

Financial Results Explanatory Material

Second Quarter of the fiscal year ending

August 31, 2024



FIXER Inc.

April 11, 2024
(Securities code 5129)

- Financial Results for the Second Quarter of the fiscal year ending August 31, 2024 P. 2~10
- Growth Strategy P.11~21
- Financial Plan for the year ending August 31, 2024 P.22~25
- Appendix P.26~33



**Financial Results
for the Second Quarter of
the fiscal year ending August 31, 2024**

Financial Highlight

- ✓ Net sales and profits decreased compared with the same period of the previous fiscal year due to the impact of Project type Services entering end phases and decreases in HER-SYS automatic calls.
- ✓ Net sales and profits increased compared with the plan due to the budget execution prioritizing cost-effectiveness in addition to impact of received orders of Digital Agency's generative AI demonstration experiment in the first-half.

| | Second quarter of the fiscal year ended August 31, 2023 (Actual) | Second quarter of the fiscal year ending August 31, 2024 (Plan) | Second quarter of the fiscal year ending August 31, 2024 (Actual) | Changes Comparison with the same period of the previous fiscal year | Changes (%) Comparison with the plan |
|-------------------------|--|---|---|---|--------------------------------------|
| Net sales | 6,479 million yen | 3,767 million yen | 3,943 million yen | 39.1%down | 4.7%up |
| Gross profit | 2,323 million yen | 1,185 million yen | 1,408 million yen | 39.4%down | 18.8%up |
| Operating profit | 1,545 million yen | 171 million yen | 498 million yen | 67.8%down | 190.7%up |
| Net income | 956 million yen | 110 million yen | 314 million yen | 67.1%down | 183.7%up |

Summary of Financial Results for the Second Quarter

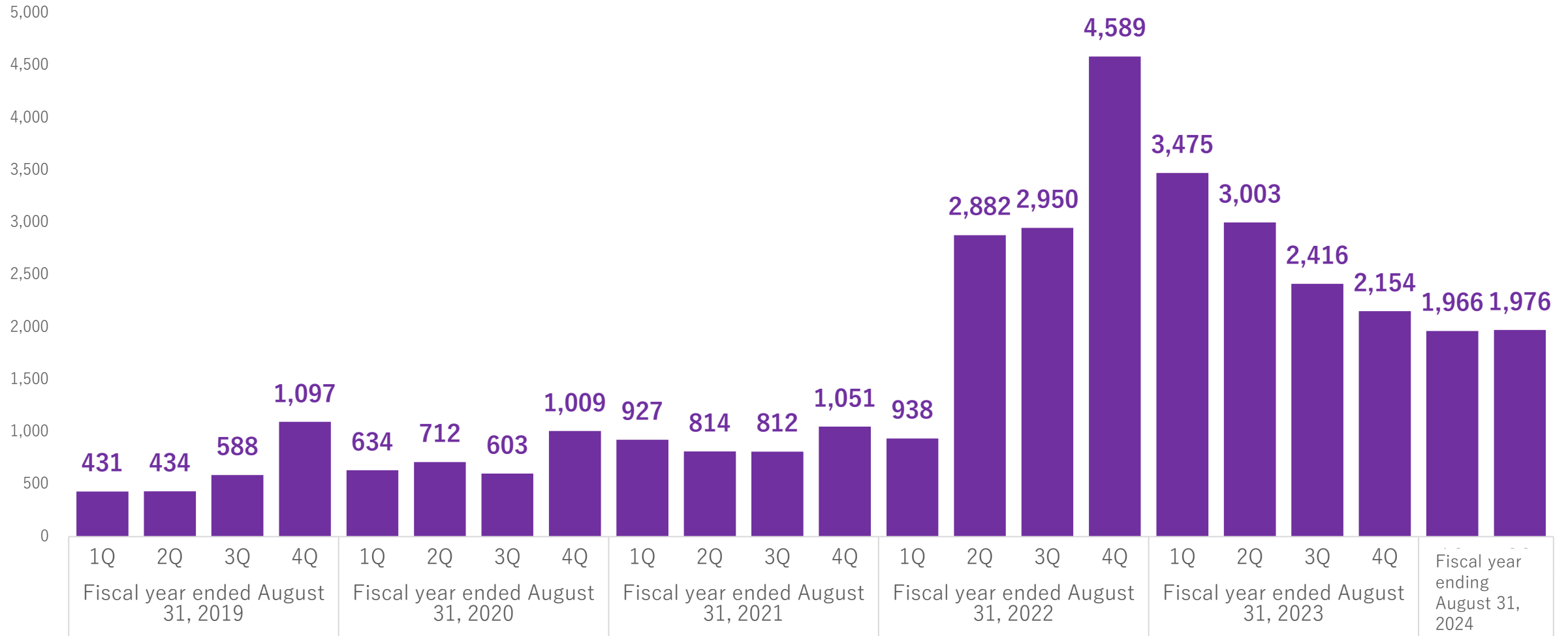
- ✓ In response to the decline in net sales, the gross profit margin remained high through cost controls.
- ✓ Operating profit ratio declined due to higher selling, general administrative expense ratio as a result of investments for future growth.

| (Unit : Million yen) | Second quarter of the fiscal year ended August 31, 2023 (Actual) | Second quarter of the fiscal year ending August 31, 2024 (Plan) | Second quarter of the fiscal year ending August 31, 2024 (Actual) | Changes Comparison with the same period of the previous fiscal year | Changes(%) Comparison with the same period of the previous fiscal year | Changes Comparison with the plan | Changes(%) Comparison with the plan |
|--|--|---|---|--|--|--|---|
| Net sales | 6,479 | 3,767 | 3,943 | -2,535 | -39.1% | 176 | 4.7% |
| Cost of sales | 4,155 | 2,581 | 2,534 | -1,621 | -39.0% | -47 | -1.8% |
| Gross profit | 2,323 | 1,185 | 1,408 | -914 | -39.4% | 223 | 18.9% |
| Gross profit margin | 35.9% | 31.5% | 35.7% | | | | |
| Selling, general and administrative expenses | 777 | 1,014 | 910 | 133 | 17.1% | -103 | -10.2% |
| Selling, general administrative expense ratio | 12.0% | 26.9% | 23.1% | | | | |
| Operating profit | 1,545 | 171 | 498 | -1,047 | -67.8% | 327 | 191.3% |
| Operating profit ratio | 23.9% | 4.5% | 12.6% | | | | |
| Ordinary profit | 1,524 | 173 | 498 | -1,025 | -67.3% | 325 | 188.4% |
| Ordinary profit ratio | 23.5% | 4.6% | 12.7% | | | | |
| Income taxes | 567 | 62 | 186 | -381 | -67.2% | 124 | 200.7% |
| Net income | 956 | 110 | 314 | -641 | -67.1% | 204 | 185.9% |

Trend of Quarterly Net Sales

✓ Compared with the quarters through the first quarter of the fiscal year ended August 31, 2022, net sales remained high.

(Unit : Million yen)



Trend of Net Sales by Business Model

- ✓ Net sales from Project type Services and Resale increased compared with the plan.
- ✓ Due to changes in the timing of enhancement development across multiple projects, net sales from Managed service decreased compared with the plan.
- ✓ Due to changes in the timing of SaaS Metaverse event, net sales from SaaS decreased compared with the plan.

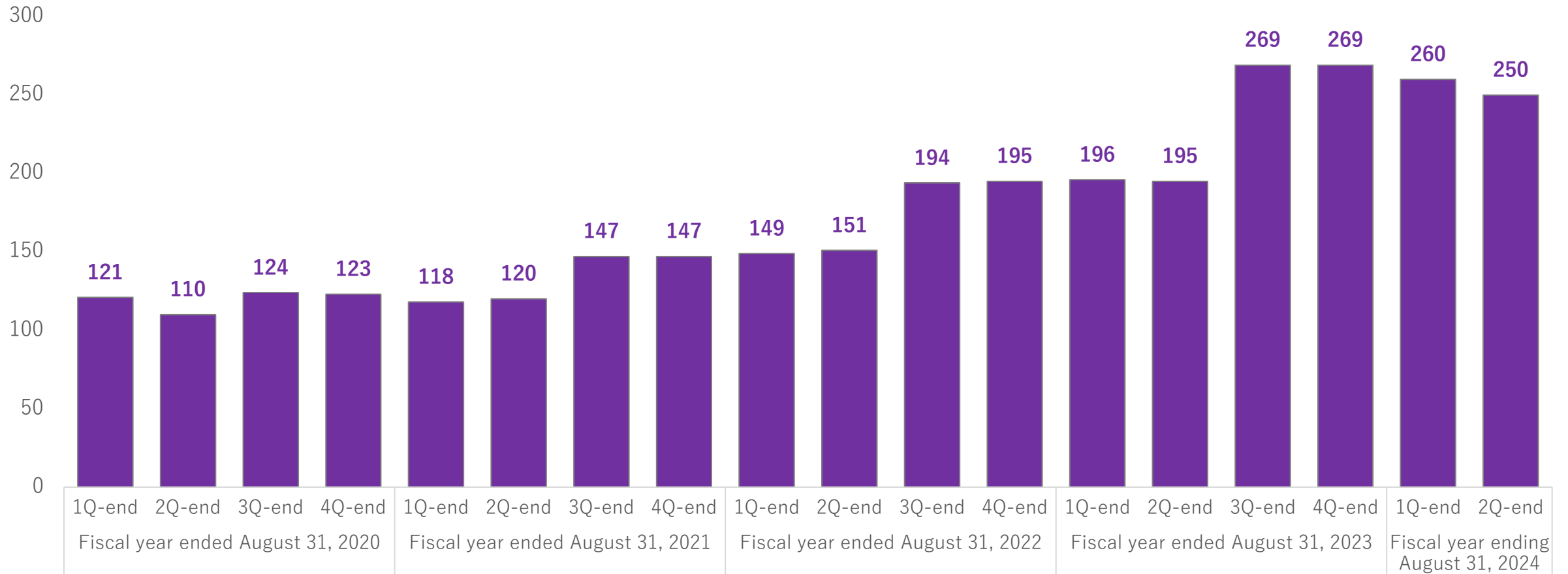
(Unit : Million yen)

| | Fiscal year ended August 31, 2022 | | | | Fiscal year ended August 31, 2023 | | | | Fiscal year ending August 31, 2024 | | | | Changes Comparison with the plan | Changes(%) Comparison with the plan |
|-----------------------|--------------------------------------|-------|-------|-------|--------------------------------------|-------|-------|-------|---------------------------------------|-------|----------------------------|--------------------------|---|--|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | First -half (Actual) | First- half (Plan) | | |
| Project type Services | 108 | 301 | 270 | 41 | 866 | 705 | 754 | 563 | 416 | 421 | 837 | 689 | 148 | 21.5% |
| Resale | 410 | 571 | 744 | 1,085 | 1,198 | 1,156 | 1,177 | 1,230 | 1,206 | 1,212 | 2,418 | 2,299 | 119 | 5.2% |
| Managed service | 316 | 555 | 489 | 438 | 385 | 445 | 430 | 343 | 327 | 330 | 658 | 735 | -76 | -10.4% |
| SaaS | 102 | 1,454 | 1,446 | 3,023 | 1,021 | 695 | 53 | 15 | 14 | 12 | 27 | 43 | -15 | -35.3% |
| Other | | | | | 2 | | | | 1 | | 1 | | 1 | - |
| Total | 938 | 2,882 | 2,950 | 4,589 | 3,475 | 3,003 | 2,416 | 2,154 | 1,966 | 1,976 | 3,943 | 3,767 | 176 | 4.7% |

Quarterly Trend of the Number of Employees

- ✓ 79 newly graduated engineers joined the Company.
- ✓ The number of employees as of April 1 is 327 persons.

(Unit : Person)



Trend of Expenses

- ✓ Outsourcing expenses continued to decline as Project type Services entered end phases.
- ✓ In addition to prioritizing cost-effectiveness, advertising expenses were controlled while exposures increased due to the impact of enhancing enhancement of media strategy.

(Unit : Million yen)

| | Fiscal year ended August 31, 2022 | | | | Fiscal year ended August 31, 2023 | | | | Fiscal year ending August 31, 2024 | |
|-------------------------------------|--------------------------------------|-----|-----|-----|--------------------------------------|-----|-----|-----|--|-----|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q |
| Advertising expenses | 16 | 27 | 74 | 345 | 50 | 11 | 40 | 59 | 63 | 20 |
| Outsourcing expenses | 99 | 109 | 130 | 155 | 215 | 317 | 245 | 189 | 163 | 132 |
| Payroll expenses | 305 | 344 | 410 | 425 | 405 | 404 | 477 | 521 | 482 | 465 |
| Rent expenses on land and buildings | 67 | 63 | 78 | 79 | 78 | 108 | 125 | 124 | 125 | 125 |

✓ Net assets increased due to net income of 314 million yen.

| (Unit : Million yen) | As of August 31, 2023 | As of the end of the second quarter of the fiscal year ending August 31, 2024 | Changes |
|---|-----------------------|--|-------------|
| Current assets | 6,325 | 6,264 | -60 |
| Non-current assets | 815 | 759 | -55 |
| Total assets | 7,140 | 7,024 | -116 |
| Current liabilities | 1,404 | 976 | -427 |
| Non-current liabilities | 17 | 13 | -3 |
| Total liabilities | 1,421 | 990 | -431 |
| Shareholders' equity | 5,717 | 6,032 | 315 |
| Stock subscription rights | 1 | 1 | -0 |
| Total net assets | 5,718 | 6,034 | 315 |
| Total liabilities and net assets | 7,140 | 7,024 | -116 |
| Equity ratio | 80.1% | 85.9% | |

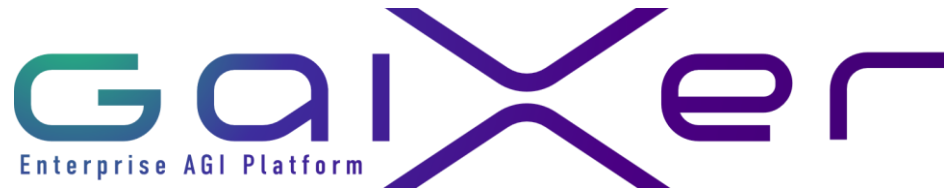
Statement of Cash Flows

- ✓ Net cash used in operating activities was 620 million yen due to an increase in accounts receivable, trade by 595 million yen.
- ✓ Cash flows from financing activities decreased by 1,031 million yen due to the impact of fundraising associated with the listing in the previous fiscal year.

| (Unit : Million yen) | End of the second quarter of the fiscal year ended August 31, 2023 | End of the second quarter of the fiscal year ending August 31, 2024 | Changes |
|--|--|---|---------|
| Depreciation | 14 | 28 | 13 |
| Cash flows from operating activities | -512 | -620 | -107 |
| Cash flows from investing activities | -281 | 2 | 283 |
| Cash flows from financing activities | 1,047 | -16 | -1,063 |
| Free cash flow | -794 | -618 | 176 |
| Cash and cash equivalents at the end of the fiscal year | 3,938 | 4,200 | 262 |

Growth Strategy

GaiXer Empowers Your Potential



Providing as a subscription-based SaaS

In addition to direct sales, aiming to increase user numbers through expanding sales via collaborations

Examples of utilization

- Semi-automated preparation of standard documents
- Preparation of public relations materials
- AI chatbots of home pages
- Handling inquiries regarding internal regulations, etc.
- Sales support, customer helpdesk support
- Operational efficiencies through the integration with other systems

Enhancing Profit Margin through “the Application of Automation and Utilization of Generative AI”

Utilizing GaiXer for large-scale projects to reduce man-hours and improve quality

Expanding the scope of automation to enhance profit margins further

Project type Services

- System construction
- Test
- Preparation of various documents

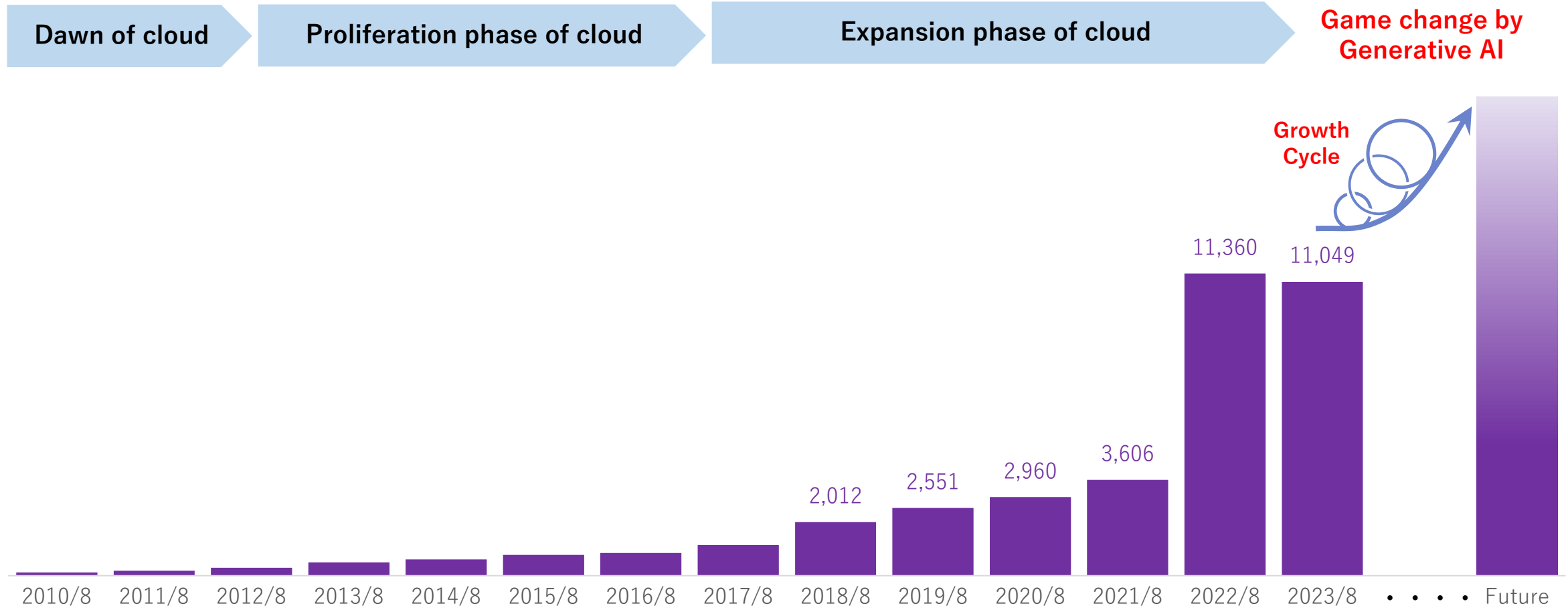
Managed service

- Monitoring

Achieving once again Discontinuous Growth as a result of Game Change by Generative AI

- ✓ The Company reconsidered its growth strategy due to game change by Generative AI.
- ✓ The Company aims for discontinuous growth by advancing multi-cloud adoption and automation through AI.

(Unit : Million yen)



Press release Mar 25, 2024

Announcement of the commencement of providing “tsuzumi on GaiXer” ~ Enterprise-oriented generative AI service mounting large scale language model “tsuzumi” by NTT ~

■ Enterprise-oriented generative AI service ‘GaiXer’

GaiXer is a service for government and enterprises that utilizes generative AI technology such as ChatGPT and others. Its feature is the ability to select and execute various large-scale language models (LLMs), which evolve daily, from a menu, enabling users to compare results and choose the most suitable model. GaiXer was developed based on Azure Open AI Services and is mounted with security features such as data protection and access control to ensure safe use. Utilizing industry-specific templates, GaiXer enables prompt creation assistance and generates high-quality responses based on learning from files, websites, and internal manuals. Its template feature allows for prompt generation through dialogue, ensuring high-quality outputs from the first day of use. Additionally, by integrating with various cloud services, it facilitates utilization across various fields, including customer support assistance and streamlining document creation tasks.



■ NTT's version of LLM, 'tsuzumi'

“tsuzumi” is a large-scale language model developed by Nippon Telegraph and Telephone Corporation that supports both English and Japanese and enables inference operations on 1 GPU or CPU. Furthermore, it can accommodate modalities such as vision and audition, allowing for tuning tailored to specific industries or corporate organizations. The NTT Group launched commercial services utilizing “tsuzumi” in March 2024.



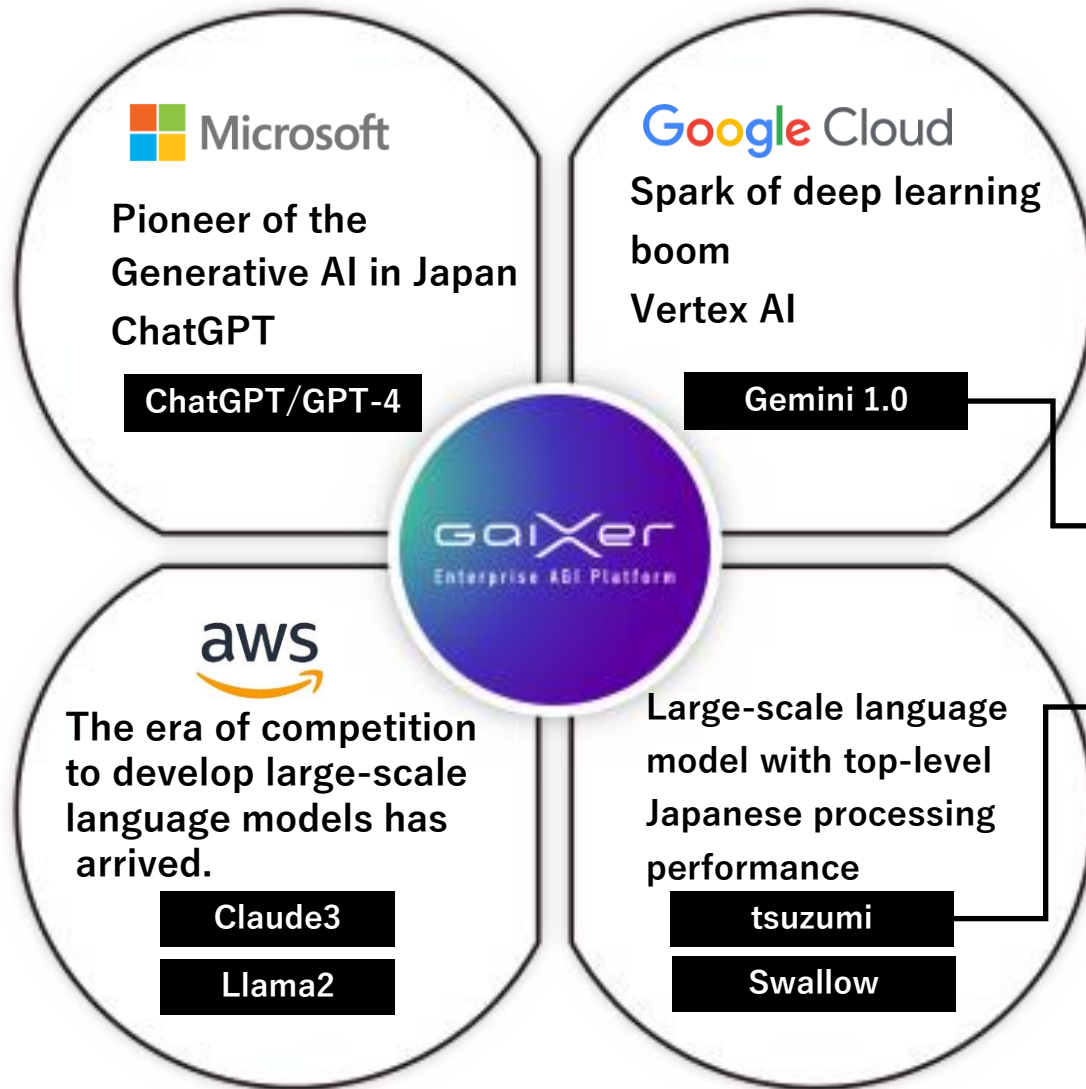
Commencement of providing as a solution service mounting “tsuzumi”

Outline

“tsuzumi on GaiXer” is an enterprise-oriented generative AI service provided by FIXER Inc. It features the large-scale language model “tsuzumi,” developed by NTT. This new service will be offered as a solution by NTT Communications Corporation starting from April 2024. “tsuzumi” is characterized by its high capability in Japanese natural language processing, lightweight design, and low power consumption.

Provided functions

1. Linkage function with search engines using FIXER’s unique RAG “Retrieval Augmented Generation”
This makes it possible to generate documents based on the latest information available on the Internet.
2. Prompt generation function that eliminates the need for prompt engineering
GaiXer automated the generation of appropriate queries for tsuzumi.
3. Ability to add learning data
It enables tsuzumi to generate documents based on its unique data.
4. High security standards
Through FIXER’s operation as an Azure Expert MSP, high security standards are ensured, including compliance with Information system Security Management and Assessment Program (ISMAP) and new cloud security regulations.



GaiXer is sequentially mounted with additional LLMs optimized for business operations.
Getting the best of both worlds from multiple LLMs is possible

The huge context frame of 1 million token allows for the input and output of very long sentences, etc., using Google's existing technology.

LLM was developed based on NTT's long-standing research results in natural language processing technology, and is characterized by its high Japanese natural language processing capability and low power consumption.

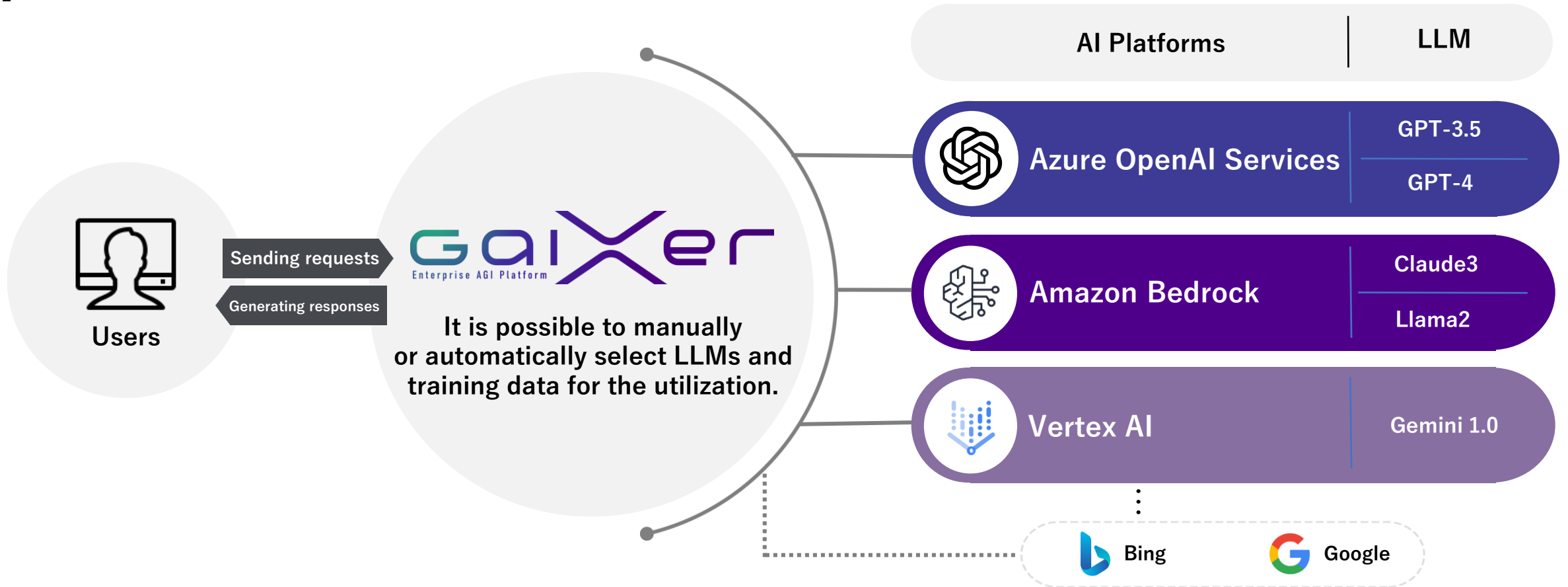
※Microsoft and Azure are registered trademarks or trademarks of Microsoft Corporation in the United States and other countries.

※Amazon Web Services and AWS are trademarks of Amazon.com, Inc. or its affiliates.

※All other company and product names are trademarks or registered trademarks of their respective companies.

Realizing high availability and generation quality in a multi-cloud environment

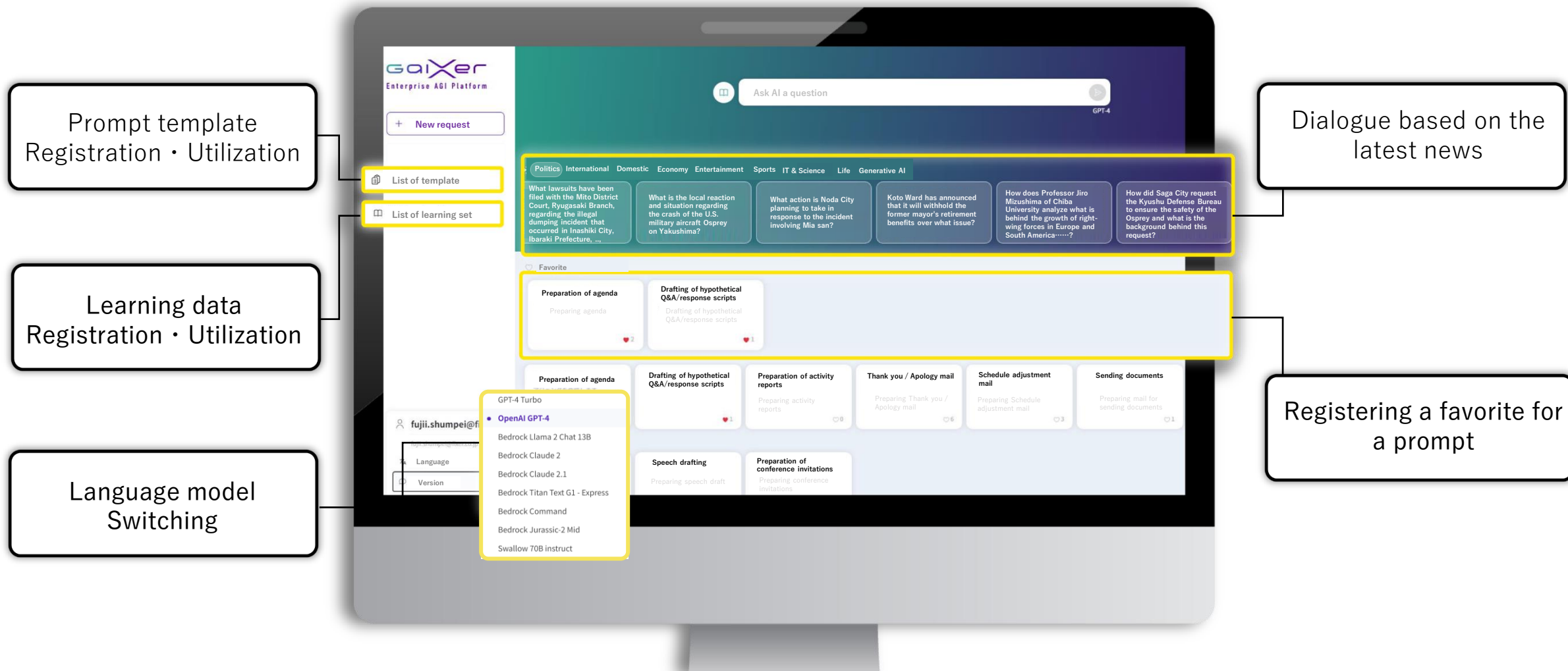
Preventing vendor lock-in and enabling provision across three platforms: Azure, AWS and Vertex AI



If unable to provide an answer using LLM or training data, it will generate responses by combining web searches.

※ Microsoft, Azure, Azure OpenAI Services, and Bing are registered trademarks or trademarks of Microsoft Corporation in the United States and other countries.
※ Amazon Web Services, AWS and Amazon Bedrock are trademarks of Amazon.com, Inc. or its affiliates.
※ Google is a trademark of Google LLC.

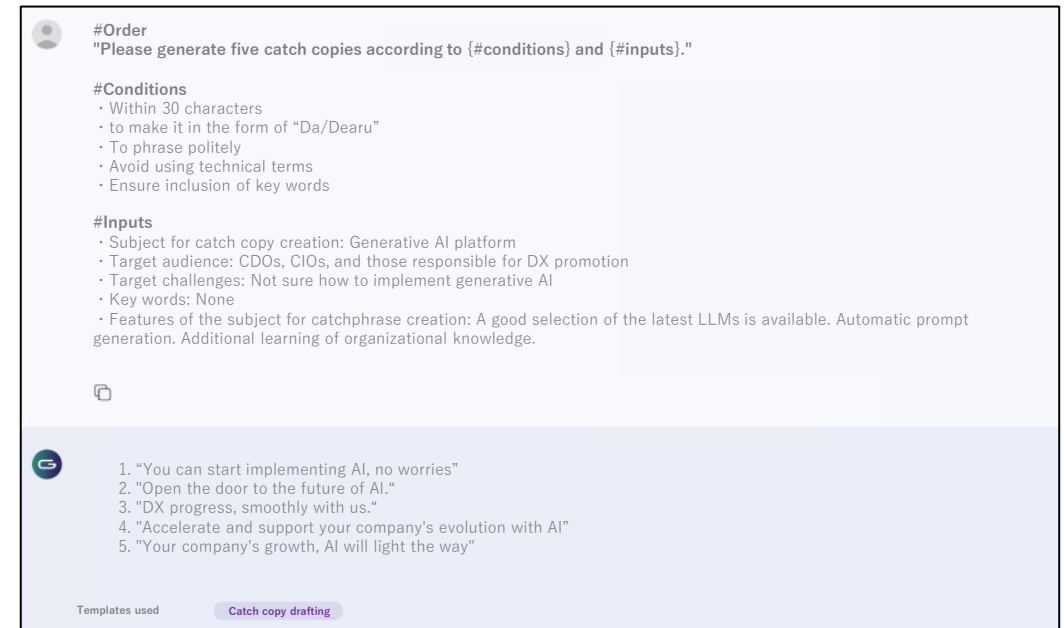
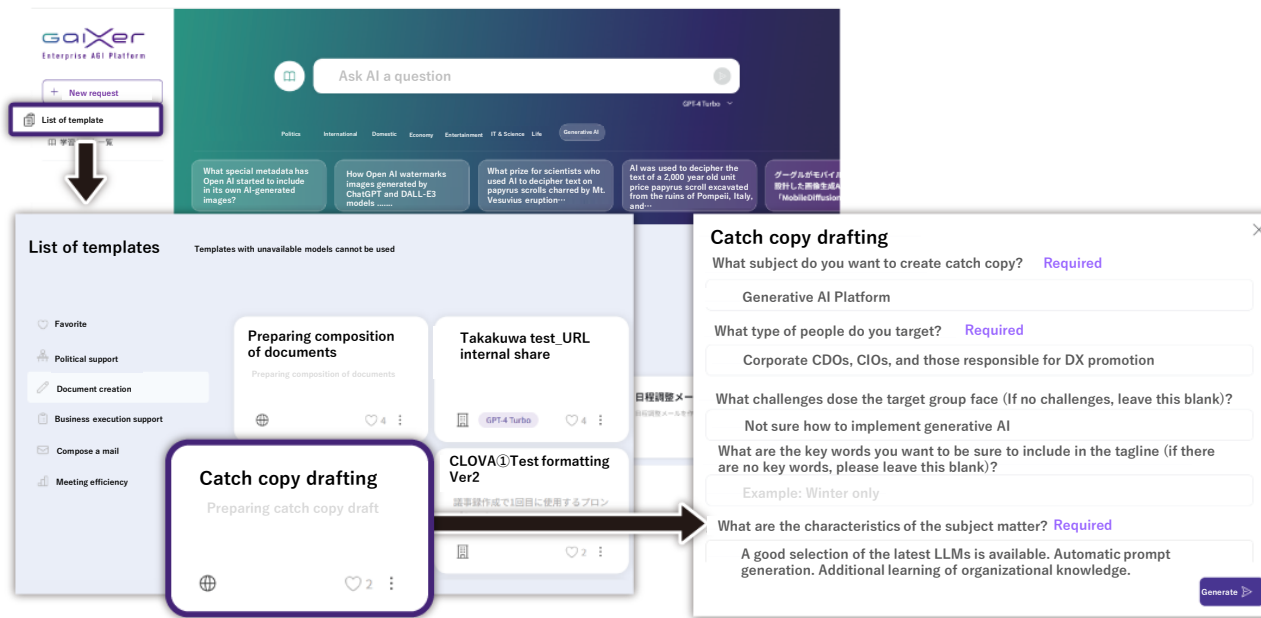
Providing a user-friendly UI/UX tailored for users unfamiliar with generative AI



Due to generating prompts, there is no need to acquire prompt engineering skills.

Many prompt templates are available, unique templates can be shared within the organization.

Prompts are automatically generated and can be used immediately even by beginners.

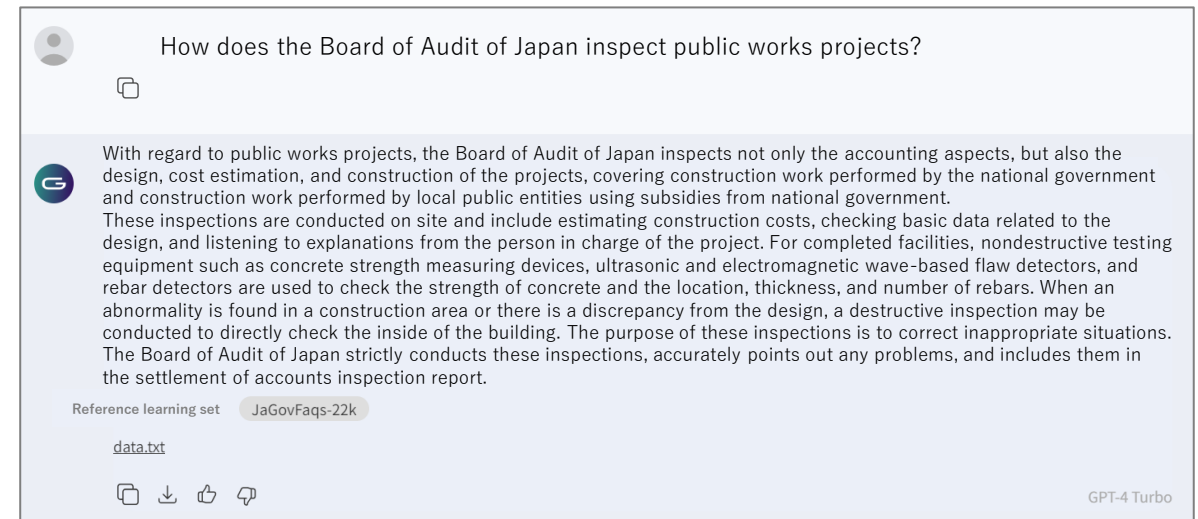
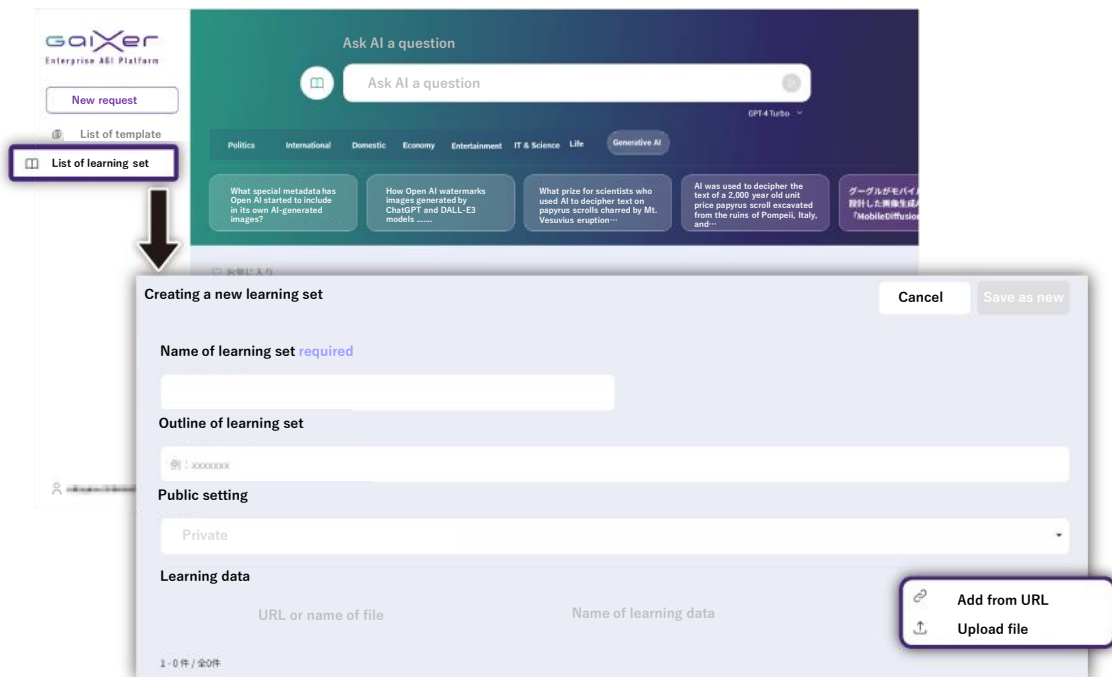


Additional learning through simple operation

Easily add unique data for additional learning without modifications to the LLM underlying model

By training a generative AI with Web site and files, it is possible to enhance its capability.

Content that cannot be answered by LLM alone is answered based on the content of the learning, and source is clearly indicated.



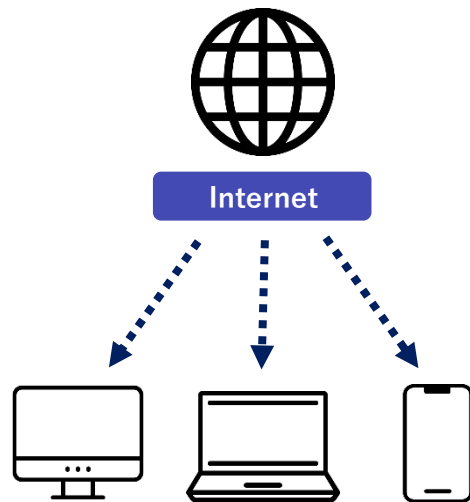
※ Example of learning from open-source government agency FAQs

Feature to improve generation quality

RAG

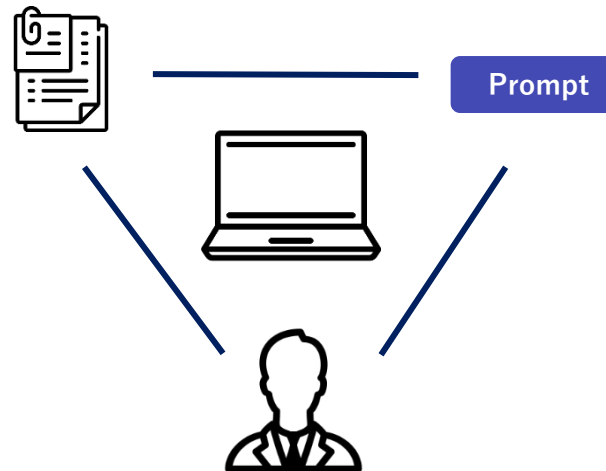
(Search engine integration feature)

If the LLM is unable to generate a response on its own, it will automatically connect with search engines like Google or Bing to generate a response based on the latest information



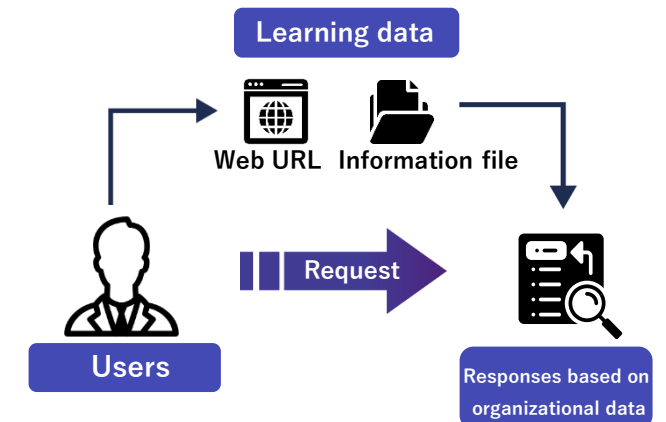
Prompt template Creation and sharing feature

Prompt templates are available to perform various business tasks, and customers can create and share their unique templates.



Data learning feature

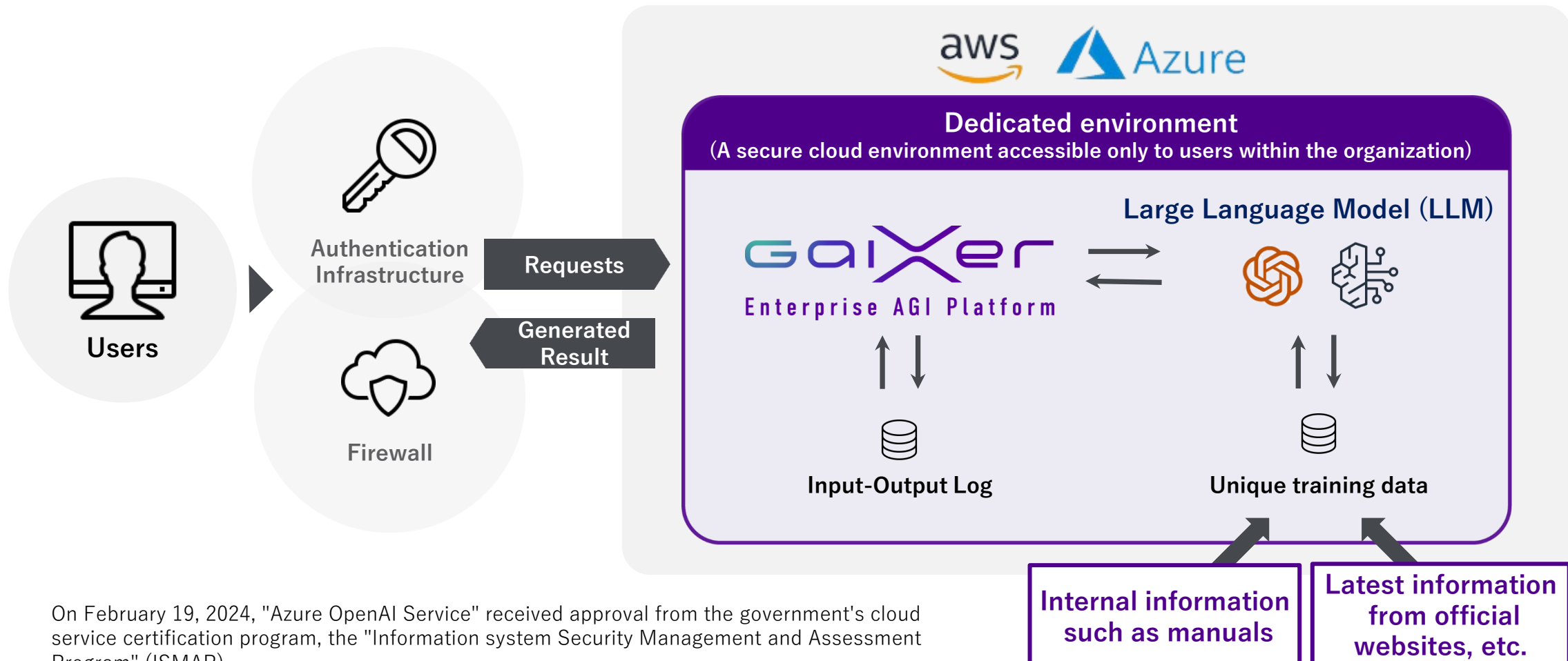
Additional learning of websites, manuals, FAQs, etc., is available. Text, xls, ppt, PDF, and other file formats are supported.



- Note: RAG = Retrieval-Augmented Generation: Searching external knowledge bases and generating answers with a large-scale language model (LLM) based on the latest accurate information.

Providing in a dedicated environment

All resources of GaiXer are provided in a dedicated environment in the cloud, ensuring a high level of security.



On February 19, 2024, "Azure OpenAI Service" received approval from the government's cloud service certification program, the "Information system Security Management and Assessment Program" (ISMAP).

※GaiXer is also in the process of applying for ISMAP certification.

Financial Plan for the year ending August 31, 2024

Financial Plan for the fiscal year ending August 31, 2024

- ✓ Net sales and profits decreased due to the end of the HER-SYS contract, which accounted for 56% of net sales in the previous fiscal year.
- ✓ A turnaround from 4Q is anticipated due to the impact of new orders.
- ✓ The necessary investment will be steadily made to aim for discontinuous growth from the next fiscal year.

| (Unit : Million yen) | 2019/8 (Actual) | 2020/8 (Actual) | 2021/8 (Actual) | 2022/8 (Actual) | 2023/8 (Actual) | 2024/8 (Plan) | Changes Comparison with the same period of the previous fiscal year | Changes(%) Comparison with the same period of the previous fiscal year |
|--|--------------------|--------------------|--------------------|--------------------|--------------------|------------------|--|---|
| Net sales | 2,551 | 2,960 | 3,606 | 11,360 | 11,049 | 7,116 | -3,933 | -35.6% |
| Cost of sales | 1,432 | 1,681 | 2,299 | 7,292 | 7,002 | 4,445 | -2,557 | -36.5% |
| Gross profit | 1,118 | 1,279 | 1,307 | 4,068 | 4,047 | 2,671 | -1,376 | -34.0% |
| Gross profit margin | 43.8% | 43.2% | 36.3% | 35.8% | 36.6% | 37.5% | | |
| Selling, general and administrative expenses | 1,044 | 941 | 989 | 1,673 | 1,936 | 2,069 | 132 | 6.9% |
| Selling, general administrative expense ratio | 41.0% | 31.8% | 27.4% | 14.7% | 17.5% | 29.1% | | |
| Operating profit | 73 | 337 | 317 | 2,394 | 2,110 | 601 | -1,509 | -71.5% |
| Operating profit ratio | 2.9% | 11.4% | 8.8% | 21.1% | 19.1% | 8.4% | | |
| Ordinary profit | 58 | 328 | 314 | 2,391 | 2,089 | 602 | -1,487 | -71.2% |
| Ordinary profit ratio | 2.3% | 11.1% | 8.8% | 21.1% | 18.9% | 8.5% | | |
| Income taxes | 27 | 90 | 118 | 889 | 706 | 217 | -489 | -69.3% |
| Net income | 31 | 142 | 196 | 1,495 | 1,382 | 386 | -996 | -72.1% |

Trend of Net Sales by Business Model

- ✓ Due to the end of the HER-SYS contract, significant decreases in net sales from Resale, Managed service, and SaaS are expected.
- ✓ Due to new orders, net sales from Project type Services are anticipated to remain high.

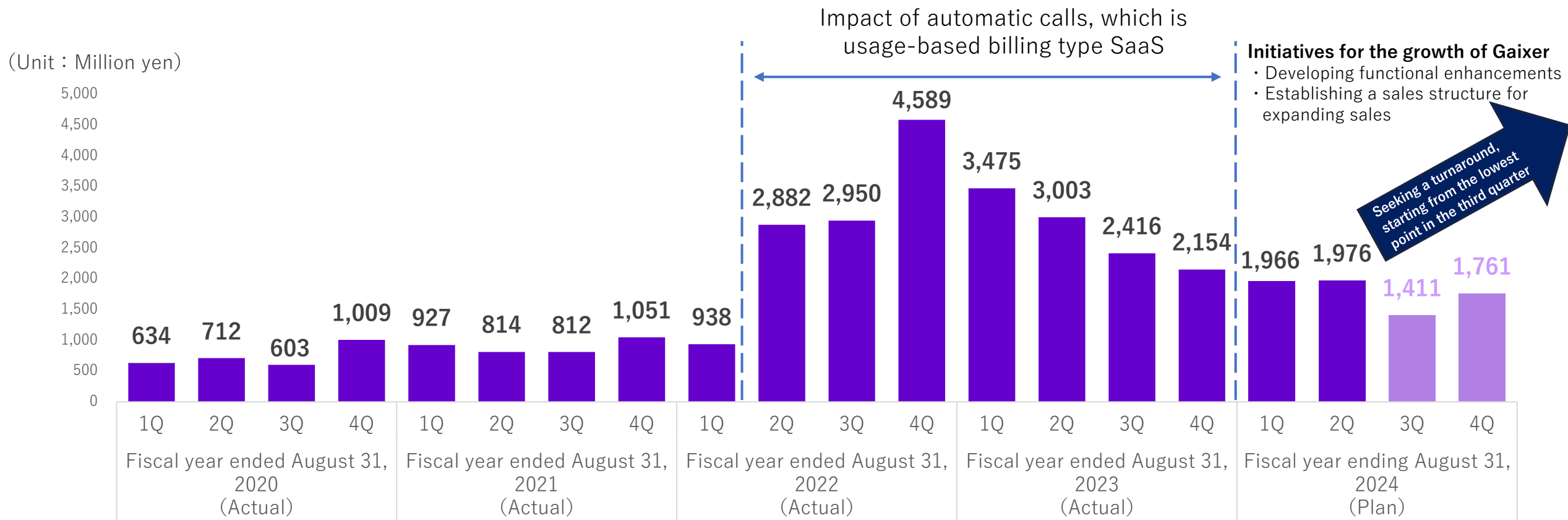
(Unit : Million yen)

| | 2019/8 (Actual) | 2020/8 (Actual) | 2021/8 (Actual) | 2022/8 (Actual) | 2023/8 (Actual) | 2024/8 (Plan) |
|-----------------------|--------------------|--------------------|--------------------|--------------------|--------------------|------------------|
| Project type Services | 1,942 | 1,369 | 323 | 721 | 2,890 | 2,601 |
| Resale | 405 | 988 | 1,380 | 2,811 | 4,764 | 3,366 |
| Managed service | 180 | 521 | 1,443 | 1,799 | 1,604 | 1,098 |
| SaaS | | 31 | 454 | 6,028 | 1,786 | 49 |
| Other | 22 | 49 | 4 | | 3 | 1 |
| Total | 2,551 | 2,960 | 3,606 | 11,360 | 11,049 | 7,116 |

Seeking a turnaround of net sales, starting from the lowest point in the third quarter by promoting business transformation

- ✓ Net sales are expected to decline significantly due to the end of the HER - SYS contract, but the Company seeks a turnaround of net sales by promoting business transformation.

Acquiring project type(flow type) → Building up Resale and Managed service(stock type) + Building up GaiXer (stock type)



Concentrate development resources on HER-SYS

Gradually deploy development resources to other projects

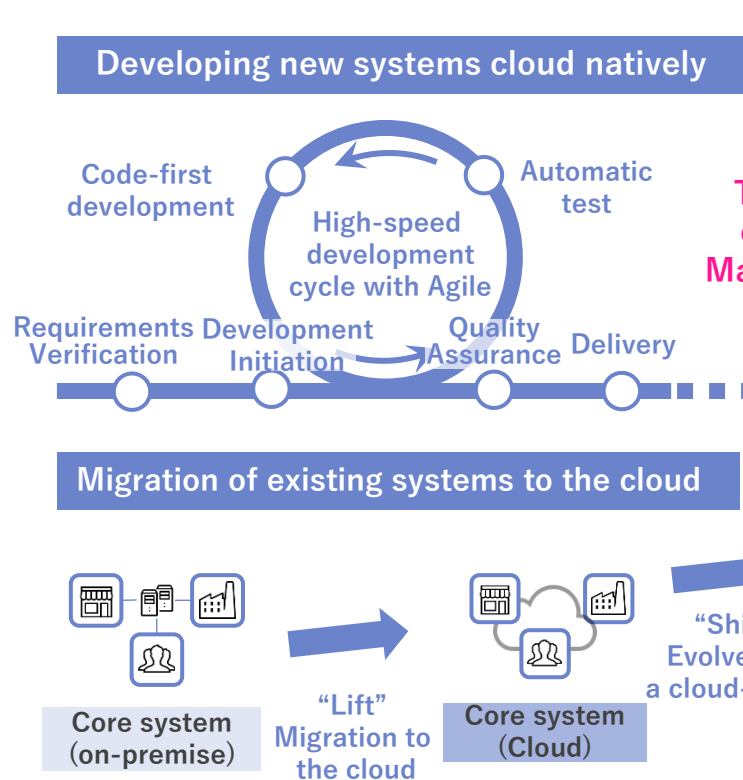
Enhancing investments in GaiXer

Appendix

Business Model Business Domain

- ▶ Project type Services to build cloud-native systems
- ▶ Resale of cloud and software licenses and providing Managed service (maintenance, operation, and enhancement development)
- ▶ SaaS business is also being developed by creating a platform for customers' highly-demanded functions.

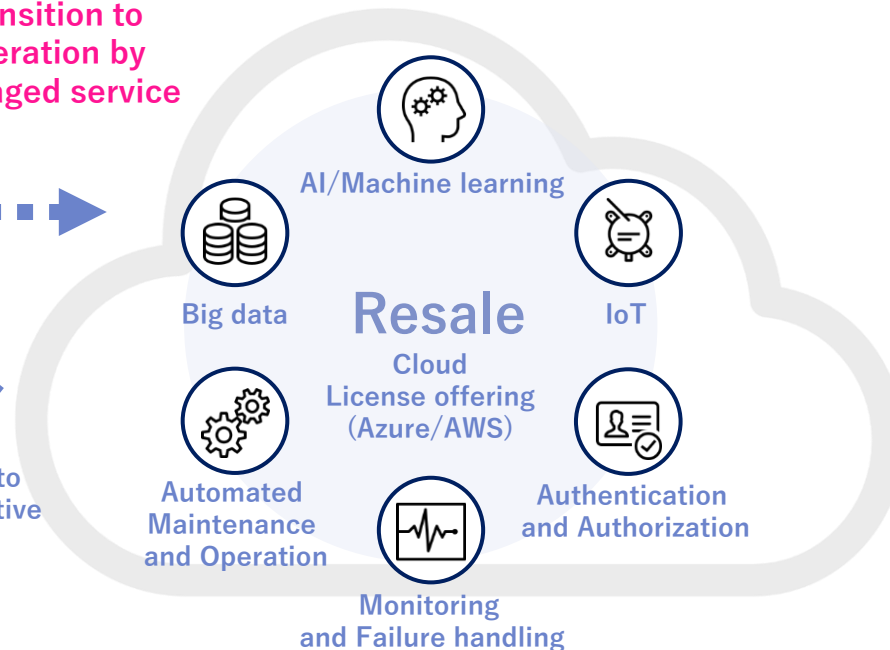
Project type Services



Managed service

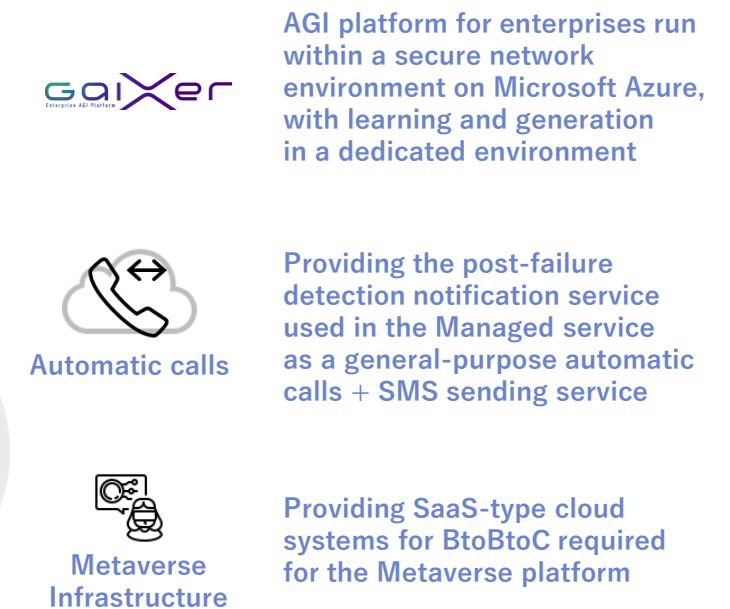
Maintenance, operation and enhancement development of the completed enterprise cloud system through Managed service

Transition to operation by Managed service



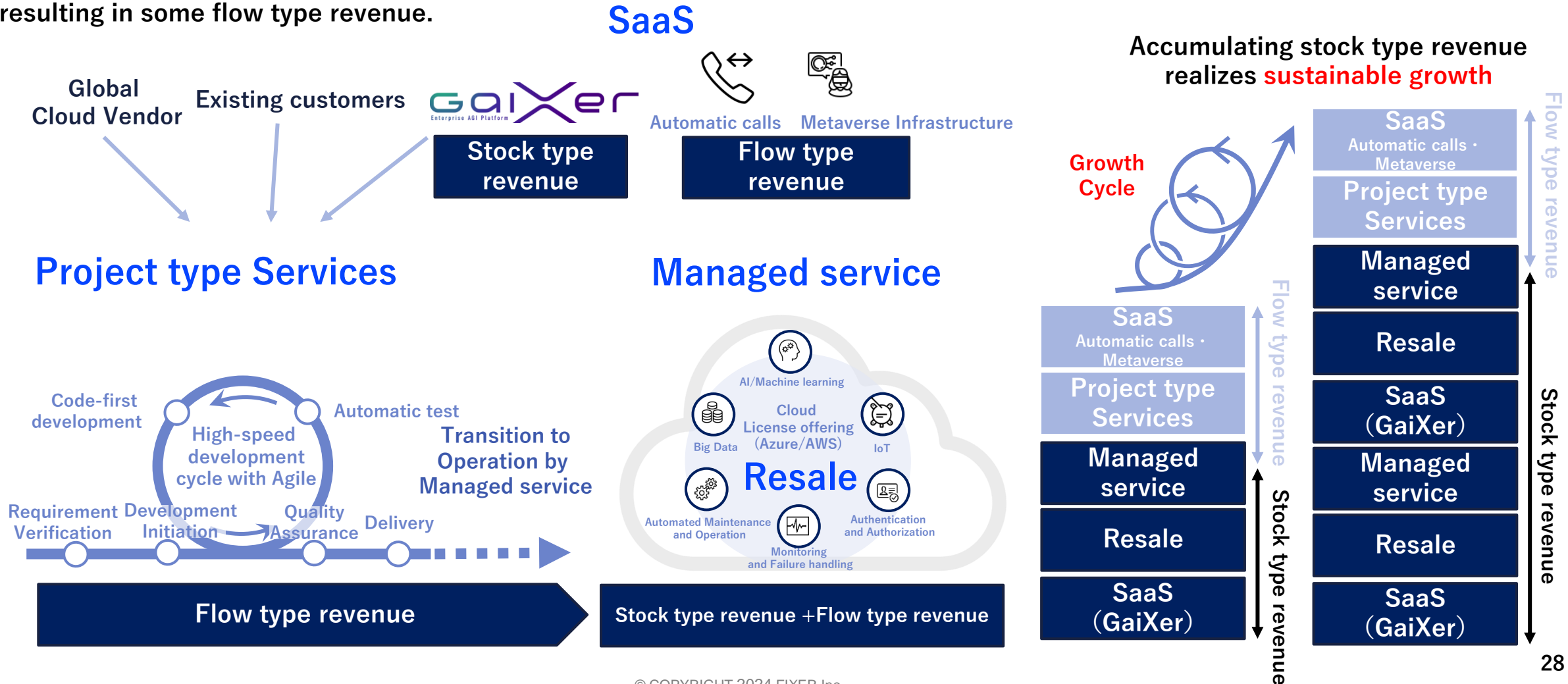
SaaS

Providing high-value-added SaaS services by creating a platform for customers' highly-demand functions



Business Flow of Business Domain

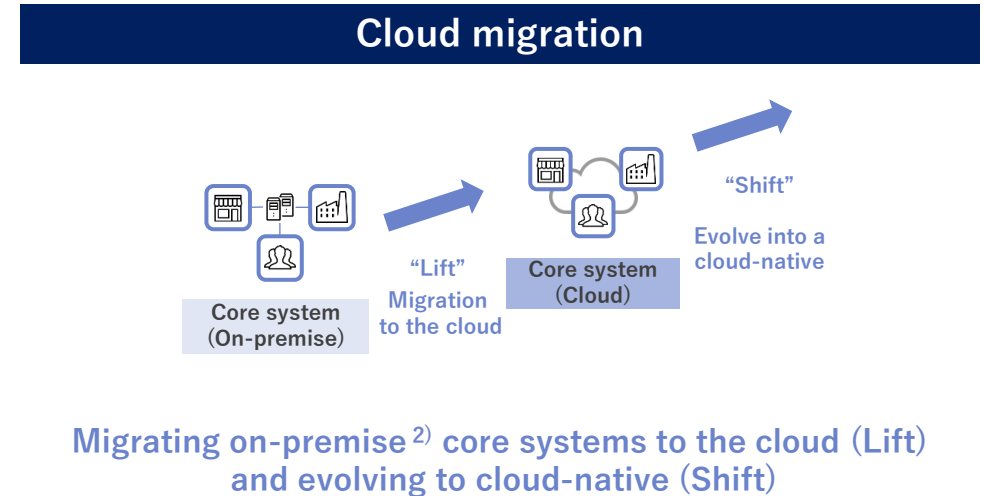
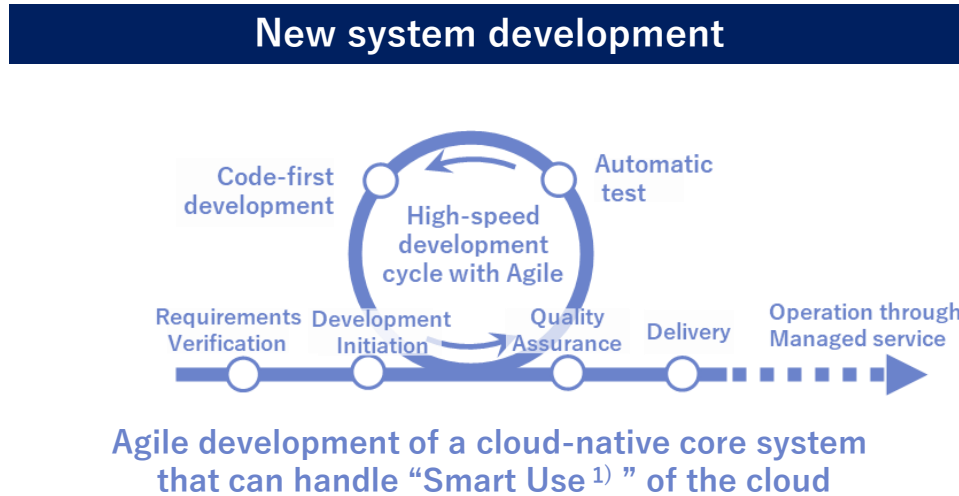
- ▶ The Company receives orders for Project type Services through referrals from global cloud vendors and existing customers.
- ▶ The systems developed through Project type Services are transferred to Resale and Managed service, contributing to stock type revenue.
- ▶ In Managed service, the Company also provides enhancement development (additional functions) tailored to customer needs, resulting in some flow type revenue.



Project type Services

Project type Services are services that implement [new system development](#) or [cloud migration](#) in a project-based manner. System migration responds to both “Lift” – converting the system infrastructure to the cloud, and “Shift” – transforming into a cloud-native system that is easy to maintain and operate concurrently with the migration.

Contents of service



Value provided

Shorten new system development time and continuously improve operational quality through smart use

Cloud-nativization of existing systems to achieve reductions of person-hours for maintenance and operation (smart use)

For Smart Use, it's crucial to have "high-speed new system development and cloud migration with agile" and "automated monitoring and maintenance services." To achieve both end-to-end, the Company [offers an infrastructure environment equivalent to the production environment and system monitoring services from the early stages of development and migration.](#)

The Company sells public clouds like Microsoft Azure and software licenses including Microsoft 365 and Power Platform. Differentiates itself from competitors by offering value-added services such as Managed service and education services in addition to purchased licenses.

Products and services for sale



Public Cloud
Cloud computing environment provided for general users and enterprises



Cloud-based services that offer Office products like Word and Excel, as well as SharePoint, Teams, and security products.



A cloud App development platform that can be used (no-code/low-code)²⁾ even by beginners

FIXER's unique value-added

Offering monitoring services, which are part of Managed service, at no cost

Technical support for usage-related challenges that arise after purchasing a license

Track record of introduction in government agencies and banks with stringent security requirements

Winner of the Telework Promotion Award¹⁾ Remote work/paperless know-how

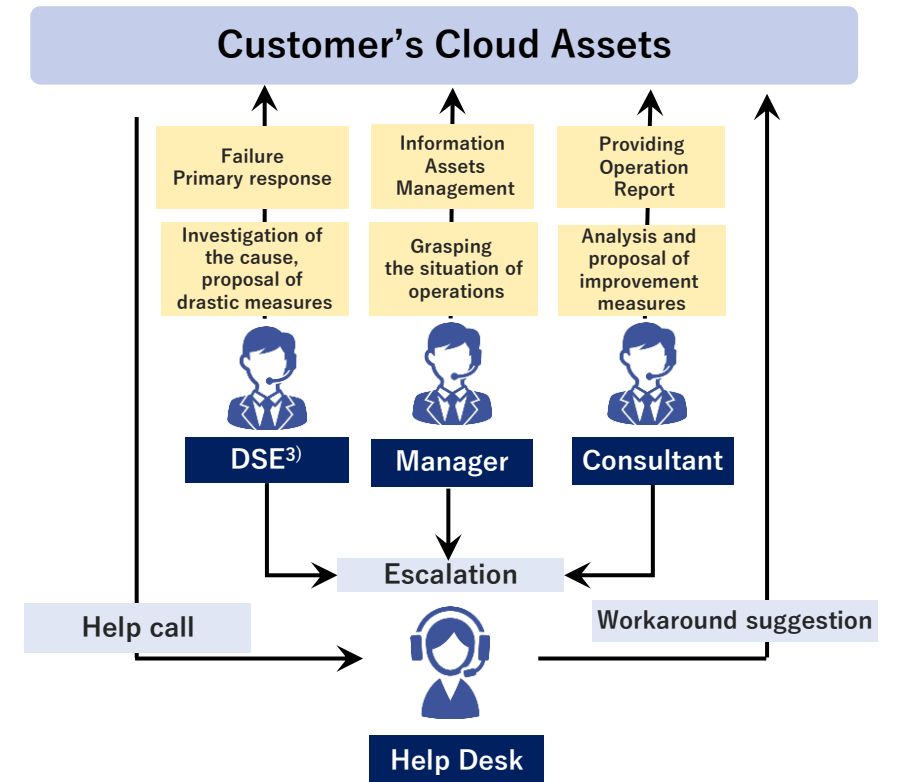
DX internalization education program

Providing templates customized for specific industries and job functions

1. In 2019, the Company received the "Telework Promotion Award," which aims to promote the adoption of telework from the Japan Telework Association.
2. A method for developing applications without having to learn complex programming

Technical Support System

Help desk works with a team of experts to resolve issues




3. Dedicated Support Engineer

Managed service

Offering end-to-end cloud maintenance and operations with a primary focus on 24-hours a day, 365 days a year surveillance
Balancing between reduction of person-hours and operational quality improvement through automation technology
 Responding to enhancement development (modifications and additional development) tailored to meet customer needs

Monitoring and operations, including the application layer, which can not be achieved with public cloud alone

| Public cloud | |  cloud.config |
|----------------|----------------|---|
| IaaS | PaaS | |
| Data | Data | Data |
| Application | Application | Application |
| Runtime | Runtime | Runtime |
| Middleware | Middleware | Middleware |
| OS | OS | OS |
| Virtualization | Virtualization | Virtualization |
| Server | Server | Server |
| Storage | Storage | Storage |

- : Managed by public cloud providers
- : Managed by enterprise users that utilize the cloud
- : Managed by FIXER's Managed service



FIXER's Managed service, cloud.config¹⁾, has been certified by a third-party organization through an audit, conforming to the best practices of the Cloud Adoption Framework²⁾ for cloud adoption.

| | | | | |
|---|--|---|---|---|
| <p>Infrastructure design following cloud design patterns</p> <p>Proposing the utilization of existing services, SaaS³⁾, OSS⁴⁾, etc.</p> | <p>Construction and configuration using automation technology (IaC⁵⁾)</p> <p>Typical configurations are quickly established, and normality checks are completed</p> | <p>24 hours a day, 365 days a year surveillance for systems using a multi-cloud⁶⁾</p> <p>When an error occurs, the severity of the error is automatically determined and notified.</p> | <p>Priority decisions based on impact and urgency</p> <p>As the primary response, focusing on isolating the causes of the failure</p> | <p>Assign engineers to assist with technical issues</p> <p>Providing the latest information on the constantly evolving cloud on a daily basis</p> |
|---|--|---|---|---|

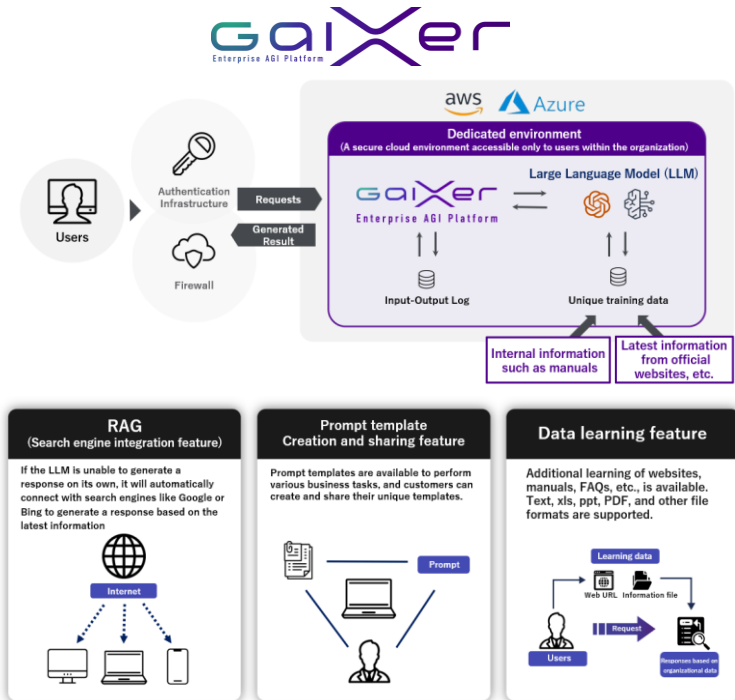
The Company's cloud maintenance and operational services; 2. A framework that demonstrates the impact of an organization's cloud adoption and supports the adoption; 3. Abbreviation for Software as a Service. A situation in which users use software running on the provider (server) side as a service via a network such as the Internet rather than installing the software on the user (client) side.; 4. Abbreviation for Open Source Software. A generic term for software whose source code can be used, examined, reused, modified, extended, and redistributed for any purpose by any user. 5. Best practices and know-how for design and codes that automate construction and configuration, etc. that the Company has accumulated through its development projects.; 6. The utilization of multiple cloud services concurrently, which, in this context, involves monitoring Azure from AWS, and vice versa

Providing high-value-added SaaS services by creating a platform for customers' highly-demand functions

Subscription

Usage-based billing

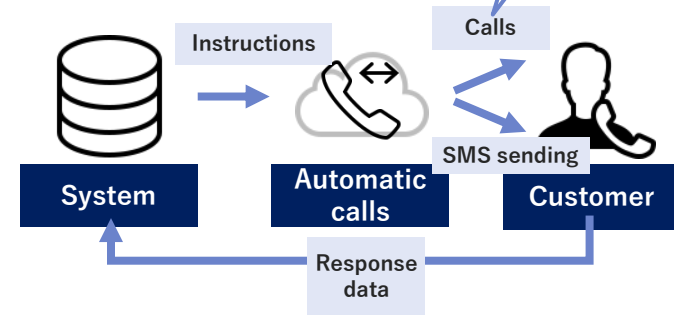
Usage-based billing



Automatic calls/SMS sending

The Company provides the functions to make calls and send SMS via IVR (Interactive Voice Response) established on the cloud.

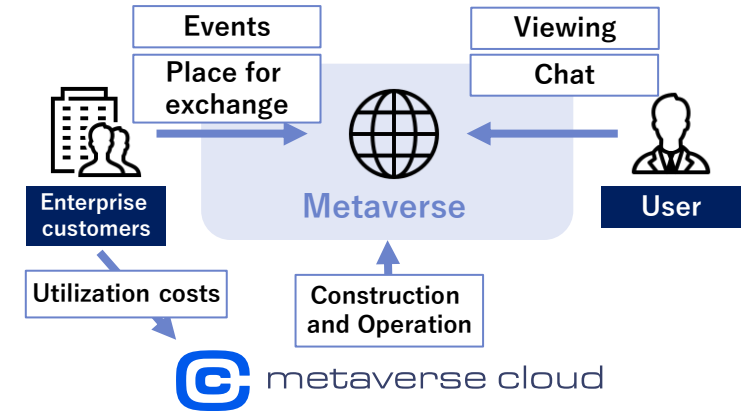
(Automatic voice)
 "This is the final reservation confirmation call. Mr./Ms. OO, you have a reservation for two people on September 1 at 7:00 PM. If this reservation is confirmed, please press "1." If you wish to make changes, please press "2."
 If you have questions about the operation, press "9," and we will connect you to an operator."



- Securing quotas of call and messaging capacity of external services/carriers based on historical usage records.

Metaverse

Providing metaverse spaces and functions as a service



Features of the Company's services

- Cloud-Native:** Ensuring availability and stability in response to increased number of visitors and access concentration
- Browser-Based:** There is no installation obstacles, even when users utilize enterprise PCs. It can widely respond to various browsing environments.
- Self-Service:** The host's control panel allows for access control and content replacement.

The material in this presentation describes forward-looking information about the Company's industry trend and business based on the Company's current plans, estimates, prospects, or forecasts.

This forward-looking information is subject to various risks and uncertainties. Risk, uncertainty, and other known or unknown factors may cause results that differ from the forward-looking information.

The Company's actual future business and financial performance may differ from the forward-looking information described in this material.

FIXER
the Cloud native Company