

July 1, 2025

To whom it may concern:

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

Notice Regarding the Results of the ‘Operation 6.600’ and Future Policies

Needs Well Inc. (Head office: Chiyoda-ku, Tokyo; President and CEO: Hajime Matsuoka; hereinafter the “Company”) would like to report the outcomes of its “Operation 6.600,” which aimed for a target stock price of ¥600 since last year.

1. Regarding Prime Market Listing Maintenance Standards

As of the end of September 2024, our market capitalization of tradable shares fell below the ¥10 billion threshold required to maintain Prime Market listing status. Recognizing the need to meet this target by September 2025, we launched the “Operation 6.600” in June 2025, aiming for a stock price of ¥600.

As a result, the closing stock price on June 30, 2025, was ¥506, and the strategy did not achieve its goal. Despite headwinds in the stock market—such as additional tariffs imposed by the Trump administration—we sincerely regret not reaching our target and accept the result with humility.

2. Tangible Growth in Focus Areas

Although the stock price target was not met, we achieved solid progress in our designated priority areas, laying a foundation for future business expansion.

- AI Solutions

We saw robust growth in orders for data analysis and AI model construction, particularly from clients in social infrastructure and manufacturing sectors. Sales in Q3 increased 60% year-over-year.

We also initiated joint research with academia on AI for healthcare and actively pursued new AI solutions with strategic partners in anticipation of future growth.

- Migration Development

We steadily received contracts for projects including system modernization for life insurers, financial institutions, and investment firms. These included legacy system modernization and related QA testing.

Q3 sales rose 20% compared to the previous year. Our Nagasaki Development Center, which supports nearshore development, earned high praise from clients for its productivity and quality.

- IT Outsourcing

Orders from clients in the pharmaceutical and hospitality industries for efficiency and labor-saving support services steadily increased. Q3 sales rose 13% year-over-year.

We also began providing IT outsourcing solutions in collaboration with our business partners to meet diverse client needs and pursue further business growth.

Using the closing price as of June 30, 2025, and the tradable share ratio as of the end of March 2025, our market capitalization of tradable shares is estimated at approximately ¥10.4 billion.*

We are working to improve the tradable share ratio to around 52%, which is expected to further increase our market capitalization.

*Please note that stock prices and tradable share ratios may fluctuate due to various factors such as market conditions, business environment, and shareholder return policies.

*The Tokyo Stock Exchange calculates market capitalization based on the average closing price over the three months prior to the end of the fiscal year. Therefore, whether standards are met cannot be determined by a single day's closing price.

3. Our Commitment to Enhancing Corporate Value

We remain steadfast in our commitment to fulfilling responsibilities to all stakeholders and enhancing corporate value.

Looking ahead, we will continue to take a medium- to long-term perspective as we strengthen our management foundation, develop new businesses, and invest in human capital while implementing new strategies.

4. Overview of the Company

Name:	Needs Well Inc. https://www.needswell.com/		
Location:	13F, New Otani Garden Court, 4-1 Kioi-cho, Chiyoda-ku, Tokyo, Japan		
Representative:	Hajime Matsuoka, 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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