Company Introduction

Ubiquitous AI Corporation

Jan. 2025

Ubiquitous AI

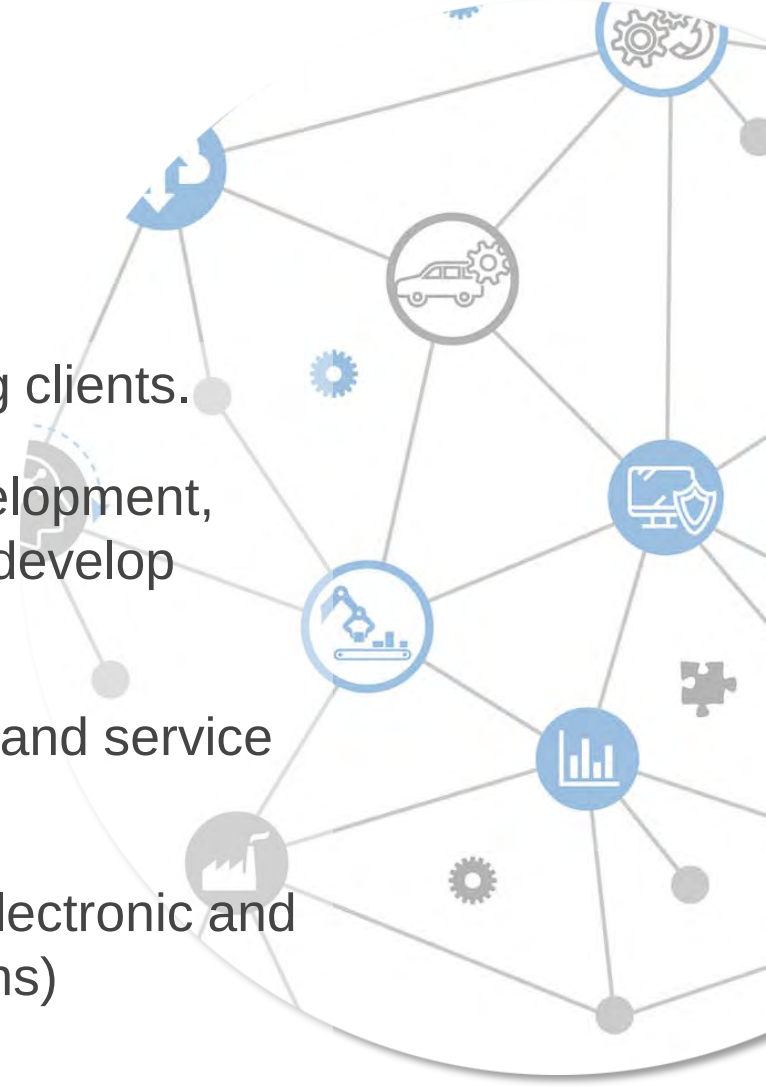
Index

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.
- Software product development, trading company functions, product and service sales as well to provide contract development and support.
- Software components and development support tools required for electronic and electrical equipment development. (not PC / Smartphone applications)
- Highly skilled team of engineers, mainly in C language.
- Handling the latest technologies from international startups (about for 40 years)

Episode of the foundation of our company

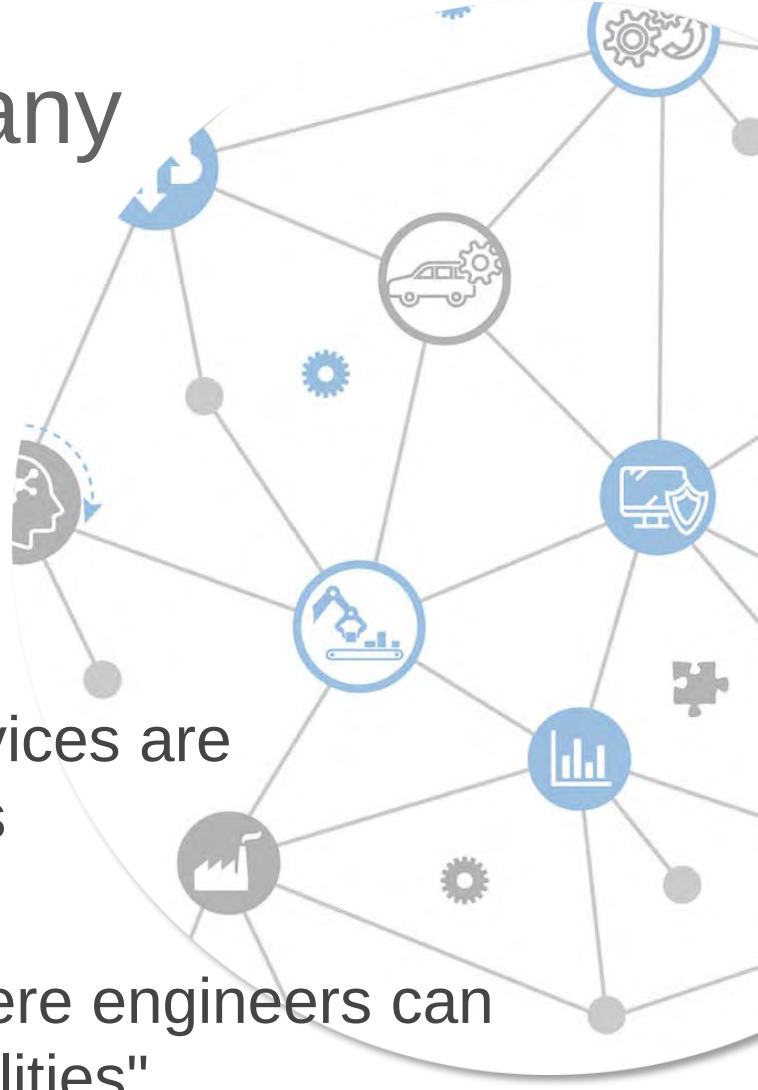
Founded by "Legendary Genius Programmer"

- 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)

Episode of the foundation of our company

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".

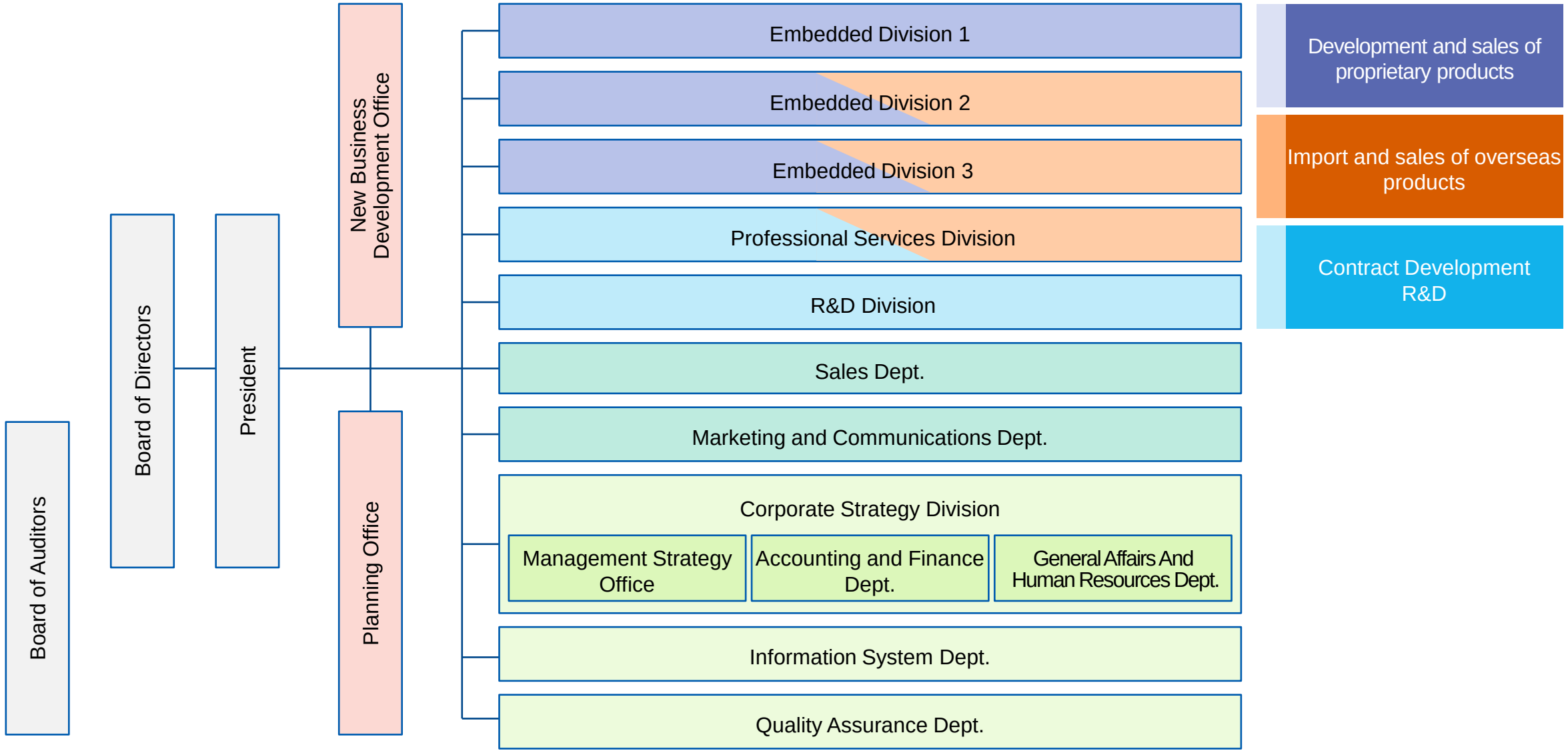
Company Overview

■ Company Name	Ubiquitous AI Corporation Tokyo Stock Exchange (Standard Market). Stock Code, 3858.
■ President	Satoshi Hasegawa
■ Capital	1,483,482 thousand yen (as of March 31, 2024)
■ Business Profile	Providing technology services required by manufacturing customers
■ Group Company	Lightstone Corporation GRAPE SYSTEMS Incorporation
■ Business Office	
• Head Office	Shinjuku First West Bldg. 17F 1-23-7 Nishi-Shinjuku, Shinjuku-ku, Tokyo 160-0023, JAPAN
• Kosugi Office	Musashi-kosugi Tower Place 14F, 1-403 Kosugimachi, Nakahara-ku, Kawasaki-City, Kanagawa 211-0063, JAPAN
• Osaka Office	Prime Honmachi Bldg. 3F, 1-4-2 Utsubohonmachi, Nishi-ku, Osaka-City, Osaka 550-0004, JAPAN
• Nagoya Office	T&M Bldg. 3F-F, 5-19-31, Sakae, Naka-Ku, Nagoya-City, Aichi, 460-0008, JAPAN
• Kitakyushu Business Innovation Center	SAINTcity 7F, 3-1-1, Kyomachi, Kokurakita-ku, Kitakyushu-City, Fukuoka, 802-0002, JAPAN

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

Organization Chart



Management Executives

President Satoshi Hasegawa

Visiting Professor, Kyushu Institute of Technology

Joined Diamond Factor Co., Ltd. (now Mitsubishi UFJ Factor) in 1990. Recognizing the potential of online payments in its early stages, transitioned to a technology-focused career path, working at Just System before joining the startup DigiOn in 1999. Experienced in fundraising and launching new ventures, eventually becoming a director. Held key executive positions at Ubiquitous, our predecessor, from 2008, serving as a director from 2014 and CEO since 2019. Strong background in finance and extensive experience in the technology sector.

Director Katsutoshi Furue

Joined Motorola Japan Semiconductor Product Sector in 1992. After spin off from Motorola, main activity was product marketing and business development for many years in Freescale Semiconductor. Decided to transition to the software industry in 2016 and joined IAR Systems as a Marketing Team Manager. In Ubiquitous AI, appointed at executive Officer from April 2022 and Director since June 2023.
Responsible for Embedded Division 3, R&D Division, Marketing and Communications Department. His strengths lie in extensive global business experience and expertise in B2B marketing.

Director Hiroshi Nojo

Joined IBM Japan in 1987 as a design engineer for printers and a production technology engineer, responsible for the design and development of automatic paper feeding mechanisms and printing mechanisms, and as a system engineer, managing databases for banking and information systems. In 1995, founded Lightstone International, a company specializing in the sale of overseas scientific and technological software. President and CEO of Lightstone Corporation from 2010. His strengths include extensive experience as a hardware and software engineer and a successful track record in software sales. He is concurrently a Director of Ubiquitous AI from June 2024.

External Director
Akio Tamehiro

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

External Director
Kaisuke Abe

Certified Public Accountant
Certified Tax Accountant

Our Vision

Ubiquitous AI Group

Philosophy

All for wonderful life

Principles

Grow Together

Curious about Technology

Embrace challenge

Be professional

With integrity

Mission

Software, Everywhere

Purpose

Invisible Tech, Visible Change

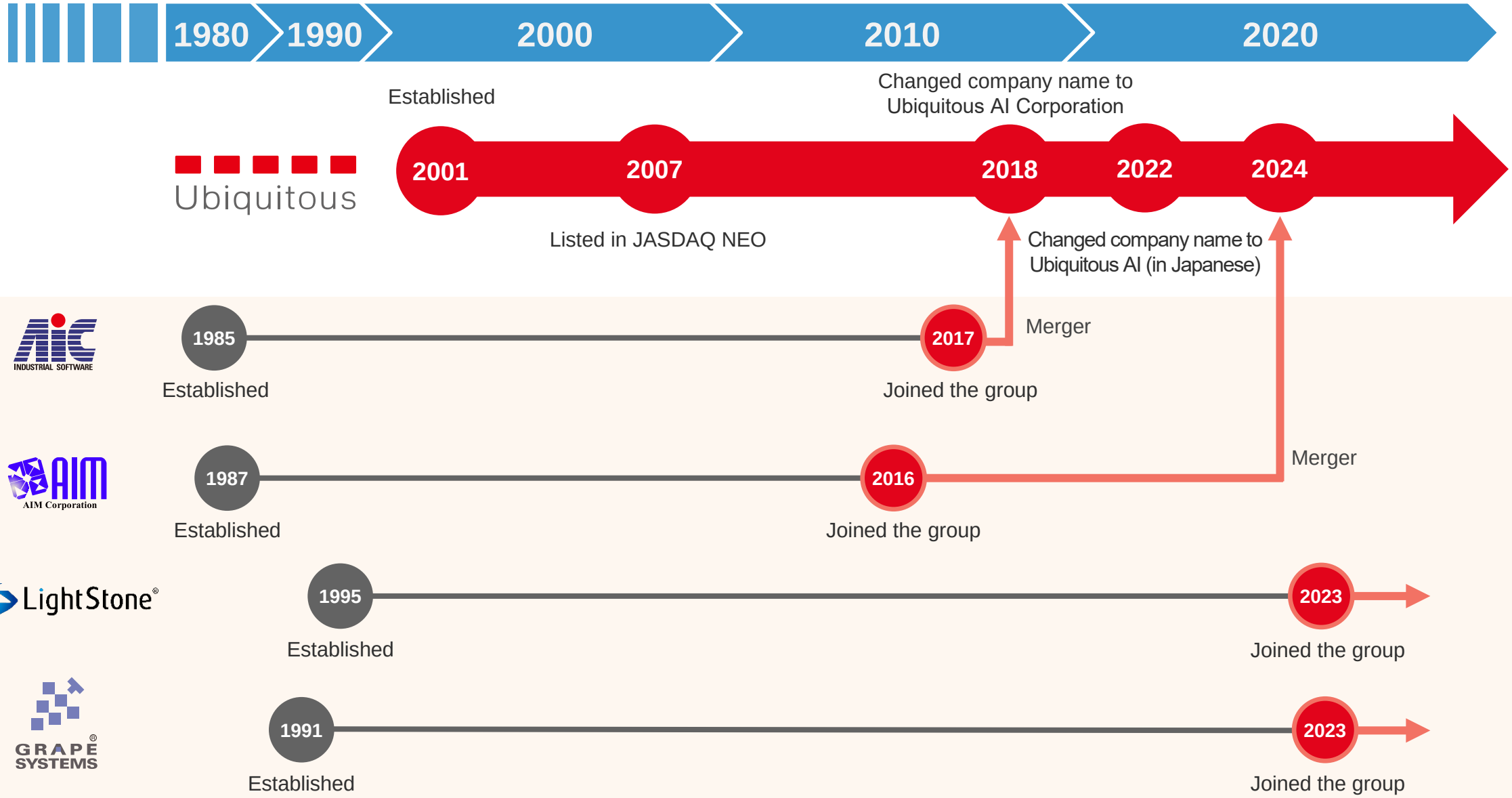
Exploring Everything

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.

Group History



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 >

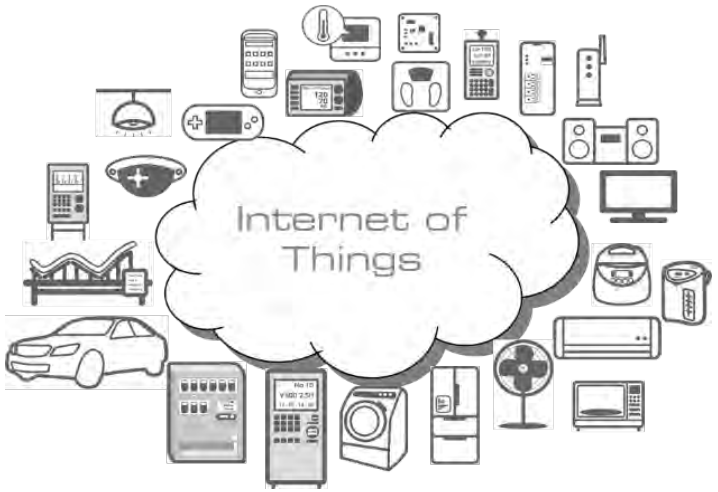
- IoT Device Security Verification
- Development and Implementation Support
- Technical Consulting
- Contract development
- ECU Control Software Developer Training
- AI / DX human resource development

< Application Layer >

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

< AI >

- Edge AI Library
- Deep Learning
- AI Model Optimization



Product lineup (Automotive)

Providing solutions for the development of mobility products that evolve and change with CASE (Connected, Autonomous, Shared & Services, Electric)

Infotainment/Information system software development

Fast boot-up
- Ubiquitous QuickBoot

Connectivity
- Ubiquitous Wi-Fi SDK
- Bluetooth SDK (BlueSDK)
- USB protocol stack (HE-USB)

Security/Cryptographic library
- Ubiquitous Securus
- Ubiquitous DTCP/HDCP
- Ubiquitous TPM Security
- Cryptographic library (HE-CRYPTO)

Hypervisor
- COQOS Hypervisor SDK/SafeG

In-car voice environment construction
- Noise/Echo canceller (BdSound S2C-A)

Infotainment
- Gracenote CDDB porting service
- *YOMI* data contents license

OTA update
- OMA-DM/LWM2M client

Storage
- Ubiquitous DeviceSQL
- Power fail-safe file system (Reliance Nitro/FlashFX)
- SD/SDIO driver

Smartphone mirroring
- Ubiquitous Miracast SDK
- Mirroring SDK

ECU/Control system software development

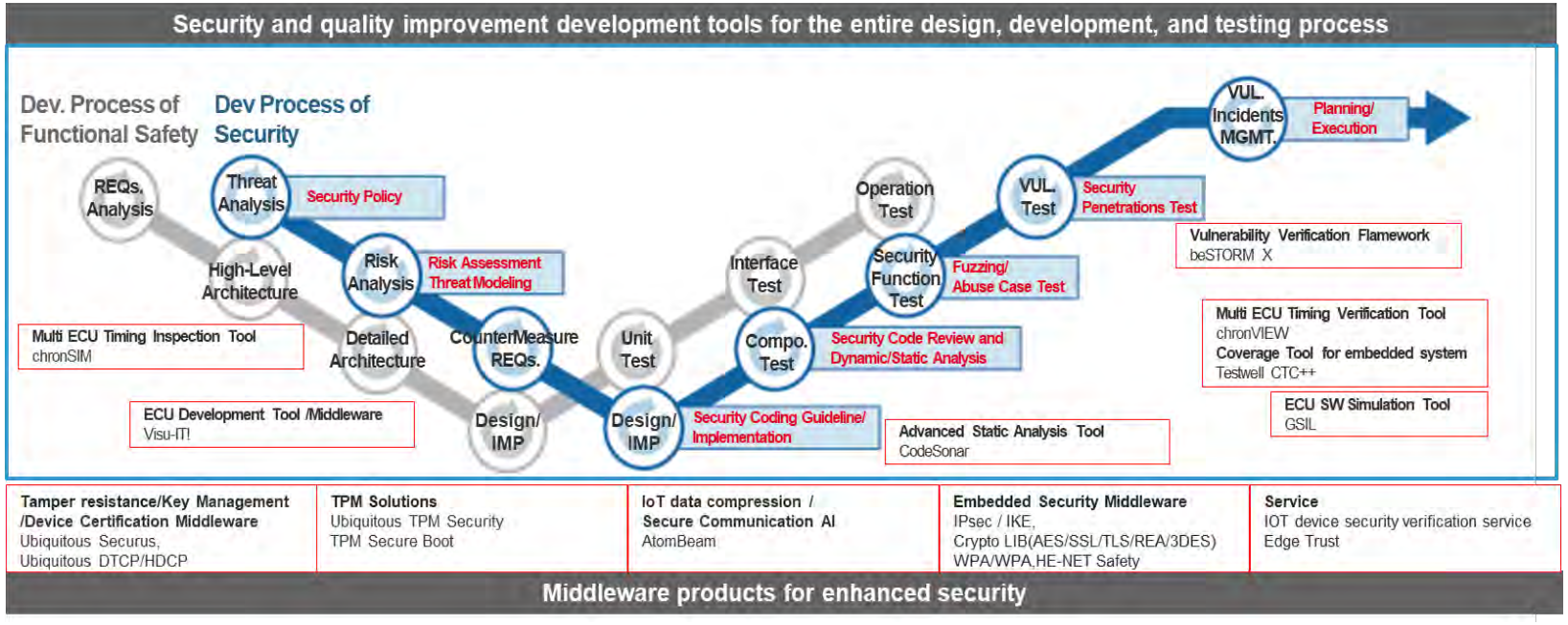
In-vehicle network/ECU
- ISO26262 ASIL-D compliant Hypervisor for automotive integrated ECUs (COQOS Micro SDK)
- Cryptographic library (HE-CRYPTO)
- TLS (Ubiquitious TLS/HE-TLS)
- IPSec (HE-IPSec)

Quality improvement/development support tools
- Static code analysis (CodeSonar)
- Software composition analysis (CodeSentry)
- ECU development simulation (GSIL)
- ECU timing optimization (chronSUITE)
- Code coverage (Testwell CTC++)
- ECU variable management system/Middleware (Visu-IT!)
- Vulnerability/Security verification framework (beSTORM)

Product lineup (Security)
Responding to IoT Security Demands

Solve current and future challenges by security solutions for cybersecurity covering the entire process of product development

- Code Analysis and Quality Improvement Tools
- Vulnerability Verification Tools and Services
- ECU Development Simulation Tool
- Cryptographic Library
- Device Lifecycle Management Services



Product Lineup (AI)

Various proposals to meet challenges and objectives

brighter AI

Video anonymous processing available for AI image processing

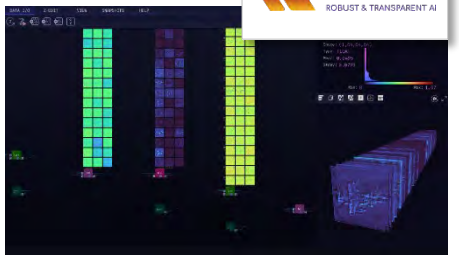
BreezoMeter

Air quality analysis using AI

Deeplite

Optimization of deep leaning model

ZETANE
ROBUST & TRANSPARENT AI

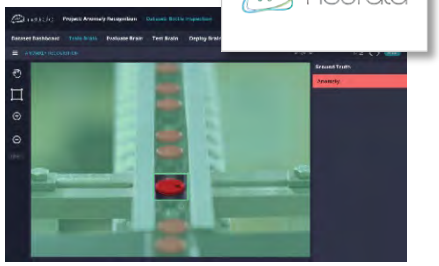


Support for improving the AI robustness

EKHONO AI

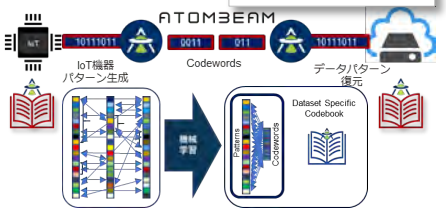
Edge AI that adopts self-learning

neurala



Automatic appearance inspection process using AI

ATOMBEAM



Reducing data transmission volume based on the patented AI technology

Providing Products that Best Fit the Purpose of Use in Various Areas

Product Lineup (AI)
Enhancing Initiatives through AI Startup and Venture Collaborations

Driving Enhanced Initiatives through Collaboration with Overseas Partner Products and AI Startups/Ventures

AI solutions for embedded applications from a full range of international partners

- Visual inspection
- Touchless UI
- Enhanced robustness
- Air Quality Analysis
- Image Anonymization
- Data Transmission Reduction

brighter AI, BreezoMeter, Deeplite, ZETANE, EKHONO AI, neurala, ATOMBEAM

Strengthen collaboration with Japanese AI startup ventures

- Machine Vision
- AI Professional Service
- ML Ops
- DX Devices
- Voice Recognition
- Recommendation
- AI/DX Human Resource Development and Management Support

AIBOD AI VALUE CREATOR, + zero, Rutilea, WESTUNITIS, SASSOR

Enhancing customer support with domestic startup partnerships, alongside a diverse range of overseas products

Product lineup (International Partners)

33 major partners/ 100+ products

Group Company: AIM Corporation

- **Company Name** AIM Corporation
- **Location** <Headquarter> Musashikosugi Tower Place 14F 1-403 Kosugimachi, Nakahara-ku, Kawasaki-shi, Kanagawa, 211-0063, Japan
- **Capital Stock** 42 M yen (as of March 31, 2024)
- **Chairman of the Board** Koji Inoue
- **Business Profile** Development and licensing of software products, incorporation of Gracenote products into embedded device, commissioned design and development of software products (for embedded device/PCs/smart phones/web systems/server application products, etc.)
- **History**
  - Oct. 1987 The Company was established
  - Sep.1997 Released the first CDDB-compatible software (“Shitteru CD Player”) in Japan
  - Apr. 1998 Independently started operation of Japanese CDDB server
  - Nov. 1999 Agreed with Pioneer for the use of its CDDB for Pioneer’s car navigation systems
  - Mar. 2000 Started collaboration with Gracenote for server integration and business tie-up, and cooperated mainly for embedded products
  - May 2001 The first car navigation system with the CDDB function was launched by Pioneer
  - Nov. 2003 Obtained a basic technology related to mobile players from Dynamic Naked Audio
  - Jul. 2007 Jointly develop “NEXTe”, a learning-type inference engine, with C4 Technologies
  - Mar. 2013 Acquired all businesses of Media Click, Inc. through business transfer
  - Apr. 2016 100% Subsidiarization of Ubiquitous AI

Strong Partnership with Gracenote

- After independently launching a Japanese CDDB server in April 1998, collaborated with Gracenote that has operated the CDDB server business.
- In March 2000, started collaboration with Gracenote for server integration and business tie-up. Since then, AIM has been an official development partner of products embedding Gracenote technologies in more than fifteen years, providing engineering services mainly for Japanese domestic IVI (In-Vehicle-Infotainment) device.
- Has provided “YOMI” that provides “Furigana” of “Album names”, “Music names”, and “Artist names” in collaboration with Gracenote’s music recognition technology, as well as “Alias (Betsumei) that is a database of artist information consisting of nicknames, contracted names, incorrect but widely used names and related names of artists for its proprietary products and as a content service.

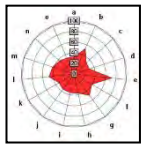
*Music recognition technology provided by Gracenote is widely adopted by various music application services and music online services globally such as Apple iTunes, Amazon Music, and Microsoft Groove Music.

Development partner of Nordic Semiconductor

•AIM has jointly developed BLE Complete Module nRF52 series with Nordic.

YOMI／Alias

It is a database of “furigana” of titles of albums, music, and artist names, and alias information of artist names, which can be used for sorting/searching music and sound recognition. 。



NEXTe - Feature Value Data

Feature value data generation service by analyzing and digitizing music and texts, and trend analytic service using a learning-type inference engine “NEXTe”. These services enable to analyze preference and trend as well as create recommendations.

Group Company : LightStone Corporation

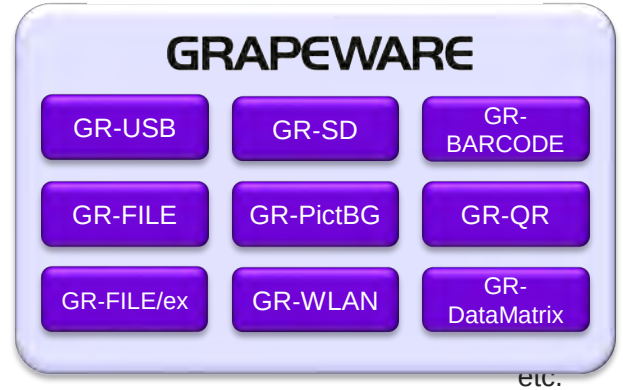
- **Company Name** LightStone Corporation
- **Location** <Headquarter> 7F Ryukakusan Building, 2-5-12 Higashi-Kanda, Chiyoda-ku, Tokyo 101-0031, Japan
- **Capital Stock** 24.5 M yen (as of March 31, 2024)
- **President** Hiroshi Nojo
- **Business Profile** Import, sales, and Japanese-language adaptation 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

Group Company : GRAPE SYSTEMS Inc.

- **Company Name** GRAPE SYSTEMS Inc.
- **Location** <Headquarter> 19F, Queen's Tower B, 2-3-3 Minato Mirai, Nishi-ku, Yokohama 220-6119, Japan
- **Capital Stock** 98.5 M yen (as of March 31, 2024)
- **President** Kiyotaka Kudo
- **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

EXOSITE, sensory, Cypherbridge Trusted, Safe and Secure, escrypt SECURITY. TRUST. SUCCESS., clarinox, BdSound intelligent audio solutions, silex technology, FOSSID

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

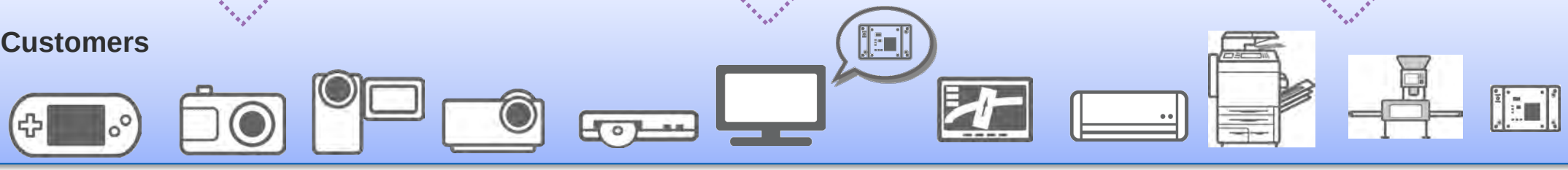
Content Licensing

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

Business focus and activities

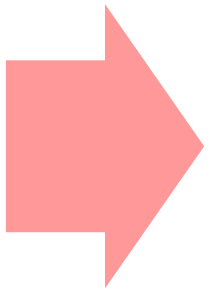
Adapting to a changing business environment through the COVID-19 pandemic

Ubiquitous AI
Exploring Everything

Re-innovation

Recognize strengths and shift point of view

Reaffirm “Our Strengths”	
Implementation technique	Number of customer accounts
Products	Brand

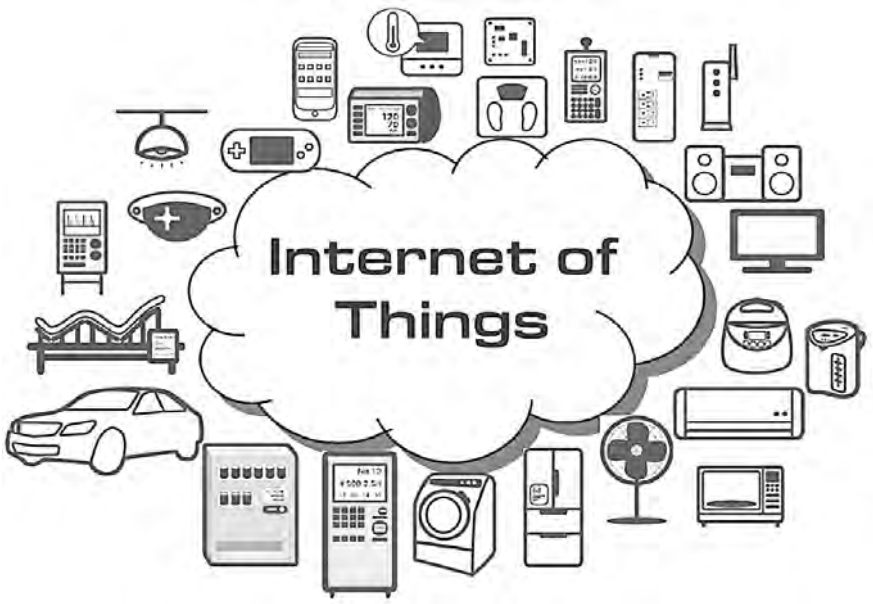


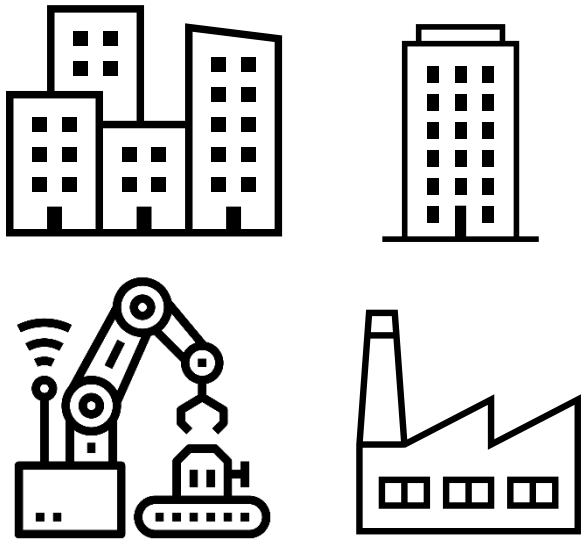
Review sales promotion measures	
Strengthen Web-based promotion	Solution sales
Strengthen organization	Strengthen Sales division

Our Advantages

- **Embedded Software**
- **High Engineering Skills**
- **Software Implementation Technology**
- **Diverse Products**
- **Manufacturer & Distributor**
- **Client base with Major Manufacturing Companies**
- **International Partners**
- **Trusted Brand/Experience**

Our Strongest Advantages





Customer base centered around major companies in electronics manufacturing and development

Scope of Business Next Decade

Ubiquitous AI
Exploring Everything

Embedded Software Development and Sales Company

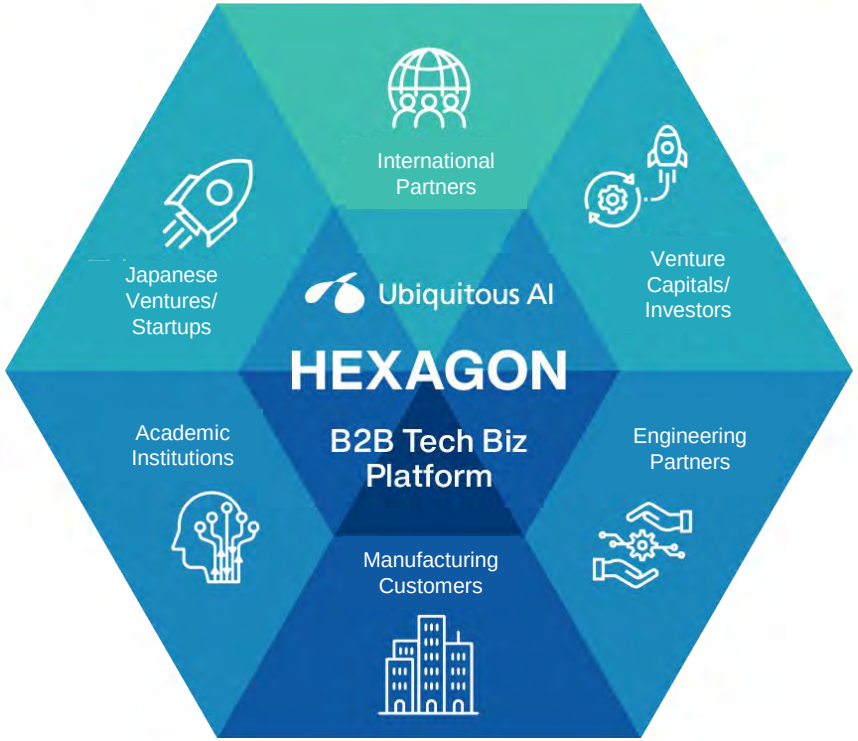
A company that provides technology and services needed by manufacturing customers

Creation of business opportunities through a business platform on our numerous major manufacturing customer base

Providing state-of-the-art technologies from B2B technology start-ups

Providing diverse products and services to meet a wide range of needs

Provide good products that bring high value to customers



Providing a stage and structure that leverages our customer base and product development expertise

Collaboration with ventures, start-ups, and academic institutions

Supporting venture and startup growth in collaboration with Investors

International Partners: Sales to Japanese customers / sales of Ubiquitous AI's products and services to international customers

Japanese Ventures/Startups: Sales and capital alliance for the manufacturing industry, joint development and commercialization support for embedded software products

Academic Institutions: Sales and research support for the manufacturing industry, joint development and commercialization support for embedded software products

Venture Capitals/Investors: Sales of products and services of invested startup ventures with manufacturing customers

Engineering Partners: Collaboration in development projects through product sales

HEXAGON Update

Supporting Companies/Organizations : **98**

(As of Dec 31, 2024, for 30 months from launched HEXAGON/Including some partner organizations)

Valuable "connections" through referrals	Sales / Business partnerships Joint development	Fundraising and investment opportunity introductions	Collaboration between startups	Support programs for startups

HEXAGON Next Stage

New Concept

Transitioning from a focus on manufacturing industry to a “B2B Tech Biz Platform” centered around manufacturing

Offering a wide range of B2B technology products

Collaborating with startups for mutual growth

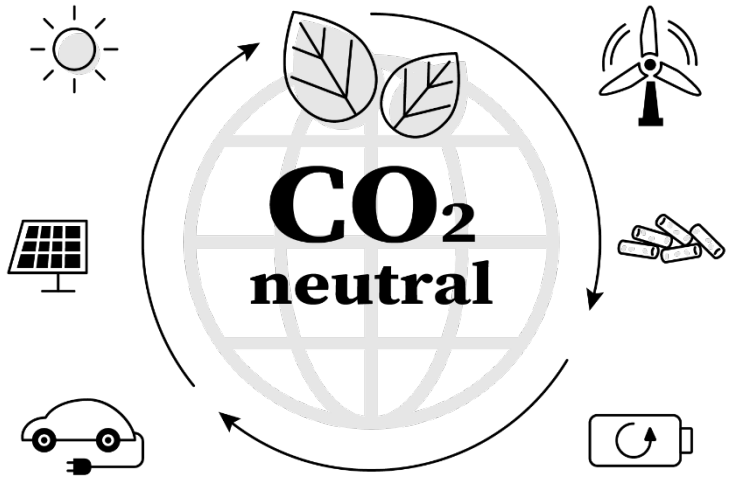
Providing startups with everything they need to grow, all in one place

Focus : Contribute to Carbon Neutrality

Our technology and product will contribute to carbon neutral society thanks to power consumption reduction of each IoT devices, i.e., available 30 to 40 billion units in 2030, even if it is small affect, but total amount of reduction will be huge impact.

Ubiquitous QuickBoot

Due to long boot up process time , the system could not be shut down completely. Our fast boot solution “QuickBoot” solves the problem by boot up process time reduction, and resulted with zero stand by current.



Ubiquitous RTOS IoT Enabler

By replacing an embedded Linux based IoT device with Real time OS based “RTOS IoT Enabler”, a small resource and low power system can be designed.

Deeplite DARWIN AI

Oversized AI model optimization will contribute CPU and GPU workload reduction. Some case has a possibility to remove GPU for further power consumption reduction.

To reduce power consumption of communication devices, AI technology compresses an amount of communication data.

ATOMBEAM®

Focus:
Enhance product lineup for evolving automotive system development

Support the evolution of CASE (Connected, Autonomous, Shared & Services, Electric) with extensive software solutions

Infotainment/Information system software development

Fast boot-up
- Ubiquitous QuickBoot

Connectivity
- Ubiquitous Wi-Fi SDK
- Bluetooth SDK (BlueSDK)
- USB protocol stack (HE-USB)

Security/Cryptographic library
- Ubiquitous Securus
- Ubiquitous DTCP/HDCP
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- Cryptographic library (HE-CRYPTO)

Hypervisor
- COQOS Hypervisor SDK/SafeG

In-car voice environment construction
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Smartphone mirroring
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ECU/Control system software development

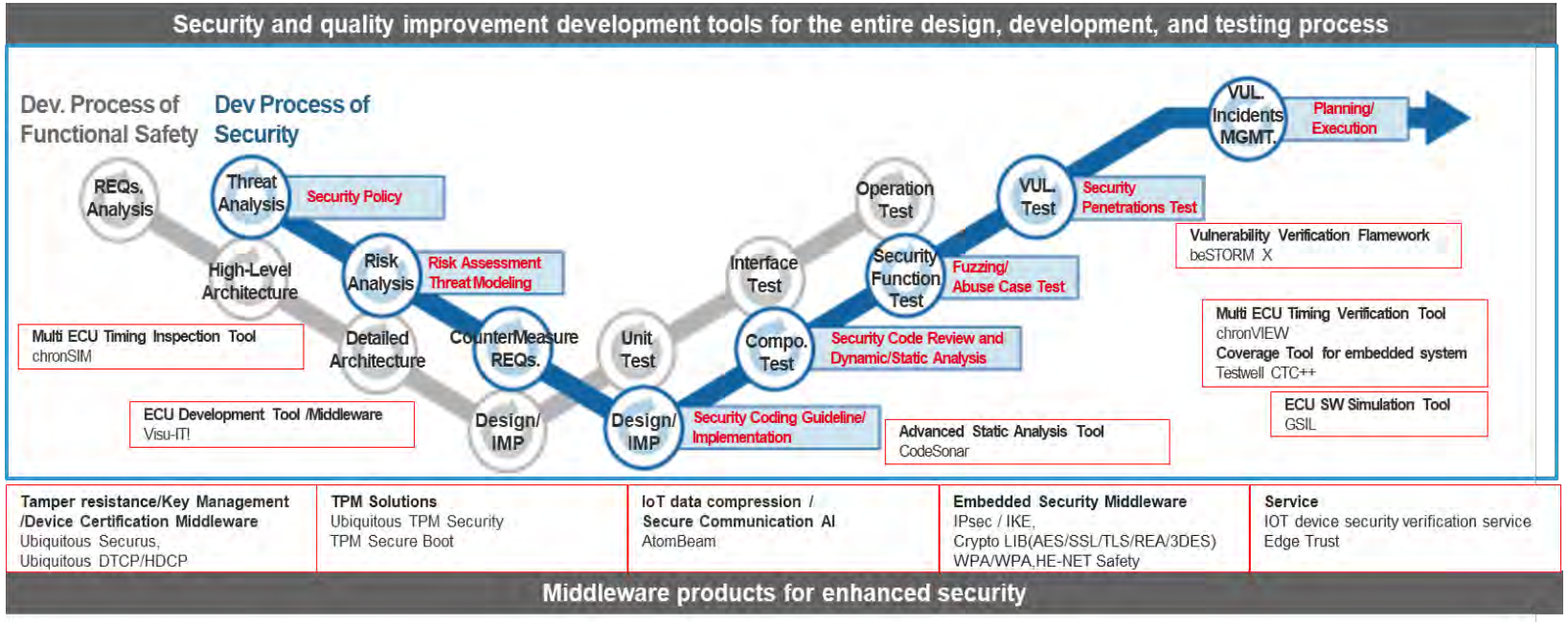
In-vehicle network/ECU
- ISO26262 ASIL-D compliant Hypervisor for automotive integrated ECUs (COQOS Micro SDK)
- Cryptographic library (HE-CRYPTO)
- TLS (Ubiquitious TLS/HE-TLS)
- IPSec (HE-IPSec)

Quality improvement/development support tools
- Static code analysis (CodeSonar)
- Software composition analysis (CodeSentry)
- ECU development simulation (GSIL)
- ECU timing optimization (chronSUITE)
- Code coverage (Testwell CTC++)
- ECU variable management system/Middleware (Visu-IT!)
- Vulnerability/Security verification framework (beSTORM)

Focus Theme: IoT Security

Solve current and future challenges by security solutions for cybersecurity covering the entire process of product development

- Code Analysis and Quality Improvement Tools
- Vulnerability Verification Tools and Services
- ECU Development Simulation Tool
- Cryptographic Library
- Device Lifecycle Management Services



Focus: AI Products

Enhancing Edge AI Product Line-up

brighter AI

Video anonymous processing available for AI image processing

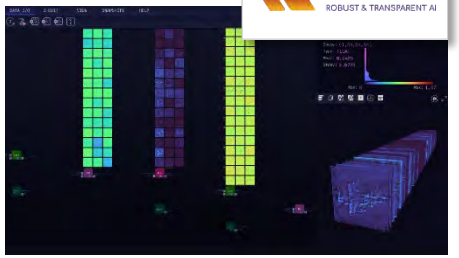
BreezoMeter

Air quality analysis using AI

Deeplite

Optimization of deep leaning model

ZETANE
ROBUST & TRANSPARENT AI

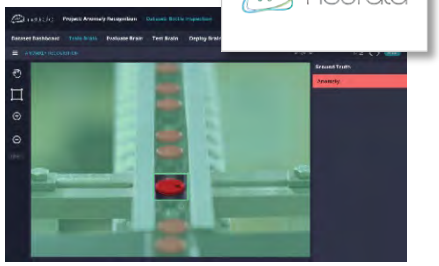


Support for improving the AI robustness

EKHONO AI

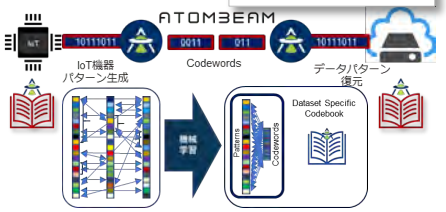
Edge AI that adopts self-learning

neurala



Automatic appearance inspection process using AI

ATOMBEAM



Reducing data transmission volume based on the patented AI technology

Offering optimal products tailored to various fields and applications

Focus: AI Products

Enhancing Initiatives through AI Startup Collaboration and International Partnerships

AI solutions for embedded applications from a full range of international partners

- Visual inspection
- Touchless UI
- Enhanced robustness
- Air Quality Analysis
- Image Anonymization
- Data Transmission Reduction

brighter AI, BreezoMeter, Deeplite, ZETANE, EKHONO AI, neurala, ATOM BEAM

Strengthen collaboration with Japanese AI startup ventures

- Machine Vision
- AI Professional Service
- ML Ops
- DX Devices
- Voice Recognition
- Recommendation
- AI/DX Human Resource Development and Management Support

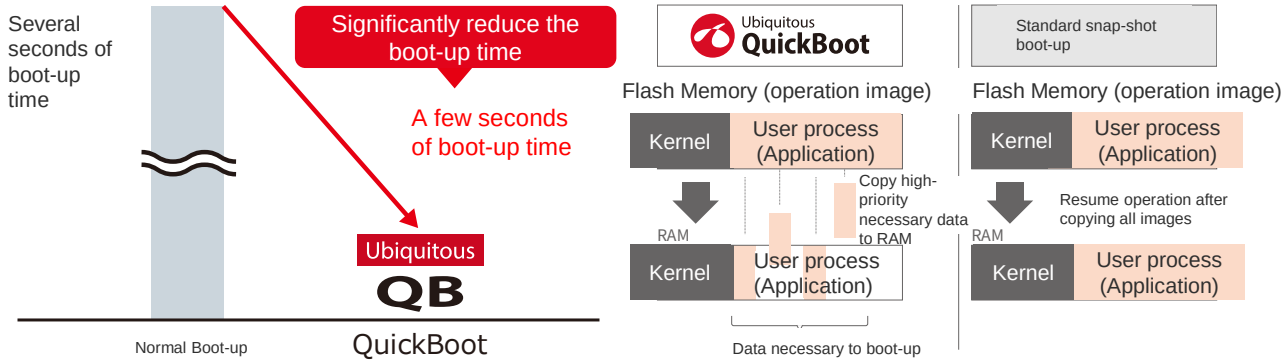
AIBOD AI VALUE CREATOR + zero, Rutilea, WESTUNITIS, SASSOR

Strengthening Customer Support with Professional Services through Collaboration with Domestic Startups and Ventures, in Addition to a Diverse Range of International Products

Focus: Linux/ Android Fast Boot

Ubiquitous QuickBoot

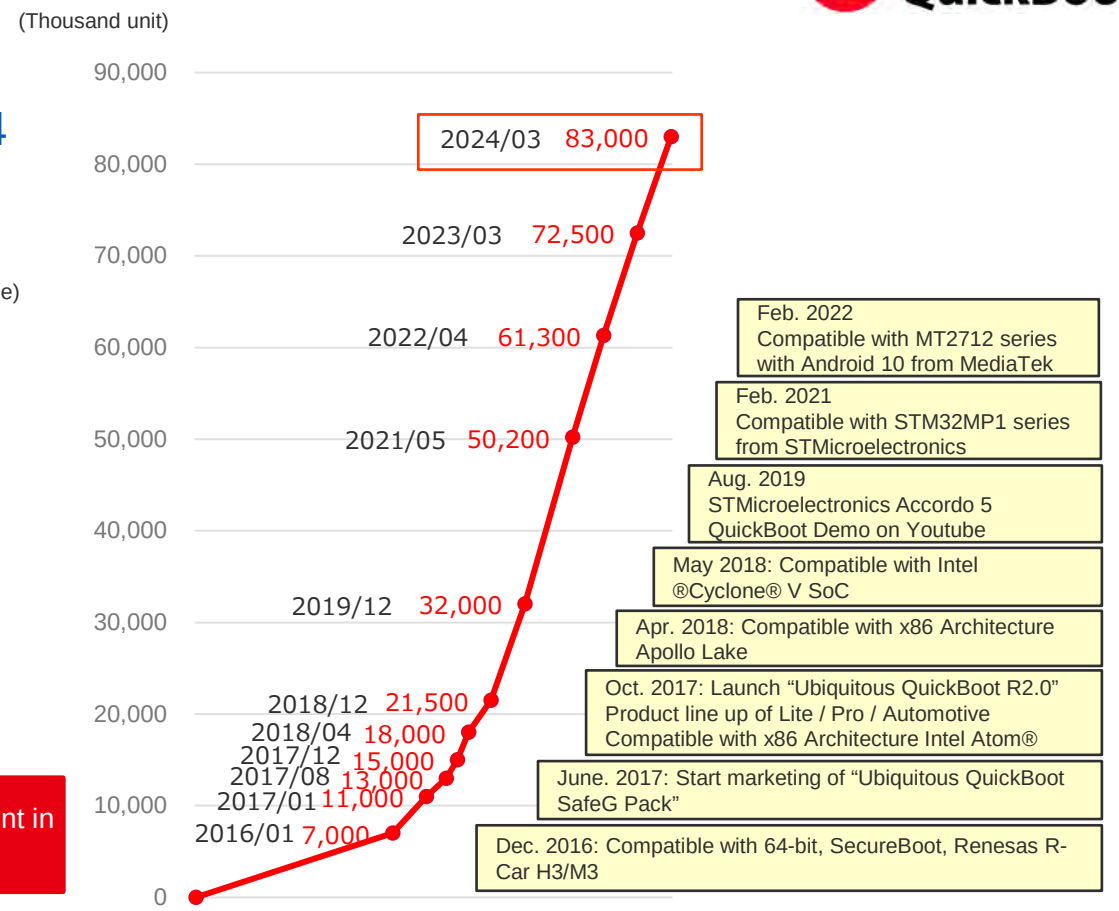
Stable increase in shipments as our main product Expect cumulative shipments to reach 80 million units in March.2024



Introduction effects	Example of applications
Quickly start various processing tasks such as saving and monitoring	Monitoring camera, Digital camera, Drive recorder
Mitigate stress of users who are waiting for the boot-up	Car navigation system, TV, PC/Various console
Can operate with zero standby current thanks to quick boot-up	Mobile rooter, Digital book, multifunction printer/printer
Improve productivity by reducing the testing time per unit at the time of product inspection	Testing equipment, Production of products

Acquired the basic patent in May 2012

Accumulated number of licenses shipped



Focus on supporting next-generation major platforms and expanding overseas sales

Focus: In-vehicle ECU development and test tools

Jointly developed with A&D Simulation tool "GSIL" for in-vehicle ECU software development

Ubiquitous AI

Ubiquitous AI

In-vehicle **SW** products

- Verification tools for software development
- Software Quality Improvement Support Tools
- OSs/Middleware

30+-years experience of sales support

A&D Discover Precision

A and D

In-vehicle **HW** products

- Automotive Testing Software iTest
- HILS products for actual ECU verification
- Various measurement and control systems

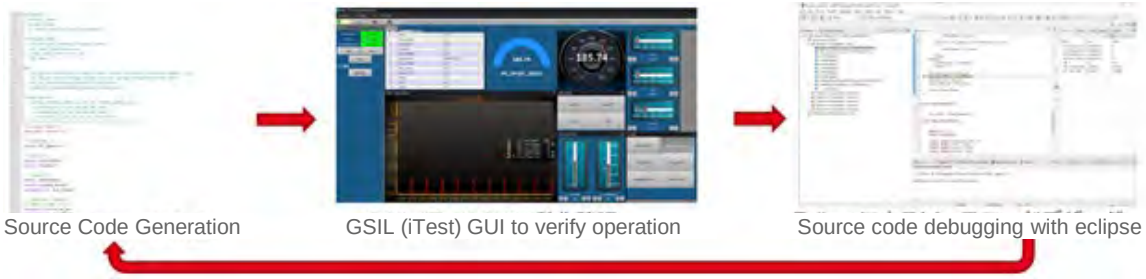
Providing high-precision electronic measuring instruments

Launch of "GTrainer" a learning package for ECU control software developers, on September 1, 2022

Software simulation completed on a PC without using actual equipment

SILS (Software In the Loop Simulator)

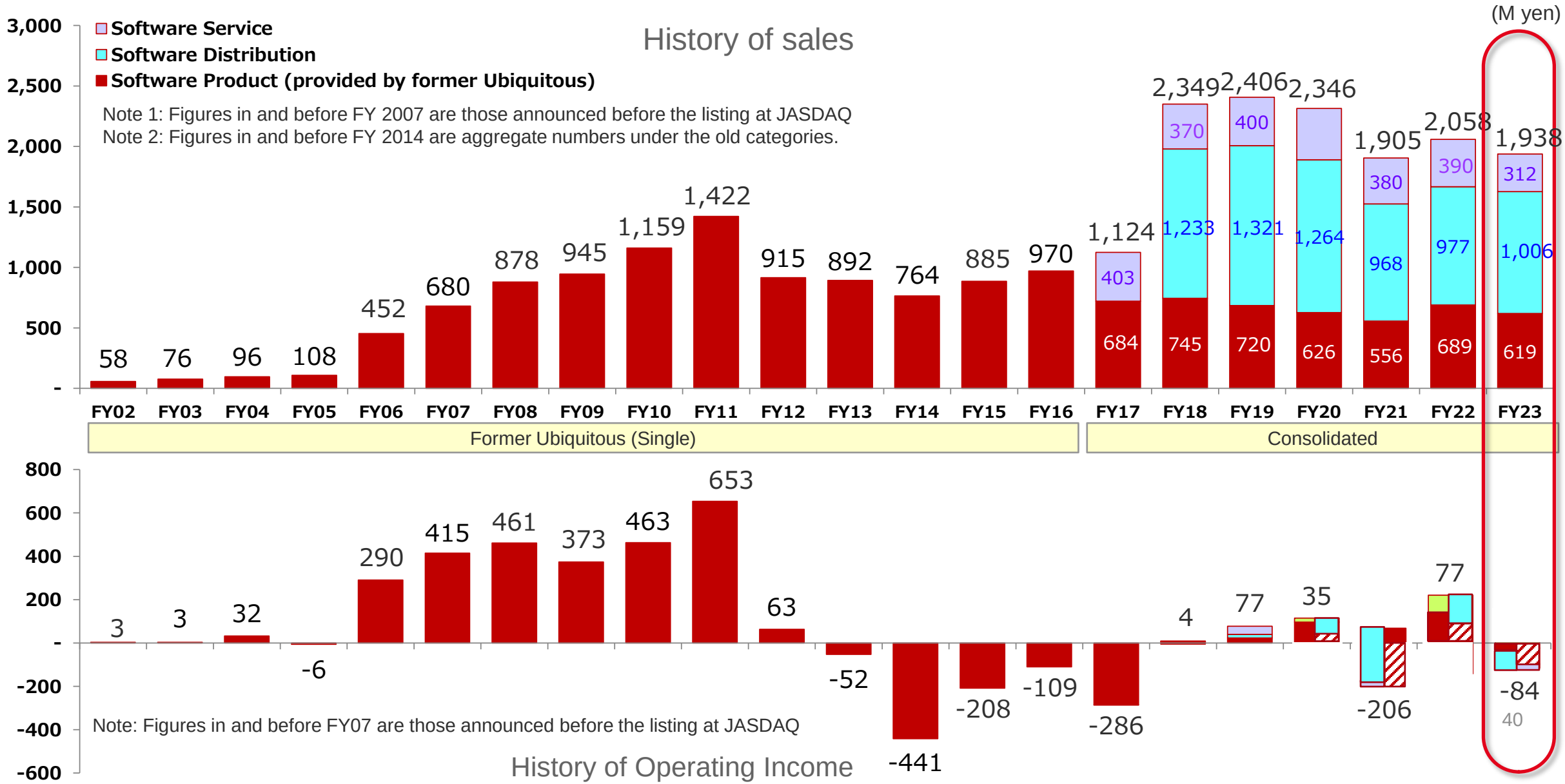
Start validation in early phase when **hardware** does not exist
Consists entirely of **software**, **reducing the cost** of the verification process
One-unit-per-person usage environment for diversified development styles



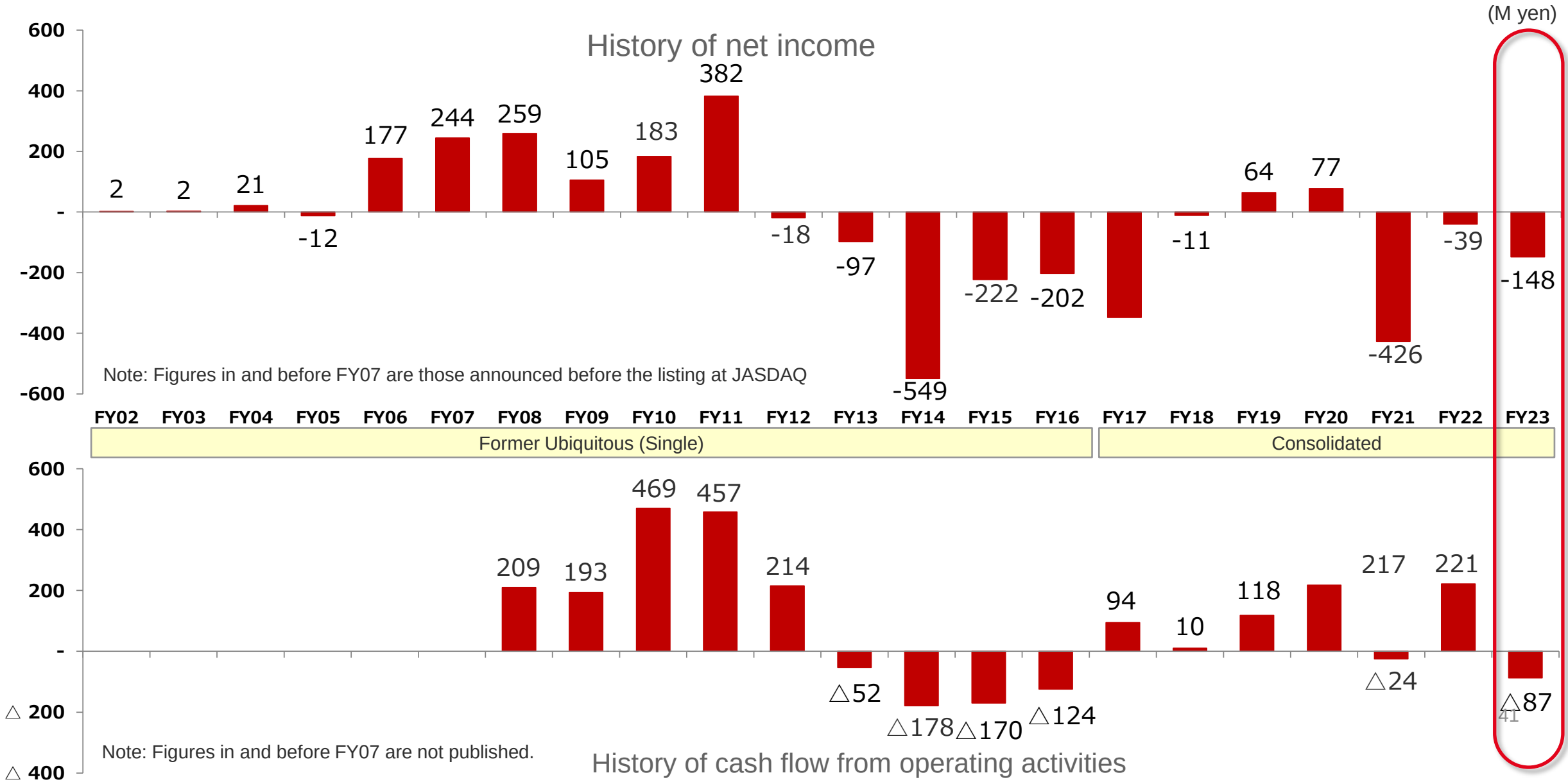
SILS using virtual ECUs reduces man-hours required for specification verification and improves development efficiency.

IR information

History of sales and operating income



History of net income and cash flow from operating activities



Ubiquitous AI

Medium-term Business Plan

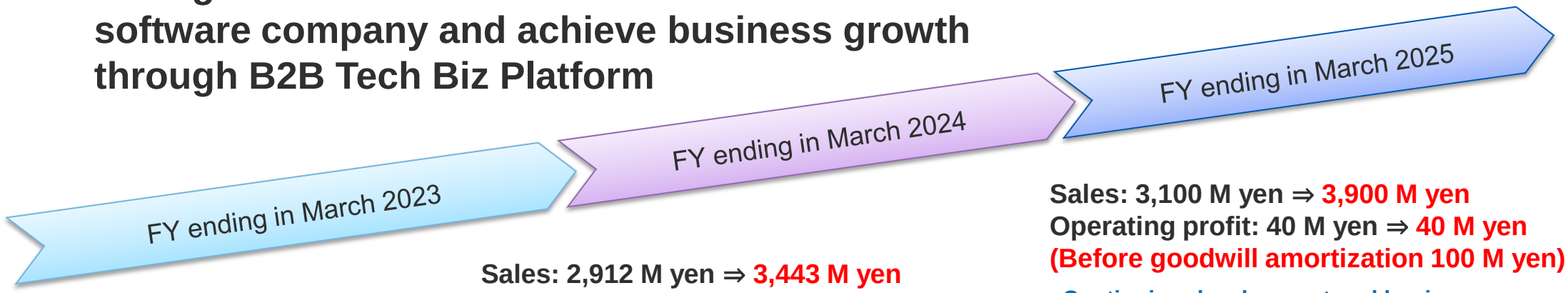
FY ending March 2023 – FY ending March 2025

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
Operating profit: 10%

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



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

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

Sales: 2,912 M yen ⇒ 3,443 M yen
Operating profit: 20 M yen ⇒ 150 M yen
(Before goodwill amortization 217 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**

Sales: 3,100 M yen ⇒ 3,900 M yen
Operating profit: 40 M yen ⇒ 40 M yen
(Before goodwill amortization 100 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 3,900M 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

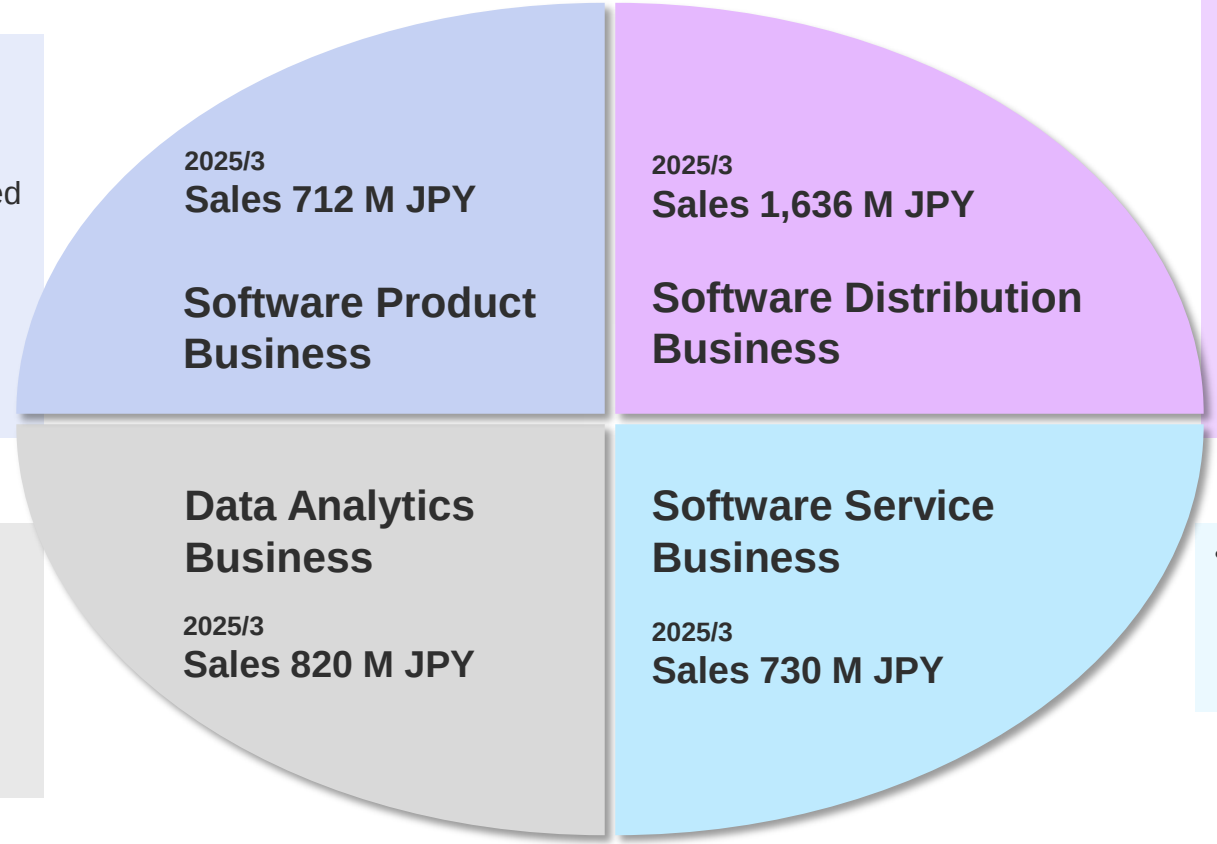
- Promote HEXAGON (Business platform) into business execution phase.
- Resolve technical issue of QuickBoot and target to launch into global market.
- Focus on tool products for stable revenue in growth areas.

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 3,900M yen and operating income of 40M yen (100M yen before goodwill amortization) in FY ending March 2025
Aim for net sales of 5,000M yen and an operating income margin of over 10% 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

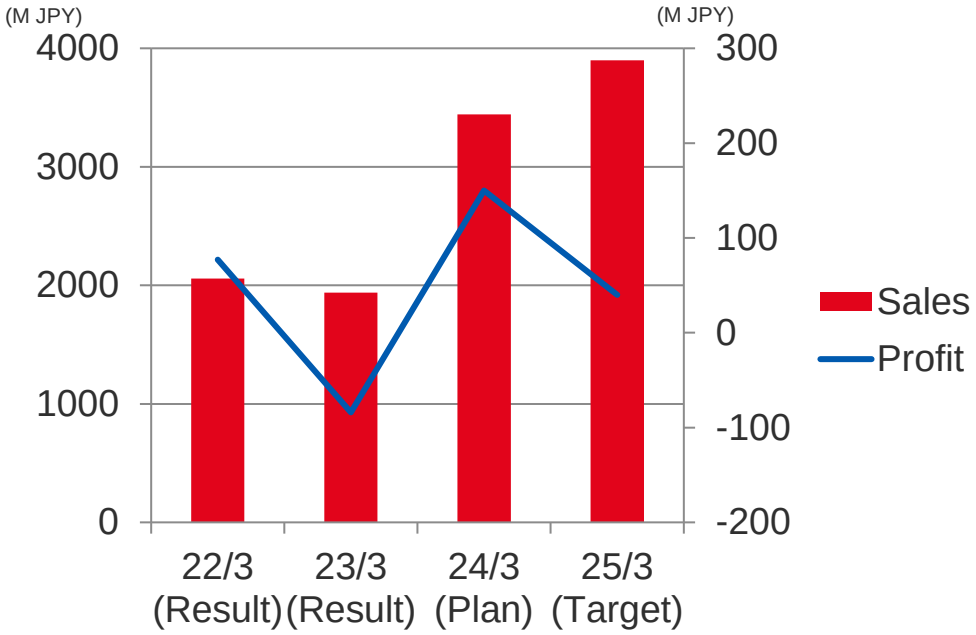
Human resource hiring and development

- 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）

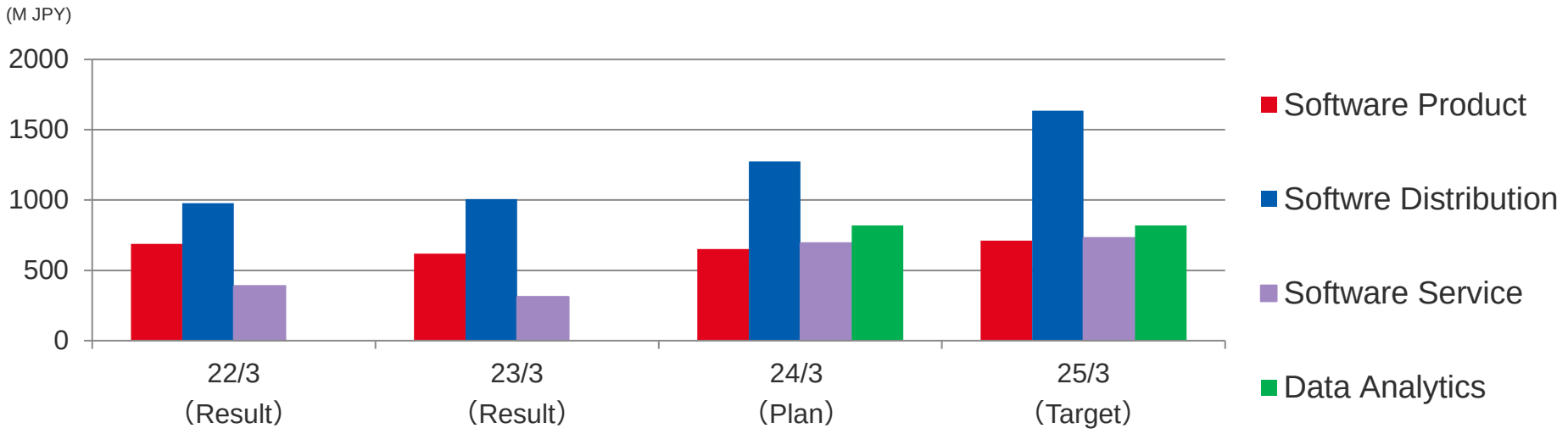


2024/3：Continue advanced investment on focused business.
2025/3：Growth by focused business and M&A.

（Unit：M JPY）

	2022/3（Result）	2023/3（Result）	2024/3（Plan）	2025/3（Target）
Sales	2,058	1,938	3,443	3,900
Operating profit	77	△84	150	40

Business target – Sales by segment



(Unit：M JPY)

Segment	Area	2022/3 (Actual)	2023/3 (Actual)	2024/3 (Target)	2025/3 (Target)
Software Product Business		689	619	652	712
Software Distribution Business		977	1,006	1,275	1,636
Software Service Business		390	312	694	730
Data Analytics		–	–	820	820
TOTAL		2,058	1,938	3,443	3,900

Business Forecast and Key Initiatives FY ending March 2024

FY ending March 2024 – 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

Revised consolidated financial target for FY ending in March 2024

Revised Consolidated Earnings Forecast

(Unit: M yen)

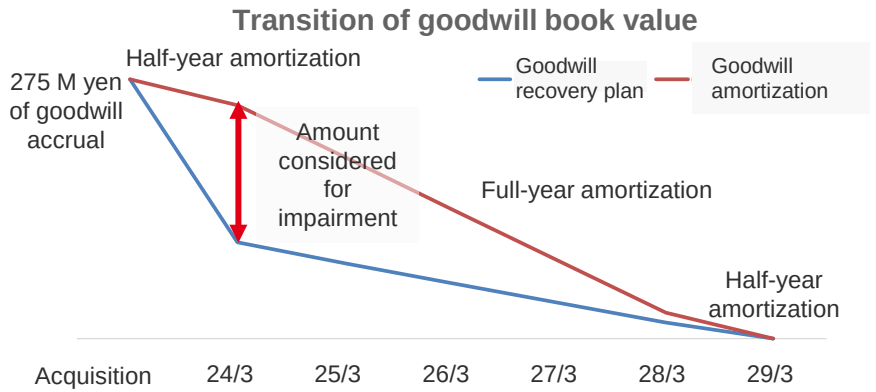
	Revised Budget	Initial Budget	Difference	Change %	Previous year	Difference	Change %	Disclosure Requirements
Net sales	3,443	2,912	530	18.2%	△1,938	1,504	△77.6%	Over 10%
Operating income	150	20	130	652.0%	△84	234	△278.8%	Over 30% or Deficit
Ordinary Income	148	20	128	642.0%	△76	224	294.8%	Over 30% or Deficit
Net income*	97	5	92	1848.2%	148	245	-	Over 30% or Deficit

*Net income: Net income attributable to owners of the parent

Revision Overview

- Net sales +530 M yen due to acquisition of Grape System (+540 M yen) and elimination of internal transactions
- Operating income +130 M yen Acquisition of Grape System
  (+130 M yen / scheduled goodwill amortization of 27 M yen *see details at bottom)
- Net income: +92 M yen Extraordinary income: +19 M yen (disclosed on 12/4/2023, gain on sales of AIM investment shares)
  Income taxes: +55 M yen (increase in expenses / Grape System's income before income taxes in the second half of the year: 128 M yen + impact of goodwill amortization)

Regarding the impact of goodwill amortization on the full-year operating profit forecast:
The goodwill arising from the acquisition of Grape System is anticipated to be amortized evenly over a 5-year period based on the expected future operating profit. However, due to the second-half weighted nature of the business and the possibility of a significant decline in the full-year operating profit after the second half of the fiscal year ending March 2024, **the company may consider impairment at the end of March 2024,** considering the full-year operating profit forecast for the subsequent 4 years and 6 months and the goodwill book value at the end of the same period.



FY2024 Revised Consolidated Performance Targets: Summary by Business

Software Product business
Sales: 652 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: 1,275 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: 694 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: 820 M yen

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

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YOY: Sales and Income by Segment

(Unit M yen)

		FY3/24			FY3/23	Change	Change (%)
		Previous Segment	Grape Systems	(Consolidated)	(Consolidated)		
Software Product	Sales	601	50	652	619	32	5.3
	Segement Profit	4	*2 15	*2 11	23	34	-
Software Distribution	Sales	1,110	165	1,275	1,006	269	26.7
	Segement Profit	33	*2 16	*2 16	93	76	-
Software Service	Sales	370	324	694	312	382	122.6
	Segement Profit	56	*2 99	*2 155	32	123	381.9
Data Analytics	Sales	820	-	820	-	820	-
	Segement Profit	*1 0	-	*1 0	-	-	-
Total	Sales	2,902	541	3,443	1,938	1,504	77.6
	Segement Profit	*1 19	*2 130	*3 150	84	234	-

(Note)
*1: Amortization of goodwill of 39 M yen arising from the acquisition of shares of LightStone.
*2: Amortization of goodwill of 27 M yen arising from the acquisition of shares of Grape Systems is included.
The amortization of goodwill is allocated proportionally to each business segment other than the data analytics business operated by Grape Systems.
*3: The above amortization of goodwill of 66 M yen is included.

YOY: Segment sales and income before goodwill amortization

(Unit M yen)

		FY3/24			FY3/23	Change	Change (%)
		Previous Segment	Grape Systems	(Consolidated)	(Consolidated)		
Software Product	Sales	601	50	652	619	32	5.3
	Segement Profit	4	*2 15	*2 11	23	34	-
Software Distribution	Sales	1,110	165	1,275	1,006	269	26.7
	Segement Profit	33	*2 16	*2 16	93	76	-
Software Service	Sales	370	324	694	312	382	122.6
	Segement Profit	56	*2 99	*2 155	32	123	381.9
Data Analytics	Sales	820	-	820	-	820	-
	Segement Profit	*1 39	-	*1 39	-	39	-
Total	Sales	2,902	541	3,443	1,938	1,504	77.6
	Segement Profit	*1 59	*2 158	*3 217	84	301	-

(Note)
*1: Amortization of goodwill of 39 million yen arising from the acquisition of shares of LightStone is not included.
*2: Amortization of goodwill of 27 million yen incurred in connection with the acquisition of shares of Grape Systems is not included.
*3: Amortization of goodwill of 66 million yen above is not included.

Ubiquitous AI

Exploring Everything