COMTURE CORPORATION
Financial Results Briefing Session for 1Q of the Fiscal Year Ending March 31, 2027 (Held on August 17, 2026)
Key Questions and Answers

Some sections of these questions and answers have been revised to make this information easier to understand.

Q: By how much will depreciation decrease as a result of the impairment loss?

A: Depreciation is expected to decrease by approximately 300 million yen in the fiscal year ending March 31, 2027.

Q: Historically, I understand that COMTURE has secured most of its projects through major vendors. However, as you promote FDE and cross-selling, I believe strengthening your own sales capabilities will become increasingly important. What sales-related challenges do you currently face?
*FDE: Forward deployed engineers work with customers to assist with the creation of solutions that utilize AI and SaaS.

A: We are reviewing our current business structure, in which existing customers account for approximately 90% of our business. Going forward, we will focus on both deepening relationships with existing customers and acquiring new customers.

For existing customers, we have established a new cross-functional sales organization to complement our existing technology-based organizational structure. Through this organization, we are promoting cross-selling to more than 100 key customers while expanding our proposals to a broader range of end users.

To acquire new customers, we are working to broaden our customer base through alliances with ITOCHU Group companies and collaboration with other companies. We are also expanding our portfolio of competitive services and solutions as another approach. Through our recently announced alliance with Krugle Inc., we aim to attract new customers, particularly in the manufacturing sector, by addressing the black-box nature of legacy systems such as COBOL and making tacit knowledge visible and usable.

We intend to continue incorporating competitive services through business and capital alliances, thereby acquiring new customers and expanding cross-selling to existing customers.

Q: Of the 53 billion yen net sales target for the fiscal year ending March 31, 2029, how much do you expect AI-related services to account for?

A: We expect AI capabilities to become standard features of individual SaaS offerings, while AI will also be increasingly applied to the data platforms and business processes that integrate these offerings. As AI is likely to become an integral part of virtually every area of our business, it is difficult at this stage to clearly define what constitutes an AI-related service. Nevertheless, by the fiscal year ending March 31, 2029, AI-enabled proposals and services could account for more than half of net sales—and potentially over 80%, depending on how rapidly the use of AI progresses.

Q: You mentioned that AI-driven development has been partially introduced. How much did COMTURE incur in LLM usage fees in the first quarter?
*LLM usage fees: Cloud service fees incurred based on the usage volume of generative AI services.

A: AI-driven development is currently being introduced in only a limited number of projects, and we have not incurred LLM usage fees at a level that would have a material impact on our financial results.

Our planned internal investment in AI as we move toward full-scale deployment has been incorporated into the new Medium-term Business Plan.

One reason we selected Krugle Inc. as our business alliance partner is its technology for efficiently limiting AI token usage. Rather than requiring AI to process all available data, the technology connects and utilizes only the relevant data, thereby reducing token consumption. It can also help reduce network loads in cloud environments and limit the need for investment in expensive GPU servers in on-premises environments. We believe these features will enable us to build an AI environment that is particularly accessible to mid-sized companies. Another advantage of an on-premises environment is that highly confidential information, including source code and business know-how, can be securely managed without leaving the customer's organization. We intend to offer this technology as a solution to these challenges.