Financial Update

Q1 FY2/2027

Terrasky Co., Ltd.

TSE: 3915

July 15, 2026

Highlights

Q1 FY27 Results

Both Net Sales and Operating Profit Reached Record Highs for Q1

- **Consolidated net sales** increased by **20.3%** year-over-year(“Y/Y”) to **JPY 7.9 billion**, primarily driven by the strong performance of TerraSky and BeeX.
- **Consolidated operating profit** increased by **79.0%** Y/Y to **JPY 566 million**, primarily due to TerraSky’s sales growth, reductions in outsourcing expenses, and the transition of the products business into profitability.

FY27 Outlook

Aiming to drive business expansion and achieve our full-year targets through key initiatives:

- Accelerating collaborative project initiatives with NTT DATA and Mizuho Bank
- Launching new initiatives, including AI-driven development "BLADE" and BPaaS business lines
- Continuing to drive operational efficiency through the group reorganization initiated last year, while maintaining strict cost controls

Shareholder Return

- Plan to pay a dividend of 17 yen per share (Record date: February 28, 2027)

Q1 FY27
Consolidated Financial Results

Consolidated Operating Results

¥ in Millions, Except Percentages and EPS

- Consolidated net sales increased by 20.3% Y/Y to JPY 7.9 billion. Backed by a strong business environment, both TerraSky and BeeX achieved double-digit growth, with most other subsidiaries also delivering double- or triple-digit growth.
- Consolidated operating profit saw substantial growth, increasing by 79.0% Y/Y to JPY 566 million. This was primarily driven by: (1) group reorganization and restructuring of unprofitable businesses, (2) TerraSky reducing outsourcing costs by leveraging its in-house experts for client co-development, (3) the Solutions Business expanding its margins through a strong project pipeline and (4)the Products Business turning a profit.
- In addition to accelerating collaborative initiatives with NTT DATA and Mizuho Bank—which began contributing to earnings last fiscal year—TerraSky aims to achieve its full-year targets and drive further business expansion, leveraging the newly launched TerraSky-style AI-driven development "BLADE" and the "BPaaS" initiative with the Bridge International Group.

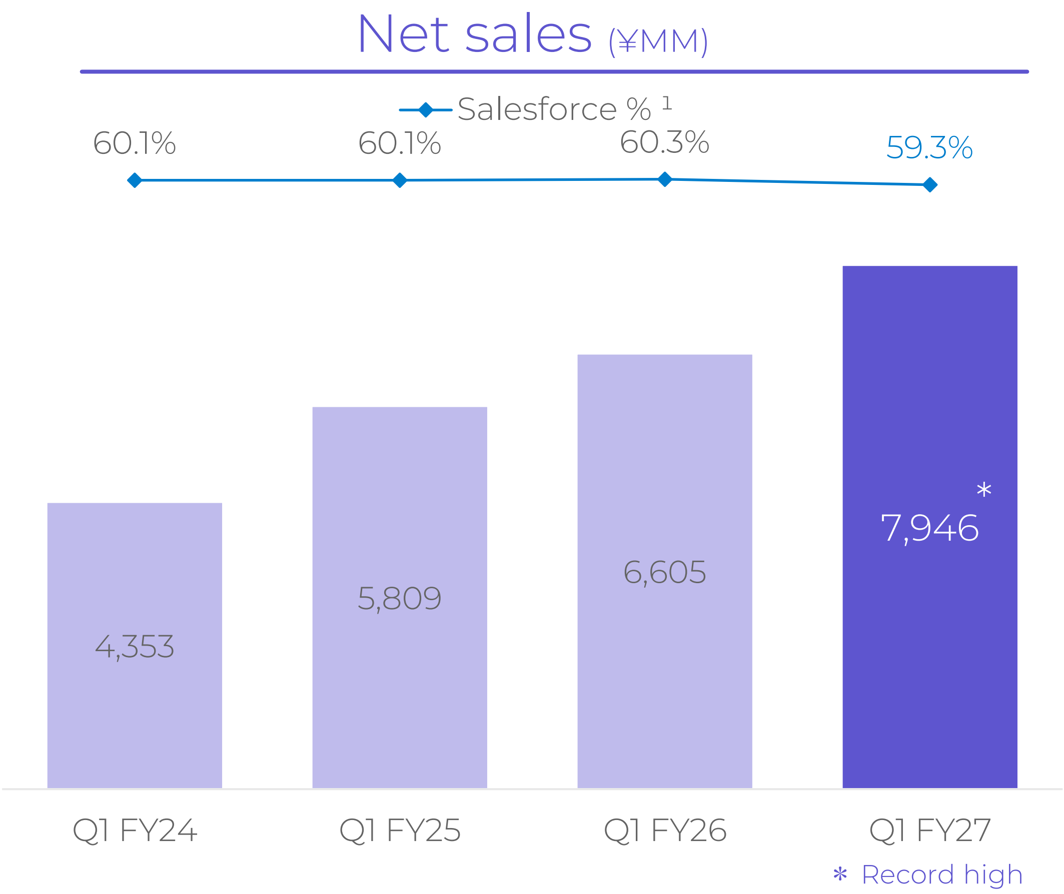
	Q1 FY26 Results	Q1 FY27 Results	Y/Y Change		FY27 Forecast	Progress	
			Amount	%	as of Apr 14		
Net sales	6,605	* 7,946	+1,340	+20.3%	34,349	1Q 7,946	23.1%
Operating profit	316	* 566	+249	+79.0%	2,541	1Q 566	22.3%
Margin	4.8%	7.1%	-	+2.3pp			
Ordinary profit	350	* 610	+260	+74.2%	2,628	1Q 610	23.2%
Margin	5.3%	7.7%	-	+2.4pp			
Net profit attributable to TerraSky	213	350	+137	+64.5%	1,526	1Q 350	23.0%
Margin	3.2%	4.4%	-	+1.2pp			
Basic EPS (yen)	16.51	27.16	+10.65	64.5%	118.21	-	23.0%

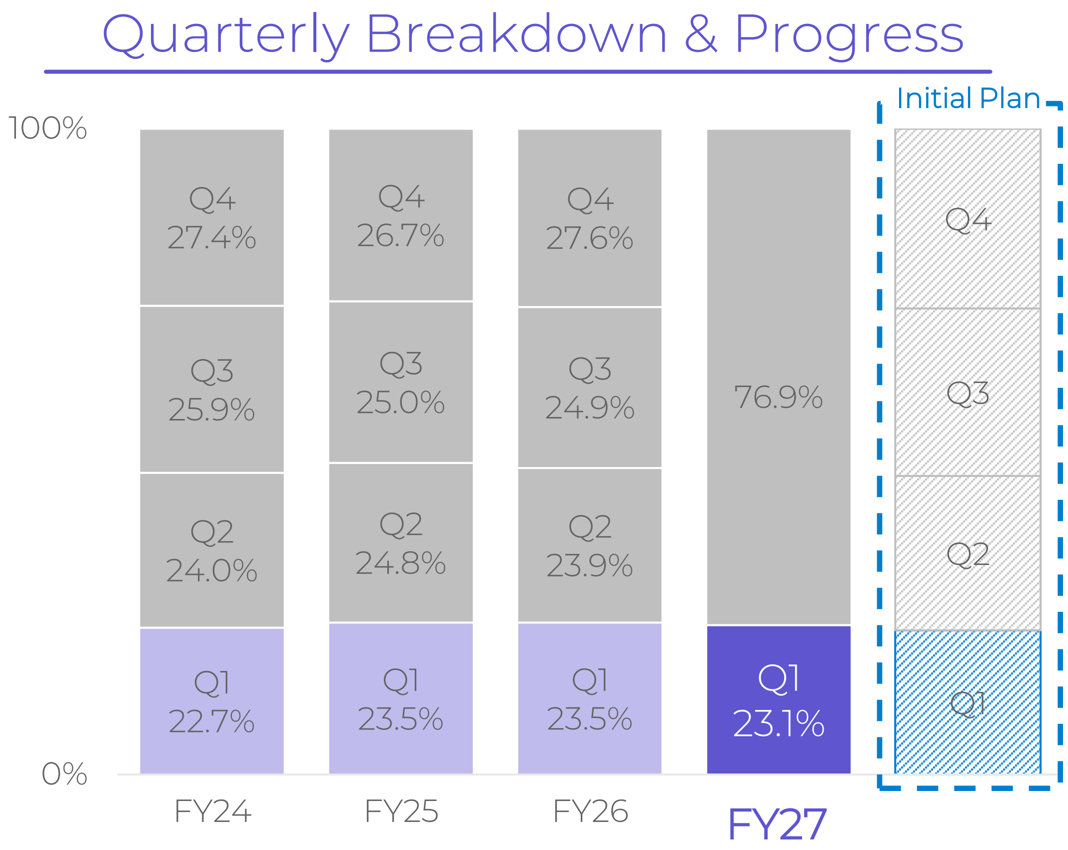
＊ Record high

TerraSky

Consolidated Net Sales

- Q1 net sales reached record highs for the first quarter, led by the strong performance of TerraSky and BeeX.
- Exceeded our initial plan and progressed in line with historical quarterly trend lines, marking a strong start to the fiscal year.



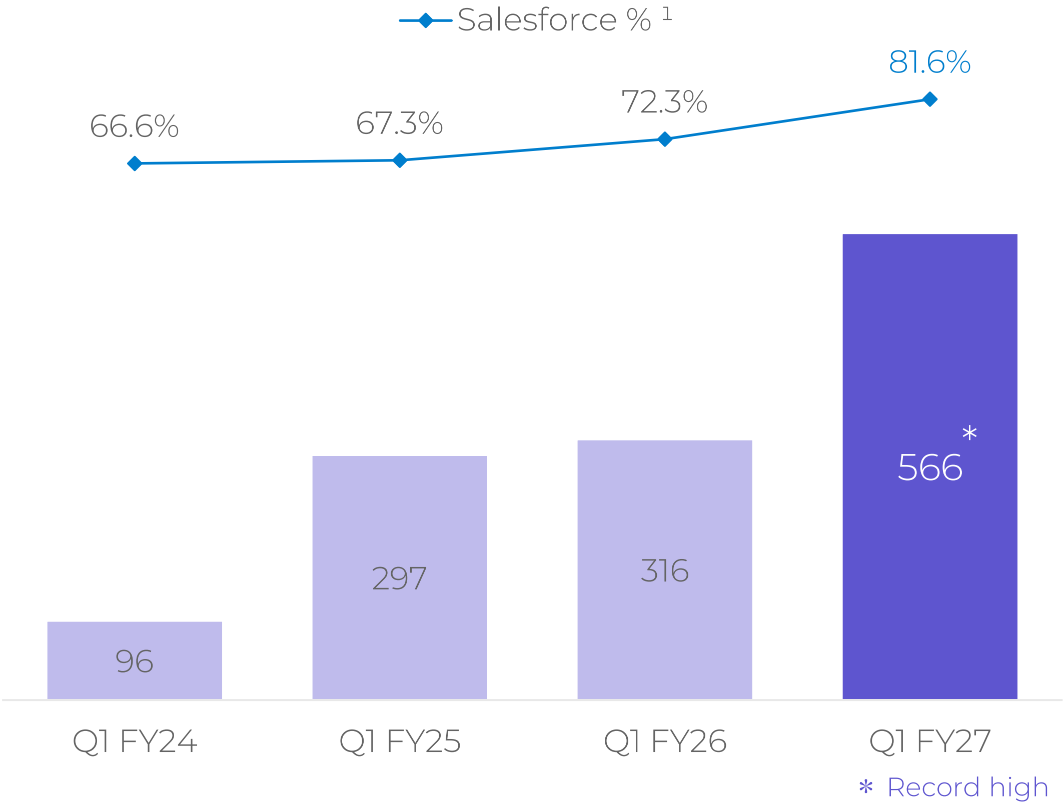


[1] As of FY26 Q3, the Salesforce % is calculated against the total amount including Salesforce, IaaS, and others (e.g., Quemix, Terra Sky Ventures).

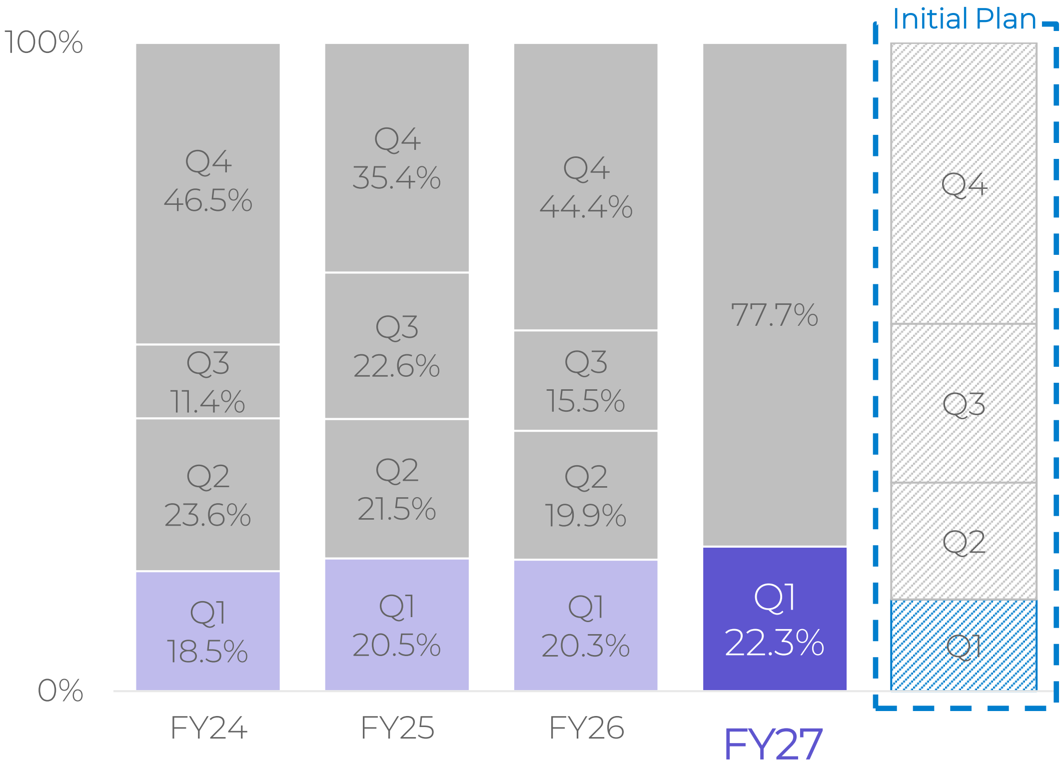
Consolidated Operating Profit

- Q1 Operating profit reached record highs for the first quarter, driven by TerraSky's significant profitability boost through outsourcing cost reductions and the Products Business turning a profit.
- Significantly exceeded our initial plan and outperformed historical three-year quarterly progress trends, marking a strong start to the fiscal year.

Operating Profit (¥MM)



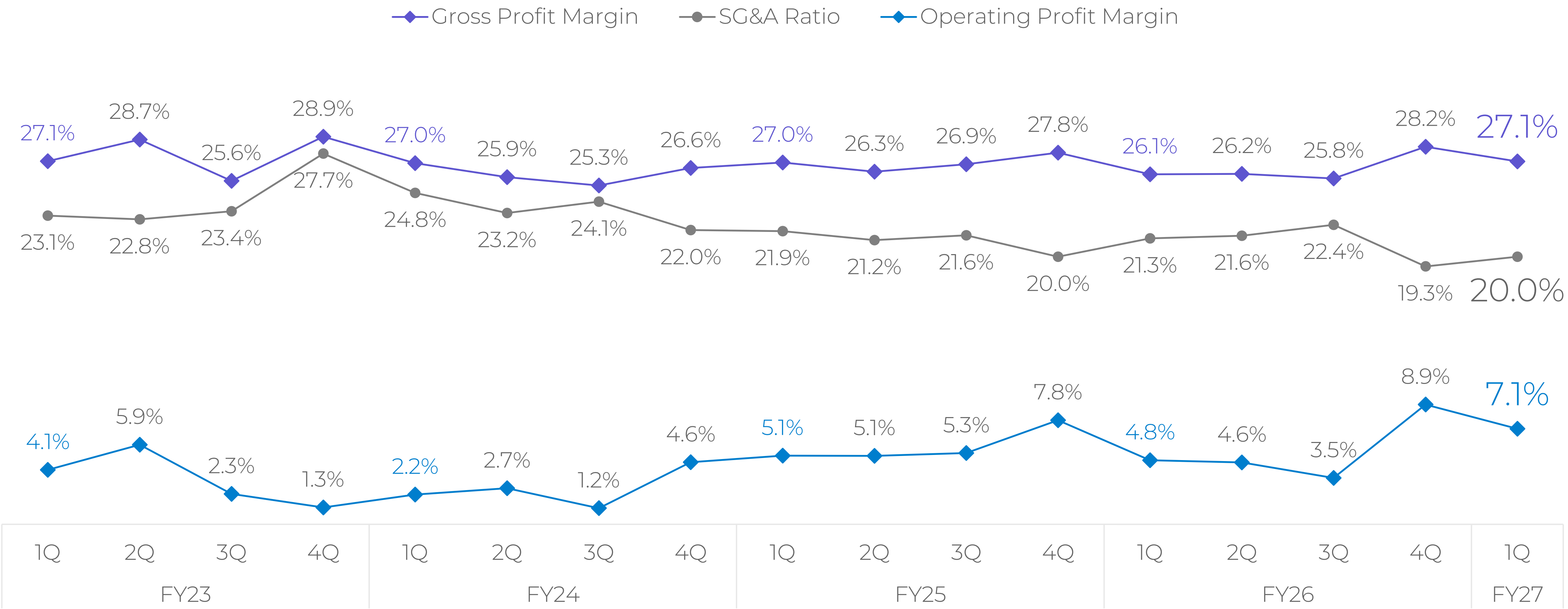
Quarterly Breakdown & Progress



[1] As of FY26 Q3, the Salesforce % is calculated against the total amount including Salesforce, IaaS, and others (e.g., Quemix, Terra Sky Ventures).

Profit Margin Trends

- Quarterly gross profit margin improved by 1.0 pp Y/Y, driven by the restructuring of unprofitable businesses within the Group, as well as outsourcing cost control through TerraSky's shift to leveraging its in-house experts.
- Quarterly operating profit margin expanded by 2.3 pp Y/Y, maintaining a high level for a first quarter. This was supported by an improved SG&A expenses ratio, backed by sales growth in the Products Business, the Thai subsidiary, and Quemix.



Q1 FY27 Consolidated Balance Sheet

(¥MM)	As of Feb. 28, 2025	As of May. 31, 2025	Change
Current assets	15,554	15,803	+248
Property, plant and equipment	432	413	(19)
Intangible assets	1,711	1,712	+1
Investments and other assets	4,513	4,224	(289)
Non-current assets	6,658	6,350	(308)
Total assets	22,212	22,153	(59)
Current liabilities	6,426	6,490	+64
Non-current liabilities	819	739	(80)
Total liabilities	7,245	7,229	(16)
Shareholders' equity	10,586	10,704	+117
Total net assets	14,967	14,924	(42)

Key Factors for Change

Current assets:

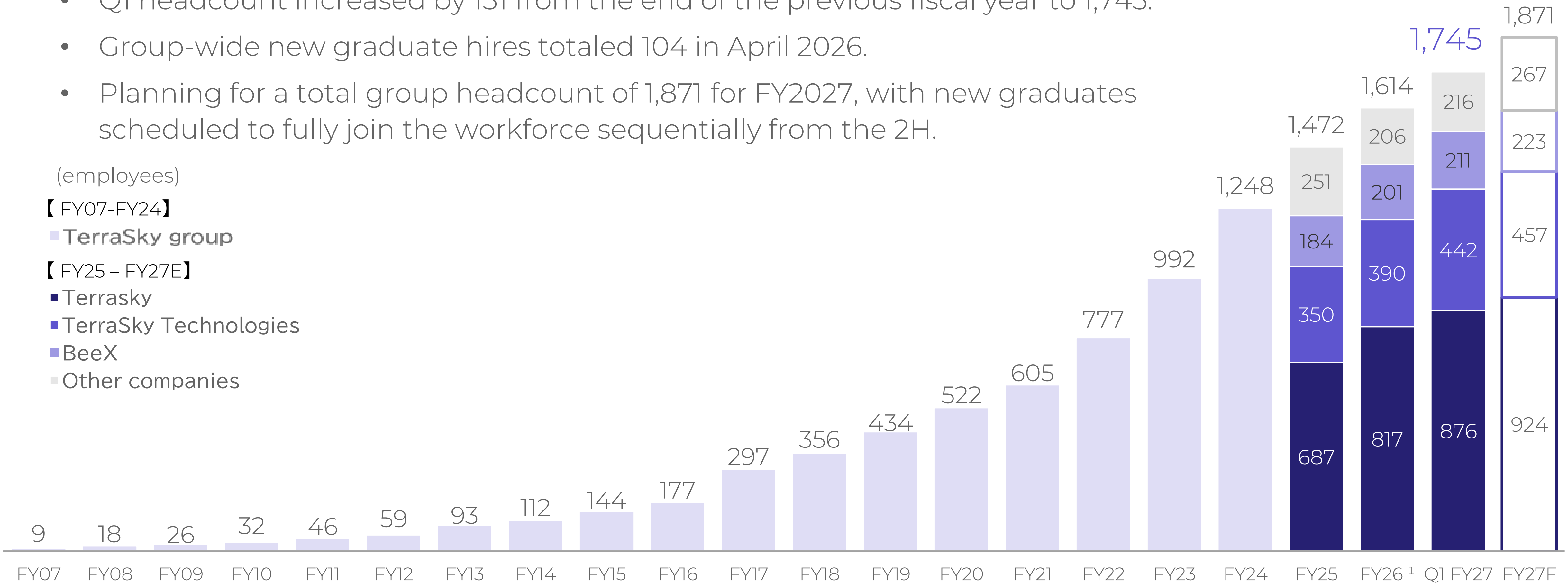
- Increase in prepaid expenses and accounts payable

Investments and other assets:

- Decrease in investment securities due to stock price fluctuations

Historical Group Headcount and FY27 Plan

- Q1 headcount increased by 131 from the end of the previous fiscal year to 1,745.
- Group-wide new graduate hires totaled 104 in April 2026.
- Planning for a total group headcount of 1,871 for FY2027, with new graduates scheduled to fully join the workforce sequentially from the 2H.



	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26	Q1 FY27
New Graduates	3	4	2	3	10	12	15	20	22	29	43	79	96	107	83	104
Consolidated Engineer Ratio (%)														73.9	74.8	76.2

The above figures are the total number of employees at TerraSky, consolidated subsidiaries, and affiliated companies.
[1] *In FY26, DiceWorks was absorbed into TerraSky Co., Ltd. (non-consolidated) due to a group reorganization.*

Talent Ecosystem: Discovery × Development × Retention

Discovery

Expanding Regional Hiring (Nationwide Uniform Wages)

- Opened 5 new satellite offices (Joetsu, Akita, Morioka, Shimane, Kagoshima) alongside existing major hubs.
- Decentralizing from Tokyo to tap into high-potential regional talent.

Early Awareness via Education Support

- Partnered with local schools (High School/Uni.) for Salesforce & AI classes.
- Impact: 21 schools, 72 sessions, 3,000+ participants (2023–2025).

Development

Practical Educational Infrastructure for Field-Ready Skills

- Instructors with extensive teaching experience consistently provide high-quality education.
- Personalized curriculum built from 600+ technical modules.
- 1-month simulated client project for hands-on experience.
- Daily check-ins and manager support to ensure psychological safety.

Realizing Rapid Workforce Readiness

- Intensive Salesforce/AWS coding bootcamp.
- "Advanced Assignments" provided to top performers to accelerate growth.

Retention

High Engagement & Rewarding Workplace

- Ranked #1 in Doctor Trust's "Stress Check" (out of 1,505 companies) [1].
- Highly rated for supportive management and friendly atmosphere.

[1] 4th Workplace Environment Excellence Awards 2024 (https://www.stresscheck-dt.jp/stella/syokubakankyouyuuryouhoujin2024/)

TerraSky


Q1 FY27
Segment Results

Segment Information

Solutions business

Contract development and support for optimal systems utilizing cloud technology.

salesforce
Microsoft Azure
Google Cloud
IAS
powered by aws

Products Business

Development and provision of specialized cloud services and products.

mitoco
mitoco 会計
mitoco AI
mitoco Work
mitoco X
SkyVisualEditor
OMLINE-D
OMLINE-O

Segment Companies

Salesforce

TerraSky
TerraSky Technologies
TerraSky Thailand

IaaS

BeeX
Sky365
LiberSky

Quantum computing

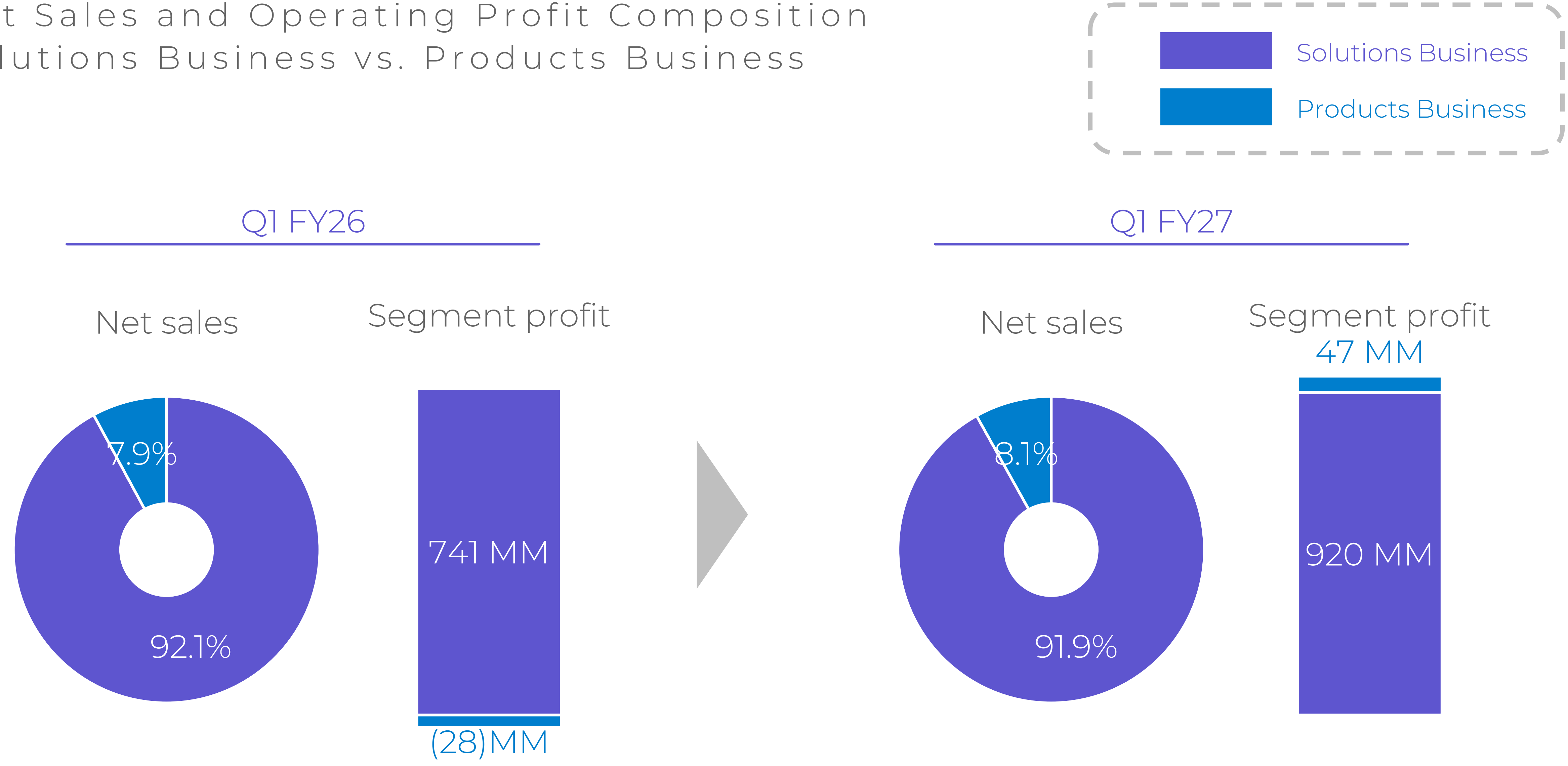
Quemix

Segment Company

Salesforce

TerraSky

Net Sales and Operating Profit Composition
Solutions Business vs. Products Business

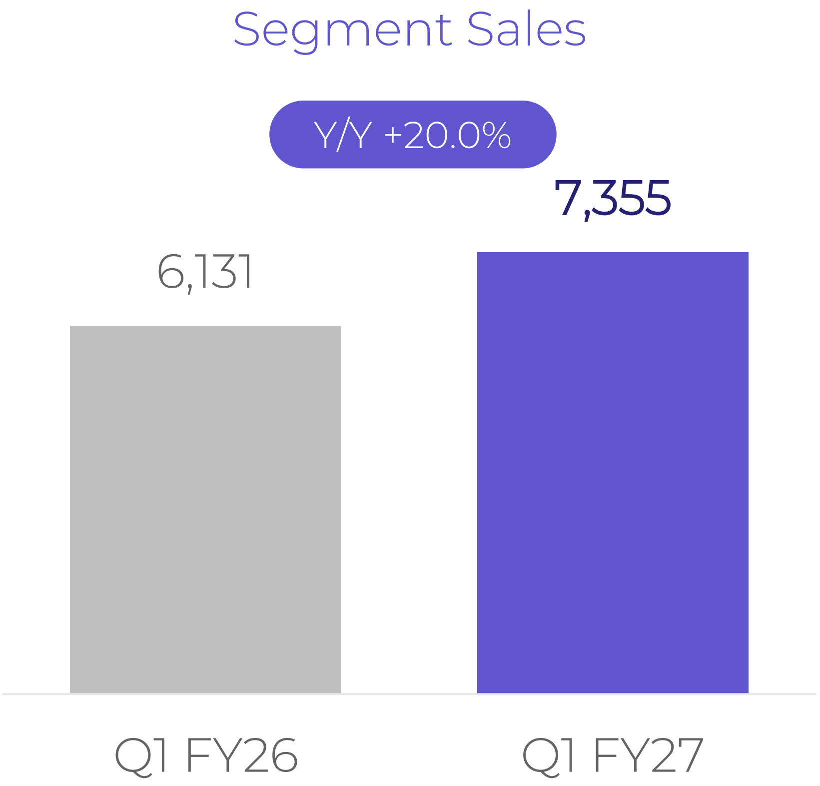


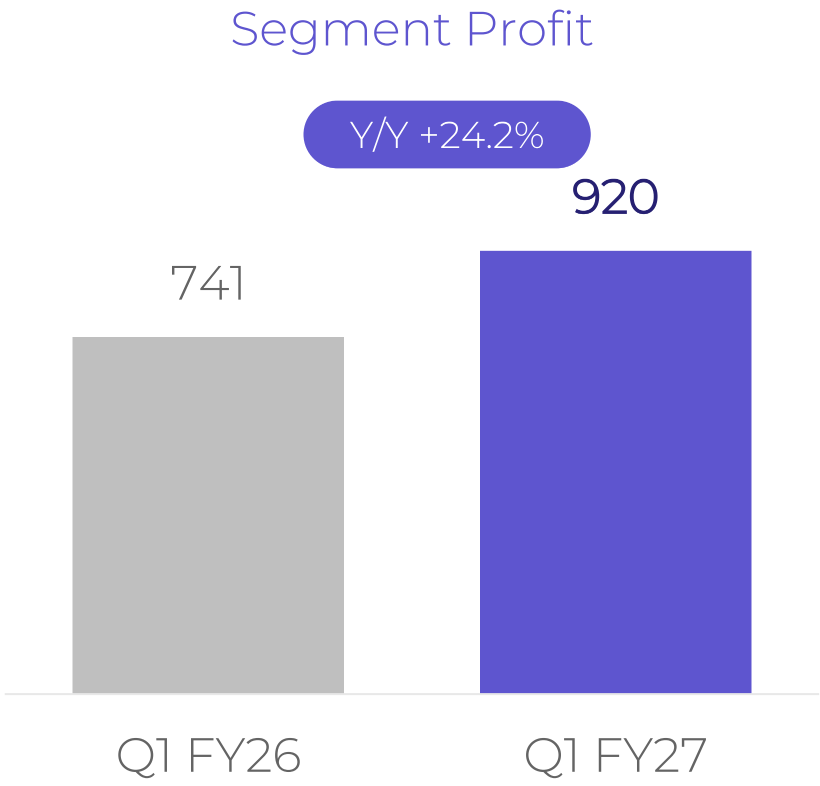
* Segment totals exclude eliminations and corporate costs not allocated to segments.

Solutions business : Y/Y Performance

- **Q1 segment net sales** reached a new record high, growing 20.0% Y/Y to JPY 7.3 billion, driven by double-digit Y/Y sales growth at TerraSky as well as nearly all subsidiaries, led by BeeX.
- **Q1 segment profit** reached a new record high, surging 24.2% Y/Y to 920 million, primarily driven by expanding margins from TerraSky's large-scale project accumulation, outsource cost reductions, and narrowed losses at the Thai subsidiary and Quemix due to their sales growth.

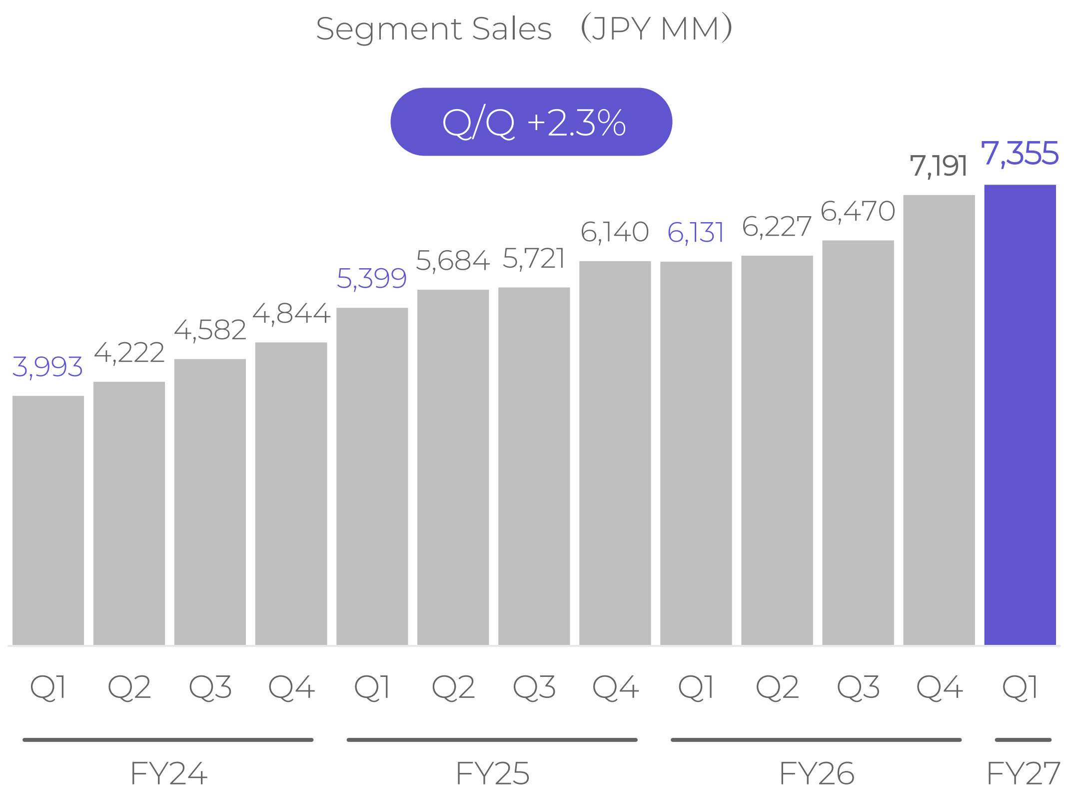
(JPY MM)

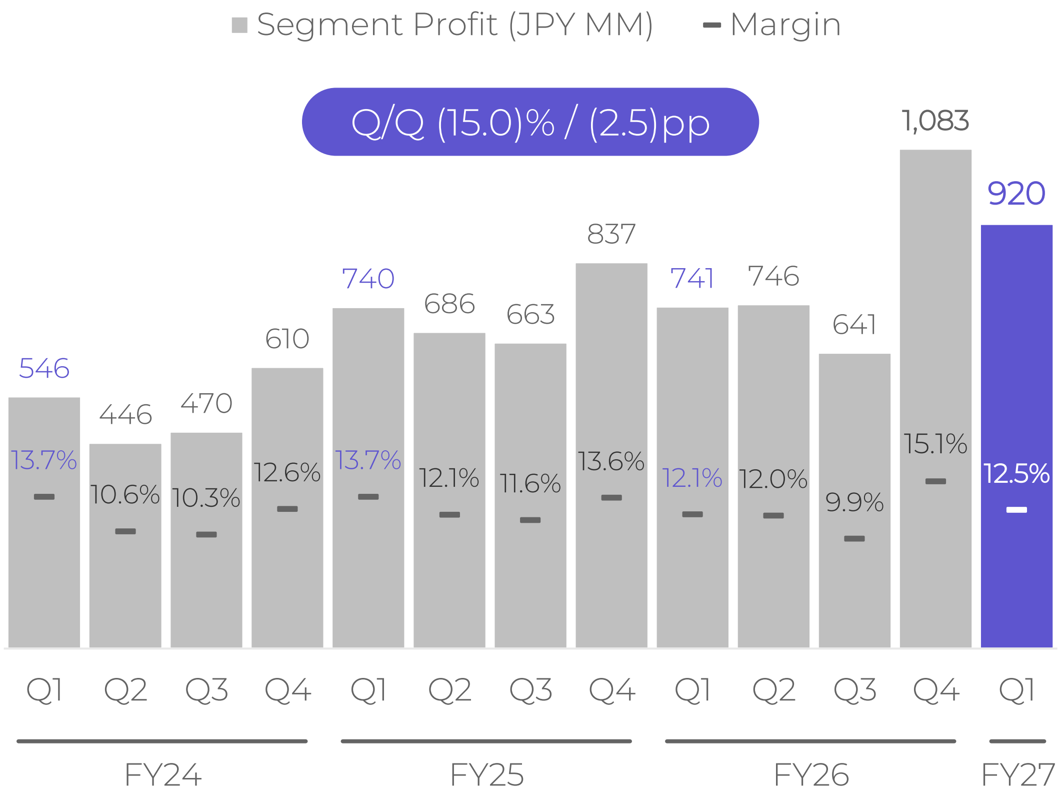




Solutions business : Q/Q Performance

- **Quarterly segment net sales** reached a new record high on a quarterly basis, up 2.3% quarter-on-quarter("Q/Q"), driven by Q/Q sales growth led by BeeX, alongside TerraSky, TerraSky Technologies, and the Thai subsidiary.
- **Quarterly segment profit** declined 15.0% Q/Q. Profit margins typically reach a peak in Q4 due to the absence of major events and new graduates fully joining the workforce, which historically leads to a Q/Q decline leading into Q1. However, profit outperformed the plan, reaching a new record high for a first quarter.



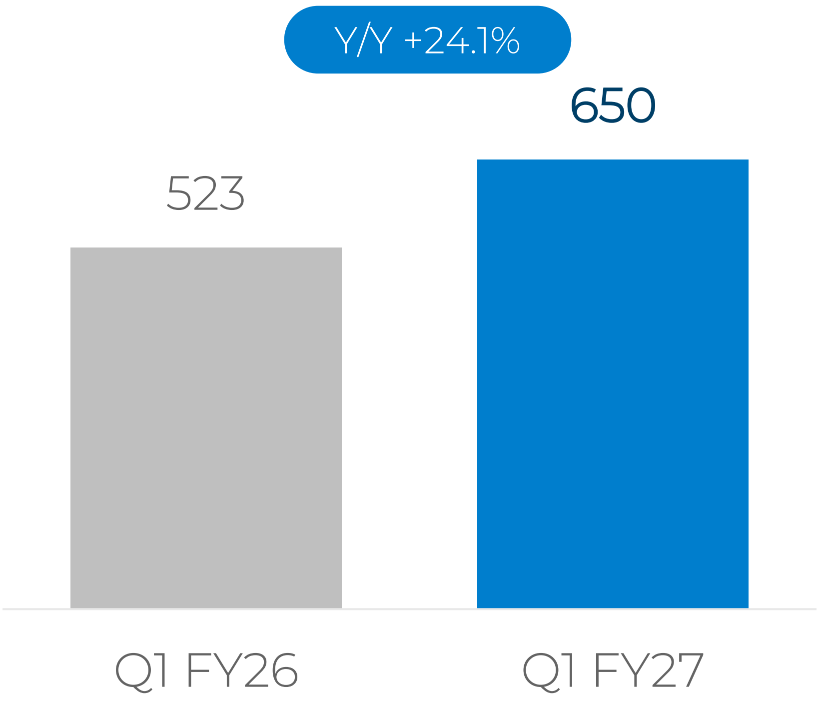


Products Business : Y/Y Performance

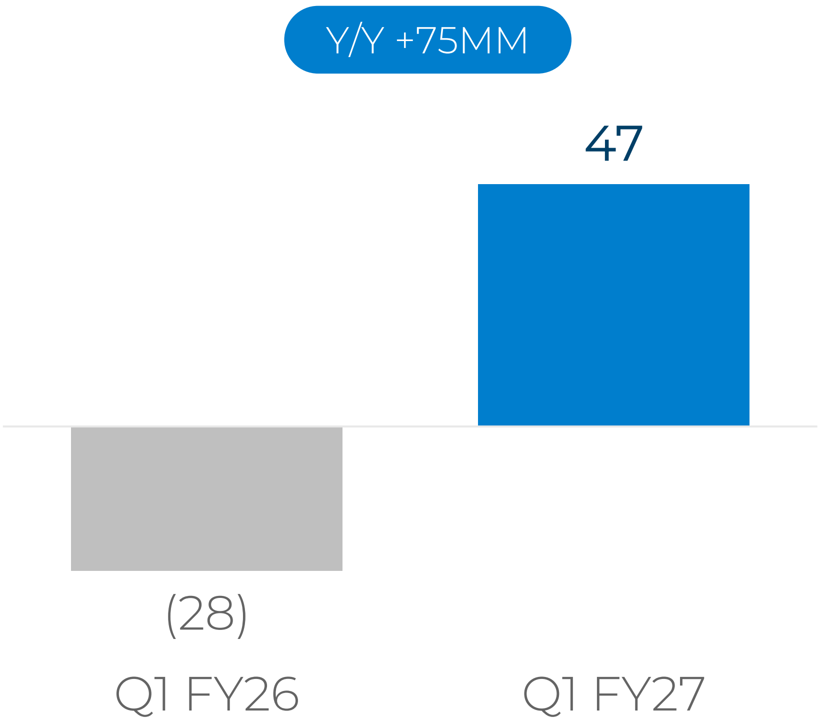
- **Q1 segment net sales** record high, up 24.1% Y/Y to JPY 650 million, driven by increasing demand led by mitocoERP and AI-related mitoco products, alongside steady growth in subscription sales.
- **Q1 segment profit** turned profitable at JPY 47 million (up JPY 75 million Y/Y). This turnaround was driven by rising high-margin implementation sales from strong product demand, alongside lower event costs due to a Q1-to-Q2 timing shift.

(JPY MM)

Segment Sales

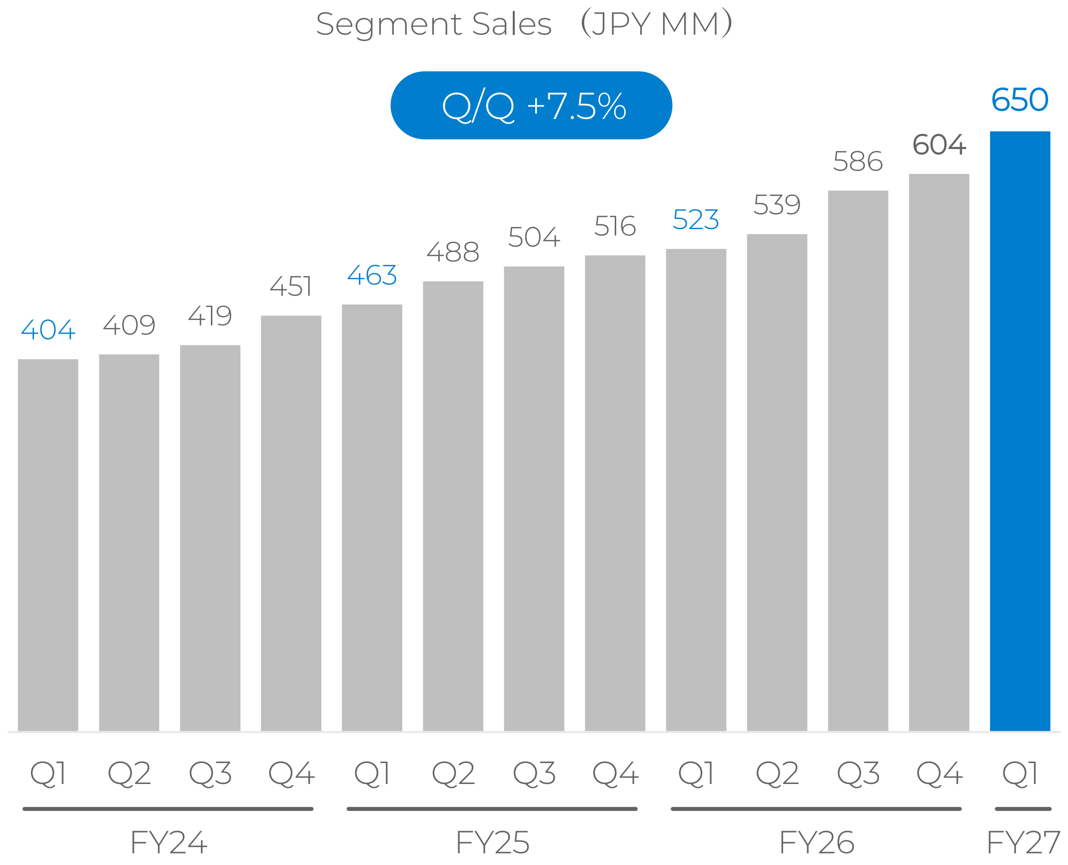


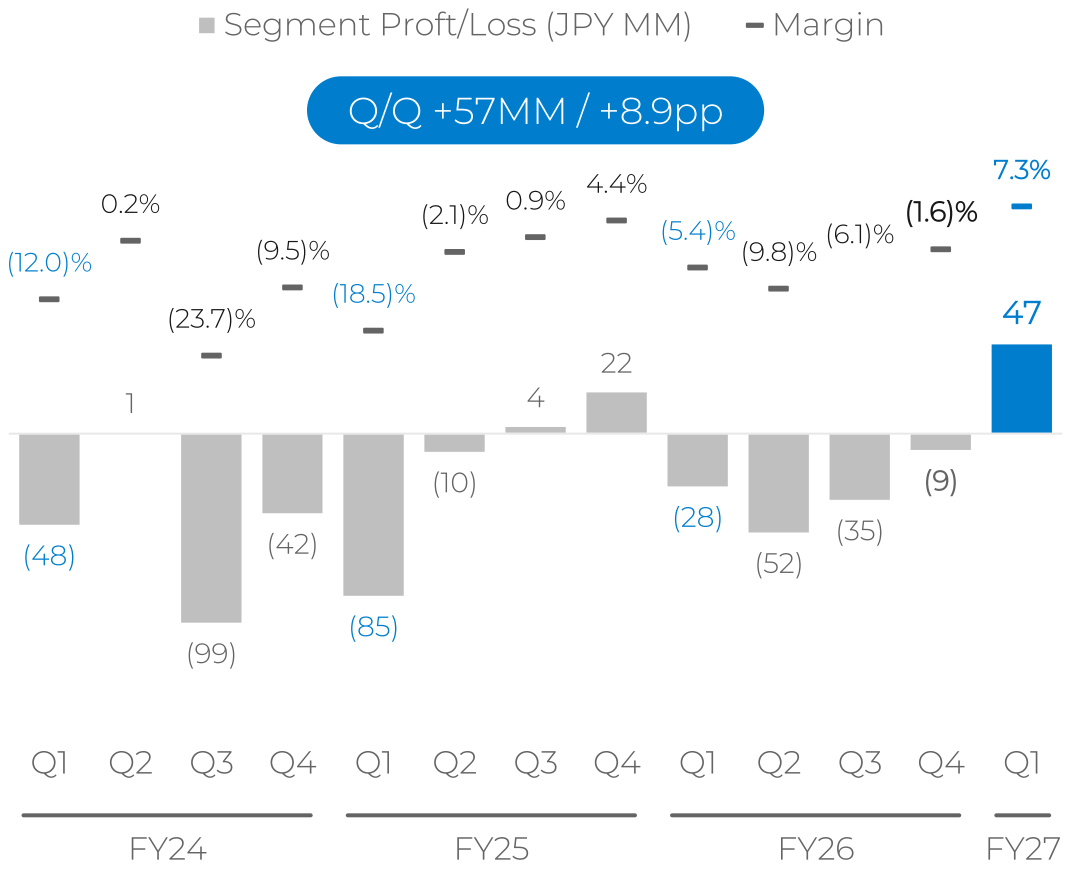
Segment Profit / Loss



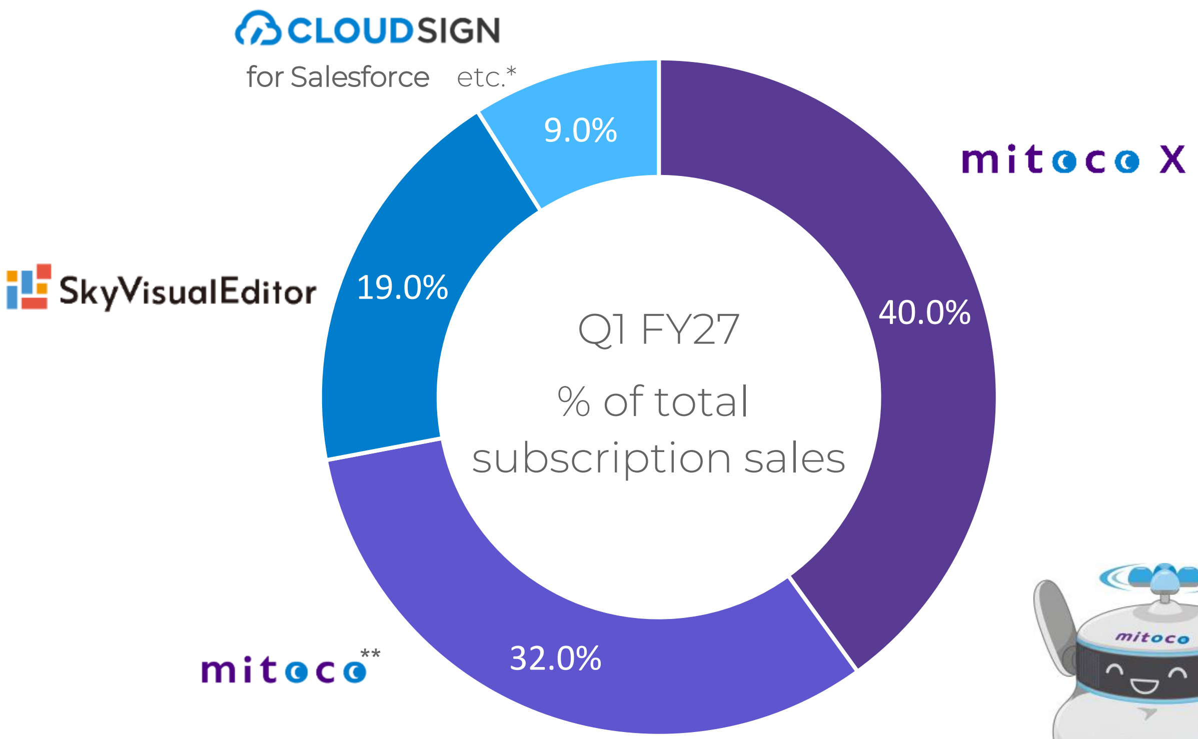
Products Business : Q/Q Performance

- **Quarterly segment net sales** reached a new record high on a quarterly basis, up 7.5% Q/Q. Subscription sales for AI-related mitoco products expanded, while implementation sales for mitocoERP also increased.
- **Quarterly segment profit** turned profitable, up JPY 57 million Q/Q. This turnaround was driven by an increase in high-margin implementation sales for mitocoERP, which lifted overall profit.





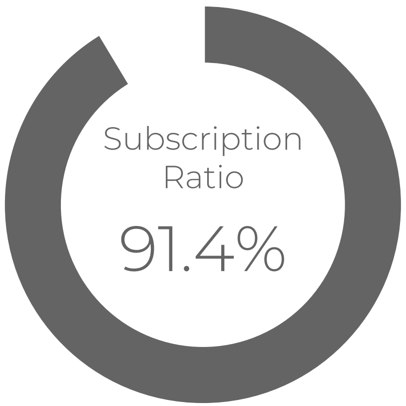
Products Business : Subscription Sales – Breakdown



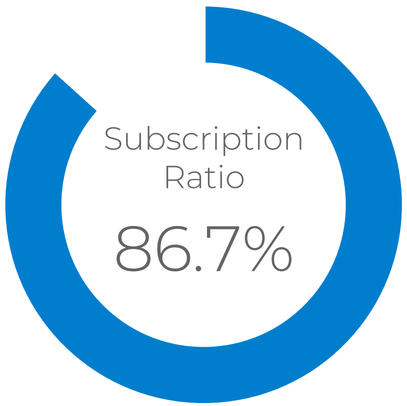
Total subscription sales increased by 17.0% Y/Y.
Y/Y change by product :

- mitocoX (data collaboration tool) : +11.2 %
- mitoco : +28.6 %
- SkyVisualEditor : +0.1%
- CLOUDSIGN: +60.0%

Q1 FY26



Q1 FY27



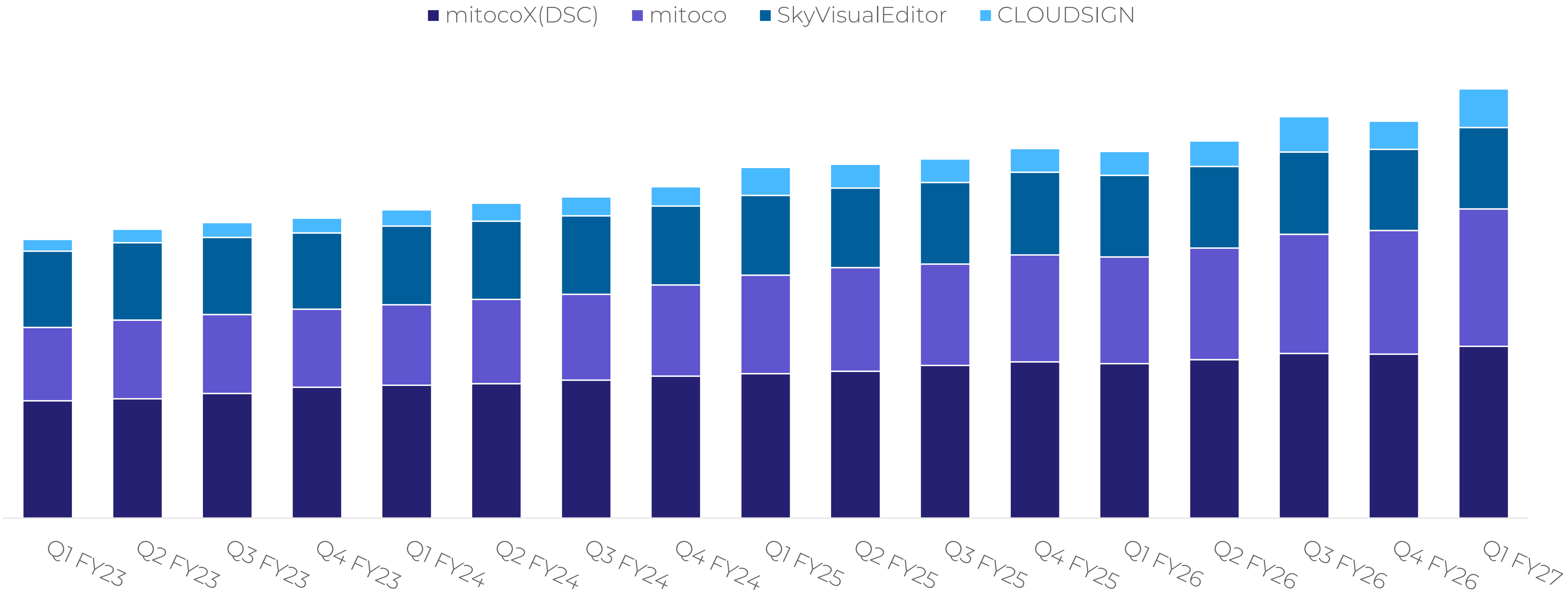
*The “Cloud Sign” category includes “OMLINE” from FY26.

**ENOKI was integrated into TerraSky in June. Therefore, sales from Q2 FY26 onwards is recognized as mitoco sales.

TerraSky

Products Business : Subscription Sales – Q/Q Performance

- Subscription sales maintained consistent quarterly Y/Y growth.
- Driven by strong demand for mitocoERP and AI-related mitoco products, mitoco subscription sales expanded, while all other products also outperformed the previous quarter.



*ENOKI was absorbed into TerraSky in June 2026; consequently, ENOKI's subscription sales have been transferred to mitoco.

Q1 FY27 Implementation Case Studies

Solutions Business

Mitsui Sumitomo Insurance

Deployed Salesforce Marketing Cloud to optimize customer communication

Delivered "One-to-One" messaging tailored to contract status, successfully boosting retention rates and LTV.

KINTO

Implemented Service Cloud AI solutions in the contact center

Reduced post-call processing time by 200 seconds per case.

Nippon Koei

Adopted Salesforce Platform

Centrally managed the status of ongoing projects worldwide.

Products Business

Toyota Technical Development

Deployed IPfolio (intellectual property management system) alongside SkyVisualEditor

Built an integrated system covering the entire business process, from patent acquisition onwards.

TREE OF LIFE

dopted mitoco to further leverage Salesforce capabilities

Enabled efficient schedule coordination, driving an approximate 1.5x increase in sales meetings.

IMURA

Implemented mitoco and SkyVisualEditor as a core business platform

Replicated paper forms directly within workflow screens, significantly improving user convenience.

Q1 FY27

Key Announcements

LiberSky Wins Google Cloud Partner of the Year (Security - Japan) Award for Two Consecutive Years

LiberSky focused on promoting Google Security Operations (SecOps), Google's SIEM solution, and received the partner award in the security category for two consecutive years.

Log Analysis

SIEM

Google Security Operations

TerraSky

TerraSky received an award for "Best Working Environment" for 3 consecutive years

TerraSky was certified by Doctor Trust Co., Ltd. as a "Best Working Environment Corporation[1]" in recognition of its excellent workplace conditions.

- Highly rated in "Respect & Dignity" among the following 4 categories:
  Respect & Dignity / Open Communication & Authenticity / Problem-Solving & Recovery / Mutual Help & Challenge
- Awarded for three consecutive years (2023, 2024, and 2025)

[1] *A certification awarded by Doctor Trust Co., Ltd. under the category of organizations with 500–1,000 employees. It is based on "TRUSTY SCORE," their proprietary index that quantifies workplace atmosphere from stress check service results.*

Latest Key Announcements

Launch of AI-Driven Development "BLADE“

- The 3+1 Strategy Driving Evolution to the Next-Generation Model -

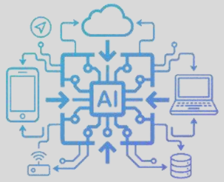
AI Adopter

CRM Implementation

AI + CRM Integration

Data Provider

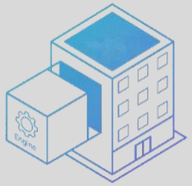
(Driving AI-Readiness)



UI/UX Creation & Workflow Design

Data Integration, Architecture & Quality

Platform Provider



Labor-Intensive

Scalable Asset-Based

+

BLADE

BLuePrint
AI-Driven
Environment

TerraSky-Style AI-Driven Development

TerraSky

BLADE Early Adoption Case Study: Mitsubishi Electric

MITSUBISHI ELECTRIC

Modification of the International Freight Bidding System

Development Period: Est. April – September 2026

As of June 1: In the AI-driven development phase

【Evaluation】

- Precisely structured latent business requirements during the requirements definition phase.
- Reduced the time between requirements definition and test design completion from 4 months to 2 months.
- Visualized the "correct solution" in the early stages of development ⇒ Minimizing rework risks and realizing a system that captures the true essence.
- Delivers a massive business impact : ROI (Return on Investment) maximizing.

TerraSky

Overview of Business Alliance with Bridge International Group

Fusing a "Rich Salesforce Customer Base" with "Inside Sales Outsourcing Expertise and Proven Track Record"

TerraSky × BRIDGE INTERNATIONAL GROUP

Joint Launch: Sales Engagement BPaaS

TerraSky	BRIDGE INTERNATIONAL GROUP	BRIDGE INTERNATIONAL GROUP	TerraSky
Salesforce Infrastructure Building	Operations & Inside Sales Support	Data Utilization & RevOps Support	Feature Expansion & Additional Development

Capital and Business Alliance with BRIDGE International Group
- Targeting JPY 1 Billion in Sales Within 3 Years -

BPaaS
Consulting Business

PHASE 1

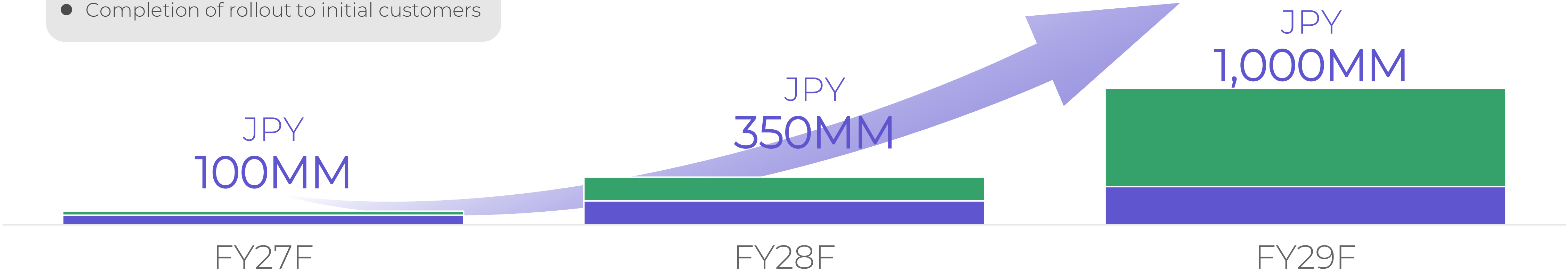
Validation & Launch
- Test marketing with 4+ companies
- Capital and business alliance with Bridge
- OSP partnership with SFJ & establishment of core BPaaS functions
- Completion of rollout to initial customers

PHASE 2

Market Establishment
- Creation of success stories with initial customers
- Expansion of target audience
- Enhancement of BPaaS functions

PHASE 3

Business Expansion & Growth
- Stable operation of the OSP platform
- Full adoption of the AI co-creation model
- Continuous rollout of new use cases



Quemix
The Quantum Technology Company

Quemix's Quantum Technologies

- Expanding Our Business Scope as Quantum Computing Enters the System Implementation Phase over the Next Five Years -

Research & Development (R&D)

Material Calculation Platform Development	Expertise in HPC-Quantum Hybrid Computing
Quantum Algorithm Development	Joint R&D with Industry / Use Case Development

Customer Base Built through Joint R&D

Sumitomo Rubber Industries, Asahi Kasei, Idemitsu Kosan, Mitsubishi Electric, MITSUI KINZOKU, DENSO, Toyota Motor, Nissan Motor, Honda R&D

And many others

Commercialization Our R&D Achievements
Over the Next Five Years

Commercial Solutions

Proprietary Cloud Platform	Consulting Services
System Integration Services	Training & Education Services

Business Partners

TerraSky, SCSK, Quantinuum

And many others

Building the Foundation for Commercialization

November 2025

- Joined Quantinuum's Startup Partner Program
- Announced Joint R&D **Results** with Sumitomo Rubber Industries

January 2026

- Announced Joint R&D Results with Mitsubishi Electric, Science Tokyo, and the University of Tsukuba

June 2026

- Announced Joint R&D Results with :
  - MITSUI KINZOKU COMPANY, LIMITED
  - SCSK Corporation
  - DENSO CORPORATION
  - Toyota Motor, Toyota Central R&D Labs., and the University of Tokyo
  - Nissan Motor Co., Ltd.
  - Honda R&D Co., Ltd.
- Strategic partner Quantinuum was listed on NASDAQ
- Served as a Co-organizer and Platinum sponsor at Q2B Tokyo.

TerraSky

Quemix Announces Joint R&D Track Record with 6 Companies

Honda R&D

Quemix and Honda R&D Develop New Technology for Exponential Acceleration of Density Functional Theory Calculations on Quantum Computers

MITSUI KINZOKU

Quemix and Mitsui Kinzoku Develop New Technology for Materials Calculation on Quantum Computers

SCSK

New Approach to Quantum Computing's Measurement Bottleneck

Quemix and SCSK Develop "POD Readout" - a New Technology That Reduces Measurement Counts by up to a Factor of 1,000

Nissan Motor

Quemix and Nissan Begin Joint Research and Development of Quantum Computing Software for Aerodynamic Simulation

TOYOTA MOTOR

Quemix, Toyota, Toyota Central R&D Labs., and The University of Tokyo Demonstrate Efficient Task Allocation in Quantum Chemistry Calculations Using Classical-Quantum Hybrid Computing

DENSO

Expanding Molecular Dynamics Calculations Supporting Materials Development and Drug Discovery onto Quantum Computing Platforms

Latest Key Events

Q2B

Month: June
Organizer: QC Ware
Co-organizer: Quemix
Attendance: 823
Theme:
The Roadmap to Quantum Value

Photo courtesy of Jun Takagi

Quemix delivered a keynote speech, presented and exhibited the latest use cases, and led sponsor recruitment, while also handling interviews with multiple media outlets, including news programs.

Agentforce World Tour Tokyo

Month: June
Organizer: Salesforce Japan
Attendance: 10,722(online 5,771)
Theme:
Redefining business through the collaboration of humans and AI agents.

At the TerraSky session, Mitsubishi Electric took the stage to report on the positive outcomes of adopting "BLADE," TerraSky's AI-driven development.

Accounting & Finance Expo

Month: June
Organizer: RX Japan
Attendance: 26,728
Overview:
One of the largest events showcasing DX support services for accounting and finance.

mitocoERP demonstrated a strong competitive advantage over numerous accounting-related systems due to its comprehensive feature set.

TerraSky


Shareholder Returns

Shareholder Return Policy and Capital Allocation

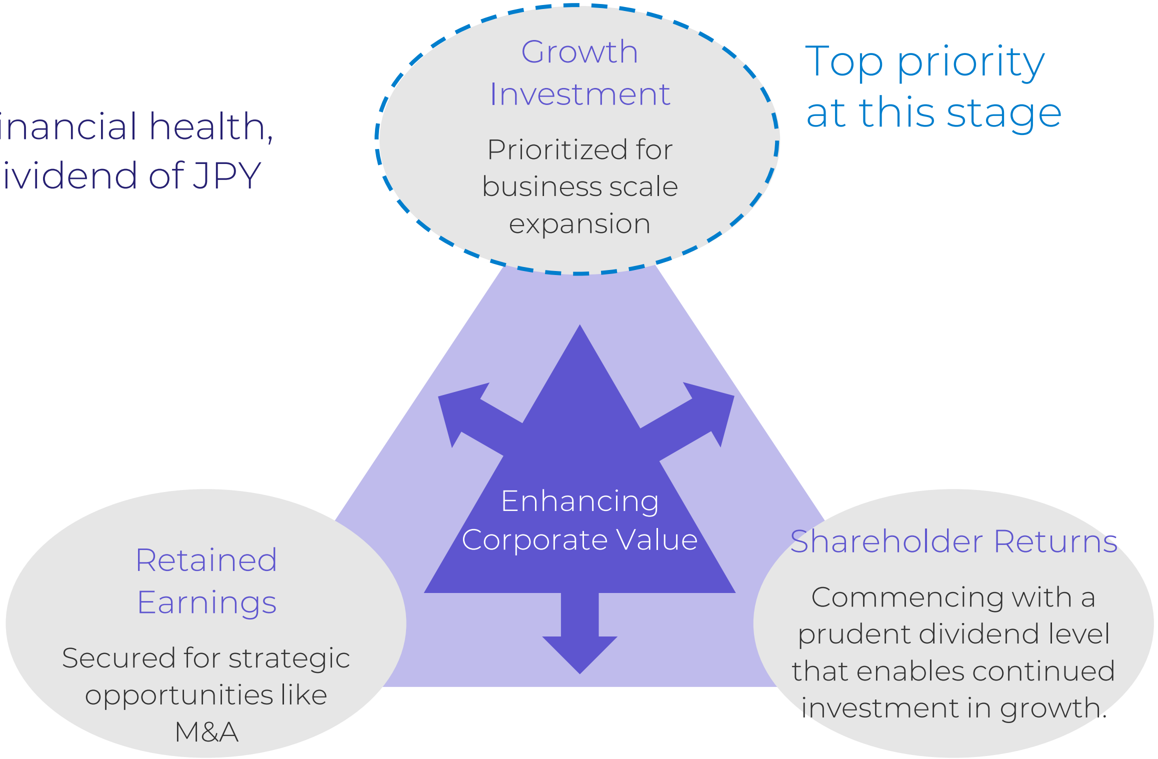
- Revised shareholder return policy to introduce an inaugural year-end dividend starting FY02/2026.
- Prioritize generated cash for growth investments to drive business expansion and market capitalization.
- Given our current market capitalization, defining specific metrics like payout ratio or DOE would yield limited return impact. At this stage, we will adopt a "progressive dividend" policy (no dividend reductions) while targeting future quantitative policies. This aims to sustain stable returns and strengthen long-term trust with institutional investors and all shareholders.

Note: The shareholder benefits program was discontinued as of end of the previous fiscal year.

FY2/2027 Dividend Forecast

Planned Dividend Increase : Based on business performance and financial health, we plan to increase the FY2/2027 dividend by JPY 1, for an annual dividend of JPY 17 per share.

	Dividend per share in JPY		
	Interim	Year-end	Total
FY2/2026	0.00	16.00	16.00
FY2/2027 (Forecast)	0.00	17.00	17.00



Management Focused on Cost of Capital and Stock Price

Management Focused on Cost of Capital and Stock Price

Assessment of Current Situation

- PBR at fiscal year-end declined Y/Y, reflecting market compression after being hit by the generative AI-driven sell-off in SaaS stocks. Meanwhile, ROE structurally depends on net income due to past zero-payout policies. In FY26, ROE exceeded 10%, driven by improved profitability and gains on sales of investment securities.

Company Value (As of Fiscal Year End, Feb 2026)		Industry Average (PRM/Info & Comm)
Cost of Capital	Approx.7%	
ROE	13.3%	10.0%
PBR	1.8X	2.2X

Numerical Targets by Fiscal Year End, Feb 2027

Operating Profit	ROE
¥2.5BN	10%

Improvement of ROE + Reduction of Cost of Equity = Enhancement of mid-to-long-term corporate value through the expansion of a positive equity spread

Pursuing High Top-Line Growth and Profit Structural Transformation

Growth

Maximization of Sales + PE Multiple Expansion

- **Expansion in Salesforce/AWS Domains** Leveraging our domestic top-tier track record and collaborations with NTT DATA and Mizuho Bank to accelerate business expansion with existing clients and the acquisition of new clients. Furthermore, we will increase order opportunities by expanding our engineer pool through aggressive hiring (new graduates and mid-careers) and effective reskilling programs.
- **Regional Satellite Office Strategy** Securing stable development resources and strengthening cost competitiveness through regional office expansion and local hiring.
- **Utilization of M&A** Aiming for inorganic growth by acquiring companies with technologies in cloud-peripheral areas.

Profitability

Margin Improvement + ROE Enhancement

- **Improvement of Unit Price per Engineer** Cultivating highly certified professionals to shift toward high value-added projects and consulting services, thereby increasing sales per employee.
- **Increasing the Proprietary Product Ratio** Focusing on "mitoco" and other in-house products to expand high-margin recurring revenue and achieve profitability.
- **Early Turnaround of Loss-Making Subsidiaries** Accelerating the ramp-up of Quemix and the Thailand business to achieve profitability.

Cost of Capital

Shareholder Returns & Enhanced Dialogue

- **Enhancement of IR Activities** Aiming to increase the number of IR meetings, expand English disclosures, and improve information disclosure for investors. We will enhance management transparency by increasing dialogue opportunities with domestic and international investors and providing feedback on these dialogues to the Board of Directors.
- **Dividend Policy** While prioritizing growth investments, we aim for stable and continuous progressive dividends based on business performance.

Appendix

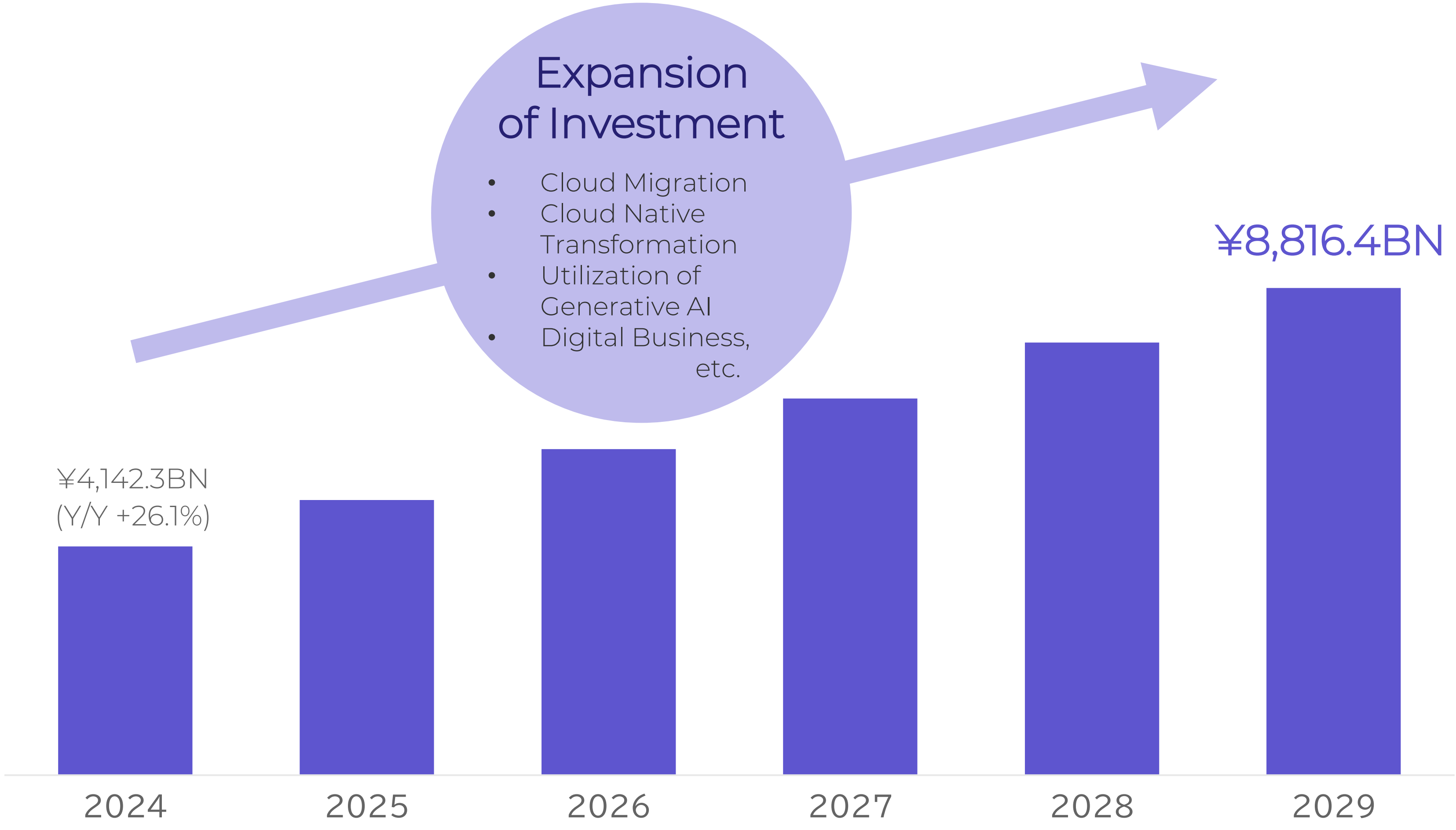
- Market Environment
- About TerraSky Group

Appendix

- Market Environment
- About TerraSky Group

The Continuously Growing Domestic Public Cloud Market

Domestic cloud market forecast, 2024-2029

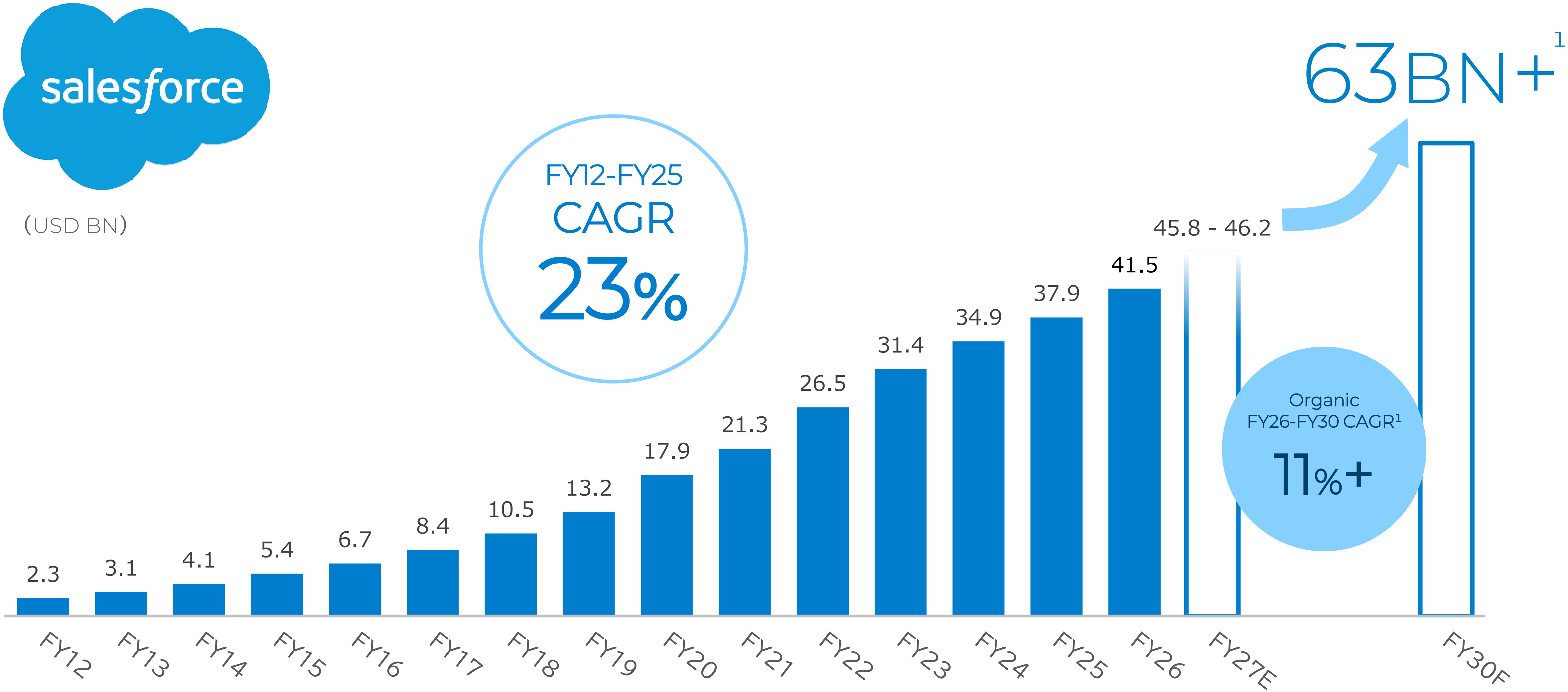


2024-2029
Revenue
2x

2024-2029
CAGR
16.3%

Source: IDC Japan, "Japan Public Cloud Services Market Forecast, 2024–2029"

Sales Growth of the Cloud Platform



[1]Excludes the impact of the Informatica acquisition.
Source: Prepared by TerraSky based on Salesforce earnings release materials.

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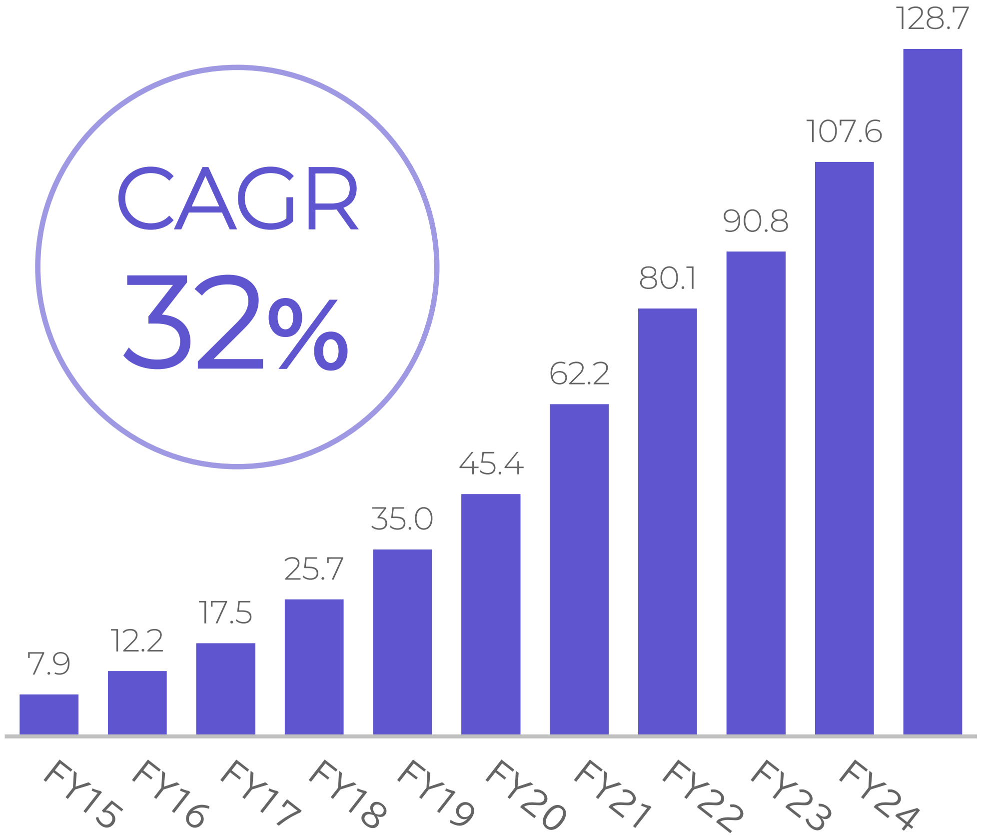
Sales Growth of the Cloud Platform

(USD BN)

Google Cloud

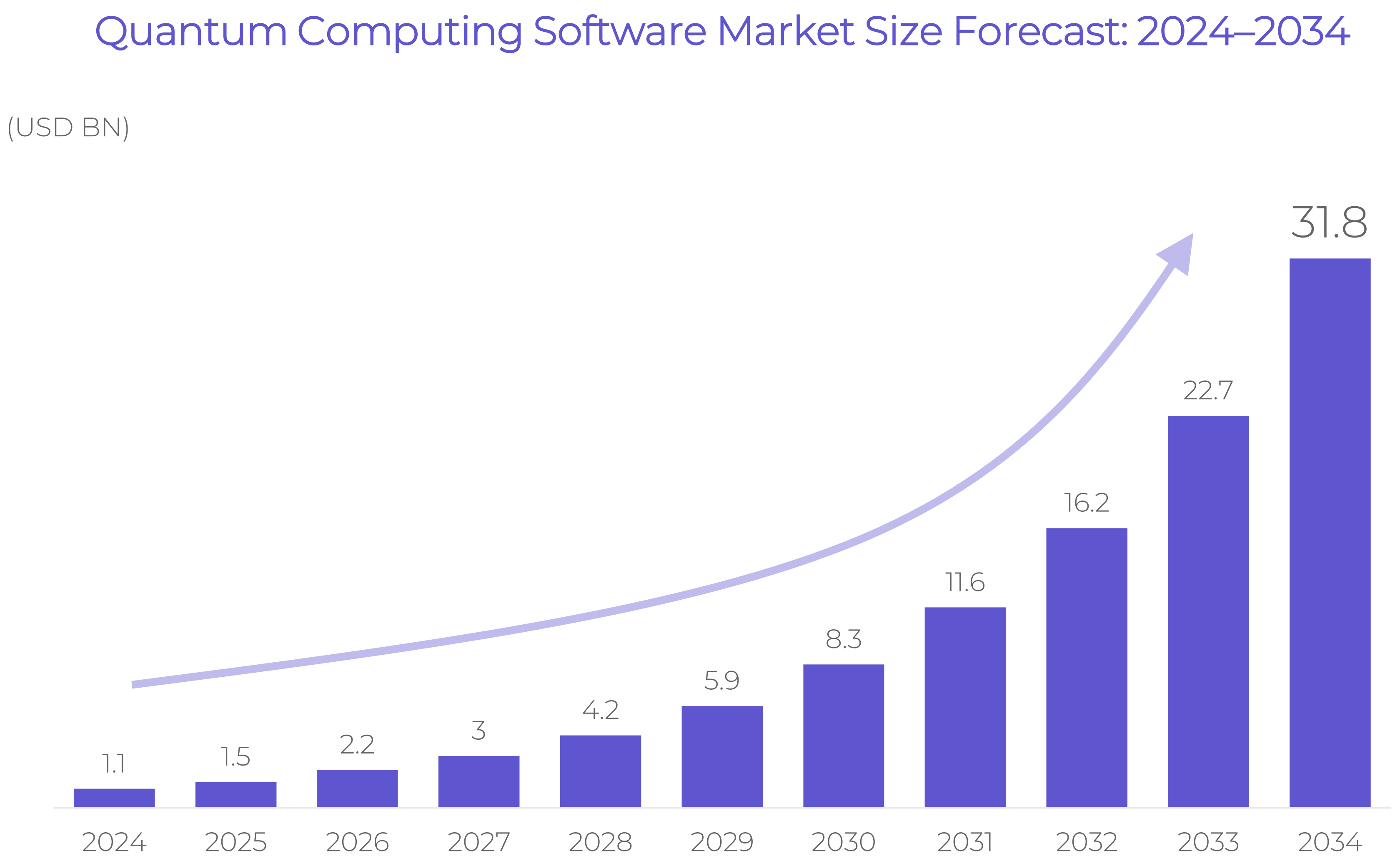
powered by aws



出所）各社決算開示資料よりテラスカイ作成

TerraSky

Quantum Computing Market Projected to Reach $31.8 Billion by 2034



2024-2034
Market Size
29x

2024-2034
CAGR
40%

Source: Prepared by TerraSky based on Market.us, "Quantum Computing Software Market".

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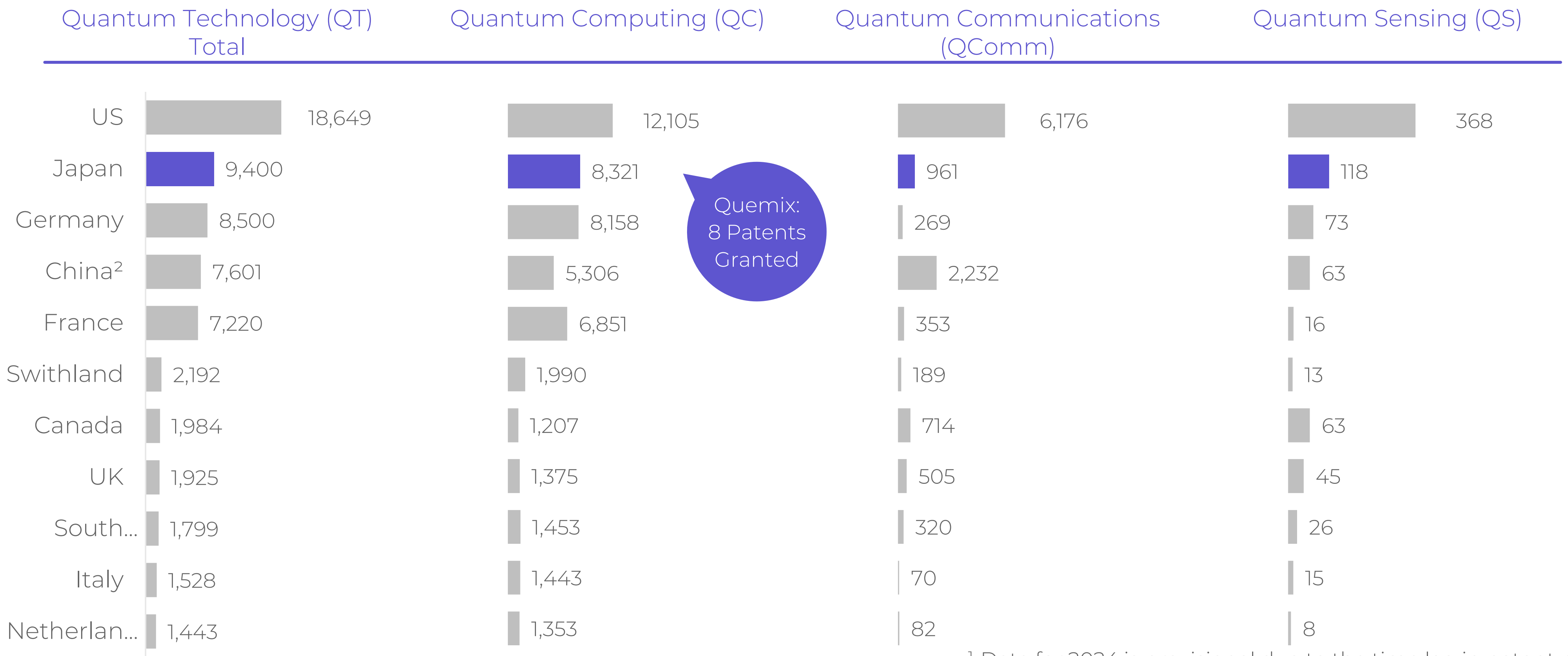
Number of Quantum Computer Patents Granted | 2000–2024[1]

Japan ranks second only to the US in patent grants for quantum computing and quantum sensing, demonstrating high global competitiveness and technological superiority in quantum technology.



[1] Data for 2024 is provisional due to the time lag in patent publication.
[2] Figures for China do not accurately reflect ongoing patent application efforts aimed at gaining market access.
Source: Prepared by TerraSky based on McKinsey Digital, "Quantum Technology Monitor".

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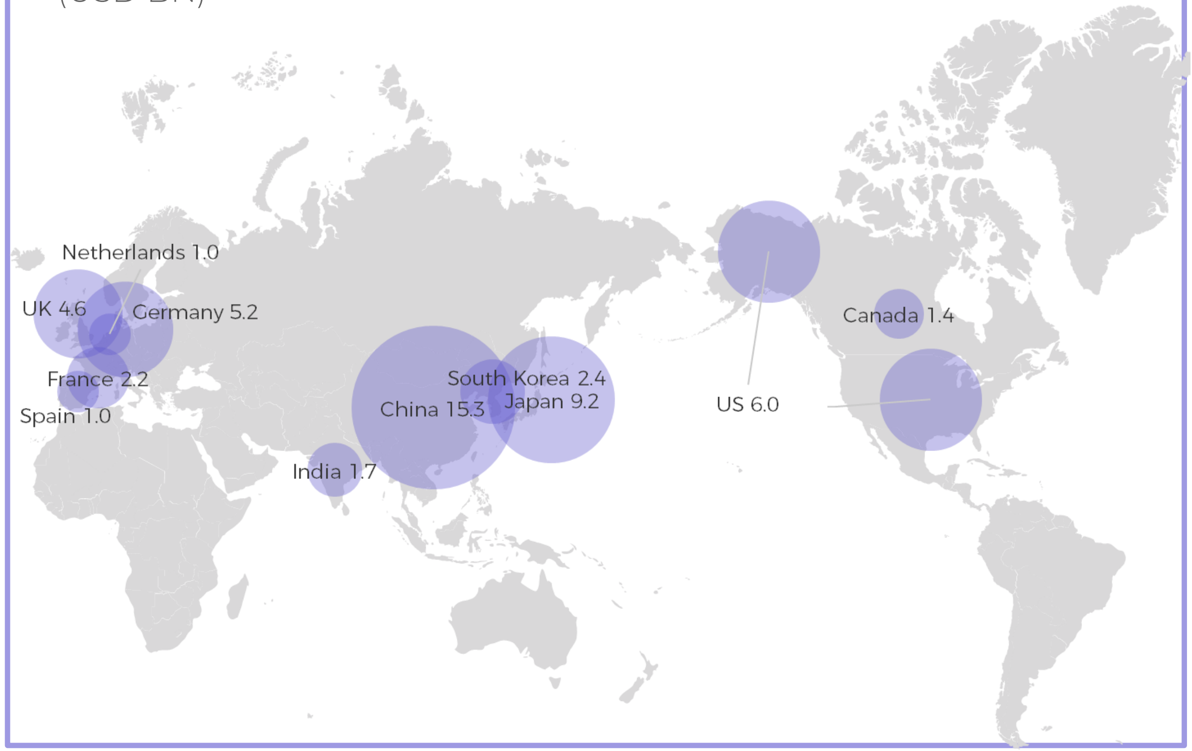
Quantum Technology Investment Overview

Status of Public Investment in Quantum Technology | Through April 2025

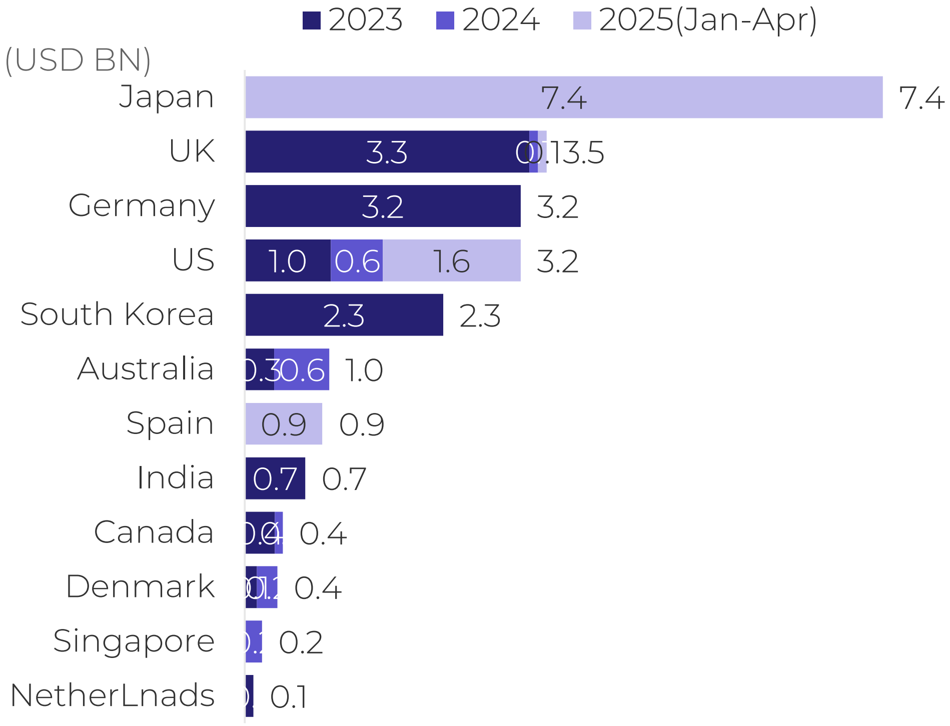
Total announced public investment in quantum technology amounts to $54 billion through April 2025.

(USD BN)



Announced Public Investment in Quantum Technology | Jan 2023 – Apr 2025

Japan positions quantum technology as a critical field for ensuring industrial competitiveness and economic security. Aiming to foster industry creation, the government announced a major investment of $7.4 billion in early 2025.



Source: Compiled by TerraSky based on McKinsey Digital, "Quantum Technology Monitor." (Countries with total investment exceeding $1 billion USD; Left chart only)
Note: $136 billion in announced investment for emerging technologies in China is excluded due to limited transparency of commercial activities and unclear relevance to QT.

Appendix

- Market Environment
- About TerraSky Group

TerraSky Co., Ltd.

TSE prime market, stock code 3915

Head Office : Taiyo Life Nihonbashi Building 15-17Fl.
11-2 Nihonbashi, Chuo-ku, Tokyo | Japan

Offices : Osaka, Nagoya, Fukuoka, Joetsu, Akita, Matsue,
Kagoshima and Morioka
Thailand

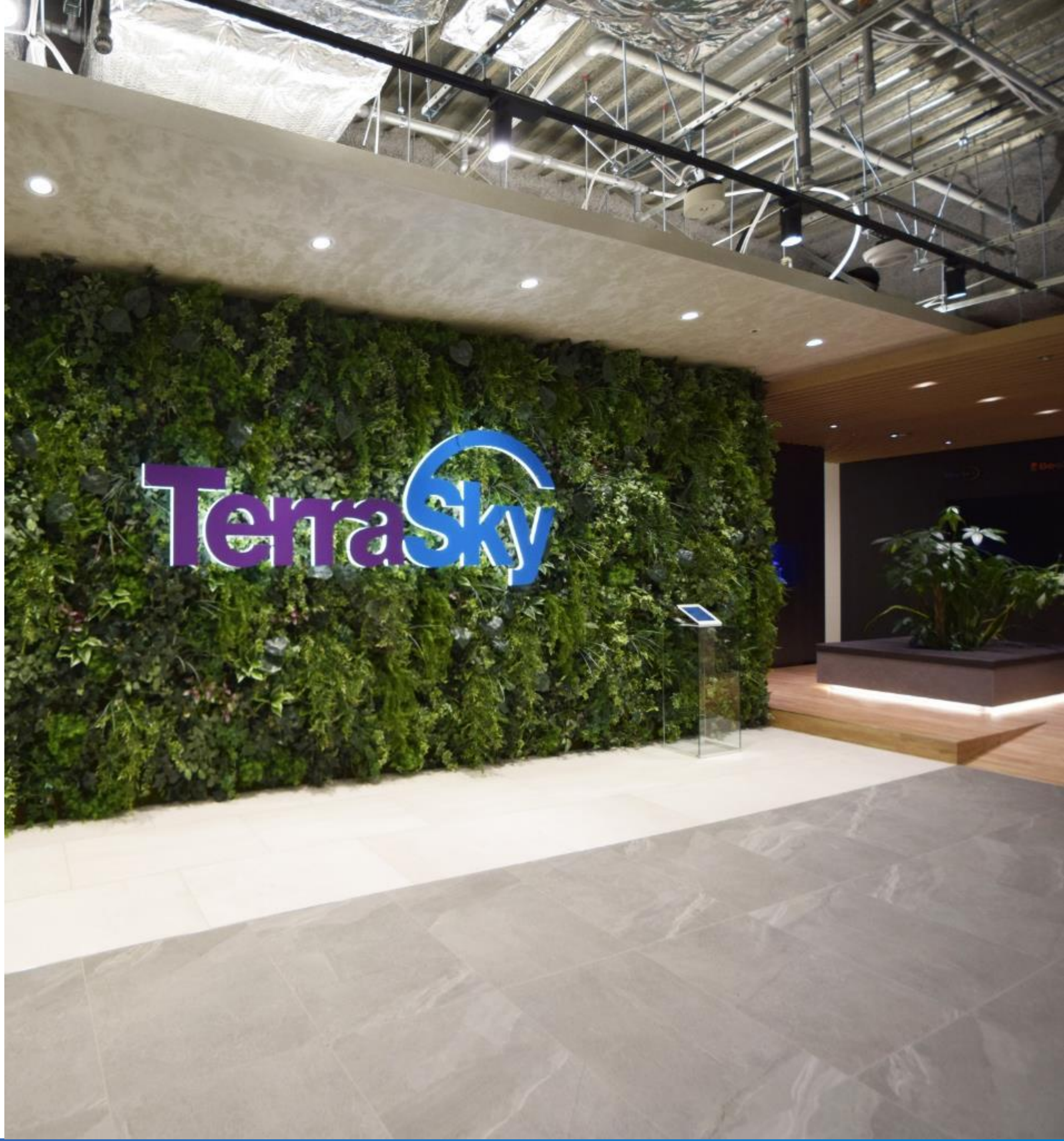
Establishment : March 2006

Share Capital : JPY 1,256 MM

Representative : Sato Hideya, President & CEO

Information Security Management System (ISMS) : ISO 27001/ IS 561777

*As of the end of May 2026



Our business consists of the following two segments:

Solutions business

Optimal system development using the cloud,
Development and provision of specific solutions

salesforce

Microsoft Azure

Google Cloud

powered by aws

IAS

Products business

Development and provision of cloud-specific services and products

mitoco

mitoco Work

mitoco 会計

mitoco X

mitoco AI

SkyVisualEditor

OMLINE-O

OMLINE-I

TerraSky

Solutions business

Salesforce

Salesforce is a cloud-based CRM/customer management and SFA/sales support system used by over 150,000 companies worldwide. We help businesses connect with customers in sales, marketing, and customer service.
As the No. 1 implementation partner, TerraSky supports customers' implementation and expansion of Salesforce.

AWS

We select the most suitable service from the many technologies provided by AWS and support the construction of a system that matches your company's needs. We can provide total proposals from construction to operation, including operational support from Sky365, a second-tier subsidiary specializing in cloud MSPs. Together with BeeX, which specializes in AWS, we will leverage the comprehensive strengths of the TerraSky Group to lead your project to success.

Heroku

Heroku is a PaaS cloud for web application development provided by Salesforce. You can develop apps efficiently using the latest framework and easily integrate with Salesforce.
In addition to system construction, we provide total support from building data linkages with internal and external systems to post-development operations.

SAP migration

In 2016, we established BeeX Co., Ltd., which realizes cloud integration of SAP software platforms. Using our know-how from migrating numerous SAP systems to public clouds, we can quickly and safely migrate core systems from on-premises environments to cloud environments.

TerraSky

Products Business

mitoco

mitoco is next-generation groupware developed cloud-natively. We go beyond simple internal communication and collaborate with customer information to take your business one step further and evolve.

SkyVisualEditor

This is a tool that allows you to develop Salesforce screens without programming. You can easily generate Visualforce pages just by dragging and dropping your mouse. It also supports Lightning Experience, so you can smoothly migrate your Visualforce pages to Lightning.

mitoco X

A new iPaaS* that integrates Data Spider, which has been installed by 3,000 companies, and SkyOnDemand, which has the No. 1 SaaS market share in the domestic EAI/ESB market.
*Integration Platform as a Service

mitoco ERP

mitoco ERP centralize master data on a platform powered by Salesforce. By integrating various business systems, including groupware, expense and attendance management, as well as core operations from accounting and HR/payroll to sales, purchasing, and inventory management, we ensure compliance with Japanese legal revisions (Electronic Bookkeeping Preservation Law, Qualified Invoice System). This allows for the management of all enterprise operations on a single platform.

Armed with the strengths below,
our group is firmly leading the domestic cloud integration market.

1

Familiarity with multi-cloud platforms

- Expand Horizontally into surrounding cloud fields with Salesforce as the core.
- Each group company explores business on each cloud platform. (Specialization/mobility)

2

Reskilling

- Full support for employees to obtaining cloud professional certifications.
- Establishing a unique method for educating and developing cloud human resources.

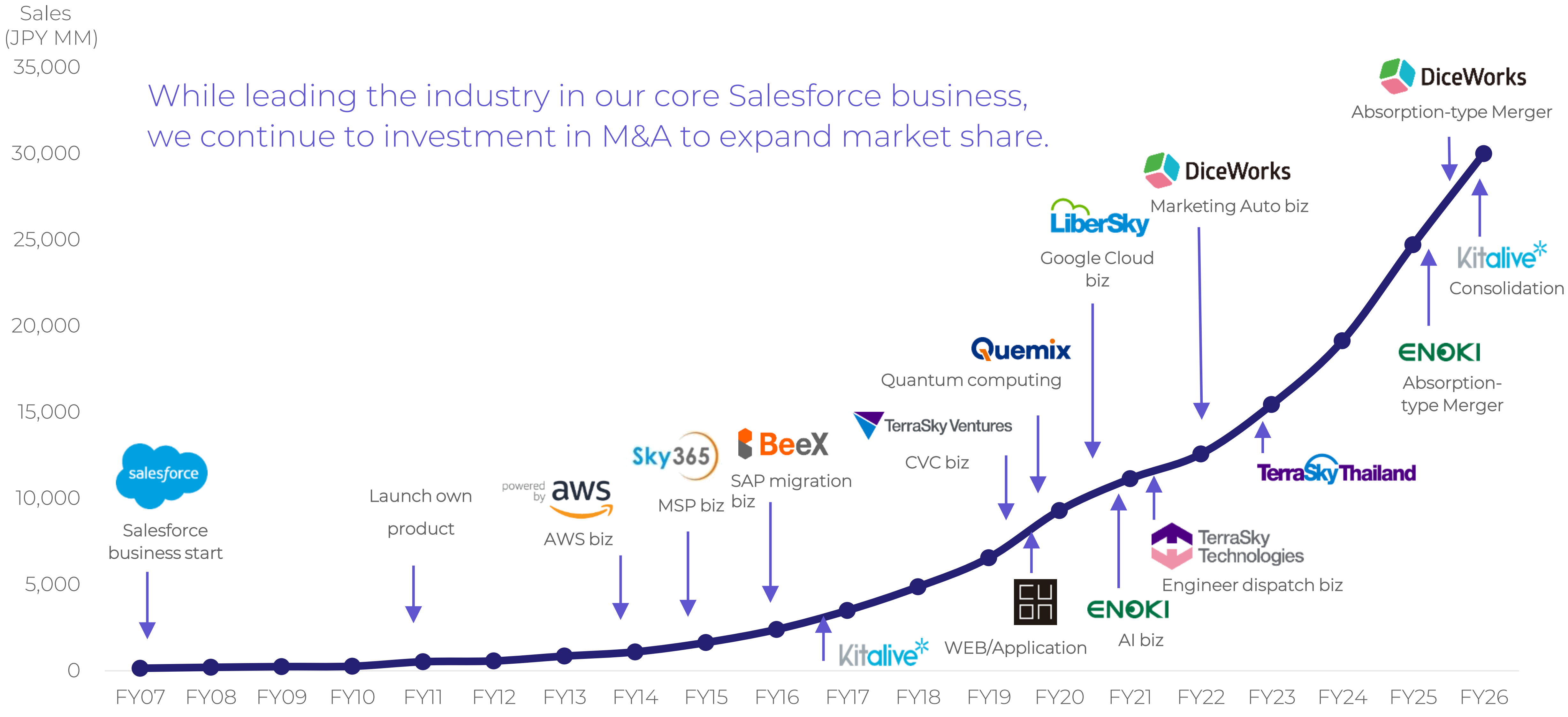
3

Investment strategy based on cloud knowledge

- Improving productivity through the development of in-house products and integration using them
- Establishment of subsidiaries, M&A, early business expansion, and track record of profitability.
- CVC fund creation to create value across the portfolio companies and realize IPO.

Sales Growth in Tandem with Establishment of Subsidiaries and M&A

While leading the industry in our core Salesforce business,
we continue to investment in M&A to expand market share.



TerraSky

Investee Companies and Shareholding Ratios

Consolidated subsidiaries & an affiliate

BeeX Inc.	Listed: Tokyo (TSE Growth)	63%
Kitalive Inc.	Listed: Sapporo (SSE Ambitious)	51%
Sky365 Co., Ltd.		10% of shares held by TerraSky 87% of shares held by BeeX
Quemix Inc.		68%
LiberSky		81%
TerraSky Technologies Co., Ltd.		90%
Cuon		100%
TerraSky Ventures Co., Ltd.		100%
TerraSky (Thailand)Co., Ltd.		49%

13%	Serverworks Co., Ltd.
Below 5%	b-en-g, iguazu, ecomott, AST

*As of end of May 2026

Support for Various Cloud Platforms

Salesforce | AWS | Google | Azure

TerraSky — Cloud Integration / Consulting

CUON — Web System / Application

LiberSky — Big Data Security

Kitalive — Cloud Integration

TerraSky Technologies — Technical Staffing

TerraSky Thailand — Southeast Asia

BeeX — SAP Cloud Migration

Sky365 — Cloud MSP

CVC

TerraSky Ventures — Corporate Venture Capital

Quantum computing

Quemix — Quantum Computing Solution

Overwhelming quality and number of Salesforce certified engineers (employees)

Salesforce MVP

Certified Technical Architect

…… **Leading Number of Top-Tier Technical Certifications in Japan**

Salesforce MVP
・・・4 People enrolled

Certified Technical Architect
・・・5 people enrolled

- Certified Administrator
- Certified Advanced Administrator
- Certified Sales Cloud Consultant
- Certified Service Cloud Consultant
- Certified Field Service Lightning Consultant
- Certified Experience Cloud Consultant
- Certified Platform Developer
- Certified Senior Platform Developer
- Certified Platform Application Builder
- Certified Marketing Cloud Mail Specialist
- Certified Pardot Consultant
- Certified Pardot Specialist
- Certified Sharing and Visibility Architect
- Certified Integration Architect
- Certified Identity and Access Management Architect
- Certified Development Lifecycle and Deployment Architect
- Certified Data Architect
- Certified Tableau CRM and Einstein Discovery Consultant
- Certified System Architect
- Certified Application Architect

TerraSky Group

23,000+ Projects

TerraSky has handled 8,000+ projects on its own.

We support a large number of companies, regardless of industry, business type, or company size.
We provide continuous development, maintenance, and operations.

大和証券 Daiwa Securities
太陽生命
MITSUBISHI ELECTRIC
Panasonic
BIGLOBE
JCB 世界にひとつ。あなたにひとつ。
DNP
水まわりって、大切だから Takara standard
イオン銀行
UNIADEX
関西電力送配電
伊藤忠エネクス株式会社
TOYOTA
AGC
TOKIO MARINE NICHIDO 東京海上日動
KDDI
JFE
SOMPOシステムズ
昭和シェル石油株式会社
sysmex Lighting the way with diagnostics
HITACHI Inspire the Next
RESONA りそな銀行
BRIDGESTONE
EBARA
MIZUHO
JP POST 日本郵便
NISSAY 日本生命
日本経済新聞
KONOIKE GROUP

*As of end of May 2026

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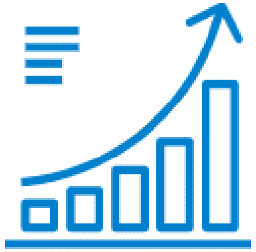
Achieving the Sustainable Development Goals (SDGs)

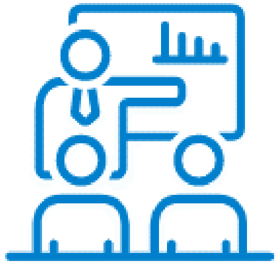
Three Guiding Principles for Achieving the SDGs

01



Initiatives through Business

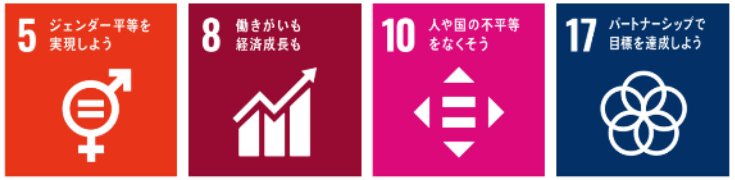
02



Initiatives for the Future of Children and Regions

03

Initiatives through Corporate Activities

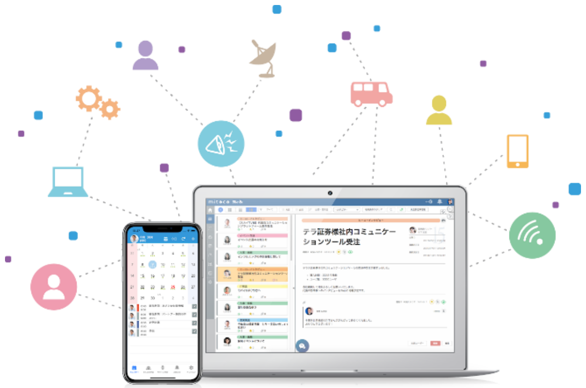


Environmental, Social, and Governance (ESG)

Environmental

Environmental Reducing Environmental Impact Through Cloud Migration

- Significantly reduces clients' electricity consumption and CO_2 emissions by supporting migration from on-premises systems to the cloud (Salesforce/AWS), contributing to Scope 3 reduction.
- Promoting paperless operations through proprietary services (e.g., mitoco).



Social

Social Human Capital: Engineer Development Ecosystem

- Achieved one of Japan's highest counts of top-tier certified engineers through comprehensive training that transforms beginners into professionals.
- Initiatives as a recognized “Excellent Workplace Environment Corporation.” HR policies safeguard employee physical and mental health while maximizing performance (e.g., telework, subsidized cafeteria).

Regional Revitalization: Satellite Office Strategy

- Expanding regional satellite offices to offer “Tokyo-standard work locally,” promoting local hiring and relocation from urban centers to drive talent flow to the regions.
- Fostering engagement with local communities and providing IT education support.

Governance

Corporate Governance

- Ensuring a transparent management structure by appointing outside directors.

Information Security and Compliance

- Robust security framework (including ISMS certification).Mandatory compliance training for all employees.

Ranked No. 1 out of 1,505 Companies for Best Workplace Environment

Received Letter of Appreciation from Joetsu City

Disclaimer

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