

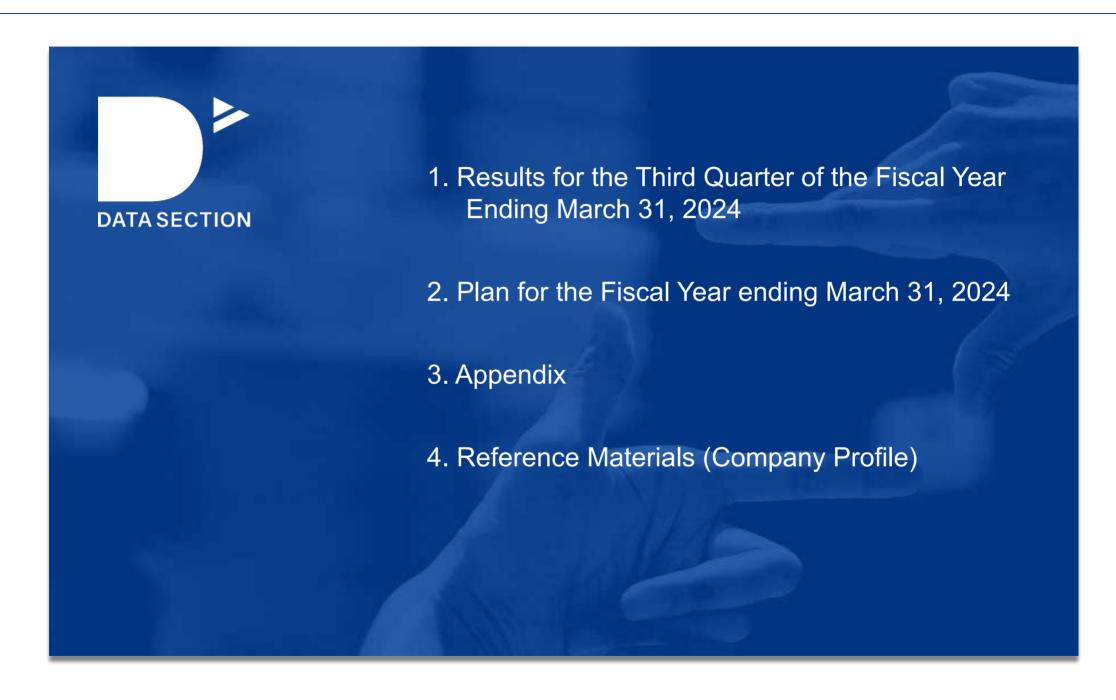
Financial Results for the Third Quarter of the Fiscal Year Ending March 31, 2024

Datasection Inc.

February 22, 2024

Ticker Symbol: 3905

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1. Results for the Third Quarter of the Fiscal Year Ending March 31, 2024

Consolidated Financial Highlights

 Year on year, revenues increased across the company. Still led by overseas subsidiaries

• On the other hand, the company recorded significant losses, mainly due to delays in the restructuring of the business in Japan as well as temporary and valuation

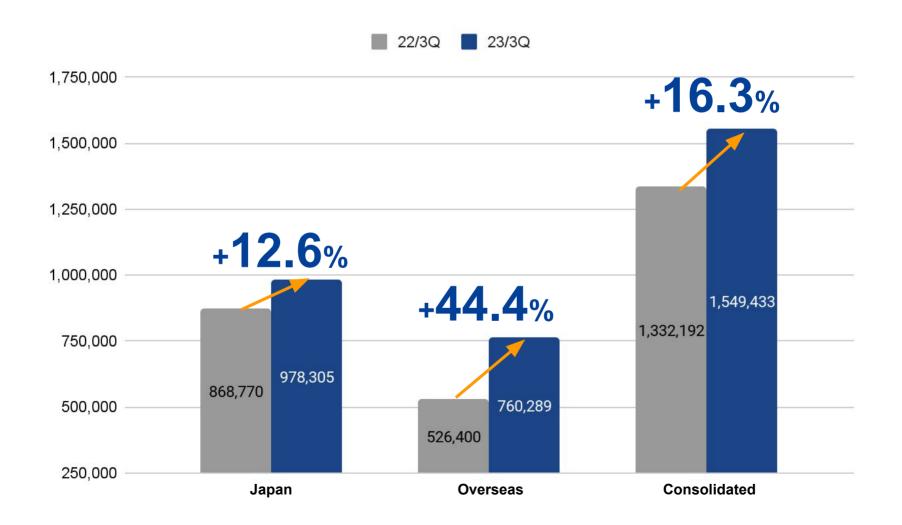
factors from the past

	FY2023 Q3	FY2024 Q3					
(Millions of yen)	Results	Results	YoY (Amount)	YoY (Growth rate)			
Net sales	1,332	1,549	+217	16.3%			
Operating profit	(122)	(182)	(60)	-			
Adjusted EBITDA	115	(23)	(138)	-			
Ordinary profit	(47)	(217)	(170)	-			
Profit attributable to owners of parent	14	(852)	(866)	-			

- Topics -
- Net sales: +217
 - Growth mainly in overseas subsidiaries
 - Two new consolidated companies
- Operating profit: (60)
 - Improvement of infrastructure and governance
 - Increase in personnel and outsourcing expenses
- Extraordinary loss:
 - Bad debt expenses (505)
 - Income taxes deferred (89)

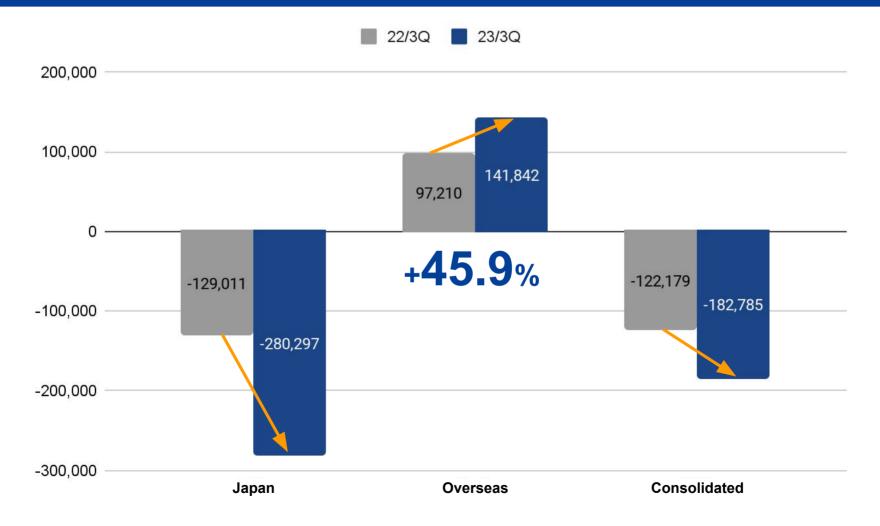
Comparison of Year-on-Year Sales (Simple aggregated basis of each company)

- Continued growth both in Japan and overseas based on a simple aggregated basis
 of each company
- Overseas, the pace of growth is generally in the "40% range"



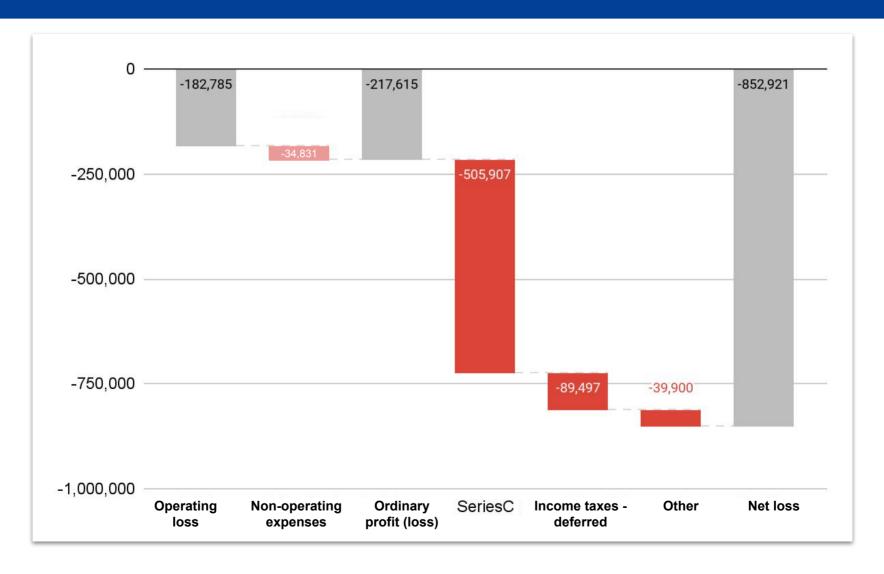
Comparison of Year-on-Year Operating Profit (Simple aggregated basis of each company)

- Comparable profit growth achieved overseas on a simple aggregated basis of each company
- In Japan, despite the cost increases associated with growth, the cost of structural reform factors could not be absorbed



FY2024 Q3: Breakdown of Profit Items

- Business factors include: Deficit due to restructuring factors in Japan
- In addition, temporary extraordinary loss resulted in a significant final deficit



Notes on Adjusted EBITDA

- Depreciations, which are the source of real CF generation, are almost at the same level as last year
- In the current year, business factors related to the restructuring in Japan are expected to have a negative impact
 - * Adjusted EBITDA = Operating profit + Depreciation + Amortization of intangible assets + Share-based payment expenses + M&A expenses

< Results for the FY2024 Q3 >

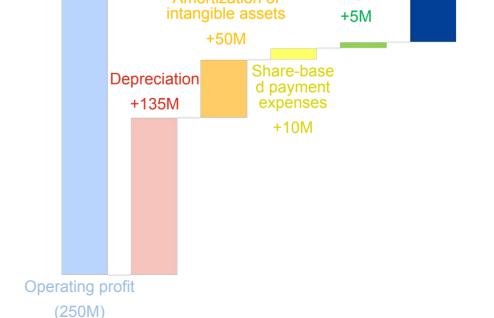
Depreciation 108M

Amortization of intangible assets +42M

Operating profit (182M)

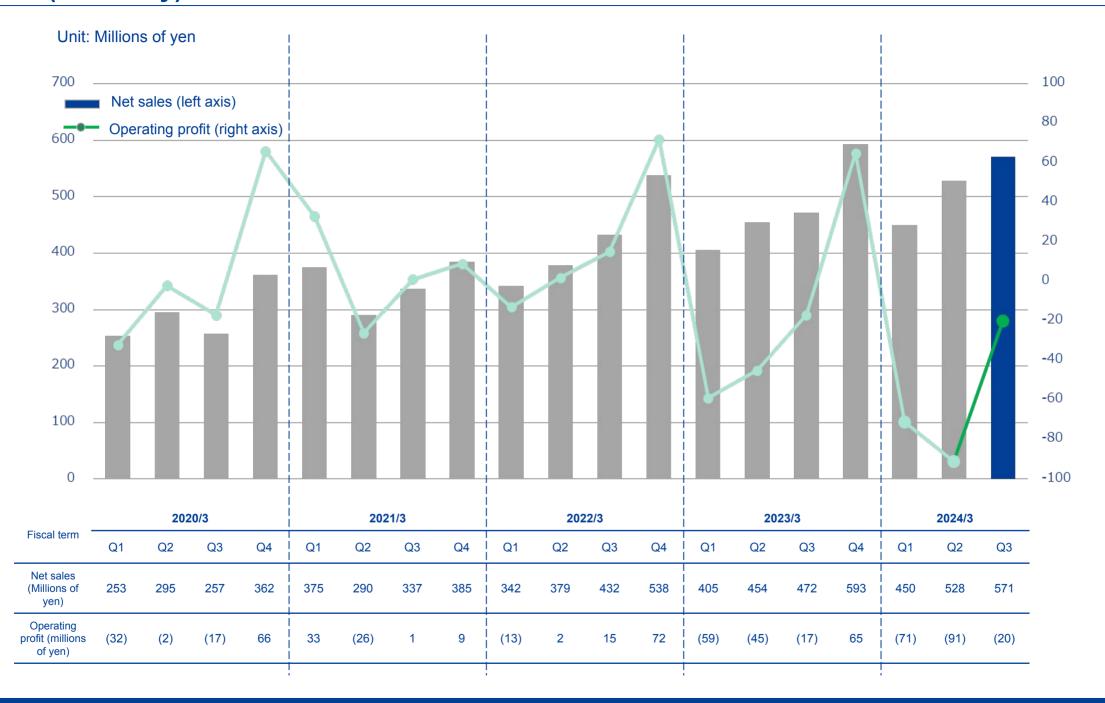
< Full year revised plan for the FY2024 >





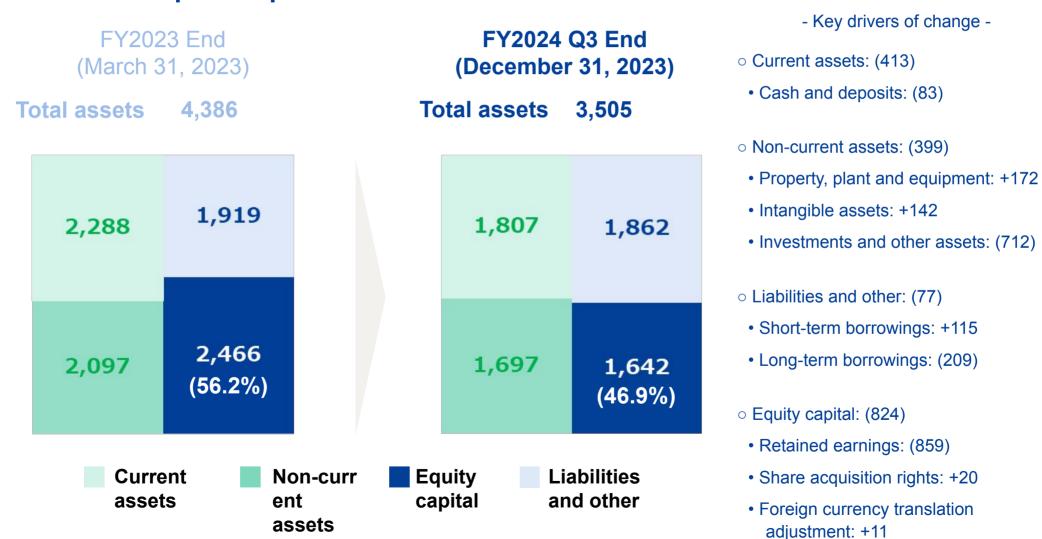
Consolidated Net Sales and Operating Profit Trends (Quarterly)

1. Results for the Third Quarter of the Fiscal Year Ending March 31, 2024



Consolidated Financial Position (Balance Sheet)

- The loss for the period almost directly contributed to the decrease in assets and capital items
- The capital adequacy ratio declined, but will recover as a result of the announced private placement of new shares



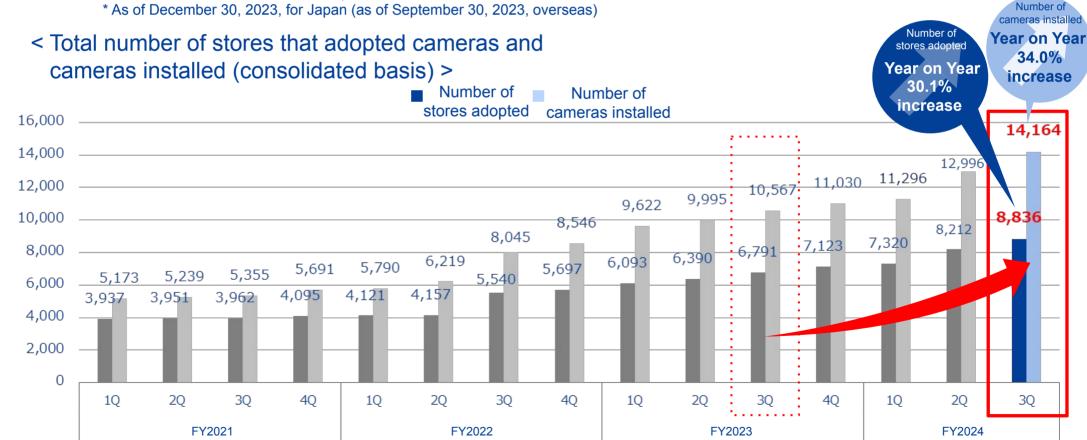
1. Results for the Third Quarter of the Fiscal Year Ending March 31, 2024

Net sales leading indicators increased steadily year-on-year

- The number of stores adopting and cameras installed, a medium-term KPI for net sales, increased by 30% year-on-year, driven by organic growth, mainly in Chile, where all stores in large shopping malls adopted them
- Almost fully consolidated with new consolidations in Panama and Spain

- Number of stores adopting (total of unconsolidated subsidiaries): 8,979; Number of cameras installed (total of unconsolidated subsidiaries): 14,374

* As of December 30, 2023, for Japan (as of September 30, 2023, overseas)



Addressing Financial Challenges

Temporary Extraordinary Loss

- 1. With regard to the treatment of the preference dividend rights of the class shares (preferred stock) issued by the consolidated subsidiary Jach, the recoverability of the long-term loans receivable from preferred shareholders, which is an existing receivable, was reviewed and bad debt expenses of 505 million yen were recorded.
- 2. In view of the results for the year and the outlook for the future, the recoverability of deferred tax assets was carefully reviewed, and as a result, deferred tax assets were reversed and income taxes deferred of ¥89 million were recorded.

Supplementary Explanation

- 1. For the preferred stock held by the consolidated subsidiary since the acquisition in 2019, bad debt expense is recognized in the treatment of preference dividend rights resulted in the recognition of bad debt expenses due to the fulfillment of performance conditions. In consultation with the preferred shareholders, it was generally agreed that existing receivables (long-term loans and bills discounted) would be netted in the treatment of the preferred dividend rights. No shareholder rights have arisen and the rationale of avoiding future cash outflows has been taken into account.
- 2. Reviewed the recoverability of deferred tax assets based on the existing profit plan in light of the progress of structural reform of the business in Japan. Planning to improve the soundness of future assets

Revision of Full-Year Consolidated Earnings Forecast

We have revised the consolidated earnings forecast for the fiscal year ending March 31, 2024 (April 1, 2023 - March 31, 2024), previously announced on May 15, 2023, as follows.

(Millions of yen)	Net sales	Operating profit	Adjusted EBITDA	Ordinary profit	Profit attributable to owners of parent	Earnings per share (* Yen)
Previous forecast (A)	2,000	60	295	42	5	0.34
Revised forecast (B)	2,100	(250)	(50)	(290)	(960)	(64.18)
Change (B−A)	100	(310)	(345)	(332)	(965)	
Change rate (%)	5.0	-	-	-	_	-
[Reference] Consolidated results for the previous fiscal year (FY2023)	1,924	(55)	689	46	(530)	(36.45)

^{*} The above forecasts are based on information available as of the date of this document, and actual results may differ from the forecasts due to various factors in the future.

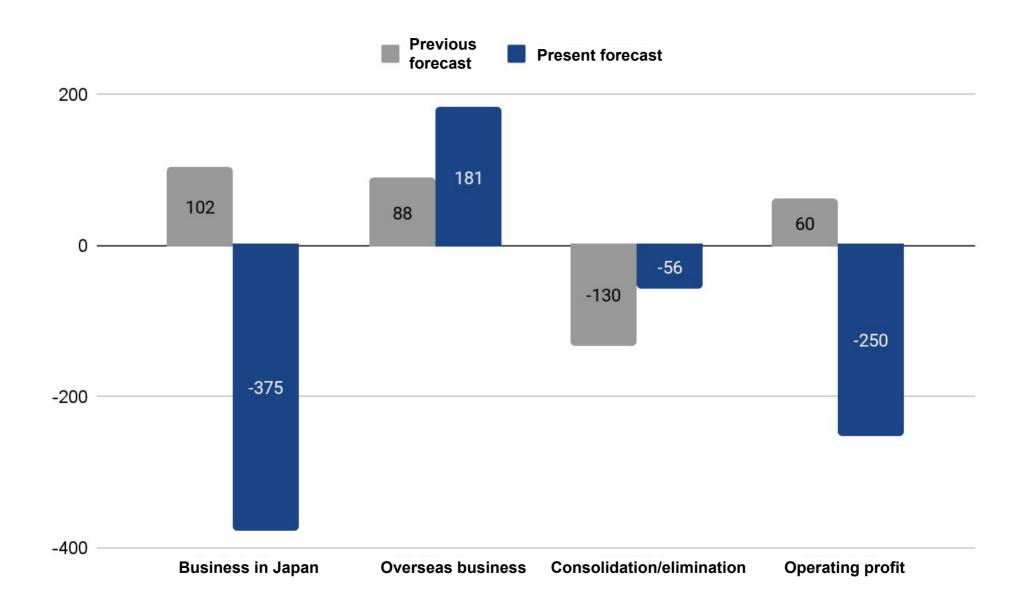
2. Plan for the Fiscal Year ending March 31, 2024

Earnings Forecast (Revised Plan)

- Net sales revised upward and profit items revised downward due to various factors
- While taking into account temporary factors, in accordance with our policy for the current fiscal year, we will pursue balanced growth both in Japan and overseas and continue to control resources and strengthen priority businesses

	FY2023	FY2024 Earnings Forecast						
Item	Results	Initial	After revision	Difference (Amount)	Difference (Change rate)			
Net sales	1,925	2,000	2,100	+175	9.1%			
Operating profit	(56)	60	(250)	(194)	_			
Adjusted EBITDA	688	295	(50)	(738)	_			
Ordinary profit	41	42	(290)	(331)	_			
Profit of parent company	(534)	5	(960)	(426)	_			

Factors behind the Revision of Consolidated Full-Year Results (Simple aggregated basis of each company: operating profit or loss)

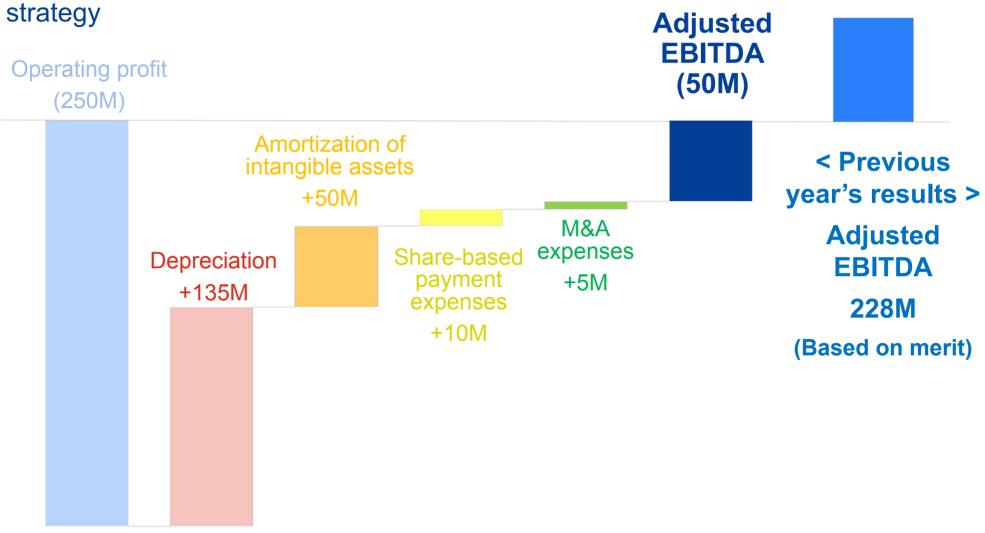


- Achieving growth in Japan and overseas
- In order to make the domestic business profitable, the policy is to secure management resources by rebuilding the business portfolio and proceed with financial restructuring to transform the profit structure.



Full-year adjusted EBITDA is also expected to be negative due to business factors

No significant change in non-CF amortization factors due to execution of M&A



Changes in Management Structure and Recent Actions

Reason for resignation: (Feb. 14: Disclosed as appropriate)
Poor performance in recent years
"Progress of Disclosure: Losses of Consolidated Subsidiaries" (Large Extraordinary Losses), "Notice of Reversal of Deferred Tax Assets and Revision of Full-Year Consolidated Earnings Forecast" (Significant downward revision of full-year earnings forecast for the fiscal year ending March 31, 2024, and a fall into the red) and other clarifications of management responsibilities

Name	New Title	Old Title			
Shinichi Iwata	President and Representative Director, CEO and CFO	Vice President and Representative Director and CFO			
Kento Hayashi	Resigned	President and Representative Director and CEO			

Third-Party Allotment

Announced on Jan. 26 that funds (totaling 1,497 million yen) will be raised through two types of new shares and share acquisition rights from First Plus Financial Holdings PTE. Ltd. (FPF, Singapore) through an introduction by VLC Holdings Co., Ltd. (*)*Announced change of payment date on Feb. 13. The reason for this is the allottee's compliance with the foreign exchange law.

* FPF is expected to become the Company's largest shareholder as a result of this transaction

Business Background	 FPF's business objective is to invest globally, primarily in the Al and digital sectors. FPF has expressed its intention to support the management of our Group through medium to long-term ownership of our shares. (The right to nominate two (2) additional officers is a condition of the agreement) The management of the said company has a track record of investing in the Al/digital field, and is therefore expected to provide useful information and company referrals for our Group's future business development in the Al/digital field.
Use of Funds	From the following perspectives, our Group will continue to pursue growth strategies both in Japan and overseas by executing agile M&A or capital and business alliances on a global basis in its core businesses of "data science," "marketing solutions," and "system integration" to accelerate growth. • In the Group's core business areas, in addition to the expected high market growth potential, M&A and capital and business alliances are effective options for early growth from the perspective of strengthening competitiveness, including the need for ever-evolving technological innovation and the securing of management resources such as engineering personnel. • In South America, where there are few players and growth is rapid, an "integrated" strategy of acquiring a competitor or distributor is effective, especially in Spanish-speaking countries of South America.

Announcement of Basic Agreement on Comprehensive Business Alliance with VLC Holdings Co., Ltd.

The two companies have decided to form a comprehensive business alliance with the aim of strengthening the business bases of both groups and further increasing their corporate value < Reasons for the Alliance >

- In the existing businesses of both companies, there are several areas where business synergies can be achieved by leveraging the strengths and resources of both companies
- In terms of the business direction that both companies are pursuing in the future, business expansion for both companies can be expected through cooperation

Specifics of the Alliance

In addition to mutual customer traffic and personnel exchanges in existing businesses such as marketing, Al-related, system integration, security, and other businesses, we will strengthen the strategic alliance through technology cooperation and joint investment in new businesses.

Future Outlook

- The impact on consolidated results for the fiscal year ending March 2024 will be reviewed as appropriate, depending on the progress of the alliance.
- In the future, the two companies will also consider a capital alliance in order to further establish a cooperative structure and demonstrate synergies. (If any matters requiring disclosure arise in the future, they will be disclosed promptly.)

Notice of the Extraordinary General Meeting of Shareholders (Record Date and Schedule, etc.)

The following resolutions were adopted regarding the determination of the record date for convening the Extraordinary General Meeting of Shareholders of our Company to be held on Wednesday, April 17, 2024, the agenda, etc., and the election of candidates for directors.

- 1. Record Date. etc., for Extraordinary General Meeting of Shareholders
- (1) Record Date: Friday, March 1, 2024
- (2) Public announcement date: Wednesday, February 14, 2024
- (3) Method of Public Notice : Electronic Public Notice (posted on our company website) https://www.datasection.co.jp/

- 2. Date and time, place, and agenda of the Extraordinary General Meeting of Shareholders
- (1) Date and Time: Wednesday, April 17, 2024 from 10:00 a.m. -
- (2) Place : Jinji Roumu Kaikan, 2-4-3 Osaki, Shinagawa-ku, Tokyo
- (3) Agenda: Election of two (2) Directors

Notice of Extraordinary General Meeting of Shareholders (New Director Candidates and Reasons for Election)

Names of New Director Candidates	Reasons for Election
[1] Norihiko Ishihara	The candidate has extensive work experience in a wide range of fields, including investment banking, investment in Japan and overseas, global project management, and management of listed companies. We have judged that the candidate will contribute to increasing our corporate value by promoting cooperation with technology companies, which will be a key to our future growth strategy, M&A for technology acquisition, and focus on financing. He currently serves as President and Representative Director of VLC Holdings Co., Ltd. with which the Company has a comprehensive business alliance.
[2] Daisuke Katano	He has a wealth of knowledge and work experience gained from consulting firms and deep-tech startups, and we believe his expertise will help increase our corporate value by focusing on new technology strategies for business expansion, cooperation with overseas companies, etc.

Notice of Invitation of Advisor

Invited Mr. Ryuji Sakamaki, a specialist and entrepreneur in the field of statistical analysis AI, as an advisor < Purpose of Invitation >

- Engaged in various business activities that use data for business, and actively worked in technical laboratories of major EC companies, etc.
- Founded DATUM STUDIO in 2014 The ROOM4D Group in 2019, and has a remarkable track record as an entrepreneur.
- Has obtained a Ph.D. from the University of Tokyo, published a book on the business use of data, and obtained several patents, among other knowledge and expertise, which we believe will lead to the enhancement of our Group's corporate value and the strengthening of its organizational strength.

Name (Date of birth)	Brief History
Ryuji Sakamaki (March 15, 1976)	Mar. 1999 Graduated from the Faculty of Environment and Information Studies, Keio University Apr. 2001 Graduated from the Graduate School of Media and Governance, Keio University Apr. 2001 Joined KDDI Research, Inc., KDDI Corporation Sep. 2010 Joined Rakuten Institute of Technology, Rakuten, Inc. Dec. 2011 Ph.D., Graduate School of Frontier Sciences, the University of Tokyo Sep. 2012 Joined Corporate Planning Office, Drecom Co., Ltd. Aug. 2014 Founded Datum Studio Co., Ltd. Oct. 2018 Sold the above company Supership Holdings Inc. Aug. 2019 Founded The ROOM4D Co. Sep. 2023 Transferred the above company to Datasection Inc. Jan. 2024 Founded APPLE SCIENCE Inc. (current position)

Date of appointment: February 14, 2024

Major Policies and Progress This Year

Topics and Key Policies for the Period (Announced May 15, 2023)

1. Business Portfolio

- Continue overseas growth while balancing the investment of resources in terms of new consolidations, M&A, etc.
- Restructure the business in Japan by leveraging our strengths in elemental technologies
- Take strategic steps toward ChatGPT and other future businesses

2. Strengthen Global Structure

- Review business segments on a global basis
- Shaping the organization from a management perspective and strengthening the executive level
- Strengthen Group collaboration based on the value chain and establish cross-divisional functions

3. Improve Customer Value

- Launch new internally developed products
- Cross-selling or account sales
- Promote high-value-added SaaS-type linear business by demonstrating consulting function

[1] Invest in human resources and strengthen HR functions

Retain talented managers and engineers, strengthen global retention, and promote MVV

[2] Corporate branding

Improve recognition by strengthening and expanding IR/PR, and enhancing non-financial value such as ESG and SDGs

[3] Corporate governance

Build a solid foundation as a global listed company and further enhance compliance awareness

New consolidation of two (2) companies, Alianza FollowUP Panamá S.A. (Panama) and FollowUP Customer Experience S.I (Spain).

	Consolid ated FY	% of vote	Primary Business Activity
tasection Inc.		_	Driving real-world change (improving business operations and consumers' lives) through the technological power of data analytics
solid intelligence Inc.	2013	86.9%	Multilingual social media analytics and consulting business
DSS Inc.	2018	100.0%	Financial systems operation and maintenance and application development
Jach Technology SpA	2019	100.0%	Retail marketing business in Chile
Alianza FollowUP S.A.S.	2019	100.0%	Retail marketing business in Columbia
INTELIGENXIA S.A.	2021	100.0%	Retail marketing business in Chile
Follow UP Peru S.A.C.	2022	55.0%	Retail marketing business in Peru
FollowUP Customer Experience S.L.	2023	95.0%	Retail marketing business in Spain
Alianza FollowUP Panamá S.A.	2023	100.0%	Retail marketing business in Panama
	tasection Inc. solid intelligence Inc. DSS Inc. Jach Technology SpA Alianza FollowUP S.A.S. INTELIGENXIA S.A. Follow UP Peru S.A.C.	tasection Inc. Solid intelligence Inc. DSS Inc. Jach Technology SpA Alianza FollowUP S.A.S. INTELIGENXIA S.A. Follow UP Peru S.A.C. Consolid ated FY 2000 2013 2019 2019 2019 2021	tasection Inc. - solid intelligence Inc. - DSS Inc. - Jach Technology SpA - Alianza FollowUP S.A.S. - INTELIGENXIA S.A. - Follow UP Peru S.A.C. - Solid intelligence Inc. - 2013 86.9% - 2018 100.0% - 2019 100.0% - 2021 100.0% - 2022 55.0% - FollowUP Customer Experience S.L. - 2023 95.0%

Reporting segments are reorganized into two, "Japan" and "Overseas"

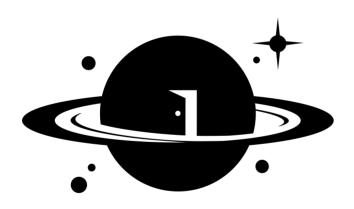
- Review and upgrade business and performance management systems from a management approach perspective
- Facilitate understanding by investors and other stakeholders
- Align with the future business strategy, which aims for balanced investment and growth in both domestic and overseas markets

< Comparison of Segment Composition >

Entity	DS	S	DSS	SI	Jach	INX	Alianza	Peru	Spain	Panama
Before change	Retail	Data	Data analysis solution			Retail m				
After change		Já	apan				Over	seas		

Business Acquired from The ROOM4D Group (September)

- Acquisitions in high-growth areas such as data science and generative Al
- In the area of data analysis and Al solutions, a core business in which our Group has strengths, we intend to further enhance our competitiveness by strengthening our engineering staff, including SES



The ROOM 4D

◆ For more information, please visit our company website at: https://ssl4.eir-parts.net/doc/3905/tdnet/2316827/00.pdf

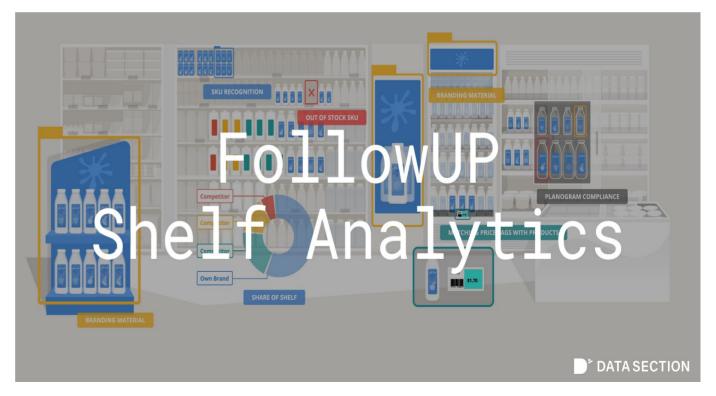


事業譲受に関するお知らせ

当社及び当社の連結子会社である株式会社ディーエスエス(以下「DSS」といいます。)は、本日開催の取締役会において、The ROOM4D株式会社(以下「4D」といいます。)の事業を当社が、4Dの子会社であるThe ROOM Door株式会社(以下「Door」)の事業をDSSが譲り受けることを決議いたしましたので、お知らせいたします。

New Service Release (FollowUP Shelf Analytics)

- Launch of FollowUP Shelf Analytics, a product shelf analysis solution for supermarkets (Wednesday, June 28, 2023)
- Al-based real-time detection of missing items, misplaced items, wrong number of faces, and wrong prices on product shelves to reduce lost opportunities on the customer side
 - For more information, please visit our company website at: https://www.datasection.co.jp/news/pressrelease-20230628



Commence analyst coverage (first session on Monday, October 30, 2023)

We will strive to further improve information disclosure, including this business.

(From our website)

We are pleased to inform you that a corporate research report by FISCO Ltd. was distributed on October 30.

The report provides a detailed explanation of the company profile, business overview, performance trends, and future outlook.

For more information, please visit the following page at:

https://www.fisco.co.jp/wordpress/wp-content/uploads/FISCO/datasection20231030.pdf

FISCOCorporate
Research Report

Sustainability Policy

Contributing to the world and people's lives 100 years from now.



Message from the CEO

We are striving for sustainable growth and business breakthroughs with a strong will to continue improving people's lives around the world.

Since its establishment in 2000, Datasection Inc. has been committed to the value of "merging technology and the real world". We believe that it is possible to create a better future by leveraging new technologies, such as big data analytics, AI and deep learning, and applying them to society. We recognize our responsibility as a company to address global challenges - declining birthrates, aging populations, shrinking workforces, food issues, security - as well as the social fabric itself. To realize this vision, all employees of Group companies will work together and continue their efforts to increase corporate value.

Furthermore, the Datasection Group Sustainability Policy has been formulated as a policy to promote

these initiatives in a concrete and sustainable

manner.

Sustainability Vision

Contributing to the world and people's lives 100 years from now.

The mission "Change the Frame" strongly reflects our core vision - our will to "continue to improve the lives of people around the world". As the Datasection Group, we operate in a global business, and our goal is to shape a future in which people and the planet coexist and thrive 100 years from now. To achieve this goal, we are committed to fulfilling our role as a technology pioneer and contributing to the creation of a sustainable society.



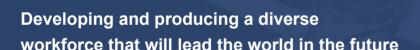
Creating innovation through global partnerships

By supporting stable management, especially in our South American subsidiaries, we help developing countries create development technologies and expand new businesses. In addition, through ongoing, regular global partnerships, we are working with the Ministry of Interior and Communications to implement its services to improve the operations of public institutions in Chile, creating innovation across borders.









In the near future, when data science will be at the heart of business, we will provide training programs to develop people who can communicate the use of data and the results of analysis to people in different positions in an easy-to-understand way. We will contribute to the understanding of data science and the production of data scientists who can work in all industries.



Promoting diversity and inclusion on a global basis

We partnered with companies in Southeast Asia to promote diversity while protecting the work environment based on national systems. From 2022, we have introduced a childcare leave system for men, the number of women employees is increasing, and we have changed to a flexible organizational structure that shows understanding of gender and family environment. We are already actively recruiting multinational engineers and have an environment where people can work regardless of social status, race, or culture.





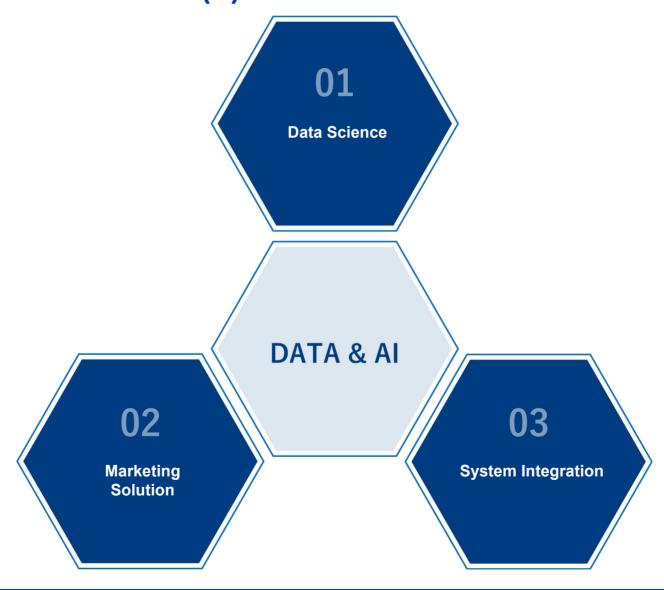


Committed to ensuring compliance and strengthening corporate governance

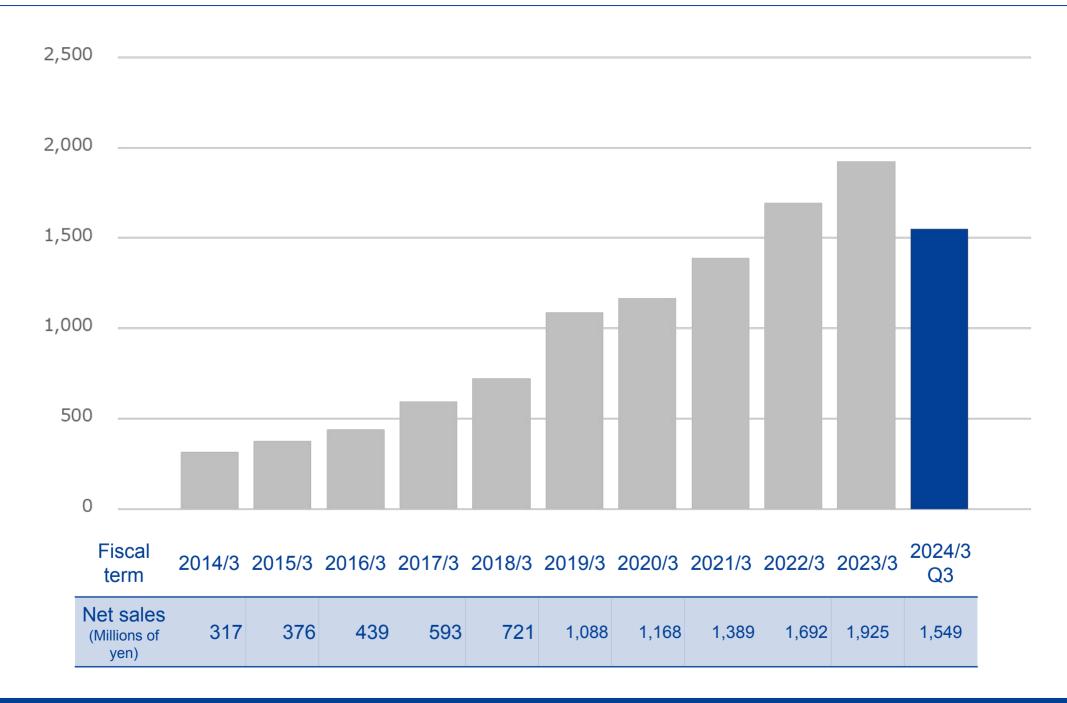
We aim to be a transparent and open company through measures such as regular one-on-one meetings between senior management and all employees and a system that allows those who wish to observe management meetings to do so. We interact with external personnel for various purposes, such as business, seeking to scale with expert business advice, and supporting the mental and physical health of employees by working with industrial doctors.



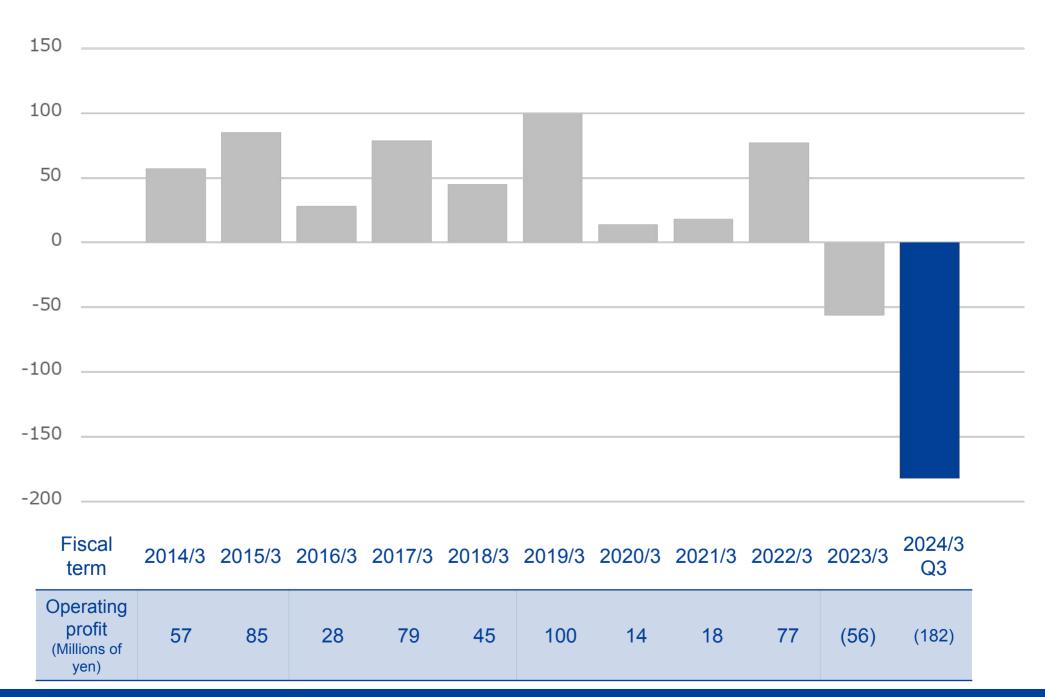
By returning to its strengths in "data and Al", the company has redefined its three (3) Business Domain:



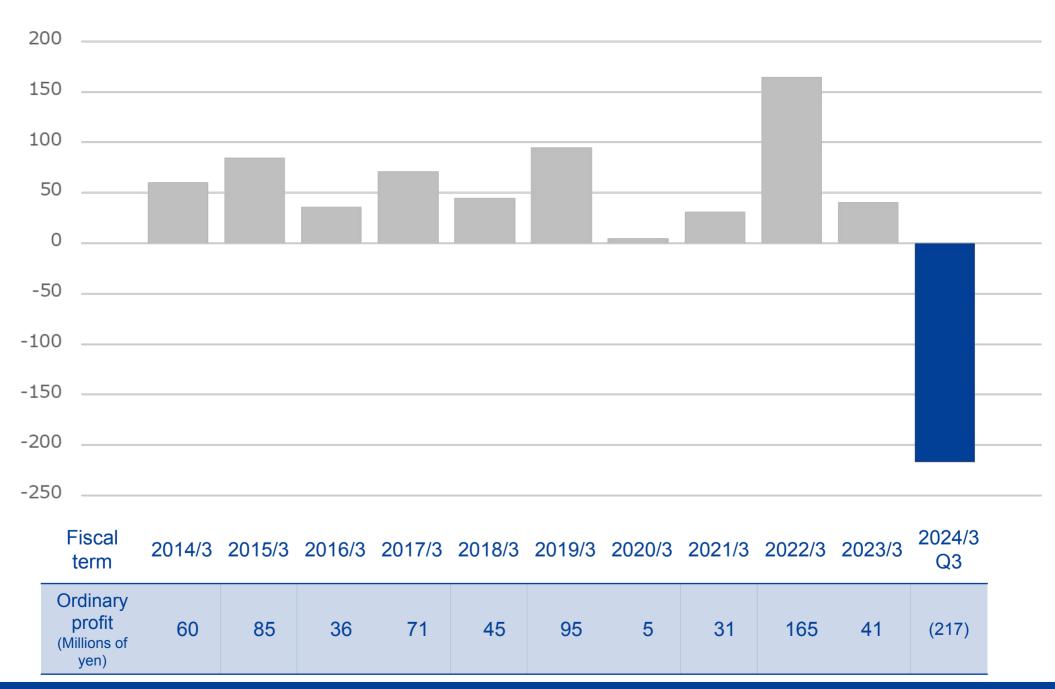
3. Appendix



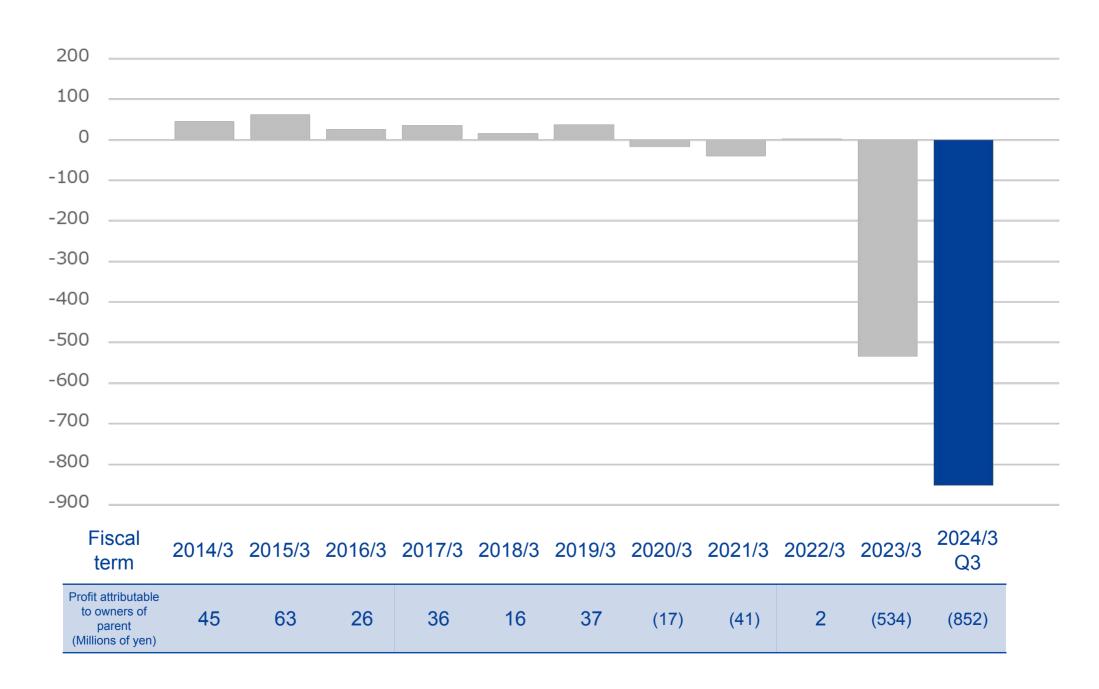
Consolidated Operating Profit Trends



Consolidated Ordinary Profit Trends



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4. Reference Materials

Company Profile



We ARE ...

What we will be ...
What we should do ...
Change the Frame

As a "section" of the World Data Division, we continue to improve the lives of people around the world, revolutionizing the real world with technology and creating new ways of living

Company Profile



Datasection Inc.

Head Office 8F Gotanda PLACE Bldg.,

1-3-8, Nishigotanda, Shinagawa-ku, Tokyo, 141-0031, Japan

Foundation

Date

July 11, 2000

Capital 1,527,489,000 yen (as of January 31, 2024)

Board Members President and Representative

Director, CEO and CFO Shinichi Iwata

Director Christian Cafatti

Director (Outside) Jun Nakajima

Director (Outside) Kohki Sakata

Director (Outside) Yuki Uchiyama

Full-time Audit & Supervisory

Board Member (Outside) Akira Tashiro

Audit & Supervisory

Board Member (Outside) Shun Ishizaki

Audit & Supervisory

Board Member (Outside) / CPA Daisuke Yokoyama

Founder

Daiya Hashimoto

Business Business in Japan

Data Science Domain

Marketing Solution Domain

System Integration Domain

Overseas business

Ticker Symbol

Major Shareholders **KDDI CORPORATION**

Nippon Life Insurance Company

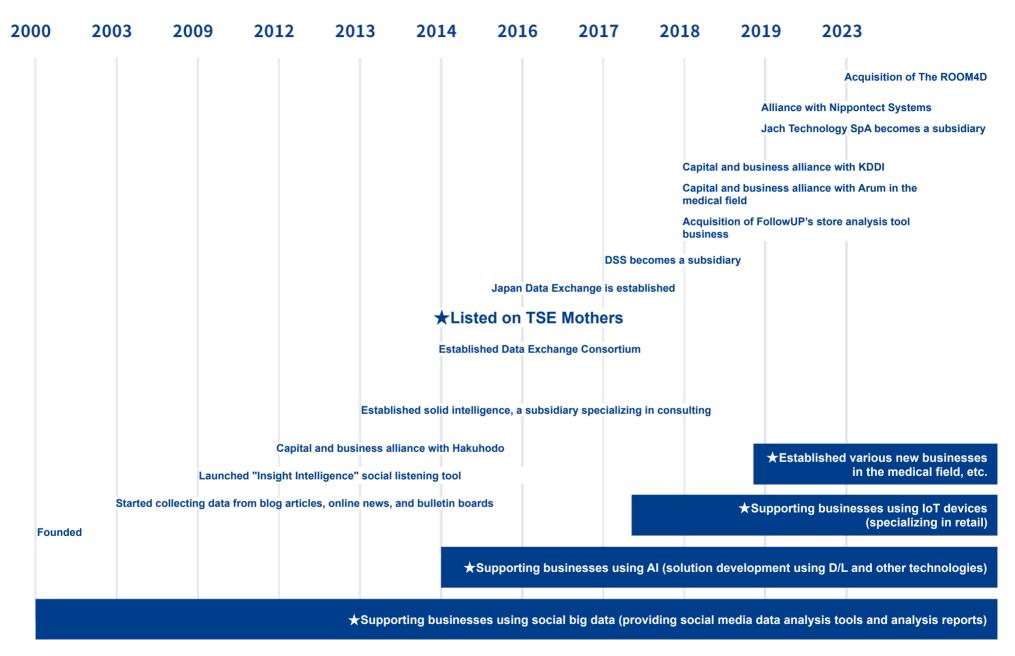
Hakuhodo Incorporated

Other

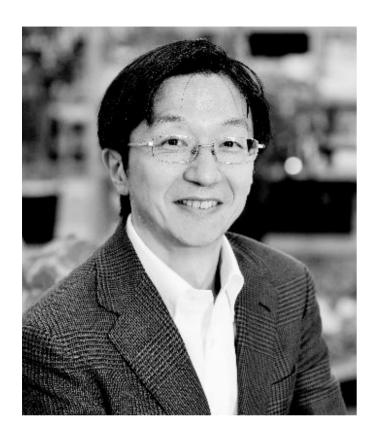
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DATA SECTION

Company History







Founder

Daiya Hashimoto

Leading expert on data science workforce development

Founder of Datasection Inc. (currently an advisor to our company) / Professor at Digital Hollywood University

Director of Media Library, Visiting Professor, Tama University Graduate School Director, Wit Institute, Inc. / Book reviewer and translator

Since the early 2000s, he has been one of Japan's leading influencers as an alpha blogger, writing the Information Kogaku Passion for the Future blog, which has been popular for many years. It has become a popular book review blog with about 300,000 UUs per month. He currently writes a book review blog in both English and Japanese, and has published the "213 Books: Compass for the Web Age of Information Kogaku" (Shufu to Seikatusha Co., Ltd.) and a translation of "Analogia: The Next Step After Al"). While researching startups in Silicon Valley around 2000 and developing consulting services for large companies, he founded Datasection, a big data and artificial intelligence company, in 2000. In 2014, the company was listed on the TSE Mothers (now TSE Growth) market, and he is currently an advisor to the company. Since then, he has been active as an educator and entrepreneur at universities and other educational institutions. As a professor at Digital Hollywood University, he is in charge of Advanced Technology Theory (formerly Data Science Fundamentals). As a visiting professor at Tama University Graduate School, he is in charge of "Advanced IT Marketing Innovation". He is currently conducting research and giving lectures in the area of generative AI technology, including ChatGPT, and is preparing to develop a start-up business together with renowned

© Datasection Inc researchers. 47



Our Leadership



Shinichi Iwata

President and Representative Director CEO and CFO



Christian Cafatti

Director



Yuki Uchiyama

Director (External)



Jun Nakajima

Director (External)



Kohki Sakata

Director (External)



Our Leadership



Akira Tashiro

Full-time Audit & Supervisory Board Member (External)



Shun Ishizaki

Audit & Supervisory Board Member (External)



Daisuke Yokoyama

Audit & Supervisory Board Member (External) / CPA



DATASECTION GROUP

Introducing the Datasection Group

Datasection is growing together with our colleagues around the world.

The adventure of building the future with data and Al begins now.

The Datasection Group supports DX and business rationalization for a wide range of companies in retail and other industries on a global basis with its strengths in large-scale data analysis, high-performance image analysis using AI, and other areas.

In addition, the Group is developing a wide range of other businesses, including contract development business, fintech, and social media analysis businesses in response to customer needs.





Researching, leveraging, and consulting on social big data around the world



Building secure system environments in on-premise/cloud infrastructures with a focus on financial systems

Deliver secure applications



Provide optimal data trading markets with fairness, security, and reliability

Jach Technology SpA Alianza FollowUP S.A.S.

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