



**Serverworks**

Q3 FY02/2025 Financial Summary

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# 1. Q3 FY02/2025 Summary



## ▶ **Steady growth in net sales, operating profit, etc. in Q3**

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- Results are significantly exceeding those of the previous fiscal year's results
- Increasing use of cloud technology and cloud services in various fields
- Aggressive business development and execution of management strategies, including a Strategic Cooperation Agreement (SCA) with AWS

## ▶ **Upwardly revised consolidated financial results forecast for FY02/25**

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- Both Serverworks and G-gen expect sales and operating income to significantly exceed initial forecasts
- Continue to actively invest in mid- to long-term growth (human resources, SCA, JVs, etc.)

## ▶ **Medium-term management policy to be announced in April 2025 (at full-year financial results disclosure)\***

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- Respond flexibly and accurately to rapidly changing markets and business environments to realize a sustainable society and further enhance corporate value

\* In light of our business strategy and the competitive environment, we may refrain from announcing our medium-term management policy.

# Revision of Consolidated Financial Results Forecast

Serverworks Group

FY02/25 Financial Results Forecast - consolidated - (disclosed on January 14, 2025) \*1

Engaged in **aggressive business development and execution of management strategies**, including the Strategic Collaboration Agreement (SCA) with AWS,  
**Both Serverworks and G-gen revised financial results forecasts, as the initial forecasts are expected to be significantly exceeded.**

| (Unit: million yen)                     | Previous Forecast |                | Revised Forecast |                | Change from previous forecast |
|-----------------------------------------|-------------------|----------------|------------------|----------------|-------------------------------|
|                                         | Forecast          | % of net sales | Forecast         | % of net sales |                               |
| Net sales*2                             | 33,392            | 100.0%         | 35,560           | 100.0%         | 106.5%                        |
| Gross profit                            | 4,034             | 12.1%          | 4,061            | 11.4%          | 100.7%                        |
| Operating profit                        | 668               | 2.0%           | 994              | 2.8%           | 148.7%                        |
| Ordinary profit                         | 492               | 1.5%           | 996              | 2.8%           | 202.3%                        |
| Profit attributable to owners of parent | 254               | 0.8%           | 584              | 1.6%           | 229.8%                        |

\*1. We have revised the full-year earnings forecast disclosed on April 12, 2024 in the “Consolidated Financial Results for the Year Ended February 29, 2024”. Please refer to the “Notice of Revision of Consolidated Financial Results Forecast” disclosed on January 14, 2025.

\*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, the exchange rate has been changed from an average of 134 yen to the dollar to an average of 153.74 yen to the dollar .

The business environment remained favorable in the third 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 due to an additional provision for order losses

 Serverworks

Whole Group

Net sales

26,196 million yen 132.3% YoY

Operating profit

824 million yen 114.6% YoY



(Non-consolidated)  
Serverworks Co., Ltd.

Net sales

21,375 million yen (127.8% YoY)

Operating profit

928 million yen (127.0% YoY)



(Consolidated subsidiary)

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

Net sales

4,843 million yen (154.9% YoY)

Operating loss

-28 million yen (- 96million yen \*2)

\* The amount is shown because the current period's figure was negative.



(Equity-method affiliate)

FUJIFILM Cloud

PERSOL & Serverworks

Equity in losses of affiliated companies (non-operating expense) of 97 million yen was recorded

Financial Highlights (Actual)

Comparison with the previous fiscal year

Serverworks Group

Maintain the strong performance from the first quarter, while **actively investing in mid- to long-term growth (human resources, SCA, JVs, etc.)**  
**Net Sales, operating profit, ordinary profit, etc. are significantly exceeding the results of the previous fiscal year.**

| (Unit: million yen)                     | Q3 FY02/2024           |                 |  | Q3 FY02/2025           |                 | % of the Previous Year |
|-----------------------------------------|------------------------|-----------------|-------------------------------------------------------------------------------------|------------------------|-----------------|------------------------|
|                                         | Results (Consolidated) | Composition (%) | Results (Non-consolidated)                                                          | Results (Consolidated) | Composition (%) |                        |
| Net sales                               | 19,802                 | 100.0%          | 21,375                                                                              | 26,196                 | 100.0%          | 132.3%                 |
| Gross profit                            | 2,581                  | 13.0%           | 2,519                                                                               | 3,028                  | 11.6%           | 117.3%                 |
| Operating profit                        | 719                    | 3.6%            | 928                                                                                 | 824                    | 3.1%            | 114.6%                 |
| Ordinary profit                         | 819                    | 4.1%            | 1,067                                                                               | 849                    | 3.2%            | 103.6%                 |
| Profit                                  | 492                    | 2.5%            | 745                                                                                 | 526                    | 2.0%            | 107.0%                 |
| Profit attributable to owners of parent | 506                    | 2.6%            | —                                                                                   | 505                    | 1.9%            | 99.8%                  |

# Financial Highlights (Actual)

Progress versus forecast of consolidated financial results

Serverworks Group

Both Serverworks and G-gen **are expected to significantly outperform initial forecasts, and consolidated full-year forecasts have been revised.**

**Continue to make investments that contribute to future growth**, such as investments in human resources and strategic collaboration with AWS

| (Unit: million yen)                     | FY02/2025 (revised)*1 |                 | Q3 FY02/2025 |                 | Progress rate |
|-----------------------------------------|-----------------------|-----------------|--------------|-----------------|---------------|
|                                         | Forecasts             | Composition (%) | Results      | Composition (%) |               |
| Net sales *2                            | 35,560                | 100.0%          | 26,196       | 100.0%          | 73.7%         |
| Gross profit                            | 4,061                 | 11.4%           | 3,028        | 11.6%           | 74.6%         |
| Operating profit                        | 994                   | 2.8%            | 824          | 3.1%            | 82.9%         |
| Ordinary profit                         | 996                   | 2.8%            | 849          | 3.2%            | 85.3%         |
| Profit attributable to owners of parent | 584                   | 1.6%            | 505          | 1.9%            | 86.5%         |

\*1. We have revised the full-year earnings forecast disclosed on April 12, 2024 in the “Consolidated Financial Results for the Year Ended February 29, 2024”. Please refer to the “Notice of Revision of Consolidated Financial Results Forecast” disclosed on January 14, 2025.

\*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, the exchange rate has been changed from an average of 134 yen to the dollar to an average of 153.74 yen to the dollar .

## 2. Q3 FY02/2025 Key Topics

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

In the engagement survey "Motivation Cloud" \*  
**Obtained the highest rating of AAA.**

AAA ranks are in the top 5% of the companies surveyed.  
The following initiatives are being implemented to support employee comfort and growth.

**Achieved the highest AAA rating,  
the top 5% of all companies that  
have implemented the program**



## Examples of specific initiatives

### Flexible working style

In order to maximize performance, multiple work options are prepared, and our employees can choose the way that is most likely to produce the best performance.

### Career growth environment and career path

By providing extensive on-boarding training, we can help even employees with no experience, regardless of whether they have a humanities or science background, to become engineers.

### Open communication

Establishing guidelines for communication and fostering pleasant communication

### Action Guidelines. Daily awareness

Clarify action guidelines and establish a system that allows our employees to be aware of the guidelines naturally everyday, not just in personnel evaluations.

### Many G-gen members received Google Cloud Partner All-stars 2024 Awards and Google Cloud Partner Top Engineer 2025 Awards.

\* 16 engineers from G-gen and Topgate received Google Cloud Partner Top Engineer awards last year. This year, the number of employees received Google Cloud Partner Top Engineer 2025 increased by 8 to 24, which is one of the top class compared to other companies.

#### Google Cloud Partner All-stars 2024

**4** people

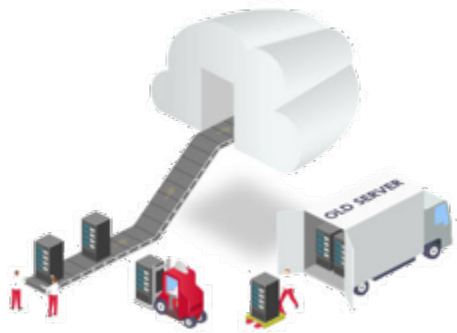
Program to recognize the world's most talented and innovative professionals at Google Cloud. Each year, these individuals are recognized as Partner All-stars worldwide in each category.

#### Google Cloud Partner Top Engineer 2025

**24** people

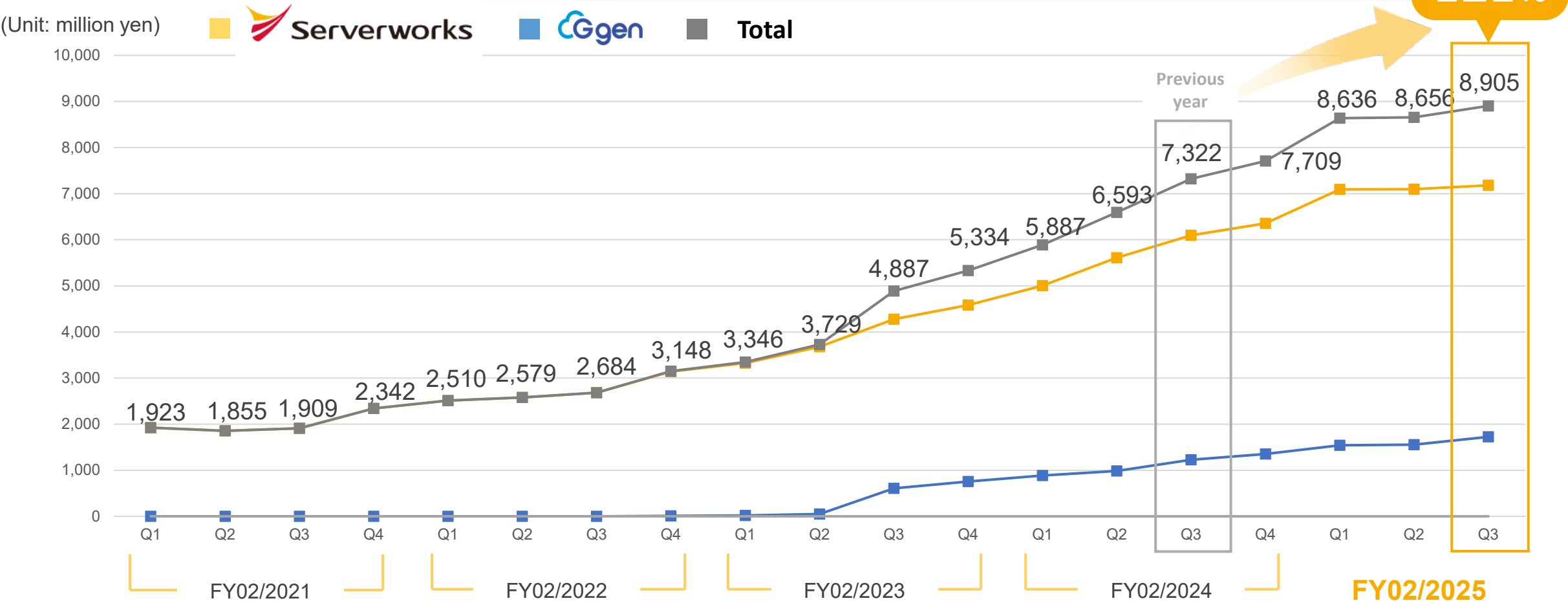
Program to recognize highly skilled engineers from partner companies

### 3. Q3 FY02/2025 Financial Summary



# Net Sales – Consolidated -

Net Sales reached its highest level for the 16th consecutive quarter, and grew 121% YoY.



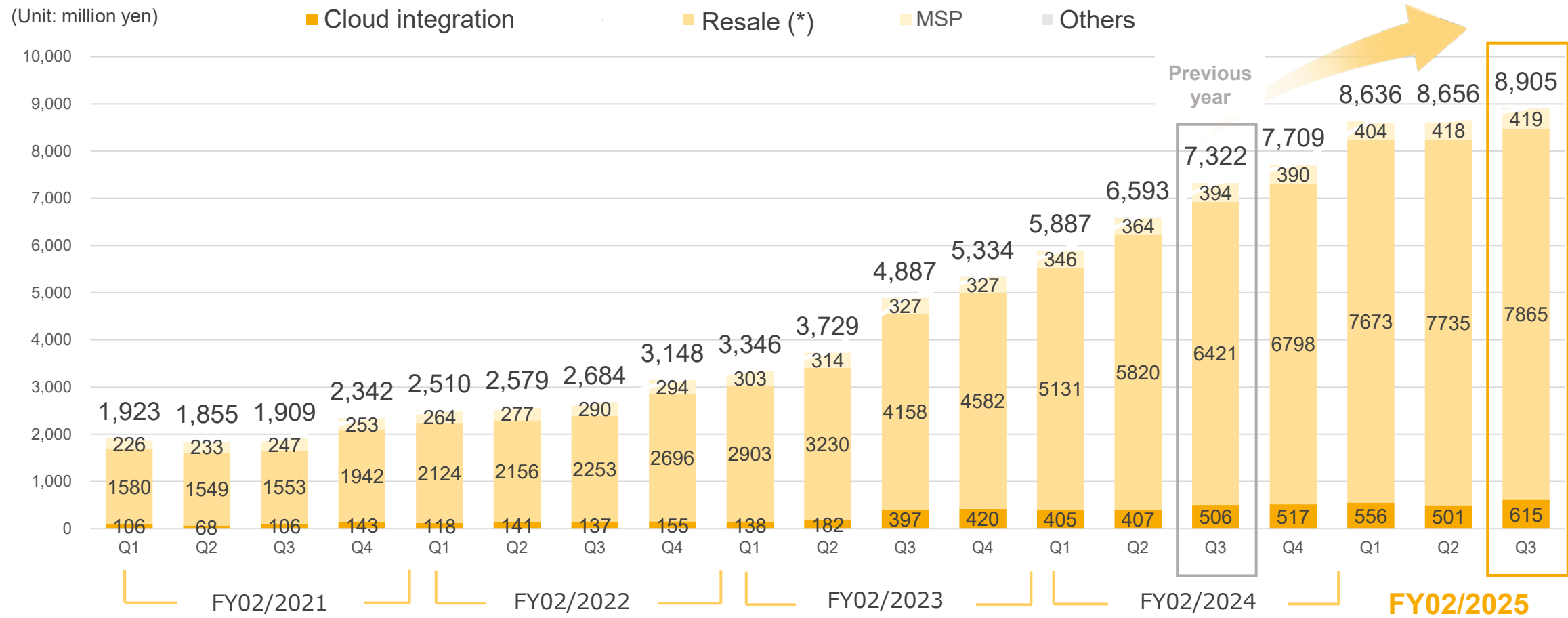
\* The figures for each company have been adjusted to reflect the consolidation of internal transactions.

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

# Net Sales

## - by Product and Service Segment -

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



\* 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)               | Q3 FY02/24<br>Results<br>(Consolidated) | Composition | Q3 FY02/25 Results<br>(Consolidated) | Composition | % of the Previous<br>Year |
|-----------------------------------|-----------------------------------------|-------------|--------------------------------------|-------------|---------------------------|
| Cloud Integration                 | 1,319                                   | 6.7%        | 1,674                                | 6.4%        | 126.9%                    |
| Resale                            | 17,372                                  | 87.7%       | 23,274                               | 88.8%       | 134.0%                    |
| MSP<br>(Managed Service Provider) | 1,104                                   | 5.6%        | 1,241                                | 4.7%        | 112.4%                    |
| Others                            | 5                                       | 0.0%        | 6                                    | 0.0%        | 111.8%                    |
| Total                             | 19,802                                  | 100.0%      | 26,196                               | 100.0%      | 132.3%                    |

# By Product and Service Segment

- composition of each company -

Serverworks Group

Both Serverworks and G-gen **steadily increased sales in each service**

| Q3 FY02/2025 Cumulative<br>Sales by Service<br><br>(Unit: million yen) |  Serverworks |  |   TOPGATE |                                                             |
|------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------|
|                                                                        | Serverworks                                                                                   | G-gen                                                                               | Platform Engineering<br>↓<br>PE Dept.<br>(formerly G-gen)                                                                                                                       | Solution Engineering<br>↓<br>SE Dept.<br>(formerly TOPGATE) |
| Cloud Integration                                                      | 698                                                                                           | 998                                                                                 |                                                                                                                                                                                 |                                                             |
| Resale                                                                 | 19,520                                                                                        | 3,761                                                                               | 267                                                                                                                                                                             | 720                                                         |
| MSP<br>(Managed Service Provider)                                      | 1,156                                                                                         | 88                                                                                  | 2,123                                                                                                                                                                           | 1,637                                                       |
| Others                                                                 | 1                                                                                             | 4                                                                                   | 2                                                                                                                                                                               | 86                                                          |
|                                                                        |                                                                                               |                                                                                     | 3                                                                                                                                                                               | 1                                                           |
| Total                                                                  | 21,375                                                                                        | 4,843                                                                               | 2,397                                                                                                                                                                           | 2,446                                                       |

Break  
down

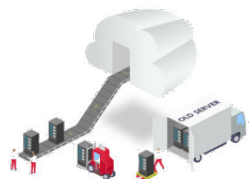
\* Do not include consolidation adjustments for internal transactions.

# Percentage of Recurring Business

## One-time Business

1

Cloud Integration



## Recurring Business

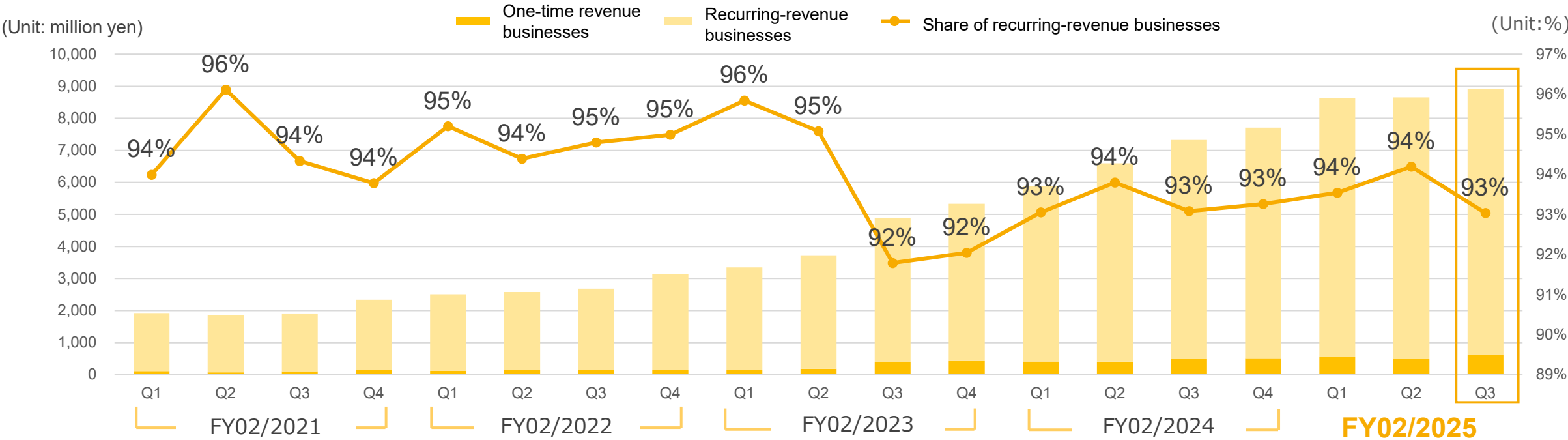
2

AWS Billing Services (Resale)



3

Operation and Monitoring Services (MSP)

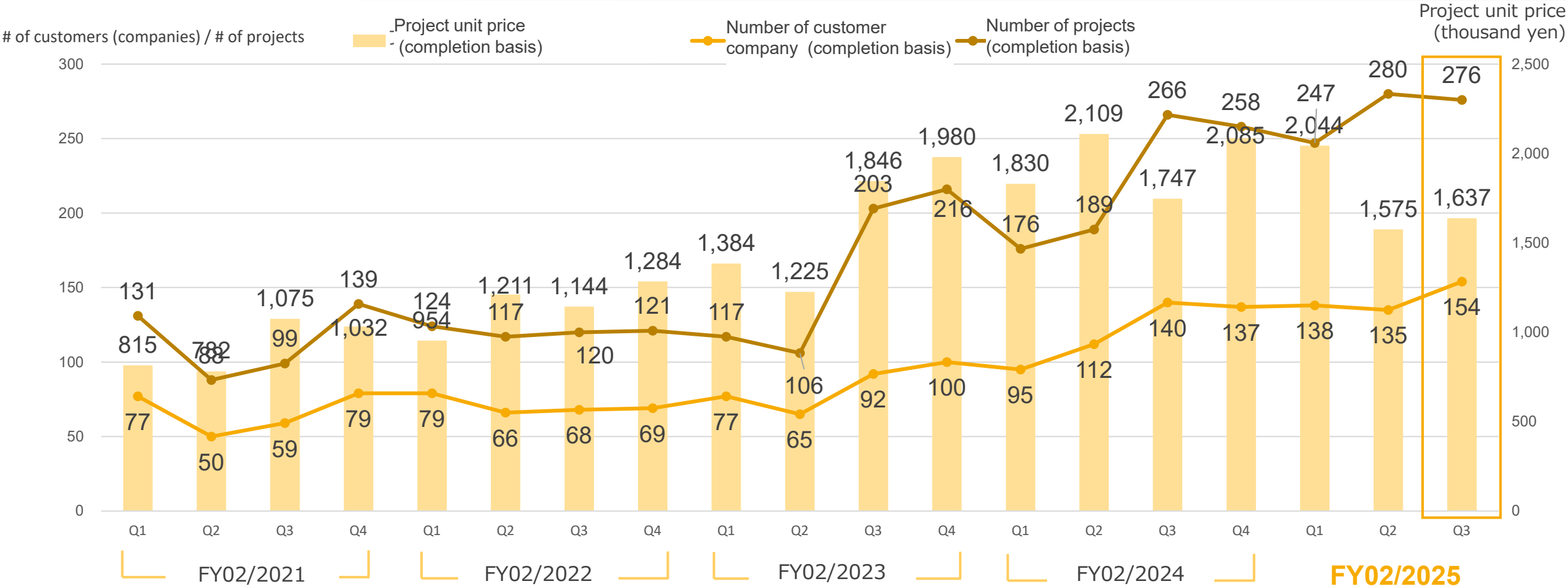


One-time sales from Cloud Integration, where sales are recorded at the time of customer acceptance are recorded under One-time revenue businesses. Recurring sales from AWS monthly usage fees, monthly charges for proprietary services such as Cloud Automator, licensing fees for continued use of third-party 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 -

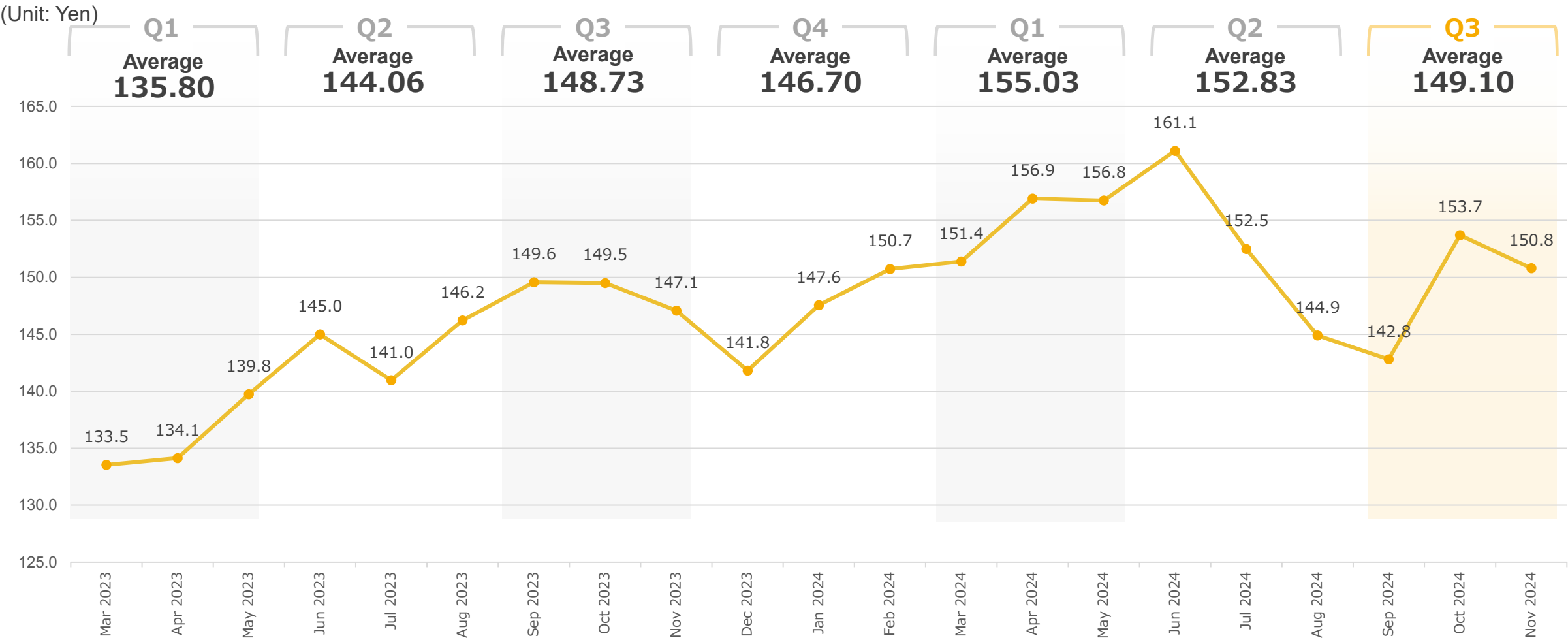
At present, we plan to maintain growth by focusing on acquiring more projects, although the unit price of projects is affected by the increase in the number of projects.



\*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).

The yen's depreciation in Q3 contributed to higher sales and profits.

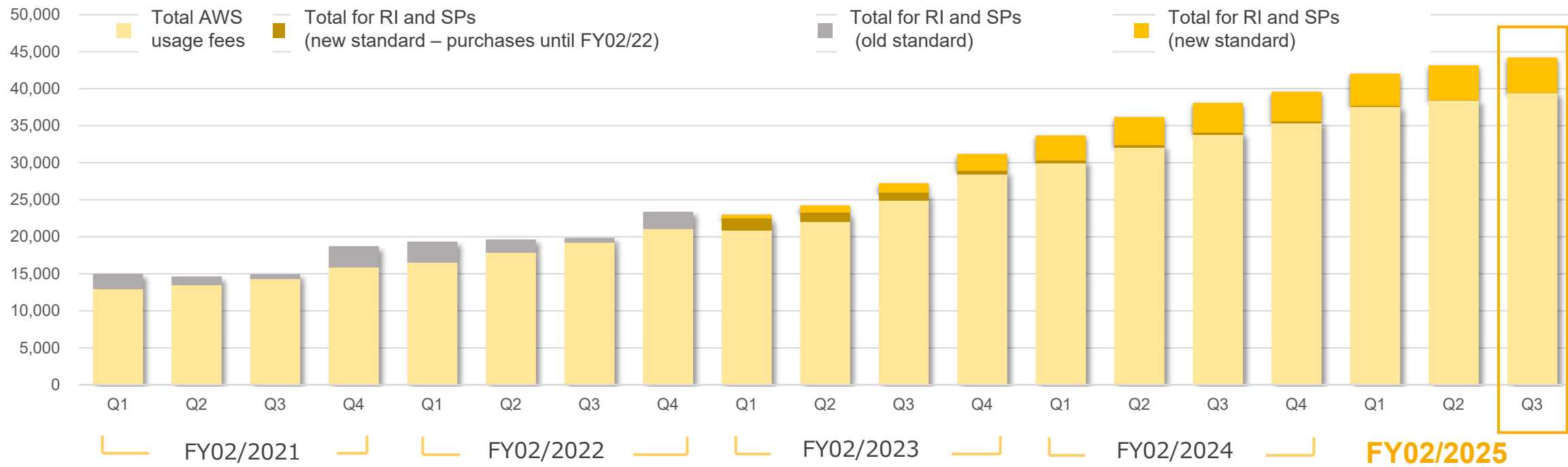
(Even if sales increase or decrease due to exchange rate fluctuations, profit margins are unaffected because the purchase amount also increases or decreases in the same manner.)



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)



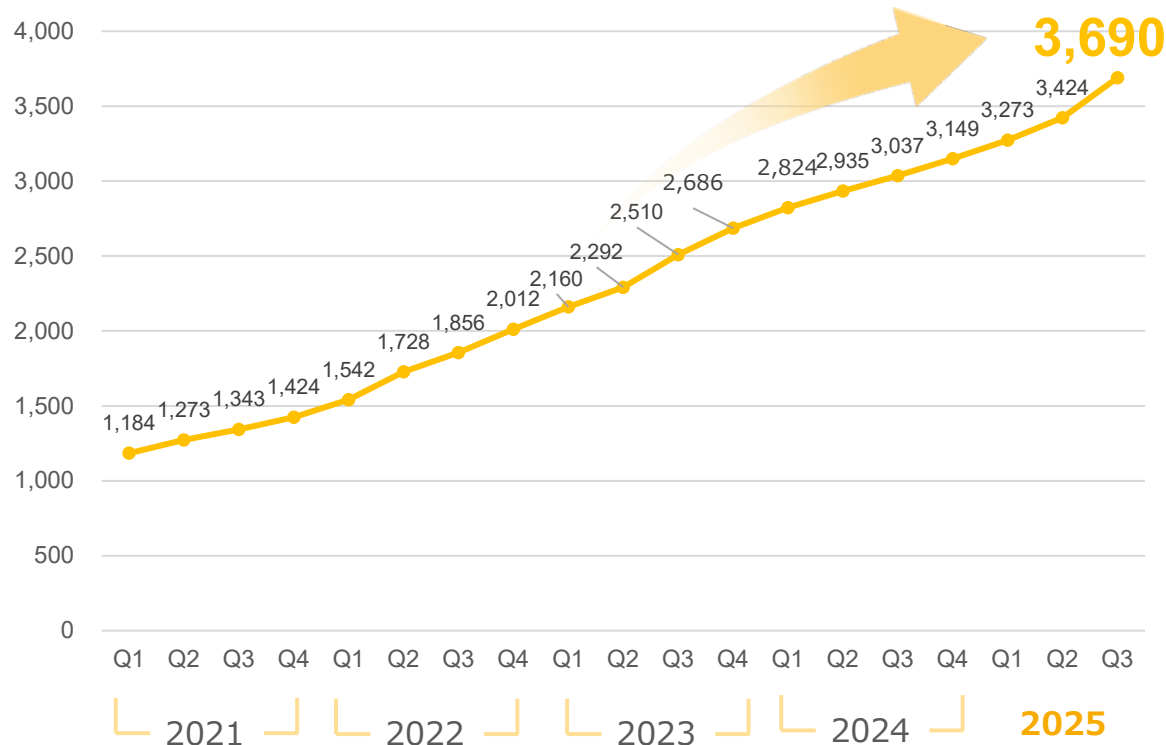
\*RI and SPs are AWS services under which substantial discounts are offered to customers who pay a fixed reservation fee and commit to AWS usage for a certain period.  
\*For RI and SPs, we had recognized revenue at the time of purchase until FY02/22, but changed the method to recognize revenue over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

## - Number of AWS Accounts and ARPU -

**Steady increase in the number of accounts** as cloud technology and services are being utilized in various fields  
Furthermore, **high ARPU** is maintained as clients promote use of AWS.

Number of AWS accounts

(Unit: # of account)

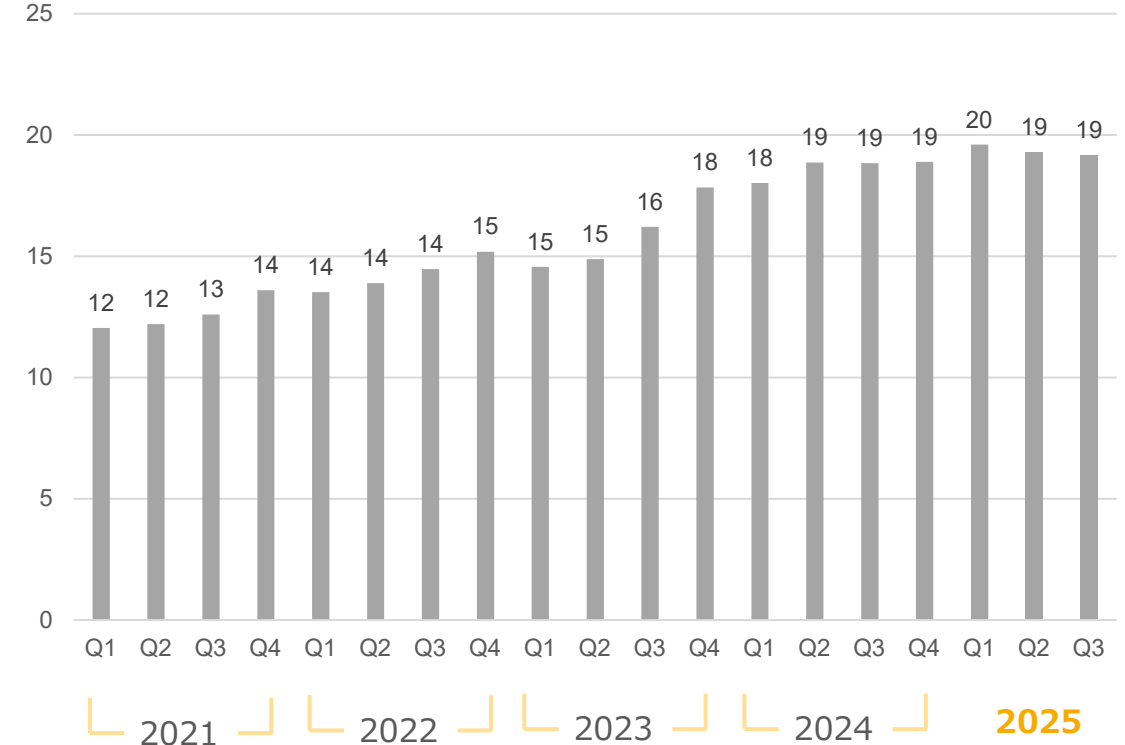


ARPU\*

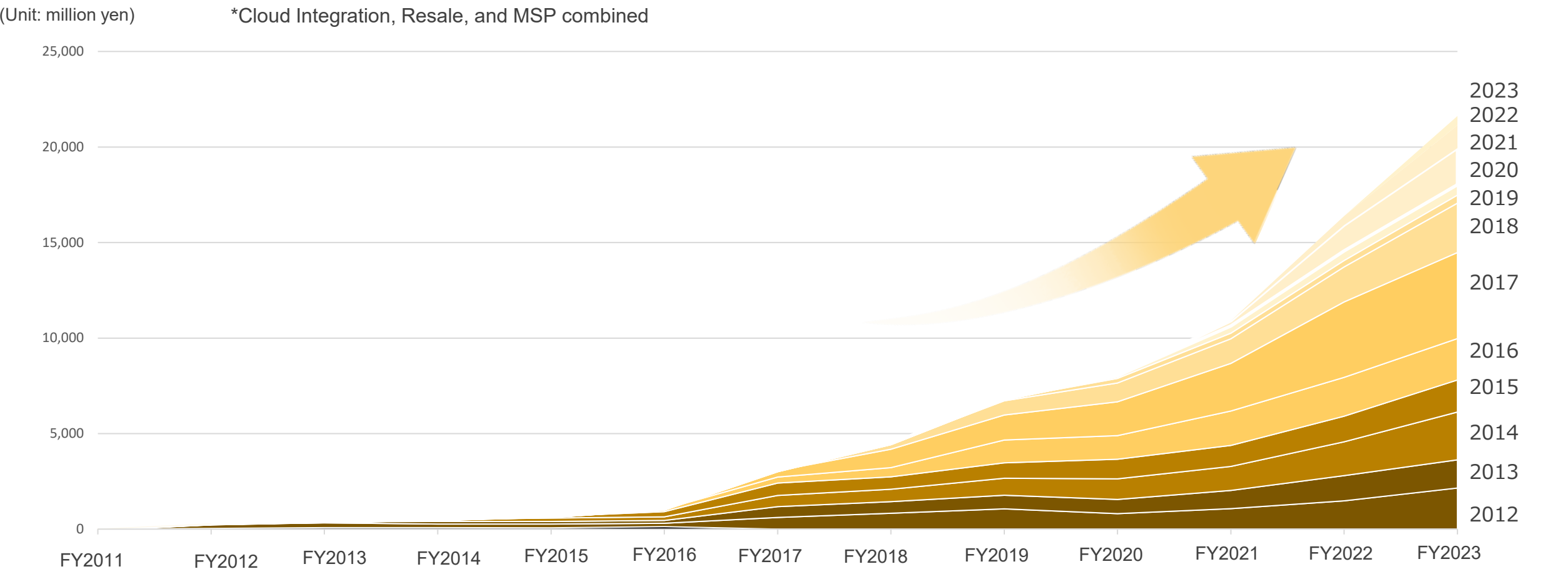
AWS usage fees for the quarter divided by the total number of customers for the quarter.

(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**

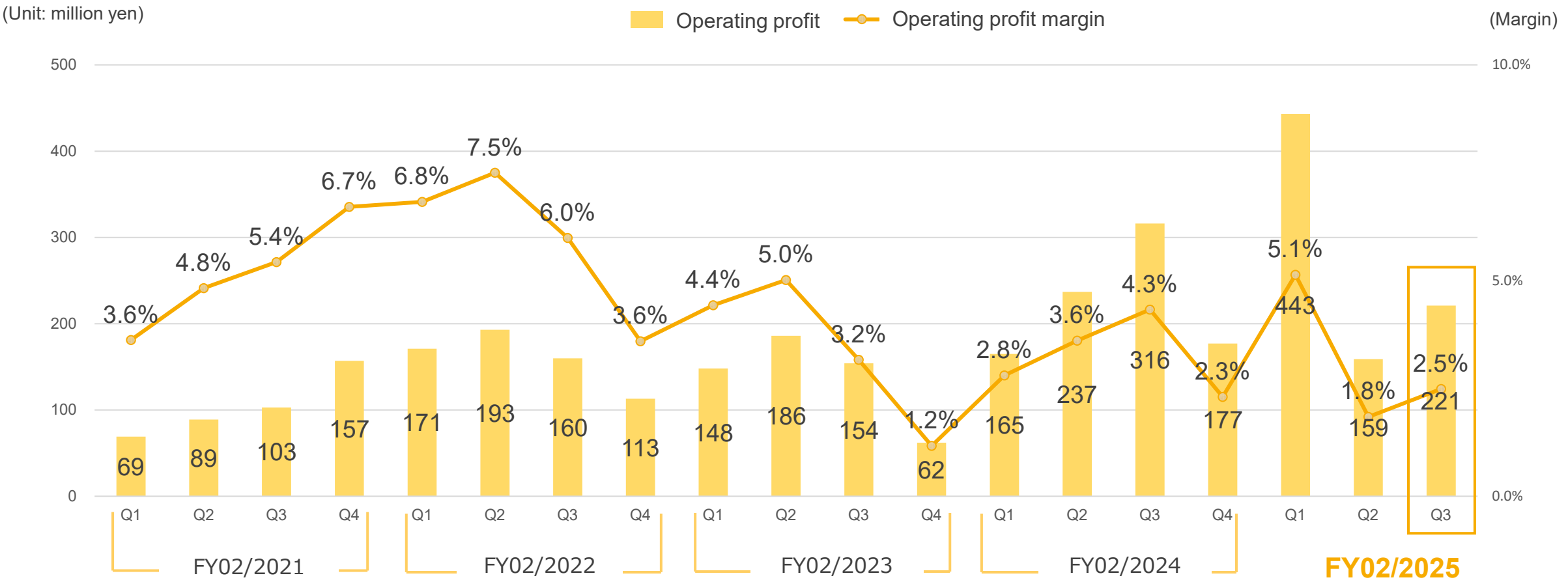


\* Revenues prior to the fiscal year ended February 29, 2017 are an approximate total of AWS resale revenues recalculated into a gross amount based on the most recent results.

# Operating Profit, Operating Profit Margin

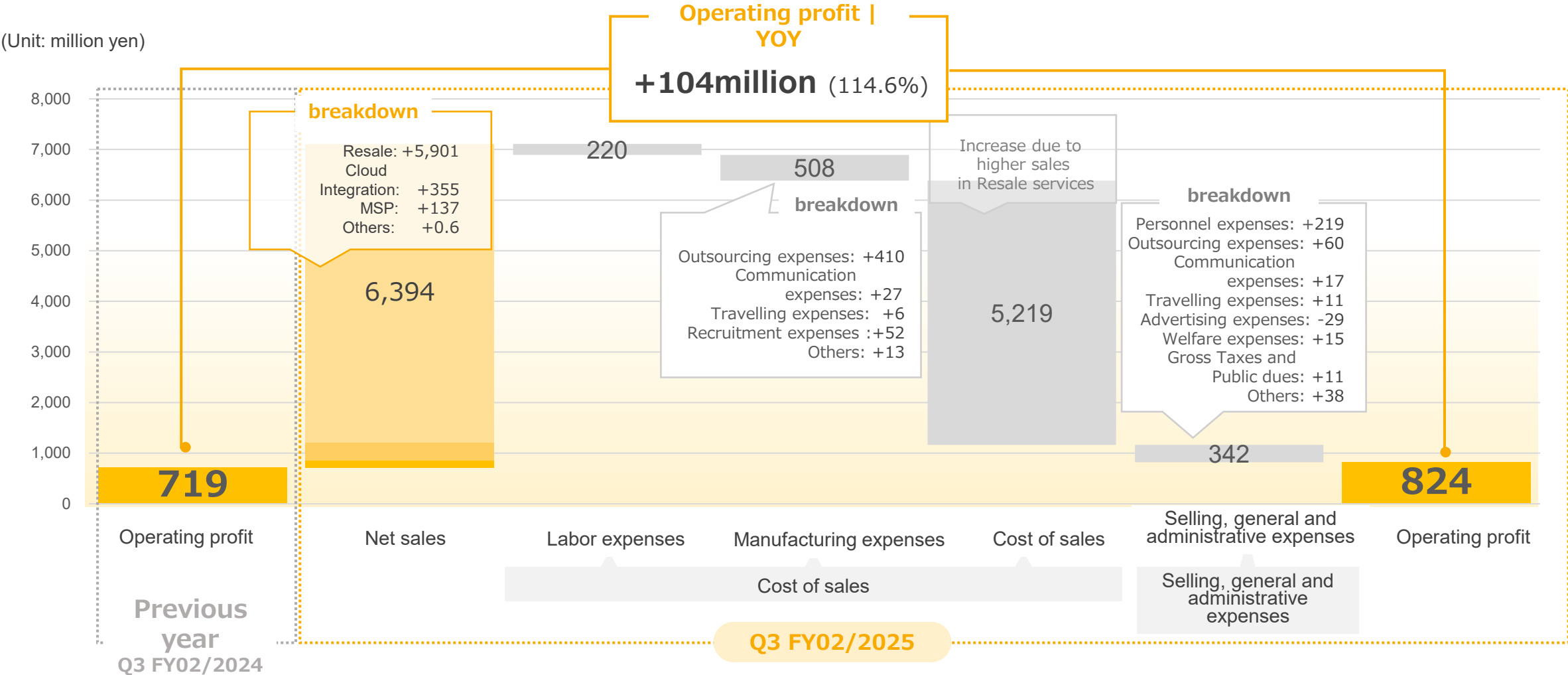
**Profits increased compared to the immediately preceding Q2** due to accelerated cloud utilization and favorable foreign exchange rates.

**Continue to make investments that contribute to future growth**, such as investments in human resources and costs related to strategic collaboration with AWS



# Analysis of Factors Affecting Operating Profit YoY

Operating profit was 114.6% compared to the previous year, while aggressively investing for growth



# Financial Condition: Balance Sheet (Summary)

"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.

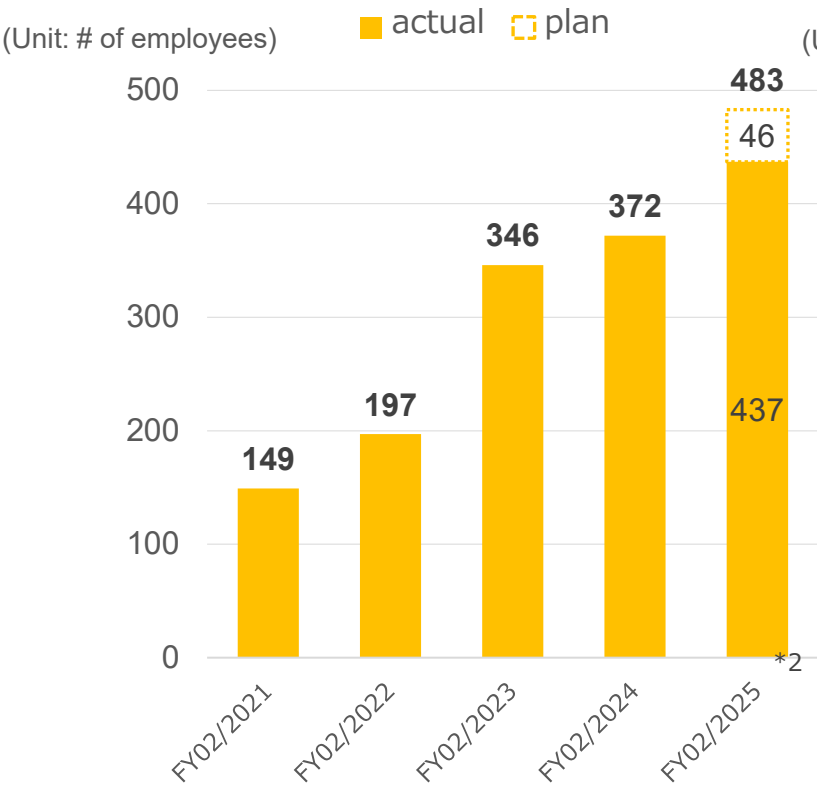
| Balance Sheet                          | FY02/24 Results<br>(Consolidated) | Q3 FY02/24 Results<br>(Consolidated) | Change |
|----------------------------------------|-----------------------------------|--------------------------------------|--------|
| Current assets                         | 13,527                            | 15,135                               | 1,607  |
| Fixed assets                           | 4,529                             | 5,162                                | 633    |
| Property, plant and equipment          | 53                                | 67                                   | 14     |
| Intangible assets                      | 1,017                             | 923                                  | - 93   |
| Investments and other assets           | 3,458                             | 4,171                                | 713    |
| Total assets                           | 18,056                            | 20,297                               | 2,241  |
| Total liabilities                      | 7,389                             | 8,505                                | 1,116  |
| Current liabilities                    | 7,119                             | 8,182                                | 1,063  |
| Non-current liabilities                | 269                               | 322                                  | 53     |
| Total net assets                       | 10,667                            | 11,792                               | 1,124  |
| Total shareholders' equity             | 9,581                             | 10,593                               | 1,011  |
| Accumulated other comprehensive income | 1,078                             | 1,198                                | 120    |
| Non controlling interest               | 6                                 | —                                    | - 6    |
| Total liabilities and net assets       | 18,056                            | 20,297                               | 2,241  |

(Unit: million yen)

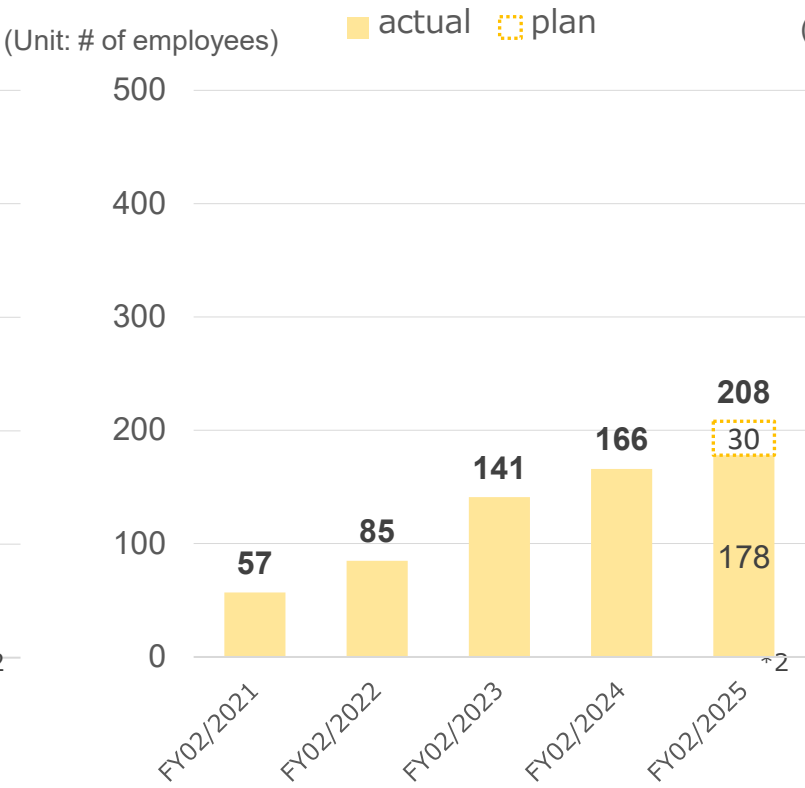
# Group Headcount Trends\*1

Continue to actively recruit highly skilled personnel, especially cloud engineers

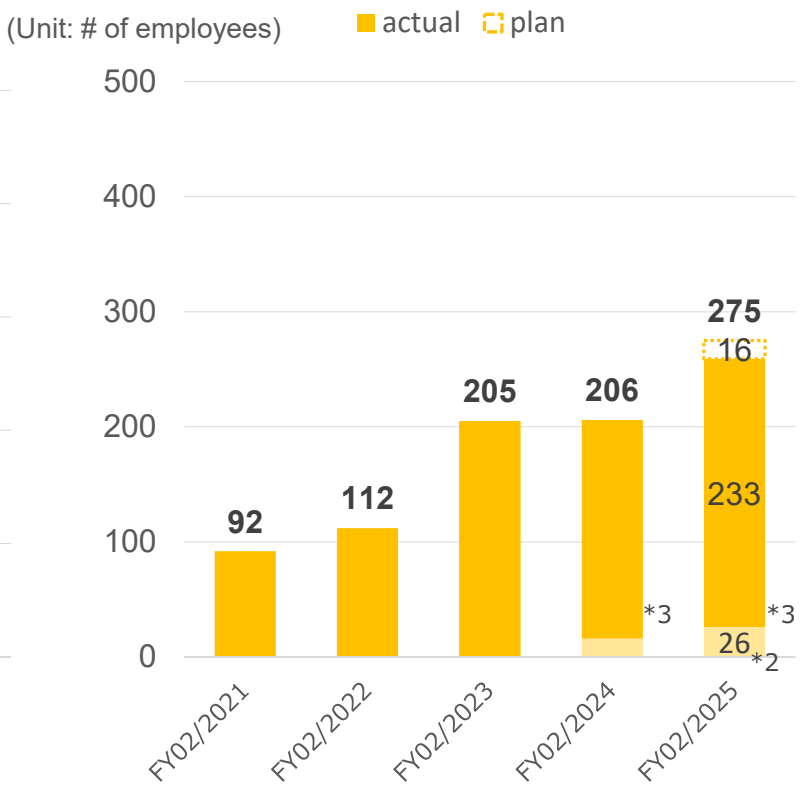
Total



Sales, general, and admin  
(excluding engineers)



Manufacturing



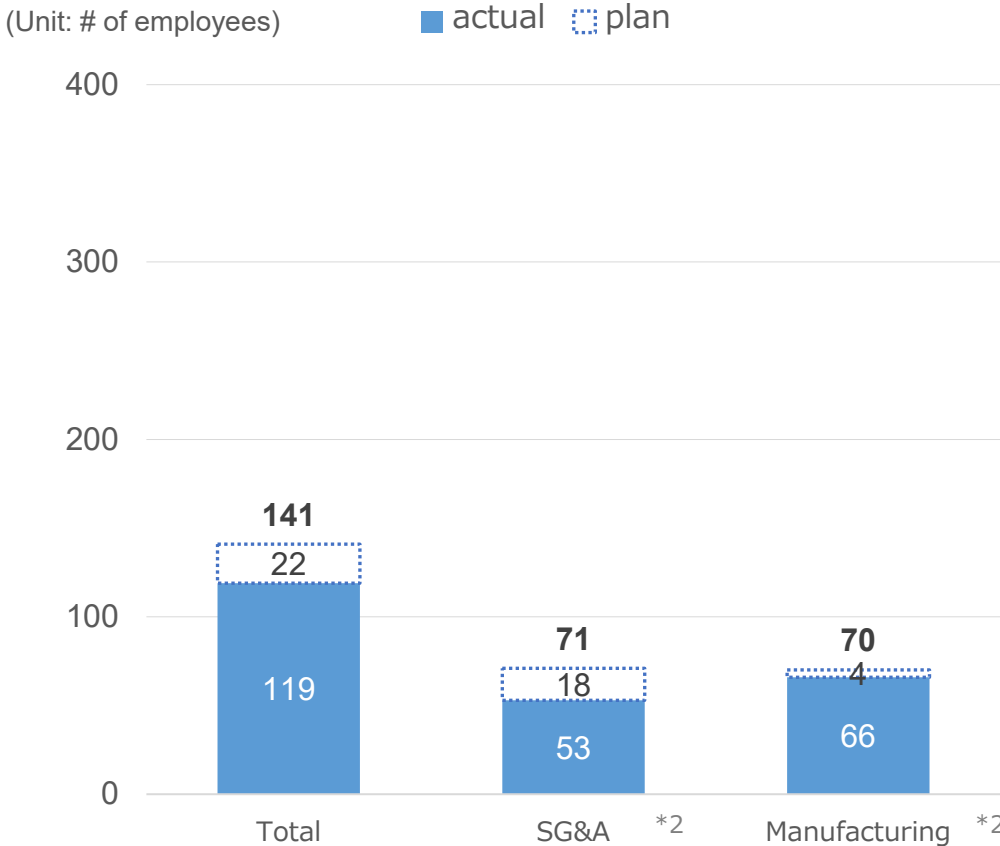
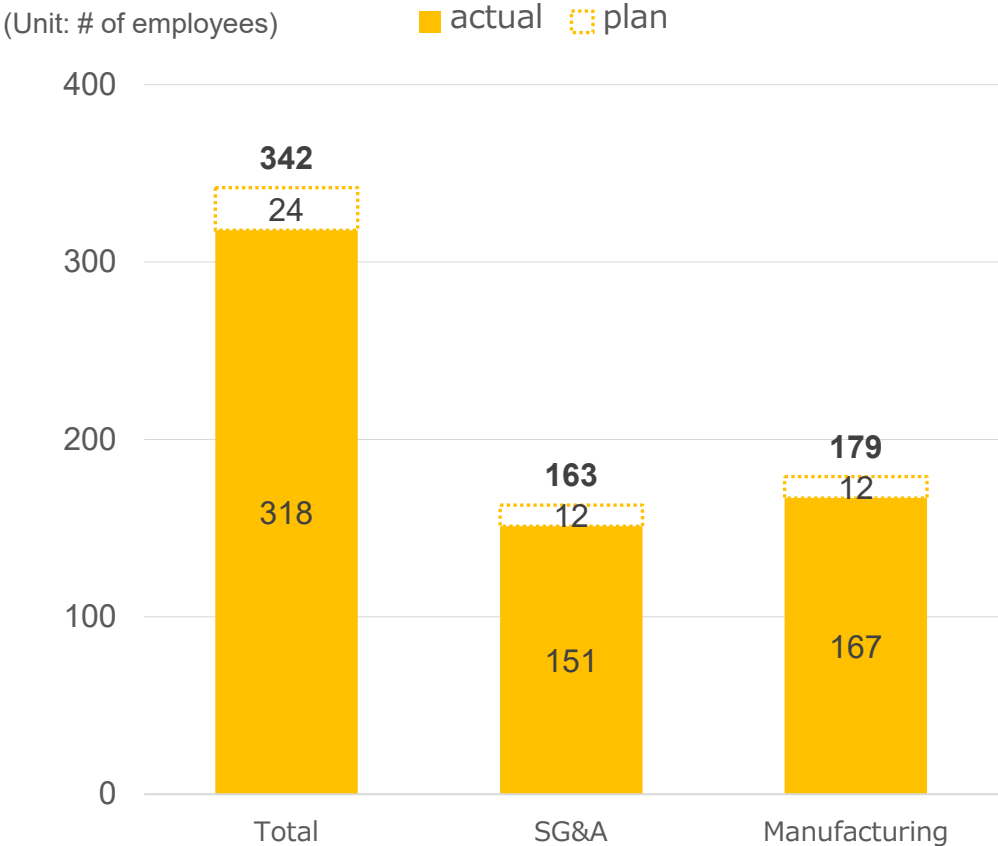
\*1. The number of employees includes the number of temporary (part-time) employees and does not include directors.

\*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



\*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

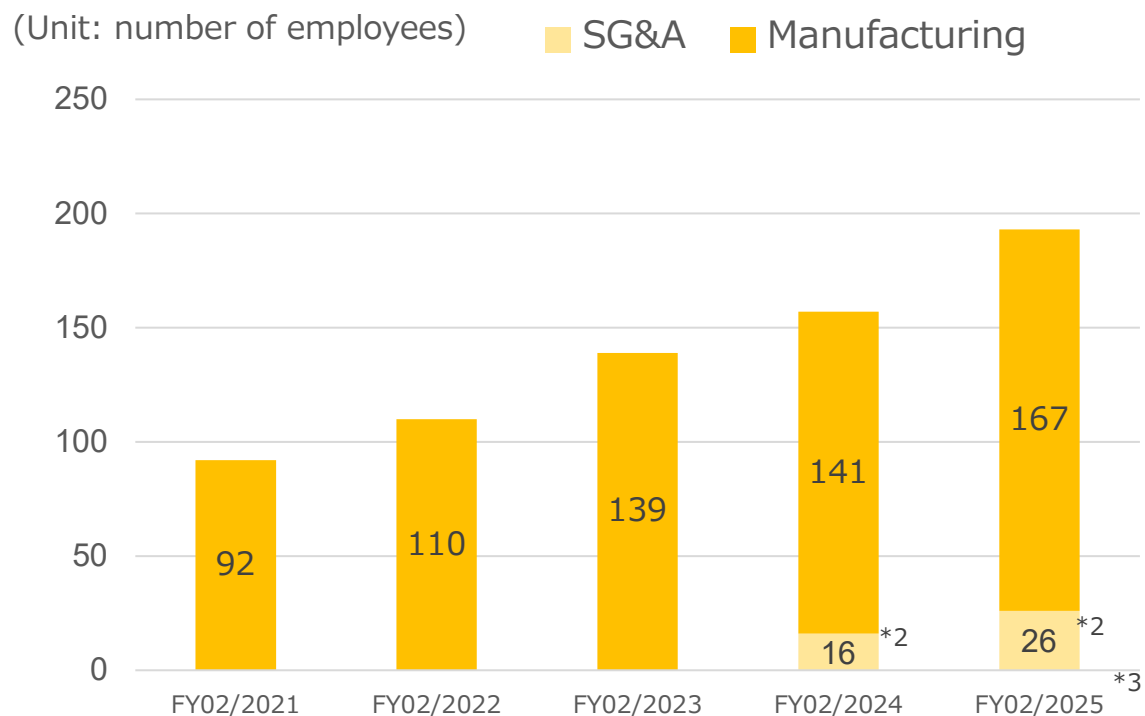
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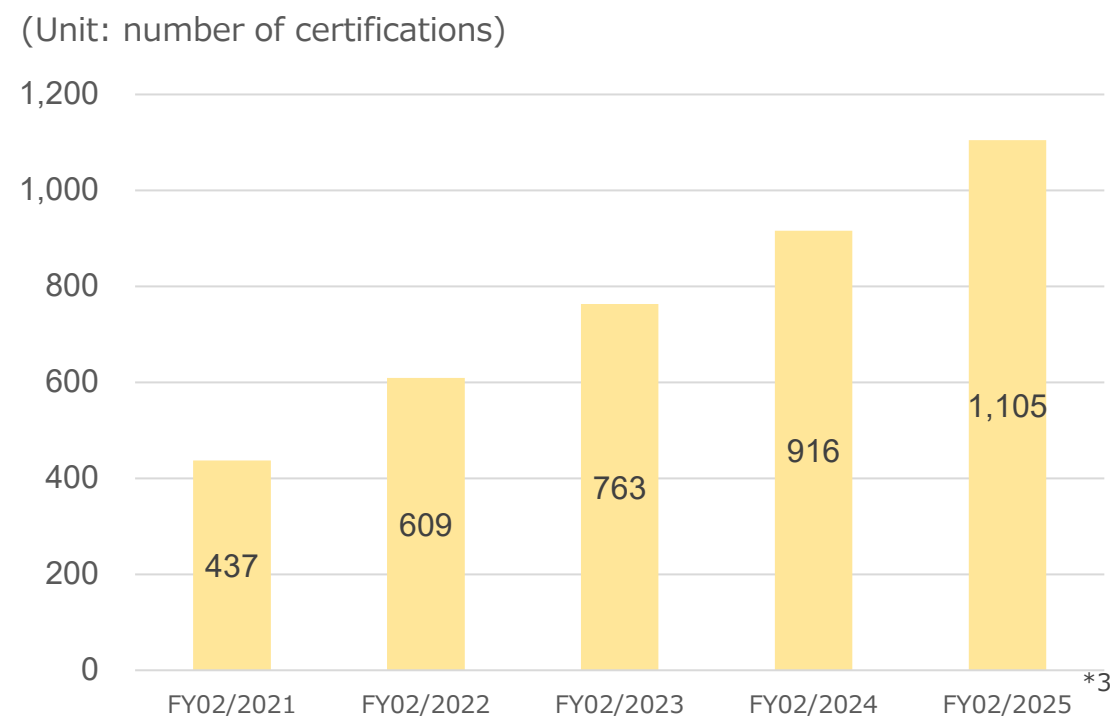
Mid-career engineers with no AWS experience also obtain AWS certification early.

## Over 1,000 AWS certifications

Number of engineers



Number of AWS certifications earned <sup>\*1</sup>



<sup>\*1</sup> Cumulative number

<sup>\*2</sup> From FY 02/24, the in-house SEs and engineers who provide training have been changed to the SG&A department

<sup>\*3</sup> The actual number for FY02/2025 are for the period from March 2024 to November 2024

## Key Questions concerning Q3 FY02/25 (Interim Period)

| Category             | Question                                                                                                                                           | Response                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
|----------------------|----------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Executive Summary    | (page 4 of this financial summary)<br>You are planning to announce a medium-term management policy, but for how long and what will the content be? | <p>We hope you will wait for the announcement for the period and specifics, but we would like to announce each action for business growth, etc. to achieve sustainable growth and medium- to long-term improvement of corporate value based on flexible management decisions in the rapidly changing market and business environment. After the announcement, we would like to explain our medium-term management policy along with the full-year financial results for the current fiscal year.</p> <p>However, we would appreciate your understanding that we may refrain from announcing our medium-term management policy due to our business strategy and in consideration of the competitive environment.</p>                                                                                                                                  |
| Financial Highlights | (Page 6 of this financial summary)<br>Please explain G-gen's additional loss on orders received.                                                   | <p>This is an additional order loss on a large project to which provision for loss on orders received was allocated also in the second quarter, and this provision is due to additional development derived from an extended delivery date that occurred as a new issue in the third quarter, and the project is expected to be completed in December 2025.</p> <p>We preemptively and conservatively recorded the possibility of future losses on this project. With this provision, we will appropriately respond to the current business environment and market trends and thoroughly manage risks to further strengthen its important financial base to improve its competitiveness and profitability in the future. We will further strengthen its important financial base to improve its competitiveness and profitability in the future.</p> |
| Resale               | (page 21 of this financial summary)<br>The ARPU based on the number of trading companies appears to be decreasing, what are the reasons?           | <p>Resales increased significantly from Q4 of the previous fiscal year to Q1 of the current fiscal year. It is presumed that customers who increased their cloud usage purchased RI/SPs to lower unit prices in Q1 of the current fiscal year in order to reduce and control usage fees, resulting in a decrease in usage fees from Q2 onward.</p> <p>While usage fees have increased, we have been able to successfully control usage fees for our customers and ARPU has stabilized around 19 KUSD.</p>                                                                                                                                                                                                                                                                                                                                            |



# 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





Head office



Sales and sales channel development

FUJIFILM Cloud

Human Resource Development and Securing

 PERSOL & Serverworks

Subsidiary for investment purposes

 Serverworks<sup>\*</sup>  
CAPITAL

Customer Support

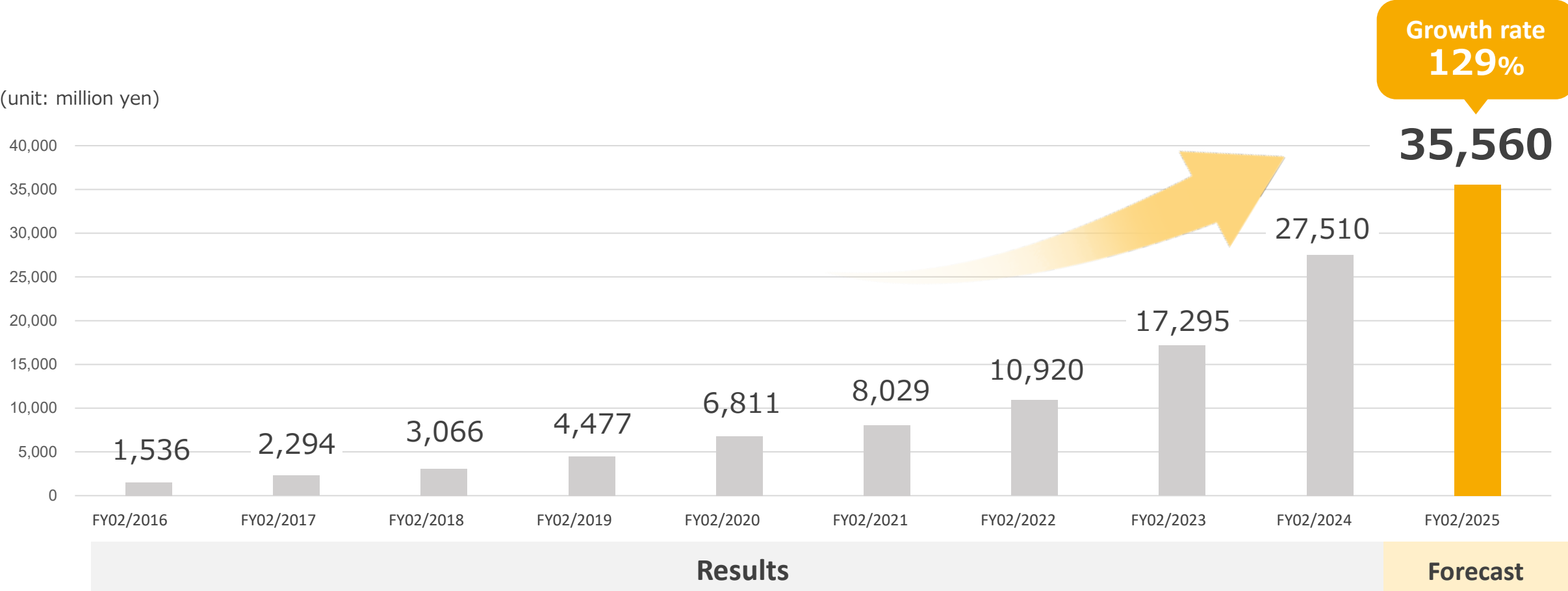


\* In November 2024, the company name was changed to Serverworks Capital Co.,Ltd.

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



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



\*We have revised the full-year earnings forecast disclosed on April 12, 2024 in the “Consolidated Financial Results for the Year Ended February 29, 2024”. Please refer to the “Notice of Revision of Consolidated Financial Results Forecast” disclosed on January 14, 2025.

|                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |  |
|---------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|
| Founded             | February 21, 2000                                                                                                                                                                                                                                                                                                                                                                                                                                                     |  |
| Capital             | 3,268,959,821 yen (as of November 29, 2024)                                                                                                                                                                                                                                                                                                                                                                                                                           |  |
| Number of Employees | Non-consolidated: 318 (as of November 29, 2024)<br>Consolidated: 437 (as of November 29, 2024)                                                                                                                                                                                                                                                                                                                                                                        |  |
| Business Domain     | Cloud integrator specializing in AWS                                                                                                                                                                                                                                                                                                                                                                                                                                  |  |
| Management          | <div><div>Ryo Oishi</div><div>CEO</div></div> <div><div>Takashi Hashiba</div><div>Senior Vice President</div></div> <div><div>Mikiya Inoue</div><div>Outside Director who is Audit and Supervisory Committee Member (Full-time)</div></div> <div><div>Yuko Tanaka</div><div>Outside Director who is Audit and Supervisory Committee Member</div></div> <div><div>Hikari Fujimoto</div><div>Outside Director who is Audit and Supervisory Committee Member</div></div> |  |
| Certification       | <ul style="list-style-type: none"><li>AWS Premier Tier Service Partner</li><li>AWS Migration Competency</li><li>AWS Digital Workplace Competency</li><li>AWS Managed Service Provider Program</li><li>AWS Well-Architected Partner Program</li><li>ISO / IEC 27001 (JIS Q 27001)</li></ul>                                                                                                                                                                            |  |
| Major Shareholders  | <div>Board members</div> <div>TerraSky Co., Ltd.</div> <div>NTT Communications Corporation</div> <div>NTT DATA Corporation</div>                                                                                                                                                                                                                                                                                                                                      |  |

Main Locations

Tokyo (head office),  
Osaka, Sendai, Fukuoka





Head office



# Management Team

## Directors

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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 )

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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.



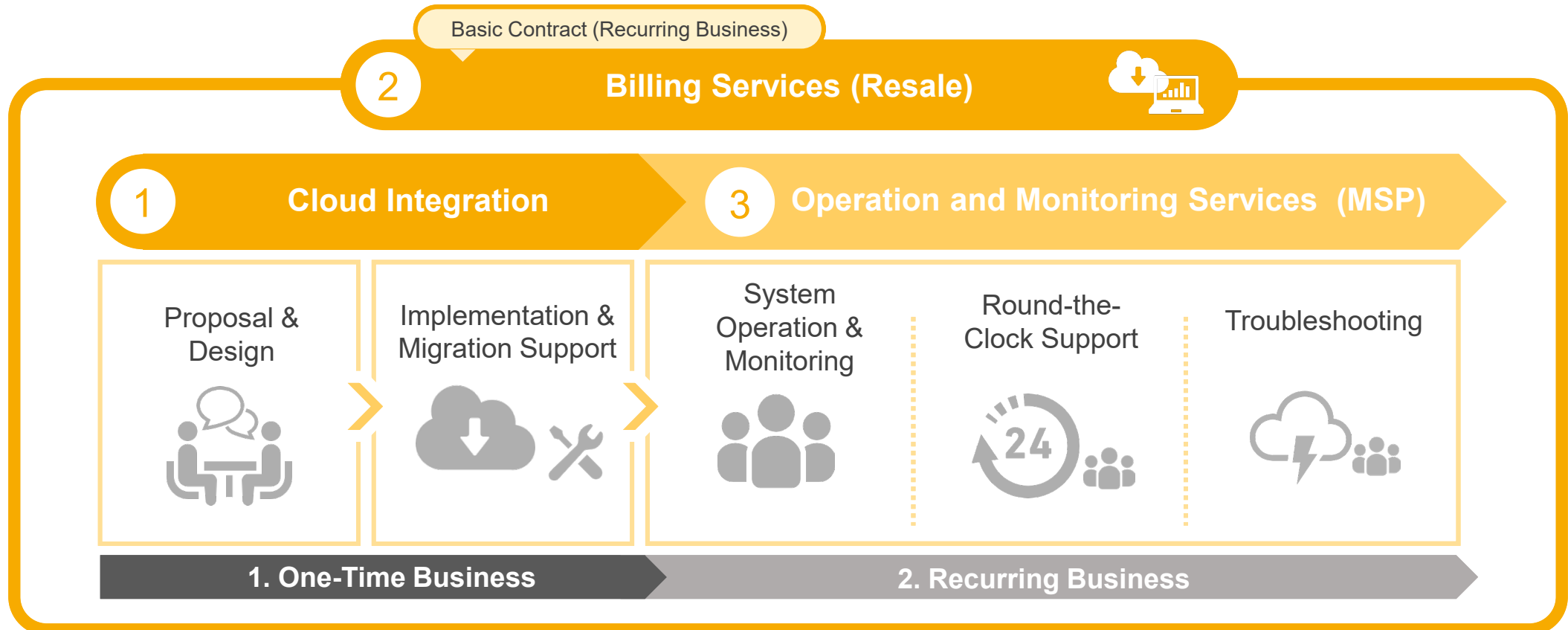
# Business Overview

## Business Model

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



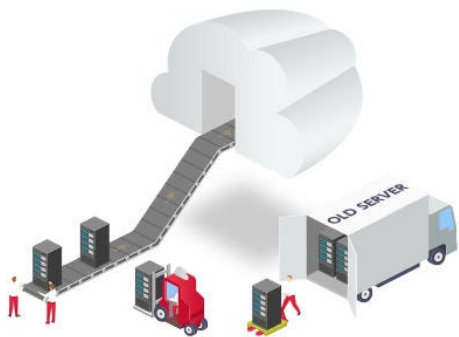
# 1 Cloud Integration

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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)

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# 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

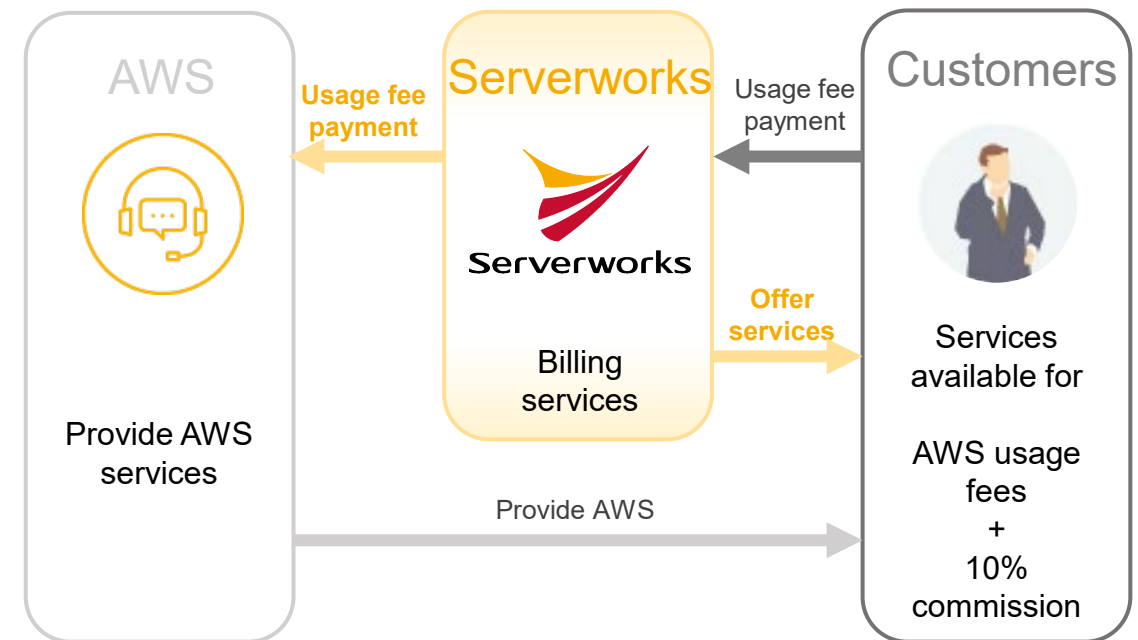
Cloud Automator

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)

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# 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<br>Quality management                                                                                                                                                                                                                                                                                                                    | Operational efficiency<br>Pursuit of transparency                                                                                                                                                                                                                                                                                                   | Improving productivity across society                                                                                                                                                                                                                                                                                                                                                                                                                     | Solving social issues while achieving business growth                                                                                                                                                                                                                                                                                                                                                                  |
| Materiality (critical issues) | <b>Materiality - 1</b><br>Creating a comfortable working environment and opportunities for growth and success<br>   | <b>Materiality – 2</b><br>Promoting the use of cloud services as the foundation for business operations<br>   | <b>Materiality – 3</b><br>Governance<br>Enhancing and strengthening compliance<br>   | <b>Materiality – 4</b><br>Promoting the widespread adoption of cloud technology across society<br>    | <b>Materiality – 5</b><br>Preserving the global environment<br>    |
| 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 (AWS Announces New AI Foundation Models)

**Amazon has announced Amazon Nova, new AI foundation models.**

Available on AWS AI platform for **high speed, low cost and high performance.**



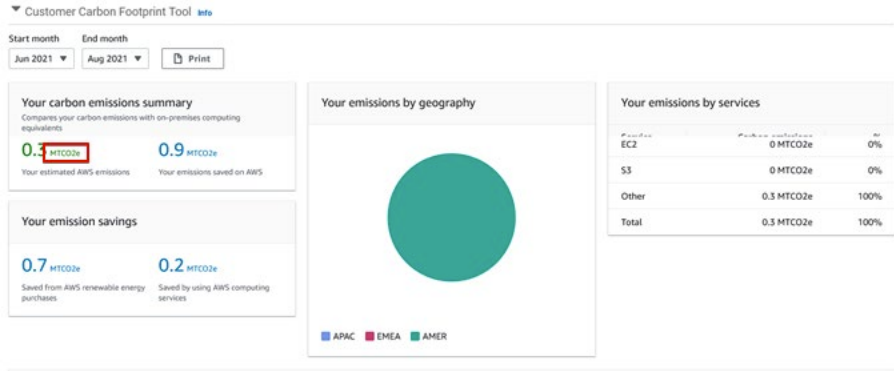
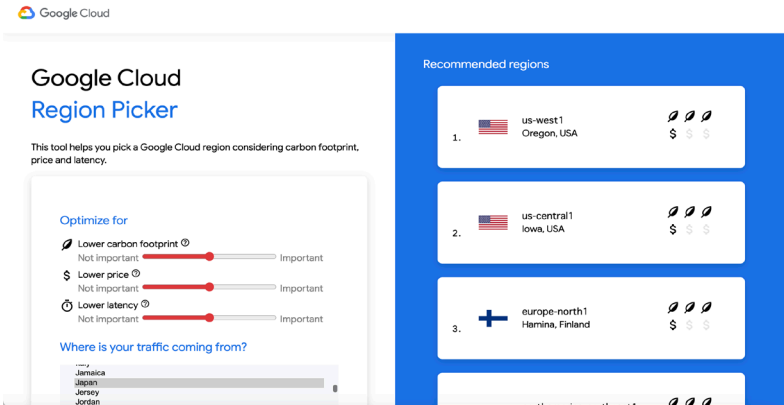
AWS announced Amazon Nova, its own new-generation AI foundation models at the 2024 re:Invent event held in the U.S.

The model supports not only text, but also multi-modal models such as images and videos. In the future, the company will also develop models for specific applications, such as support for image generation and video generation.

The company claims that its models offer superior price performance, with costs at least 75% lower than comparable models available through its Amazon Bedrock service. High speed and cost advantages are significant.

# Reference - Carbon Emissions Measurement Tool for Each Cloud Service



| Cloud Service | AWS                                                                                                                                                                                                                                                                                                                                                              | Google Cloud                                                                                                                                                                                                                                                                                                                           |
|---------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Tool          | Customer Carbon Footprint Tool                                                                                                                                                                                                                                                                                                                                   | Google Cloud Region Picker                                                                                                                                                                                                                                                                                                             |
| Feature       | <p>As a performance against sustainability goals, <b>measure estimated carbon</b></p> <ol style="list-style-type: none"><li>Using AWS reduces emissions, comparing to on-premise.</li><li>CO2 emissions on a monthly, quarterly, and annual basis.</li><li>Measure the projected change in annual CO2 emissions based on AWS usage within the account.</li></ol> | <p><b>Google Cloud region can be selected taking variables like price, latency, and sustainability into account.</b></p> <ol style="list-style-type: none"><li>Identify regions with particularly low carbon impact.</li><li>Indicate the usage rate of carbon-free energy and the carbon intensity index of the power grid.</li></ol> |
|               |                                                                                                                                                                                                                                                                               |                                                                                                                                                                                                                                                    |

# 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