



Financial Update

Q2 FY2/2027

Terrasky Co., Ltd.
TSE: 3915

October 15, 2026

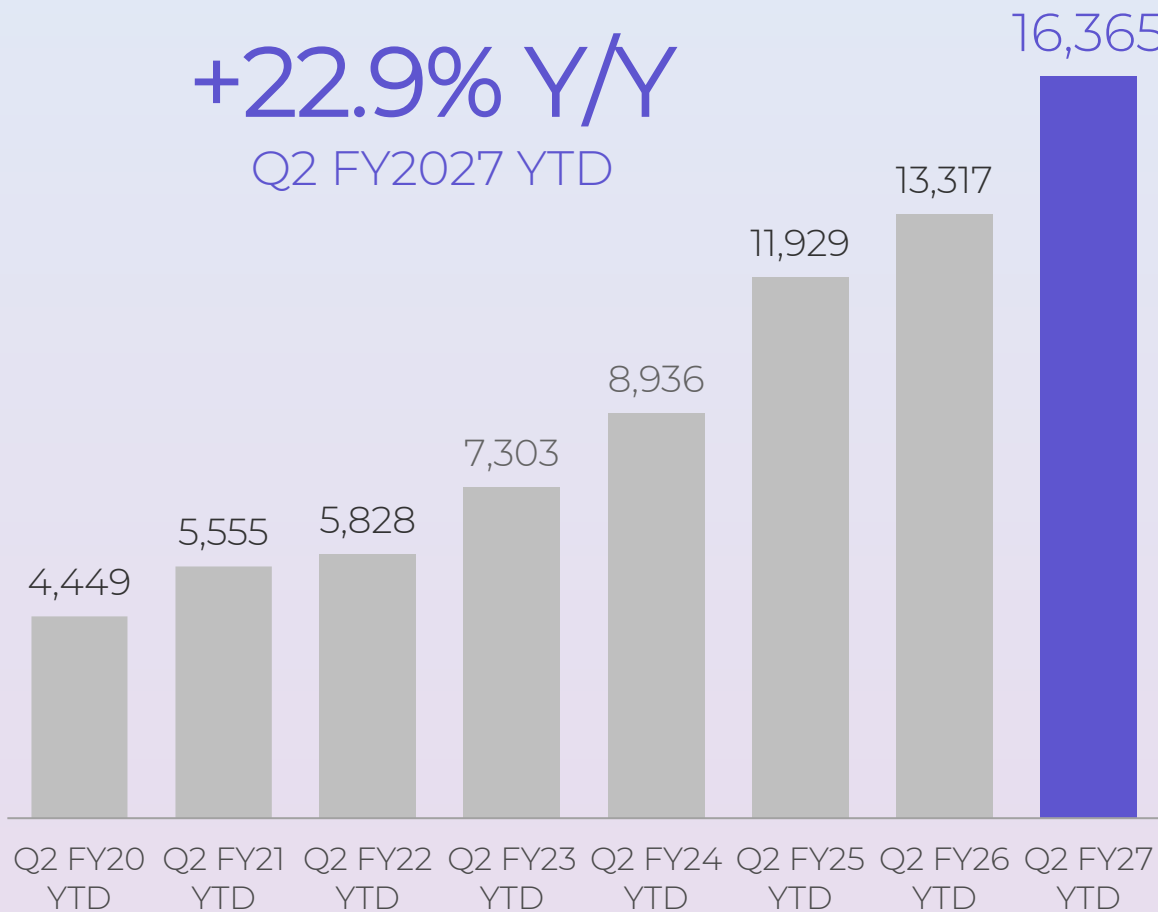
Highlights

Record-High Sales and Profit

Consolidated Net Sales (¥MM)

Continued strong growth driven by robust demand across the entire Group.

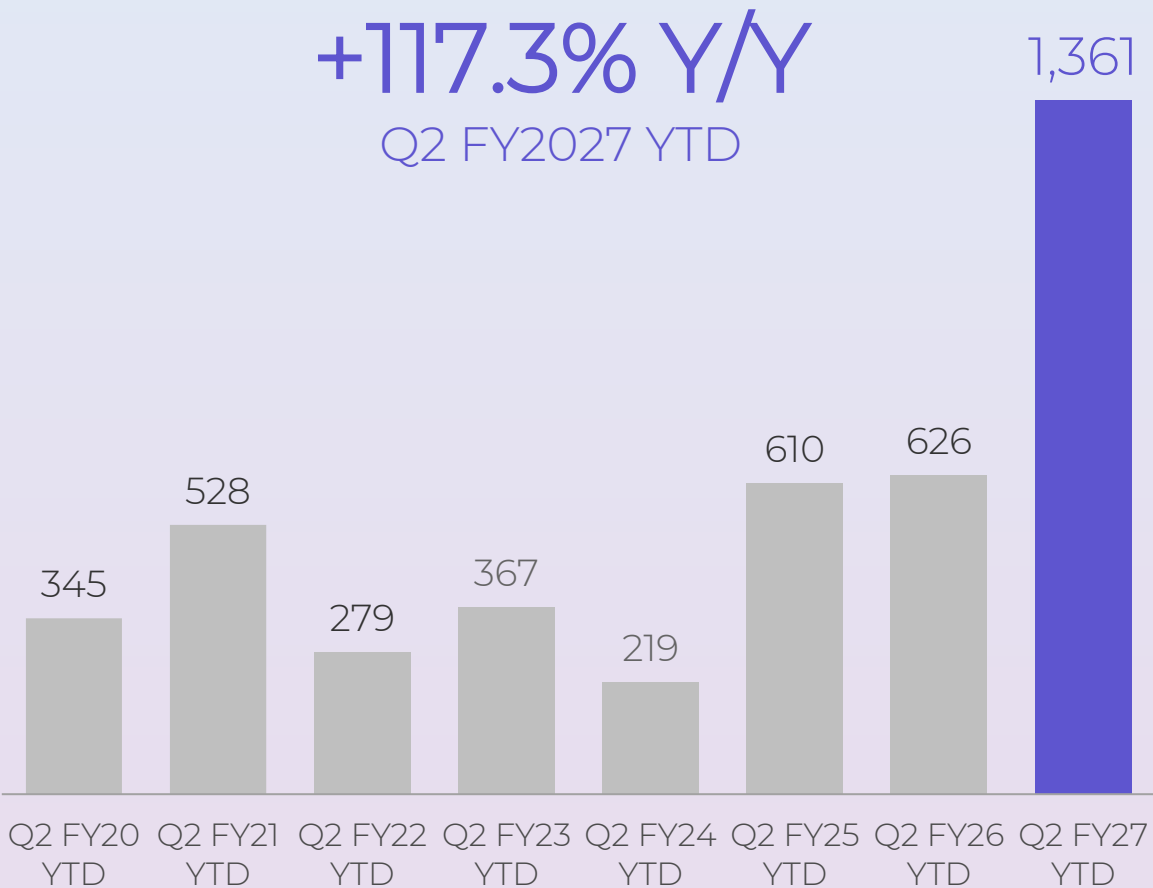
+22.9% Y/Y
Q2 FY2027 YTD



Consolidated Operating Profit (¥MM)

Achieved significant profit growth, supported by higher utilization rates and tangible benefits from Group restructuring in the previous fiscal year.

+117.3% Y/Y
Q2 FY2027 YTD



A wide-angle photograph of Earth from space, showing a curved horizon and a bright sun setting or rising, creating a lens flare effect. The sky is a deep blue, and the Earth's surface is visible as a lighter blue with white clouds.

Q2 FY2027 Consolidated Financial Results

Consolidated Operating Results

¥ in Millions, Except Percentages and EPS

- **Consolidated net sales** increased by 22.9% Y/Y to JPY 16.3 billion, **reaching a record high while maintaining strong growth.** Both Solution Sales (JPY 15.1 billion, up 22.8% Y/Y) and Product Sales (JPY 1.3 billion, up 23.4% Y/Y) **achieved record highs**, driven by an increase in large-scale projects. **Overall Group progress remained nearly on track with the plan.**
- **Consolidated operating profit** rose significantly by 117.3% Y/Y to JPY 1.3 billion, **hitting a record high.** Solution Segment Profit (JPY 2.0 billion, up 37.4% Y/Y) **reached a record high** due to higher utilization rates. Product Segment Profit (JPY 86 million, up JPY 167 million Y/Y) **turned profitable**, supported by continuous sales growth. Non-consolidated TerraSky **significantly outperformed expectations**, while almost all subsidiaries achieved their plans.
- Regarding **the full-year financial forecast**, while advancing upfront investments such as major events and office relocation, we maintain our initial targets and aim for certain achievement.

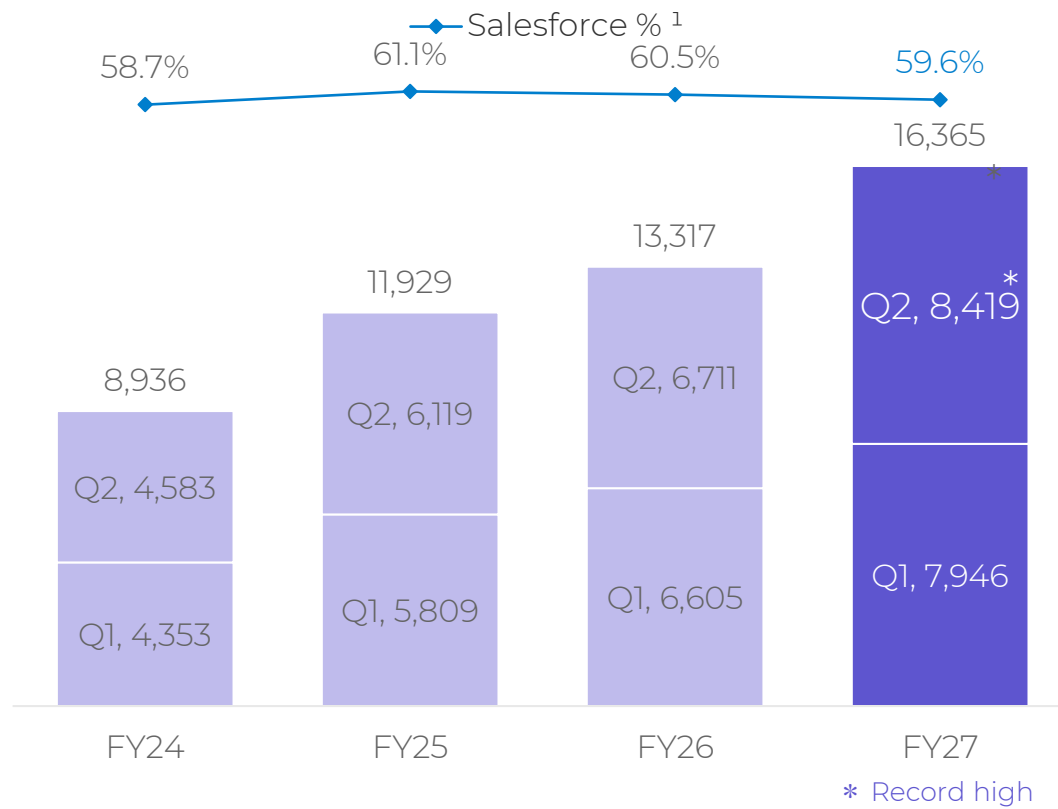
	Q2 FY26 YTD Results	Q2 FY27 YTD Results	Y/Y Change		FY27 Forecast as of Apr 14	Progress		
			Amount	%		1Q	2Q	
Net sales	13,317	16,365	+3,048	+22.9%	34,349	7,946	8,419	47.6%
Operating profit	626	1,361	+734	+117.3%				
Margin	4.7%	8.3%	-	+3.6pp	2,541	566	794	53.6%
Ordinary profit	702	1,433	+731	+104.1%				
Margin	5.3%	8.8%	-	+3.5pp	2,628	610	822	54.5%
Net profit attributable to TerraSky	407	880	+473	+116.3%				
Margin	3.1%	5.4%	-	+2.3pp	1,526	350	529	57.7%
Basic EPS (yen)	31.54	68.22	36.68	116.3%	118.21			57.7%

* Record high

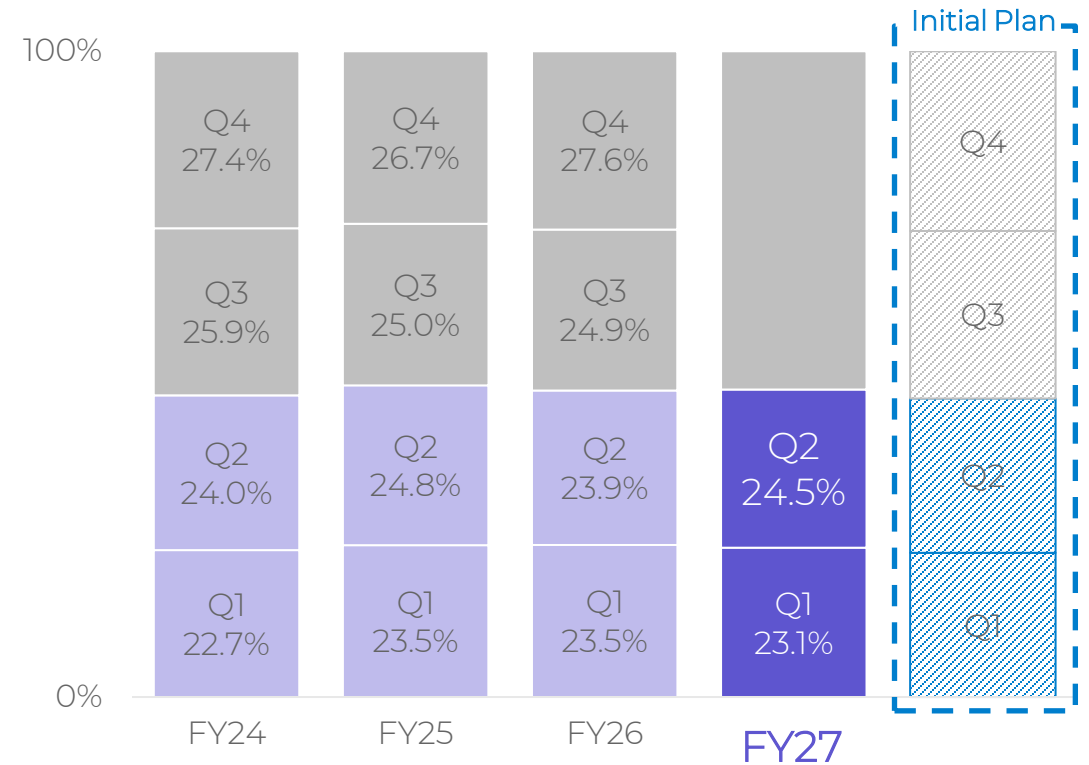
Consolidated Net Sales

- Consolidated net sales for the quarter reached a record high of JPY 8.4 billion, up 25.4% Y/Y. This was driven by solid demand in the Solution Business centered on Salesforce and AWS, alongside robust demand in the Product Business focused on mitoco ERP-related offerings.
- Performance for Q2 YTD outperformed the plan by 3.1%.

Net sales (¥MM)



Quarterly Breakdown & Progress

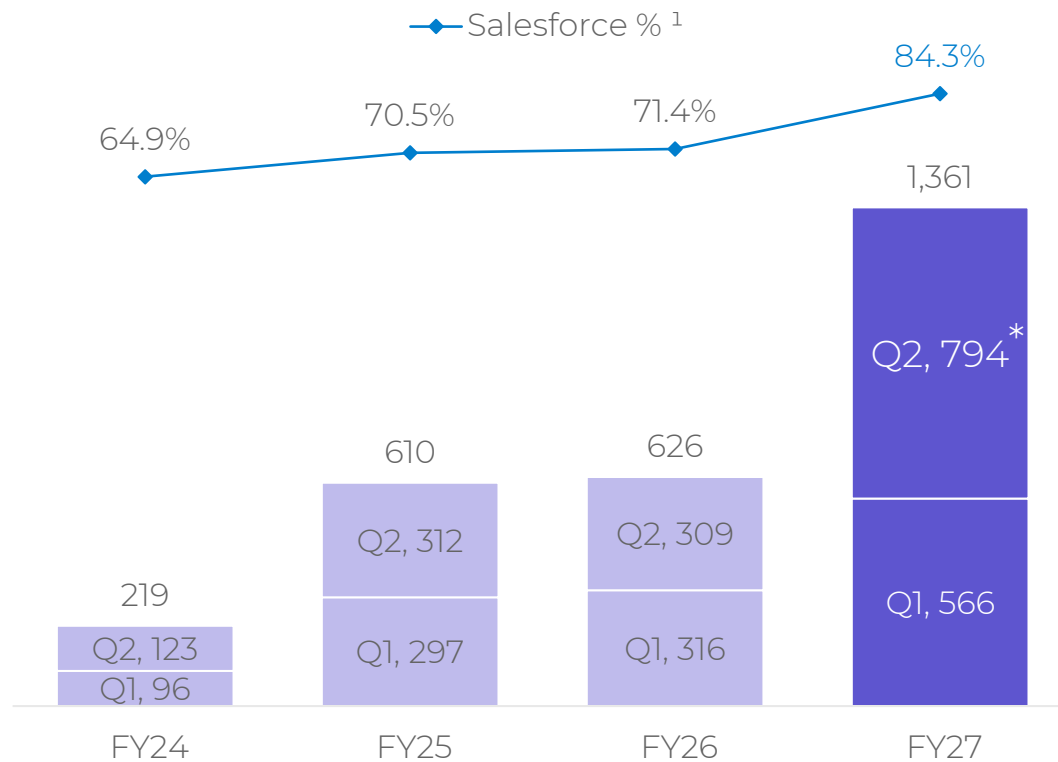


¹ As of FY26 Q3, the Salesforce % is calculated against the total amount including Salesforce, IaaS, and others (e.g., Quemix, Terra Sky Ventures).

Consolidated Operating Profit

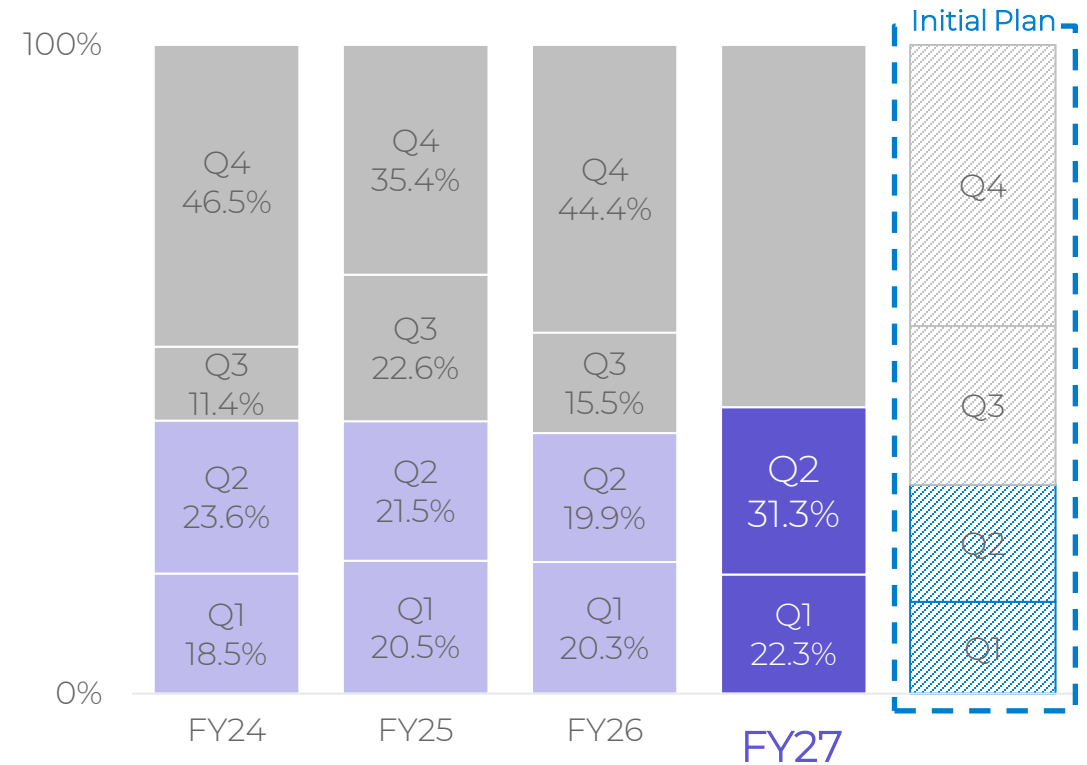
- Consolidated operating profit for the quarter reached a record high of JPY 794 million, up 156.5% Y/Y. Significant profit growth was achieved, primarily driven by higher utilization rates in the Solution Business, tangible benefits from group restructuring, and a turn to profitability in the Product Business.
- Performance for Q2 YTD outperformed the plan by 66.5%.

Operating Profit (¥MM)



* Record high

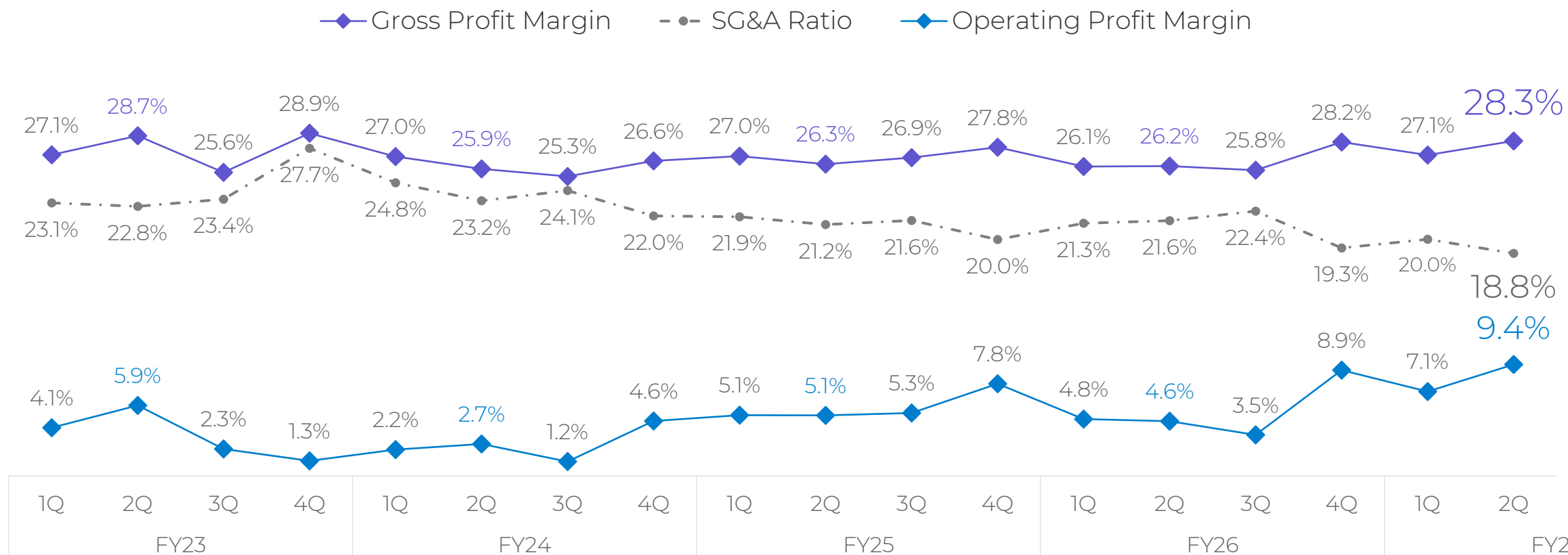
Quarterly Breakdown & Progress



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

Profit Margin Trends

- Quarterly gross profit margin improved by 2.1 pp Y/Y. This improvement was driven by higher unit prices from larger projects at non-consolidated TerraSky, a shift toward in-house core workforce, and structural reform benefits from FY2026.
- Quarterly operating profit margin expanded by 4.8 pp Y/Y, maintaining a high level. Regarding SG&A expenses, the ratio of advertising and promotional expenses decreased Y/Y.



Q2 FY2027 Consolidated Balance Sheet

(¥MM)	As of Feb. 28, 2026	As of Aug. 31, 2026	Change
Current assets	15,554	16,662	+1,108
Property, plant and equipment	432	384	(47)
Intangible assets	1,711	1,716	+4
Investments and other assets	4,513	5,190	+676
Non-current assets	6,658	7,290	+632
Total assets	22,212	23,953	+1,741
Current liabilities	6,426	6,669	+243
Non-current liabilities	819	982	+163
Total liabilities	7,245	7,652	+407
Shareholders' equity	10,586	11,407	+820
Total net assets	14,967	16,301	+1,334

Key Factors for Change

Current assets:

- Increase in cash and deposits, as well as accounts receivable, driven by sales growth.

Investments and other assets:

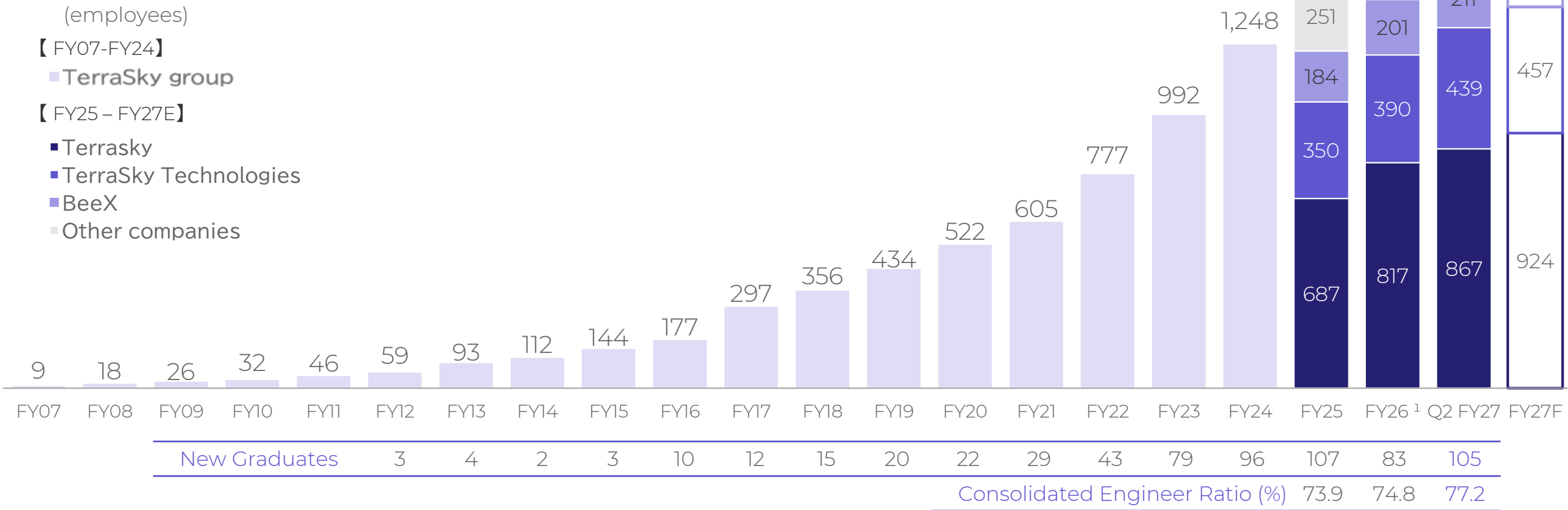
- Increase in investment securities due to higher stock price.

Q2 FY2027 Consolidated statements of cash flows

(¥MM)	Q2 FY26	Q2 FY27	Details
Cash flow from operating activities	710	1,324	Increase in interim profit before income taxes.
Cash flow from Investing activities	(629)	(655)	
(subtotal) Free cash flow	80	668	
Cash flow from Financing activities	85	7	- Increase from Quemix capital injection. - Decrease from dividend payouts.
Cash and cash equivalents at end of the period	6,676	8,940	

Historical Group Headcount and FY2027 Plan

- Q2 headcount increased by 124 from the end of the previous fiscal year to 1,738.
- Group-wide new graduate hires totaled 105 in Spring 2026, and the Group plans to reach a total headcount of 1,871 for FY2027.
- New graduates scheduled for sequential deployment starting in H2 FY2027.



*The above figures are the total number of employees at TerraSky, consolidated subsidiaries, and affiliated companies.

¹ In FY26, DiceWorks was absorbed into TerraSky Co., Ltd. (non-consolidated) due to a group reorganization.

Talent Ecosystem: Discovery × Development × Retention

Discovery

Expanding Regional Hiring (Nationwide Uniform Wages)

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

Early Awareness via Education Support

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

Development

Practical Educational Infrastructure for Field-Ready Skills

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

Realizing Rapid Workforce Readiness

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

Retention

High Engagement & Rewarding Workplace

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

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





Q2 FY2027

Segment Results

Solutions business

Contract development and support for optimal systems utilizing cloud technology.



Microsoft Azure



Google Cloud



Segment Companies

Salesforce



IaaS



Quantum computing



Products Business

Development and provision of specialized cloud services and products.



Segment Company

Salesforce

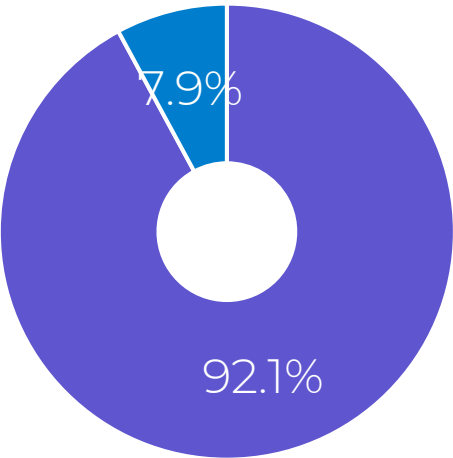


Net Sales and Operating Profit Composition Solutions Business vs. Products Business



Q2 FY2026 YTD

Net sales

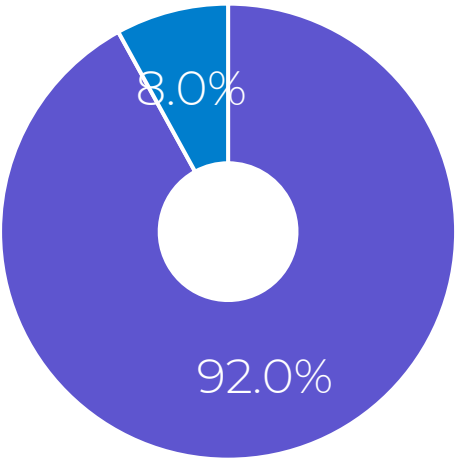


Segment profit



Q2 FY2027 YTD.

Net sales



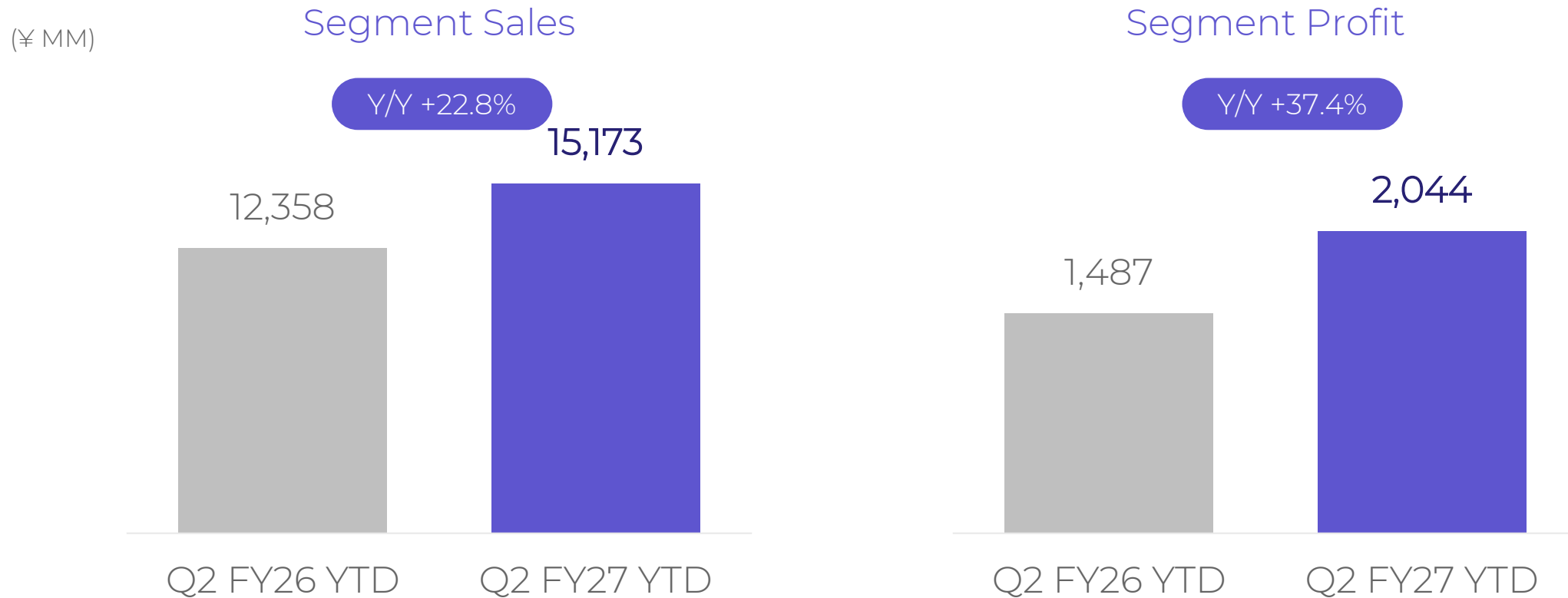
Segment profit
86 MM



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

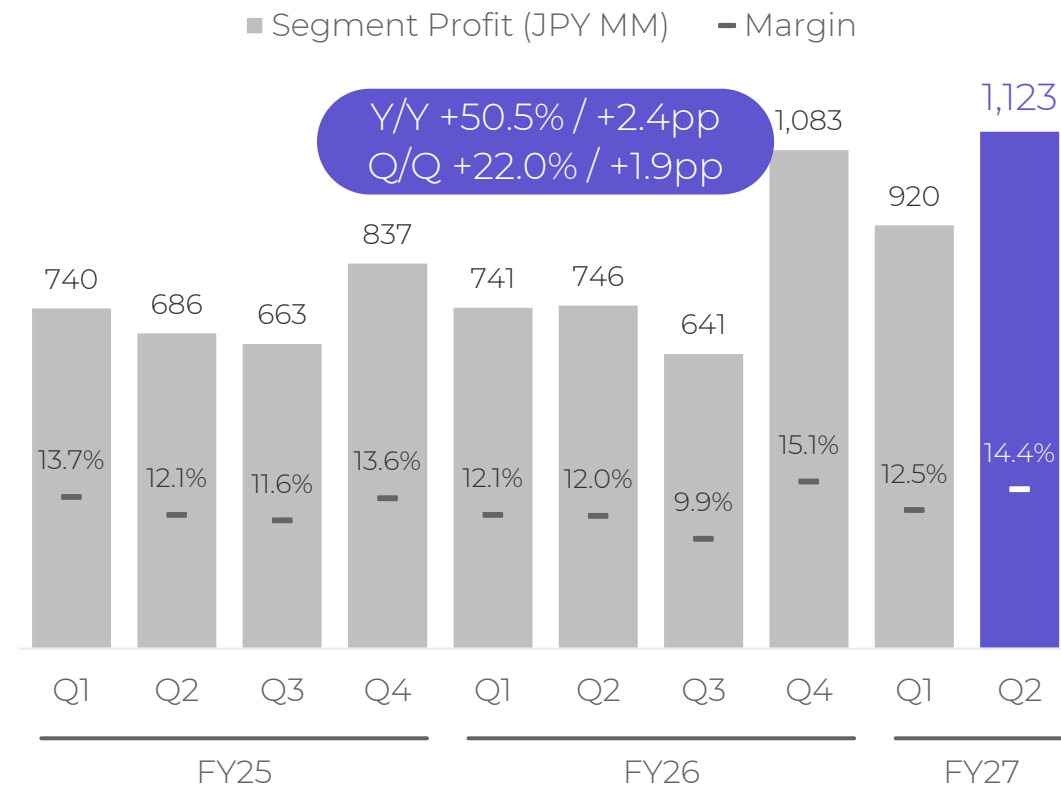
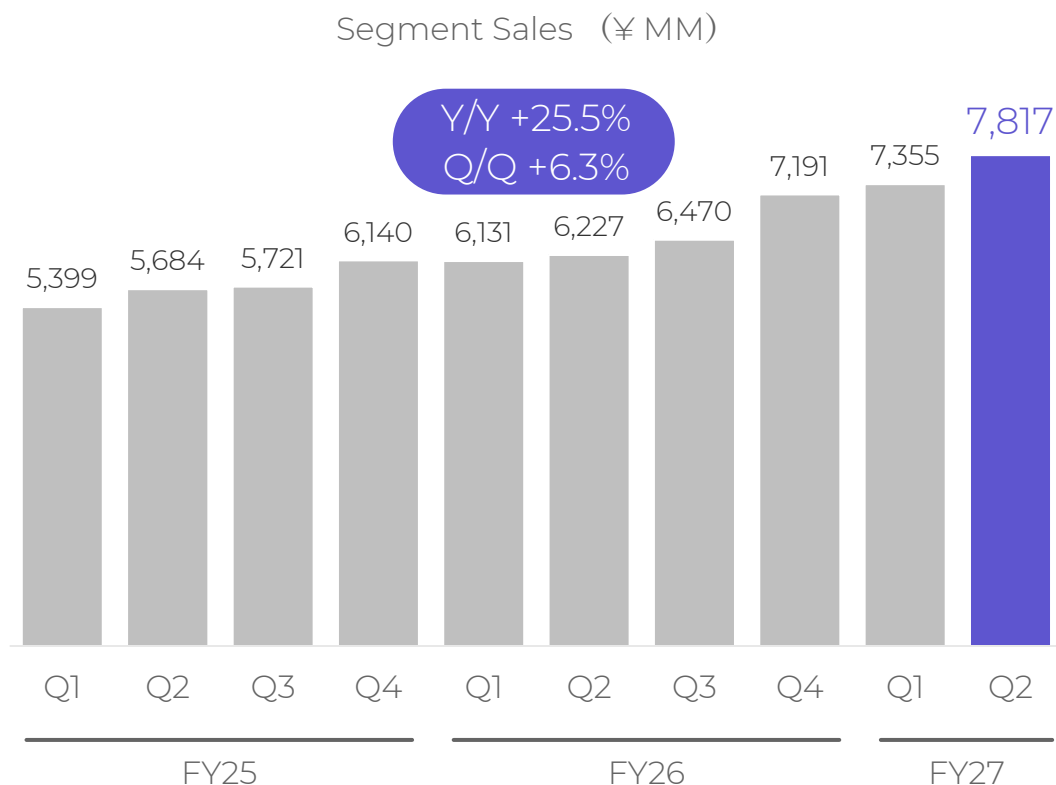
Solutions business : Q2 YTD Performance

- **Q2 YTD segment sales** reached a new record high of JPY 15.1 billion, growing 22.8% Y/Y.
This record performance was primarily driven by an increase in large-scale Salesforce projects at Non-consolidated TerraSky and higher AWS license sales at BeeX, with almost all subsidiaries achieving Y/Y sales growth.
- **Q2 YTD segment profit** reached a new record high of JPY 2.0 billion, up 37.4% Y/Y.
Key contributors included higher engineer utilization rates resulting from AI utilization and an increase in large-scale projects at Non-consolidated TerraSky, alongside tangible benefits from group restructuring in the previous fiscal year.



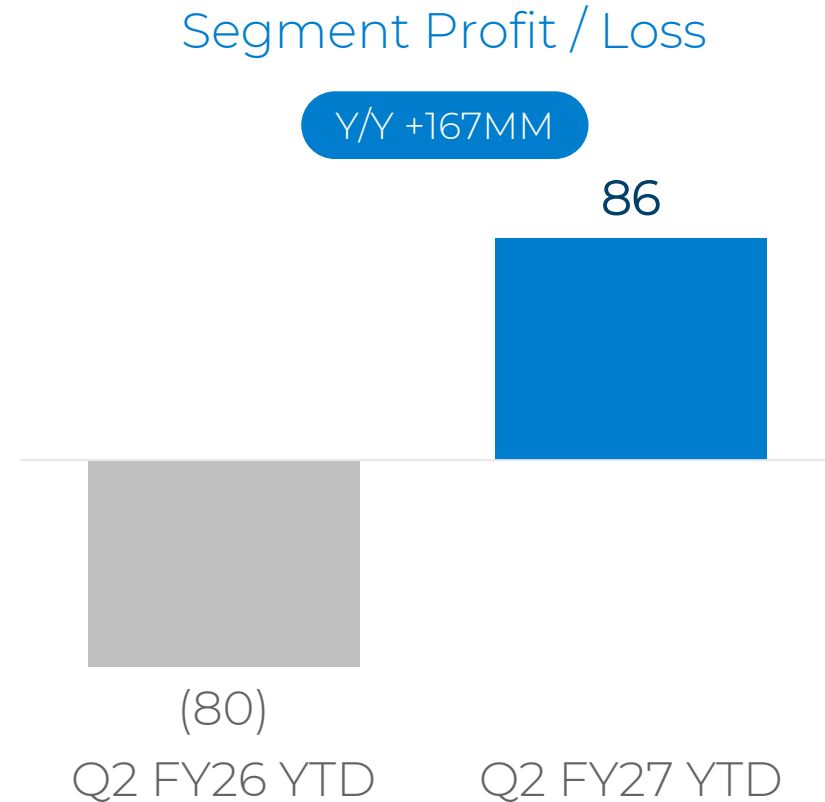
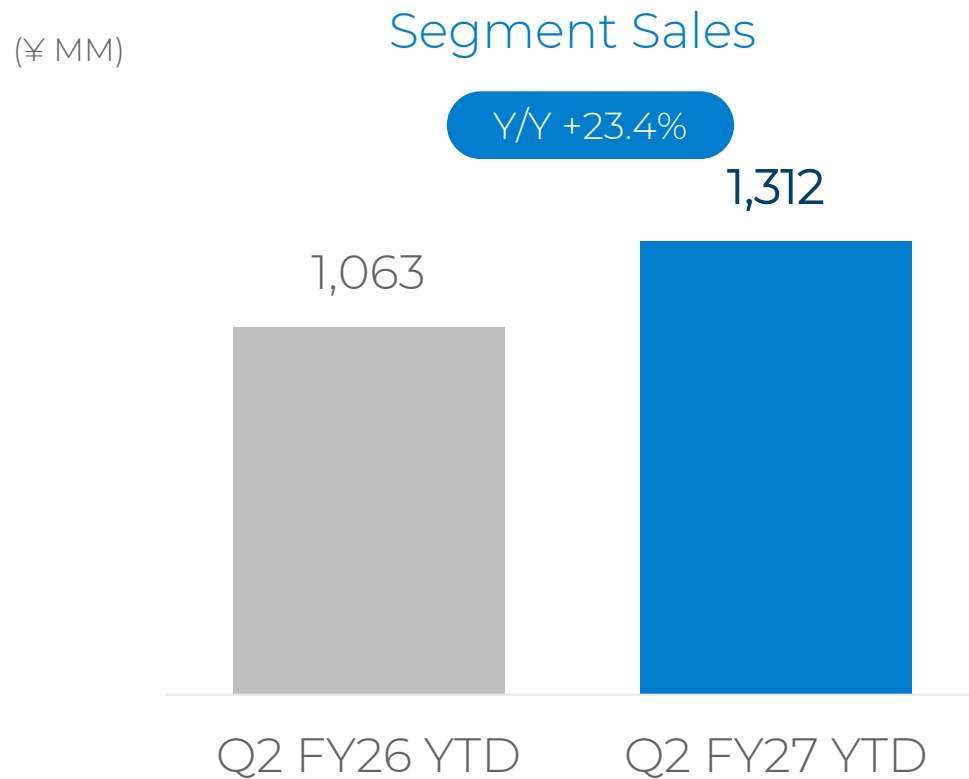
Solutions business : Quarterly Performance

- Quarterly segment sales for Q2 (Jun. – Aug.) reached a record high of JPY 7.8 billion, up 25.5% Y/Y. This growth was driven by Non-consolidated TerraSky, with almost all subsidiaries achieving Y/Y sales growth.
- Quarterly segment profit for Q2 (Jun. – Aug.) reached a record high of JPY 1.1 billion, up 50.5% Y/Y. This was primarily attributable to a significant profit increase at Non-consolidated TerraSky.



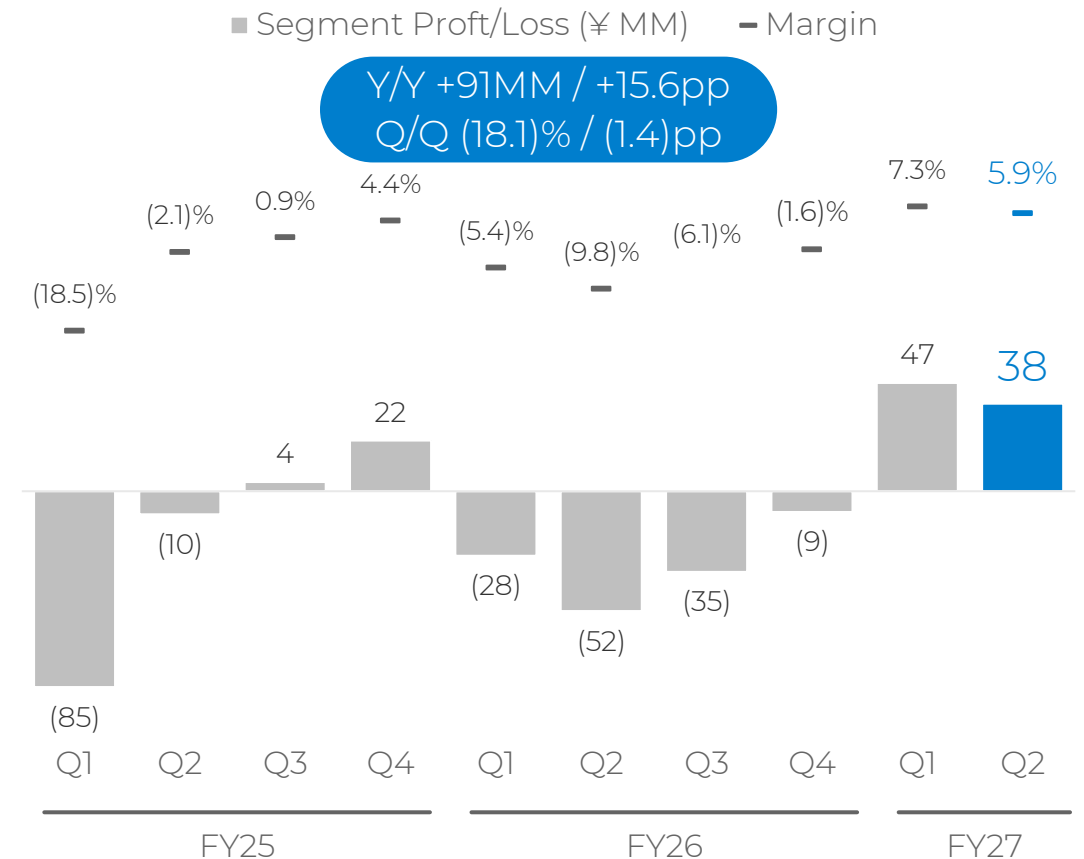
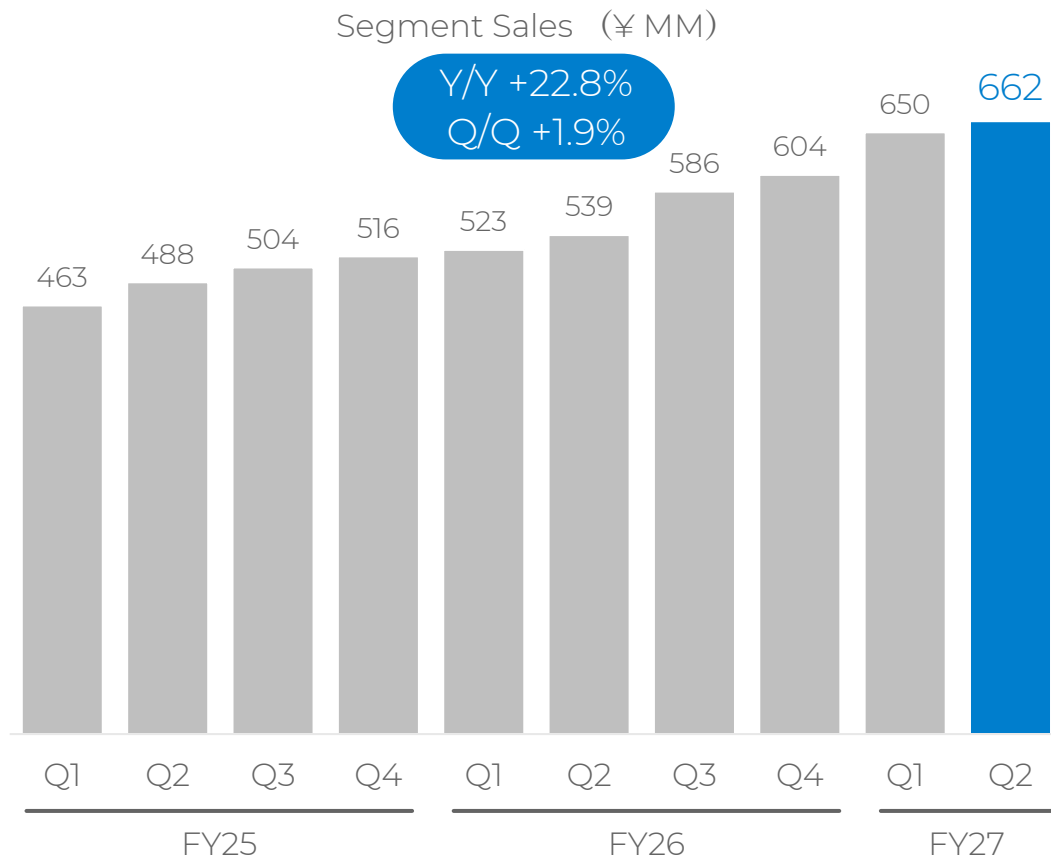
Products Business : Q2 YTD Performance

- Q2 YTD **segment sales** reached a record high of JPY 1.3 billion, up 23.4% Y/Y, driven by growing demand for mitoco ERP, which has undergone continuous upgrades, alongside synergy creation with the strong Solution Business at Non-consolidated TerraSky.
- Q2 YTD **segment profit** turned profitable, reaching JPY 86 million (up JPY 167 million Y/Y), supported by sustained revenue growth.

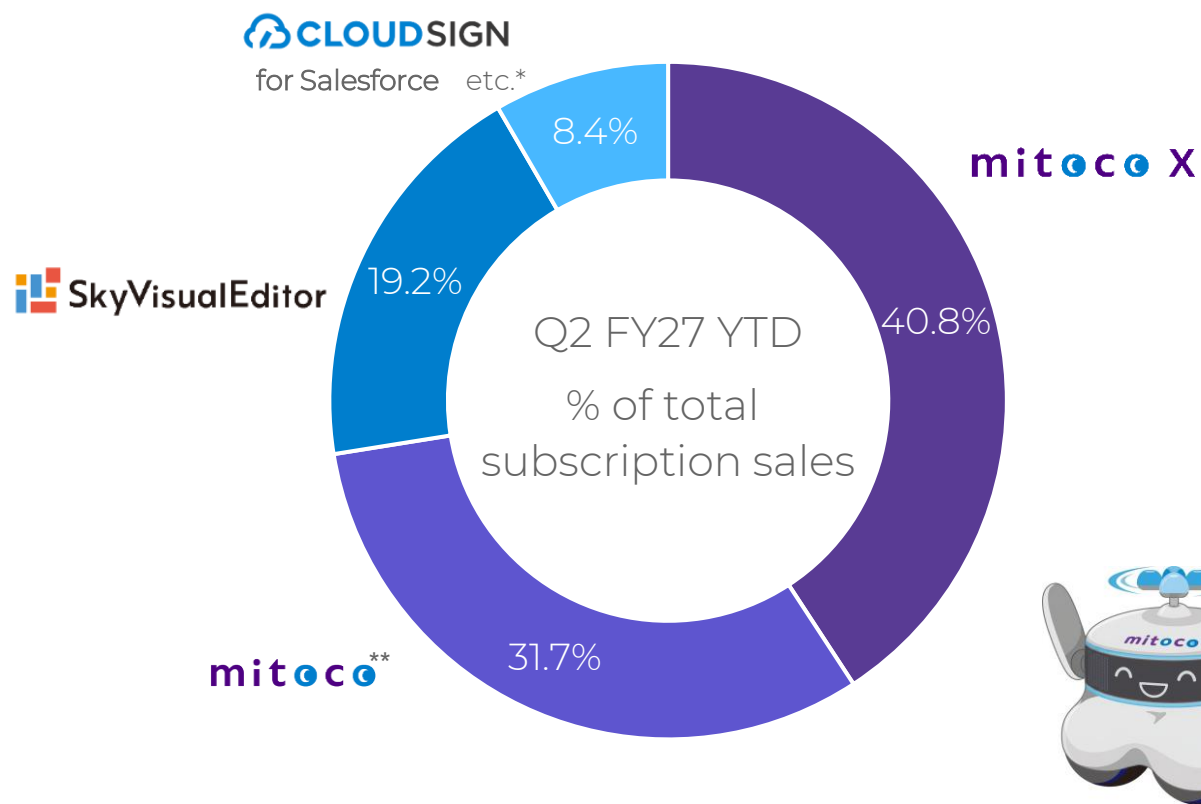


Products Business : Quarterly Performance

- Quarterly segment sales for Q2 (Jun. – Aug.) reached a record high of JPY 662 million, up 22.8% Y/Y, driven by robust demand for mitoco ERP.
- Quarterly segment profit for Q2 (Jun. – Aug.) turned profitable, reaching JPY 38 million (up JPY 91 million Y/Y). Although profit declined 18.1% Q/Q due to large-scale event expenses recorded in Q2, sustained revenue growth contributed to maintaining profitability.



Products Business : Q2 YTD Subscription Sales – Breakdown



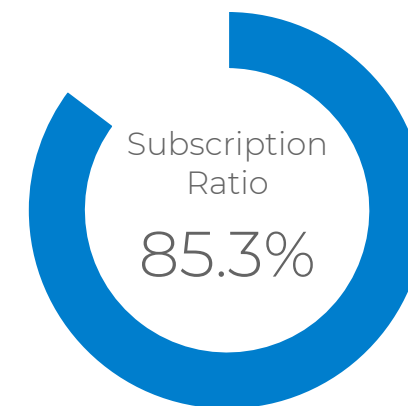
Q2 YTD total subscription sales increased by 14.6% Y/Y.
Y/Y change by product :

- mitocoX (data collaboration tool) : +11.1 %
- mitoco : +27.2 %
- SkyVisualEditor : +0.3%
- CLOUDSIGN: +43.3%

Q2 FY26 YTD



Q2 FY27 YTD

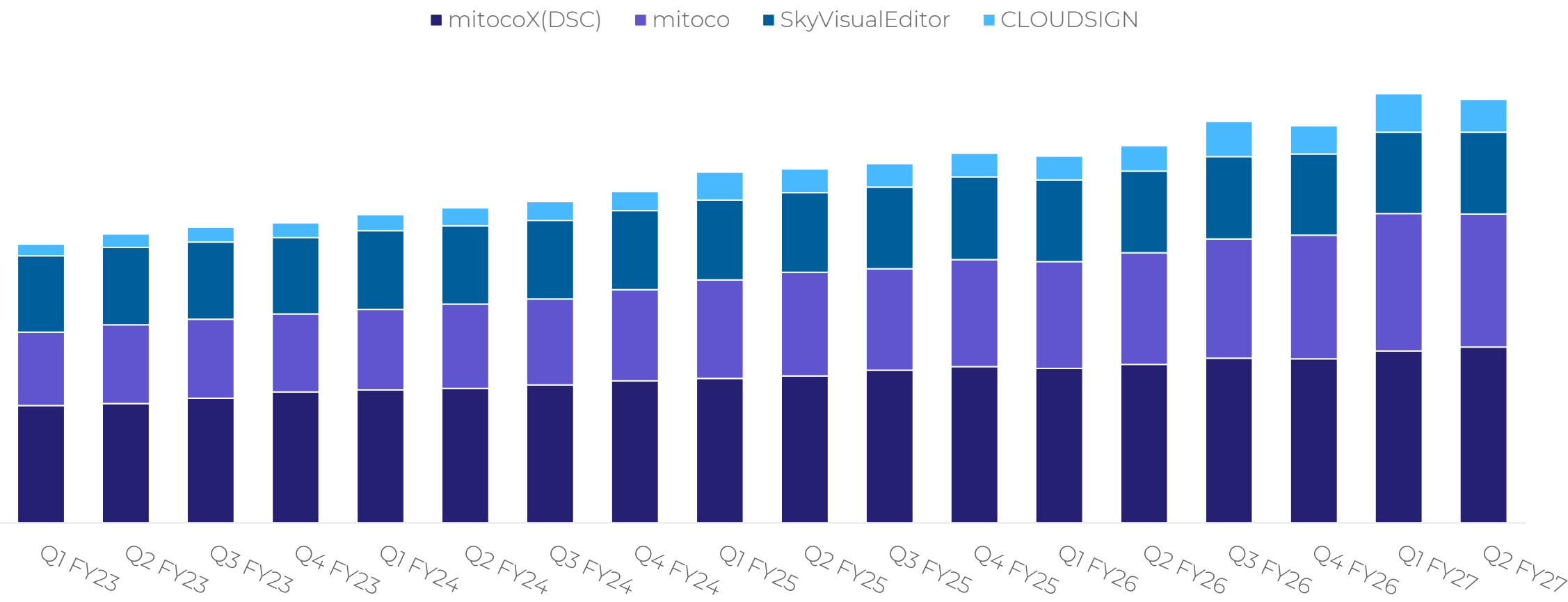


*The "Cloud Sign" category includes "OMLINE" from FY26.

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

Products Business : Quarterly Subscription Sales

- While overall sales in the Products Business increased Q/Q, subscription sales saw a Q2 backlash following strong usage-based sales growth for CloudSign in Q1; nevertheless, performance for core products remained strong.

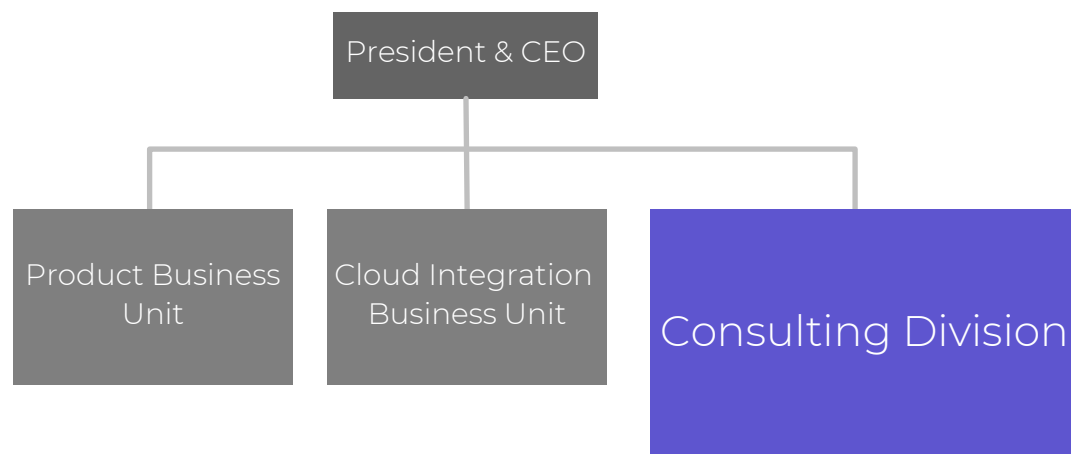
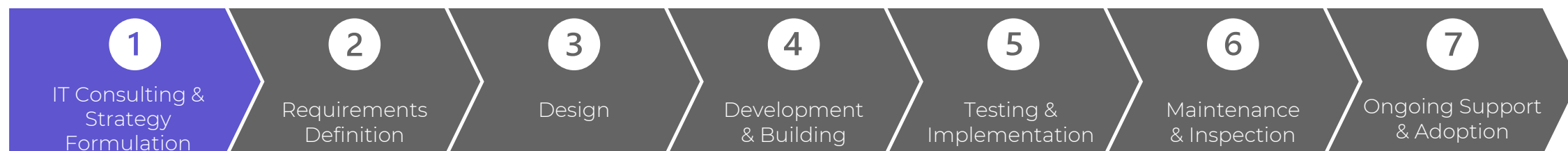


*ENOKI was absorbed into TerraSky in June 2026; consequently, ENOKI's subscription sales have been transferred to mitoco.



FY2027 Growth Strategy

"Consulting Division" Launches to Accelerate Entry into High-Value Domains — Appointing Former Deloitte Tohmatsu CIO to Build Upstream-Focused Support System —



Jun Ozawa

Managing Executive Officer, General Manager of Consulting Division

Recent Professional Background:

Apr 2020:

Representative Director, Executive Vice President & CTO, SOMPO Systems, Inc.

Aug 2021:

Group CIO, Deloitte Tohmatsu LLC; Deloitte Tohmatsu Financial Advisory LLC

Jun 2026:

Managing Executive Officer, General Manager of Consulting Division, TerraSky Co., Ltd.



Collaborative business with NTT DATA continues to show steady growth.
— Expanding into Enterprise and Public Infrastructure sectors, building on a solid track record in Financial Services —

Sales via Collaboration with NTT DATA

Sales expansion in Financial Services centered on the following key initiatives:

- **Regional Banks:** Transforming sales processes
- **Insurance Companies:** Enhancing operational quality in contact centers

JPY 6BN
FY26

JPY
2.0BN
FY27 Target

Key Targets

Finance, Utilities, Telecom,
Government & Municipalities

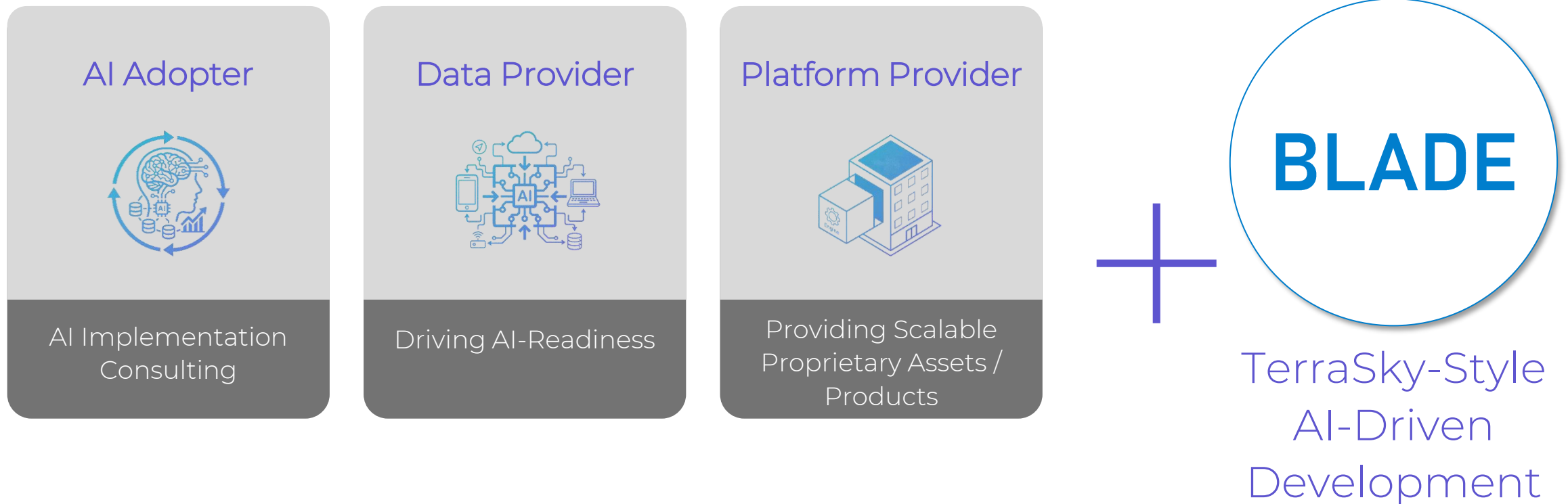


Making steady progress toward the target cumulative sales of JPY 2.0 Billion for FY2027.

* Includes Salesforce sales where the contracting party is NTT DATA (including regional subsidiaries) or the lead source originates from NTT DATA.

"BLADE": Full-Scale Launch of the New Standard in AI-Driven Salesforce Development

— Implementing the "3+1 Strategy" to Drive Evolution Toward Next-Generation Models —

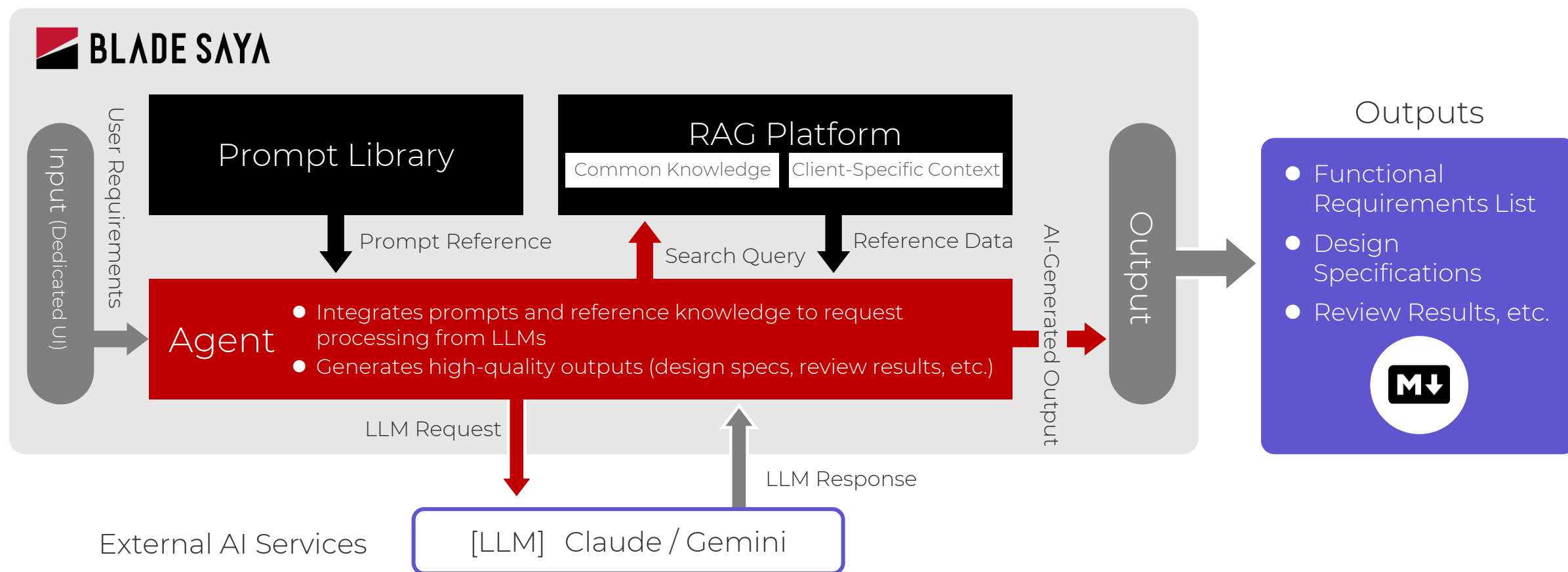


「New Product Powered by "BLADE" Technology Set to Launch on November 1,
Aiming to Eliminate Project Failures and Maximize Customer Satisfaction



Differentiating SI Business through Proprietary AI-Driven Development Platform "BLADE SAYA"

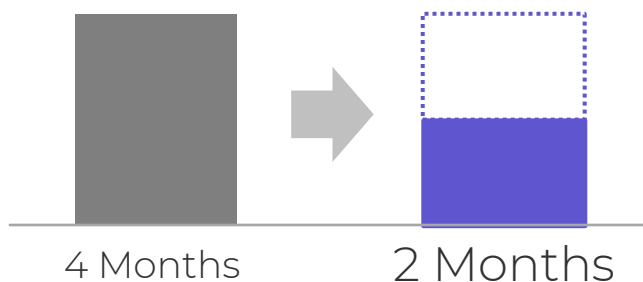
— Empowering Next-Generation Salesforce Development as the Core Engine of "BLADE" —



Requirements Definition to Test Design Period

50%
Reduction

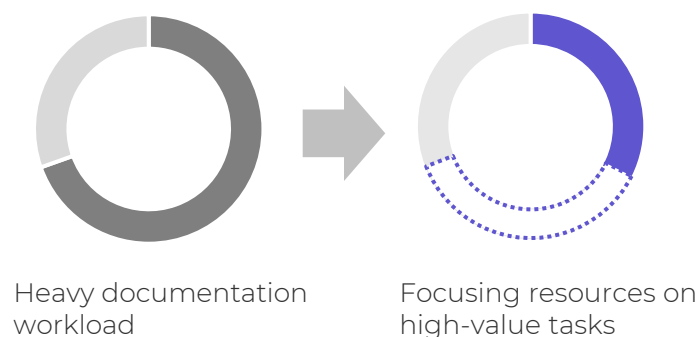
Time elapsed from requirements definition
to test design completion



Detailed Design Documentation Efficiency

1.7x
Increase

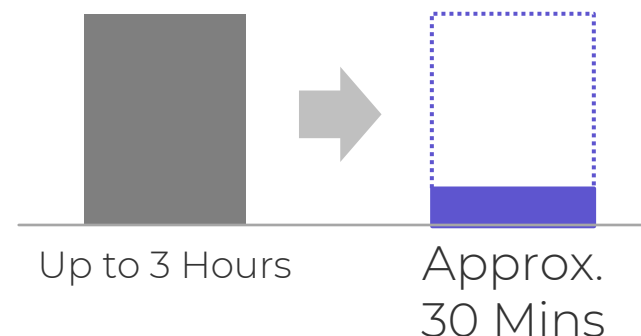
Draft generation time using AI



Monthly Work Hours for Specification Changes, etc.

*50 Hours
Reduced

Impact investigation time per
specification change



*Based on approx. 20 occurrences per month

Source: In-house research (2026)

Transforming Quality and Governance

Quality Improvement

Eliminating Dependency on Individuals &
Preventing Rework

Approach

Aligning on Business Objectives

- Define business objectives alongside user scenarios and acceptance criteria
- Test-first approach

Leveraging the Prompt Library

- Utilize AI as an "architect," incorporating TerraSky's expertise/know-how alongside the latest Salesforce development guidelines and limitations

Key Benefits

Preventing schedule delays and cost overruns
Achieving reproducible quality

Governance Enhancement

Understanding Configuration Context &
Impact Scope

Approach

Achieving Full Traceability

- Link and trace requirements, designs, tests, and code at the item level

Applying to Impact Analysis

- Analyze and visualize related screens/logics cross-system during modifications, contributing to impact investigations

Key Benefits

Preventing black-boxing
Avoiding vendor lock-in



H1 FY2027

Key Announcements

TerraSky Certified as “Best Working Environment” for 3 consecutive years



TerraSky was certified by Doctor Trust Co., Ltd. as a "Best Working Environment Corporation¹" in recognition of its excellent workplace conditions.

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

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

Selected for the JPX Startup Acceleration 100 Index



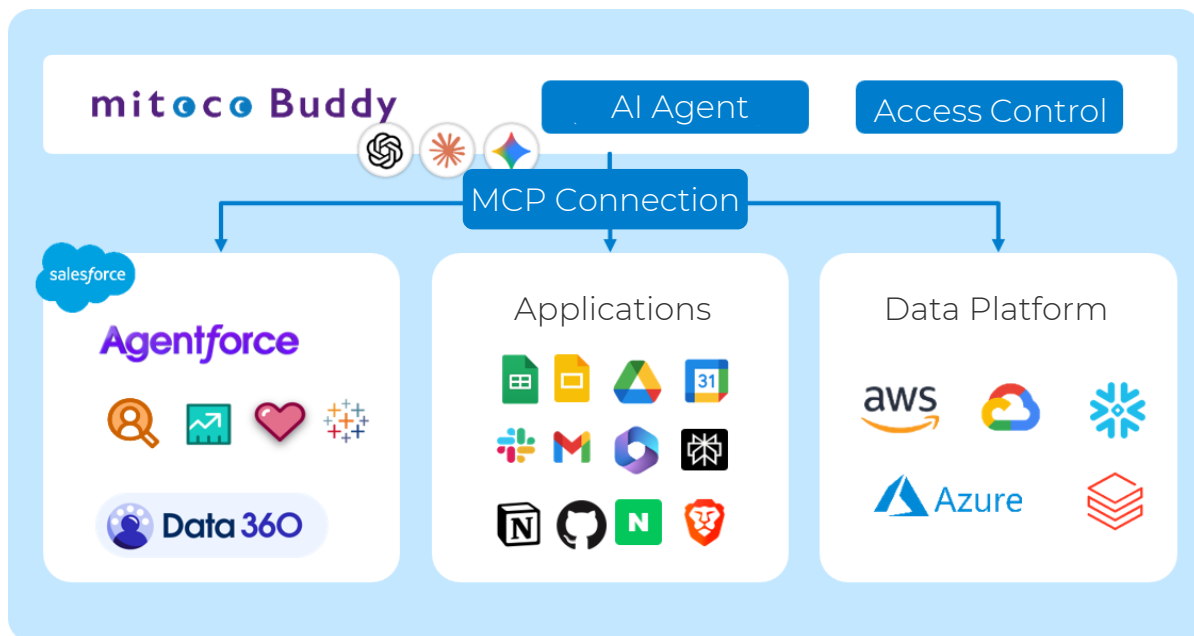
JPX Startup 100

A stock index comprising 100 of Japan's leading high-growth startups, selected based on metrics such as market capitalization and sales growth rate.

Sales Launched in December 2025

Continuously Adding Features to Meet User Needs and Leverage the Latest Technology

mitoco Buddy



Major Version Updates to Date

- Feb 2026 Added "My Drive" (File Storage Feature)
- Feb 2026 Added Skill Management Feature
- Mar 2026 Launched Mobile Version
- Apr 2026 Supported MCP App (UI)
- Apr 2026 Integrated with Microsoft SharePoint & Slack
- May 2026 Added Two AI Models for Language & Document Understanding: "Lingo" & "NotePie"
- Jul 2026 Added "Auto Router" for Selecting Optimal LLMs
- Jul 2026 Implemented SharePoint File Ingestion
- Aug 2026 Integrated with Real-Time Translation AI "mitoco Buddy Lingo"
- Aug 2026 Enabled Agent Interoperability via A2A Protocol

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



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

Log Analysis

SIEM



Google Security Operations

BeeX Enters into Reseller Agreement with Anthropic for “Claude” Providing End-to-End Support for Enterprise AI Transformation

Providing “Claude” via Amazon Bedrock and Launching Comprehensive End-to-End Support for Enterprise Data Utilization and AI-Driven Development in “SAP on AWS.”

Value Delivered by BeeX



- 1 Advanced Data Utilization in “SAP on AWS”
- 2 Driving AI-Driven Development Powered by Claude Code
- 3 Comprehensive End-to-End Support to Empower Organization-Wide AI Adoption

Sky365 Commences Full-Scale MSP Operations at Nha Trang Center in Vietnam Adopted by Major Manufacturers



Beach in Nha Trang



Army Software Park(ASP)

Customer Track Record

Major Heavy Machinery Manufacturer, Major Materials Manufacturer, Major Consumer Goods Manufacturer, among others

Service Coverage

Maintenance & Operations for Core Business Systems, Advanced Operational Monitoring for Systems and Trading Platforms

Technologies & Tools Implemented / Operated

Core Business System Maintenance & Operations: SAP, JPI
Core System Infrastructure Operational Monitoring: SAP, JPI, and others
Trading Platform Operational Monitoring: SVF, JPI, Zabbix, and others



Quemix Announces Joint R&D Track Record with 6 Companies

Honda R&D

Development of a New Quantum Computing Technology for Exponential Acceleration of Density Functional Theory (DFT) Calculations, a Core Material DX Technology

MITSUI KINZOKU

Development of a New Technology for Materials Calculation on Quantum Computers

SCSK

Development of "POD Readout" — A New Technology That Reduces Measurement Counts by Up to a Factor of 1,000

Nissan Motor

Development of Quantum Computing Software for Aerodynamic Simulation

TOYOTA MOTOR

Demonstration of Efficient Task Allocation in Quantum Chemistry Calculations Using Classical-Quantum Hybrid Computing

DENSO

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

Strengthening Partnerships with Honda Motor and Mitsui Kinzoku

- Accelerating R&D toward commercial implementation following investments from both Honda Motor and Mitsui Kinzoku.

Selected for Project Selection in the Quantum Technology Field

- Quemix's proposal, "Development of a Materials Simulation Platform Using Quantum Computers and Demonstration of Its Application to Battery Materials" has been selected under the "Large-Scale Demonstration for Use Cases Creation" category of the subsidy program "Research and Development Project of the Enhanced Infrastructures for Post-5G Information and Communication Systems" administered by the New Energy and Industrial Technology Development Organization (NEDO).

Q2B

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



Photo courtesy of Jun Takagi

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

Agentforce World Tour Tokyo

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



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

Accounting & Finance Expo

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



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

A wide-angle photograph of Earth from space, showing the horizon and a bright sun with lens flares in the upper right.

Latest Key Announcements

Commences Business Collaboration with ORIX Corporation

Projected Sales Scale: JPY 100 MM in FY2027 / JPY 200 MM in FY2028



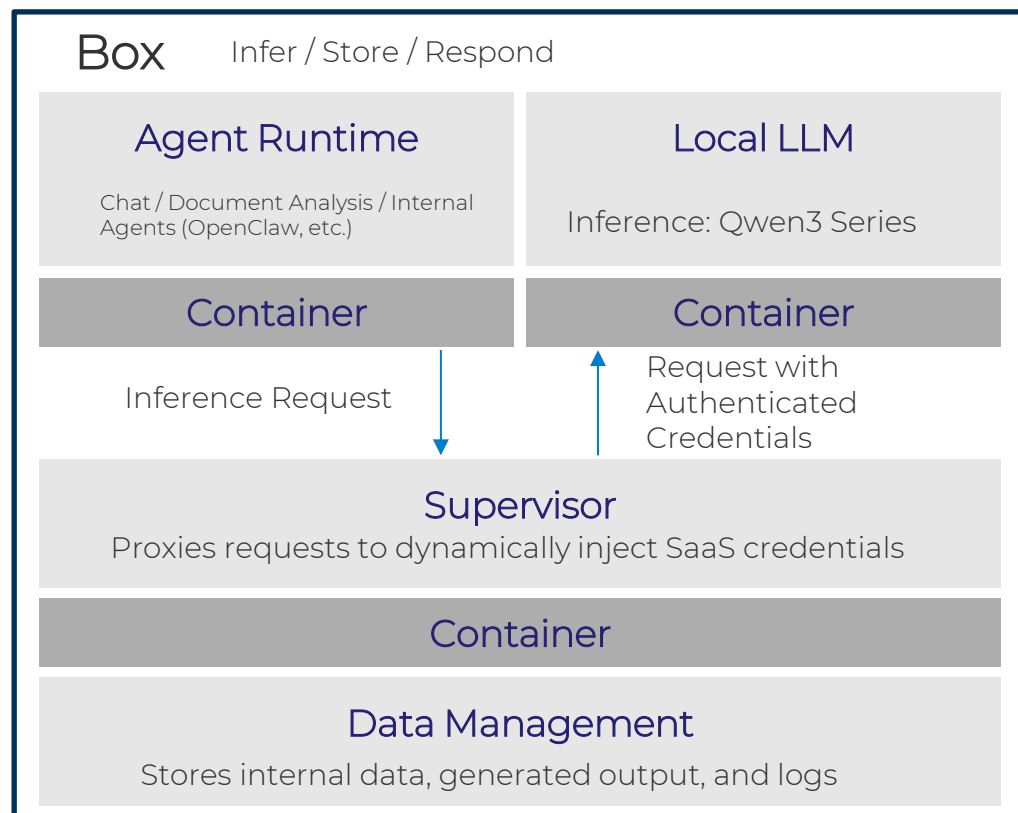
- Salesforce Operational Support for ORIX's Existing Clients
- Driving Digital Transformation (DX) for Small and Medium-Sized Enterprises (SMEs) Nationwide



Cuon to Launch On-Premise AI Solution "Private AI Appliance"

Balancing Robust Security for Data Sovereignty with Cloud-Based Operational Management

Client Environment



Only "Event Logs / Execution Status" are Transmitted

Encrypted Communication
HTTPS 443 (Box-Initiated Outbound Only)

Cuon Cloud Manage / Distribute

Latest AI Distribution

Continuous remote updates for models and agents

Operational Monitoring

Unauthorized access & runaway detection / Hash chain auditing

External Integration Gateway

SaaS credentials stored exclusively on the cloud side
Injects SaaS tokens from a secure vault only when required

Dreamforce 2026

Date: September 15 (Tue) – 17 (Thu)
Organizer: Salesforce
Location: San Francisco, California, U.S.
(Moscone Center) + Online



TerraSkyDay 2026

Date: October 2 (Fri)
Organizer: TerraSky
Location: Minato-ku, Tokyo (ANA Inter Continental Hotel Tokyo)
Special Guest | Yuji Horii, Game Designer of the Dragon Quest Series



AWS re:Invent 2026

Date: November 30 (Mon) – December 4 (Fri)
Organizer: Amazon Web Services (AWS)
Location: Las Vegas, Nevada, U.S. (The Venetian and other venues) + Online





Shareholder Returns

Shareholder Return Policy and Capital Allocation

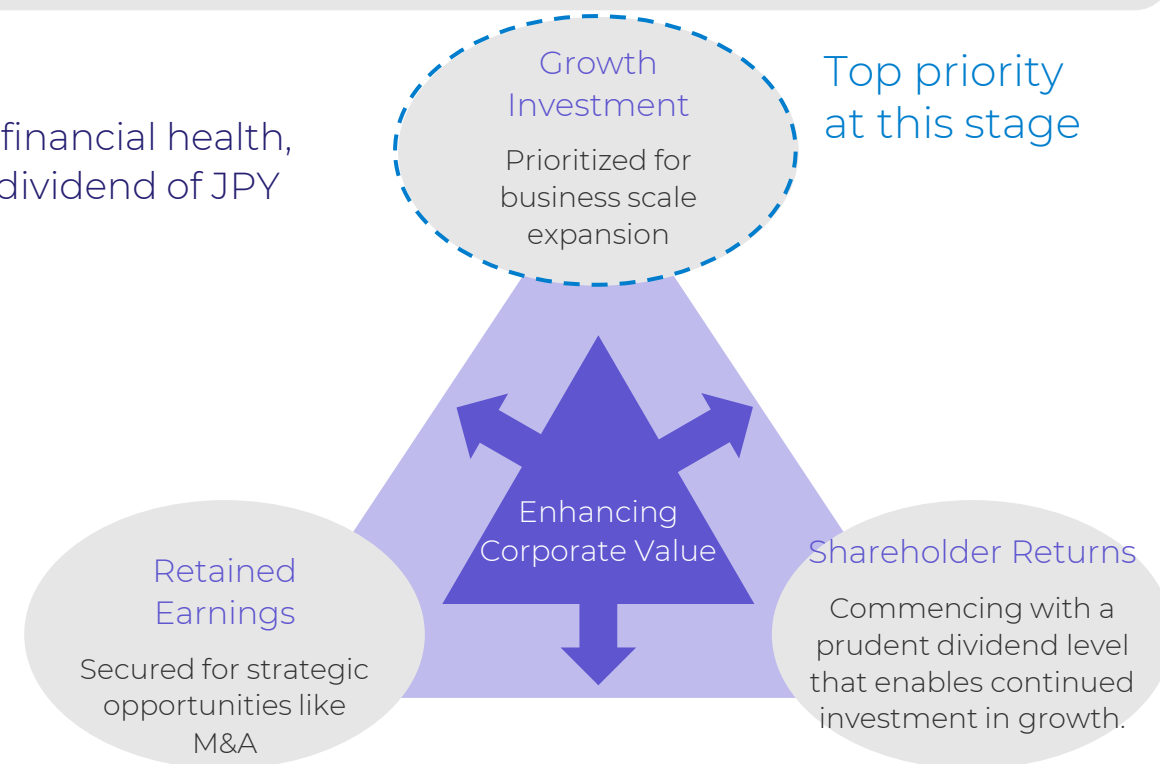
- Revised shareholder return policy to introduce an inaugural year-end dividend starting FY02/2026.
- Prioritize generated cash for growth investments to drive business expansion and market capitalization.
- Given our current market capitalization, defining specific metrics like payout ratio or DOE would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

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

FY2/2027 Dividend Forecast

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

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





Management Focused on
Cost of Capital and Stock Price



Management Focused on Cost of Capital and Stock Price

Assessment of Current Situation

- PBR at fiscal year-end declined Y/Y, reflecting market compression after being hit by the generative AI-driven sell-off in SaaS stocks. Meanwhile, ROE structurally depends on net income due to past zero-payout policies. In FY2026, ROE exceeded 10%, driven by improved profitability and gains on sales of investment securities.

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

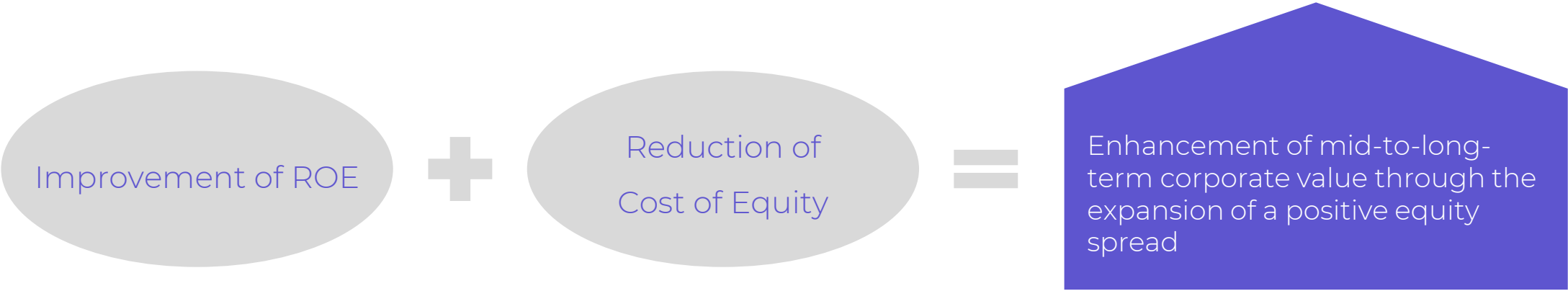
Numerical Targets by Fiscal Year End, Feb 2027

Operating Profit

¥2.5BN

ROE

10%



Management Focused on Cost of Capital and Stock Price

Key Initiatives

Pursuing High Top-Line Growth and Profit Structural Transformation

Growth

Maximization of Sales + PE Multiple Expansion

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

Profitability

Margin Improvement + ROE Enhancement

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

Cost of Capital

Shareholder Returns & Enhanced Dialogue

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



A p p e n d i x

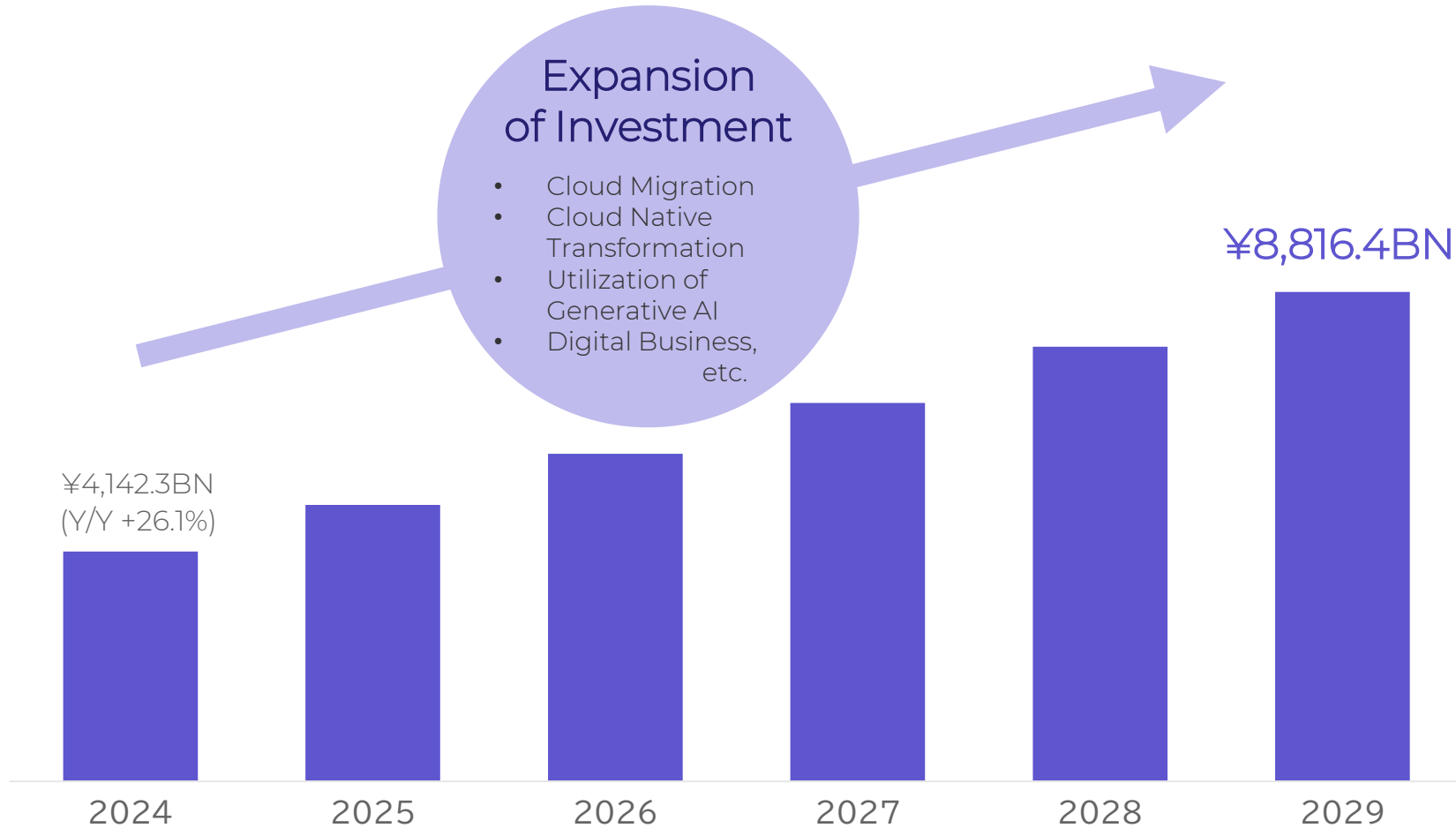
- Market Environment
- About TerraSky Group

A p p e n d i x

- Market Environment
- About TerraSky Group

The Continuously Growing Domestic Public Cloud Market

Domestic cloud market forecast, 2024-2029



2024-2029
Revenue
2x

2024-2029
CAGR
16.3%

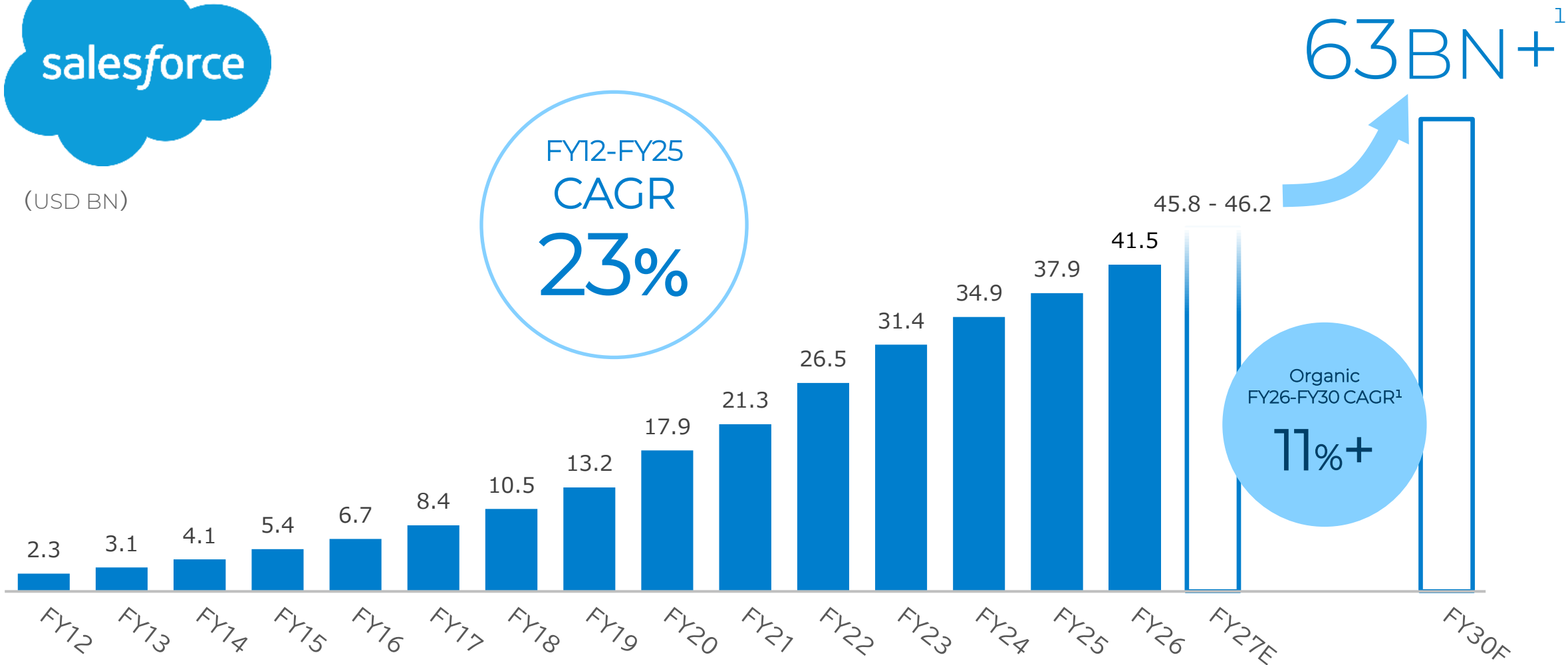
Source: IDC Japan, "Japan Public Cloud Services Market Forecast, 2024-2029"

Sales Growth of the Cloud Platform



(USD BN)

FY12-FY25
CAGR
23%



Organic
FY26-FY30 CAGR¹
11%+

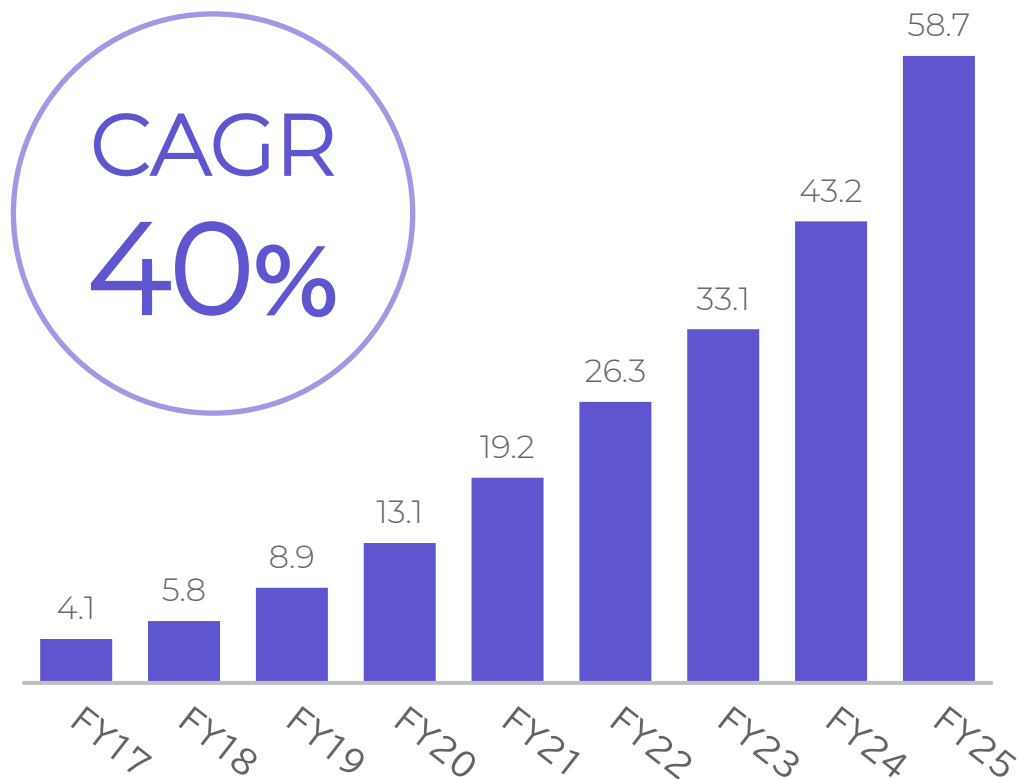
¹Excludes the impact of the Informatica acquisition.

Source: Prepared by TerraSky based on Salesforce earnings release materials.

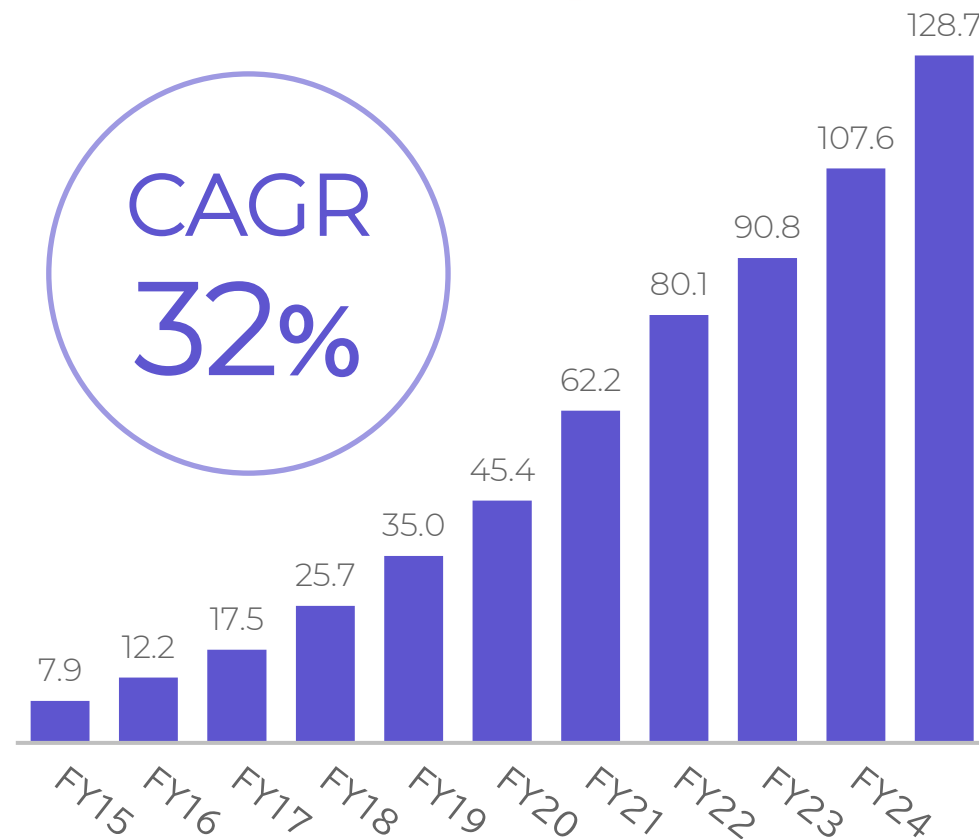
Sales Growth of the Cloud Platform

(USD BN)

Google Cloud



powered by **aws**

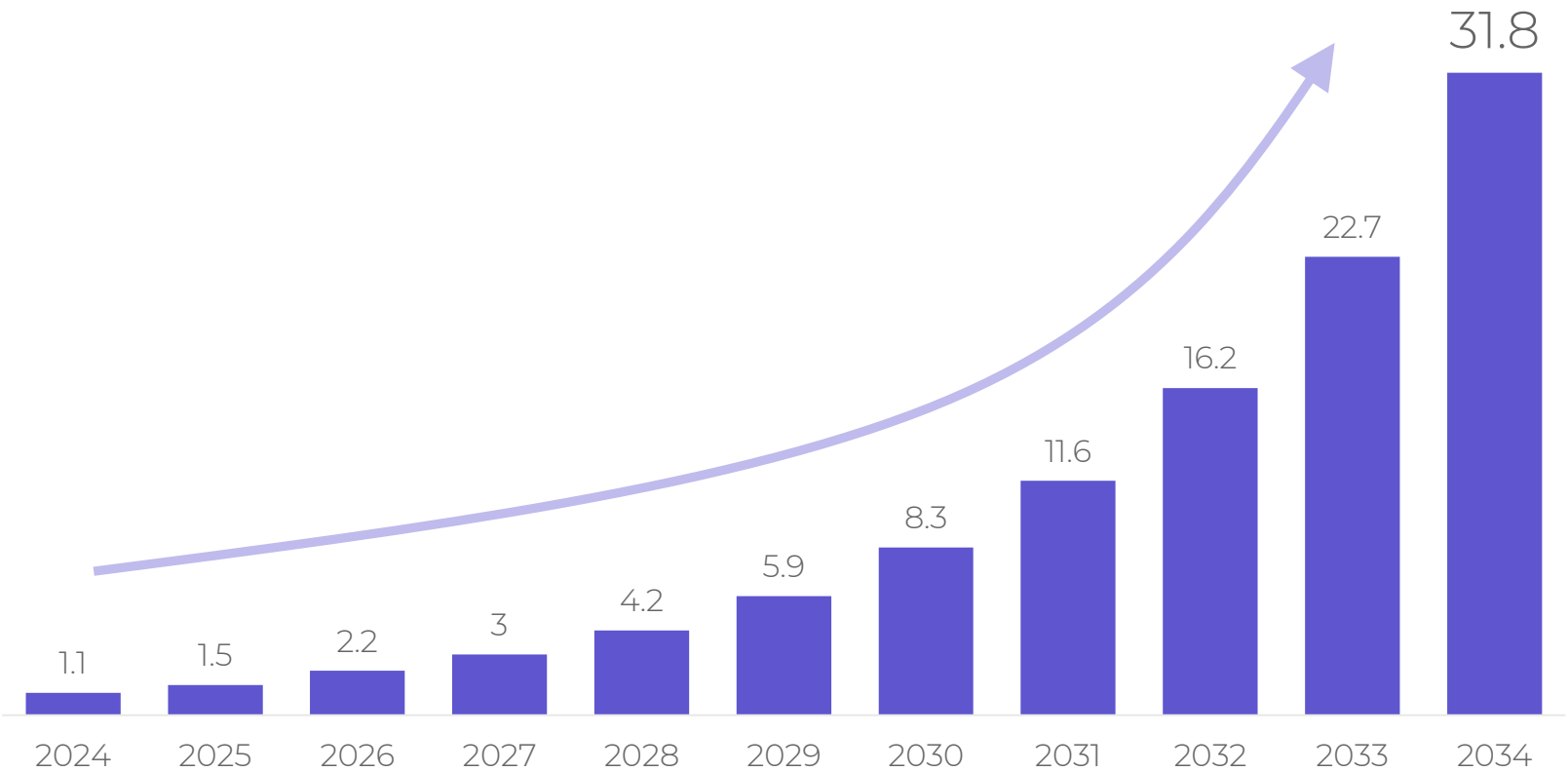


出所) 各社決算開示資料よりテラスカイ作成

Quantum Computing Market Projected to Reach \$31.8 Billion by 2034

Quantum Computing Software Market Size Forecast: 2024–2034

(USD BN)



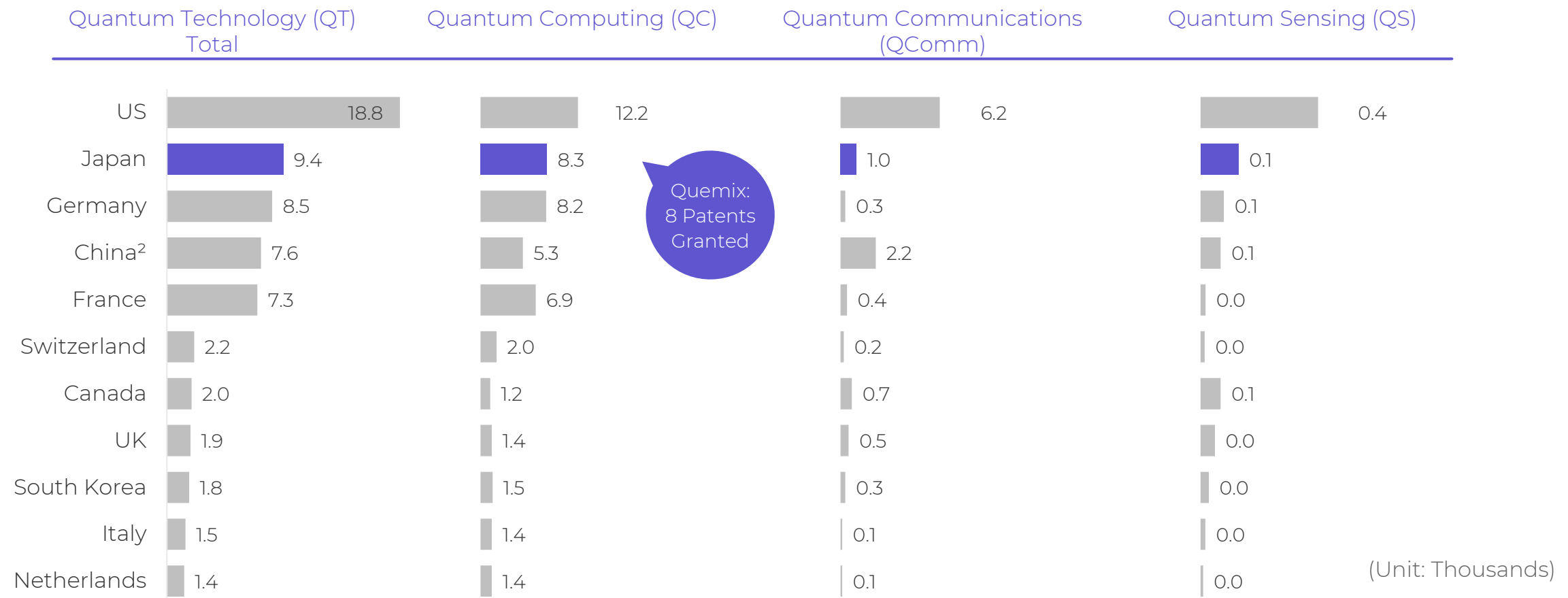
2024-2034
Market Size
29x

2024-2034
CAGR
40%

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

Number of Quantum Computer Patents Granted | 2000–2024¹

Globally, the United States, Japan, and Germany lead in the number of patents granted for quantum technology (QT), with quantum computing (QC) accounting for the vast majority.



¹ Data for 2024 is provisional due to the time lag in patent publication.

² Figures for China do not accurately reflect ongoing patent application efforts aimed at gaining market access.

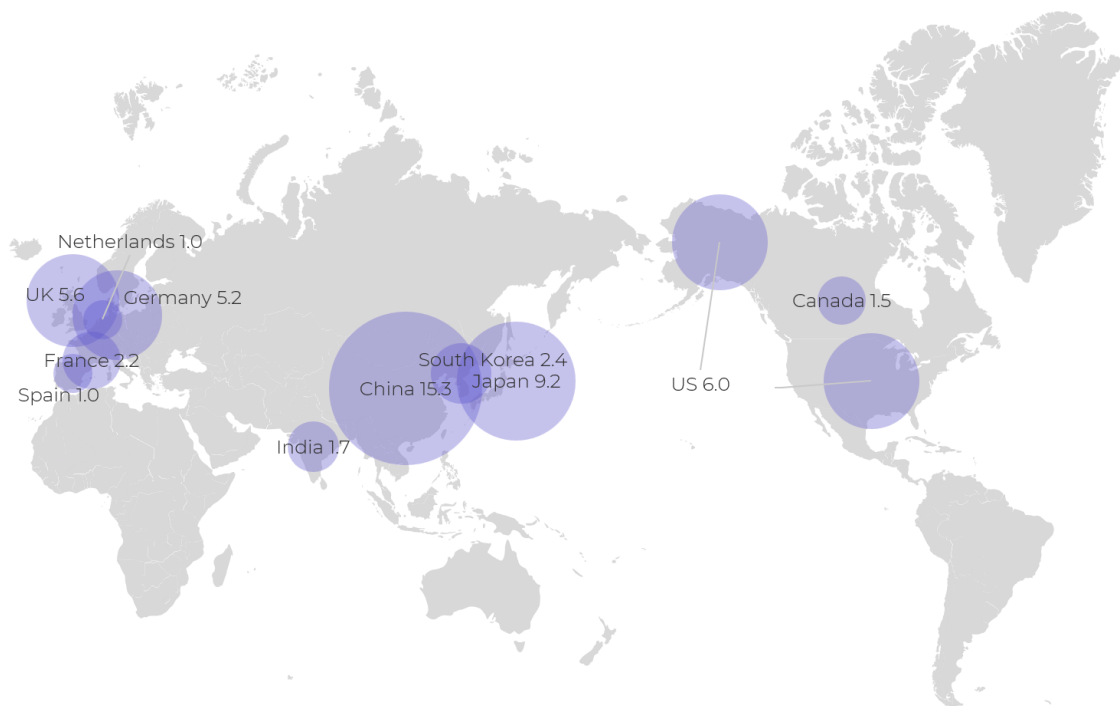
Source: Prepared by TerraSky based on McKinsey Digital, "Quantum Technology Monitor".

Quantum Technology Investment Overview

Status of Public Investment in Quantum Technology | Through 2025

Total announced public investment in quantum technology amounts to \$55 billion through 2025.

(USD BN)

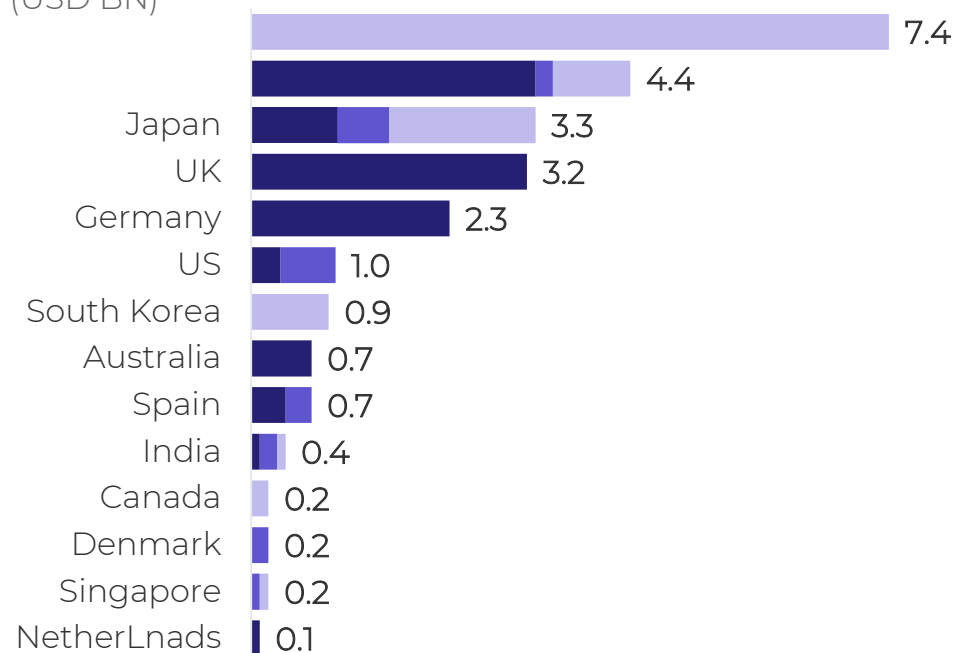


Announced Public Investment in Quantum Technology | 2023 – 2025

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

■ 2023 ■ 2024 ■ 2025

(USD BN)



Source: Prepared by TerraSky based on McKinsey Digital's Quantum Technology Monitor 2026. The chart on the left covers only countries with total investments of USD 1 BN or more.

Note: Excludes the \$136BN announced investment toward emerging technologies in China due to limited transparency on commercial activity and unclear relevance to QT. Excludes Bpifrance's investment in Alice & Bob due to missing breakdown of investment. Japan's investment is not exclusively toward quantum technology (includes next-generation chips, etc. as well).

A p p e n d i x

- Market Environment
- About TerraSky Group



TerraSky Co., Ltd.



TSE prime market, stock code 3915

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

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

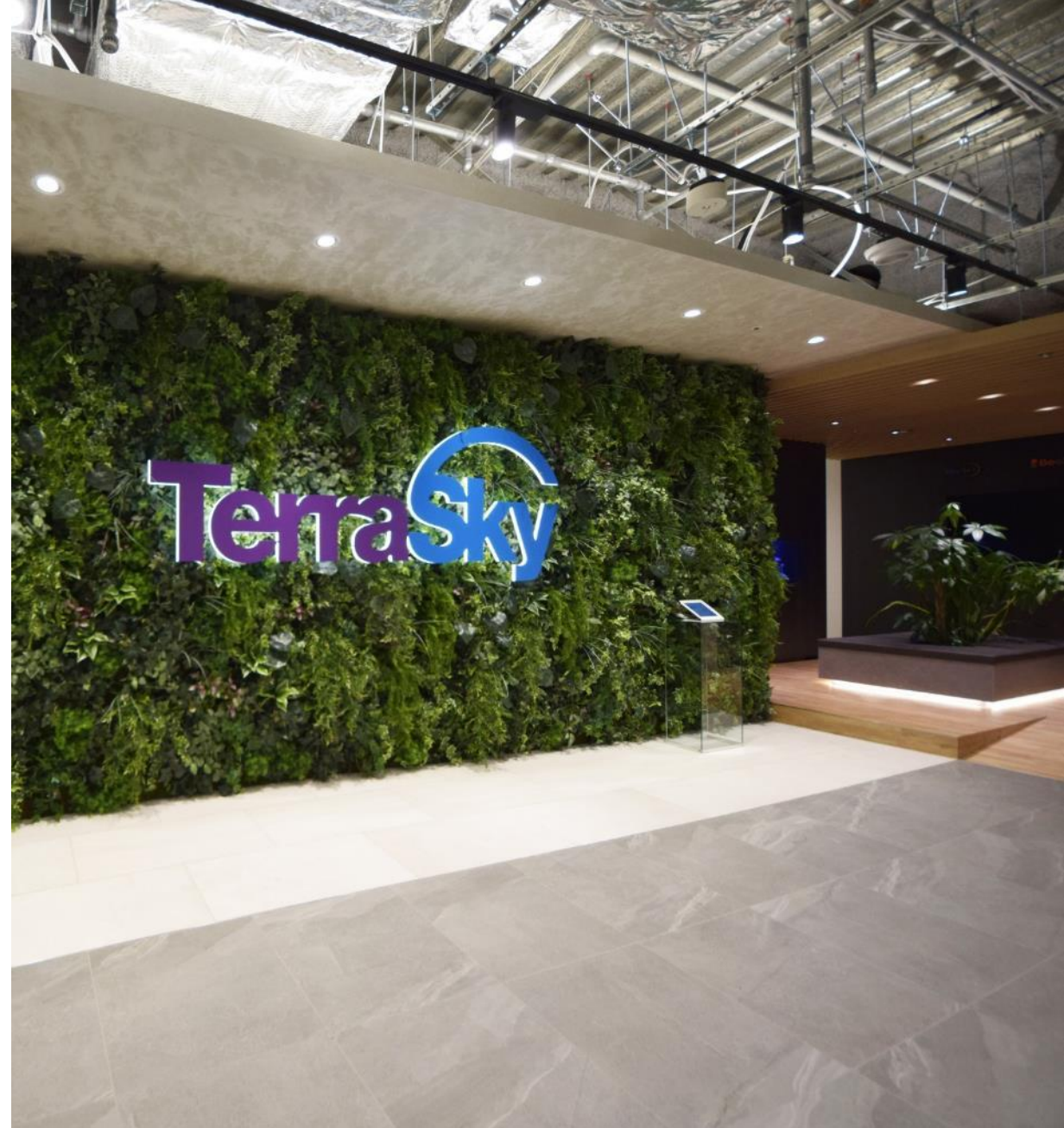
Establishment : March 2006

Share Capital : JPY 1,256 MM

Representative : Sato Hideya, President & CEO

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

*As of the end of August 2026



Our business consists of the following two segments:

Solutions business

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



Microsoft Azure

Google Cloud



Products business

Development and provision of cloud-specific
services and products

mitoco

mitoco Work

mitoco 会計

mitoco X

mitoco AI

SkyVisualEditor

OMLINE-O

OMLINE-I

Solutions business

Salesforce

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

Heroku

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

AWS

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

SAP migration

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

Products Business

mitoco

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

mitoco X

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

*Integration Platform as a Service

SkyVisualEditor

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

mitoco ERP

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

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

1

Familiarity with multi-cloud platforms

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

Reskilling

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

2

3

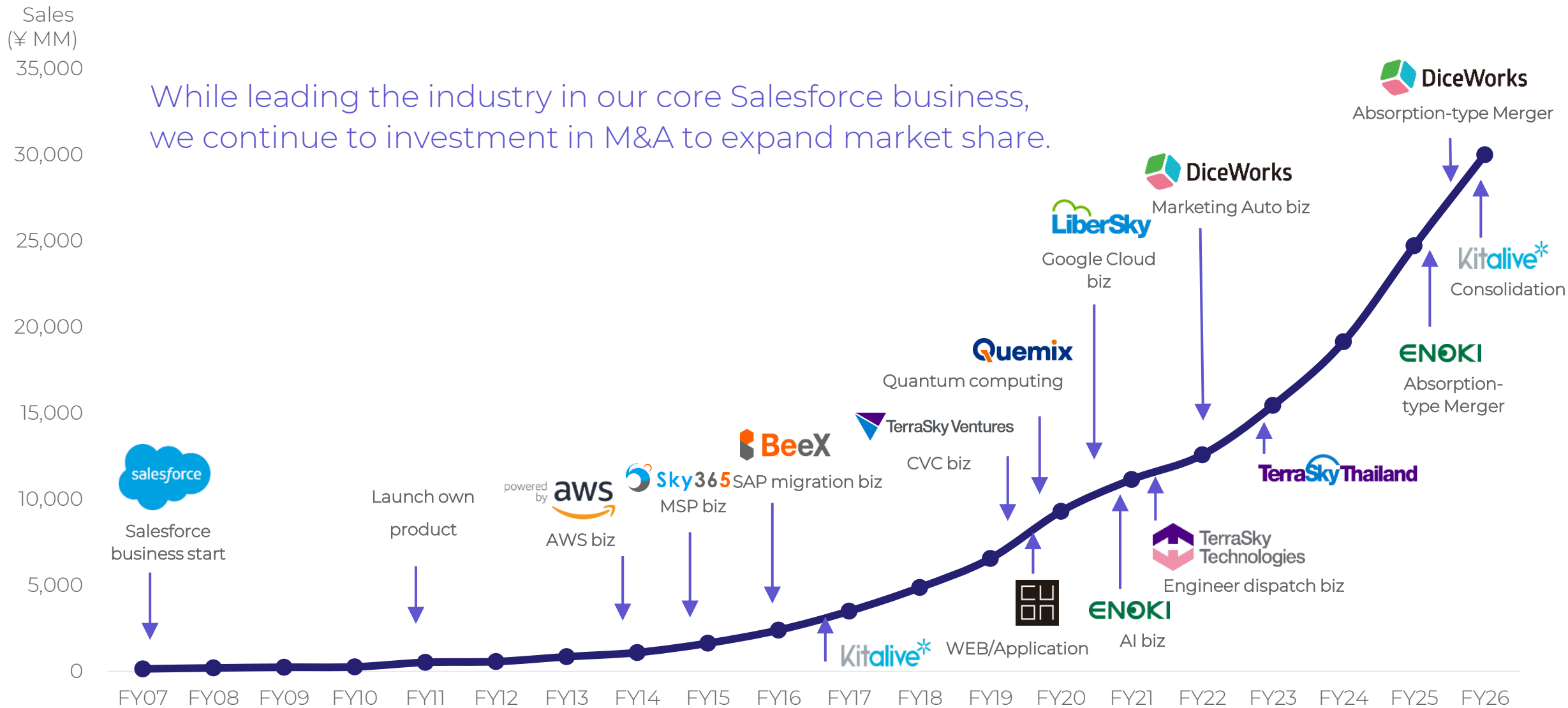
Investment strategy based on cloud knowledge

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



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

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



Investee Companies and Shareholding Ratios

Consolidated subsidiaries & an affiliate

Listed: Tokyo (TSE Growth)

BeeX Inc.



63%

Listed: Sapporo (SSE Ambitious)

Kitalive Inc.



51%

Sky365 Co., Ltd.



10% of shares held by TerraSky
87% of shares held by BeeX

Quemix Inc.



64%

LiberSky



81%

TerraSky
Technologies Co., Ltd.



90%

Cuon



100%

TerraSky Ventures
Co., Ltd.



100%

TerraSky
(Thailand) Co., Ltd.



49%

13%

Serverworks Co., Ltd.

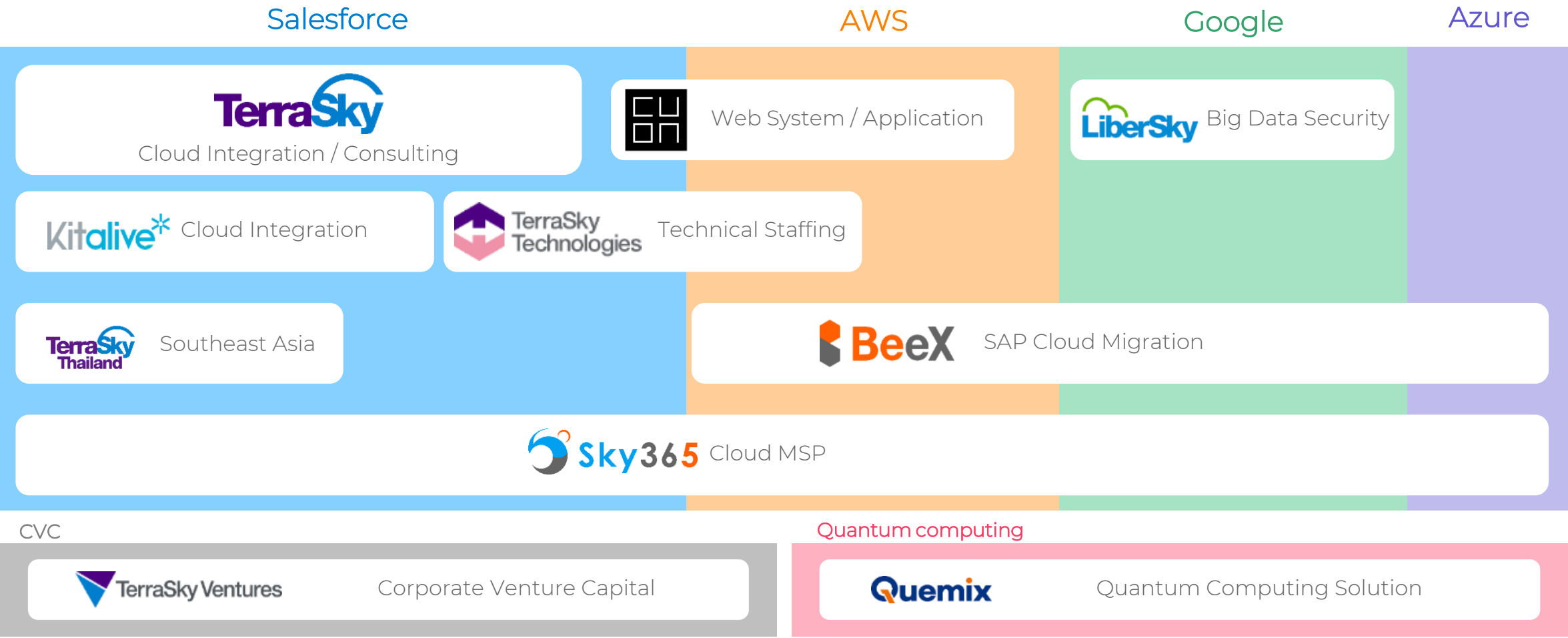


Below
5%



*As of end of August 2026

Support for Various Cloud Platforms



Overwhelming quality and number of Salesforce certified engineers (employees)



Salesforce
MVP



Certified
Technical
Architect



Leading Number of Top-Tier Technical Certifications in Japan

Salesforce MVP

- • • 4 People enrolled

Certified Technical Architect

- • • 5 people enrolled



Certified Administrator



Certified Advanced
Administrator



Certified Sales Cloud
Consultant



Certified Service Cloud
Consultant



Certified Field Service
Lightning
Consultant



Certified
Experience Cloud
Consultant



Certified Platform
Developer



Certified Senior
Platform Developer



Certified Platform
Application Builder



Certified Marketing
Cloud Mail Specialist



Certified
Pardot Consultant



Certified Pardot
Specialist



Certified Sharing and
Visibility Architect



Certified Integration
Architect



Certified Identity and
Access Management
Architect



Certified Development
Lifecycle and
Deployment Architect



Certified Data
Architect



Certified Tableau CRM
and Einstein Discovery
Consultant



Certified System
Architect



Certified Application
Architect

TerraSky Group

24,000+ Projects

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

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



*As of end of August 2026

Achieving the Sustainable Development Goals (SDGs)

Three Guiding Principles for Achieving the SDGs

01



Initiatives
through Business

02



Initiatives for the Future
of Children and Regions

03



Initiatives through
Corporate Activities



Environmental

Environmental Reducing Environmental Impact Through Cloud Migration

- Significantly reduces clients' electricity consumption and CO2 emissions by supporting migration from on-premises systems to the cloud (Salesforce/AWS), contributing to Scope 3 reduction.
- Promoting paperless operations through proprietary services (e.g., mitoco).



Social

Social Human Capital: Engineer Development Ecosystem

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

Regional Revitalization: Satellite Office Strategy

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

Governance

Corporate Governance

- Ensuring a transparent management structure by appointing outside directors.

Information Security and Compliance

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

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



Received Letter of Appreciation from Joetsu City



Disclaimer

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All representations other than historical facts, including forward-looking statements such as performance forecasts, policies, management strategies, targets, plans, assessments, and outlooks on performance, are merely statements of current expectations, assumptions, and plans based on information currently available to the Group. Forward-looking statements are based on the judgments and assumptions of our management according to information available at the time such statements were prepared. Therefore, these forward-looking statements are subject to various risks and uncertainties, and actual results may differ significantly from the results expressed or implied. Accordingly, you should not place undue reliance on these forward-looking statements. We assume no obligation and do not intend to update these forward-looking statements.

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TerraSky Co., Ltd. Administration Div.

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Fly Ahead

