

April 9, 2025

To whom it may concern:

Company name Needs Well Inc.
Representative Kozo Funatsu, Chairman, President and CEO
(Stock code: 3992, Tokyo Stock Exchange Prime Market)

Business Alliance with Infordio Co., Ltd.

Aim to further expand solutions business by adding collaboration in the public sector business area in addition to existing business domains

Needs Well Inc. (Head office: Chiyoda-ku, Tokyo; Chairman, President and CEO: Kozo Funatsu; hereinafter the “Company”) hereby announces that it has concluded a business alliance with Infordio Co., Ltd. (Head office: Bunkyo-ku, Tokyo; Representative Director and CEO: Nobuhiro Katsumoto; hereinafter “Infordio”), with the aim to build and foster a long-term collaborative relationship between the two companies.



Picture left: Nobuhiro Katsumoto, Representative Director and CEO, Infordio

Picture right: Kozo Funatsu, Chairman, President and CEO, Needs Well

1. Background to the business alliance

Under the umbrella of IRR Corporation (Head office: Bunkyo-ku, Tokyo; Representative Director, President & CEO: Ryuji Katsumoto), Infordio is involved in all aspects of planning, development, sales, and operation of products that meet potential needs of customers, with strengths in advanced AI technologies such as AI-OCR and NLP (natural language processing).

Infordio develops and offers Smart OCR, high-precision AI-OCR that allows data extraction from non-standard documents and handwritten text, and DenHo, a SaaS that uses AI to recognize and digitize text in documents from uploaded images, creating fully searchable documents, and complies with the Act concerning Preservation of Electronic Books.

Meanwhile, Needs Well, as an independent system integrator, is involved in software development for a wide range of industries, with a focus on financial system development, and has provided a variety of IT solutions that support digital transformation not only in companies but also in the public sector, adding unique functions through technologies such as AI and RPA.

The Company has three consolidated subsidiaries under its umbrella, and in its Medium-Term Management Plan announced in August 2024, it set financial targets of achieving net sales of ¥13.0 billion and ordinary profit of ¥1.7 billion by the fiscal year ending September 30, 2026. To achieve these targets, the Company is actively engaging in “recruitment and training,” “research and development and product development,” and “business alliances.”

2. Purpose of the business alliance

Needs Well has independently developed integrated solutions, Invoice PA and Invoice PA+, which automatically register data into invoice management systems provided by Concur. The Company has been providing these integrated solutions using Infordio's Smart OCR and DenHo. Taking the opportunity of the business alliance, the two companies will deepen their collaboration to use Infordio's Smart OCR and DenHo for Concur's systems for small and medium businesses.

In addition, in the digital transformation of the public sector, we provide services converting paper data (DX) by combining "smart OCR" and "BPO solutions" for IT outsourcing. The two companies will work together to bid for contracts of government agencies, local governments and education sectors, aiming for further mutual business growth.

3. Impact on financial results

The Company believes that the business alliance will contribute to improving the financial performance and corporate value of both companies in the medium to long term. It also expects that businesses related to the sales of Concur's systems for small and medium businesses and the public sector's digital transformation will expand.

While the impact on financial results for the current fiscal year is minimum, the Company will make prompt announcement if any matters that require disclosure arise.

4. Company overview

(1) Infordio Co., Ltd.

Name:	Infordio Co., Ltd. https://www.infordio.co.jp/		
Location:	5F, Hongo Center Building, 2-27-20 Hongo, Bunkyo-ku, Tokyo, Japan		
Representative:	Nobuhiro Katsumoto, Representative Director and CEO	Date of establishment	July 2002
Number of employees:	100 (as of May 2024)	Share capital:	¥100 million
Description of business:	Development and sales of AI/IT software products and cloud services Software development and system integration		
Inquiries:	Marketing Division E-mail: ocr_contact@infordio.co.jp		

(2) Needs Well Inc.

Name:	Needs Well Inc. https://www.needswell.com/		
Location:	13F, New Otani Garden Court, 4-1 Kioi-cho, Chiyoda-ku, Tokyo, Japan		
Representative:	Kozo Funatsu, Chairman, President and CEO	Date of establishment:	October 1986
Number of employees (consolidated)	616 (as of September 30, 2024)	Share capital	¥908 million (as of September 30, 2024)
Description of business:	Development, operation and maintenance of software; development, sales, operation and maintenance of solution products		
Inquiries:	Management Planning Division E-mail: ir-contact@needswell.com		

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