

Q2 FY02/27 Financial Summary (Interim Period)

Translation

Note :This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.



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Q2 FY02/27 Summary

Executive Summary

- **Results: In Q2, consolidated net sales and profit again significantly exceeded the prior-year period, with business progressing strongly**
 - On a non-consolidated basis, Serverworks **steadily grew both net sales and gross profit**. However, **strategic upfront investment in our growth foundation**, including recruitment, a core business system renewal to enhance order management, and company-wide use of Generative AI, **increased SG&A expenses and kept operating profit roughly level with the prior year**. Subsidiaries continued to perform well, and **consolidated results significantly exceeded the prior-year period**
 - With the advent of Generative AI, **acquiring hyperscaler accounts has once again become our top priority**, and we are in a phase of pursuing top-line growth. We therefore plan to **actively reinvest profits generated by yen depreciation and the Marketing Fund in account acquisition, AI, and other investments**
- **Results: FY02/27 full-year consolidated earnings forecast revised upward***
 - Business continued to progress smoothly, sustaining the strong momentum of Q1. With results now expected to **significantly exceed the previous consolidated earnings forecast**, we **revised the full-year consolidated earnings forecast upward**
 - With this upward revision, **operating profit and ordinary profit are expected to reach the levels targeted for next fiscal year (FY02/28) in our Mid-term management policy, one year ahead of schedule**
- **Mid-term management policy: Steadily advancing the business strategy and shareholder returns set forth in our mid-term management policy**
 - [Cloud] **Large-scale Cloud Integration projects are increasing**, and discussions on renewing our Strategic Collaboration Agreement (SCA) with AWS are progressing
 - [Generative AI] Certified as a **Select partner** in the Services Track of **Anthropic's Claude Partner Network**
 - [Overseas Business] Exhibited at “AWS Cloud and AI Day Hanoi 2026,” **expanding our activities in Southeast Asia**
 - [Security] We plan to offer **an integrated managed security service** that combines **CrowdStrike** security with our AWS operational expertise
 - [Shareholder Returns] **Decided on an interim dividend of 15 yen per share**, in line with the previously announced dividend forecast

* Revises the forecast announced on April 14, 2026. For details, please refer to the “Notice Regarding Revision of Full-Year Consolidated Earnings Forecast” announced on October 15, 2026.

Financial Highlights

Non-consolidated net sales and gross profit grew steadily, with growth investment keeping operating profit at the prior-year level. Strong subsidiaries lifted consolidated results well above the prior year

		Net sales (cumulative)	YoY	Operating profit (cumulative)	YoY
Consolidated	 Serverworks	24,731 million yen	+32.0%	924 million yen	+922.0%
	 Serverworks	18,697 million yen	+24.4%	490 million yen	-3.5%
Non-consolidated	Consolidated subsidiary  Ggen	6,050 million yen	+63.0%	427 million yen	+120.5%
	* G-gen and TOPGATE merged as of July 1, 2024.				
	Consolidated subsidiary  Smart Operations	166 million yen	+303.3%	7.6 million yen	+173.5%
	* Established in March 2026.				

(Reference) YoY Comparison for Key Items

(Unit: million yen)	FY02/26 Q2	FY02/27 Q2	YoY	Notes on differences from Q2 of the previous fiscal year
Net sales	18,736	24,731	+32.0%	- Resale sales rose solidly, aided by yen depreciation, and CI/MSP also grew steadily (Reference) Impact of yen depreciation (approx. 10 yen weaker on average vs. Q2 of the previous fiscal year): +1,412 million yen
Gross profit	1,597	2,614	+63.6%	- G-gen's partner Marketing Fund (amount undisclosed) drove a significant increase - The prior year's Q2 impact from unprofitable projects (-520 million yen) did not recur this period (Reference) Impact of yen depreciation: +117 million yen
Gross profit margin	8.5%	10.6%	+2.0pt	
Operating profit	90	924	+922.0%	- Reflects the increase in gross profit (same applies to profit levels below) - Higher SG&A mainly on personnel-related expenses (see P.28)
Operating profit margin	0.5%	3.7%	+3.3pt	
Ordinary profit	121	991	+718.5%	Non-operating income improved on better equity-method investment results and LP investment returns
Ordinary profit margin	0.6%	4.0%	+3.4pt	
Interim profit (loss) attributable to owners of parent	-903	806	-%	Absence of items recorded in the previous fiscal year, including lump-sum goodwill amortization (-742 million yen), tax effects (-143 million yen), and losses from unauthorized use (-100 million yen)
Interim profit margin attributable to owners of parent	-4.8%	3.3%	+8.1pt	

Revision to FY02/27 Consolidated Earnings Forecast^{*1}

Sustaining the strong momentum of Q1, business continued to progress smoothly in Q2, and both net sales and profit are expected to exceed the previously announced full-year consolidated earnings forecast. We have therefore decided to revise the earnings forecast upward

(Unit: million yen)	Previous Forecast		Revised Forecast		
	Forecast	Relative to net sales	Forecast	Relative to net sales	Change from Previous Forecast
Net sales ^{*2}	47,184	100.0%	51,995	100.0%	+10.2%
Gross profit	4,832	10.2%	5,438	10.5%	+12.5%
Operating profit	1,310	2.8%	1,665	3.2%	+27.1%
Ordinary profit	1,398	3.0%	1,852	3.6%	+32.5%
Profit attributable to owners of parent	904	1.9%	1,538	3.0%	+70.1%^{*3}

^{*1}. Revises the forecast announced on April 14, 2026. For details, please refer to the "Notice Regarding Revision of Full-Year Consolidated Earnings Forecast" announced on October 15, 2026.

^{*2}. Segment forecasts are not disclosed as our business is a single segment (cloud business). The exchange rate for the resale sales forecast has been revised from approx. 150.22 yen per US dollar (previous fiscal year's average) to 160.48 yen (actual average for the current fiscal year).

^{*3}. Tax expenses are expected to decrease significantly, mainly due to the recognition of deferred tax assets following the recovery in consolidated subsidiaries' results.

Comparison with Mid-term Management Policy - Reaching FY02/28 Profit Targets* -

Including the weak yen and the Marketing Fund, **operating and ordinary profit are set to reach FY02/28 targets**
With **G-gen's sharp profit growth**, we will **strengthen Group-wide investment in account acquisition and AI**

	FY02/28 Mid-Term Plan		FY02/27 Forecast		
(Unit: million yen)	Target	Relative to net sales	Forecast	Relative to net sales	vs. Mid-Term Plan
Net sales	56,092	100.0%	51,995	100.0%	-7.3%
Gross profit	6,358	11.3%	5,438	10.5%	-14.5%
Operating profit	1,659	3.0%	1,665	3.2%	+0.4%
Ordinary profit	1,729	3.1%	1,852	3.6%	+7.1%

* Figures for the FY02/28 Mid-term management policy are based on the "Notice Regarding Updates to Numerical Targets in the Mid-Term Management Policy" announced on April 14, 2026.

(Reference) Q2 Cumulative/Quarterly Trends

	Q2 Cumulative				FY02/27 Quarterly Trends				
	FY02/26 Q2	FY02/27 Q2	YoY	Forecast Progress Rate	Q1	Q2	Q3	Q4	Compared to the previous quarter vs. Q1 FY02/27
Consolidated net sales	18,736	24,731	+32.0%	47.6%	11,933	12,798			+7.3%
 Serverworks	15,035	18,697	+24.4%		9,055	9,642			+6.5%
 Ggen	3,710	6,050	+63.0%		2,885	3,164			+9.7%
Gross profit	1,597	2,614	+63.6%	48.1%	1,220	1,394			+14.3%
Gross profit margin	8.5%	10.6%	+2.0pt		10.2%	10.9%			
Operating profit	90	924	+922.0%	55.5%	398	526			+32.1%
Operating profit margin	0.5%	3.7%	+3.3pt		3.3%	4.1%			
Ordinary profit	121	991	+718.5%	53.5%	391	599			+53.2%
Ordinary profit margin	0.6%	4.0%	+3.4pt		3.3%	4.7%			
Interim profit (loss) attributable to owners of parent	-903	806	-%	52.4%	324	481			+48.3%
Interim profit margin attributable to owners of parent	-4.8%	3.3%	+8.1pt		2.7%	3.8%			

Q2 FY02/27 Key Topics

* Includes recent topics that occurred after the Q2 closing date.

Amid rising cloud demand and a growing number of large-scale Cloud Integration projects, we **completed a large-scale AWS migration project for YANASE & CO., LTD.**, a pioneer in the imported car industry now in its 111th year

Project Overview and Background

- Reviewed the entire infrastructure, **upon the expiration of the data center contract**
- Required a **flexible, optimized infrastructure** with advanced operational visibility and IT cost optimization
- Compliance with **strict information security standards** was essential
- With our consulting support, **the migration was carried out over approximately 20 months**

Case Study | YANASE & CO., LTD.

AWS Migration of Approx. 70 Servers



Meets advanced security standards; total cost savings expected over five years

[▶ Case study page](#)

Certified as a **Select partner** in the Services Track of **Anthropic's Claude Partner Network**

Mid-term management
policy Focus Areas

Cloud

Generative AI

Overseas Expansion

Security

Strengths as a Certified Partner

- **Support structure backed by a proven track record**
 - To join the Claude Partner Network, we met requirements including the number of certified professionals, deployment of Claude in customers' production environments, and a portfolio of public case studies. This track record enables us to provide high-quality implementation support.
- **Service quality that gives customers peace of mind**
 - We maintain service quality by continuously meeting the standards required by the certification program.
- **More Generative AI-related business opportunities**
 - By leveraging technical information and support from the partner program, we are expanding our offerings in Claude implementation support and AI agent development.

Claude × AWS adoption support services

Claude Events/Webinars

Hands-on sessions on Claude, Claude Cowork, and Claude Code

Claude PoC Support

Support from defining evaluation metrics to validating feasibility

AWS Generative AI Guidelines/Management Platform

Establishing company-wide usage rules and a centrally managed platform

AWS Generative AI Operations Optimization

Supporting operations and cost management for RAG (retrieval-augmented generation) and AI agents

▶ [Claude implementation support service page](#)

Generative AI-related (Group Companies)

Our subsidiary G-gen is **providing hands-on support for in-house AI development** at Sumitomo Rubber Industries

Our affiliate Ragate has **launched a new program to support AI investment decisions**

Mid-term management policy Focus Areas

Cloud

Generative AI

Overseas Expansion

Security



G-gen supports in-house AI development at Sumitomo Rubber Industries through hands-on support

- The challenge was balancing “performance improvement” and “failure risk reduction” in tire design
- Promoting in-house development with BigQuery, Cloud Run, and **Gemini Agent Platform**
- Through **consistent hands-on support** from PoC validation to production deployment, the customer developed a failure prediction RAG tool in-house and **built a self-sufficient structure**

▶ [Case study page](#)



Ragate launches the “AX Sprint Program” to support AI investment decisions

- End-to-end support for **inventory, selection, and validation (PoC)**, three of the seven steps of AI adoption
 - * **Basic support is currently free of charge** (campaign in progress)
- **Delivers a task inventory, PoC, and impact estimates in two months**
- The goal is to organize trial results and remaining issues so that customers can **decide whether to bring development in-house, continue with support, or revise the scope**

▶ [Service site](#)

Re-acceleration of the Cloud Market Driven by AI

Generative AI is driving the cloud market into a second golden age:

AI's **compute needs expand cloud usage**, and cloud data consolidation **creates new build-and-run demand**

Mid-term management
policy Focus Areas

Cloud

Generative AI

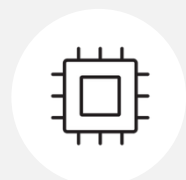
Overseas Expansion

Security

01

Hardware shortages

The cloud is the only realistic option



GPU
shortage



On-prem limits



To the cloud

Accelerating cloud migration

02

Wave of in-house development

The AI era requires cloud platforms more than ever



SaaS-centric



AI in-house



Cloud platforms

Expanding cloud usage

Tailwinds for Serverworks

Exhibited at “AWS Cloud and AI Day Hanoi 2026” as a Silver Sponsor

Mid-term management
policy Focus Areas

Cloud

Generative AI

Overseas Expansion

Security

Overview and Background of the Exhibition

- An AWS Direct Connect location opened in Hanoi in December 2025, followed by **an AWS Local Zone in June 2026**
- **Local cloud infrastructure development is progressing**
- We plan to establish an overseas subsidiary in Thailand in October 2026 and are **expanding our business in the ASEAN region**
- Showcased **three service areas** at our booth



Amid a series of security incidents in Japan and increasingly sophisticated cyberattacks, we plan to launch an integrated managed security service combining CrowdStrike and our AWS expertise

Mid-term management
policy Focus Areas

Cloud

Generative AI

Overseas Expansion

Security

SABASOC for Falcon Cloud Security

Scheduled to launch in November 2026

AI security

CrowdStrike

AI-native real-time threat detection



Detect



Isolate



Fully managed

SABASOC for FCS

Initial response leveraging AWS expertise



Detect



Recover



Prevent

Our unmatched AWS expertise enables managed operations that reach deep into the cloud

- **AWS MSSP Competency (2025)**
- 2026 Japan AWS Top Engineers (Security): **6 of 18 recipients, No.1 in Japan**

Shareholder Returns

We decided on **an interim dividend of 15 yen per share**, in line with the previously announced dividend forecast. The year-end dividend forecast remains unchanged at 15 yen (30 yen for the full year), and we will **consider it further in light of future business performance**.

► Shareholder Return Policy (3 pillars)

1 Dividend payout ratio* and dividends

- Aiming for stable and continuous dividends, with a **consolidated dividend payout ratio of approximately 20-30% as a guideline** (twice a year: interim and year-end)
- First dividend (FY02/26): 25 yen → FY02/27 forecast: **30 yen (increase)**

2 Stable dividends and financial soundness

- To ensure dividend stability during periods of temporary profit fluctuation, **targeting a minimum dividend on equity (DOE) of 1.0%**
- Keeping the ratio of total dividends to operating cash flow **within a range of approximately 10% to 30%**

3 Share buybacks and total return ratio

- **Flexible share buybacks are also an option** (approximately 1.1 billion yen of share buybacks conducted in FY02/26)
- Our policy is to target a total return ratio of **25% to 50% as a guideline**

* The dividend payout ratio is the ratio to profit attributable to owners of parent, excluding one-time gains/losses on asset sales and gains/losses not accompanied by an increase in cash and deposits.

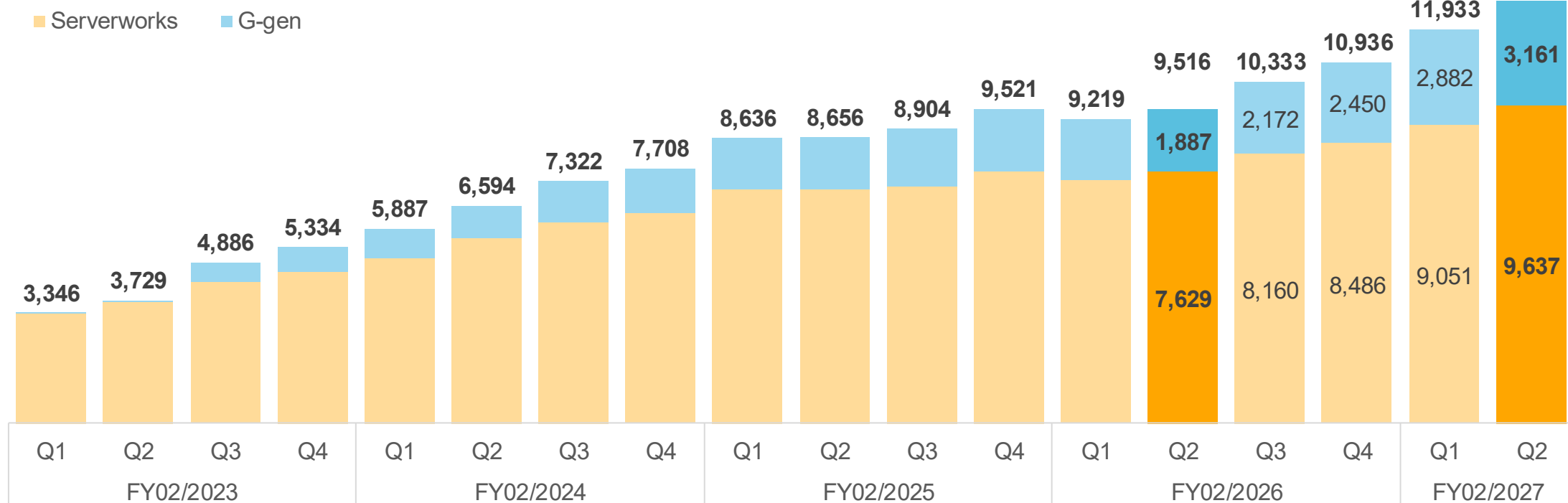
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Q2 FY02/27 Financial Summary

Net Sales -Consolidated and by Company-

In addition to the continued increase in net sales from yen depreciation, our subsidiary G-gen acquired a partner Marketing Fund (incentive), **driving significant net sales growth across all group companies, both year on year and quarter on quarter**

(Unit: million yen)

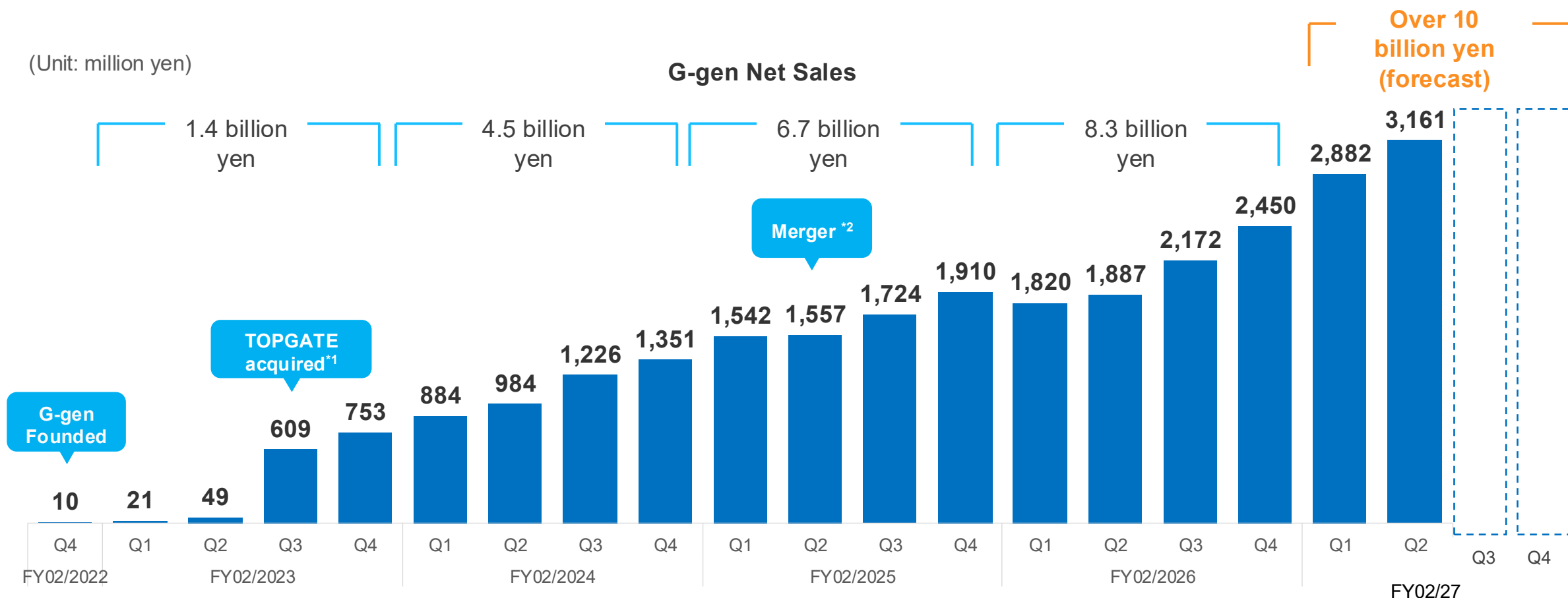


* The figures for each company have been adjusted to reflect the consolidation of internal transactions.

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

(Reference) Net Sales -Rapidly Growing G-gen-

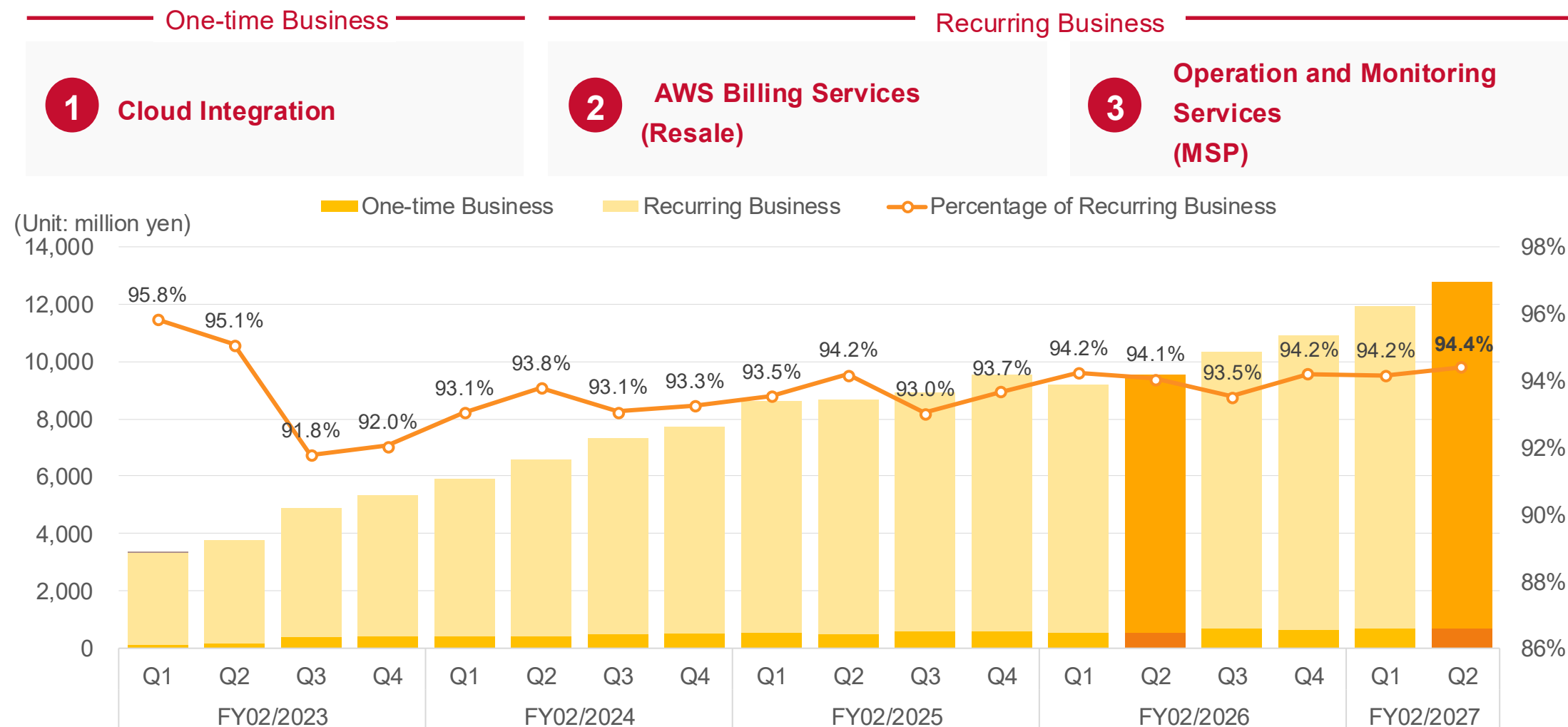
In only its sixth fiscal year since its July 2021 founding, G-gen expects full-year net sales to exceed 10 billion yen. Quarterly net sales have roughly doubled since the merger, and **AI projects are accelerating growth**



*1. We completed the acquisition of 100% of TOPGATE's shares on June 30, 2022.

*2. G-gen merged with TOPGATE on July 1, 2024; Q2 FY02/25 is the quarter that includes the month of the merger.

Percentage of Recurring Business



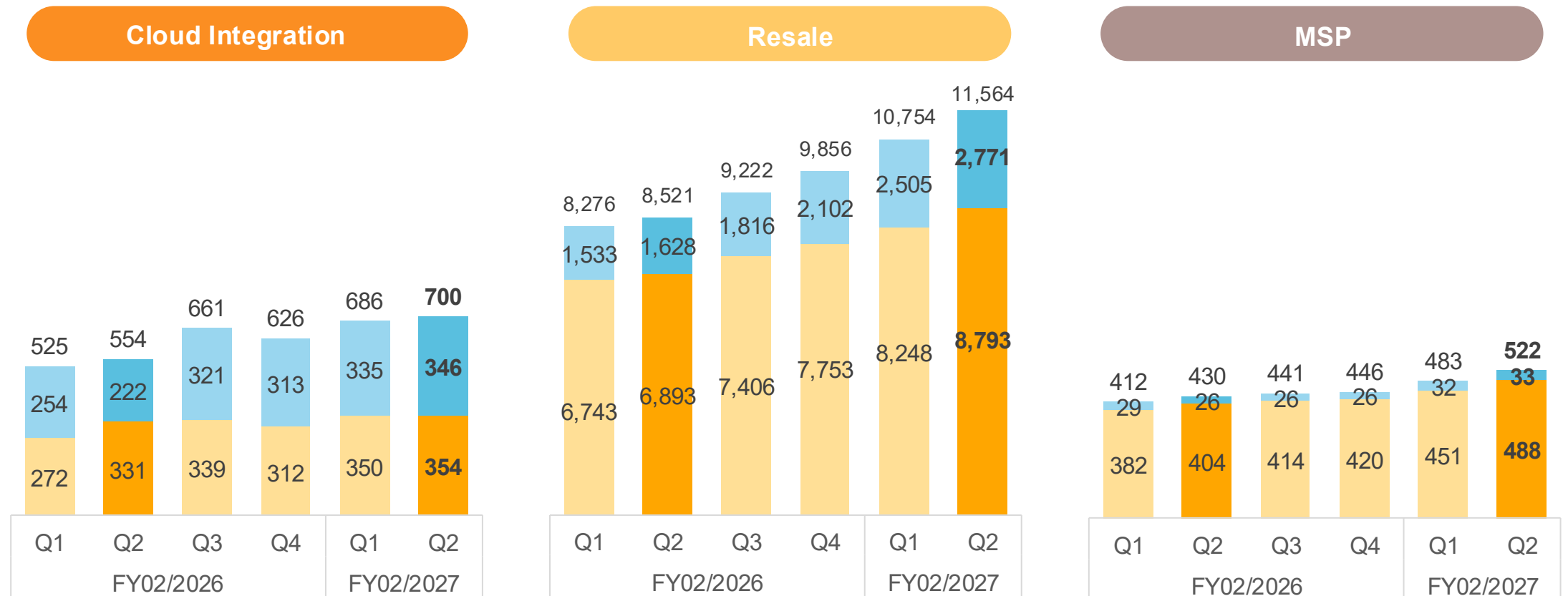
* One-time sales from Cloud Integration, where sales are recorded at the time of customer acceptance, are recorded under One-time revenue businesses. Recurring sales from AWS monthly usage fees generated from customers' continued use of AWS, monthly charges for proprietary services such as "Cloud Automator" and licensing fees for continued use of third-party software and services, as well as AWS server monitoring/backup operation service fees and maintenance fees, are recorded as Recurring-revenue businesses.

By Product and Service Segment - composition of each company -

Generative AI needs are driving a further increase in cloud demand, and both Serverworks and G-gen Cloud Integration, Resale, and MSP all posted record-high sales for the second consecutive quarter



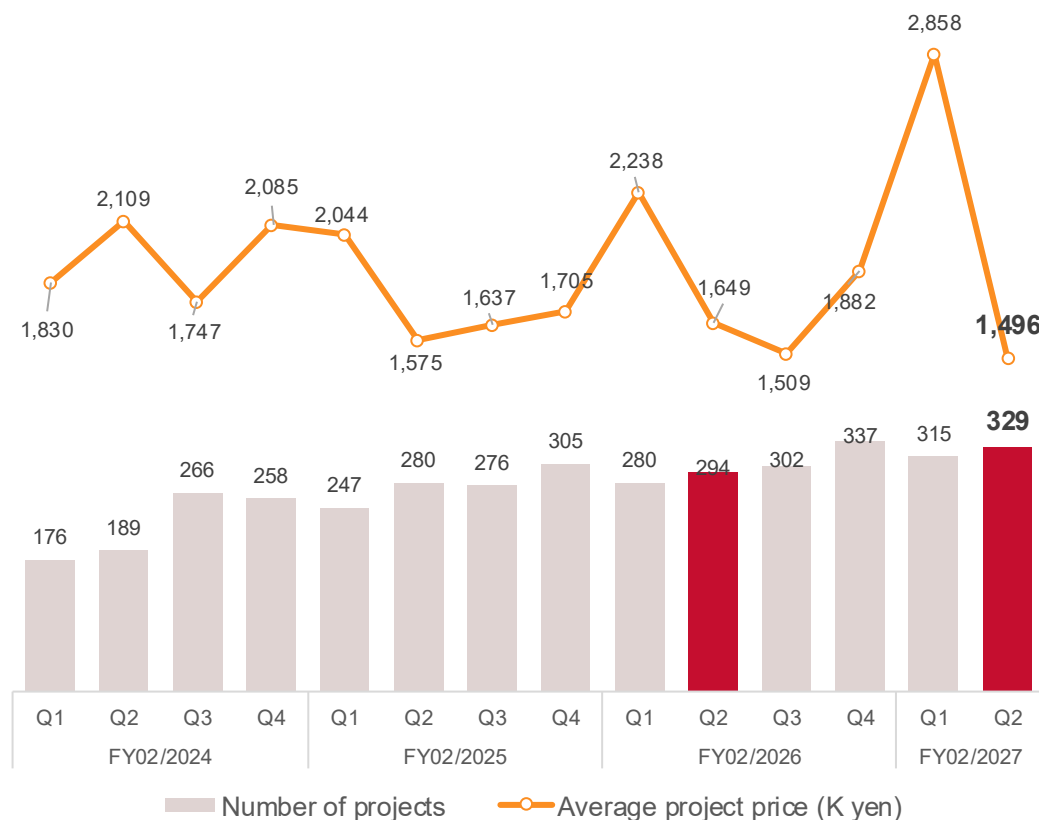
(Unit: million yen)



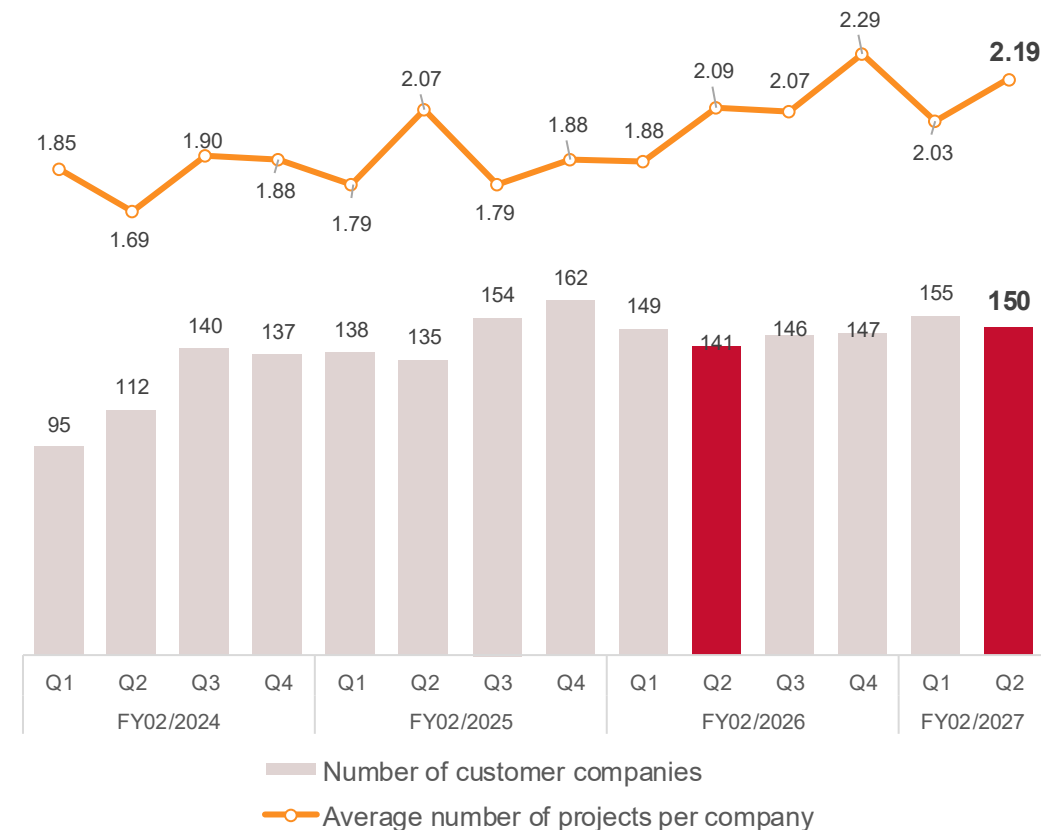
Cloud Integration - Trends in Key Metrics -

The number of projects rose on an increase in small-scale training-related projects, but the unit price declined during a lull in acceptance of large-scale projects. For now, we plan to sustain growth by focusing on winning more projects

Number of projects and average project price



Number of customer companies and average number of projects per company



* 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 FY02/2023, but this indicator is calculated based on the completion basis (old standard).

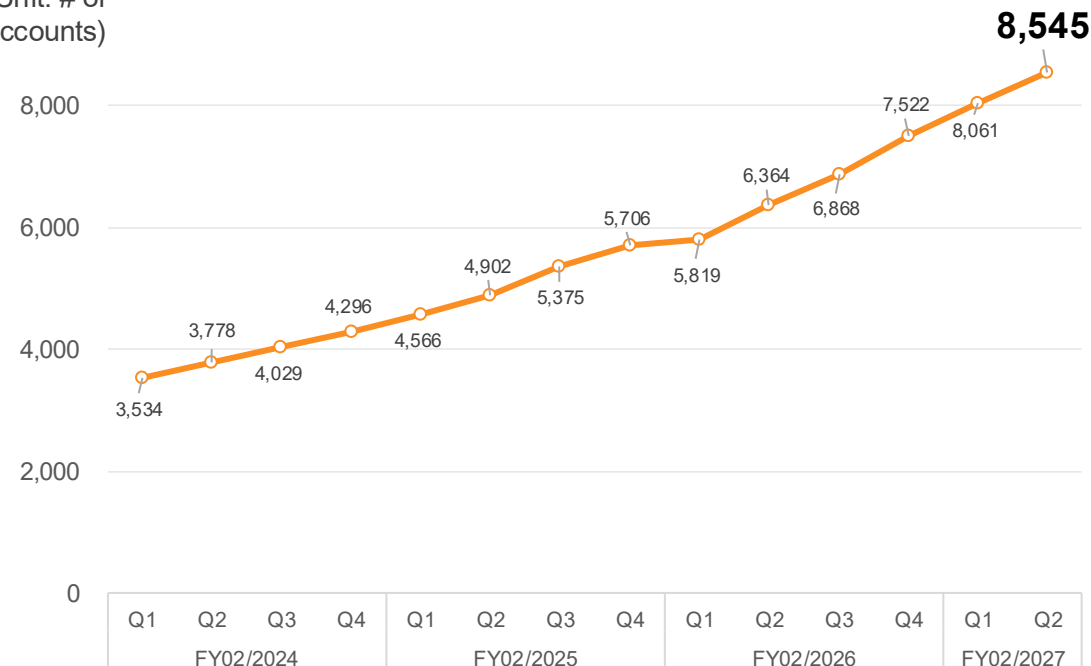
Resale - Number of AWS Accounts and ARPU Trends -

Our Strategic Collaboration Agreement (SCA) with AWS and wins of large-scale projects **have kept account numbers rising steadily**

Growing cloud usage by existing customers and steady new customer acquisition are also lifting ARPU

AWS accounts*¹

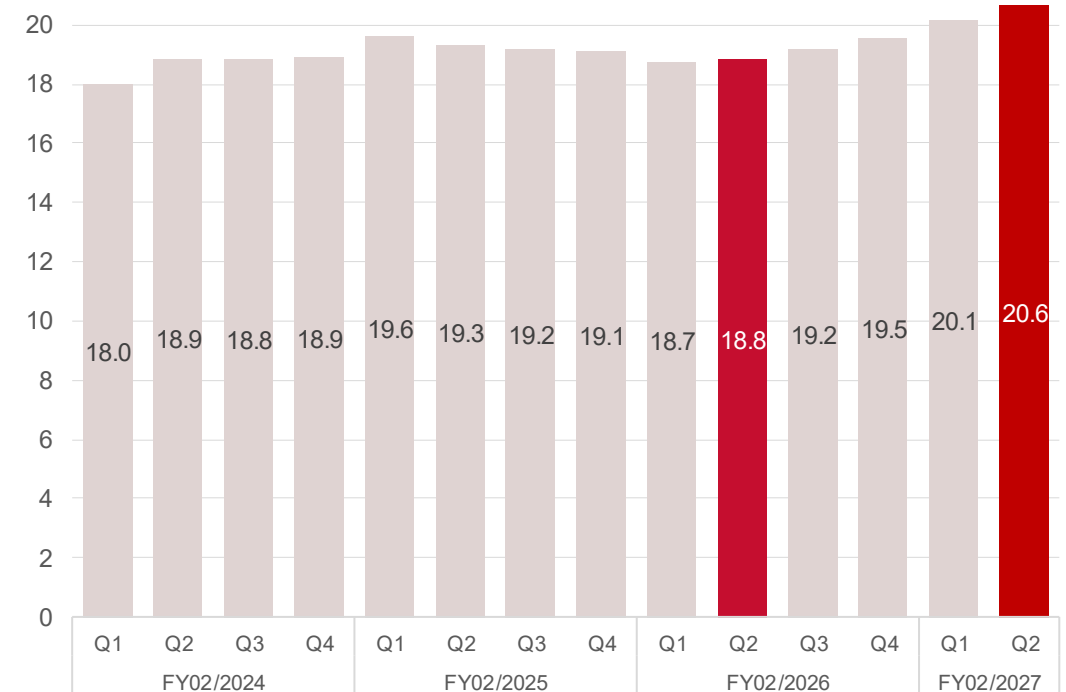
(Unit: # of accounts)



ARPU*²

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

(Unit: K USD)



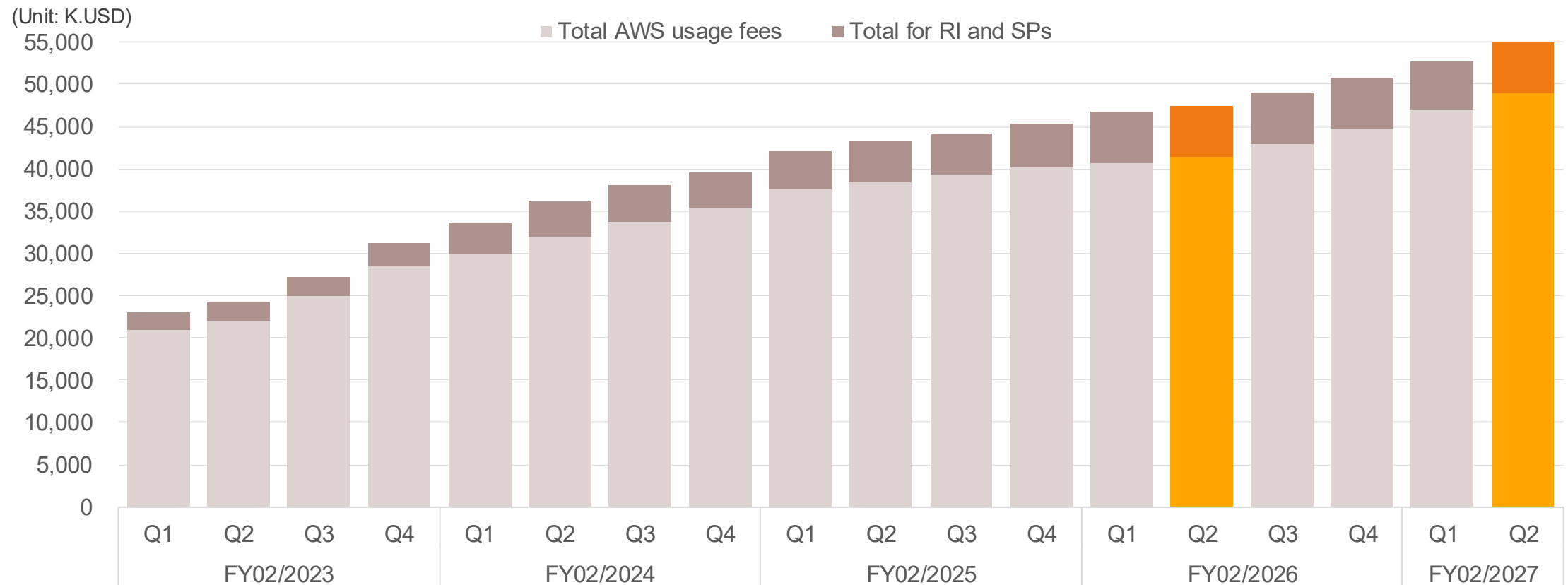
*1. The number of accounts includes all startup/discount plans as well as advanced plans.

*2. Excluding Reserved Instances and Savings Plans

AWS Usage Fee Trend (USD Basis)

USD-basis AWS usage fees - the most important metric for gauging the underlying growth of the resale business - continue to rise steadily

Growth in USD-basis usage fees, which are unaffected by exchange rates, **confirms that the business itself is performing well**



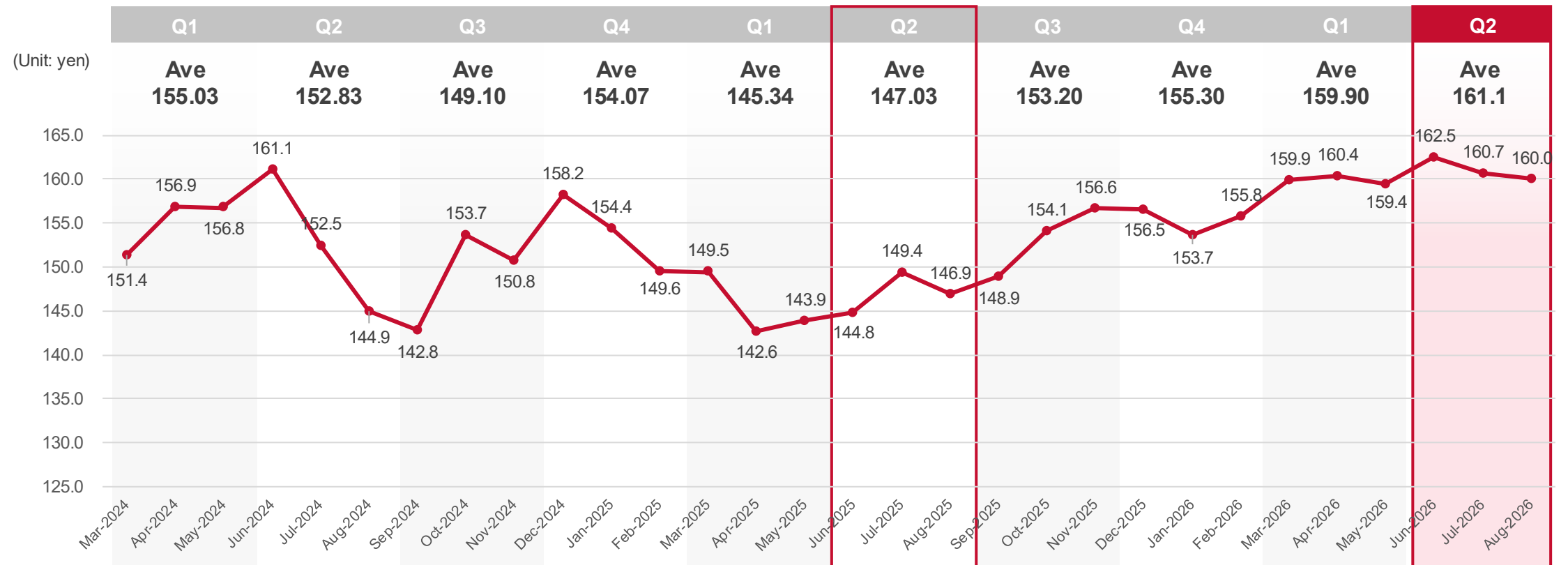
* Reserved Instances (RIs) and Savings Plans (SPs) are AWS services under which substantial discounts are offered to customers who pay a fixed reservation fee and commit to AWS usage for a certain period.

* For RIs and SPs, until FY02/2022, revenue was recognized at the time of purchase, but from FY02/2023, the method was changed to recognize revenue over the applicable period.

Exchange Rate Trends

The yen has continued to weaken recently, and **the outlook for exchange rates* remains uncertain**

(1-yen sensitivity is approximately 276 million yen/year for net sales, and approximately 23 million yen/year for operating profit *increases when the yen depreciates)

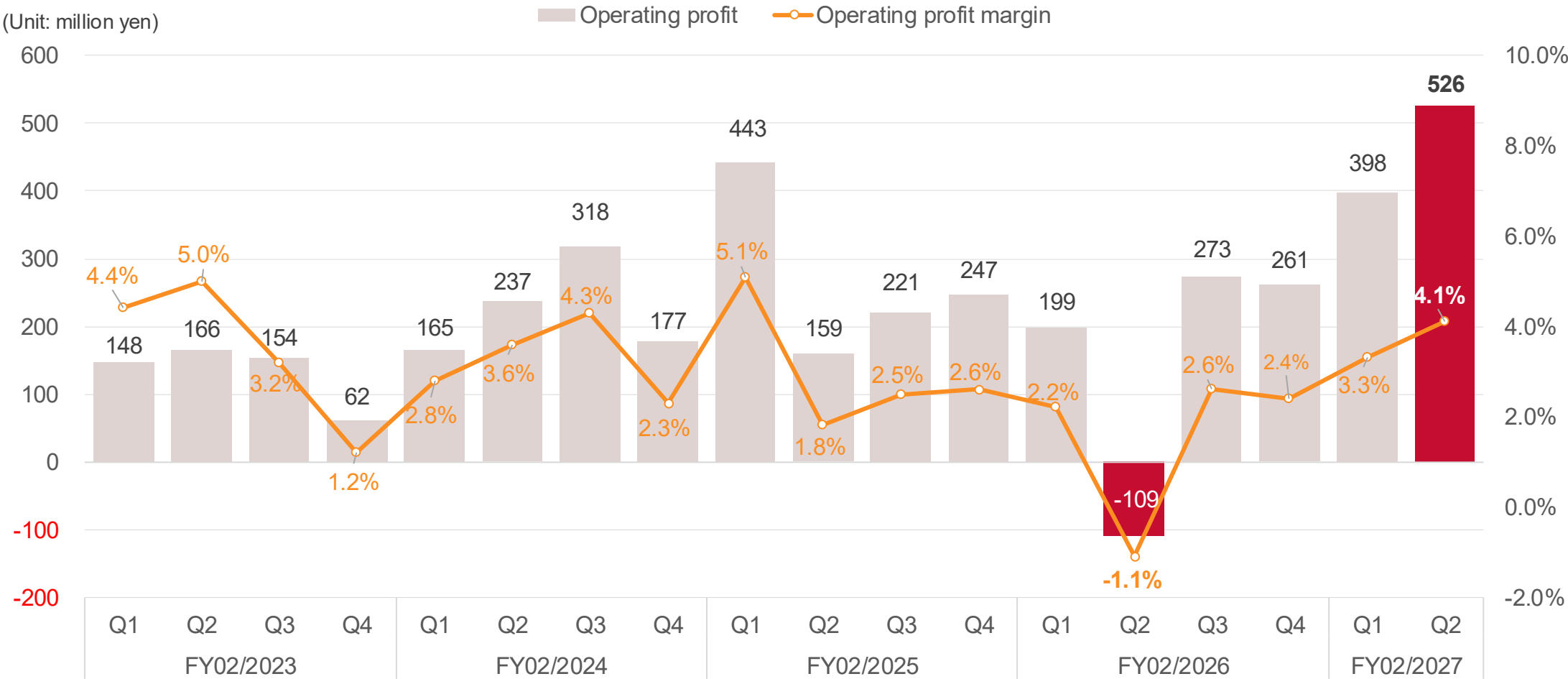


* The exchange rate used for resale sales in this fiscal year's guidance has been revised from approximately 150.22 yen per US dollar, the same as the average rate for the previous fiscal year, to 160.48 yen, the actual average rate for the current fiscal year.

Operating Profit / Operating Profit Margin Trend

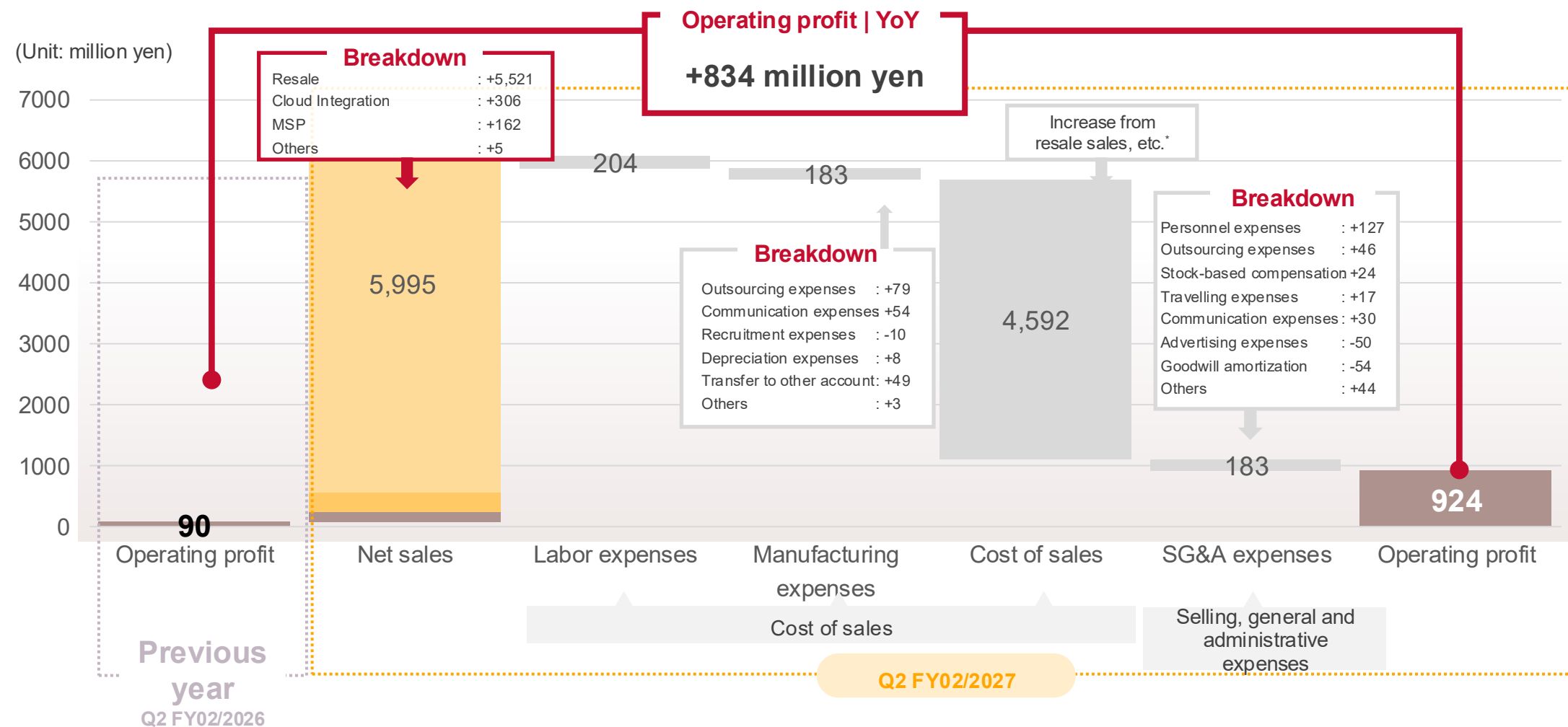
Yen depreciation and G-gen's partner Marketing Fund **significantly lifted Q2 operating profit**

We plan to **actively reinvest profits** from yen depreciation and the Marketing Fund in **account acquisition, AI, and other areas**



Analysis of Factors Affecting Operating Profit YoY

While investing actively in growth, and aided by G-gen's partner Marketing Fund (incentive)*, **operating profit rose +834 million yen YoY** * The Marketing Fund is deducted mainly from cost of sales / SG&A expenses



Consolidated Balance Sheet (Summary)

Advance payments, accounts receivable, accounts payable, and contract liabilities increased, **reflecting a structural expansion of working capital driven by growth;**

overall, **retained earnings rose steadily and net assets continued to build solidly**

(Unit: million yen)

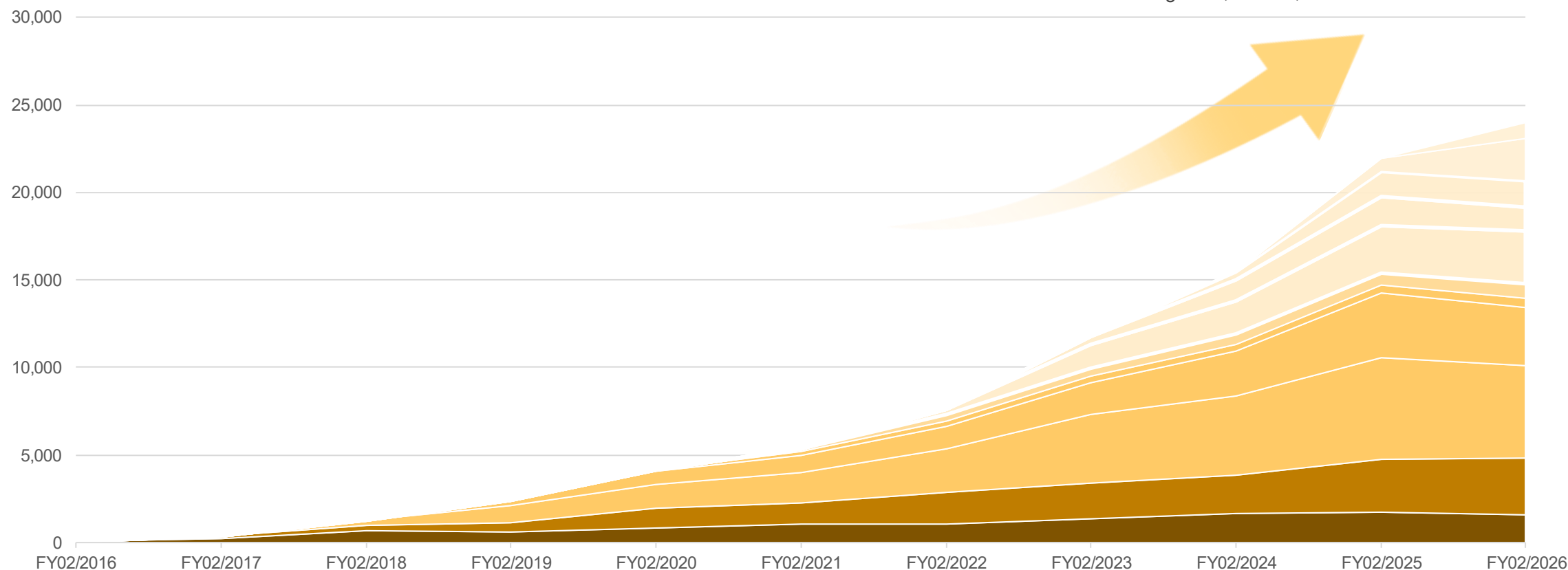
Balance Sheet	FY02/26 Results (Consolidated)	Q2 FY02/27 Results (Consolidated)	Change
Current assets	15,567	18,697	3,130
Fixed assets	4,691	6,169	1,478
Property, plant and equipment	164	190	25
Intangible assets	209	455	245
Investments and other assets	4,318	5,524	1,206
Total assets	20,258	24,867	4,608
Total liabilities	10,523	13,701	3,177
Current liabilities	10,010	12,825	2,815
Non-current liabilities	513	875	362
Total net assets	9,735	11,166	1,430
Total shareholders' equity	8,506	9,166	659
Accumulated other comprehensive income	1,219	1,966	746
Stock acquisition rights	8	33	24
Total liabilities and net assets	20,258	24,867	4,608

Customer Lifetime Value (LTV)

While LTV has decreased temporarily due to large-scale cancellations in the previous fiscal year, excluding their impact, **the trend of total sales increasing as customer relationships lengthen remains unchanged**

(Unit: million yen)

* Cloud Integration, Resale, and MSP combined



* The cumulative total sales amount from FY02/2016.

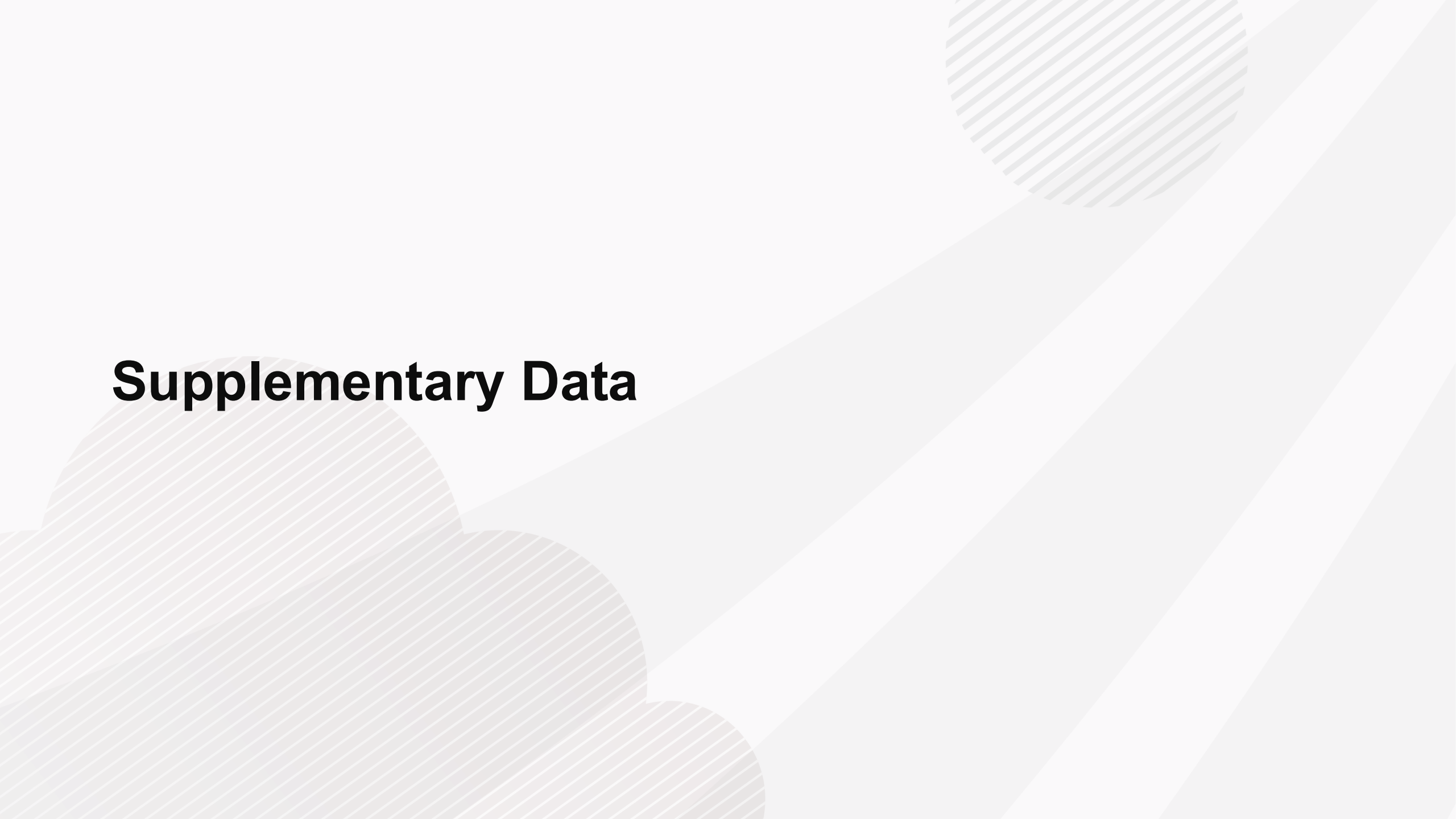
* Revenues prior to FY02/2017 are an approximate total of AWS resale revenues recalculated into a gross amount based on the most recent results.

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Anticipated Q&A

Key Questions Concerning Q2 FY02/27

Category	Key anticipated questions	Response
Financial Highlights (Referring to pages 5 and 6 of this material)	Operating profit rose 922% YoY. How should we assess your underlying earnings power?	Operating profit in the same period of the previous year was low due to unprofitable projects. In addition to those projects moving toward resolution, this period benefited from the effects of foreign exchange (yen depreciation) and the partner Marketing Fund, and these factors substantially boosted the growth rate. Even excluding these factors, underlying earnings have improved steadily year on year. However, this fiscal year we are in an investment phase that prioritizes account acquisition, and we intend to actively reinvest profits.
Financial Highlights (Referring to page 5 of this material)	On a non-consolidated basis, net sales rose 24.4% while operating profit declined 3.5%. What caused the decrease in profit?	The decrease reflects higher SG&A expenses, driven by upfront investment in our growth foundation, including recruitment, a core business system renewal to enhance order management, and company-wide use of Generative AI. Net sales and gross profit both increased steadily, and we regard this result as the appropriate reinvestment of generated profits to drive further business expansion.
Financial Highlights (Referring to page 5 of this material)	Please tell us the amount of the partner Marketing Fund and whether it will recur.	The fund is provided when certain conditions are met. As our Group's business expands, we believe it may arise on an ongoing basis, but the amount and timing vary from year to year, so we cannot provide a definitive outlook. For this reason, we continuously disclose metrics such as USD-based AWS usage fees, the number of accounts, and ARPU so that you can assess the underlying business independent of the fund. While part of the fund is recorded as net sales, it is mainly deducted from cost of sales / SG&A expenses.
Revision to Full-Year Consolidated Earnings Forecast (Referring to page 7 of this material)	First-half operating profit was 924 million yen, while the full-year forecast implies approximately 741 million yen for the second half. Are there any concerns about the second half?	On the profit side, our forecast factors in one-time expenses expected at fiscal year-end, personnel costs for employees who joined in the first half, which will be incurred throughout the second half, and continued strategic pricing proposals under our policy of prioritizing account acquisition. As a result, we forecast lower profit than in the first half. However, we expect second-half net sales to exceed the first-half level, and operating profit is expected to increase compared with 535 million yen in the second half of the previous fiscal year. The forecast does not assume any slowdown in business growth.

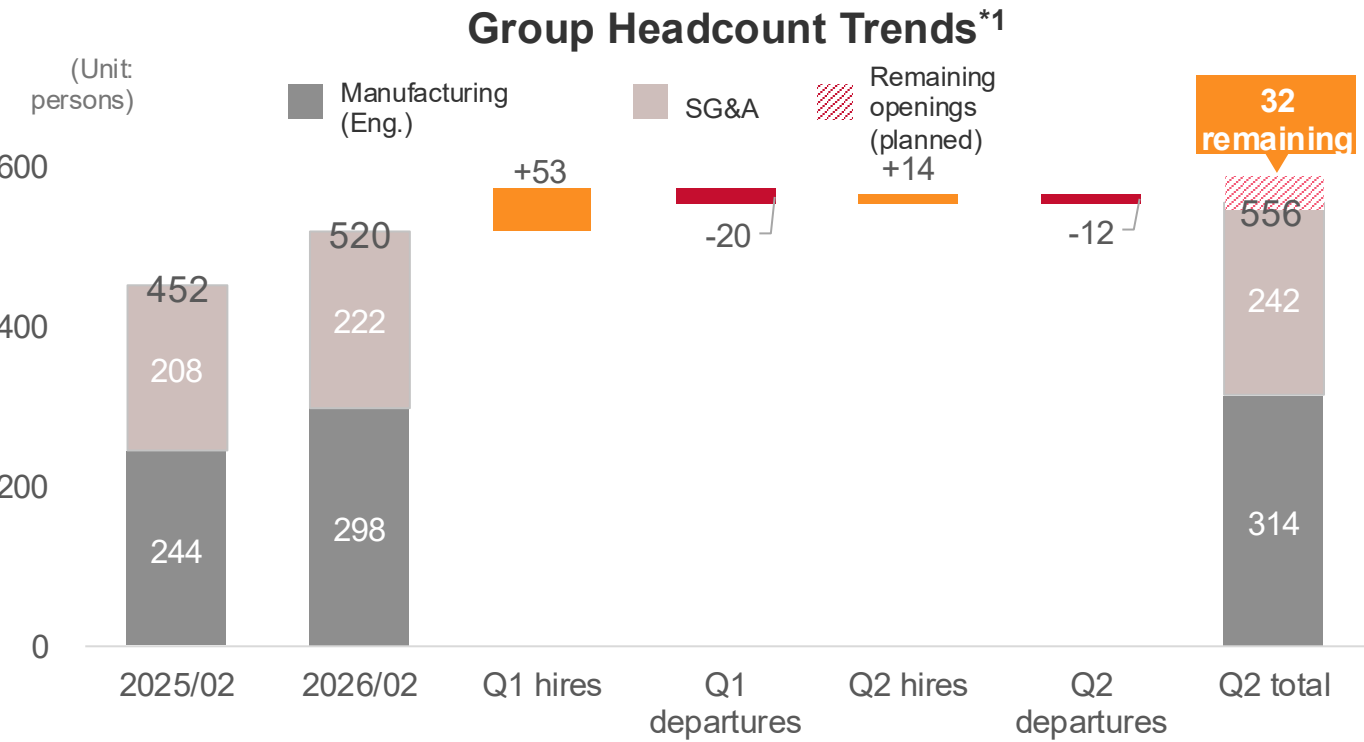
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Supplementary Data

Group Headcount Trends and Hiring Progress

In light of **solid hiring progress (over 60% of the hiring plan achieved)**, we revised the hiring plan upward (from 69 to 85) to backfill departures

However, factoring in AI use, **we will not fully backfill departures, keeping year-end headcount below plan**



FY02/27 Progress on Mid-Career Hiring Plan (Group Total)^{*2}

Q2 Progress Rate (Including Accepted Offers)
(Joined + Accepted Offers: 53 / Plan: 85)^{*4}

62.4%

Highlights of Human Capital

**AWS
Certifications^{*3}**

1,687

Cumulative
(Serverworks)

**Google Cloud
Certifications^{*3}**

659

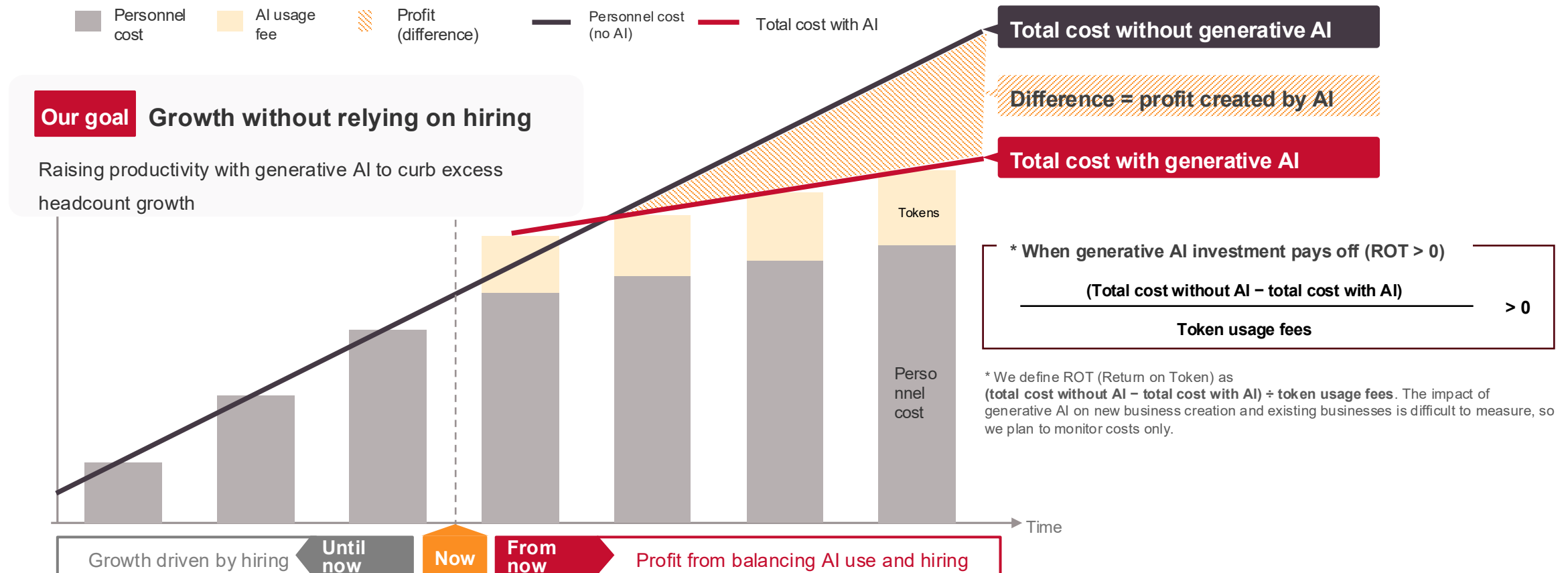
cumulative (G-gen)

^{* 1.} The number of employees includes the number of temporary (part-time) employees, and does not include directors.
^{* 2.} Hiring plan and progress figures are for mid-career hiring (total of Serverworks, SOP, and G-gen). Progress is recorded on an accepted-offer basis.
^{* 3.} AWS certifications and Google Cloud certifications are both cumulative figures (1 person may hold multiple certifications; as of end of August 2026)
^{* 4.} Serverworks' mid-career hiring plan was raised from 30 to 46 (+16) during the period; the Group plan was updated from 69 to 85.

[Repost] Impact of Generative AI on Our Recruitment Strategy

Generative AI allows us to scale back our previously planned hiring

Generative AI (token) costs are incurred, but **reducing previously planned recruitment costs creates profit** (ROT* to be monitored)

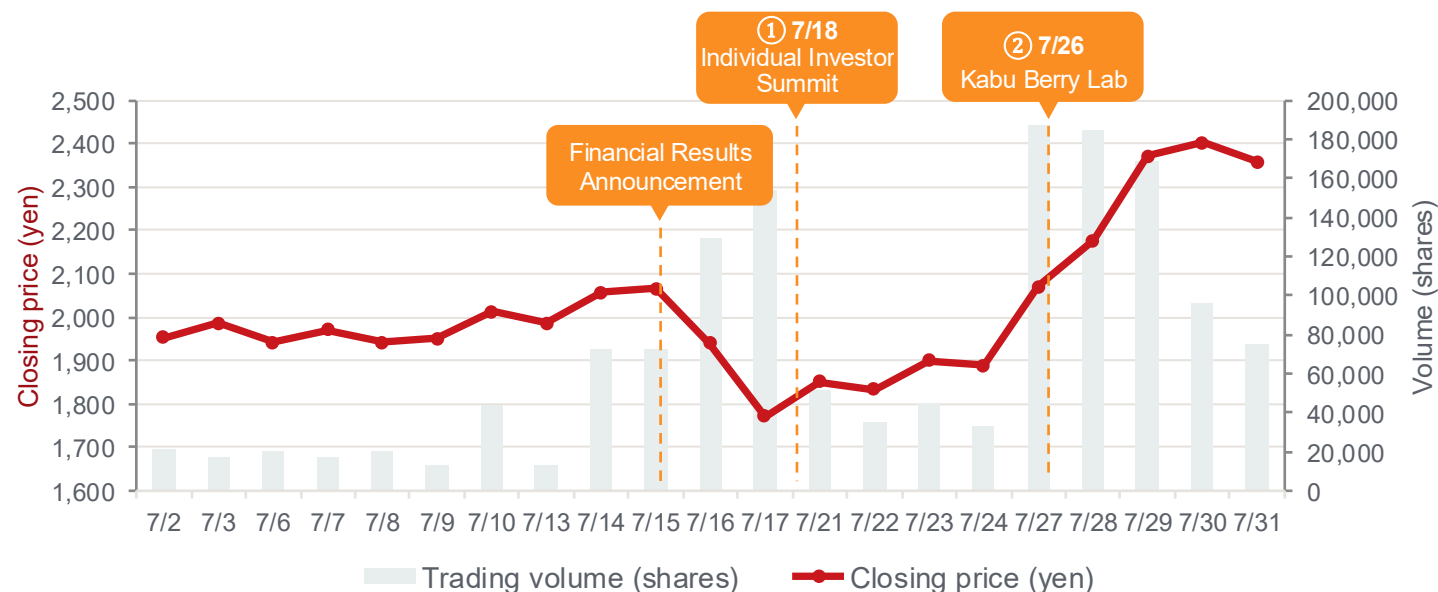


* This diagram is illustrative and not based on a detailed plan or specific numerical targets.

Status of IR Activities

Starting with **participation in IR events for individual investors**, we are **strengthening activities to broaden our investor base**, while also working to **expand opportunities for dialogue with institutional investors**

Share price and trading volume after IR events for individual investors



Average daily volume and value up

32,985 → 50,620 shares
66.73 million yen → 126 million yen
(20-business-day average, end of February 2026 → end of August 2026)

Daily volume +53.5%, daily value +89.1%
(broad-based trading, not driven by a few high-volume days)

Increasing IR meetings with institutional investors

Strengthening our own outreach to investors

The background features a series of overlapping circles and diagonal stripes. The circles are filled with a light gray color and have a pattern of thin, parallel white lines. The stripes are also light gray and run diagonally across the image. The overall effect is a modern, minimalist design.

Company Overview

VISION

Make the world more productive with the Cloud

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.”

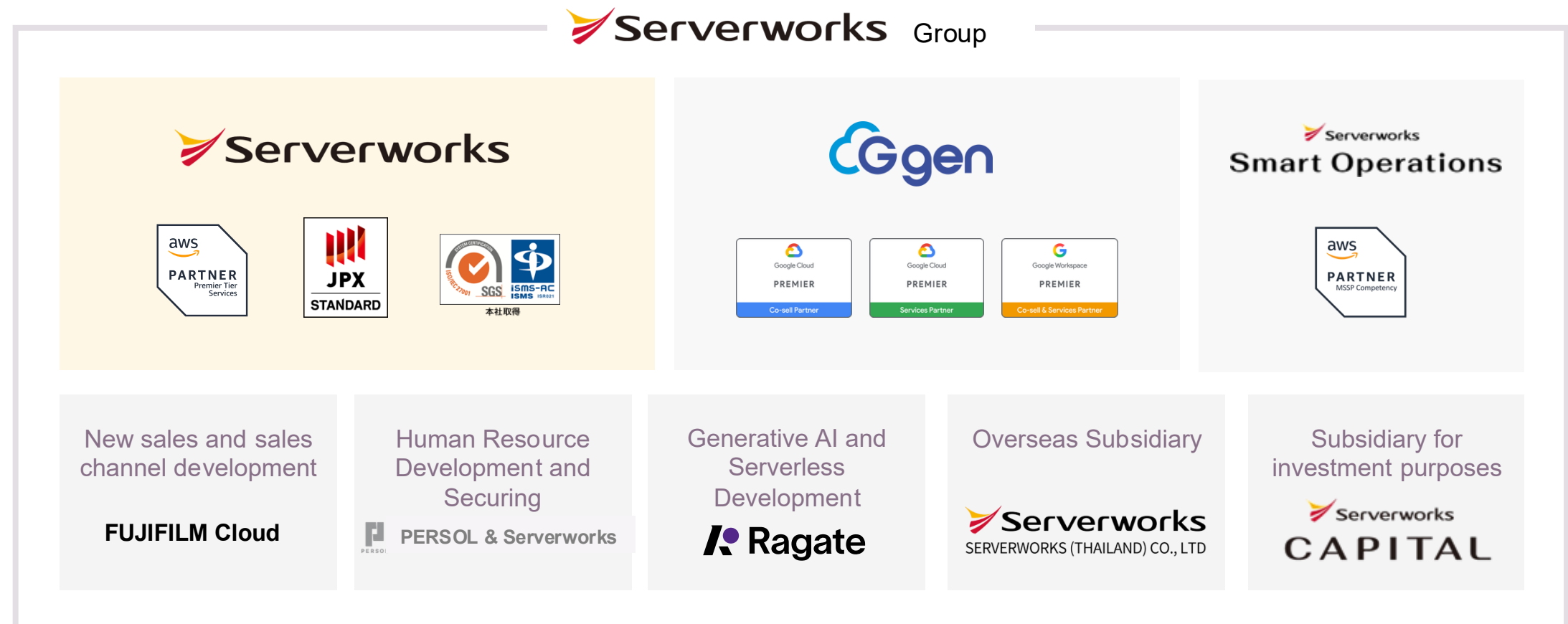
Through cloud computing, we aim to create a society that helps more companies enhance their competitive edge and makes everyone who works there feel that
“this is a better place to work.”

We would like to share this vision with you.



Serverworks Group

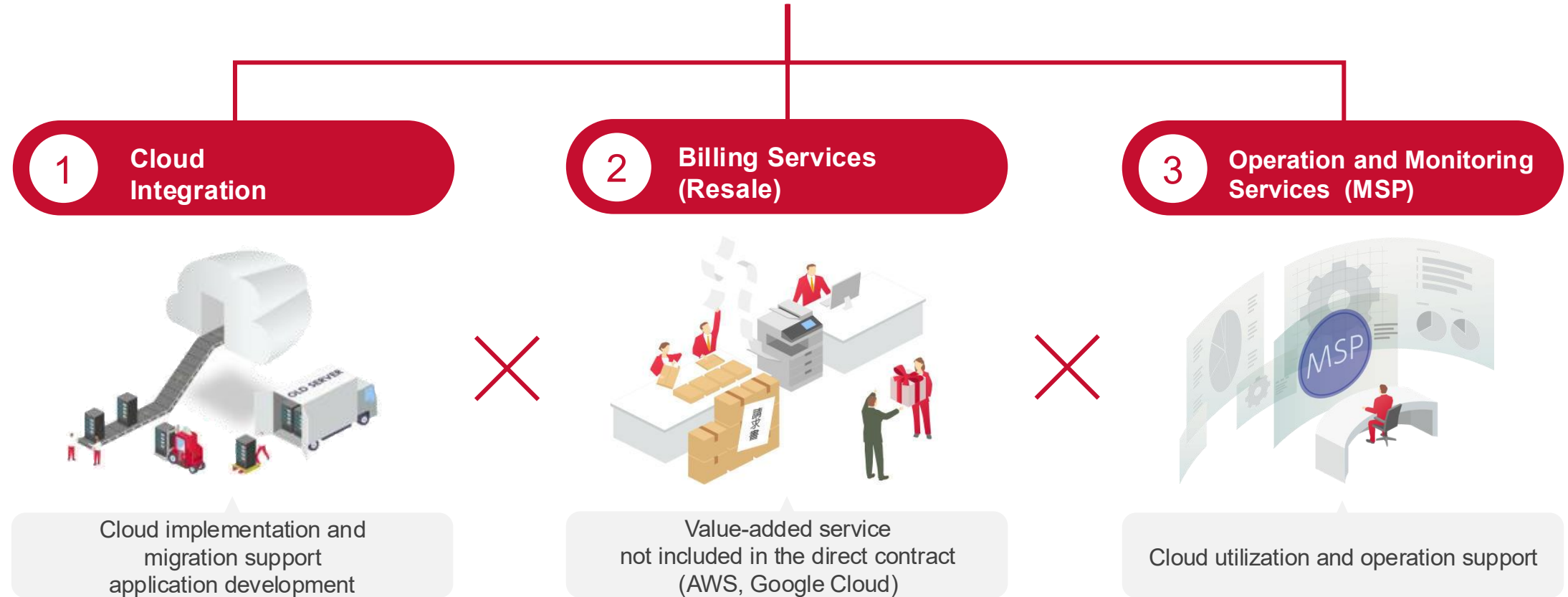
Serverworks Group establishes comprehensive support structure for cloud business



Key Solutions



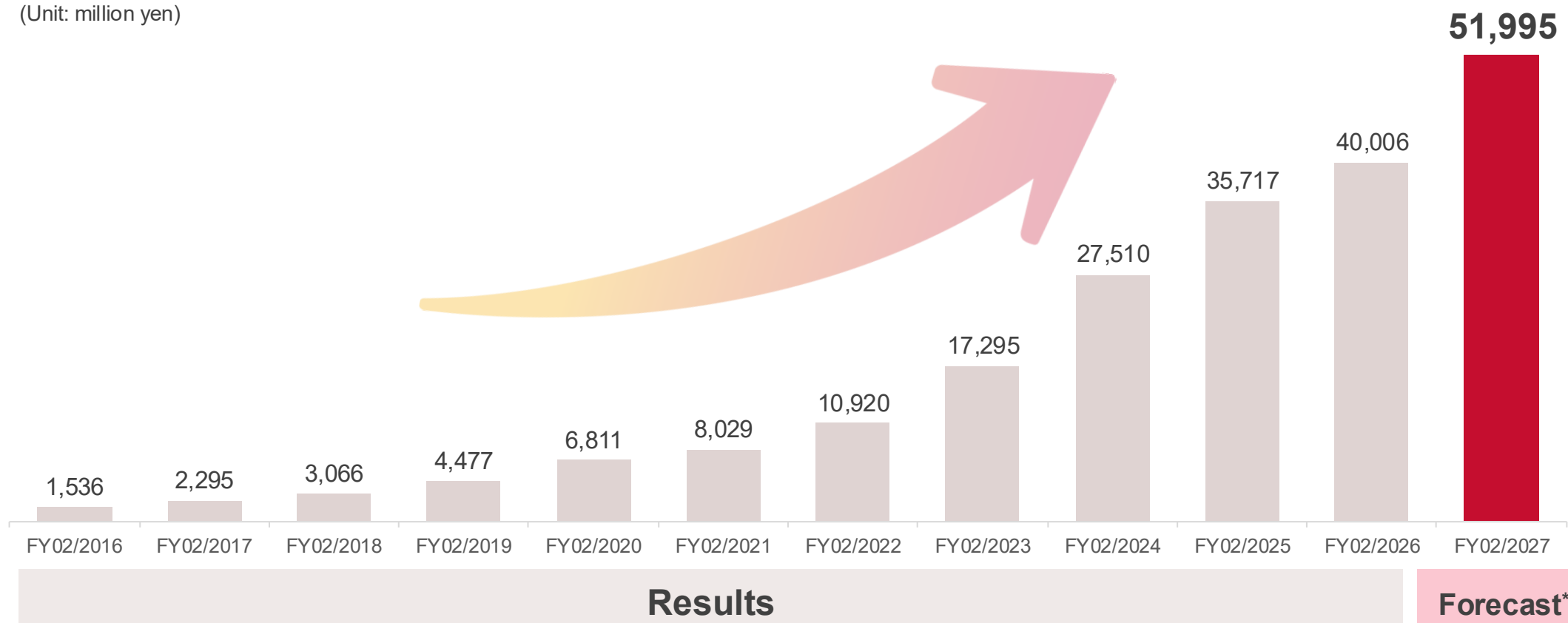
Serverworks Group strongly supports clouds utilization in any business through three main solutions



Net Sales Trend

Steadily increasing net sales 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

(Unit: million yen)



* Revises the forecast announced on April 14, 2026. For details, please refer to the "Notice Regarding Revision of Full-Year Consolidated Earnings Forecast" announced on October 15, 2026.

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.

About Serverworks

Founded	February 21, 2000
Capital	3,310,262,832 yen (as of August 31, 2026)
Number of Employees	Non-consolidated: 395 (as of August 31, 2026) Consolidated : 556 (as of August 31, 2026)
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 AI Competency (Generative AI Category) • 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 DOCOMO BUSINESS, Inc. (former NTT Communications Corporation)



Main Locations

Tokyo, Osaka, Sendai, Niigata, Fukuoka



Head office

The background features several overlapping circles and large diagonal stripes. The circles are filled with a light gray color and have a pattern of thin, parallel white lines. The stripes are a solid light gray color and run diagonally across the frame. The overall aesthetic is modern and minimalist.

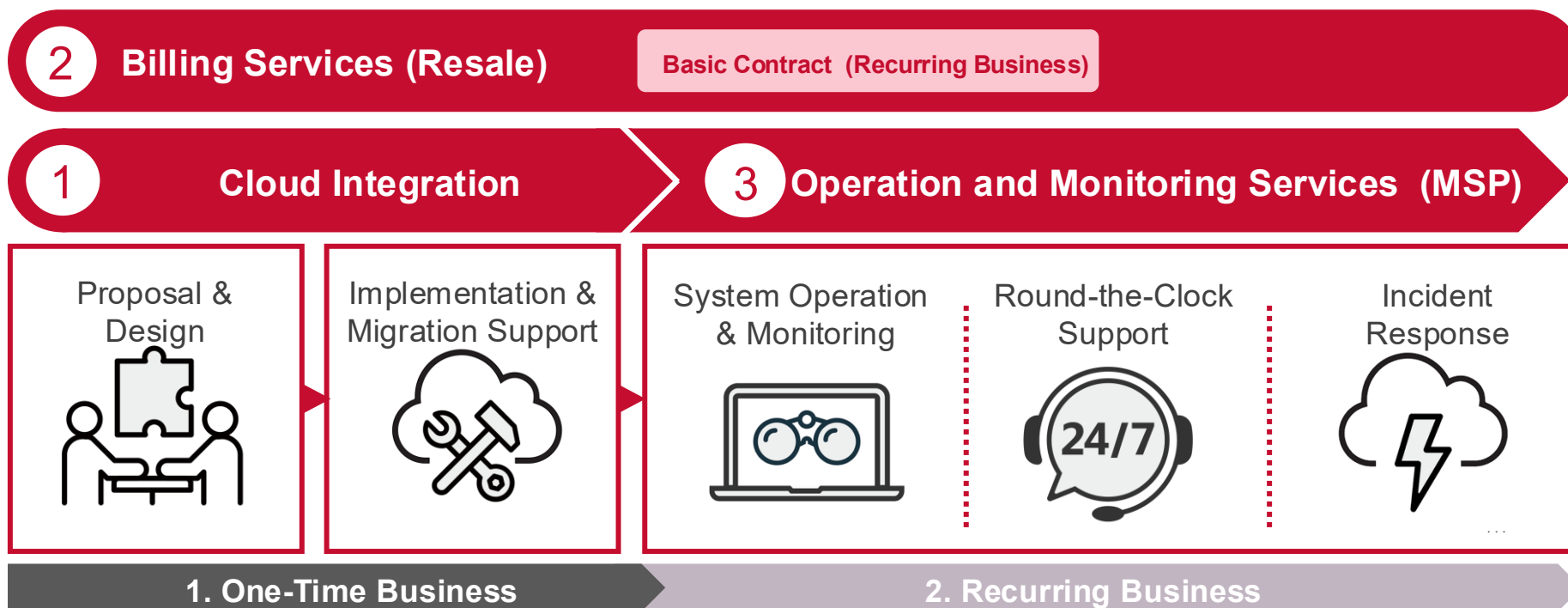
Business Overview

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

Business Overview

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

*We provide estimates in advance based on individual requests.



Customer support
Building environments



Migrate on-premise environments to servers



Building environments for financial institutions and payment systemsA



Provide in-house production support for AWS utilization

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

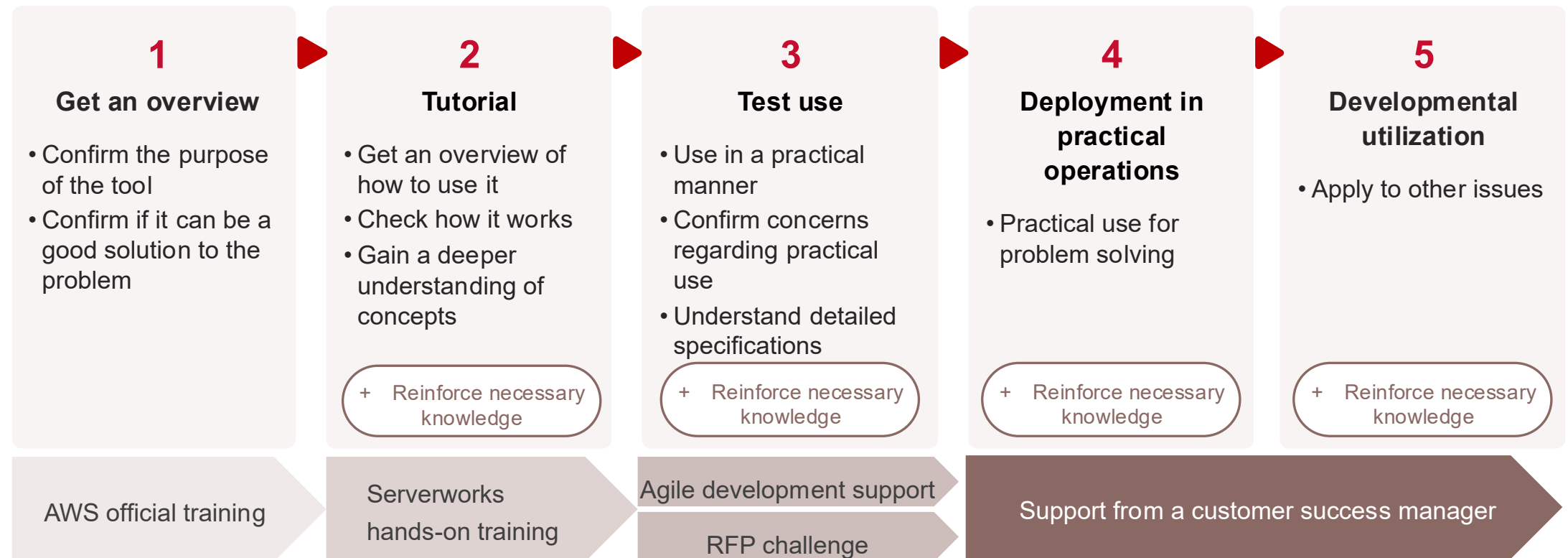


Business Overview

1 Cloud Integration – Generative AI Utilization, In-house Development Support

Providing AWS training and in-house development support

Accelerate in-house development by incorporating generative AI into training programs



Business Overview

1 Cloud Integration – Cloud Sherpa

We support AWS adoption through a collaborative, hands-on approach.

Our “Cloud Sherpa” solution provides comprehensive support for internal digital transformation (DX).

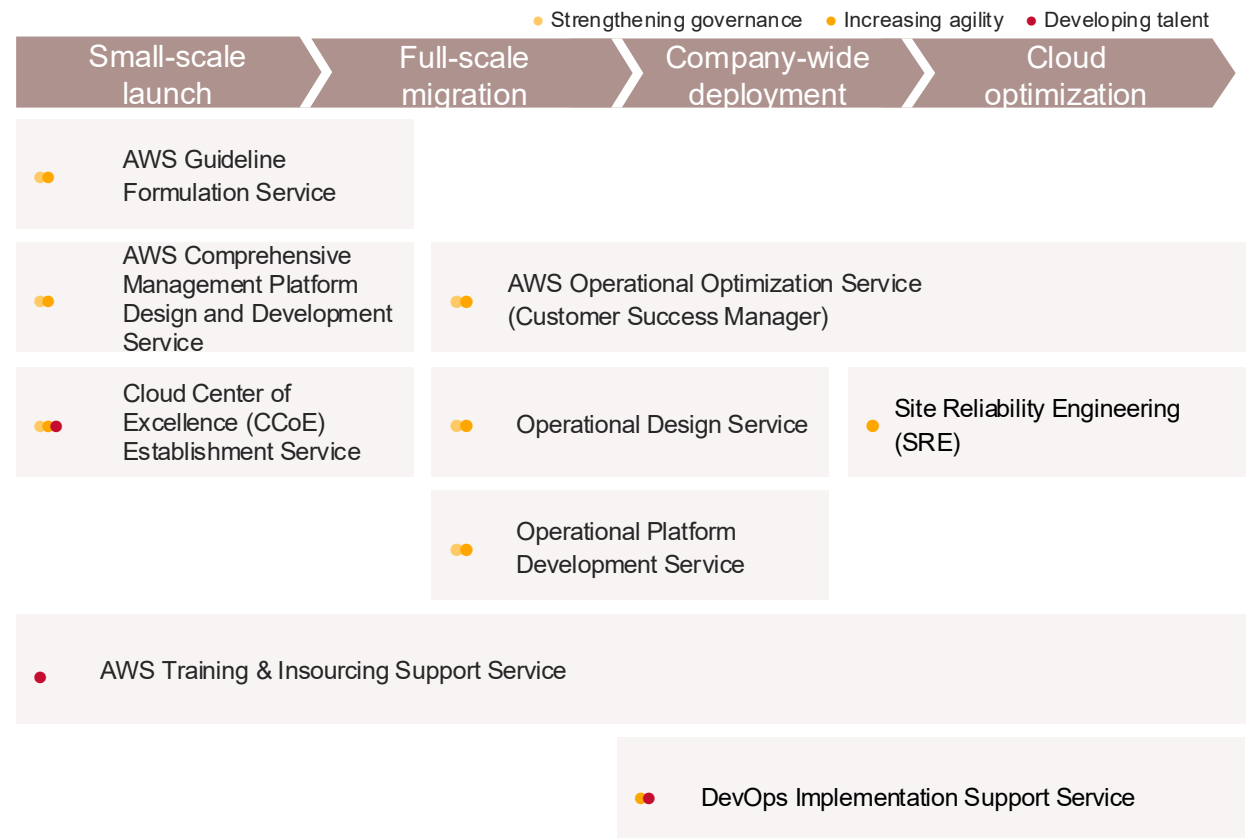
Strengths of Cloud Sherpa

► What is Cloud Sherpa?

Cloud Sherpa is a service offered by Serverworks, developed under a strategic collaboration agreement with AWS. It leverages the shared expertise of both companies.



Overview of Cloud Sherpa



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.

► What is 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

Cloud Automator

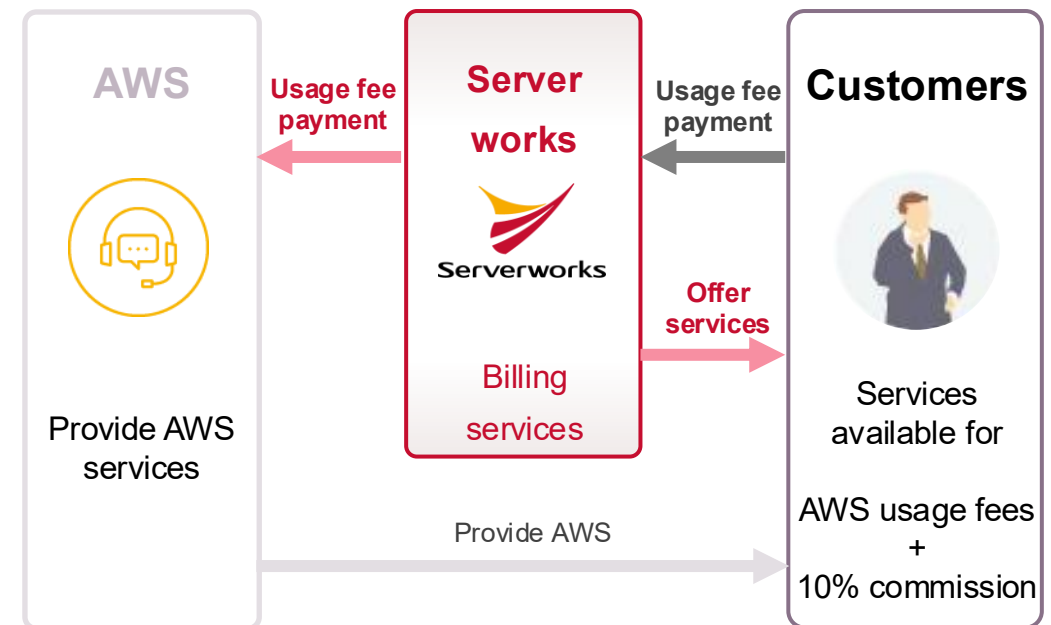
Invoicing in Japanese Yen

Migration and Operations Services
*paid option

Customer Portal

Damage Insurance

Serverworks contracts with AWS for enterprise support.



Business Overview

2 Billing Services (Resale)

Available with
advanced service
agreement

Customer successes of Cloud Automator, operational optimization service



Cloud Automator automates
AWS operations

dip

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.

 近鉄不動産

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.

3 Operation and Monitoring Services (MSP)

Business Overview

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

Business Overview

3

Operation and Monitoring Services (MSP) - SABASOC

Secure, cost-effective, and fast

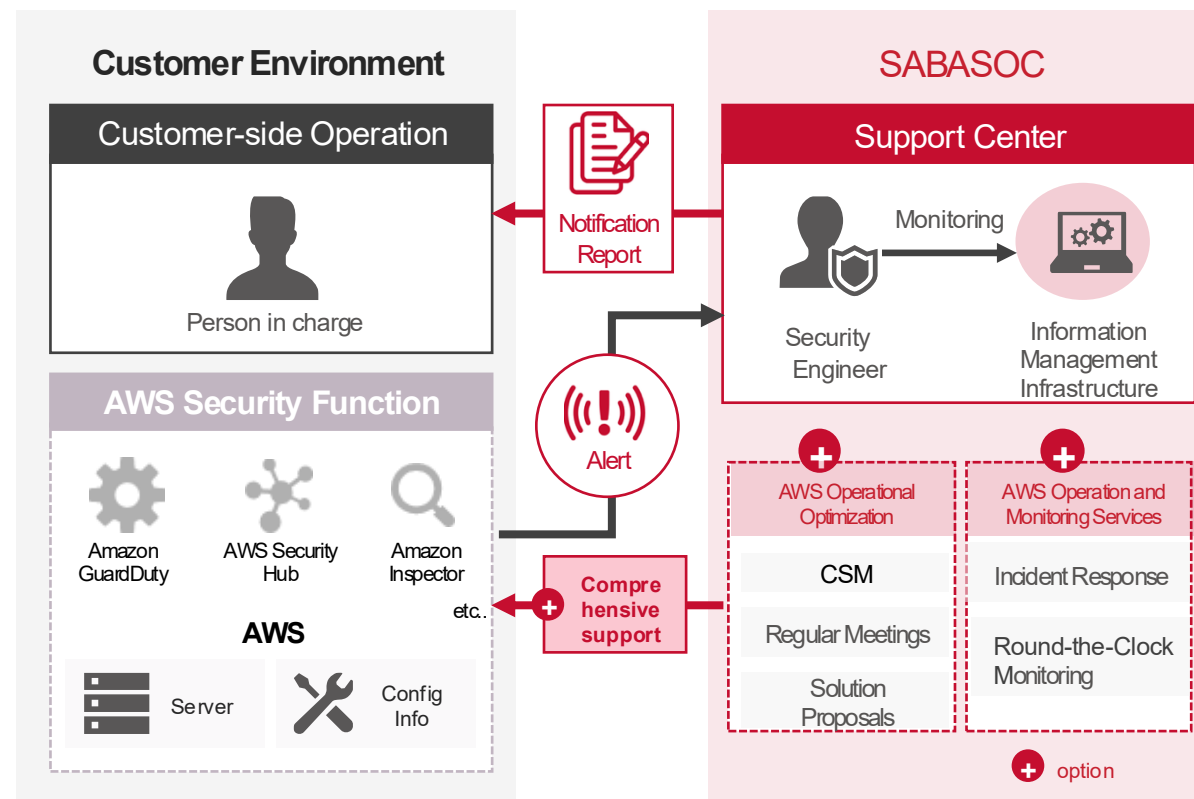
Managed Security Service "SABASOC"

► What is SABASOC?

It is a managed security service for AWS infrastructure provided by an AWS-specialized vendor. Leveraging AWS's latest security technologies and generative AI, it delivers automated, high-precision security responses quickly.

Security-related alerts are monitored by a support center, which immediately notifies you of critical incidents. In addition to analyzing the content of alerts issued by AWS and evaluating their risks, we also propose appropriate countermeasures.

Even users without specialized knowledge can fully utilize AWS's security features. Minimize operational burden and focus on strategic business activities.



Alerts generated in customer environment are monitored by the SABASOC support center

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.

**Make the world
more productive
with the Cloud**

