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For Immediate Release

Company Name	TOKAI Holdings Corporation
Name of Representative	Katsuo Oguri, Representative Director, President, and CEO
	(Stock code: 3167; Tokyo Stock Exchange)

## **Announcement of Reseller Agreement Between TOKAI Communications and US-based Anthropic PBC for AI Model "Claude"**

### **— Advancing AI Utilization Toward Becoming a Social Value-Creating Company —**

TOKAI Holdings Corporation (the "Company") is pleased to announce that its subsidiary, TOKAI Communications Corporation (headquartered in Shizuoka City, Shizuoka; President and Representative Director: Tsuyoshi Takahashi; hereinafter referred to as "TOKAI COM"), responsible for the information and telecommunications business of the TOKAI Group, has entered into a reseller agreement with the U.S.-based Anthropic PBC (hereinafter "Anthropic") for the large-scale AI model "Claude" developed and provided by Anthropic.

Under this agreement, TOKAI COM will begin offering Anthropic's AI model, "Claude, powered by Anthropic" (hereinafter "Claude"), through Amazon Web Services' (AWS) generative AI service, "Amazon Bedrock."

We regard this partnership as a key step toward addressing corporate needs and challenges in AI adoption. By providing a secure AI utilization platform, we will support our customers to leverage Claude safely and effectively from implementation through to operation.

#### **Background of the Agreement**

While generative AI has entered a practical application phase, companies continue to face various challenges, including concerns over safety and reliability, establishing proper implementation frameworks, and handling confidential data.

Anthropic's "Claude" is a large-scale language model designed with safety as a core principle, featuring advanced Japanese language capabilities and excellent reasoning performance. By offering Claude through Amazon Bedrock, businesses can integrate AI into their workflows while ensuring the necessary security and governance.

Leveraging its experience in providing IT solutions, TOKAI COM has concluded the reseller agreement with Anthropic to comprehensively support the secure utilization of AI.

#### **TOKAI COM's Value Proposition**

As an "AWS Premier Tier Service Partner" \* with its own dedicated network, TOKAI COM has provided comprehensive support ranging from AWS environment construction and network connectivity to operational monitoring. In recent years, leveraging this infrastructure, TOKAI COM has accelerated investments in the AI field. Centered on one of the top-class numbers of connected lines in Japan and AWS's advanced expertise, TOKAI COM is committed to addressing challenges in corporate AI utilization.

For its customers' AI adoption, TOKAI COM respond to a wide range of needs in security, availability, and scalability — from implementation support and secure environment construction via private networks to operational monitoring.

Beyond technical provision, TOKAI COM will continue to work alongside its clients' post-implementation, advancing corporate AI utilization together with Anthropic.

\*TOKAI COM is recognized as an "AWS Premier Tier Service Partner," the highest level in the AWS Partner Network (APN), AWS's partner certification program, in recognition of our long-standing achievements, advanced technical capabilities, dedicated support, high-quality services, and numerous successful case studies.

## **Advancing AI Utilization for the Toward Becoming a Social Value-Creating Company**

The TOKAI Group aims to transform from a “service provider” to a “social value-creating company” that jointly addresses regional, social, and global challenges, as set forth in the "Medium-Term Management Plan 2028" formulated in May. In the business strategy of this plan, the Information and Communications (Corporate) segment is positioned as one of the core drivers of growth, with a focus on expanding market share and acquiring new customers in the cloud market.

The agreement with Anthropic establishes a system for providing the highly capable generative AI model "Claude," known for its excellent inference performance, to our corporate clients, based on TOKAI COM’s extensive knowledge and technical expertise cultivated through years of cloud solution business. This initiative is positioned as a key measure aligned with the Medium-Term Management Plan’s "Triple Accel Strategy," aiming to strongly support our customers' digital transformation, operational efficiency, and new business creation, while also contributing to an increase in our group’s ARPU.

Going forward, we will continue to be a corporate group driven by creativity and a spirit of challenge, committed to contributing to the resolution of social issues.

[Contact for inquiries]

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