FYE2025 2Q
Supplementary Materials on Financial Results

GDEP ADVANCE, Inc.



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FYE2025 2Q Financial Results ＆ FYE2025 Earnings Forecast

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Highlights

Net sales

3,995 million yen

YoY change	Percentage of progress toward full-year forecast
＋111.8％	69.2％

Operating Profit

498 million yen

YoY change	Percentage of progress toward full-year forecast
＋90.6％	73.8％

- Demand for GPUs continues to be high from the 1st quarter, with demand for large-scale AI-related capital investments especially high for generative AI.
- Exchange rate fluctuations are severe and the future remains uncertain.
- Achieved a significant increase in sales due to the impact of large projects ordered in the previous fiscal year.
- Although selling and administrative expenses increased due to factors such as increased labor costs from mid-career hiring, operating profit also increased significantly due to increased sales.
- Although the gross profit margin declined by 4.6 points due to the impact of large projects, the operating profit margin declined by only 1.4 points due to the effect of increased revenue.
- The above items have already been incorporated into the budget, and annual progress is generally on schedule.

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Summary of Financial Results

（Thousands of yen）	FYE2024 2Q		FYE2025 2Q		YoY change（rate of change）
	Achievements	Sales ratio	Achievements	Sales ratio	
Net sales	1,886,149	—	3,995,118	—	+2,108,969（+111.8%）
Gross profit	424,974	22.5%	714,831	17.9%	+289,857（+68.2%）
Operating profit	261,582	13.9%	498,540	12.5%	+236,958（+90.6%）
Ordinary profit	246,402	13.1%	497,158	12.4%	+250,756（+101.8%）
Profit	170,977	9.1%	344,138	8.6%	+173,161（+101.3%）

- **Net sales**
  Increase mainly due to large projects.
- **Gross profit**
  Gross profit margins decline as project scale increases.
- **Operating profit**
  Despite an increase in SG&A expenses, profits increased significantly by +90.6%, mainly due to the effect of increased sales.
- **Ordinary profit**
  Impacted by the absence of listing-related expenses incurred in the previous fiscal year, despite the impact of foreign exchange rates.

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Progress toward full-year forecasts

（Millions of yen）	FYE2025 2Q		FYE2025		Progress rate
	Achievements	Sales ratio	Forecast	Sales ratio	
Net sales	3,995	—	5,770	—	69.2%
Operating profit	498	12.5%	675	11.7%	73.8%
Ordinary profit	497	12.4%	675	11.7%	73.6%
Profit	344	8.6%	443	7.7%	77.6%

- The company achieved a significant increase in sales due to the impact of large projects ordered in the previous fiscal year. Although gross profit margins declined due to the impact of the large-scale projects, all of these factors have been factored into full-year forecasts, and the progress rate is generally on track.
- Although the progress rate was high as of 2Q, it is almost in line with the plan; expenses associated with personnel and capital investment are expected from 3Q.

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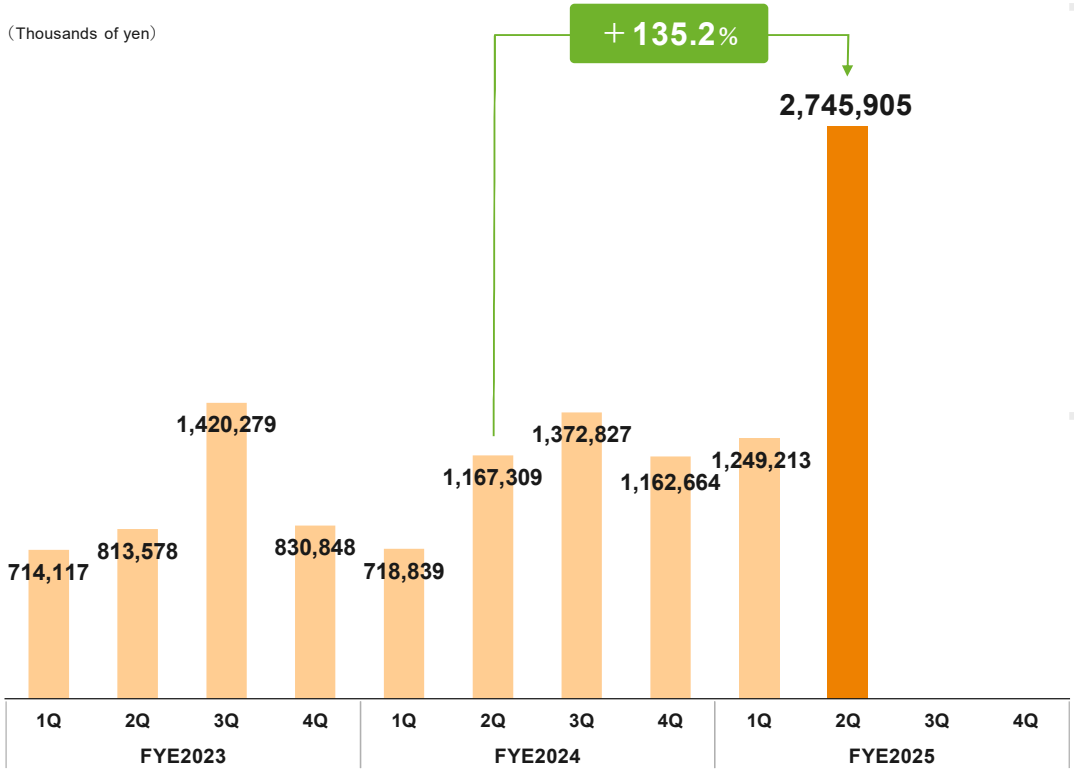
Quarterly Trends in Net sales



- Achieved a significant increase in sales due to the recording of sales of large projects as planned.
- With the increase in the scale of projects, the situation changed to one where quarterly sales increase or decrease depending on the delivery date.

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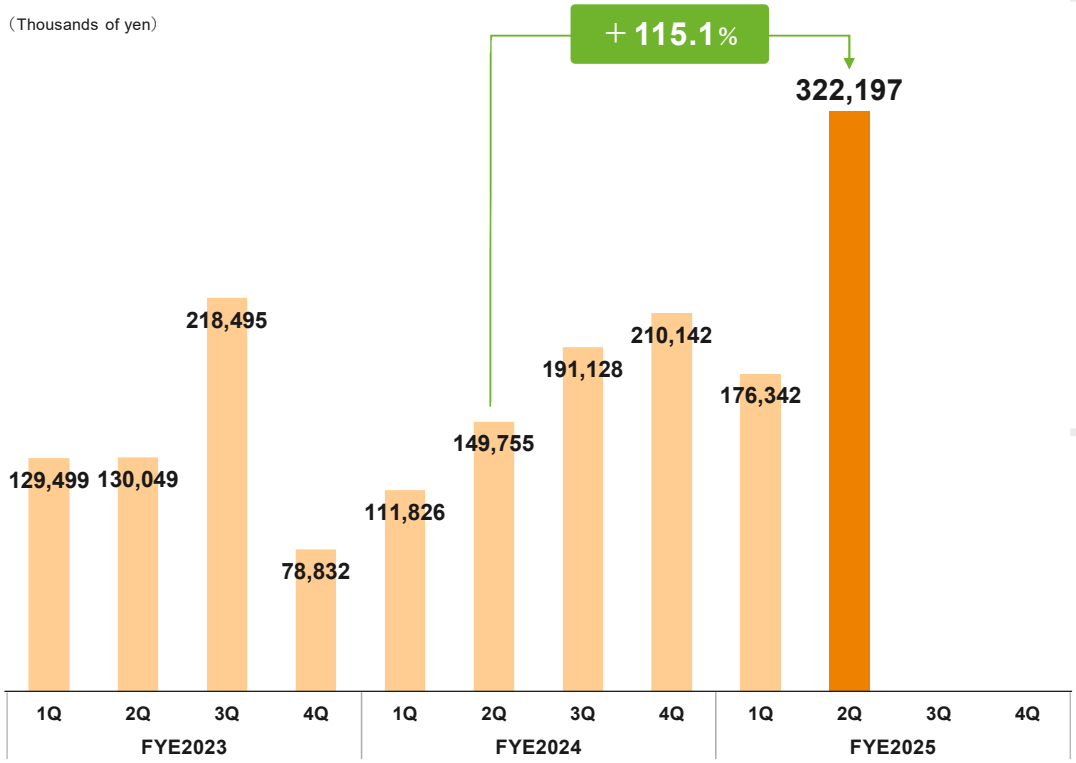
Quarterly Trends in Operating Profit



- Although gross profit margins declined 3.8 points year on year due to larger project scales and SG&A expenses also increased, a significant increase in profits was achieved thanks to increased sales.
- Expenses for personnel and capital investment are expected to be incurred from 3Q onward.

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Net Sales by Service Category

（Thousands of yen）	FYE2024 2Q	FYE2025 2Q	Increase/decrease amount	Rate of increase/decrease
Net sales	1,886,149	3,995,118	＋2,108,969	＋111.8％
DX Service	1,705,165	3,777,843	＋2,072,677	＋121.6％
Service＆Support	180,983	217,274	＋36,291	＋20.1％

- Sales of DX service increased significantly due to the impact of large projects.
- Service & Support steadily increased the number of cases. The trend of increased sales continues.

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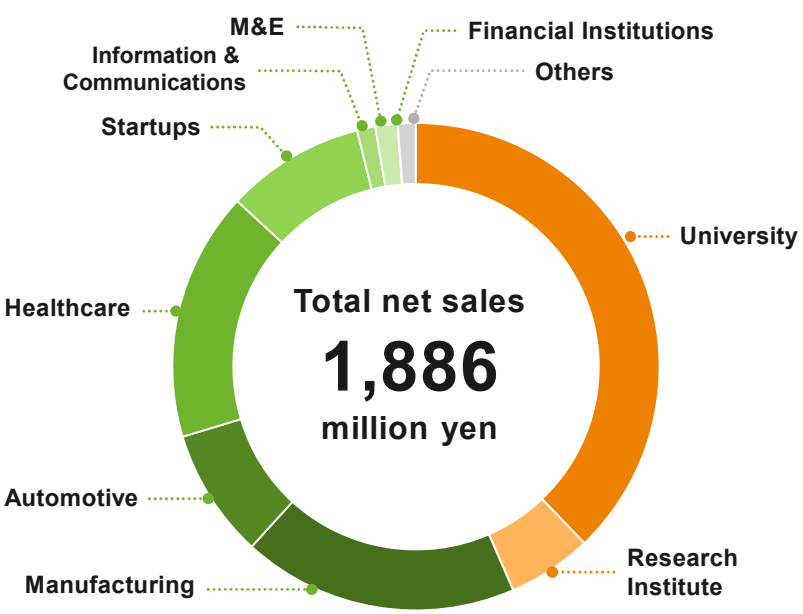
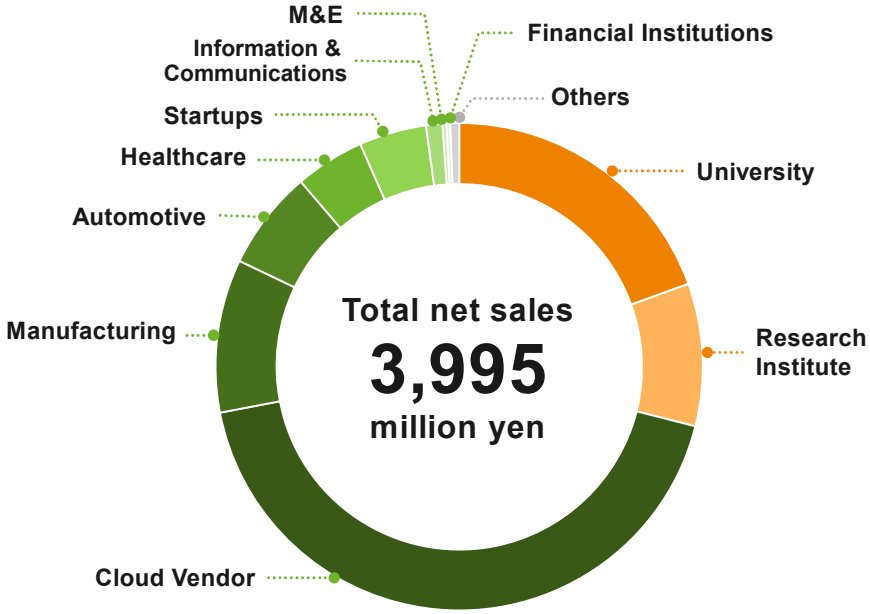
Net Sales by Industry

The composition ratio changed significantly due to the impact of large projects.

FYE2024 2Q



FYE2025 2Q



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SG&A expenses

（Thousands of yen）	FYE2024 2Q	FYE2025 2Q	Increase/decrease amount	Rate of increase/decrease
SG&A expenses	163,391	216,290	＋52,899	＋32.4%
Personnel expenses	83,497	98,660	＋15,162	＋18.2%
Advertising expenses	12,608	17,537	＋4,928	＋39.1%
Outsourcing Fees	15,057	21,050	＋5,992	＋39.8%
Depreciation	3,325	15,182	＋11,857	＋356.6%
Expenses for rent of space, land	8,870	10,749	＋1,878	＋21.2%
Other	40,032	53,111	＋13,079	＋32.7%

Impact of increasing staff

Impact of Tokyo Office Relocation

Increase in insurance premiums due to large projects
Increase in business trip

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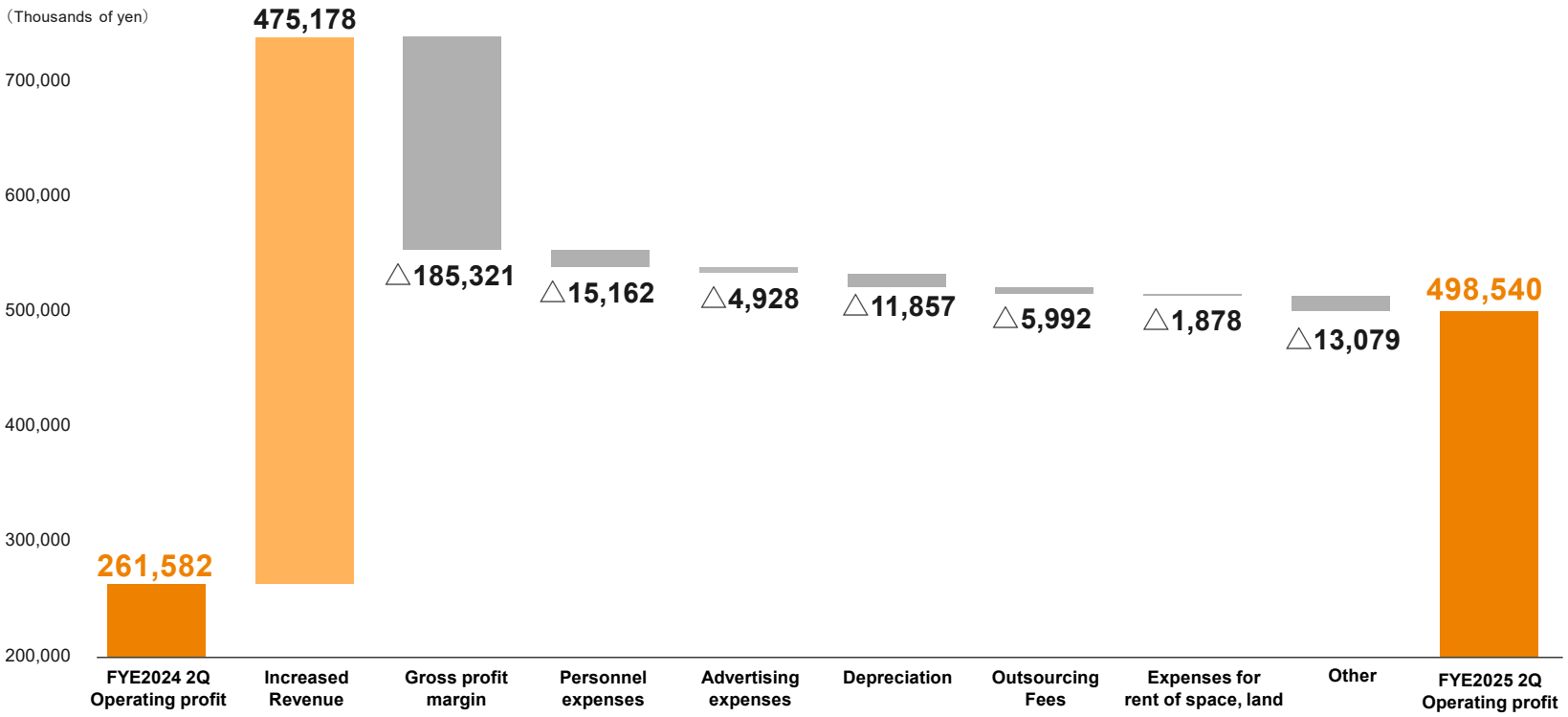
Operating Profit Analysis of Changes



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Non-operating income & expenses

（Thousands of yen）	FYE2024 2Q	FYE2025 2Q	Increase/decrease amount	Rate of increase/decrease
Non-operating income	4,906	3,905	△1,000	△20.4%
Foreign Exchange gains	4,599	–	△4,599	–
Interest	9	3,698	＋3,689	–
Other	297	207	△90	△30.4%
Non-operating expenses	20,086	5,288	△14,798	△73.7%
Listing-related expenses	20,086	–	△20,086	–
Foreign Exchange losses	–	5,288	＋5,288	–

- Non-operating income decreased slightly due to an increase in interest despite not recording any foreign exchange gains.
- Non-operating expenses decreased due to not recording listing-related expenses despite recording foreign exchange losses.

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Dividend Forecast

	FYE2022	FYE2023	FYE2024	FYE2025 Forecast
Dividend per share (yen)※	47.20	62.00	67.00	17.50 (70.00)
Total dividends (Million yen)	56	74	89	—
Dividend payout ratio	20.0%	19.7%	20.4%	21.1%

- **Dividends are an important shareholder return measure.**
- **Our policy is to raise the dividend payout ratio each fiscal year while making necessary investments.**

※ The Company conducted a stock split on December 1, 2024 at a ratio of 4 shares for 1 common stock.

※ Figures for FYE2022 to FYE2024 are before the stock split.

※ Figures for the FYE2025 are after the stock split. Figures in parentheses ( ) do not include the stock split.

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Earnings forecast（FYE2025）

（Millions of yen）	FYE2024		FYE2025		Increase/decrease amount（Rate of increase/decrease）
	Achievements	Sales ratio	Achievements	Sales ratio	
Net sales	4,421	—	5,770	—	+1,348（+30.5%）
Operating profit	662	15.0%	675	11.7%	+12（+1.9%）
Ordinary profit	652	14.8%	675	11.7%	+22（+3.5%）
Profit	432	9.8%	443	7.7%	+11（+2.6%）

- **No change from the value announced on July 12, 2024**

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APPENDIX

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Supplemental Results

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Balance Sheets

（Thousands of yen）	FYE2024	FYE2025 2Q	Increase/decrease amount	Rate of increase/decrease
Current assets	4,219,436	4,362,840	+143,403	+3.4%
Cash and deposits	3,006,128	2,791,393	△214,734	△7.1%
Merchandise	844,281	869,217	+24,935	+3.0%
Non-current assets	115,293	127,431	+12,138	+10.5%
Total assets	4,334,730	4,490,272	+155,542	+3.6%
Current liabilities	1,271,131	872,754	△398,377	△31.3%
Non-current liabilities	673,005	971,974	+298,968	+44.4%
Total net assets	2,390,592	2,645,543	+254,951	+10.7%
Total liabilities and net assets	4,334,730	4,490,272	+155,542	+3.6%
Equity-to-asset ratio	55.1%	58.9%	+3.8pt	—
Interest-bearing debt	—	—	—	—

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Growth Strategy

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Growth Strategy

1. Migration to higher layer solutions and environment preparation
2. Strengthening the ecosystem to meet the needs of the large-scale AI era
3. Promoting hybridization as a comprehensive vendor of AI resources

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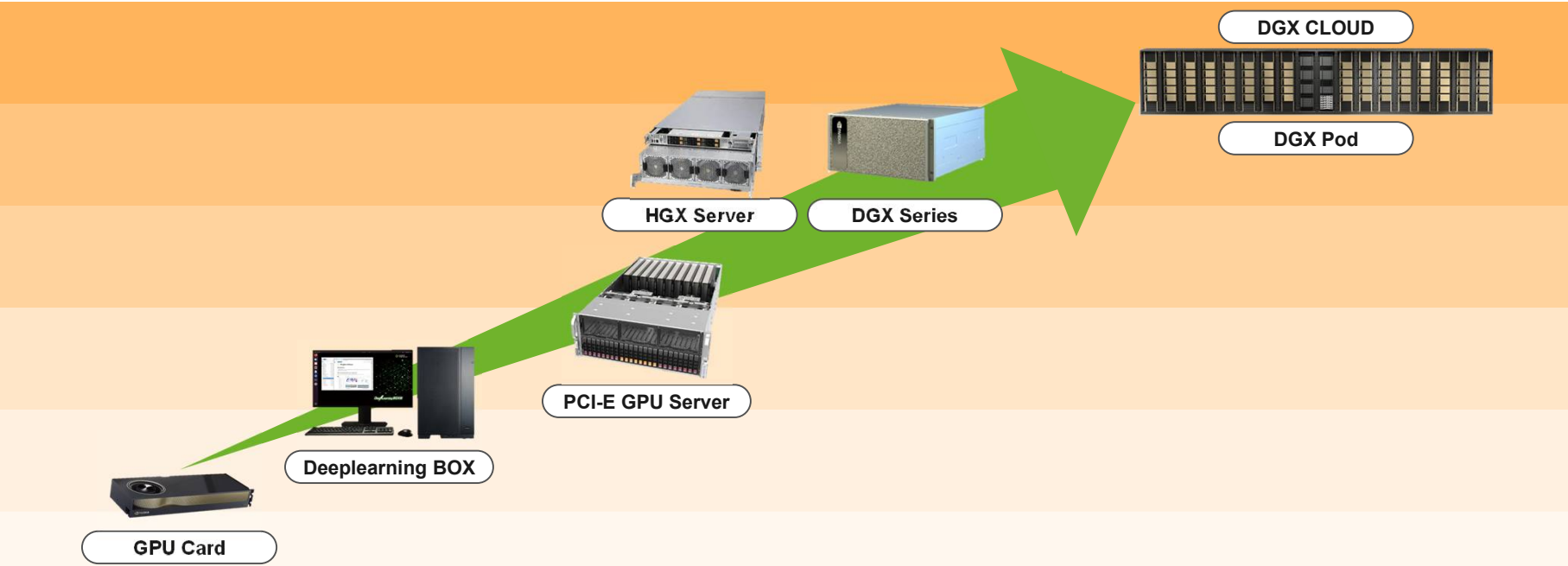
GDEP Advance

Migration to higher layer solutions & environment preparation

Expand portfolio to higher layers, from AI workstations placed by desk to large-scale GPU CLOUD.
Timely response to user needs for large-scale AI to promote reliable upselling.



GDEP Advance

Migration to higher layer solutions & environment preparation

Providing facilities for stable operation of the latest high-load GPU systems in partnership with data centers in Japan. Providing comprehensive support for efficient AI learning with the latest software tools for efficient AI learning.

Providing software tools for efficient AI learning.



Training / Operational support



GPU Card



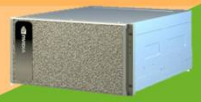
Deeplearning BOX



PCI-E GPU Server



HGX Server



DGX Series



DGX CLOUD

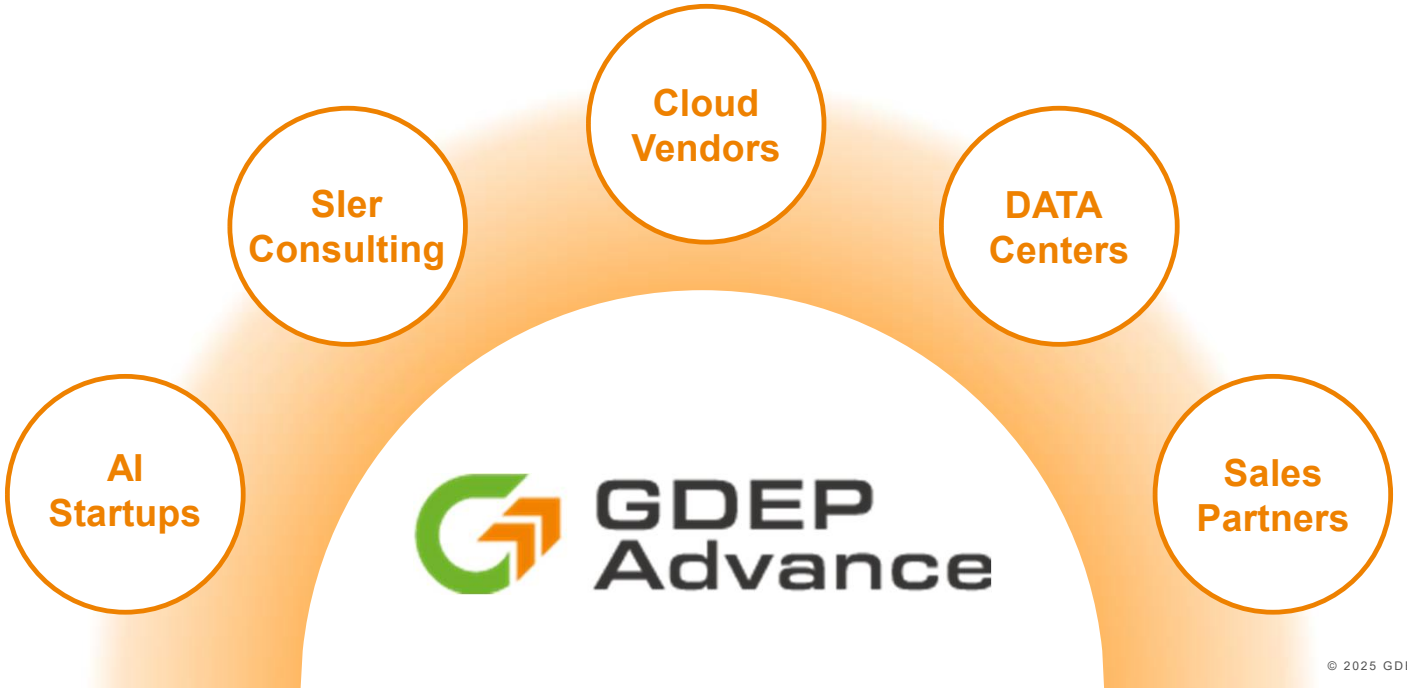
DGX Pod



Providing a more stable and enhanced operating environment in collaboration with domestic data centers.

Strengthening the ecosystem to meet the needs of the large-scale AI era

In Japan, the company began collaborating with SIers and established a system that enables horizontal and vertical division of labor for large-scale projects. In addition, the company has partnered with cloud vendors and data centers to promote hybrid use of on-premise and cloud computing. Additionally, the company will further strengthen GAT, PoC center for mobility, to generate high-quality leads.



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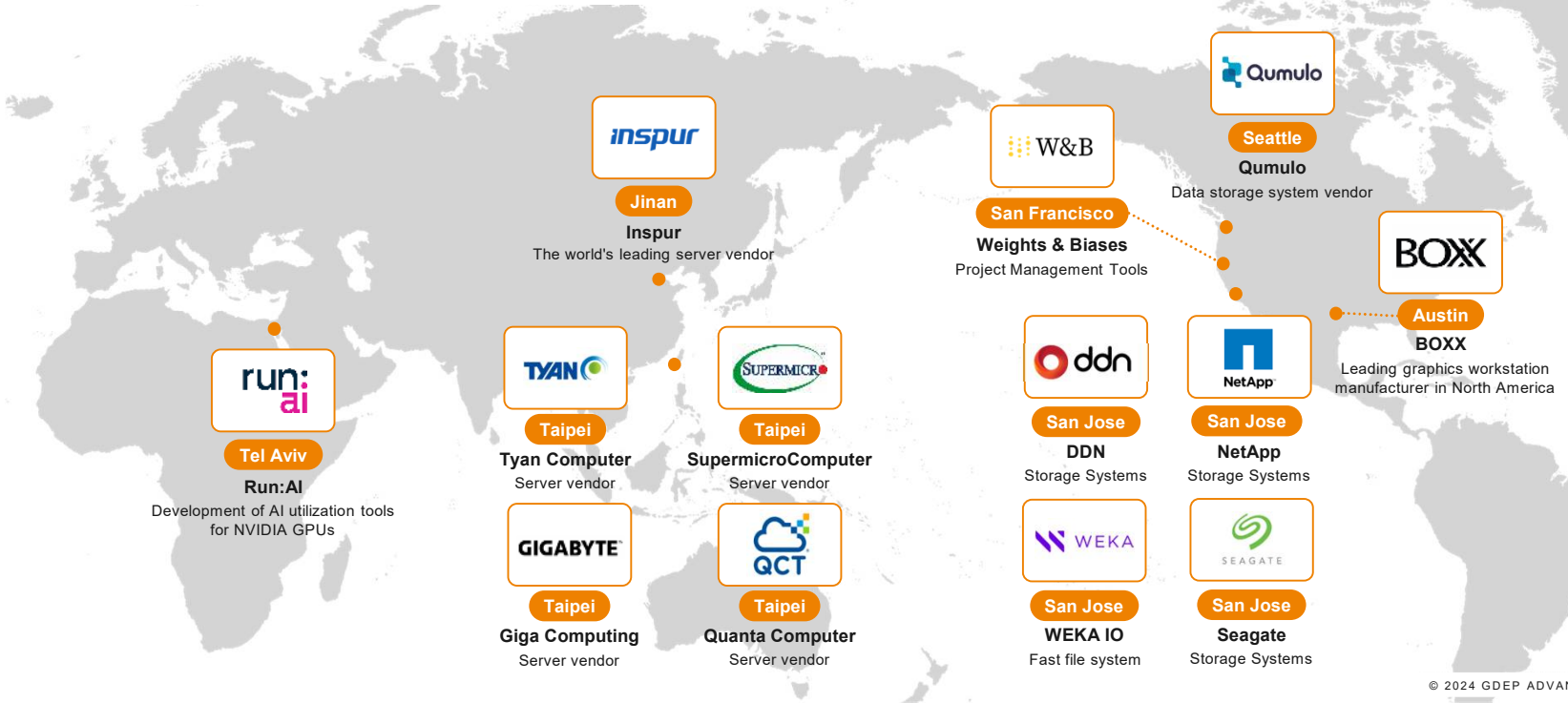
Strengthening the ecosystem to meet the needs of the large-scale AI era

In addition to our existing global partners, we have further strengthened our partner network with OEM vendors, storage vendors, and software vendors that have close relationships with NVIDIA.
We have strong product procurement capabilities and are able to build original large-scale systems.



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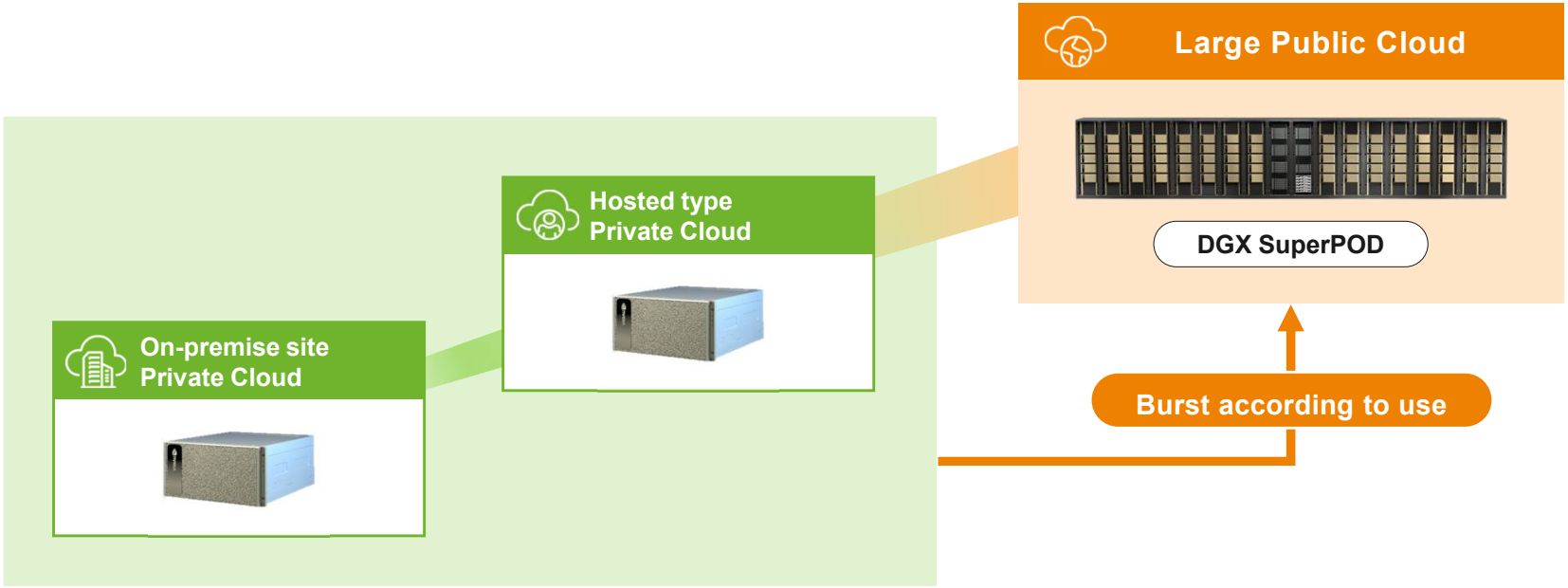
Promoting hybridization as a comprehensive vendor of AI resources

Existing resources on hand are used for PoC, and the latest equipment is used as a private cloud in the data center.
When performing large-scale calculations, burst to a public large-scale system.
We aim to be a comprehensive vendor of AI resources that can seamlessly migrate across all environments and help speed up AI development.



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Medium-term Management Plan Numerical Targets

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Business Growth

Period to invest for Accelerating top-line growth and further growth.

	FYE2025	FYE2026	FYE2027	After Medium-term Management Plan
	Duration of investment in people and equipment.		Investment recovery phase	
Plan	Accelerate top-line growth and aggressively invest in people and equipment.		Accelerate the growth rate of operating income through the results of investments in FYE2025 and FYE2026.	Maintain high growth rate of operating income and increase operating margin.
Net sales	5,770	6,960	8,415	
Operating Profit	675	775	1,055	
Operating Profit Growth Ratio	1.9%	14.9%	36.0%	

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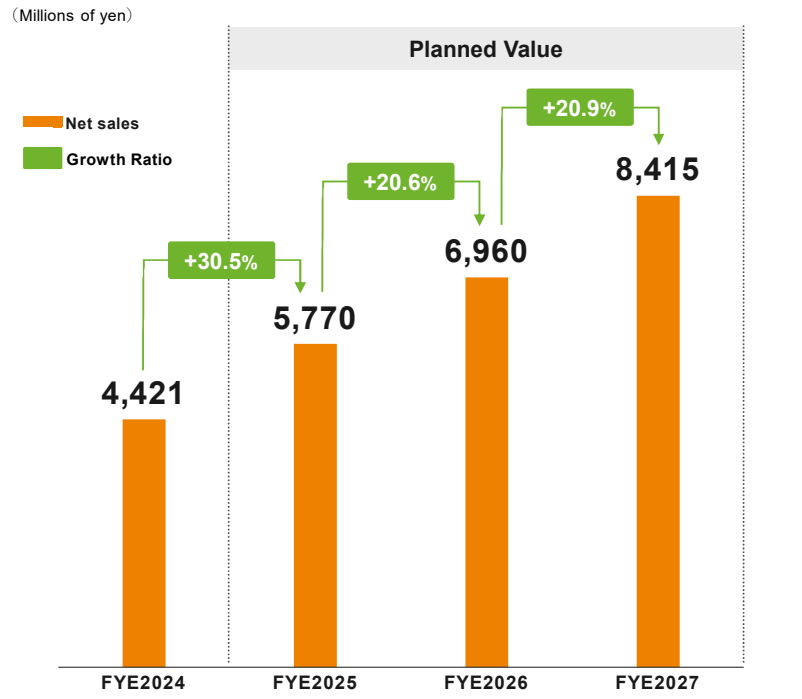
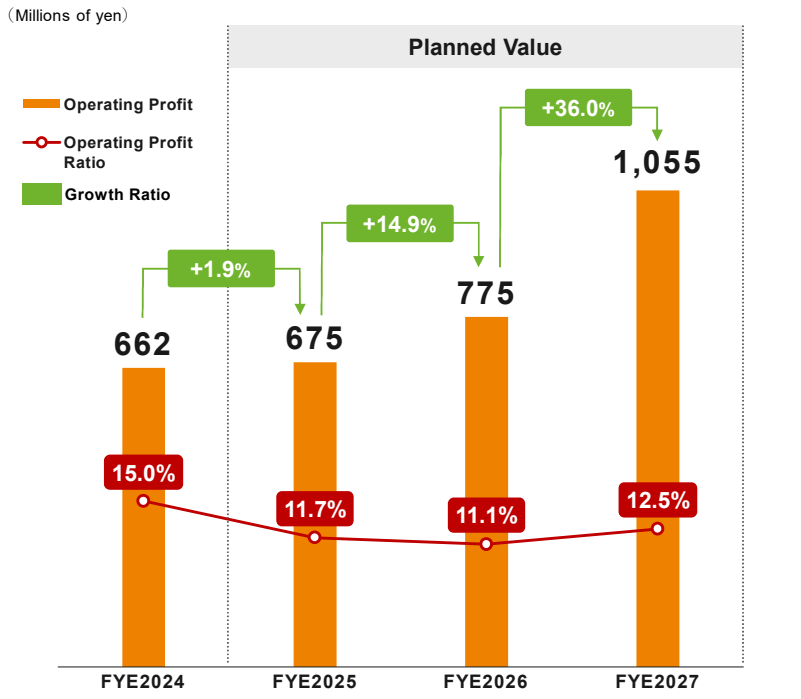
Numerical Targets

Net sales



Operating Profit・Operating Profit Ratio



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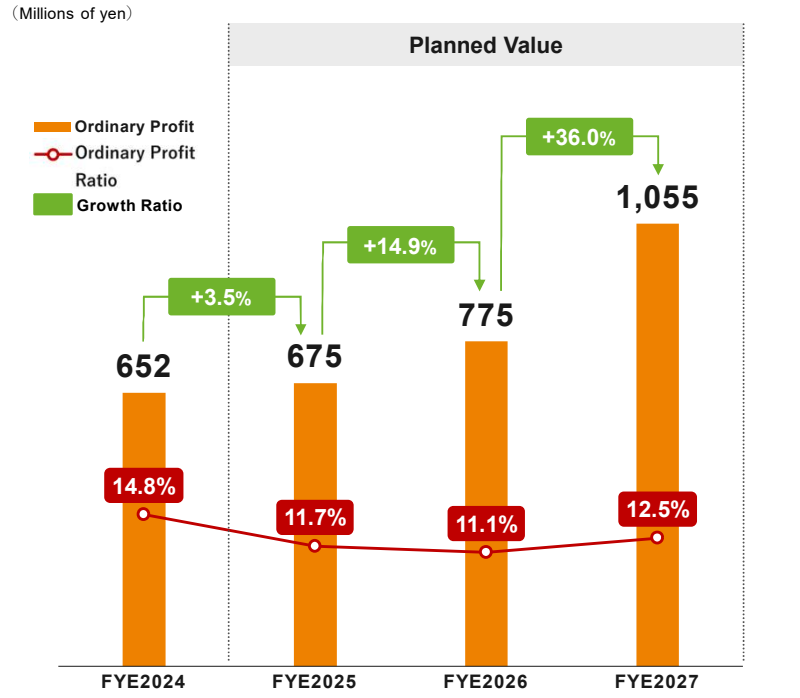
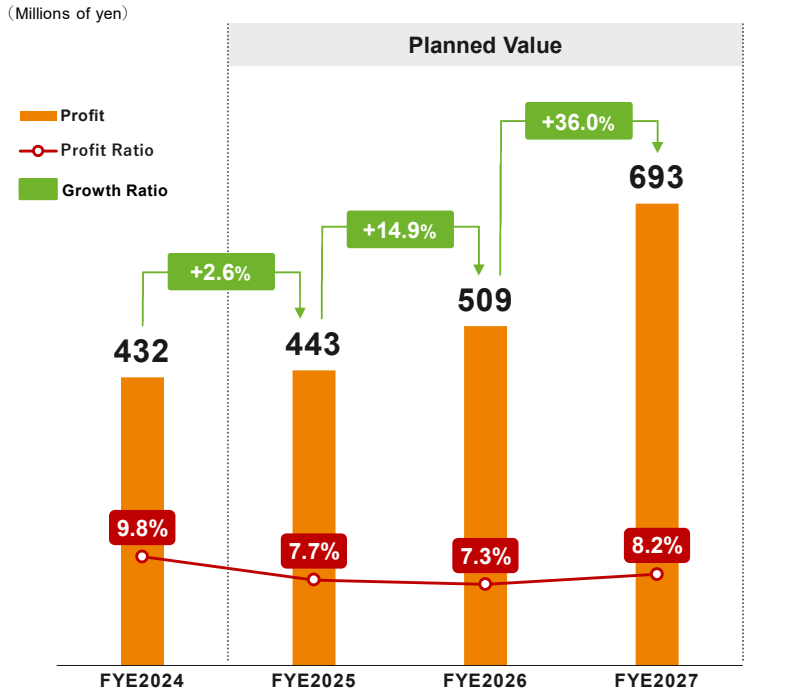
Numerical Targets

Ordinary Profit・Ordinary Profit Ratio



Profit・Net Profit Ratio



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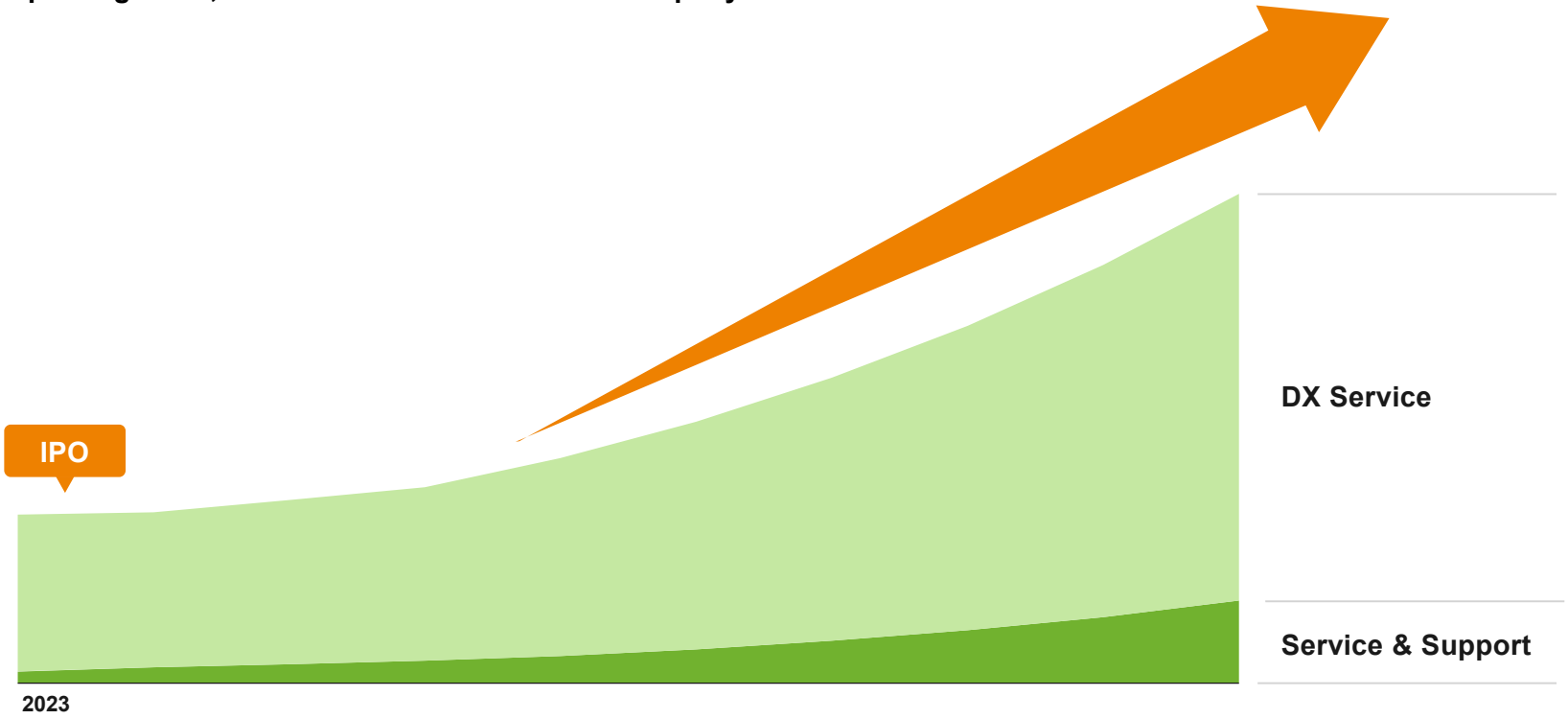
Business Growth Image

Aiming to surpass 10 billion yen in the mid-to-long term through significant top-line growth, we aim to become the No. 1 company in AI and visualization solutions.



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— Company Profile

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Company Profile

Company name	GDEP ADVANCE, Inc.
	Tokyo Stock Exchange Standard Market Securities code 5885
Establishment	2016/1/15
Representative	Representative Director President　Tadamichi Iino
Location	Sendai Main Office 3-4-33 Kokubun-cho, Aoba-ku, Sendai-shi, Miyagi 980-0803, Japan Sendai Jozenji Bldg. 8F TEL : 022-713-4050 FAX : 022-713-4051
	Tokyo Head Office 1-8-12 Harumi, Chuo-ku, Tokyo 106-6205, Japan Triton Square Office Tower Z, 5F TEL : 03-6803-0620 FAX : 03-6803-0450

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Mission / Action Guidelines

Mission

Advance with you
Let's advance the world.

Action Guidelines

As members of society, each employee at our company acts with sincerity and high ethical standards.

We contribute to the development of society through our business activities.

We comply with laws and regulations, and respect fairness and transparency.

We base our decisions on what is morally right.

We respect human rights and embrace diversity.

We create the future by reducing environmental impacts and risks.

We are always conscious of our mental and physical health, and aim to create a healthy workplace.

We contribute to the community as a member of society.

We always approach all of our work with pride and responsibility.

We share the same objectives and enjoy our own growth and the growth of the company together.

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Board Members



Representative Director President

Tadamichi Iino

1993 Joined TOWA ELECTRIC, Inc. 2007 Encountered NVIDIA's GPUs at the Super Computing Conference in Reno, Nevada, and began promoting them in Japan the following year. 2016 Founded our company.



Director CFO

Tatsuo Ohashi

Certified Public Accountant
After gaining experience in auditing at KPMG AZSA LLC, gained experience in IPO practices at a general company.
2020 Appointed as Director of the Company.



Director

Hiroshi Ojima

After working for a semiconductor trading company, he worked for an IT distributor as a buyer for several international manufacturers, including Intel.
2016 Appointed as Director of the Company.



Outside Director

Sayaka Kurihara

Attorney at Law
After working for a major law firm in Tokyo, established Sendai Asahi Law Offices. 2021 Appointed as Outside director of the Company.



Outside Director

Kenichi Hayashi

Specially Appointed Professor, Shinshu University
Former General Manager, Enterprise Marketing Division, NVIDIA
After Working on product development at Fujitsu Laboratories, worked on domestic marketing at Microsoft and NVIDIA.
2022 Appointed as Outside director of the Company.



Standing Corporate Auditor

Kunio Yamagata

After engaging in administrative duties such as accounting and finance at NEC, worked as an auditor for several group companies.
2022 Appointed as Standing Corporate Auditor of the Company.



Corporate Auditor

Nobuyuki Hoshi

Certified Public Accountant
After working at a financial institution, worked on auditing and IPO support services at a major audit firm.
2016 Established an accounting firm.
2021 Appointed as Auditor of the Company.



Corporate Auditor

Toshihiro Fukazawa

Attorney at Law
After working at a law firm in Sendai, established Sendai Kagayaki Law Office in 2022.
2021 Appointed as Auditor of the Company.

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Business

Single segment of system incubation business, within which DX services and Service & Support services
DX services mainly provide AI solutions and visualization solutions

System incubation business

DX Service

- Provision of hardware and software
- Provision of hardware operating environment

AI Solution

Provide an AI learning environment system and inference edge devices end-to-end.



Visualization Solution

Provide systems and software tools for visualization and virtualization, such as the latest XR and Metaverse, as well as CAD, CAE, CG, and other design and design tools.





Service & Support

- Maintenance
- Operational Support
- Performance Improvement Support

In addition to system maintenance, perform continuous updates to the development environment to support improvements in overall system performance.



Provide ↓ Consideration ↑ Provide ↓ Consideration ↑ Provide ↓ Consideration ↑

Client

Educational Institutions | Manufacturing | Automotive | Information Communications | Startups | Healthcare | M&E | Research Institute

※ Visualization is the act of expressing（visualizing）things, phenomena, relationships, etc. that cannot be seen directly as images.
※ M&E is an abbreviation for Media & Entertainment.

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Service Category ＆ Business Models

Among DX services, AI visualization solution services and other DX solution services are flow businesses, while subscription services and Service & Support are stock businesses.

Service Category	Main Services	Business Models
DX Services	**AI・Visualization Solution Services** ● Providing products and services for developing and operating AI services, and products and services for computer processing using video and images.	Flow Businesses
	Other DX Solution Services ● Assembly and sales of storage devices, sales and configuration of network equipment, sales of software, and design and construction of systems combining them.	
	Subscription Services ● In addition to on-premise offerings for in-house use, rental and cloud services are offered as “subscription services”.	Stock Businesses
Service & Support	**Continuous development environment updates** ● Services to improve overall system performance through a combination of software updates and optimal versions.	
	Hardware Maintenance ● Provides Q&A, FAQ sharing, fault isolation, on-site support, alternate environment, etc.	

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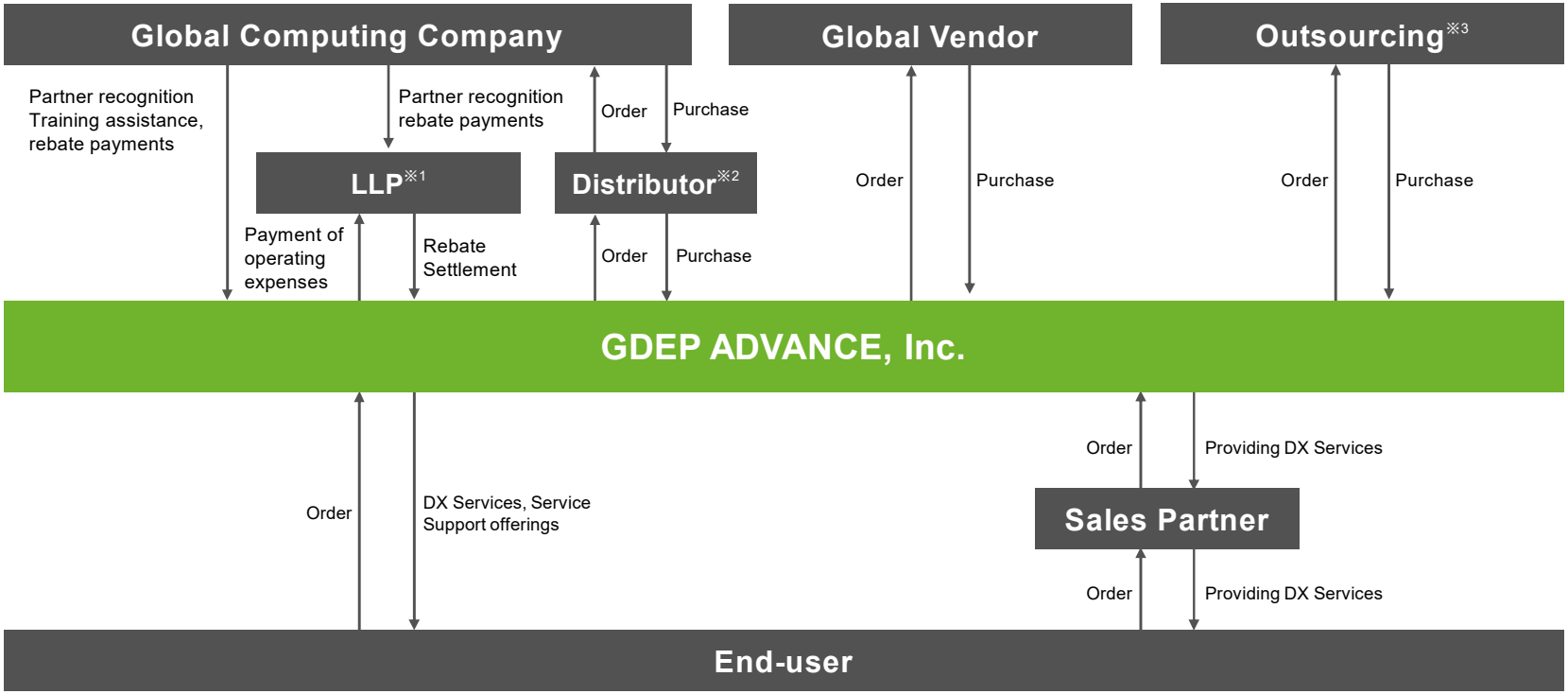
Business Flowchart



※1 This refers to Japan GPU Computing Limited Liability Partnership. The partnership is certified as a partner by NVIDIA, and receives kickbacks from NVIDIA, which are then distributed to each partner.
※2 We purchase some of our products mainly from domestic distributors that are certified as partners by global computing companies.
※3 We outsource some of our assembly work.

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Case Study

INPUT

Issues

InferVision JAPAN
（Chinese medical startup）

Medical imaging diagnosis of COVID-19

- To be used at domestic universities and medical research institutes, we wanted to make it as small, quiet, and power-efficient as possible while maintaining high-speed inference processing performance and high reliability.



OUTPUT

Solution

Edge device for AI inference

Modified base system from TyanComputer, Taiwan, with a small GPU from NVIDIA.
Obtained NVIDIA's device certification through thorough operation verification.

- Compact, low power consumption and high robustness
- NVIDIA certified to ensure reliability
- Up to 36 times faster than conventional PC inference

Incubation



OUTCOME

Small Mass Deployment

General release in July 2020, adopted for face recognition systems, pedestrian flow analysis, security systems, etc.



Problem Solving Phase

Hear customers' issues, plan, propose, and provide unique solutions using cutting-edge technologies.

※Conscious of small mass deployment

Small Mass Deployment Phase

Deploy the knowledge gained as semi-custom solutions for customers facing similar challenges.

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History & Sales Trends

2024 Started GPU Advanced Test Drive with Toyota Tsusho Group's Nexty Electronics Corporation

2023 Introduced TOKYO-1, a Drug Discovery AI Cloud Platform, Mitsui & Co.

2020 Partially succeeded from TOWA ELECTRIC, Inc. through an absorption-type company split. Company name changed to GDEP ADVANCE,Inc.

2019 Delivered NVIDIA DGX to RIKEN RAIDEN System

2018 Developed and implemented “G-works” tool for AI development Started handling NVIDIA's AI server

2016 Established GDEP Advance Inc. ※2 and became a certified NVIDIA Visualization Partner

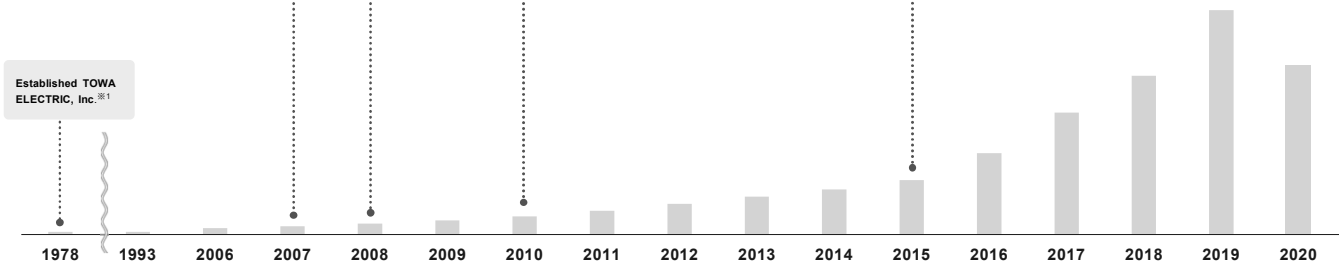
2015 Developed and released AI workstation “DeepLearningBOX“

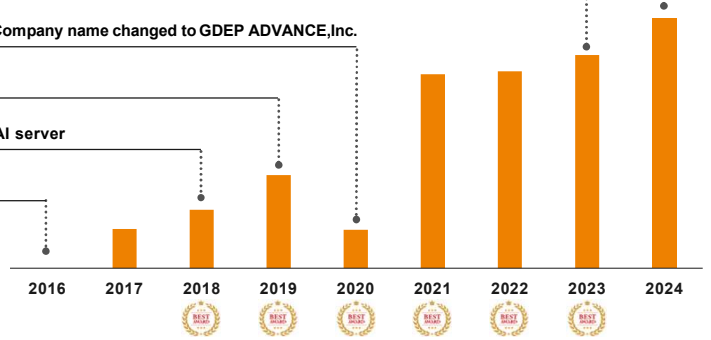
2010 Established G-DEP, Nihon GPU Computing Partnership

2008 TPP Partner Certification from NVIDIA

2007 Started handling NVIDIA products

Established TOWA ELECTRIC, Inc.※1





NVIDIA AI Server DGX No.1 in cumulative sales

※1 TOWA ELECTRIC, Inc. is our substantial predecessor company.
※2 Established as a subsidiary of TOWA ELECTRIC, Inc. mainly to provide NVIDIA's products.
※3 On April 1, 2020, the information and telecommunications business of Towa Electric Co., Ltd. and TOWA ELECTRIC, Inc.'s investment in LLP were subject to an absorption-type company split.

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— Our Strengths & Features

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Outline of Strengths & Characteristics

High competitive advantage is created by the source of our technological capabilities recognized by four global computing companies, as well as planning and product procurement capabilities derived from our collaboration with global vendors.

Sources of Strengths

High technical capabilities certified by four global processor manufacturers

Planning and product procurement capabilities derived from collaboration with global IT vendors

Our Characteristics

1. **Proposing optimal solutions by combining the latest technology with unique gimmicks**
2. **Diversity of Solution Delivery Forms**
3. **Customer continuity through Service & Support**
4. **Acquisition of projects with a view to small mass development**
5. **Unique positioning that differentiates us from our competitors**

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High technology certified by four global processor manufacturers

Certifications：Certifications: 11 types of certifications from 4 global processor manufacturers.

※We are the only company in Japan that has received certification from these four companies.

Especially NVIDIA is the No.1※partner in Japan with whom we have built a good relationship since 2007.

※Number of certified licenses, AI server DGX sales, number of awards received

Certification

NVIDIA AI Solution Provider Preferred※
NVIDIA Compute Solutions Integration Elite※
NVIDIA Networking Solution Provider Preferred※
NVIDIA Omnivers Solution Provider Preferred
NVIDIA Visualization Solution Provider Elite
DGX AI Compute Systems Cloud Partner Preferred
DGX AI Compute Systems Solution Provider Elite※
DGX Cloud Solution Provider Preferred※

※ Accreditation as an LLP

Awards

FY17 NVIDIA BEST DGX Reseller Award※
FY18 NVIDIA BEST DGX Reseller Award※
FY19 NVIDIA BEST DGX Reseller Award※
FY20 NVIDIA BEST DGX Reseller Award※
XILINX VAR Recognition Program Champion Award
FY21 NVIDIA BEST DGX Reseller Award※
FY22 XILINX VAR Recognition Program Champion Award
NVIDIA BEST DGX Partner of the year※
NVIDIA BEST NPN of the year※
FY23 NVIDIA BEST NPN of the year※
NVIDIA BEST Infrastructure Partner of the Year※
FY24 NVIDIA Solution Provider Award of the Year※

※ Awarded as LLP

Received awards every year for our technical capabilities, proposals, and achievements



intel ® Technology Provider GOLD

XILINX ® ALVEO Value Added Reseller

AMD® Elite Partner

1 Proposing optimal solutions by combining the latest technology with unique gimmicks

Combining the latest technologies and adding unique gimmicks to them through our technical capabilities as a certified partner of four global computing companies and close information sharing with global vendors.
Design and propose the best solutions to solve customer issues.



+



Design and provision of original models to meet customer challenges.

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2 Diversity of Solution Delivery Forms（1/2）

A flexible delivery format that can respond to diverse customer needs, not only for on-premise flow business, but also for cloud and rental services, which are stock businesses.



On-premise

Computer systems are owned and operated by the user. Provides a wide range of services including design and construction of workstations and servers for AI and visualization applications, high-speed high-capacity storage, and high-bandwidth networks.

Cloud

We hold a cloud provision license. We partner with a data center that can handle high power and high heat and can operate stably, and provide wrapping and operational support services in one.

Rental

Rental

We provide a flexible hardware rental service based on your needs, specifications, period and budg.

Flow Businesses

Stock Businesses

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2 Diversity of Solution Delivery Forms（2/2）

The cloud provided by our company uses cutting-edge hardware not available from major companies, and provides services using the bare metal method※. This increases customer convenience and establishes a strong competitive advantage as a cloud for development.

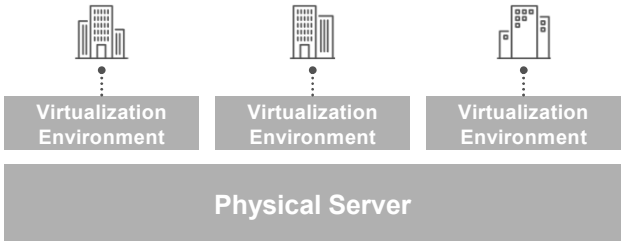
Cloud



General Cloud Services

Operate via virtualized environment
Share a single resource with multiple users

- Security and cost concerns with sending/receiving data to/from overseas servers
- Limited resources available



Bare metal cloud provided by our company

No virtualization environment, resources occupied by a single company

- Hardware performance can be fully utilized
- A secure environment equivalent to on-premises is achieved while ensuring low cost and scalability



※ Bare Metal Cloud　This is a system in which physical servers are used in the cloud without virtualization, allowing users to directly benefit from system performance without the extra processing required for virtualization.

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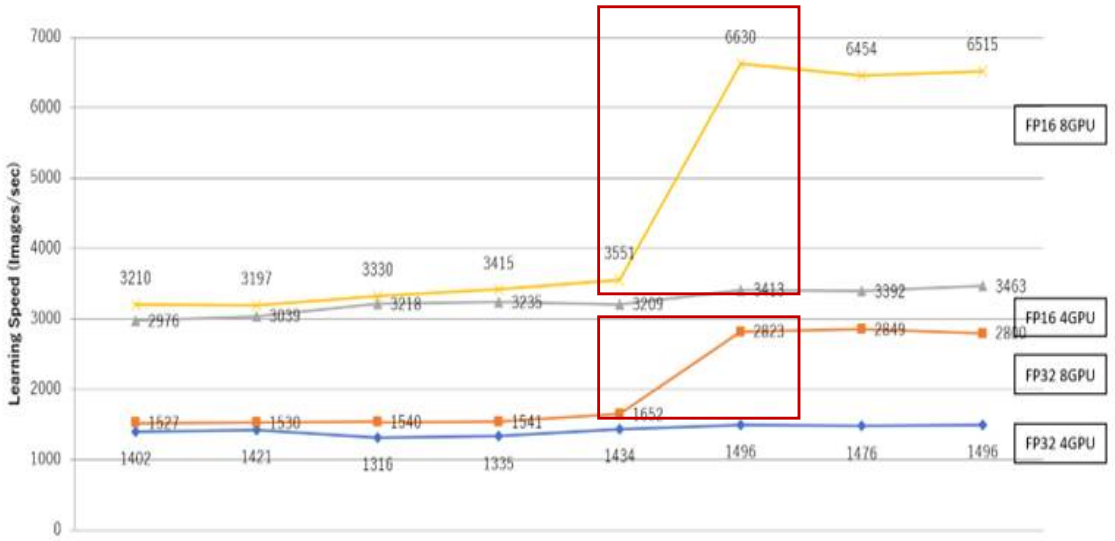
3 Customer continuity through Service & Support

Continuously updating your system to the optimal environment by verifying changes in performance through software tuning on actual equipment.
Continuously improving system performance without changing the hardware.
Improvement of post-implementation usage value（user experience）.

Improved overall system performance through software tuning （the process of updating software and combining versions from different generations to find optimal values）



It is mainly used for R&D, and the speed of evolution and trend changes is fast.
AI development environments are our specialty.

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4 Acquisition of projects with a view to small mass development

Develops solutions that can be deployed in small masses by solving individual problems.

High profitability in small mass market by adding unique gimmicks and increasing the difficulty of imitation.

Hearing	Persona Setting	Difficulty of imitation: Addition of unique gimmick	Semi-custom offer
Listening to customers' ideas and concepts to find the best approach.	Select personas（virtual customers）for small mass development and clarify future sales expansion targets.	• In-house developed software tools • Request development of hardware planned in-house to a global vendor etc.	Provided as a flexible, semi-custom solution targeting an assumed persona

Problem Solving Phase

Incubation

Solution development & provision

Small Mass Deployment Phase

Planning skills: Knowledge as a certified partner

NVIDIA / intel / AMD / AMD XILINX

Procurement capabilities: global vendor relationships



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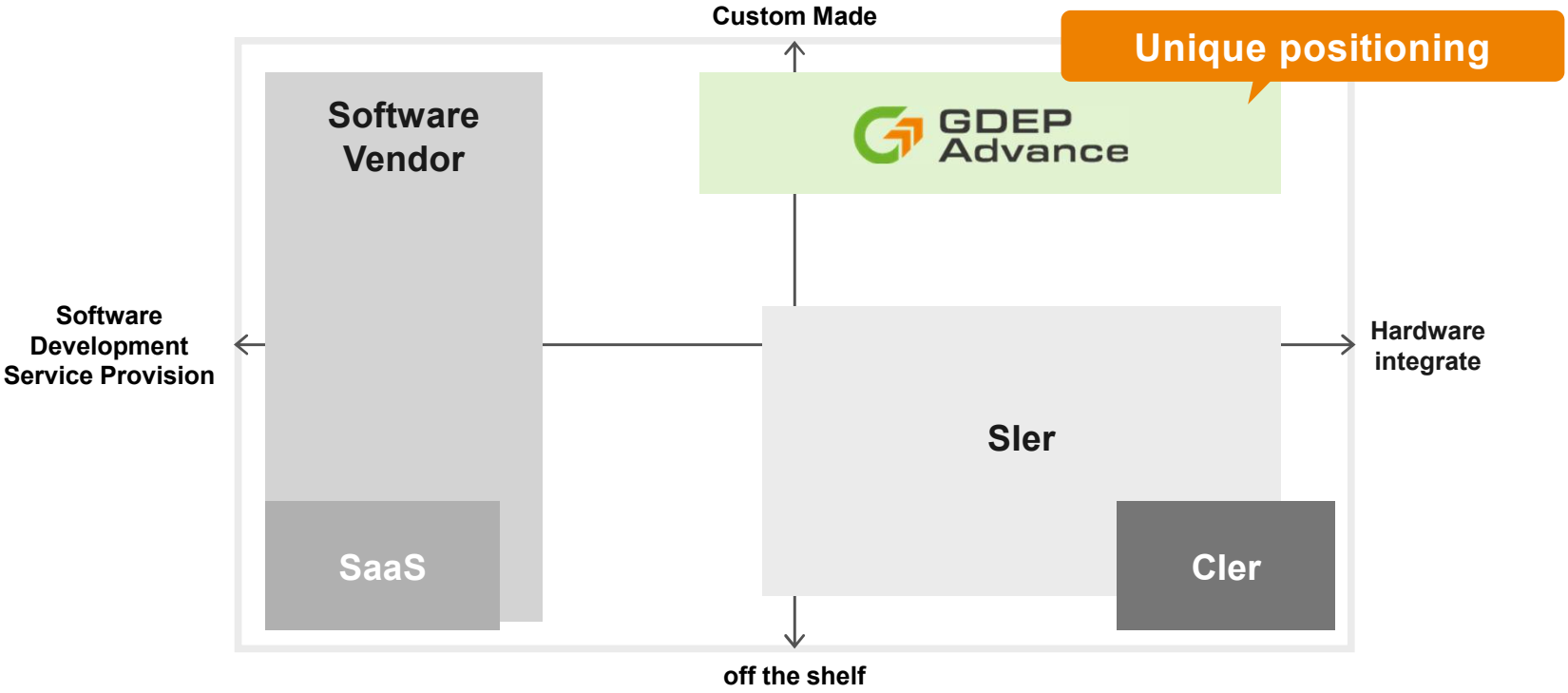
5 Unique positioning that differentiates us from our competitors

Flexible solution provider with strong knowledge of cutting-edge hardware.



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GDEP Advance

Advance with you　Let’s advance the world.

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