



Financial Update

Q2 FY2/2026

Terrasky Co., Ltd.

TSE: 3915

October 15, 2025

Highlights

Q2 FY26 Results

- Consolidated net sales reached a year-to-date progress rate of 45.2%, nearly matching the first-half plan, driven by the expanding domestic DX market.
- Consolidated operating profit reached 34.2% of the full-year plan, exceeding our first-half target. This was mainly driven by lower-than-planned SG&A expenses resulting from restrained hiring.

H2 FY26 Outlook

- Consolidated net sales are expected to progress as planned, supported by [a large Salesforce project scheduled for H2](#).
- Consolidated operating profit is expected to progress as planned. The following positive factors will allow us to remain on track, despite the anticipated increase in costs for two major events in Q3 (→P.33):
 - ① Improved Efficiency from recent corporate restructuring.(→P.26)
 - ② Full productivity from new graduates beginning in Q3.
 - ③ Product sales are expected to expand in H2.
 - ④ New projects from our initiative with Mizuho Bank.(→P.11)

Shareholder Returns

- TerraSky has decided to pay its first-ever dividend of ¥16 per share, with a record date of February 28, 2026. While we have historically retained earnings to prioritize growth investments since our listing, this decision reflects our commitment to enhancing shareholder returns.



Q2 FY26 Consolidated Financial Results

Consolidated Operating Results

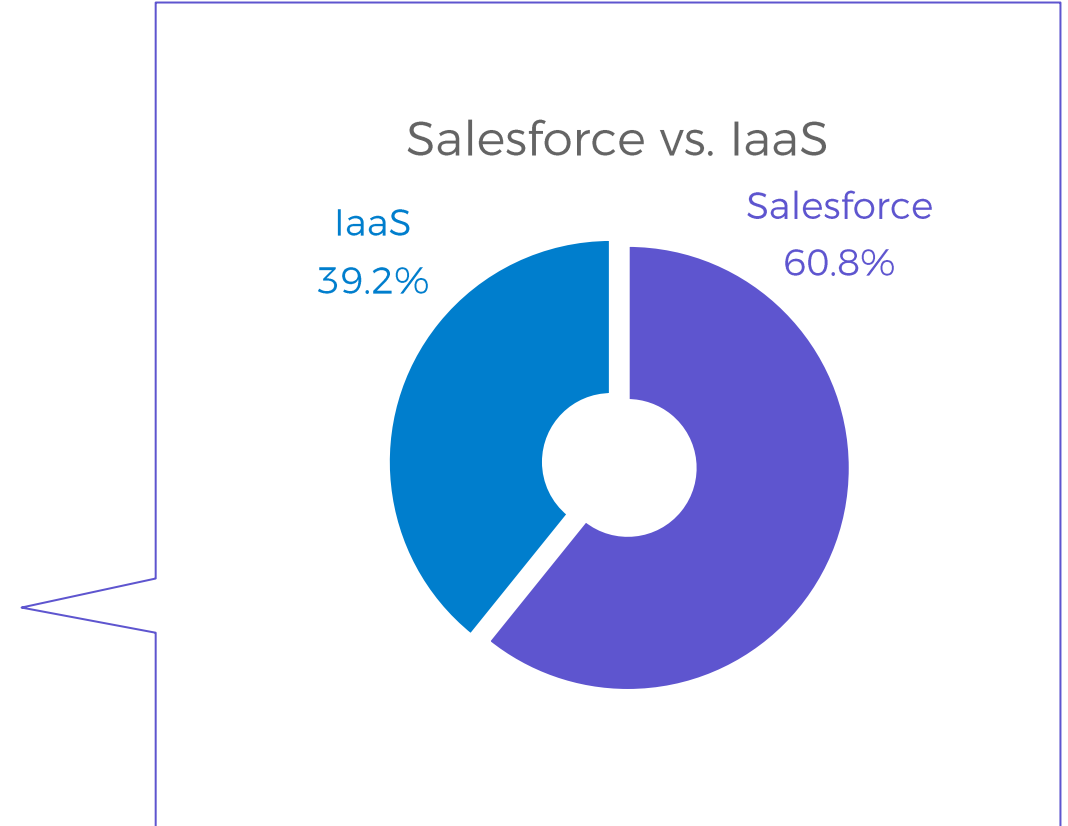
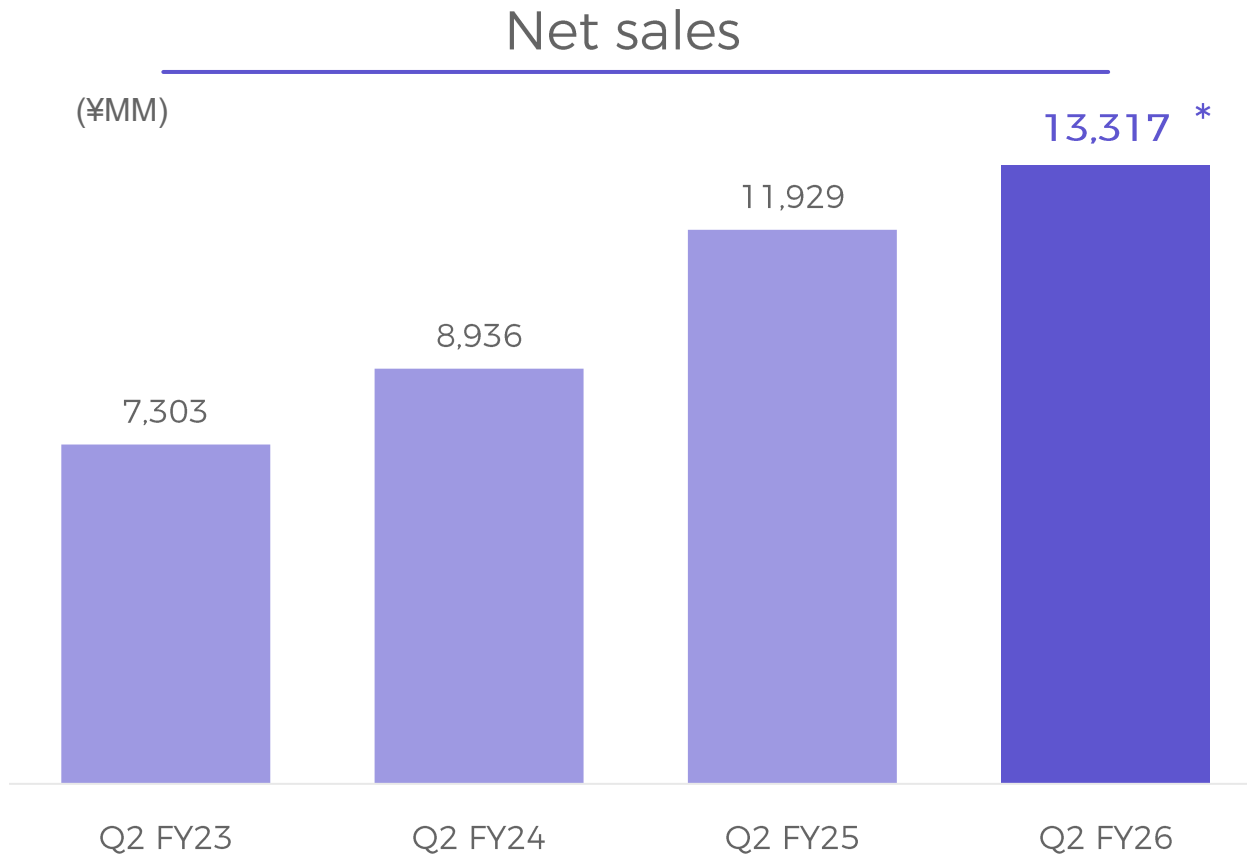
¥ in Millions, Except Percentages and EPS

	Q2 FY25 Results	Q2 FY26 Results	YoY Change		FY2026 Forecast (As of Apr. 14)	Progress			
			Amount	%		Q1	Q2		
Net sales	11,929	* 13,317	+1,388	+11.6%	* 29,438	6,605	6,711	16,120	45.2%
Cost of sales	8,748	9,834	+1,086	+12.4%	-	-	-	-	-
% of Net Sales	73.3%	73.8%	-	+0.5pp	-	-	-	-	-
SG&A expenses	2,571	2,856	+285	+11.1%	-	-	-	-	-
% of Net Sales	21.6%	21.5%	-	(0.1)pp	-	-	-	-	-
Operating profit	610	* 626	+16	+2.7%	1,833	316	309	1,207	34.2%
Margin	5.1%	4.7%	-	(0.4)pp	* 1,973	350	351	1,271	35.6%
Ordinary profit	677	* 702	+24	+3.7%	1,363	213	193	956	29.9%
Margin	5.7%	5.3%	-	(0.4)pp	105.66	-	-	-	29.8%
Net profit attributable to TerraSky	367	407	+39	+10.6%					
Margin	3.1%	3.1%	-	(0.0)pp					
Basic EPS (yen)	28.54	31.54	3.00	+10.5%					

* Record high for Q2

Consolidated Net Sales

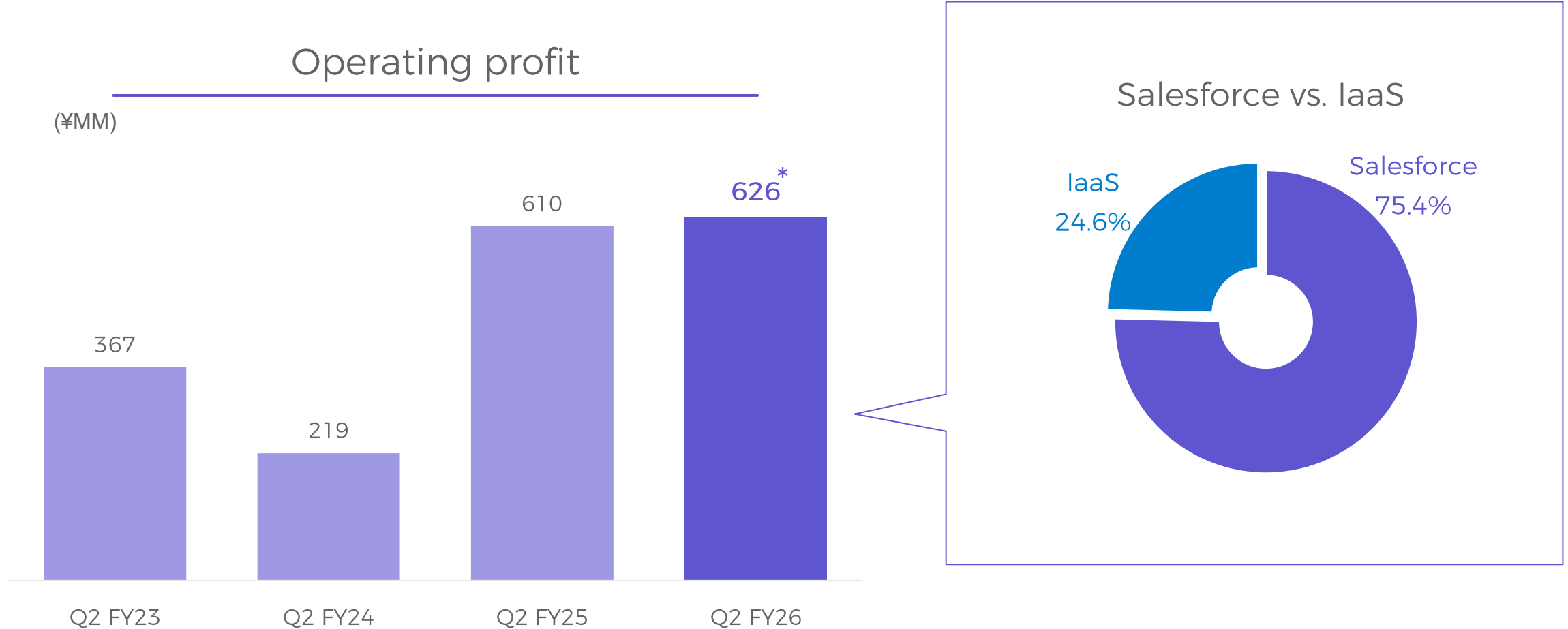
- Q2 net sales increased by 11.6% y-o-y, reaching a new record high.
- Both our Salesforce and IaaS businesses delivered steady and balanced growth in net sales, maintaining a stable sales ratio of approximately 60:40.



* Record high for Q2

Consolidated Operating Profit

- Q2 operating profit increased by 2.7% y-o-y, reaching a new record high..
- Both our Salesforce and IaaS businesses delivered steady and balanced growth in operating profit, maintaining a stable profit contribution ratio of approximately 75:25.



* Record high for Q2

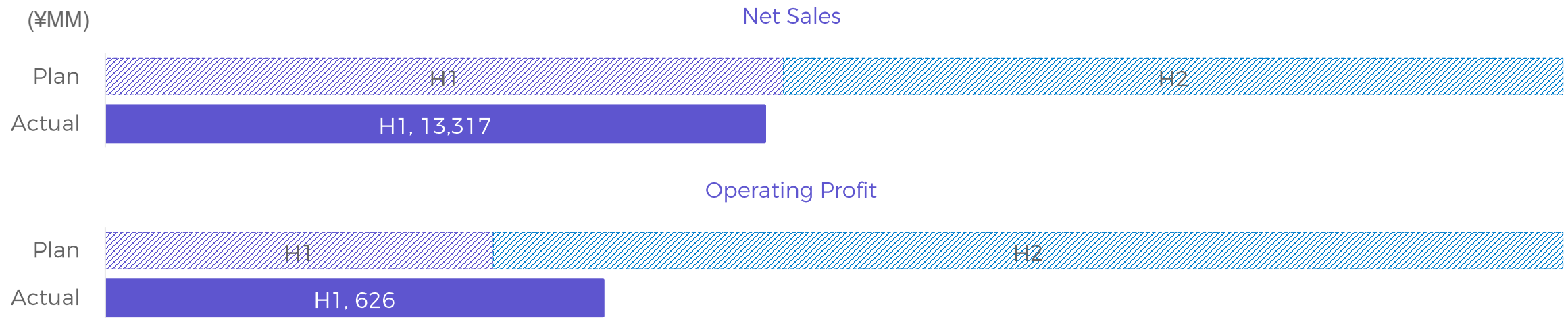
H1 FY2026 Performance Review and H2 Outlook

Review of First-Half (H1) Performance

- Net Sales: were largely in line with our plan, despite falling slightly short of the target.
- Operating profit: Exceeded our plan, demonstrating strong performance.

Outlook for Second-Half (H2)

- Net Sales: We expect sales to progress as planned, driven by the scheduled launch of a large-scale Salesforce project.
- Operating Profit: We expect to remain on track with our initial operating profit plan, despite increased costs from two major Q3 events, TerraSkyDay and Dreamforce. This outlook is supported by several key drivers:
 - ① **Improved Efficiency:** Driven by [recent corporate restructuring](#), including the dissolution of our U.S. subsidiary and an absorption merger of two domestic subsidiaries.
 - ② **Contribution from New Hires:** New graduates will become fully productive, [contributing to projects starting in Q3](#).
 - ③ **Product Business Growth:** Expected sales [expansion in the second half](#).
 - ④ **New Project Generation:** Increased number of projects from our [new initiatives with Mizuho Bank](#).



Q2 FY26 Consolidated Balance Sheet

(¥MM)	As of Feb. 28, 2025	As of Aug. 31, 2025	Change
Current assets	12,844	13,157	+312
Property, plant and equipment	400	426	+25
Intangible assets	1,246	1,325	+79
Investments and other assets	4,978	5,138	+159
Non-current assets	6,625	6,890	+265
Total assets	19,470	20,047	+577
Current liabilities	5,724	5,858	+134
Non-current liabilities	905	873	(32)
Total liabilities	6,630	6,732	+101
Shareholders' equity	8,953	9,429	+475
Total net assets	12,839	13,315	+475

Key Factors for Change

- **Intangible assets:**
Increase in software assets for the product business
- **Investments and other assets:**
Increase in lease deposits in preparation for a future headquarters relocation.

Q2 FY26 Consolidated statements of cash flows

(¥MM)	Q2 FY25	Q2 FY26	Details
Cash flow from operating activities	402	710	<ul style="list-style-type: none"> Increase in profit before income tax
Cash flow from Investing activities	(598)	(629)	<ul style="list-style-type: none"> Proceeds from sale of shares in Technos Japan Increase in lease deposits in preparation for a future headquarters relocation
(subtotal) Free cash flow	(196)	80	
Cash flow from Financing activities	(9)	85	<ul style="list-style-type: none"> Proceeds from sale of shares in BeeX Purchase of shares in subsidiaries ENOKI and DiceWorks
Cash and cash equivalents at end of period	5,408	6,676	<ul style="list-style-type: none">

Group Headcount Trend

The group hired a total of 87 new graduates in April 2025 (Q1). As of August 31, 2025, the total number of employees stood at 1,617, an increase of 145 from the end of the previous fiscal year.

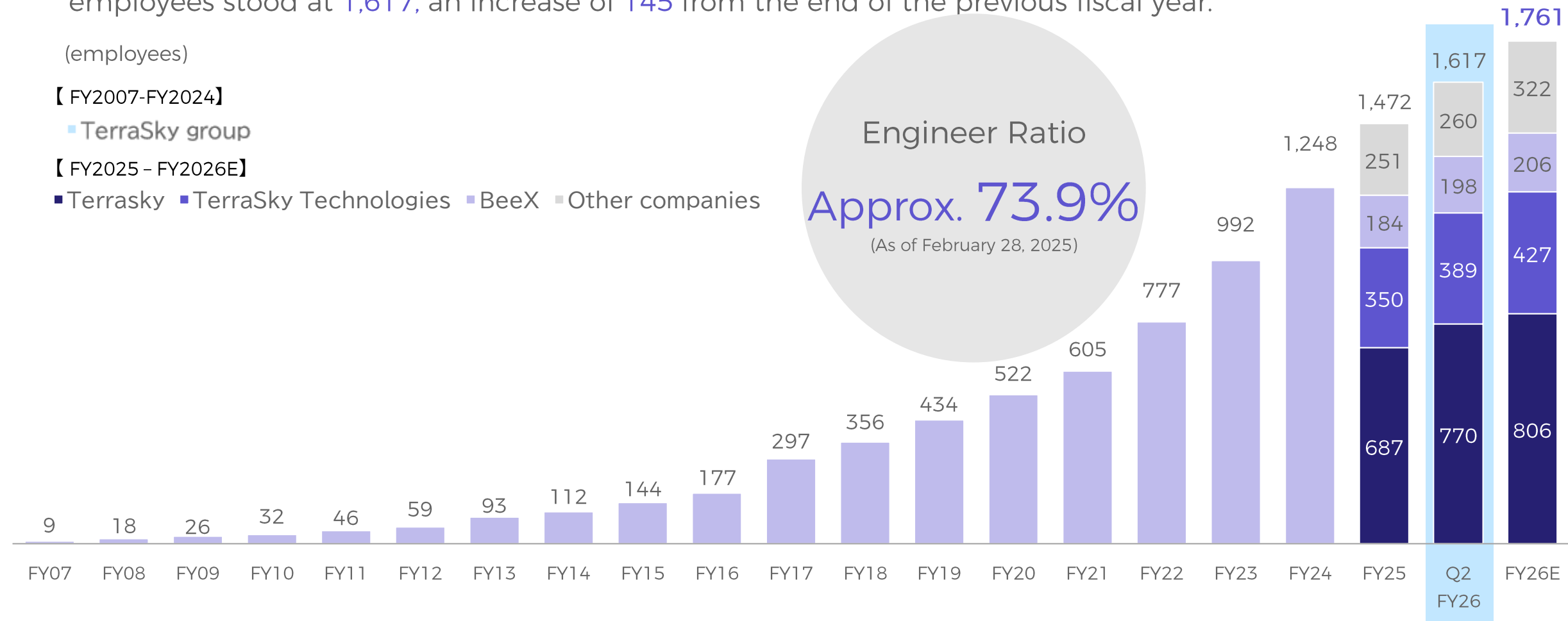
(employees)

【 FY2007-FY2024】

■ TerraSky group

【 FY2025 - FY2026E】

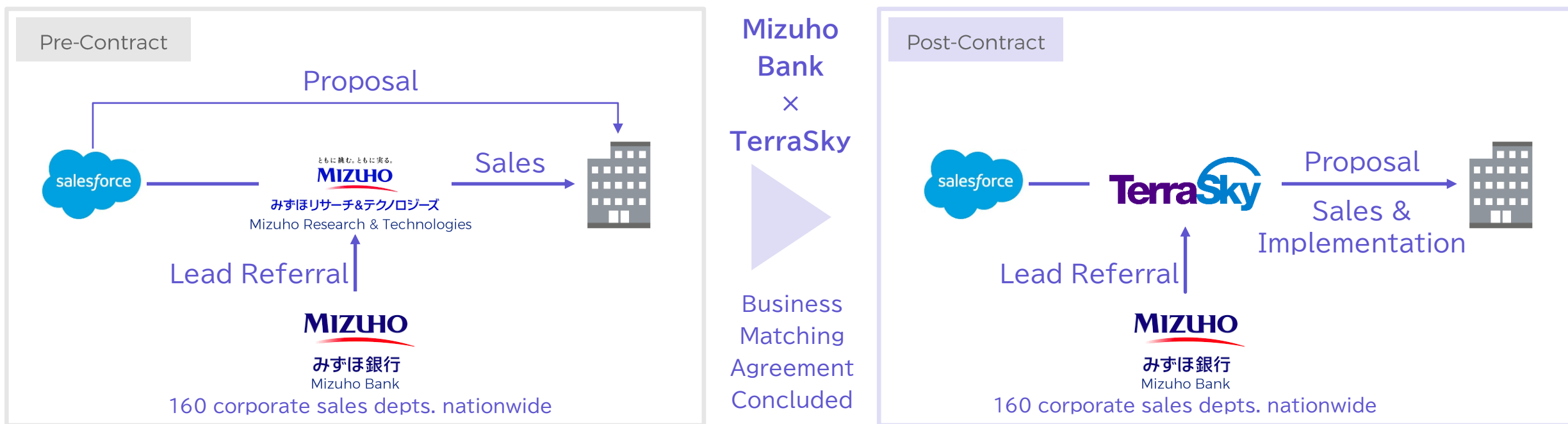
■ Terrasky ■ TerraSky Technologies ■ BeeX ■ Other companies



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

Terrasky Begins Salesforce Sales and Implementation for Mizuho Bank's Corporate Clients

- TerraSky will primarily focus on projects for small and medium-sized enterprises (SMEs) referred by Mizuho Bank, with an annual target of securing contracts from approximately 50 companies.





Q2 FY26

Segment Results

Solutions business

Contract development and support for optimal systems utilizing cloud technology.



Microsoft Azure



Google Cloud



Segment Companies

Salesforce



TerraSky Technologies



IaaS



Quantum computing



Products Business

Development and provision of specialized cloud services and products.



Segment Company

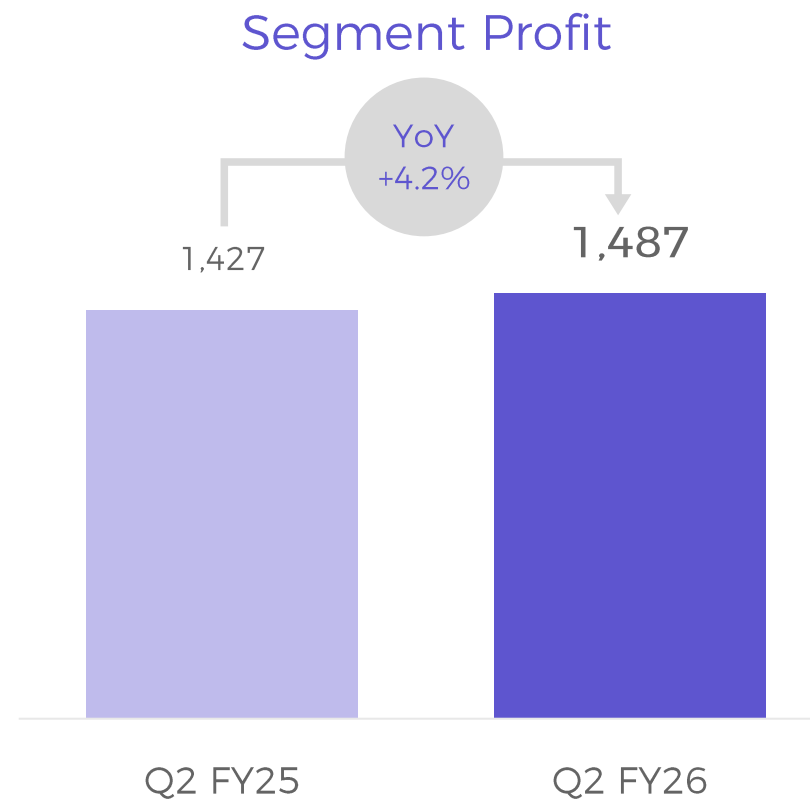
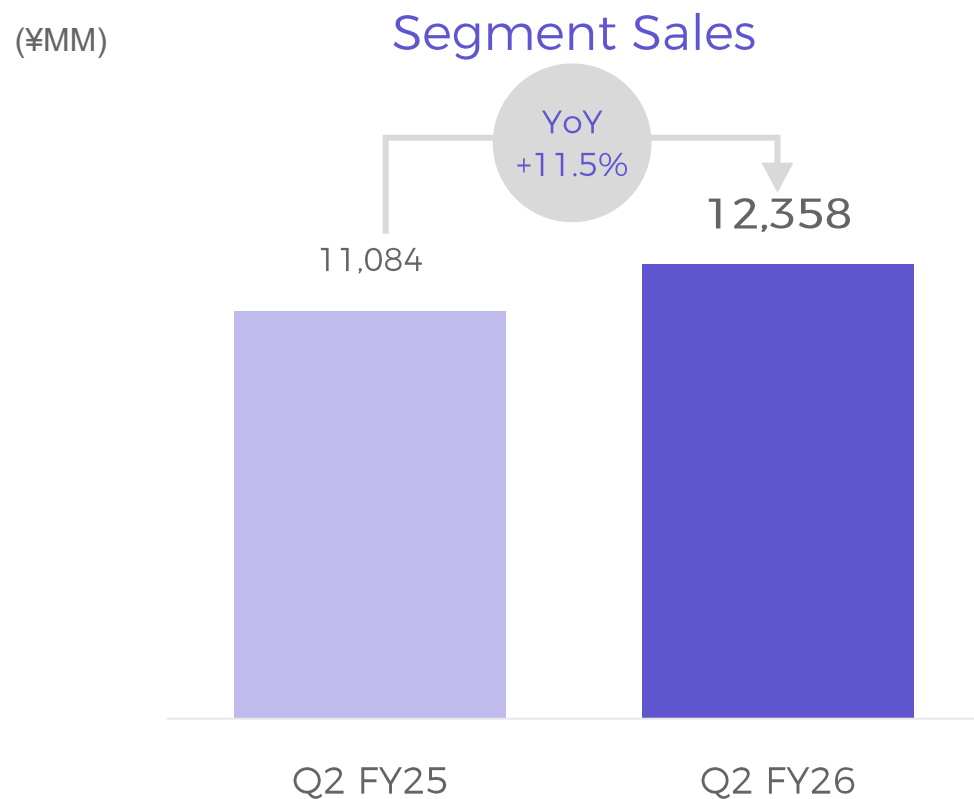
Salesforce



* DiceWorks will be absorbed into TerraSky, effective November 1.

Segment Results – Solutions business

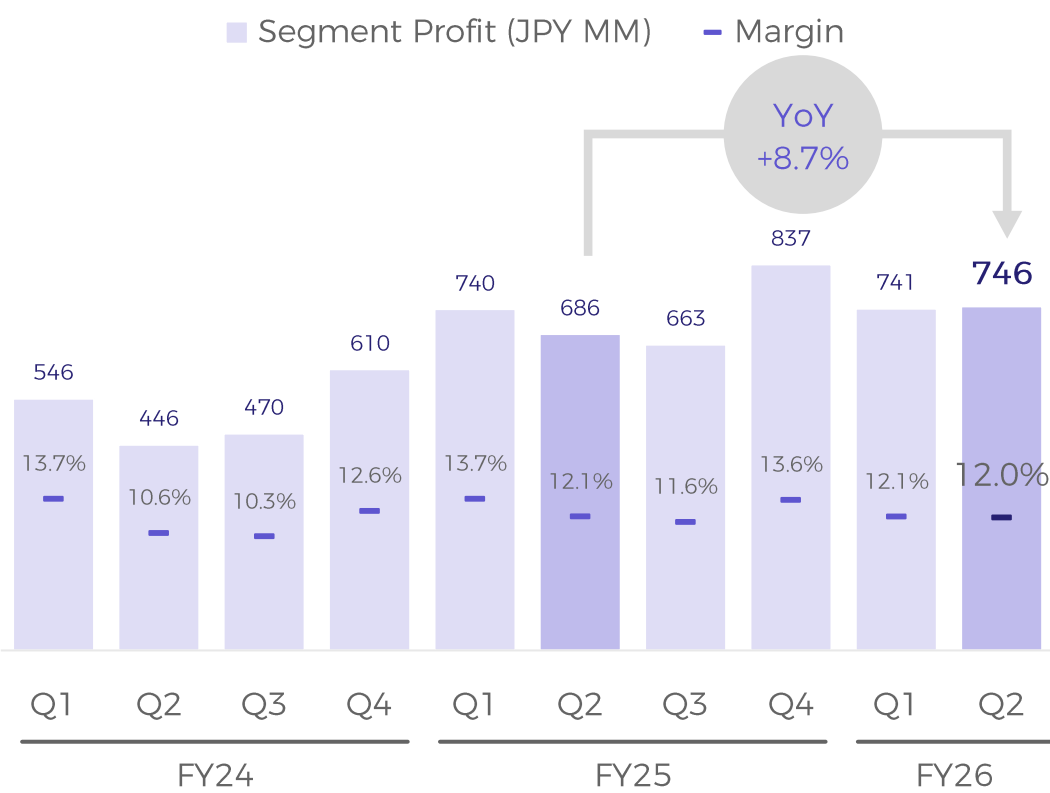
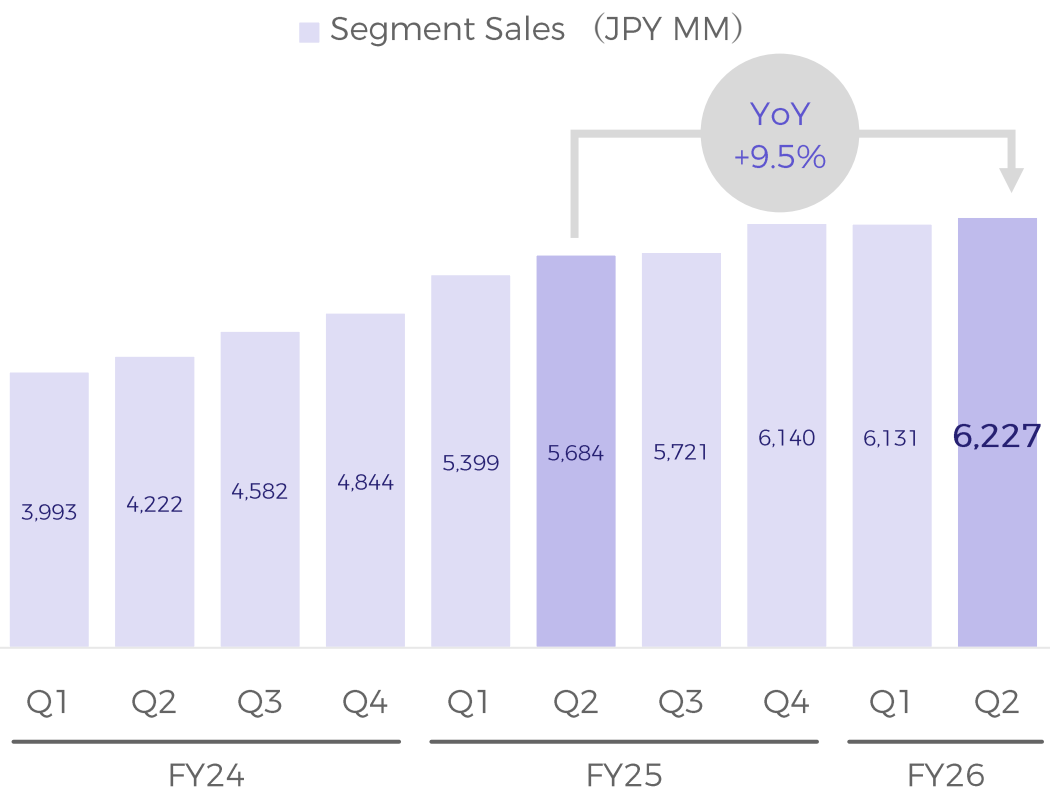
- Both sales and profit reached record highs for the quarter.
- Solution sales increased by 11.5% y-o-y, as all subsidiaries reported higher sales, primarily led by strong performances at TerraSky and BeeX.
- Solution profit increased by 4.2% y-o-y. Significant profit growth from our core companies—TerraSky, TerraSky Technologies, and LiberSky—successfully offset profit declines in other subsidiaries.



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

■ Segment Results – Solutions business

- Quarterly standalone sales revenue continued its y-o-y growth trend, setting a new record high for a single quarter.
- Quarterly standalone profits have consistently shown significant increases in the fourth quarter, and we anticipate a similar trend this period.



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

Terrasky Technologies Automates 80% of Operations with Agentforce and Slack Integration

- Agentforce's integration with Slack enables automated responses to standardized inquiries and automates information gathering, leading to improved operational efficiency.

【Implementation Example (Right Figure)】

Q. Regarding internal procedures for domestic business trips.

A. Provides automated responses on procedures, from pre-trip applications to post-trip expense claims.

Reducing support costs and
improving employee
satisfaction.



The screenshot shows a Slack interface. At the top, a user profile for 'Terra Me (AGENTFORCE)' is visible with a timestamp of '2分前' (2 minutes ago). The message content is in Japanese and provides a structured list of steps for business trip procedures. It starts with a greeting and then lists steps under two main headings: '【出張前】' (Before the trip) and '【出張後】' (After the trip). The steps include submitting applications, creating reports, and handling expenses. At the bottom, there is a note about a manual and a closing statement.

来月に国内出張があるので、行うべき社内手続きを順番に教えて

1件の返信

テラミー(Terra Me) AGENTFORCE 2分前

来月の国内出張に際して必要な社内手続きを以下の通りご案内いたします。

【出張前】

- 出張申請書の提出
 - 「出張申請書」を作成し、事前に会社の承認を得てください。
- 旅費の仮払い申請（任意）
 - 旅費の仮払いが必要な場合は、出張申請の承認後に申請を行ってください。

【出張後】

- 出張報告書および旅費明細書の作成
 - 出張後、「出張報告書」と「出張旅費明細書」を作成してください。
- 経費精算申請
 - 「mitoco 経費」にて立替金の精算申請を行ってください。申請の際には、領収書の添付が必要です。
- 書類の提出
 - 作成した出張報告書と出張旅費明細書を、月末締め翌月3営業日までに管理本部へ提出してください。

詳細な申請方法については、「mitoco 経費マニュアル」をご確認ください。ご不明な点がございましたら、勤怠・経費に関するお問い合わせフォームよりご連絡ください。

以上、よろしくお願いいたします。

Quemix Selected for NEDO's “Post-5G” Related Projects – Aiming to Cultivate Top-Tier Talent for Quantum Computing

Quemix has been selected as the implementing organization for quantum computing talent development under NEDO's publicly solicited project, “Post-5G Information and Communications System Infrastructure Enhancement Research and Development Project.”

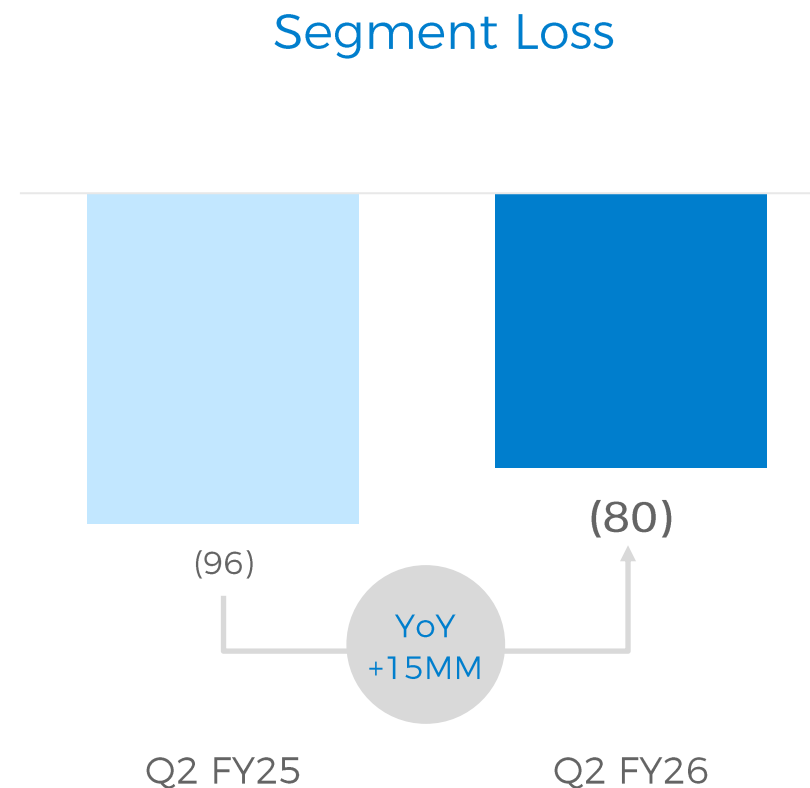
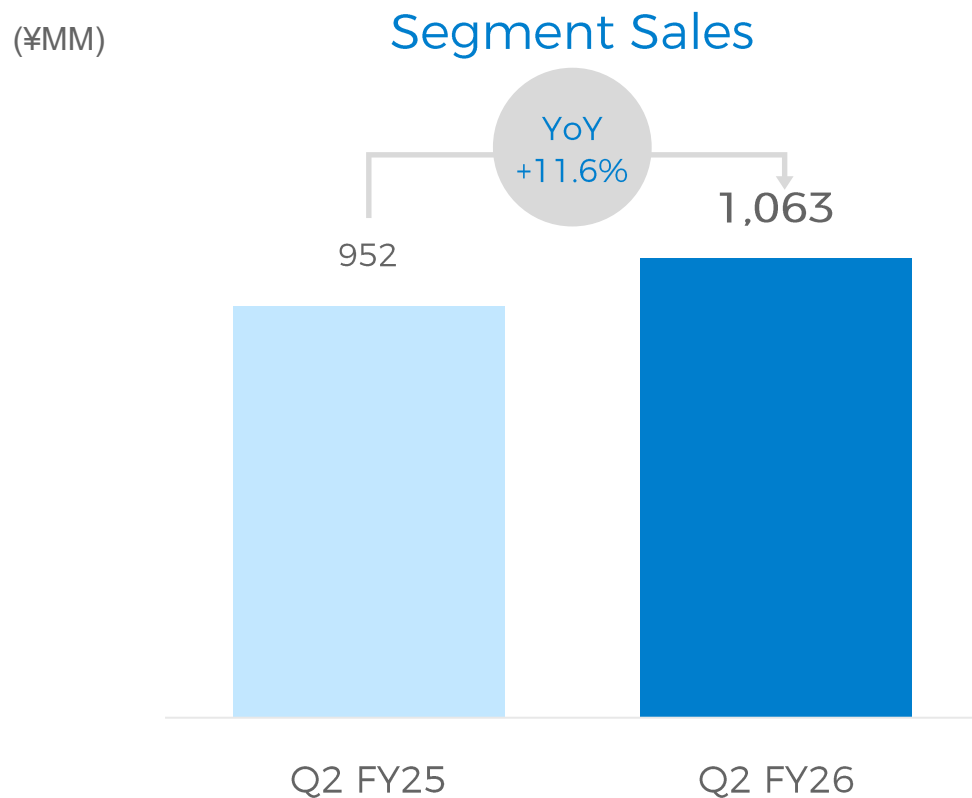
The industrialization of quantum computers, expected to form the core of computational infrastructure in the post-5G era, requires the cultivation of highly specialized talent.



Aiming to produce top-tier talent capable of immediately leading the industrialization of gate-based quantum computers.

Segment Results - Products Business

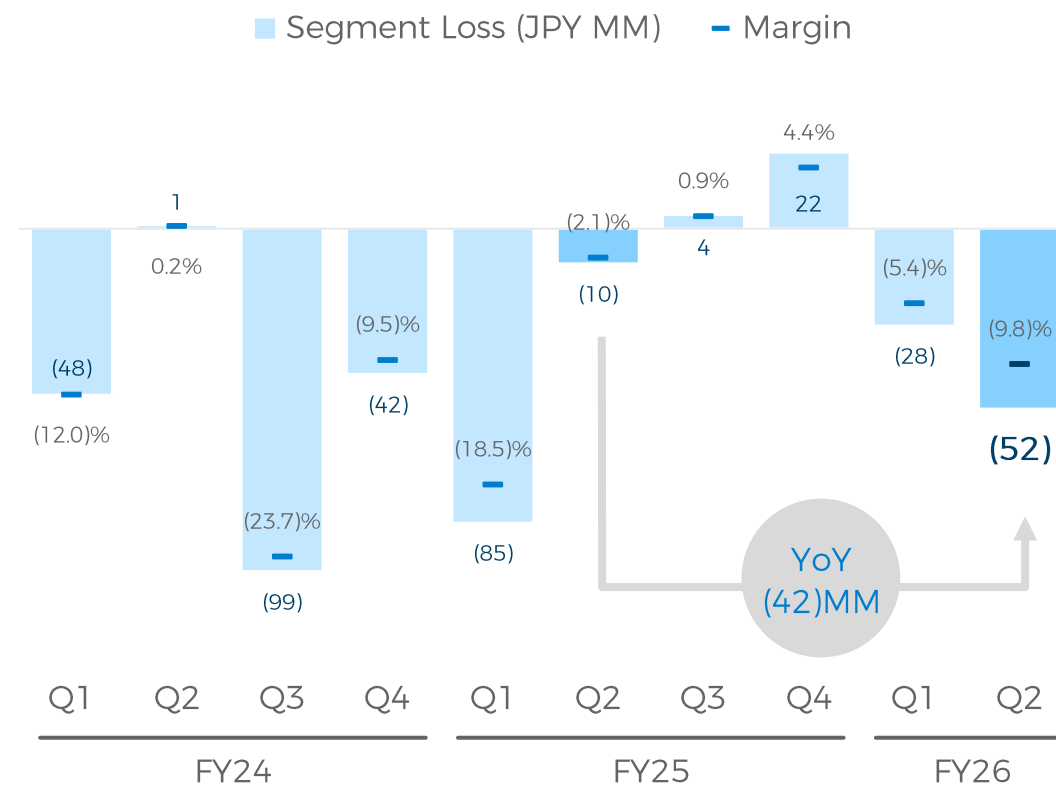
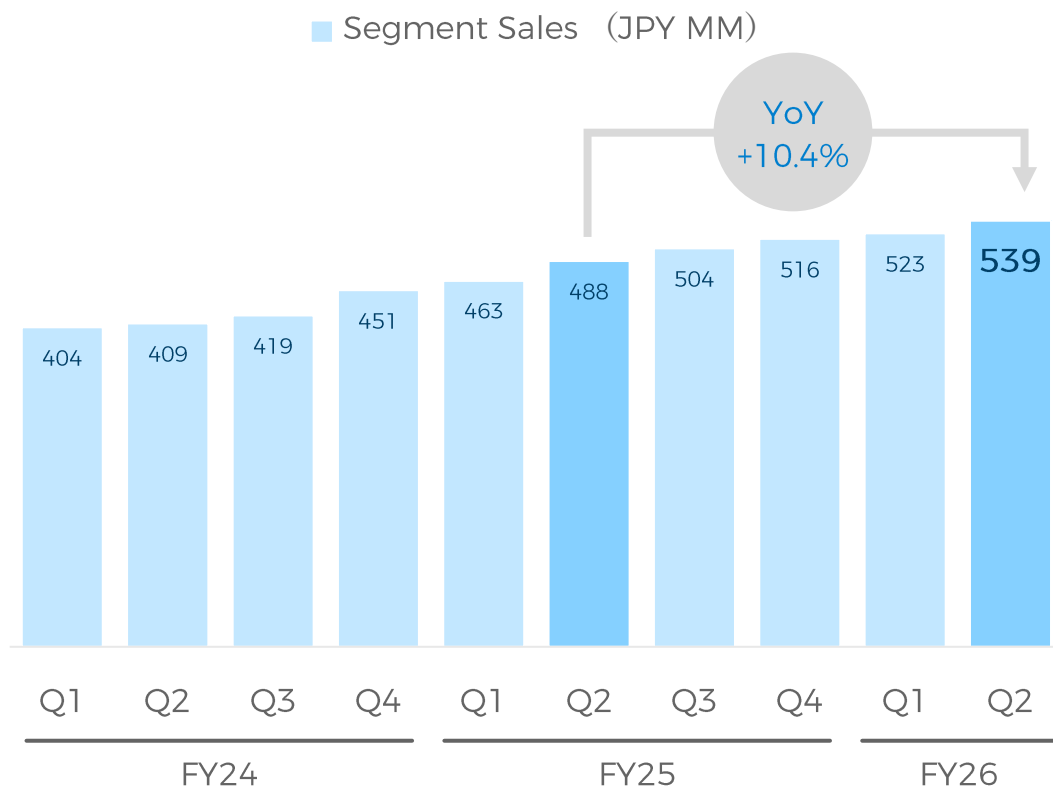
- Product sales increased 11.6% y-o-y, reaching a record high. This growth was driven by improved sales efficiency following the integration of ENOKI into our main operations, and by strong contributions from our recurring revenue products. This was achieved despite the dissolution of our U.S. subsidiary.
- The loss narrowed by 15 million yen compared to the same period last year. The remaining loss was mainly driven by higher depreciation costs associated with new feature releases for mitoco ERP and mitoco X.



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

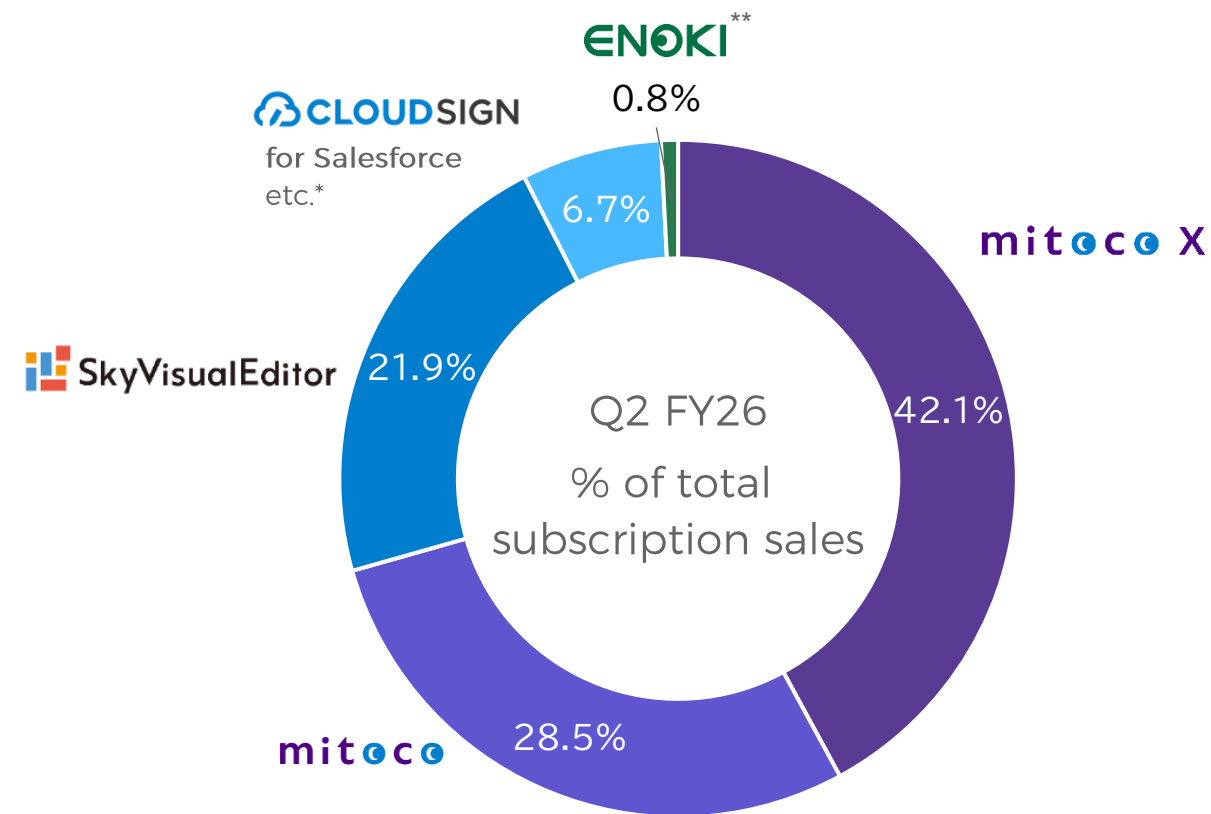
Segment Results - Products Business

- Quarterly standalone sales achieved double-digit y-o-y growth for the seventh consecutive quarter, setting a new record high.
- The quarterly standalone loss is projected to reverse to a profit in the second half due to increased product sales.



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

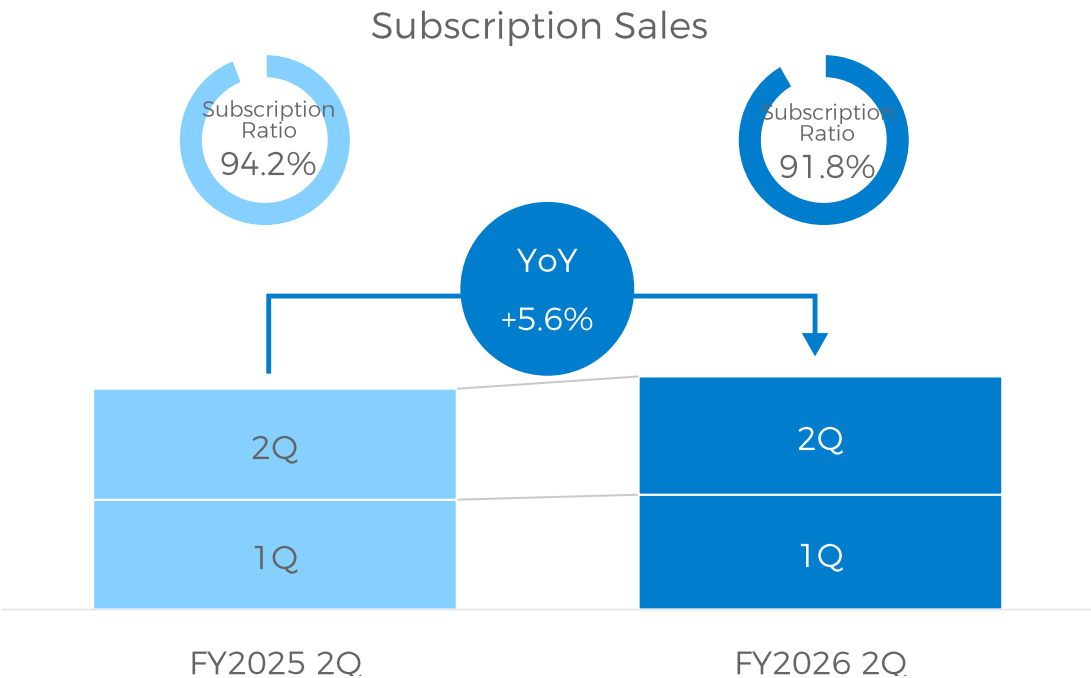
Subscription Sales - Products Business



*The "Cloud Sign" category includes "OMLINE" from FY26.
**ENOKI was integrated into TerraSky in June. Therefore, revenue from Q2 FY2026 onwards is recognized as mitoco revenue.

Total subscription sales increased by 5.6% y-o-y.
YoY change by product :

- mitocoX (data collaboration tool) : +7.5 %
- mitoco : +14.9 %
- SkyVisualEditor : +2.0%

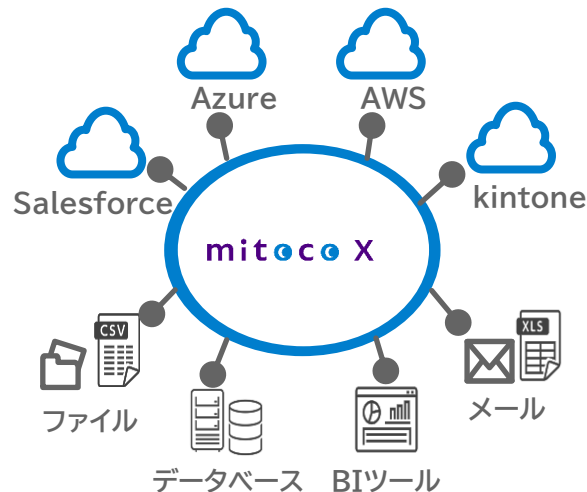


Key Announcement – Products Business

mitoco X Ver.2.0

The De Facto Standard for Cloud-Native Data Integration

- Rebuilt with the latest technologies for both infrastructure and applications
- Accessible to Developers of Any Skill Level
- Fully Open Source



mitoco X Ver.2.0

Officially Selected by KFC Japan

Kentucky Fried Chicken Japan

Promoting data integration and business process automation across stores and departments

mitoco X

Adopted as the foundation for advancing business automation and enhancing data utilization.

Key Evaluation Points

- Flexible data integration capabilities
- Modern architecture ensuring near-zero downtime
- Pay-as-you-go pricing model

mitoco

Wins at ITreview Grid Award 2025 Summer

For the 13th consecutive time, mitoco was recognized as a "High Performer" in the Groupware category of the "ITreview Grid Award 2025 Summer," hosted by IT Cloud, Inc.



Net sales and Operating profit Composition Solutions business vs. Products Business

Q2 FY25

Net sales



Segment profit



Q2 FY26

Net sales



Segment profit



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

Solutions Business

Asset Management One

Implementing “[Center of Excellence Support](#)” to optimize Salesforce utilization company-wide.

Driving Rapid In-House Development through a new DX promotion framework.

Hokuden Information System Service

Achieved a Unified Customer View and Enhanced Operational Efficiency by integrating [Service Cloud](#) with Soasuku.



SAKAI HEAVY INDUSTRIES

Deployed “[Fujitsu GLOVIA OM](#)” as the core system for everything from sales management to material requirements planning.



Bank of The Ryukyus

[Salesforce Financial Services Cloud](#) goes live as next-generation CRM/SFA



Products Business

ORIX Bank

Accelerated In-House Development by implementing [SkyVisualEditor](#) for custom Salesforce UI design.

Kentucky Fried Chicken Japan

Adopted [mitoco X Ver.2.0](#) as a DX promotion platform that balances high availability with cost-effectiveness.

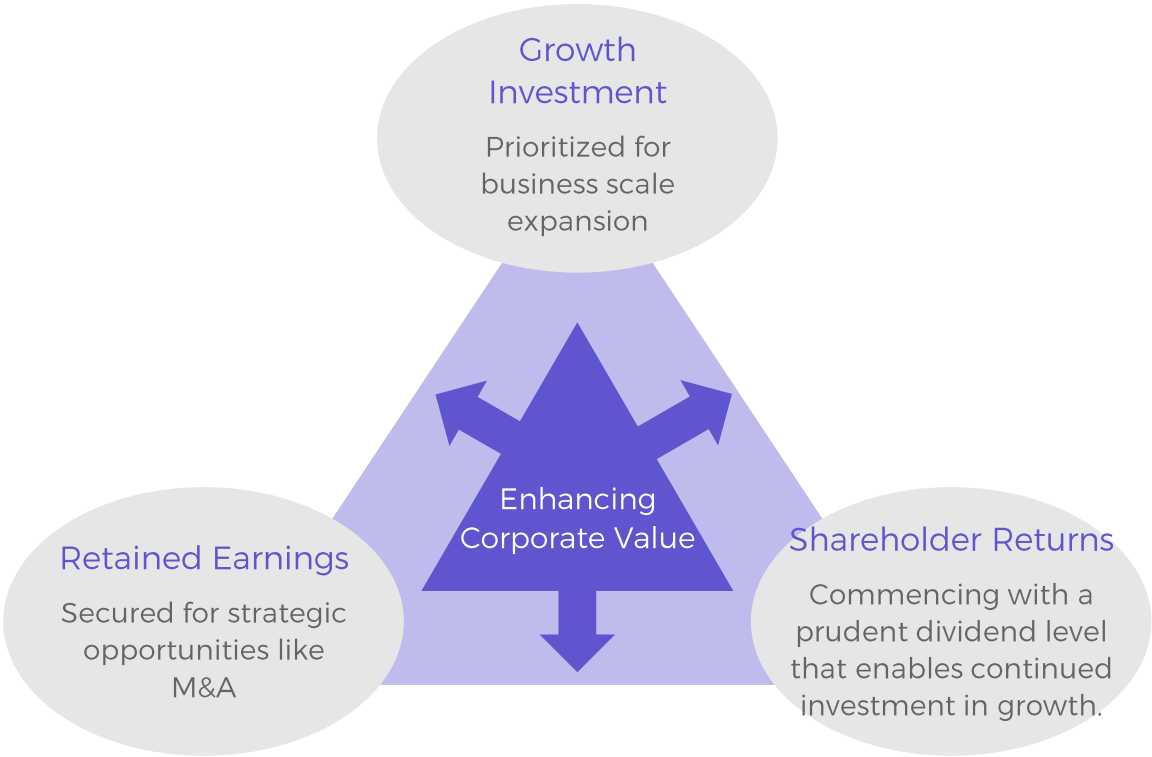


Shareholder Returns

Dividend Policy

- TerraSky will issue our **first-ever dividend of ¥16 per share for the fiscal year ending 2026**. This marks a shift from our previous policy of forgoing dividends to prioritize investments for growth since our IPO.
 - We remain committed to achieving both sustainable growth and profit expansion. While continuing to prioritize investments for growth, we will **provide shareholder returns in balance with our retained earnings**.
 - Going forward, we will treat shareholder returns as a key management priority and intend to pursue a **progressive dividend policy**. This is intended to strengthen our long-term, sustainable relationships with all our investors and shareholders.
- Note: The shareholder benefits program will be discontinued next fiscal year.*

	Dividend per share in JPY		
	Interim	Year-end	Total
Previous Forecast (Announced July 15, 2025)		0.00	0.00
Revised Forecasts		16.00	16.00
Actuals for the Current Fiscal Year	0.00		
Results for the Previous Fiscal Year (FYE Feb 28, 2025)	0.00	0.00	0.00



A wide-angle photograph of Earth from space, showing the horizon and a bright sunburst effect on the right side. The sunburst is a bright, multi-pointed starburst of light emanating from a point on the horizon, creating a dramatic lens flare effect. The sky is a deep, dark blue, and the Earth's surface is visible as a lighter blue arc with some cloud patterns.

Corporate Reorganization

Merger of Two Subsidiaries for Large-Scale Project Expansion



DiceWorks

Marketing Automation Implementation
Consulting and Support Services

Cloud-based MA implementation consulting specialists with particular expertise in Salesforce Marketing Cloud and Pardot implementation, operation, and adoption support

ENOKI

AI Platform Development and
Consulting Services

AI Platform Development and Consulting Services Provides "ENOKI," a versatile natural language and machine learning-powered language analysis platform. This platform enables the integration of intelligent virtual assistants and predictive/decision-making capabilities into business systems.

Terrasky absorbed both
companies into a new
organizational structure



- Enhance group management efficiency and strengthen sales capabilities and project execution
- Achieve early launch of MCP services
- Integrate marketing consulting and system development support

Sky365 to Become BeeX Subsidiary To Accelerate Growth in MSP Business Through Enhanced Collaboration

Purpose of the Transfer

Compliance with AWS Partner Certification

Meeting the stricter AWS partner certification requirements (providing MSP services within the company group)

Strengthening the MSP Business

Enhancing the structure of BeeX's core MSP (Managed Service Provider) business



Improving service quality

Expanding sales channels



Q2 FY26 Key Announcements

Full-Scale Launch of Generative AI / Agentforce Business

TerraSky

- TerraSky presented at Salesforce Japan's "Agentforce World Tour Osaka" and is also scheduled to participate in the upcoming "Agentforce World Tour Tokyo" in November
- As an initial partner of "AgentExchange," we began offering two solutions, "mitoco Agent" and "mitoco Agent Accounting," on the marketplace.

mitoco
Agent

TerraSky Technologies

- TerraSky Technologies is actively implementing and utilizing Salesforce AI and has also launched the "Agentforce Activation Support Service" to promote the adoption and integration of AI agents.



BeeX

- BeeX is implementing AI to drive revenue growth by both supporting customer value creation and enhancing our internal productivity.

Cuon

- Cuon is streamlining generative AI application development using internal data with their development support package, CGAS (Cuon Generative AI Suite). They are also promoting AI adoption across diverse open-source environments via the Dify option, which builds the open-source version of Dify within tenant-isolated AWS environments.

CGAS
-Cuon's proprietary AI platform-

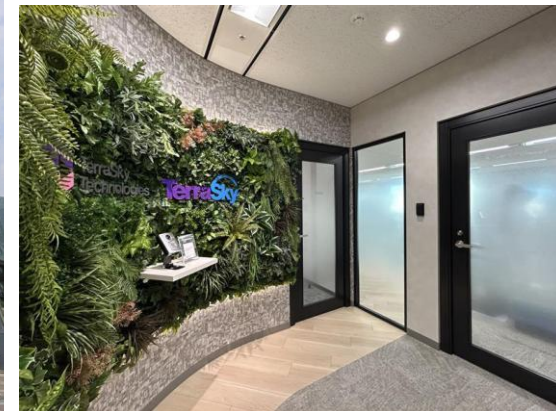
Dify x AWS

TerraSky Opens New Satellite Offices in Kagoshima and Morioka to Recruit Local IT Talent and Boost Regional Economies

Kagoshima Satellite Office

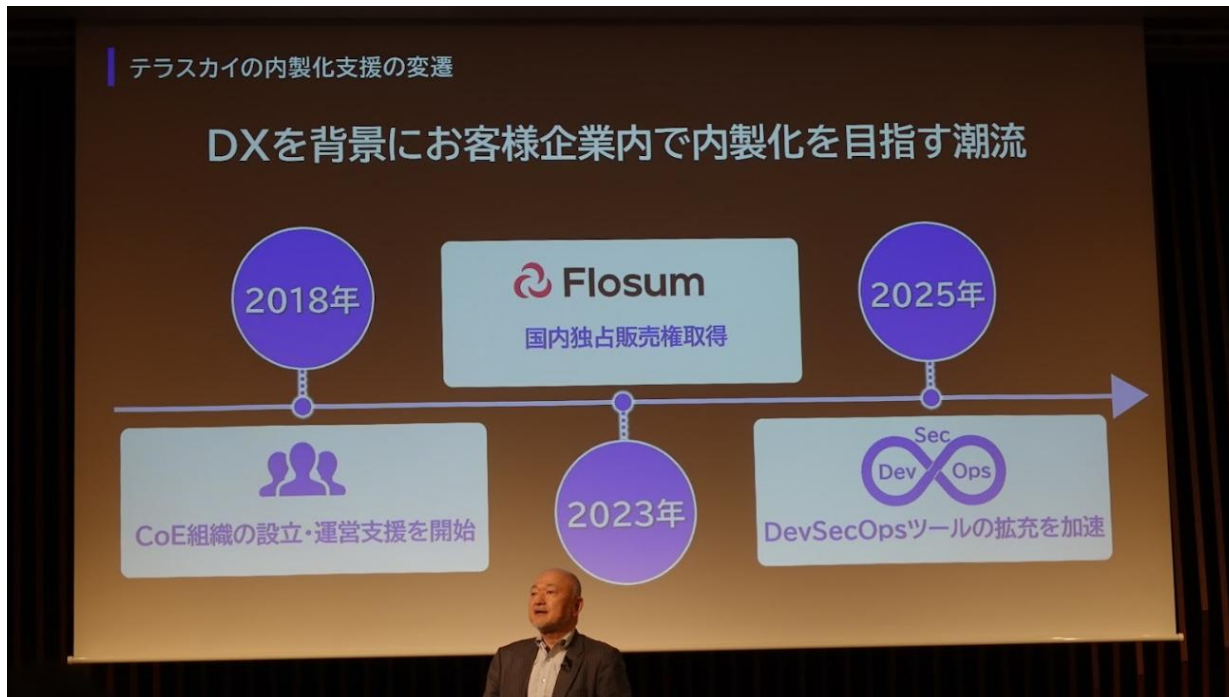


Morioka Satellite Office



3rd Flosum Japan Summit Held

Spoke at Agentforce World Tour Osaka
and will be attending the Tokyo event in November.



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

Upcoming Events

To stay on top of the latest trends in cloud computing, we will be attending two key industry conferences.

Dreamforce2025



AWS re:Invent 2025



TerraSkyDay 2025

さあ、AI・量子のフロンティアへ - Journey to the AI and Quantum Frontier -

2025.11.7 FRI

Location ANA InterContinental Hotel Tokyo
(near Tameike-Sanno Station)

Keynote

10:00 - 12:00



TerraSky Co., Ltd.

Representative
Director Executive
President & CEO

Hideya Sato



NTT DATA Japan
Corporation

Representative
Director, President
and CEO

Masanori Suzuki



JMA Management
Center Inc.

President,
Representative
Director

Shiro Cho



Toshiba
Corporation

Corporate Officer
President and CEO

Taro Simada



Google Cloud
Japan G.K.

Google Cloud Vice
President & Executive
Advisor

Tooyuki Hirate

Special Session

17:05 - 18:20

Special Guest
Announcement!

The Philosophy of Cultivating Future
Leaders and Building Organizations
- How to Nurture Exceptional Global Talent - (tbc)

Who is the special guest? Find out live at the venue
on the day of the event!



Session information now available! Register here

<https://www.terraskyday.com/>





Management Focused on
Cost of Capital and Stock Price

Status of Compliance with Continued Listing Criteria for TSE Prime Market

	Continued Listing Criteria	Terrasky	Compliance
Tradable share market capitalization	¥ 10BN	¥ 12.5BN	✓
Number of tradable shares	20,000 units	53,105 units	✓
Tradable share ratio	35%	41.1%	✓
Daily average trading value	¥ 20MM	¥ 250MM	✓

Management Focused on Cost of Capital and Stock Price

Assessment of Current Situation

- We recognize that our cost of equity is approximately 7%.
- ROE, which had trailed the cost of equity at 3.8% in FY2/2023 and 2.9% in FY2/2024 due to continued growth investments, improved to 9.2% in FY2/2025. Over the medium to long term, we recognize the importance of transitioning from a revenue growth trend driven by the investment phase to a trend of both revenue and profit growth.
- The company's estimated PER as of the end of February 2025 is 38.4x.
- PBR as of the end of February 2025 is 2.75x, and it has remained above 1x since our listing.

Policies and Targets

- We expected to achieve operating profit of 2.5 billion yen by FY 2/2027.
- By achieving the operating profit target, we expect ROE to reach 10% by the same period.
- Aiming to disclose more accurate consolidated business forecasts.

Initiatives and Timing of Implementation

- By hiring new graduates and actively reskilling mid-career hires to develop engineers, we will reduce the loss of order opportunities caused by a lack of engineers in Salesforce projects, and strive to further expand the Salesforce business both domestically and overseas.
- Realize the effects of the capital and business alliance with NTT Data (announced on April 12) as soon as possible to accelerate the above initiatives.
- Aiming to improve profit margin in consolidated basis by monetizing the Products Business segment.
- Aiming to quickly launch the business and make it profitable for subsidiaries that are in the red.
- Aiming to Enhance corporate value with the proactive disclosure of information in IR activities.

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

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

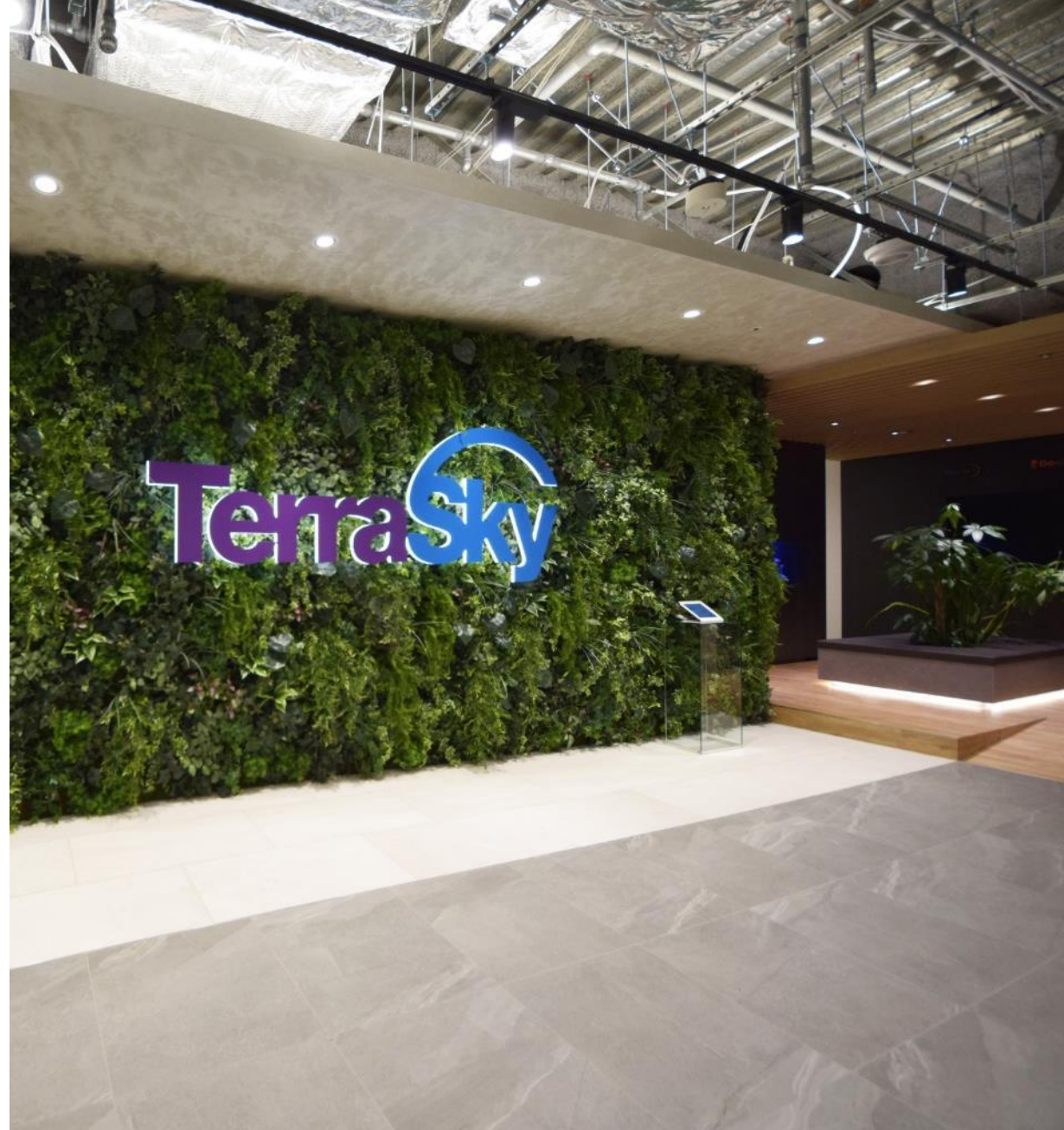
Establishment : March 2006

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 2025



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

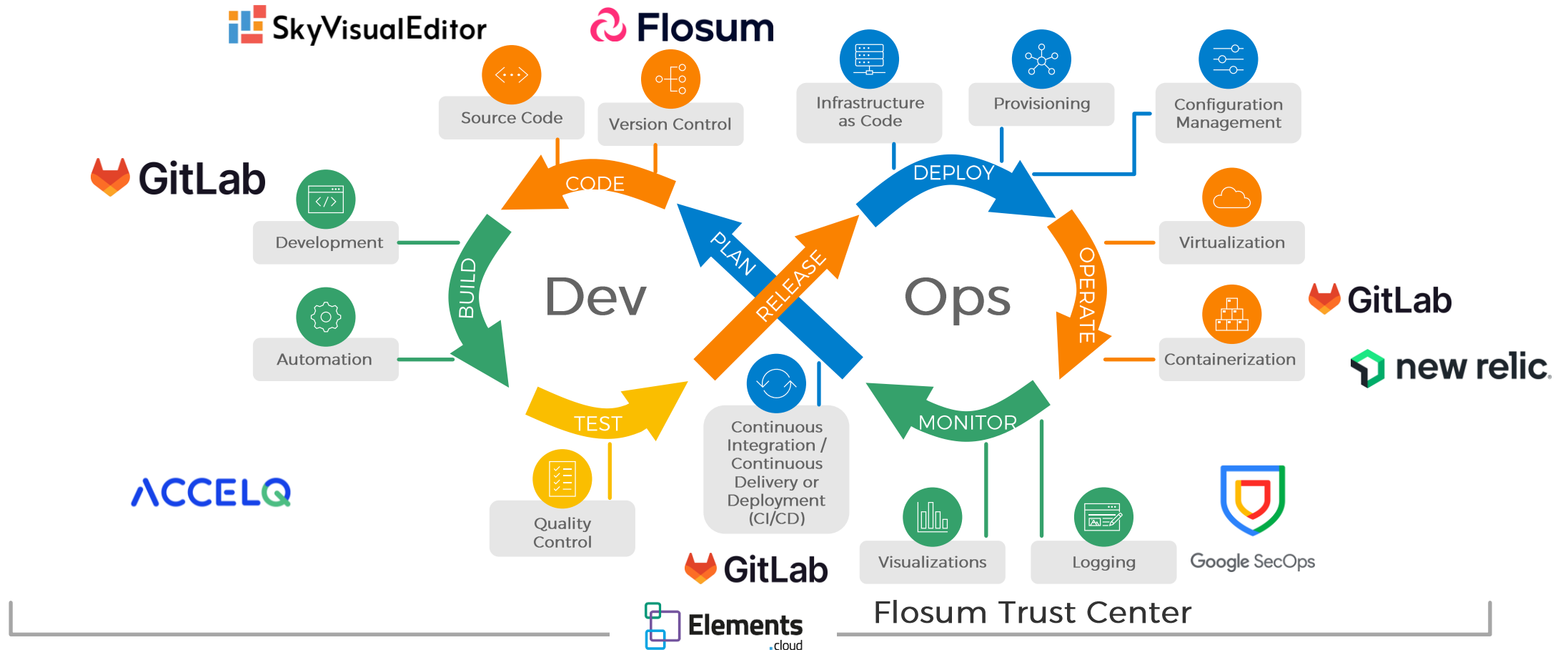
SkyVisualEditor

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.

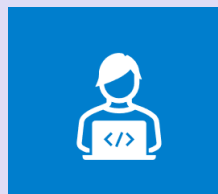
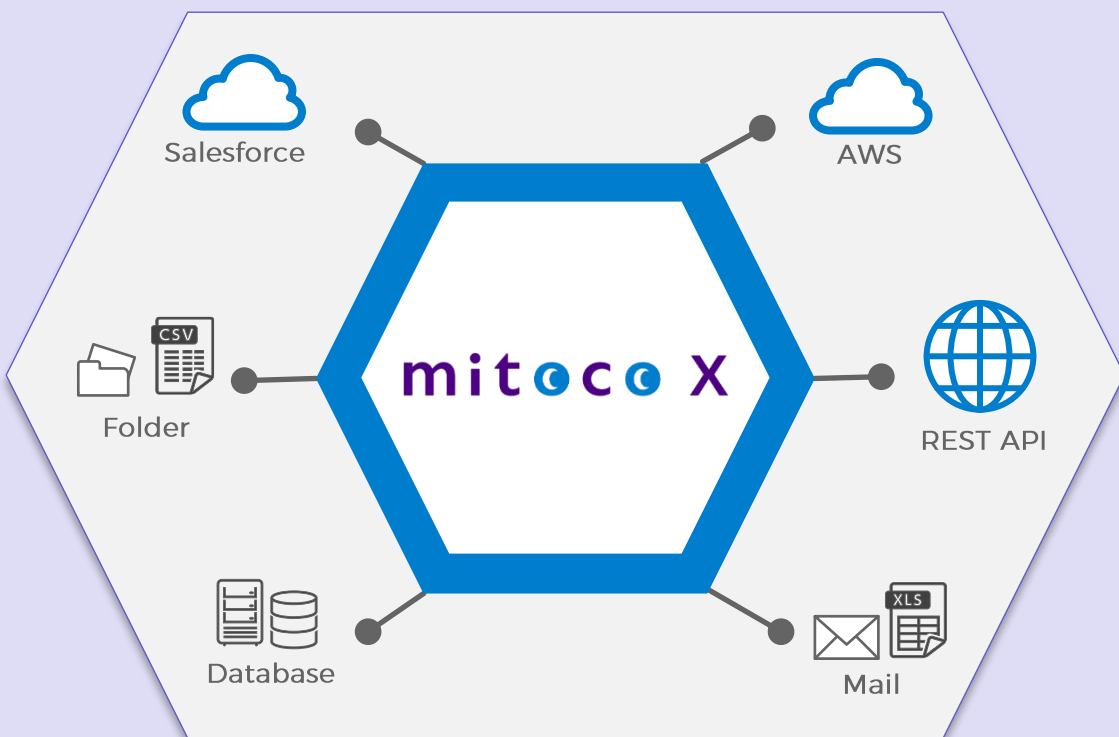
TerraSky Group to Strengthen Sales and Support for DevSecOps Tools Expanding In-house Development Capabilities Through Strategic Tool Adoption



mitoco X

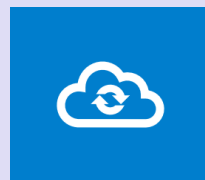
New cloud-based data integration service to manage data scattered throughout the company and automate data integration between systems

mitoco X Ver. 2.0 is the successor to “mitoco X Powered by DataSpider Cloud” released in September 2023.



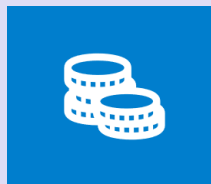
(1) Build Data Integrations with No-Code, Low-Code, and High-Code

Non-engineers and engineers can develop efficiently while sharing the same platform.



(2) Cloud-Native Architecture Improves Availability

The architecture is designed to **minimize downtime** during failures and maintenance, ensuring continuous operation.



(3) Consumption-based (Pay-as-You-Go) Pricing Model

Fees are calculated based only on actual usage time, **eliminating unnecessary costs** for idle periods.

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)

2

Reskilling

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

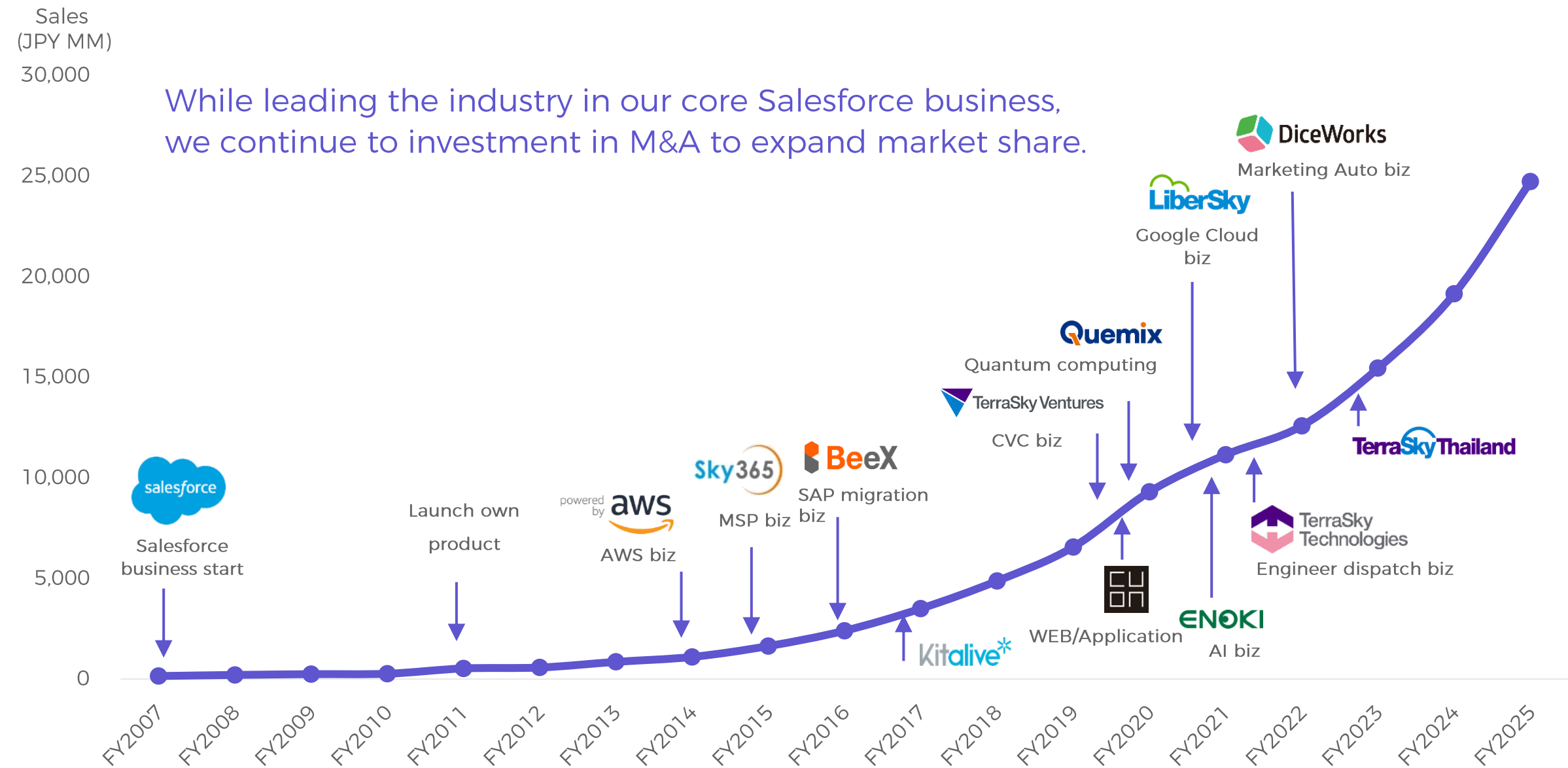
3

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%

Sky365 Co., Ltd.



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

Listed: Sapporo (SSE Ambitious)

Kitalive Inc.



49%

Quemix Inc.



67%

TerraSky
(Thailand)Co., Ltd.



49%

LiberSky



81%

TerraSky
Technologies Co., Ltd.



90%

DiceWorks



100%

Cuon



100%

TerraSky Ventures
Co., Ltd.



100%

13%

Serverworks Co., Ltd.

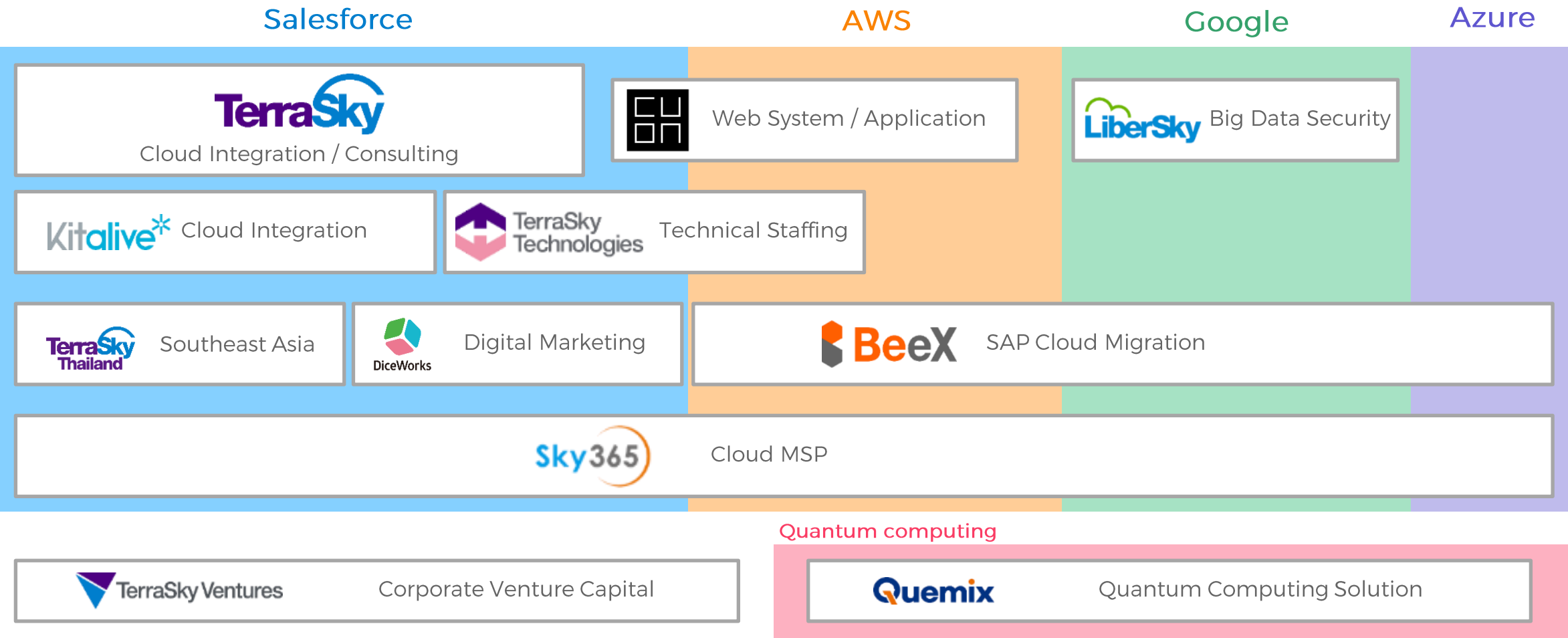


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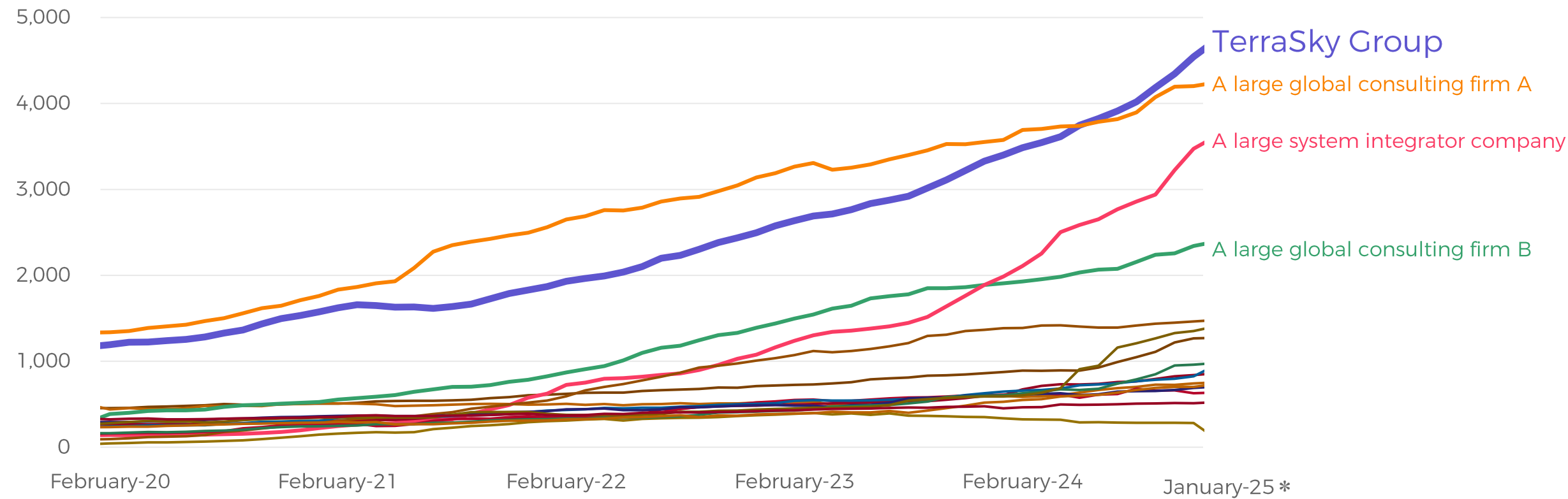


*As of end of August 2025

Support for Various Cloud Platforms



Ranked Top in Japan for Number of Salesforce Certified Engineers* as of January 2025.



* The engineer figure is the total sum of Salesforce certifications held by individuals within the TerraSky Group. Final data as of January 1, 2025.

Overwhelming quality and number of Salesforce certified engineers (employees)



Salesforce
MVP



Certified
Technical
Architect

.....

Highest level of
technical qualifications
Number of people
enrolled in Japan

#1

Salesforce MVP

• • • 3 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

21,000+ 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 2025

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



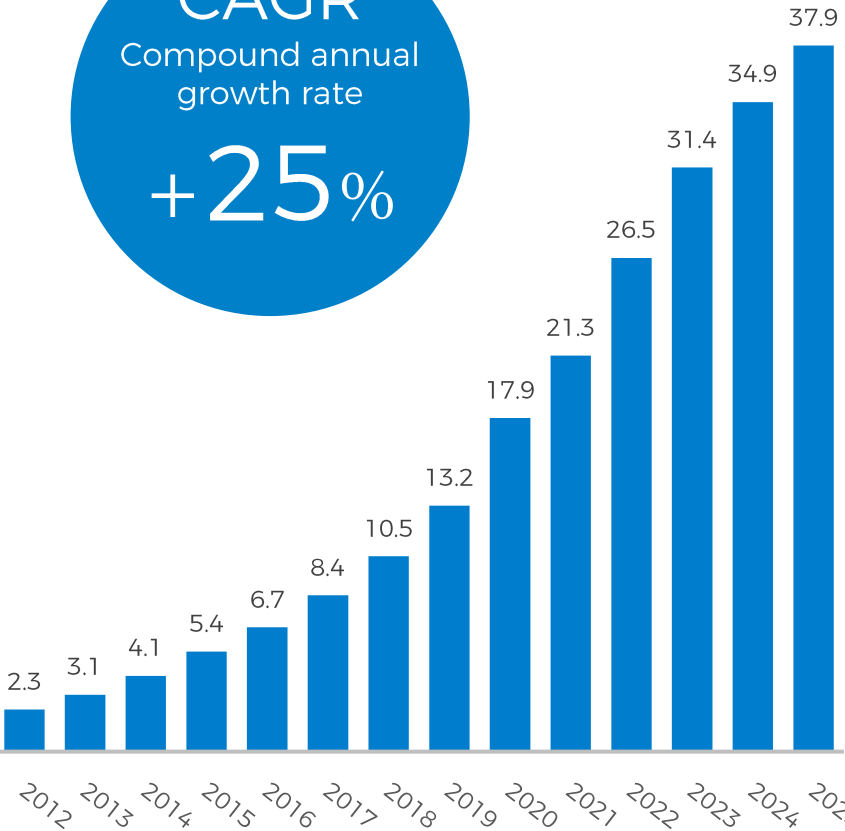
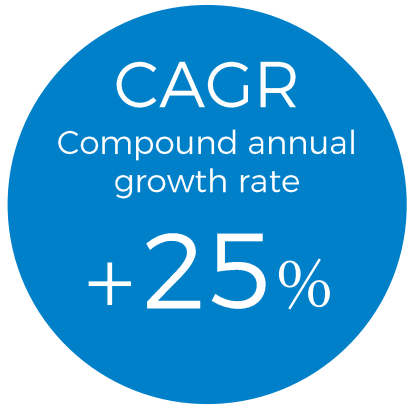
Market Environment

The background of the slide is a high-quality photograph taken from space. It shows the Earth's horizon as a dark blue curve against a lighter blue sky. A bright sun is positioned on the right side of the horizon, creating a strong lens flare that radiates across the upper right portion of the image. The clouds on the Earth's surface are visible as white and light blue patterns.

Sales Growth of the Cloud Platform

(USD BN)

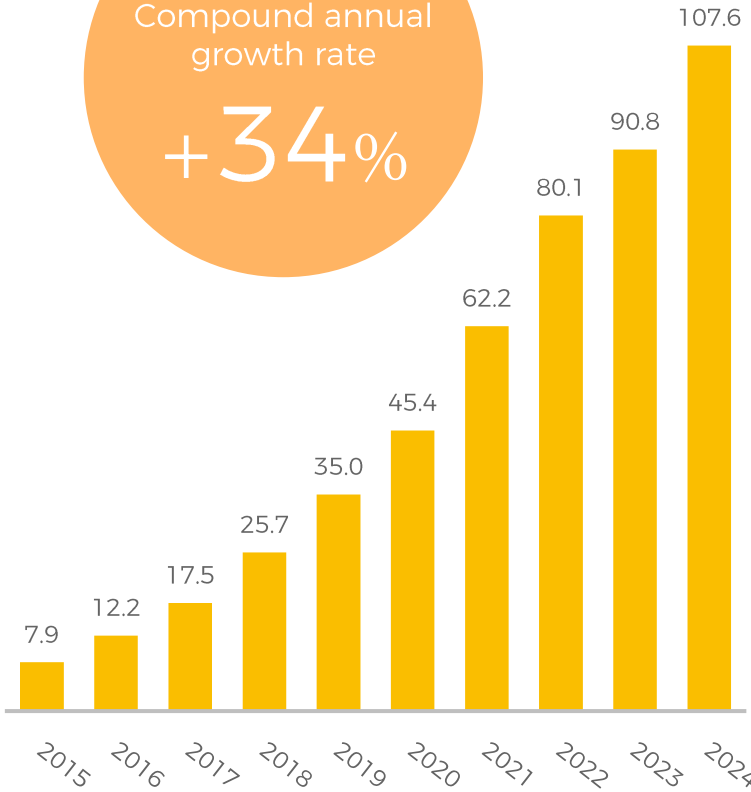
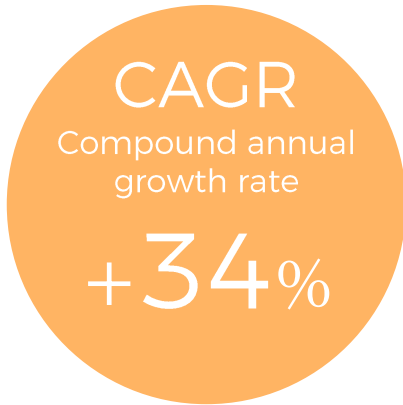
Salesforce



GCP

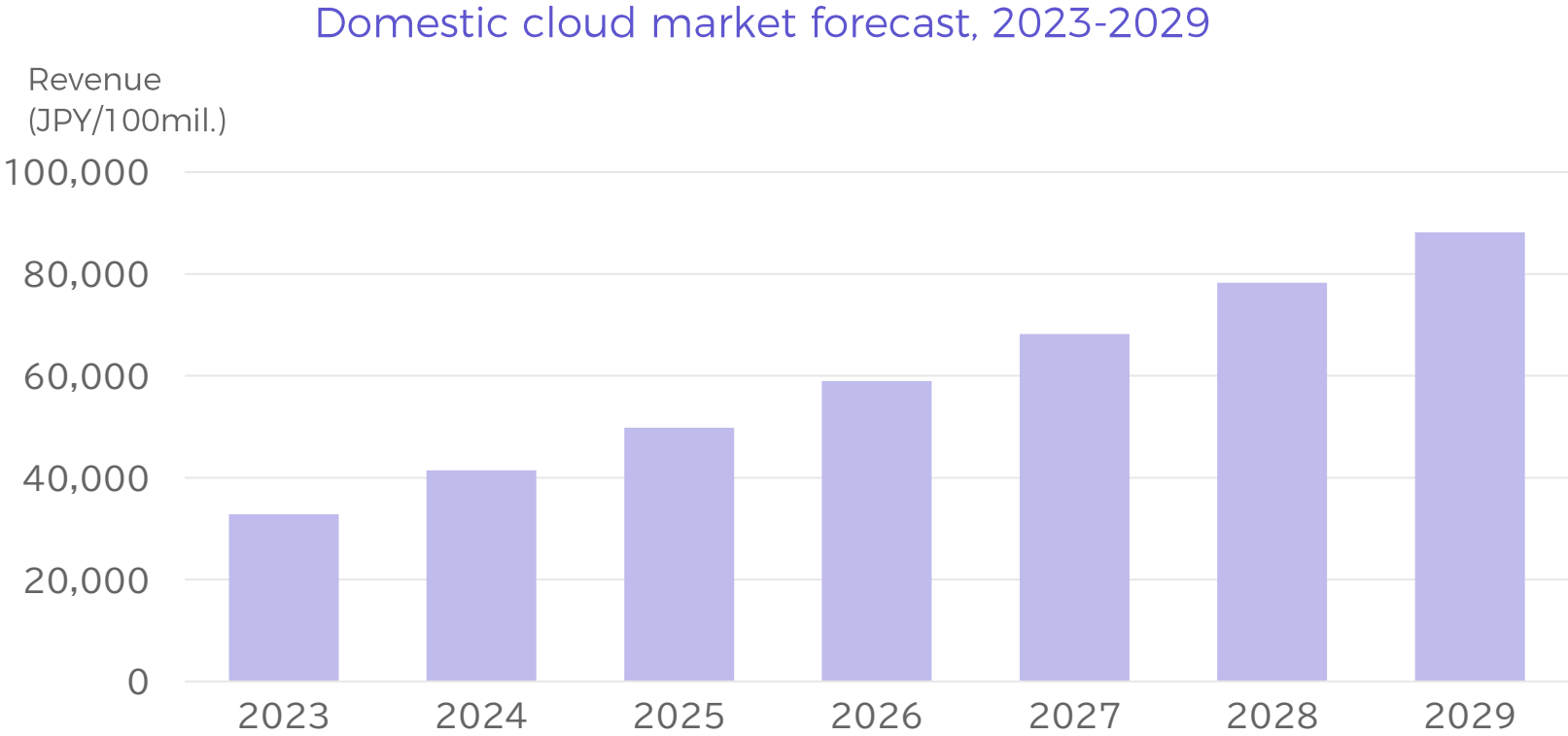


AWS



The Continuously Growing Domestic Public Cloud Market

According to research findings from IDC Japan Ltd., an IT market research firm, the revenue of the Japan public cloud services market in 2024 reached 4,142.3 billion yen, a 26.1% increase y-o-y. Furthermore, the market size of the Japan public cloud services market in 2029 is projected to exceed double the 2024 figure, reaching 8,816.4 billion yen. The market is expected to continue its high growth trajectory, driven by ongoing cloud migration, cloud-native adoption, the utilization of generative AI, and increased investment in digital business.



Disclaimer

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Fly Ahead

