



Q2 FY03/23 Financial Summary

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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

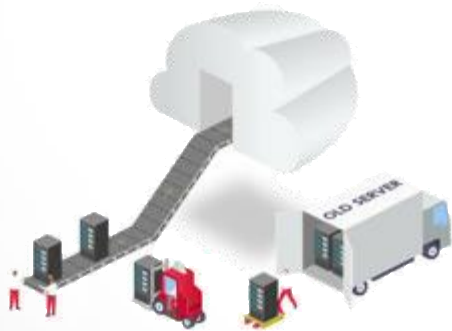
“This is a better place to work.”

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

2021: Established G-gen to develop Google Cloud business

2022: Acquired TOPGATE, which has strength in application development

Serverworks Group Established Comprehensive Support Structure for AWS and Google Cloud



Application Layer



Application Development

UI / UX

Consulting



Infrastructure Layer

Cloud Integration

Billing Services
Cloud Automator

System Operation and
Monitoring

Amazon Web Services, inc.



Cloud Integration

Billing Services

System Operation and
Monitoring

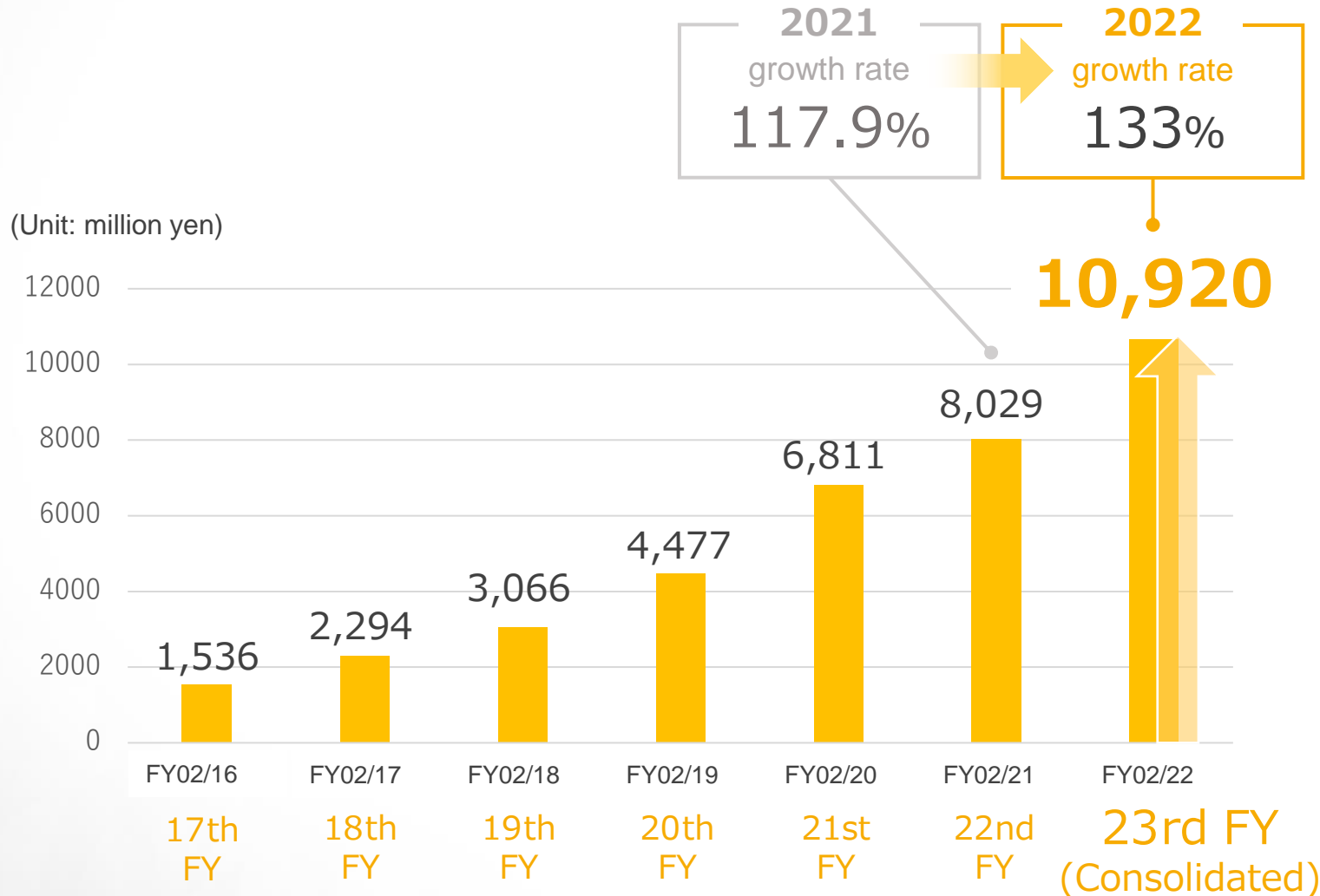
Google LLC



Company Overview

Net Sales over the Past Seven Years

Steadily increasing net sales and maintaining high growth rate, with the expanding cloud market and organizational expansion.



Ref. Consolidated Earnings Forecast for the 24th Fiscal Year (Revised on January 13, 2023)

Net sales

16.98 billion yen
(Previous announcement: 13.48 billion yen)

Ordinary income

550 million yen
(Previous announcement: 450 million yen)

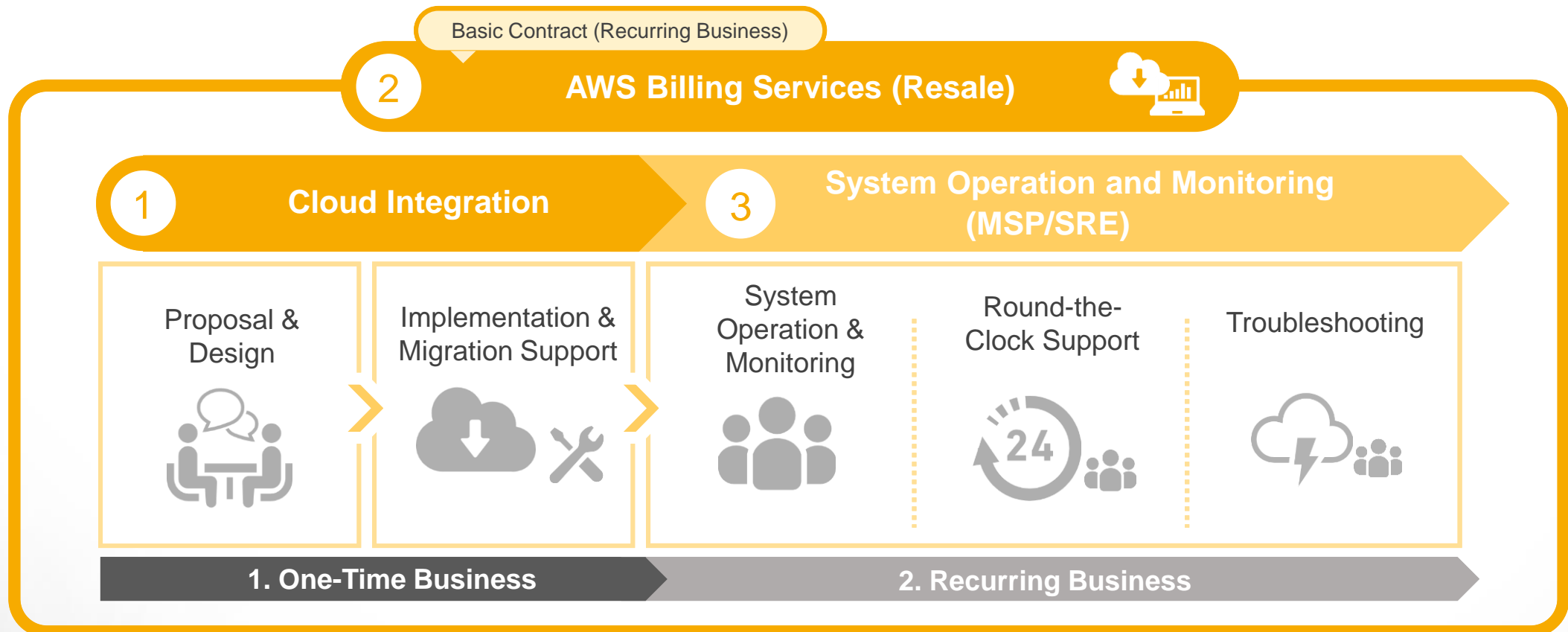
Company Overview

About Serverworks

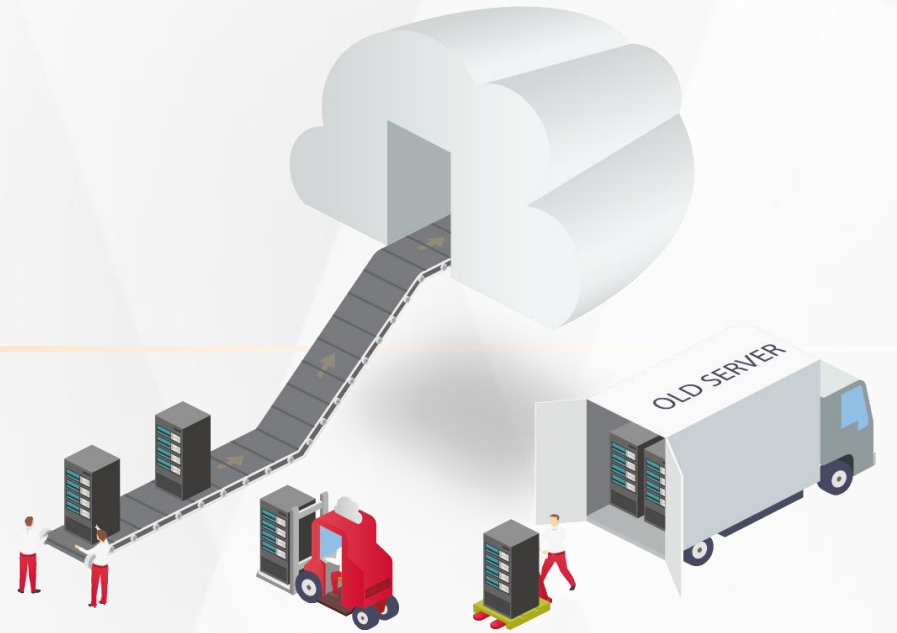
Founded	February 21, 2000
Capital	3,234,066,517 yen (as of November 30, 2022)
Number of Employees	230 (as of November 30, 2022)
Business Domain	Cloud integrator specializing in AWS
Management	<p>Ryo Oishi CEO</p> <p>Takashi Hashiba Senior Vice President</p> <p>Hiroyuki Oshio Senior Vice President</p> <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>Ichiro Terashima 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.</p> <p>NTT Communications Corporation</p> <p>NTT DATA Corporation</p>



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.

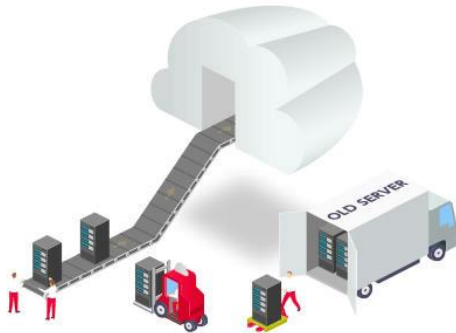


1 Cloud Integration



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.



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.



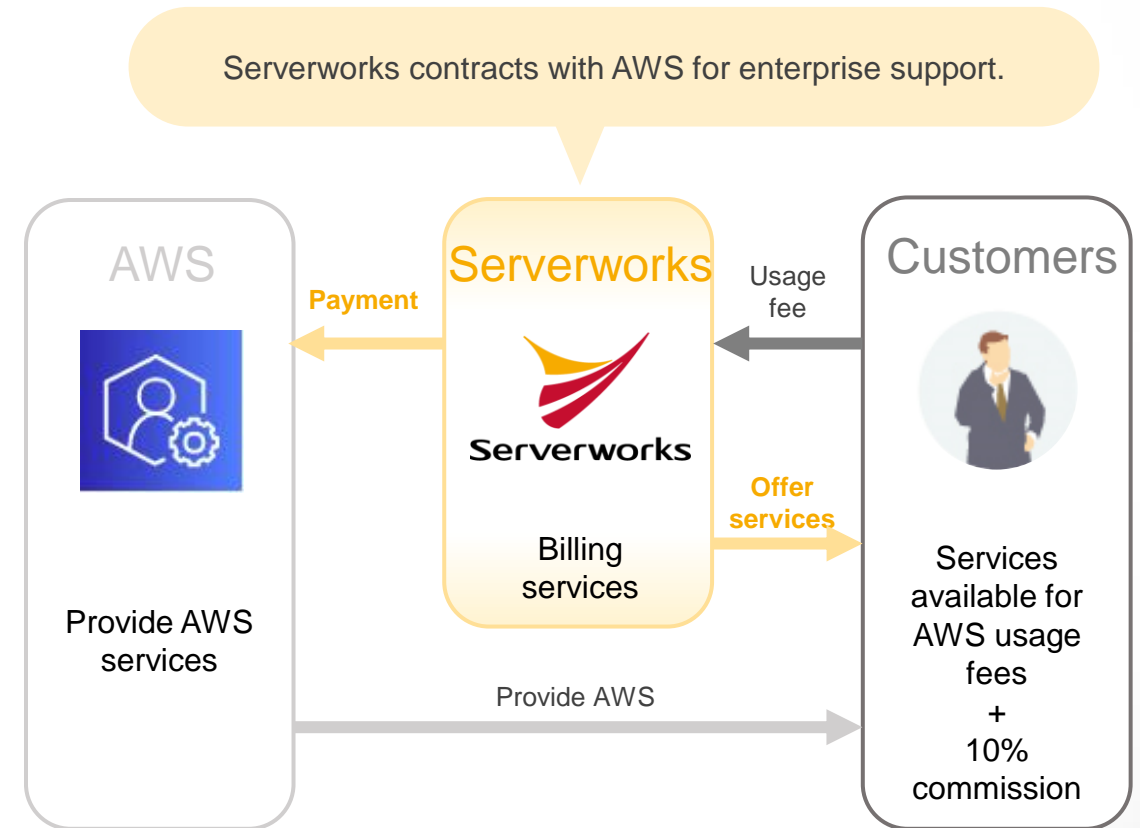
► About “AWS Advanced”

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.

The logo for DIP Corporation, consisting of the lowercase letters "dip" in a bold, black, sans-serif font.

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.

The logo for Kintetsu Real Estate Co., Ltd., featuring a blue circular icon with a white swirl and the Japanese text "近鉄不動産" in blue.

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

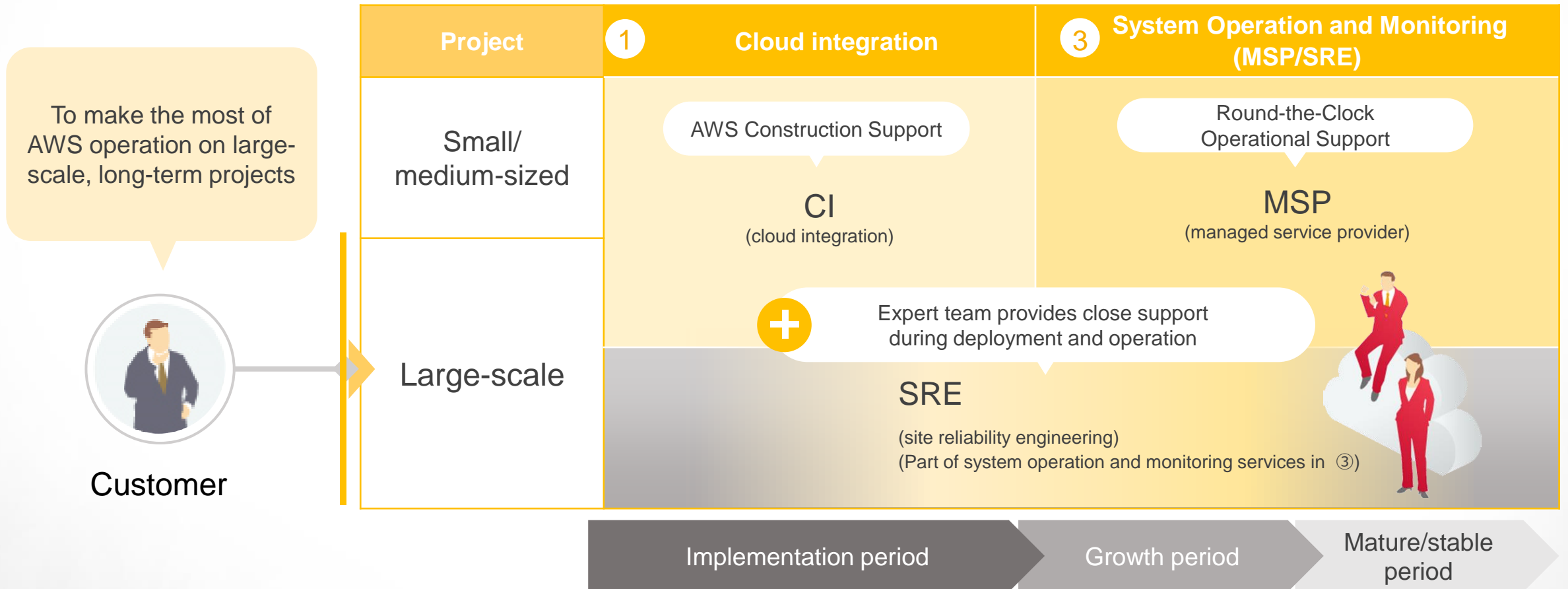
 AWS Technical Support

 AWS Operation Optimization Service

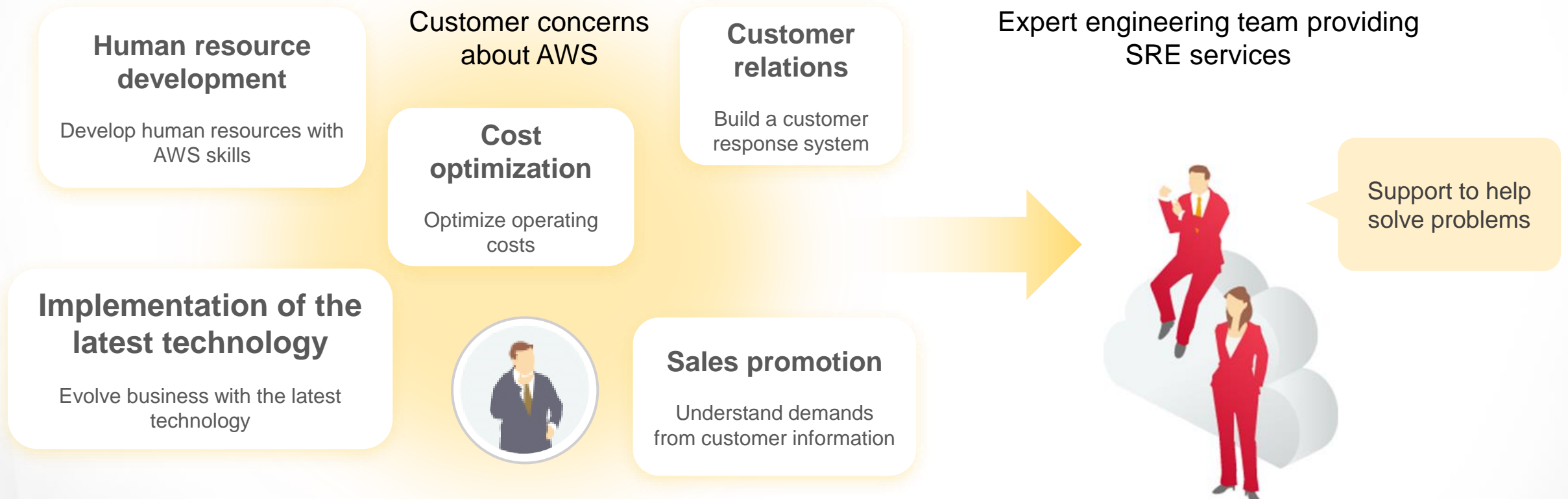
 Round-the-Clock AWS Operation Services

 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.

Q3 FY02/23 Financial Highlights

Companywide



FY02/23 Topics

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

TOPICS – 01

Established SX Innovation Partners Co.,Ltd.,
Subsidiary for Investment Purposes

2022.10.27



- Established on November 30, 2022.
- To respond to future market changes and achieve sustainable growth, we aim to invest in and M&A with business companies that possess technologies and services that will contribute to increasing the corporate value of our group.

TOPICS – 02

Satake and Fukushima of Serverworks
Recognized at **AWS Ambassador Awards 2022**

2022.11.28



- Satake was awarded in the "By Strength" category and Fukushima in the "Top Newcomers" category.
- The AWS Ambassador Program recognizes engineers from companies participating in the AWS Partner Network (APN) who have outstanding technical skills and are active in disseminating information outside the company (speaking at seminars, writing blogs, books, etc.).

FY02/23 Topics

Serverworks

TOPICS – 03

Shortened delivery time
by 3 months,
Reduce the operational load
on file servers and
realized cost reduction of 20%

Case Study:
Nagatanien Holdings Co.,Ltd.



- Nagatanien Holdings, which can trace its origins back to 1738 with the invention of manufacturing method of *sencha* (green tea), provides products indispensable to daily dining, such as *Ochazuke* and *Furikake*. The company had been using AWS since 2018 and began considering file servers as its next use. Where on-premise would have taken 3 to 4 months to deliver, AWS enabled the company to deploy a file server in one month.

TOPICS – 04

Product recommendation function implemented on **ordering website** improved purchasing experience to encounter new products
by approximately 2 times

Case Study:
Pal-system Consumers'
Co-operative Union

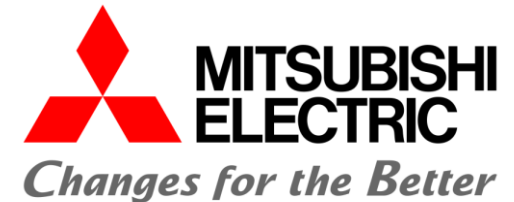


- Pal-system Consumers' Co-operative Union implemented Amazon Personalize for the product recommendation function on its ordering website with the aim of providing a better purchasing experience to its user members. Serverworks verified the implementation, connected it to the core system, and implemented it.

TOPICS – 05

Adopting agile methodologies and various AWS services to achieve **high quality** and **short lead time**
Solution Building

Case Study:
Mitsubishi Electric Corporation



- Mitsubishi Electric Corporation's Business Innovation Group selected AWS as the foundation for a wind data solution that utilizes its proprietary AI technology (Maisart®). The company asked Serverworks to support the development of a web application on AWS using agile methods. They are developing a wind condition data solution that can measure wind speed and direction above and ground-level in real time, aiming to provide the service after FY2023.

Q3 FY02/23 Financial Highlights

Financial Highlights

Forecast of Consolidated Financial Results for FY02/23 (Revised on January 13, 2023) *1

In addition to an improved order environment due to recovery from the impact of the new coronavirus infection, increase in customers' use of AWS, and the favorable impact of foreign exchange rates, business expansion through M&A, including the consolidation of TOPGATE as of June 30, 2022, was also successful.

As a result of the significant increase in net sales, all profits as operating profit, ordinary profit, and profit attributable to owners of the parent are expected to exceed the previously announced forecasts.

(Unit: million yen)	Previous forecast		Revised forecast		% of previous forecast
	Forecasts	Composition (%)	Forecasts	Composition (%)	
Net sales *2	13,485	100.0%	16,987	100.0%	126.0%
Gross profit	1,951	14.5%	2,335	13.7%	119.7%
Operating profit	429	3.2%	491	2.9%	114.6%
Ordinary profit	453	3.4%	558	3.3%	123.0%
Profit attributable to owners of parent	373	2.8%	433	2.5%	116.1%

1 On January 13, 2023, we revised the earnings forecast for FY02/23 announced on April 14, 2022 in the "Consolidated Financial Results for Year Ended February 28, 2022". For details, please refer to the "Notice of Revision of Full-Year Earnings Forecasts" released on January 13, 2023.

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 adopted an exchange rate of 130 yen to the dollar at the time of revision on January 13, 2023.

Financial Highlights

Financial Results for FY02/23: Consolidated

The favorable impact of foreign exchange rates (yen depreciation), improved order environment due to the recovery from the impact of the new coronavirus infection continues.

Sales increased significantly due to the growth of G-gen and the consolidation of TOPGATE, and exceeded the results of the previous fiscal year

Serverworks Consolidated

Net sales

11,961 million yen

153.9% YoY

Operating income

489 million yen

93.2% YoY

 **Serverworks**

(Non-consolidated)
Serverworks Co., Ltd.

Net sales:
11,281 million yen (145.1% YoY)

Operating income:
704 million yen (131.6% YoY)

 **Ggen**

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

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

Operating loss:
-165 million yen (YoY: -%)

 **TOPGATE**

(Consolidated subsidiary)
TOPGATE Inc.

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

Operating loss:
-21 million yen (YoY: -%)

 **Sky365**

(Equity-method affiliate)
Sky365 Inc.

We recorded 7.6 million yen in equity
in earnings of affiliates.

Financial Highlights

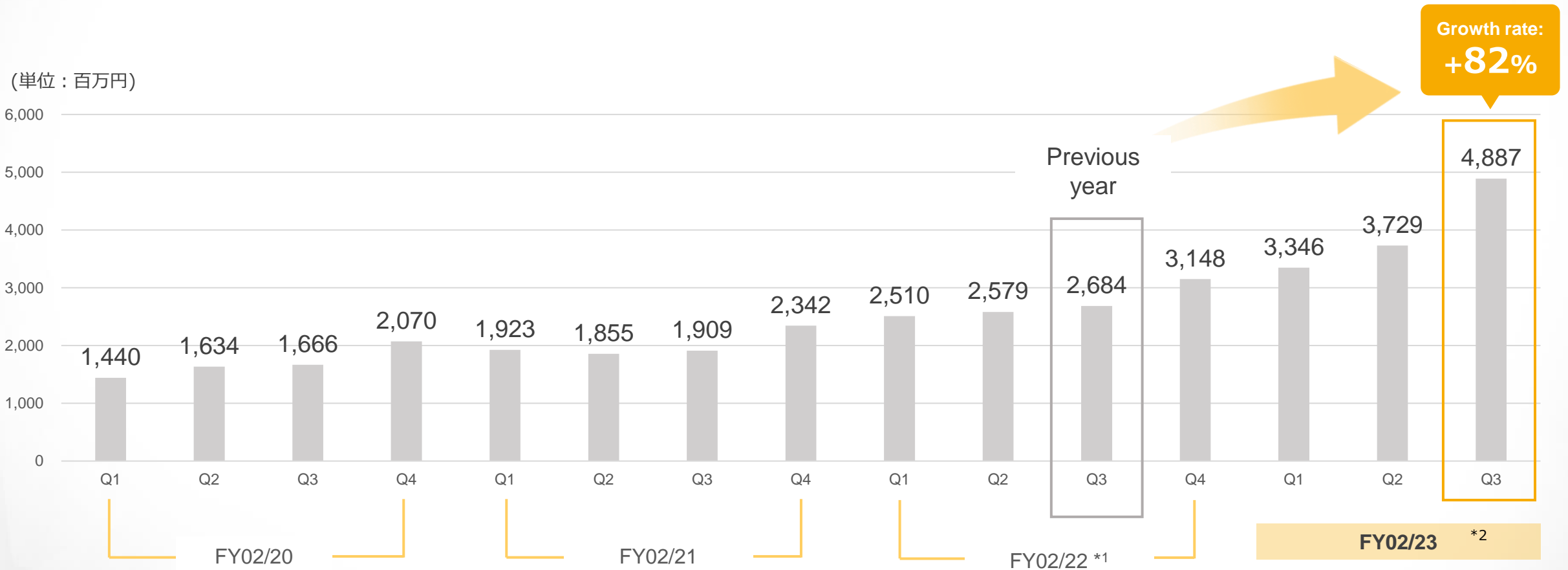
Q3 FY02/23 Results: Consolidated, YoY

(Unit: million yen)	FY02/22		FY02/23			
	Q3 Results (Consolidated)	Composition (%)	Q3 Results (Non-consolidated)	Q3 Results (Consolidated)	Composition (%)	% of the Previous Year
Net sales	7,772	100.0%	11,281	11,961	100.0%	153.9%
Gross profit	1,300	16.7%	1,594	1,696	14.2%	130.5%
Operating profit	525	6.8%	704	489	4.1%	93.2%
Ordinary profit	549	7.1%	774	565	4.7%	103.0%
Profit	377	4.9%	559	349	2.9%	92.8%
Profit attributable to owners of parent	383	4.9%	-	433	3.6%	113.0%
EBITDA	574		750	570		

Financial Highlights

Net Sales

In addition to the favorable impact of yen depreciation on Resale, steady growth of G-gen and the start of consolidation of Topgate contributed **very high growth rate of +82% YoY.**

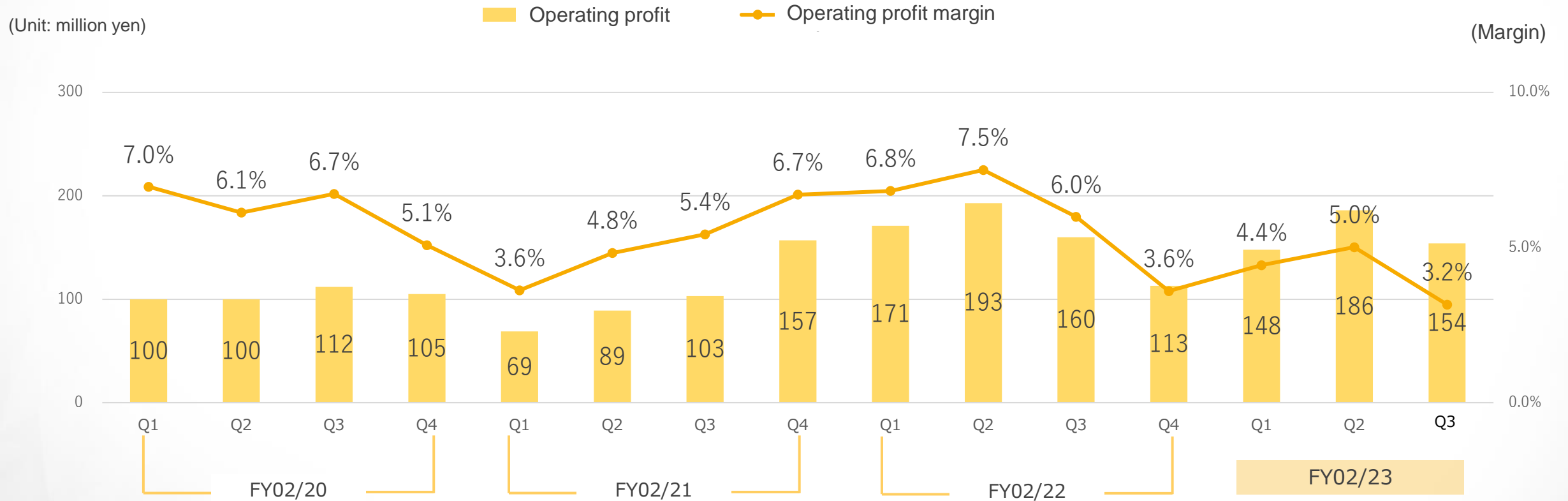


1 Sales through Q1 FY02/22 are on a non-consolidated basis.
 2 P/L of TOPGATE Inc. has been consolidated from Q3 FY02/23.

Financial Highlights

Operating Profit, Operating Profit Margin

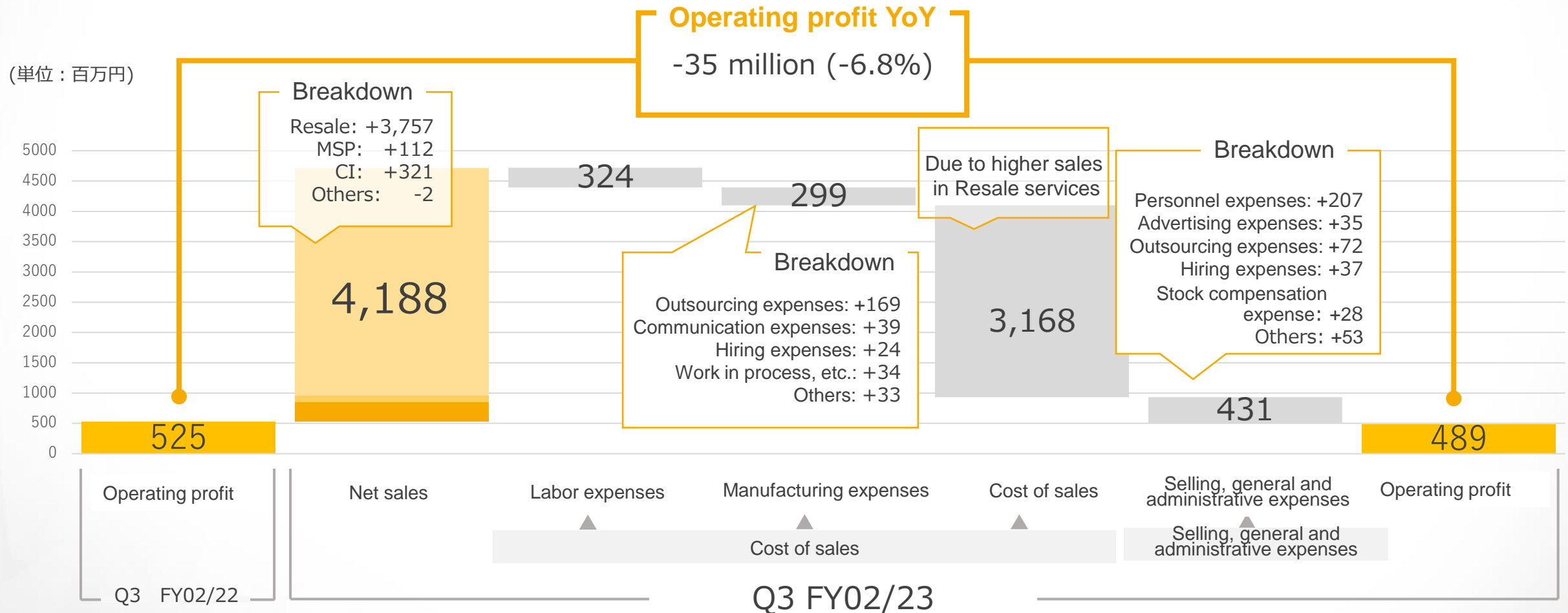
The downtrend in operating profit margin is due to the impact of **cost investments that will contribute to future growth** such as strengthening recruitment in response to the improved order environment. **We will continue our aggressive investment policy.**



Financial Highlights

Analysis of Factors Affecting Operating Profit YoY

Operating income down 6.8% YoY due to higher labor/personnel costs and outsourcing expenses, etc., which are cost related to continuously strengthening the structure to prepare for a strong order environment for Serverworks, G-gen, and Topgate.



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.

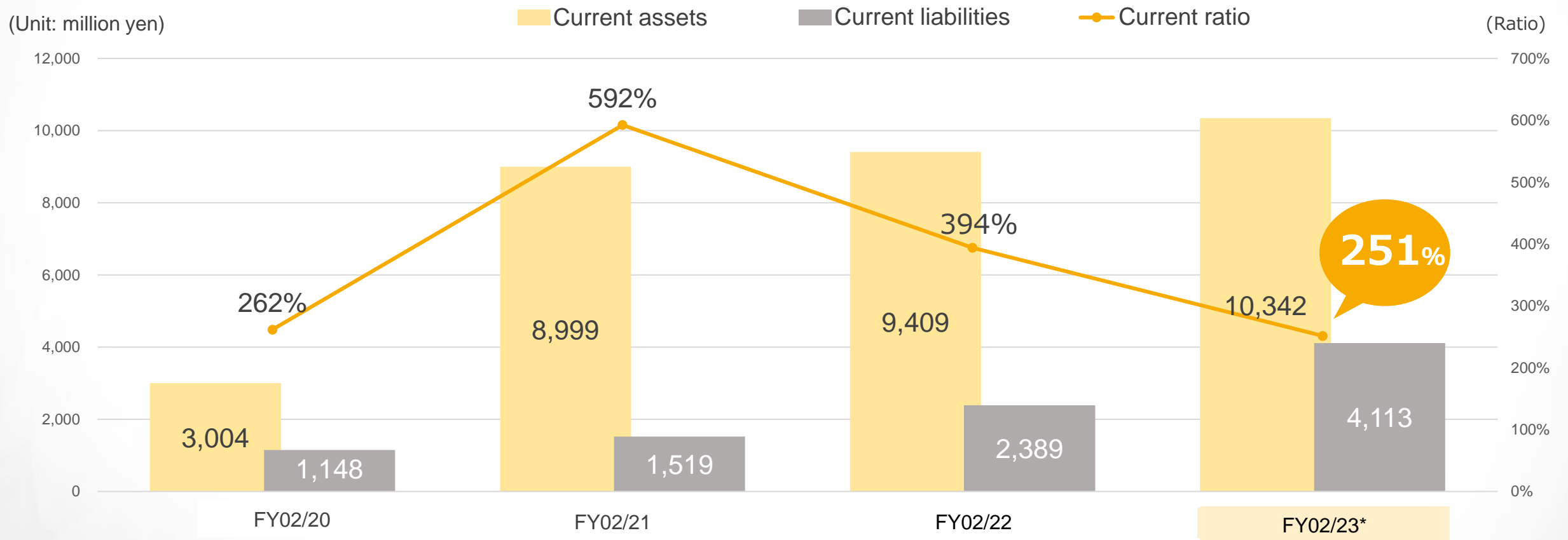
Balance Sheet	FY02/22 Results (Consolidated)	Q3 FY 02/23 Results (Consolidated)	Change
Current assets	9,409	10,342	932
Fixed assets	2,263	4,444	2,181
Property, plant and equipment	63	63	0
Intangible assets	115	1,188	1,072
Investments and other assets	2,084	3,192	1,108
Total assets	11,673	14,786	3,113
Total liabilities	2,584	4,795	2,210
Current liabilities	2,389	4,113	1,723
Non-current liabilities	194	681	487
Total net assets	9,088	9,991	902
Total shareholders' equity	8,490	8,908	418
Accumulated other comprehensive income	544	1,052	507
Non controlling interest	53	31	-22
Total liabilities and net assets	11,673	14,786	3,113

(unit: million yen)

Financial Highlights

Current Ratio

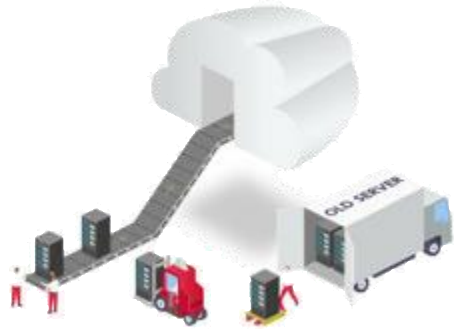
Good on-hand liquidity with a current ratio of 251.



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

4. Q3 FY02/23 Financial Highlights

By Service



Financial Highlights

Net Sales by Product/Service Segment

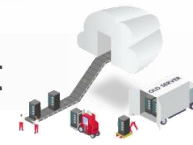


Performance rose year on year in all major product and service segments.

(Unit: million yen)	Q3 FY02/2022 Results (Consolidated)	Composition (%)	Q3 FY02/23 Results (Consolidated)	Composition (%)	% of the Previous Year
Cloud Integration	397	5.1%	719	6.0%	181.0%
Resale	6,535	84.1%	10,292	86.0%	157.5%
MSP/SRE (Managed Service Provider)	832	10.7%	945	7.9%	113.5%
Others	7	0.1%	4	0.0%	62.8%
Total	7,772	100.0%	11,961	100.0%	153.9%

Financial Highlights

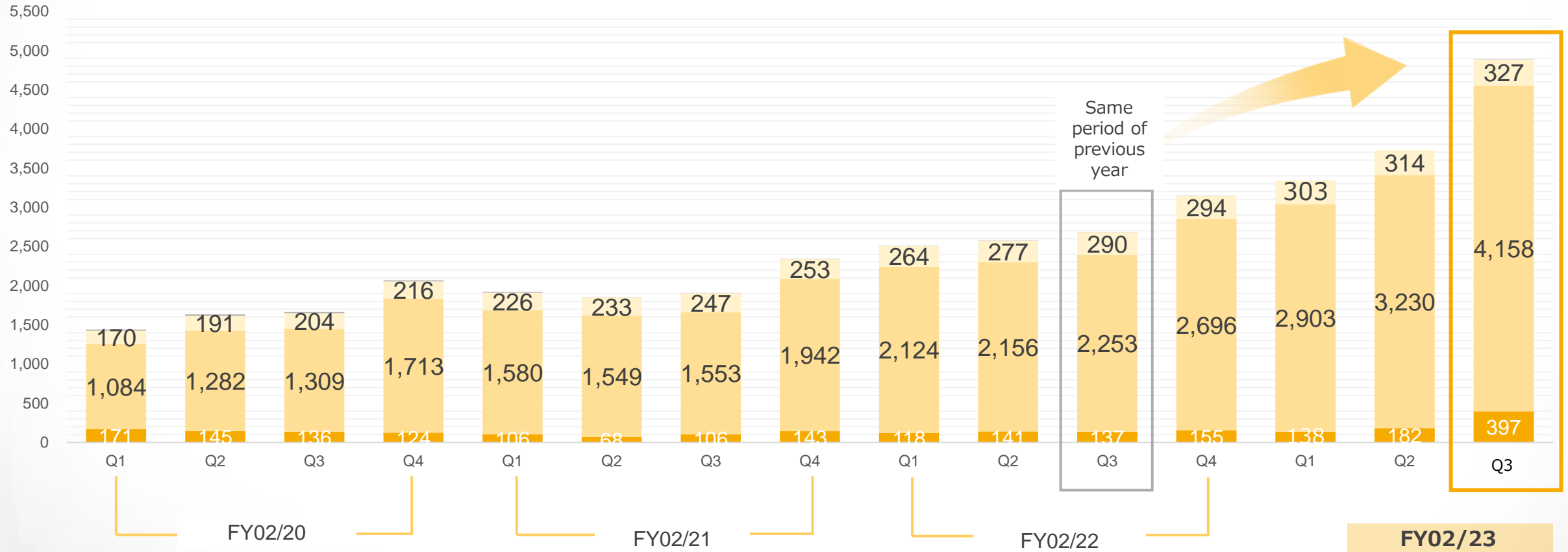
Net Sales by Product/Service Segment



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

(Unit: million yen)

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

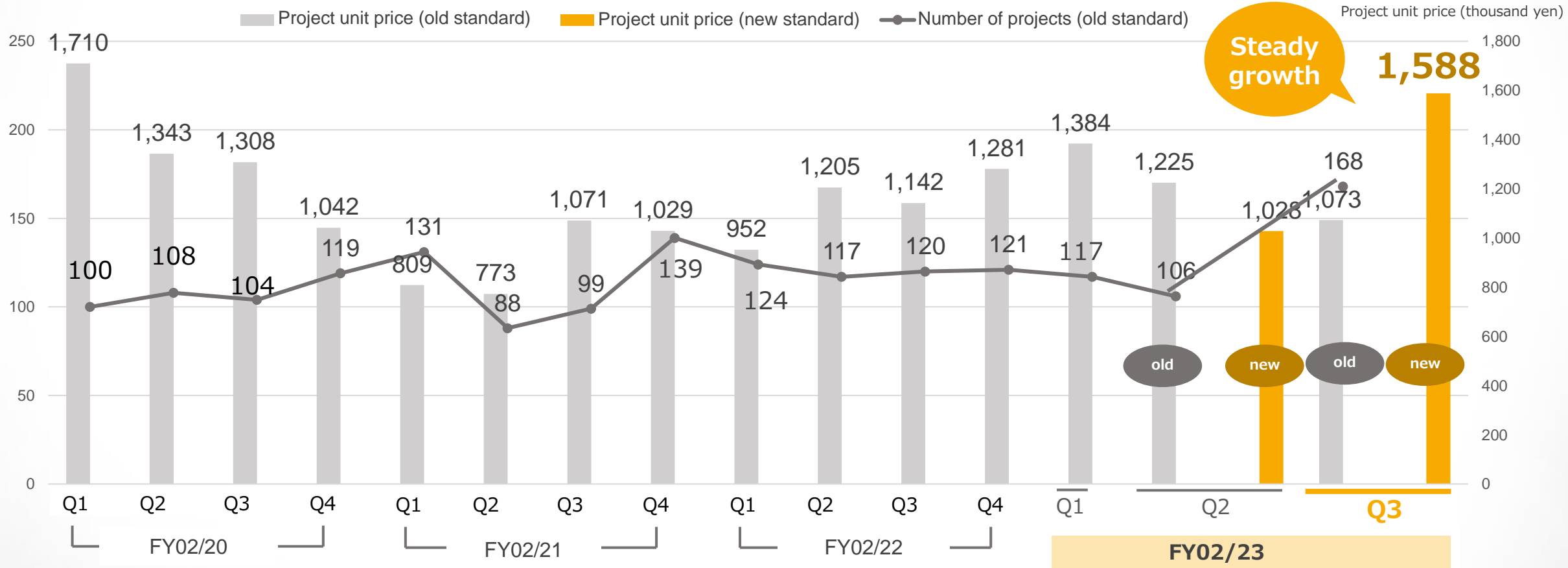
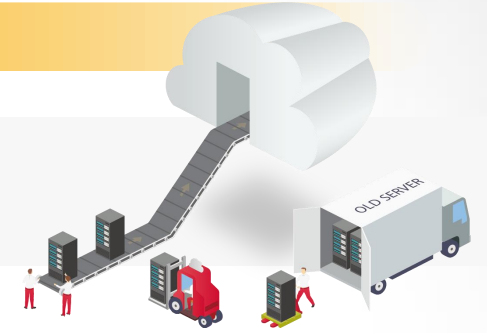


* For AWS Resale, total amount of usage fees are recorded as net sales, due to the nature of transactions.

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.



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.

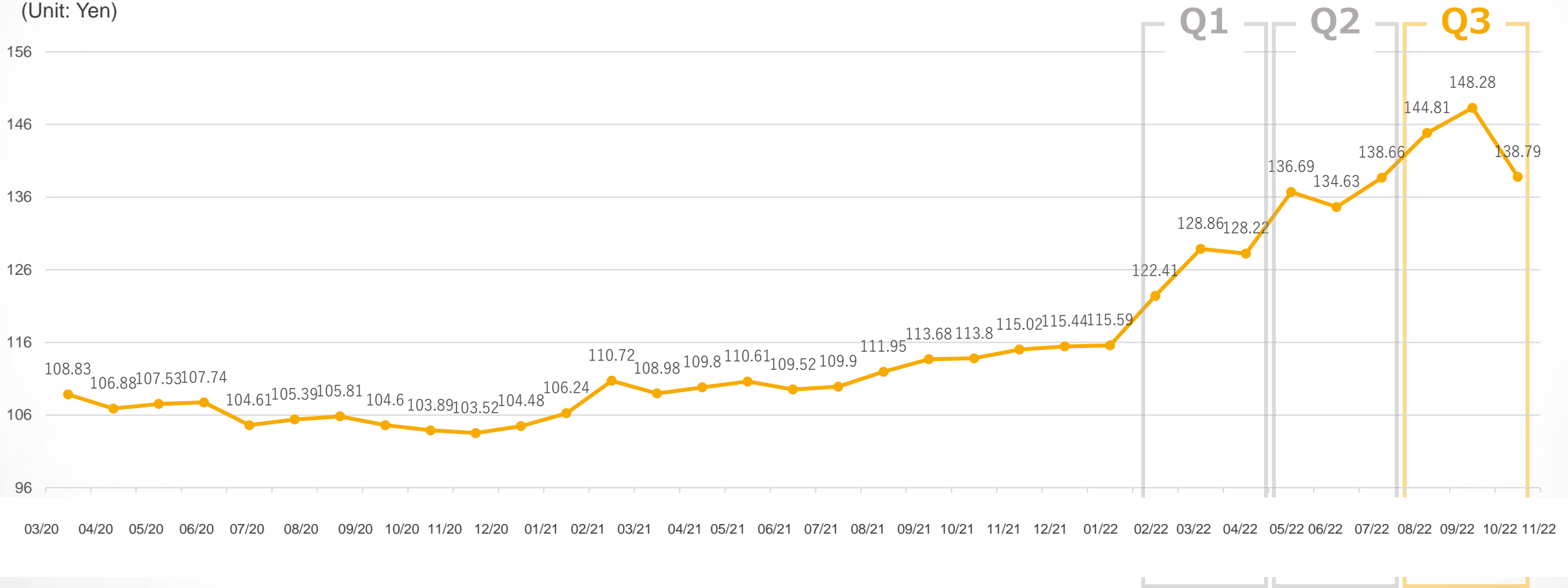
Financial Highlights ② Resale | Exchange Rates

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)

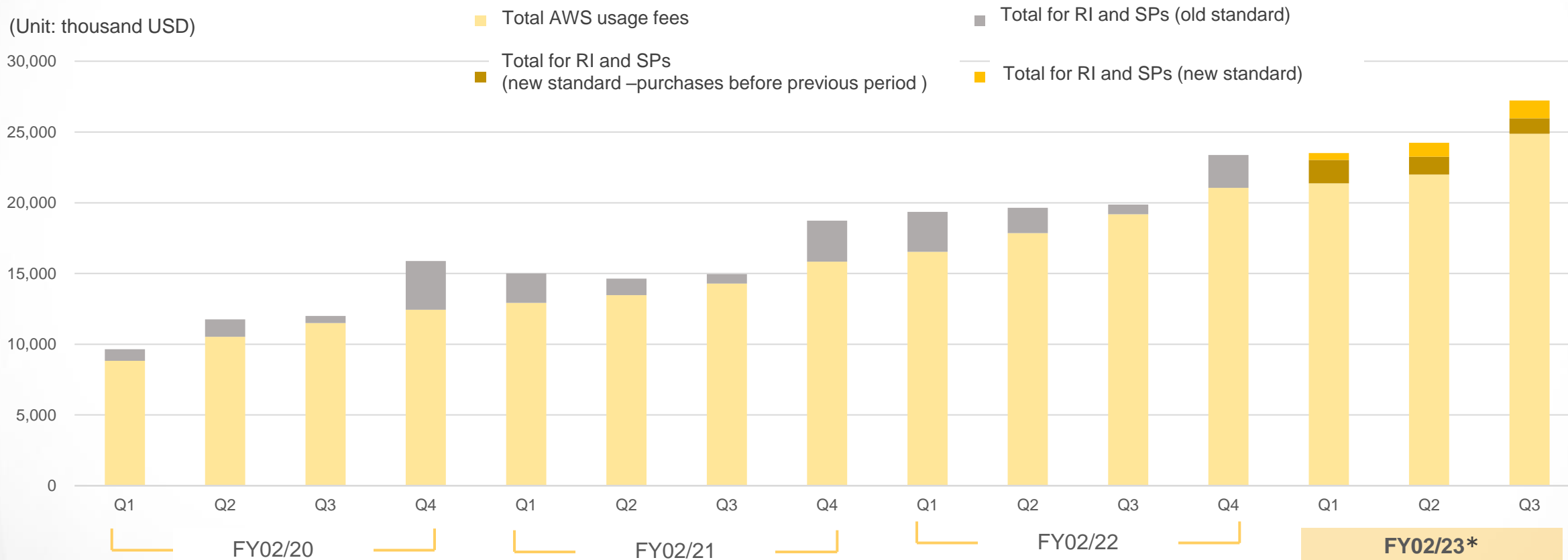


Note: foreign exchange quotations of Mizuho Bank, Ltd. (TTM) at the end of each month.

Financial Highlights ② Resale | Reserved Instance/Saving Plans



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



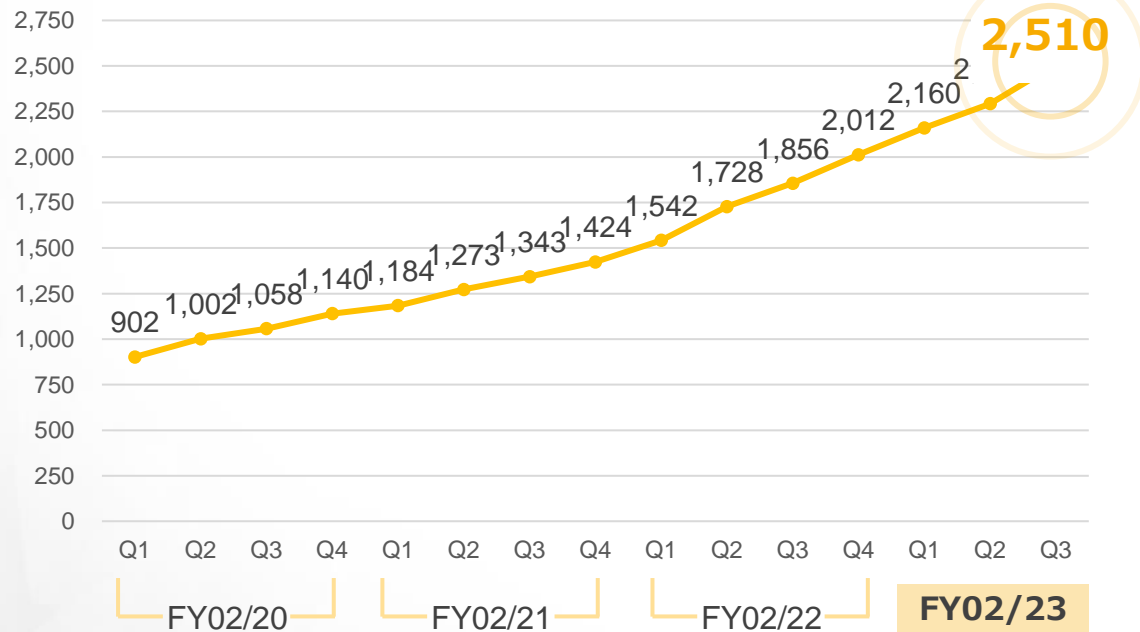
*RI and SPs are AWS services under which substantial discounts are offered to customers who pay a fixed reservation fee and commit to AWS usage for a certain period.
 *For RI and SPs, we had recognized revenue at the time of purchase until FY02/2022, but changed the method to recognize revenue over the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

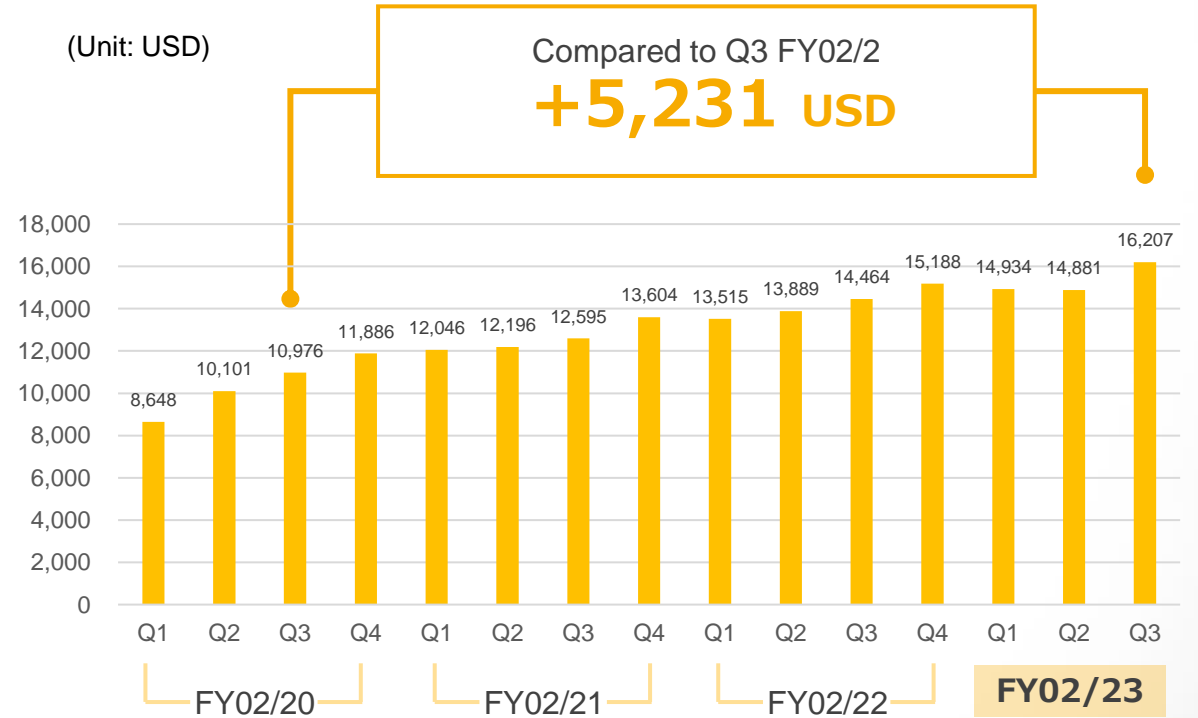


ARPU* (%)

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

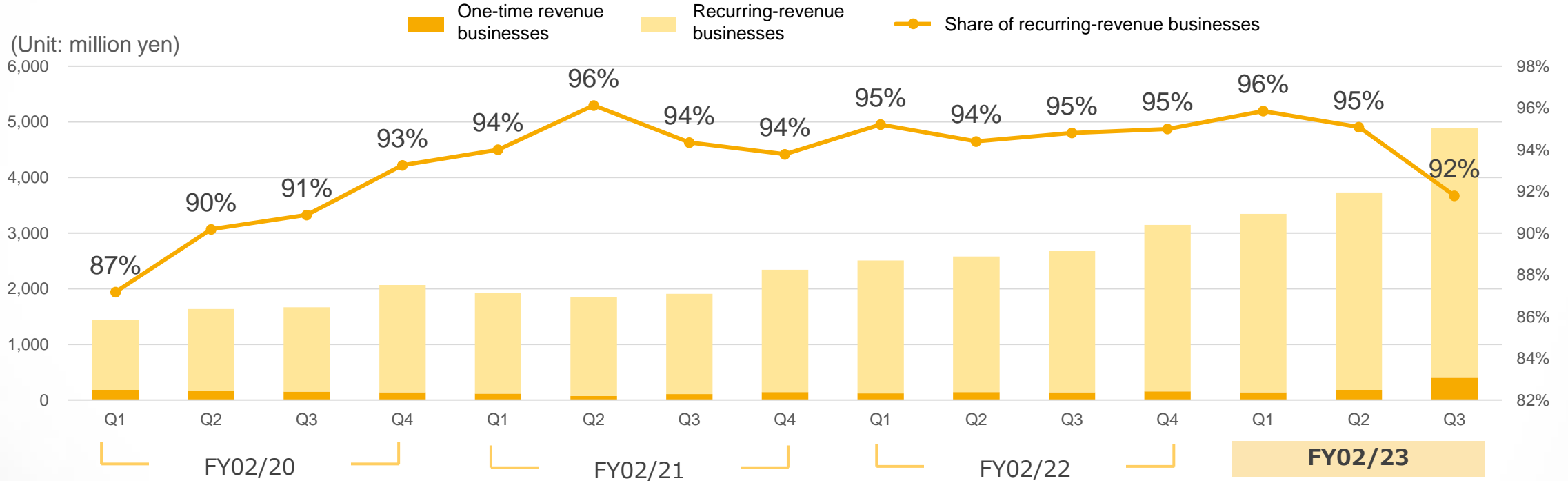
* Excluding Reserved Instances and Savings Plans

(Unit: USD)



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.

Our track record spans 15,200 projects for more than 1090 companies,
mainly large companies. (as of November 30, 2022)

Listed Companies



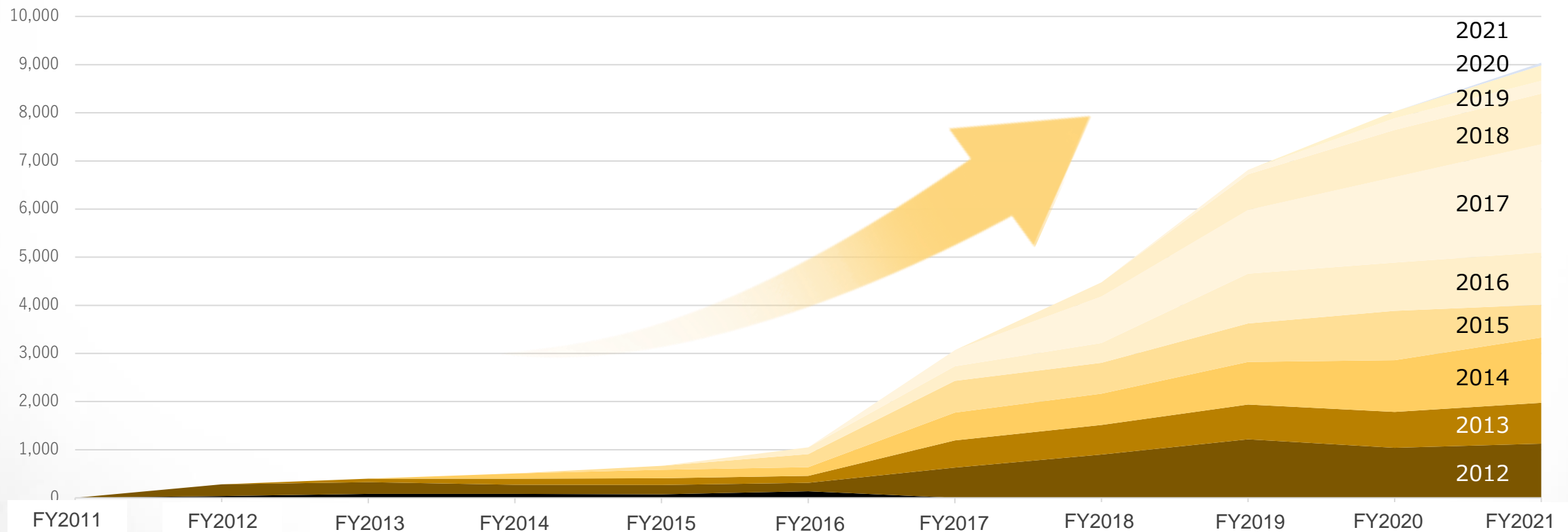
Major Companies and Listed Company Groups



Customers who have contracted with us
increase their total purchase amount each year.

Cloud Integration, Resale, and MSP combined

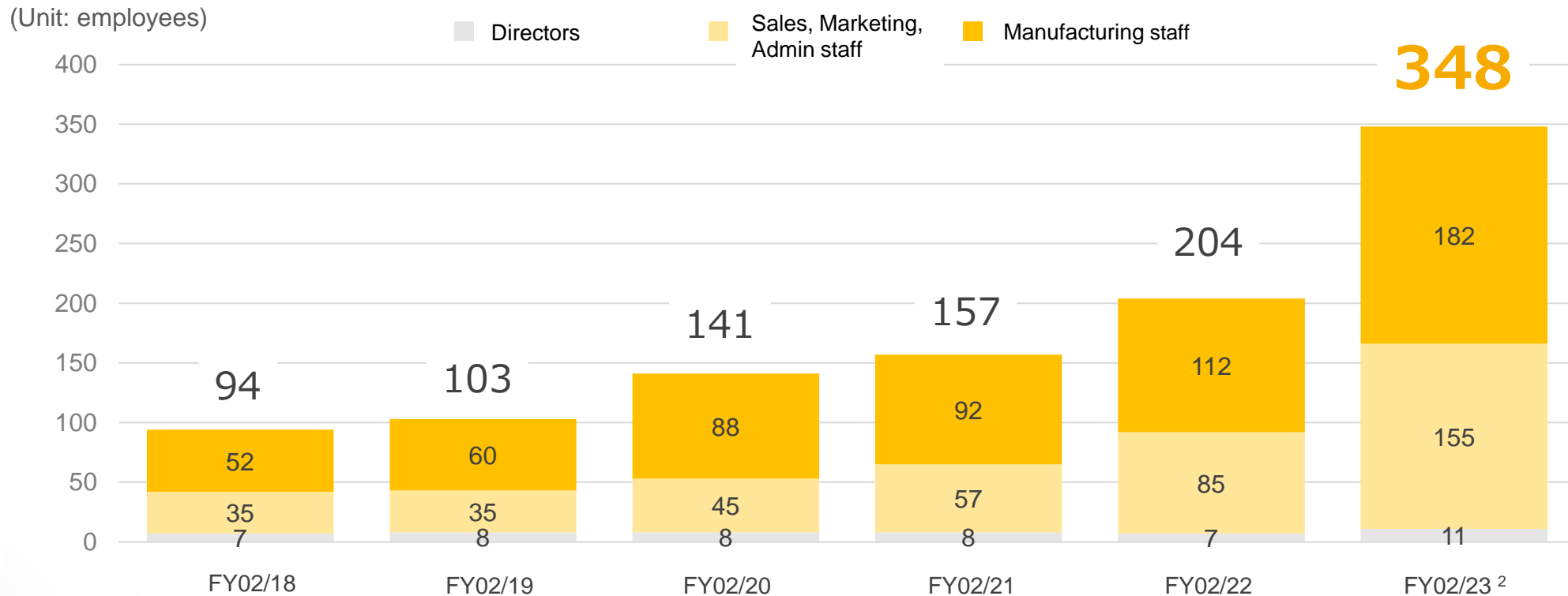
(Unit: million yen)



Strengthening active recruitment of highly skilled human resources, especially cloud engineers.

In addition to steady hiring at G-gen,

headcount has increased significantly due to the consolidation of Topgate.



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 November 2022.

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

Over 600 AWS certifications

Number of all employees
(Serverworks)

209 → 230

End of May 2022

End of Nov 2022

Percentage of engineers

61.3% → 60.9%

End of May 2022

End of Nov 2022

+49 in half a year

Number of AWS certifications
earned *

637 → 686

End of May 2022

End of Nov 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 May 2022	End of Nov 2022	Comparison	Qualification Level Description
Fundamental	85名	101名	119%	Six months of fundamental AWS cloud and industry knowledge
Associate	260名	272名	105%	One year of experience solving problems and implementing solutions using the AWS cloud
Professional	117名	129名	110%	Two years of experience designing, operating, and troubleshooting solutions using the AWS Cloud
Expertise	175名	184名	105%	Technical AWS Cloud experience in the Specialty domain as specified in the exam guide

Number of client companies **exceeds 100**

2022.10.19



- G-gen helps companies to use Google Cloud and Google Workspace, and has supported over 100 companies implementing Google Cloud and Google Workspace in about a year since the establishment in August 2021.

Implemented Google Cloud
to facilitate **data sharing** and **visualization**
for new project

Case Study:

MM Research Institute, Ltd.



- MM Research Institute, Ltd. specializes in market research and analysis and data-based consulting. With the start of a new project, the company needed a "new architecture" to share data with clients in real time. With G-gen's support, MM Research Institute began implementing Google Cloud, and by fully operating BigQuery and data portals, the company was able to meet the client's needs and raise awareness within the team.

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



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

Number of Google Cloud certifications*

10

December 31, 2021

114

December 31, 2022

From the
previous
year
+104

Recruitment
is
Steady.



*the cumulative number

TOPGATE
Selected as Launch Partner for **AlloyDB**

2022.12.15



- TOPGATE was selected as Launch Partner for AlloyDB, a new fully-managed PostgreSQL-compatible database service.
- With the general availability of "AlloyDB for PostgreSQL", we will greatly strengthen our database migration support system and contribute to our customers' business development by leveraging our accumulated expertise in Google Cloud.

Taking advantage of superior **managed service** offered by Google Cloud, provide a system infrastructure that meets growth strategy.

Case Study:
medicolle Co., Ltd.



- As the base infrastructure for our growth strategy, we selected Google Cloud because it will ensure achieving even in-house production with its abundant managed functions and because we expect the accumulated data are used to analyze the trend in the future.
- With Google Cloud, we were able to realize a secure, continuous, and fast deployment environment. We believe that our strength lies in data analysis, so in the future, once we have accumulated enough data, we would like to use Google Analytics to analyze consumer and user trends as well as visualize whether the information is safe and secure.

TOPGATE – Number of Projects and Qualified Employees

In the most recent one-year period from January 2022,

Number of Google Cloud certified employees in the Development Department and certified trainers surged.

TOPGATE Achievements

Detailed information is provided on the website.

Case studies of our customers

SEIKO
セイコーソリューションズ株式会社

ANA
CASE.02

tv asahi

FOSTER

NISSAY

METAWATER

Development Achievements

More than
300
companies

Client Companies

More than
200
companies

Training participants

More than
4000
people

Number of Google Cloud Qualified Employees

Number of certifications held, including Professional Cloud Architect

Development Department Number of Google Cloud certifications*

16

As of Jan 2022



74

As of Jan 2023

+58
in one year

Number of certified trainers

0

As of Jan 2022

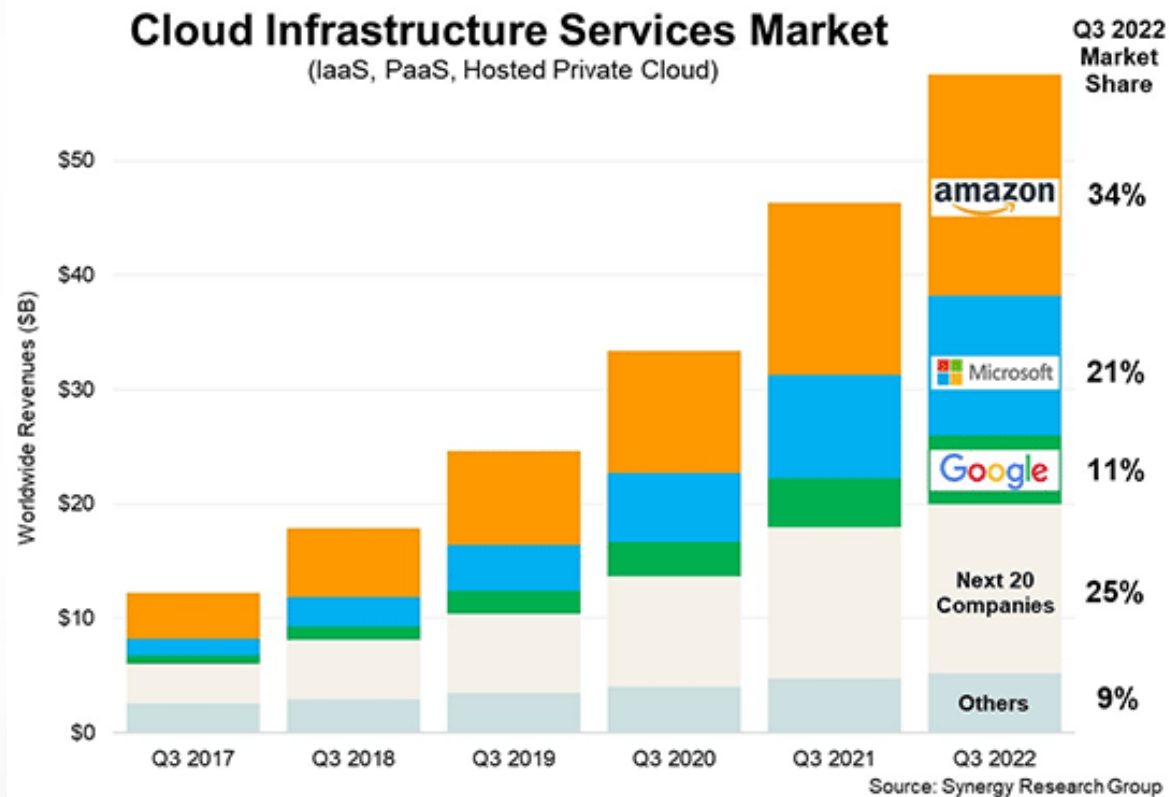


3

As of Jan 2023

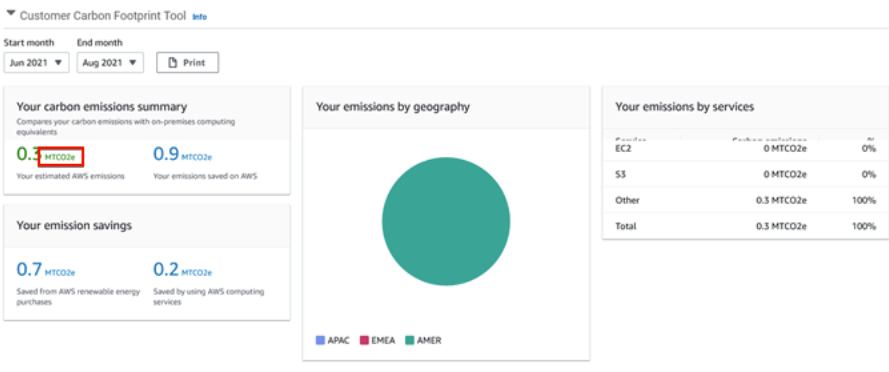
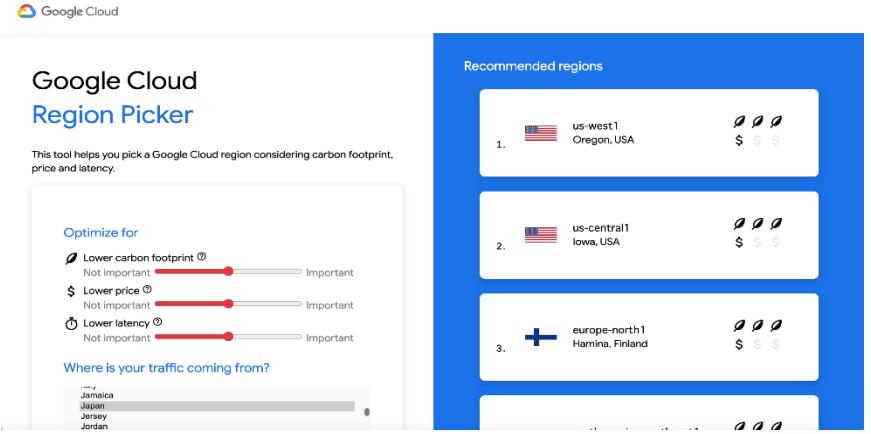
*the cumulative number

In the global cloud infrastructure services market in Q3 2022, **AWS controlled 34% of the total market, followed by Microsoft with 21% and Google Cloud with 11%.**



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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>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>Your carbon emissions summary</p> <p>Start month: Jun 2021 End month: Aug 2021</p> <p>Your estimated AWS emissions: 0.3 MTCO₂e</p> <p>Your emissions saved on AWS: 0.9 MTCO₂e</p> <p>Your emission savings: 0.7 MTCO₂e (Saved from AWS renewable energy purchases) and 0.2 MTCO₂e (Saved by using AWS computing services)</p> <p>Your emissions by geography</p> <p>Your emissions by services</p> <table border="1"> <thead> <tr> <th>Service</th> <th>Carbon emissions</th> <th>%</th> </tr> </thead> <tbody> <tr> <td>EC2</td> <td>0 MTCO₂e</td> <td>0%</td> </tr> <tr> <td>S3</td> <td>0 MTCO₂e</td> <td>0%</td> </tr> <tr> <td>Other</td> <td>0.3 MTCO₂e</td> <td>100%</td> </tr> <tr> <td>Total</td> <td>0.3 MTCO₂e</td> <td>100%</td> </tr> </tbody> </table>	Service	Carbon emissions	%	EC2	0 MTCO ₂ e	0%	S3	0 MTCO ₂ e	0%	Other	0.3 MTCO ₂ e	100%	Total	0.3 MTCO₂e	100%	 <p>Google Cloud Region Picker</p> <p>Recommended regions:</p> <ol style="list-style-type: none"> us-west1 Oregon, USA us-central1 Iowa, USA eu-north1 Helsinki, Finland <p>Optimize for:</p> <ul style="list-style-type: none"> Lower carbon footprint (Important) Lower price (Important) Lower latency (Important) <p>Where is your traffic coming from?</p> <ul style="list-style-type: none"> Jamaica Japan Jersey Jordan
Service	Carbon emissions	%															
EC2	0 MTCO ₂ e	0%															
S3	0 MTCO ₂ e	0%															
Other	0.3 MTCO ₂ e	100%															
Total	0.3 MTCO₂e	100%															



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