

Financial Result for the Third Quarter FY2023/3

ExaWizards Inc. (4259.T)

February 14, 2023

- 1 Executive Summary of Third Quarter of the Fiscal Year Ending March 31, 2023**
- 2 Summary of Financial Results for the Third Quarter of the Fiscal Year Ending March 31, 2023**
- 3 Overview and Progress of the Business Segments**
- 4 Revised Forecast of Consolidated Financial Results for the Fiscal Year Ending March 31, 2023**
- 5 Appendix**

Executive Summary of Third Quarter of the Fiscal Year Ending March 31, 2023

Executive Summary

Result of Q3 of FY2023/3

- Q3 cumulative sales were 4,008 million yen (+21.9% year-on-year), while Q3 (3 months) sales were ¥1,385 million (+5.3% year-on-year), maintaining a growth
- Q3 (3 months) operating profit were -138million yen (-110million year-on-year)
- Revised full-year forecasts due to lower-than-expected Q3 sales and operating profit results for the AI Platform, and the prospect of difficulty in covering up from the current progress in Q4, as well as the expected extraordinary income from the transfer of the CareWiz Hanasuto business (page 40).

AI Platform Segment

- Q3 cumulative sales were 3,460 million yen (+20.8% year-on-year), Q3 (3 months) sales were 1,159 million yen (+2.8% year-on-year), lower than expected due to project downsizing at some large clients in the current period
- Q2 cumulative sales to long-term clients remained high at 2,583 million yen (74.7% of sales)
- Q3 cumulative operating margin was 6.4% (14.0% in the same period last year), with cumulative sales being below expectations, while the profit margin declined due to higher personnel costs resulting from the increase in headcount compared to last year (8.1% in Q2).

AI Products Segment

- Q3 cumulative sales were 547 million yen (+29.1% year-on-year) and Q3 (3 months) sales were 226 million yen (+20.5% year-on-year), in line with expectations
- Q3 cumulative sales were 46.8% for the total of AI Products excluding Physical Nursing Care Training
- The company considers investing in CCJ, with which it has a business alliance, and resolves to transfer the business of CareWiz Hanasuto. Company develops new areas of care, deepens cooperation with CCJ, which has strengths in care documentation, and supports the management of care facilities together

Summary of Financial Performance

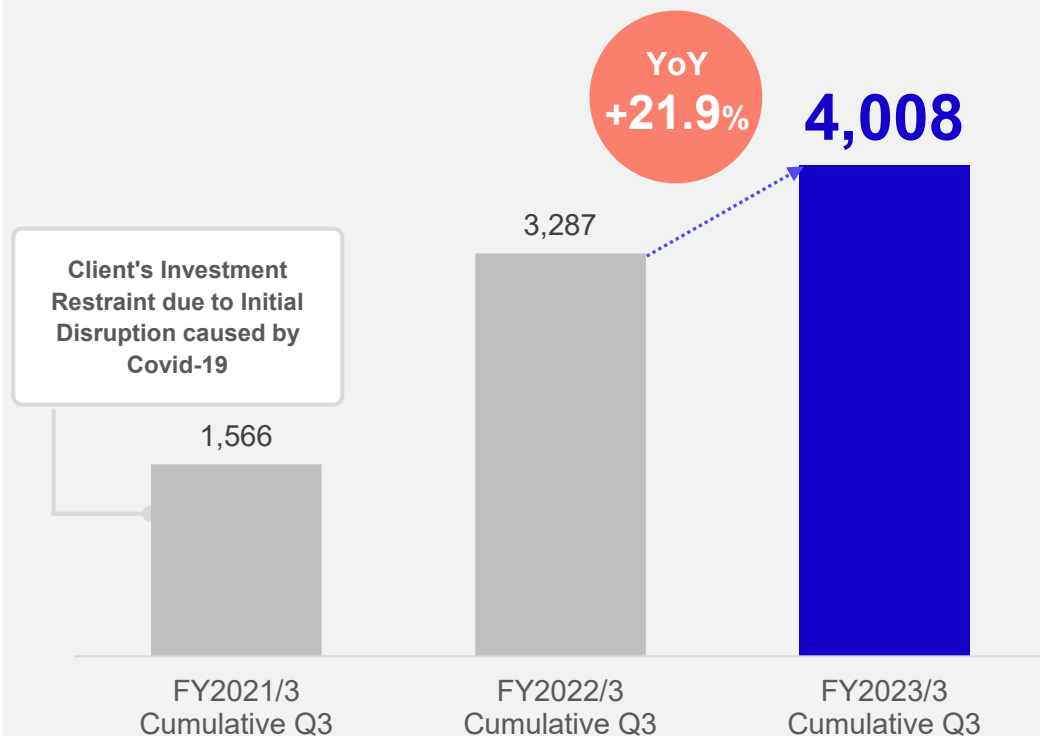
Consolidated Financial Results	AI Platform Segment		AI Products Segment
Q3 Cumulative Sales 4,008 million yen (YoY +21.9%)	Q3 Cumulative Sales 3,460 million yen (YoY +20.8%)	Ratio of Revenue from Long Term Clients ⁽¹⁾ 74.7% (YoY +6.3pt)	Q3 Cumulative Sales 547 million yen (YoY +29.1%)
	Q3 Cumulative Gross Profit Margin 58.8% (YoY -7.3pt)	Q3 Cumulative Operating Margin 6.4% (YoY -7.6pt)	DX AI Products Q3 Sales ⁽²⁾ 401 million yen (YoY +23.3%)

Notes: (1) Continuous revenue from the clients that ExaWizards maintains its contract for consecutive 4 quarters and more.
(2) DX Products include: exaBase DX Assessment & Learning, exaBase Forecast & Analysis, exaBase 1on1, exaBase FAQ, exaBase Company Search, and exaBase Well-Being.

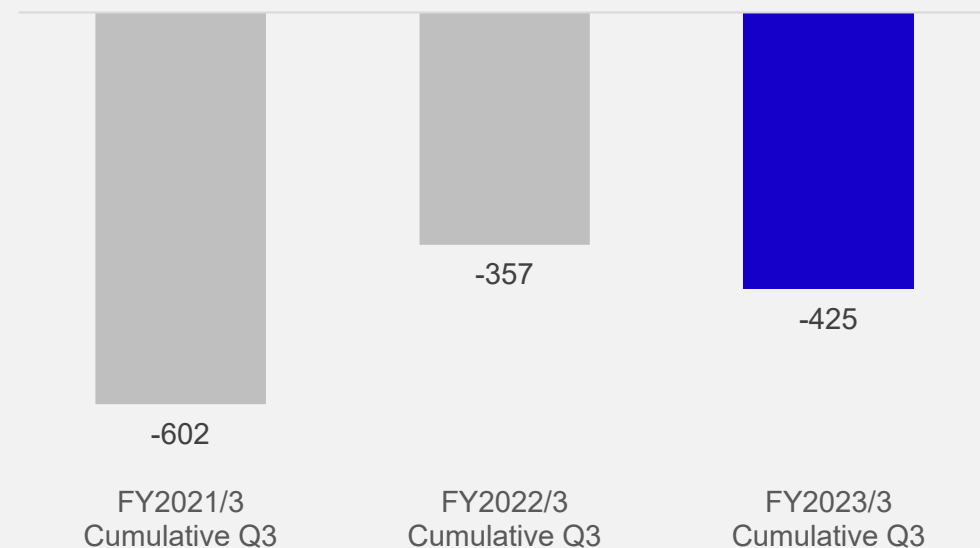
Summary of Financial Results for the Third Quarter of the Fiscal Year Ending March 31, 2023

Q3 Cumulative Sales were +21.9% YoY and Growth was Maintained, while Operating Profit was -JPY 425 million due to YoY Increases in Personnel Cost

Q3 Cumulative Sales (Millions of Yen)



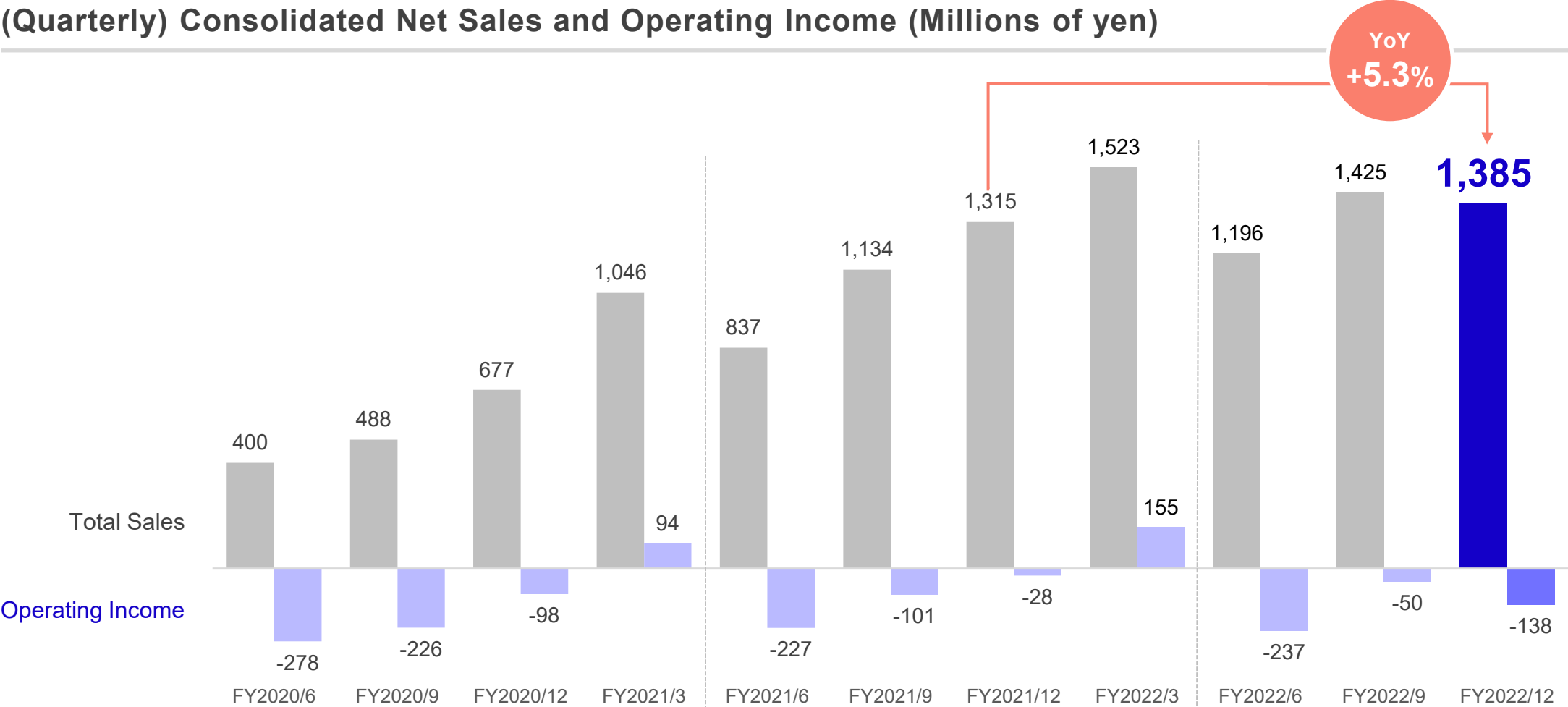
Q3 Cumulative Operating Income (Millions of Yen)



Quarterly Trend of Financial Results

Q3 (3 months) Sales were 1,385 million yen, up 5.3% YoY; Operating Income was -138 million yen, mainly due to the AI Platform Segment's Performance

(Quarterly) Consolidated Net Sales and Operating Income (Millions of yen)



Consolidated Statements of Income for the Third Quarter FY2023/3

(JPY in Million)	FY2022/3 Q3	FY2023/3 Q3	FY2022/3 Cumulative Q3	FY2023/3 Cumulative Q3
Net Sales	1,315	1,385	3,287	4,008
Growth Rate (%)	—	+5.3%	—	+21.9%
Cost of Sales	467	644	1,251	1,776
Gross Profit	848	740	2,036	2,231
Gross Profit Margin (%)	64.5%	53.5%	61.9%	55.7%
Selling, General, and Administrative Expense	876	879	2,393	2,656
Operating Profit (Loss)	-28	-138	-357	-425
Operating Profit (Loss) Margin (%)	-2.1%	-10.0%	-10.9%	-10.6%
Non-operating Income	57	0	59	2
Non-operating Expenses	45	0	54	1
Ordinary Profit (Loss)	-16	-137	-352	-423
Extraordinary Profit	-	-	-	13
Extraordinary Losses	0	-	45	-
Profit (Loss) before Income Taxes	-16	-137	-398	-410
Total income taxes	0	7	11	19
Profit (Loss)	-16	-145	-410	-429
Profit (Loss) attributable to owners of Parent	-7	-140	-395	-413

- Extraordinary Profit : Gain on transfer of physical nursing care training business

- Income taxes in the consolidated financial statements for the current year were offset by income taxes of profitable subsidiaries through the application of the Japanese Group Relief System

Consolidated Balance Sheets for the for the Third Quarter FY2023/3

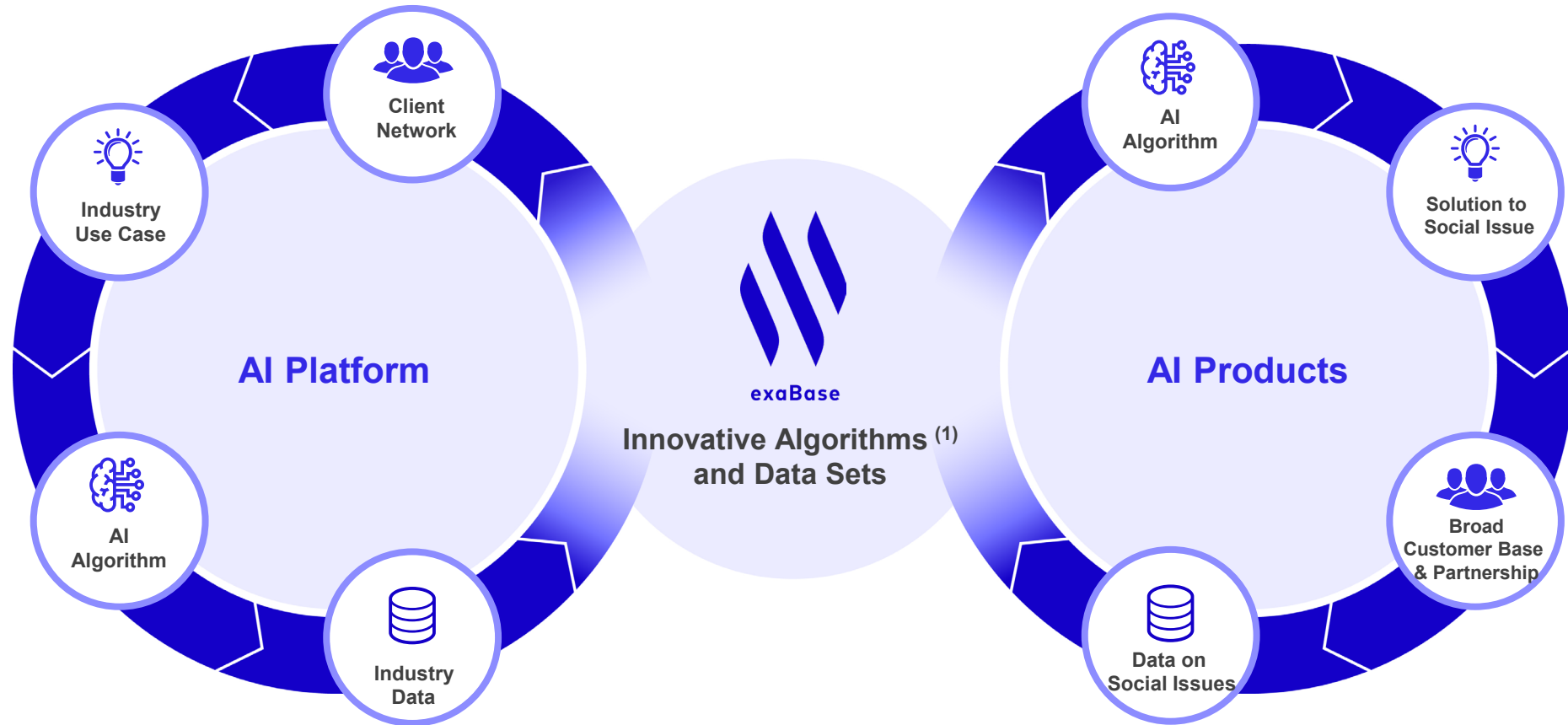
(JPY in Million)	March 2021	March 2022	FY March 2023 Q3
Current Assets	3,081	6,636	5,900
Cash and Deposits	2,337	5,537	4,885
Account Receivable – Trade and Contract Assets	603	914	896
Other	140	183	118
Non-Current Assets	604	1,229	1,639
Property, Plant and Equipment	71	126	171
Intangible Assets	392	807	1,143
Goodwill	0	212	173
Software	392	594	969
Investments and Other Assets	141	295	324
Total Assets	3,686	7,865	7,540

(JPY in Million)	March 2021	March 2022	FY March 2023 Q3
Current Liabilities	998	824	837
Short-term Borrowings	500	-	-
Account Payable – Other	185	212	242
Accrued Expenses	177	254	331
Other	135	356	263
Non-Current Liabilities	304	408	397
Long-term Borrowings	300	310	300
Other	4	97	97
Net Assets	2,383	6,633	6,305
Share Capital	100	2,274	2,325
Capital Surplus	2,885	5,059	4,474
Retained Earnings	-606	-744	-521
Other	4	44	27
Liabilities and Net Assets	3,686	7,865	7,540

Overview and Progress of the Business Segments

We are Solving Social Issues by Accumulating Algorithms and Data through our AI Platform and AI Products business

MISSION | Solving social issues through Artificial Intelligence for future generations

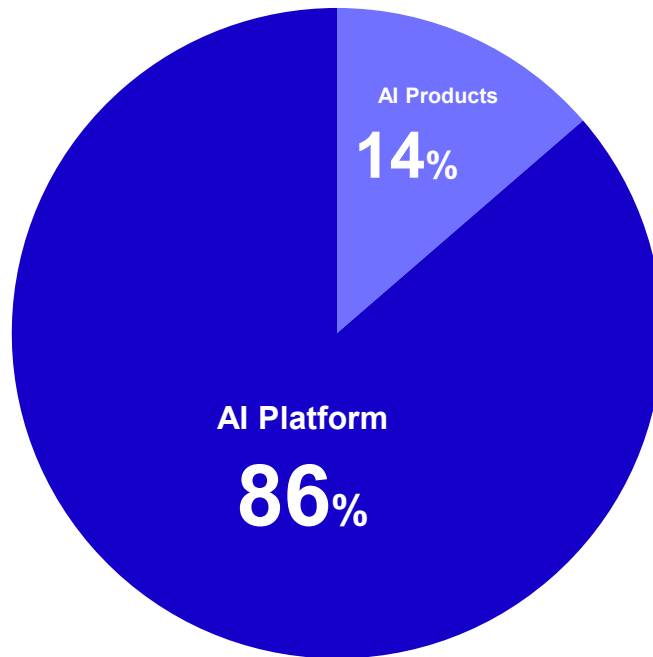


Notes: (1) Procedures and methods for solving problems on the computer.

Managing Two Business Models while Implementing AI Platform and Products for Enterprise and Society Respectively

Cumulative Total Sales
for the Third Quarter Ending March 2023

4,008 Millions Yen



AI Platform

- ✓ Providing All-in-One AI Platform to Major Enterprises
- ✓ Project-based Recurring FTEs⁽¹⁾ & PaaS⁽²⁾ Model
- ✓ Rolls Out the Same Use Case Repeatedly within Each Industry

AI Products

- ✓ Providing Versatile AI Software and Products
- ✓ SaaS Model
- ✓ Rolls Out New Products for Various Vertical and Horizontal

Notes: (1) FTE: Our professional services based on Full Time Equivalent charges, (2) Abbreviation for Platform as a Service. A service that enables customers to use platform functions (in our case, "exaBase") in the cloud environment.

Summary of Business Results by Segment for the Q3 of the Fiscal Year 2022 Ending March 31, 2023

In Cumulative Q3, the AI Platform segment Grew by +20.8% and the AI Products segment by 29.1%

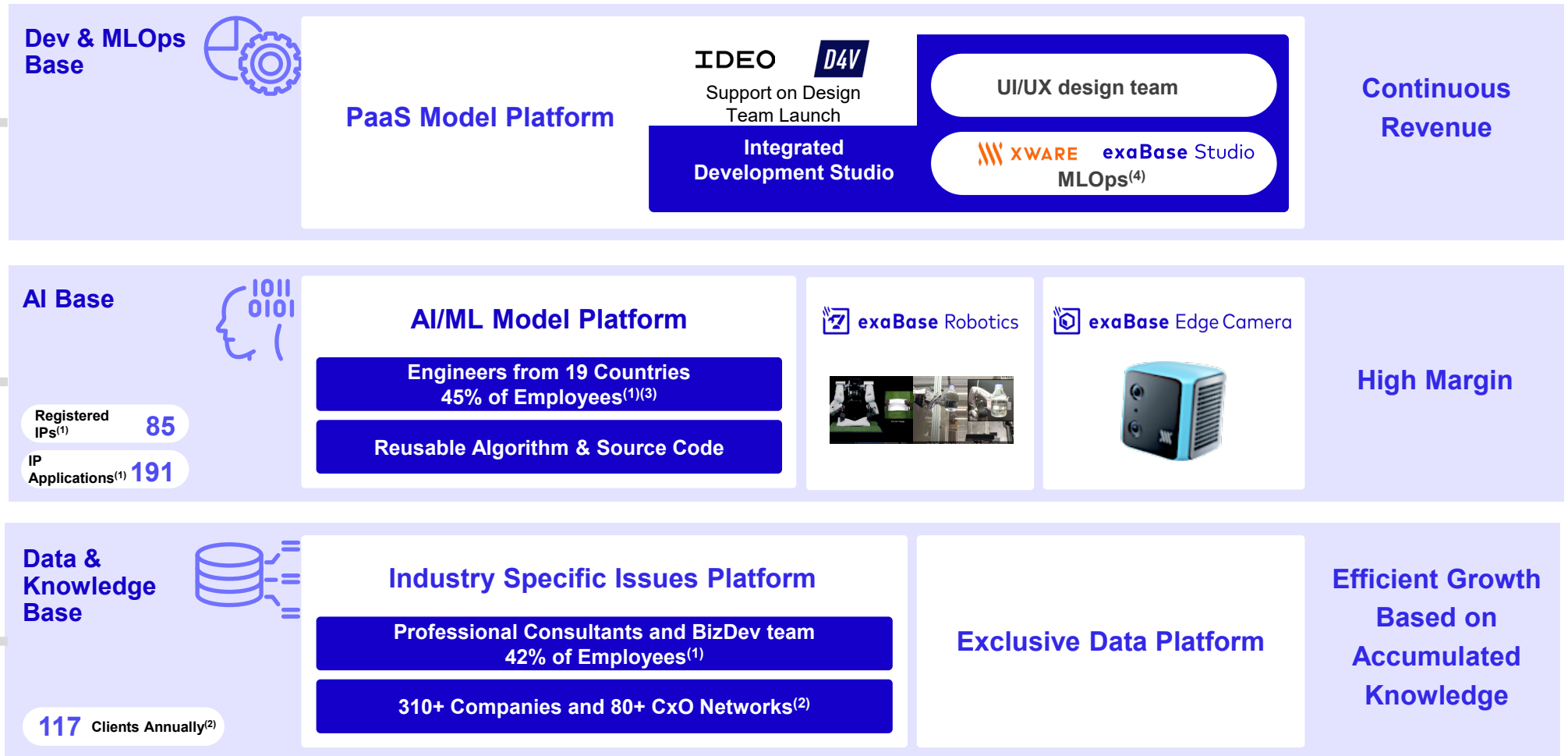
(JPY in Million)	FY2022/3 Q3	FY2023/3 Q3	FY2022/3 Cumulative Q3	FY2023/3 Cumulative Q3
AI Platform Segment				
Net Sales	1,127	1,159	2,863	3,460
<i>Growth Rate (%)</i>	—	+2.8%	—	+20.8%
Cost of Sales	364	507	971	1,427
Gross Profit	762	651	1,892	2,033
<i>Gross Profit Margin (%)</i>	67.7%	56.2%	66.1%	58.8%
Selling, General, and Administrative Expense	571	617	1,490	1,812
Operating Profit (Loss)	191	33	401	221
<i>Operating Profit (Loss) Margin (%)</i>	17.0%	2.9%	14.0%	6.4%
AI Products Segment				
Net Sales	188	226	423	547
<i>Growth Rate (%)</i>	—	+20.5%	—	+29.1%
Cost of Sales	102	137	279	349
Gross Profit	85	89	143	197
<i>Gross Profit Margin (%)</i>	45.3%	39.6%	33.9%	36.1%
Selling, General, and Administrative Expense	304	261	902	844
Operating Profit (Loss)	-219	-172	-758	-647
<i>Operating Profit (Loss) Margin (%)</i>	-116.7%	-75.9%	-179.1%	-118.2%

03.

Business Segments

AI Platform

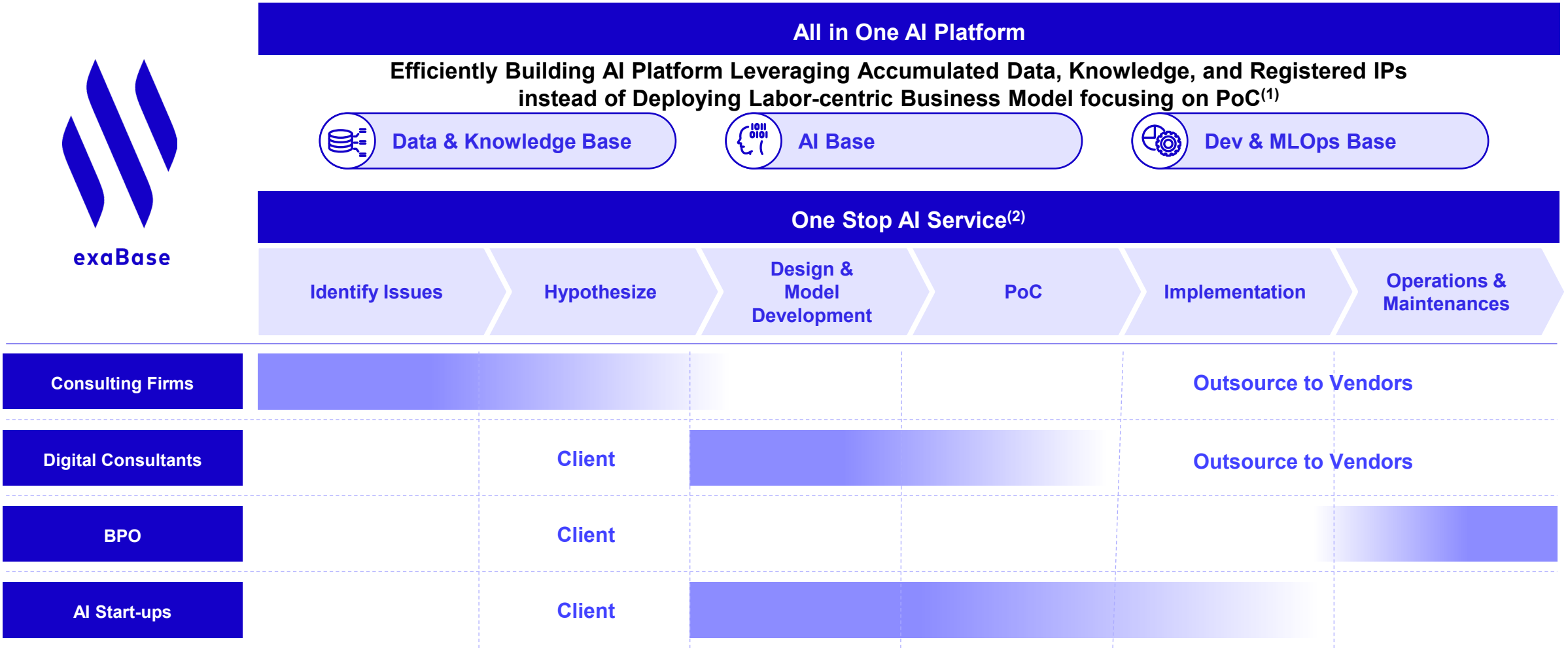
Implementing AI into Business Operation by Offering “All-in-One” Platform to Make a Business Impact and Solve Core Industrial Issues



Notes: (1) As of the end of December 2022 (2) Number for FY22/3 (3) “Engineer” includes designers (4) MLOps : A cycle from model development and implementation to operation for standardization and streamlining of continuous operation of machine learning models under customers’ operating environment

AI Platform: Highly Differentiated Positioning in Enterprise AI Market

Our Proprietary AI Platform, exaBase, Provides All-in-One Support for Solving Management Issues through the Introduction of DX and AI



Notes: (1) PoC: Abbreviation for Proof of Concept. It refers to the verification of the feasibility of a new idea or concept, and the effects that can be obtained from it. (2) The above is an illustration based on our analysis.

AI Platform: Exclusively Patented AI Libraries and Technological Advancement

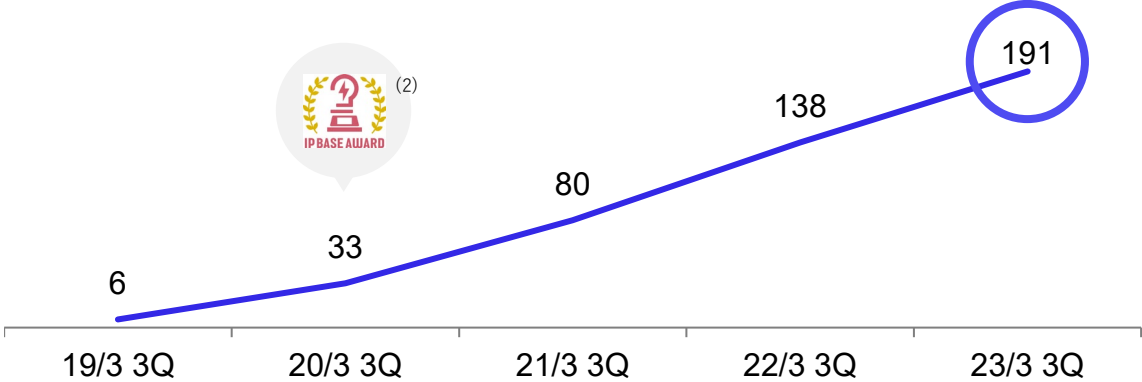
Multi-sector and Multi-modal Strategy has led to the Accumulation of Various Algorithms, Data and Patents, which will Contribute to Both Platform Enhancement and Further Product Development

117 Clients Annually⁽¹⁾, Projects across Various Industries

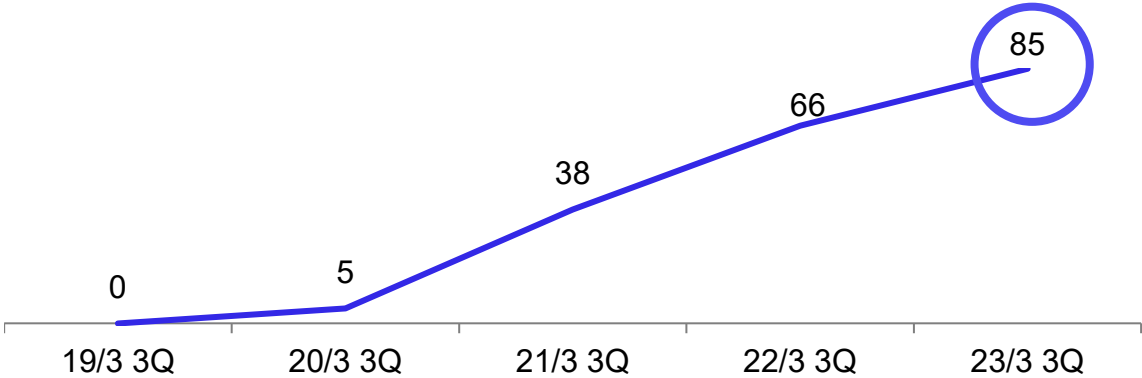
		Multi-modal				
		Visualization	Detection/ Classification	Projection/ Generation	Optimization	Anomaly Detection
Multi-sector	Finance/ Insurance	●	●	●	●	●
	Healthcare	●	●	●	●	●
	Manufacturing/ Industrials	●	●	●	●	●
	Energy	●	●	●	●	●
	Telecom/ Infrastructure	●	●	●	●	●
	Consumer Goods	●	●	●	●	●
	HR	●	●	●	●	●
	Logistics	●	●	●	●	●
	Real Estate& Construction	●	●	●	●	●

Note: (1) Number for FY22/3 (2) ExaWizards is awarded the first "IP Base Award" as the best Japanese start up that's enabling strategic acquisitions of IP by Japan Patent office in March 2020

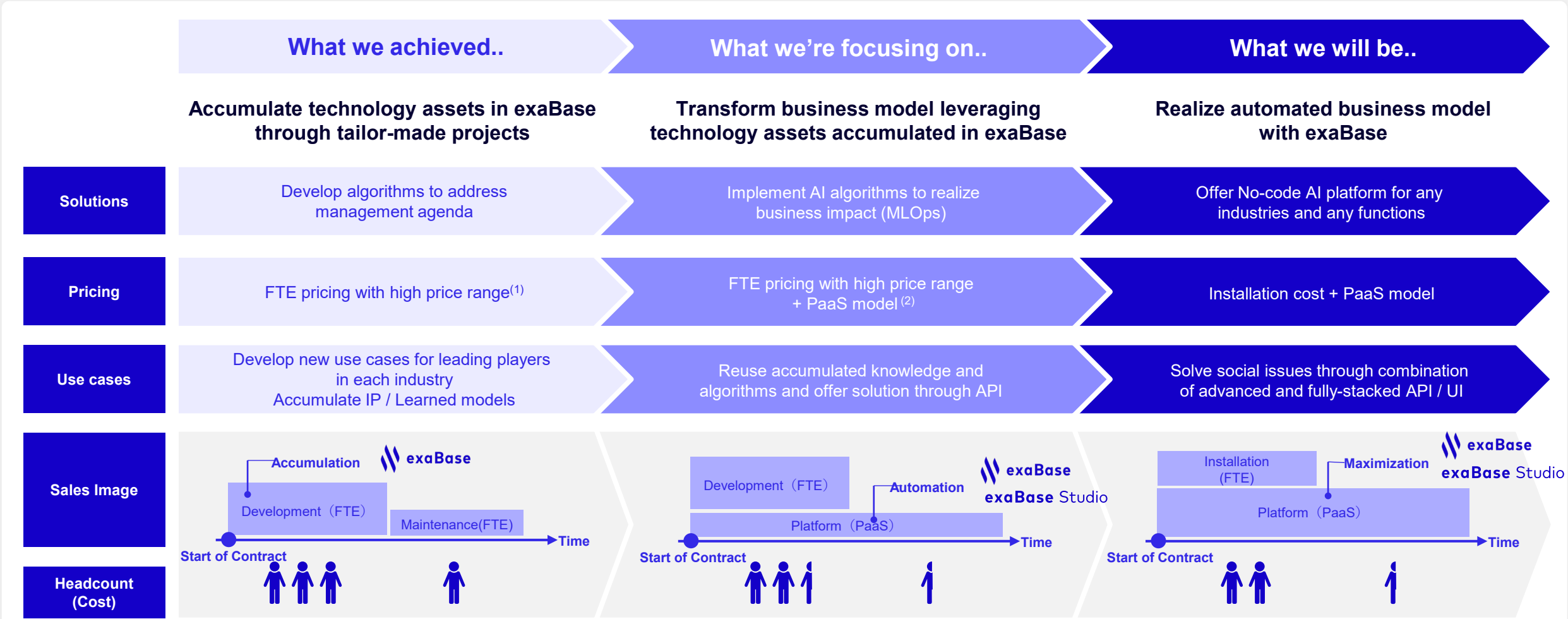
Cumulative # of Patent Applications



Cumulative # of Patent Registrations



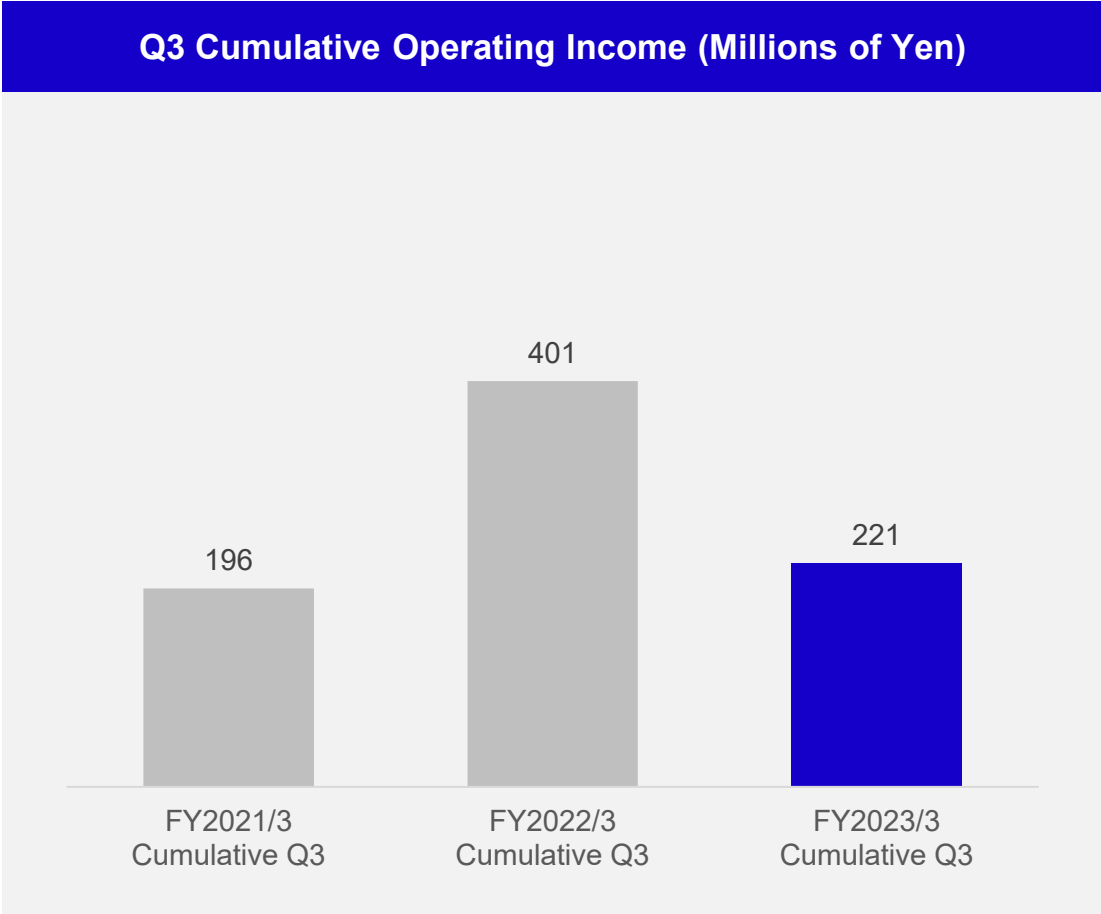
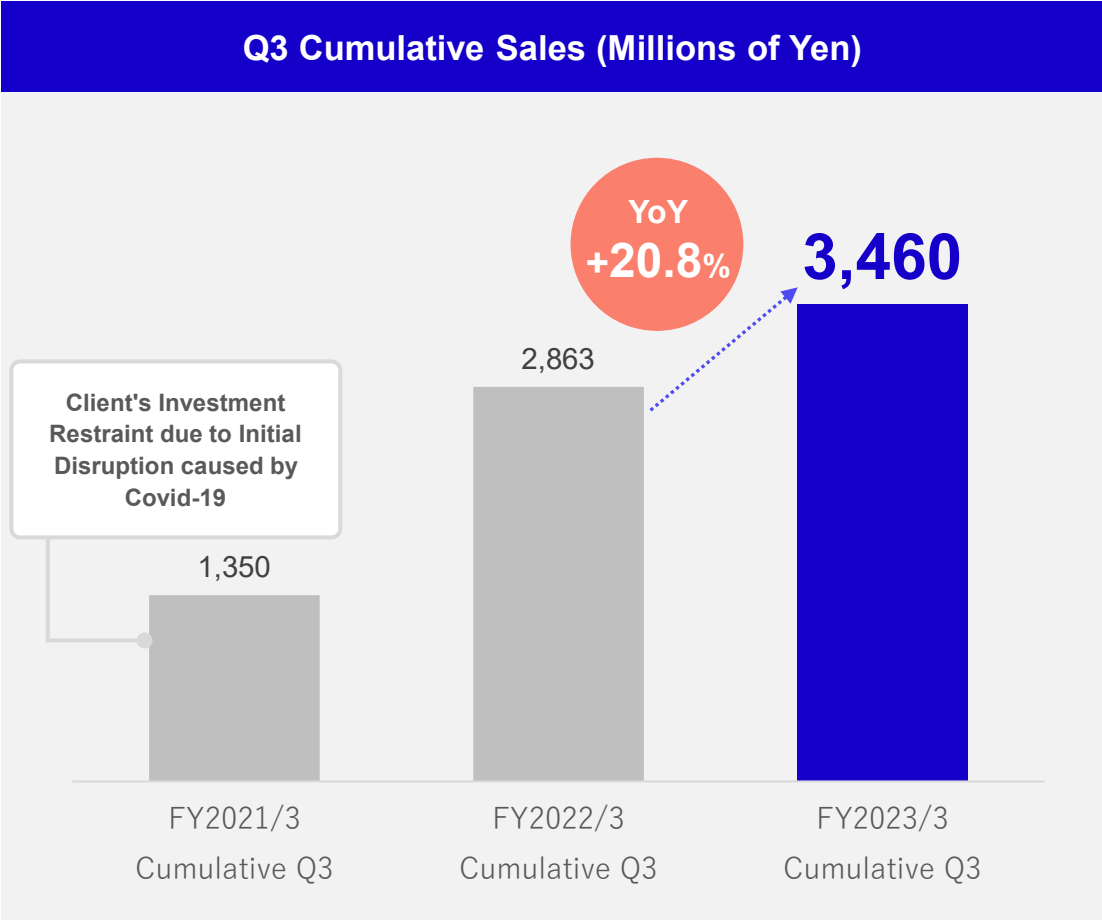
Taking Progressive Actions for Scalable Growth through Dramatically Improving Project Efficiency



Notes: (1) FTE: Full Time Equivalent. Calculate the price by the unit time with a full-time staff labor conversion
(2) PaaS: Platform as a Service, a platform service provided by a business to its customers (in our case, "exaBase"), the price of which is calculated according to the conditions of use and situation.

AI Platform: Financial Results for the Q3 of the Fiscal Year Ended March 2023

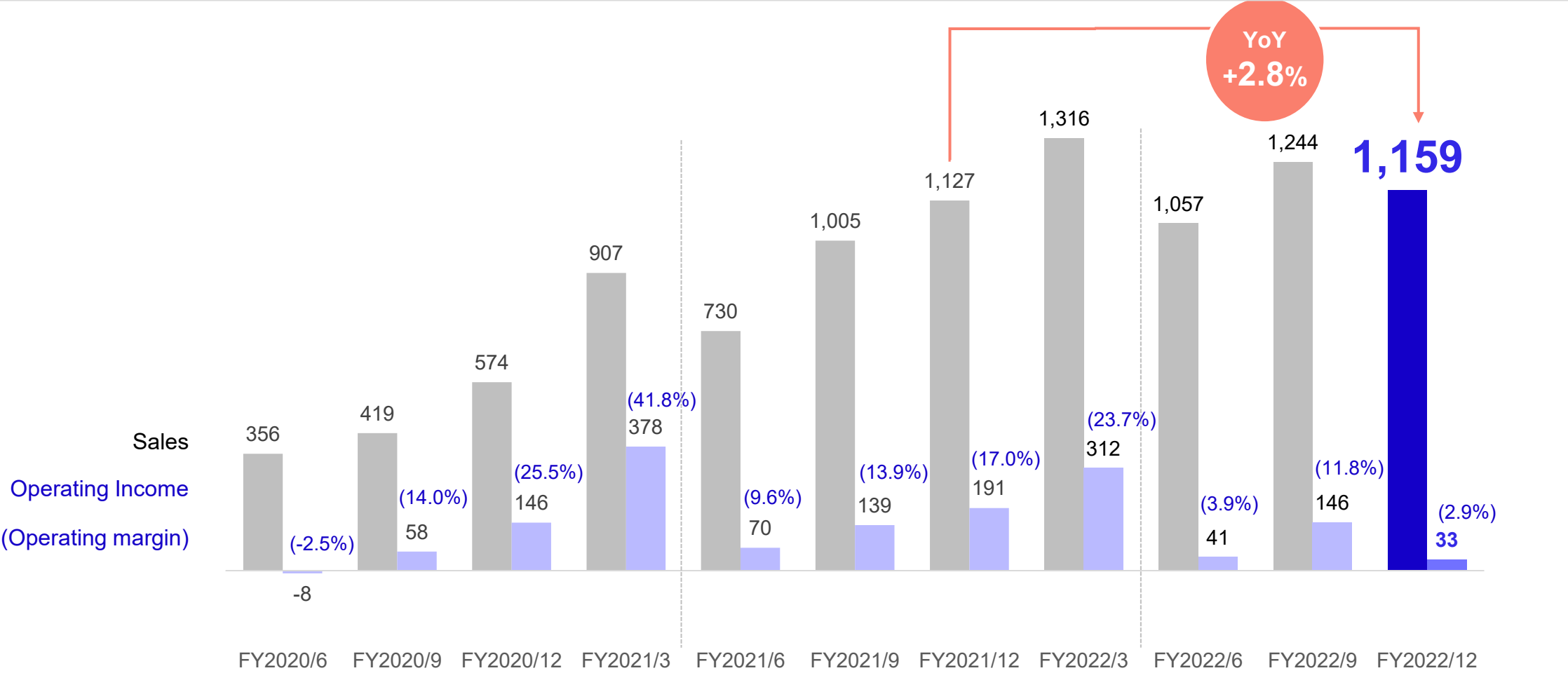
Q3 Cumulative Sales were 3,460 million yen, up 20.8% YoY.
Q3 (3 months) Sales and Operating Income were Below Expectation



AI Platform: Quarterly Trend of Financial Results

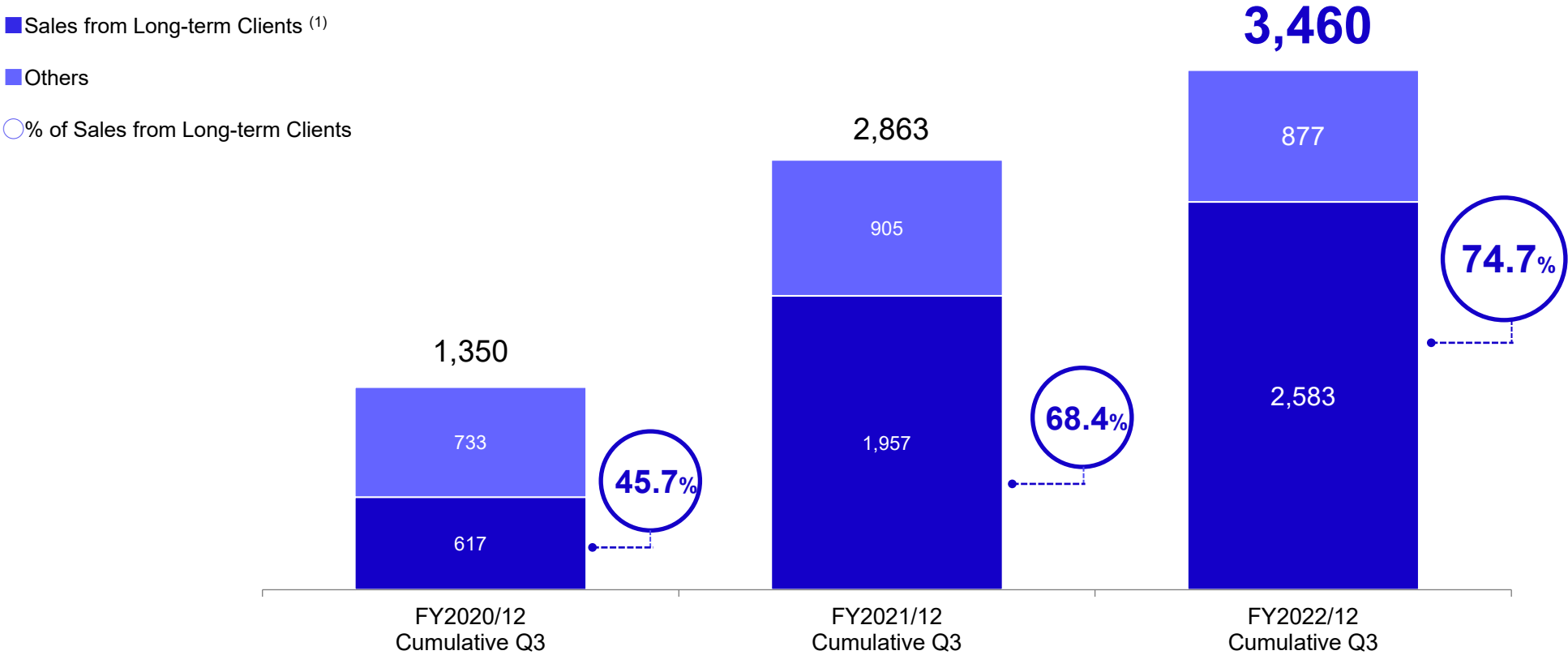
Sales and Operating Income was Lower than Expected due to a Reduction in Projects at Some Large Clients and an Increase in Personnel Expenses, etc., which had been Planned for the Q3

(Quarter) AI Platform Business Net Sales and Operating Income (Millions of Yen)



Sales from Long-term Clients Increased to 2,583 million yen and New Clients were Secured Stably

Sales Trends in the AI Platform Business (Millions of Yen)



Notes: (1) Continuous revenue from the clients that ExaWizards maintains its contract for consecutive 4 quarters and more
(2) Some sales were excluded from the calculation of continuing clients in the Q3 of the fiscal year ending March 31, 2022, however, since the impact will continue to be insignificant, the method of calculation was changed to not exclude these sales beginning in the Q4 of the fiscal year. The amount and percentage impact of this change is negligible.

Announced a Business Alliance on the “Smart Yorozyua” concept of Idemitsu’s Medium-term Management Plan, by Improving Productivity through DX and HR Development



Detail : <https://exawizards.com/en/archives/21847>

Details of Business Alliances

Through the business alliance, the Company will utilize Idemitsu Kosan's (hereinafter 'Idemitsu') extensive business data and client base and the Company's digital and AI technology, business development capabilities and human resource development know-how to collaborate mainly in the following areas

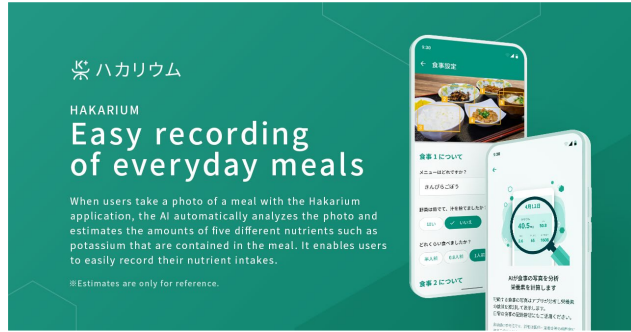
- 1. Development and Implementation of Idemitsu's "Smart Yorozyua" Concept**
 - Implementing the technical expertise of "exaBase" at Idemitsu's approximately 6,200 energy supply points nationwide, and realising higher value-added services centred on service stations.
 - Considering the provision of AI products related to nursing care and childcare in order to solve region-specific issues, with a view to building a broad ecosystem
- 2. Improve Business Productivity through Advanced use of DX**
- 3. Develop Human Resources to support Idemitsu's DX**
 - Develop human resources to support Idemitsu's DX
 - Utilise the Company's exaBase Assessment & Learning and human resource development know-how to more quickly train Idemitsu's DX personnel and support the promotion of DX in existing businesses.

* Idemitsu acquired 354,000 shares in the Company as part of the Business Alliance

AI Platform: <Healthcare Domain> Specific Cases (from April 2022 onwards)

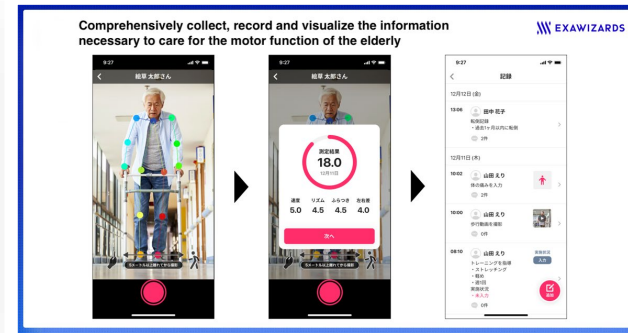
Steady Progress in AI Development and Implementation for Major Global and Domestic companies by Utilization of exaBase

AstraZeneca: Diet x Lifestyle Diseases



Developed an application to visualise dietary and nutritional management for people with hyperkalaemia and other potassium level concerns

Astellas Pharma: Gait x Musculoskeletal Disorders



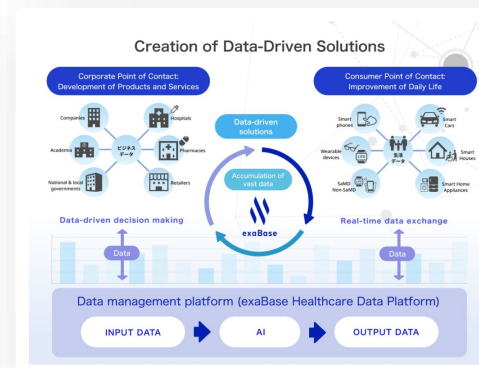
AI automatically assesses walking function by capturing skeletal movements from video

Zen Place: Fitness x Beauty and Health



Joint development of Spine Movement Analysis, a Pilates and Yoga lesson support system using AI-based video analysis technology

Daiichi Sankyo: Total Care Ecosystem Initiative Core Partner



Participation as a core partner in building a total care ecosystem platform and realising "Healthcare as a Service"

AI Platform: <Finance and Insurance Domain> Specific Cases (from April 2022 onwards)

Steady Progress in Initiatives with Major Financial Institutions to Develop AI services in a Wide Range of Areas

Client Companies

Wide coverage of financial services industries such as banking (major banks, regional banks, and internet banks), securities, insurance, leasing, cards, consumer credit, and M&A intermediaries

Theme

Providing services for both offensive and defensive DX for financial institutions, including credit scoring AI, M&A/business matching AI, and compliance regulatory compliance AI (Reg Tech)

AI for Regional Banks: exaBase Corporate Search for Regional Banks Service

By combining regional banks' proprietary corporate data with Company's nationwide data on 4.5 million corporations, AI visualizes potential business successions and business matchmaking opportunities for loan recipient companies.



Detail : <https://exawizards.com/en/archives/20616>

RegTech: Appointment of Visiting Professor Kiyotaka Sasaki of Hitotsubashi University Graduate School of Business Administration as an Advisor and Joint Research

Launch of joint research to develop AI-based RegTech solutions to enable Japanese financial institutions to respond appropriately with rapidly changing financial regulations.



Mr. Kiyotaka Sasaki

- Graduated from the University of Tokyo Faculty of Law in 1983 and joined the Ministry of Finance.
- After the establishment of the Financial Supervisory Agency (FSA), the predecessor of the Financial Services Agency, he was engaged in financial administration for more than 20 years, serving as Deputy Director-General of the FSA and Director-General of the Policy Planning Bureau.
- He has also worked for international organizations such as the OECD and the IMF and participated in many international conferences such as the Basel Committee on Banking Supervision.
- After retiring in July 2019, he became a visiting professor at Hitotsubashi University Graduate School of Business Administration and established the Global Financial Regulation Research Forum at the Graduate School.
- Still engaged in research on the latest developments in financial regulation

Steady Progress in Value Creation through exaBase in the Robotics Domain

JAXA: Space Base x Automated and Autonomous

Multimodal robot AI technology capable of handling irregular tasks, supporting automated and autonomous goods transport processes that were previously difficult to robotise.



Detail : <https://exawizards.com/en/archives/22326>

Kawada Robotics: Reduced the Overall Weighing Process Time by approximately 30%

Weighing of several types of powders and containers with different properties in a single weighing machine and in the same time required by a person.



Detail : <https://exawizards.com/en/archives/21923>

Recruiting Strategy:<Topics>Lectures by Next-Generation Leaders Planned for Student Events

“Special Version” of the Highly Successful ExaWizards Academia to be Held in May, offering a class on “Changing Society with AI,” Focusing on Students and Young Professionals, to Recruit Next-Generation Leaders



Overview of ExaWizards Academia Special Version

- **Date:** May 2023 (TBU)
- **Target participants:** Students and young professionals who are interested in entrepreneurship and new businesses, and who want to take on the challenge of solving social issues
- **Purpose:** Focusing on the fact that the three speakers are active in different business fields (work style, investment in the next generation, Web3), aiming to "solve social issues. We want to create opportunities to learn from "world-changing entrepreneurs" of the same generation and recruit people who are willing to take on challenges

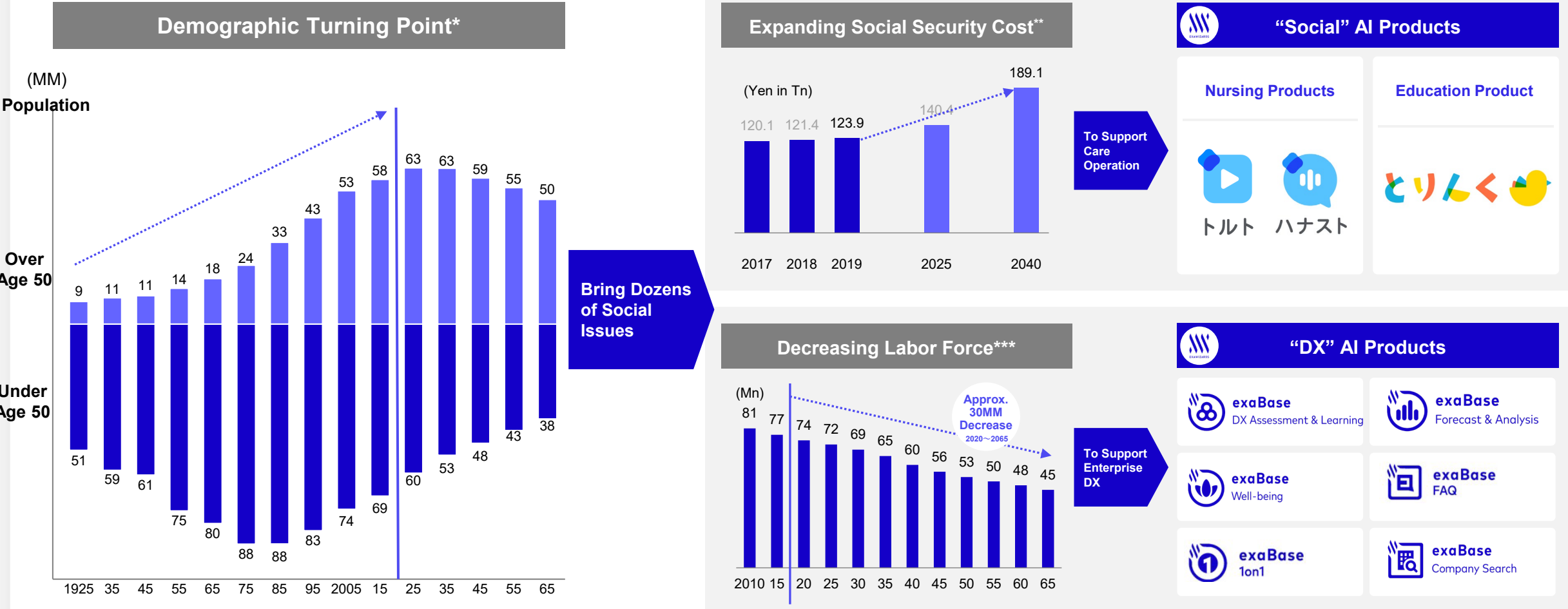
Main Speakers Name (Position)	Biography
Mr. Ryo Ogawa (Representative Director, Timee, inc.)	Currently a student at Rikkyo University, College of Business Administration. Interested in entrepreneurship as a high school student, interned at Recruit/CyberAgent; launched Recolle Inc. in August 2017, an apparel-related business, but decided to switch businesses after one year; launched the "Timee" app service on August 10, 2018, to find part-time jobs in a spare time
Mr. Banjo Yamauchi (Representative of Yamauchi-No.10 Family Office)	In 2011, he entered Waseda University. After graduation, he started working at Hakuholdo in April 2016. After leaving the company, he became a director and executive officer of Yamauchi Corporation in March 2019. Founded Yamauchi-No.10 Family Office in June 2020. Founded Yamauchi Foundation in September 2021, and later became its executive director
Mr. Sota Watanabe (Founder, Astar Network; CEO, Startale Labs)	Founder of Astar Network, a Japanese public blockchain company; CEO of Startale Labs; Founder of Next Web Capital and Hakuholdo KEY3. Board member of Japan Blockchain Association and advisor to MARUI GROUP, GMO Web3, Dentsu web3 Club, etc. Selected by Forbes magazine as one of Asia's 30 under 30 in technology in 2022.

Business Segments

AI Products

AI Products Overview

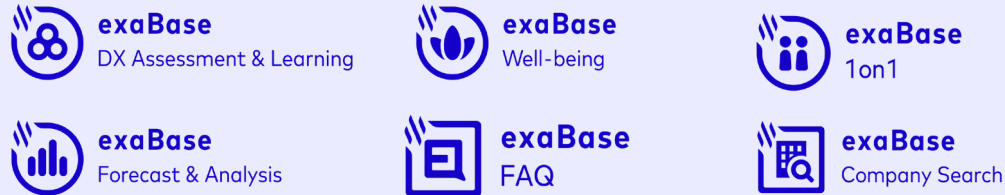
Providing “AI Products” as Japan Faces Demographic Turning Point



Sources: * Made by ExaWizards based on Ministry of Internal Affairs and Communications “Time Series Population Estimates of Japan 1920 – 2000”(January 2013), “Time Series 2000 - 2015” (June 2017), and National Institute of Population and Social Security Research “Population Projections for Japan” (April 2017) ** Made by ExaWizards. Actual numbers are based on “The Financial Statistics of Social Security in Japan FY2018” (August 31, 2021), forecasts are based on Cabinet Office, Cabinet Secretariat, Ministry of Finance, Ministry of Health, Labour and Welfare “Future Outlook for Social Security in anticipation of 2040” (plan-based/economic baseline case) (May 2018) *** Made by ExaWizards. The number for 2010 is based on Ministry of Internal Affairs and Communications “2010 Census” (November 2012), numbers after 2015 are based on National Institute of Population and Social Security Research “Population Projections for Japan” (April 2017)

AI Products: Service Lineup

DX AI Products



- ✓ Improving the Efficiency of Society as a Whole, including Governments, SMBs and Enterprises



About 800 Companies⁽¹⁾
Adopted Our AI DX Products
Creating Social Value

Lack of Labors with IT Knowledge
to Lead DX in Japan*

430,000 people

Expected Economic Loss
in 2025 and Beyond in Japan*

JPY 12Tn Annually

Notes: (1) As of December 31, 2022

Source: * Ministry of Economy, Trade and Industry in Japan: Implications from "Overcoming the '2025 Cliff' and Full-Scale Development of DX" (September 2019)

Social AI Products



...Makes Care Staffs' Work Easier

- ✓ Record your care just by talking
- ✓ Expected to Reduce 40 minutes work hour per day⁽²⁾

Key Metrics

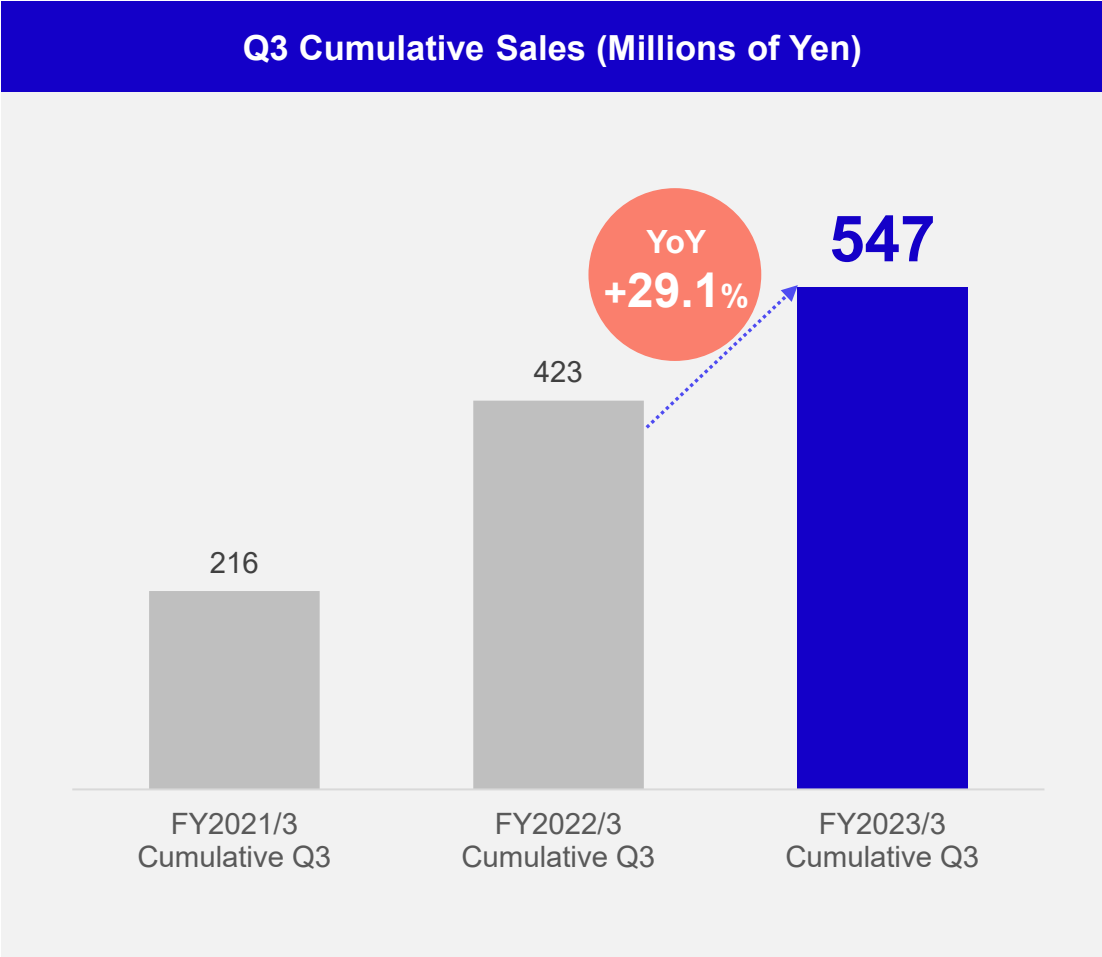
- JPY **26,000/mo** per Nursing Care House⁽⁴⁾
- → **12,000 Nursing Care Houses⁽³⁾**
- Potential Expansion into Approx. **27,000⁽⁵⁾** in the Future



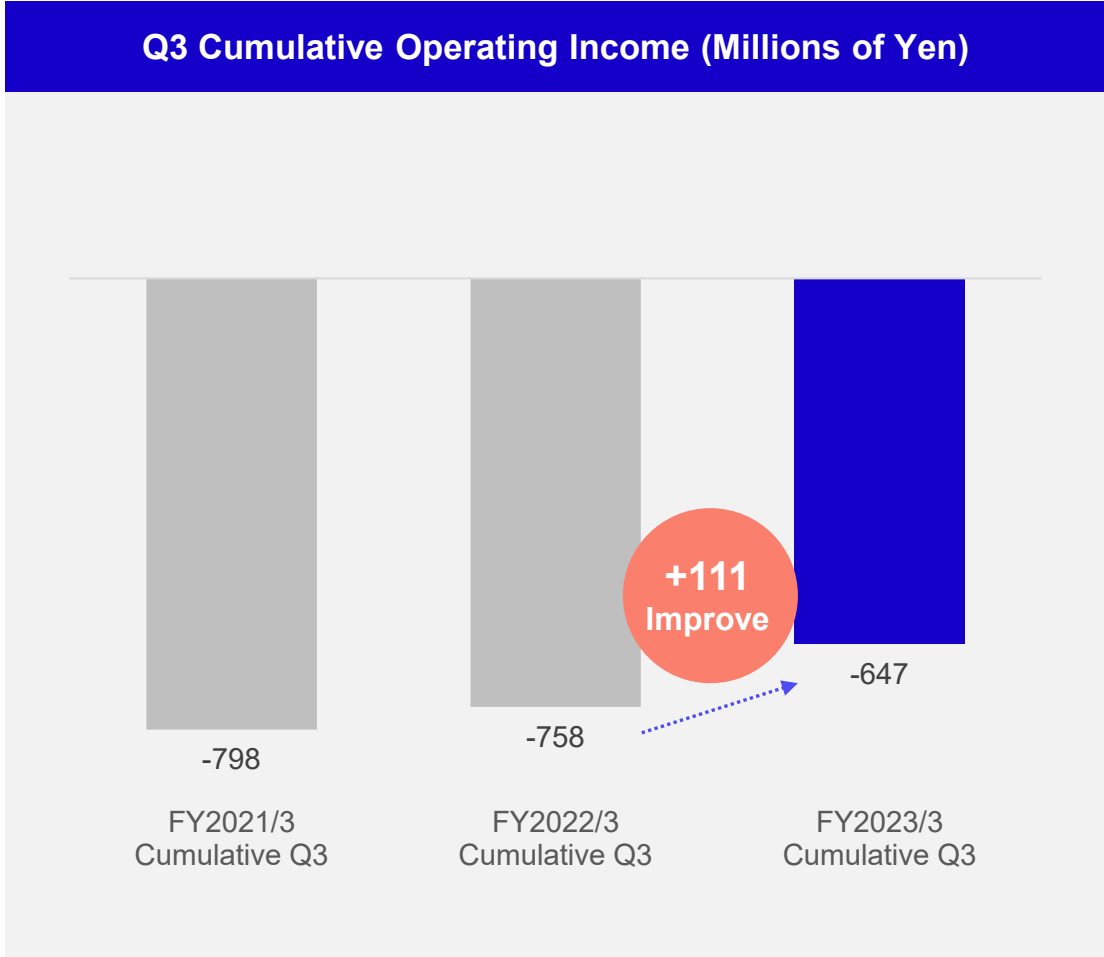
Notes: (2) Assumed based on a user evaluation in a user survey conducted by ExaWizards (3) As of March 2021. The number of facilities that Care Connect Japan has (4) Calculated by ExaWizards based on the assumed number of residents per nursing care house (5) Assumed by ExaWizards. Number of nursing facilities in 2019 based on Ministry of Health, Labour and Welfare's research**
Source: ** Ministry of Health, Labour and Welfare "Overview of the research on nursing facilities" (October 2019)

Q3 Cumulative Sales were 547 million yen, a year-on-year growth of 29.1%, and the Operating Loss continued to Improve

Q3 Cumulative Sales (Millions of Yen)



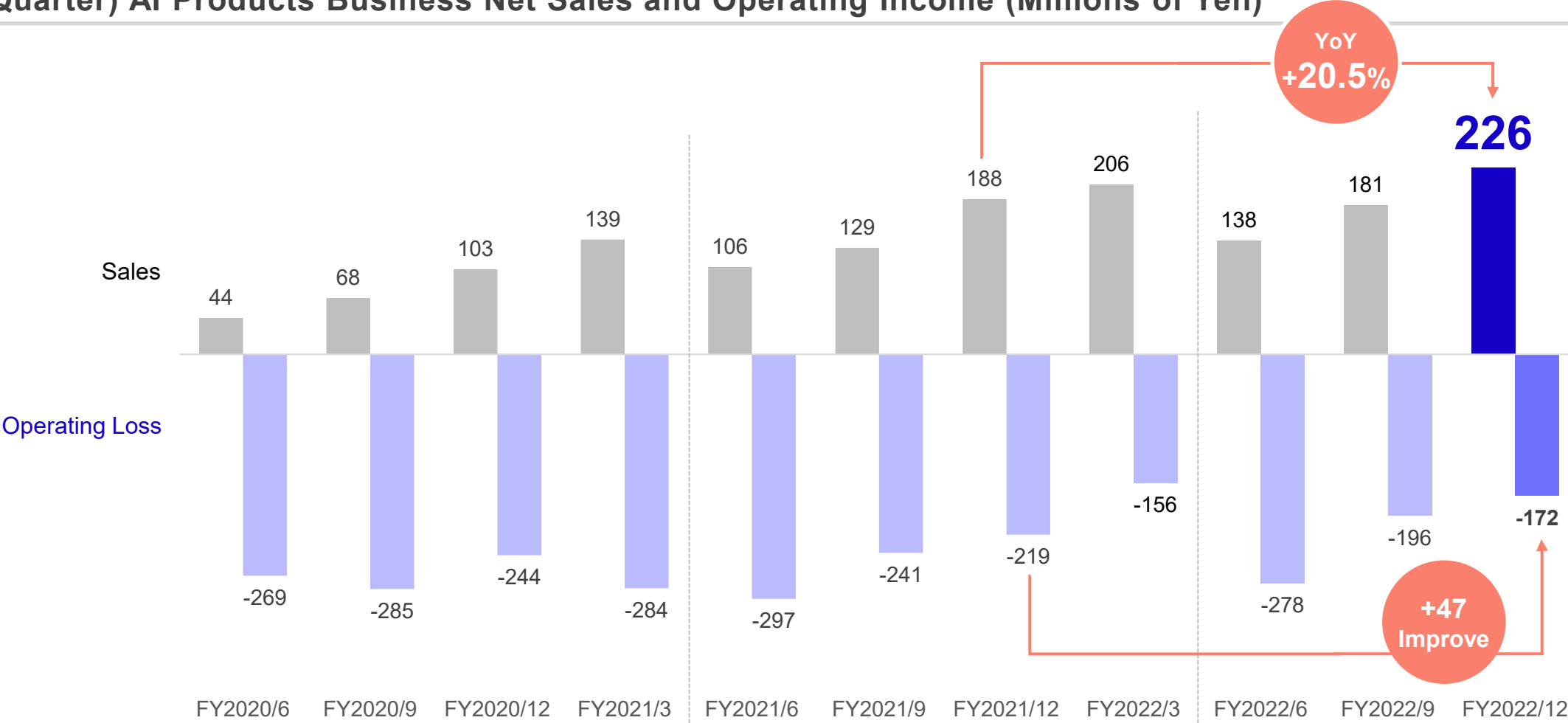
Q3 Cumulative Operating Income (Millions of Yen)



AI Products: Quarterly trend of Financial Results

Q3 (three months) Sales Grew by +20.5% year-on-year to ¥ 226 million, while Operating Losses Continued to Improve

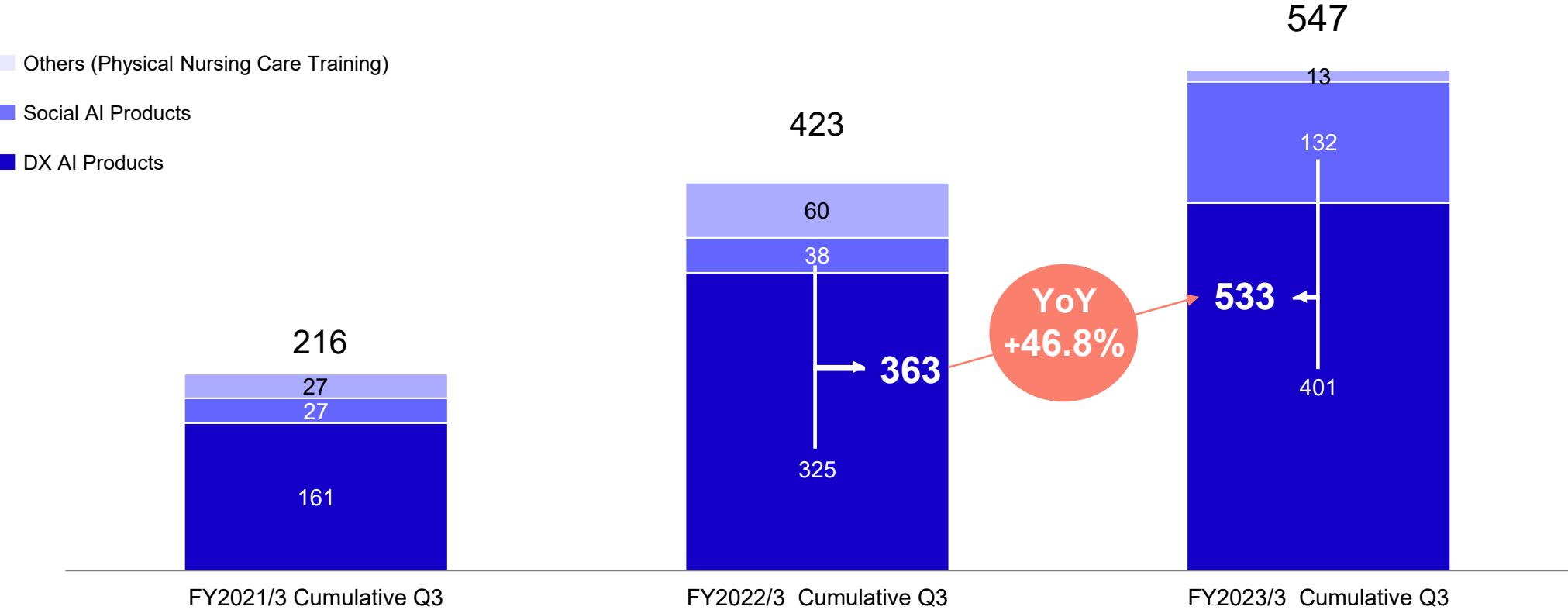
(Quarter) AI Products Business Net Sales and Operating Income (Millions of Yen)



AI Products: Financial Results for the Third Quarter Ending March 2023

Steady Growth in both DX AI Products⁽¹⁾ and Social AI Products segments, with a Sales Growth rate of 46.8% excluding “Other”, which was Transferred from the Company

AI Products Segment Sales by Businesses Q3 (Millions of Yen)



(1) DX Products include: exaBase DX Assessment & Learning, exaBase Forecast & Analysis, exaBase 1on1, exaBase FAQ, exaBase Company Search, and exaBase Well-Being.

AI Products <Topics> Large-scale Installations of exaBase DX Assessment & Learning in a Wide range of Industries

The exaBase DX A&L Provides Integrated Services from Defining Personnel Requirements, Visualizing Skill Levels, and Implementing Training throughout the Entire Organization of the Client Company not limited to Single Assessment or e-Learnings

SBI Shinsei Bank Group

Provides a wide range of programs tailored to client needs, including “exaBase DX Assessment & Learning”, to support the development of 6,500 employees in the DX workforce.



Detail : <https://exawizards.com/en/archives/22796>

Central Japan International Airport

Through the provision of “exaBase DX A&L” and application training for selected members, aimed at building an organisational structure that enables the acquisition of DX skills and the autonomous promotion of initiatives such as business improvement and service enhancement.



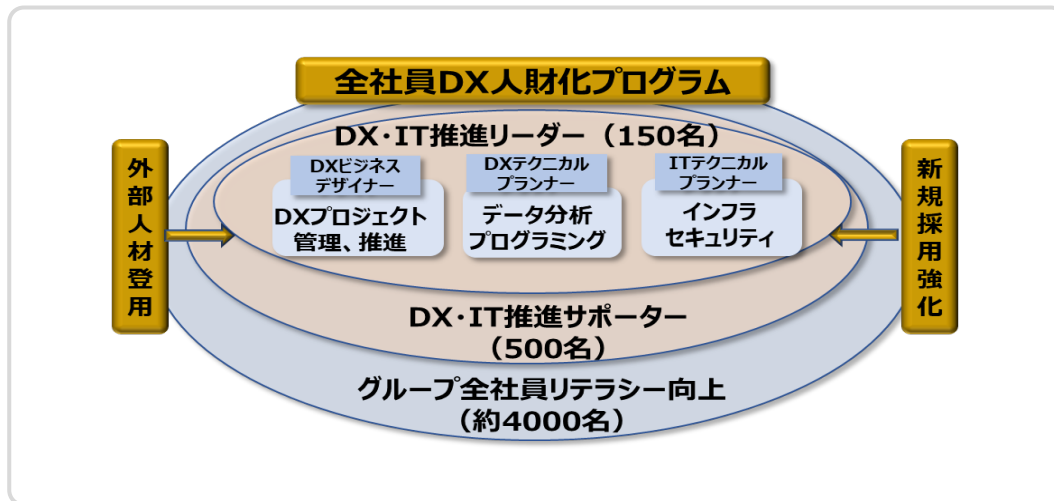
Detail : <https://exawizards.com/en/archives/22737>

“ExaWizards Collaboration Day” Presentation Case Study of Sapporo Breweries, Ltd.

“exaBase DX Assessment & Learning is introduced to 4,000 employees across the company, 150 DX leaders are selected, and efforts to create new businesses are launched”



Sapporo Holdings co.
DX Planning Group Leader,
IT Management Dept.
Sapporo Breweries Ltd.
Leader, DX Promotion Group, Reform
Promotion Department
Mr. Masaharu Anzai



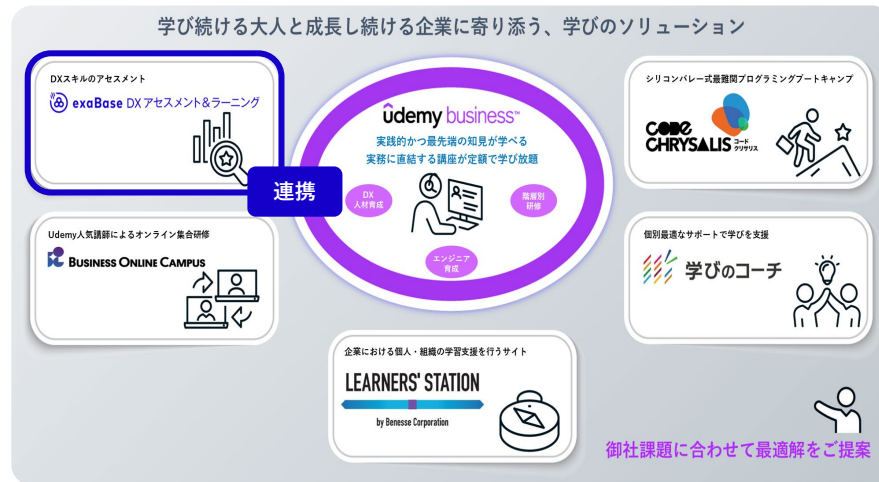
Note: Client presented material at the Collaboration Day material only available in Japanese. (Bottom left of the page)

“ExaWizards Collaboration Day” Presentation Case Study of Benesse Corporation

“70% of users want to continue taking courses recommended by this service ⁽¹⁾. The strength of exaBase DX Assessment & Learning is that it enables the implementation of individually optimized learning and the rotation of the cycle of training and measurement.”

株式会社ベネッセコーポレーション

Benesse Corporation
Education for Social Humanities Division
(Udemy Japan Business Manager)
Mr. Tomonori Iida



Note : (1) Questionnaire results from all 43 participants in the pilot operation

Note: Client presented material at the Collaboration Day material only available in Japanese. (Bottom left of the page)

Acquisition of shares in “Care Connect Japan” (CCJ) and transfer of the CareWiz Hanasuto business

Further Strengthen its Cooperation in the Nursing Care Business Domain by Acquiring the Shares of CCJ, while the Transferring “CareWiz Hanasuto” to Develop a New Nursing Care Business

Background to Business Transfer and Investment

- Since the release of CareWiz Hanasuto in April 2021, the Company has started cooperation with CARE CONNECT JAPAN (CCJ), which has strengths in care recording and billing software. In May 2022, the company also started a business alliance to further strengthen this initiative, and has collaborated in the creation and provision of services for care providers.
- The two companies have discussed business strategies in the area of mutual care, and have **agreed to further deepen their cooperative relationship through investment in CCJ** from the Company, and as part of this, the Company will **transfer the CareWiz Hanasuto business to CCJ and the Company will focus on new areas in the care sector**, thereby promoting a wide range of operations related to the management of care providers. The two companies have **agreed to cooperate in promoting a strategy to support a wide range of tasks related to the management of care providers** with the services of both companies.

Acquisition of CCJ Shares

- Plans for minority investment in CCJ around April 2023

Overview of Business Transfer

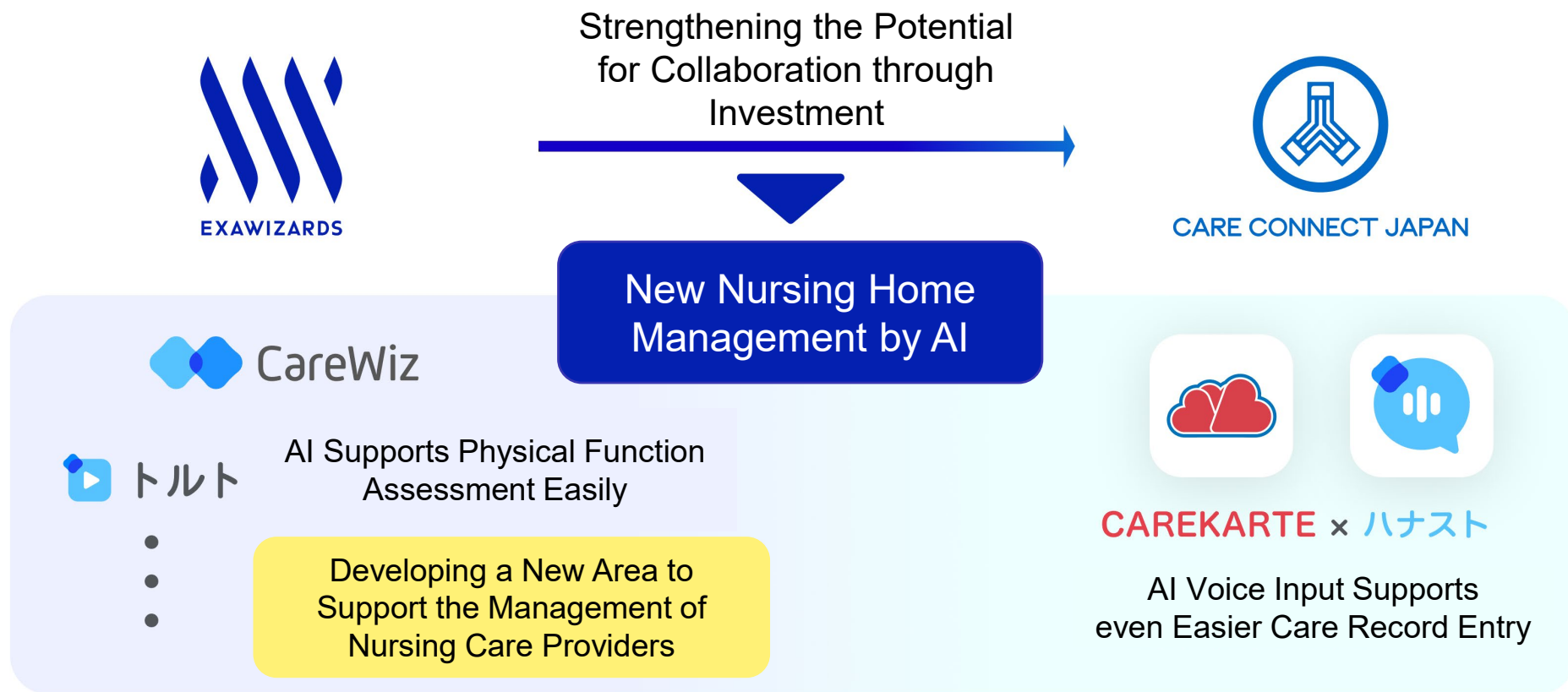
- Date of transfer: 28 February 2023 (planned)
- Transfer value: 400 million yen
- Amount of extraordinary income recorded on transfer of business: 280 million (transfer price minus the Book value for the CareWiz Hanasuto business, to be recorded in the fourth quarter of the current financial year).

Timely Disclosure Documents

- <https://exawizards.com/en/ir/news>

Future Growth Strategies and Business Development related to the Nursing Care Domain

While Strengthening the Relationship through the Investment in CCJ, the Transfer of the Business will allow us to Focus on New Areas of Nursing Care Facility Management Operations



Revision of the Earnings Forecast for the Full Year Ending March 2023

Revised Earnings Forecast for the Year ending March 31, 2023

Revised Earnings Forecast mainly due to Lower-than-Expected Progress in the AI Platform segment

Revised Earnings Forecast for the year ending March 31, 2023

1. Sales

- In the AI Platform segment, the forecast has been revised due to a reduction in the number of projects for some existing large clients, the continued lack of sales from these clients in the current outlook for Q4, and the difficulty in acquiring additional new projects to offset the reduction in the number of projects
- AI Products segment is performing as planned

2. Operating Profit

- In the AI Platform segment, as stated in 1, Sales, the sales plan is expected short of the target, while the main expenses, such as personnel costs, increased due to the headcount rise during the period, although cost control efforts were made, it is not expected to be enough to compensate for the decline in sales, resulting in a revision of the forecast
- AI Products segment is on track to meet the plan

3. Ordinary Profit

- Revised forecast as operating profit is expected to be lower than originally forecast

4. Net profit attributable to owners of the parent company

- Extraordinary income of 280 million yen is expected to be recorded as a result of the transfer of the CareWiz Hanasuto business
- Revised forecast taking into account revised plans up to recurring profit and the gain from this transfer

Summary of Revised Earnings Forecasts for the Year Ending March 31, 2023

(Millions of Yen)	FY March 2021	FY March 2022	FY March 2023			Changes from the Initial Earnings Forecast
	Results	Results	Initial	Revised	balance	
Net sales	2,612	4,810	6,500 ~ 7,000	5,570	-930 ~ -1,430	AI Platform Segment
<i>growth rate</i>	-	+84.1%	35.1 ~ 45.5%	15.8%	-19.3pt ~ -29.7pt	<ul style="list-style-type: none"> 3Q sales lower than expected due to reduced budgets of large clients In the 4Q, sales from the same client projects are not expected and it is difficult to acquire additional new projects to offset the sales
Operating profit (loss)	-508	-201	1 ~ 50	-410	-411 ~ -460	AI Platform Segment
<i>Operating profit margin</i>	-	-	0 ~ 0.8%	-	-	<ul style="list-style-type: none"> Sales plan not expected to be achieved Meanwhile, personnel and other costs have increased in line with the increase in headcount, and cost control measures have been implemented, but are not expected to be sufficient to compensate for the decline in sales
Ordinary profit (loss)	-451	-97	1 ~ 50	-410	-411 ~ -460	
Profit (loss) attributable to owners of parent	-592	-137	1 ~ 50	-120	-121 ~ -170	Resolution to transfer the "CareWiz Hanasuto" business, with a gain 280 million from the transfer of the business to be recorded as an extraordinary income in 4Q

- Full-year results for the year ending March 31, 2023 to be announced on May 11th
- Although we regrettably fell short of our forecast due to the downsizing of projects at large clients, we are steadily implementing our basic strategy of “Evolving the model from a focus on FTE⁽¹⁾ billing to a focus on PaaS⁽²⁾ billing” (see page 19 of this document).
- The following business strategies and other matters will be explained at the full-year results briefing
 - exaBase Studio, a key product that will drive the evolution from FTE-based billing to a PaaS-based billing model (development is currently progressing as planned, with a commercial version to be released in the fiscal year ending March 2024)
 - The strategies and initiatives of each business, including exaBase Assessment & Learning, which has been expanding its business
 - Earnings forecast for the fiscal year ending March 2024 and image of revenue growth, profits and business investments in subsequent years

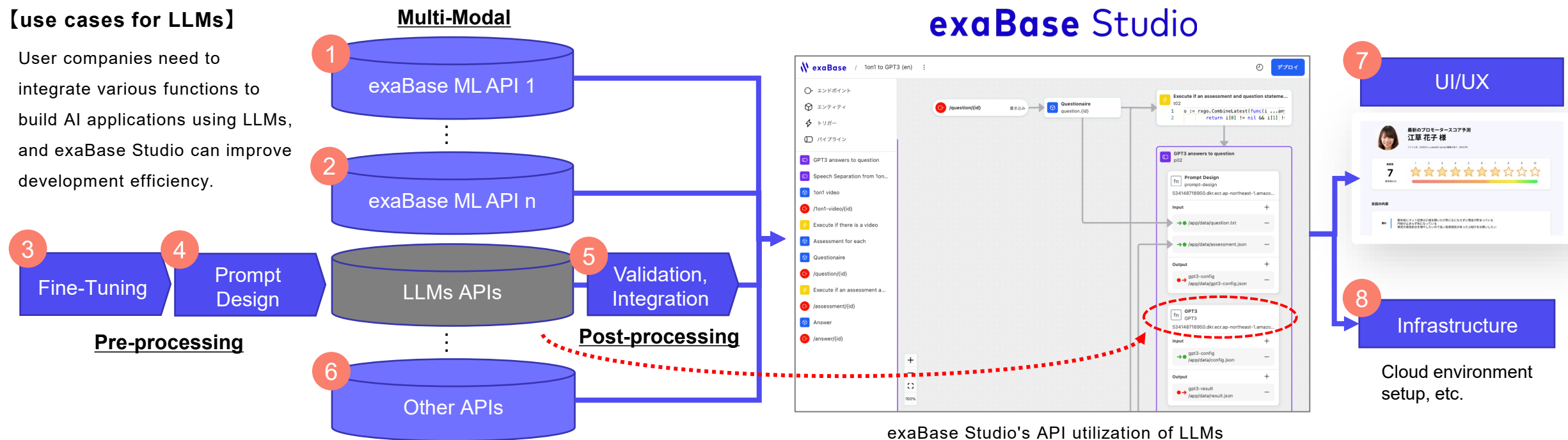
Notes: (1) FTE: Our professional services based on Full Time Equivalent charges, (2) Abbreviation for Platform as a Service. A service that enables customers to use platform functions (in our case, "exaBase") in the cloud environment.

Company's Position on the Large Language Models(LLMs) ※

The Emergence of Services that utilize LLMs such as ChatGPT will Increase the Value of exaBase Studio, and is beginning to have a Positive Impact to the Company

【use cases for LLMs】

User companies need to integrate various functions to build AI applications using LLMs, and exaBase Studio can improve development efficiency.



【Application Examples of Large Language Models】

- Service development of using exaBase ML API, image generation, and LLMs in combination
- Service development that compares and combines multiple LLMs
- Service development comparing generative and extractive approaches for summary tasks
- Organize workshops related to LLMs to generate leads for customers and potential recruits

※ The following is a list of research and usage information that can be published at this time within our company. (This information is not related to specific projects, nor does it promise to provide any services using the results of this research in the future.)

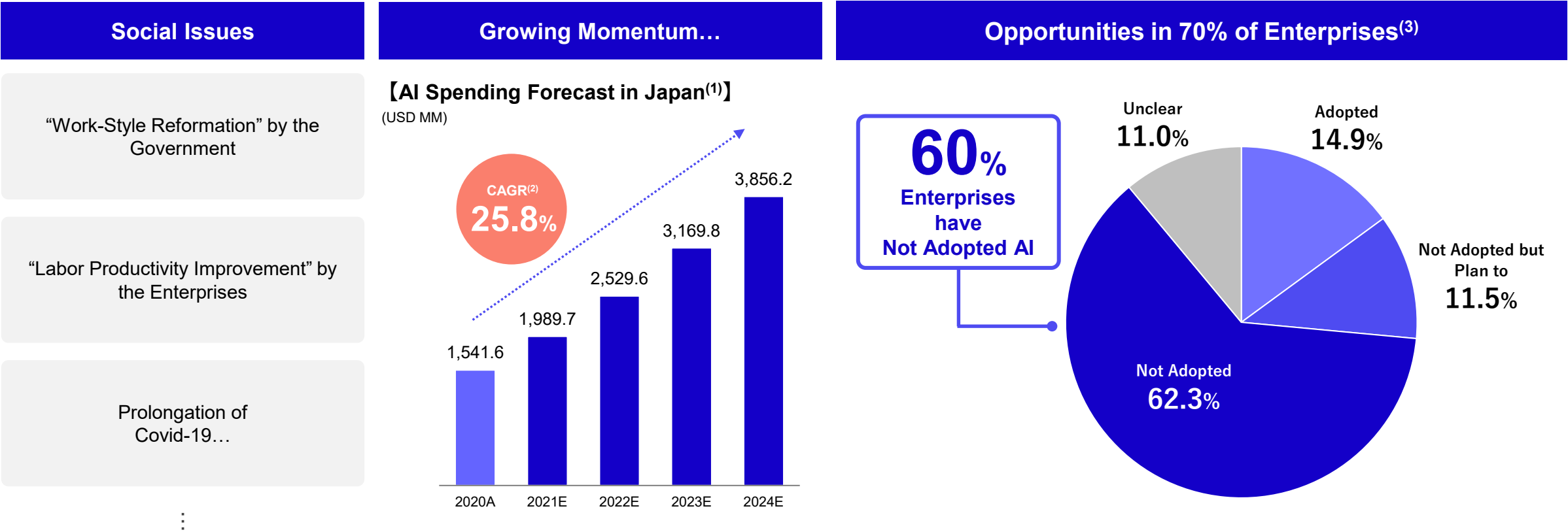
Appendix

05.

Appendix

AI Platform

Dozens of Social Issues Exist in Japan, but Limited Capability to Adopt AI...

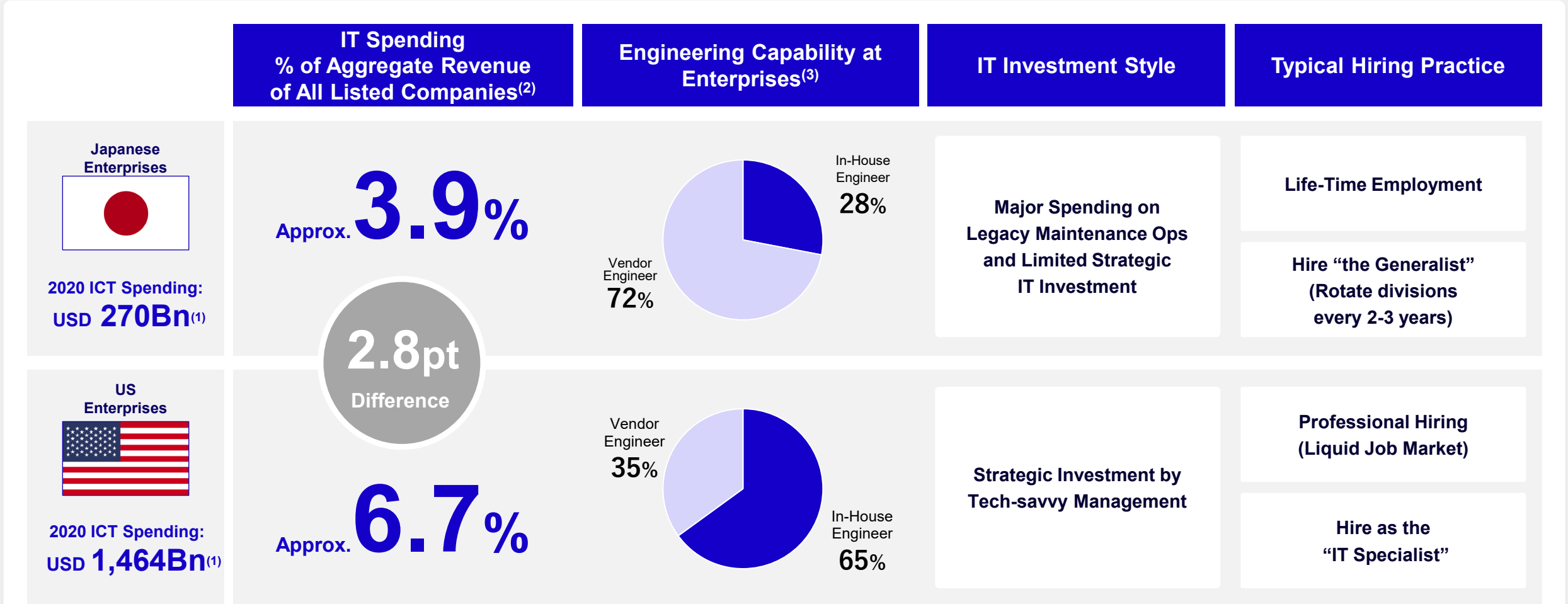


Notes: (1) AI Spending refers to the sum of AI Spending related to Software and Services defined by IDC in “Worldwide Artificial Intelligence Spending Guide” calculated by ExaWizards* (2) 2020 – 2024 CAGR (3) As of September 2020. Adoption status of systems related to IoT and AI based on Ministry of Internal Affairs and Communications “Communications Usage Trend Survey 2021”**

Source: * IDC “Worldwide Artificial Intelligence Spending Guide” (August 2021) **Ministry of Internal Affairs and Communications “Communications Usage Trend Survey 2021” (May 2022)

AI Platform: Japan-U.S. Comparison of IT Investment and Human Resources

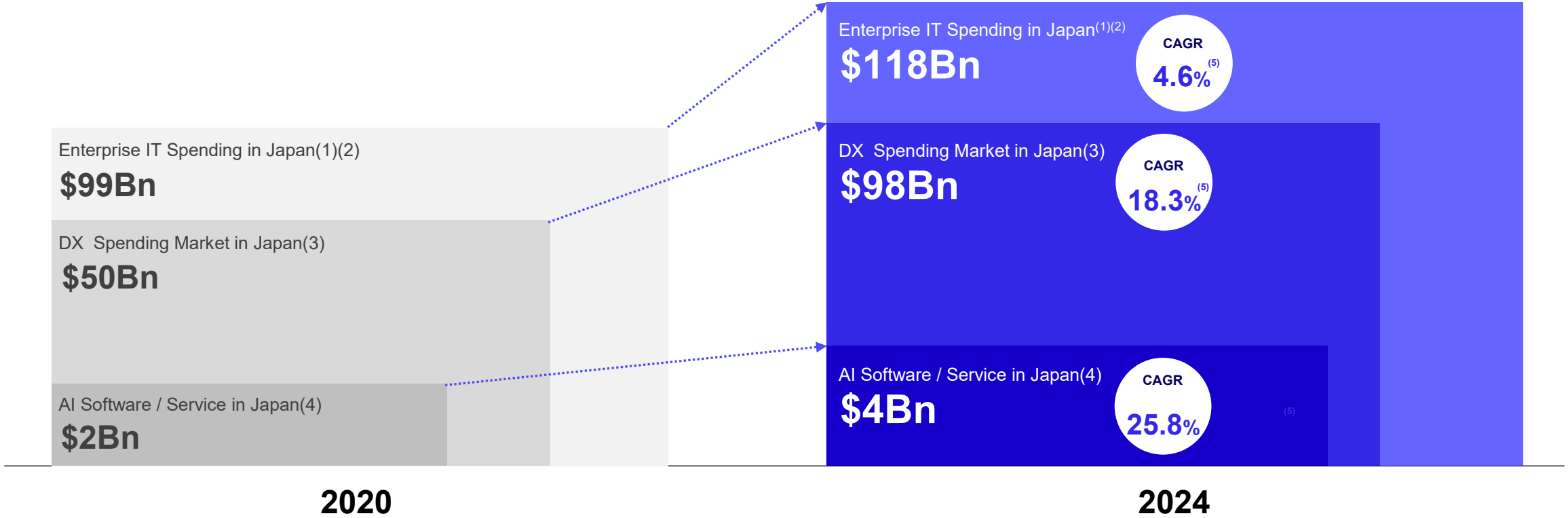
...Largely due to “Gaps” between Japan and U.S. on In-house IT Capabilities



Notes: ICT Spending refers to the sum of spending related to Hardware, Software, IT and Business Services, Telecom Services defined by IDC in “Worldwide ICT Spending Guide by Industry and Company Size” calculated by ExaWizards* (2) Assumed by ExaWizards based on aggregate revenue of all listed companies in main stock exchanges of Japan (Tokyo, Sapporo, Nagoya, and Fukuoka Stock exchange) and US (American Stock Exchange, Nasdaq and NYSE) as of October 2021 and ICT Spending defined in (1) (3) As of 2015. Prepared based on Information Processing Association “IT Human Resources White Paper 2017”
Source: * IDC “Worldwide ICT Spending Guide: Industry and Company Size” (JuneV2 2021) ** Company Disclosures *** Ministry of Internal Affairs and Communications “WHITE PAPER Information and Communications in Japan 2018” (July 2018)

We Have a Potential to Capture Large Top-down TAM in Enterprise' Strategic Investment around AI Software, DX and IT Transformation...

TAM for Enterprise AI Platform Based on Market Research

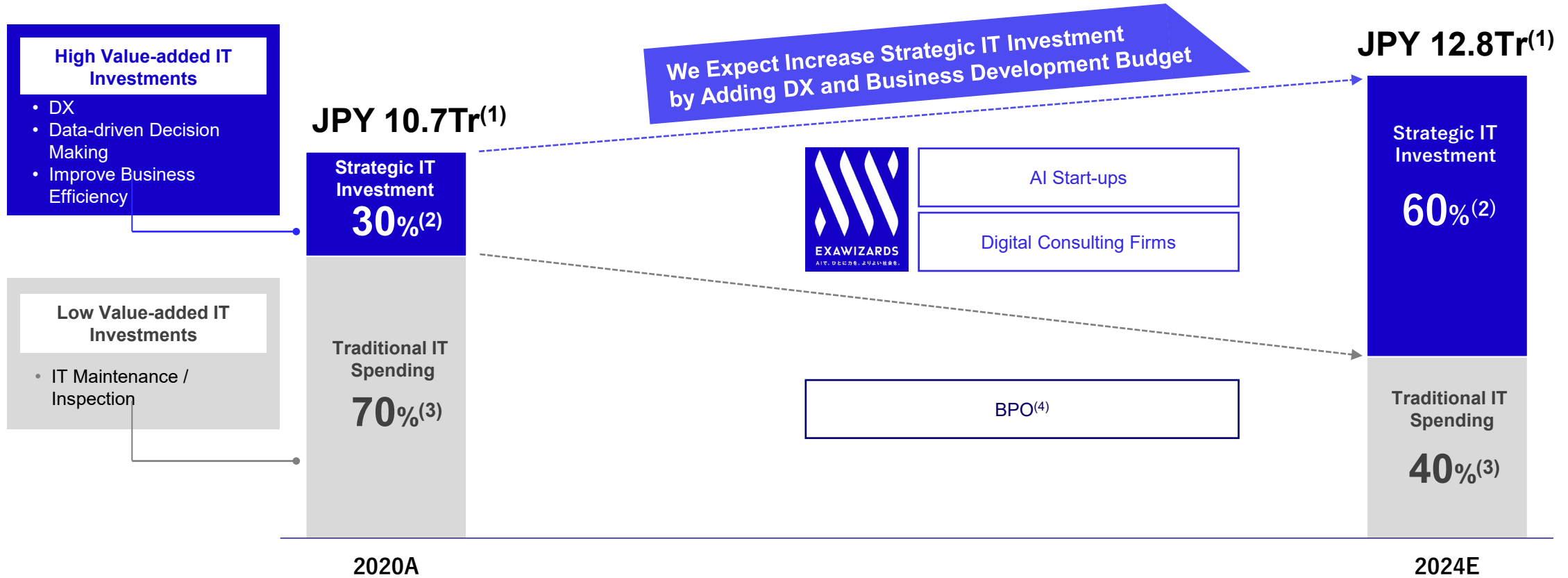


Notes: (1) Assuming 1 USD = 109 yen (2) IT Spending refers to the sum of IT Spending related to Cloud and Conventional IT defined by IDC in "Domestic Cloud Market Forecast, 2021~2025" calculated by ExaWizards (3) DX Spending refers to the sum of DX Spending related to Software and Services defined by IDC in "Worldwide Digital Transformation Spending Guide" calculated by ExaWizards (4) AI Spending refers to the sum of AI Spending related to Software and Services defined by IDC in "Worldwide Artificial Intelligence Spending Guide" calculated by ExaWizards (5) 2020 - 2024 CAGR
Source: *IDC "Domestic Cloud Market Forecast, 2021~2025" (June 2021) ** IDC "Worldwide Digital Transformation Spending Guide" (October 2021) *** IDC "Worldwide Artificial Intelligence Spending Guide" (August 2021)

AI Platform: TAM from Top-down Approach

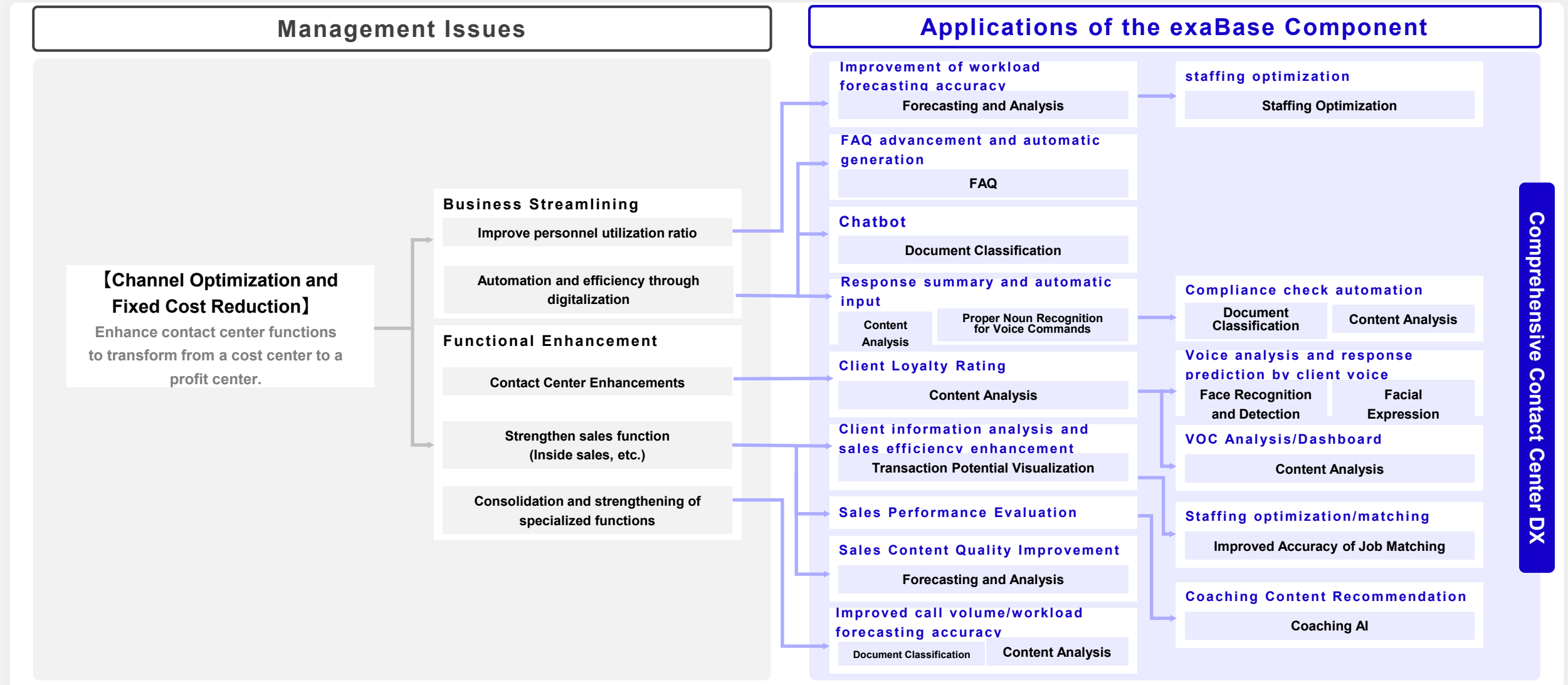
...Especially in the High Growth “Strategic IT Investment” Budget that is Expected to Expand by 2.4x

Enterprise IT Spending in Japan



Notes: (1) IT Spending refers to the sum of IT Spending related to Cloud and Conventional IT defined by IDC in "Domestic Cloud Market Forecast, 2021~2025" calculated by ExaWizards* (2) Strategic IT Investment refers to IT Spending related to Cloud defined by IDC in "Domestic Cloud Market Forecast, 2021~2025"
(3) Conventional IT Investment refers to IT Spending related to Conventional IT defined by IDC in "Domestic Cloud Market Forecast, 2021~2025"
Source: * IDC "Domestic Cloud Market Forecast 2021~2025" (June 2021)

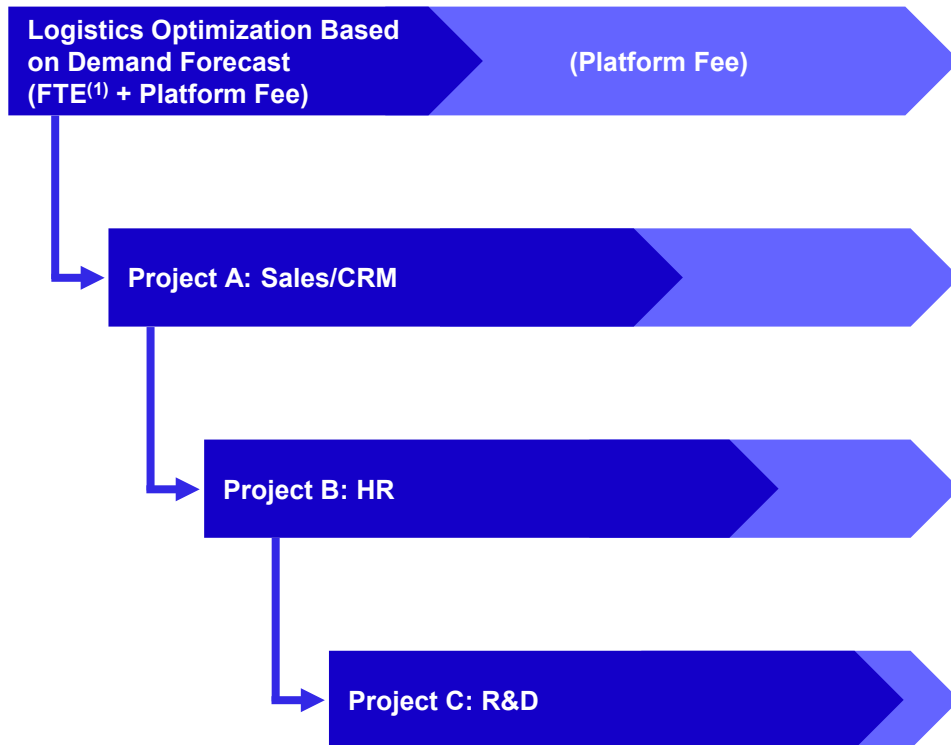
Supporting Clients' Management Issues by Leveraging the Components of exaBase to Achieve their KPIs



AI Platform: Sales Expansion through Expanding within Client and Industry

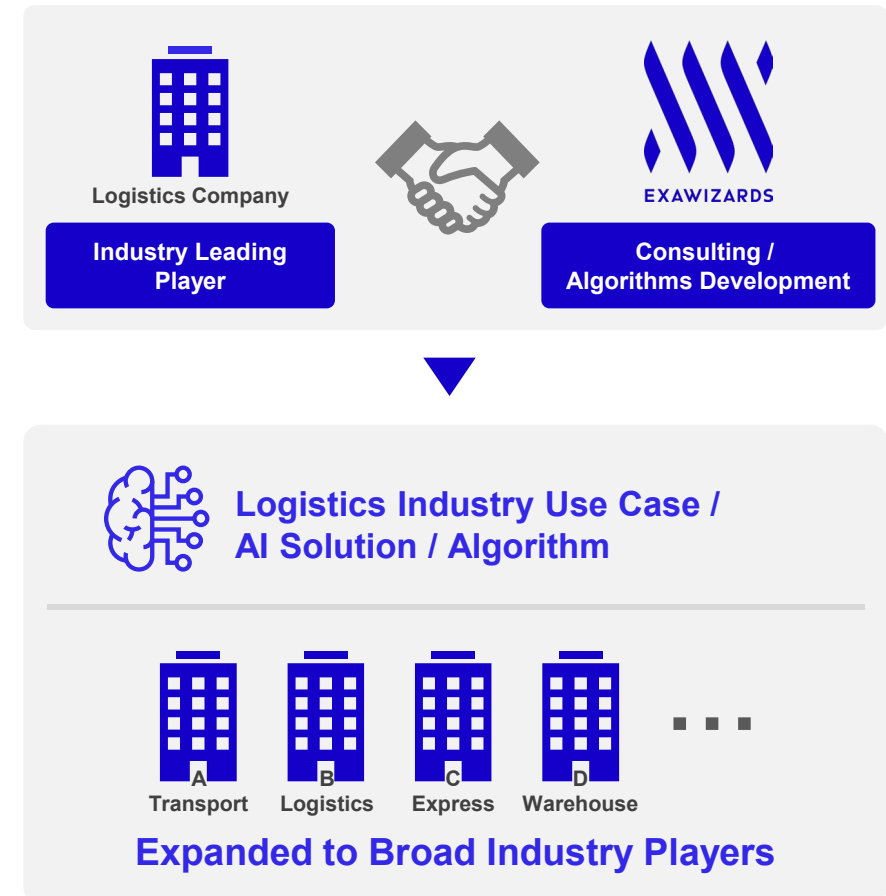
Go to Market Strategy to Expand within Client's Businesses while Expanding Our Capabilities to Broad Industry Players

Expansion within Client's Businesses



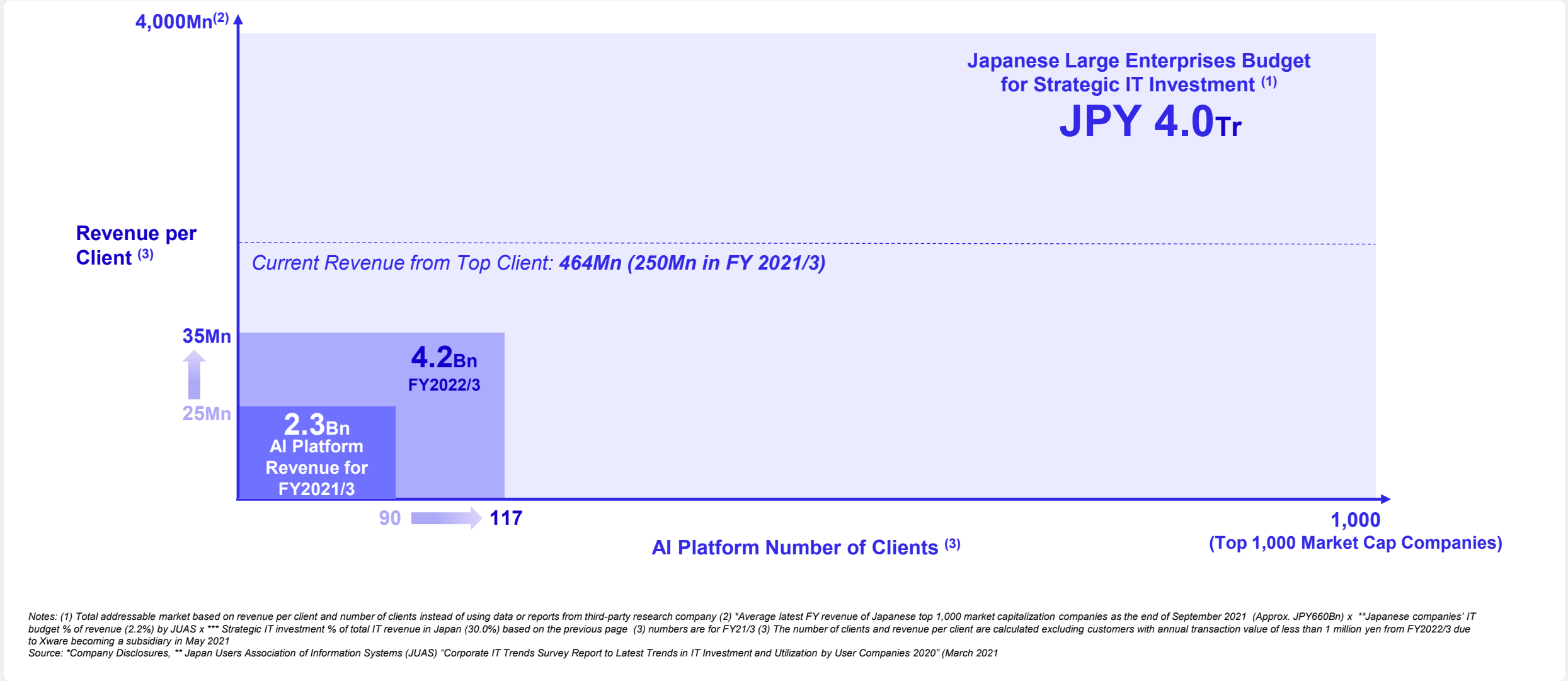
Notes: (1) FTE: Our professional services based on Full Time Equivalent charges

Expansion within Broad Industry Players



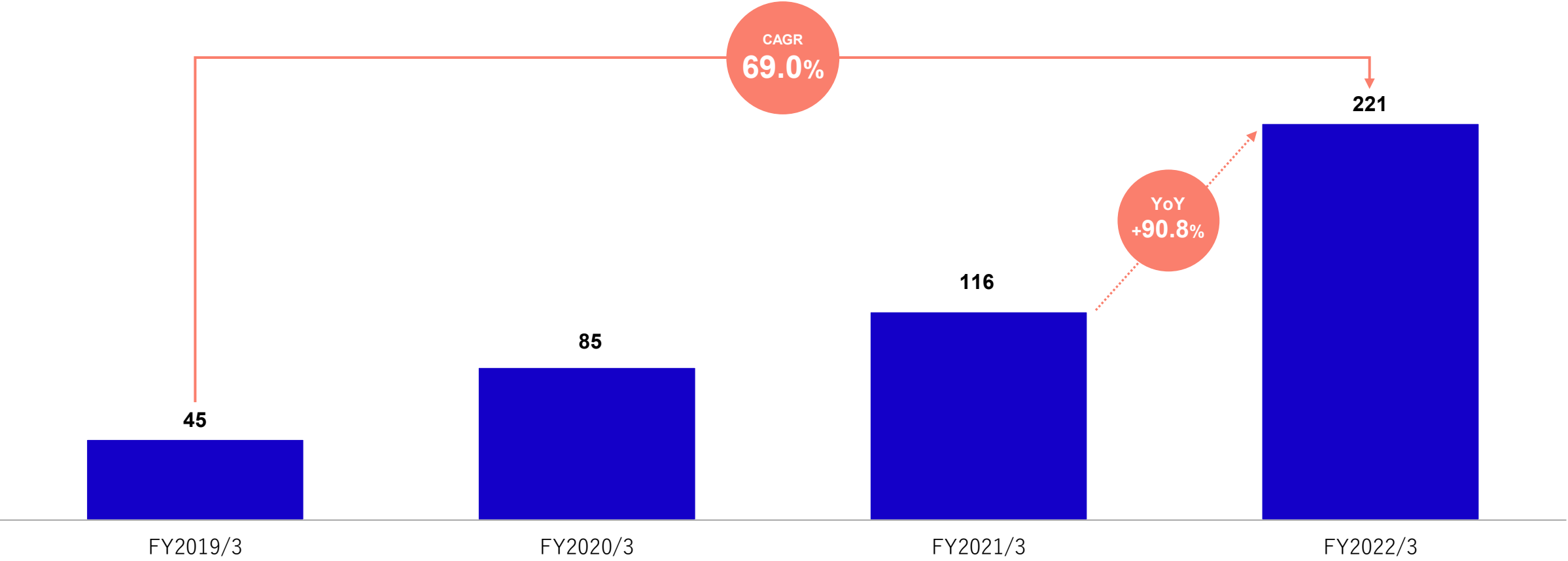
AI Platform: Growth Potential and Current Business Progress

Steady Progress in Both Number of Clients and Revenue per Client toward 4 trillion-yen TAM

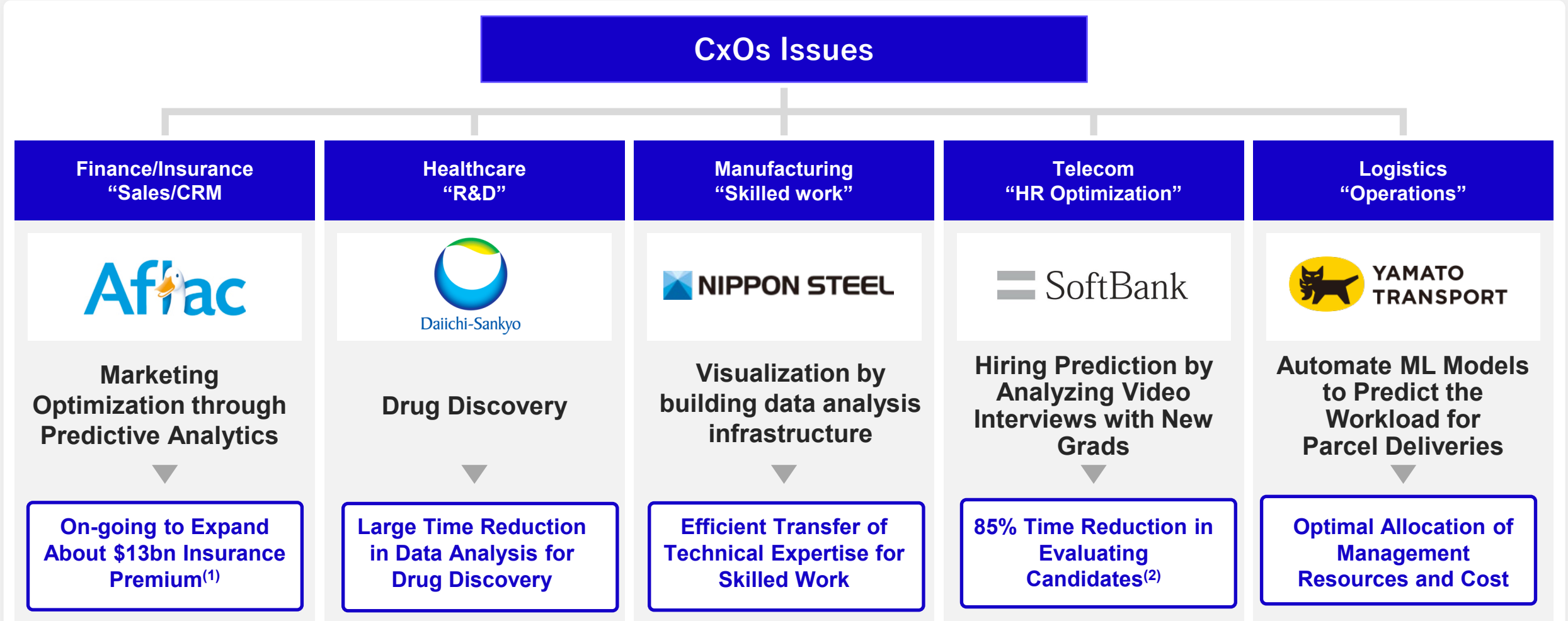


Average Revenue from Top 10 Clients has Rapidly Grown to 221 million yen, up 90.8% YoY

Average Revenue from Top 10 Revenue Clients (JPY MM)



...Leading us to Navigate Clients on “AI-Driven Judgements with Meaningful ROI”, which is Repeatable across the Industries...



Notes: (1) Based on Aflac Integrated Report 2021, the approximate number of insurance premium out of FY2020 ordinary income, (2) Based on hearings from clients

Strong Presence for Blue Chips of Various Industries in Japan

Selected Enterprise Clients and Revenue Breakdown across Major Verticals⁽¹⁾

25%	Finance/ Insurance	Aflac Life Insurance	SMBC Nikko	Sumitomo Life		
19%	Manufacturing/ Industrials	CITIZEN	DENSO	Nippon Steel	Panasonic	Hitachi Metals
18%	Consumer Goods	JT	Yoshinoya			
14%	Healthcare	Astellas Pharma	Daichi Sankyo	Tsumura & Co.		
8%	Telecom/ Infrastructure	NTT	NTT Data	NTT West	Softbank	
4%	Energy	Kansai Electric Power	JERA			
3%	HR	Stadium	Persol Holdings			
3%	Logistics	Yamato Transport				

Notes: (1) Industry breakdown based on the revenue from enterprise clients incurred in FY2022/3

% of AI Platform Revenue

Provides useful information for DX promotion under the Company's supervision

Started a Publication “DX Column”, which Provides Specific and Professional information for Corporate DX Personnel to Navigate their Next Actions



Detail: <https://exawizards.com/column/>
(available only in Japanese)

About the DX Column

Regularly update and provide the following content, mainly in-house produced articles supervised by our in-house domain specialists

1. Know-how article

Specific case studies while gaining a basic understanding of DX

<https://exawizards.com/column/article>

2. Management interviews

Detailed DX strategy promotion case studies of leading companies

<https://exawizards.com/column/management-interview>

3. Seminar reports

Summary of speeches given at Company-sponsored events, etc

<https://exawizards.com/column/seminar-report>

4. Practical materials

Downloadable documents not listed above, which have been published so far, to help you succeed in DX

<https://exawizards.com/column/ebook>

A book titled "AI Strategies for the Web3 Era," which focuses on problem-solving methods utilizing the "BASICS Framework" proposed by the ExaWizards, is published

Publication Outline




Title	AI Strategy in the Web3 Era A Positive Spiral that Transforms Social Problem Solving into a Growth Business
author	Takuma Oue, Director ExaWizards
Publishing company	Nikkei BP
Publication Period	August 26, 2022

Book Concept

In the future, solving social issues will become more important not only for the public sector but also for the private companies. This book will introduce how AI, DX, and Web3 should be utilized, the necessary technology, know-how, organization, and mindset, as well as actual examples promoted by ExaWizards. It also introduces the "BASICS" framework, an effective checklist for solving problems.

Relationship between Web3 and BASICS, the framework for solving social issues proposed by the Company

BASICS framework		Web3
B Behavioral change		B Acting on blockchain rewards.
A Accountability		A Information can be openly monitored
S Scale & Continuous improvement		S Contributors are required around the world on the web.
I Income with profit		I Decrease in operating costs and income from fees
C Cultivate data value		C New algorithms created by combining data from online information

Large-scale seminar was held to create new contacts with Enterprise CxOs

held August 18, 2022 Online event



Guest speaker is Dr. Iriyama, MBA professor at Waseda University, who will explain how Web3 should be viewed from a management perspective and how Web3 should be considered in DX promotion in the future under the theme of Web3 x Management.

Supported by Keidanren

held on October 19, 2022 "ExaWizards Forum2022"

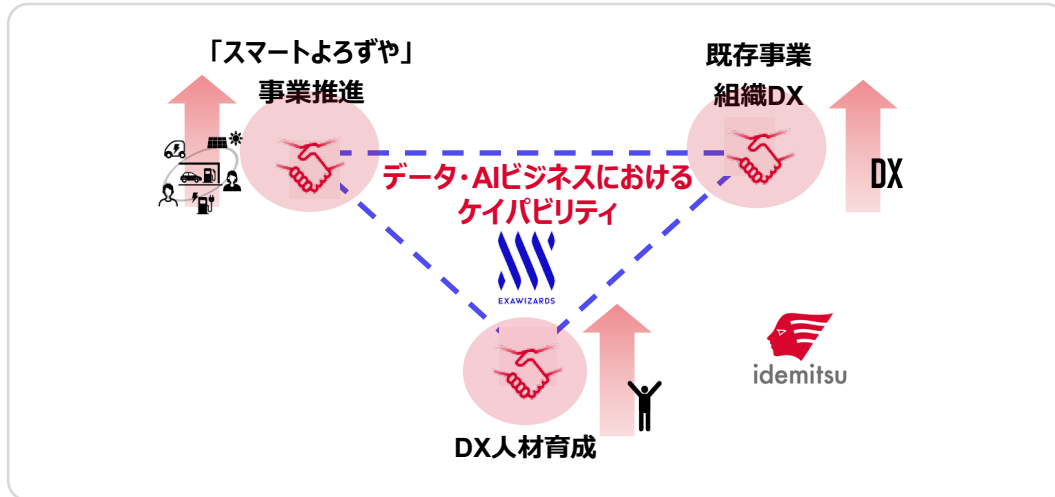


- The large-scale event, the first of which was held last year, was attended by approximately 1,800 people who registered to watch. The second event is scheduled to be held in October 2022.
- The event will be a hybrid of online and off-site events, and enterprise CxOs will be invited offline to solidify the pipeline.

“We will accelerate Idemitsu's three areas of DX through Exawizards' AI expertise, and together we will solve social problems.”



Idemitsu Kosan Co.
Executive Officer CDO and CIO
In charge of Digital &
ICT Promotion Dept.
Mr. Yukio Saegusa



Note: Client presented material at the Collaboration Day material only available in Japanese. (Bottom left of the page)

“With this initiative, data such as the movement of the spine, which is so important in Pilates, can now be captured from the images and fed back via video, which has led to an improved client experience.”



ZEN PLACE
Representative Director
Mr. Naruhiko Ozaki

ピラティスにおいて重要な「背骨の流動性」

エクザウィザーズのAI動作解析モデル
「骨格座標」を用いて

「肩」「お腹周り」「腰」「膝」「足」
の位置座標を特定し、変動を解析することで

「背骨の屈曲率」×「動作速度」
＝「背骨の流動性」の評価・可視化を実現



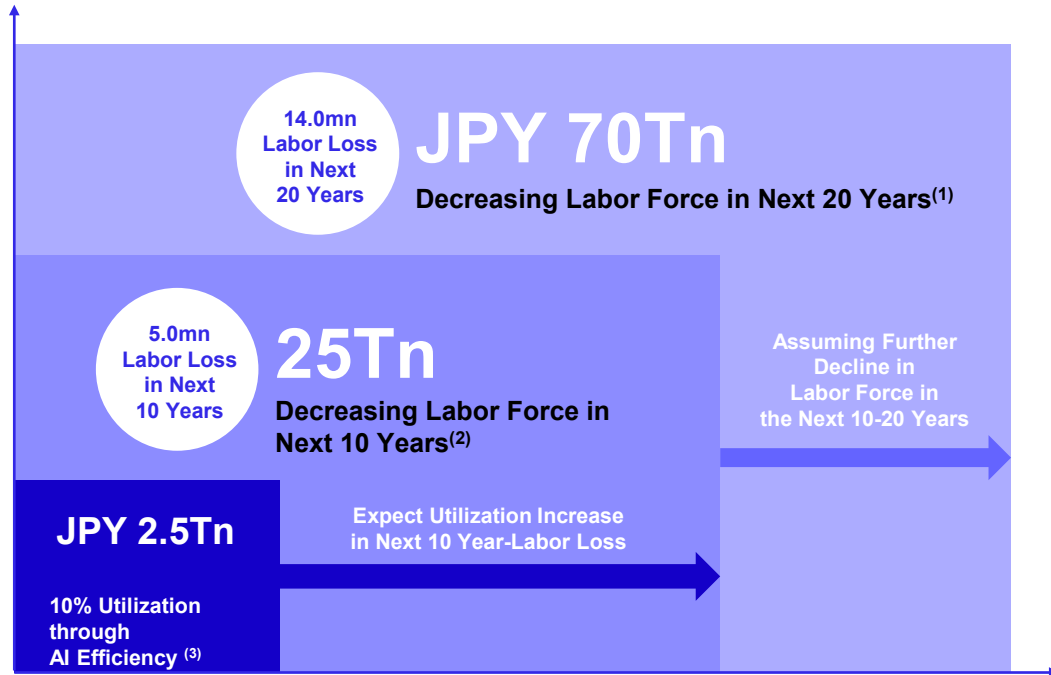
Note: Client presented material at the Collaboration Day material only available in Japanese. (Bottom left of the page)

Appendix

AI Products

Digitalization and Social Care AI Market is Growing with Scale

AI Products TAM: Digitalization of Decreasing Labor Force



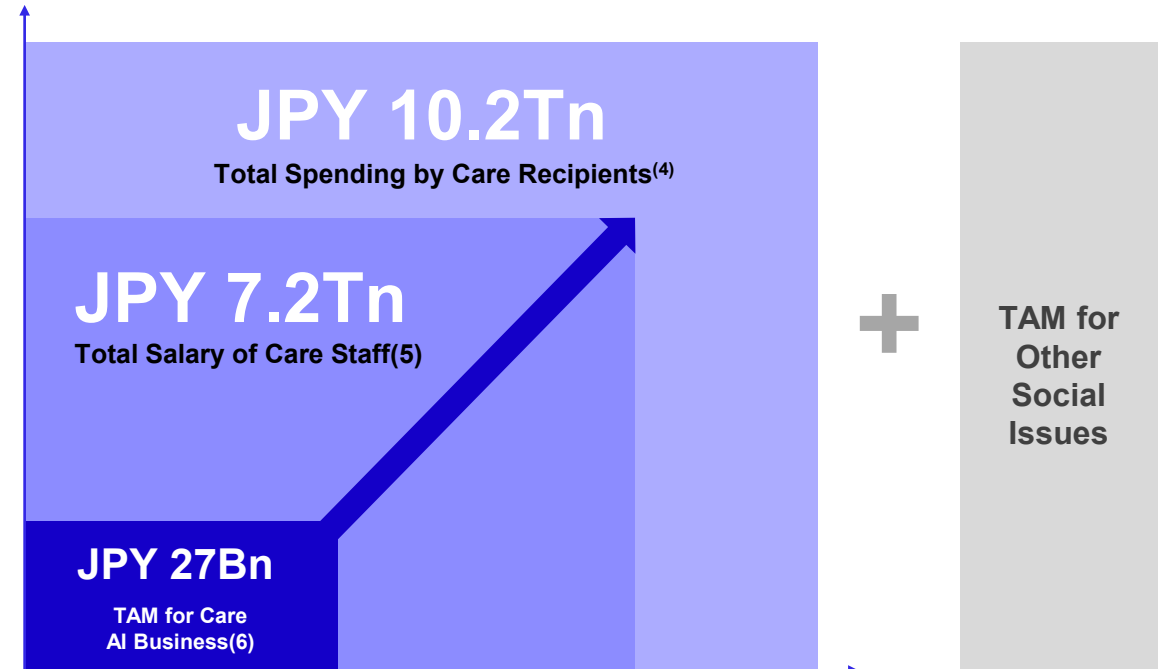
Notes:

(1) Estimated by ExaWizards by multiplying forecast of National Institute of Population from 2020 to 2040 (approx. 14.0mn labor loss) and average salary of regular employees (approx. JPY5.03mn) by National Tax Agency's Salary Survey (2019),

(2) Estimated by ExaWizards by multiplying forecast of National Institute of Population from 2020 to 2030 (approx. 5.0mn labor loss) and average salary of regular employees (approx. JPY5.03mn) by National Tax Agency's Salary Survey (2019),

(3) Assuming 10% of the labor utilization to occur through our Social AI Products

AI Products TAM: Digitalization of Decreasing Labor Force



Notes:

(4) Total spending for Japanese in need of nursing care as of based on a report from Ministry of Health, Labor and Welfare "Status around nursing industry 2019" (August 2021)

(5) Estimated by ExaWizards based on the number of care staffs in Japan x average annual salary of a care staff in Japan. The number of care staffs in 2019 is based on a survey conducted by Ministry of Health, Labor and Welfare "Survey on nursing service facilities"(October 2019) and the salary of a care staffs in 2020 is based on a survey conducted by Ministry of Health, Labor and Welfare "Survey on treatment of care staffs"(February 2021)

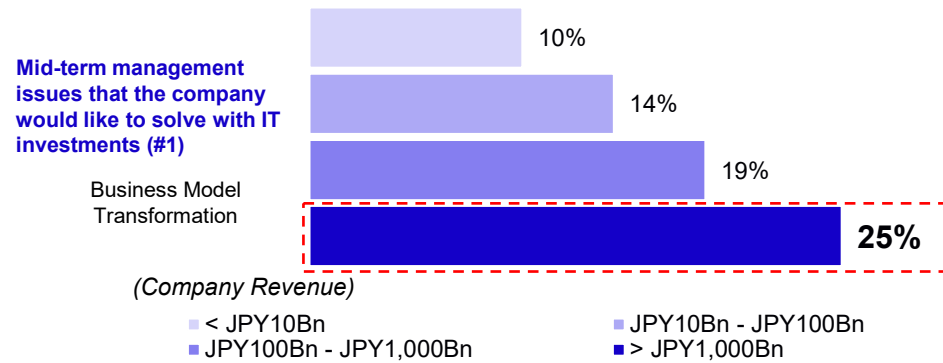
(6) Estimated by ExaWizards by multiplying the number of nursing facilities and nursery schools based on "Social welfare facilities survey" (October 2020) and ExaWizards' average annualized revenue of care-related services during March, 2021

Correlation between AI Platform segment and AI Products segment

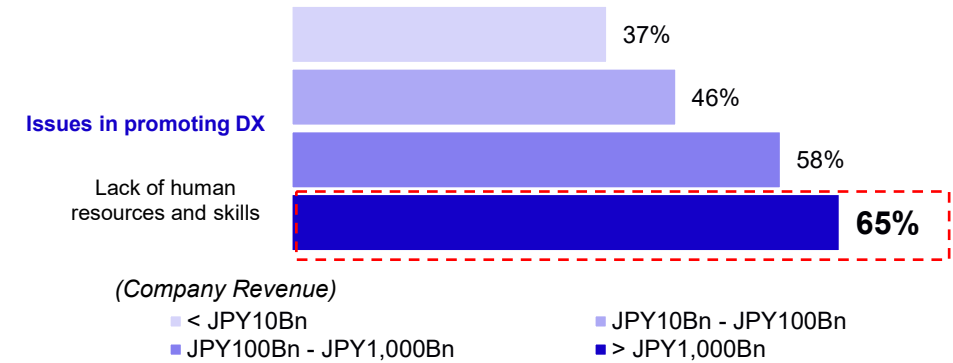
We Provide Full Range of Services for CXOs, from Initial Data Development and Utilization, to DX Organization and Human Resource Development

Issues of Enterprises in Japan

Enterprises seek for Business Transformation with AI/IT⁽¹⁾



...However, Enterprises Struggles with Shortage of Skills⁽¹⁾



AI Platform

CXO's Corporate Strategy

117 Enterprise Clients

AI/ML Model Platform



AI Products

Future Leader's DX Education

[DX Assessment and E-Learning](#)



exaBase
DX Assessment & Learning

DX and CXO Community in Japan

Large CXO Community

300 Companies Network



exaBase Community

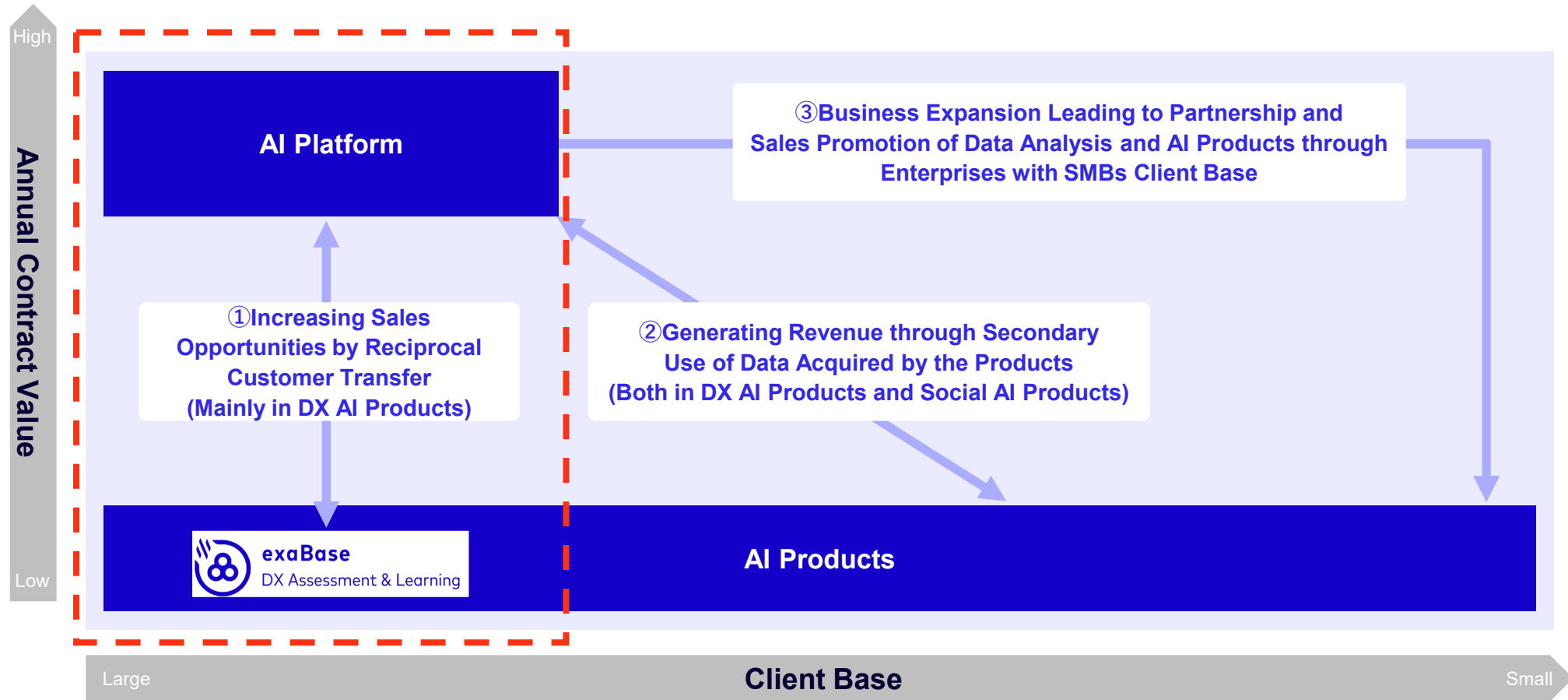
JEDIN

Japan Executive DX
Innovation Network

Source : (1) JUAS "Corporate IT Trends Survey Report to Latest Trends in IT Investment and Utilization by User Companies 2022" (March 2022)

Strengthen Cross-Selling between AI Products and AI Platform

Strengthening Inter-segment Synergies by Leveraging the Issues of Enterprise' HR Development with “DX Assessment and Learning” by Effectively Utilizing Client Base and Cross-Selling



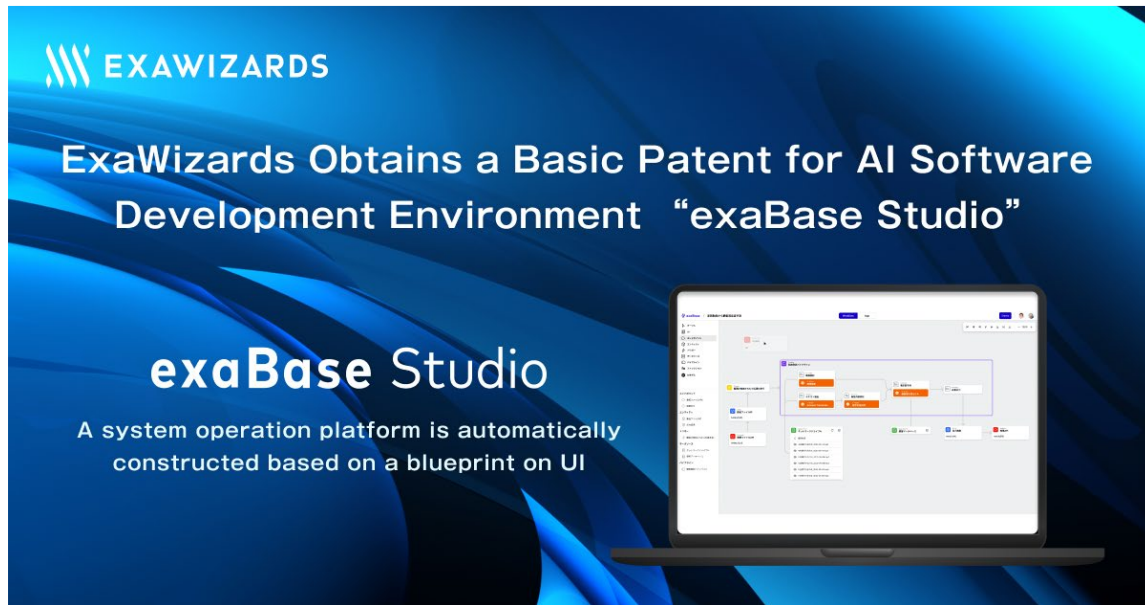
05.

Appendix

About exaBase Platform

exaBase Studio has been granted a basic patent and development continues to progress smoothly.

exaBase Studio's basic functionality is patented



Press Release : <https://exawizards.com/en/archives/21745>

development status

- Development is progressing smoothly, and a basic patent for exaBase Studio was obtained in the process
- Currently, trial provision of a function for automatic generation of AI software execution programs based on exaBase Blueprint, a domain-specific language developed by the Company for describing the data processing flow and execution conditions using AI, is already available. We continue to perfect a UI tool called "Canvas" that automatically generates "exaBase Blueprint" with no code

Timing and form of release

- As initially announced, a commercial version will be released in the fiscal year ending March 31, 2024
- Licensing and fees for exaBase Studio have not yet been determined at this time

Status of implementation for clients

- Several clients and systems integrators have begun trial implementation and use of the system for in-house AI software development
- In addition to the above, more than 10 companies are currently considering the introduction of the system

exaBase platform's new features and what we're focusing on

Not just machine learning automation but one-stop automation & no-code for AI/DX development

Typical AI Platforms

NO SYSTEM

1. Machine Learning Automation

Single-modal API to be used for a PoC

VS



3. Support via no-code type development

Automatic generation of exaBase Blueprint

Automatic generation

exaBase Studio



+

2. Automate the entire development of software that utilizes Machine Learning



Domain-specific language for DX/AI *

exaBase Blueprint

Just write an exaBase Blueprint...

1. Automatically build cloud environments
2. Automatic control of AI
3. Automatic control of UI

+

1. Machine Learning Automation

Multi-modal APIs to instantly build MLOps environments

exaBase Machine Learning API

Automatic control

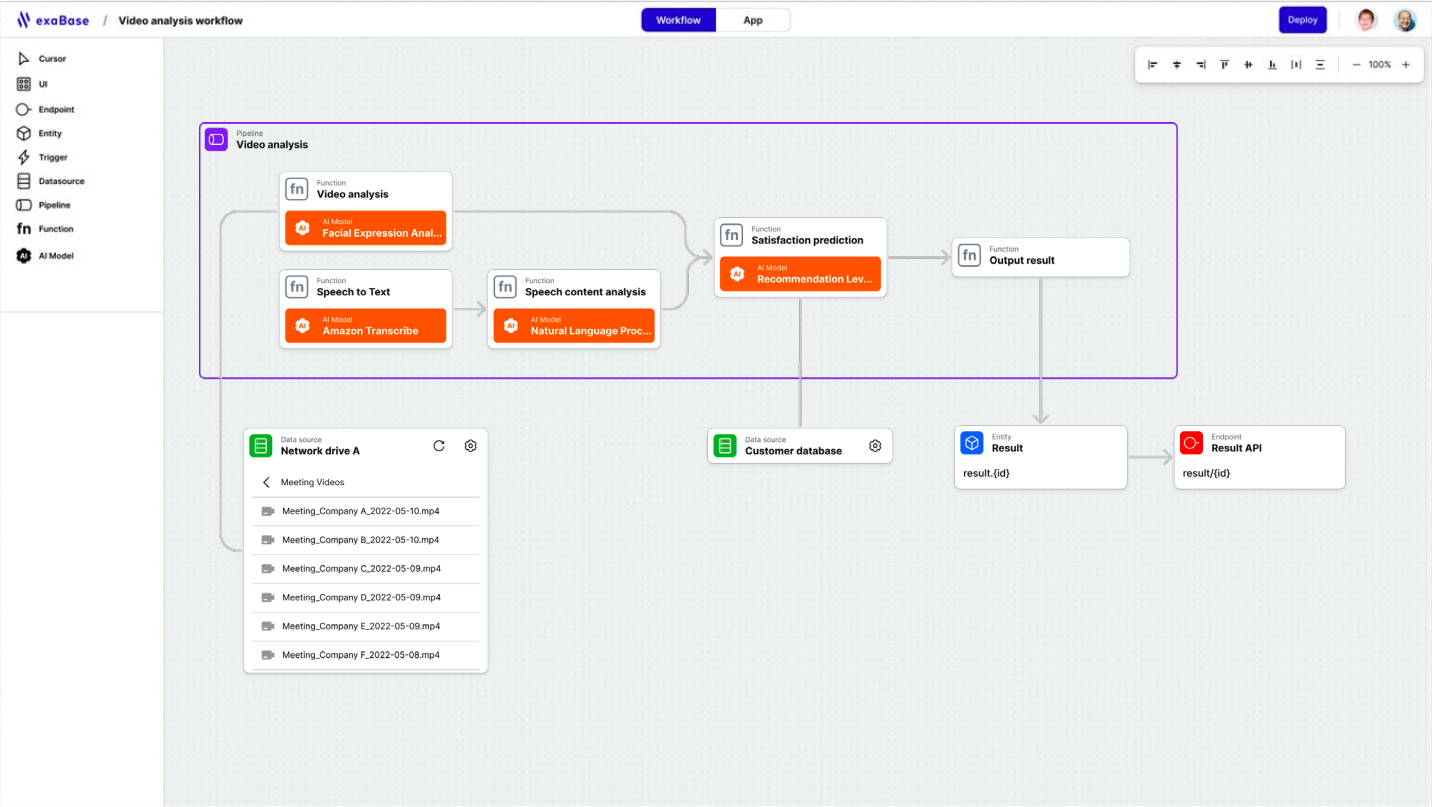
* Computer language specialized for specific task processing, such as SQL in the database field

exaBase platform's new features and what we're focusing on

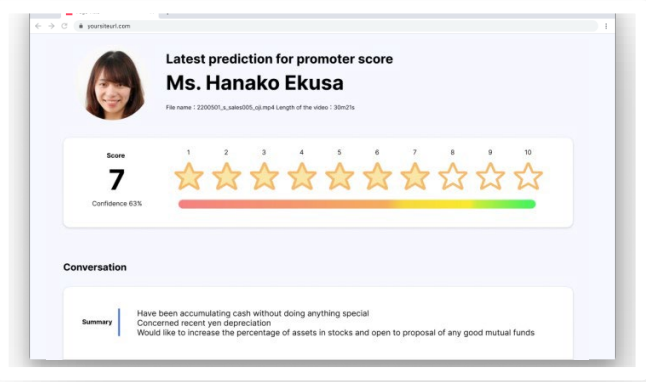
Easily develop multi-modal AI applications and put them into production with exaBase Studio

exaBase Studio Development Environment

no-code type development

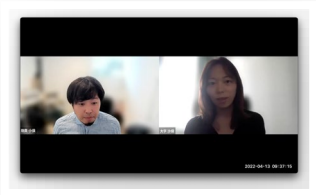


Applications Developed



- Output image
- AI-based prediction results of customer satisfaction

▲ Uploading a video

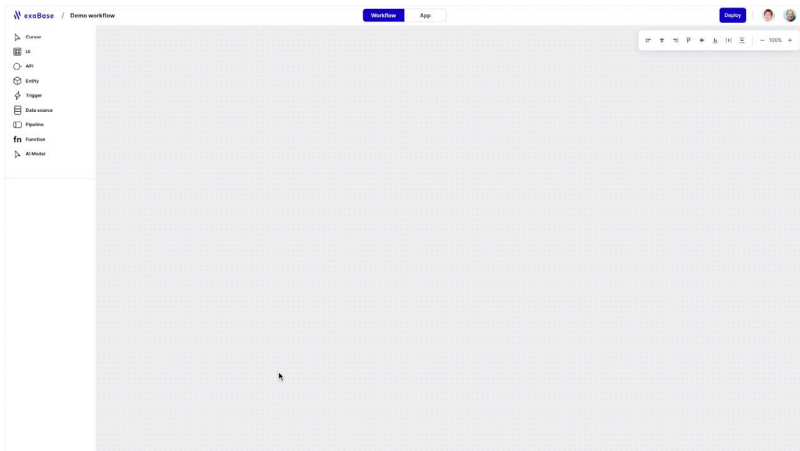


- Input image
- Business meeting video

exaBase platform's new features and what we're focusing on

exaBase Blueprint is a new domain-specific language for DX and AI application development

exaBase Studio



Automatic
generation



Automatic
control

Reactive Programming with exaBase Blueprint

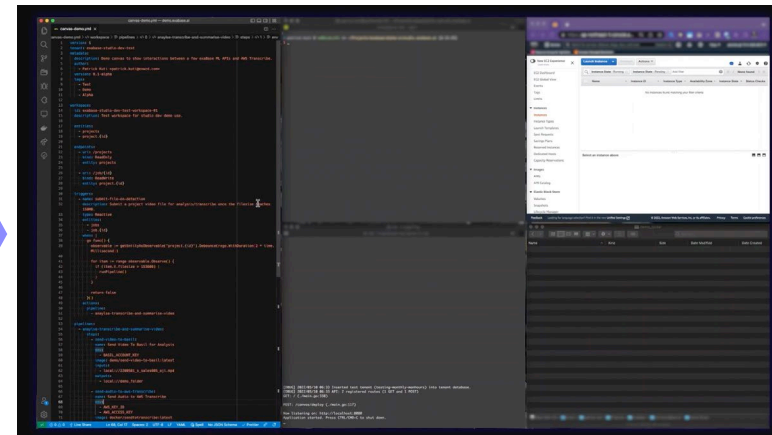
Imagine using spreadsheet software as an example

- **Endpoint** A place to store raw data like a spreadsheet in spreadsheet software
- **Entity** Refers to an Endpoint's Sheet and store data in a specific cell after simple processing
- **Trigger** Manage branches with IF statements according to the status of Entity's cell
- **Function** Execute specific ML APIs according to the branch of Trigger and reflect the output result to Endpoint

Unlike spreadsheets, exaBase ...

Ability to handle multimodal data including video and complex functions including machine learning

Constructor (Go) of exaBase Blueprint



1. Automatically build cloud environments

Automatically build various cloud environments utilizing Amazon Web Services™, Google Cloud Platform™, Microsoft Azure™, etc.

In addition, simulation, image synthesis and edge processing with robot AI, etc. are also available.

2. Automatic control of AI

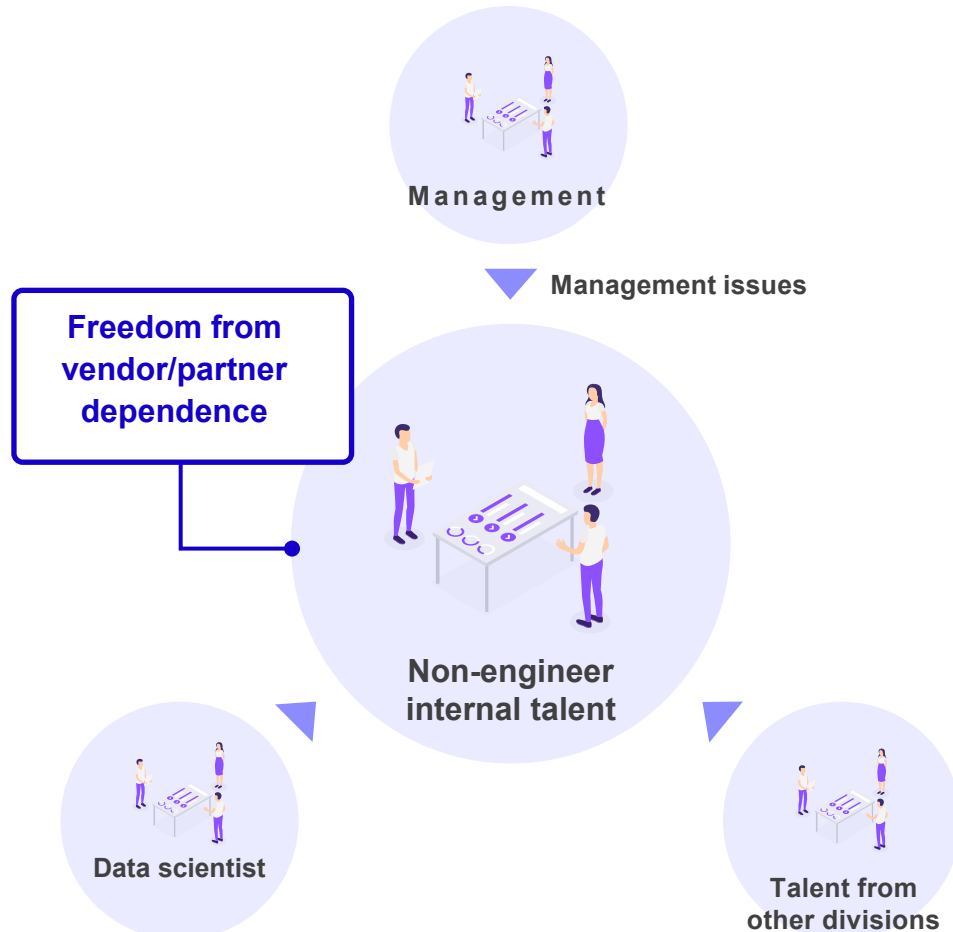
Control exaBase Machine Learning API and other 3rd party AIs
Invoke multimodal AI and run in production with MLOps

3. Automatic control of UI

Preset design templates for automatic UI construction and control
Reusable by simply changing the referenced endpoint

One-stop internalization + automation + maximization of ROI to solve management issues through DX and AI

In-house, field-driven solution of management issues through DX



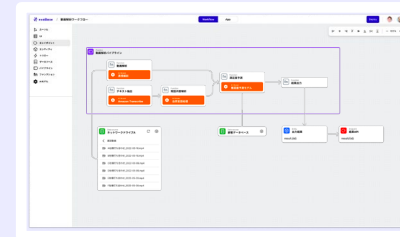
Field-driven design and improvement of DX and AI applications that solve management issues

Agile PDCA cycle throughout the company to maximize ROI of data-driven management

Automate the solution of management issues through DX + maximize ROI

DX as Code

Automated development of DX and AI applications to solve management issues

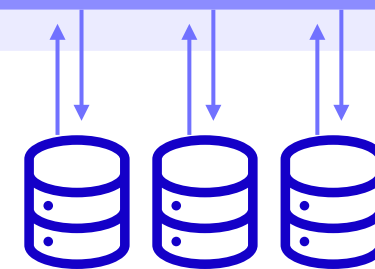


UI/UX as Code

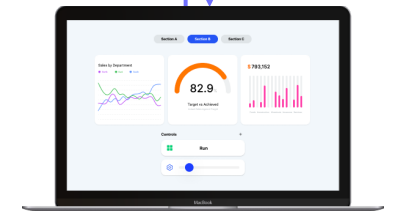
Machine Learning as Code

Infrastructure as Code

exaBase Studio



Existing systems



Dashboard

Visualize and maximize ROI

Appendix

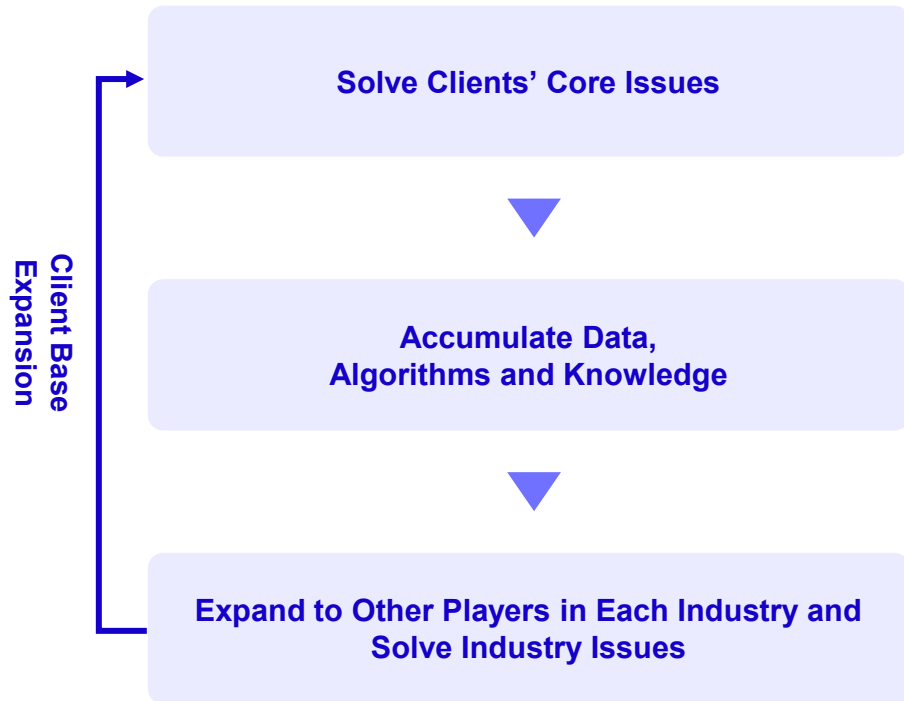
Growth Strategy

Our Growth Strategy

Acceleration of Growth Potential through Segmental Synergies while Expanding Respective Segments' Capabilities

AI Platform

Increase Revenue Per Client by Solving Variety of Issues and Acquire New Clients by Applying Solutions Across the Industry



Create Versatile AI Products Based on Industry Specific AI Algorithms



exaBase



Penetrate into Broader Industries through Cross-Selling

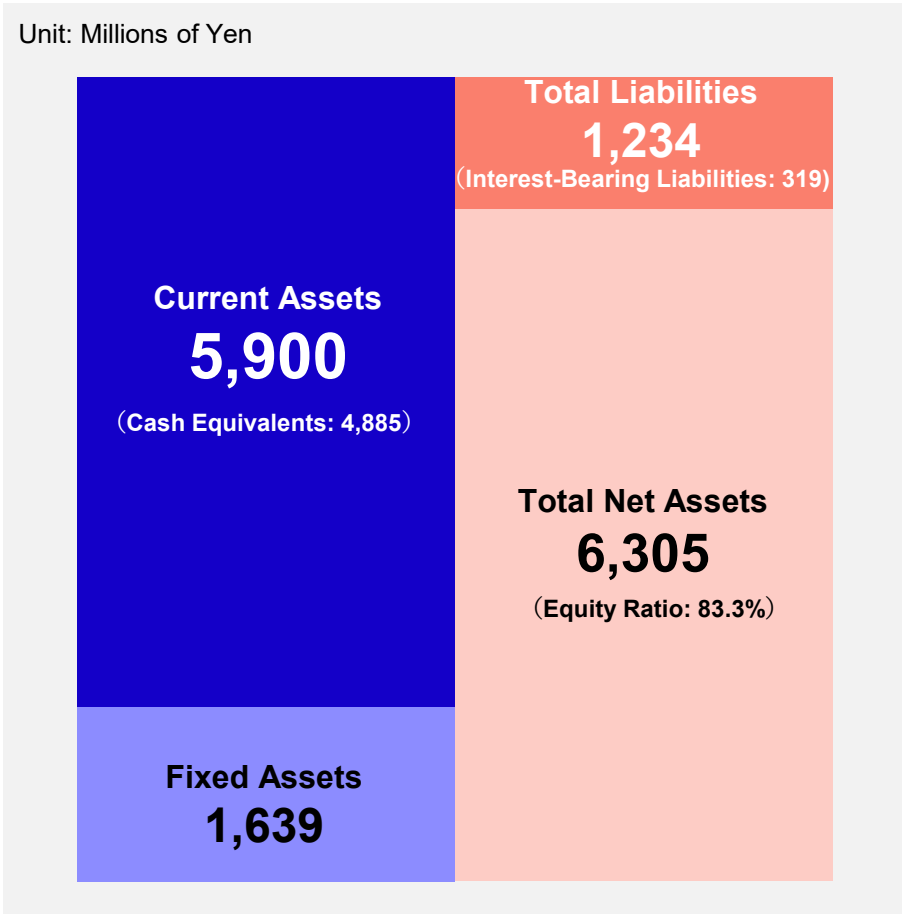
AI Products

Create New Services in Each Area and Improve Quality/Performance of the Services



A Solid Balance Sheet with Agile Capacity to Respond to Disruptive Business Expansion

Consolidated Balance Sheet Summary (December 31, 2022)



Consideration on Growth Investments

- For an investment to achieve disruptive growth (e.g., M&A, business model development), Company is considering strategic and flexible procurement methods, including cash on hand, borrowing from lenders, bonds and equity financing, and others, based on a strong financial base
- While exploring various possibilities, the Company will carefully examine each project in light of its profitability, financial stability, and the Company's management policy

Strong cash position

- Cash and deposits at the end of Q3, FY2023/3: 4.8 billion yen
- The overdraft facility with banks has been expanded from 500 million yen to 1 billion yen since the Q2 of this fiscal year
- Ample cash position, taking into account of investment and working capital for business expansion

05.

Appendix

Company Overview

Launched Sustainability Page and Published Integrated Report

Published Company's First Integrated Report, Aiming to Enhance Enterprise Value and Further Improve Disclosure of Financial and Non-Financial Information

Launched Sustainability Page on November 9, 2022 and Published Integrated Report "ExaWizards Integrated Report 2022"

Sustainability site : <https://exawizards.com/en/sustainability>



Outline

- The Company's five materialities are: "Active engagement of diverse human resources", "Business expansion into a wide range of industries", "Securing and improving technological superiority", "Providing safe services through strong security", and "Governance and risk management system". The purpose of the report is to communicate the Company's value creation process and business strategy, centered on the Company's efforts to address these issues
- In the production of this report, we refer to frameworks such as the International Integrated Reporting Framework by the International Integrated Reporting Council (IIRC) and international standards for non-financial disclosure such as SASB and GRI
- We will continue to enhance the disclosure of financial and non-financial information in order to implement our initiatives for sustainable growth of the Company and enhancement of corporate value, as well as to provide shareholders, investors, and a wide range of other stakeholders with a better understanding of the Company's initiatives



Company Name	ExaWizards Inc.
Address	21F, Shiodome Sumitomo Bldg., Higashi Shimbashi 1-9-2, Minato-ku, Tokyo, 105-0021
Other Offices	Kyoto, Hamamatsu, Nagoya, India, US
Founded	February 2016
Capital	2.3 billion yen (as of December 2022)
Number of Employees	379 (Consolidated basis, as of December 2022)
Business	Development of AI-enabled services for industrial innovation and social problems solutions
Board Members	Representative Director & President : Ko Ishiyama Director & Chairman : Makoto Haruta Director : Takuma Oue Director : Yutaka Sakane Outside Director : Yasushi Shingai Outside Director : Toshihiko Hiura Outside Director : Naoko Munakata Audit & Supervisory Board Member : Kenichi Kato Audit & Supervisory Board Member : Masaru Iida Audit & Supervisory Board Member : Manabu Sato

Leadership with Deep Industry Knowledge and Proven Track Records

Board of Directors



Ko Ishiyama

Representative Director & President

- Director, Recruit HD
Media Technology Lab
Director, Recruit Institute of
Technology Promotion Office
- Visiting Associate Professor, Tokyo
University
- Member of Labor Policy Council, MLHW



Makoto Haruta

Director & Chairman

- Director & Chairman, DeNA
- Owner, Yokohama DeNA BayStars
- Sumitomo Bank (Currently known as
Sumitomo Mitsui Banking Corporation)
- Outside director of
TBS Holdings
- Panasonic Corporation



Yutaka Sakane

Director

- Assistant, Shizuoka
University
- Digital Sensation



Takuma oue

Director, Executive Officer,
Head of Business Development

- Boston Consulting Group
- Visiting Associate Professor,
University of Hyogo



Yasushi Shingai

Outside Director

- Executive VP of JT
- Outside Director of
Mitsubishi UFJ Financial Group
- Dai-ichi Life Holdings
- NTT West
- Olympus



Toshihiko Hiura

Outside Director

- Chairman, Bain & Company
- Outside director of Aruhi



Naoko Munakata

Outside Director

- Commissioner, Japan Patent Office
- MITI (Currently known as METI)
- Board Member Audit and Supervisory Committee Member,
Murata Manufacturing
- Professor at the Graduate School of Public Policy, The
University of Tokyo

Executive Officers

Tomoaki Maekawa

- SONY
- Ex Boston Consulting Group

Daiki Hasegawa

- TEPCO
- Ex Deloitte Tohatsu Consulting

Koji Hazama

- A.T. Kearney
- Ex

Tomoya Maekawa

- Boston Consulting Group
- Ex

Naofumi Ohtani

- IBM Japan
- Ex Accenture

Taishin Demura

- Corporate Directions
- SAP Recruit HD
- Ex GREE

Saori Oji

- Nomura Research Institute
- PwC Consulting LLC
(Strategy &)
- Ex

Tomohiko Kimura

- Google Leomo
- Ex Midokura Moneytree

Hirotsuna Fujiwara

- Tohatsu
- Ex Shinsei Bank

Kohei Okuno

- Deloitte Tohatsu Consulting
- Ex DeNA Mercari
- Seiyu

Yoritaka Handa

- Benesse Corporation
- Ex Recruit HD

Kochi Kawai

- Goldman Sachs
- Ex

Kazutoshi Takimoto

President & Representative
Director of Xware

Satoshi Ishino

- Representative Director &
President of Exa Homecare
- P&G
- Ex McKinsey & Company

Nishanth Koganti

ExaWizards India LLP
Designated Partner

- University of Tokyo
- Ex Nara Institute of Science and
Technology

Diverse Team of Top Tier Professionals Backgrounds...(1)

Consulting Professionals

Accenture
A.T. Kearney
Bain & Company
Boston Consulting Group
Deloitte Tohmatsu Consulting
Dream Incubator
KPMG Consulting
McKinsey & Company
Nomura Research Institute
PwC Consulting (Strategy &)
etc.

UI / UX Designers Product Managers

CyberAgent
BCG Digital Ventures
BeBit
Dai Nippon Printing
DMM.com
IMJ (now, part of Accenture Group)
LAWSON DIGITAL INNOVATION
LINE
Pivotal Labs
Rakuten Group
The Walt Disney Company (Japan)
etc.

AI / Service Engineers

ML Engineer

Google/IBM Research Tokyo/Institute of
Physical and Chemical Research/
University of Kyoto, University of
Tokyo...and many other domestic and
international academia and researches

Software Engineer

DeNA/LINE/Microsoft (US)
Rakuten Group/Yahoo Japan, etc.

Infrastructure Engineer

DHL Supply Chain (UK)/Grab (SGP)/
Goldman Sachs/Hewlett Packard
Japan/Mitsubishi Electric Information
Technology Institute/ Salesforce, etc.

Vertical Specialists⁽²⁾

Finance/Insurance Aflac Life Insurance/
Daiwa / Goldman Sachs / Mizuho / Money
Partners / MUFG / Shinsei Financial / SMBC
/ SMBC Nikko / Sumitomo Mitsui Card / The
Dai-ichi Life Insurance/ Prudential
Healthcare Astellas Pharma/CHUGAI
PHARMACEUTICAL/ Eisai / IQVIA / Kowa /
Labcorp / Ministry of Health, Labour and
Welfare/ M3/ SMS / SymBio
Pharmaceuticals /Takeda Pharmaceutical
Manufacturing/Industrials DENSO/
Hewlett Packard Japan/KEYENCE/
Murata Manufacturing/ NGK SPARK
PLUG/Panasonic/SONY / Nidec / Mitsubishi
Electric
Energy erex / JAPEX / TEPCO
Telecom/Infrastructure
NTT Docomo/Softbank
Consumer Goods Calbee/L'ORÉAL/P&G
HR Ministry of Education, Culture, Sports,
Science and Technology/PERSOL
CAREER/ Recruit Holdings / HR Tech
Startup /etc.

Note: (1) Company names on this page show backgrounds of officers and employees of ExaWizards in alphabetical order (2) Staff with expertise in specific businesses and fields who are involved in the design and development of our services and products related to their expertise

Management community for AI implementation/DX promotion leaders

JEDIN

Japan Executive DX Innovation Network

DX Promotion Network for Executives, limited to leading directors/executive officers in their respective industries



※JEDIN is a registered trademark of ExaWizards



Japan's largest community of DX leaders from various industries



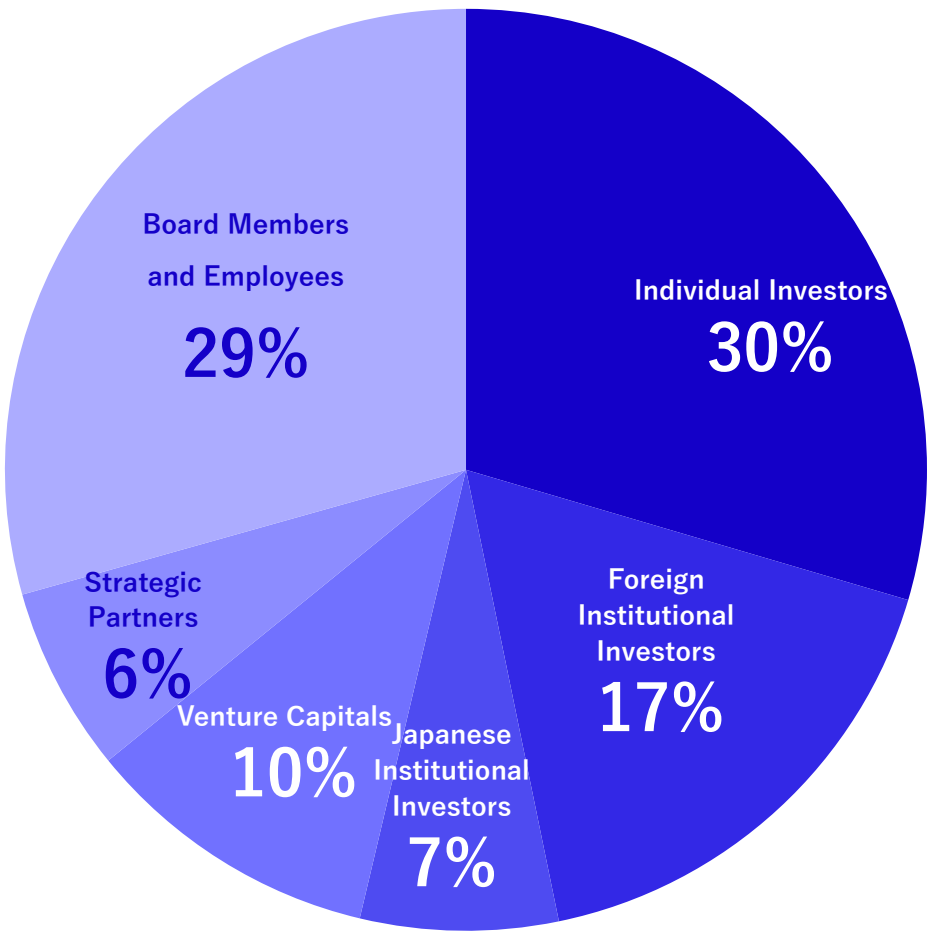
■ Organize seminars and social events

Seminars are held on themes necessary for DX promotion, including management perspectives, for practical personnel, industry-specific, and for beginners.

■ AI Newspaper

ExaWizards provides original content not available elsewhere, such as translated articles of the latest foreign papers and research presentations, and review articles of foreign bestsellers that have not been translated into Japanese.

Shareholder Composition (As of September 30, 2022)



Total Number of Shares Authorized to be Issued by the Company	301,232,000
Total Number of Shares Issued	81,481,200
Number of Shareholders	14,713

Shareholder	Number of shares held (thousand)	Shareholding ratio (%)
betaCatalyst Inc.	8,185	10.04
Makoto Haruta	7,412	9.09
iSGS Fund I Investment Limited Partnership	4,043	4.96
Toshikazu Furuya	3,886	4.76
Yutaka Sakane	3,776	4.63
MLI FOR CLIENT GENERAL OMNI NON COLLATERAL NON TREATY – PB	3,478	4.26
GIC PRIVATE LIMITED – C	3,403	4.17
Ko Narukama (Ishiyama)	3,234	3.96
D4V Fund I Investment Limited Partnership	3,166	3.88
Yoichi Takebayashi	2,380	2.92

- This document has been prepared by ExaWizards Inc. (hereinafter “ExaWizards”) for the sole purpose of providing information to deepen your understanding of ExaWizards and has not been prepared for the purpose of soliciting investments or any other similar activities, whether in Japan or overseas.
- The forward-looking statements contained in this document (including, but not limited to, ExaWizards’ business plan, market size, competitive situation, industry information and growth potential) refer to ExaWizards’ judgments based on the information and other data available as of the date of publication of this document. These forward-looking statements do not guarantee future performance and are subject to various risks and uncertainties. Please note that actual results may differ from the forecast due to changes in the environment and other factors.
- ExaWizards does not assume any obligation to update or revise the description in this document and to publicly announce such update or revision even if there is any change in the information contained in this document after the publication date of this document.
- In addition to information about ExaWizards, this document also contains other information, including that about competitive environment of ExaWizards, industry trends and changes in the general social structure. ExaWizards has not independently verified the accuracy, reasonableness or appropriateness of such information, and does not guarantee the above with respect to any such information.



EXAWIZARDS

AIで、ひとに力を。よりよい社会を。