



July 7, 2025

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## Notice of monthly business progress report for June 2025

We would like to present the following monthly business progress report for June 2025.

Information on the marketing, alliances, and other qualitative activities of company is posted on our website as needed. (https://www.celsys.com/en/irinfo\_celsysnews/)

We have posted an IR survey on our website. We have made changes to the IR report and this report based on feedback we received.

(Creator Support field)

(1) 3-month moving average ARR of Clip Studio Paint subscription sales



| r    | (Unit: One million y |       |       |       |       |       |       |       |       |       | mon yen |       |
|------|----------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|---------|-------|
|      | Jan                  | Feb   | Mar   | Apr   | May   | Jun   | Jul   | Aug   | Sep   | Oct   | Nov     | Dec   |
| 2019 | 240                  | 259   | 280   | 299   | 318   | 334   | 356   | 393   | 424   | 453   | 481     | 503   |
| 2020 | 530                  | 556   | 585   | 620   | 668   | 710   | 752   | 811   | 882   | 959   | 1,032   | 1,084 |
| 2021 | 1,144                | 1,191 | 1,242 | 1,306 | 1,380 | 1,436 | 1,480 | 1,538 | 1,595 | 1,660 | 1,725   | 1,768 |
| 2022 | 1,834                | 1,884 | 1,966 | 2,046 | 2,124 | 2,173 | 2,225 | 2,309 | 2,375 | 2,450 | 2,506   | 2,545 |
| 2023 | 2,633                | 2,676 | 2,746 | 2,531 | 2,523 | 2,462 | 2,668 | 2,755 | 2,956 | 3,074 | 3,178   | 3,236 |
| 2024 | 3,293                | 3,358 | 3,439 | 3,527 | 3,631 | 3,713 | 3,840 | 3,972 | 4,075 | 4,158 | 4,240   | 4,347 |
| 2025 | 4,451                | 4,524 | 4,631 | 4,683 | 4,776 | 4,834 |       |       |       |       |         |       |

Note: ARR (an abbreviation for Annual Recurring Revenue, which is the revenue assumed to be earned in a year, assuming that all contracts are renewed at the time of contract renewal) is a three-month moving average due to monthly fluctuations caused by the number of days per month (28 business days for regular months and 35 business days for special months) depending on the settlement method and the fact that the settlement is adjusted for each quarter-end month.

#### <June Topic>

ARR exceeded the highest ever total of 4.8 billion yen, and the monthly revenue exceeded 400 million yen.





### (2) Clip Studio Paint churn rate (paid subscriptions)



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|      |     |     |      |     |      |      |      |      |      |     |     | (Unit: %) |
|------|-----|-----|------|-----|------|------|------|------|------|-----|-----|-----------|
|      | Jan | Feb | Mar  | Apr | May  | Jun  | Jul  | Aug  | Sep  | Oct | Nov | Dec       |
| 2023 | 9.6 | 8.7 | 10.3 | 7.9 | 17.3 | 16.5 | 10.3 | 10.1 | 10.0 | 9.4 | 8.9 | 9.5       |
| 2024 | 6.1 | 5.8 | 7.8  | 6.5 | 4.5  | 5.3  | 4.8  | 4.6  | 5.0  | 4.6 | 4.8 | 4.8       |
| 2025 | 4.5 | 4.4 | 5.1  | 4.7 | 4.4  | 5.0  |      |      |      |     |     |           |

Note 1: This indicator is the cancellation rate (customer churn rate) based on the number of customers with paid subscription contracts for the SaaS version of Clip Studio Paint. It is calculated based on the number of cancellations during the month relative to the number of subscriptions as of the end of the previous month; if one customer has multiple subscriptions, each subscription is calculated as a separate subscription. In addition, due to the nature of the product, which offers monthly subscription plans that can be used only when necessary, in addition to annual subscription plans, there are cases where the same customer repeatedly subscriptios and cancels subscriptions.

Note 2: In May 2023, we made changes to the payment system used for subscription contract payments from Windows and macOS environments, with the aim of strengthening security to prevent normal payments from being hindered due to unknown attacks. Although the churn rate temporarily increased as some subscribers did not re-register and some contracts were canceled by the re-registration deadline at the end of May, the number of new contracts continued to trend steadily. It has been stable since July 2023.





# (Creator Platform field)





|      |                  |       |       |        |        |        |        |       |       |       | (Ont. | ulousand | r people) |
|------|------------------|-------|-------|--------|--------|--------|--------|-------|-------|-------|-------|----------|-----------|
|      | Number of users  | Jan   | Feb   | Mar    | Apr    | May    | Jun    | Jul   | Aug   | Sep   | Oct   | Nov      | Dec       |
| 2023 | Cumulative       | 6,964 | 7,071 | 7,209  | 7,328  | 7,438  | 7,567  | 7,688 | 7,803 | 7,913 | 8,011 | 8,116    | 8,245     |
|      | New registration | 129   | 107   | 138    | 119    | 110    | 128    | 121   | 116   | 110   | 98    | 104      | 130       |
| 2024 | Cumulative       | 8,363 | 8,468 | 8,585  | 8,694  | 8,801  | 8,929  | 9,055 | 9,177 | 9,299 | 9,409 | 9,520    | 9,655     |
|      | New registration | 118   | 105   | 117    | 108    | 108    | 128    | 125   | 122   | 122   | 110   | 111      | 135       |
| 2025 | Cumulative       | 9,781 | 9,886 | 10,044 | 10,192 | 10,337 | 10,491 |       |       |       |       |          |           |
|      | New registration | 125   | 105   | 158    | 148    | 145    | 154    |       |       |       |       |          |           |

Note: The number includes users of services provided in the Creator Platform field as well as users of "CLIP STUDIO ASSETS" and other surrounding services related to CLIP STUDIO PAINT.

# (Unit: thousand people)





### Overall Company

(1) Three-month moving average sales breakdown of content creation solutions business and content distribution solutions business



|      |                        |     |     |     |     |     |     |     |     |     | (Unit: C | One milli | ion yen) |
|------|------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|----------|-----------|----------|
|      |                        | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct      | Nov       | Dec      |
| 2021 | E-Books                | 94  | 95  | 93  | 92  | 92  | 96  | 95  | 95  | 94  | 92       | 88        | 77       |
|      | Services               | 22  | 23  | 22  | 21  | 22  | 24  | 24  | 24  | 22  | 22       | 23        | 23       |
| 2021 | Tool sales             | 248 | 193 | 272 | 271 | 274 | 257 | 245 | 237 | 232 | 225      | 274       | 213      |
|      | Subscriptions          | 95  | 99  | 103 | 108 | 115 | 119 | 123 | 128 | 132 | 138      | 143       | 147      |
|      | E-Books                | 72  | 71  | 76  | 76  | 76  | 79  | 80  | 81  | 82  | 83       | 84        | 82       |
| 2022 | Services               | 26  | 27  | 28  | 27  | 26  | 25  | 25  | 27  | 31  | 32       | 30        | 28       |
| 2022 | Tool sales             | 236 | 191 | 250 | 244 | 246 | 242 | 234 | 230 | 181 | 168      | 159       | 262      |
|      | Subscriptions          | 152 | 157 | 163 | 170 | 177 | 181 | 185 | 192 | 197 | 204      | 208       | 212      |
|      | Distribution solutions | 83  | 85  | 86  | 88  | 88  | 91  | 88  | 86  | 83  | 83       | 84        | 84       |
| 2022 | Services               | 28  | 27  | 26  | 24  | 24  | 24  | 23  | 24  | 25  | 26       | 26        | 29       |
| 2023 | Tool sales             | 276 | 280 | 300 | 310 | 317 | 226 | 206 | 192 | 170 | 162      | 209       | 249      |
|      | Subscriptions          | 219 | 223 | 228 | 210 | 210 | 205 | 222 | 229 | 246 | 256      | 264       | 269      |
|      | Distribution solutions | 85  | 86  | 87  | 87  | 86  | 86  | 86  | 87  | 89  | 91       | 92        | 90       |
| 2024 | Services               | 28  | 32  | 26  | 26  | 22  | 30  | 30  | 32  | 27  | 28       | 27        | 26       |
| 2024 | Tool sales             | 263 | 225 | 270 | 289 | 296 | 256 | 242 | 237 | 200 | 191      | 238       | 244      |
|      | Subscriptions          | 274 | 279 | 286 | 293 | 302 | 309 | 320 | 331 | 339 | 346      | 353       | 362      |
|      | Distribution solutions | 91  | 93  | 95  | 95  | 94  | 96  |     |     |     |          |           |          |
| 2025 | Platform services      | 24  | 20  | 19  | 19  | 20  | 19  |     |     |     |          |           |          |
| 2025 | Tool sales             | 259 | 208 | 299 | 303 | 307 | 259 |     |     |     |          |           |          |
|      | Subscriptions          | 370 | 377 | 385 | 390 | 398 | 402 |     |     |     |          |           |          |

Note: Three-month moving averages are used because the amount fluctuates on a monthly basis due to the number of days in a month (28 business days for regular months and 35 business days for special months) depending on the means of settlement and the fact that settlement adjustments are made for each quarter-end month.

Differences from consolidated results and other indices may arise due to the inclusion of internal sales and the fact that amounts less than one million yen are rounded down in the calculation process.

"Subscriptions" is the sales from Clip Studio Paint subscriptions.

"Tool sales" includes sales of the downloadable version of the one-time purchase model and corporate licenses.

"Platform services" include sales of CLIP STUDIO WEB services.

"Distribution solution" include sales related to e-books and DC3.

<June Topic>

The above revenue is a three-month moving average, so the Tool Sales for June do not include the sales results of the major version update for Clip Studio Paint in March 2025.