



Q2 FY02/2025 Financial Summary (Interim Period)

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1. Q2 FY02/2025 (Interim Period) Summary



(Repost) Consolidated Financial Results Forecast^{*1}

Serverworks Group

We will proactively develop our businesses and execute our business strategies while focusing in particular on our strategic collaboration agreement. Through these efforts, we will target **significant net sales growth** in FY02/25. At the same time, we plan to continue managing foreign exchange risks and boldly investing in medium- to long-term growth (human resources, joint ventures); therefore anticipate **declines across all profit categories**.

	FY02/24		FY02/25		Rate of YoY change
	Results	% of net sales	Forecast	% of net sales	
(Unit: million yen)					
Net sales ^{*2}	27,510	100.0%	33,392	100.0%	121.4%
Gross profit	3,535	12.9%	4,034	12.1%	114.1%
Operating profit	897	3.3%	668	2.0%	74.5%
Ordinary profit	1,032	3.8%	492	1.5%	47.7%
Profit attributable to owners of parent	638	2.3%	254	0.8%	39.8%

^{*1}. Please refer to the full-year consolidated earnings forecast disclosed on April 12, 2024 through our Consolidated Financial Results for the Year Ended February 29, 2024.

^{*2}. Since our business is in a single segment (cloud business), we do not disclose segment earnings forecasts. For the forecast figures of Resale sales, we have adopted an average exchange rate of approximately 134 yen to the dollar.

The business environment remained favorable in the second quarter, with both net sales and operating income **significantly exceeding the previous year's figures**. Merger of consolidated subsidiary G-gen was completed in July, and sales grew significantly although operating profit was negative

 Serverworks Group overview

Net sales	17,291 million yen	138.6% YoY
Operating profit	602 million yen	149.6% YoY

 Serverworks
(Non-consolidated)
Serverworks Co., Ltd.

Net Sales	14,194 million yen	(133.6% YoY)
Operating Profit	675 million yen	(147.5% YoY)



* 1

(Consolidated subsidiary)

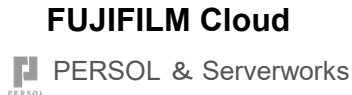
* 1 G-gen and TOPGATE merged as of July 1, 2024.

Net Sales	3,115 million yen	(165.0% YoY)
Operating Profit	-21 million yen	(-19 million yen* 2)

*2 The amount is shown because the previous period's figure was negative.



(Equity-method affiliate)



Equity in losses of affiliated companies (non-operating expense) of 38 million yen was recorded

Financial Highlights (Actual)

Comparison with the previous fiscal year

Serverworks Group

Maintaining the strong performance from the first quarter, **all indicators of** net sales and profit are **significantly exceeding the previous year's figures.**

	Q2 FY02/2024		 Serverworks	Q2 FY02/2025		
(Unit: million yen)	Results (Consolidated)	Composition (%)	Results (Non- consolidated)	Results (Consolidated)	Composition (%)	% of the Previous Year
Net sales	12,480	100.0%	14,194	17,291	100.0%	138.6%
Gross profit	1,590	12.7%	1,687	2,030	11.7%	127.6%
Operating profit	403	3.2%	675	602	3.5%	149.6%
Ordinary profit	445	3.6%	696	577	3.3%	129.8%
Profit	217	1.7%	496	376	2.2%	173.5%
Profit attributable to owners of parent	230	1.8%	—	355	2.1%	154.0%

Financial Highlights (Actual)

Progress versus forecast of consolidated financial results

Steady progress in profits, further accelerating investments that will contribute to future growth. The consolidated earnings forecast remains unchanged due to the difficulty in forecasting the future of the foreign exchange market, such as the recent volatility in the foreign exchange market.

(Unit: million yen)	FY02/2025		Q2 FY02/2025		Progress rate
	Forecasts	Composition (%)	Results	Composition (%)	
Net sales	33,392	100.0%	17,291	100.0%	51.8%
Gross profit	4,034	12.1%	2,030	11.7%	50.3%
Operating profit	668	2.0%	602	3.5%	90.2%
Ordinary profit	492	1.5%	577	3.3%	117.3%
Profit attributable to owners of parent	254	0.8%	355	2.1%	139.7%

(Repost/Reference) Exchange Rates

Serverworks Group

The assumed exchange rate we have adopted for resale operations in the FY02/25 guidance is approximately 134 yen to the dollar, a difference of approximately 10 yen compared to the actual rate in FY02/24.

Our sensitivity to exchange rate fluctuations (assuming a one-yen deviation) is **approximately 184 million yen per year in net sales and about 21 million yen per year in operating profit.**

* applies only to Serverworks

	Calculated at the average actual exchange rate for the previous fiscal year (FY02/2024)	Result if the yen depreciates by a rate of JPY1/USD compared to the assumed FY02/25 average exchange rate	Average exchange rate assumed in FY02/25 guidance	Result if the yen appreciates by a rate of JPY1/USD compared to the assumed FY02/25 average exchange rate
(Unit: million yen)	JPY143.82	JPY135.00	JPY134.00	JPY133.00
Net sales	35,202	33,576	33,392	33,208
Operating profit	872	689	668	647

*1. Please refer to the full-year consolidated earnings forecast disclosed on April 12, 2024 through our Consolidated Financial Results for the Year Ended February 29, 2024.

2. Q2 FY02/2025 (Interim Period) Key Topics

*Includes the latest topics that occurred after the closing date of the relevant period.

We have been granted a patent* for “Not A Chat,” a service that utilizes generative AI to automatically generate email responses with just a single click.

currently available only in Japanese



Recommends ideal text based on the content of email exchanges



Available as a Google Chrome extension and can be used in conjunction with Gmail



For enhanced security, email content is not stored on the server

Patented Details

Received a patent for one of Not A Chat’s most innovative features, the **“generate email responses with just one-click considering the thread of the email”** function.

Future Development

Further enhancements are planned, including support for browsers other than Google Chrome, the addition of a response function based on a proprietary database utilizing RAG (Retrieval-Augmented Generation) technology.

Announced "Governance Plan," a new billing service plan that responds to market expansion and diversifying customer needs
Multiple AWS account control at optimal cost and security

NEW	Governance Plan
AWS usage fee discount rate	5% discount
Billing service fees	free
Support fees *equivalent to AWS Enterprise Support	free
Damage insurance	free
AWS Operations Automation Service "Cloud Automator"	free (worth of 1.78 million yen per year)

The best plan when customers' use of AWS increases and management becomes more complex

1 **5% discount off AWS usage fees**
5% discount off monthly AWS usage fee
Optimize the cost of cloud computing

2 **Governance improvement**
By centrally managing multiple AWS accounts
Improve security and optimize operation

3 **Full package**
Provide accounts with standard design and development completed so that customers can use them immediately after installation

Key Topics 3



Latest example of implementation– 01

Promote operational improvement and cost optimization of the AWS environment with a one-team structure of the in-house CCoE team and Serverworks

Example of implementation:
NTT SMILE ENERGY



NTT SMILE ENERGY

- More than 95% of the business systems and service infrastructure are running on AWS, and the challenge is to improve operations, optimize costs, and enhance security in order to increase the value of AWS.
- Deployment of AWS Organizations to centrally manage accounts for enhanced security and governance
- Cost volatility improved from 28% in FY2022 to 15% in FY2023, leading to stable operations throughout the year.

Serverworks Group



Latest example of implementation– 02

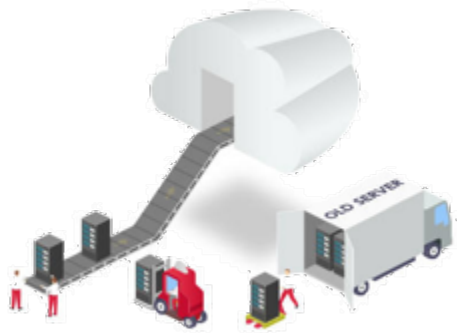
To promote the integration of real and digital the base infrastructure is being developed on AWS, and AI is being enhanced on Google Cloud

Example of implementation:
MITSUBISHI ESTATE CO., LTD.

三菱地所

- System integration and governance is a challenge to promote projects that are undertaken by the group.
- In order to develop a cloud infrastructure on AWS and promote its utilization, it is inevitable to introduce Google Cloud, which is strong in data aggregation, analysis, and beyond that, generative AI, etc.
- G-gen was selected as a partner based on its extensive experience and expertise with Google Cloud and its large number of certified professionals through its website.

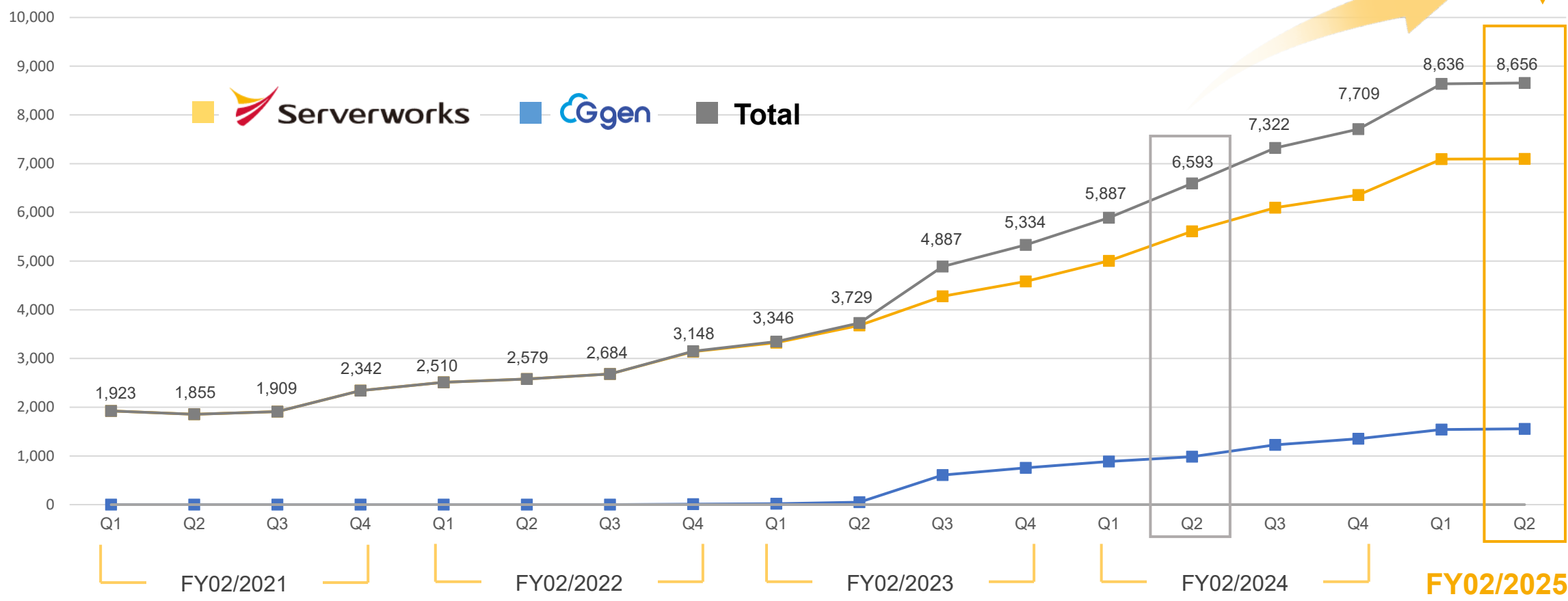
3. Q2 FY02/2025 (Interim Period) Financial Summary



Net Sales – Consolidated -

Net Sales **reached its highest level for the 15th consecutive quarter, and grew by 31% YoY.** Although sales were sharply higher in the first quarter, partly due to the effect of yen depreciation, the growth rate over the latest one-year term has been steady.

(単位：百万円)



Growth rate
+31%

* The figures for each company have been adjusted to reflect the consolidation of internal transactions.
* G-gen and TOPGATE merged as of July 1, 2024.

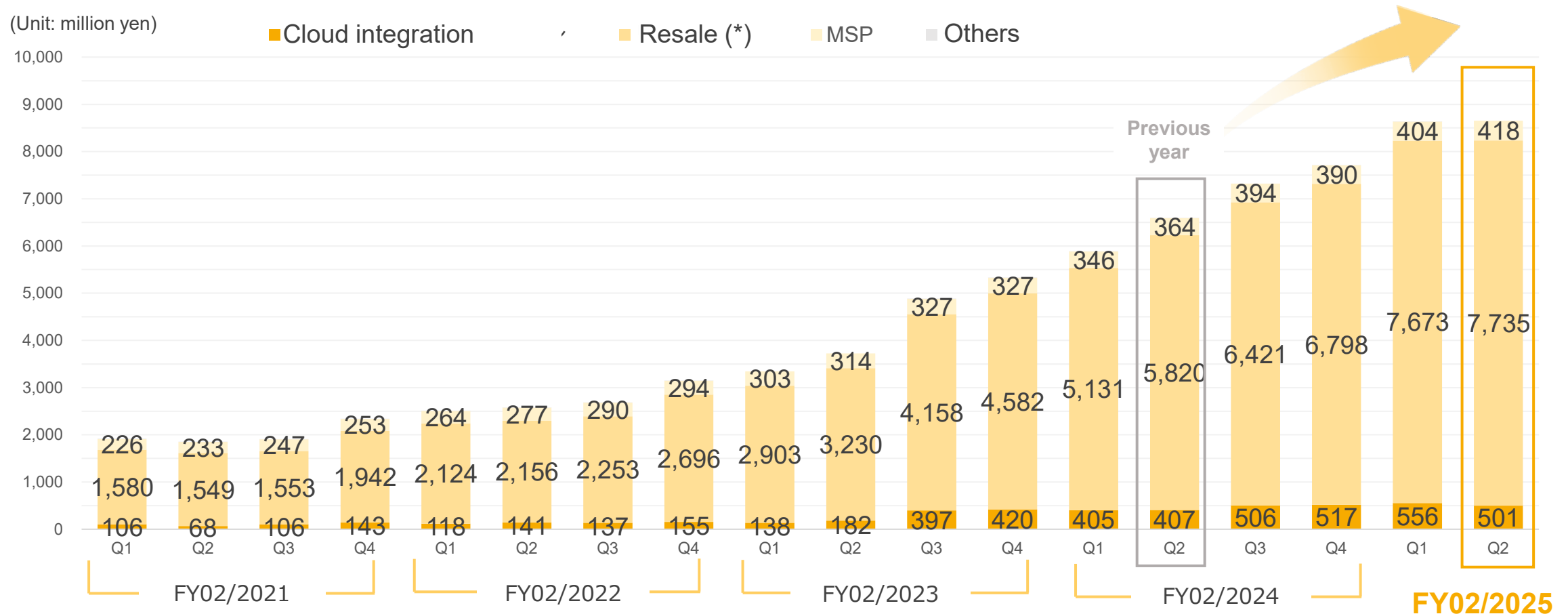
Net Sales

Serverworks Group

- by Product and Service Segment -

All services continue to grow steadily, **rising significantly year on year.**

Cloud integration continues to be in strong demand despite a decrease from the previous quarter due to timing of projects.



* For AWS Resale, total amount of usage fees are recorded as net sales, due to the nature of transactions.

By Product and Service Segment

- Net Sales Year-on-Year Comparison -

Significantly higher results than in the previous year
in main product and service segments

(Unit: million yen)	Q2 FY02/24 Results (Consolidated)	Composition	Q2 FY02/25 Results (Consolidated)	Composition	% of the Previous Year
Cloud Integration	812	6.5%	1,058	6.1%	130.2%
Resale	10,951	87.8%	15,408	89.1%	140.7%
MSP (Managed Service Provider)	710	5.7%	822	4.8%	115.7%
Others	5	0.0%	2	0.0%	41.7%
Total	12,480	100.0%	17,291	100.0%	138.6%

By Product and Service Segment

- composition of each company -

All companies maintained strong growth from the first quarter



Q2 FY02/2025 Cumulative
Sales by Service
(Unit: million yen)

	Serverworks	G-gen	Break down	
	Serverworks	G-gen		
Cloud Integration	434	635		
Resale	12,995	2,419		
MSP (Managed Service Provider)	764	59		
Others	0	1		
Total	14,194	3,115		
			Platform Engineering PE Department (formerly G-gen)	Solution Engineering SE Dept. (Formerly TOPGATE)
			160	475
			1,349	1,069
			1	58
			0	1
			1,510	1,604

* The figures for each company do not include consolidation adjustments for internal transactions.

G-gen and TOPGATE merged on July 1, 2024
The effects of the merger are expected to be seen. Currently, **each of the former companies is promoting activities to grow their businesses**

Platform Engineering (former G-gen)

PE
Department

Q2 FY02/25 Summary

- 1
- Significant resale growth through the acquisition of a diverse customer base
 - Net sales 194% (USD) YoY.
- 2
- Solid start-up of training business
 - Achieved 400+ participant goal in just six months.
- 3
- Won several large Google Workspace projects
 - As the company grows, the scale of projects also increases. Won the case with over 1,000 licensed (see right).

Introduced Google Workspace for all 1,700 employees, with the aim of improving operational efficiency and facilitating internal communication.

Example of implementation:
Housetec Inc.



- Inefficient information sharing and communication due to fragmented IT infrastructure between organizations were issues.
- Decided to implement Google Workspace based on successful examples from group companies
- Selected G-gen because of the importance of support from a company with progressive thinking and culture as an implementation partner
- System integration project completed in a short period of 3 months
- The company has achieved its overtime reduction target and is realizing the benefits of the introduction, such as increased speed of information sharing.

G-gen and TOPGATE merged on July 1, 2024

The effects of the merger are expected to be seen. Currently, **each of the former companies is promoting activities to grow their businesses**

Solution Engineering

(former TOPGATE)

SE
Department

Q2 FY02/25 Summary

1

Achieved significant YoY revenue growth

- Sales growth in both CI and Resale, up 165 million yen YoY
*Reference (management accounting): 621 million yen in the previous period → 786 million yen in the current period

2

Acquired a project from the Ministry of Agriculture, Forestry and Fisheries (Chugoku and Shikoku Agricultural Administration Bureaus)

- Although we had a track record with local governments, this was the first time we won a bid for a central government project

3

Acceleration of offshore procurement

- Strengthening offshore development members, including for large projects
- This is expected to reduce costs in the future

Achieved connection to Google Workspace via local breakout from LGWAN terminals for the first time in a municipality

Example of implementation:
Ashikaga City, Tochigi Prefecture



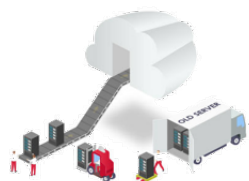
- Faced with the challenge that strong information security measures made telecommuting, telework, and web conferencing difficult
- Established a configuration to connect to Google Workspace from the agency's general government network (LGWAN) terminals
- Issued accounts to approximately 1,500 staff members to save work through communication tools and sharing functions

Percentage of Recurring Business

One-time Business

1

Cloud Integration



Recurring Business

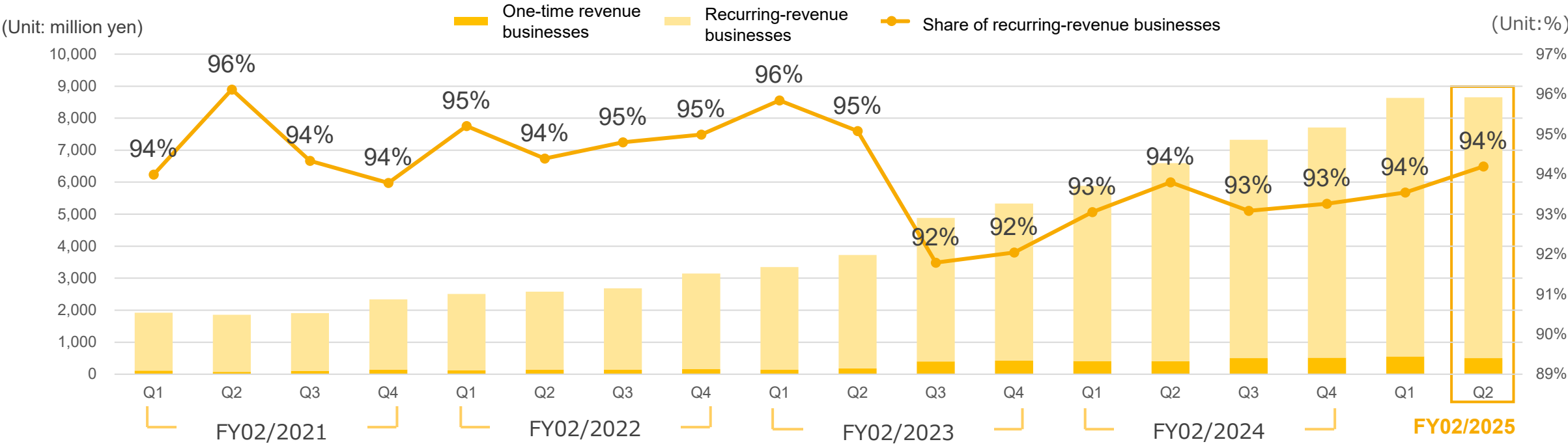
2

AWS Billing Services (Resale)



3

Operation and Monitoring Services (MSP)



One-time sales from Cloud Integration, where sales are recorded at the time of customer acceptance are recorded under One-time revenue businesses. Recurring sales from AWS monthly usage fees, monthly charges for proprietary services such as Cloud Automator, licensing fees for continued use of third-party software services, and MSP usage fees and maintenance fees for AWS server monitoring and backup services (all of which entail continued AWS usage by companies) are recorded as Recurring-revenue businesses

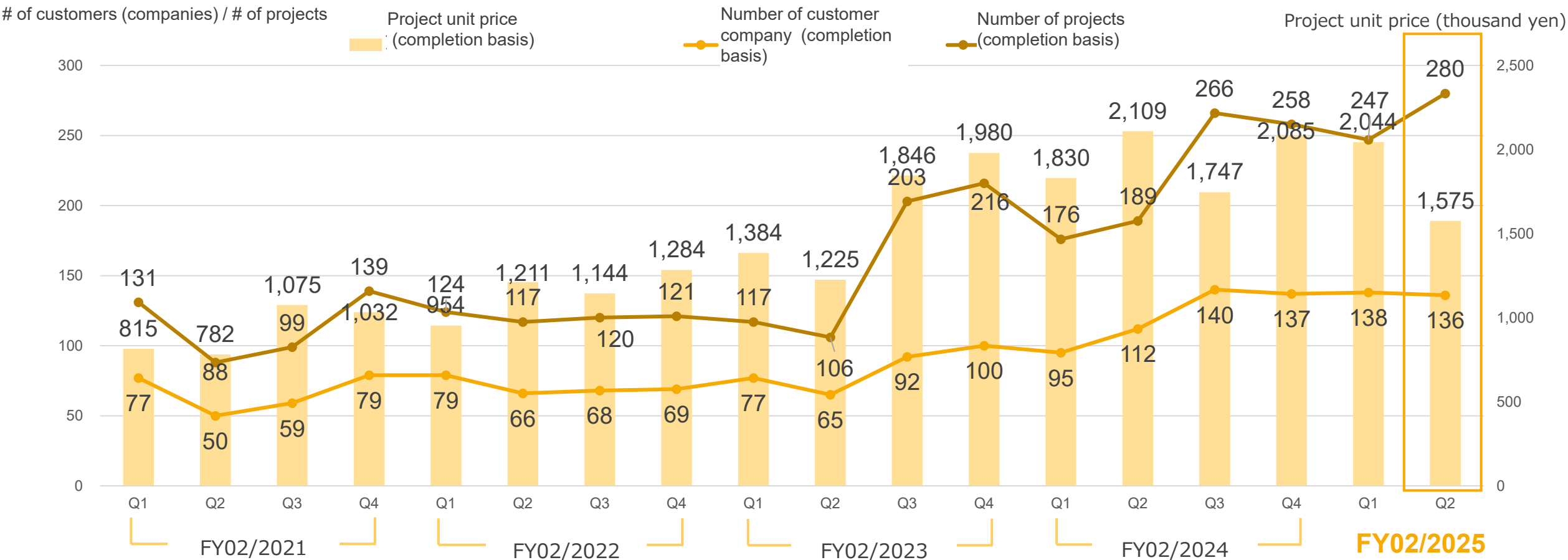
Cloud Integration

- Changes in Each Indicator -

Steady increase in the number of projects.

At present, we plan to maintain growth by focusing on acquiring more projects,

although the unit price of projects is affected by the increase in the number of projects.

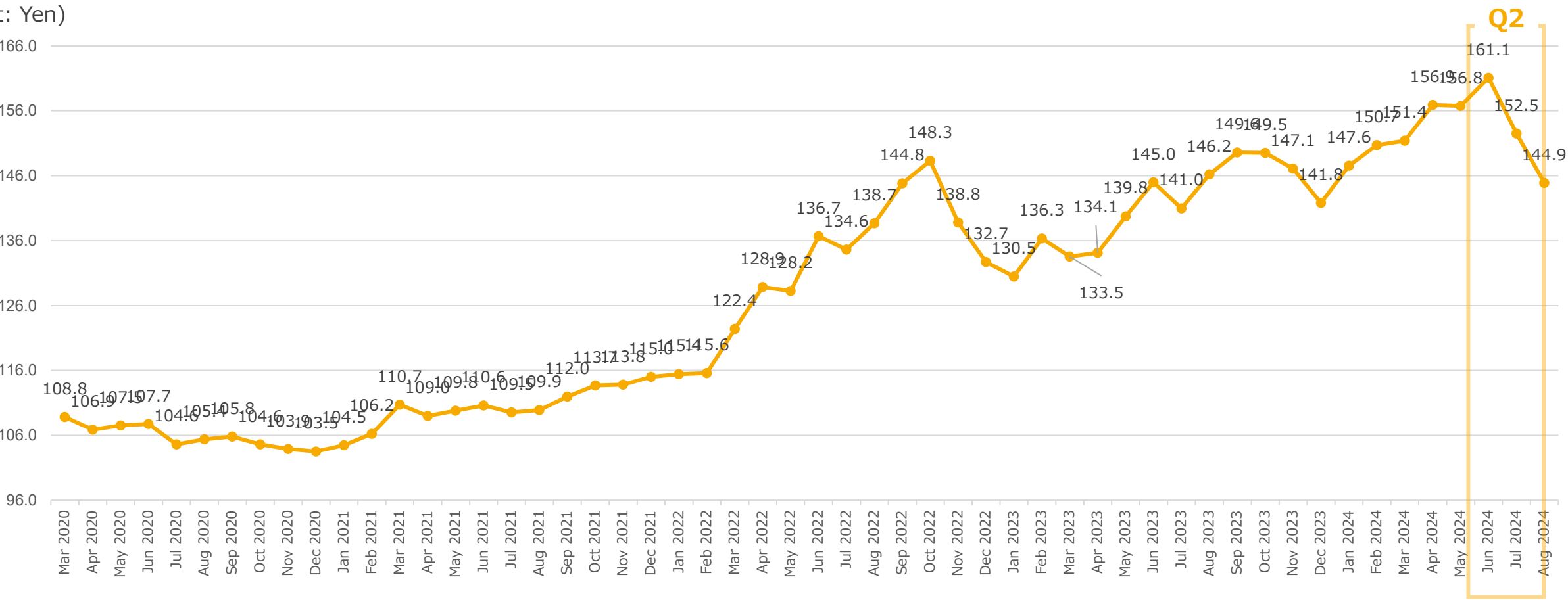


*In accordance with the application of the new revenue recognition standard, we have changed the method of recognizing revenue based on the degree of completion of performance obligations from FY02/23, but this indicator is calculated based on the completion basis (old standard).

Both sales and profits were affected by the sharp appreciation of the yen from late July to early August.

(Even if sales increase or decrease due to exchange rate fluctuations, profit margins are unaffected because the purchase amount also increases or decreases in the same manner.)

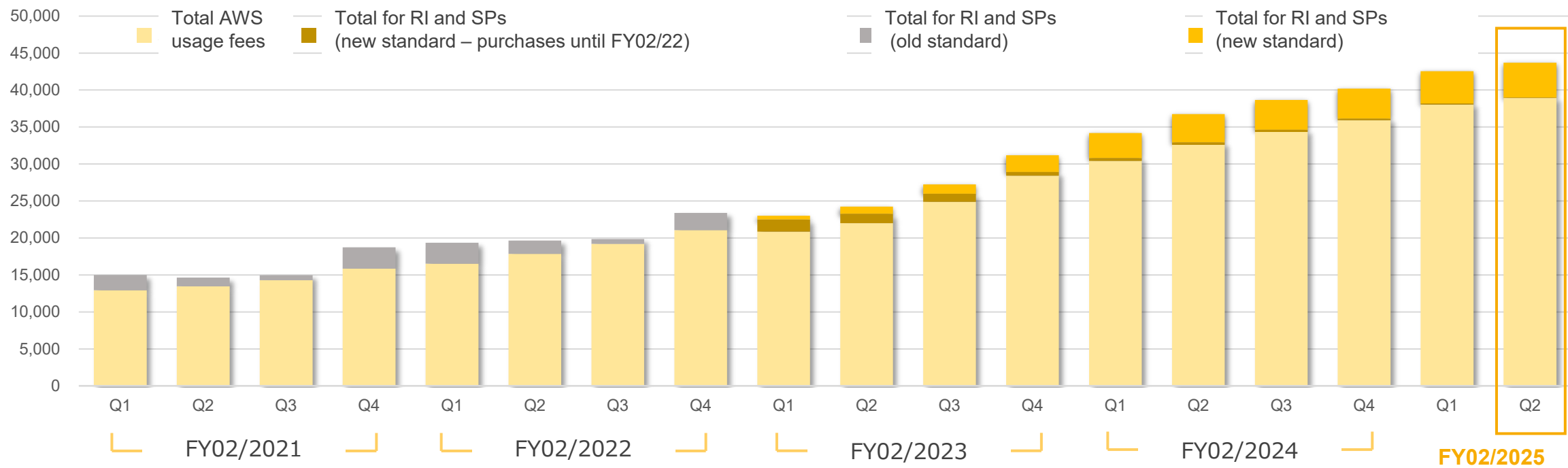
(Unit: Yen)



Steady organic growth maintained as clients continue to adopt and promote AWS use

Reserved Instances (RI)* and Saving Plans (SP)* had certain purchases as in previous years.
A new revenue recognition standard has been applied since FY02/23, which requires revenue to be recognized over a "discounted period."

(Unit: K.USD)



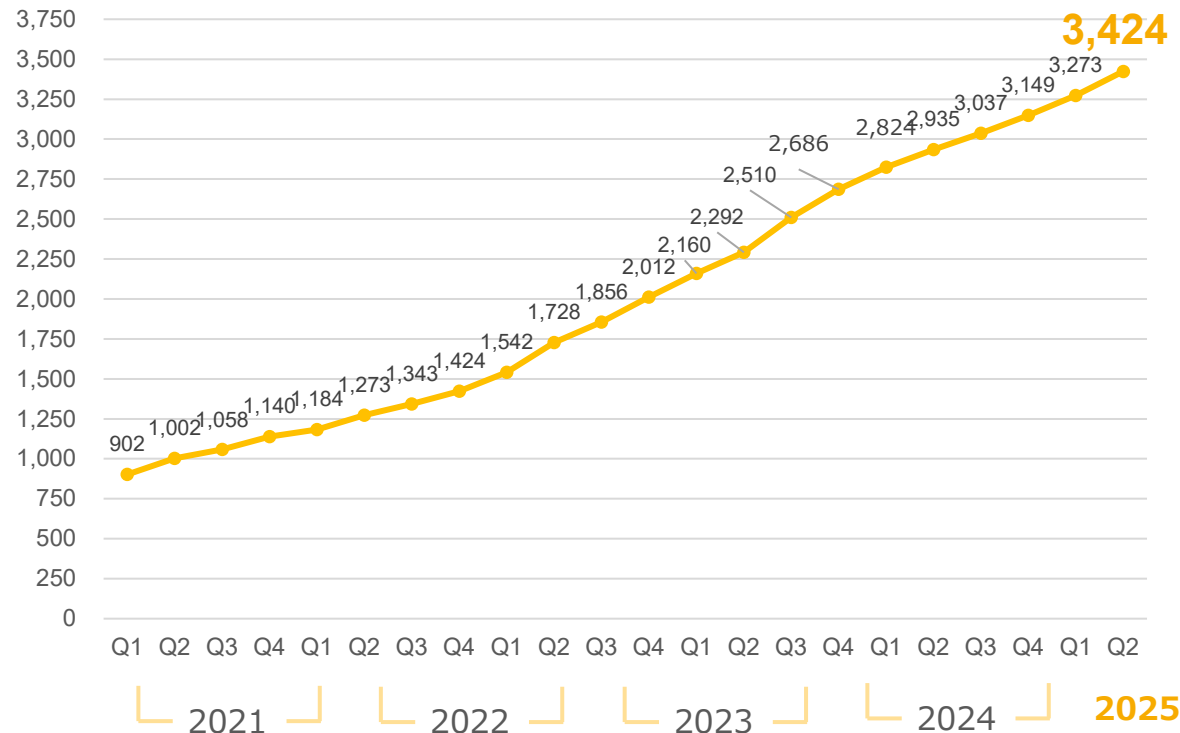
*RI and SPs are AWS services under which substantial discounts are offered to customers who pay a fixed reservation fee and commit to AWS usage for a certain period.
*For RI and SPs, we had recognized revenue at the time of purchase until FY02/22, but changed the method to recognize revenue over the applicable period in FY02/23.

- Number of AWS Accounts and ARPU -

Steady increase in number of account and high ARPU maintained through promotion of AWS usage

Number of AWS accounts

(Unit: # of account)

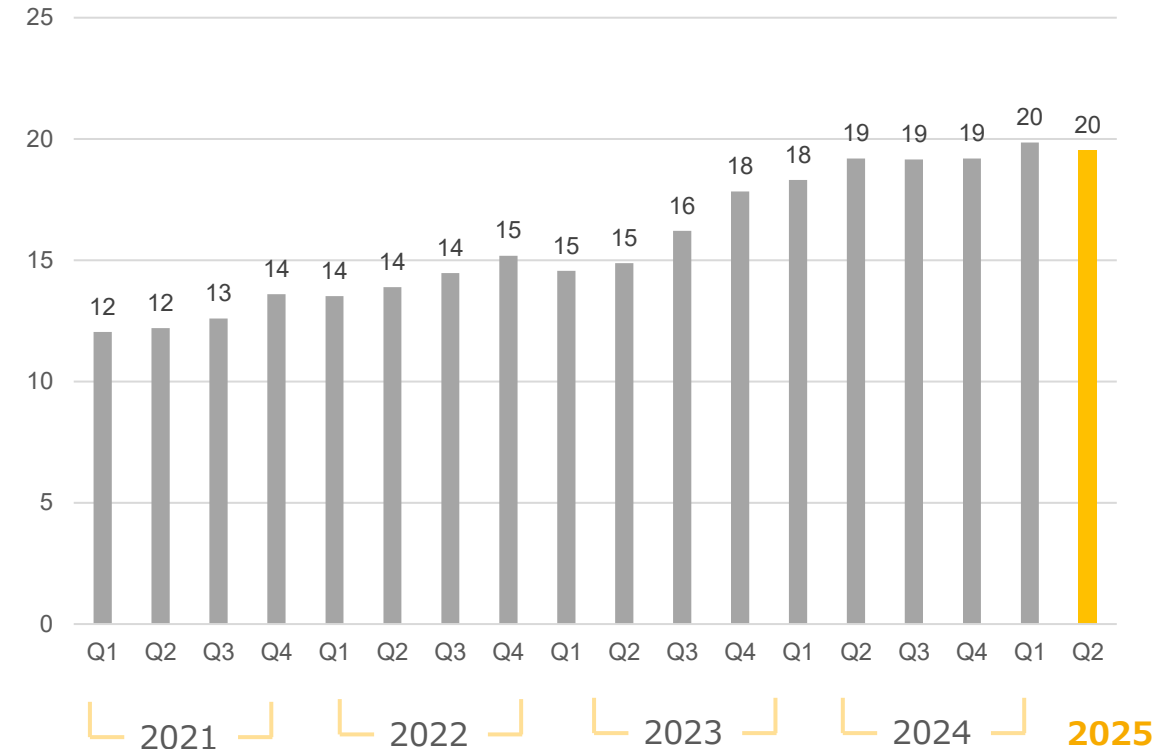


ARPU*

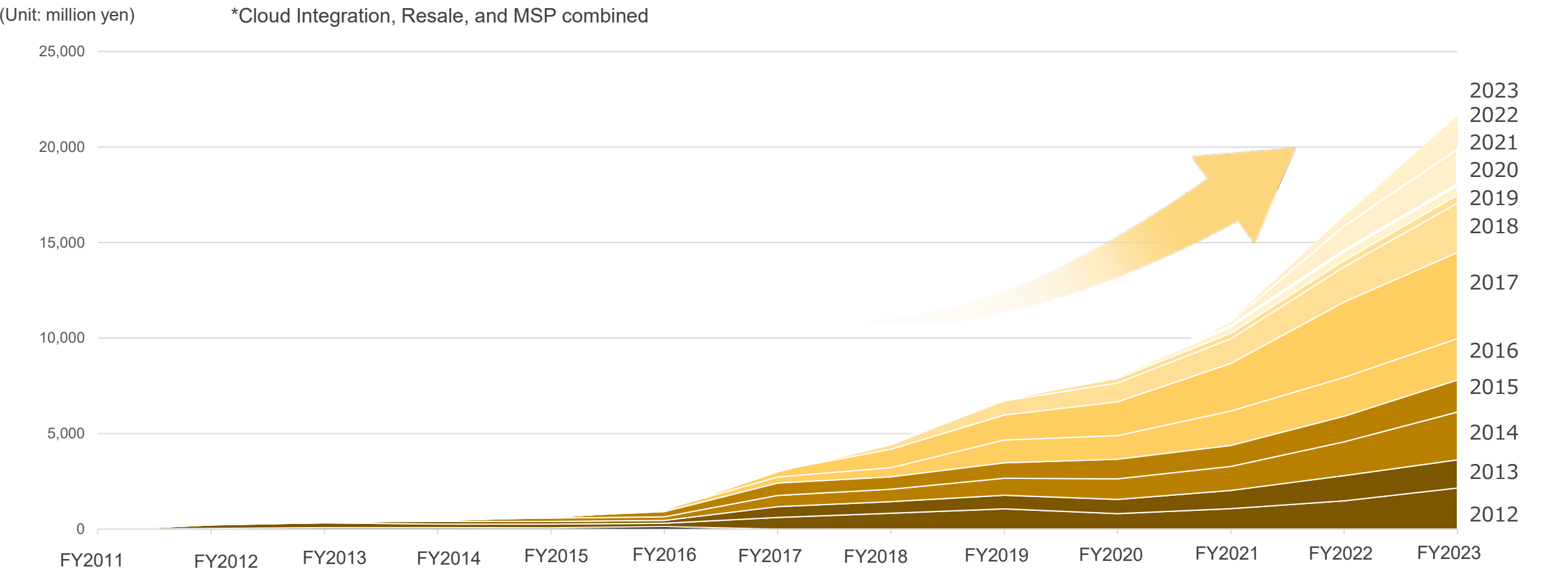
AWS usage fees for the quarter divided by the total number of customers for the quarter.

(Unit: K USD)

* Excluding Reserved Instances and Savings Plans



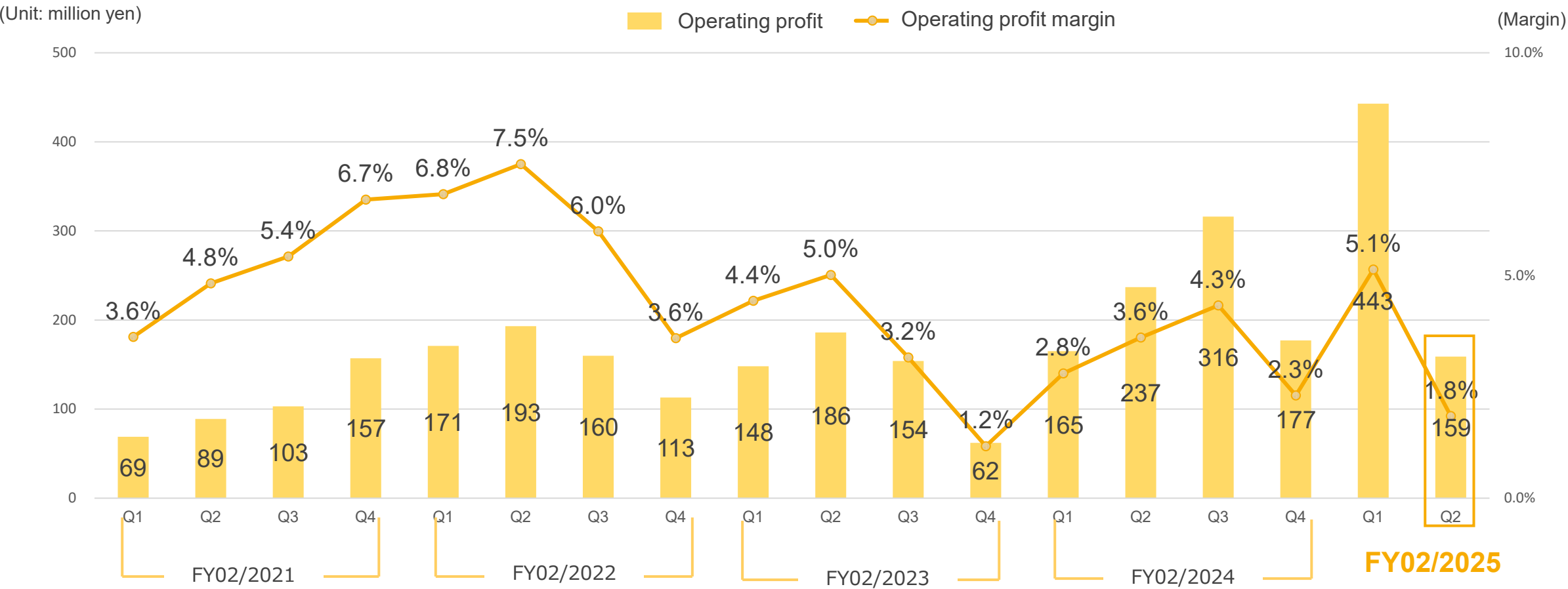
Existing clients that have signed contracts with us tend to **increase their total sales over the years**



* Revenues prior to the fiscal year ended February 29, 2017 are an approximate total of AWS resale revenues recalculated into a gross amount based on the most recent results.

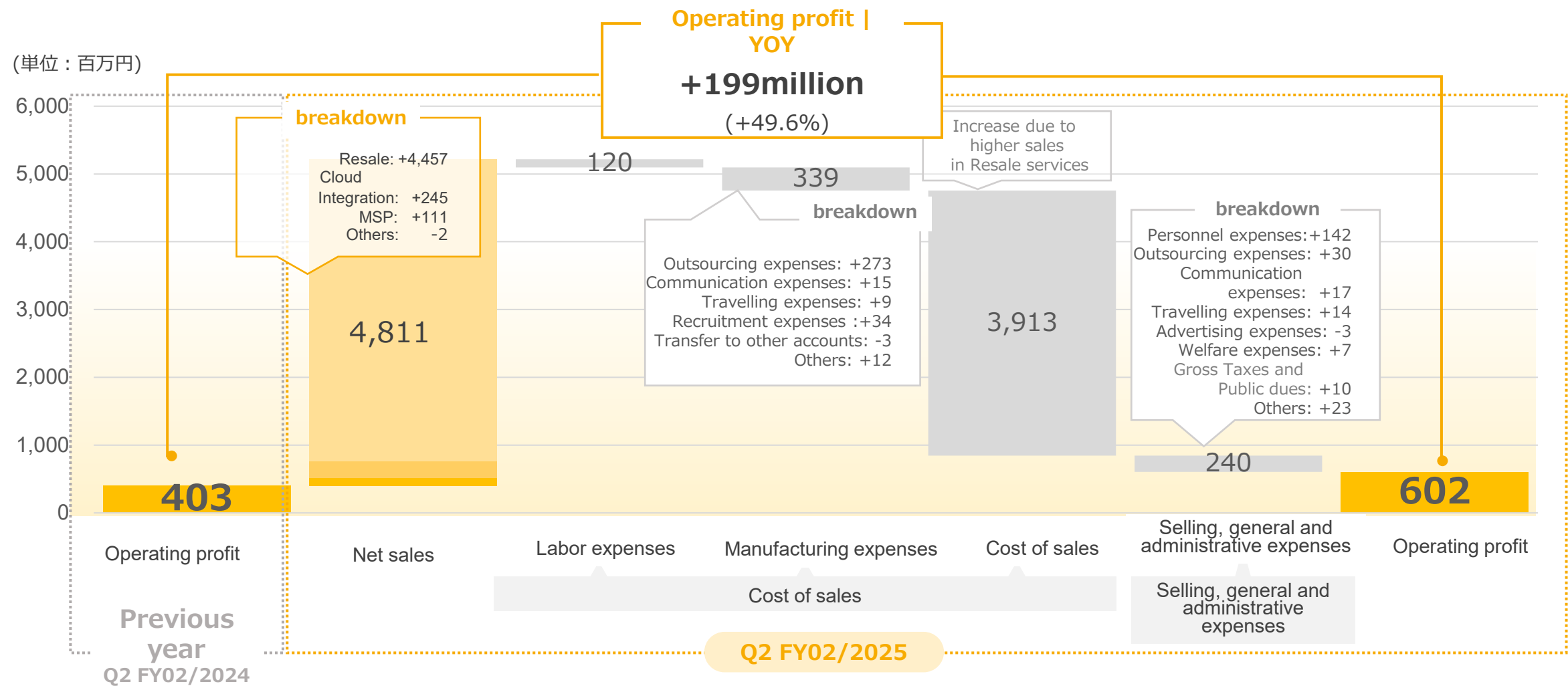
Operating Profit, Operating Profit Margin

Accelerate investments that contribute to future growth, such as investments in human resources (bonuses increases, etc.) and costs related to strategic collaboration with AWS (advertising expenses increases, etc.)
Profits earned in Q1 are effectively invested.



Analysis of Factors Affecting Operating Profit YoY

Operating profit increased 49.6% YoY while investing aggressively for growth



Financial Condition: Balance Sheet (Summary)

Serverworks Group

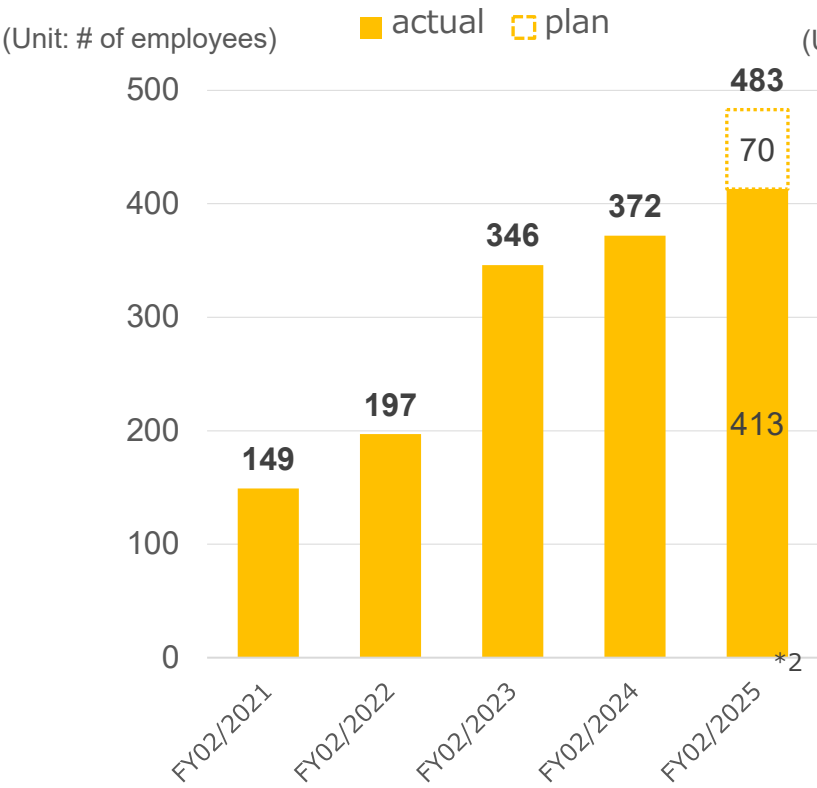
"Current assets" and "current liabilities" increased due to active business activities, and "fixed assets" increased due to an increase in investment securities and stocks of subsidiaries and affiliates,
"Net assets" increased due to the third-party allotment of new shares by TOPGATE before the merger, etc.

Balance Sheet	FY02/24 Results (Consolidated)	Q2 FY02/24 Results (Consolidated)	Change	(Unit: million yen)
Current assets	13,527	14,293	766	
Fixed assets	4,529	5,077	548	
Property, plant and equipment	53	50	- 2	
Intangible assets	1,017	958	- 58	
Investments and other assets	3,458	4,068	610	
Total assets	18,056	19,371	1,314	
Total liabilities	7,389	7,705	315	
Current liabilities	7,119	7,370	250	
Non-current liabilities	269	335	65	
Total net assets	10,667	11,666	998	
Total shareholders' equity	9,581	10,439	857	
Accumulated other comprehensive income	1,078	1,226	148	
Non controlling interest	6	—	- 6	
Total liabilities and net assets	18,056	19,371	1,314	

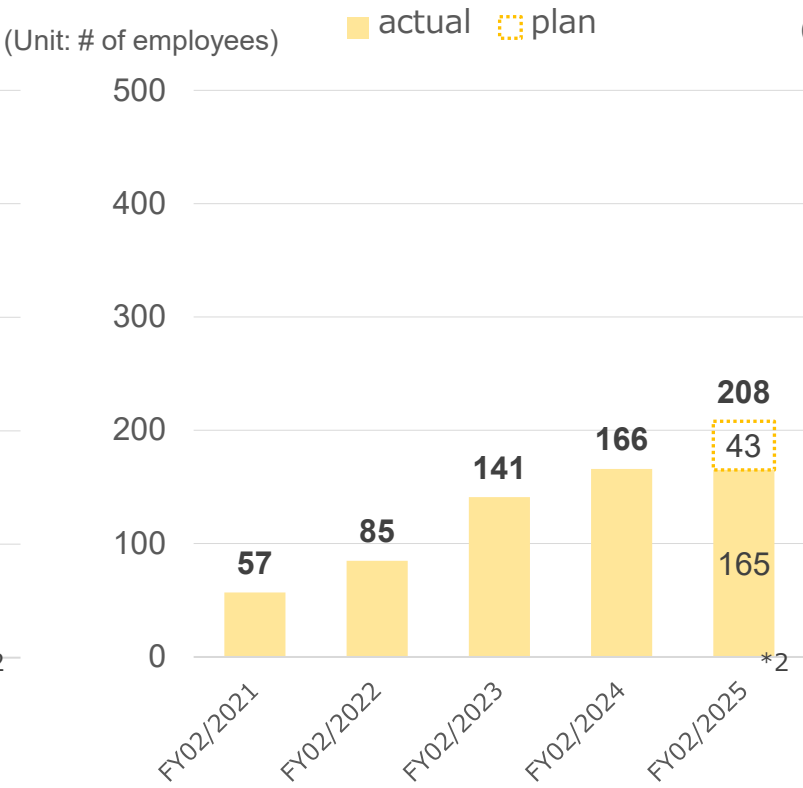
Group Headcount Trends*1

Continue to actively recruit highly skilled personnel, especially cloud engineers
Steady increase in new hires

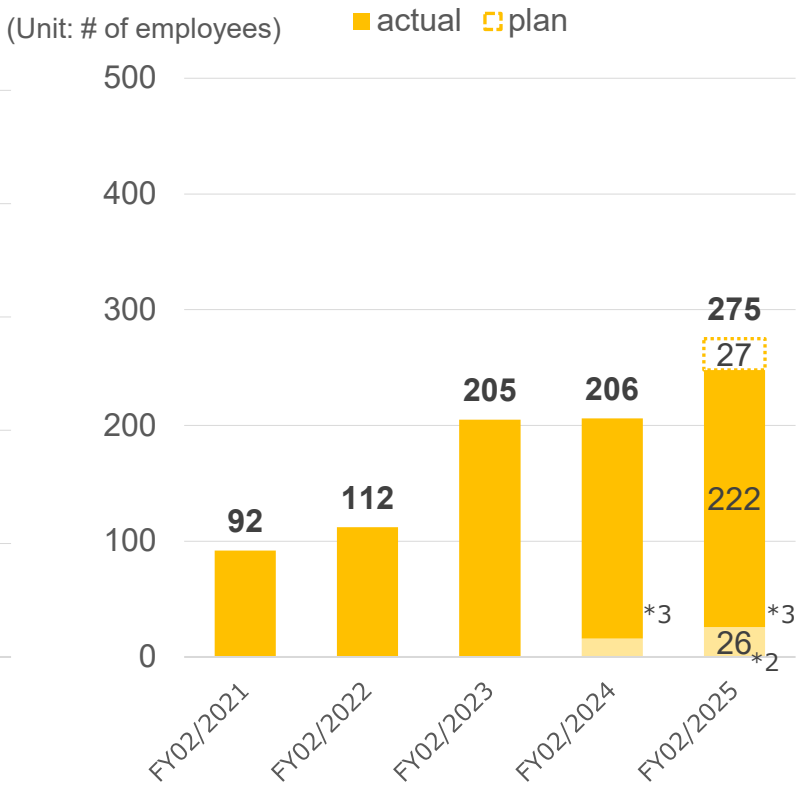
Total



Sales, general, and admin
(excluding engineers)



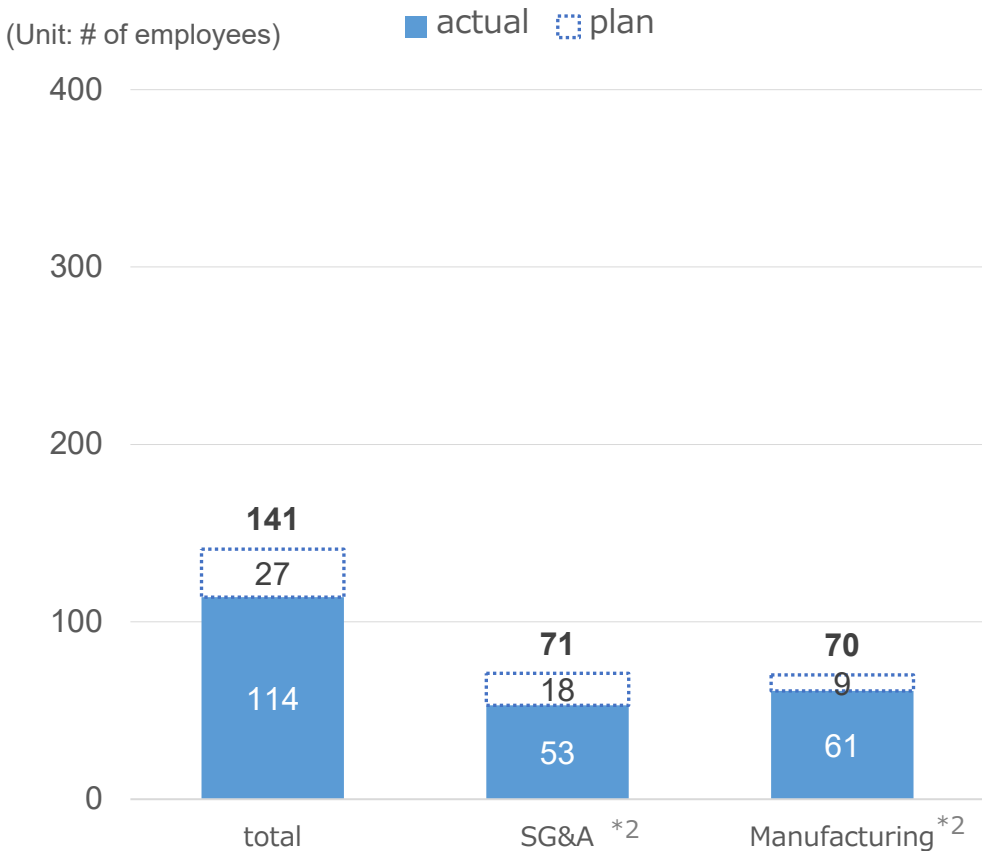
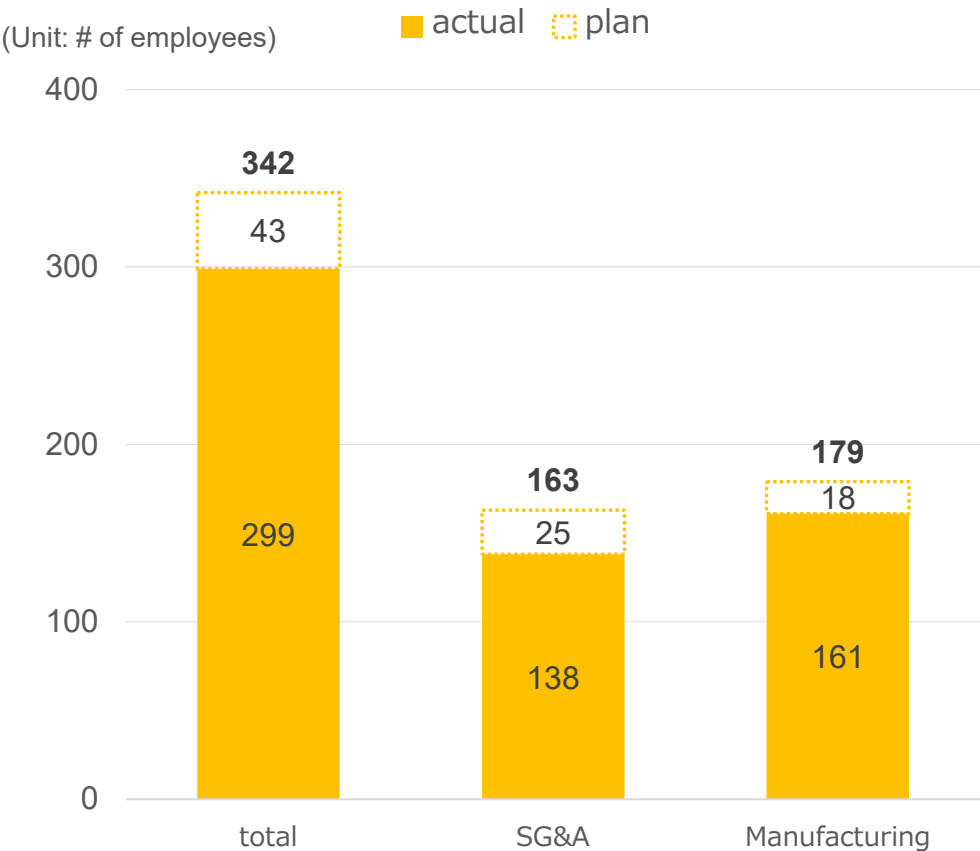
Manufacturing



*1. The number of employees includes the number of temporary (part-time) employees and does not include directors.
*2 The actual number for FY02/2025 are for the period from March 2024 to August 2024.
*3. From FY 02/2024, the in-house SEs and engineers who provide training have been changed to the SG&A department.

Group Headcount Breakdown *1

Continue to actively recruit highly skilled personnel, especially cloud engineers
Steady increase in new hires



*1 The number of employees includes the number of temporary (part-time) employees and does not include directors.
*2 The number of employees has changed due to the unification of the classification of SG&A and manufacturing at the time of the merger (decrease in SG&A, increase in manufacturing).

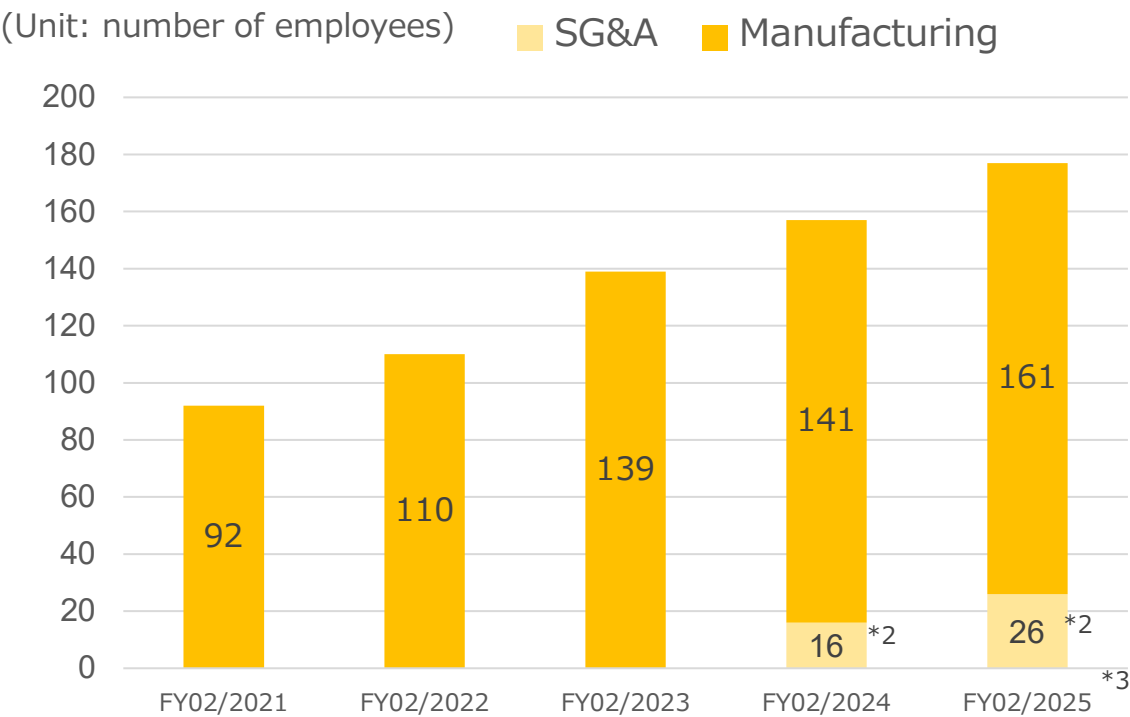
Promoting AWS Certifications for Engineers

Mid-career engineers with no AWS experience also obtain AWS certification early.

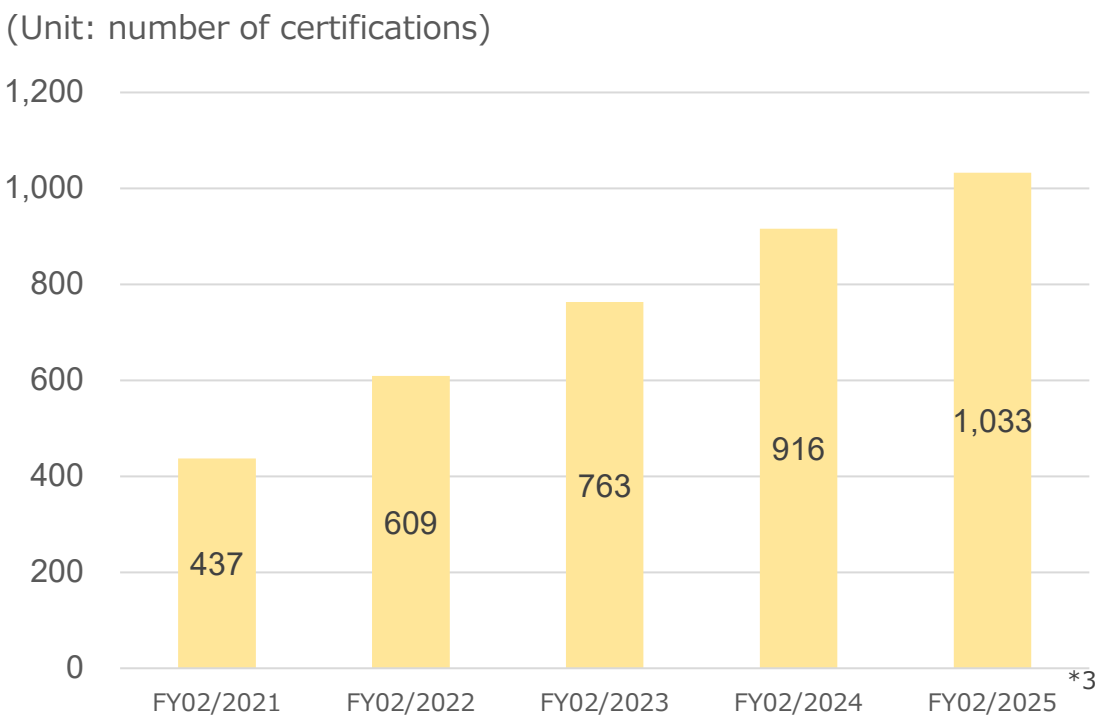
Over 1,000 AWS certifications



Number of engineers



Number of AWS certifications earned ^{*1}



^{*1} Cumulative number
^{*2} From FY 02/24, the in-house SEs and engineers who provide training have been changed to the SG&A department
^{*3} The actual number for FY02/2025 are for the period from March 2024 to August 2024

Key Questions concerning Q2 FY02/25 (Interim Period)

Category	Question	Response
Performance Forecast	(Page 7 of this financial summary) With profits have made remarkable progress against your full-year forecast, will you raise your projections?	Considering the progress on the profit front, we recognize that we are in a situation to consider an upward revision of the consolidated earnings forecast, but currently, we have no plans for adjustments. The main reason for this is due to the unpredictable nature of exchange rate fluctuations. It is also difficult to quantify the factors that affect profit at this point, combined with our policy of actively investing the profits we have earned in investments that will contribute to future growth, so we have left our earnings forecast unchanged for the time being. Moving forward, we will promptly disclose any material information as it arises.
Net Sales	(Page 14 of this financial summary) What is the cause of the almost flat sales of 8,656 million yen in the second quarter compared to 8,636 million yen in the first quarter?	Breaking it down by service category, MSP increased, but cloud integration was negative QoQ due to the impact of the timing of sales of projects, and the sharp appreciation of the yen against the U.S. dollar was the main reason for the decline in resale sales and profit amount. Our business model is such that foreign exchange can affect resale sales, so while foreign exchange conditions may make growth appear to be slowing, it does not have a significant impact on the essential business conditions.
Reference index	(Page 24 of this financial summary) ARPU per company appears to have declined from Q1, what is the cause?	Due to the recent depreciation of the yen, many customers feel that AWS, which is a dollar-denominated service, is relatively expensive. Under such circumstances, we offer a variety of consulting services, including cost optimization, so that our customers can use AWS at more reasonable prices. Although this may result in a temporary drop in ARPU, cost optimization allows customers to continue using AWS for a long period of time with peace of mind, which in turn leads to an increase in LTV without churn. We intends to maintain ARPU at an appropriate level while growing resale sales by increasing the number of accounts.
Critical KPIs	(Page 29 of this financial summary) How is your recruitment plan progressing?	In the first half of the fiscal year, although there were some delays in the recruitment plan for certain positions in certain divisions, some divisions were able to hire more personnel than expected, and overall, we were able to hire personnel almost in line with the recruitment plan. As the hiring environment remains challenging, we will continue to focus on recruiting new employees and improving the working environment to prevent existing employees from leaving the company and to secure personnel.

Making the World a Better Place to Work through Cloud Technology



You can use computers to your advantage,
no matter where you are and without the necessity of ownership.

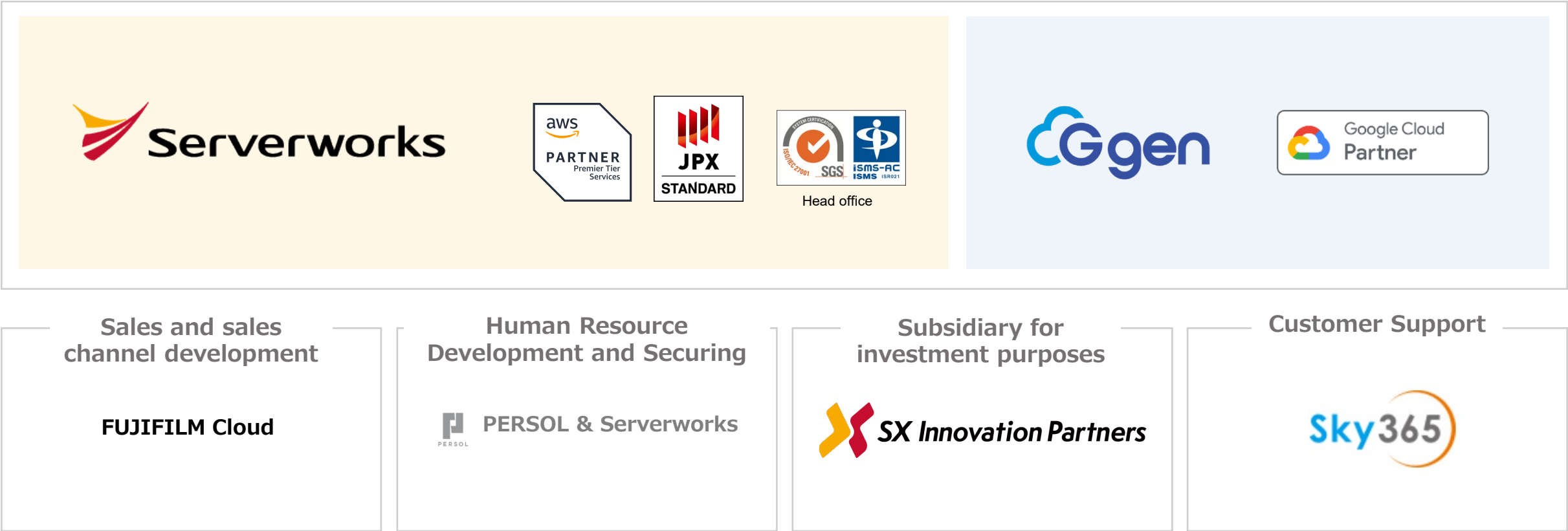
We are committed to further spreading this idea of the “cloud.”

Through cloud computing, we aim to create a society that helps more
companies enhance their competitive edge and makes everyone who
works there feel that

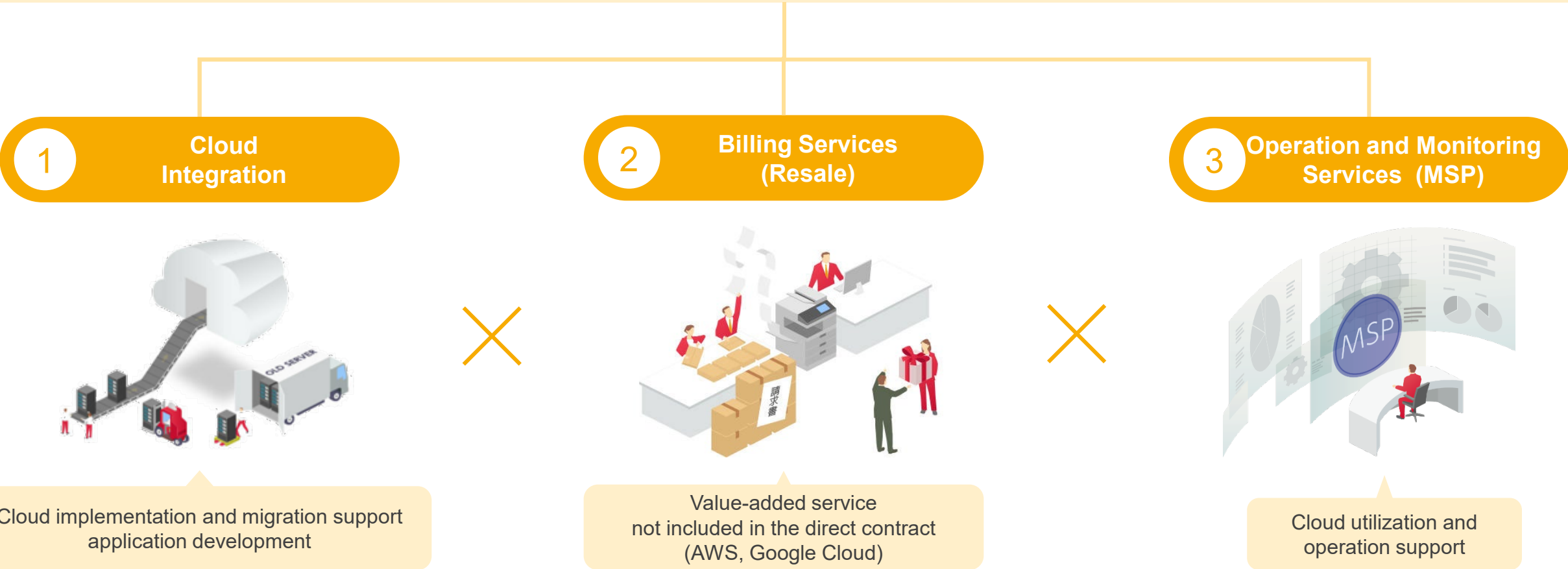
“This is a better place to work.”

We would like to share this vision with you.

Serverworks Group establishes comprehensive support structure for cloud business



Serverworks Group strongly supports clouds utilization
in any business through three main solutions



Company Overview

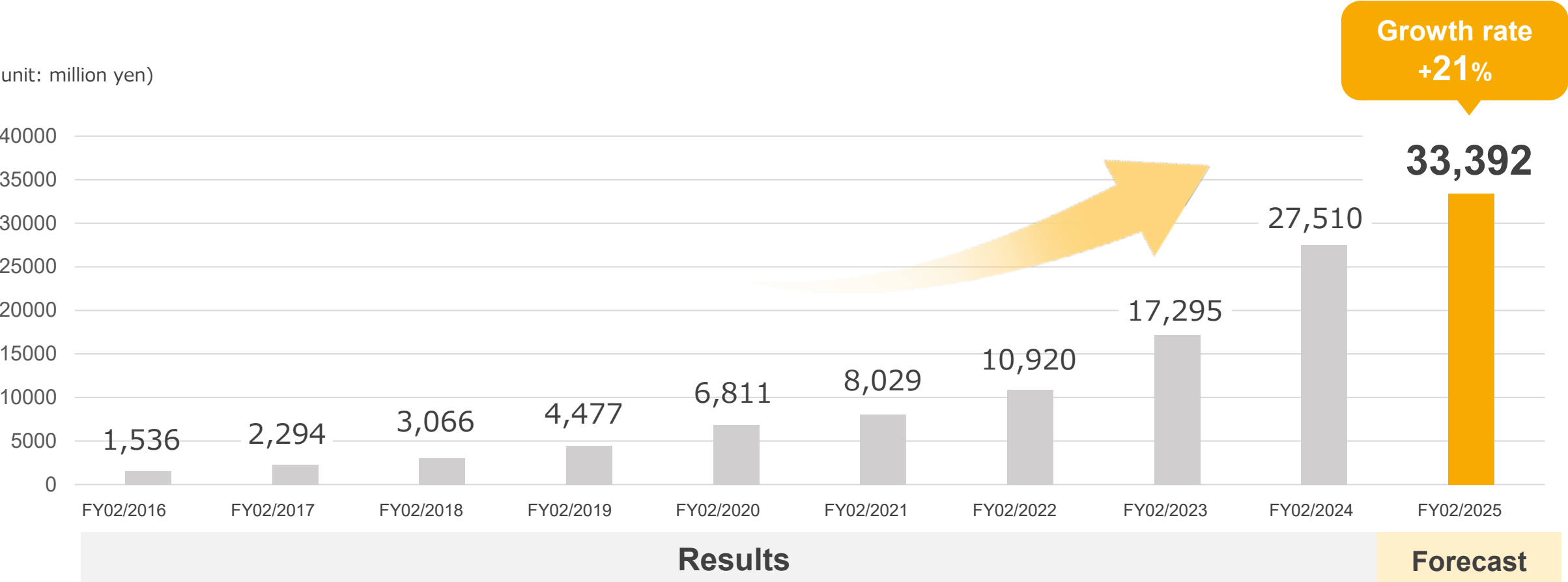
Net Sales over the past 9 years

Serverworks Group

With the increase in demand due to the expansion of the cloud market and the expansion and growth of the group organization through M&A and establishment of JVs,

Steadily increasing net sales and maintaining high growth rate

(unit: million yen)



Founded	February 21, 2000
Capital	3,267,068,221 yen (as of August 31, 2024)
Number of Employees	Non-consolidated: 299 (as of August 31, 2024) Consolidated: 413 (as of August 31, 2024)
Business Domain	Cloud integrator specializing in AWS
Management	Ryo Oishi CEO Takashi Hashiba Senior Vice President Mikiya Inoue Outside Director who is Audit and Supervisory Committee Member (Full-time) Yuko Tanaka Outside Director who is Audit and Supervisory Committee Member Hikari Fujimoto Outside Director who is Audit and Supervisory Committee Member
Certification	• AWS Premier Tier Service Partner • AWS Migration Competency • AWS Digital Workplace Competency • AWS Managed Service Provider Program • AWS Well-Architected Partner Program • ISO / IEC 27001 (JIS Q 27001)
Major Shareholders	Board members TerraSky Co., Ltd. NTT Communications Corporation NTT DATA Corporation

Main Locations

Tokyo (head office),
Osaka, Sendai, Fukuoka





Head office



Management Team

Directors



President & CEO

Ryo Oishi

Oishi graduated from Tohoku University, where he majored in economics. He joined Marubeni Corporation, which is one of the biggest general trading companies. He was involved in the establishment of a subsidiary related to communication networks, as well as the planning of internet business and sales. In February 2000, he founded Serverworks. After he started AWS business in 2009, Oishi became one of Japan's first "cloud evangelists," and he has continued to encourage Japan's use of cloud computing.



Senior Vice President

Takashi Hashiba

Hashiba graduated from Tokyo University of Agriculture, where he majored in agriculture. He joined a wholesale food processing company, working in a sales role.

After joining our company in April 2006, he became head of the sales and technical department and took part in numerous system installations. After the AWS business began, he continued working on numerous projects, contributing substantially to the company's expansion. He became senior VP in October 2013.

Audit and Supervisory Committee Members (Outside Directors)

Full-time

Mikiya Inoue



After graduating from Keio University, where he majored in engineering, Inoue joined Marubeni Corporation. He worked primarily in the information and communication industry, engaging in a wide range of projects. These included time-sharing services, international VAN services, mobile communications services, packet switching networks, communications networks for the distribution industry, optical submarine cables, data centers, and ISPs. He also took part in related M&A projects. He has lived in London and Bangkok. He joined our company as outside auditor in May 2018. He became an outside director in May 2021.



Yuko Tanaka

Tanaka graduated from The University of Tokyo, where she majored in law. After working for Toyota Motor Corporation, A.T. Kearney, and Jupiter Shop Channel, she joined CrowdWorks, Inc. as an Executive Officer in 2014. Experienced IPO, and as General Manager, Corporate Planning Office, she was responsible for mid- to long-term strategy, budgeting, business management, financial accounting, public relations, IR, and M&A. Appointed as Director in 2019. She became independent in 2022 and currently serves as Representative Director at Yukott Inc. and as an outside director at Spacemarket, Inc. and Batonz Co., Ltd. She joined our company as outside director in May 2021.

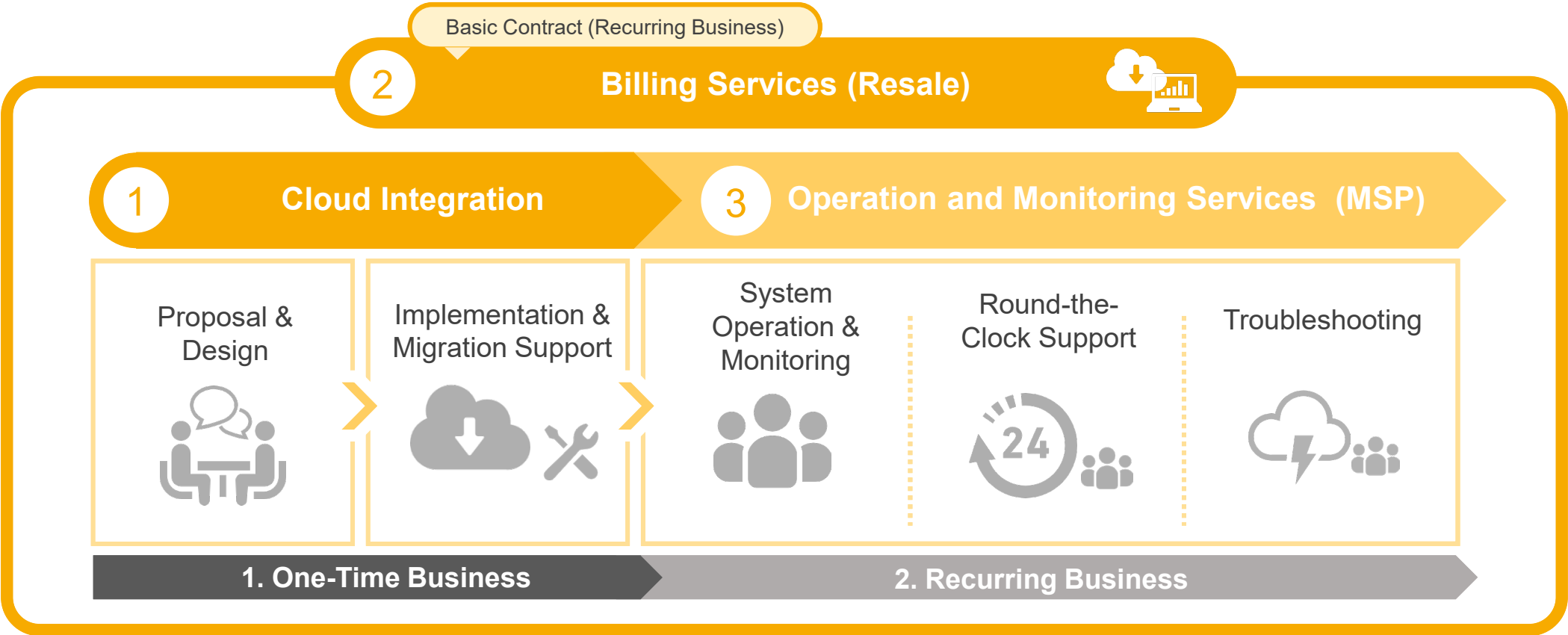


Hikari Fujimoto

Fujimoto graduated from Keio University, where she majored in economics, before joining Tohmatsu & Co. (current Deloitte Touche Tohmatsu LLC). She engaged in accounting audit work and stock listing support services. She struck out on her own in 2011, establishing Hikari Fujimoto Certified Public Accountant Office (current Hikari Fujimoto Certified Public Accountant and Tax Accounting Office) in 2013. She provides stock listing support, support for the establishment of internal controls, M&A support, and accounting tax advisory services for venture companies. Currently, she is an auditor for several companies. She joined our company as outside director in May 2021.

Serverworks has been an AWS specialist since the dawn of cloud computing in Japan.
We provide a full range of services, from AWS implementation to utilization and operation.

Today, as Serverworks Group, we provide strong support for the use of the cloud in all types of businesses through three main solutions

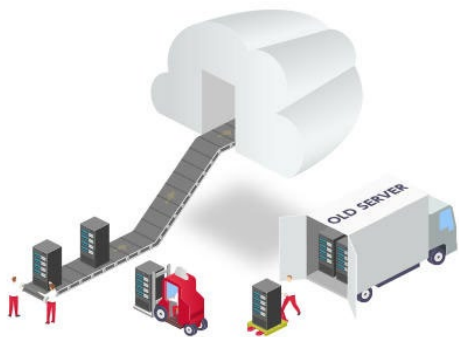


1 Cloud Integration



We provide AWS planning, design, construction, and implementation support promptly in accordance with customer requirements and environments.

Features of Serverworks' AWS Implementation and Migration Services



- Extensive project experience with more than 10,000 projects

Serverworks began providing cloud implementation support in 2008 and has been continuously certified as an AWS Premier Tier Service Partner, the highest tier of the AWS Partner Network (APN), since 2014.

- Be proactive and make suggestions even if they are unprecedented.

We value the attitude of being close to our customers, so we try to make positive proposals even for unprecedented consultations.

Case Studies



Customer support
Create an environment



Migrate on-premise environments to servers



Establish environments for **financial institutions and payment systems**



Provide in-house production support for AWS utilization

Note: We provide up-front estimates tailored to each request.

Basic Implementation Flow

- System capable of providing support from design to operation

We assess the customer's current situation and their goals for AWS migration. Then, we quickly develop an overall plan and implement the project.



2 Billing Services (Resale)



Business Overview

2 Billing Services (Resale)

Providing a billing service that enables more convenient and secure use of AWS

In addition to technical support, we also provide operational automation tools, property insurance, and other services.

Advanced Plan delivers our unique value added on AWS.



► About “AWS Advanced”

With only a billing agent fee of 10% of the AWS usage fee, this plan allows you to take advantage of the AWS operation automation tool, Cloud Automator. We also provide indemnity insurance in case of emergency, personalized support by our engineers, and various operation services, in addition to basic support.

AWS Advanced Plan

Technical Support

Invoicing in Japanese Yen

Customer Portal

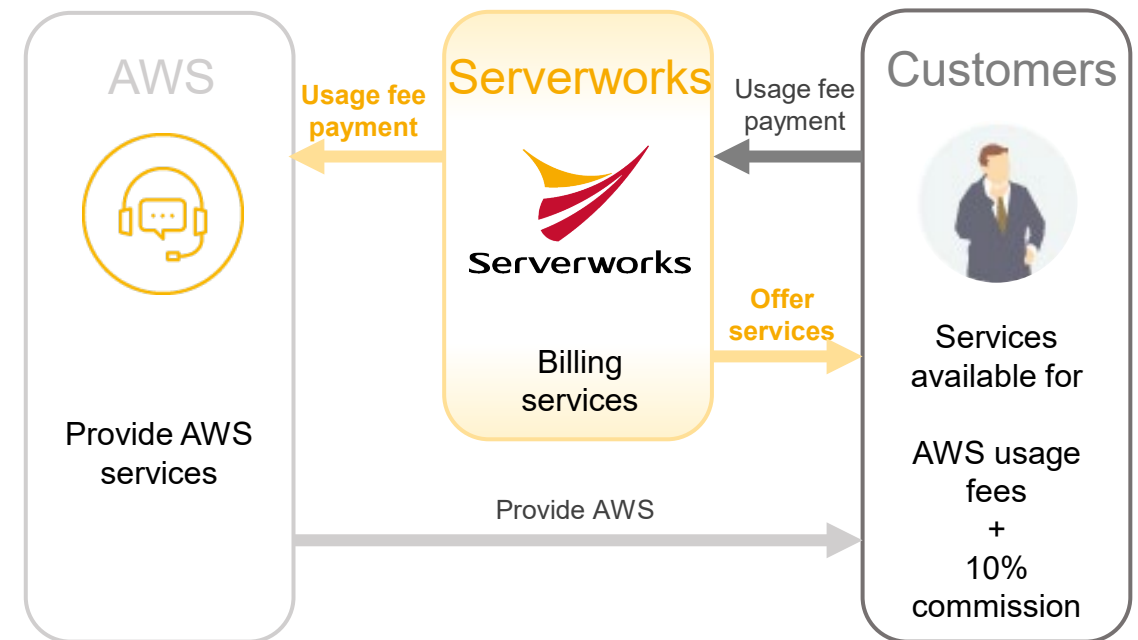
Cloud Automator

Migration and Operations Services*

damage insurance

*Paid option

Serverworks contracts with AWS for enterprise support.



Available with
advanced service
agreement

Customer successes of Cloud Automator, operational optimization service



Cloud Automator automates
AWS operations

DIP Corporation

Achieved **30%** AWS cost
reduction target for half a year
in three months, and **50%**
monthly in six months

Feedback
PICK UP

Cloud Automator is also utilized to improve
AWS operational efficiency, which leads to
continuous and total efficiency and cost
reduction.

dip

Kintetsu Real Estate Co., Ltd.

Intuitive and easy-to-use
No need for knowledge of AWS
or programming

Feedback
PICK UP

We have found it to be a very easy-to-use
and convenient tool, with backups and
other functions available in addition to
instant launch and stop.

 近鉄不動産

3 Operation and Monitoring Services (MSP)



Round-the-clock operation and monitoring of systems built on AWS

Long-term support on how to operate and utilize AWS to evolve your business

Reduce operational burden and maximize AWS benefits



► What is "AWS Operation Agency and Monitoring Service"?

This reduces the burden of using and operating AWS and maximizes the benefits of using AWS without the time and effort of accumulating operational know-how in-house.

What our AWS operation and monitoring services can do

System
Operation & Monitoring



Round-the-Clock
Support



Troubleshooting



AWS operation and monitoring services



For example, do you have any of these problems?

Sudden troubles

Late at night, an unexpected server error

Long-term consultation

Consultation on future AWS operations and further utilization

MSP support center
assists in troubleshooting

The team in charge of the project
offers user-friendly
suggestions and solutions



AWS
Technical Support



AWS Operation
Optimization
Service



Round-the-Clock
AWS Operation
Services



Wide-range of Support
for AWS utilization

Materiality

In response to social sustainability issues, we utilize guidelines associated with the SDGs (Sustainable Development Goals) and ESG (Environmental, Social, and Governance) factors to identify and address key social and management issues that not only reduce risk but also lead to earnings opportunities. We identify the most critical of these issues as “materiality” and focus on them as key areas to be addressed through our core business activities.

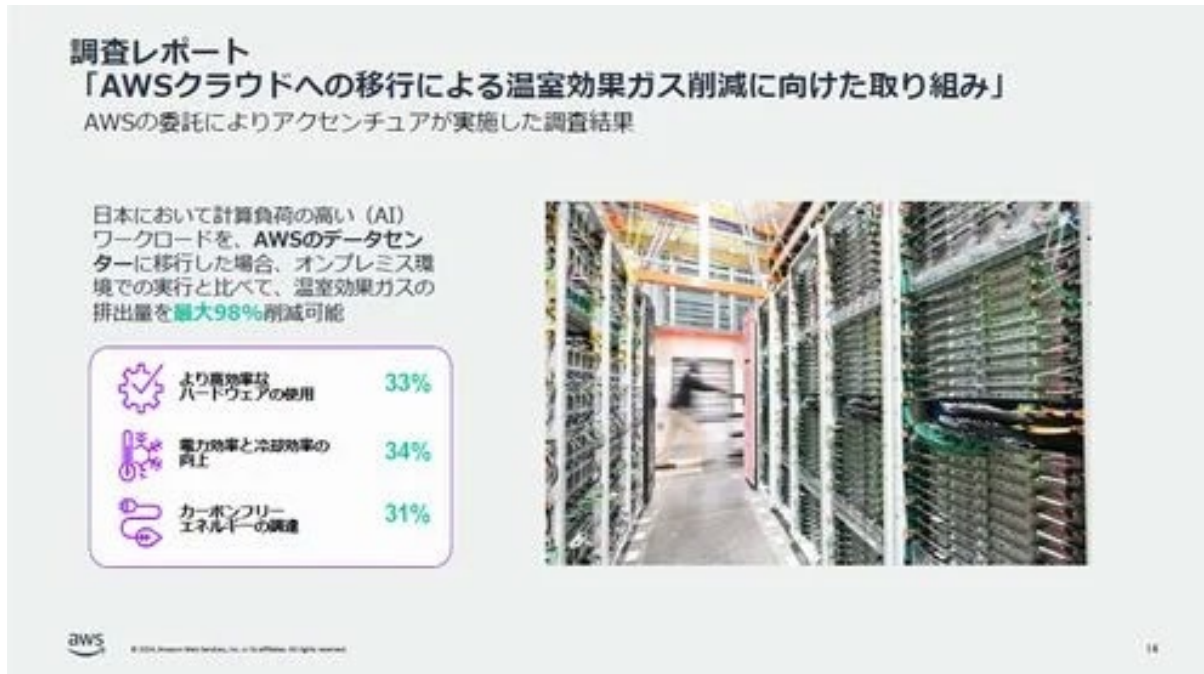
Serverworks Group

Making the World a Better Place to Work through Cloud Technology

	Foundation for growth			Strategy for further growth and social contribution	
Five major elements	Human capital base	Business foundation	Management base	Business growth strategy	Social contribution strategy
Current challenges	Labor shortage	Spreading awareness of cloud tech Quality management	Operational efficiency Pursuit of transparency	Improving productivity across society	Solving social issues while achieving business growth
Materiality (critical issues)	Materiality - 1 Creating a comfortable working environment and opportunities for growth and success 	Materiality – 2 Promoting the use of cloud services as the foundation for business operations 	Materiality – 3 Governance Enhancing and strengthening compliance 	Materiality – 4 Promoting the widespread adoption of cloud technology across society 	Materiality – 5 Preserving the global environment 
Ideal state	A company where employees can grow and thrive with confidence	A company that can provide competitive services as a cloud business leader	A company trusted by stakeholders that maintains and improves the efficiency and transparency of its management	A company that helps improve productivity and working conditions across society through cloud technology	A company that can simultaneously address social issues and achieve business growth by facilitating the widespread application of cloud computing throughout society

Reference - Market Environment (migrating to AWS can help reduce carbon emissions)

AWS contributes to reduce the greenhouse gas emissions of workloads associated with the use of AI by Japanese companies

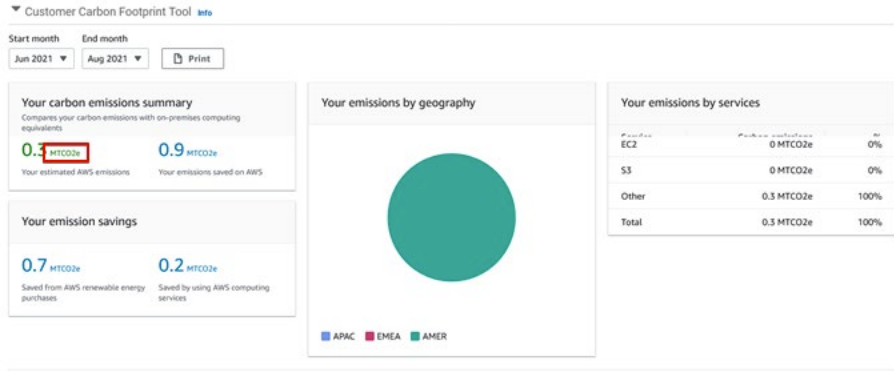
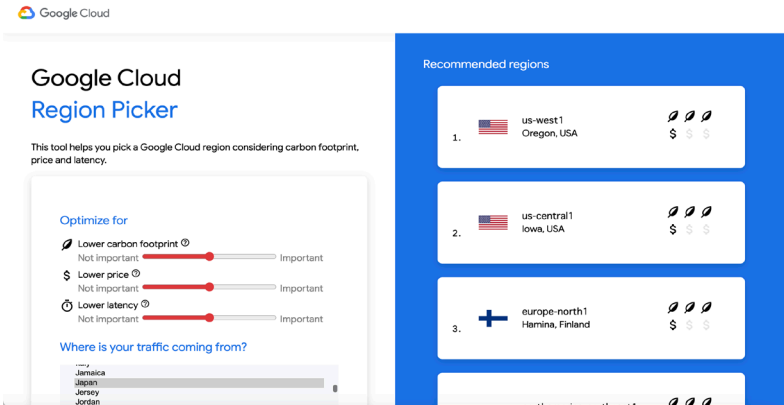


Migrating IT workloads from on-premise infrastructure to AWS cloud data centers is an effective way to minimize the environmental footprint of leveraging artificial intelligence (AI)

Reduce greenhouse gas emissions by 98% by simply using AWS data centers for compute-intensive workloads in Japan, including AI, compared to on-premise

Reference - Carbon Emissions Measurement Tool for Each Cloud Service



Cloud Service	AWS	Google Cloud
Tool	Customer Carbon Footprint Tool	Google Cloud Region Picker
Feature	As a performance against sustainability goals, measure estimated carbon - Using AWS reduces emissions, comparing to on-premise. - CO2 emissions on a monthly, quarterly, and annual basis. - Measure the projected change in annual CO2 emissions based on AWS usage within the account.	Google Cloud region can be selected taking variables like price, latency, and sustainability into account. - Identify regions with particularly low carbon impact. - Indicate the usage rate of carbon-free energy and the carbon intensity index of the power grid.
		

Forward-Looking Statements

The materials and information provided in this document include so-called “forward-looking statements.” These are based on current expectations, projections, and risk assumptions, and include uncertainties that could cause actual results to differ from expectations.

Risks and uncertainties include general industry and market conditions, as well as general domestic and international economic conditions, such as interest rate and currency exchange fluctuations.

The Company is not obligated to update or modify these forward-looking statements, even in the event of new information and/or future events that could affect results.



Serverworks