

Appendix 1

AI Initiatives

Entry into the AI business

Hired **100 student interns** and commenced the planning, development, and sale of AI-driven services. We are currently conducting programming training for the **management-level** personnel within our group.



AI Call Center

In-House Development of AI Call Center Service Specialized in Appointment Acquisition

- ☑ Automate outbound calling tasks to reduce the burden on sales staff
- ☑ Achieve labor cost reduction and operational efficiency for sales companies



Sales Material Generation AI

In-House Development of AI Service for Automated Generation of Sales Documents such as Quotations and Proposals

- ☑ Significantly reduce the time required to prepare documents
- ☑ Enable sales representatives to focus on negotiations and closing deals

Various AI Products in Development
— To Be Released and Launched for Sale Sequentially