FY 2024/12 Financial Results Presentation

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FY24/12 Annual Financial Results & Forecast for FY25/12

- **Both AX businesses grew steadily: AX Products & Trading sales reached 5.33 billion yen (+39.4% YoY), and AX Research & Solutions sales hit 720 million yen (+153.3% YoY).**
  - ➢ In the AX Products & Trading business, the rapid rise of the AI Agent market has driven strong demand for bundled adoption of communication intelligence software "AI GIJIROKU" and the AI agent generation platform "altBrain" (released in 2023). There are signs of increased adoption of AI Clones in action, leveraging AI GIJIROKU's unique data lake solutions and AI agent generation. Additionally, the successful launch of direct sales has led to customer base shifts, contributing to higher unit sales prices.
  - ➢ In the AX Research & Solutions business, personal AI clone development projects, AI-enabled employee solutions, and other projects that utilize AI clone technology to solve corporate issues are performing well.
- **Strong Performance in Clone Matching within AX Research & Solutions**
  - ➢ Clone matching in the M&A brokerage business in AX Research & Solutions signed its first deal in Q3, bringing the total to 3 deals for the full year. The number of contracts is expected to increase due to virtual conversation matching between seller and buyer clones, recording results far exceeding the M&A industry average, and a PoC for the establishment of a matching system with a major listed M&A intermediary has been started. Successfully commercialized in the recruiting industry, M&A brokerage industry, and real estate brokerage industry.
- **Capturing broad demand for generative AI and AI clones, full-year revenue exceeded our forecasts.**
- Revenue 6.05 billion yen (Forecast: 5.54 billion yen), Operating Profit △2.32 billion yen (Forecast：△2.79 billion yen)
- FY25/12 Outlook: Both revenue and operating profit are expected to grow.

Topics for FY24/12 4Q

- Launched real estate matching business "Clone RE Matching."
- Established subsidiary alt RE Capital Inc.
- Acquired Wasabi Co., Ltd. and Green & Digital Partners Co., Ltd. as subsidiaries.

R&D Topics

- **Initiated GPU Design Automation Using LLMs**
  - ➢ Collaborating with Professor Duc-Minh Nguyen (Vice Dean, Hanoi University of Science and Technology), a leading expert in computer architecture. Aiming to revolutionize industry-specific GPU design and cut design costs by up to 80%.
- **Launched "Alpha Path" (December 2024)**
  - ➢ AI-powered sourcing agent tool utilizing clone matching technology. Currently in PoC with VC and CVCs.
- **Participating in Japan's Generative AI Project "GENIAC"**
  - ➢ Secured grant 790 million yen from METI & NEDO to advance LLM research for labor augmentation.

*AX Products & Trading was renamed to AI Products, and AX Research & Solutions was renamed to AI Solutions in December 2024. There were no changes to business content.
*AX (AI Transformation): An initiative to enhance business processes and models through AI, driving efficiency, productivity, and competitiveness.

Revenue Trends of AX Products & Trading and AX Research & Solutions Segments

4-Year Average CAGR: 85.1%
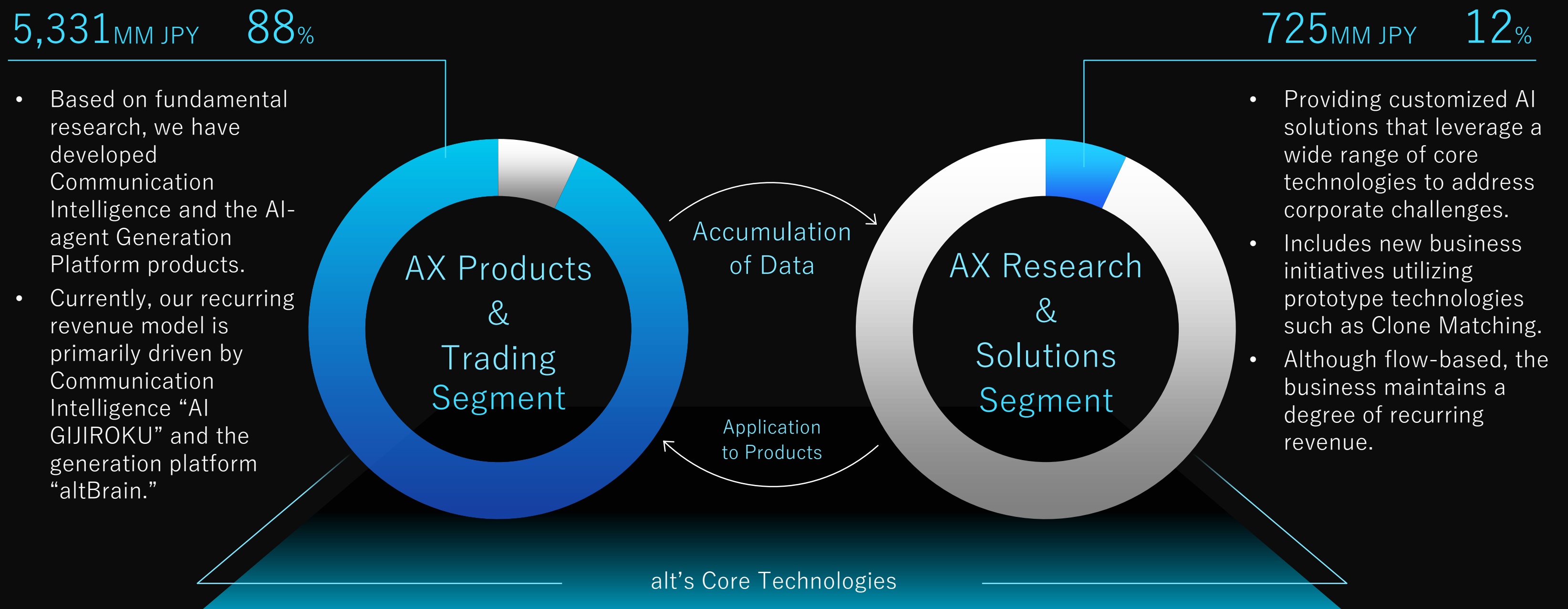
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FY 2024/12 Financial Results

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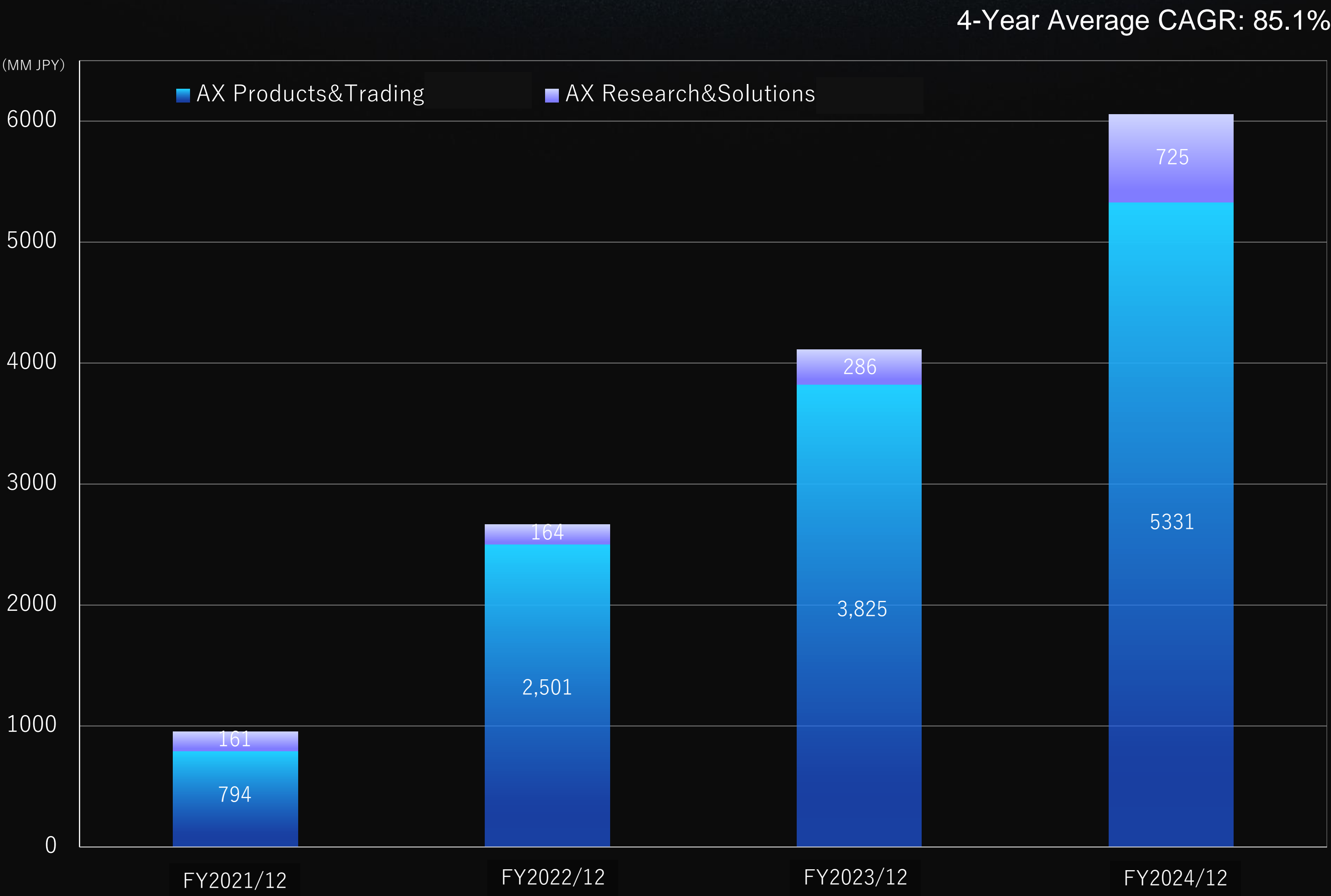
Both AX Products & Trading and AX Research & Solutions exceeded the previous year's performance, with full-year revenue reaching 147.3% YoY. Compared to the initial plan, both businesses also outperformed expectations, achieving 109.23% of the planned full-year revenue. From Q4, the company transitioned to consolidated financial reporting.

（MM JPY)	FY2023/12 Full Year	FY2024/12 Full Year	YoY	Full-Year Performance Forecast	Progress
Revenue	4,111	6,057	147.3%	5,545	109.2%
AX Products & Trading	3,825	5,331	139.4%	5,120	104.1%
AX Research & Solutions	286	725	253.3%	425	170.5%
Costs (COGS + SG&A)	5,597	8,381	149.7%	8,344	100.4%
Operating Profit	△1,485	△2,324*	-	△2,798	-
Recurring Profit	△1,497	△2,413	-	△2,832	-
Net Profit	△1,498	△2,694	-	△2,832	-

* Operating profit of -2,324 million yen includes goodwill amortization of 58 million yen and GENIAC expenses of 154 million yen, totaling 212 million yen.
* Previous year's performance for YoY comparison was calculated on a standalone basis.

alt's Business Model

Driving True AI Transformation (AX) and Digital Transformation (DX) Through Two Business Models.

5,331MM JPY **88**%

- Based on fundamental research, we have developed Communication Intelligence and the AI-agent Generation Platform products.
- Currently, our recurring revenue model is primarily driven by Communication Intelligence "AI GIJIROKU" and the generation platform "altBrain."

725MM JPY **12**%

- Providing customized AI solutions that leverage a wide range of core technologies to address corporate challenges.
- Includes new business initiatives utilizing prototype technologies such as Clone Matching.
- Although flow-based, the business maintains a degree of recurring revenue.

AX Products & Trading Segment

Accumulation of Data

Application to Products

AX Research & Solutions Segment

alt's Core Technologies

※FY2024/12 Actual Revenue is stated

KPIs
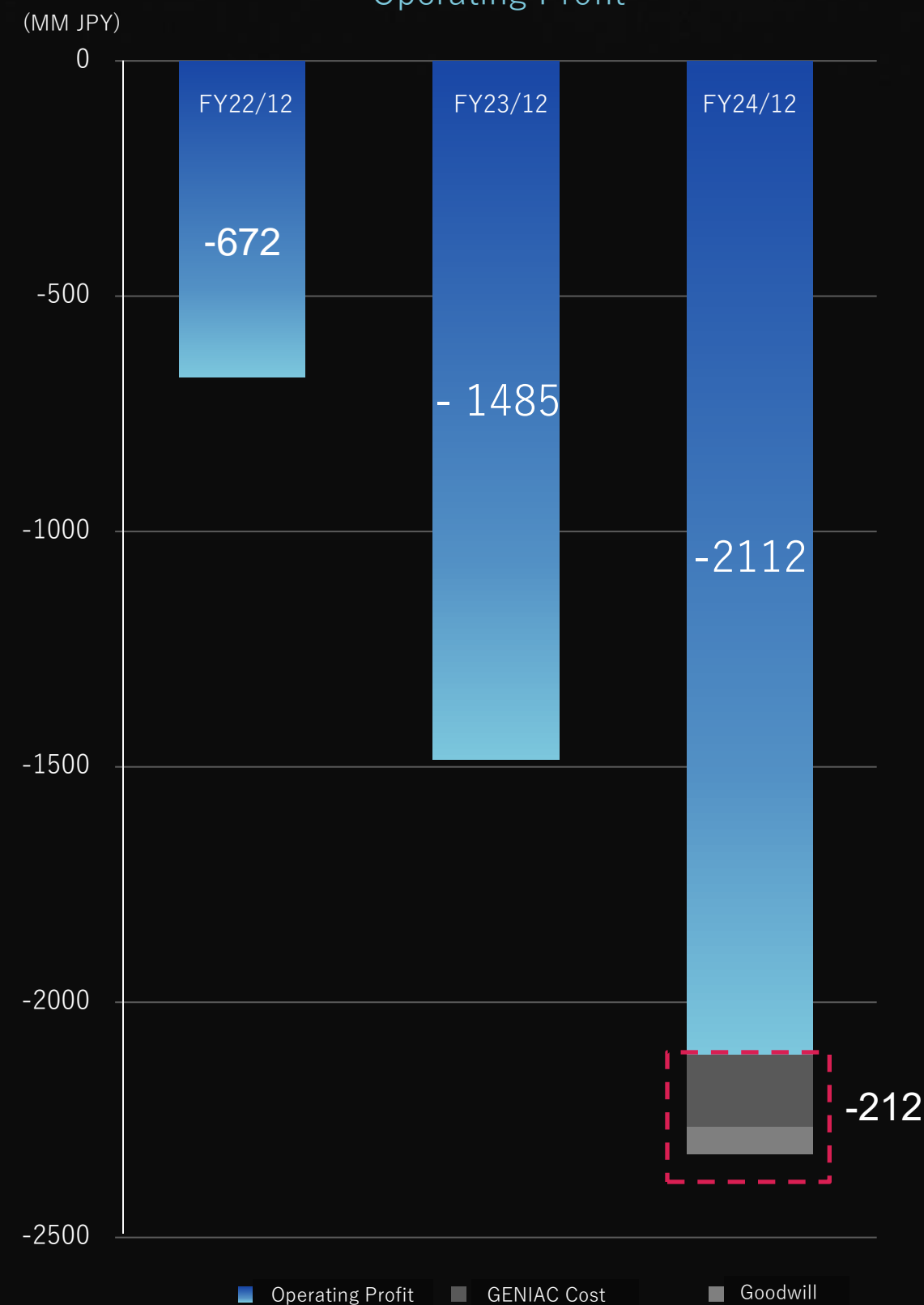
alt's KPIs are as follows. We are achieving high growth based on our unique competitive advantages that have been built up.

### # of Paid Accounts of Communication Intelligence 'AI GIJIROKU'

- FY2022/12: 15,696
- FY2023/12: 23,751
- FY2024/12: 28,699

Operating Profit (MM JPY)

- FY22/12: -672
- FY23/12: -1485
- FY24/12: -2112
- -212

Legend: Operating Profit, GENIAC Cost, Goodwill

LTV/CAC*1

- FY2022/12: 2.39
- FY2023/12: 2.15
- FY2024/12: 2.32
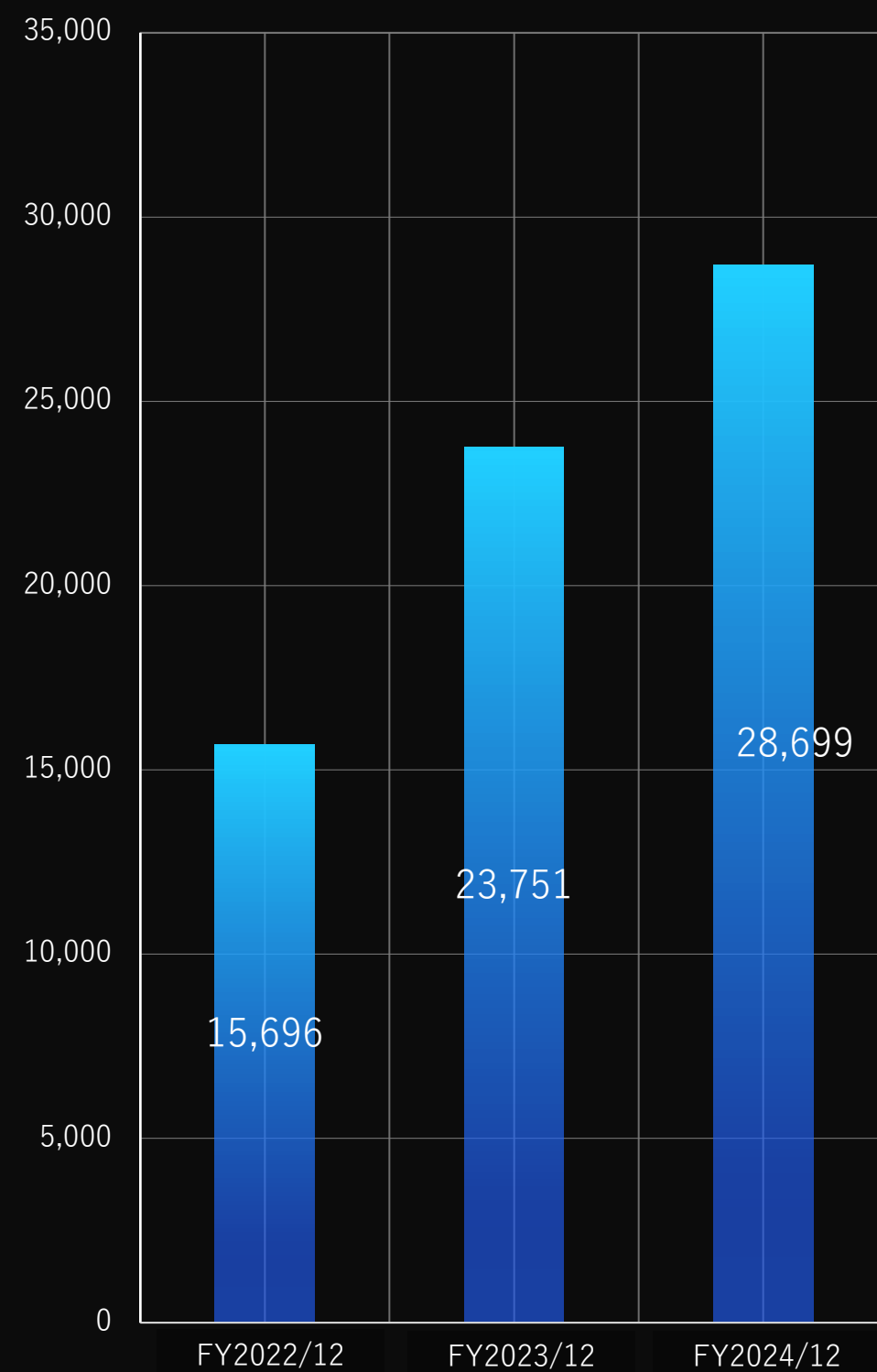
- Key metrics that our company focuses on as components of revenue

- While aiming for high growth, we focus on metrics that consider the level of operating profit after cost investment.
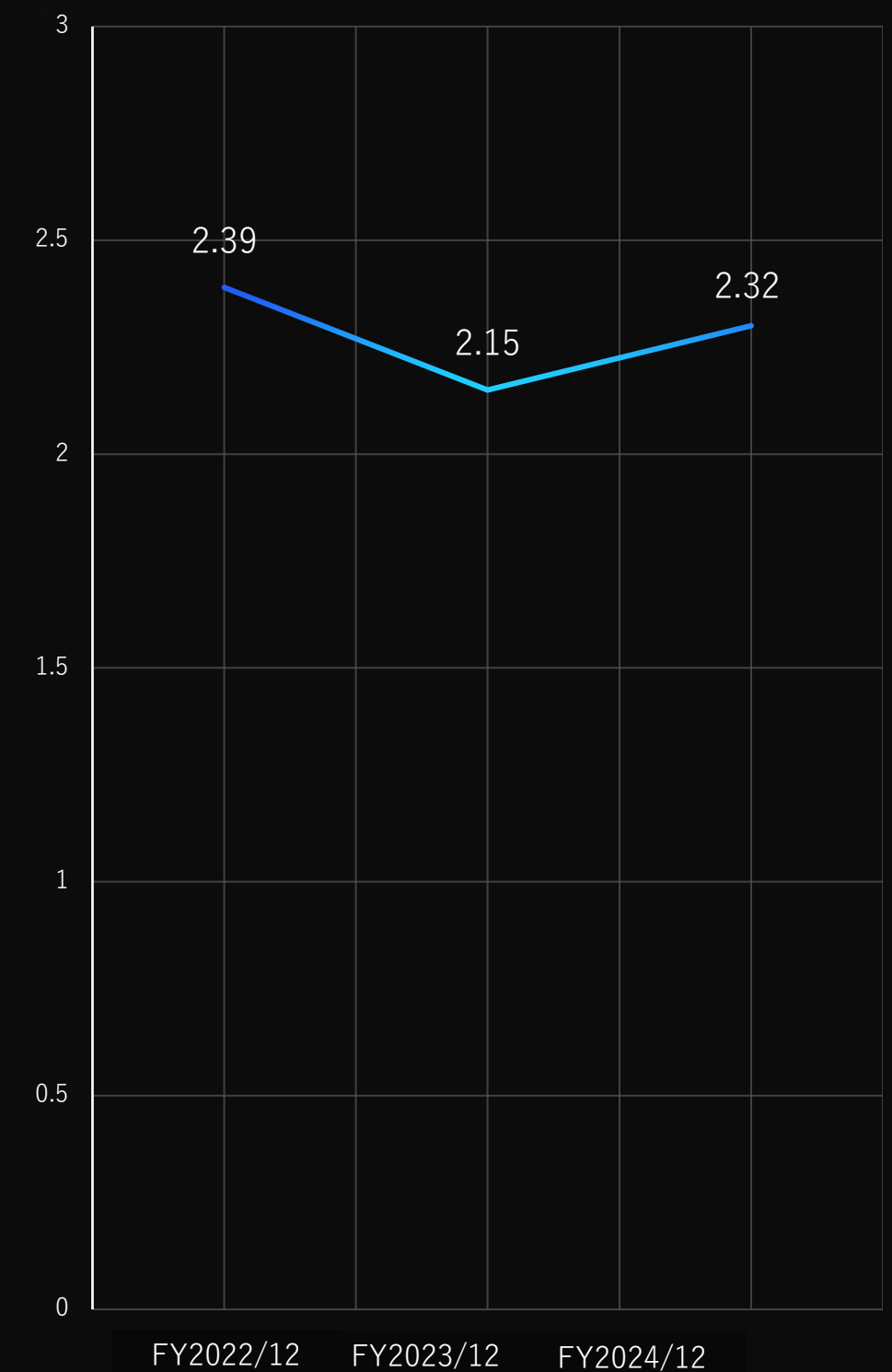
- Metrics to confirm whether the invested costs are appropriately contributing to revenue generation. We aim to control this at a level of 2 to 3 times.

*1 The LTV/CAC of the Team plan for Communication Intelligence AI Products. LTV: The value obtained by dividing the average usage fee for the target month by the cancellation rate for that month. CAC: The advertising and promotion expenses incurred during the target month.

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As a global pioneer in AI Agent use cases,
we implement vertical-specific agents,
driving business creation and customer value
in both Japanese and global markets.

*AI agent: AI that enhances quality of life and work through collaboration between humans and AI, contributing to productivity growth and
value maximization for individuals, businesses, and society as a whole.

Key Metrics

By FY2026, we aim to achieve over 10 billion yen in revenue, profitability, and a Sync rate exceeding 1%.

	FY2025	FY2026	FY2027
Revenue	84	**100+** （Billion JPY）	
Profit	-24	**+** （Billion JPY）	
Market Cap	-	**1000+** （Billion JPY）	
Industries of AI agent	6+	**10+** （Industries）	
Users	-	**1+** （MM ID）	
Sync rate	-	**1+** （%）	

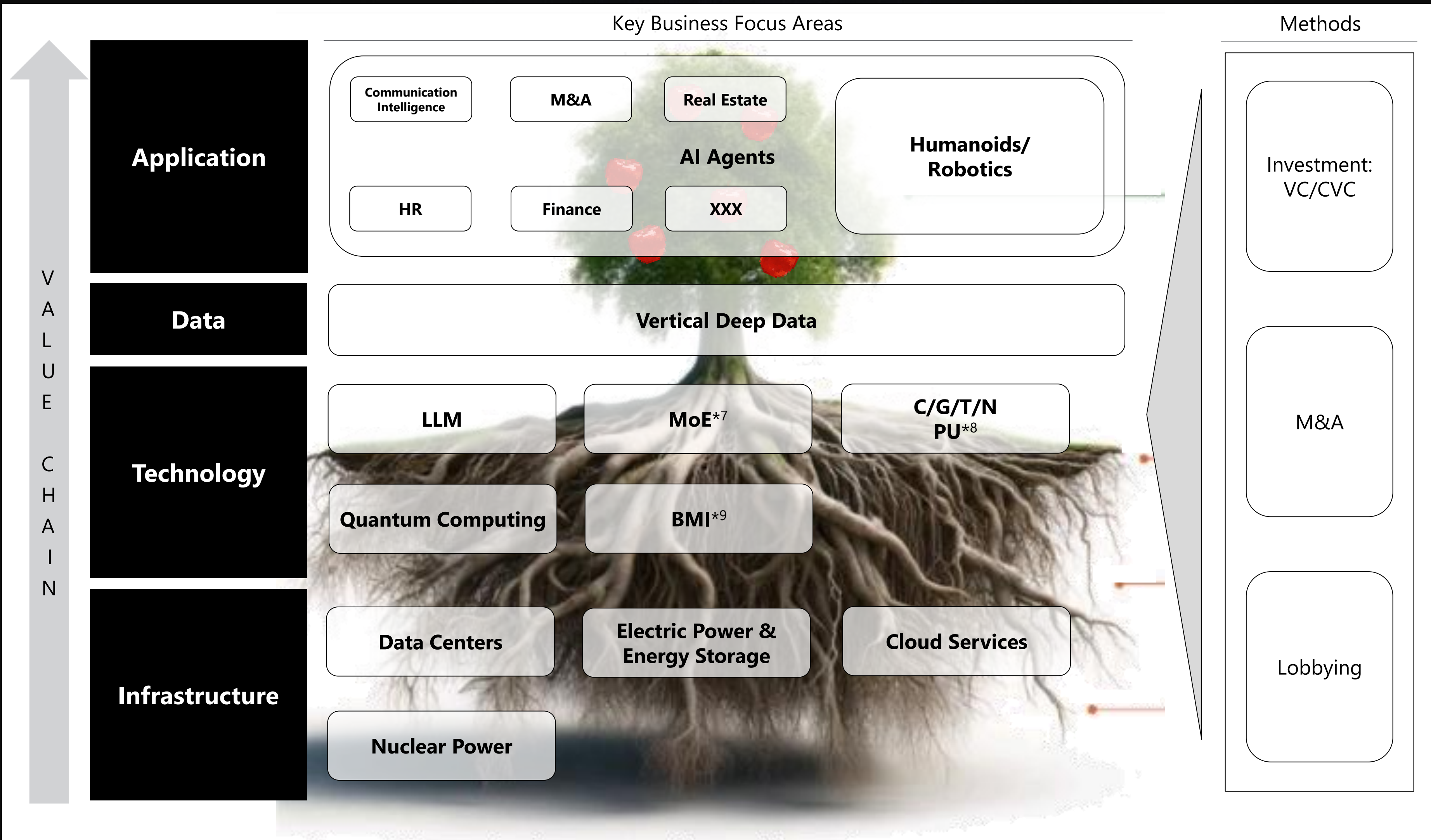# AI Agents Driving Revenue Growth in the Mid-Term Business Plan

Implement AI agent products across high-potential use cases and industries to drive monetization and revenue growth.

	Industry	Value	Products by alt	Market Size
Horizontal Agents	**All**	Collective intelligence AI that visualizes all meetings	Communication Intelligence 「AI GIJIROKU」	26 Trillion yen*1 （In 2030 Global）
		Customizable no-code AI agent	「altBrain」	7 Trillion yen*2 （In 2030 Global）
		Voice Interaction AI Agent	「altTalk」	1.5 Trillion yen*3 （In 2034 Global）

Autonomous AI Agents, etc.

	Industry	Value	Products by alt	Market Size
Vertical Agents	**M&A**	M&A Brokerage Agent	「CloneM&A」	13 Trillion yen*4 （In 2024 Japan）
	HR	Recruitment/Internal HR AI Agent	「CloneHR」	10 Trillion yen*5 （In 2024 Japan）
	Real Estate	Real Estate Brokerage/Property Sourcing AI Agent	「CloneRE」	7 Trillion yen*6 （In 2024 Japan）
	VC	Startup Sourcing AI Agent	「AlphaPath」	—
	Finance	(Tentative) Asset Management AI Agent	—	—
	Education	(Tentative) Personal Tutor AI Agent	—	—
	Healthcare & Nursing Care	(Tentative) Mental Care AI Agent	—	—

E-commerce, Search, Advertisements, etc.

⬜ ： Business Areas that have already been monetized

Key Business Focus Areas in the Mid-Term Business Plan

Focusing on the entire generative AI value chain, we leverage investments, M&As, and lobbying to pursue mid-to-long-term revenue opportunities.

Key Business Focus Areas

Methods

VALUE CHAIN

Application
- Communication Intelligence
- M&A
- Real Estate
- AI Agents
- HR
- Finance
- XXX
- Humanoids/ Robotics

Data
- Vertical Deep Data

Technology
- LLM
- MoE*7
- C/G/T/N PU*8
- Quantum Computing
- BMI*9

Infrastructure
- Data Centers
- Electric Power & Energy Storage
- Cloud Services
- Nuclear Power

Methods
- Investment: VC/CVC
- M&A
- Lobbying

Investment, M&A, and Lobbying Strategy

We invest in key business areas through VC/CVC funding, M&A, and proactive lobbying, collaborating with the government.

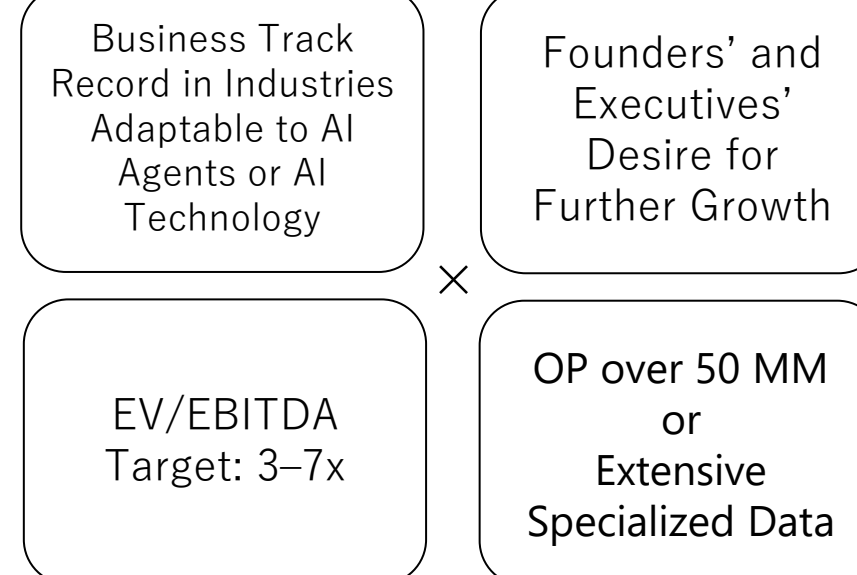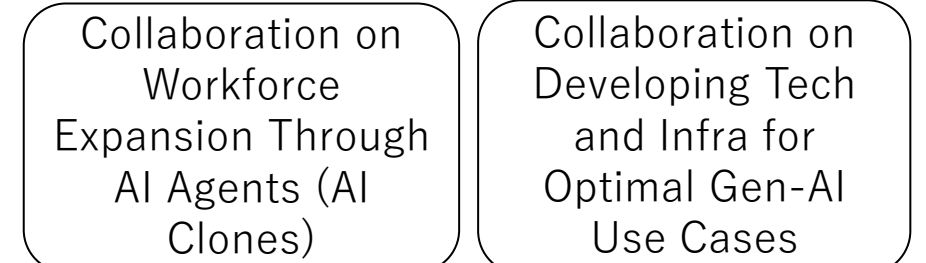|	Investment VC/CVC	M&A	Lobbying
alt's Strategic Business Value	• Investment opportunities in AI startups and core technology/IP holders within the key focus areas. ➢ Leveraging alt's engineers' foresight and expertise to identify next-generation decacorns. • Strengthening collaborations to advance AI agent development and deployment across various industries.	• Creating synergies with industry-specialized companies in key focus areas. ➢ Collaborating with data-rich companies to unlock AI-driven transformation, profitability, and value growth. • Recruiting entrepreneurial and leadership-driven talent.	alt's "One P.A.I." vision and AI Clone Initiative (creating 50 million AI clones by 2030) address Japan's declining workforce challenge. By aligning with key focus areas and securing government support (e.g., GENIAC), alt strengthens its commitment to social issues as a leading domestic AI venture.

Policy & Vision

Investment VC/CVC:

- alt's experts in LLM, NLP, AI, GPU, Web3, blockchain, management, and finance engage in cutting-edge, niche global discussions based on research and industry insights.
- Target List for: Technology Discovery, Talent Acquisition, Data Exploration, Business Development
- Leveraging AI agent monetization success and collaborations with the Singaporean and Japanese governments in generative AI, alt strategically expands its presence across Asia's leading networks.
- Investment, Technology Collaboration, Business Partnerships, Value Enhancement

M&A:

- Business Track Record in Industries Adaptable to AI Agents or AI Technology
- Founders' and Executives' Desire for Further Growth
- EV/EBITDA Target: 3–7x
- OP over 50 MM or Extensive Specialized Data

(Achievements)
- June 2023: Acquired a long-established manual transcription business
- December 2024: Acquired a rising SES/DX consulting firm

Lobbying:

- Collaboration on Workforce Expansion Through AI Agents (AI Clones)
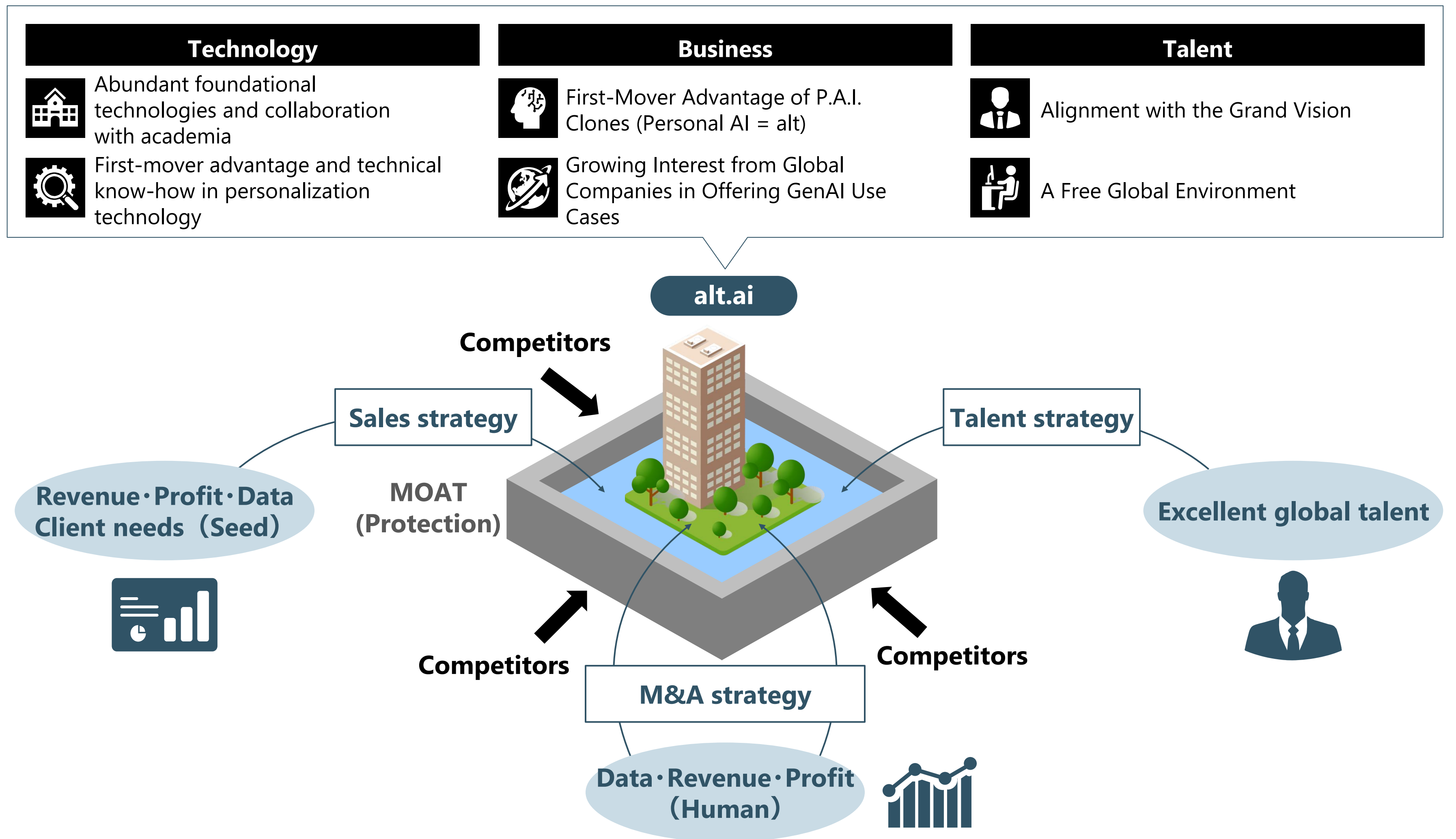- Collaboration on Developing Tech and Infra for Optimal Gen-AI Use Cases

(Achievements)
・October 2024: Selected for GENIAC (Generative AI Accelerator Challenge) Phase 2, led by METI and NEDO.

~Advancing Japanese language processing AI for labor augmentation and Personal AI development~
Secured a 790 million yen GPU computing grant for LLM development and instruction pre-training dataset research.

Strengthening Our Moat Through the Mid-Term Business Plan

By leveraging various strategies (Sales Strategy, Talent Strategy, M&A Strategy), we will continue to maintain our competitive advantage and achieve continuous and discontinuous growth.

Technology	Business	Talent
Abundant foundational technologies and collaboration with academia	First-Mover Advantage of P.A.I. Clones (Personal AI = alt)	Alignment with the Grand Vision
First-mover advantage and technical know-how in personalization technology	Growing Interest from Global Companies in Offering GenAI Use Cases	A Free Global Environment

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Competitors

Sales strategy

Talent strategy

MOAT (Protection)

Revenue・Profit・Data Client needs（Seed）

Excellent global talent

Competitors

Competitors

M&A strategy

Data・Revenue・Profit （Human）

Technology Development Roadmap Aligned with the Mid-Term Business Plan

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Extensive technological development and demonstration experiments to accelerate the evolution of language models and personalized AI.

1. Accelerating Social Implementation of AI through New Systems and Demonstration Experiments
   - Launching a system that provides salary incentives based on the dialogue volume of altBrain and employee Brains.
   - Starting the world's first demonstration experiment for medical × HR using clone matching with M3 Career.

2. Expansion of New Solutions Using LLMs
   - Announcing the LLM-based M&A matching system "CloneM&A."
   - Launching the new-era LLM-based matching system "CloneHR."
   - Presenting the sourcing agent tool "AlphaPath" based on clone matching technology.
   - Releasing the automated operation system "alt Polloq" based on a general-purpose LLM.

3. Innovation in AI Dialogue and Speech Recognition Technologies
   - Improving speaker identification accuracy of AI GIJIROKU to 99.62%.
   - Announcing the ultra-fast speech dialogue system "altTalk" using large-scale language models.
   - Developing an automatic evaluation engine for LLM hallucinations.

4. Strengthening AI Operational Environments
   - Announcing the new service "EMETH GPU POOL" to make GPU computing resources accessible to everyone.
   - Releasing altSync.
   - Achieving the world's highest accuracy and inference speed for a lightweight LLM with LHTM-OPT2 and Japanese RAG (retrieval-augmented generation).
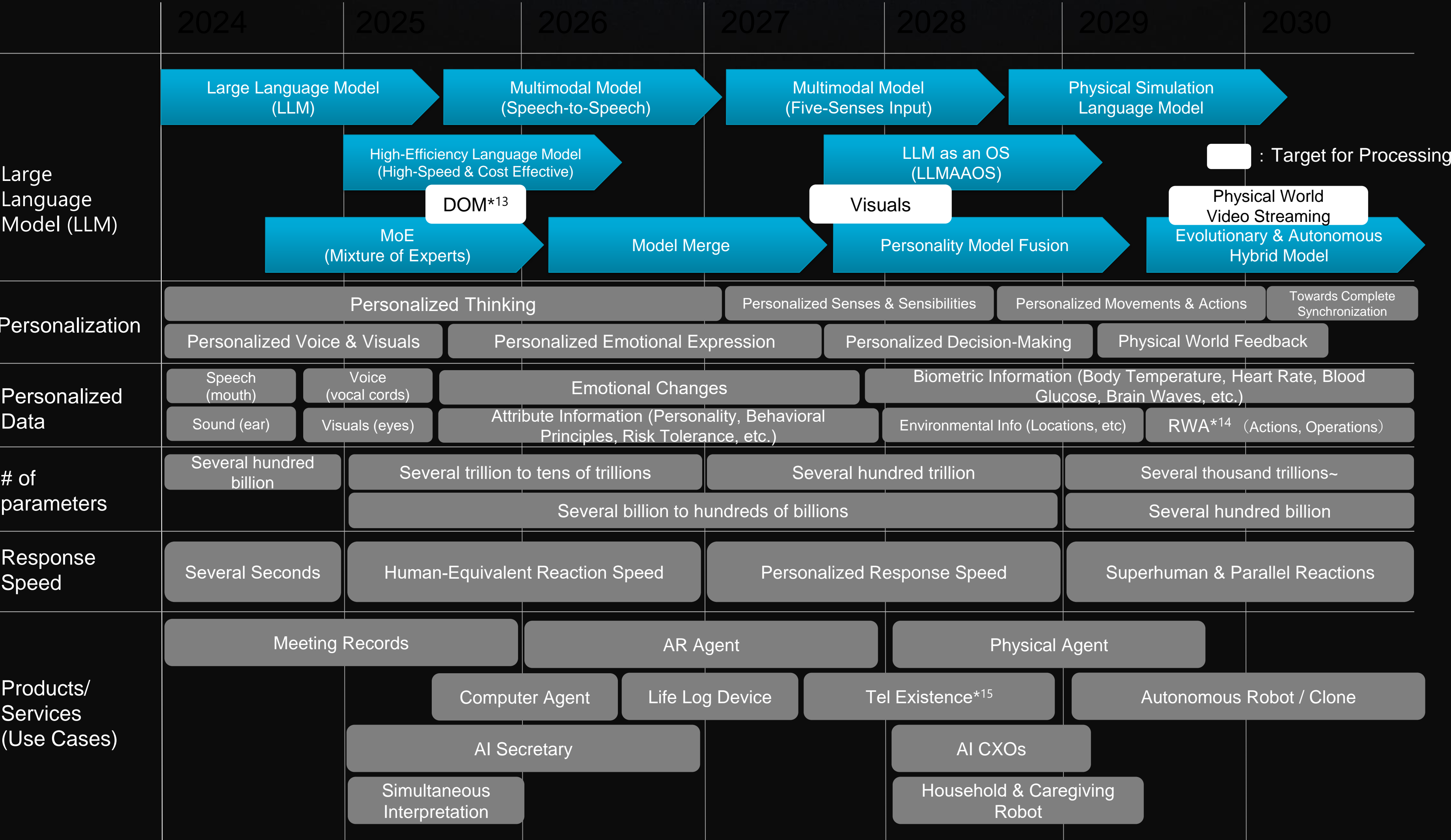
5. Participation in the Japanese Government's AI Project
   - Selected for the domestic AI development strengthening project "**GENIAC**" by the Ministry of Economy, Trade and Industry and NEDO.

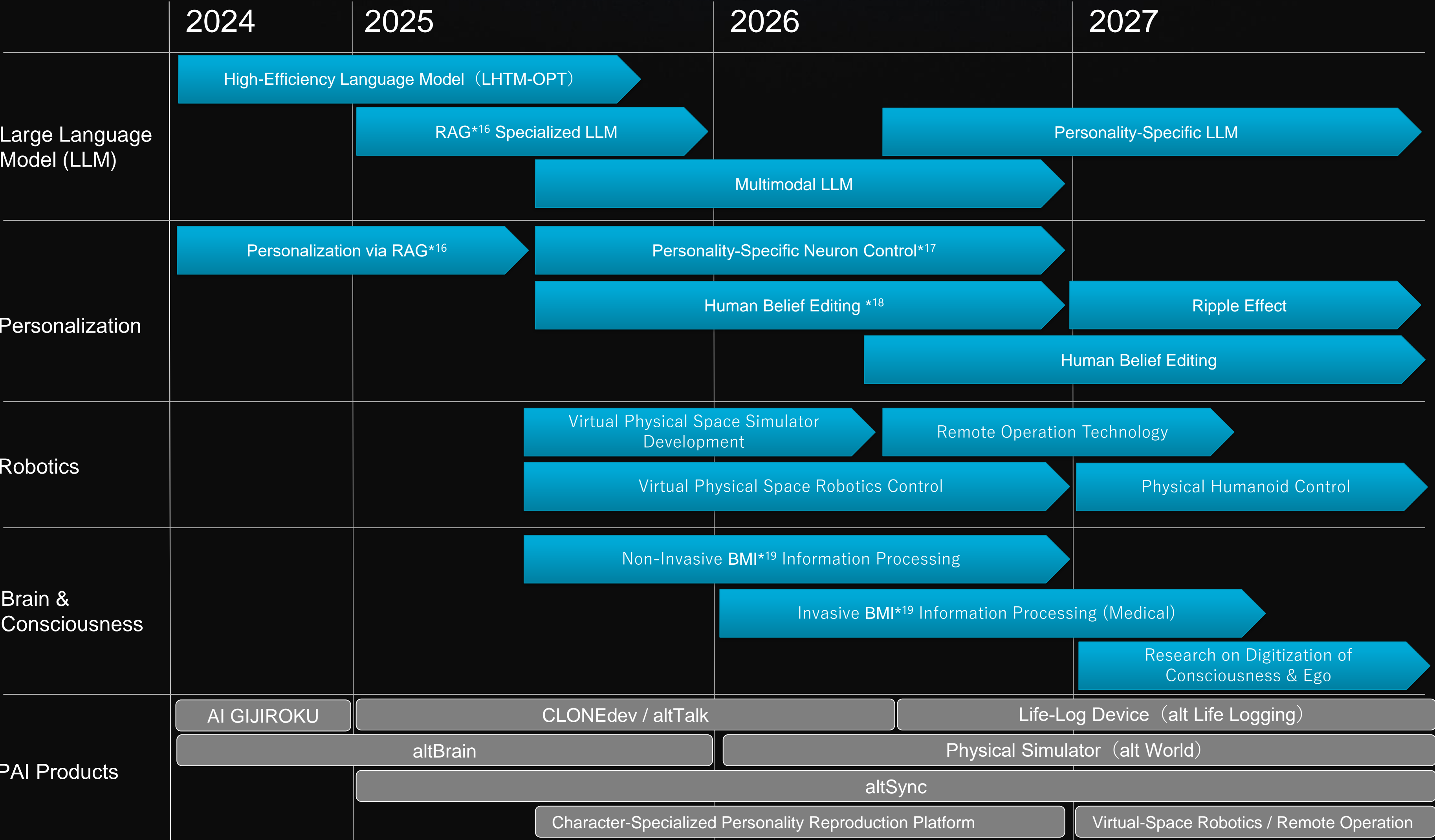# Roadmap and Milestones for P.A.I.

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Beyond LLMs, we are aiming for advanced AI, integrating human senses and characteristics.

	2024	2025	2026	2027	2028	2029	2030

Large Language Model (LLM)

Large Language Model (LLM) → Multimodal Model (Speech-to-Speech) → Multimodal Model (Five-Senses Input) → Physical Simulation Language Model →

High-Efficiency Language Model (High-Speed & Cost Effective) →

LLM as an OS (LLMAAOS) →

: Target for Processing

DOM*13

Visuals

Physical World Video Streaming

MoE (Mixture of Experts) → Model Merge → Personality Model Fusion → Evolutionary & Autonomous Hybrid Model →

Personalization

| Personalized Thinking | Personalized Senses & Sensibilities | Personalized Movements & Actions | Towards Complete Synchronization |

| Personalized Voice & Visuals | Personalized Emotional Expression | Personalized Decision-Making | Physical World Feedback |

Personalized Data

| Speech (mouth) | Voice (vocal cords) | Emotional Changes | Biometric Information (Body Temperature, Heart Rate, Blood Glucose, Brain Waves, etc.) |

| Sound (ear) | Visuals (eyes) | Attribute Information (Personality, Behavioral Principles, Risk Tolerance, etc.) | Environmental Info (Locations, etc) | RWA*14 （Actions, Operations） |

# of parameters

| Several hundred billion | Several trillion to tens of trillions | Several hundred trillion | Several thousand trillions~ |

| Several billion to hundreds of billions | Several hundred billion |

Response Speed

| Several Seconds | Human-Equivalent Reaction Speed | Personalized Response Speed | Superhuman & Parallel Reactions |

Products/ Services (Use Cases)

| Meeting Records | AR Agent | Physical Agent |

| Computer Agent | Life Log Device | Tel Existence*15 | Autonomous Robot / Clone |

| AI Secretary | AI CXOs |

| Simultaneous Interpretation | Household & Caregiving Robot |

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Mid-Term Technology Roadmap

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Our strategy focused on addressing the fundamental limits of Personal AI, integrating both software and hardware perspectives.

	2024	2025	2026	2027

Large Language Model (LLM)
- High-Efficiency Language Model（LHTM-OPT）
- RAG*16 Specialized LLM
- Personality-Specific LLM
- Multimodal LLM

Personalization
- Personalization via RAG*16
- Personality-Specific Neuron Control*17
- Human Belief Editing *18
- Ripple Effect
- Human Belief Editing

Robotics
- Virtual Physical Space Simulator Development
- Remote Operation Technology
- Virtual Physical Space Robotics Control
- Physical Humanoid Control

Brain & Consciousness
- Non-Invasive BMI*19 Information Processing
- Invasive BMI*19 Information Processing（Medical）
- Research on Digitization of Consciousness & Ego

PAI Products
- AI GIJIROKU
- CLONEdev / altTalk
- Life-Log Device（alt Life Logging）
- altBrain
- Physical Simulator（alt World）
- altSync
- Character-Specialized Personality Reproduction Platform
- Virtual-Space Robotics / Remote Operation

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Sync rate

Revenue across business units remains balanced, while technology development focuses on advancing sync rate through fundamental and applied research.

Sync rate = A metric indicating what percentage of a person can be reproduced as P.A.I. using life log data collected from that individual.
Thus, it is essential to meet the following conditions:

With no data, sync rate is 0 (0%)
Providing personal data increases the sync rate, reaching a maximum of 1 (100%).
The efficiency of the increase varies depending on the data format.
The rarer the data, the more it contributes to the increase.

These conditions can be formulated as the following equations.

$$\sum_{i=1}^{n}\sum_{j=1}^{m_i} d_i\big(f_i(x_{ij}),\ f_i'(x_{ij})\big) \times w_i \times u(x_{ij}, f_i(x_{ij}))$$

f_n : Personal Response Model (i represents the model type, i=1～n)

f_i' : PAI's Response Model (i represents the model type, i=1～n)

x_{ij} · Evaluation Input Data (i=1～n, j=1～m_i)

d_i : Response Similarity (Distance) Evaluation Function for Model i (i=1～n)

w_i: Model Type Weighting (i=1～n)

n :   Number of Model Types

m_i : Number of Evaluation Data Points in Model i (i=1～n)

$u(x, f(x))$ The degree of deviation of the response $f(x)$ to data x from the general response (0 ～ 1)

The sync rate represents the percentage of a specific individual that can be replicated as P.A.I. using collected life log data. The calculation logic and formulas may be updated through future research on computing methods and techniques.

*1: Source ：AI Meeting Assistant Market Size, Share, Scope, Trends and Forecast to 2030

*2: Source ：AI Agents Market Size, Share and Global Forecast to 2030 | MarketsandMarkets

*3: Source ：Call Center AI Market Size & Share, Growth Trends 2025-2034

*4: Source ：Potential demand for business succession M&A exceeds 13 trillion yen, continuing to grow until 2035 - Nikkei Newspaper

*5: Source ：Survey on the human resources business market conducted (2024)|Yano Research Institute, a market research and marketing company

*6: Source ：Real estate investment market trends (first half of 2024) – Foreign capital acquisitions decline, but overall levels remain high

*7: MoE ：A system that divides an AI model into multiple "expert models," where the appropriate expert model makes decisions based on the input.

*8: C/G/T/N PU ：CPUs are chips designed for general computing tasks, while G/T/N PUs are specialized chips optimized to accelerate AI computations.

*9: Quantum computing ：A technology that utilizes the properties of quantum mechanics to perform massive computations in parallel.

*10: BMI ：A technology that directly connects the human brain and computers. By analyzing brain waves and neural signals with AI, it is expected
      to be used for assistive support for individuals with disabilities and as a means of communication.

*11: NLP ：A technology that enables AI to understand human language (text and speech) and perform translation, summarization, and dialogue.

*12: Instruction pre-training ：A technology that enables AI to learn from large amounts of data in advance and generate appropriate responses based
      on given instructions.

*13: DOM ：A technology that allows AI to understand, analyze, and manipulate the structure of web pages.

*14: RWA ：A concept that digitizes real-world assets such as real estate, precious metals, and stocks using blockchain technology, making them
      tradeable as tokens.

*15: Tel existence ：A technology that enables individuals in remote locations to work and communicate as if they were physically present by utilizing
      robots and VR technology.

*16: RAG ：A technology that allows individuals in remote locations to perform tasks and communicate as if they were physically present using
      robots and VR technology.

*17: Personality-specific neuron control ：A technology that enables AI to generate responses that reflect individual "personality" and "character traits."

*18: Knowledge-Editing ：Knowledge editing enables efficient updates to specific knowledge in LLMs without retraining, with fewer side effects than SFT
      and support for sequential editing, making it a highly promising technology for fields where dynamic knowledge is critical,
      such as persona recreation, healthcare, and legal applications.

*19: Non-invasive/invasive BMI：Within BMI, those that can be used without surgery and those that require surgery.

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Company Overview

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## Basic Info

Company Name	alt Inc.
Establishment	Nov. 2014
Representative	Kazutaka Yonekura
Capital	2,298 MM Yen (as of November 2024)
Head Office	Shin-Roppongi Building, 7-15-7 Roppongi, Minato-ku, Tokyo (SENQ Roppongi 402)
Locations	Japan, USA
Number of Employees	150 employees (including contractors・Consolidated 207 employees) 23 full-time employees・Consolidated 75 employees As of December 31st, 2024
Business Description	Research and development of P.A.I. (Personal Artificial Intelligence), along with the development of AI Products and AI Solutions businesses that leverage the elemental technologies and Foundation Models emerging from this process.
Group Companies	alt RE Capital Inc. Wasabi Co., Ltd. Green & Digital Partners Co, Ltd.

Our Global Network

We operate under a global full-remote system, so we have engineers all around the world.

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Used as an office for business negotiations with global companies

▲ Engineer resources
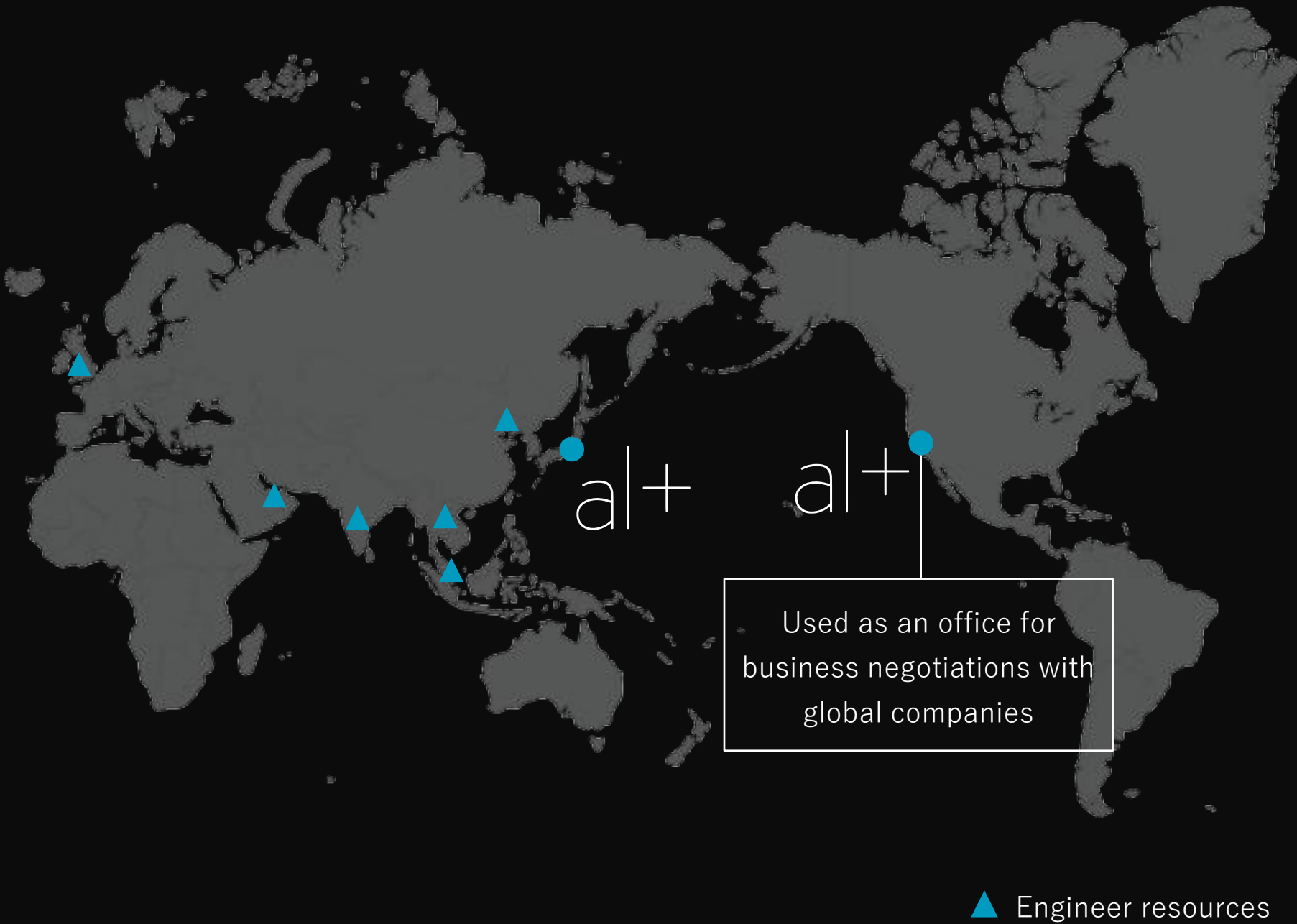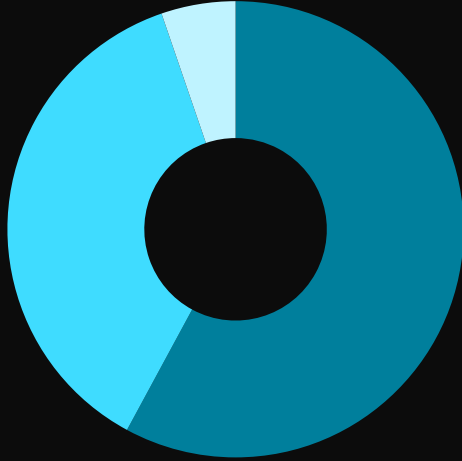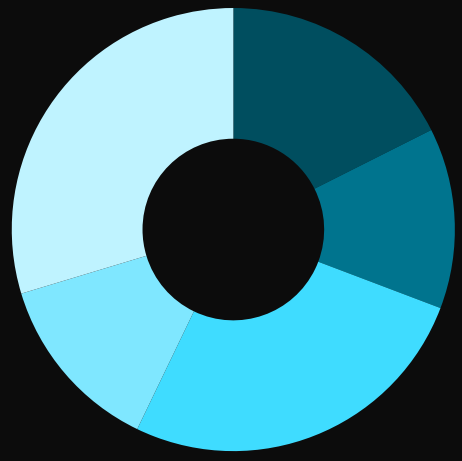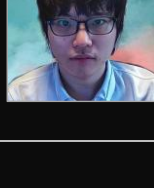
Our Progress So Far

Through continuous research and development since alt's founding, technology has been accumulated. Since 2021, the communication intelligence software "AI GIJIROKU" has significantly contributed to alt's revenue as a product.

Growth & Expansion Phase

Basic Research & Applied Research | **Basic Research, Applied Research, Product Development, and Monetization**

Technology

11/2014
Company Founded

11/2014
Personal Artificial Intelligence trademark registered

2015~
• General AI
• Natural Language Processing
• Machine Learning
• Initiated academic collaborations and joint research projects on voice clone generation

07/2017
Succeeded in speech synthesis using only voice data.

08/2018
Acquired a patent for the personal dialogue engine, which is the core of P.A.I.

01/2020 `AI Products`
Began offering Communication Intelligence software "AI GIJIROKU"

10/2020
Acquired a patent for a "new individual authentication method using word combinations"

10/2020
Acquired a patent for an "artificial intelligence system that supports communication"

04/2021
Acquired a patent for a "device and program that provide multiple video data showing the movement of an object"

07/2021 `AI Solutions`
Started Offering "AI Call Center"

09/2021
Started offering alt's proprietary LLM "LHTM"

02/2023
Developed the large-scale LLM "LHTM-2"

05/2023 `AI Solutions`
Started offering the personality generation platform "CLONEdev"

09/2023 `AI Solutions`
Started offering the no-code generation AI platform "altBrain"

03/2024 `AI Solutions`
Released GPU computing resource provider "EMETH GPU POOL"

03/2024 `AI Solutions`
Released LLM-based M&A matching system "CloneM&A"

11/2024 `AI Solutions`
Released LLM-based ultra-fast voice dialogue AI system "altTalk"

Fund Raise

From 2016
• Series A with JAFCO as the lead investor (Approximately 610 million yen).

From 2017
• Raised Series B from INTAGE Open Innovation Fund and others, approximately 590 million yen.

From 2019
• Raised Series C from SBI Investment, approximately 1.3 billion yen.

From 2022
• Raised Series D with Vertex as the lead investor, approximately 4 billion yen.

FY2014/12 | FY2015/12 | FY2016/12 | FY2017/12 | FY2018/12 | FY2019/12 | FY2020/12 | FY2021/12 | FY2022/12 | FY2023/12 | FY2024/12

60 · 50 · 40 · 30 · 20 · 10 · 0

Annual Sales（Billion Yen）

■ AI AI Products   ■ AI Solutions

Experienced Management Team and Academia with High Expertise

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Composed of a management team of professionals in each specialized field and an academia team with high expertise

Core Members

Kazutaka Yonekura
Founder/CEO
- Management
- Creation Expert

Serial entrepreneur

MEDIA DO

Yusuke Hioki
CFO/Director
- Management
- Finance/BizDev Expert

Morgan Stanley

Kyoto Univ.
Master of Applied Science

Yoshikazu Nishimura
CTO
- Architecture
- Web3 Expert

ORACLE

Ethereum

Fumiya Hosaka
CRO
- Management
- Sales Expert

New Relic

STANDARD

Junki Komura
AI DX Consultant Partner
- Consulting
- BizDev/AI Expert

Deloitte

NRI

Tomoko Ueda
AI Lead Engineer
- Engineering
- AI Expert

CyberAgent

Applied Science

Nguyen Tuan Duc
AI Lead Engineer
- Engineering
- AI/LLM Expert

Tokyo Univ.

Computer Science & Engineering

Ayumu Yoshimura
Product Dev Head
- Product Dev
- Engineering

Tokyo Univ.

Math & Physics

Academia

Kentaro Inui
Head of AI
- AI Expert
- LLM Expert

Tohoku Univ.

RIKEN AIP.

Danushka Bollegala
CSO
- Researcher
- AI Expert

Univ. of Liverpool

Tokyo Univ.

Hitoshi Matsubara
Technical Advisor
- Researcher
- AI Expert

Tokyo Univ.

Former President Japanese Society for AI

Koichi Hashida
Technical Advisor
- Researcher
- AI Expert

Tokyo Univ.

Institute of Physical and Chemical Research

Key Metrics

Domestic (Outside Tokyo) and Overseas Ratio

- TKY
- Japan (outside Tokyo)
- Abroad

Outsourcing Ratio (Operational Status as of June 2024)

- More than 140 hours
- 100 to 140 hours
- 60 to 100 hours
- 40 to 60 hours
- Less than 40 hours

Our Philosophy

Vision

Enhancing the value of freedom
with technology

Spreading P.A.I. technology worldwide

Mission

From Labor to Opera
Realizing a world where labor is eliminated

and we can focus solely on creative work

Making our existence eternal

Values

Be ultra-creative

Be fearless

Maximize your value

P.A.I.（Personal Artificial Intelligence）

What is P.A.I. (Personal Artificial Intelligence) :

The only AI that represents "I" in the first-person view.
An AI designed to digitize our own will, deploy it on the cloud, and have its clone handle all digital tasks on our behalf.

Personal Agent Ideas

We believe that AI can serve as a crucial tool to enhance and optimize human life, leveraging technology to achieve the goal of liberating people from unproductive labor. This concept has the potential to replace many existing business scenarios.

Furthermore, by replacing an estimated 12 trillion-yen*1 worth of unproductive labor in business environments, we aim to create a world where people can fully dedicate themselves to truly meaningful and artistic pursuits.

*1 The 12 trillion-yen estimate is calculated by multiplying the following factors: (36 million workers × 240 hours × 1,400 yen per hour)
・Number of white-collar workers in Japan: Approx. 36 million
　(Source: Ministry of Internal Affairs and Communications, 2022 Labor Force Survey Annual Report—Total employment in managerial, professional/technical, clerical, and sales occupations: 36.28 million)
・Annual hours spent on unproductive tasks: 240 hours (Assumes 1 hour per workday across 240 business days)
　Estimated Service Unit Price (70% of the Average Full-Time Employee Hourly Wage): ¥1,400
　(Source: 2020 White Paper on Labour and Welfare. The average hourly wage of full-time employees in 2019 was ¥1,976. To promote widespread adoption and provide cost-saving benefits for businesses, a pricing assumption of 70% was applied.)

The Decentralized and Personalized P.A.I. Platform and alt's Development Philosophy
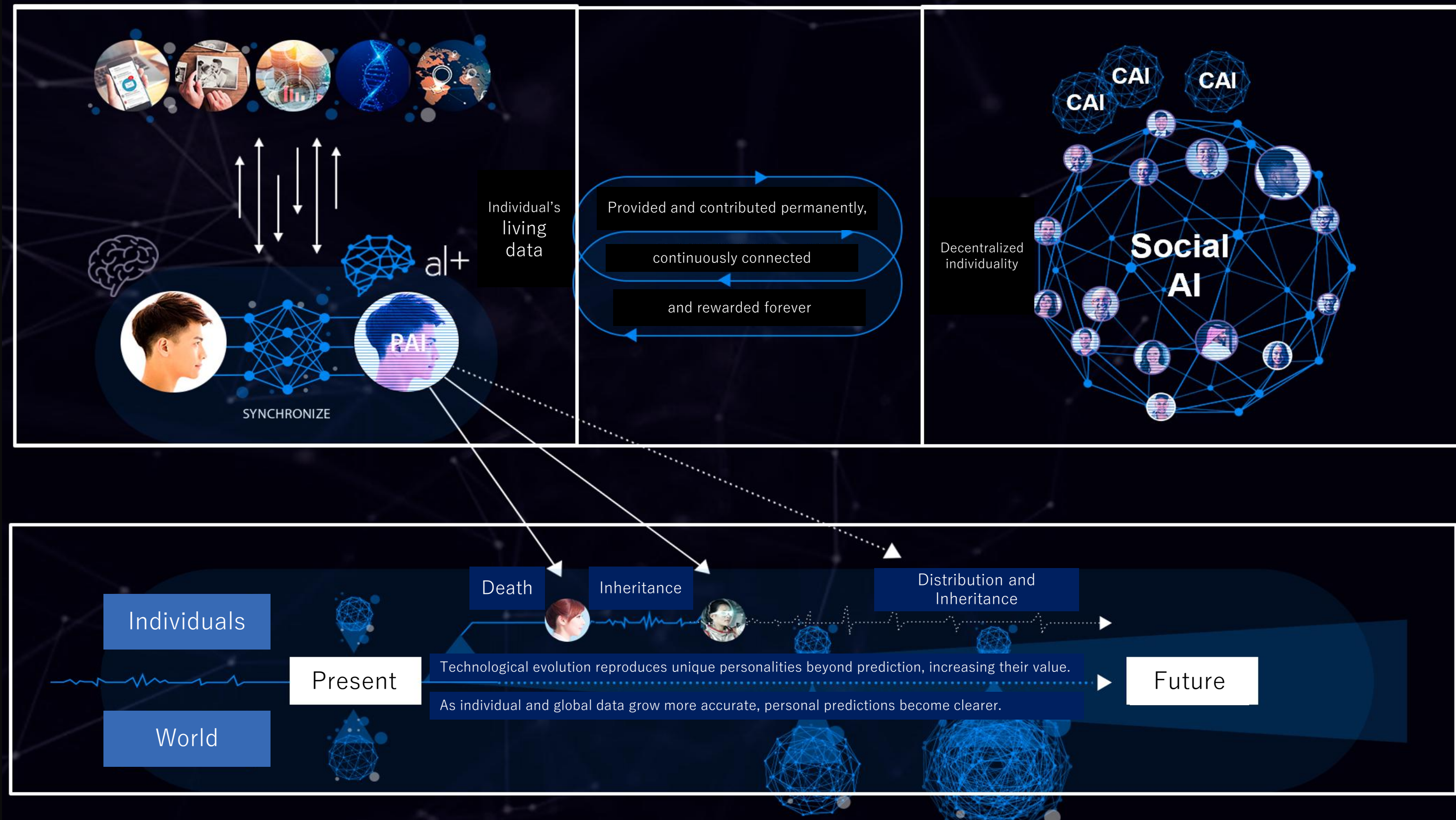
- At alt, we accumulate all kinds of life log data and generate P.A.I. (Personal Artificial Intelligence) that reproduces an individual in the digital realm through a massive neural network capable of creating artificial consciousness.
- By aligning life log data, which can be continuously obtained from devices such as smartphones and various IoT devices, with the output of P.A.I. generation, we synchronize AI inferences with the individual's consciousness in real time. In this way, the user will have a digital counterpart of themselves.
- alt will organize a Social AI that represents society as a whole by networking a collection of P.A.I.s created for each individual. Since P.A.I. is a digital reproduction of an individual, it can naturally transcend the physical limits of humans, contributing to the Social AI 24/7, and even after death, for eternity.
- The truly democratic Social AI will evaluate contributions from each P.A.I. and continue to provide rewards to the owners, us, the individuals. The rewards, which can be received eternally, can be inherited by descendants even if the P.A.I. owner passes away. This design is also incorporated into alt's important project, STACK.
- In modern times, data ownership rights are becoming increasingly diluted. The importance of this philosophy is to properly manage data, return ownership to individuals, and create an environment where it can be used more broadly and safely.

Social Transformation and Personal Life Experience Evolution alt Aims to Achieve

Social Transformation

- Digitalization and Reuse of Time and Effort
  - ➤ alt converts wasted time and effort into data, making it restorable and reusable. This system ensures that time and effort are effectively utilized in the future, preventing unnecessary waste.

- The End of Exploitation Through Technology
  - ➤ We strive for a society where people's value is not exploited, using technology to create a fair and sustainable world. This enables everyone to pursue their own values and aspirations.

- Protest Against Omniscient and Omnipotent Technology
  - ➤ We remain cautious about the societal impact of omnipotent AI, striving to create truly democratic technology. This ensures a society where individual thought and values are respected.

- Addressing Social Issues
  - ➤ Leveraging the power of technology, we tackle global challenges such as poverty, hunger, and environmental issues. alt provides innovative solutions to confront these problems.

The Transformation of Individual Life Perception

- Pursuit of Knowledge and Self-Realization
  - ➤ Inspired by the ancient Greek philosopher Socrates' maxim, "γνῶθι σεαυτόν" (know thyself), alt encourages a love for knowledge and exploration. We strive to create an environment where individuals can pursue joy and self-actualization.

- Efficient Use of Time and Effort
  - ➤ alt collects and digitizes people's time and effort, making them restorable and reusable. This allows individuals to focus on meaningful activities, enhancing their sense of fulfillment and purpose.

- Enhancement of the Ability to Coexist with Technology
  - ➤ Through the human enhancement technology P.A.I.®, individual capabilities are improved. By coexisting with technology, we will achieve a leap in evolution beyond that of past humanity and strengthen our ability to pursue happiness.

- Respecting and Realizing Individual Values
  - ➤ alt provides an environment where people can pursue their own values and live their lives to the fullest. This creates a society where each individual's way of life is respected, and their personal values are realized.

alt's mission is to transform society and individual lives through technology. We aim to eliminate waste, create a fair and sustainable society, and support individuals in pursuing their knowledge and self-realization, providing an environment where everyone can follow their values.

Appendix

Supplementary Financial Data

|	FY2022/12				FY2023/12				FY2024/12				
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	**4Q**	YoY
Revenue	603	580	667	1,047	885	961	1,077	1,187	1,334	1,509	1,580	1,633	+37.5%
Operating Profit	-101	-138	-326	-105	-318	-394	-325	-447	-531	-579	-402	-754	-
AX Products&Trading Sales	536	569	654	972	821	920	1,000	1,083	1,195	1,306	1,386	1,442	+33.1%
AX Research&Solutions Sales	67	11	13	74	64	41	77	104	139	203	194	191	+83.6%

Sales Strategy

We aim to efficiently provide products and solutions through both in-house efforts and partners.

Strategy Overview

A

Sales partners with established networks will be recruited to expand alt AI products. alt will allocate advertising funds for AI GIJIROKU and handle lead generation, while partners will focus on product promotion and sales execution. This will allow alt to leverage existing resources while maximizing outreach.

B

The organization is already in place, with a focus on approaching CxOs and upper management of clients. Established in 2024, it has been successfully increasing unit prices through the creation of loyal customers. In the future, the team will collaborate with the AI Solutions business to support large-scale product deployments, such as customization needs for AI GIJIROKU, to assist in corporate AI/DX transformation.
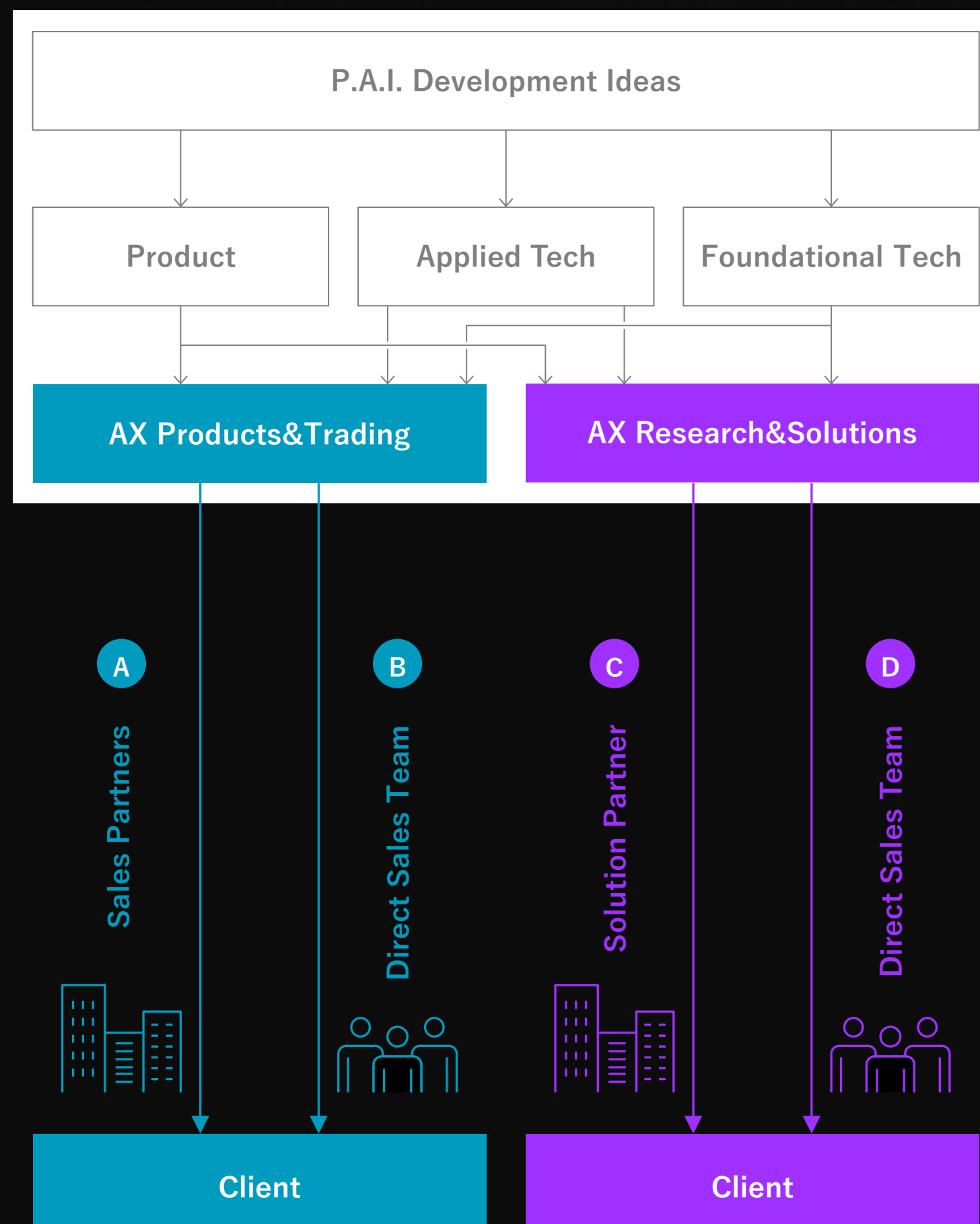
Solution Partner

C

There are currently a certain number of partners. Moving forward, they will continue to understand foundational and applied technologies while collaborating with the alt's AI Solutions team. By leveraging their own sales networks, they will promote the offering of alt's technology.

D

The team is responsible for AI adoption, efficiency strategy design, custom development, and customization. Currently, the team is divided into contract development, consulting, Co-lab, and CloneM&A units. They understand alt's core technologies and work to solve customer challenges while promoting collaboration with alt's vision.

P.A.I. Development Ideas

| Product | Applied Tech | Foundational Tech |

AX Products&Trading — **AX Research&Solutions**

A: Sales Partners
B: Direct Sales Team
C: Solution Partner
D: Direct Sales Team

Client — Client

al+