

ABeam's Growth Strategy

ABeam Consulting

President & CEO, Takahiro Yamada



Build Beyond As One.

Around ABeam Consulting

IT and Consulting markets continue to expand, driven by favorable macroeconomic trends. Strong growth in Strategy consulting; steady demand in Solution consulting and Outsourcing fueled by Digital Technologies.

Business Environment

- Geopolitically Resilient Value Chain Transformation
- Accelerating Technological Advancement
- Diversifying Consumer Preferences & Values
- Demographics & Workforce Resilience
- Sustainable Business Practices & Climate Action

Customer Needs

- Future Innovation & New Business Development
- Supply Chain Optimization
- Leveraging Digital & Advanced Technologies (AI, Web3, Cloud, Security)
- Value Creation & Human Capital Management
- Strengthening Global Governance

Market Growth Outlook

- **Strategy Consulting :**
Higher-potential Market with Steady Growth Prospects
- **Solution Consulting :**
Established Market with Sustained Growth
- **Outsourcing :**
Stable Market, Growth Driven by Differentiation

ABeam's Competitive Advantages

"Client First, People First."

- Value Creation Driven by Customer Agendas
- Developing & Deploying Talent through Transformational Initiatives
- End-to-End Co-Creative Support from Strategy to Technology Implementation

Advantages in Technology

- AI-Enabled Intelligence
- Technology Implementation Capability
- Technology-Driven Business Innovation

"Japan HQ" × "Independence"

- Agile Decision-Making as a Japan-based Global Consulting Firm
- Proposing Optimal Solutions balancing Global Standards, Local Needs & Management-to-Operations Perspective
- Best-fit Proposals based on Independence & Neutrality

Key Points of Growth Strategy toward 2030

**Enabling Business Innovation and Transformation from Strategy to Execution
through CxO-Aligned Customer Value & Capabilities**

Customer Value Maximization

- **Value Co-Creation Driven by Customer Agendas**
- **Expansion of Integrated Service Offerings to Address Diverse Transformation Needs**

Expansion of Transformation Capabilities

- **Alliance-Powered Consulting Capabilities**
- **Launch of Global Capability Center by Leveraging India's Digital Talent and Technology Expertise**

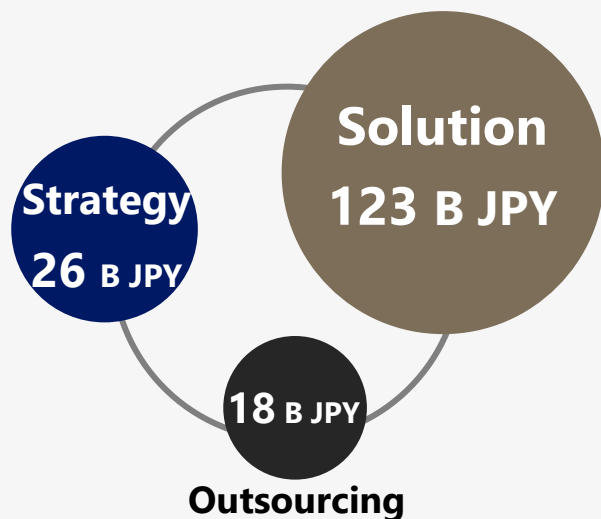
New Growth Engine

- **Business Model Innovation**
- **Human Capital Management / Organizational Capability Enhancement**

Growth Target

Strategically Focusing on Key Accounts across Strategy, Solutions, and Outsourcing to Deliver Higher-Value Services and Enhance Earnings Power

FY2025 (Sales 167 B JPY)



Strategy

- Growth Strategy, Business Development
- Customer Engagement & Experience Transformation
- Supply Chain Innovation
- Organization & Talent transformation
- Value Creation Management

Strategic Initiatives to Strengthen Value Proposition & Drive Sustainable Earnings Growth

Revenue Growth

Integrated Offerings from Strategy to Outsourcing, driven by Customer Agendas, to maximize Customer Value

Revenue Growth / Profitability Improvement

Driving Profit Structure Improvement through Business Model Transformation (Outcome-based, Products, XaaS)

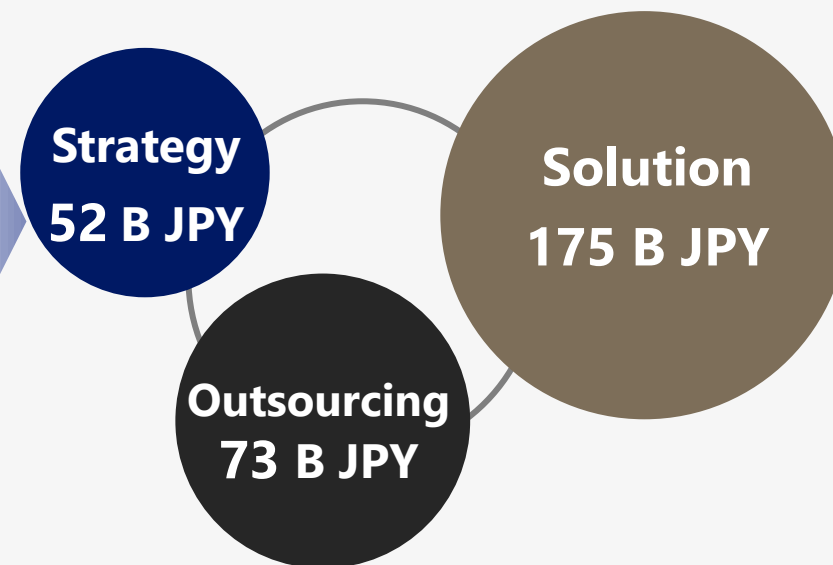
Profitability Improvement

Enhancing Productivity through Delivery Model transformation (AI-Native, GCC/RCC)

Solution

- IT · Digital Strategy
- Cloud Modernization
- Advanced Data & Analytics Platform Development
- AI & Digital Optimization
- Enterprise Architecture Design

Future Growth Ambitions (Sales 300 B JPY | Operating Profit 20%)

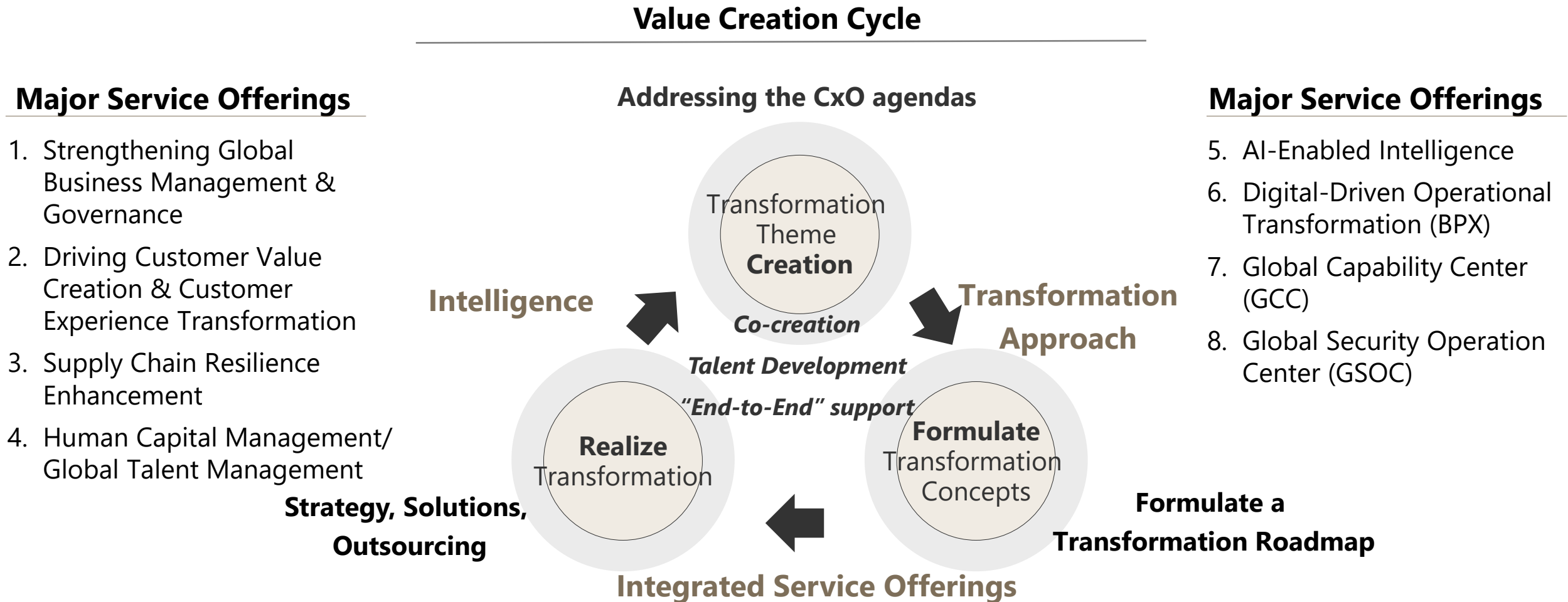


Outsourcing

- BPO
- IT/Digital Managed Service
- Operational Excellence

Enhancement of Customer Value Proposition

Driving Customer Transformation and Business Innovation through a Value Creation Cycle - from Vision and Strategy to Execution -



Expand “Global Consulting Service Capability”

Enhancing Global Transformation Capabilities through the Strategic Use of Alliance Networks in Intelligence, Digital, and Talent.

20,000 professionals + Global/Regional Capability Center

Customer Growth

Regional Capability Center

Global Capability Center

Europe

B°

Romania

Japan / Asia

ABeam Consulting®

China

Vietnam

Malaysia

Americas

B° × ABeam Consulting®

Mexico

Brazil

India

ABeam Consulting®

× B° ×

Optimum Solutions
empowering business with technology



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