 million yen year-on-year (+7.7%), driven by strong software sales, supported by replacement demand due to the end of Windows 10 support and the launch of offline AI products.
- Operating loss narrowed, improving by 171 million yen year-on-year, mainly due to improved gross margins in the U.S. POCKETALK business and cost control in other segments.
- On the other hand, foreign exchange gains turned into foreign exchange losses, resulting in a larger ordinary loss and net loss compared to the previous year.

## Quarterly Trends in Net Sales and Gross Margin by Channel

(Unit : million yen)

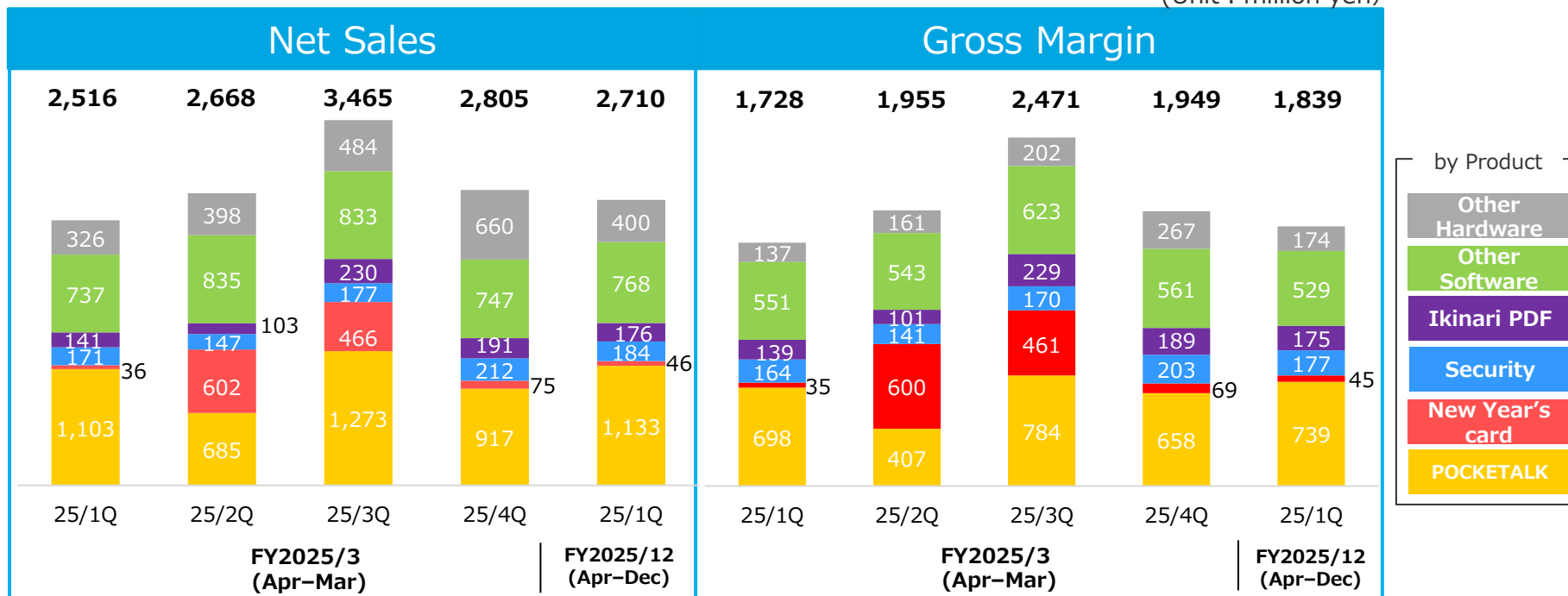


Note: The Gross Margin shown in the above table excludes shared costs such as development expenses that cannot be directly allocated to individual products or channels, and therefore does not match the Gross Profit reported in the Summary of Consolidated Financial Results.

- ① In all domestic channels, net sales increased year-on-year due to special demand from PC replacements following the end of Windows 10 support and the launch of offline AI products.
- ② In overseas markets, although POCKETALK sales temporarily declined due to changes in U.S. policy, profit margins improved thanks to reduced costs, higher selling prices, and a greater share of software sales.

## Quarterly Trends in Net Sales and Gross Margin by Product

(Unit : million yen)



Note: The Gross Margin shown in the above table excludes shared costs such as development expenses that cannot be directly allocated to individual products or channels, and therefore does not match the Gross Profit reported in the Summary of Consolidated Financial Results.

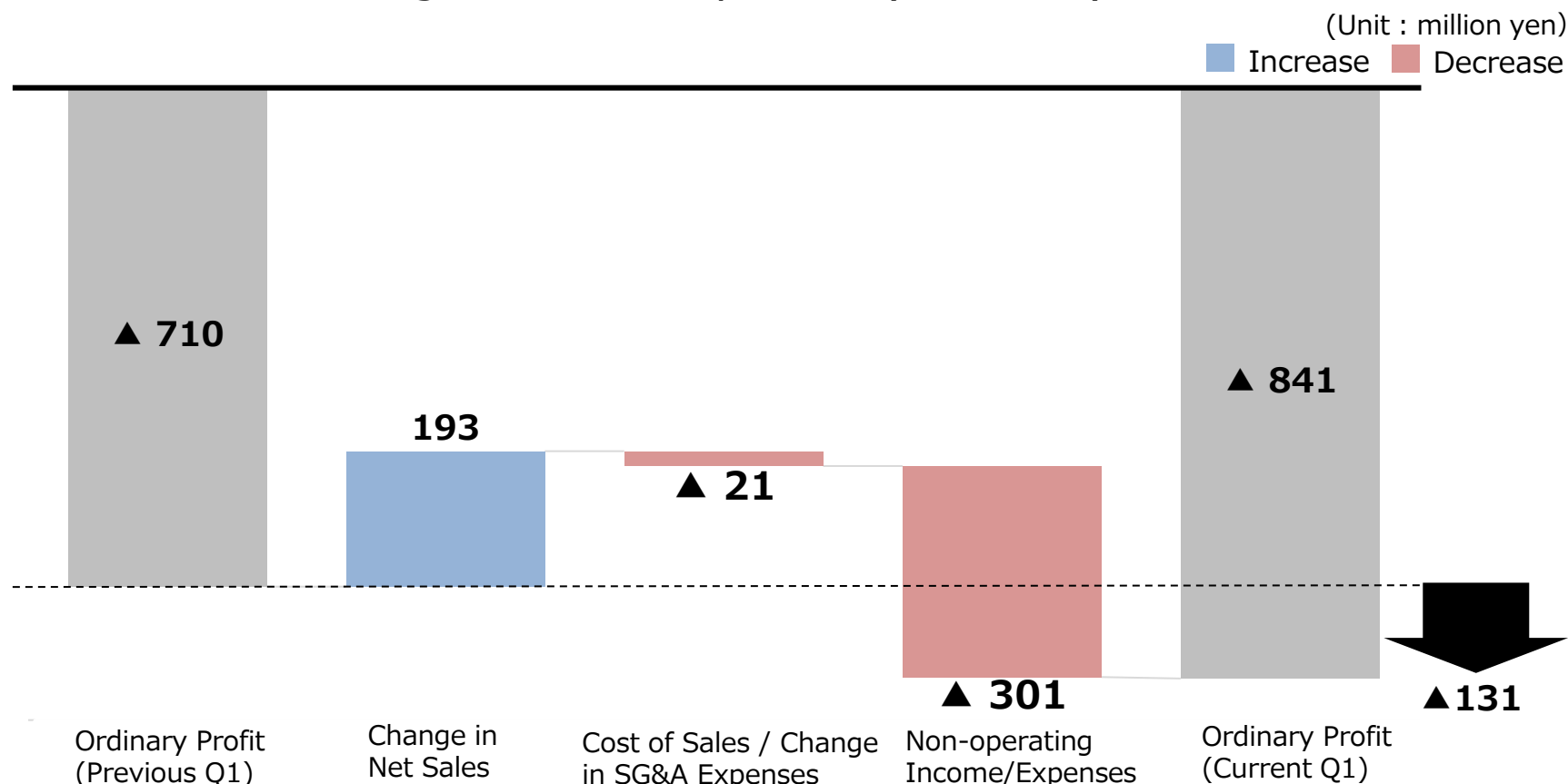
Compared to the same period last year, each product category saw an increase in both net sales and gross margin.

- Software: Benefited from special demand due to the end of Windows 10 support and the launch of offline AI products.

Corporate sales of "Ikinari PDF" also showed steady growth.

- Hardware: Sales were boosted by new products such as Pebblebee and Backbone.
- POCKETALK: Although overseas sales declined temporarily due to changes in U.S. immigration policy, domestic sales increased thanks to shipments of the new PTS2 device.

## Factors Behind Changes in Ordinary Profit (YoY / Q1)



\* increase or decrease affects the profit.

- ① Change in Net Sales: As mentioned above, net sales increased due to special demand associated with the end of Windows 10 support and the launch of offline AI products.
- ② Non-operating Income/Expenses: In the previous fiscal year, a foreign exchange gain of 162 million yen was recorded, whereas in the current period, a foreign exchange loss of 91 million yen was incurred, resulting in a year-on-year difference. Additionally, an equity-method investment loss was recorded, mainly due to profit and loss sharing related to affiliated companies accounted for by the equity method.

## Balance Sheet Overview (Consolidated / Comparison with Previous Quarter-End)

(Unit : million yen)

	As of Mar 31, 2025	As of Jun 30, 2025	Change	Change Rate
Current Assets	11,342	10,154	▲1,187	▲10.5%
Cash and Deposits	6,008	5,223	▲784	▲13.1%
Accounts Receivable	1,554	1,238	▲315	▲20.3%
Merchandise and Finished Goods	2,646	2,645	0	+0.0%
Fixed Assets	5,866	5,645	▲221	▲3.8%
Total Assets	17,209	15,800	▲1,409	▲8.2%
Current Liabilities	6,165	5,666	▲498	▲8.1%
Non-Current Liabilities	1,689	1,653	▲36	▲2.1%
Net Assets	9,354	8,479	▲874	▲9.3%
Equity Ratio	43.4%	42.8%	-	▲0.6pt










\* Equity ratio is calculated as:  
 (Net Assets – Stock Acquisition Rights – Non-controlling Interests) / Total Assets

Due to the repayment of 500 million yen in short-term borrowings, both cash and deposits as well as current liabilities decreased.



## POCKETALK Inc. – Income Statement (Consolidated)

(Unit: million yen)

	Jan–Mar 2025	Apr–Jun 2025	Change	Change Rate	
Net Sales	1,031	1,086	+ 55	+ 5.3%	
Gross Profit	356	424	+ 68	+ 19.1%	
Gross Profit Margin	34.5%	39.0%	-	+ 4.5%	
SG&A Expenses	942	917	▲ 25	▲ 2.6%	
–Personnel Expenses	323	324	+ 1	+ 0.3%	
–Outsourcing Costs	185	162	▲ 23	▲ 12.4%	
–Advertising Expenses	118	109	▲ 9	▲ 7.6%	
Operating Profit	▲ 585	▲ 492	+ 93	+ 15.8%	
Operating Profit Margin	▲ 56.7%	▲ 45.3%	-	+ 11.4%	

- Sales increased mainly due to higher shipment volumes in the U.S.
- Gross profit improved thanks to higher selling prices and a greater share of software sales in the U.S.
- Outsourcing costs were reduced through operational efficiency improvements.

1. Highlights

2. Business Update

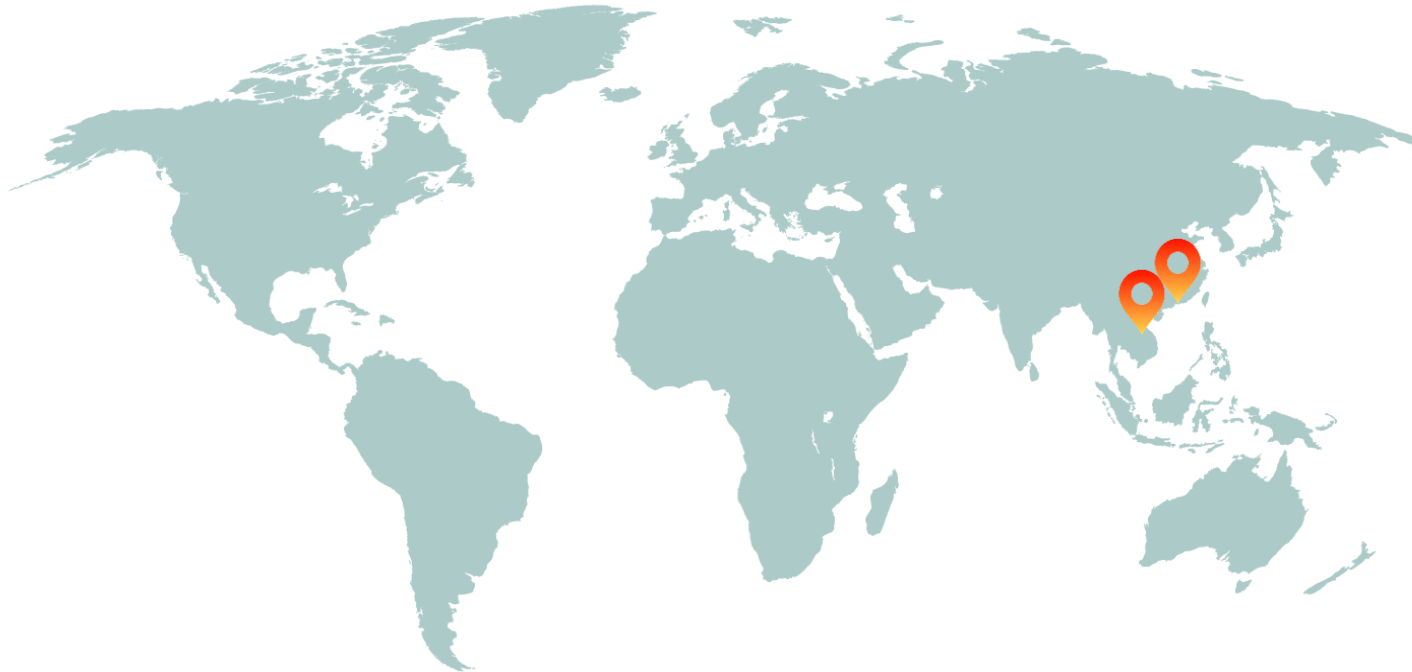
3. Future Outlook

4. Supplementary Materials

# 1 ) Business Update on POCKETALK

## 1. POCKETALK Business (Overseas)

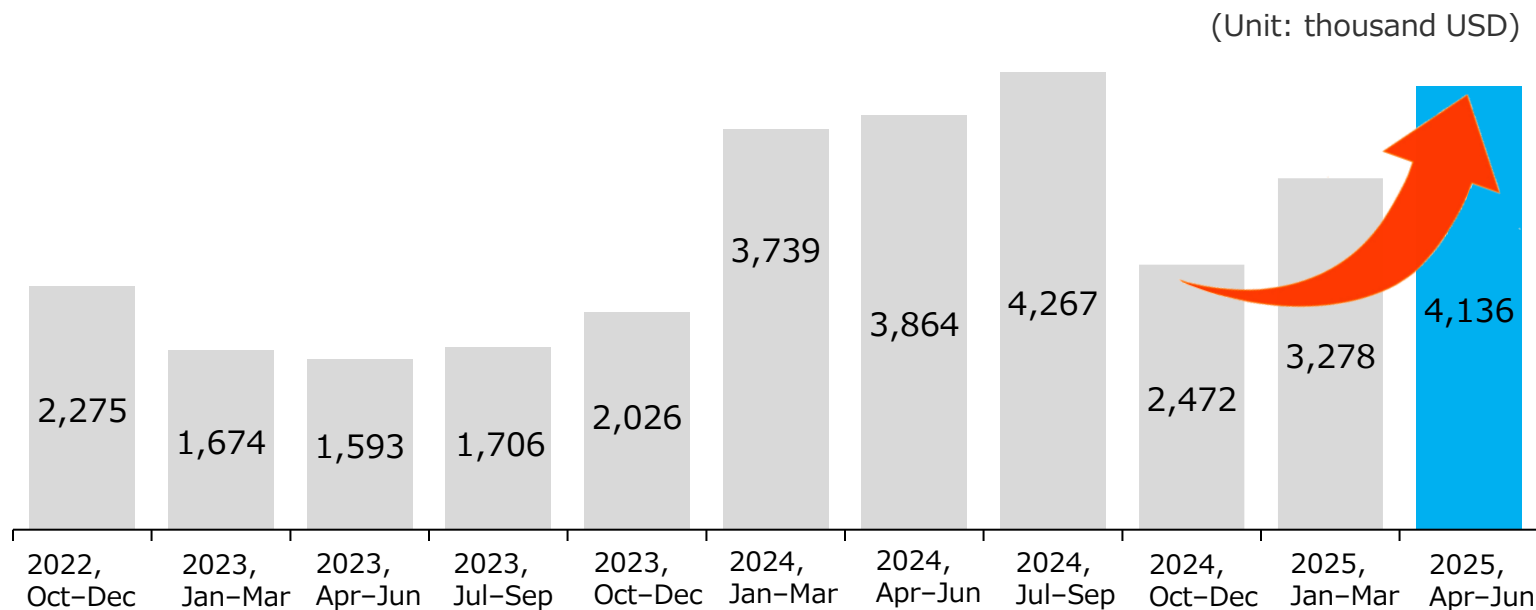
# Response to U.S. Tariff Policies



- Upon signs of a potential transition to the Trump administration, we produced approximately one year's worth of inventory of the POCKETALK S2 and proactively shipped it to the U.S.
- To minimize the impact of future tariff policies, we decided to establish production bases not only in China but also in Vietnam.

## 1. POCKETALK Business (Overseas)

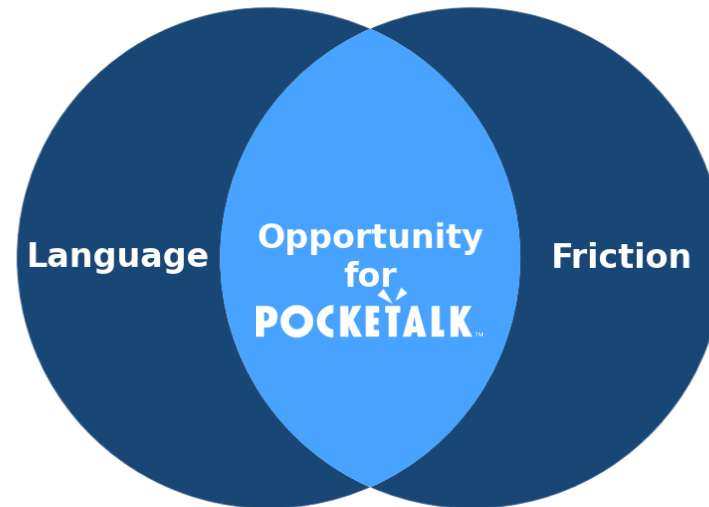
## POCKETALK Business in the U.S. – Sales Trend



- Due to the presidential election, a temporary decline in purchases occurred during October–December 2024.
- Orders recovered steadily in 2025, with April–June sales increasing by 67% compared to October–December 2024.
- Sales also increased year-on-year, approaching the record-high level seen in July–September 2024.

## 1. POCKETALK Business (Overseas)

## The US Strategy: Our Driver of Success

**Opportunity = Intersection of Language and Friction**

- Winning in industries where friction in language impacts day-to-day work
- Targeting sectors that NEED translation to operate safely & compliantly
- Higher friction leads to higher usage, stronger ROI justification for businesses

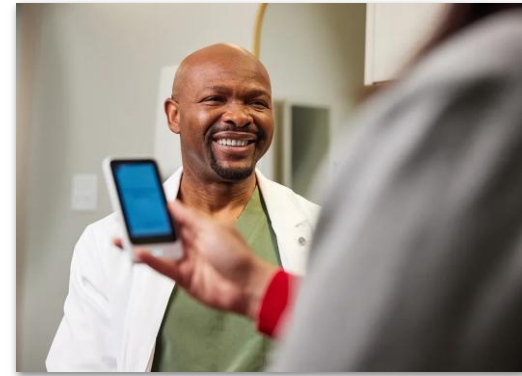
## 1. POCKETALK Business (Overseas)

## Core Verticals: Where Language and Friction Intersect

## Education



## Healthcare



## Government/Public Safety



## Logistics



## 1.POCKETALK Business (Overseas)

## Marketplace Size of Verticals

## Education

- 5.3 million English Learners in over 80,000 U.S. public K-12 schools, representing about 10.6 % of all public school students, as of Fall 2021
- Governments provide \$878.2B or \$17,700 per pupil to fund K-12 public education.

## Healthcare

- The U.S. has over 25,000 hospitals, and nearly 7.7 million healthcare related service providers.
- Centers for Medicare and Medicaid Services project \$7.5T in health expenditures in 2028, ~20% of GDP.

## Government/Public Safety

- Currently more than 74,000 local and state entities in the U.S. and 438 federal agencies
- U.S. Federal Government Spends over \$2B on outsourced translation and interpreting services per year. State and Local spend over \$1B.

## Logistics

- Approximately 19 million U.S. working-age adults (ages 16–64) are classified as Limited English Proficient (LEP)
- About 6 million (~32%) LEP individuals reported as employed in logistics sectors such as manufacturing, transportation, and warehousing.



## 1. POCKETALK Business (Overseas)

## Key Customers by Vertical

## Education



## Healthcare



## Government/Public Safety



**COLORADO**  
Department of Revenue



Hillsborough  
County Florida



CITY OF NEW ORLEANS

## Logistics

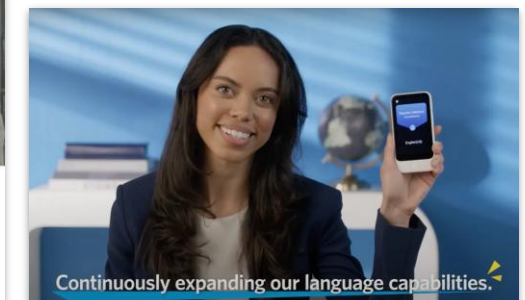
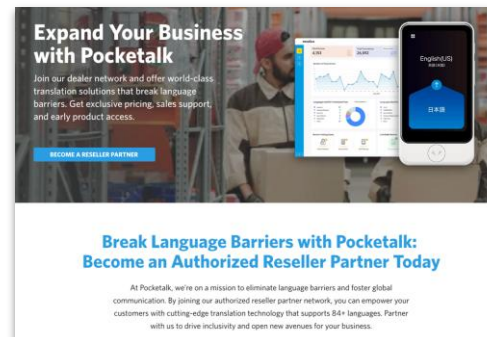


# 1. POCKETALK Business (Overseas)

## Cost Effective Tactics

- Website
- Digital Advertising
- Social Media
- Influencer Marketing
- Newsletters
- Sales Enablement
- Thought Leadership
- Case Studies
- Product Training

...and more



# 1.POCKETALK Business (Overseas)

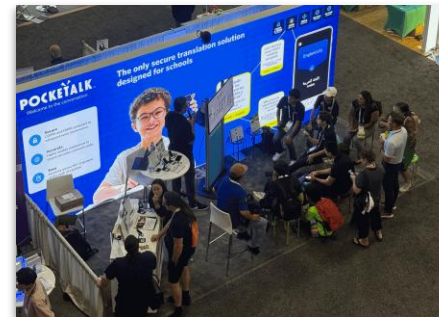
## Conferences

Attending over 60 in 2025

Anatomy of a successful event:

- Dedicated event landing page
- Social media/content marketing
- Emails & LinkedIn
- Live speaking sessions with ambassadors & influencers
- Tailored Follow Up
- Post-Conference PR

Brand recognition rising among key individuals in core verticals each year



TECHNOLOGY

### The 10 Coolest Finds We Spotted at ISTE Live + ASCD Annual Conference 2025

Minds blown. 🤖

pocketaalk Districts across the country are already using Pocketaalk to:

- Support English language learners
- Improve engagement with multilingual families
- Minimize reliance on external interpreters for everyday communication

Join us and see how it works at [#ISTELive25](#).  
[www.pocketaalk.com/iste-2025](http://www.pocketaalk.com/iste-2025)



WE ARE  
TEACHERS

Free classroom resources,  
inspiration, and support.



#### 1. Pocketaalk

If you teach in a classroom with multiple home languages, Pocketaalk is a game changer. It's a pocket translator that supports more than 80 languages with instant translation features, including a text-to-translate camera. Having access to two-way translation at the push of a button is transformational.

Learn more: [Pocketaalk](#)

## 1. POCKETALK Business (Overseas)

## PR and Award Wins



...just to name a couple



## 1. POCKETALK Business (Overseas)

### Received the “Innovation Award 2025”

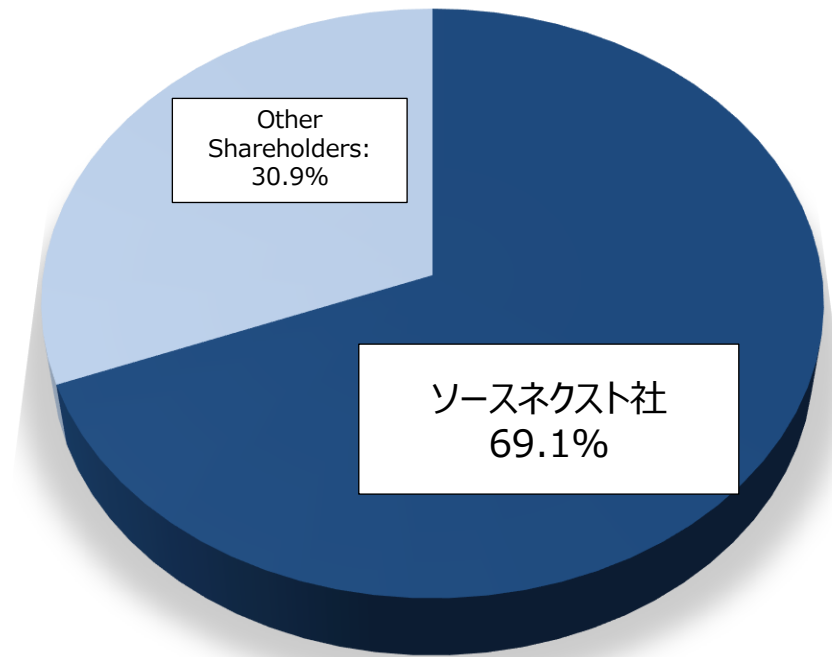


- At the 15th Japan–U.S. Innovation Awards Symposium, held at Stanford University in the U.S., POCKETALK Inc. was selected as one of five innovative Japanese startups and received the “Innovation Award 2025.”
- The company was recognized for its Japan-originated advanced technologies and unique business model, which were seen as having the potential to make a global impact.

## 2.POCKETALK Business

# Shareholding Policy

Shareholding Structure of POCKETALK Corp.



As of the end of June 2025

We plan to hold a majority of shares in POCKETALK Corp. even after its public listing.

## 2.POCKETALK Business

### POCKETALK Inc. – Public Listing Overview

- Purpose:  
To accelerate product development, strengthen global sales, and secure talent
- Use of Proceeds from Share Sales:  
To fund new product and service development, marketing activities, and reinforce financial stability
- Reason for Maintaining Majority Ownership:  
While ensuring POCKETALK's autonomy and independence, SOURCENEXT aims to reflect its business growth in consolidated performance and enhance the market value and credibility of group subsidiaries, thereby maximizing overall corporate value

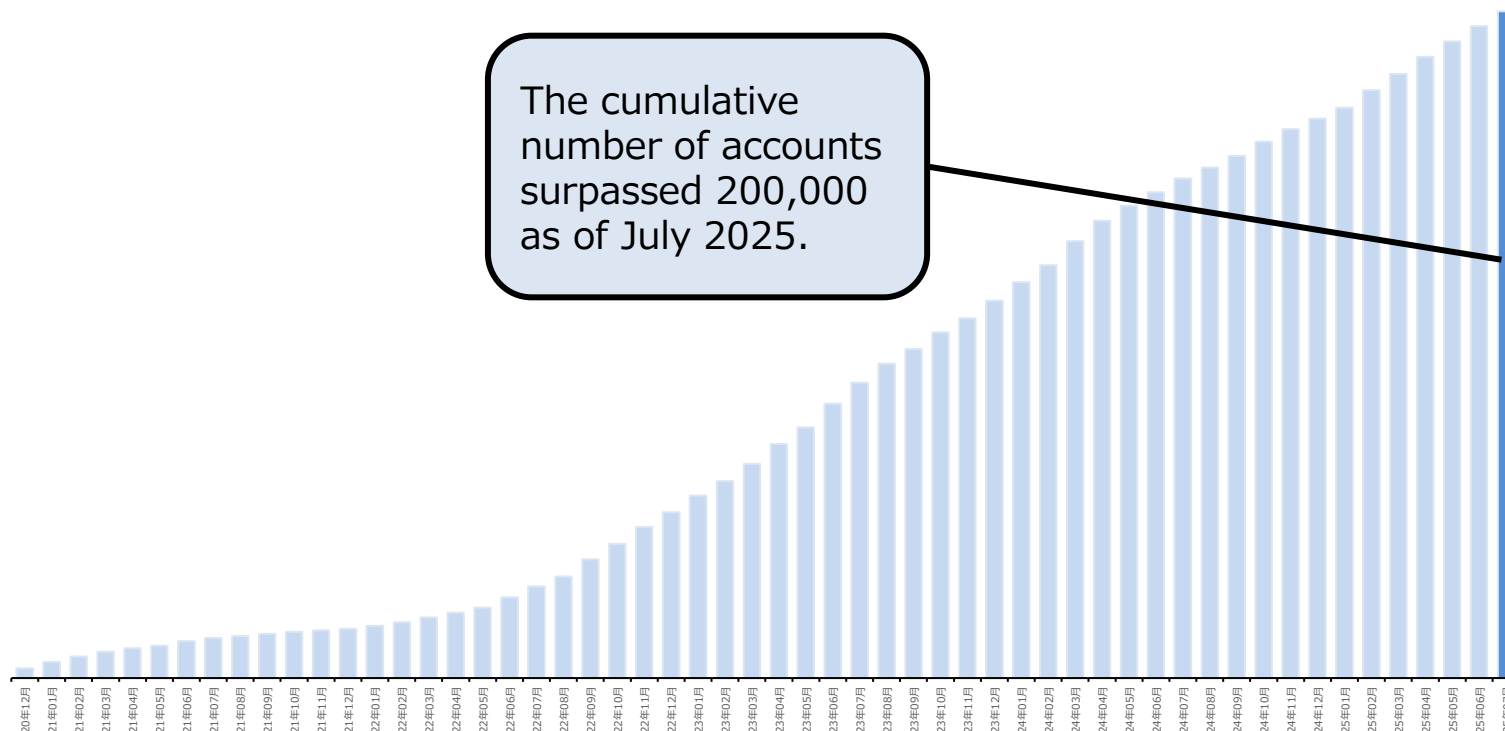
## 2 ) Business Updates on Sourcnext



< Achieving sustainable revenue through AI-powered products >

① AutoMemo AI

AI-powered transcription software “AutoMemo”  
The cumulative number of accounts surpassed 200,000  
as of July 2025 (including both paid and free users)



Following the pricing plan revision in June 2025, the number of paid subscribers has steadily increased.

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① AutoMemo AI

## Pricing Plan Revision for AutoMemo in June 2025 Summarization Feature Now Available at No Additional Cost

A promotional banner for AutoMemo AI. The background is blue with white curved lines. On the left, there's a laptop displaying the AutoMemo interface. A man's head with glasses and a smile is positioned next to the laptop, pointing towards the text. The text is in Japanese. At the top left is the AutoMemo logo. The main text says 'PowerUP' in red, followed by 'プレミアム機能を解放' (Release premium functions) and '要約が無料に' (Summarization is free) in large black characters. At the bottom, a red banner contains the text '価格も見直し、よりリーズナブルに。 6月16日、プラン改定のお知らせ' (Prices are also being reviewed, making it more affordable. June 16, plan revision notice).

AutoMemo

PowerUP

プレミアム機能を解放  
要約が無料に

価格も見直し、よりリーズナブルに。 6月16日、プラン改定のお知らせ

- The former “Standard Plan” and “Premium Plan” were unified into a single “Premium Plan,” offered at a reasonable price of ¥1,480/month or ¥14,800/year (tax included).
- The summarization feature, which was previously available only in select paid plans, is now accessible in all plans at no additional cost.

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## ② Sourcenext AI Lab

### Overview of the Sourcenext AI Lab

At our company, we have a research and development (R&D) team called the “Sourcenext AI Lab,” dedicated to pursuing high-performance and user-friendly AI. The lab promotes the development of AI-related technologies, including AutoMemo.

In 2024, many AI PCs equipped with NPUs (AI-dedicated chips) were introduced, driven by initiatives from companies such as Microsoft and Intel.

Going forward, environments that enable offline use of AI are expected to become increasingly common.

#### < Key Needs >

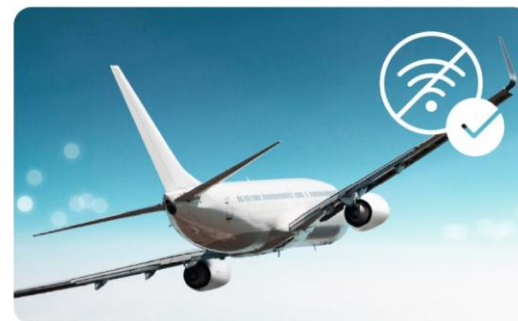
##### **Cases involving confidential or personal information**

Government agencies, legal professionals, and many departments within general corporations



##### **Cases where internet connection is not available**

Locations with no signal or where internet access is restricted



< Achieving sustainable revenue through AI-powered products >

② Sourcenext AI Lab

## Sourcenext's Strengths



**Development  
Capabilities**

We implement web server programs into PC software.



**AI**

Our approach involves careful selection, optimization, and fine-tuning.

We develop AI-powered products that can run on standard PC CPUs.

We deliver high-performance software that operates in local PC environments, while maintaining a lightweight design suitable for everyday computers.

< Achieving sustainable revenue through AI-powered products >

## ②Sourcenext AI Lab

# “AI Honkaku Honyaku” Offline Translation Software Updated with Dictionary Feature in March



The image shows a promotional graphic for the AI Honkaku Honyaku software. On the left, there are screenshots of the software's interface, which includes a translation window with Japanese and English text. In the center, a man with glasses and a surprised expression is pointing upwards. To his right, the text "オフラインなのに、超・高精度。" (Offline but super high accuracy) is displayed above the large title "AI本格翻訳". Below the title, a yellow hexagonal badge contains the text "オフライン翻訳ソフトで 翻訳精度 No.1" (No.1 translation accuracy among offline translation software). To the right of the badge, it says "Google翻訳に 匹敵する翻訳精度" (Translation accuracy comparable to Google Translate). The background is red with geometric patterns.

- Enables high-accuracy translation even without an internet connection. (Comparable to Google Translate in offline mode)
- By registering custom dictionaries, users can accurately translate product names and technical terms.
- Specific corporate needs include:
  - Secure translation of documents containing confidential or personal information, while preserving layout.
  - Translation of sensitive materials such as product specifications, development data, and technical documents in manufacturing industries, especially in offline environments.
  - Translation of contracts, academic papers, and technical documents for international collaboration.

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② Sourcenext AI Lab

## Launched “IkinaRi PDF Paperless Assist” in June 2025 to Streamline Office Document Digitization



- Bulk document scanning reduces scanning time by up to 70%.
- AI supports efficient data organization, including automatic splitting by document, file renaming, creation of searchable PDFs with searchable text, and index generation.
- All AI features—including OCR, file name suggestions, and summarization—operate entirely offline, ensuring safe handling of documents containing confidential or personal information.
- Use Cases
  - Corporate: Digitizing large volumes of paper documents stored in office cabinets to improve searchability and operational efficiency.
  - Personal: Organizing and storing documents for tax filing, pensions, and child care-related paperwork in a user-friendly format.



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## ②Sourcenext AI Lab

# Launched “RecText AI” in June 2025 – High-Accuracy Offline Transcription Software with Unlimited Usage



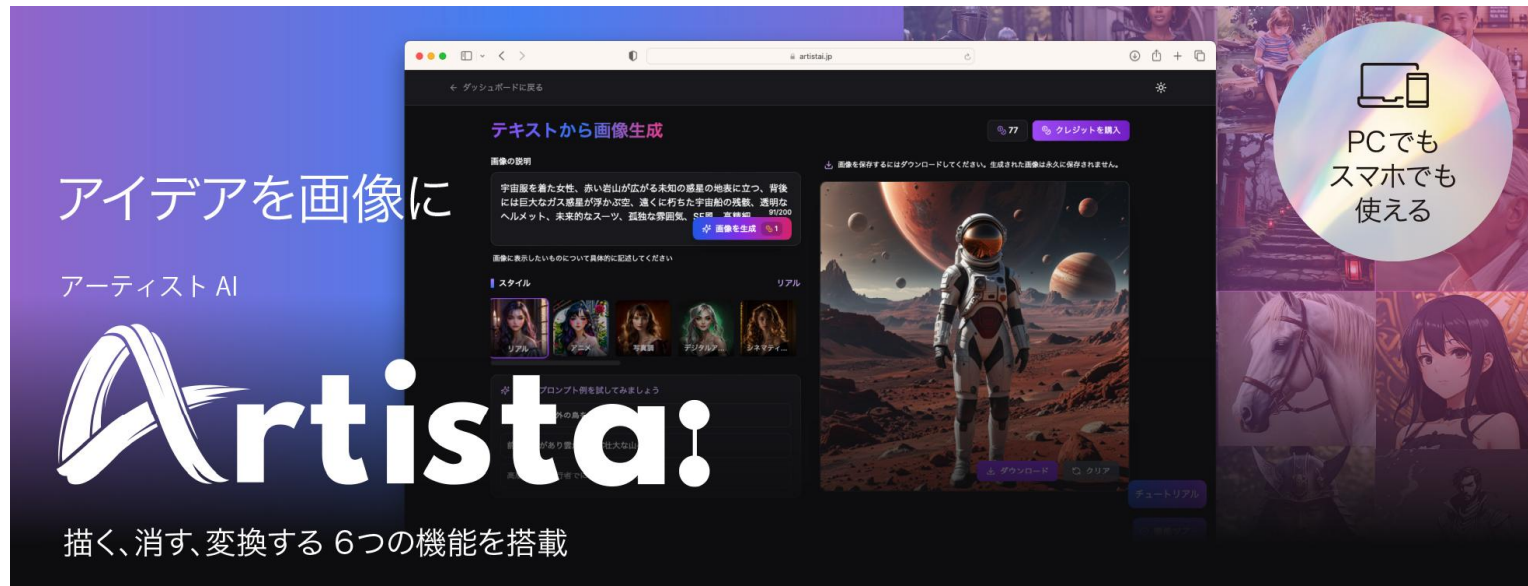
The graphic features the Japanese text "使い放題の、文字起こし。" (Unlimited use, transcription) and "サブスク不要 RecText AI" (No subscription needed, RecText AI). Below this, it says "レックテキスト" (RecText). To the right, there is a screenshot of the RecText AI software interface showing a video call transcription. A blue circular badge in the bottom right corner of the interface states "オフラインで文字起こし 正解率 92.1%" (Offline transcription accuracy 92.1%) and "ソースネクスト調べ 2025年6月" (Sourcenext survey June 2025). The interface also shows a "Powered by AutoMemo" logo.

- Utilizes the offline engine of the AutoMemo transcription AI for converting speech to text.
- Achieves both high transcription accuracy—previously available only via the cloud—and lightweight performance suitable for standard PCs.
- Operates entirely in local PC environments, ensuring secure use even in highly confidential settings such as executive or HR meetings.
- Use Cases
  - Personal: A one-time purchase transcription tool for easy use in meetings, study sessions, or hobby-related recordings.
  - Corporate: Recording and transcribing highly confidential meetings.

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③ Other Products

## Launched “ArtistAI” in June 2025 – AI-Powered Image Generation Software



- Developed by U.S.-based Richdale Ventures LLC, this AI image generation service creates high-quality visuals from text prompts or rough sketches.
- No need to install a dedicated app—accessible via browser on PCs, smartphones, and tablets.



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### ③Other AI-Powered Products

## Other AI-Powered Products



We are continuously expanding our portfolio of AI-powered products.

< Other Topics >

## Launched “Sourcenext Japan Selection” in June 2025



- This initiative supports the expansion of competitive Japan-made products into the U.S. market, including those outside the Sourcenext Group.
- Leveraging the local sales network, logistics, and marketing infrastructure of our U.S. subsidiary, Pocketalk Inc., we provide end-to-end support—from strategic planning and localization to customer service.

## &lt; Other Topics &gt;

## Contributing to Regional Revitalization

### – Products Selected as Furusato Tax Return Gifts



- A total of 59 products developed in-house or manufactured by our partners have been selected as return gifts for Furusato tax donations in Sapporo (Hokkaido), Higashi Matsuyama (Saitama), and Shibuya (Tokyo).
- These selections contribute to regional development by increasing local tax revenue. Further expansion is planned.

1. Highlights

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## Change in Fiscal Year-End

Following the resolution at the Annual General Meeting of Shareholders held on June 20, 2025, we changed our fiscal year-end from March to December. Previously, our group companies had differing fiscal year-ends. By aligning our fiscal year with the global standard, we unified our reporting period and enhanced operational efficiency through timely and appropriate information disclosure to stakeholders, including those overseas. As a result, for the fiscal year ending December 2025, our accounting period is a transitional nine-month term, from April 1 to December 31, 2025.

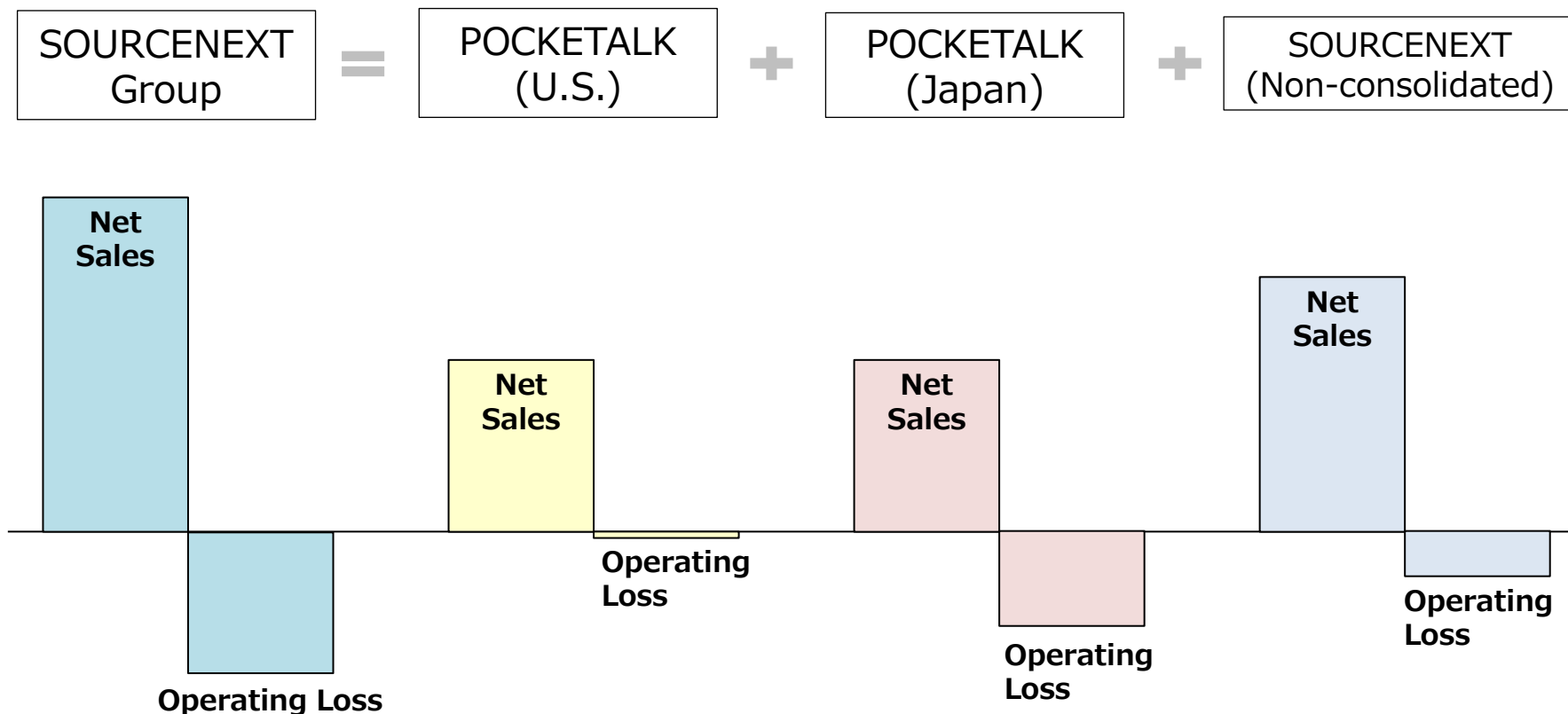
## Future Outlook

Sales performance of “POCKETALK” has shown significant improvement, driven by the recovery of inbound demand and rapid growth in the U.S. market.

However, given the uncertainties caused by factors such as U.S. trade policies, potential trade friction, and foreign exchange fluctuations, it remains difficult to provide a highly accurate earnings forecast.

As such, we will continue to withhold the consolidated earnings forecast for the fiscal year ending December 2025.

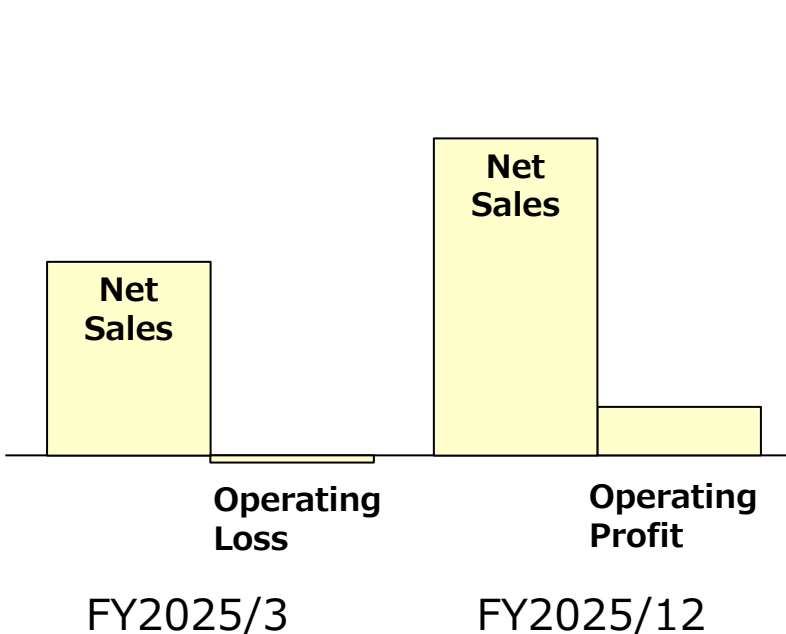
## Business Structure Overview – FY2025/3



The SOURCENEXT Group's business is broadly divided into the following segments:

- POCKETALK US -Distribution of POCKETALK in the U.S.
- POCKETALK Japan - Distribution of POCKETALK mainly in Japan
- SOURCENEXT –Distribution of other products

## POCKETALK (U.S.) – Business Overview



### FY2025/3

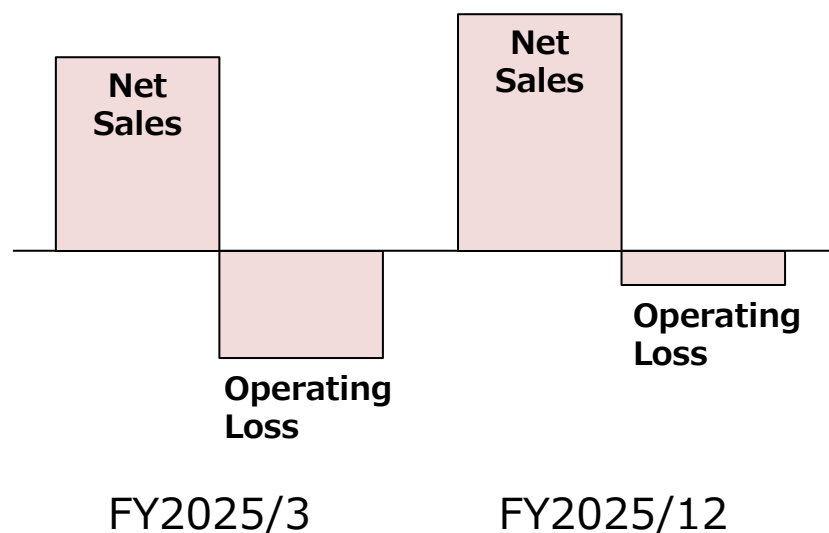
- Expanded sales in the B2B market, including educational and public institutions
- Our unique combination of dedicated devices, security features, and management console is unmatched globally
- Strengthened sales structure to support future growth

### FY2025/12

- Increased sales through active leverage major distributor partnerships
- Entered new markets by introducing the enterprise version of our app
- Improved profit margins through higher selling prices and reduced costs



## POCKETALK (Japan) – Business Overview



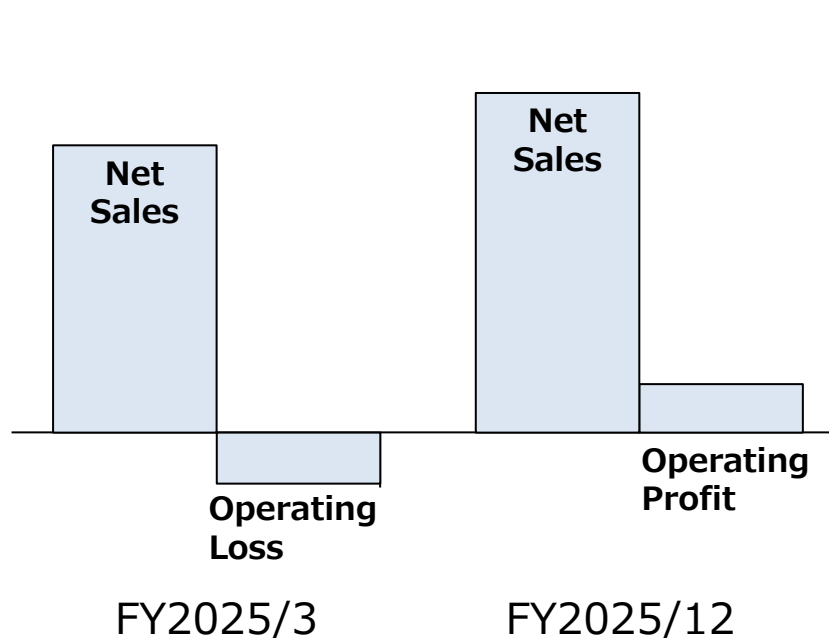
### FY2025/3

- Increased net sales following the launch of the new POCKETALK S2
- Due to limited growth in outbound demand, the impact of the improved smartphone functionality was lower than initially expected
- Established systems for software development both domestically and internationally and IPO readiness

### FY2025/12

- Continued sales of both the previous S1 and new S2 models in the B2C market
- Expanded B2B sales of simultaneous interpretation software for large meetings
- Improved profit margins for both previous and new models

## SOURCENEXT (Non-consolidated) – Business Overview



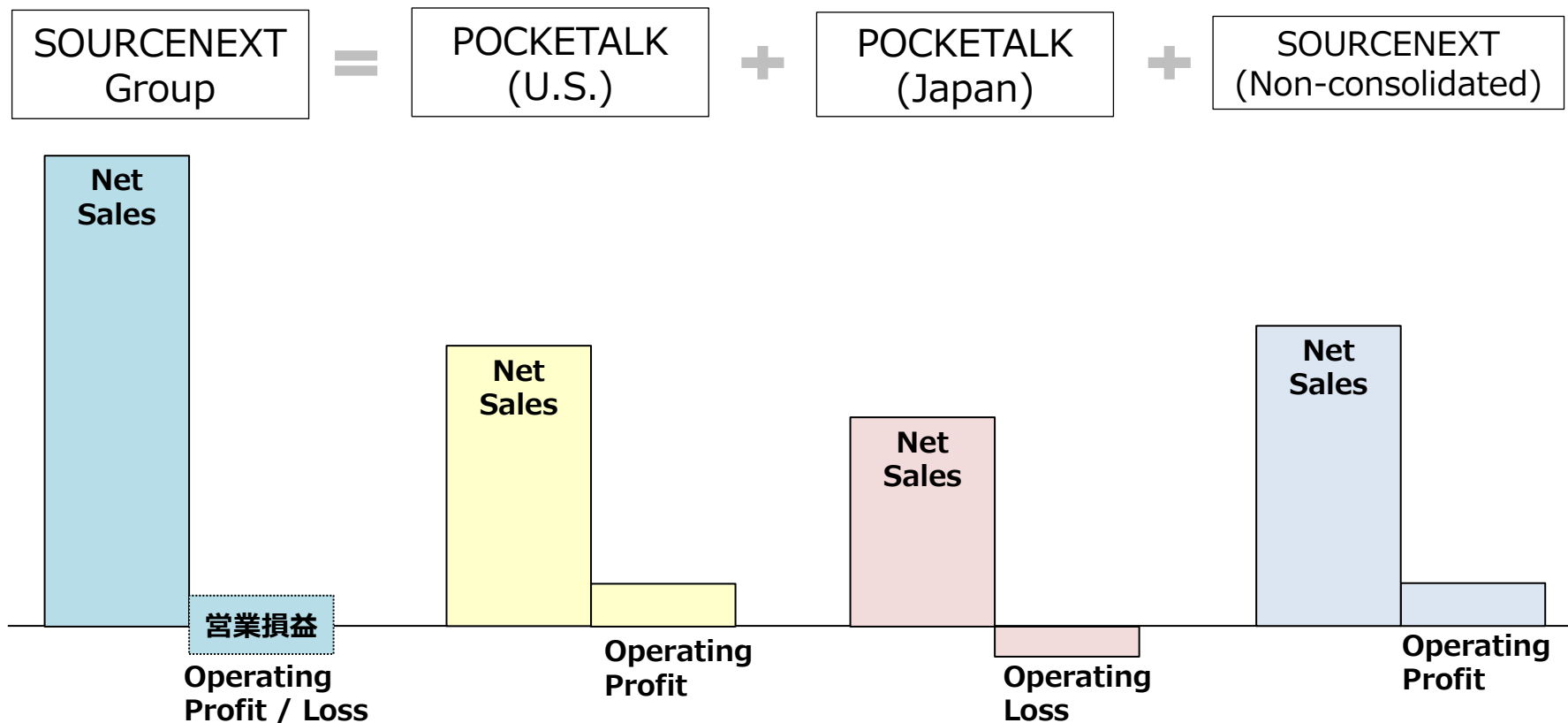
### FY2025/3

- Recorded an impairment loss on the previous POCKETALK S1 model (manufactured by SOURCENEXT) following the launch of the new S2
- Conservatively recorded an impairment loss on strategic investment securities (non-operating loss)

### FY2025/12

- Benefited from special demand due to the end of Windows 10 support
- Expanded lineup of AI-powered software and IoT products
- Significantly reduced fixed costs

## Business Structure Overview – FY2025/12



- The SOURCENEXT Group is focused on achieving both revenue and profit growth across all business segments.
- At this time, we are not disclosing specific earnings forecasts.
- We are committed to improving performance with the goal of resuming dividend payments as soon as possible.

## Full-Year Policy for FY2025/12 – POCKETALK Business

We will pursue the following strategies to maximize revenue.

### POCKETALK Business

#### Common Strategy:

We aim to expand revenue by significantly improving gross profit margins through cost reductions and price increases, as well as promoting the new PTS2 model and subscription services.



#### U.S. Market:

1. Focus on expanding sales in the education, healthcare, and government sectors
2. Actively leverage distributor partnerships
3. Promote subscriptions through the enterprise app and Ventana (analytics and management console)

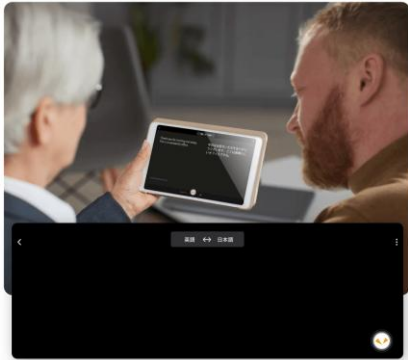
#### Japan Market:

1. Promote subscription models for software (unified under “Sentio”) and translation engines
2. Expand corporate sales of the high-performance PTS2 model
3. Expand individual sales of the cost-effective PTS1 model

# Integration of “POCKETALK Live Interpretation” and “POCKETALK for Tours” into a Single Service Named “Sentio”




Online Meetings

Watching  
Videos

In-Person



Conferences



In Classrooms



Guided Tours

Use cases featuring a “coexistence model,” where human interpreters and AI technology complement each other, are on the rise.

To better align with operational costs based on combined use with human interpreters, the monthly fee for “POCKETALK for Tours” has been revised to a more affordable rate.

## Full-Year Policy for FY2025/12 – SOURCENEXT Business (Excluding POCKETALK)

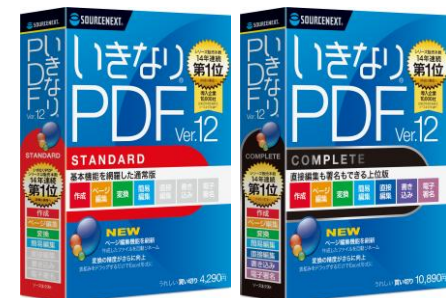
We will pursue the following strategies to maximize revenue.

### SOURCENEXT Business (Excluding POCKETALK)

1. Capture special demand associated with the transition to Windows 11
2. Discover new products in growth markets
3. Achieve sustainable revenue through AI-powered products

**Software sales are trending upward, fueled by the promotion of digital transformation (DX) and the transition to Windows 11 following the end of Windows 10 support.**

- In Japan, the promotion of DX has led to increased demand for our PDF editing software “Ikinari PDF,” and this trend is expected to continue.
- Windows 10 support will end in October 2025. As a result, both corporate and individual users are expected to upgrade or replace their PCs, driving further demand for software and continued sales growth.



## Launched “Oura Ring 4” in July 2025 – Cutting-Edge Smart Ring



- Over 2.5 million units sold across 179 countries.
- Worn on the finger, the ring provides accurate insights into sleep, stress, activity, and overall health conditions.



## Launched “Backbone Pro” in July 2025

- High-Performance Game Controller for Smartphones



- Equipped with FlowState™ technology, enabling instant switching between multiple Bluetooth-connected devices.
- Delivers seamless gameplay across various environments, including smartphones, PCs, tablets, and VR headsets.
- Features a built-in battery that supports up to 40 hours of continuous play, making it ideal for extended gaming sessions.



## “Fugurume,” Japan’s Leading New Year’s Card Software -Scheduled for Launch in August 2025



In addition to our existing lineup—“Fudeoh,” “Atena Shokunin,” and “Fudemame”—we will launch “Fugurume” this summer.

Note: “Fugurume” holds the No.1 position in PC installation records, including pre-installed and bundled versions.

# **We Source What's Next.**

**1. Highlights**

**2. Business Update**

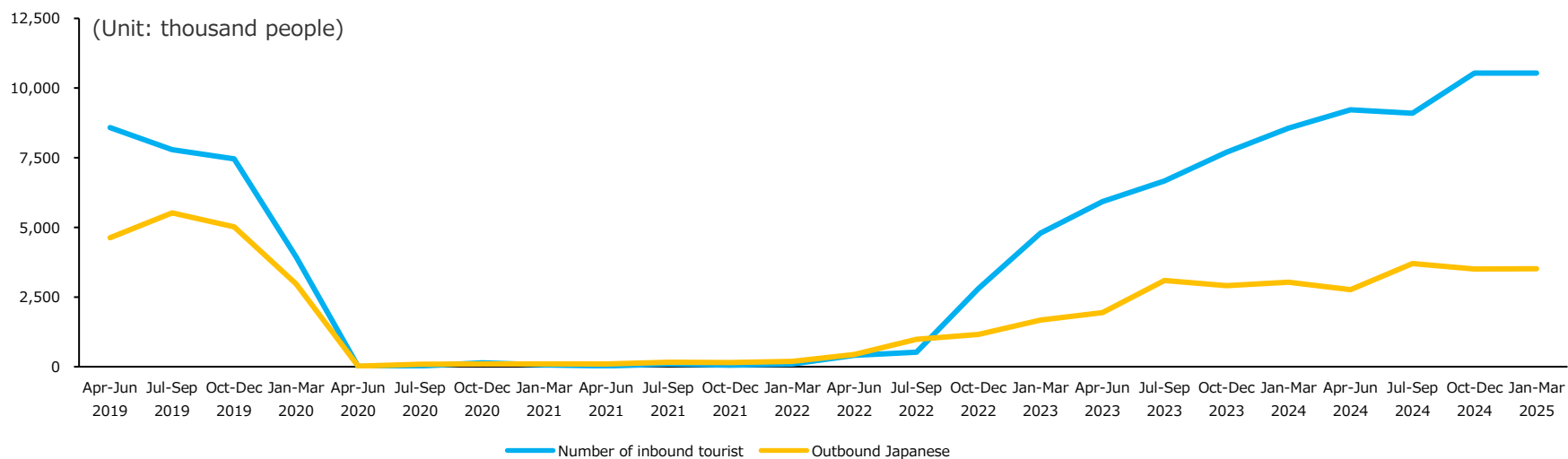
**3. Future Outlook**

**4. Supplementary Materials**

## Number of Inbound Visitors to Japan and Outbound Japanese Travelers

(Unit : People)		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Number of inbound tourist	2017	2,295,668	2,035,771	2,205,664	2,578,970	2,294,717	2,346,442	2,681,518	2,477,428	2,280,406	2,595,148	2,378,079	2,521,262
	2018	2,501,409	2,509,297	2,607,956	2,900,718	2,675,052	2,704,631	2,832,040	2,578,021	2,159,595	2,640,610	2,450,751	2,631,776
	2019	2,689,339	2,604,322	2,760,136	2,926,685	2,773,091	2,880,041	2,991,189	2,520,134	2,272,883	2,496,568	2,441,274	2,526,387
	2020	2,661,022	1,085,147	193,658	2,917	1,663	2,565	3,782	8,658	13,684	27,386	56,673	58,673
	2021	139,548	147,046	120,430	144,578	169,902	206,641	498,646	934,599	1,370,000	1,497,472	1,475,455	1,817,616
	2022	1,949,236	1,899,176	2,073,441	2,320,694	2,157,190	2,184,442	2,516,623	2,440,890	2,734,115	2,688,478	2,788,224	3,081,781
	2023	3,043,003	3,040,294	3,140,642	3,292,602	2,933,381	2,872,487	3,312,193	3,187,000	3,489,800	3,781,629	3,258,491	3,497,755
	2024	3,909,128	3,693,300	3,388,800	0	0	0	0	0	0	3,312,193	3,187,000	3,489,800
	2025	0	0	0	0	0	0	0	0	0	0	0	0

(Unit : People)		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Outbound Japanese	2017	1,295,059	1,493,399	1,745,412	1,234,921	1,317,742	1,336,169	1,480,718	1,888,071	1,622,694	1,459,083	1,546,985	1,469,039
	2018	1,423,727	1,390,518	1,807,063	1,356,679	1,383,847	1,421,649	1,557,980	2,033,435	1,630,088	1,646,230	1,673,473	1,629,345
	2019	1,452,157	1,534,792	1,929,915	1,666,546	1,437,929	1,520,993	1,659,166	2,109,568	1,751,477	1,663,474	1,642,333	1,712,319
	2020	1,380,762	1,316,820	272,697	3,915	5,539	10,663	20,295	37,137	31,606	31,049	30,703	33,033
	2021	129,168	134,013	171,529	277,945	386,412	319,165	349,557	379,196	432,057	443,105	537,705	694,292
	2022	560,183	675,603	703,259	891,615	1,200,930	1,004,730	937,715	1,027,110	947,911	838,581	978,884	1,219,789
	2023	888,767	941,710	930,229	1,048,823	1,437,126	1,212,545	1,148,502	1,175,116	1,187,200	912,298	1,181,062	1,423,449
	2024	961,382	1,076,756	1,054,000	0	0	0	0	0	0	1,148,502	1,175,116	1,187,200
	2025	0	0	0	0	0	0	0	0	0	0	0	0

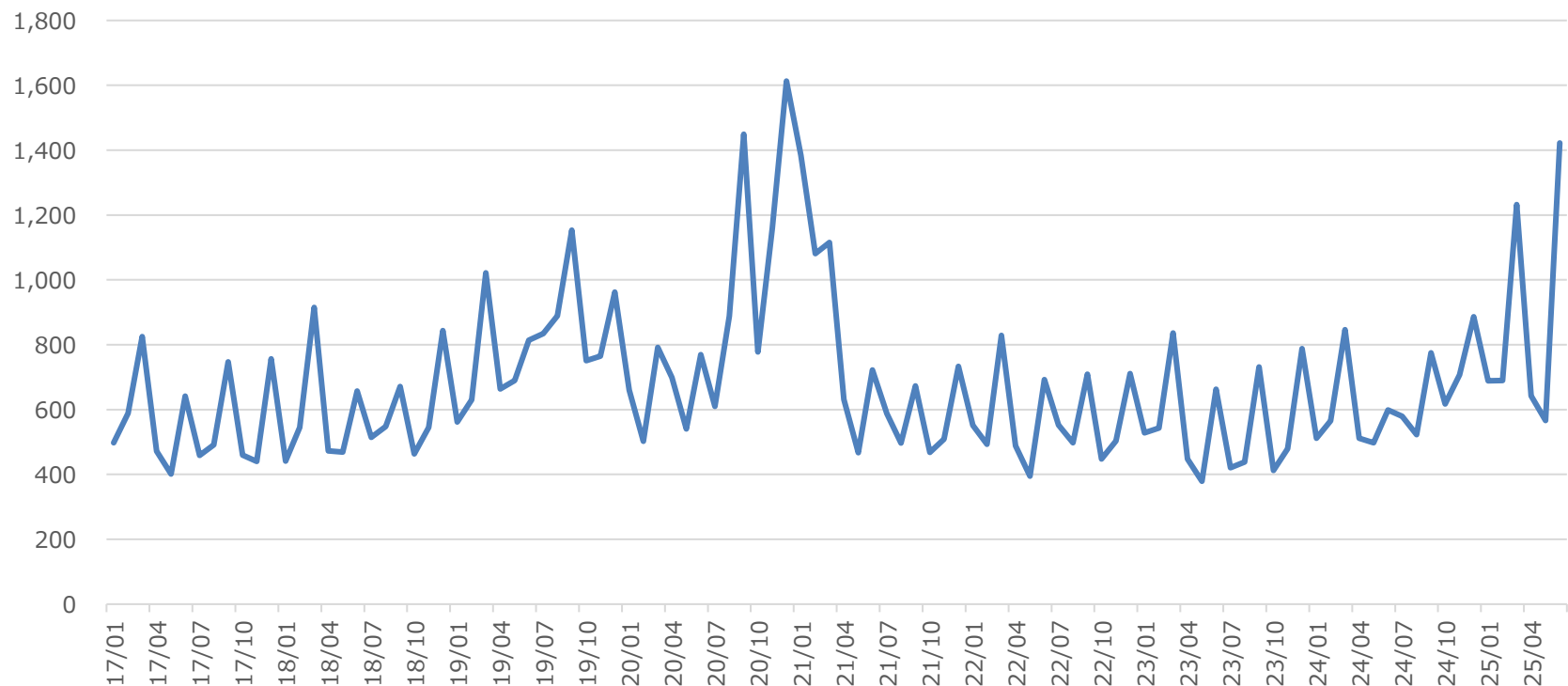


Source: Created by SOURCENEXT based on data from the Japan National Tourism Organization (JNTO)

## PC Shipment Volume

(Unit: thousand units)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2017	498	589	825	472	401	641	459	491	747	460	440	756
2018	441	545	915	473	469	657	514	548	671	463	545	844
2019	562	630	1,022	664	690	814	834	889	1,153	751	765	962
2020	660	502	792	699	540	769	610	888	1,449	778	1,160	1,613
2021	1,384	1,081	1,115	631	467	722	588	497	673	468	509	733
2022	551	493	829	488	395	692	552	498	709	448	503	711
2023	528	543	836	448	379	663	421	438	731	412	479	788
2024	512	565	846	512	498	599	579	523	775	617	707	886
2025	689	690	1,232	642	566	1,422	0	0	0	0	0	0



Source: Created by SOURCENEXT based on data from the Japan Electronics and Information Technology Industries Association (JEITA)



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