



Serverworks

Q2 FY02/23 Financial Summary

Contents

1. Company Overview
2. Business Overview
3. Q2 FY02/23 Financial Highlights - Companywide
 1. FY02/23 Topics
 2. Q2 FY02/23 Financial Highlights
4. Q2 FY02/23 Financial Highlights - by Service
5. Appendix

Making 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

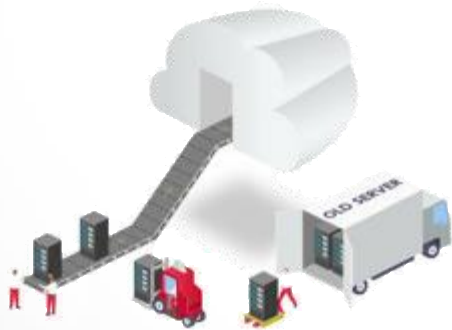
“This is a better place to work.”

We would like to share this vision with you.

Serverworks strongly supports AWS utilization in any business through three main solutions

1

Cloud Integration



AWS implementation and migration support

2

AWS Billing Services (Resale)



Value-added service not included in the direct contract

3

System Operation and Monitoring (MSP/SRE)



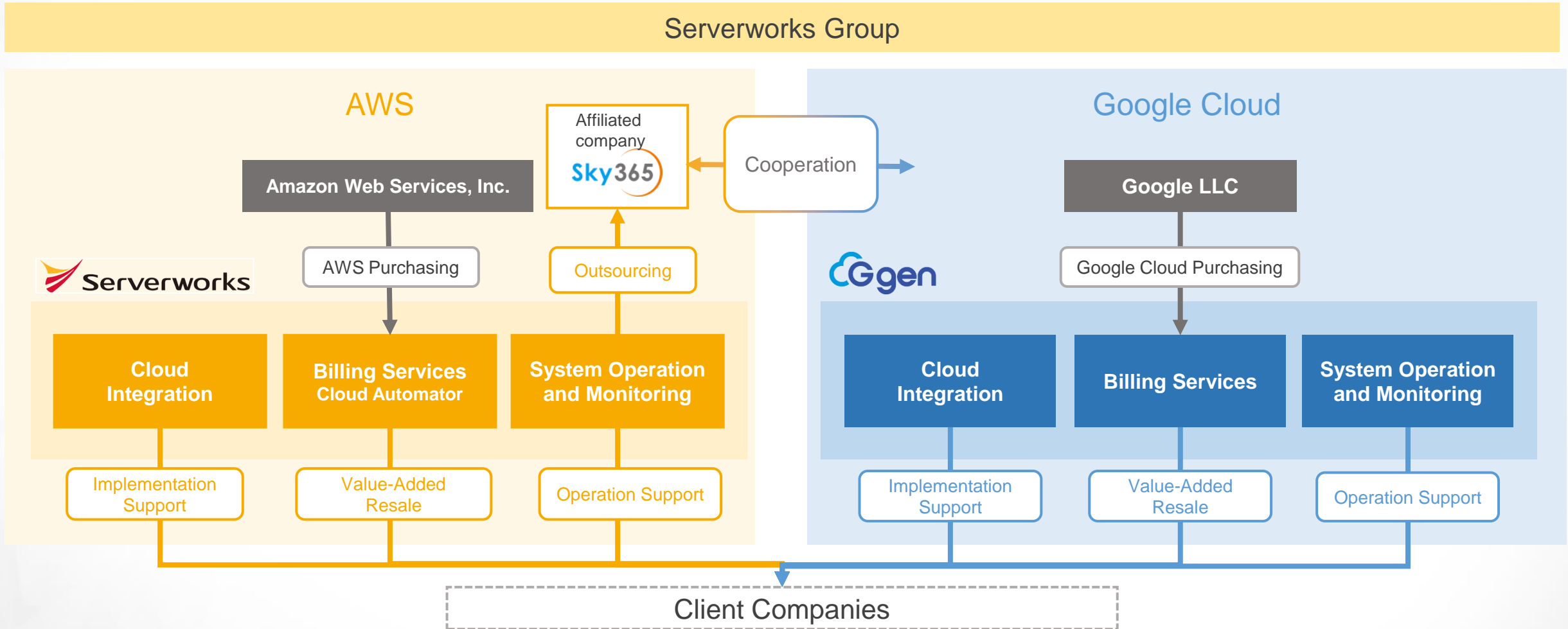
AWS utilization and operation support

Company Overview

Serverworks Group

G-gen was established in 2021 as a subsidiary to develop the Google Cloud business.

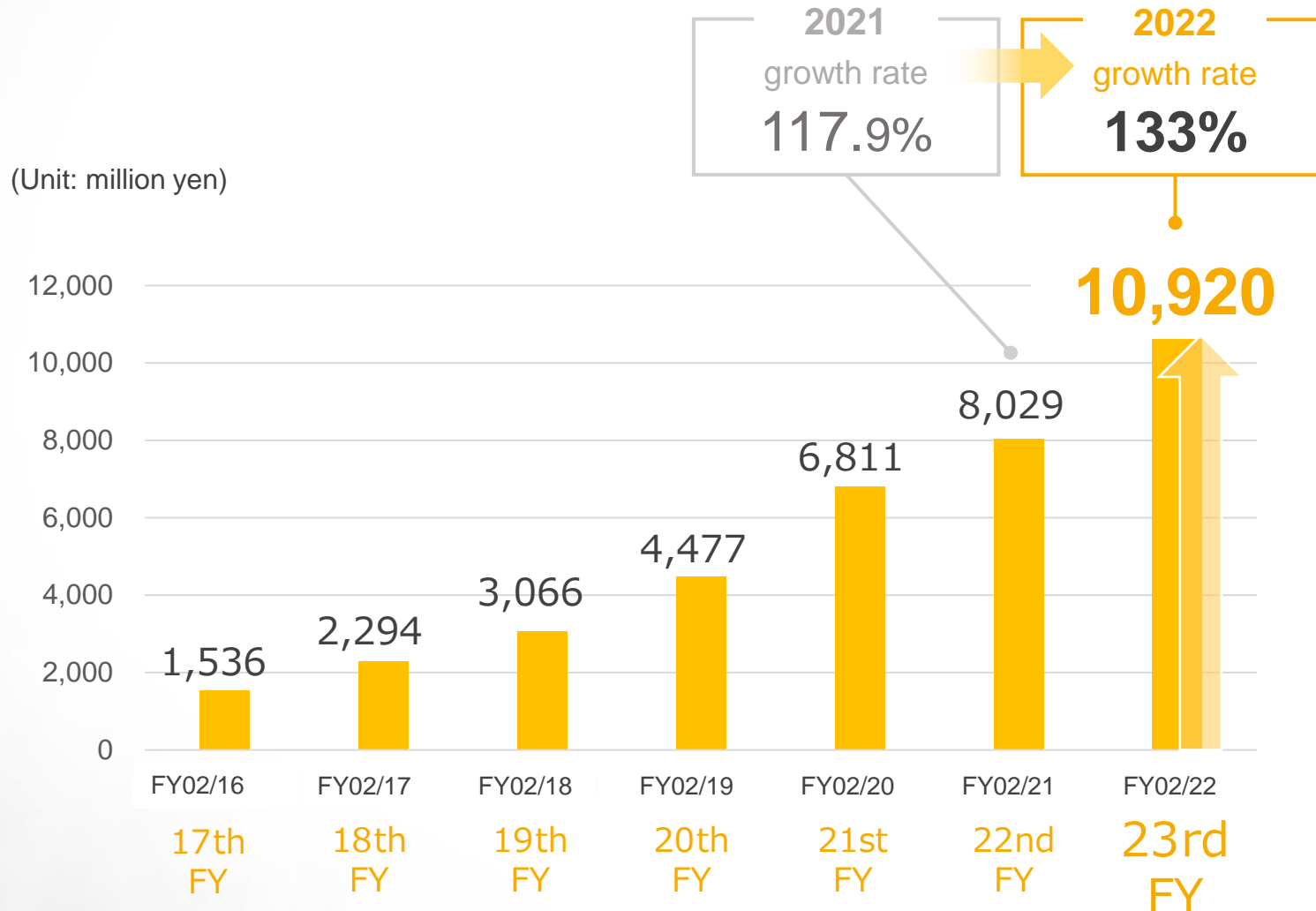
Serverworks Group Established Comprehensive Support Structure for AWS and Google Cloud



Company Overview

Net Sales over the Past Seven Years

Net sales has been increasing steadily. We have maintained a high growth rate thanks to the expanding cloud market and organizational expansion.



Ref. Consolidated Earnings Forecast for the 24th Fiscal Year

Net sales

13.48 billion yen

Ordinary income

450 million yen

Company Overview

About Serverworks

Founded	February 21, 2000														
Capital	3,233,671,317 yen (as of August 31, 2022)														
Number of Employees	205 (as of August 31, 2022)														
Business Domain	Cloud integrator specializing in AWS														
Management	<table border="0"> <tr> <td>Ryo Oishi</td> <td>CEO</td> </tr> <tr> <td>Takashi Hashiba</td> <td>Senior Vice President</td> </tr> <tr> <td>Hiroyuki Oshio</td> <td>Senior Vice President</td> </tr> <tr> <td>Mikiya Inoue</td> <td>Outside Director who is Audit and Supervisory Committee Member (Full-time)</td> </tr> <tr> <td>Yuko Tanaka</td> <td>Outside Director who is Audit and Supervisory Committee Member (Full-time)</td> </tr> <tr> <td>Ichiro Terashima</td> <td>Outside Director who is Audit and Supervisory Committee Member (Full-time)</td> </tr> <tr> <td>Hikari Fujimoto</td> <td>Outside Director who is Audit and Supervisory Committee Member (Full-time)</td> </tr> </table>	Ryo Oishi	CEO	Takashi Hashiba	Senior Vice President	Hiroyuki Oshio	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 (Full-time)	Ichiro Terashima	Outside Director who is Audit and Supervisory Committee Member (Full-time)	Hikari Fujimoto	Outside Director who is Audit and Supervisory Committee Member (Full-time)
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Hikari Fujimoto	Outside Director who is Audit and Supervisory Committee Member (Full-time)														
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.</p> <p>NTT Communications Corporation</p> <p>NTT DATA Corporation</p>														

Main Locations

Tokyo (head office),
Osaka, Sendai, Fukuoka

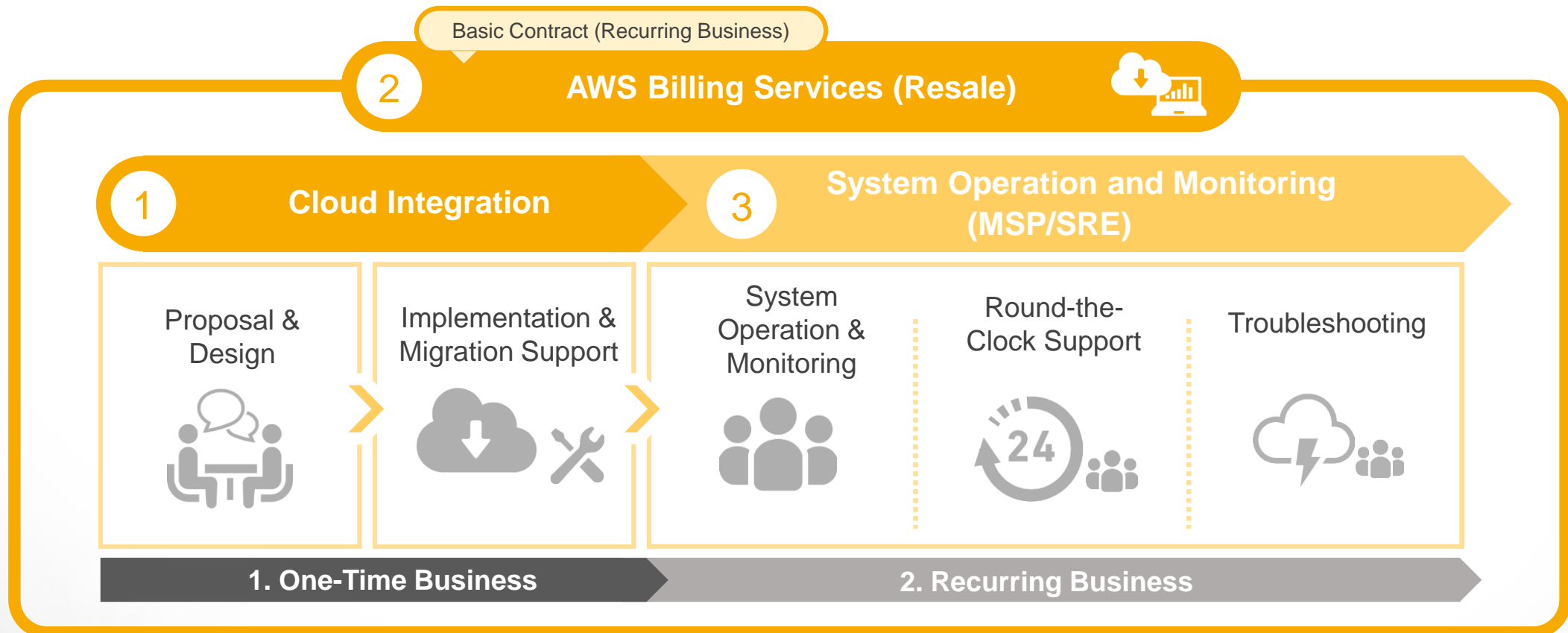
Head office

ISO/IEC 27001 SGS ISMS-AC ISMS ISR021

JPX PRIME

aws PARTNER Premier Tier Services

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.

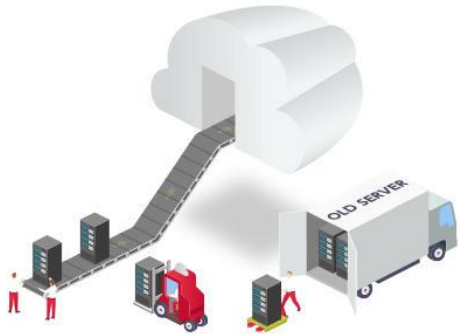


1 Cloud Integration



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

Features of Serverworks' AWS Implementation and Migration Services



- ▶ Extensive project experience with more than 10,000 projects

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

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

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

Case Studies



Customer support
Create an environment



Migrate on-premise environments to servers



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



Provide in-house production support for AWS utilization

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

Basic Implementation Flow

- ▶ System capable of providing support from design to operation

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



Customer successes with AWS implementation support

Asahi Net, Inc.

Realized

IPv6 Internet Connection method
through IPoE native method

Feedback
PICK UP

A flexible and scalable provisioning environment has been implemented, greatly reducing the burden on operations and management.



Senshukai Co., Ltd.

Secure video delivery
infrastructure
built in combination with
AWS services

Feedback
PICK UP

Information gaps among employees have been eliminated. The complicated work involved in video distribution is no longer necessary, and video is being utilized in a variety of business operations .

ウーマン スマイル カンパニー

senshukai

Toho Co., Ltd.

Realized the structure to **withstand**
a surge in access to popular
works with Amazon CloudFront

Feedback
PICK UP

Although it was costly to build the system, the running costs are far below our expectations, and we are once again feeling the advantages of the cloud.



2 AWS Billing Services (Resale)



Business Overview 2 AWS 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.



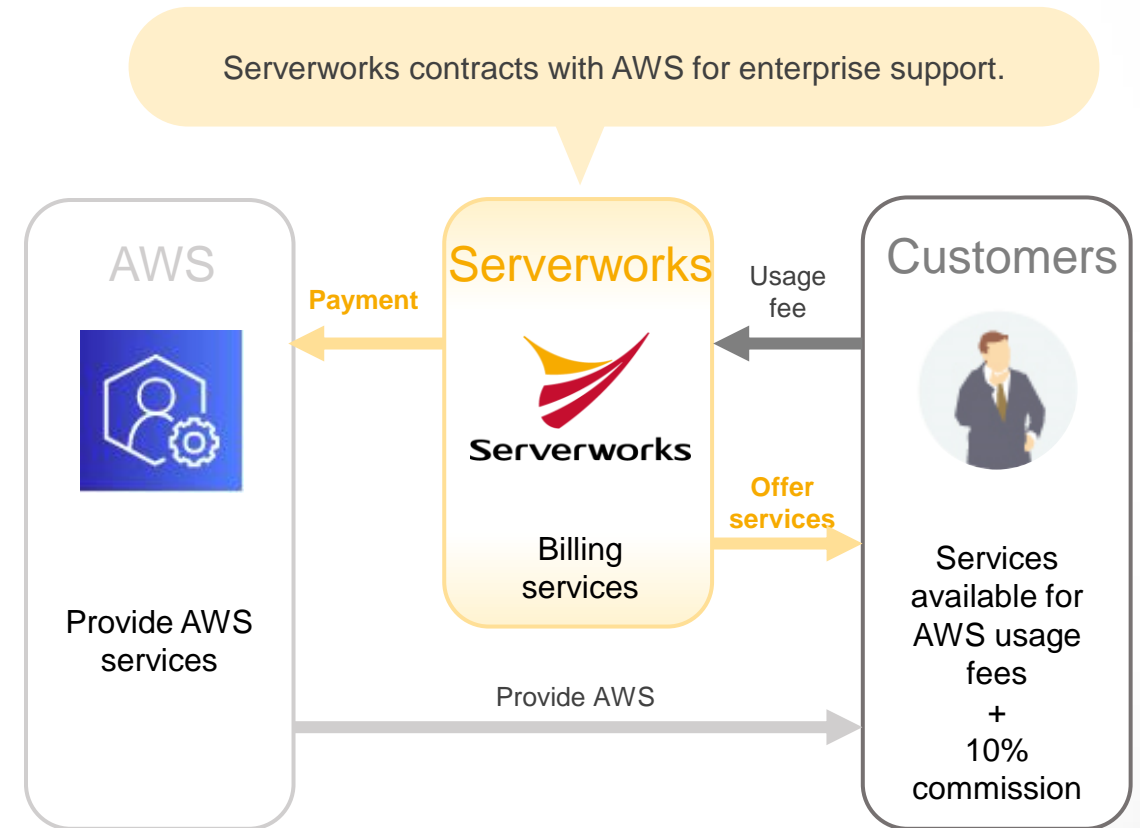
▶ About “AWS Advanced”

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	Cloud Automator
Invoicing in Japanese Yen	Migration and Operations Services*
Customer Portal	damage insurance

*Paid option



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.

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

System Operation and Monitoring (MSP/SRE)



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

Cloud Automator (AWS operation automation software) allows more time to work



► **About “Cloud Automator”**
Serverworks applied its rich project experience and expertise to developing Cloud Automator software to automate AWS operations. Even first-time users can automate operations easily.

What you can do with Cloud Automator

Optimize costs of development environments



Protect data properly



Use as befits your size



Check security requirements



We provide operational and monitoring support




For example:


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

SRE team offers User-friendly suggestions and solutions

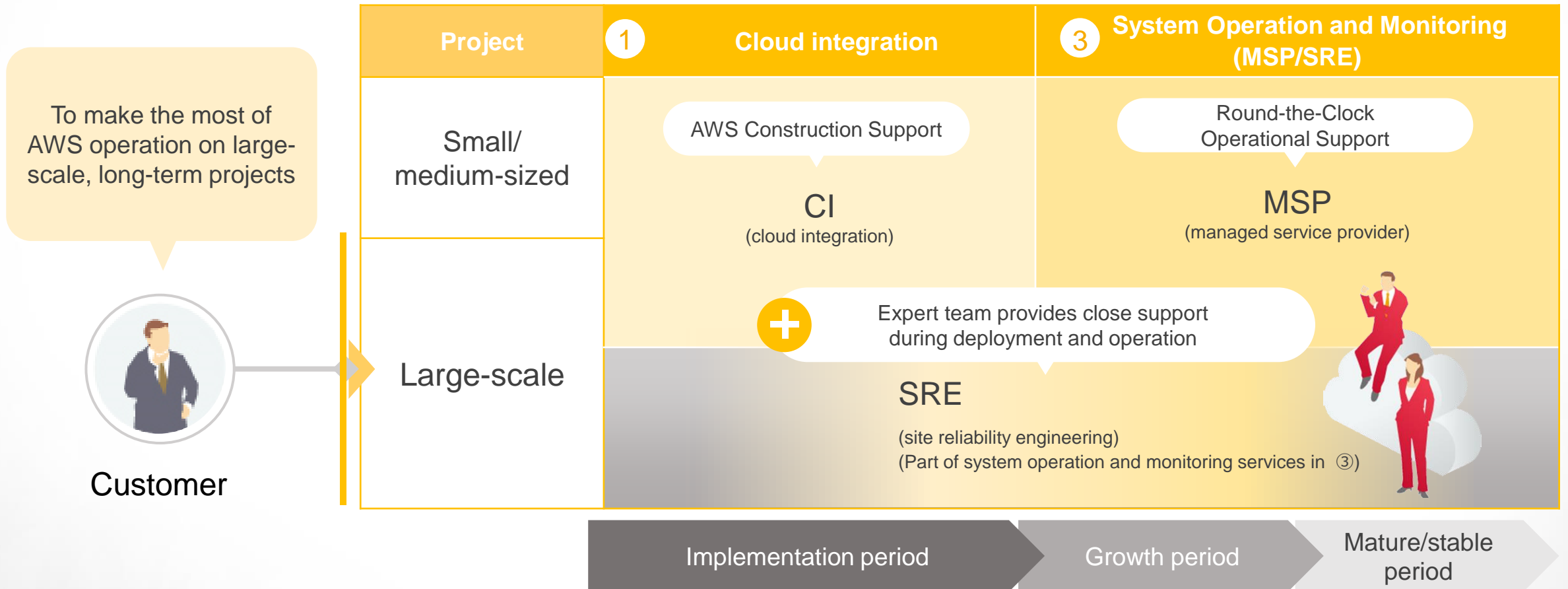
 AWS Technical Support

 AWS Operation Optimization Service

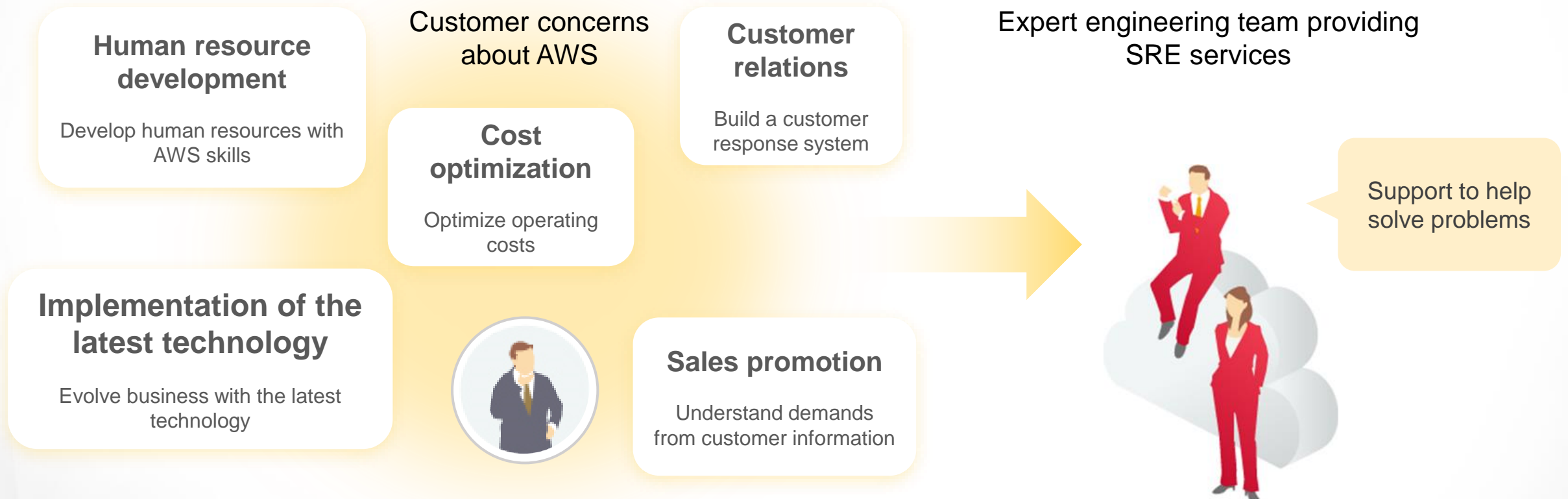
 Round-the-Clock AWS Operation Services

 SRE Support for AWS utilization

We establish SRE systems to provide effective support suited to the size of the project.



SRE is a service in which expert engineers support long-term utilization and operation in large, often costly, projects.



3.

Q2 FY02/23 Financial Highlights

Companywide



FY02/23 Topics

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

FY02/23 Topics

TOPICS – 01

Invested in Paiza, Inc., Japan's largest job search and learning platform for IT engineers

August 31, 2022



- Acquires partial ownership of Paiza Inc., Japan's largest job search and learning platform for IT engineers
- Expect to generate synergies with our services in the future when shortage of IT personnel is expected.

TOPICS – 02

Decided to establish a subsidiary for investment

September 28, 2022



- In order to respond to continuous market changes and achieve sustainable growth, we have decided to establish a subsidiary for investment purposes, Serverworks Ventures (tentative name) for the purpose of investment in and M&A with business companies that possess technologies and services that will contribute to increasing the corporate value of our entire group.

FY02/23 Topics

Released Latest Success Stories

TOPICS – 03

Shueisha Inc.

Released the Case of Promoting DX in Magazine Editing Leveraging AWS

2022.08.03

TOPICS – 04

Bank of The Ryukyus, Ltd.

Released the Case of Building PCI DSS Compliant Card Acquiring System on AWS

2022.09.28

TOPICS – 05

Kingprinters

Released the Case of AWS Operation Internalization and Cost Reduction

2022.09.28

集英社

 琉球銀行

- Shueisha Inc., one of Japan's leading publishers, has started operating "MDAM," DAM (Digital Asset Management) specializing in publishing, since the end of 2017. Serverworks built server environment on AWS and monitor it after starting operations.

- Bank of The Ryukyus, Ltd. has begun acquiring operations of UnionPay since 2022. In building the card acquiring system, the bank also complied with PCI DSS, an international data security standard for the credit industry, to further strengthen the infrastructure for inbound cashless payments.

- Kingprinters, an industry pioneer in the online printing business, has been using AWS since 2017, but with the recent changes in the business environment, soaring costs became an issue. The company talked about Serverworks' assistance in resolving the cost issues they faced and the results they achieved after implementation.

Q2 FY02/23 Financial Highlights

Financial Highlights

Forecast of Consolidated Financial Results for FY02/23
(Announced on April 14, 2022) *1

We transitioned to consolidated financial statements in Q2 FY02/22 due to the establishment of G-gen as a subsidiary.

G-gen, a consolidated subsidiary, has just commenced operations, so we expect to incur upfront expenses for personnel and other investments for growth.

(Unit: million yen)	FY02/22		FY02/23		
	Results	Composition (%)	Forecasts	Composition (%)	% of previous year
Net sales *2	10,290	100.0%	13,485	100.0%	123.5%
Gross profit	1,746	16.0%	1,951	14.5%	111.8%
Operating profit	638	5.8%	429	3.2%	67.2%
Ordinary profit	653	6.0%	453	3.4%	69.5%
Profit attributable to owners of the parent	442	4.1%	373	2.8%	84.4%

1. We have made no changes to the full-year earnings forecast disclosed in the “Consolidated Financial Results for the Year Ended February 28, 2022” on April 14, 2022.

The forecast is unchanged due to the completion of the acquisition of TOPGATE announced on June 30, 2022. We are currently examining the impact of the acquisition on its consolidated financial results for the current fiscal year, and will promptly announce any revisions to the financial forecasts if such revisions become necessary.

2. Since our business is in a single segment (cloud business), we do not disclose the segment earnings forecasts. For the forecast figures of AWS Resale as percentage of net sales, we have used 113 yen per dollar.

Financial Highlights

Financial Results for FY02/23: Consolidated

Due to the favorable impact of foreign exchange rates (yen depreciation) and stable and favorable order environment, etc.,

Serverworks' non-consolidated sales and profit both rose year on year.

Overall consolidated net sales grew substantially, absorbing the cost of investing for growth of G-gen.

Serverworks Consolidated

Net sales

7,075 million yen

139.0% YoY

Operating income

335 million yen

91.9% YoY

Serverworks

(Non-consolidated)
Serverworks Co., Ltd.

Net sales:
7,004 million yen (137.6% YoY)

Operating income:
462 million yen (126.7% YoY)

Ggen

(Consolidated subsidiary)
G-gen Co., Ltd.

Net sales:
75 million yen (YoY: -%)

Operating loss:
-125 million yen (YoY: -%)

TOPGATE

(Consolidated subsidiary)
TOPGATE Inc.

TOPGATE became a consolidated subsidiary on June 30 2022, as the date of acquisition of control, but only its balance sheet was consolidated in the second quarter of the consolidated fiscal year.


Sky365

(Equity-method affiliate)
Sky365 Inc.

We recorded 4.7 million yen in equity in earnings of affiliates.

Financial Highlights

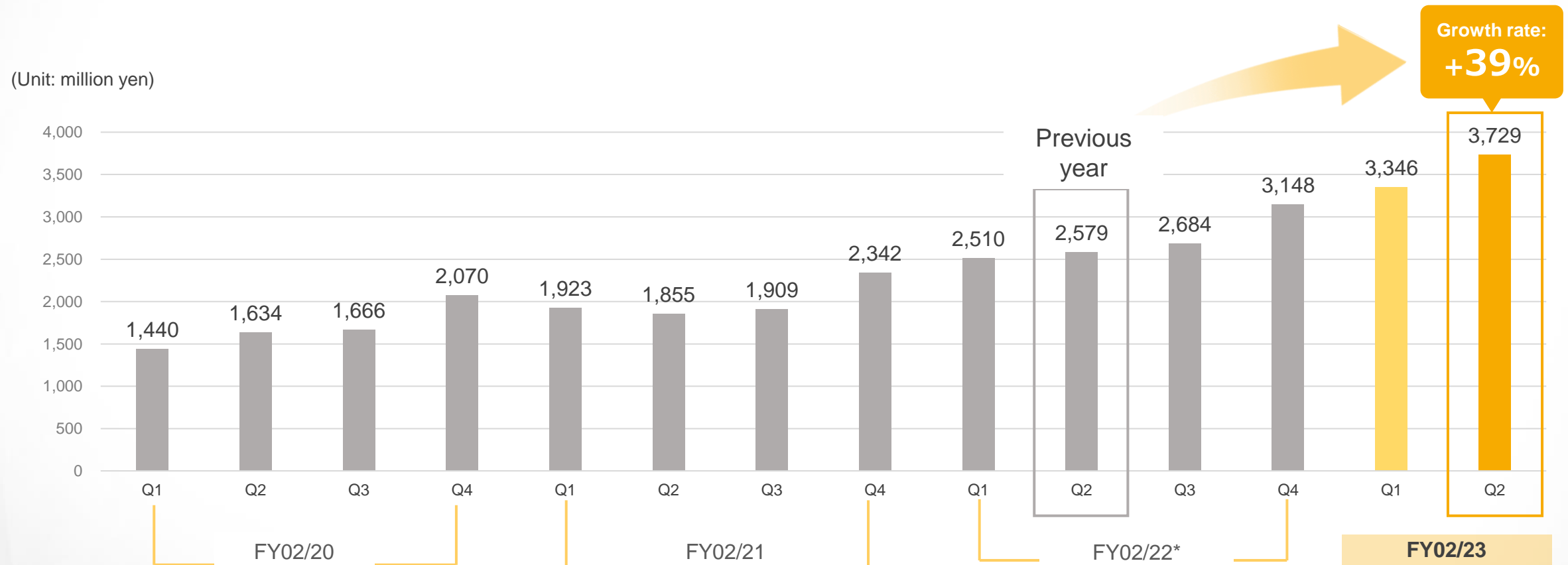
Q2 FY02/23 Results: Consolidated, YoY

Unit: million yen	FY02/22		FY02/23			
	Q2 Results (Consolidated)	Composition (%)	 Q2 Results (Non-consolidated)	Q2 Results (Consolidated)	Composition (%)	% of the Previous Year
Net sales	5,088	100.0%	7,004	7,075	100.0%	139.0%
Gross profit	864	17.0%	1,022	998	14.1%	115.4%
Operating profit	364	7.2%	462	335	4.7%	91.9%
Ordinary profit	362	7.1%	455	331	4.7%	91.3%
Profit	246	4.8%	327	203	2.9%	82.4%
Profit attributable to owners of the parent	246	4.8%	—	266	3.8%	107.9%
EBITDA	399		492	366		

Financial Highlights

Net Sales

Due to the favorable impact of foreign exchange rates (yen depreciation) and stable and favorable order environment, etc.,
Very high growth rate: +39% YoY

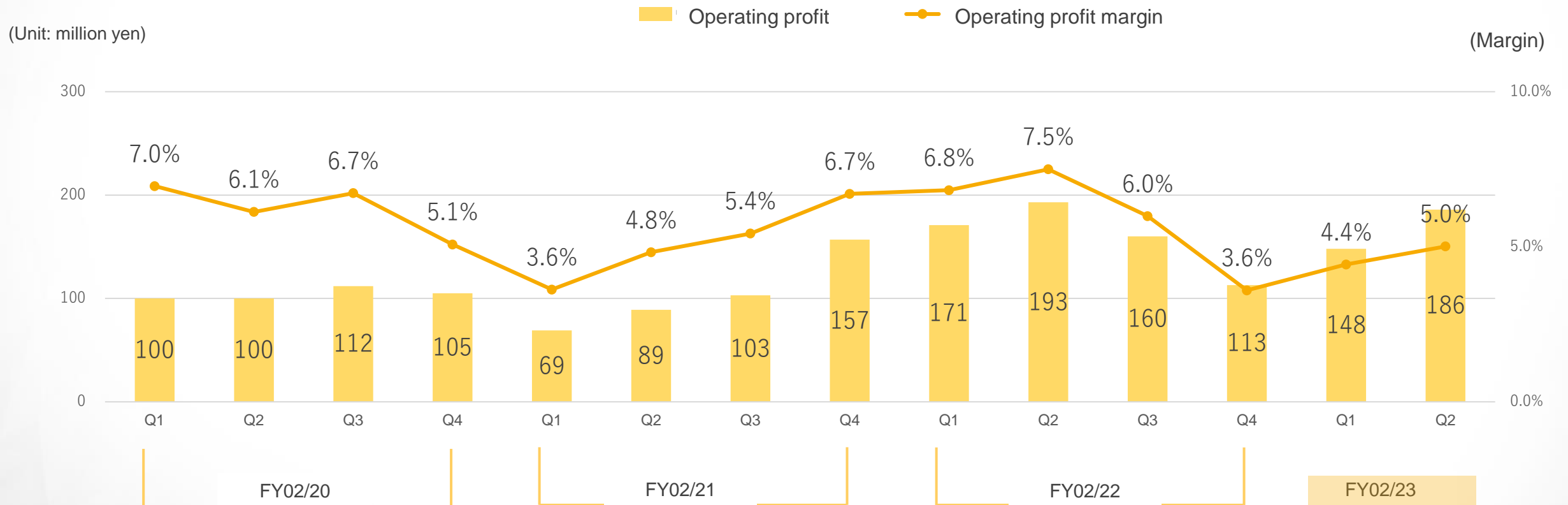


Note: Sales through Q1 FY02/22 are on a non-consolidated basis.

Financial Highlights

Operating Profit, Operating Profit Margin

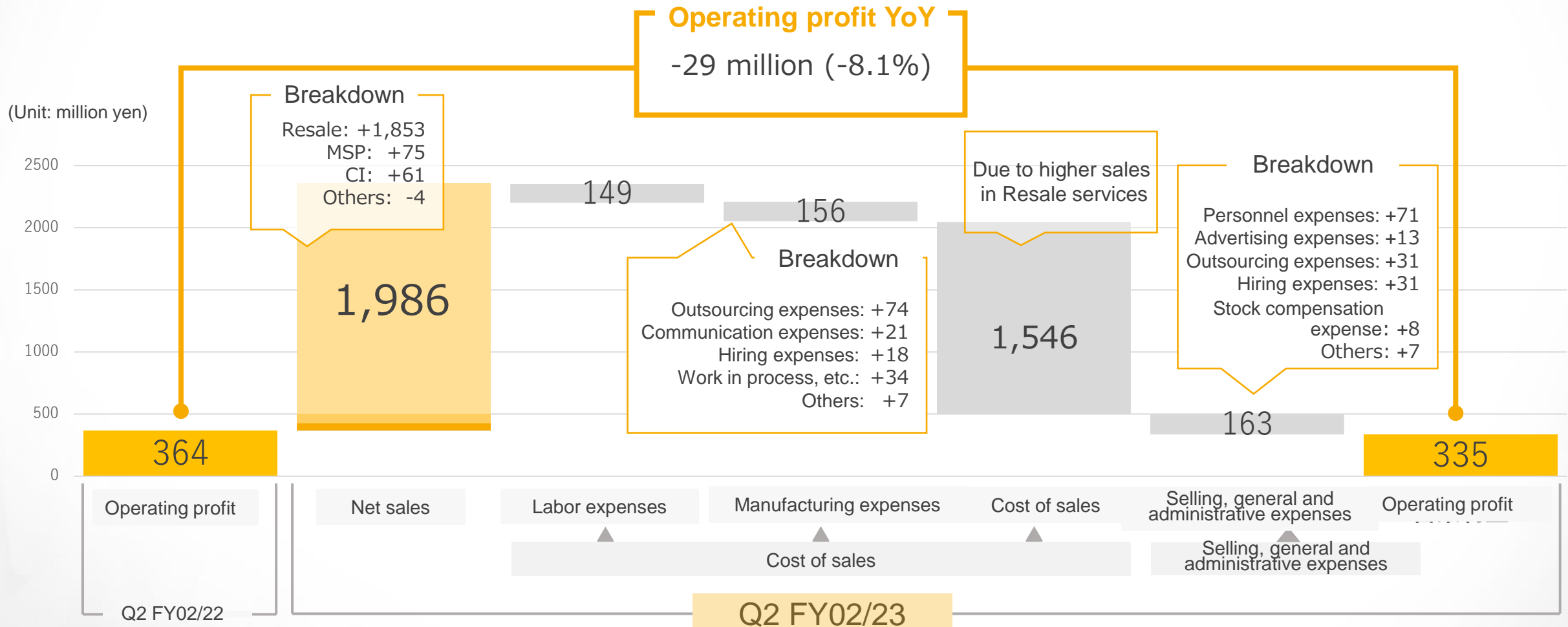
Continue a policy of aggressive investing in costs that contribute to future growth, such as costs related to strengthening recruitment in response to a stable and favorable order environment, etc.



Financial Highlights

Analysis of Factors Affecting Operating Profit

Operating income down 8% YoY due to increase in labor/personnel costs and outsourcing expenses, etc., relating strengthening recruitment for both Serverworks and G-gen.



Financial Highlights

Financial Condition: Balance Sheet (Summary)

In addition to the increase in “Current assets (advance payment)” and “current liabilities (contract liabilities)” due to the adoption of the new revenue recognition standard, “Fixed assets” increased due to the revaluation of investment securities and "goodwill" associated with the consolidation of TOPGATE.

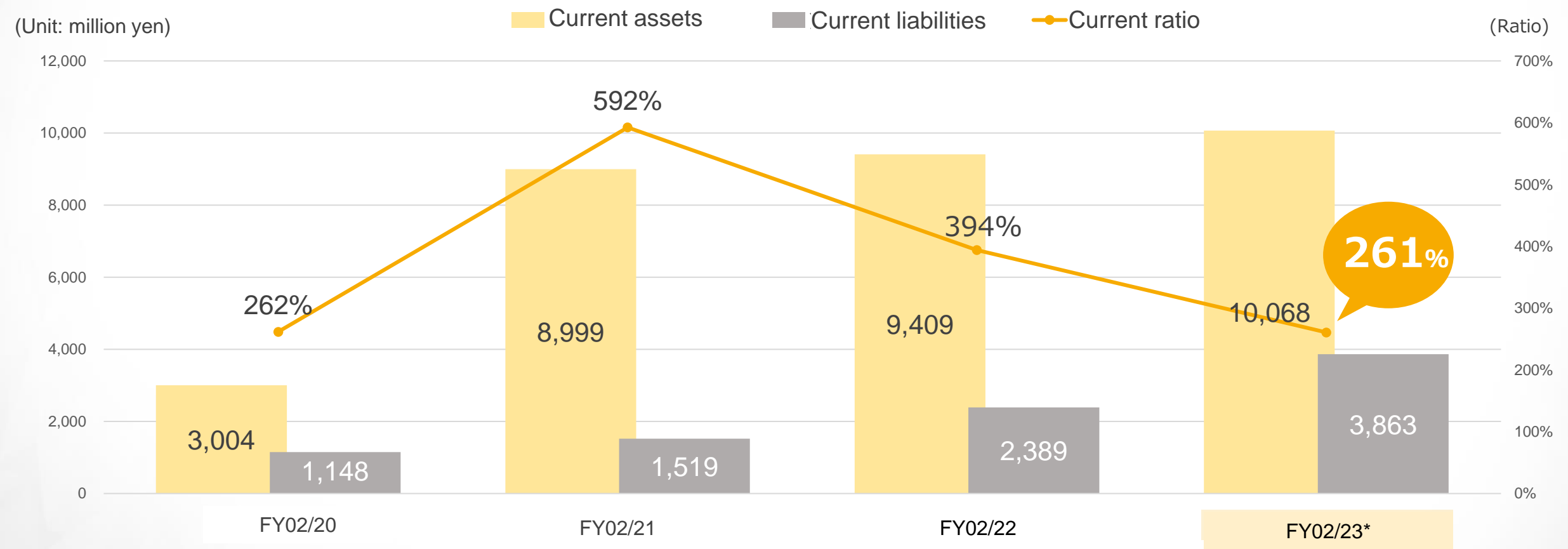
Balance Sheet	FY02/22 Results (Consolidated)	Q2 FY 02/23 Results (Consolidated)	Change
Current assets	9,409	10,068	659
Fixed assets	2,263	3,786	1,523
Property, plant and equipment	63	71	7
Intangible assets	115	1,196	1,081
Investments and other assets	2,084	2,519	434
Total assets	11,673	13,855	2,182
Total liabilities	2,584	4,403	1,819
Current liabilities	2,389	3,863	1,473
Non-current liabilities	194	539	345
Total net assets	9,088	9,452	363
Total shareholders' equity	8,490	8,740	250
Accumulated other comprehensive income	544	689	144
Non controlling interest	53	21	△ 32
Total liabilities and net assets	11,673	13,855	2,182

(unit: million yen)

Financial Highlights

Current Ratio

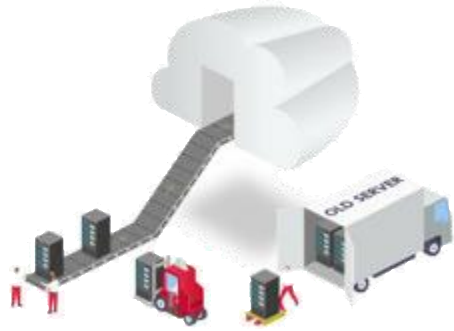
Good on-hand liquidity with a current ratio of 261



* The results for FY02/23 are for the period from March 2022 to August 2022.

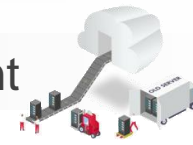
4. Q2 FY02/23 Financial Highlights

By Service



Financial Highlights

Net Sales by Product/Service Segment

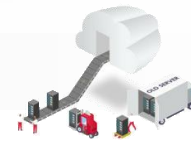


Performance rose year on year in all major product and service segments.

(Unit: million yen)	Q2 FY02/2022 Results (Non-consolidated)	Composition (%)	Q2 FY02/23 Results (Consolidated)	Composition (%)	% of the Previous Year
Cloud Integration	259	5.1%	321	4.5%	123.7%
Resale	4,281	84.1%	6,134	86.7%	143.3%
MSP/SRE (Managed Service Provider)	542	10.7%	617	8.7%	113.9%
Others	5	0.1%	0	0.0%	18.4%
Total	5,088	100.0%	7,075	100.0%	139.0%

Financial Highlights

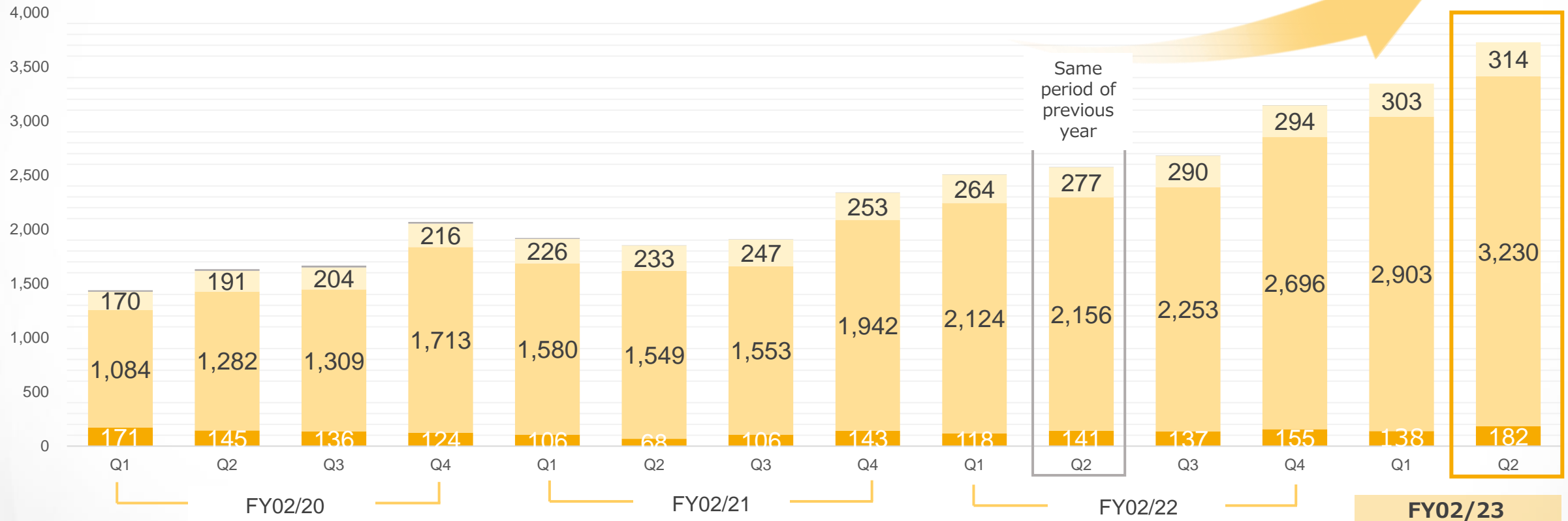
Net Sales by Product/Service Segment



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

(Unit: million yen)

■ Cloud integration
 ■ Resale (*)
 ■ MSP
 ■ Others

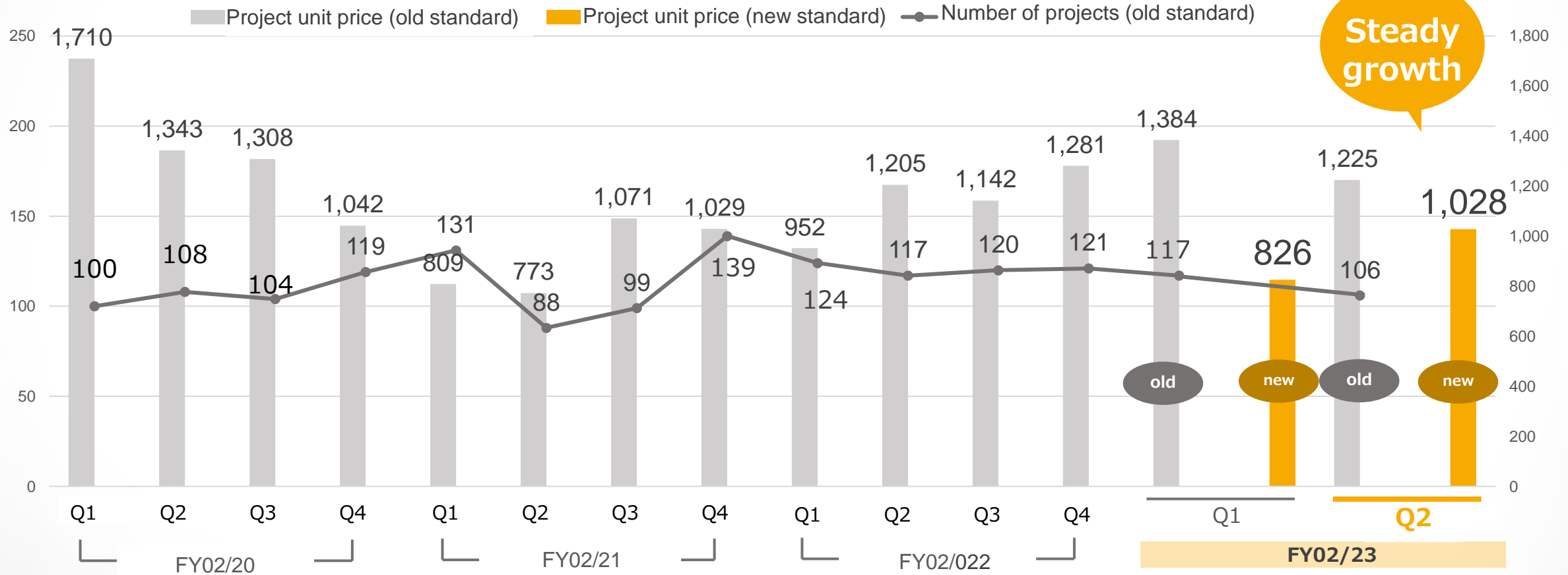
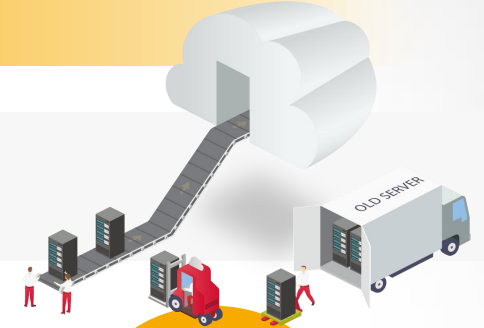


*Due to the nature of transactions, total amount of usage fees are recorded as net sales for Resale.

Financial Highlights ① Cloud Integration | Changes in Each Indicator

We applied the new revenue recognition standard from FY02/23.

Each indicator remained steady against the backdrop of continued strong demand.



Steady growth

Note: In accordance with the application of the new revenue recognition standard, from FY02/23 we have changed the method of recognizing revenue based on the degree of completion of performance obligations.

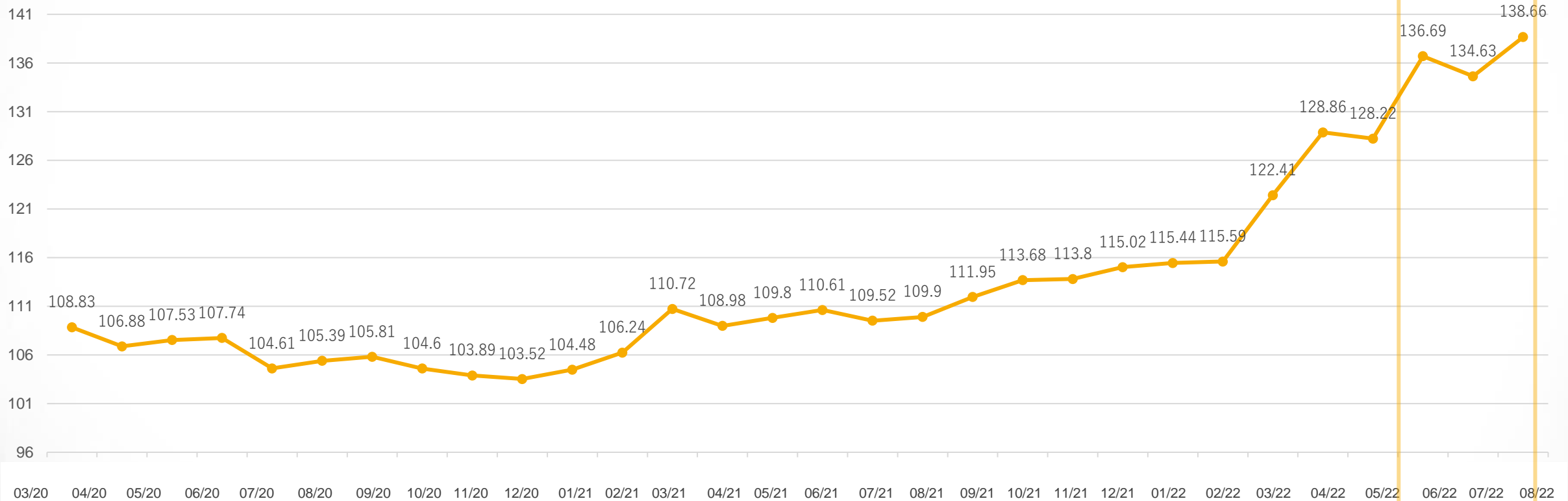
Financial Highlights ② Resale | Exchange Rates

Continued yen depreciation 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.



(Unit: Yen)



Q2

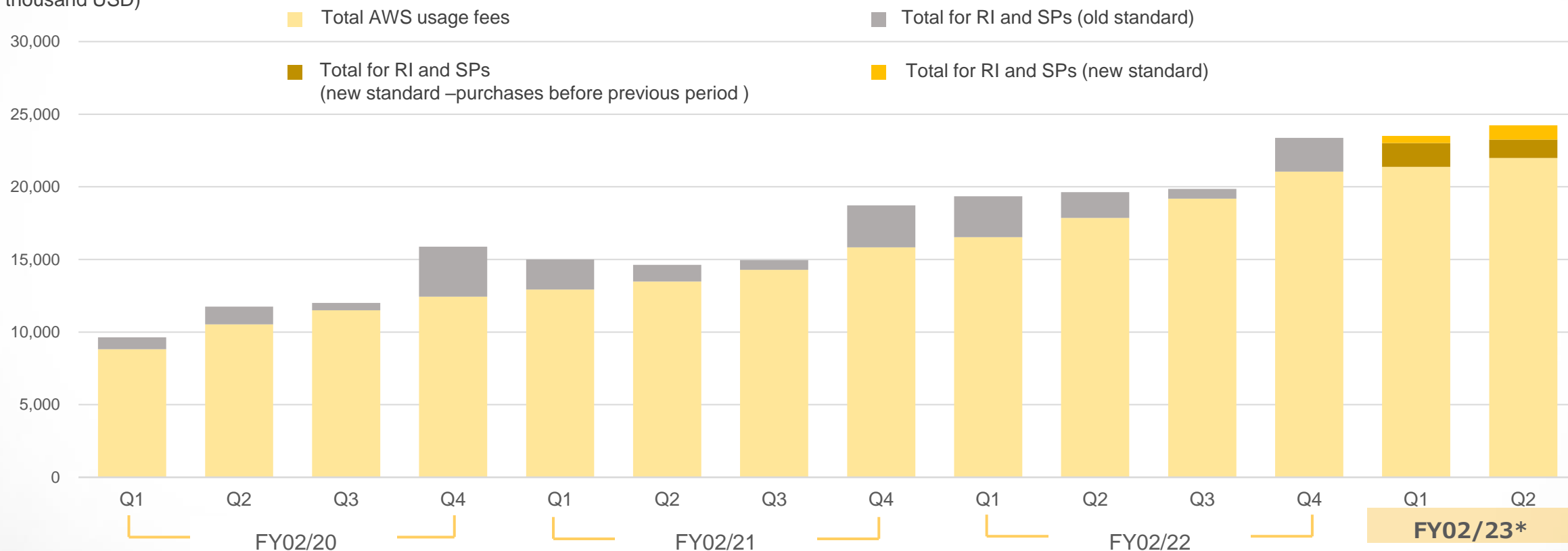
Financial Highlights 2 Resale | Reserved Instance/Saving Plans



Due to progress with AWS adoption and customer usage, we **maintained steady organic growth.**

*Reserved Instances (RIs) and Saving Plans (SPs) had a certain amount of purchases, as in previous years. We applied the new revenue recognition standard from FY02/23, and revenue will be recognized over the “discounted period.”

(Unit: thousand USD)



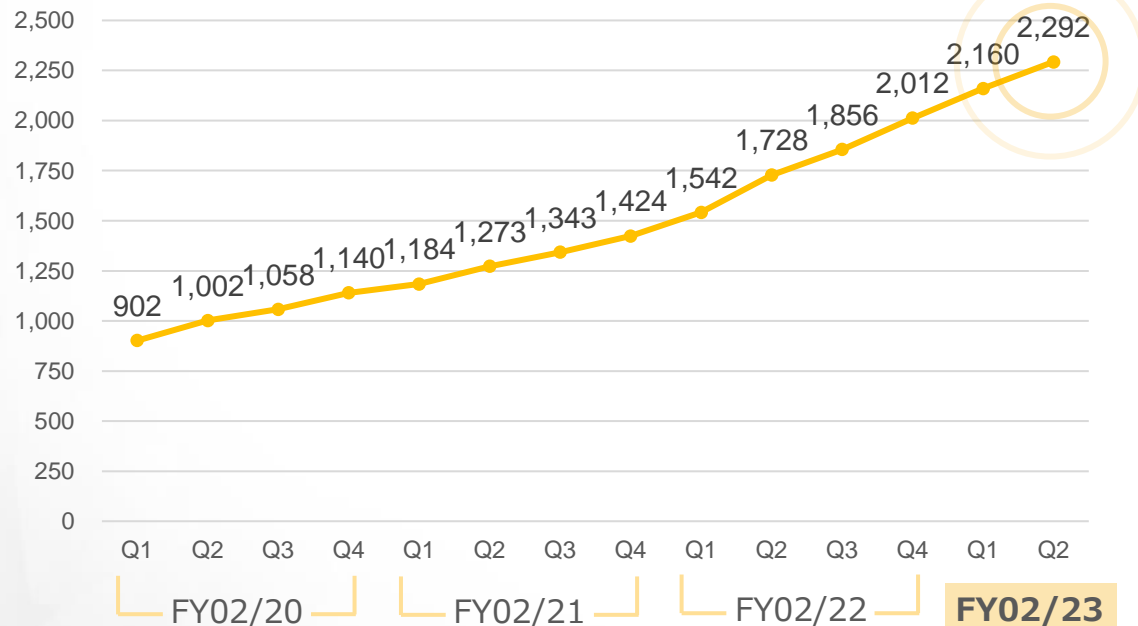
*RI and SPs are AWS services under which substantial discounts are offered to customers who pay a fixed reservation fee and commit to AWS usage for a certain period.
 *For RI and SPs, we had recognized revenue at the time of purchase until FY02/2022, but changed the method to recognize revenue over the applicable period in FY02/23.



Steady increase in both number of accounts and ARPU

Number of AWS accounts
Number of accounts over the past three years

(Unit: # of account)

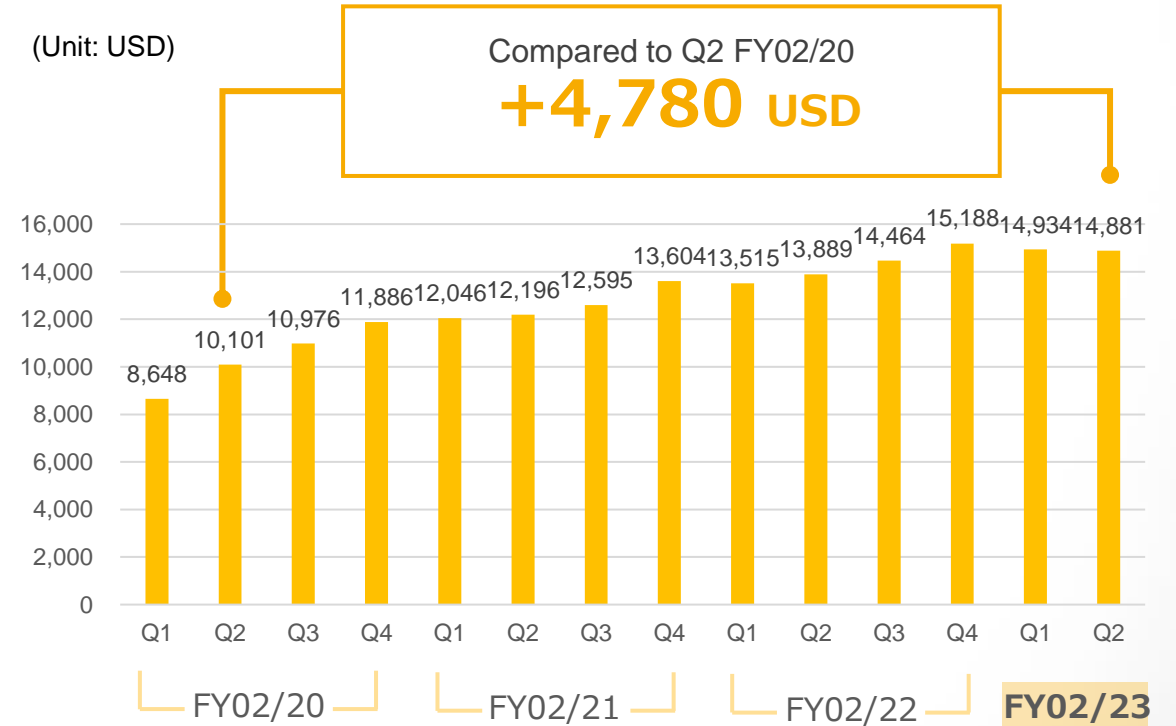


ARPU* (%)

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

* Excluding Reserved Instances and Savings Plans

(Unit: USD)

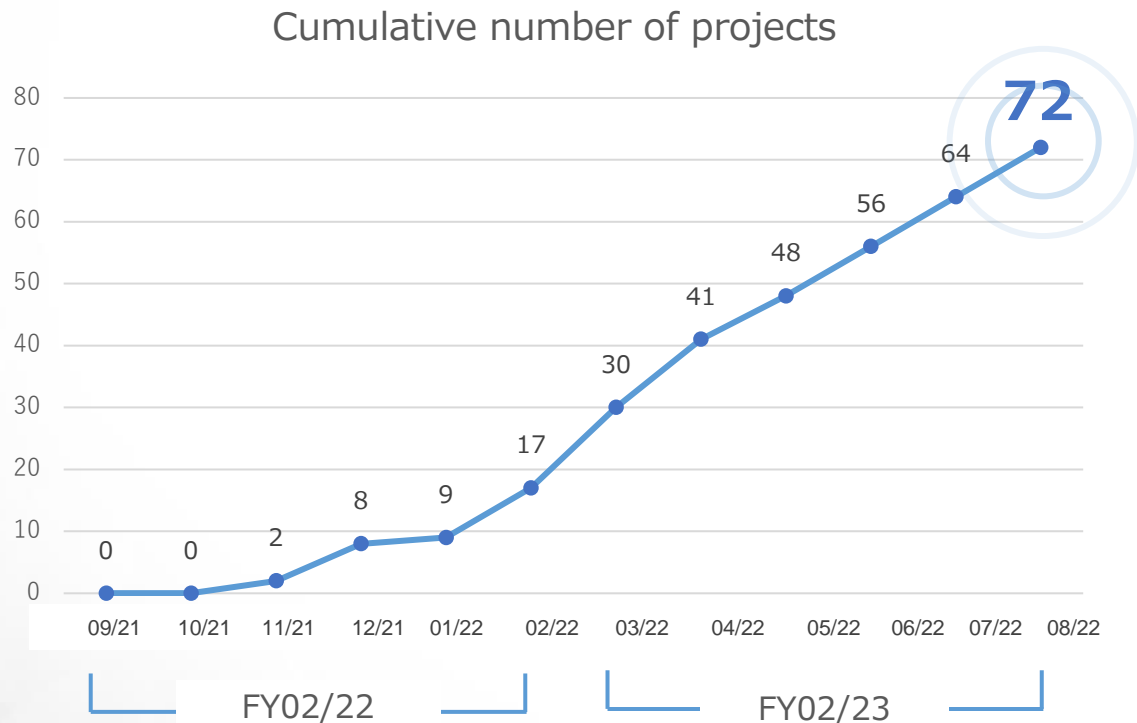




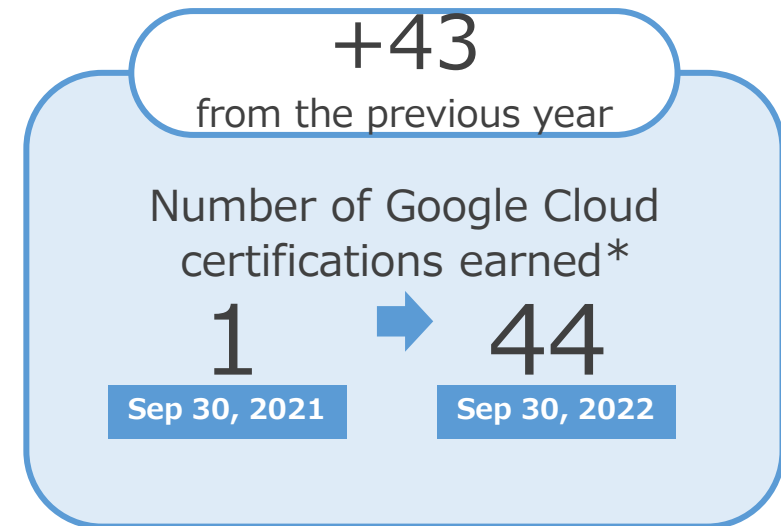
From the start of operations in 2021

Steady increase in the number of projects, mainly for resale
Steady hiring, and a rapid increase in the number of qualified engineers

Number of G-gen projects
Number of projects from the start of operations



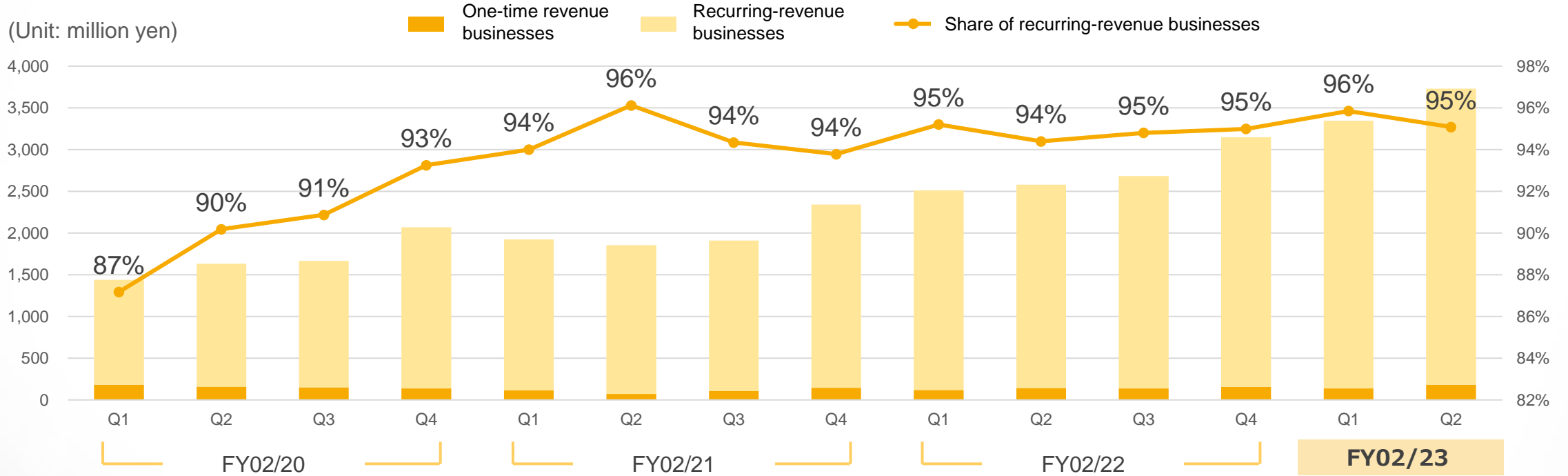
Number of Google Cloud Qualified Employees
Number of Google Cloud certifications obtained, including Professional Cloud Architect



*the cumulative number

Financial Highlights

Percentage of Recurring Business



Note: 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.

Solid Track Record

Our track record spans 14,200 projects for more than 1050 companies,
mainly large companies. (as of August 31, 2022)

Listed
Companies



Major Companies and
Listed Company
Groups



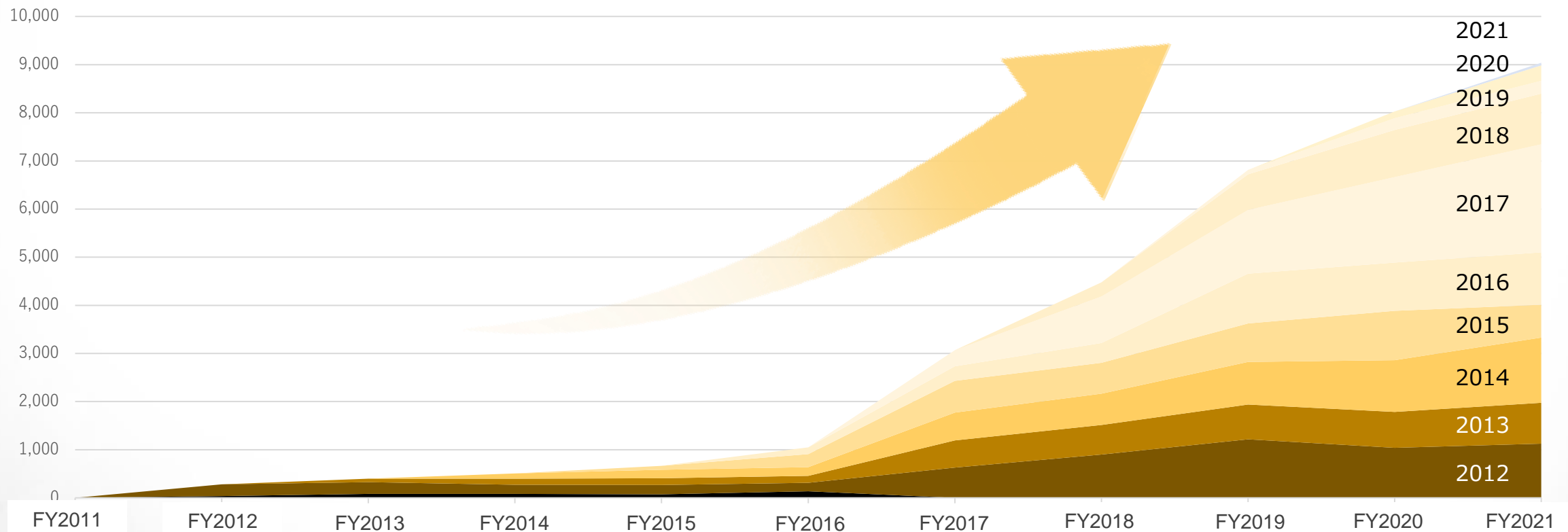
Customer Lifetime Value (LTV)

Customers who have contracted with us

increase their total purchase amount each year.

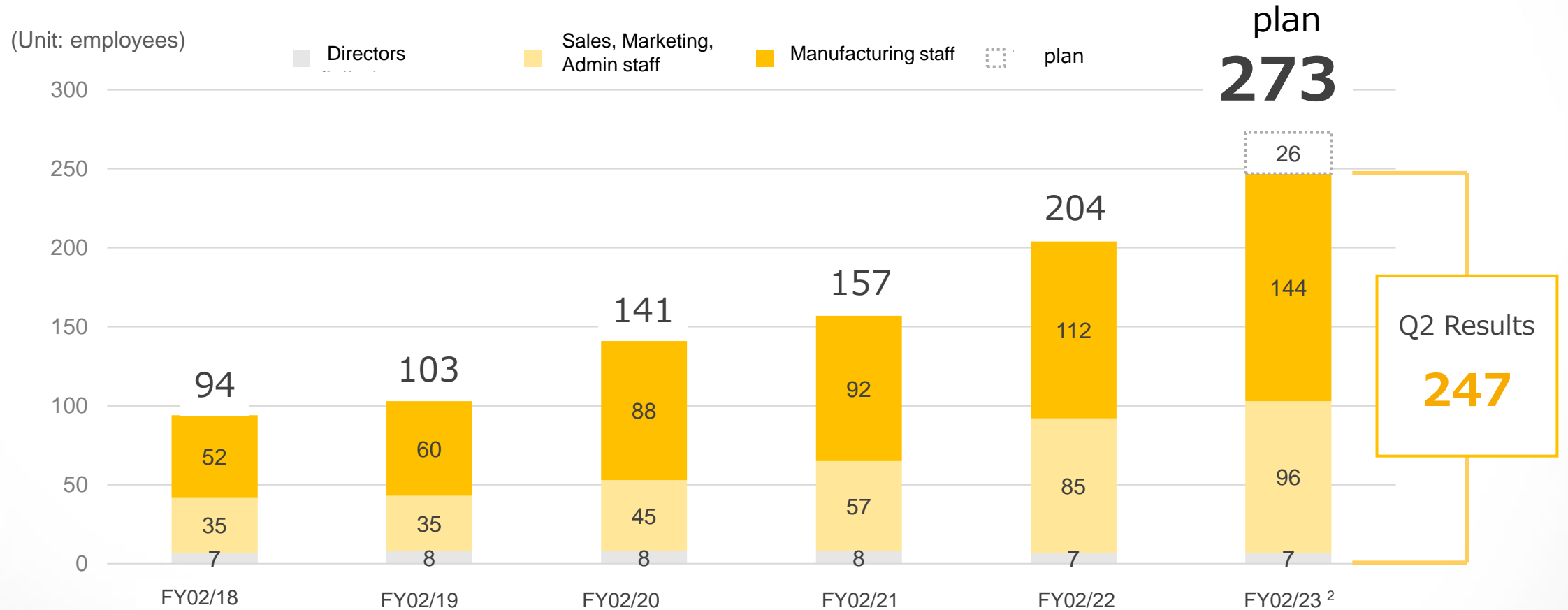
Cloud Integration, Resale, and MSP combined

(Unit: million yen)



Number of Group Employees ¹

We are strengthening our active recruitment of highly skilled human resources, especially for cloud engineers.



1. The number of employees includes the number of temporary (part-time) employees.

2. Eleven new graduates are counted in our sales and administration department in Q1 FY02/23. Figures for FY02/23 are for the period from March 2022 to August 2022.

Promoting AWS Certifications for Engineers

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

Over 600 AWS certifications

Number of all employees
(Serverworks)

192 → 205

End of Feb 2022

End of Aug 2022

Percentage of engineers

57.3% → 60.9%

End of Feb 2022

End of Aug 2022

+63 in half a year

Number of AWS certifications
earned *

609 → 672

End of Feb 2022

End of Aug 2022

*the cumulative number

aws  certified

AWS PARTNER NETWORK

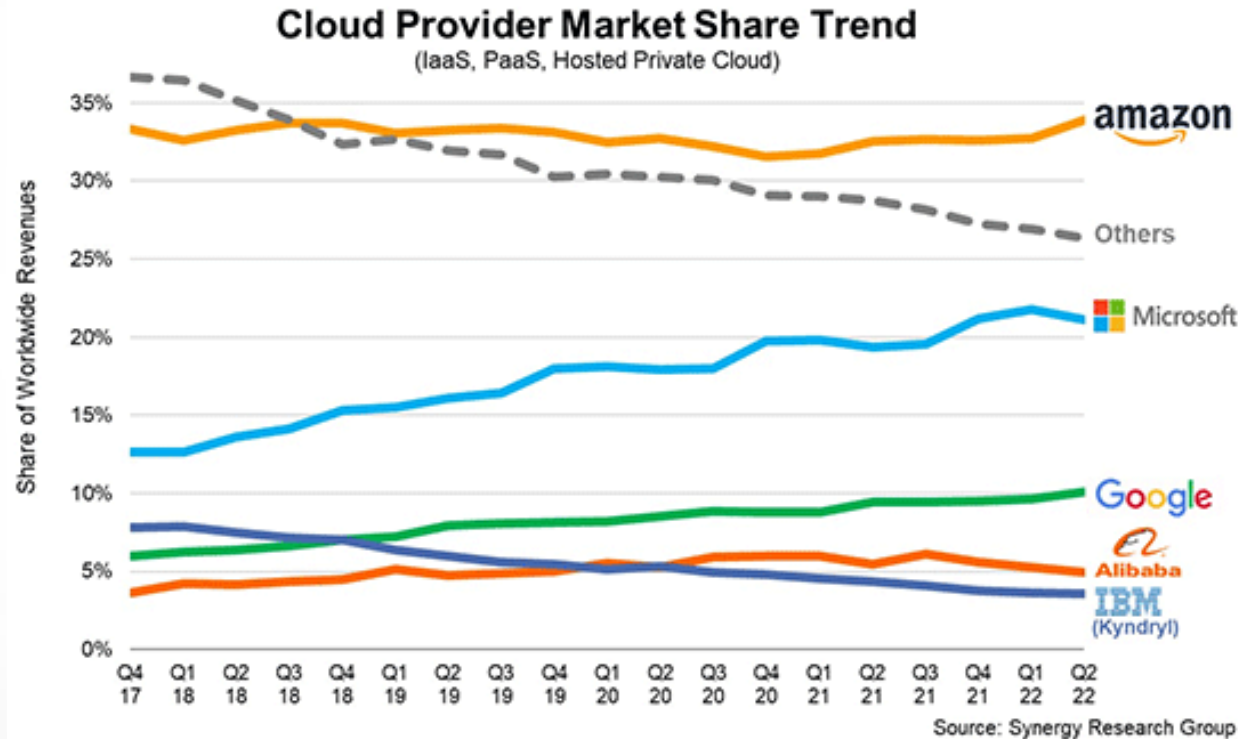
Increase in the Number of AWS Certifications in a Greater difficulty Level

Due to an increase in the number of employees obtaining AWS certifications at higher levels of difficulty, **engineers can work in more specialized fields.**

	End of Feb 2022	End of Aug 2022	Comparison	Qualification Level Description
Fundamental	78	96	123%	Six months of fundamental AWS cloud and industry knowledge
Associate	250	269	108%	One year of experience solving problems and implementing solutions using the AWS cloud
Professional	112	123	110%	Two years of experience designing, operating, and troubleshooting solutions using the AWS Cloud
Expertise	169	184	109%	Technical AWS Cloud experience in the Specialty domain as specified in the exam guide

Market Environment

In the global cloud infrastructure services market in Q2 2022, **AWS controlled 34% of the total market, followed by Microsoft with 21% and Google Cloud with 10%.**

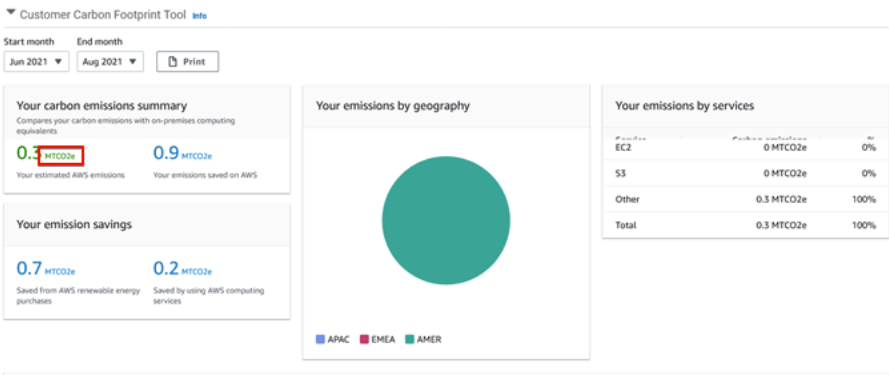
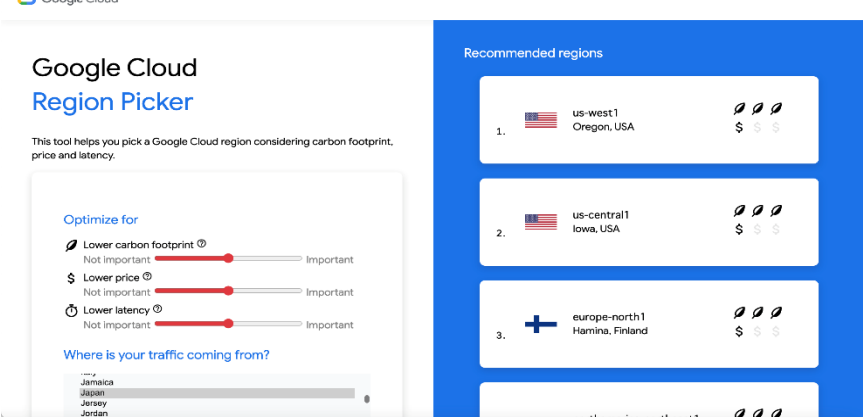


A graph published by Synergy Research Group shows the share of cloud infrastructure in Q2 2022, the share of AWS is in first place with 34%, Microsoft Azure in second place with 21%, and Google Cloud in the third place with 10%.

Source: https://www.publickey1.jp/blog/22/202221aws2azure3google_cloud3.html



Reference: Carbon Emissions Measurement Tool for Each Cloud Service

Cloud Service	AWS	Google Cloud
Tool	AWS Customer Carbon Footprint Tool	Google Cloud Region Picker
Feature	<p>To meet sustainability goals, measure estimated carbon emissions from the use of AWS services.</p> <ol style="list-style-type: none">Using AWS reduces emissions, comparing to on-premise.CO2 emissions on a monthly, quarterly, and annual basis.Measure the projected change in annual CO2 emissions based on AWS usage within the account.  <p>The screenshot shows the AWS Customer Carbon Footprint Tool interface. It includes a 'Your carbon emissions summary' section with a table comparing on-premises emissions (0.3 MTCO2e) and AWS emissions (0.9 MTCO2e). Below this, it shows 'Your emission savings' from AWS renewable energy (0.7 MTCO2e) and AWS computing services (0.2 MTCO2e). A 'Your emissions by geography' pie chart shows 100% for AMER. A 'Your emissions by services' table lists EC2 (0 MTCO2e, 0%), S3 (0 MTCO2e, 0%), and Other (0.3 MTCO2e, 100%).</p>	<p>Google Cloud region can be selected taking variables like price, latency, and sustainability into account.</p> <ol style="list-style-type: none">Identify regions with particularly low carbon impact.Indicate the usage rate of carbon-free energy and the carbon intensity index of the power grid.  <p>The screenshot shows the Google Cloud Region Picker interface. It features a 'Recommended regions' list with three entries: 1. us-west1 Oregon, USA; 2. us-central1 Iowa, USA; 3. europe-north1 Hamina, Finland. Each entry includes a carbon footprint icon (three leaves) and a price icon (three dollar signs). The interface also includes sliders for 'Optimize for' (Lower carbon footprint, Lower price, Lower latency) and a dropdown for 'Where is your traffic coming from?'.</p>



Ryo Oishi, President & CEO

Mr. 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, Mr. Oishi became one of Japan's first "cloud evangelists," and he has continued to encourage Japan's use of cloud computing.



Takashi Hashiba, Senior VP

Mr. Hashiba graduated from the 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. Even 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.



Hiroyuki Oshio, Senior VP

Upon graduation from Kobe University, where he majored in economics, Mr. Oshio joined Marubeni Corporation. He engaged in planning and installation of internet-enabled systems. Then, he joined a software venture company and became SVP at an overseas subsidiary, as well as general manager of marketing. Upon joining our company in October 2013, he served as the head of business development and led the back office team. Mr. Oshio became senior VP in August 2014.



Mikiya Inoue

Full-time

After graduating from Keio University, where he majored in engineering, Mr. 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. Mr. Inoue 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

Ms. Tanaka joined Toyota Motor Corporation after graduating from Tokyo University, where she majored in law. She joined A.T. Kearney in 2003, taking part in a wide range of consulting projects for major companies, including company-wide strategies, business strategies, new business development, organizational restructuring, cost reduction, and due diligence. Currently, she has concurrent positions as director at CrowdWorks, Inc. and is an outside director on the Audit and Supervisory Committee at Spacemarket, Inc. Ms. Tanaka joined our company as outside director in May 2021.



Ichiro Terajima

Upon his graduation from Tokyo University, where he majored in engineering, Mr. Terajima joined Sekisui Chemical Co., Ltd. He also studied at MIT and established an in-company AI venture, experiencing a wide variety of business roles. He became general manager of the Information Systems Dept. and served as a chief of the information systems group. He joined TERRANET as a company representative. Mr. Terajima joined our company as outside director in November 2017.



Hikari Fujimoto

Ms. 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.

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