

2Q FY12/2025 Business Results Briefing Q&A [Summary]

Q1. How many customers can be migrated to the cloud each year under your current capacity?

With our current sales resources, we expect to be able to support the implementation of cloud-based software for approximately 7,000 to 8,000 licenses per year.

In terms of the number of customers, this can vary widely from around 4,000 to 6,000 companies, as it is not uncommon for a single company to adopt several hundred licenses. For this reason, we manage and promote the migration based on the number of licenses rather than the number of customers.

Our current structure is already capable of supporting the implementation of our targeted number of licenses over the next three to three and a half years.