Company Introduction

Ubiquitous AI Corporation

Dec. 2025

Ubiquitous AI

Index

Group Overview

Ubiquitous AI Group

Ubiquitous AI
Exploring Everything

Purpose Invisible Tech, Visible Change

We provide the necessary technologies for customers to realize advanced, superior products, services, and businesses

Ubiquitous AI

GRAPE SYSTEMS®

LightStone®

- Embedded software product development and import sales
- Content licensing
- Contracted software development
- Manufacturing customer base

- Data analytics products import sales
- Academic and government customer base

Strengths of Ubiquitous AI Group

Exploring Everything
Ubiquitous AI Group

A well-balanced business portfolio encompassing manufacturing, trading, and contract development, backed by a long-standing history and a solid customer base

GRAPE SYSTEMS

Ubiquitous AI

LightStone

Highly profitable model for manufacturing business

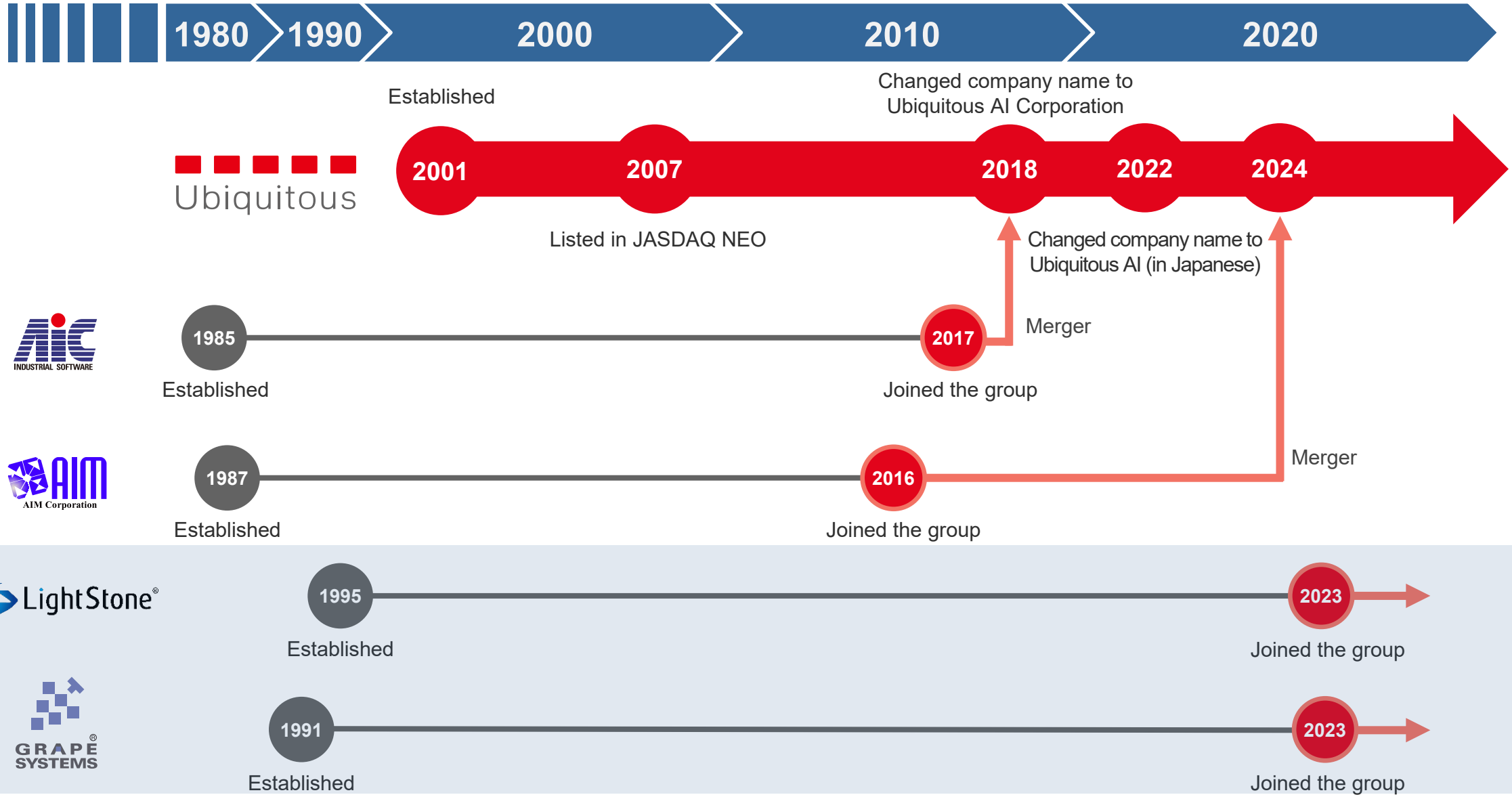
Stable income from trading business

Highly advanced technical knowledge and development capabilities

Strengths in embedded software development and total proposal capabilities including IT development

Securing stable cash flow through contract development and synergies with product sales

Group History



Our Vision

Ubiquitous AI Group

Philosophy

All for wonderful life

Principles

Grow Together

Curious about Technology

Embrace challenge

Be professional

With integrity

Purpose

Invisible Tech, Visible Change

Mission

Software, Everywhere

Our Vision

Ubiquitous AI Group

Exploring Everything

Innovative ideas, technological seeds that illuminate the future,
Products both tangible and intangible by ourselves and others and Talent to find and create these.

EVERYTHING about these technologies is a treasure and a revenue source.

We contribute to the progress of society by continually searching for Treasures yet to be discovered.

Company Overview

With advanced and superior technology and a strong and broad customer base, we provide the technology and services that our customers in a manufacturing industry need.

Ubiquitous AI
Exploring Everything

About us

- Providing the **technology and services** needed by our manufacturing clients.
- Having more than **1,000 customer accounts**, with the planning, development, and design departments of major companies that manufacture and develop electronic and electrical equipment as our main customers.
- Main business is our **own software product development** and **distribution of global company's software** in addition to sales and support as well to provide contract development and support.
- Software components and development tools required for electronic and electrical equipment development. (except PC/Smartphone applications)
- Highly skilled team of engineers, mainly in **C language**.
- Handling the latest technologies from **international startups** (about for 40 years)

Founding Story

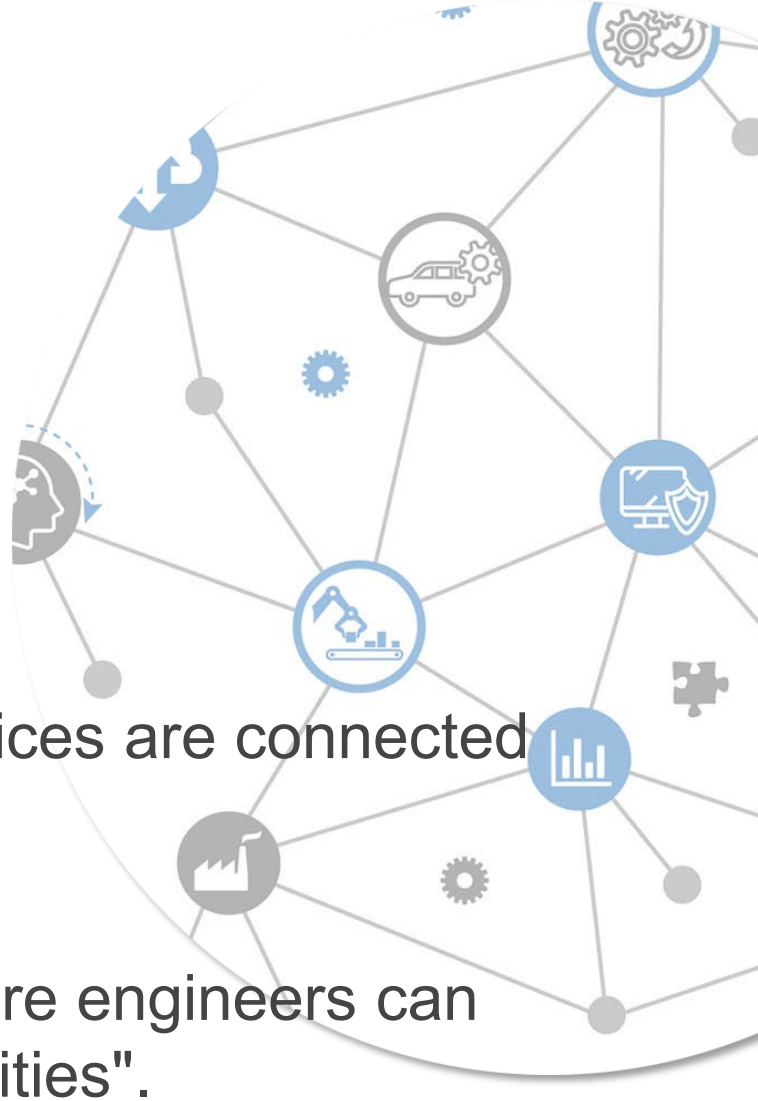
Founded by "Legendary Genius Programmer"

- Founded by former Microsoft employees
- Hitoshi Suzuki (former CTO, now Fellow), one of our founders, worked for ASCII, which produced many talented individuals, and also partnered with Microsoft at the dawn of the PC industry in Japan and established a company that later become Microsoft Japan.
- Suzuki was called “Genius Programmer”.
  There is an anecdote that Microsoft founder Bill Gates quit programming after Suzuki won a programming competition with Gates during the development of the world's first operating system for laptop computers.

Hitoshi Suzuki, Fellow
(Founder, Former CTO)

Founding Story

Thoughts on establishment



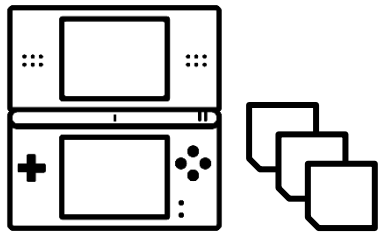
- “*Ubiquitous*” was original company name
- The word “Ubiquitous" is Latin for “being everywhere and all around”.
- The company was established to provide technologies to realize a society in which all electronic/ electrical devices are connected to a network, as expressed in terms such as “Ubiquitous networking/ Ubiquitous computing".
- One of the company's core values is "to be a place where engineers can do what they want to do and make the most of their abilities".

Founding Story

Built on Exceptional Engineering Skills

The Origins of Technology

Web servers developed before 2000 that run on 8-bit MCUs were the starting point for ubiquitous network products.



Internet of Things in 2005

Developed TCP/IP and SSL in just 50 KB and implemented them in a game cartridge running on an ARM9 CPU.

Ubiquitous TCP/IP Network OS

Our TCP/IP protocol stack and SSL shipped more than 250 million units worldwide.

NF Ubiquitous Network Framework

What is IoT Devices

From the perspective of our networking platform, a typical IoT development board is the equivalent of a monster machine

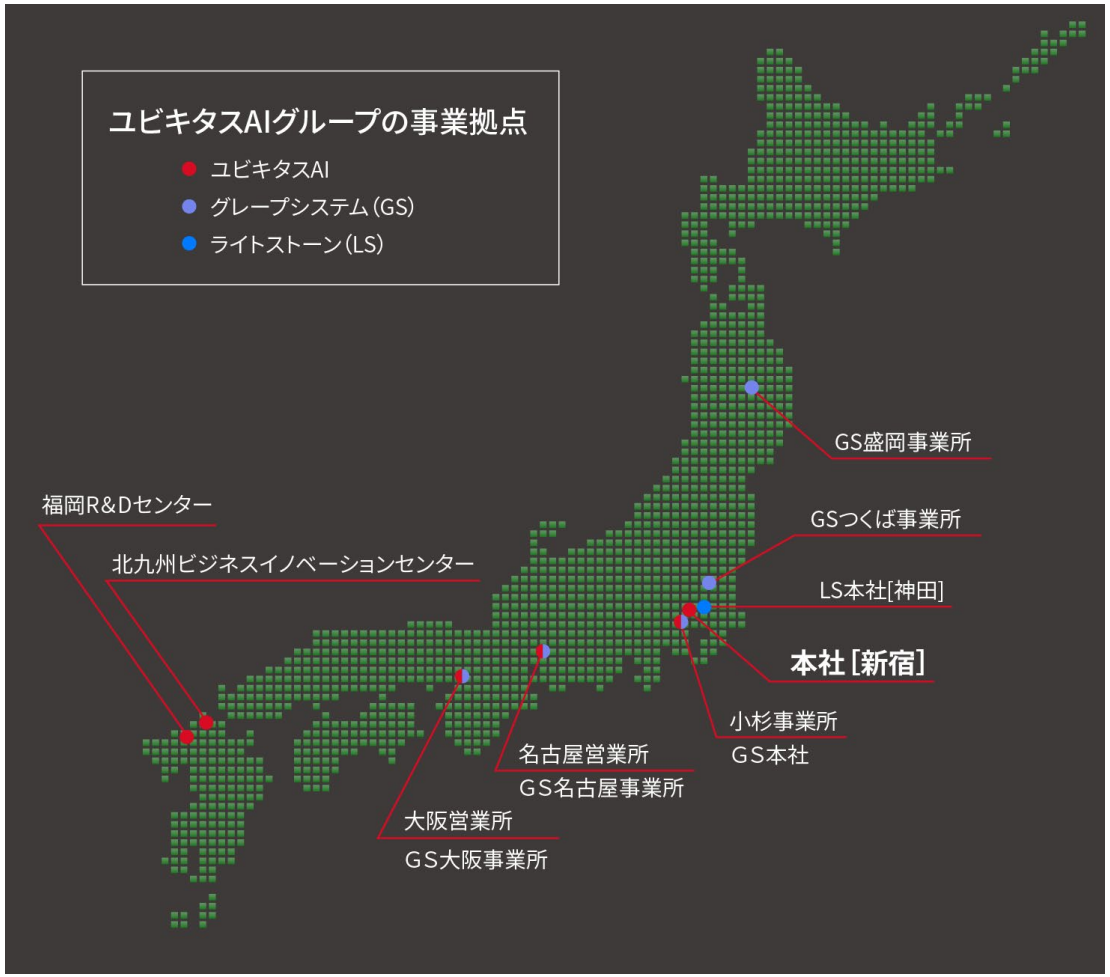
Raspberry Pi
Model A
ARM11 700MHz
256MB ROM

Wi-Fi Network Module
ARM7 50MHz
256KB ROM

Company Overview

Ubiquitous AI

- **Company Name** — Ubiquitous AI Corporation
  Tokyo Stock Exchange (Standard Market).
  Stock Code, 3858.
- **President** — Yuta Oyoshi
- **Capital** — JPY 1,483,482,000 (as of March 31, 2025)
- **Business Profile** — Providing technology services required by manufacturing customers
- **Group Company** — Lightstone Corporation
  GRAPE SYSTEMS Incorporation



History

May.	2001	Ubiquitous Corporation was established by ex-Microsoft engineers and started the embedded software business.
	2005	A major game production company adopted its embedded network product
Nov.	2007	Listed in JASDAQ NEO Market (currently, listed in Tokyo Stock Exchange Standard)
Mar.	2010	Started marketing “Ubiquitous QuickBoot”
Oct.	2011	Awarded in Deloitte 2011 Japan Technology Fast 50
Dec.	2012	Executed a capital and business collaboration agreement with Murata Manufacturing Co., Ltd.
Apr.	2016	Subsidized AIM Corporation
Apr.	2017	Subsidized A.I.Corporation
July.	2018	Acquired and merged with A.I.Corporation, and Changed its commercial name to Ubiquitous AI Corporation
Oct.	2019	Awarded in Deloitte 2019 Japan Technology Fast 50
Dec.	2019	Awarded in Deloitte 2019 Asia Pacific Technology Fast 500
Apr.	2023	Subsidized Lightstone Corporation
Oct.	2023	Subsidized GRAPE SYSTEMS Incorporation
Nov.	2023	Kitakyushu Business Innovation Center established
Jul.	2024	Kosugi office established
Aug.	2024	Acquired and merged with AIM Corporation
Apr.	2025	Fukuoka R&D Center established

Management Executives

President and Chief Executive Officer
Yuta Oyoshi

Yuta Oyoshi began his career at JP Morgan Securities Japan in 2013, focusing on cross-border financing. After serving as a venture capitalist investing in AI, IoT, and robotics startups, he became Director and CFO of a tech startup acquired by the Fujitsu Group. In 2024, he was appointed Executive Officer of Ubiquitous AI Corporation, concurrently serving as Auditor and Director of its subsidiaries. In 2025, he became Director, Chief Strategy Officer, and Chief Financial Officer, before assuming the position of President and Chief Executive Officer.

Executive Vice President and Chief Operating Officer
Katsutoshi Furue

Katsutoshi Furue joined the Japan branch of Motorola in 1992 and, including his tenure at Freescale Semiconductor Japan following its spin-off, has accumulated over 20 years of experience in semiconductor sales, business development, and product marketing. In 2016, he transitioned to the software industry, contributing to the growth of the Japanese market as Marketing Manager at IAR Systems, a leading provider of embedded software development tools. Since 2021, he has served as General Manager of our business division, subsequently as Executive Officer and Director, and is currently Vice President and Chief Operating Officer.

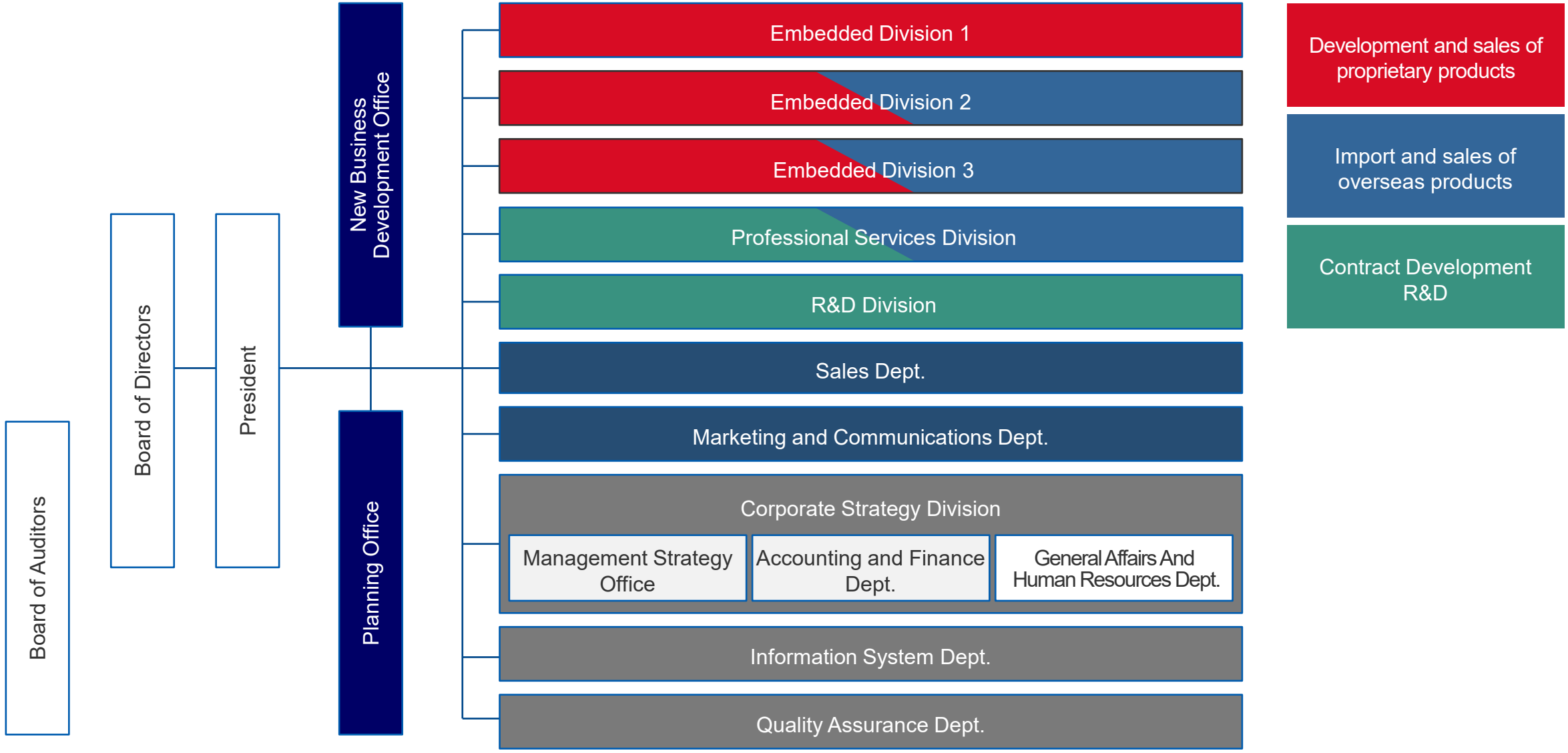
External Director
Akio Tamehiro

Chairman, Noah International Taiwan Corp.
Director, Otsuka Information Technology Corp.

External Director
Kaisuke Abe

Certified Public Accountant
Certified Tax Accountant

Organization Chart



Group Company : LightStone Corporation

- **Company Name** LightStone Corporation
- **Location** <Headquarter> 7F Ryukakusan Building, 2-5-12 Higashi-Kanda, Chiyoda-ku, Tokyo 101-0031, Japan
- **Capital Stock** JPY 24.5M (as of March 31, 2024)
- **President** Hiroshi Nojo
- **Business Profile** Import, sales, and Japanese-language adaptation of scientific/technical software
  Development and customization of software
  Publication of software manuals/ Software operation training
- **Customers** Educational institutions (universities/technical school), Government-affiliated research institutions, General industry
- **History**
  - Mar. 1995 Established as Lightstone International Ltd.
  - Jan. 1996 Relocated head office to Katsushika-ku, Tokyo
  - Mar. 2001 Company name changed to LightStone Co.
  - Apr. 2002 Launched contracted software development service for research software
  - Oct. 2004 Launched seminar services
  - Jun. 2006 Relocated head office to Sumida-ku, Tokyo
    Began offering seminars in a seminar room
  - Oct. 2016 Relocated head office to Chiyoda-ku, Tokyo
  - Apr. 2023 100% Subsidiarization of Ubiquitous AI

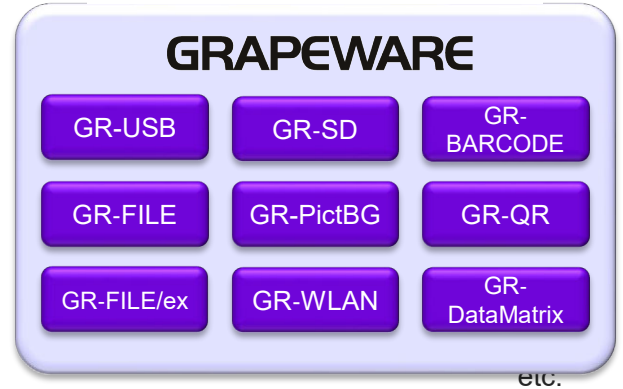
Product Lineup

OriginPro グラフ作成 データ分析 Origin	Stata 統合統計ソフトウェア Stata	MAXQDA 質的データ分析 MAXQDA
EViews 計量経済データ分析 EViews	MIPAR 画像解析ソフトウェア MIPAR	Multi-Sigma AIによる予測・要因分析・多目的最適化webサービス Multi-Sigma
GOLDENSOFTWARE データモデル・マップ・グラフ作成 Golden Software	AQUAVEO™ 地下水流/地表流/水理水文解析 GMS/SMS/WMS	JADE XRD解析ソフトウェア Jade
ICDD 粉末X線回折のためのDB ICDD PDF-4 / PDF-2	MATCH! 粉末回折データ相同定 Match	Pearson's Crystal Data 無機化合物の結晶構造DB Pearson's Crystal Data
DIAMOND 結晶構造視覚化 Diamond	ENDEAVOUR 粉末回折から構造決定 Endeavour	RESCU+ / NanoDCAL+ 量子シミュレーション・モデリングソフトウェア RESCU+ / NanoDCAL+
LIMDEP NLOGIT 計量モデルの作成ツール Limdep / Nlogit	RATS/CATS 計量経済データ時系列分析 Estima RATS / CATS	STAT/TRANSFER ファイル形式変換ソフト Stat/Transfer
FlexPDE 有限要素法モデル開発 FlexPDE	CLIMEX DYMEX 生物学シミュレーション・モデリング CLIMEX / DYMEX	GAUSS 行列演算プログラム言語 GAUSS
Extreme Optimization™ 数学・統計のコレクション Extreme Optimization		

Group Company : GRAPE SYSTEMS Inc.

- **Company Name** GRAPE SYSTEMS Inc.
- **Location** <Headquarter> Musashikosugi Tower Place 14F, 1-403 Kosugimachi, Nakahara-ku, Kawasaki-shi, Kanagawa, 211-0063, Japan
- **Capital Stock** JPY 98.5 M (as of March 31, 2025)
- **President** Katsutoshi Furue
- **Business Profile** Development, sales and support of software products related to embedded devices
  Sales and technical support of imported software for embedded devices
  Development, sales and support of print-related software and barcode software products
  General contract development and consulting services related to the above
- **Customers** Japanese consumer electronics manufacturers, industrial equipment manufacturers, medical equipment manufacturers, etc.
- **History**
  - 1991 Jul. Establishment of company in Yokohama, Japan
  - 1991 Aug. Opened offices in Morioka and Osaka
  - 1995 May. Begins sales of real-time OS
  - 1998 May. Embedded middleware "GRAPEWARE" released
  - 1999 Apr. Launches printed system development kit "GR-PDK" and other
  - 2000 May. Head office relocated to Minatomirai, Yokohama
  - 2011 Apr. Started providing voice code-related products and solutions
  - 2017 Mar. Opened office in Gifu City, Gifu Prefecture, Japan
  - 2017 Oct. Opened office in Tsukuba Mirai City, Tsukuba, Japan
  - 2022 Mar. Capital and Business Partnership with Ubiquitous AI
  - 2023 Oct. 100% Subsidiarization of Ubiquitous AI

In-house developed software



Audio Code「Uni-Voice」

Mobile phone-compatible 2D barcodes that can record approximately 800 characters, including Kanji characters, developed by JAVIS (Japan Association for Visually Impaired Information and Services).

- ID Notification
- Pension Periodicals
- Push-button traffic lights

Sales and support of international software

FQSSID, PX5, ECLIPSE THREADX, Cypherbridge Trusted, Safe and Secure, clarinox, BdSound intelligent audio solutions, silex technology, sensory, escrypt SECURITY. TRUST. SUCCESS.

Business Overview

Technology lineup

Providing a comprehensive range of software, tools, and services for electronic and electrical device development

Specification
Functional study
System design

Coding

Feature implementation

System verification

Writing

< System Layer >

- Linux/Android Fast Boot
- Real-time OS
- Hypervisor
- BIOS

< Development Support and Quality Improvement Tools >

- Fuzzing, Vulnerability Verification
- Source Code Analysis
- Binary SCA (SBOM creation)
- In-vehicle ECU software development
- AUTOSAR Software Management

< Debugging and Writing Tools >

- Flash Programmers
- ROM Writers

< Middleware layer >

- Digital interfaces
  USB, SD, Wi-Fi, Bluetooth etc.
- Network protocol stacks
- Security libraries
  Crypt, TLS, DRM, TPM
- File systems
- Application protocol stacks

< Services and Training >

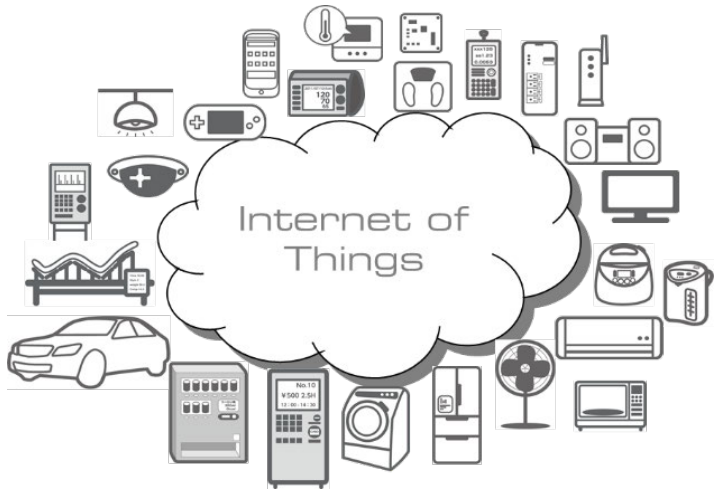
- IoT Device Security Verification
- Development and Implementation Support
- Technical Consulting
- Contract development
- ECU Control Software Developer Training
- AI / DX human resource development

< Application Layer >

- HMI
- Multimedia
- Embedded Database
- Network Management
- Device Lifecycle Management

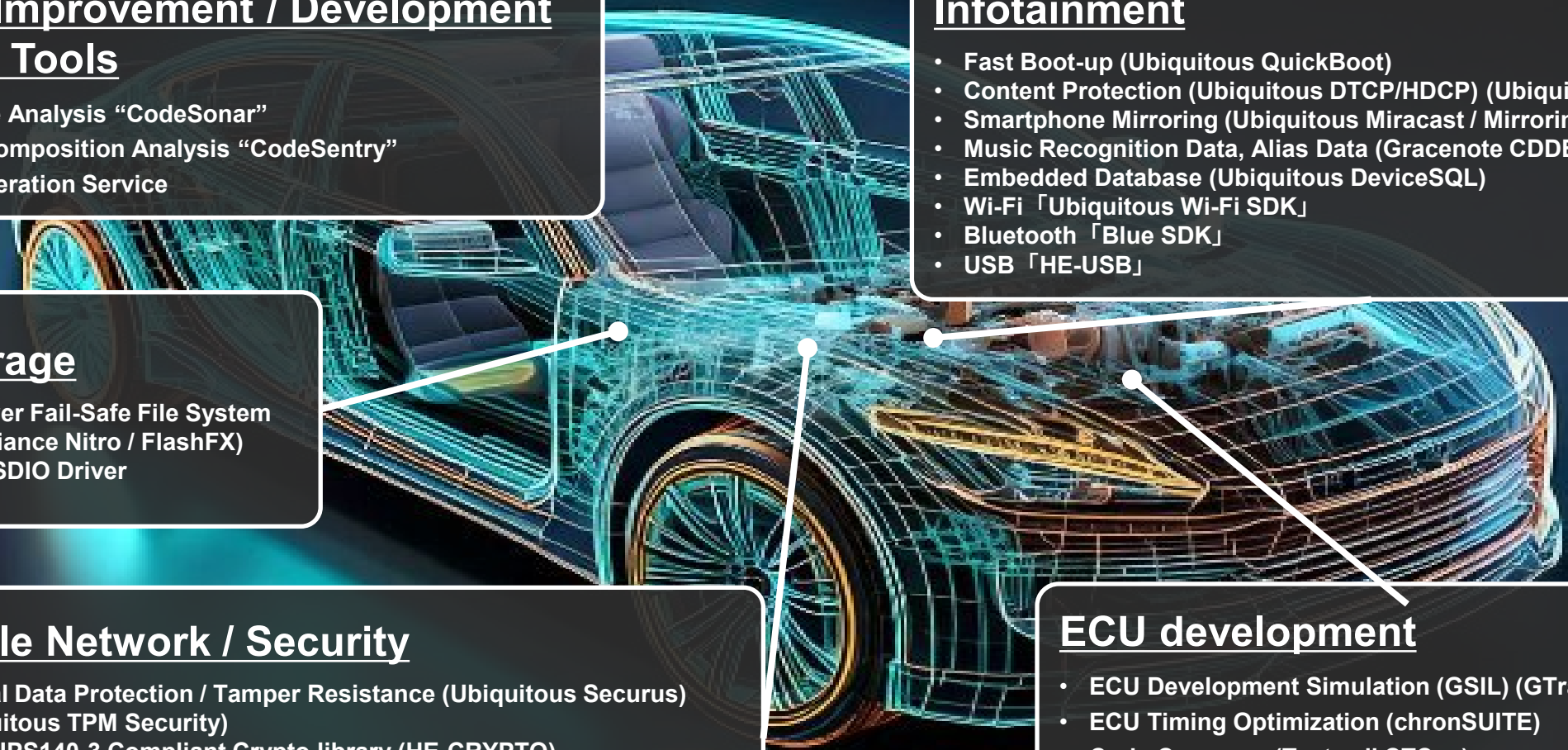
< AI >

- Edge AI Library
- Deep Learning
- AI Model Optimization



Automotive

Supporting the evolution and change to CASE with a wide range of software solutions



Quality Improvement / Development Support Tools

- Static Code Analysis “CodeSonar”
- Software Composition Analysis “CodeSentry”
- SBOM Generation Service

Infotainment

- Fast Boot-up (Ubiquitous QuickBoot)
- Content Protection (Ubiquitous DTCP/HDCP) (Ubiquitous Securus)
- Smartphone Mirroring (Ubiquitous Miracast / Mirroring SDK)
- Music Recognition Data, Alias Data (Gracenote CDDB Porting) (YOMI)
- Embedded Database (Ubiquitous DeviceSQL)
- Wi-Fi「Ubiquitous Wi-Fi SDK」
- Bluetooth「Blue SDK」
- USB「HE-USB」

Storage

- Power Fail-Safe File System (Reliance Nitro / FlashFX)
- SD/SDIO Driver

In-Vehicle Network / Security

- Confidential Data Protection / Tamper Resistance (Ubiquitous Securus)
- TPM (Ubiquitous TPM Security)
- MISRA-C, FIPS140-3 Compliant Crypto library (HE-CRYPTO)
- OTA Update (OMA-DM, LWM2M Client)
- TLS (Ubiquitous TLS) (HE-TLS)
- IPSec (Ubiquitous Network Framework) (HE-IPSec)

ECU development

- ECU Development Simulation (GSIL) (GTrainer)
- ECU Timing Optimization (chronSUITE)
- Code Coverage (Testwell CTC++)
- ECU Variable Management System/Middleware (Visu-IT!)
- Vulnerability/Security Verification Framework (beSTORM)
- Hypervisor (SafeG)

Initiatives in the Industrial Field

Extensive support from FA equipment, robotics, and IoT devices to manufacturing DX

Network / Middleware

- Functional safety/MISRA-C compliant TCP/IP Protocol Stack “HE-NET”
- OPC UA/OPC Classic “Matrikon OPC UA”
- Embedded database “Ubiquitous DeviceSQL”
- Building automation protocols “BACstac and BACnet related products”
- MODBUS protocol for embedded systems “µMODBUS Toolkit” *
- Bluetooth protocol stack “Blue SDK”
- Embedded SSL/TSL stack “µSSL TLS SDK” *
- GUI development environment for embedded systems “PEG＋”

AI

- Image Data Anonymization/Personal Data Protection “brighter Redact”
- Visual Inspection “Anomaly Generator” “(VIA” “ImagePro”
- Improving AI accuracy and robustness “Zetane”
- Automatic Optimization and Compression of Deep Learning Models “Neutrino”
- AI Compression & Automated Learning-to-Deployment “AIC Compact”
- Low-cost unmanned/ cashless operation “BAITEN STAND”
- Compress IoT data/ Minimize data transmission “AtomBeam”
- Edge AI / Machine Learning Library “Ekkono SDK”
- Contactless UI Operation “KAIBER Touchless” *

Smart Energy / Smart Home

- ECHONET Lite-compatible middleware “Ubiquitous ECHONET Lite” “Matter - ECHONET Lite Bridge”
- DLMS/COSEM Protocol Stack “SYNC500”

OS and OS related

- Linux/Android fast boot-up “Ubiquitous QuickBoot”
- EFI/UEFI BIOS “InsydeH2O”
- All-In-One package for IoT development “Ubiquitous RTOS IoT Enabler”
- RTOS supporting multi-core and 64bit “TOPPERS-Pro”
- RTOS supporting functional safety “PX5” *

Security / Reliability Improvement

- Security Verification Tools and Services for IoT Devices
- Static Code Analysis “CodeSonar”
- Binary SCA tools / SBOM generating service “CodeSentry”
- OSS License & Vulnerability Management Tool “FOSSID” *
- TPM Solution “Ubiquitous TPM Security”
- Confidential Data Protection / Tamper Resistance “Ubiquitous Securus”
- MISRA-C Compliant Crypto library “HE-CRYPTO”

Data Analysis

- Data Statistics and Analysis Software “Stata” *
- Graphing and Data Analysis Software “Origin” “MAXQDA” *

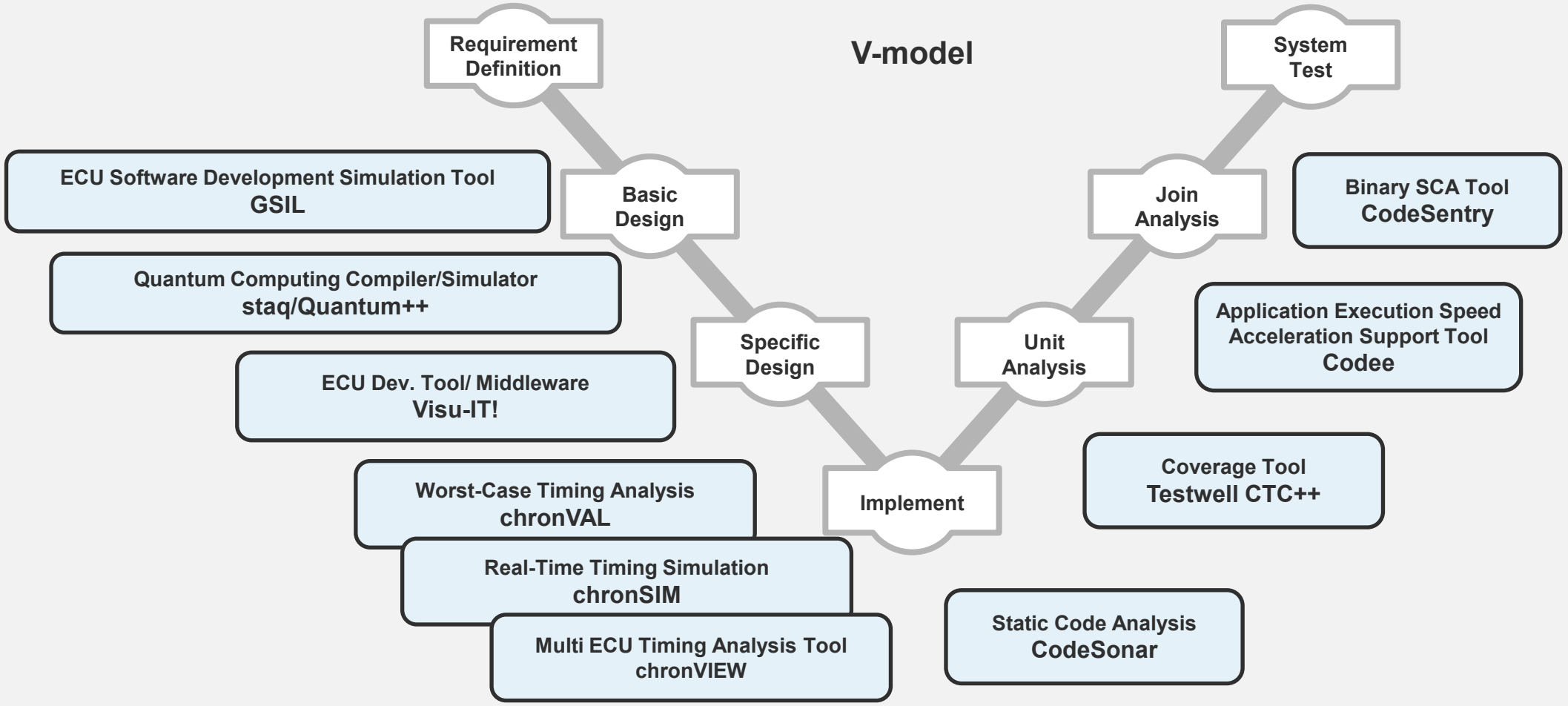
Manufacturing DX

- Industrial Smart Glasses / Remote Assistance Solution “InfoLinker”
- Work Assistant Vision AI “Right4T / Right4W”
- Wearable Devices for Warning “CNRIA / Canaria”
- Real-time Inventory data Management “SmartMat Cloud”
- 3D Data Utilization for Manufacturing Industry “Scene Workspace”

* Products and services of group companies.

Product lineup (Development Support / Quality Improvement Tools)

Improve productivity for expanding scale and complexity of software development



Provide our own and international tools/ services for

“Secure & High quality” software development

Ubiquitous AI

CODESECURE

Eurosoft computer reliability solutions

Verifysoft TECHNOLOGY

INCHRON THINK REAL-TIME

VISU IT!

codee

softwareQ

Cybersecurity-Integrated Development Process

End-to-End Security Across the Product Lifecycle

Device Lifecycle Management

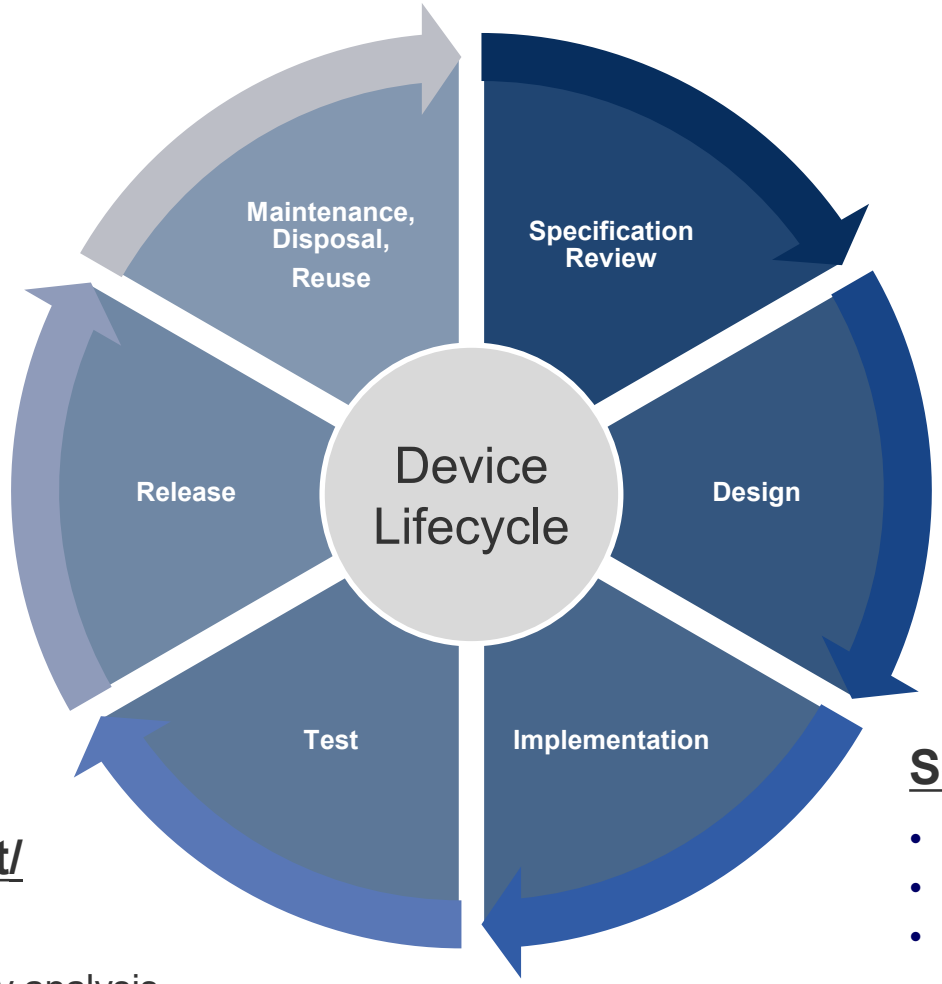
- Secure IoT device management service

IoT Device Vulnerability Verification

- DAST
  - Fuzzing test
  - Penetration test
- Guideline Compliant
- Verification Service
  （Third-Party Verification）

Software Quality improvement/ Vulnerability Verification

- SCA：SBOM generation through binary analysis
- SAST：Static Code Analysis, Coding Rules Compliance



Security Consulting *

- Threat Analysis
- Guideline Compliant
- Cyber Resilience Support

*Working with consulting partners.

Confidential Information Protection

- Important File Transfer Platform
  （Abolition of PPAP）

Security middleware

- MISRA-C Compliant Embedded Crypto library
- Software Stack for TPM Chips
- Anti-Tamper Key Management, and Confidential Data and Contents Protection Solution

Product lineup (International Partners)

Business model

Covers all necessary elements from product development to mass production across the group companies

R&D/Product Development

Proprietary product development business

Customer product development support for proprietary product sales

System and application development, content production business

Overseas software product sales, support, and development integration with proprietary technology

Distribution business

Customer product development support for product sales

Commissioned Development

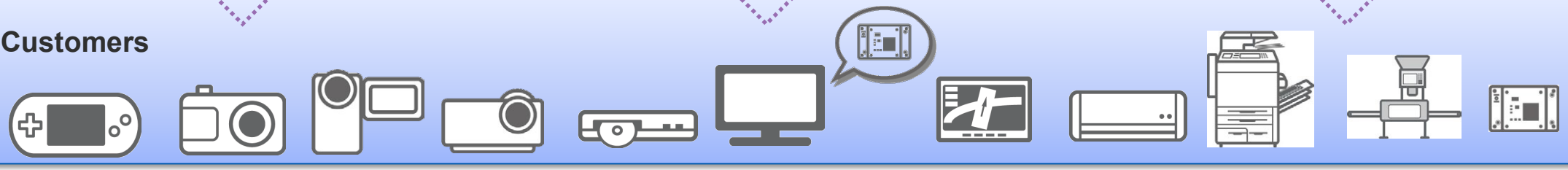
Content Licensing

Software Licensing

SDKs (Software Development Kits)

Support/ Services

Customers



Planning, Development , Exploration, and Procurement of Products

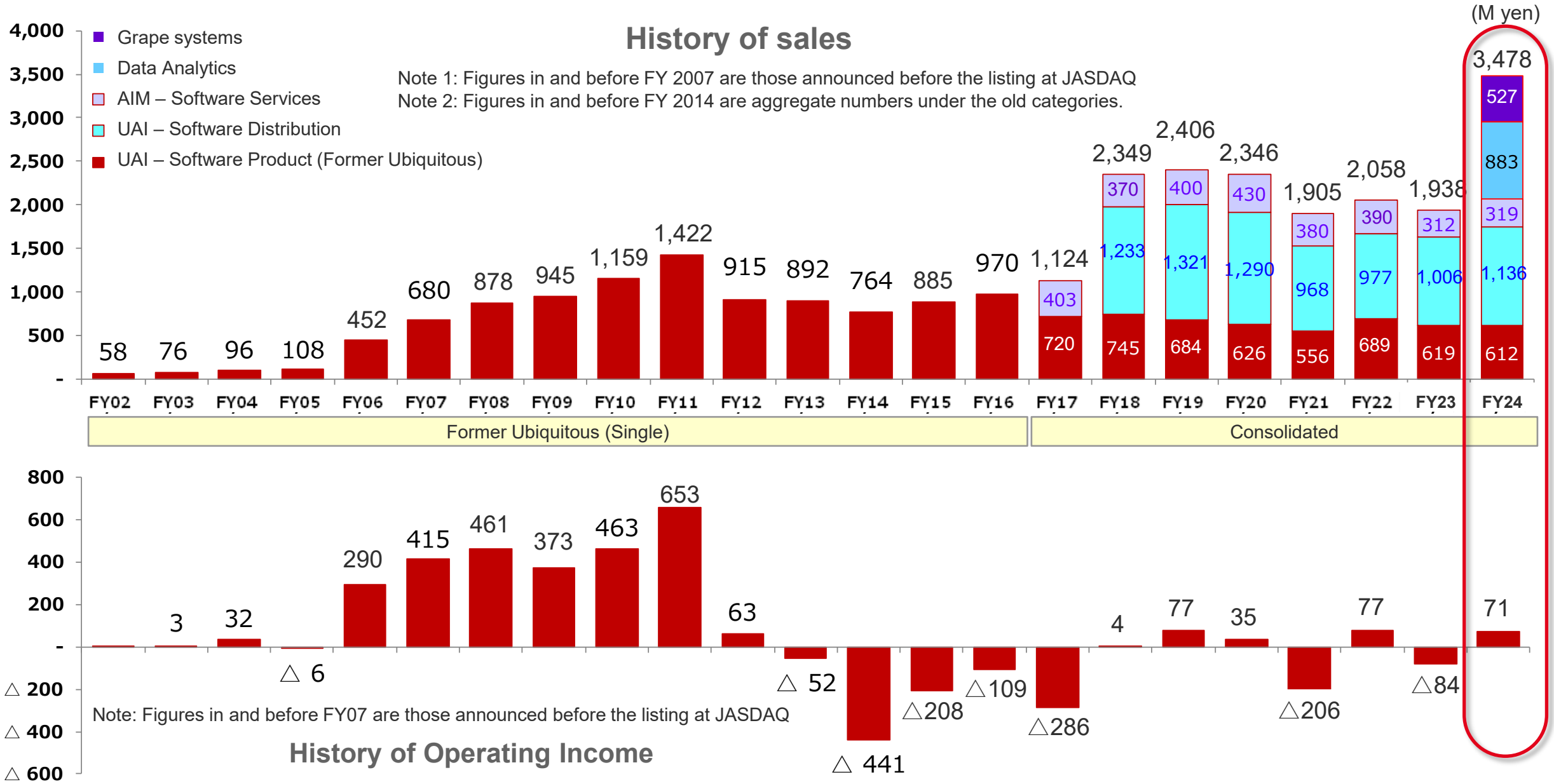
Sales and technical support of SDK

Development Support/ Commissioned Development of Application Software

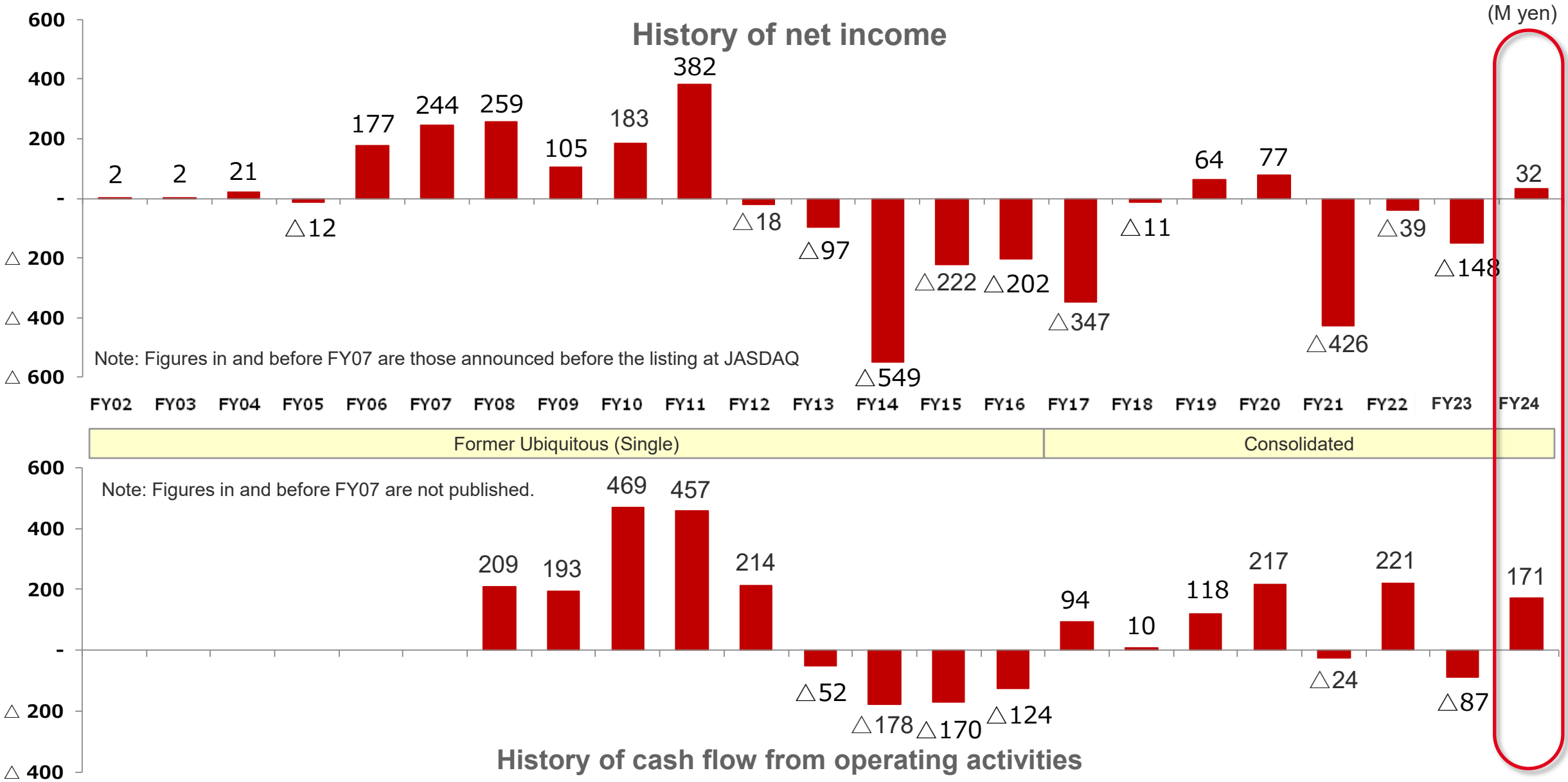
Quality improvement, validation, manufacturing support

IR information

History of sales and operating income



History of net income and cash flow from operating activities



Medium-term Business Plan

FY ending March 2023 – FY ending March 2025

Revised Mid-Term business plan

Providing technology and service required by customers in manufacturing businesses

Target values for FY ending in March 2027
Sales: 5,000 M yen

Strengthen business foundation as an embedded software company and achieve business growth through B2B Tech Biz Platform

FY ending in March 2023

Sales: 1,938 M yen
Operating profit: △84 M yen

- **Advanced investment in the business platform, tool products and QuickBoot expansion in overseas market**

FY ending in March 2024

Sales: 3,478 M yen
Operating profit: 71 M yen
(Before goodwill amortization 138 M yen)

- **Revised the number of sales upwards due to M&A achievement**
- **Optimize product development for future profitability, and boldly invest in growth areas and new businesses to adapt to market changes**

FY ending in March 2025

Sales: 3,900 M yen > 4,022 M yen
Operating profit: 40 M yen > 40 M yen
(Before goodwill amortization 100 > 133 M yen)

- **Continuing development and business investment to strengthen future profitability**
- **Continue to actively engage in M&A, capital alliances, and other initiatives to achieve the sales target for the FY ending March 2027**

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Mid-Term business objectives

Achieve 4,022M sales and 40M operating profit (100M before goodwill amortization) in FY25

- The M&A in Apr. 2023 (Lightstone) and Oct. 2023 (Grape System) boost sales target achievement. Actively pursue surpassing performance goals.
- Aiming for growth through business expansion, transitioning from an embedded software development and sales company to one that provides technology services essential to manufacturing customers.

Establish business platform, globally launch QuickBoot, prioritize tool product

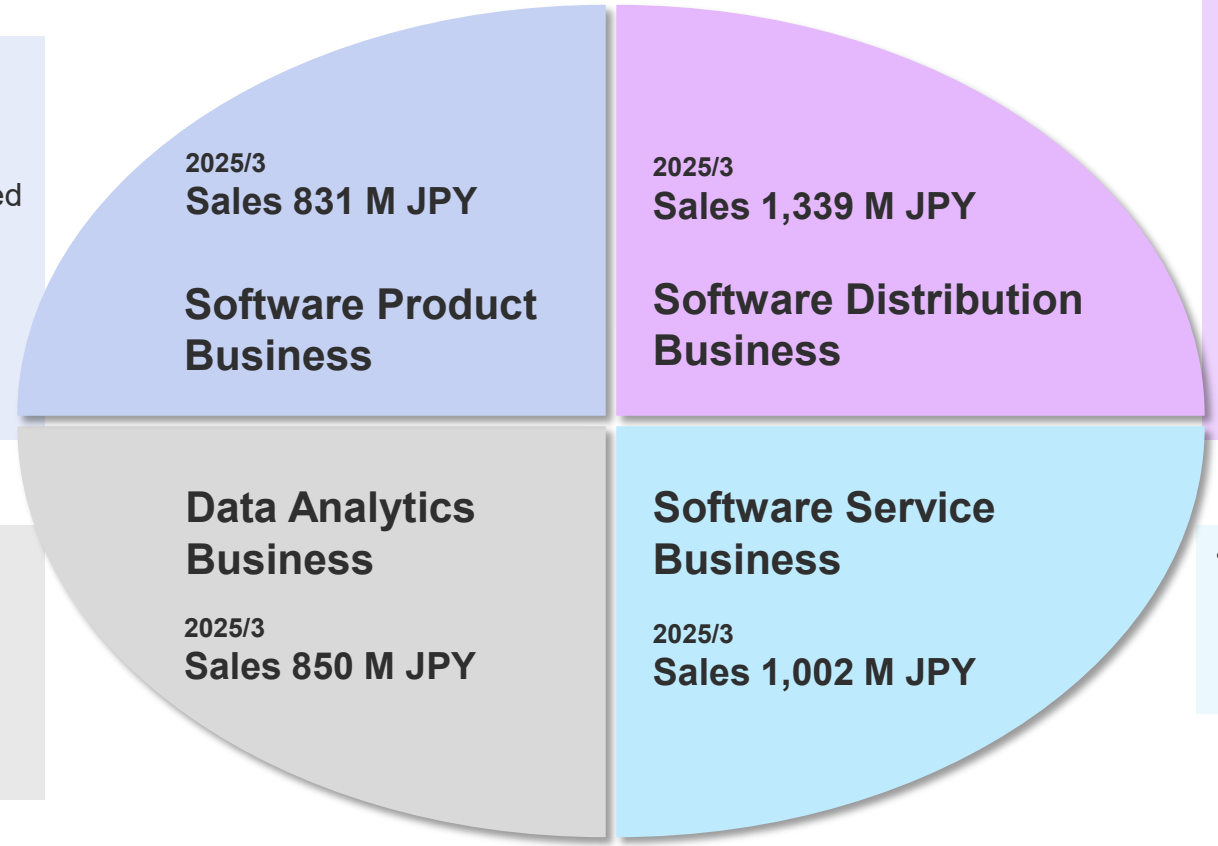
- Promote HEXAGON (Business platform) into business execution phase.
- Resolve technical issue of QuickBoot and target to launch into global market.
- Focus on tool products for stable revenue in growth areas.

Create a comfortable workplace and boost talent cultivation

- Offer flexible schedules based on life stages and support according to skill levels.
- Foster a supportive work environment, strengthen talent development, and aim for individual success and performance goals through employee growth.

Business target by segment

- Execute fast boot product centric business as a revenue source. Continue to promote mainly in automotive applications and improve boot speed for Linux/Android based products.
- Promote embedded network and security products for automotive and IoT market in addition to its service business through partner alliance activities.



- Expand sales by promoting the acquisition of new products made overseas
- Expand handling of software development quality improvement support tools and strengthen service business to respond to the increasing importance of cyber security
- Secure long-term sales rights by building strong relationships with overseas partners and commercialize products tailored to Japanese needs

- Stable sales centered on packaged products
- A reliable approach to the growing number of data analysis opportunities, such as statistics, for which needs are increasing with the spread of AI

- Additional contract development sales from M&A and increased project wins for the entire group by strengthening the development structure

As a company providing essential technology services to manufacturing customers, achieving business growth through the provision of a business platform for the manufacturing industry

Consolidated net sales of 4,022M yen and operating income of 40M yen (133M yen before goodwill amortization) in FY ending March 2025
Aim for net sales of 5,000M yen in the fiscal year ending March 2027

Direction of our business

Focused product category and technology

Connectivity & Security

- Network/ Security technology for enabling IoT
- EMS and EV related technology for enabling secure communication

Fast boot / Hybrid

- Increase fast boot requirement due to Linux/Android market penetration and system level co-operation with RTOS
- Support next generation platform

Software quality improvement support tool

- Provide product and solution according to market requirement such as increasing product development scale and IoT in automotive market, software development efficiency and quality requirement due to network capability enablement, vulnerability test for security enhancement

B2B Tech Biz Platform

- Creating new business opportunities through collaboration with startups

Mid-term business issue

Break from current business model

- Utilize our most valued advantage for developing new business model and business opportunity

Enhance current business and profitability

- Secure competitive position in embedded software business area by reinforcing product portfolio in addition to business and capital alliance with other companies
- Original new product development by continuous R&D
- Reinforce product portfolio of SPQA Division

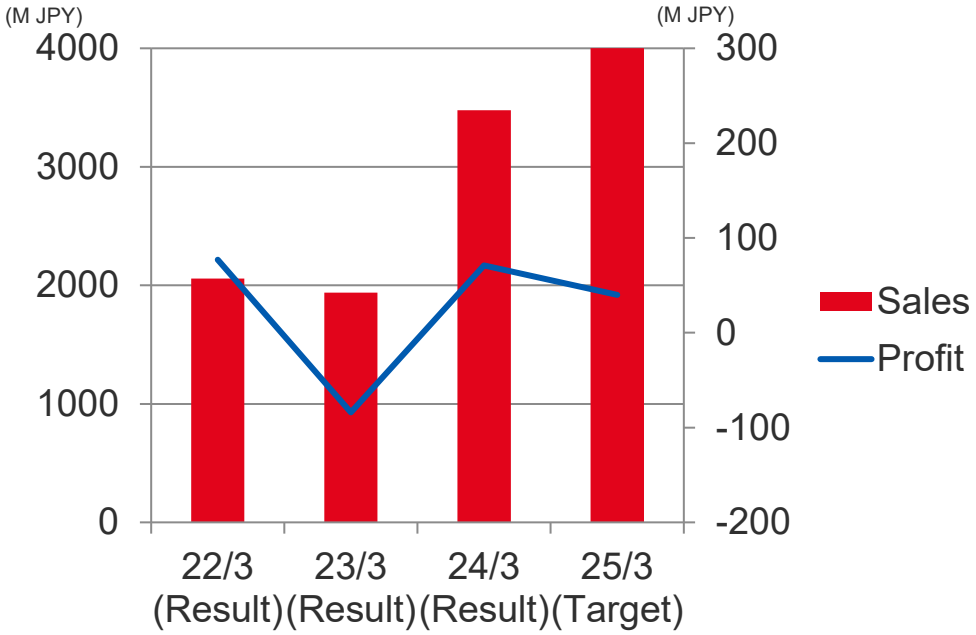
Human resource hiring and development

- Aggressive hiring for executing current and new business
- Execute planned human resource development
- Human resource utilization in inter-group company

Expand scope of business and stabilize business operation

- Obtain business opportunity and enter new market by M&A and business alliance

Business target – Operating profit plan（Consolidated）

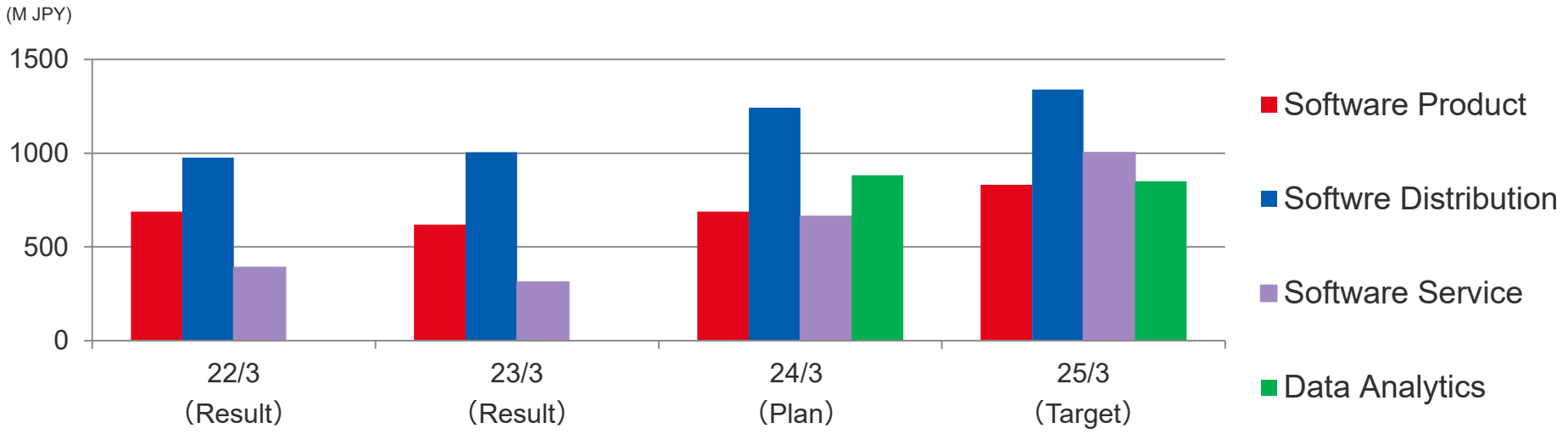


2024/3：Continue advanced investment on focused business.
2025/3：Growth by focused business and M&A.

（Unit：M JPY）

	2022/3 (Result)	2023/3 (Result)	2024/3 (Result)	2025/3 (Target)
Sales	2,058	1,938	3,478	4,022
Operating profit	77	△84	71	40

Business target – Sales by segment



(Unit：M JPY)

Segment	Area	2022/3 (Actual)	2023/3 (Actual)	2024/3 (Actual)	2025/3 (Target)
Software Product Business		689	619	689	813
Software Distribution Business		977	1,006	1,242	1,339
Software Service Business		390	312	663	1,002
Data Analytics		–	–	883	850
TOTAL		2,058	1,938	3,478	4,022

Business Forecast and Key Initiatives
FY ending March 2025

FY ending March 2025 – Key Initiatives

Investment for next growth
Strengthen earnings in growth areas

Fast Boot	• Strengthen support for next-generation platforms and expand overseas to drive business growth
IoT Security	• Addressing growing concerns about vulnerabilities in IoT products
Quality Improvement Support Tools	• Expand sales of automotive ECU development, static code analysis, and security verification tools
In-vehicle Security	• Delivering software to meet the growing demand for in-vehicle entertainment and the security needs associated with the shift to EV
B2B Tech Biz Platform	• Creation of new business opportunities and achievement of profitability in FY ending March 2025

Follow the core products (QuickBoot, BIOS, Bluetooth, CodeSonar) as a revenue pillar

FY2024 Revised Consolidated Performance Targets: Summary by Business

Software Product business
Sales: 831 M yen

Fast Boot Product: Forecasting a decrease of profit due to a number of license royalty from current major customer passed a peak and R&D investment (Semiconductor / OS support) for future profitability enhancement.
Embedded platform products: Expect YoY sales increase mainly due to sales expansion for in-vehicle security and smart energy applications.
Database Products: Expect sales increase for recovery in production of existing customer.

Software Distribution business
Sales: 1,339 M yen

Expecting a growth of sales and profit due to promotion activity based on our advantage of variety of product portfolio

Software Services business
Sales: 1,002 M yen

Expect diminishing license revenue due to the impact of the COVID-19 on the content licensing business, but expect a recovery in contract development, which was also affected by the disaster, and recovery from the previous fiscal year.

Data Analytics business
Sales: 850 M yen

Expect income/expense to be on par with the previous year due to stable sales, mainly of packaged products.

YOY: Sales and Income by Segment

		FY 3/25			FY 3/24			Change	Change (%)
		Previous Segment	Grape Systems	Consolidated	Previous Segment	Grape Systems	Consolidated		
Software Product	Sales	645	186	831	612	77	689	141	20.5
	Segment Profit	16	2	19	20	△3	17	1	10.6
Software Distribution	Sales	1,175	164	1,339	1,136	105	1,242	96	7.8
	Segment Profit	△57	0	△56	△13	△1	△14	△41	-
Software Service	Sales	337	664	1,002	319	344	663	338	51.0
	Segment Profit	67	△2	64	71	△29	41	22	53.3
Data Analytics	Sales	850	-	850	883	-	883	△33	△3.8
	Segment Profit	13	-	13	27	-	27	△14	△51.9
Total	Sales	3,007	1,014	4,022	2,951	527	3,478	543	15.6
	Segment Profit	39	1	40	105	△33	71	△31	△44.1

YOY: Segment sales and income before goodwill amortization

		FY 3/25			FY 3/24			Change	Change (%)
		Previous Segment	Grape Systems	Consolidated	Previous Segment	Grape Systems	Consolidated		
Software Product	Sales	645	186	831	612	77	689	141	20.5
	Segment Profit	16	7	23	20	-	20	2	14.2
Software Distribution	Sales	1,175	164	1,339	1,136	105	1,242	96	7.8
	Segment Profit	△57	2	△55	△13	-	△13	△41	-
Software Service	Sales	337	664	1,002	319	344	663	338	51.0
	Segment Profit	67	46	113	71	△6	65	48	74.3
Data Analytics	Sales	850	-	850	883	-	883	△33	△3.8
	Segment Profit	51	-	51	65	-	65	△14	△22.6
Total	Sales	3,007	1,014	4,022	2,951	527	3,478	543	15.6
	Segment Profit	77	56	133	144	△6	138	△5	△3.6

Ubiquitous AI

Exploring Everything