August 27, 2026

Note: This English translation is provided for reference purposes only. In the event of any discrepancies between the original Japanese version and this English translation, the original Japanese version shall prevail.

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TerraSky Establishes Consulting Headquarters

~ Building a new DX support system that seamlessly delivers end-to-end services from identifying management challenges to system development and operations ~

TerraSky Co., Ltd. ("TerraSky") today announced the launch of its newly established Consulting Headquarters, which began full-scale operations in August to actively drive clients' business transformations and the expansion of their business foundations.

As a transformation partner, TerraSky aims to accompany enterprises through this new division from the identification of latent business challenges to their resolution. By leveraging TerraSky's extensive cloud expertise, the division provides end-to-end services—from issue identification to system implementation and stable operation—committing to flawless system rollouts and tangible business outcomes.

■ Background of Establishment

TerraSky has built a strong track record ranging from cloud implementation proposals to development and operations. However, a structural challenge across the broader IT industry is the disconnect between upstream strategy formulation and downstream system development. This frequently causes initial strategic visions to diverge from actual development and operational realities.

In response, the newly formed Consulting Headquarters provides end-to-end partnership from issue identification to system implementation and operation. By engaging deeply in client business strategies from the outset, TerraSky leverages its proven technical capabilities to deliver sustainable corporate transformation.

■ Key Features of TerraSky's Consulting Approach

To address traditional consulting challenges—such as high-cost structures and disconnects from implementation—TerraSky delivers value based on the following five pillars:

1. Focus on the Mid-Market
   Primarily targeting mid-sized and upper-tier enterprise clients facing shortages of IT resources and planning expertise. TerraSky provides highly execution-oriented and flexible consulting tailored to each company's growth trajectory.

2. Market-In Strategic Proposals
   Deepening TerraSky's strength in multi-cloud proposals for DX, we formulate IT strategies rooted in client business environments and market demands. Treating technology selection strictly as a means to an end, we deliver growth-driven solutions spanning from realizing business visions to transforming business processes through AI.

3. Risk Reduction via Success-Fee Models
   To address uncertainties around consulting ROI, TerraSky introduces flexible fee structures aligned with project achievement levels. For example, cost savings generated from IT optimization can be repurposed to fund subsequent IT investments or governance enhancements.

4. Operational Transformation via BPaaS
   Moving beyond strategy, TerraSky provides business processes as a managed service (BPaaS). This fundamentally resolves client resource deficits, optimizing running costs while enabling flexible business scaling.

5. Value Creation via TerraSky's Proprietary Ecosystem
   High synergies are generated through an ecosystem that seamlessly integrates with the TerraSky Group's SI operations and extensive product suite. This unique end-to-end support framework—from strategy through implementation—delivers unmatched speed and proven execution.

■ Case Example: IT Transformation in Manufacturing

Applying a market-in approach, TerraSky redefined required business processes and IT architectures starting from business challenges, such as volatile market conditions and diversifying client needs.

By rebuilding fragmented departmental systems into an integrated platform capable of responding rapidly to market shifts, and by advancing process standardization (Fit to Standard) using BPaaS, TerraSky successfully optimized IT costs and reallocated freed-up management resources to core businesses. TerraSky continues to enhance client corporate value by evolving IT investments from a "defensive cost" into an "offensive source of competitive advantage."

■ Business Goals

The Consulting Headquarters aims to achieve an annual standalone revenue of 2 billion yen or more in the fiscal year ending February 2031 (FY2/2031).

- Comment from Jun Ozawa, Senior Managing Executive Officer, CSO, and General Manager of Consulting Headquarters:

"Today, many companies face the complex challenge of directly translating AI and emerging technologies into core business growth.

Our Consulting Headquarters engages with clients from the ultra-upstream phase prior to system development, accompanying them in identifying latent management issues. By fusing the

TerraSky Group's proven system integration capability with high-level consulting, we map out and deliver a clear, reliable path toward sustainable growth and business transformation."

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