

Q1 FY02/26 Financial Summary



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Q1 FY02/26 Summary





Executive Summary

- ▶ **Despite foreign exchange impact (yen appreciation), Q1 results were solid**
 - Net sales were 9,219 million yen (up 6.8% YoY), and operating income was 199 million yen (down 55.0% YoY).
 - Due to the impact of the yen appreciated by roughly 10 yen YoY and the impact of one-time sales linked to special factors recorded in Q1 FY02/25, operating income decreased as initially expected. However, **progress toward guidance for FY02/2026 was largely in line with expectations, with no major issues.** (see slide 7).
 - Our current business is progressing steadily, but we will continue to monitor exchange rate movements closely.
- ▶ **Pursued medium-term strategic areas: generative AI, security, and overseas business**
 - Generative AI: **We successively rolled out generative AI-related services**, including AWS training programs and in-house development support services that leverage generative AI.
 - Security: On March 3, we established **Serverworks Smart Operations Co. Ltd., a wholly owned consolidated subsidiary.**
 - Overseas business: **We reinforced our ASEAN collaboration framework with the IIJ Group**, focusing on AWS solutions and managed services.
- ▶ **Completed share buyback, total return ratio of roughly 60%**
 - The share buyback was completed on April 30. A total of 222,000 shares were repurchased for roughly 500 million yen. **Based on our full-year forecast, we estimate the total shareholder return ratio at about 60%**

Financial Highlights

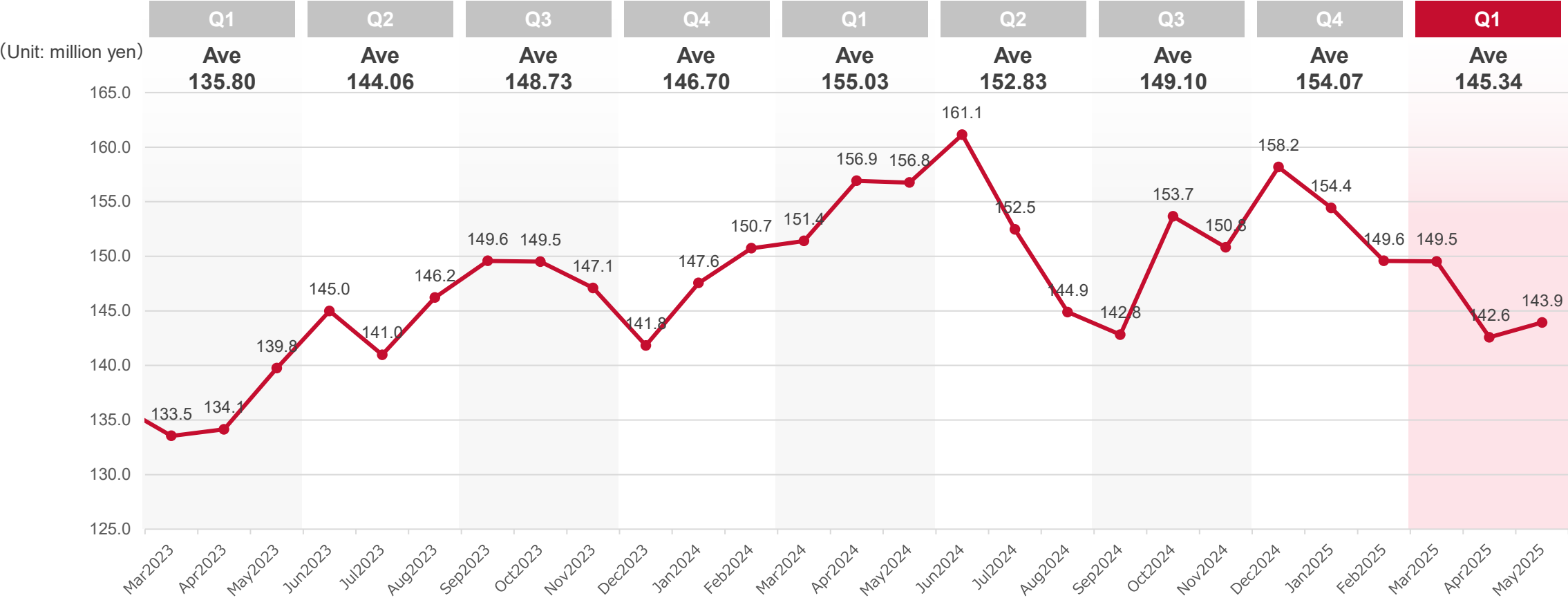
Although the yen appreciated by roughly 10 yen YoY, **net sales rose YoY at all group companies.**

The decline in operating profit from Q1 FY02/25—when special factors were present—**was within expectations**, and earnings from our core business remained stable.

		Net sales	YoY	Operating profit	YoY
Consolidated	 Serverworks	9,219 million yen	+6.8%	199 million yen	-55.0%
	 Serverworks	7,400 million yen	+4.3%	237 million yen	-44.0%
Non-consolidated	Consolidated subsidiary				
		1,821 million yen	+17.1%	-5 million yen	-49 million yen
	* G-gen and Topgate merged in July 2024.				
	Consolidated subsidiary				
	 Smart Operations	—million yen	—%	-3 million yen	—%
	* Established in March 2025.				

Exchange Rate Trends

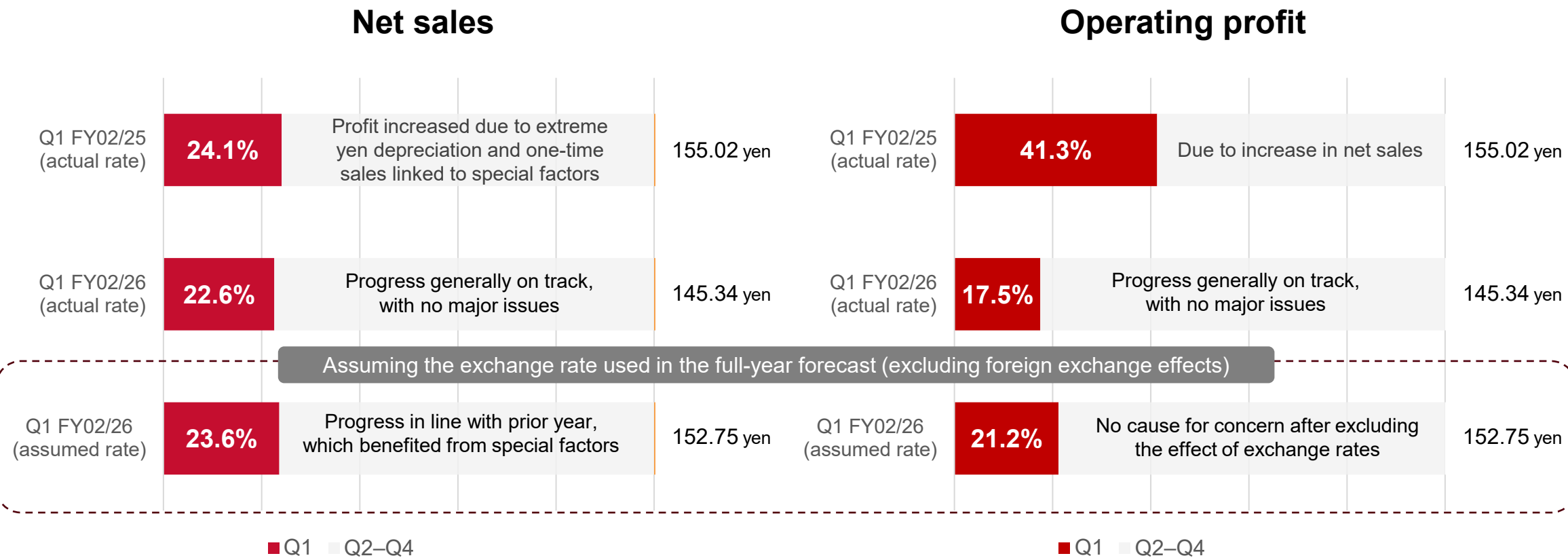
The yen appreciated by **roughly 7 yen** versus the rate assumed in our full-year forecast, **about 10 yen YoY**, and **around 9 yen QoQ** (each 1-yen appreciation reduces annual net sales by roughly 226 million yen and annual operating profit by about 23 million yen; conversely, gains are realized when the yen depreciates).



* In our full-year forecast, we have assumed an exchange rate of roughly **¥152.75 to the dollar** for resale sales, consistent with the average rate during FY02/25.

Progress Against Full-Year Consolidated Earnings Forecast and Impact of Exchange Rates

Progress toward our full-year consolidated earnings forecast is **largely in line with expectations, with no major issues despite the negative impact of yen appreciation**. Based on the exchange rate assumption in our full-year forecast, progress stands at 23.5% for net sales and 20.5% for operating profit, so there is no cause for concern.



Q1 FY02/26 Key Topics

* Includes recent topics that occurred after the Q1 closing date.

Key Topic 1

In June 2025, we exhibited at **AWS Summit Japan 2025**, the largest and most important event for our group. The event attracted over 40,000 attendees, and **as a Diamond Sponsor, we generated twice as many leads as last year.**

11:50 - 12:20

AP-36

パートナーセッション

テーマ：AI

生成 AI 活用で見てきた 3
つの課題 ～精度・セキュリ
ティ・推進体制～

株式会社サーバーワークス

満席



◀ ▲ Serverworks session

What is AWS Summit?

Gain insights into AWS trends

Both attendees and exhibitors gain insights into the latest trends through 70+ AWS sessions, 50+ customer case study sessions, and 40+ partner sessions.

Over 40,000 total attendees

Held over two days, the event attracts more than 40,000 attendees. The keynote sessions are particularly popular, with long lines forming early in the morning. Visitors have a strong interest in cloud technologies and AI applications.

Customer engagement via exhibits

Address visitor challenges through direct customer engagement and tailored guidance, while also strengthening brand awareness—leading to strong lead generation.

[Related] AWS Summit Japan 2025

Generative AI took center stage at AWS Summit Japan 2025, with a 1.4x increase in related sessions YoY.

Amazon Web Services Japan (AWS Japan) held AWS Summit Japan 2025 over two days on June 25–26, 2025, at Makuhari Messe in Chiba City.

When asked about the theme of this year's Summit during the Q&A session following the keynote, President Shirahata responded, "It's all about generative AI." He noted that while many customers had remained at the proof-of-concept (PoC) stage in previous years, "they are now moving into real-world implementation."



Key Topic 2

We reinforced our business alliance framework with the IIJ Group in the ASEAN region, focusing on AWS solutions and managed services.
—Following Vietnam, we launched service delivery in Thailand in April, with plans to expand coverage across the broader ASEAN region—

Expanding the scope of the business alliance



Overview of services offered in the ASEAN region

Optimizing operational costs



We provide Cloud Automator, a tool that automates AWS environment operations, as a standard offering to all customers. The tool helps reduce AWS usage fees and optimize overall spending by controlling AWS usage during off-peak hours, such as nights, weekends, and holidays.

Offering enterprise support services



We provide essential enterprise support services—critical for operating key corporate IT systems—at an affordable cost. Engineers with specialized AWS certifications respond to incidents and deliver a wide range of support services.

Deployment support and managed services



Propose optimal system design, governance, and security enhancements. AWS operations can be outsourced even if there is no dedicated personnel.

Cost optimization consulting



We support cost optimization by reviewing operational policies and purchasing methods based on analysis of the AWS environment. We also perform security vulnerability analysis and provide advice on safe AWS usage.

Key Topic 3

We strengthened **official AWS training and in-house development support services** to promote **generative AI adoption**.



Key features of official AWS training



Provided according to the proficiency level of the learner

We offer a comprehensive training curriculum to support the acquisition of concrete validation skills. Training is available either online or in person, depending on the content and number of participants.



Instructors are active engineers who are well-versed in the latest technologies

Hands-on training is provided by engineers with real-world AWS experience in areas such as serverless development, infrastructure setup, and support operations.



Accelerated app development with generative AI, even without prior experience

A generative AI utilization framework has been built for applications on AWS, along with best practices and an operational structure for effective AI deployment.

[Related] Impact of Generative AI on Our Business

► Positive Impact

- The need to aggregate proprietary corporate data and cross-reference it with generative AI—to enhance the accuracy and differentiation of the AI itself—is increasingly recognized. This is expected to **accelerate the use of AWS storage and database services**.
- Generative AI is expected to simplify application development, leading to certain workloads—previously handled by SaaS and other solutions—being brought in-house. This is likely to **further boost the use of AWS as the underlying execution platform**.

► Risks & Negative Impact

- AWS's native generative AI capabilities are perceived to lag behind those of leading cloud and generative AI providers. As a result, **there is a potential risk that generative AI-driven workloads may shift to other cloud platforms**.

► Overall Assessment

- Overall, to leverage generative AI for competitive advantage, it is essential for companies to organize and integrate their proprietary data and have it analyzed by generative AI using approaches such as retrieval-augmented generation (RAG). In pursuit of this goal, **the shift toward consolidating data on robust and proven cloud platforms like AWS is expected to accelerate**. Therefore, **regardless of the functional capabilities of generative AI itself, we expect increased adoption of AWS—and broader use of our services as an AWS partner**.
- Successfully deploying emerging technologies like generative AI within organizations requires more than just technical expertise—it **also demands knowledge of organizational strategy and best practices for technology adoption and integration**. Our group has **accumulated extensive experience in these areas through our work advancing cloud migration**, and we anticipate **growing demand for our role as a partner in generative AI × cloud implementation in the enterprise market**.

Key Topic 4

We invested in Alter Design Consulting Co., Ltd., a joint venture engaged mainly in low-code development. Through the joint venture, **we will provide a range of AWS-related services to support the adoption of low-code tools.**

Overview of joint venture	
Name	Alter Design Consulting Co., Ltd.
Business activities	Low-code development and system integration services
Capital	60 million yen
Shareholders and ownership ratios	BlueMeme Inc.: 57% High Availability Systems Co., Ltd.: 33% <u>Serverworks Capital Co., Ltd.: 5%</u> Ricksoft Co., Ltd.: 5%

Business activities	
1	Developing next-generation business systems with a human-centered approach
2	Supporting decision-making and business transformation through AI
3	Providing support for designing autonomous and co-creative organizations
4	Providing digital support aimed at bridging regional disparities

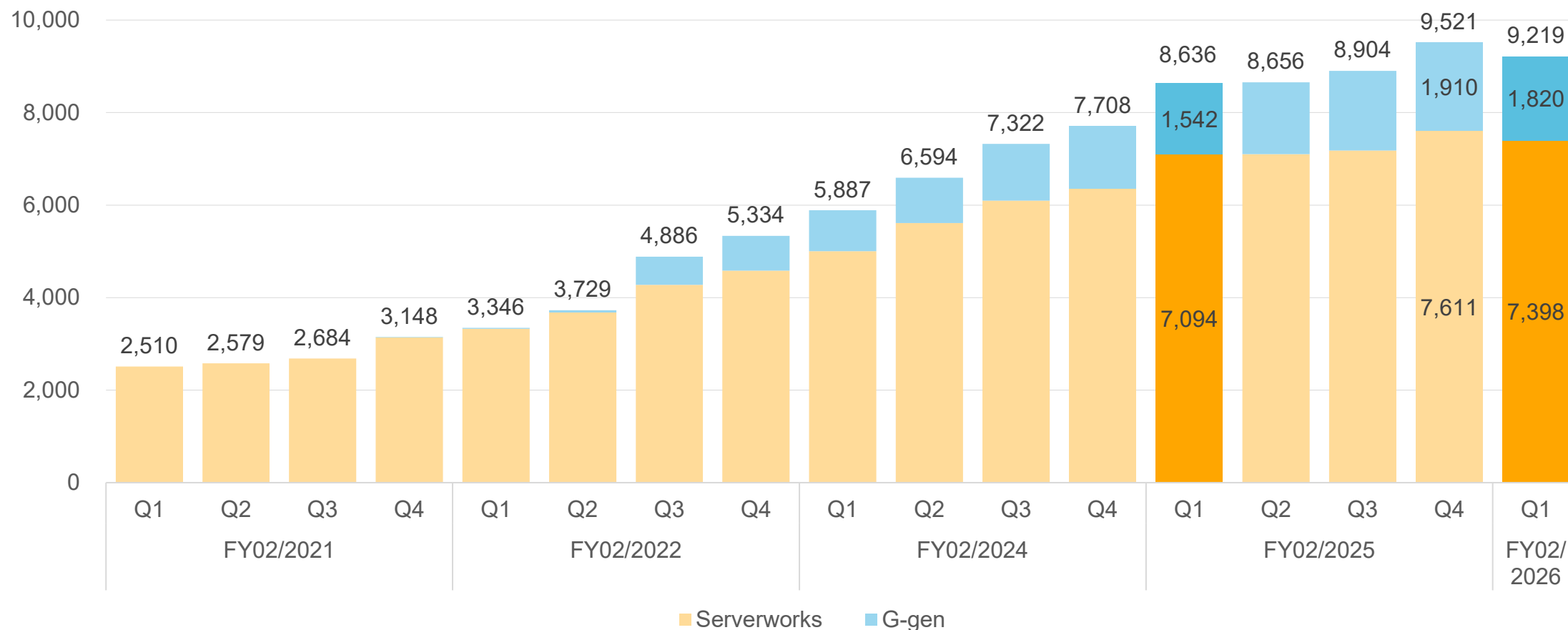
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Q1 FY02/26 Financial Summary

Net Sales -Consolidated and by Company

Net sales increased by 7% YoY, but **due to the sharp appreciation of the yen, sales decreased compared to the previous quarter**. The main factor was the impact of foreign exchange (yen appreciation), so **there are no problems with business activities themselves, but we will continue to monitor financial markets and foreign exchange trends**.

(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.

Percentage of Recurring Business

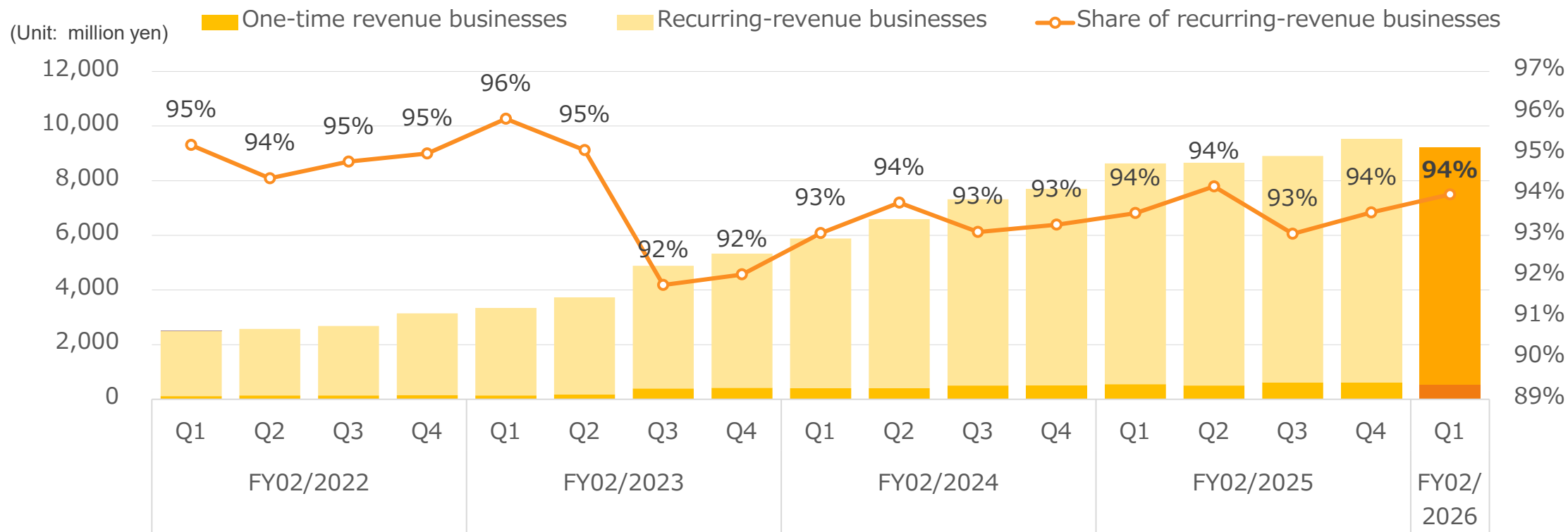
One-time Business

Recurring Business

1 Cloud Integration

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.

By Product and Service Segment - composition of each company -

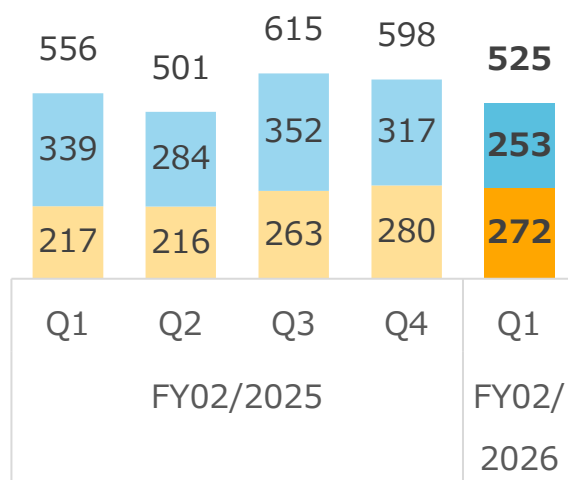
G-gen's cloud integration declined due to a lull in large projects, but other areas remained largely unchanged

Resales declined compared to the previous quarter due to the impact of foreign exchange rates, **but increased on a USD basis excluding the impact of foreign exchange rates** (see slide 21)

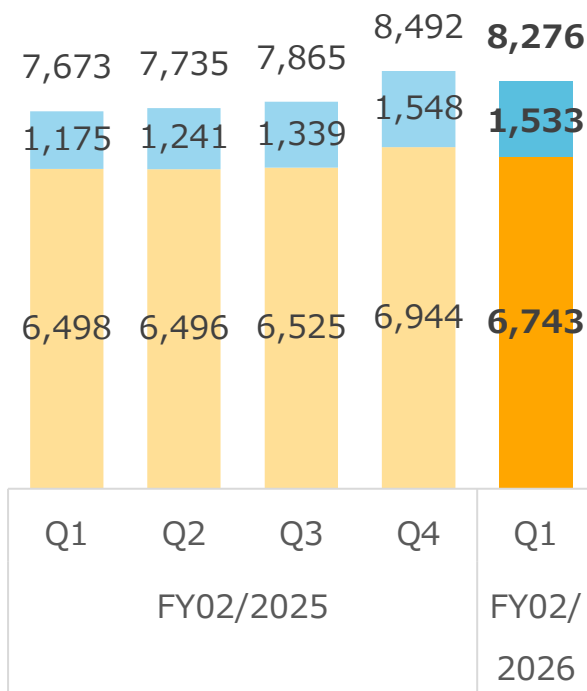


(Unit: million yen)

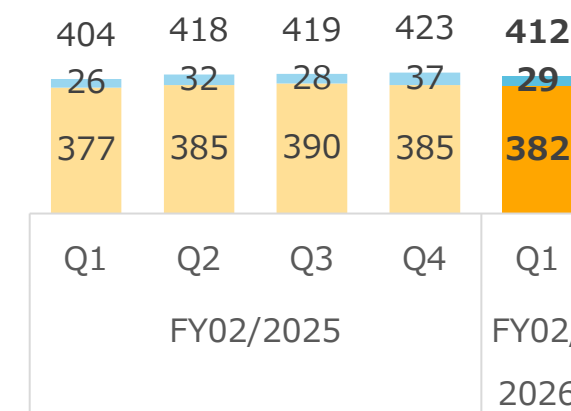
Cloud Integration



Resale



MSP

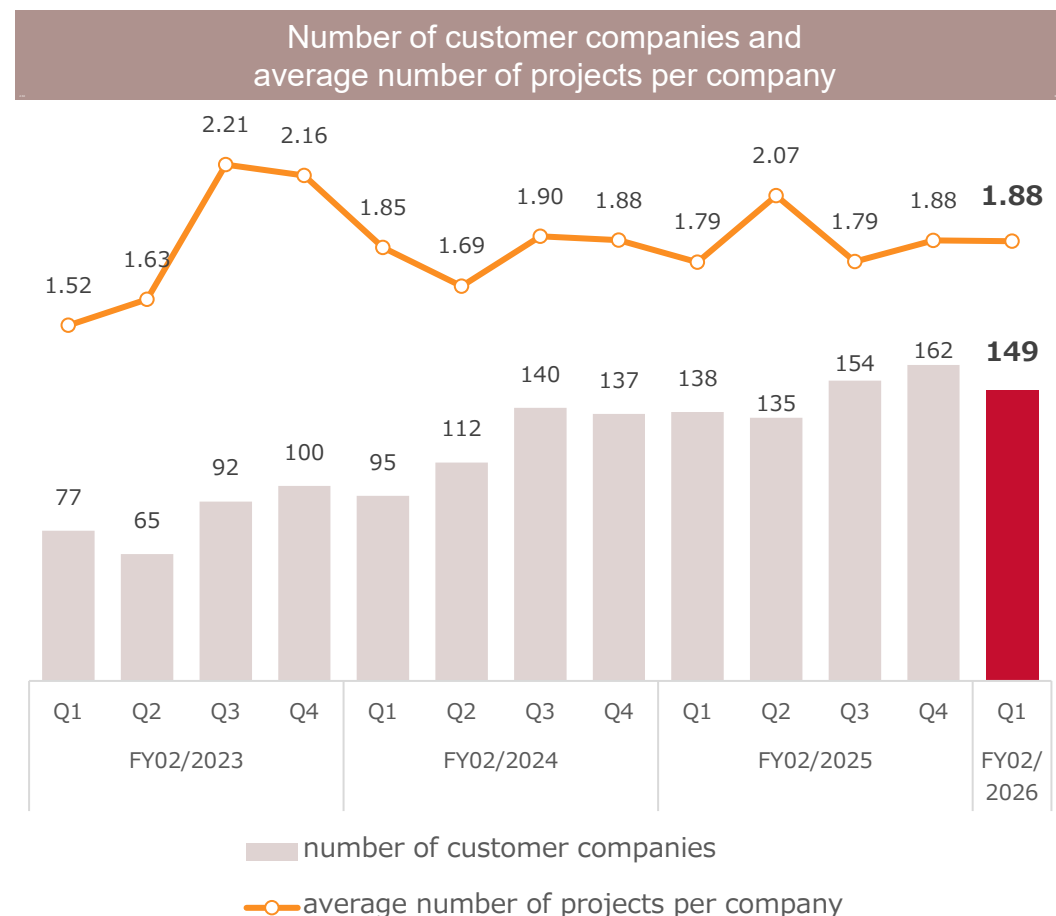
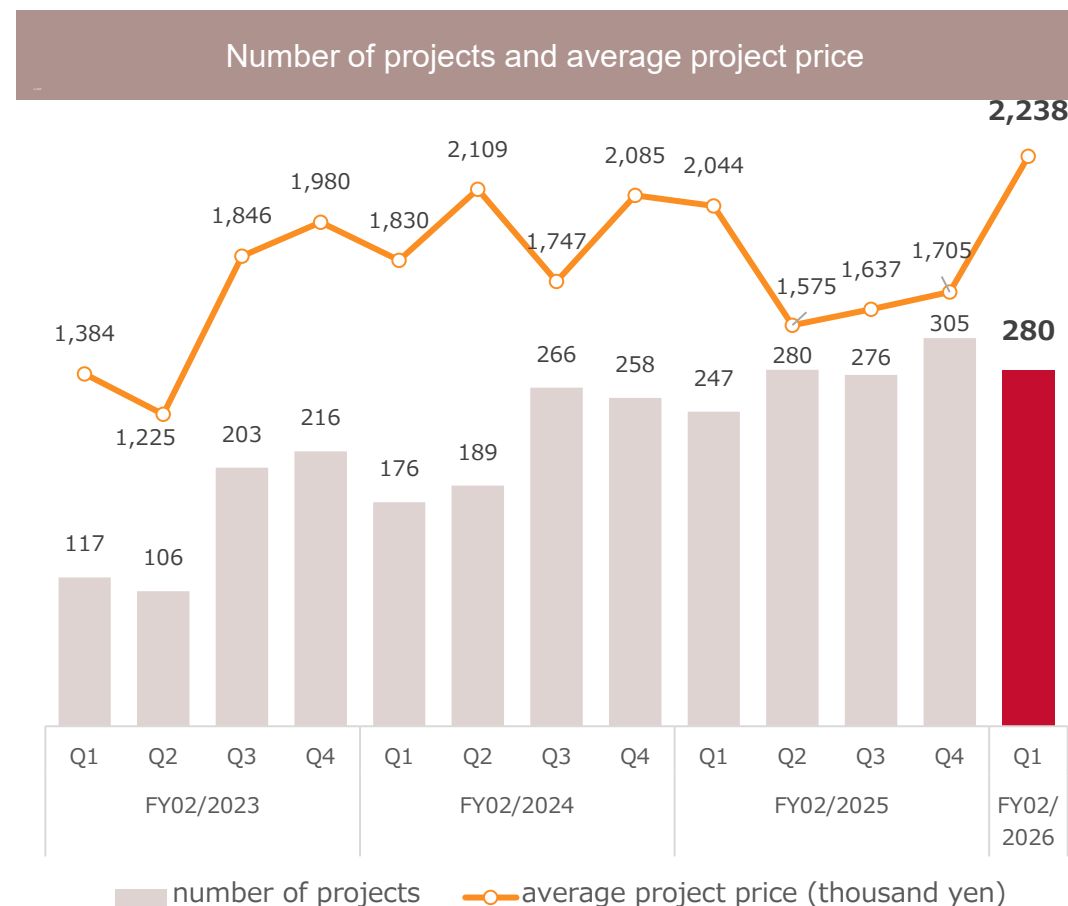


Cloud Integration

- Changes in Each Indicator -

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

The increase in project unit prices was due to high-unit-price projects **acquired by both Serverworks and G-gen from the Digital Agency.**



* 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).

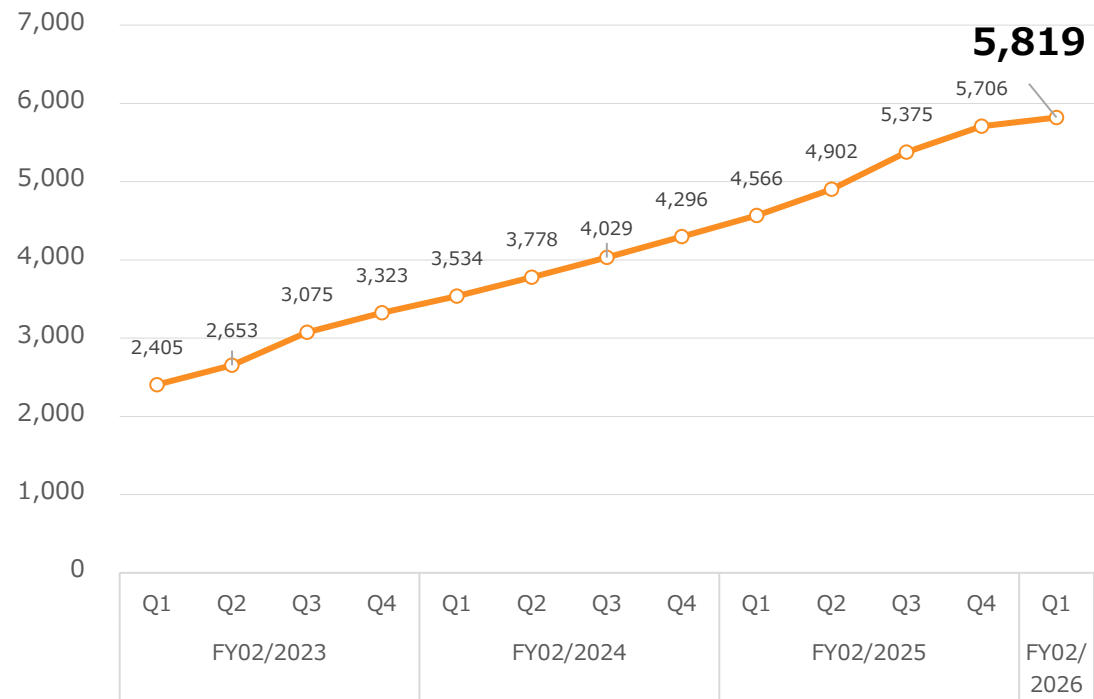
Resale - Number of AWS Accounts and ARPU -

Steady increase in the number of accounts as cloud technology and services are being utilized in various fields

With the increase in customer AWS usage fees, **high ARPU maintained while proposing appropriate cost optimization (reduction) measures.**

Number of AWS accounts * 1

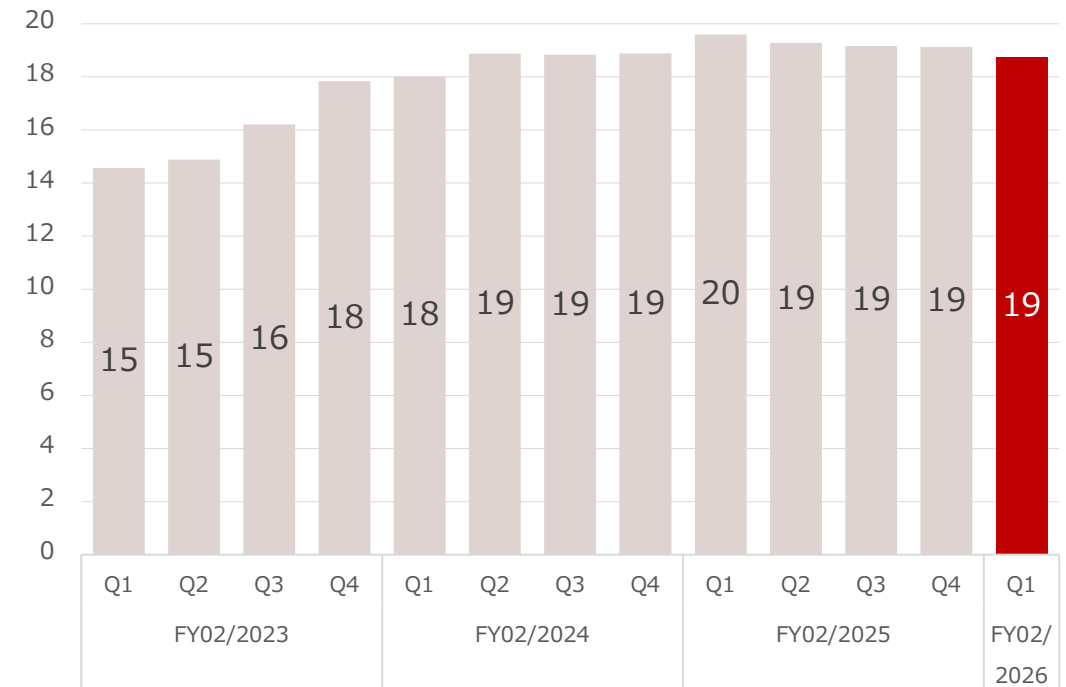
(Unit: # of account)



ARPU * 2

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

(Unit: K USD)



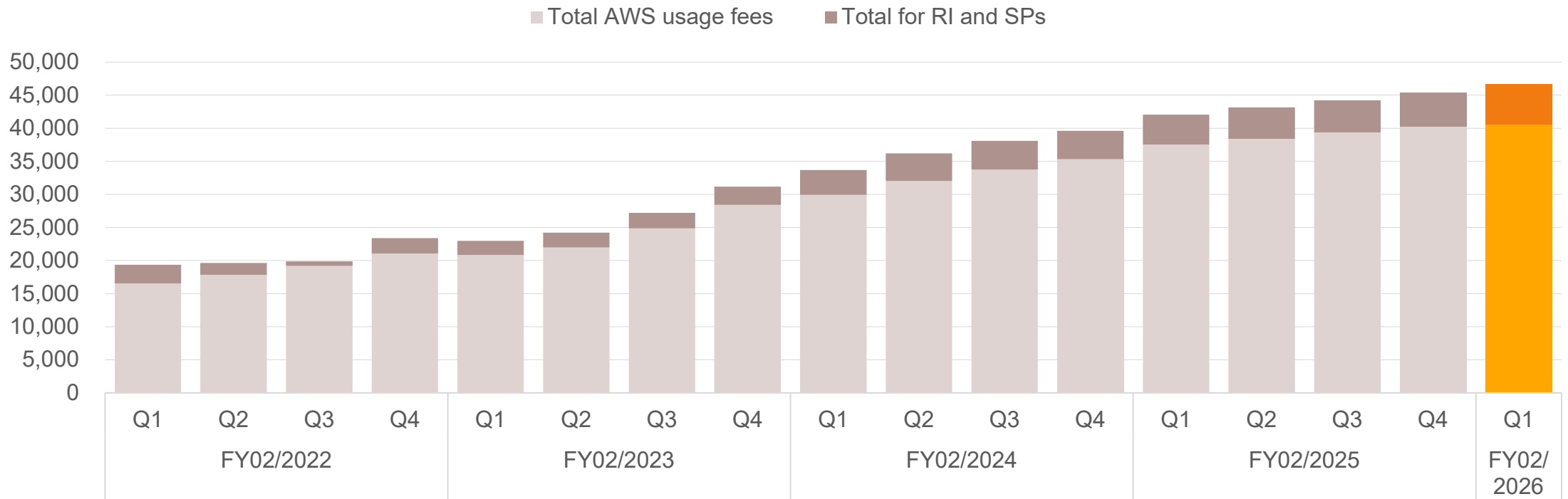
*1 The number of accounts includes all startup/discount plans as well as advanced plans.

*2 Excluding Reserved Instances and Savings Plans

AWS Usage Fee Trend (Dollar Basis)

Although yen-based resale sales declined due to the impact of sharp exchange rate fluctuations (yen appreciation), **dollar-based resale sales increased steadily, reflecting solid underlying business operations.**

(Unit: K.USD)

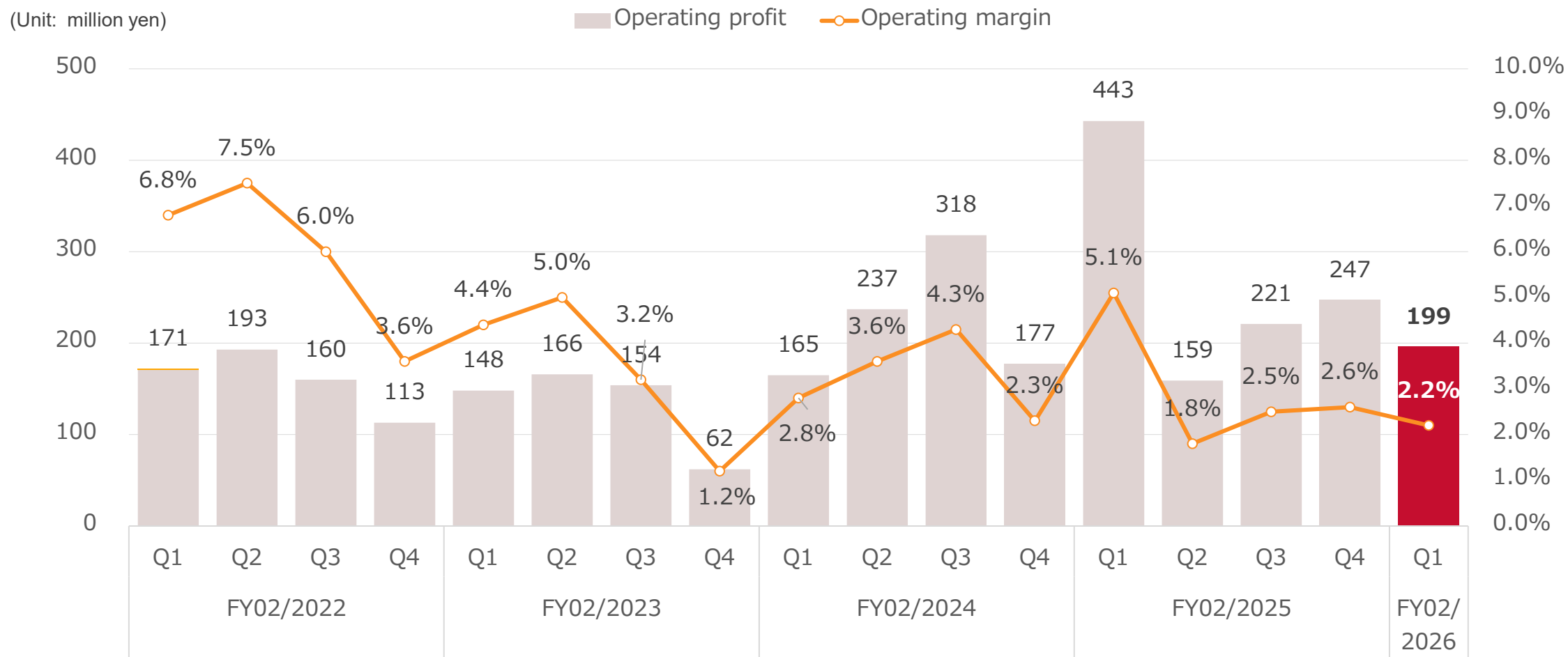


* Reserved Instances (RIs) and Savings Plans (SPs) are AWS services under which substantial discounts are offered to customers who pay a fixed reservation fee and commit to AWS usage for a certain period.

* For RIs and SPs, 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.

Operating Profit, Operating Profit Margin

The decrease in operating profit compared to Q1 FY02/2025, when sales due to special factors occurred, **was largely within expectations**. One-time bonus payments that had been made Q4 of previous fiscal years were eliminated, and **core business earnings remained stable**.



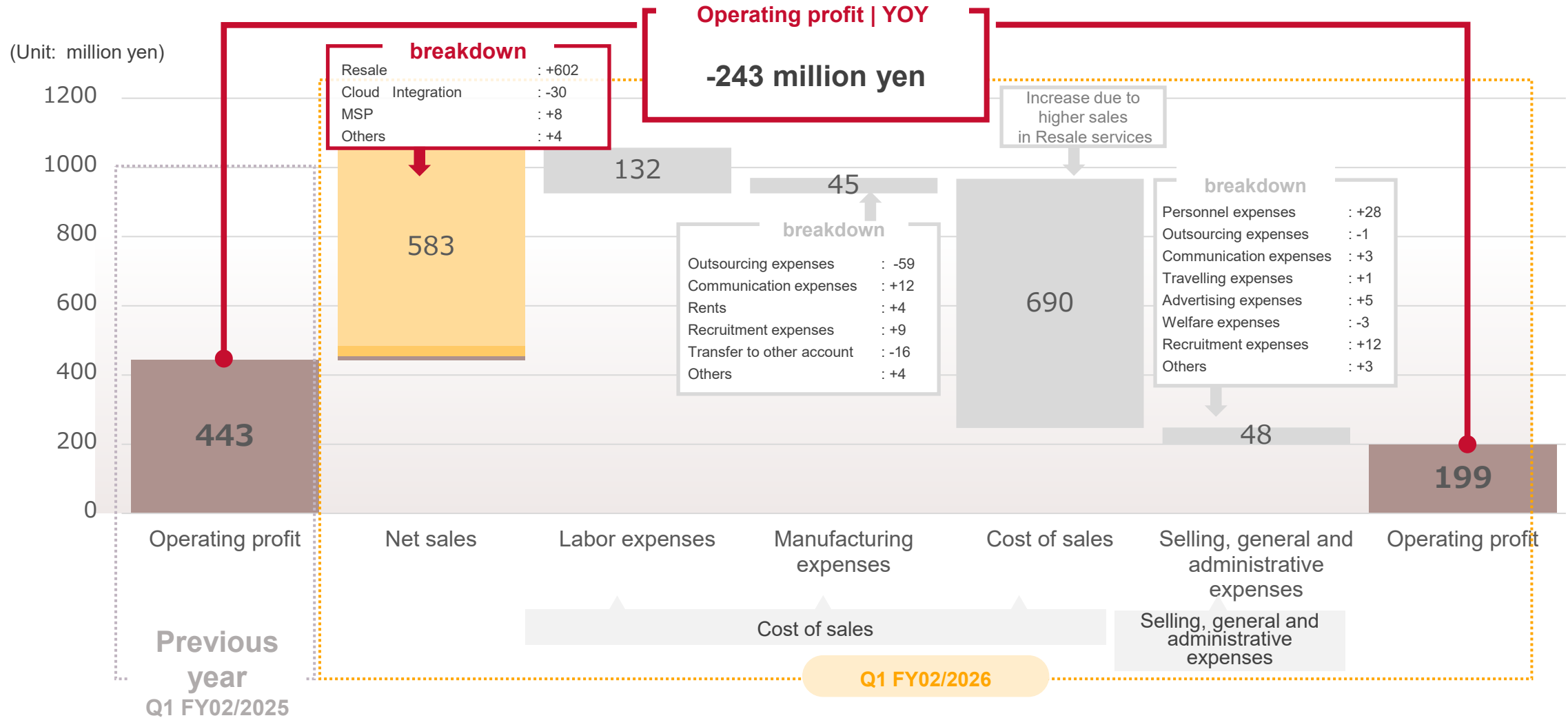
YoY Comparison for Key Items

(Unit: million yen)

	Q1 FY02/25	Q1 FY02/26	YoY	Notes on YoY changes
Net sales	8,636	9,219	+6.8%	<ul style="list-style-type: none"> Although affected by yen appreciation, AWS usage fees in US dollars are on an upward trend. Sales growth rate was partially affected by large customer churn (disclosed)
Gross profit	1,120	925	-17.5%	<ul style="list-style-type: none"> The decline in gross profit margin was attributable to: <ul style="list-style-type: none"> ① Effect of significant yen appreciation compared to Q1 FY02/2025 ② One-time sales linked to special factors with high gross profit margin recorded in Q1 FY02/2025 were not recorded in Q1 FY02/2026 ③ Increase in engineer recruitment costs, recorded as cost of sales (reflecting steady progress in hiring) ④ Impact from certain unprofitable projects
Gross profit margin	13.0%	10.0%	-2.9pt	
Operating profit	443	199	-55.0%	<ul style="list-style-type: none"> Impact from decline in gross profit (similar impact on subsequent profit categories)
Operating profit margin	5.1%	2.2%	-3.0pt	<ul style="list-style-type: none"> The increase in selling, general and administrative expenses was mainly due to an increase in personnel-related expenses (see slide 24).
Ordinary profit	405	204	-49.7%	<ul style="list-style-type: none"> Subsidy income recorded under non-operating income for Q1 FY02/2026
Ordinary profit margin	4.7%	2.2%	-2.5pt	
Profit attributable to owners of parent	277	113	-59.0%	<ul style="list-style-type: none"> Corporate tax decreased in Q1 FY02/2026 due to low profits.
Profit margin attributable to owners of parent	3.2%	1.2%	-2.0pt	

Analysis of Factors Affecting Operating Profit YoY

Operating profit was -243 million yen compared YoY, while aggressively investing for growth



Consolidated Balance Sheet (Summary)

Decrease in “current assets” due to decreases in cash and deposits, accounts receivable, and contract assets, etc., and increase in “current liabilities” due to increases in contract liabilities, etc. Increase in “fixed assets” due to increases in investment securities.
Decrease in “net assets” due to the acquisition of treasury stock.

(Unit: million yen)

Balance Sheet	FY02/25 Results (Consolidated)	Q1 FY02/26 Results (Consolidated)	Change
Current assets	15,222	14,968	- 254
Fixed assets	5,271	5,694	422
Property, plant and equipment	111	109	- 1
Intangible assets	888	875	- 12
Investments and other assets	4,272	4,709	437
Total assets	20,493	20,662	168
Total liabilities	9,033	9,309	275
Current liabilities	8,709	8,832	123
Non-current liabilities	324	476	152
Total net assets	11,460	11,353	- 107
Total shareholders' equity	10,183	9,797	- 386
Accumulated other comprehensive income	1,277	1,555	278
Non controlling interest	—	—	—
Total liabilities and net assets	20,493	20,662	168

Anticipated Q&A

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Key Questions Concerning Q1 FY02/26

Category	Key anticipated questions	Response
(Referring to slides 5 and 23) Financial Highlights	What are the reasons for the YoY decline in profit?	<p>The first reason is the roughly 10-yen YoY difference in exchange rates. Based on quarterly sales estimates, this results in a difference of around 550 million yen. The previous year benefited from yen depreciation, whereas this year's appreciation of the yen led to a decline in sales—and consequently in profit—due to the direct impact of foreign exchange. The second reason is that sales linked to special factors recorded in Q1 FY02/25 dropped out of the picture this quarter, resulting in a decrease in profit.</p> <p>We had already recognized that the underlying conditions would differ from the previous year, so the YoY decline in profit was within expectations. In fact, we consider it a positive outcome that we were able to generate a stable profit of roughly 200 million yen despite the significant yen appreciation.</p>
(Referring to slide 23) YoY Comparison for Key Items	What factors contributed to the YoY decline in gross profit margin?	<p>The decline is due to a combination of factors. First, the special factors present in Q1 FY02/25—such as extreme yen depreciation and one-time sales—did not recur. Second, there was an increase in engineer recruitment costs, which are recorded as cost of sales (reflecting solid progress in recruitment). Third, the drop in the gross profit margin stemming from certain unprofitable projects had an impact.</p> <p>In addition, while the current gross profit margin is around 10% under gross basis accounting, it would exceed 50% under net basis accounting (with an operating profit margin also above 10%), indicating that the underlying profitability structure is strong.</p>
(Referring to slide 18) By Product and Service Segment	Why did resale sales decline QoQ?	<p>As shown on slide 8, resale sales in dollar terms have been trending upward. However, the yen appreciated by roughly 9 yen QoQ, and this foreign exchange impact is the primary reason for the decline in yen-based sales. At present, we do not view it as a significant concern.</p>

Supplementary Data

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[Repost] FY02/26 Consolidated Earnings Forecast*1

While **stepping up growth investment** related to our SCAs and other priorities, we will aim to generate both **top-line and bottom-line growth while also maintaining strong profit margins**.

*To ensure YoY comparisons remain unaffected by exchange rate fluctuations, resales have been calculated using the average exchange rate for FY02/25.

*As in the past, our projections do not rely on any assumptions regarding future exchange rates; accordingly, they remain exposed to foreign exchange volatility.

(Unit: million yen)	FY02/2025		FY02/2026		
	Results	Relative to net sales	Forecast	Relative to net sales	YoY change (%)
Net sales*2	35,717	100.0%	40,841	100.0%	+ 14.3%
Gross profit	4,104	11.5%	4,617	11.3%	+ 12.5%
Operating profit	1,072	3.0%	1,140	2.8%	+ 6.4%
Ordinary profit	1,066	3.0%	1,171	2.9%	+ 9.8%
Profit attributable to owners of parent	677	1.9%	848	2.1%	+ 25.2%

*1. Please refer for the full-year consolidated earnings forecast included in our Consolidated Financial Results for the Year Ended February 28, 2025, released on April 14, 2025.

*2. Since our business is in a single segment (cloud business), we do not disclose segment earnings forecasts. To calculate the Resales sales forecast, we have utilized an assumed exchange rate rounded to 152.75 yen per US dollar, consistent with the average for FY02/25.

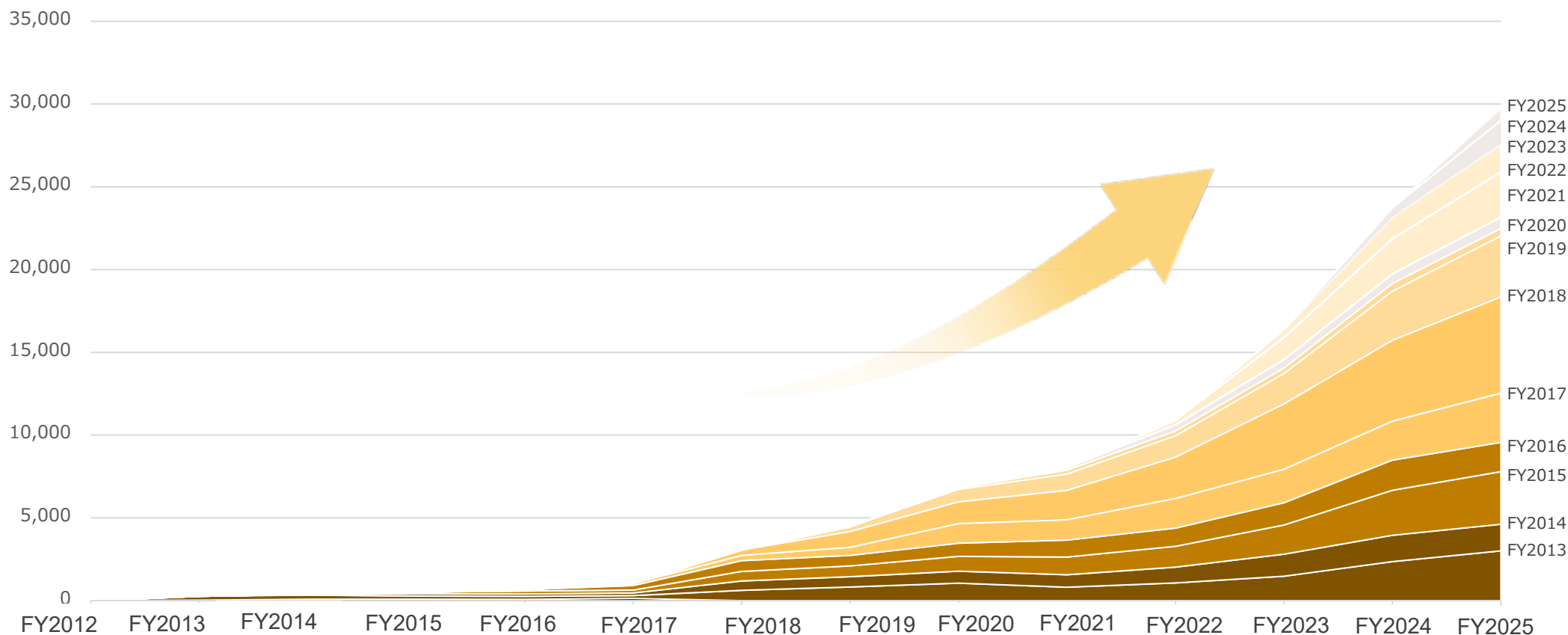
Customer Lifetime Value (LTV)

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

We will aim to maximize LTV through resale expansion, the most important area

(Unit: million yen)

*Cloud Integration, Resale, and MSP combined



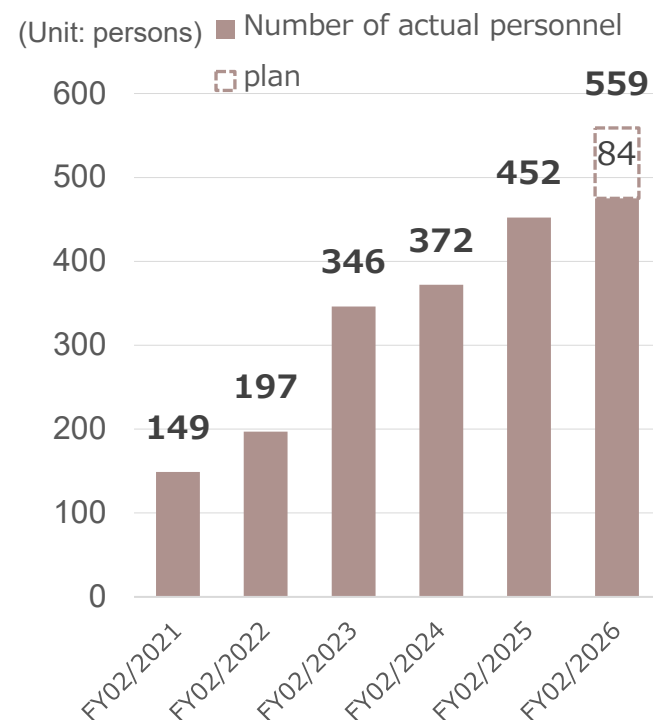
* Revenues prior to the fiscal year ended February 29, 2017 are an approximate total of AWS resale revenues recalculated into a gross amount based on the most recent results.

Group Headcount Trends^{*1}

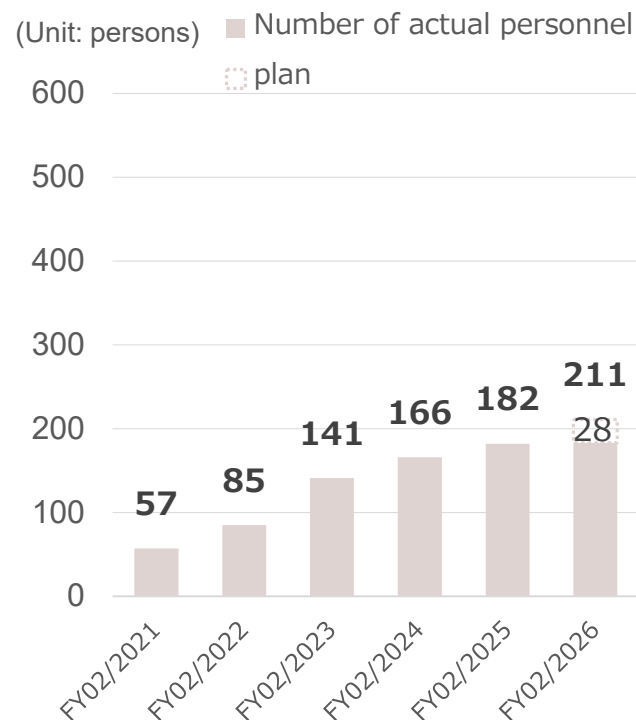
Continue to actively recruit highly skilled personnel, especially cloud engineers

We plan to increase the number of employees by 107 across the entire group this fiscal year

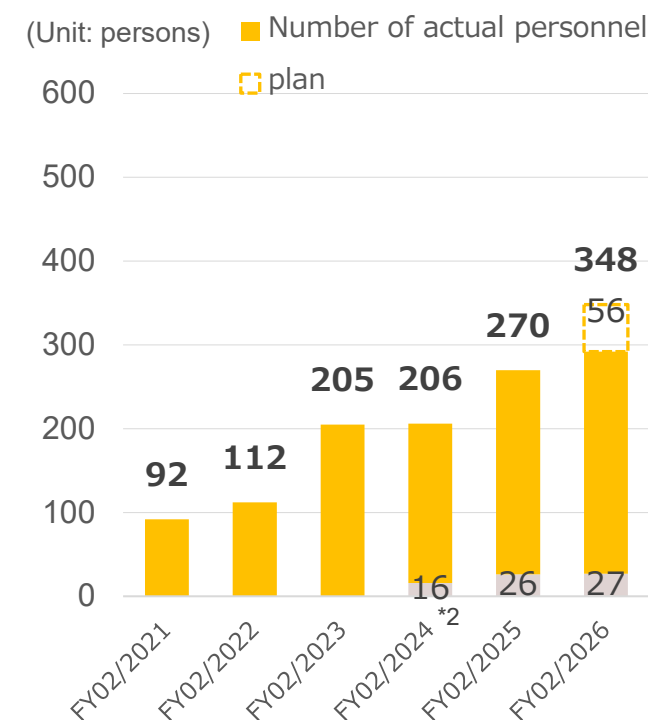
Total



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. From FY 02/2024, the in-house SEs and engineers who provide training have been changed to the SG&A department.

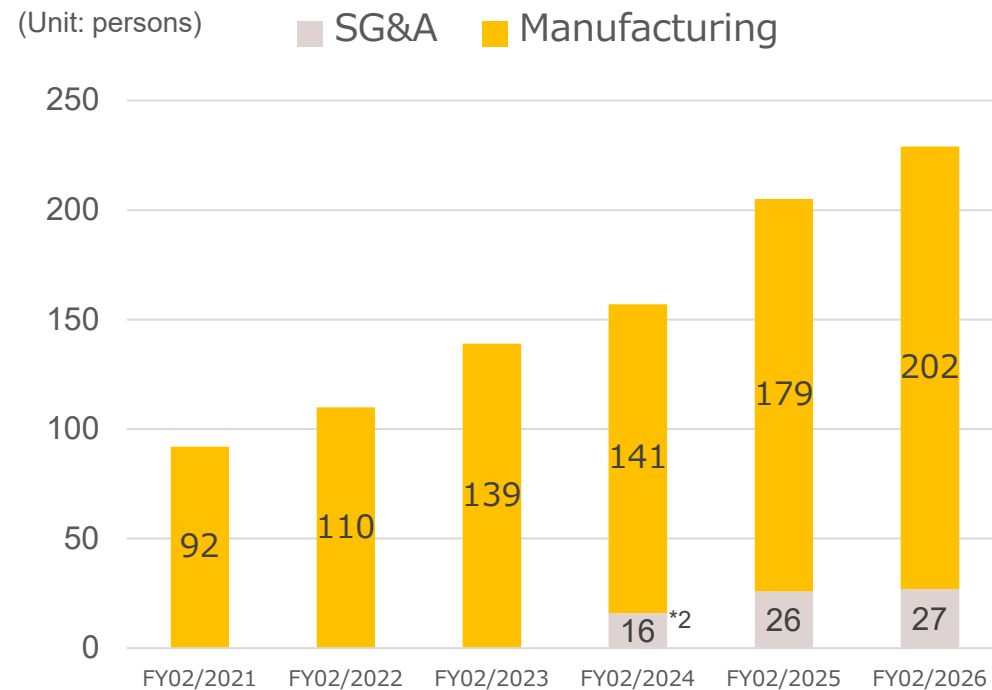
Promoting AWS Certifications for Engineers

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

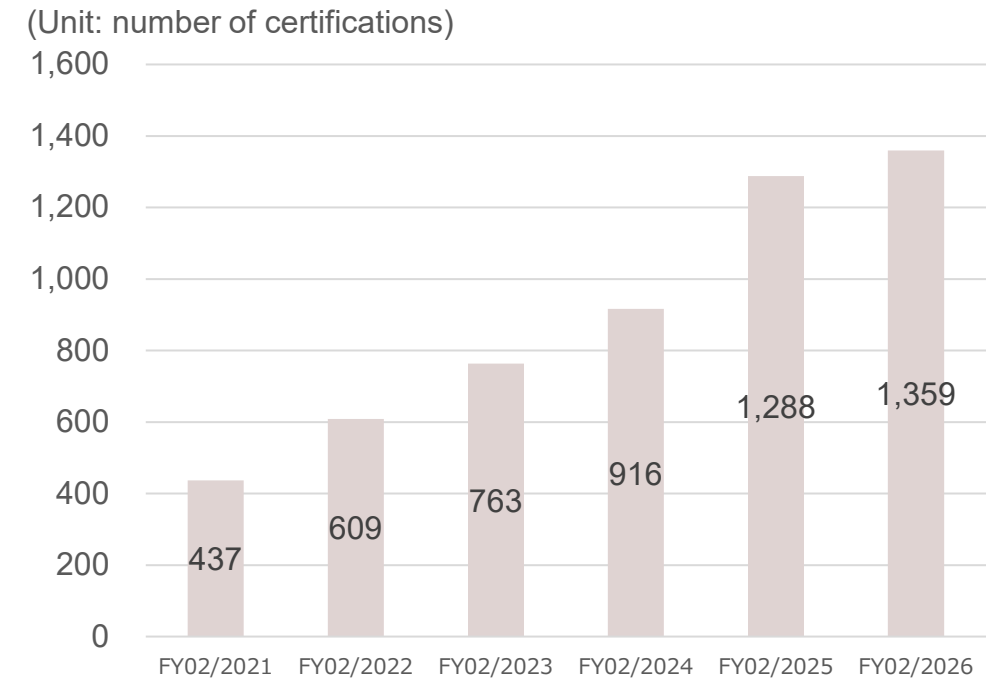
Over 1,000 AWS certifications



Number of engineers



Number of AWS certifications earned *1



*1 Cumulative number

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

Status of IR Activities

We are considering initiatives to increase IR meetings with institutional investors and IR initiatives targeting individual investors. We are also exploring improvements to our IR website to make information easier to navigate and access.

FY02/25

◎ Financial results briefings

Held four briefings for institutional and individual investors.

◎ Institutional investor IR meetings

Held 94 meetings in FY02/25.

◎ New institutional investor IR meetings

Held six meetings in FY02/25.

◎ Analyst meetings

Held eight meetings in FY02/25.

◎ Use of external media and platforms

Utilized channels such as Shared Research, Toyo Keizai (Japan Company Handbook), logmi Finance, QA Station, and others.

FY02/26

◎ Disclosed Medium-Term Management Policy

Held briefings on our Medium-Term Management Policy on April 14 (financial results briefing) and May 28 (General Meeting of Shareholders). Considering enhancing communication with both institutional and individual investors.

◎ Accelerating information disclosure

Held online financial results briefing two hours after earnings release, shortening the previous timeline by two to three business days. Published transcript and video one business day after the briefing, three business days earlier than before.

◎ IR organization

One full-time IR staff member and one dual-role IR staff member are assigned directly under the CFO.

◎ Strengthening information disclosure

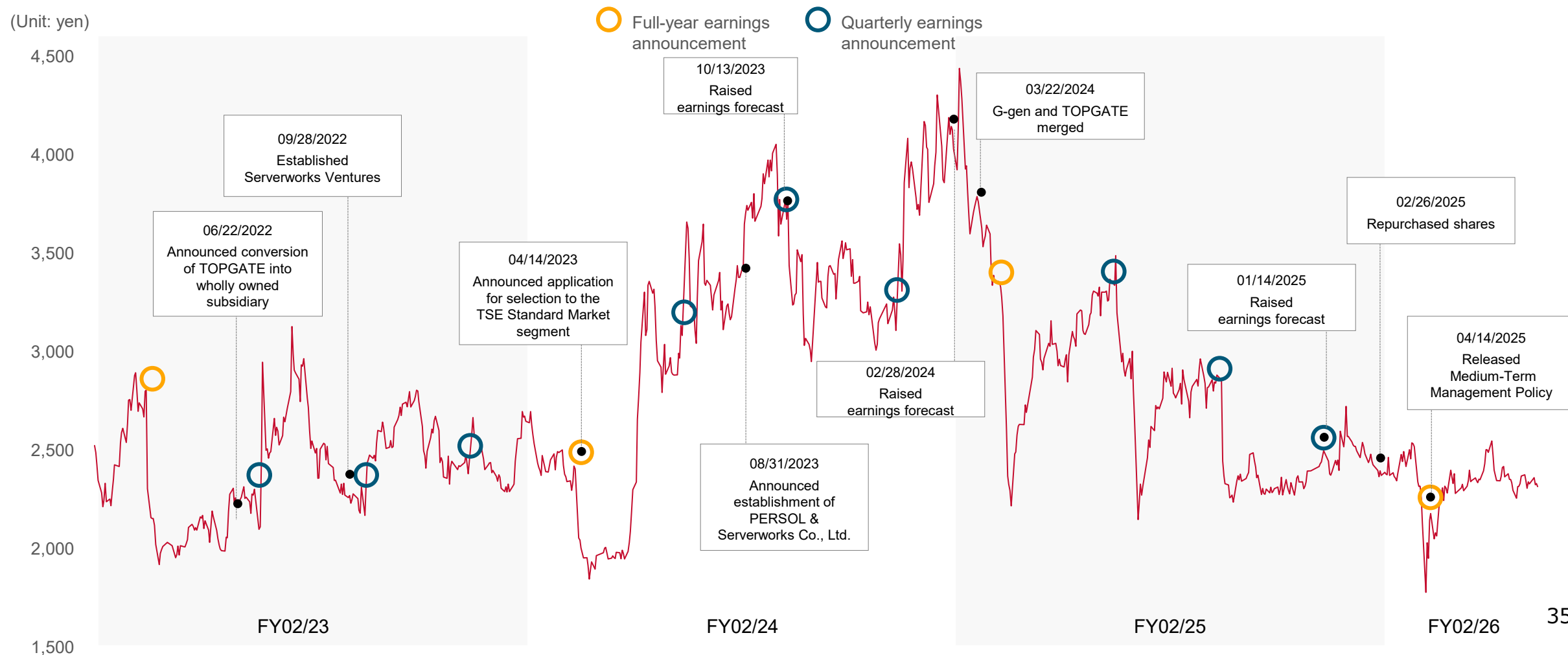
Considering improvements to our IR website to make information easier to navigate and access.

Key Topics Discussed in IR Meetings

Category	Question	Response
Forecast	Reasons for changes to exchange rate assumptions used in earnings forecast	Previously, we used the median of exchange rate forecasts from analysts at financial institutions and disclosed foreign exchange sensitivity as supplementary information. We have since adopted the average exchange rate for the previous fiscal year to enable a YoY comparison that excludes the impact of exchange rate fluctuations.
Forecast	Details on contract cancellation	The impact on this fiscal year's earnings gradually emerged from Q1 , and we expect a full-year negative impact of about 1.5 billion yen on net sales. This case is highly irregular— not due to a termination of AWS usage by the customer or any issue with our company, but because the customer switched from our contract to a direct agreement with AWS.
Subsidiaries	Status of provision for losses on orders received	Although loss provisions were recorded in Q2 and Q3 of FY02/25, some reversals occurred in Q4, and we believe this reflects an improvement in the situation. However, the project runs through December 2025, and the outlook remains uncertain and must be monitored carefully.
Recruitment	Progress in recruitment activities	Recruitment at Serverworks is ahead of plan. G-gen fell behind schedule, partly due to the merger in July 2024, but it is working to recover lost ground in the current fiscal year.
Strategic collaboration agreement	Assessment at mid-point (two years) of the contract term	The targets for the first and second years were originally set with a relatively conservative outlook, and actual results came in at nearly twice the expected level. This has allowed us to build a buffer heading into the third year and beyond, and our assessment of the progress is very positive. That said, the targets going forward are somewhat more aggressive, so we will continue to push forward without letting our guard down.

Status of Stock Price

In previous years, our guidance was overly conservative due to our reliance on exchange rate forecasts from financial institutions. Starting with this fiscal year's guidance, we have instead adopted average exchange rates from the previous fiscal year. This approach **helps limit discrepancies in YoY comparisons and contributes to reducing stock price volatility.**



Company Overview

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 diagonal lines. The stripes are also light gray and run diagonally across the image. The overall design is minimalist and modern.

100

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

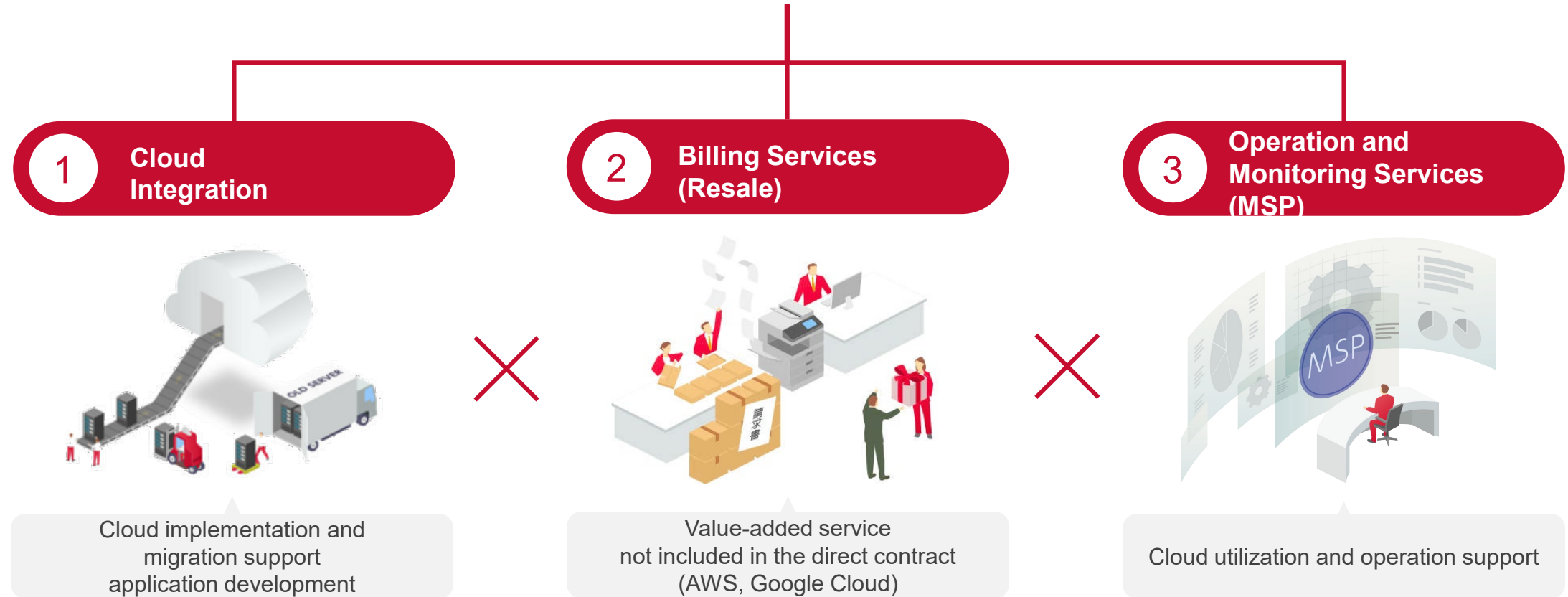
Serverworks Group establishes comprehensive support structure for cloud business



Key Solutions



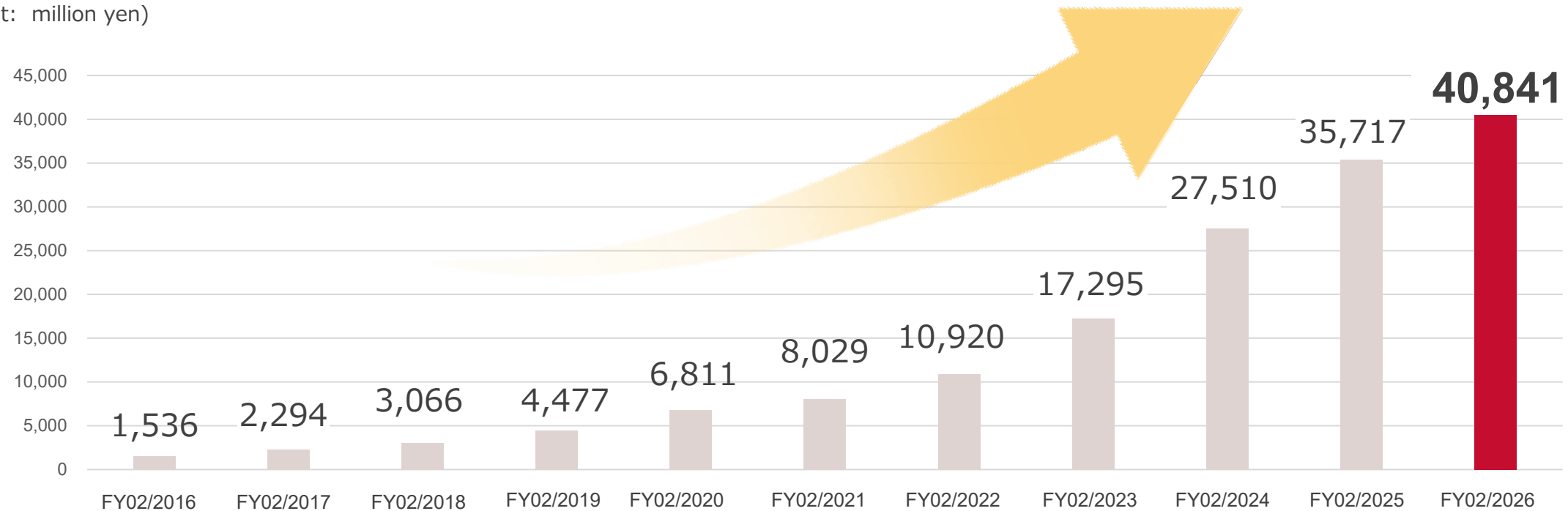
Serverworks Group strongly supports clouds utilization in any business through three main solutions



Net Sales over the past 10 years

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)



Results

Forecast

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	3,270,337,821yen (as of May 31, 2025)
Number of Employees	Non-consolidated: 354 (as of May 31, 2025) Consolidated : 475 (as of May 31, 2025)
Business Domain	Cloud integrator specializing in AWS
Management	<p>Ryo Oishi CEO</p> <p>Takashi Hashiba Senior Vice President</p> <p>Mikiya Inoue Outside Director who is Audit and Supervisory Committee Member (Full-time)</p> <p>Yuko Tanaka Outside Director who is Audit and Supervisory Committee Member</p> <p>Hikari Fujimoto Outside Director who is Audit and Supervisory Committee Member</p>
Certification	<ul style="list-style-type: none"> • AWS Premier Tier Service Partner • AWS Migration Competency • AWS Digital Workplace Competency • AWS Managed Service Provider Program • AWS Well-Architected Partner Program • ISO / IEC 27001 (JIS Q 27001)
Major Shareholders	<p>Board members</p> <p>TerraSky Co., Ltd., NTT DATA Corporation</p> <p>NTT DOCOMO BUSINESS, Inc. (former NTT Communications Corporation)</p>



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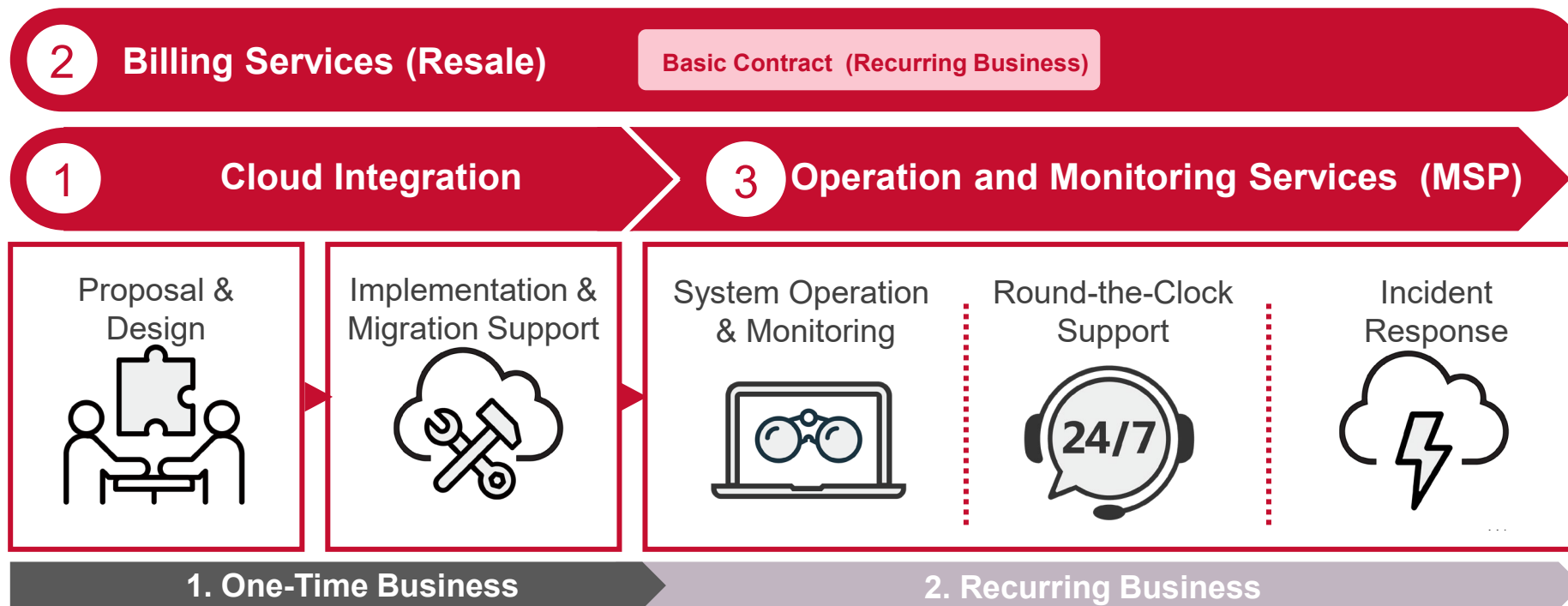
Business Overview

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

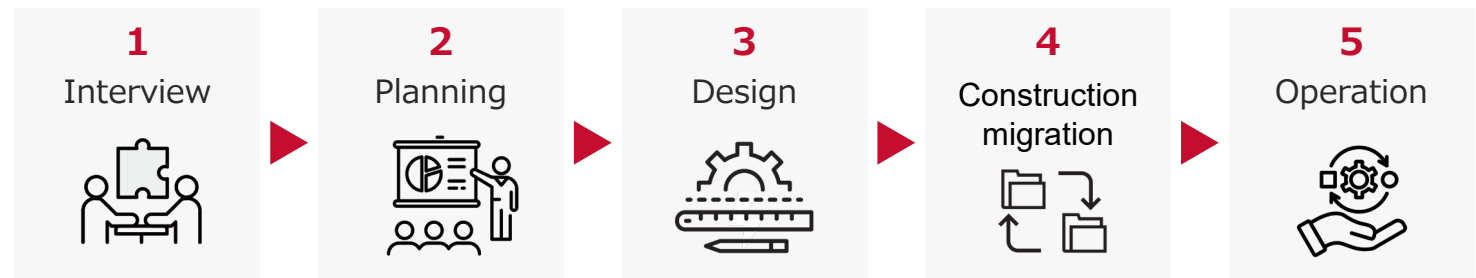


Provide in-house production support for AWS utilization

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

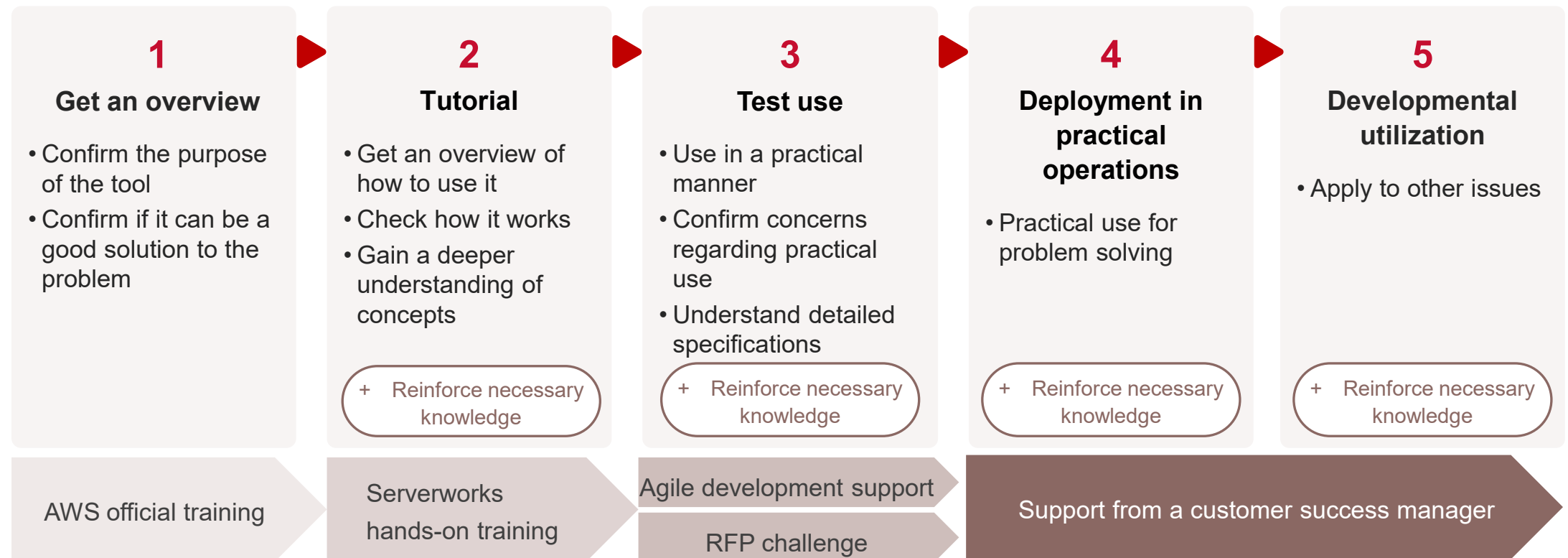


Business Overview

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

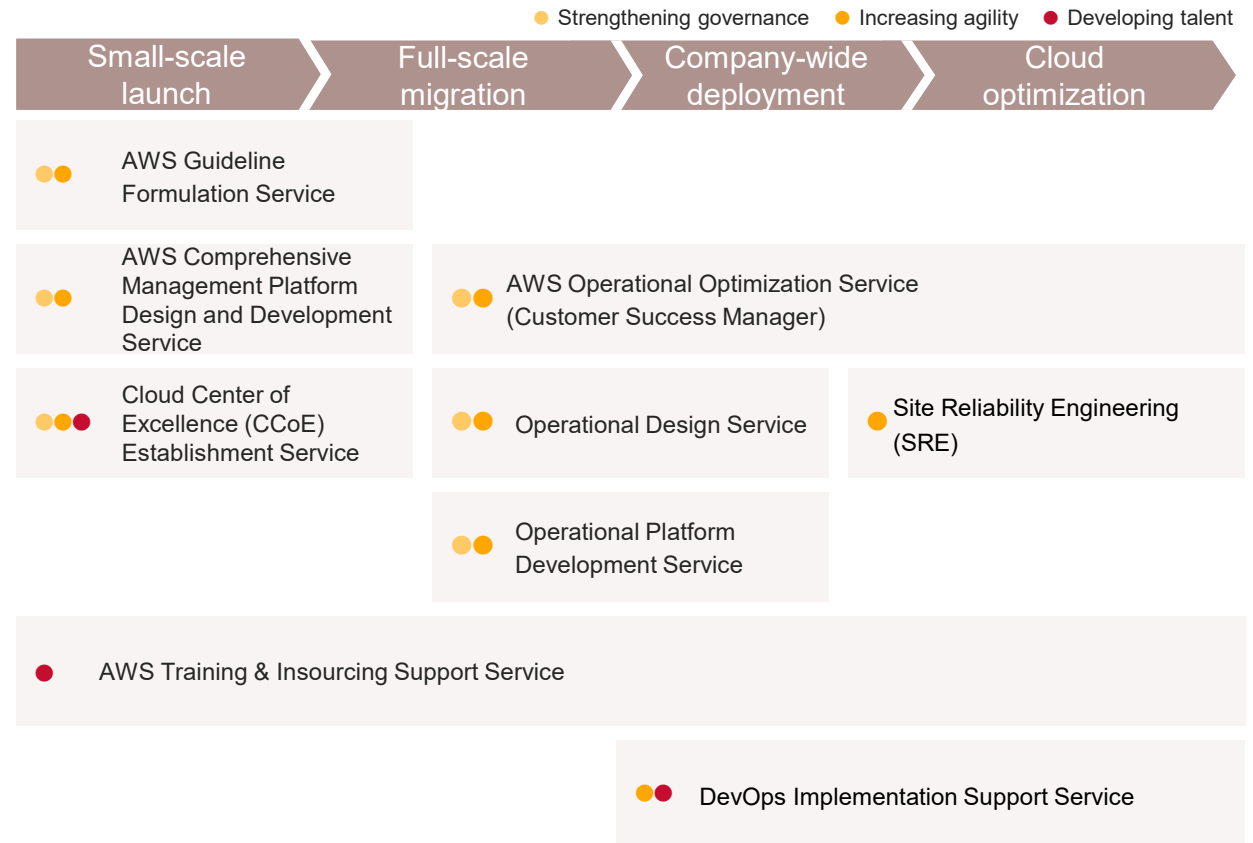


1 Cloud Integration – Cloud Sherpa

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

Overview of 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.



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

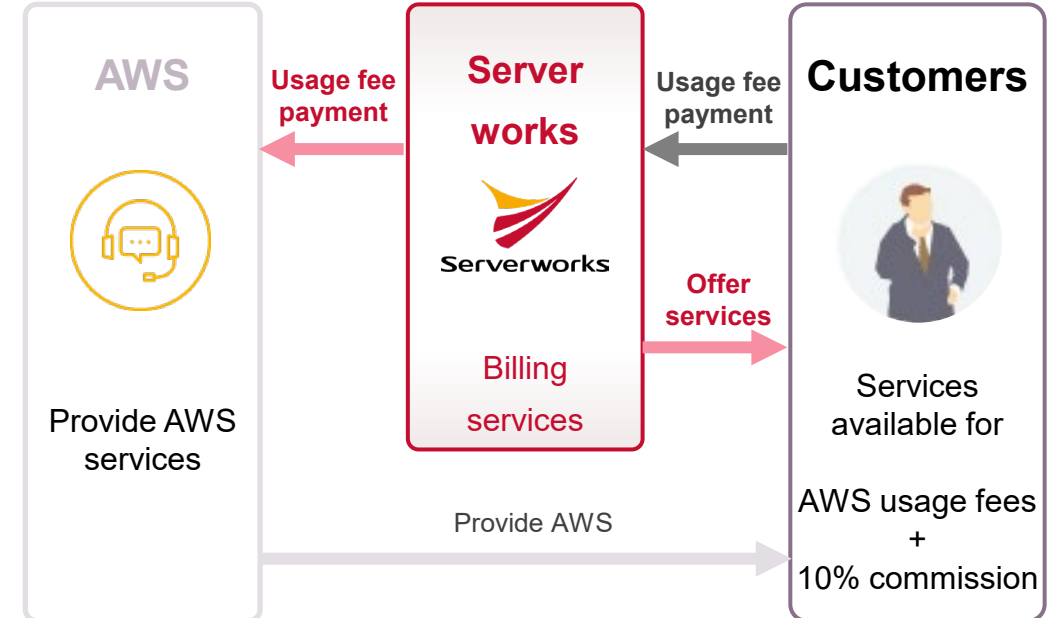
Invoicing in Japanese Yen

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

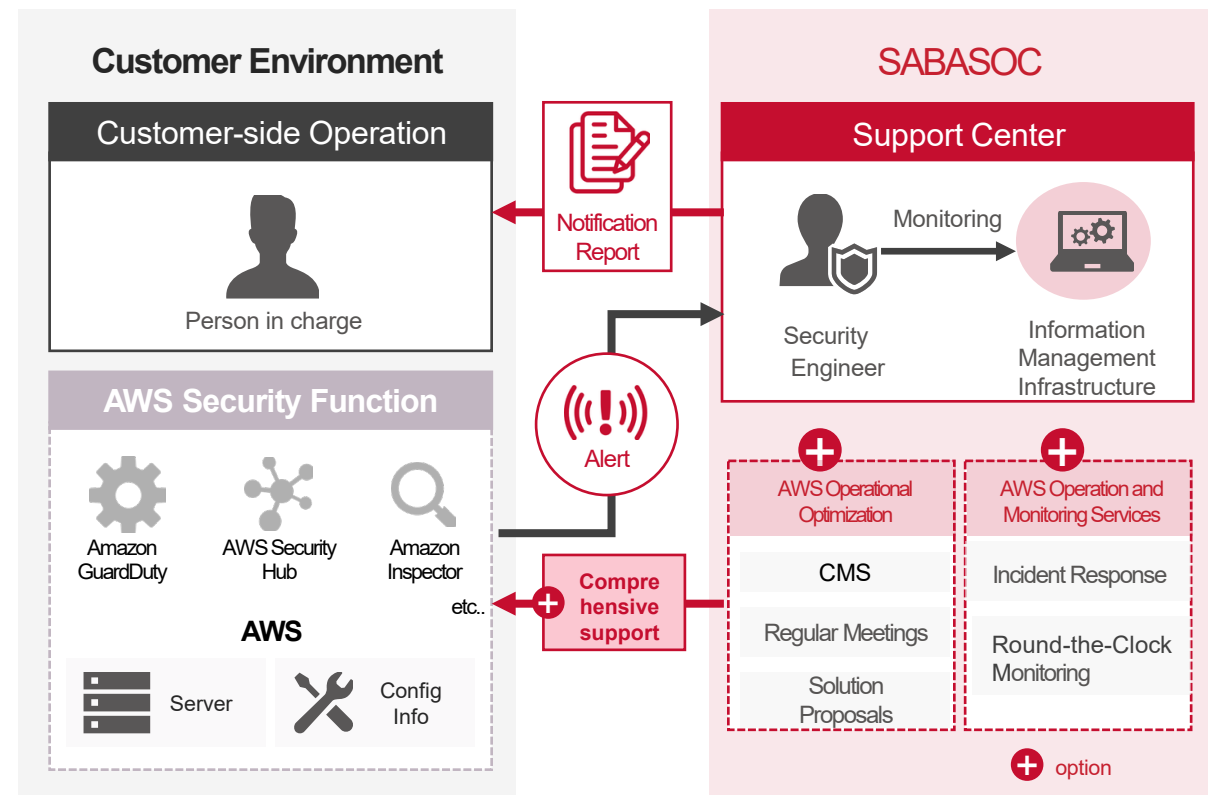
Managed Security Service "SABASOC"

► 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**

