

Financial Results for the Second Quarter FY2025/3

ExaWizards Inc. (4259.T)

November 12, 2024



- 1 Executive Summary of the Second Quarter of FY2025/3**
- 2 Summary of Financial Results for the First Half of FY2025/3**
- 3 Overview and Progress of the Business Segments**
- 4 Business Update**
- 5 Appendix**

Executive Summary of the Second Quarter of FY2025/3

Executive Summary of the Second Quarter of the Fiscal Year Ending March 31, 2025

Financial Results For FY2025/3 Q2

- Net sales for the Q2 of FY2025/3 was **2,486million yen (+19.2% YoY)**, the best sales in the Q2 ever.
- Operating profit was **43million yen (+230million yen YoY)**, this was first time in company history to turn a profit in the second quarter.
- EBITDA for **FY2025/3 H1 was 163million yen**, which was also the first time in company history to turn positive in the first half year.

AI Products Business

- DX human resource development service, “exaBase DX Assessment & Learning” and “exaBase Generative AI” continued as growth driver, **net sales grew gradually that the results for FY2025/3 Q2 was 753 million yen.**
- **Overall profit of AI Products Business segment was 141million yen (+205million yen YoY)** , it was first time in company history to turn a profit in the second quarter.

AI Platform Business

- Sales and profit for Q2 of FY2025/3 showed steady growth, **that sales were 1,332million yen (+4.7%) and segment profit was 392million yen (+3.4% YoY).**
- There has been an increase in projects **that involve a deeper level of engagement with customers**, such as the new business partnership with Tohoku Electric Power Co. Inc., The use of exaBase Studio is also progressing smoothly, and **we are steadily maintaining the same level of sales as last year and improving profitability.**

Other Service Business

- **Sales and profit for FY2025/3 Q2 showing a recovery that net sales were 455million yen and segment profit was 20million yen.**
- As a new service in the STADIUM’s Sales Tech domain, we have launched “Dr. Tel,” a service which **AI scores and provides feedback to the recorded call data based on customer evaluation criteria.**

Business Update

- Our “AI Spinning Gear Model,” which uses an AI platform to search for product seeds and grow them into AI products, has entered a phase where it is beginning to run autonomously. We will continue to place importance on the growth of our product business in the future.

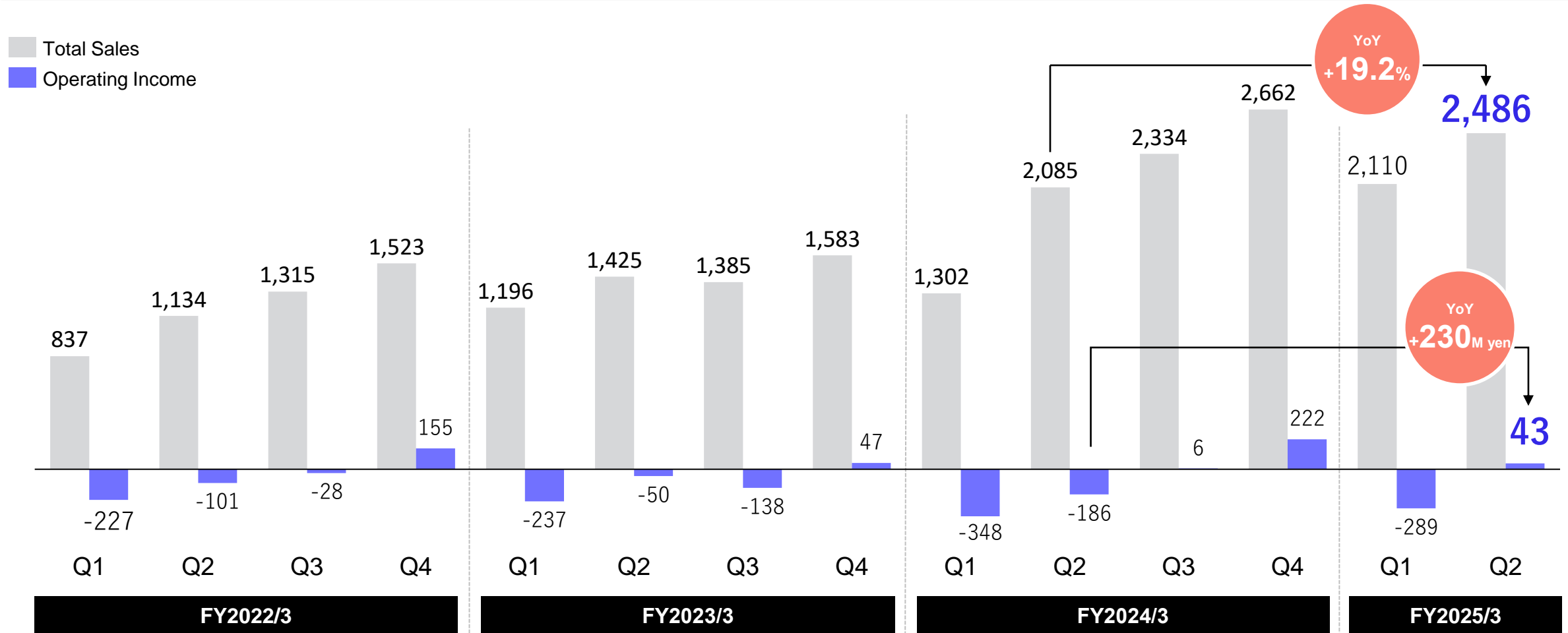
Summary of Financial Results for the First Half of FY2025/3

Quarterly Trend of Financial Results

Sales 2,486million yen(+19.2% YoY), Operating Profit 43million yen(+230million yen YoY)

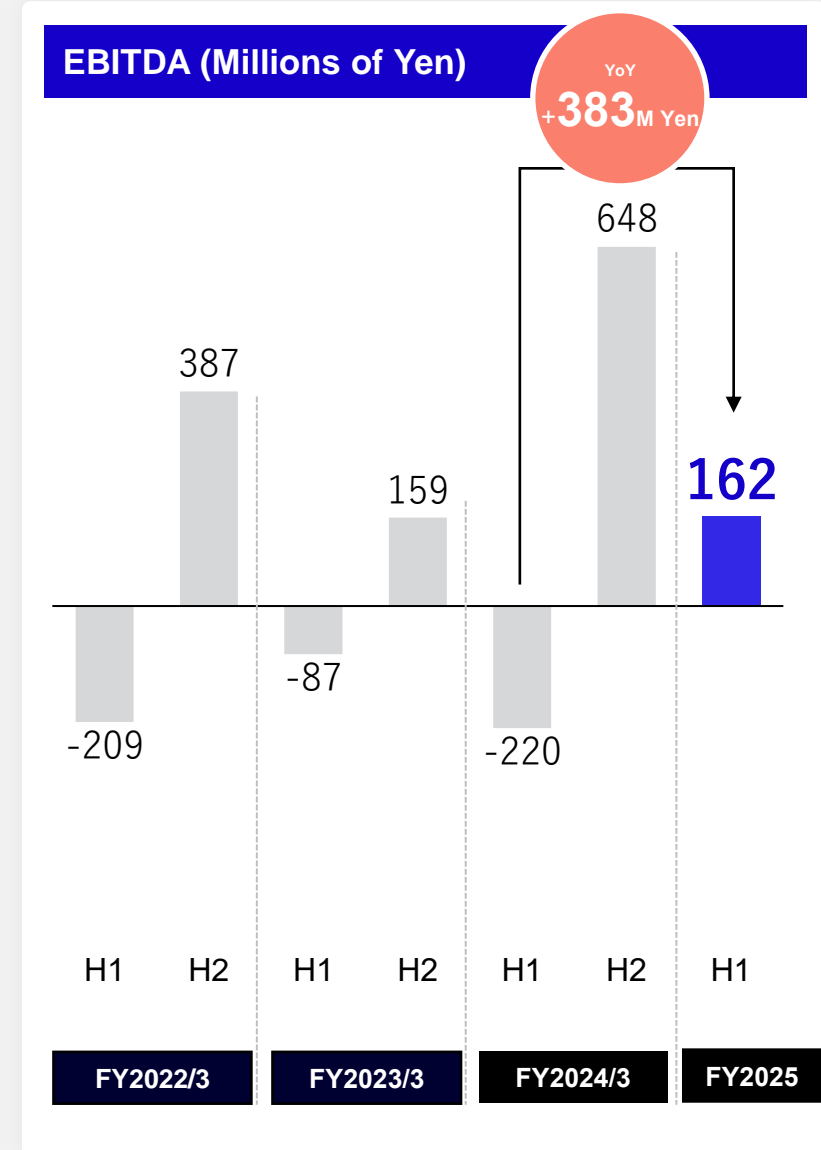
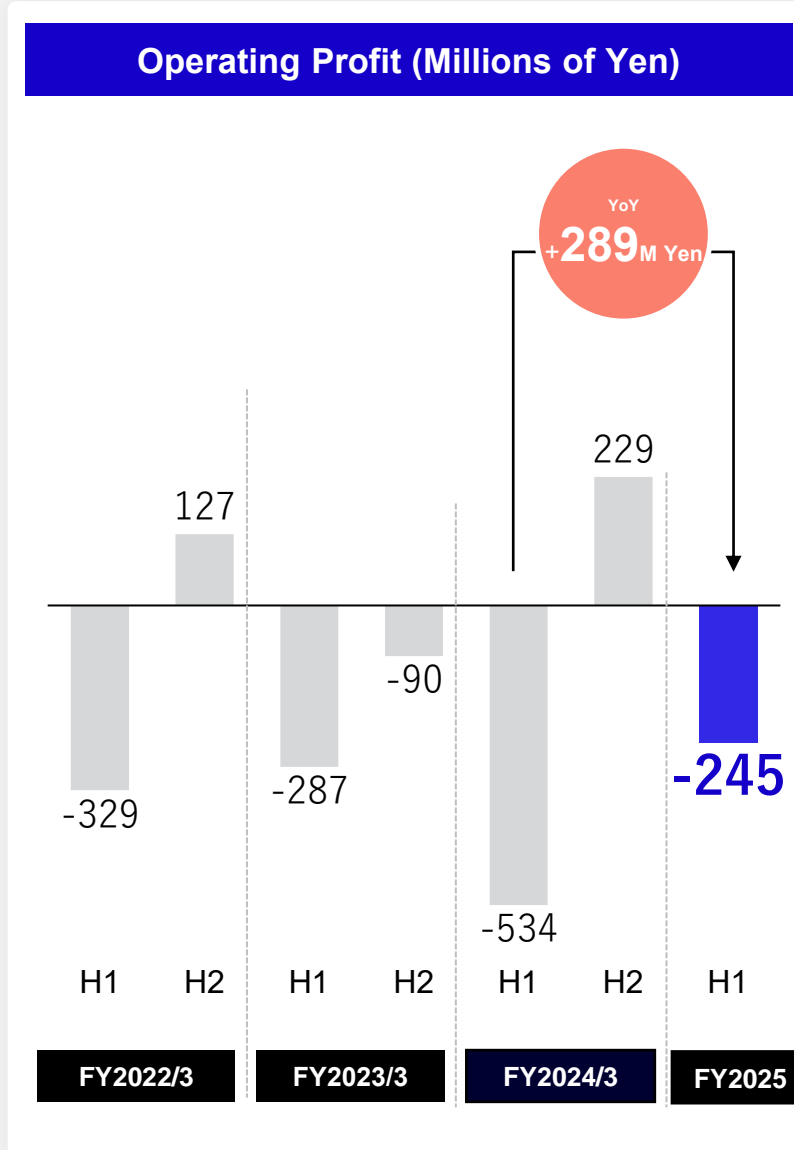
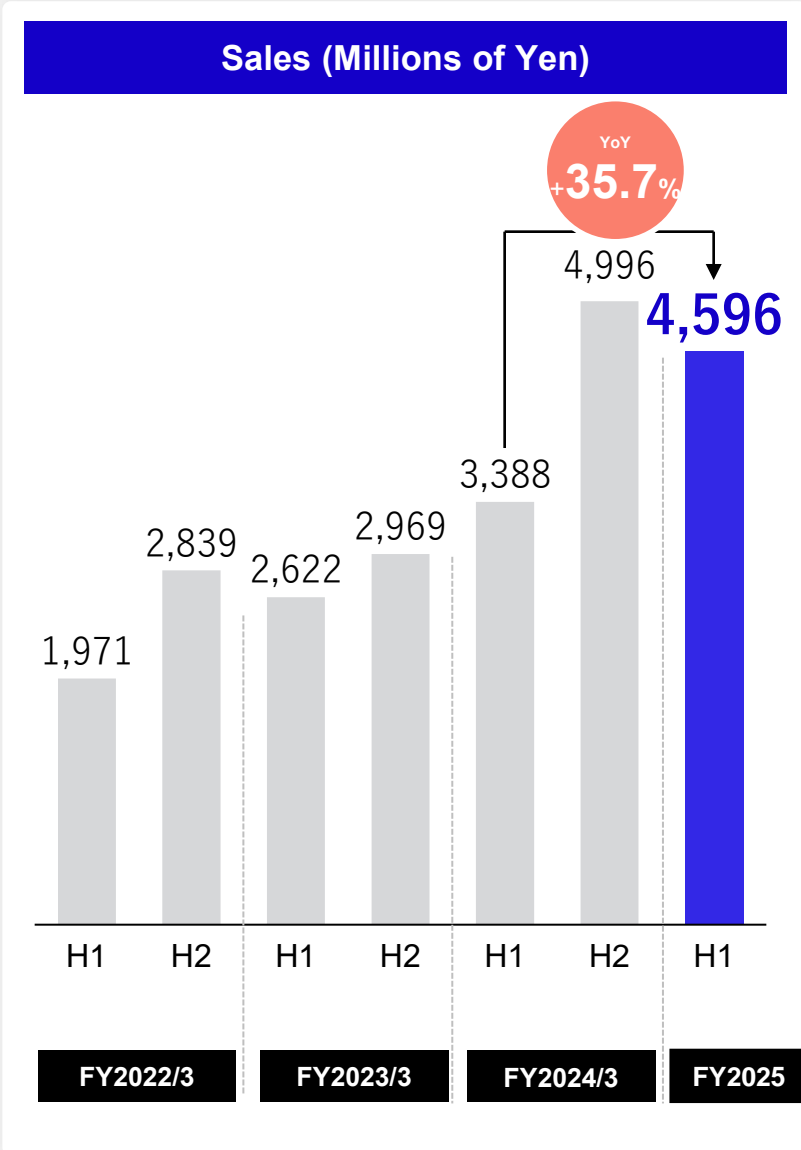
Both surplus for the first time in company history

(Quarterly)Consolidated Net Sales and Operating Income (Millions of yen)



Half Year Trend of Sales, Operating Profit, and EBITDA

First time to finish in surplus on EBITDA* for first half of the fiscal year.



Note *EBITDA = Ordinary profit + Interest expenses + Depreciation + Amortization of goodwill + Amortization of customer-related assets

Consolidated Financial Statements of FY2025/3 Q2 and H1

(millions of yen)	FY2025/3 Q2			FY2025/3 H1		
	Results	FY2024/3Q Q2	YoY Growth Rate/ Difference	Results	FY2024/3 H1	YoY Growth Rate/ Difference
Net Sales	2,486	2,085	¹ +19.2%	4,596	3,388	+35.7%
Cost of Sales	1,050	960	+9.4%	2,069	1,622	+27.6%
Gross Profit	1,435	1,125	+27.6%	2,526	1,766	+43.1%
Gross Profit Margin(%)	57.7%	53.9%	+3.8pt	55.0%	52.1%	+2.8pt
SG&A	1,391	1,311	+6.1%	2,772	2,301	+20.5%
Operating Profit (Loss)	² 43	-186		-245	-534	-
Operating Profit (Loss) Margin (%)	1.8%	-8.9%	+10.7pt	-5.3%	-15.8%	+10.4pt
Non-operating Income	5	1	+187.4%	6	2	+139.1%
Non-operating Expenses	7	5	+30.0%	14	10	+46.2%
Ordinary Profit (Loss)	41	-190		-254	-542	-
Extraordinary Profit	-	0	-100.0%	0	0	-32.7%
Extraordinary Losses	³ 143	203	-29.6%	144	245	-41.1%
Profit (Loss) before Income Taxes	-101	-392	-	-398	-787	-
Total income taxes	6	-15	-	6	-1	-
Profit (Loss)	-107	-377	-	-405	-785	-
Profit (Loss) attributable to owners of Parent	-115	-368	-	-418	-768	-

Highlights for FY2025/3 Q2

- ¹ Growth of AI Products Business which increased 19.2% YoY had driven the overall net sales.
 - ² Operating profit for Q2 was 43million yen, this was first time in company history to turn in profit.
 - ³ The real value of investment securities held by the Company fell below the book value, the Company recorded an extraordinary loss (valuation loss on investment securities).
- As for FY2025/3 Q3, there are no significant changes in the business environment.

Note *The securities in question are not held for investment purposes, but rather for the purpose of creating business opportunities and expanding collaborative relationships.

Overview and Progress of the Business Segments

Summary of Business Results by Segment for FY2025/3 Q2

Sales of AI Products Business marked rapid growth which increased in 137.4% YoY, and AI Platform Business showed steady growth at 4.7%. Other Service Business hit the bottom on Q1 but showed a recovery at Q2 which reached 455million yen.

(Unit: Millions of Yen)	AI Products Business			AI Platform Business			Other Service Business		
	FY2025/3 Q2			FY2025/3 Q2			FY2025/3 Q2		
	Results	FY2024/3 Q2	Gross Rate	Results	FY2024/3 Q2	Gross Rate	Results	FY2024/3 Q2	Gross Rate
Net Sales	753	317	137.4%	1,332	1,272	+4.7%	455	495	▲8.0%
Cost of Sales	211	140		579	567		256	249	
Gross Profit	541	177	+206.0%	752	705	+6.7%	199	245	▲18.8%
Gross Profit Margin	71.9%	55.8%	+16.1pt	56.5%	55.4%	+1.1pt	43.8%	49.6%	▲5.8pt
Selling, General and Administrative Expenses	400	241		360	325		179	218	
Operating Profit(loss)	141	-64		392	379		20	26	
Operating Profit(loss) Margin	18.7%	-20.4%	+39.1pt	29.5%	29.8%	▲0.3pt	4.5%	5.4%	▲0.9pt

- exaBase DX Assessment & Learning and exaBase Generative AI progress well that **both turn in positive; sales were +137.4% YoY, operating profit 141M yen**
- Gross profit remained at a high level that margin was 71.9%.

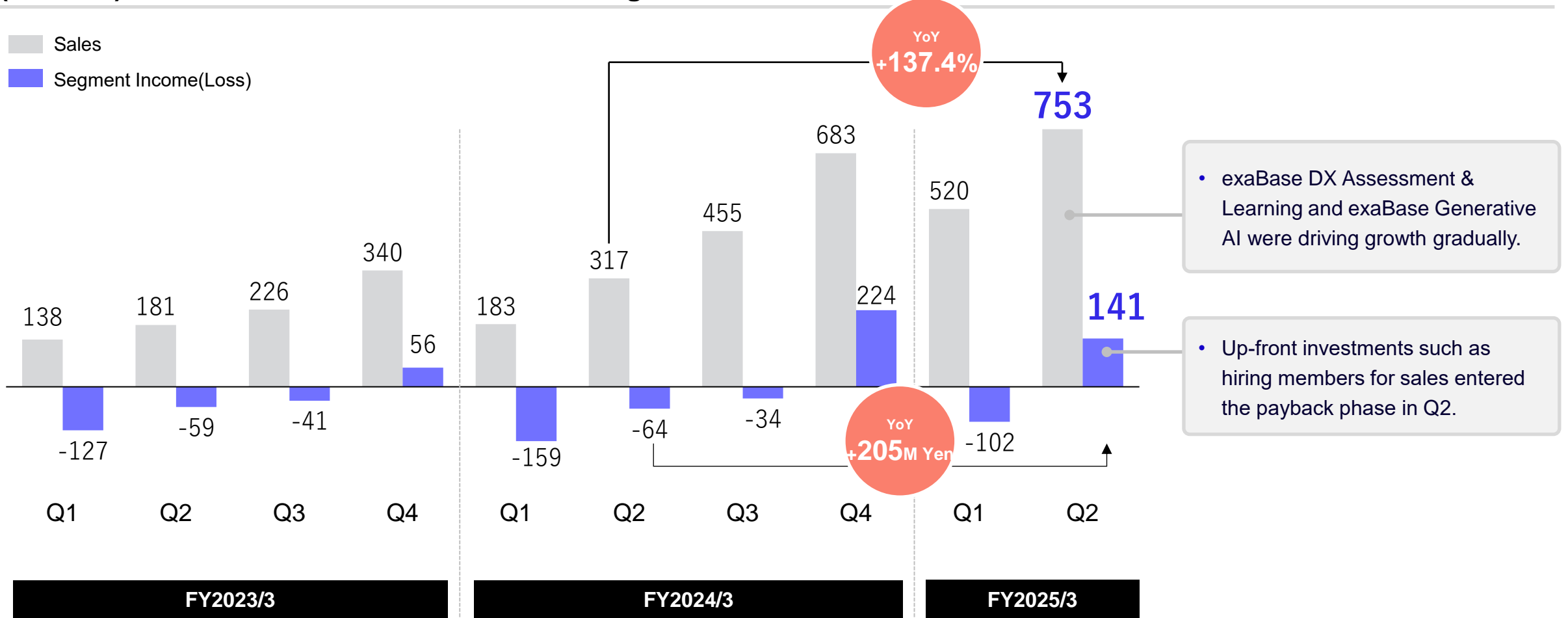
- Since we continued to improve sales productivity, **sales/gross margin ratio improved from last year.**
- Operating profit was at the same level from last year due to prior investment in development and sales activities to generate products from the AI Platform Business.

- Bottomed out in the Q1 of this fiscal year and **on a recovery trend in the Q2.**
- Another recovery to the level of the same period last year is expected in the Q3 and beyond.

AI Products Business: Quarterly Trend of Financial Results

Sales reached 753million yen (+137.4% YoY), the highest sales ever and grown by double speed from last year. Segment income was 141million yen (+205million yen YoY), the first time in company history to turn a profit in Q2, due to the recovery of up-front investments.

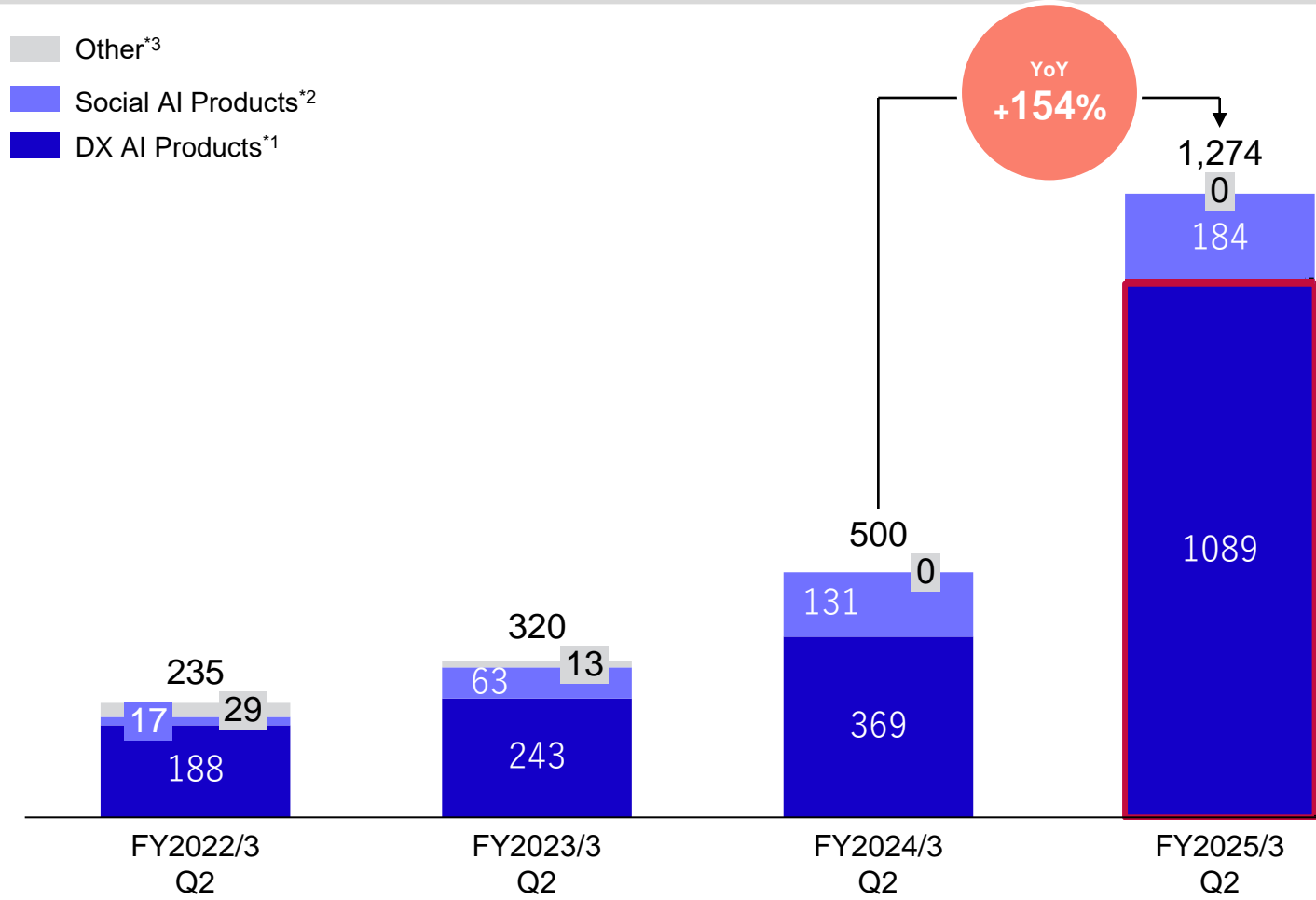
(Quarter) AI Products Business Sales and Segment Income (Millions of Yen)



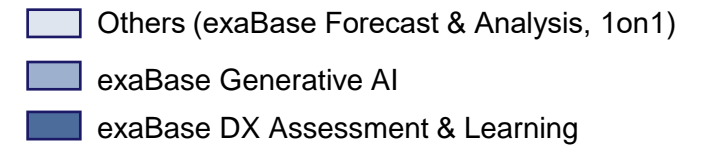
AI Products Business: Q2 Results of each Fiscal Years by AI products

DX AI Products have rapidly grown to scale exceeding 1 billion yen in sales on a half year basis.

AI Products Business Segment Sales by Products (Millions of Yen)



Breakdown of Sales of DX AI Products (Millions of Yen)



Notes *1 DX products include exaBase DX Assessment & Learning, exaBase Generative AI, exaBase Forecast & Analysis, exaBase 1on1, exaBase FAQ, exaBase Company Search, and exaBase Well-Being

*2 Social AI products include CareWiz Toruto, CareWiz Hanast (through FY2023/Q2) and Torinku.

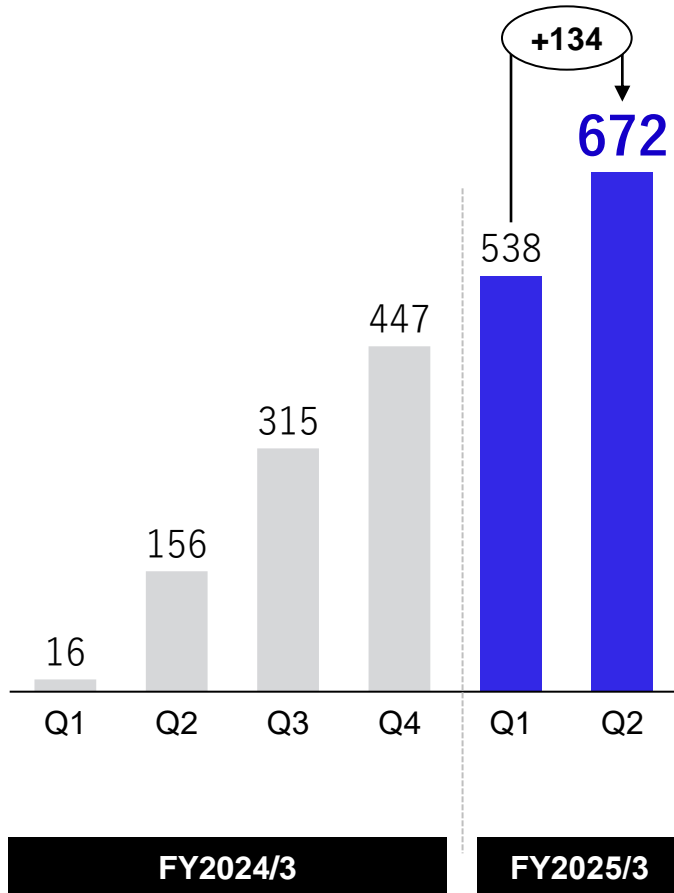
*3 FY2022 and FY2023 include nursing care technique training, and others. From FY2024, internal sales between segments are included.

AI Products Business: Key KPIs of exaBase Generative AI

The numbers of companies/users progressing smoothly, introduced to major companies and local government

Numbers of Companies

Quarterly Trends (# of Companies)



Main use-case of Q2

Private Co.

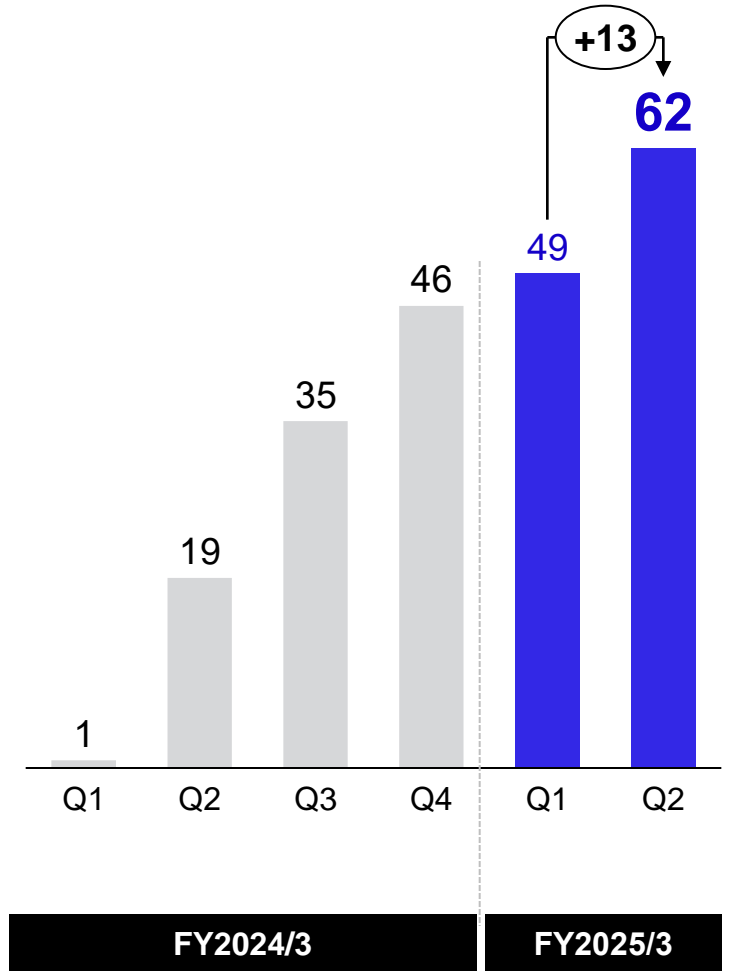


...and more

Local Govt.

In **38** authorities

Users (Thousands)

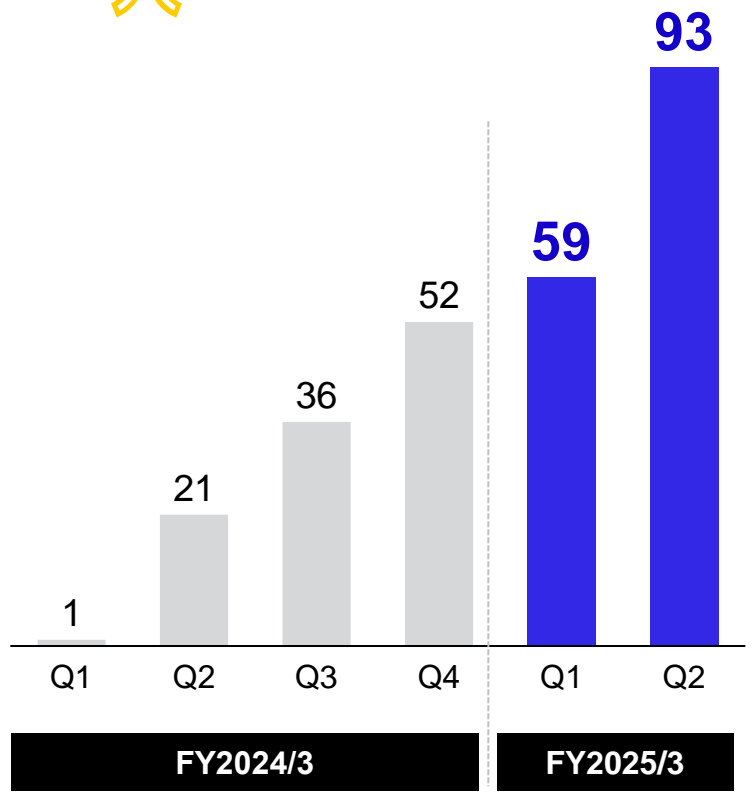


ARR exceeded 1 billion yen in the first year of service release, growing at a faster pace than T2D3*1

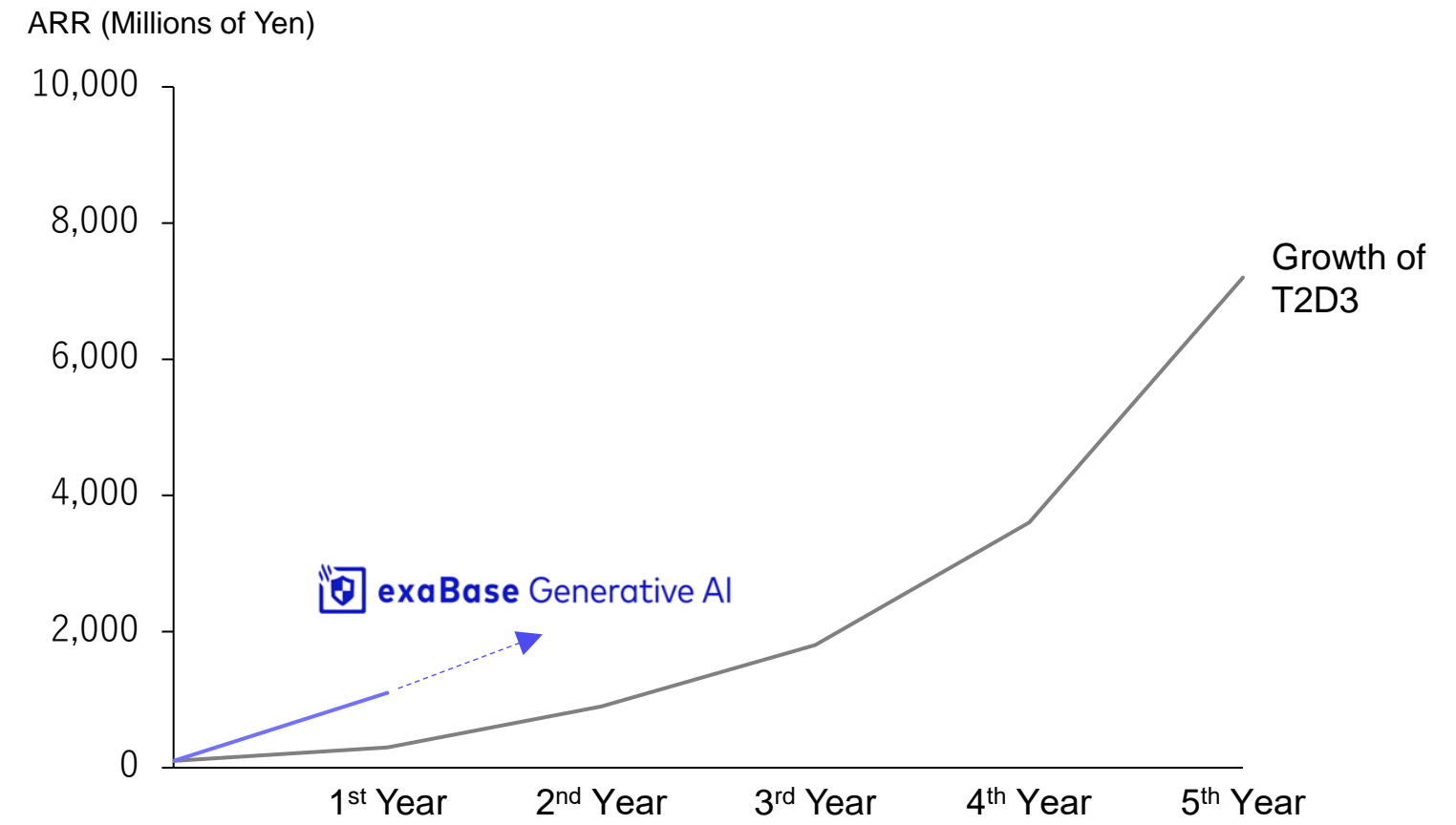
MRR*2 (Millions of Yen)



ARR
1.1B yen*3



Rapid growth at an overwhelming pace exceeding the SaaS growth model, T2D3



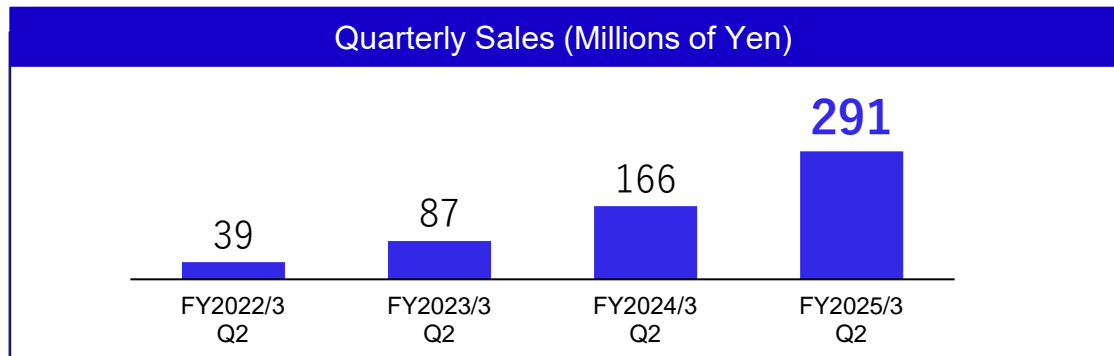
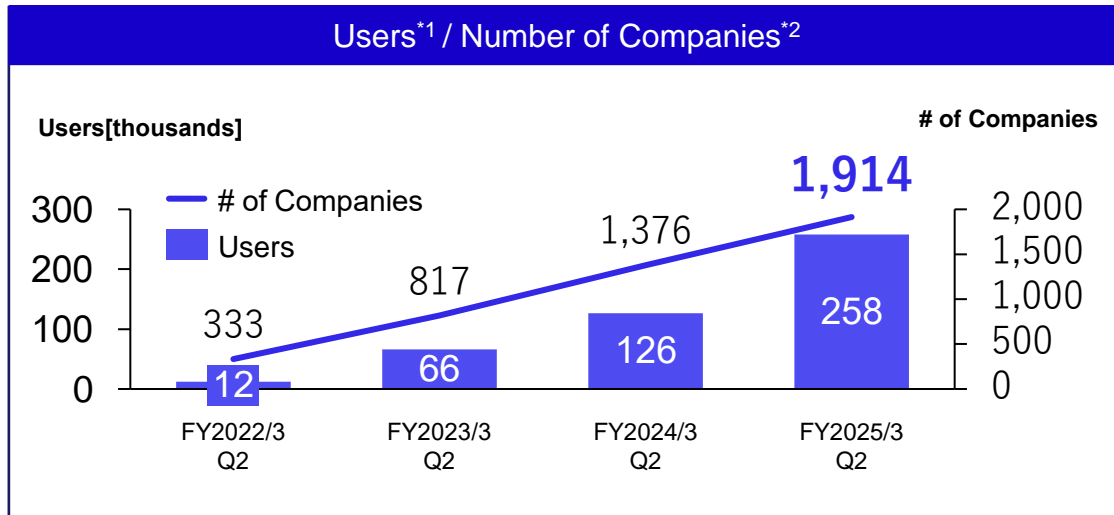
Notes *1 An index proposed by Neeraj Agrawal to measure the growth speed of SaaS startups, an acronym for "Triple, Triple, Double, Double."

*2 Revenues excluding projects, consulting sales, initial costs, etc., *3 Assumed annual revenues based on MRR multiplied by 12 as of September 2024

*4 <https://exawizards.com/archives/27919/>, Article of "Corporate Generative AI Solution Services Market Report 2024," published August 7, 2024, by Deloitte Tohmatsu MIC Research Institute Co. Ltd

With over 1,900 companies using the service and a user base of around 260,000 people, the service continues to grow, with sales in FY2025/3 Q2 reaching around 300 million yen.

exaBase DX Assessment & Learning



Main use-case of Q2

EXAWIZARDS × **TAKENAKA** 想いをかたちに 未来へつなぐ

Takenaka Corporation Adopts
「exaBase DX Assessment & Learning」
For Executives And All Employees

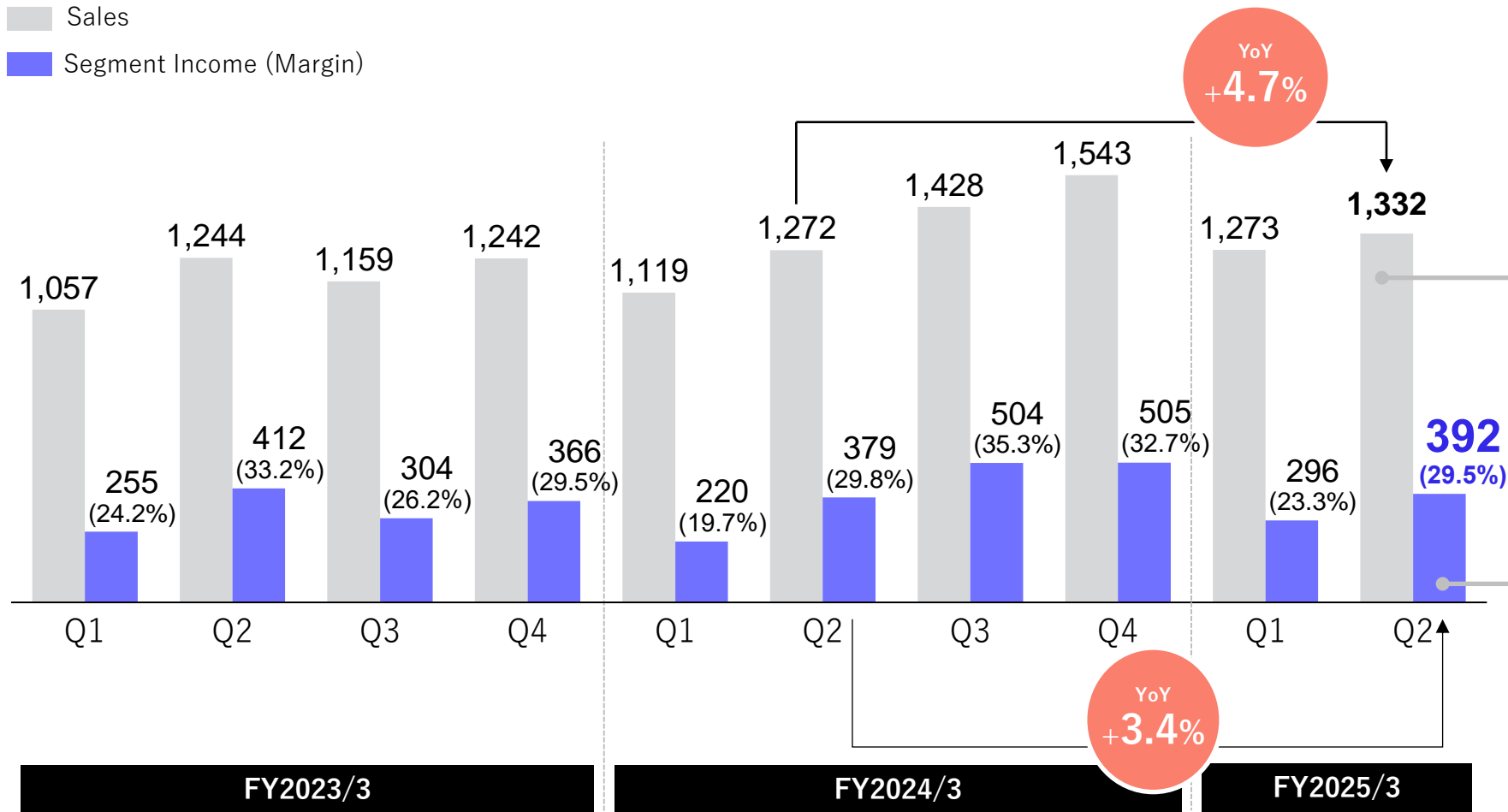
Aiming To Improve DX Literacy Of Approx 8,000 People
And Develop Personnel To Utilize Digital Platforms
In The Construction Industry

**Mainly at major companies,
system is introduced to all employees**

AI Platform Business: Quarterly trend of Financial Results

Sales reached 1,332million yen (YoY +4.7%), and segment profit landed at 392million yen (YoY+3.4%)

(Quarter) AI Platform Business Sales & Segment Income (Millions of yen)

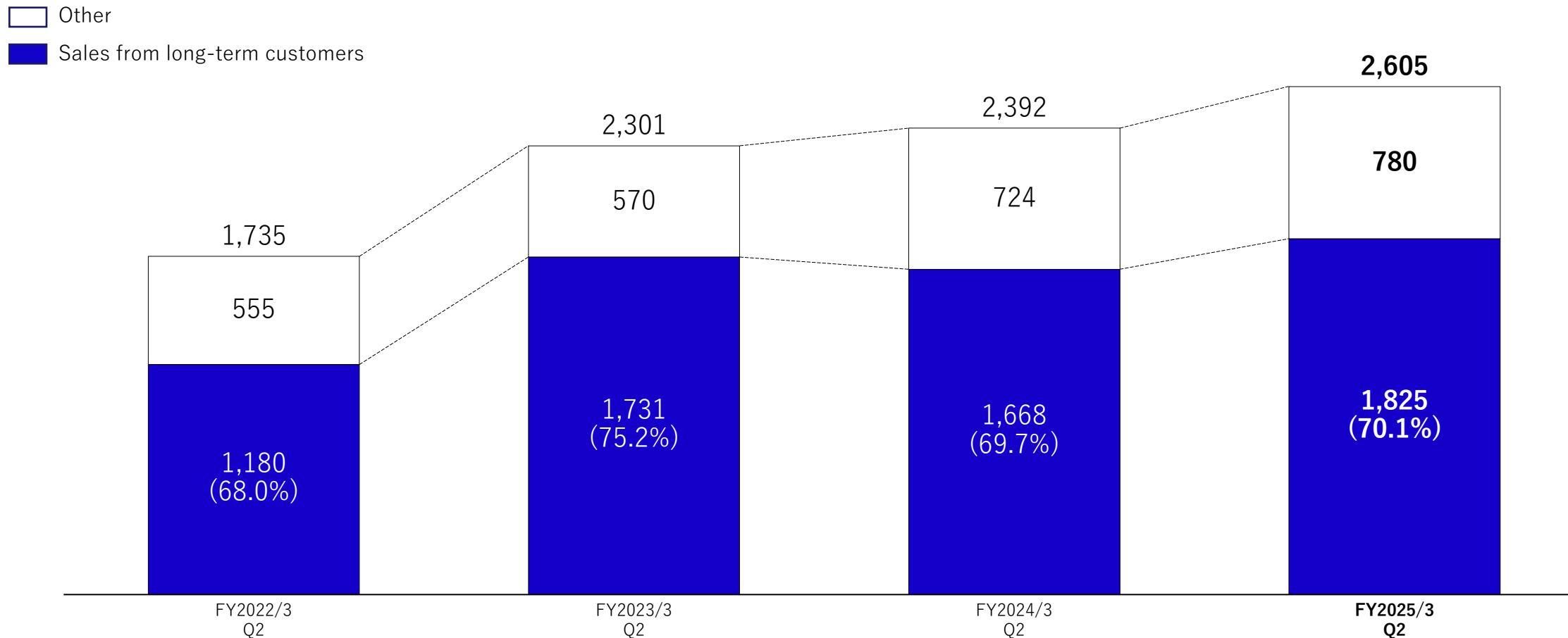


- Business tie-ups are progressing, with projects being developed that are deeply rooted in our customers
- The number of projects using exaBase Studio is steadily increasing
- Since Q1, we have been prioritizing the allocation of resources from our wholly owned subsidiary, Xware Inc., from projects for external customers to internal development (such as the development of exaBase Studio functions)
- Operating income was at the same level as the previous year due to the upfront investment in development

AI Platform Business: Sales from Long-term Customers

Sales from long-term recurring customers*¹ have consistently maintained a level of over 70%

Sales trends of Q2 in AI Platform Business (Millions of yen)



Notes *¹ Continuous income from the customers that ExaWizards maintains its contract for consecutive four quarters and more.

*² The ratio based on income from contracts with customers (2,605million yen). If we use external customer sales (2,527million yen) as denominator, the income ratio from long-term recurring customers is 72.2%.

AI Platform Business: Main Topics

On-going business alliance initiatives are progressing well, and a new initiative with Tohoku Electric Power Co., Inc.

Business Alliance Initiatives

On-going Business Alliance



Developed a sales staff training system utilizing AI and generative AI as part of a business alliance in the field of “Well-being Tech” in August 2021.

New Alliance since Q2

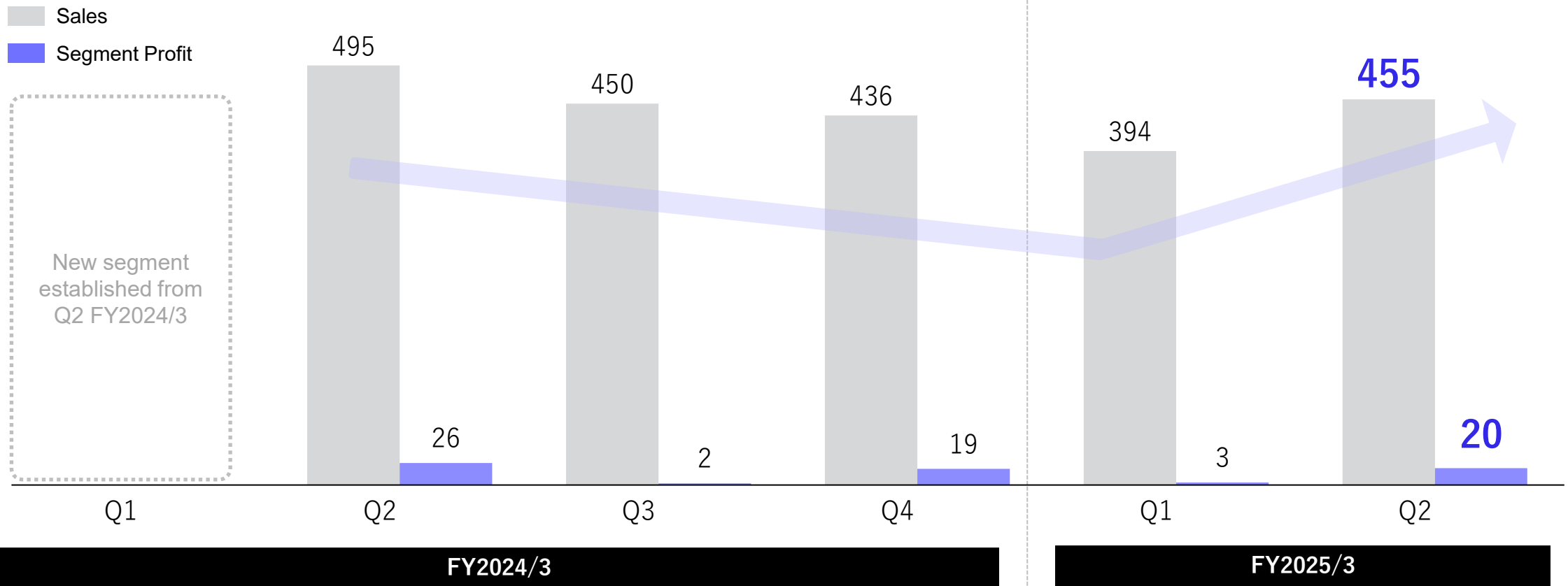


Plan and develop new businesses to solve issues in the Tohoku region by combining Tohoku Electric Power Co., Inc’s assets with our AI services and human resource development knowledge.

Other Service Business: Quarterly trend of Financial Results

Q2 ended by Sales 455million yen, segment profit 20million yen. Bottomed out in Q1 and showing the recovery.

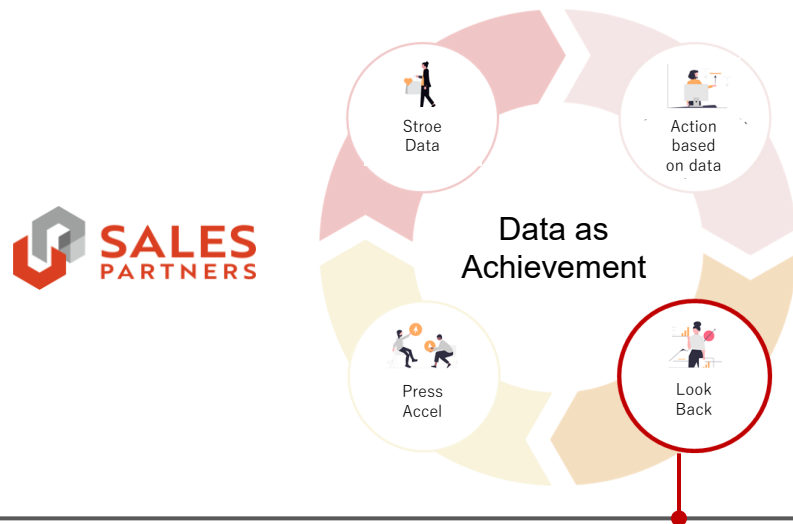
(Quarter) Other Service Business Sales & Segment Income (Millions of yen)



Other Service Business: New Service of Sales Tech Area

Provides holistic support in the domain of data-driven sales activities. “Dr. Tel” was launched to visualize and improve call quality using AI.

STADIUM’s new service of sales tech area  Dr.Tel

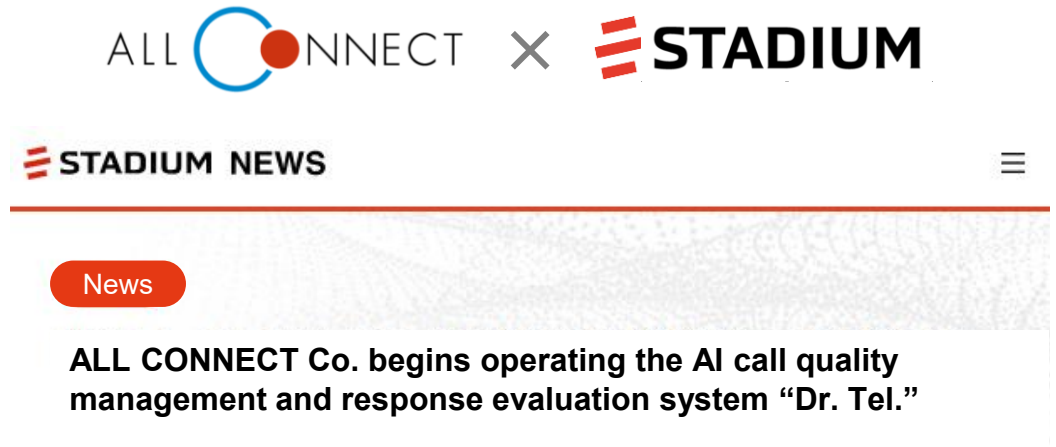


■ Features of Dr.Tel

Cloud service that uses recorded call data to score and provide feedback as per customer evaluation criteria by AI



Use-case: Started at ALL CONNECT Co.

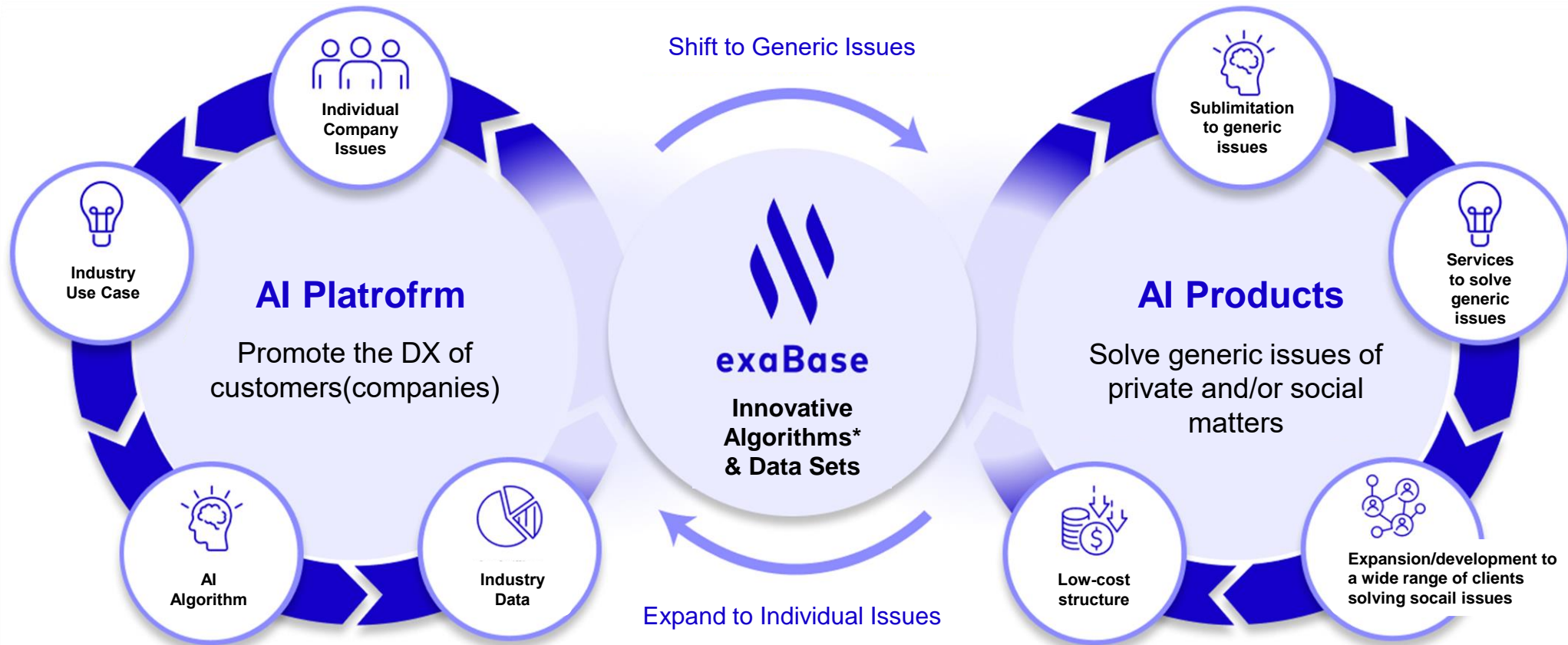


We are pleased to announce that STADIUM Co., Ltd. (hereby STUDIUM) has successfully automated the call evaluation process for ALL CONNECT Co. (office at Fukui prefecture; CEO Kota Iwai), using the technology for customizing evaluation items and tuning evaluation criteria that is a feature of the AI call quality management and response evaluation system “Dr.Tel.” We are also pleased to announce that the system has been officially put into operation for the call center operations of STADIUM.

Business Update

Business Model of ExaWizards

We have been solving social issues through “AI Spinning Gear Model,” which accumulates algorithms and data from individual issues on one side, produce universal product on the other.

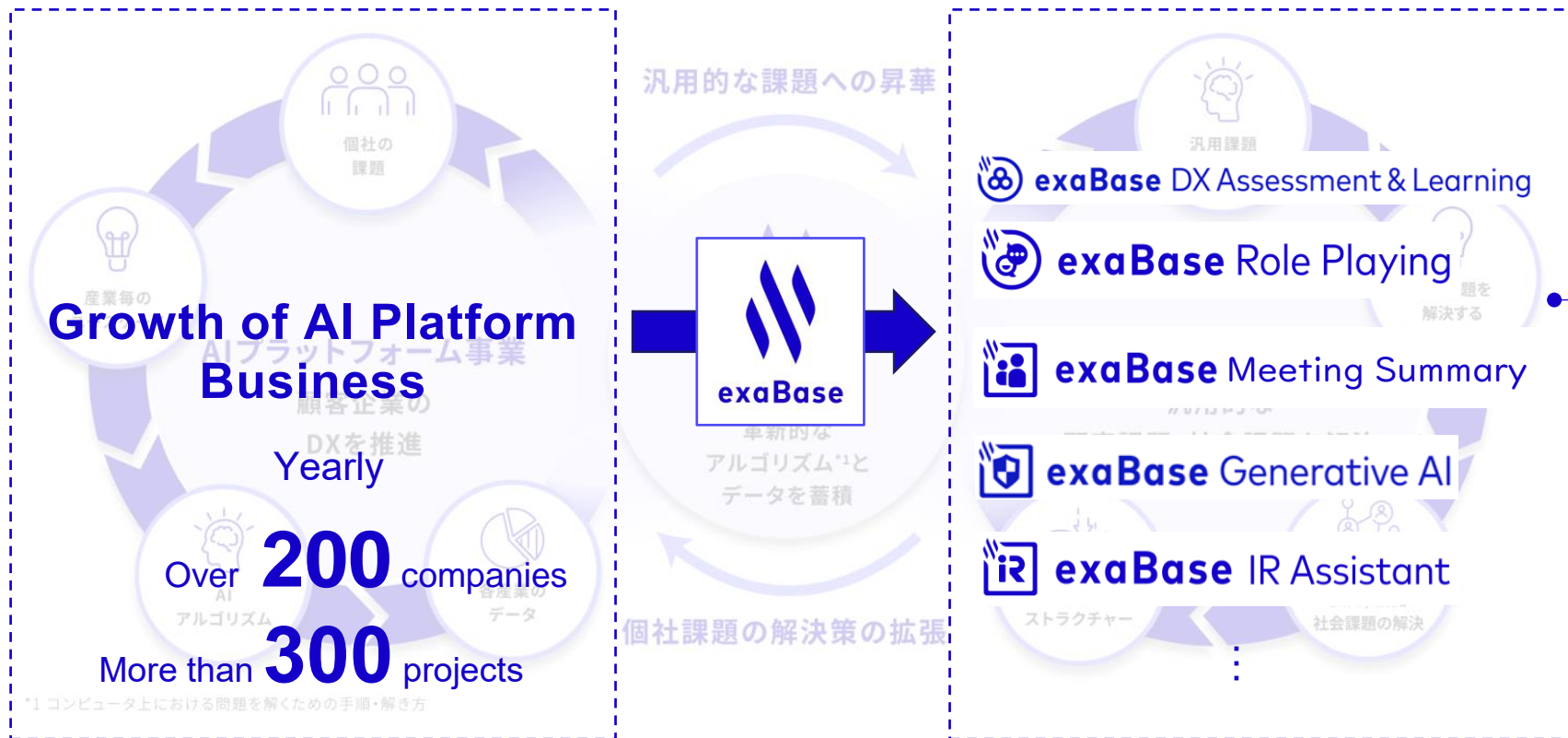


Note *Products and methods for solving problems on the computer

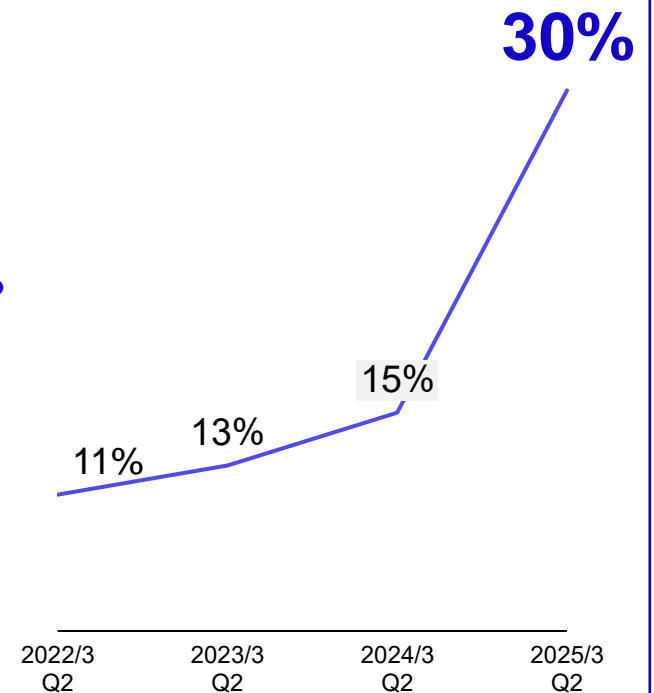
Business Model of ExaWizards

The “AI Spinning Gear Model” rotates at high speed, and the product gradually grows to become a pillar of the business.

As “AI Spinning Gear Model” rotates smoothly, many new products were born

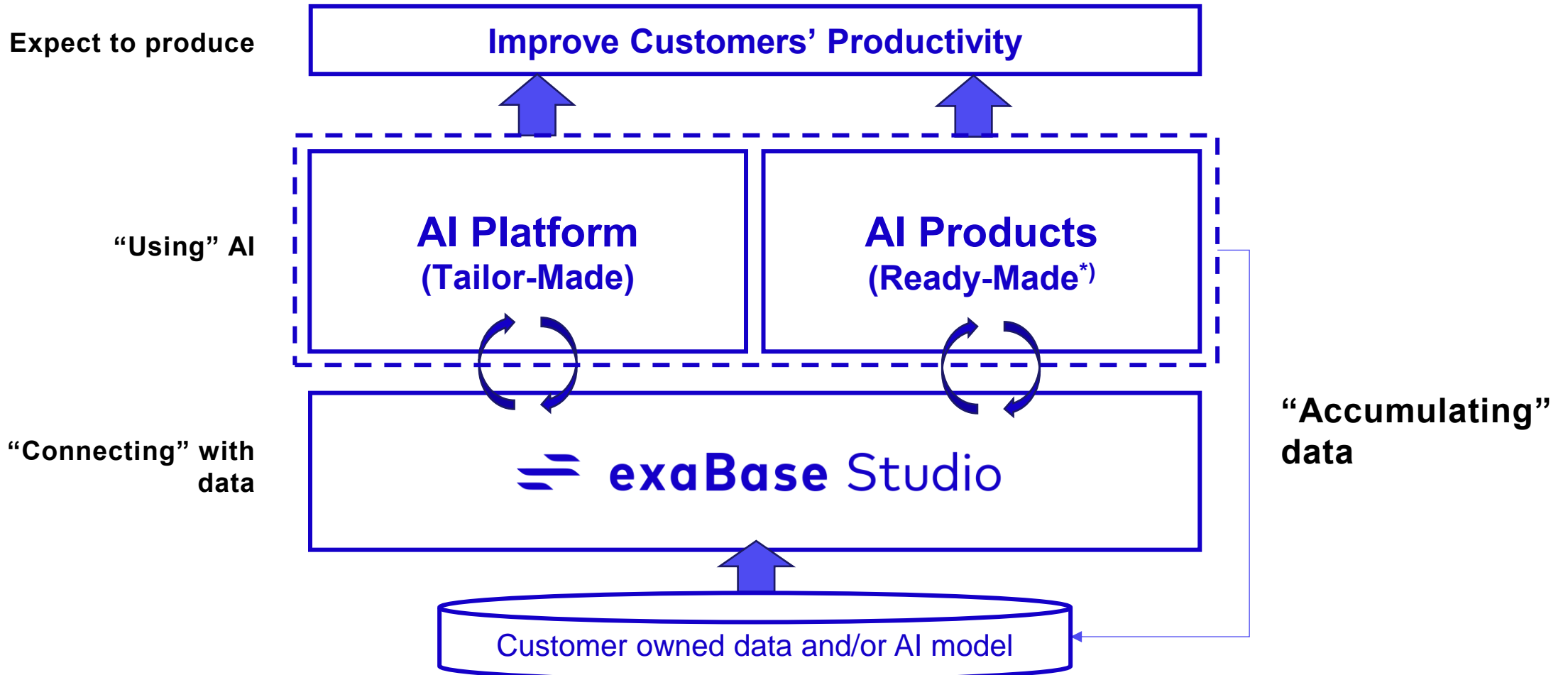


Increase of the product sales ratio



Business Strategy

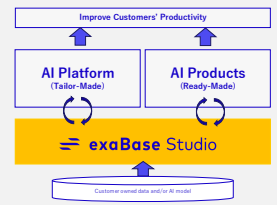
By using exaBase Studio as a hub, “Connecting” data by “Using” AI and “Accumulating” new data from results, we enhance to improved customers’ productivity.



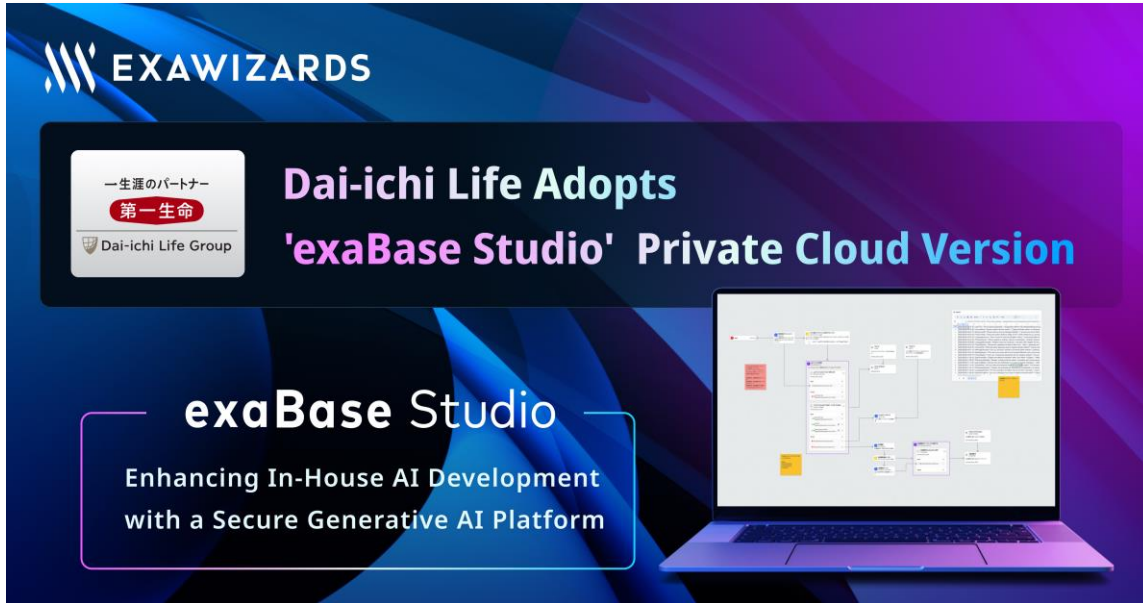
*Note *By utilizing the data accumulated within the company, it is possible to create results that are inherently meaningful, and in this sense, it can be described as “Ready-Made.”*

Business Strategy: exaBase Studio

exaBase Studio supports customers' private cloud environments.
The system is now ready for any customer data and system integration.



The Dai-ichi Life Adopts Private Cloud Environment

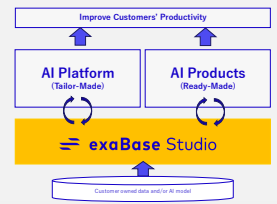


Features

- exaBase Studio can be operated in accordance with your company's security policy.
- It is possible to connect to systems within the company network in a secure state and collaborate with them.
- It is possible to build AI and AI services that make full use of the important data managed by each department in the company on exaBase Studio.

Business Strategy: Connect data with exaBase Studio

Toward Building an Environmental Infrastructure, enhance the partnership with AWS



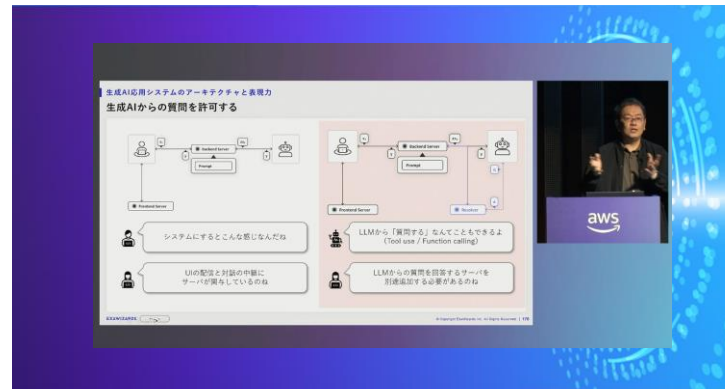
exaBase Studio X AWS



- Our RAGOps has been installed to AWS generative AI service "Amazon Bedrock"
- By cooperating with secure proprietary data integrated on exaBase Studio, we are working with AWS to deliver value to customers

Enhance the relationship in wider area

Sakane Director's Speech at AWS AI Day



Over 1,000 people participated by On-line and Off-line

Authorized as AWS Advanced Tier Services Partner

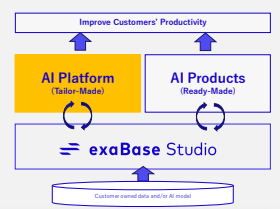


■AWS Advanced Tier Services Partner

- AWS Partner Certification is a high-level certification for AWS partners who have an in-house AWS technical structure and a proven track record of system integration using AWS.

Business Strategy: AI Platform Business

From on-going projects, we seek for “seeds of AI products” that can be expected to grow



exaBase Role Playing launched in April 2024, starting well

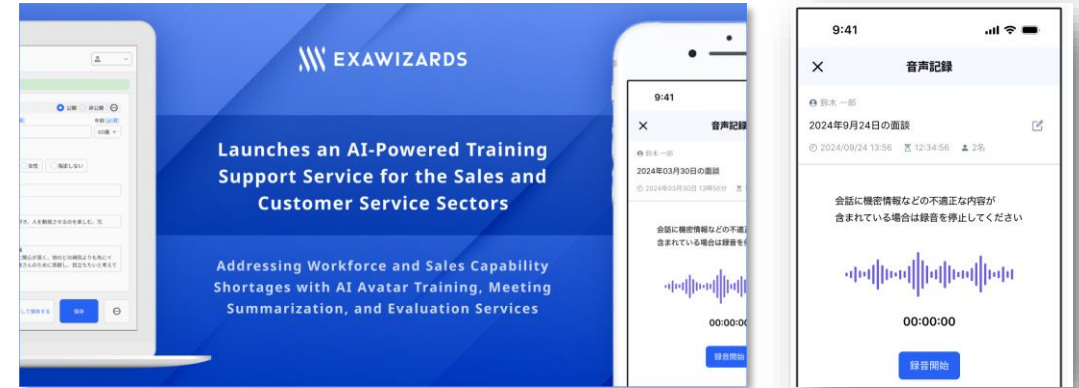


Our customers

- Mizuho Bank, Ltd.
- JAPAN POST INSURANCE Co., Ltd.
- Daiwa Securities Co.Ltd.
- DOCOMO gacco, Inc. (As OEM)
- Niigata Nippo Generative AI Research Institute Co., Ltd. (As OEM)
- Kansai Mirai Bank, Limited
- ROYAL HOLDINGS CO.,LTD. and more

Usage spread mainly in the banking, insurance, and securities industries, as well as the retail industry. OEM provision also started.

exaBase Meeting Summary coming on December 2024



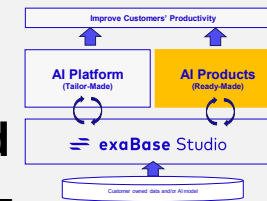
Features of “exaBase Meeting Summary”

- AI transcribes, summarizes, and analyzes interviews and business meetings in real time for quick feedback and improvement
- Compliance checks
- Masking of personal information
- Confirmation and building coordination of interview content via chat

Combination with exaBase Role Playing, contributes to strengthening the sales force of the entire organization.

Business Strategy: AI Products Business

By developing DIA to meet a wide range of needs and obtain more users, we aim to expand into the talent management field, linking with the HR data of various companies in the mid-term.



exaBase DX Assessment & Learning

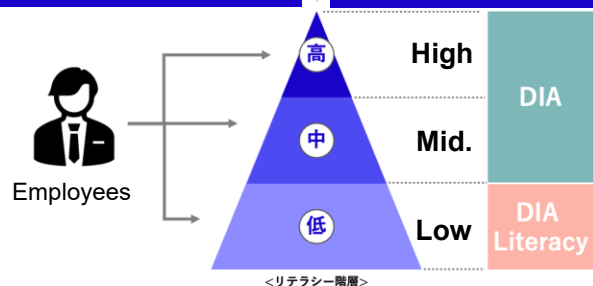
DIA Short Ver.

DIA Literacy Ver.



Step.1
From score of DIA short, sort employees into their level

Step.2
Provide education program suitable for each level



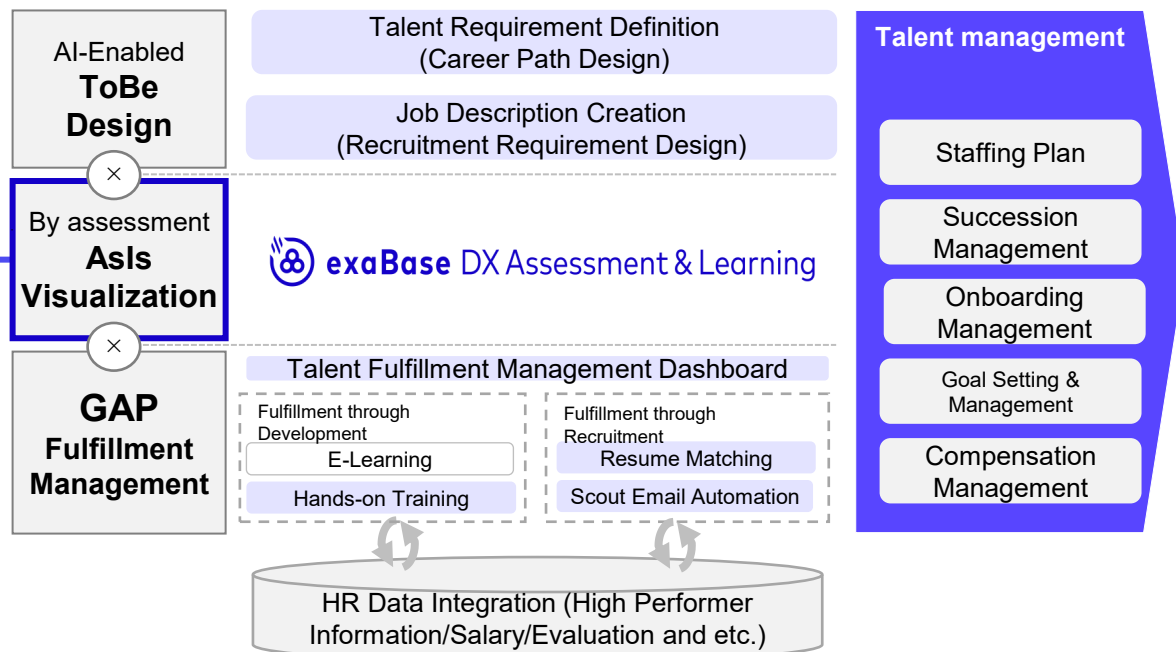
To allow more employees to take the assessment in a shorter time than before, we have started offering the "DIA Short Ver." and "DIA Literacy Ver."

Future Strategic Direction

Starting with assessments, we plan to evolve into a talent management system in the future

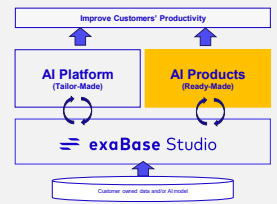
Provided or considering providing in the short term

Medium- to Long-term Study Themes

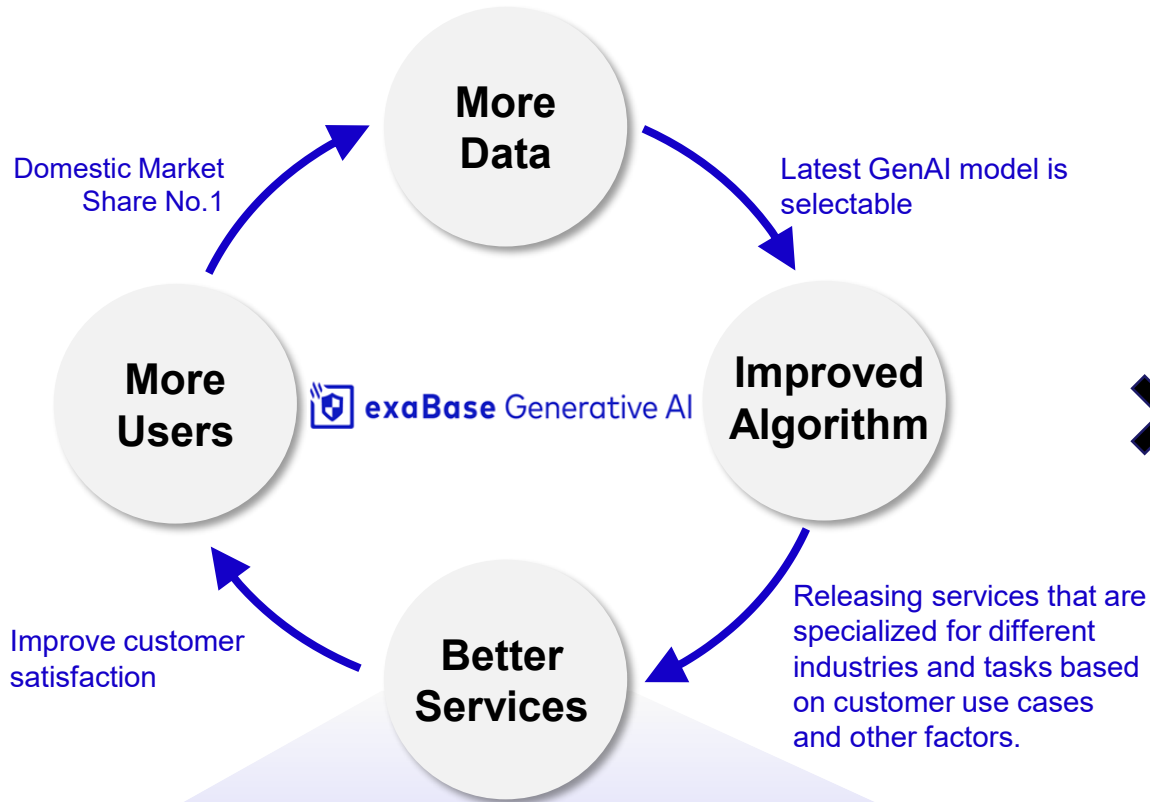


Business Strategy: AI Products Business

In addition to the positive cycle that leads to the creation of better services, our unique business model has been established



Positive cycle of exaBase Generative AI



A business model unique to our company

Focusing on enterprise customers, we can acquire customers without spending a large amount of money on advertisement.

- Maximum use of the customer base built mainly through the AI platform business.

High compatibility with our existing products

- Compatibility with our existing products such as exaBase Studio and exaBase DX Assessment & Learning, and a structure that facilitates cross-selling and ID up-selling.

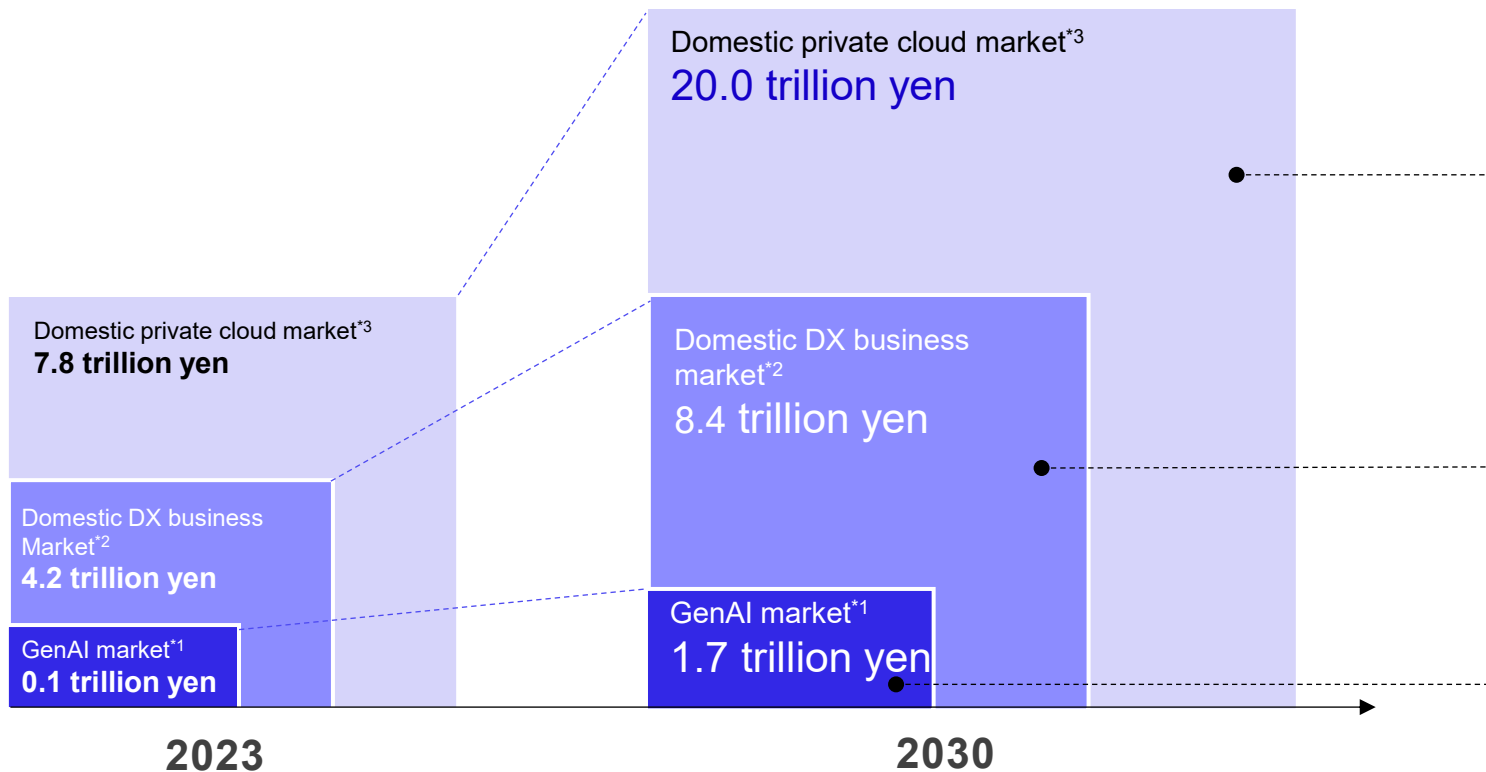
Strengthening BPaaS promotion by leveraging business alliances as well

- Able to recurring accompaniment support through strong alliances with IMACREA, Ltd, which has strength in municipal sales, and COCOO Corp., which has strength in digital staffing.

ExaWizards' Market

Along with the growth of the domestic Generative AI market, we will expand our business reach through support for custom clouds.

Markets that we are in and to compete



ExaWizards' Initiatives

- Support for private clouds as a feature of exaBase Studio.
- In collaboration with cloud vendors, we will also venture into providing cloud implementation support in the future.
- Markets to be developed with our suite of ExaWizards AI services
- Markets to be developed primarily around Generative AI products

Notes *1 JEITA (Japan Electronics and Information Technology Industries Association) <https://www.jeita.or.jp/japanese/topics/2023/1221-2.pdf>

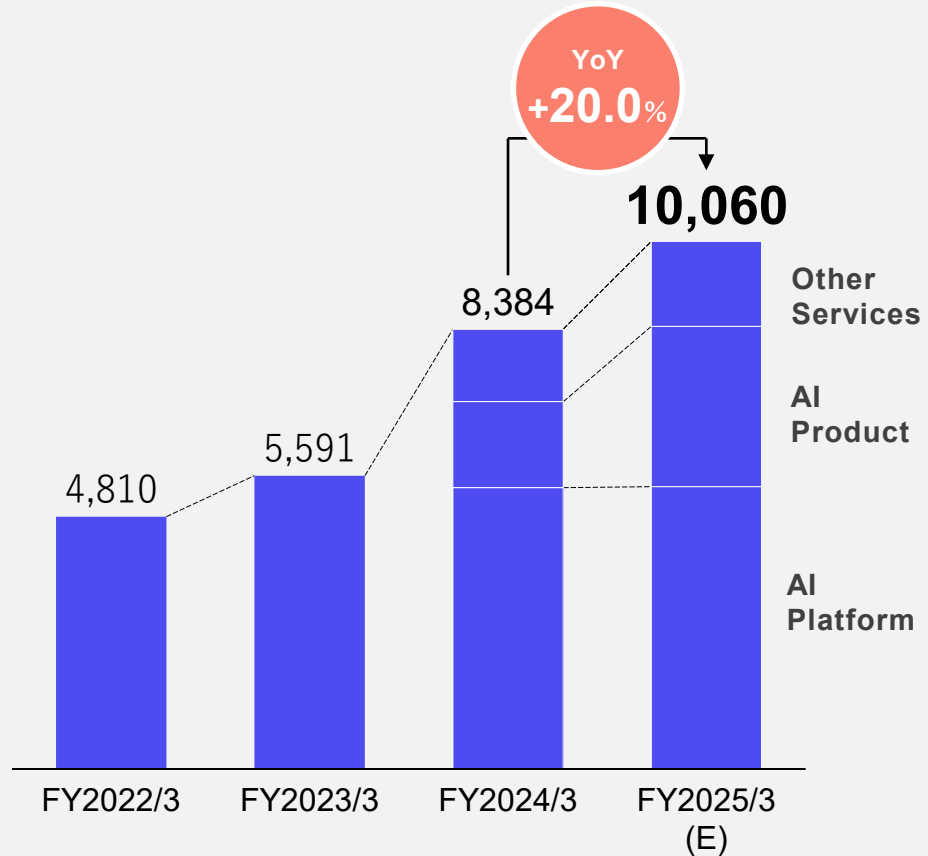
*2 Fuji Chimera Research Institute, Inc. "2024 Future Outlook of the Digital Transformation Market: Market Edition/ Corporate Edition"

*3 Calculated data based on "Forecast of the Domestic Cloud Market, 2024-2028" by IDC Japan. The market size for 2030 is estimated assuming the same CAGR continues as after 2028.

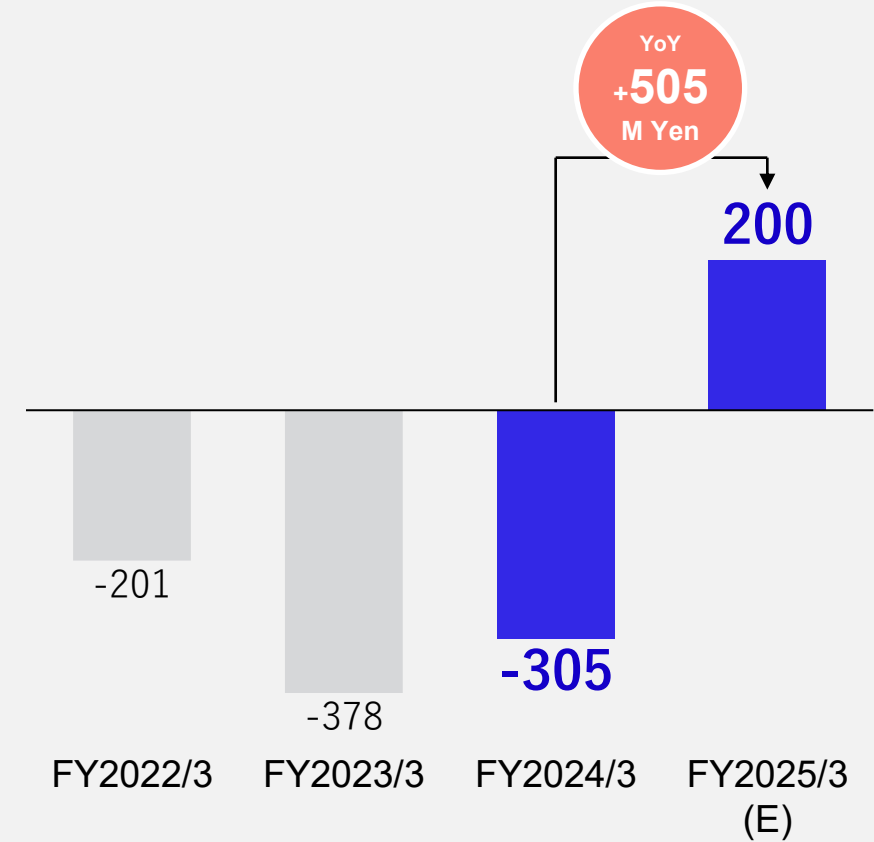
Earnings Forecast for the Fiscal Year Ending March 31, 2025 (Remain as same)

Assumes sales of 10.060million yen (+20.0% YoY) and operating profit of 200million yen (+505million yen YoY)

Total Sales: Fiscal Year (millions of yen)



Operating income: Fiscal Year (millions of yen)





Appendix

Company Overview



Company Name ExaWizards Inc.

Address 5F, Sumitomo Fudosan Mita First Building, 4-2-8
Shibaura, Minato-ku, Tokyo 108-0023

Other Offices Hamamatsu, Osaka, Fukuoka

Founded February 2016

Capital 2.4 billion yen (As of September 30, 2024)

Number of Employees 574 (Consolidated basis, full-time employee, As of
September 30, 2024)

Business Development of AI-enabled services for industrial
innovation and social problems solutions

Board Members Representative Director & President : Makoto Haruta
Managing Director : Takuma Oue
Director : Yutaka Sakane
Outside Director : Yasushi Shingai
Outside Director : Toshihiko Hiura
Outside Director : Naoko Munakata
Full-time Outside Company Auditor : Shigeru Tsuru
Outside Company Auditor : Masaru Iida
Outside Company Auditor : Manabu Sato

Leadership Team

Board of Directors



Makoto Haruta

Representative Director & President

- Ex Director & Chairman, DeNA
- Ex Owner, Yokohama DeNA BayStars
- Ex Sumitomo Bank (Currently known as Sumitomo Mitsui Banking Corporation)
- Curt Outside director of
 - TBS Holdings
 - Panasonic Corporation



Takuma Oue

Managing Director, Executive Officer
Business Management
Representative Director of Exa Enterprise AI

- Ex Boston Consulting Group
- Curt Visiting Associate Professor, University of Hyogo
- Curt Advisor, Generative AI Utilization Study Project Team of Hyogo prefecture



Yutaka Sakane

Director
Technology Management

- Ex Assistant, Shizuoka University
- Ex Digital Sensation



Yasushi Shingai

Outside Director

- Ex Executive VP of JT
- Curt Outside Director of
 - The Dai-ichi Life Holdings
 - NTT West



Toshihiko Hiura

Outside Director

- Ex Chairman, Bain & Company
- Curt Visiting Professor, St. Marianna University



Naoko Munakata

Outside Director

- Ex Commissioner, Japan Patent Office
- Ex MITI (Currently known as METI)
- Curt Professor at the Graduate School of Public Policy, The University of Tokyo
- Curt Board Member Audit and Supervisory Committee Member, Murata Manufacturing

Chief AI Innovator

Ko Ishiyama

Chief AI Innovator

- Director, Recruit HD Media Technology Lab
- Director, Recruit Institute of Technology
- Ex Promotion Office
- Ex Visiting Associate Professor, Tokyo University
- Ex Member of Labor Policy Council, MLHW

Executive Officers

Koji Hazama

Representative Director and
President Of ExaMD

- Ex A.T. Kearney

Tomoya Maekawa

- Ex Boston Consulting Group

Satoshi Ishino

Representative Director &
President of Exa Homecare
Representative Director of
Stadium Co., Ltd.

- Ex P&G
- Ex McKinsey & Company

Tomoaki Maekawa

- Ex SONY
- Ex Boston Consulting Group

Yoritaka Handa

- Ex Benesse Corporation
- Ex Recruit HD

Kazutoshi Takimoto

President & Representative
Director of Xware

Masashi Fukuda

- Ex SAP Japan

Koji Ono

- Ex TOME Research Laboratories

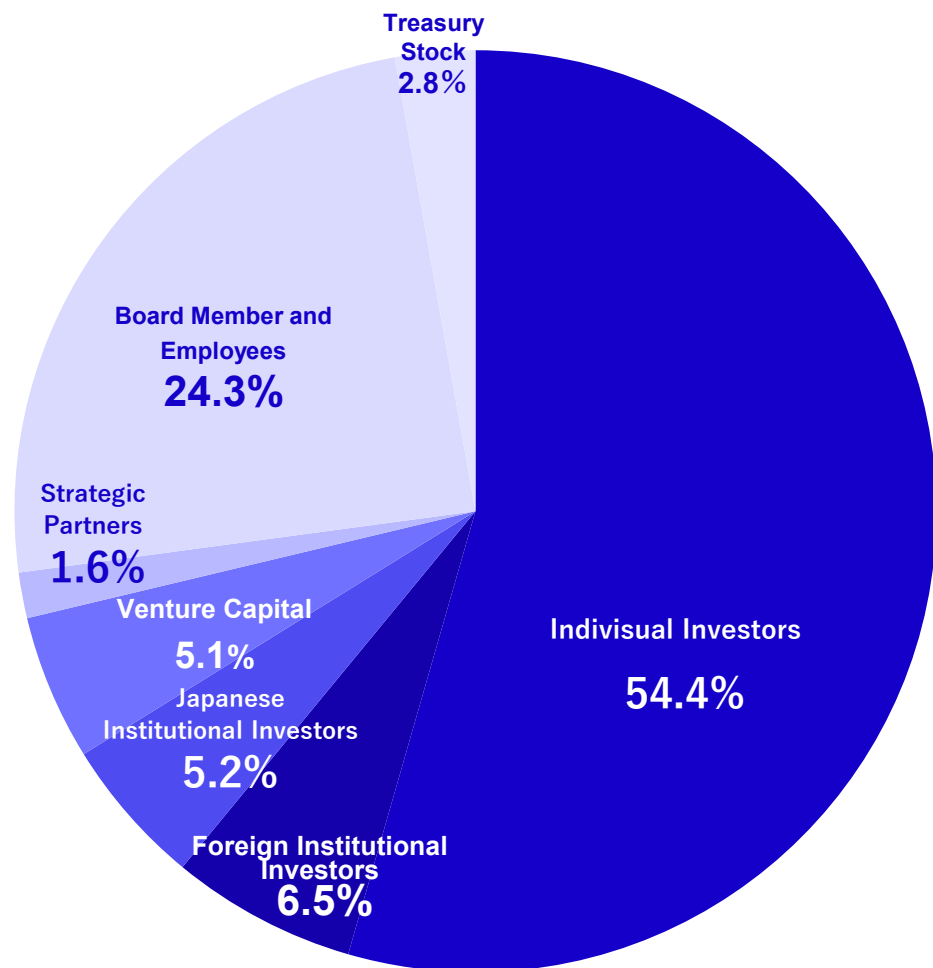
Coty SAXMAN

- Ex LINE

Saori Oji

- Ex Nomura Research Institute
- Ex PwC Consulting LLC (Strategy&).

Shareholder Composition (As of September 30, 2024)



Total Number of Shares Authorized to be Issued by the Company	301,232,000
Total Number of Shares Issued	85,436,400
Number of Shareholders	27,516

Shareholder ⁽¹⁾	Number of shares held (thousand)	Shareholding ratio ⁽²⁾ (%)
betaCatalyst Inc.	8,185	9.86
Yutaka Sakane	3,776	4.55
Toshikazu Furuya	3,455	4.16
Ko Narukama (Ishiyama)	3,020	3.64
RH Corporation	3,000	3.61
KH Corporation	3,000	3.61
KIA FUND F149 Citibank, NA Tokyo	2,416	2.91
D4V Fund I Investment Limited Partnership	2,166	2.61
iSGS Fund I Investment Limited Partnership	1,927	2.32
Custody Bank of Japan, Ltd. (trust account)	1,806	2.18

Notes *1 For reference: The Company held 2,424 thousand shares of treasury stock as of September 30, 2024

*2 Percentage of shares held to total number of shares issued (excluding treasury stock) ESOP trust shares (660,000 shares) are not included in treasury stock.

Consolidated Balance Sheets of FY2025/3 Q2

(million yen)	FY2023/3	FY2024/3	FY2025/3 Q2
Current assets	6,372	5,518	5,021
Cash and deposits	5,231	3,489	2,993
Accounts receivable - trade and contract assets	1,032	1,851	1,563
Other	108	178	462
Non-current assets	1,567	4,413	4,208
Property, plant and equipment	165	320	313
Intangible assets	1,114	3,544	3,531
Goodwill	160	894	820
Customer-related assets	-	1,746	1,674
Software	954	903	1,035
Investments and other assets	287	548	363
Assets	7,939	9,931	9,229

(million yen)	FY2023/3	FY2024/3	FY2025/3 Q2
Current liabilities	914	1,806	1,630
Current portion of long-term borrowings	10	300	300
Account payable – other	225	660	450
Accrued expenses	304	460	452
Other	374	385	427
Non-current liabilities	406	3,141	2,966
Long-term borrowings*	300	2,550	2,400
Other	106	591	566
Net assets	6,618	4,983	4,632
Share capital	2,337	2,401	2,420
Capital surplus	4,487	4,555	4,568
Retained earnings	-249	-860	-1,279
Treasury stock	-34	-1,203	-1,182
Other	78	91	104
Liabilities and Net Assets	7,939	9,931	9,229

Note *It was procured at fixed interest rates, minimizing the impact of market interest rate fluctuations.

Approach for the Fiscal Year Ending March 31, 2025

While continuing to invest in the Generative AI, the basic policy is to generate profits by the whole company.

Basic Policy for the Fiscal Year Ending March 31, 2025

- Growth trend in generative AI, continued aggressive investment to expand exaBase Studio implementation
- On the other hand, we will fundamentally reform our business model and cost structure so that we can generate profits while making investments.

AI Products

- exaBase Generative AI and exaBase DX Assessment & Learning, a DX human resource development service, will continue to drive growth, aiming for the same level of sales growth as in the fiscal year ending March 31, 2024
- In addition to exaBase IR Assistant, we will gradually launch a series of generative AI assistants such as exaBase Recruiting Assistant

AI Platform

- Maintain sales scale and improve operating margin by increasing per-capita operating productivity without unnecessarily increasing headcount
- Increase the number of projects that mainly use exaBase Studio, especially RAGOps, by molding the sales force
- Maximize added value for clients by providing comprehensive services, including the combination of exaBase Generative AI and exaBase DX Assessment & Learning

Other Service

- Aim for business growth by continuing with structural reforms in the first half while enhancing profitability from the second half

Our Approach to Investment of Capital and Shareholder returns

Towards sustainable improvement of corporate value, our priority is to invest in business for the time being

Investment targets and approach to shareholder returns

- At this moment, the Company's priority is to increase its corporate value by focusing on further business expansion and achieving sales growth.
- For this reason, we are looking to invest our funds in hiring human resources that will contribute to business growth, strengthening existing products, developing new products, M&A and alliances with partners, etc.

Our mindset toward Growth Investments

- For an investment to achieve disruptive growth (e.g., M&A, business model development), Company is considering strategic and flexible procurement methods, including cash on hand, borrowing from lenders, bonds and equity financing, and others, based on a strong financial base.
- While exploring various possibilities, the Company will carefully examine each project by its profitability, financial stability, and the Company's management policy.

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EXAWIZARDS

AIで、ひとに力を。よりよい社会を。