



## Q1 FY02/24 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

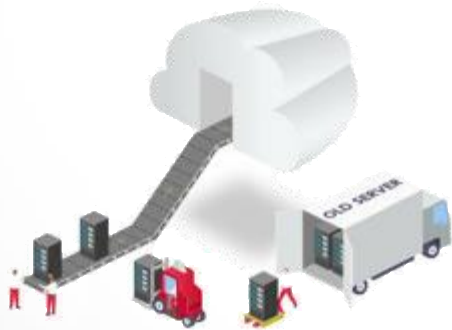
**“This is a better place to work.”**

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 (AWS, Google Cloud)

3

Operation and Monitoring Services (MSP)



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  
Monitoring Services



Cloud Integration

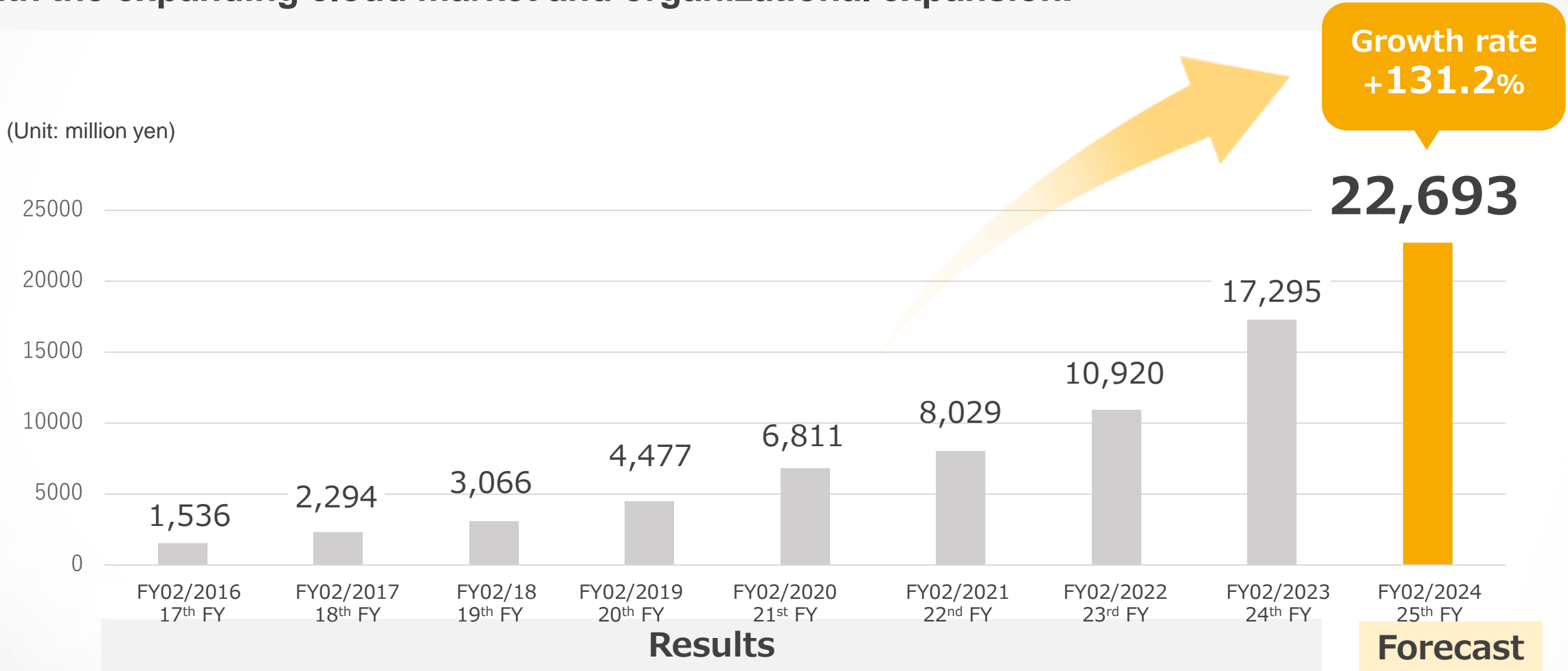
Billing Services

System Operation  
Monitoring Services

# Company Overview

## Net Sales over the Past Eight Years

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



# Company Overview

## About Serverworks

Founded	February 21, 2000														
Capital	3,240,630,229 yen (as of May 31, 2023)														
Number of Employees	Non-consolidated: 246 (as of May 31, 2023) Consolidated: 348 (as of May 31, 2023)														
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</td> </tr> <tr> <td>Ichiro Terashima</td> <td>Outside Director who is Audit and Supervisory Committee Member</td> </tr> <tr> <td>Hikari Fujimoto</td> <td>Outside Director who is Audit and Supervisory Committee Member</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	Ichiro Terashima	Outside Director who is Audit and Supervisory Committee Member	Hikari Fujimoto	Outside Director who is Audit and Supervisory Committee Member
Ryo Oishi	CEO														
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Ichiro Terashima	Outside Director who is Audit and Supervisory Committee Member														
Hikari Fujimoto	Outside Director who is Audit and Supervisory Committee Member														
Certification	<ul style="list-style-type: none"> <li>• AWS Premier Tier Service Partner</li> <li>• AWS Migration Competency</li> <li>• AWS Digital Workplace Competency</li> <li>• AWS Managed Service Provider Program</li> <li>• AWS Well-Architected Partner Program</li> <li>• ISO / IEC 27001 (JIS Q 27001)</li> </ul>														
Major Shareholders	Board members TerraSky Co., Ltd. NTT Communications Corporation NTT DATA Corporation														

**Main Locations**  
Tokyo (head office),  
Osaka, Sendai, Fukuoka

ISO/IEC 27001  
SGS

ISMS-AC  
ISMS  
ISR021

Head office

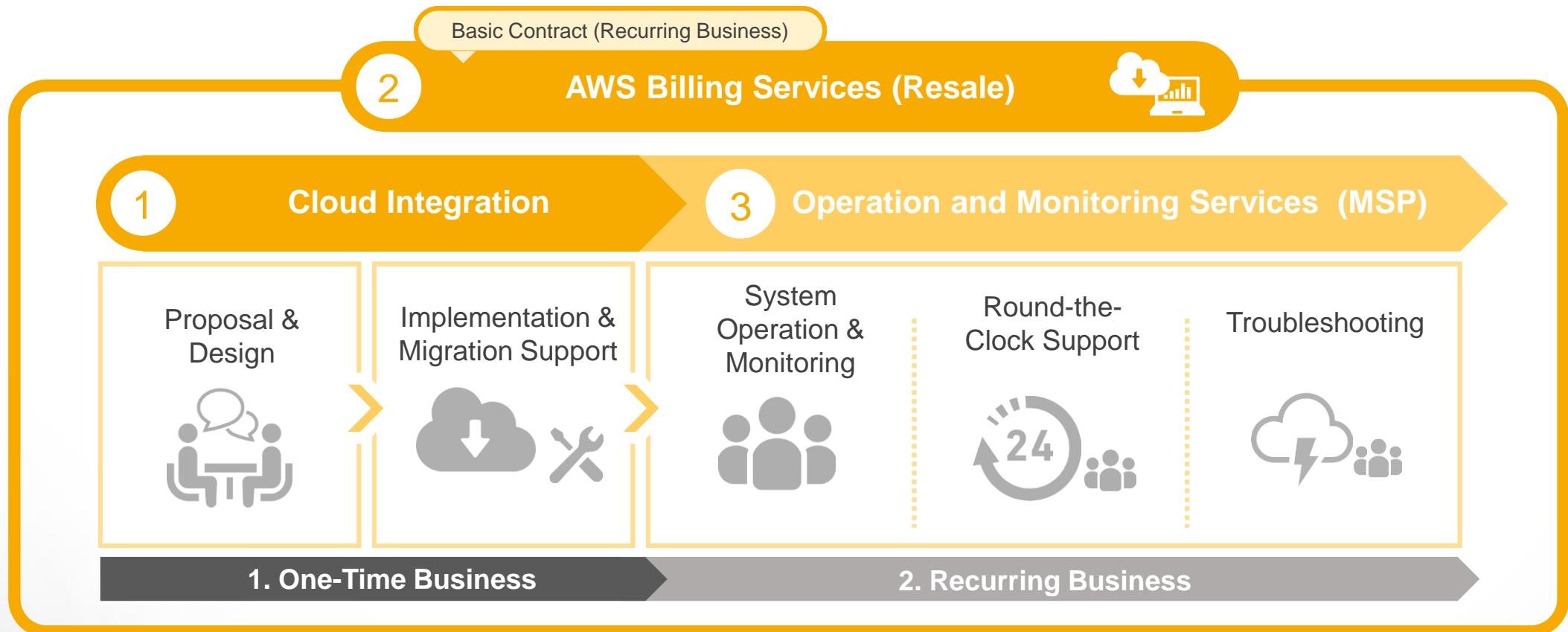
JPX  
PRIME

aws  
PARTNER  
Premier Tier  
Services



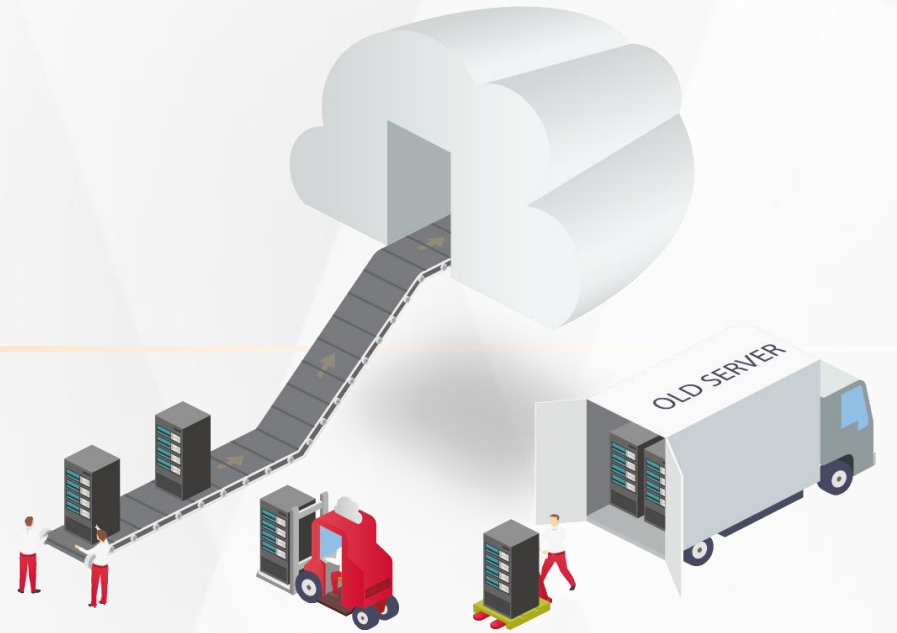


Serverworks has been an AWS specialist since the dawn of cloud computing in Japan. We provide a full range of services, from AWS implementation to utilization and operation.



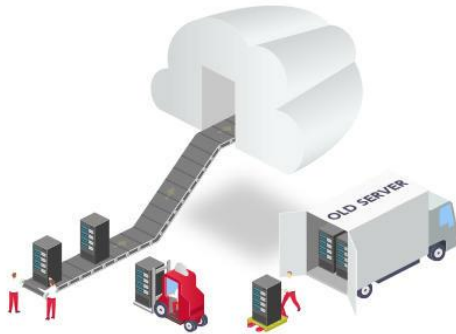
# 1 Cloud Integration

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

### Features of Serverworks' AWS Implementation and Migration Services



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

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

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

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

### Case Studies



**Customer support**  
Create an environment



**Migrate on-premise environments** to servers



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



**Provide in-house production support** for AWS utilization

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

### Basic Implementation Flow

- ▶ System capable of providing support from design to operation

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



## 2 AWS Billing Services (Resale)

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### 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”

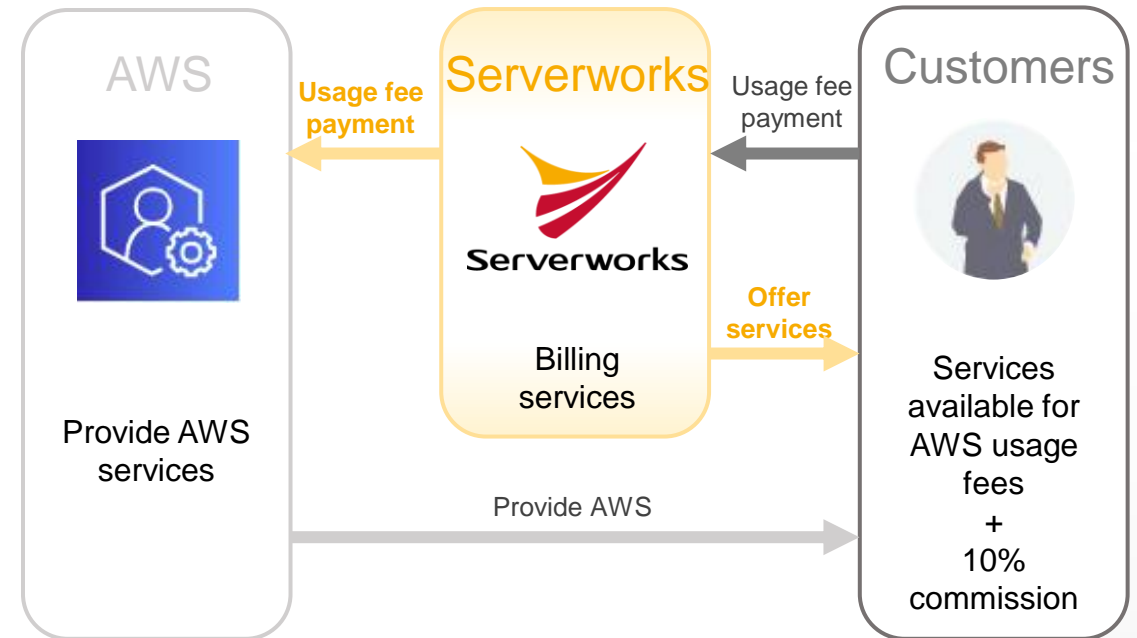
With only a billing agent fee of 10% of the AWS usage fee, this plan allows you to take advantage of the AWS operation automation tool, Cloud Automator. We also provide indemnity insurance in case of emergency, personalized support by our engineers, and various operation services, in addition to basic support.

#### AWS Advanced Plan

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

\*Paid option

Serverworks contracts with AWS for enterprise support.



Available with  
advanced service  
agreement

### Customer successes of Cloud Automator, operational optimization service



Cloud Automator automates  
AWS operations

#### DIP Corporation

Achieved **30%** AWS cost  
reduction target for half a year  
**in three months**, and **50%**  
**monthly** in six months

Feedback  
PICK UP

Cloud Automator is also utilized to improve  
AWS operational efficiency, which leads to  
continuous and total efficiency and cost  
reduction.

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 stylized 'K' and the Japanese text "近鉄不動産" (Kintetsu Fudōsan) in blue.

### 3 Operation and Monitoring Services (MSP)

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## Round-the-clock operation and monitoring of systems built on AWS

Long-term support on how to operate and utilize AWS to evolve your business

### Reduce operational burden and maximize AWS benefits



#### ► What is "AWS Operation Agency and Monitoring Service"?

This reduces the burden of using and operating AWS and maximizes the benefits of using AWS without the time and effort of accumulating operational know-how in-house.

#### What our AWS operation and monitoring services can do

System Operation & Monitoring



Round-the-Clock Support



Troubleshooting



### AWS operation and monitoring services



For example, do you have any of these problems?

Sudden troubles  
Late at night, an unexpected server error

Long-term consultation  
Consultation on future AWS operations and further utilization

MSP support center assists in troubleshooting

The team in charge of the project offers user-friendly suggestions and solutions



AWS Technical Support



AWS Operation Optimization Service



Round-the-Clock AWS Operation Services



Wide-range of Support for AWS utilization

### 3. Q1 FY02/24 Financial Highlights

Companywide



## FY02/24 Topics

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

### TOPICS – 01

Serverworks announces a strategic collaboration agreement (SCA) with AWS to expand cloud services offerings for customers

April 14, 2023



- With the SCA, we aim to generate the equivalent of 215 million US dollars (JPY29 billion) in new business opportunities within four years
- We will expand our support for customers' cloud lift and shift by focusing on three areas: implementation and establishment of a common cloud platform, promotion of digital transformation of small and medium sized enterprises (SMB), and establishment of cloud-based contact centers.

### TOPICS – 02

Serverworks Launches DevOps Implementation Support Services

May 15, 2023

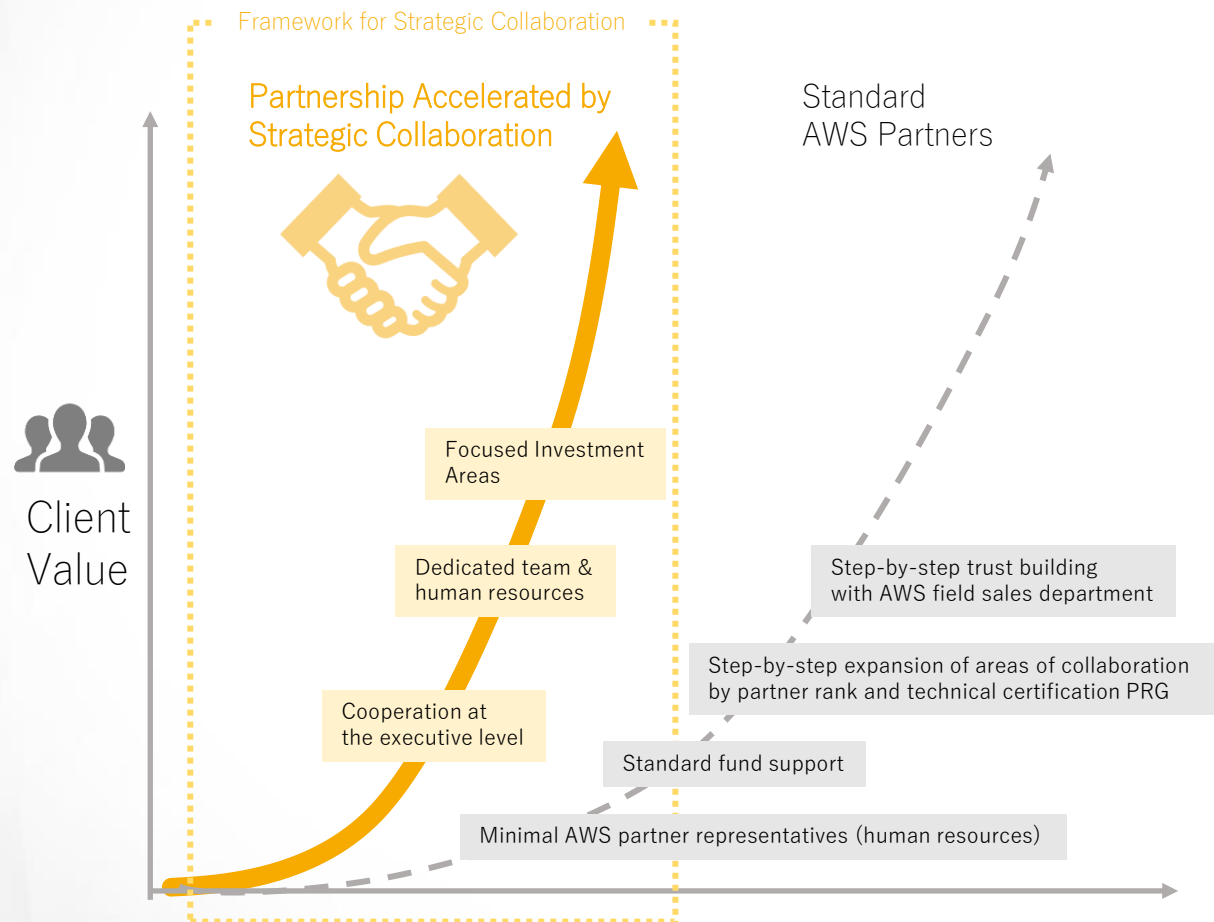


- DevOps is a development method in which the development team (Dev) and the operations team (Ops) work closely together to continuously develop and improve systems with high quality and speed.
- Users' needs for systems are changing rapidly, and companies are expected to improve their systems at a faster pace in response. We enable our clients to respond to a rapidly changing business environment by helping to build systems that are better suited to the environment, and by helping to bring them in-house so that improvements can be made in a faster cycle.

# [Repost\*] Signed “Strategic Collaboration Agreements” with AWS (April 2023)

Amazon Web Services enters into “Strategic Collaboration Agreements” with strategic partners to accelerate growth.

It is designed through which AWS invests in strategic partners to **accelerate the growth curve**.



## Background

Although the shift to cloud computing is progressing in Japan, the chronic shortage of human resources is preventing the establishment of a structure.

**Lack of effective use of the cloud is delaying the promotion of digital transformation(DX).**

Serverworks has entered into a strategic collaboration with AWS to help all domestic companies effectively utilize the cloud and create new business opportunities.

Aims to generate the equivalent of  
**215 million US dollars\***  
in new business opportunities within four years  
(\*JPY 29 billion: based on JPY135/\$ exchange rate)

\* announced in the Financial Summary published on April 14, 2023.

# FY02/24 Topics

## TOPICS – 03

Reduced call center workload by automatically unlocking "Famipay" PIN lock with IVR built with Amazon Connect

Case Study:  
FamilyMart Co.,Ltd.



- FamiPay, a smartphone app released in July 2019 as part of the DX strategy, is already a popular app with more than 15 million total downloads
- The challenge was to respond to the ever-increasing number of requests from users to unlock their PINs at the call center.
- An IVR (Interactive Voice Response) system for unlocking was established using Amazon Connect. As a result, the automatic unlocking rate by users reached approximately 80%, which significantly reduced the call center's workload.

## Serverworks

## TOPICS – 04

Established a new infrastructure to improve customer satisfaction, and reduced the time required to respond to inquiries by approximately one-third.

Case Study:  
Adastria Co., Ltd.



- Adastria, a chain of casual fashion specialty stores with more than 30 brands operating approximately 1,400 stores in Japan and overseas, implemented Zendesk to address the increasing number of inquiries accompanying the growth of its e-commerce site and the limitations of paper-based management.
- Serverworks helped improve the ever-increasing number of calls handled through integration with Amazon Connect, and contributed to improve customer satisfaction by reducing stress on agents in handling customer calls, promoting self-resolution, and expanding customer contact points.

## TOPICS – 05

First introduction of AWS as the infrastructure for a weather data analysis system, and by taking on some of the construction work in-house, the environment was built in one month.

Case Study: Japan Manned  
Space Systems Corporation



- Previously, JAMSS has used a hosted private cloud as a development platform for each application, including remote sensing, but the computing power and storage capacity were significantly insufficient to analyze the newly requested weather data.
- The company decided to use a public cloud for the first time for their company, and their choice was AWS.
- Due to delivery constraints, AWS introduced Serverworks as the only company capable of handling the project at that speed.

# Q1 FY02/24 Financial Highlights

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# [Repost\*] Forecast of Consolidated Financial Results

Forecast of Consolidated Financial Results for FY 02/24 (announced on April 14, 2023) \*1

**Toward sustainable growth and enhancement of the mid-to-long term corporate value, engage in aggressive business development and implementation of management strategies, including the "Strategic Cooperation Agreement with AWS."**

(Unit: million yen)	FY 02/23		FY 02/24		% of the Previous Year
	Results	Composition (%)	Forecasts	Composition (%)	
Net sales *2	17,295	100.0%	22,693	100.0%	<b>131.2%</b>
Gross profit	2,299	13.3%	3,203	14.1%	<b>139.3%</b>
Operating profit	552	3.2%	373	1.6%	<b>67.6%</b>
Ordinary profit	624	3.6%	396	1.7%	<b>63.5%</b>
Profit attributable to owners of parent	453	2.6%	272	1.2%	<b>60.1%</b>

\*1. There is no change to the full-year earnings forecast announced on April 14, 2023 in the "Consolidated Financial Results for the Year Ended February 28, 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 125 yen to the dollar.



# Financial Highlights

Q1 FY02/24 Overview - Consolidated

Favorable impact of foreign exchange rates (yen depreciation) and steady growth of subsidiaries (G-gen, TOPGATE) resulted in sales growth and a significant increase over the previous year.

## Serverworks Consolidated

**Net sales**

5,887 million yen

176.0% YoY

**Operating income**

165 million yen

111.3% YoY

### Serverworks

(Non-consolidated)  
Serverworks Co., Ltd.

Net sales:  
5,005 million yen (150.6% YoY)

Operating profit:  
210 million yen (106.2% YoY)

### Ggen

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

Net sales:  
290 million yen (1292.8% YoY)

Operating loss:  
-24 million yen (-% YoY)

### TOPGATE

(Consolidated subsidiary)  
TOPGATE Inc.

Net sales:  
599 million yen (-% YoY)

Operating profit:  
2.5 million yen (-% YoY)

### Sky365

(Equity-method affiliate)  
Sky365 Inc.

Equity in losses of affiliated  
companies of 0.9 million yen

# Financial Highlights

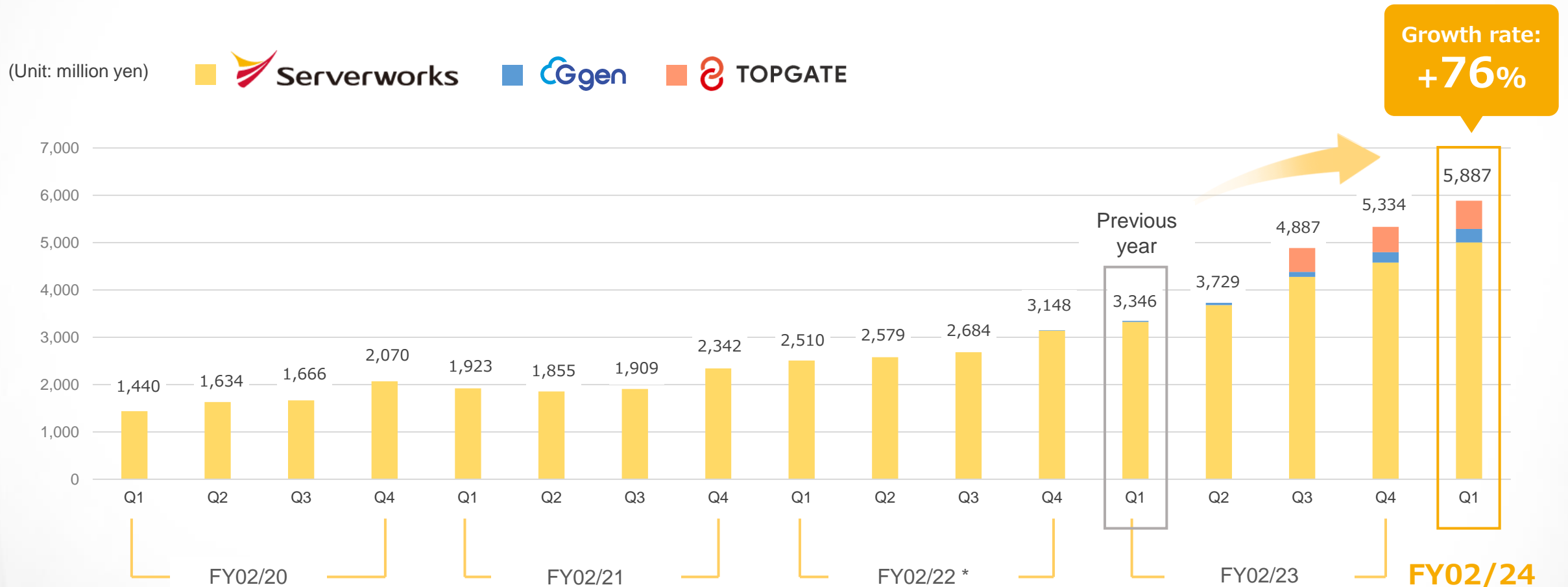
Q1 FY02/24 Results -Consolidated, YoY

(Unit: million yen)	Q1 FY02/23		Q1 FY02/24			% of the Previous Year
	Results (Consolidated)	Composition (%)	Results (Non-consolidated)	Results (Consolidated)	Composition (%)	
Net sales	3,345	100.0%	5,005	5,887	100.0%	<b>176.0%</b>
Gross profit	462	13.8%	624	771	13.1%	<b>166.9%</b>
Operating profit	148	4.4%	210	165	2.8%	<b>111.3%</b>
Ordinary profit	139	4.2%	257	206	3.5%	<b>147.4%</b>
Profit	85	2.6%	146	95	1.6%	<b>112.1%</b>
Profit attributable to owners of parent	110	3.3%	-	107	1.8%	<b>97.2%</b>
EBITDA	163		225	209		

# Financial Highlights

## Net Sales

Favorable impact of foreign exchange rates (yen depreciation) and steady growth of subsidiaries (G-gen, TOGATE) contributed very high growth rate of **+76% YoY**.

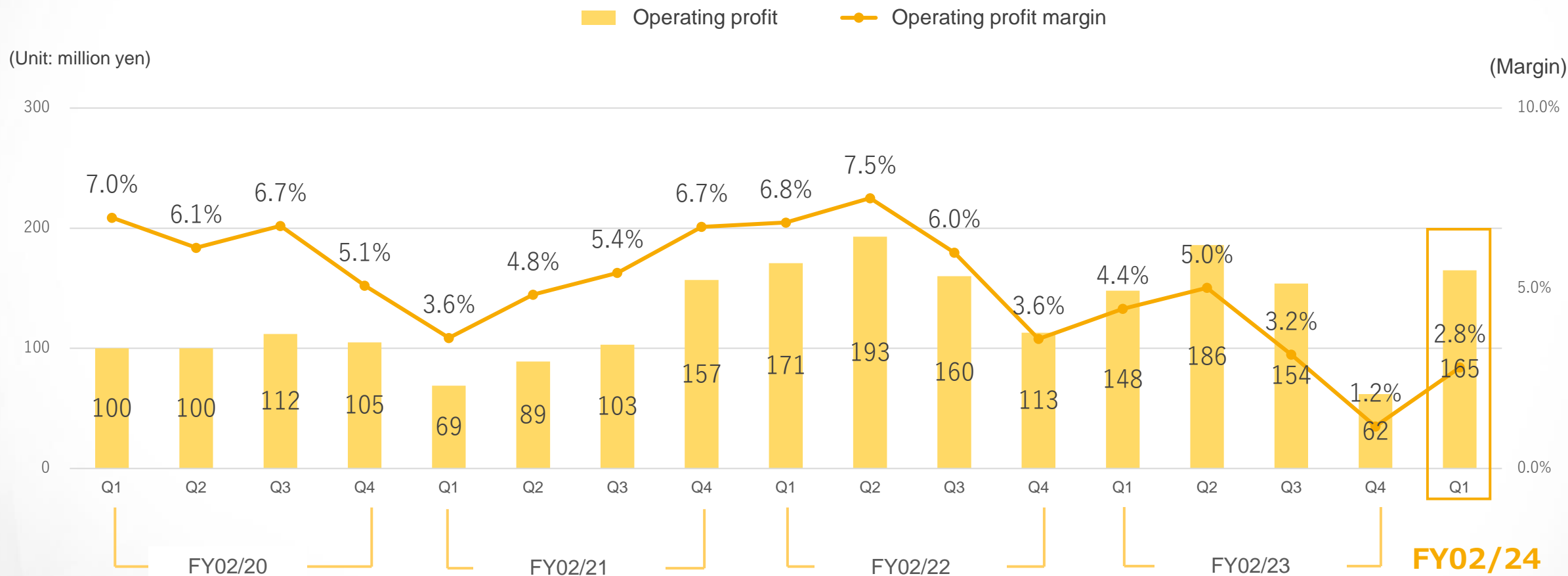


\* Sales through Q1 FY02/22 are on a non-consolidated basis.

# Financial Highlights

## Operating Profit, Operating Profit Margin

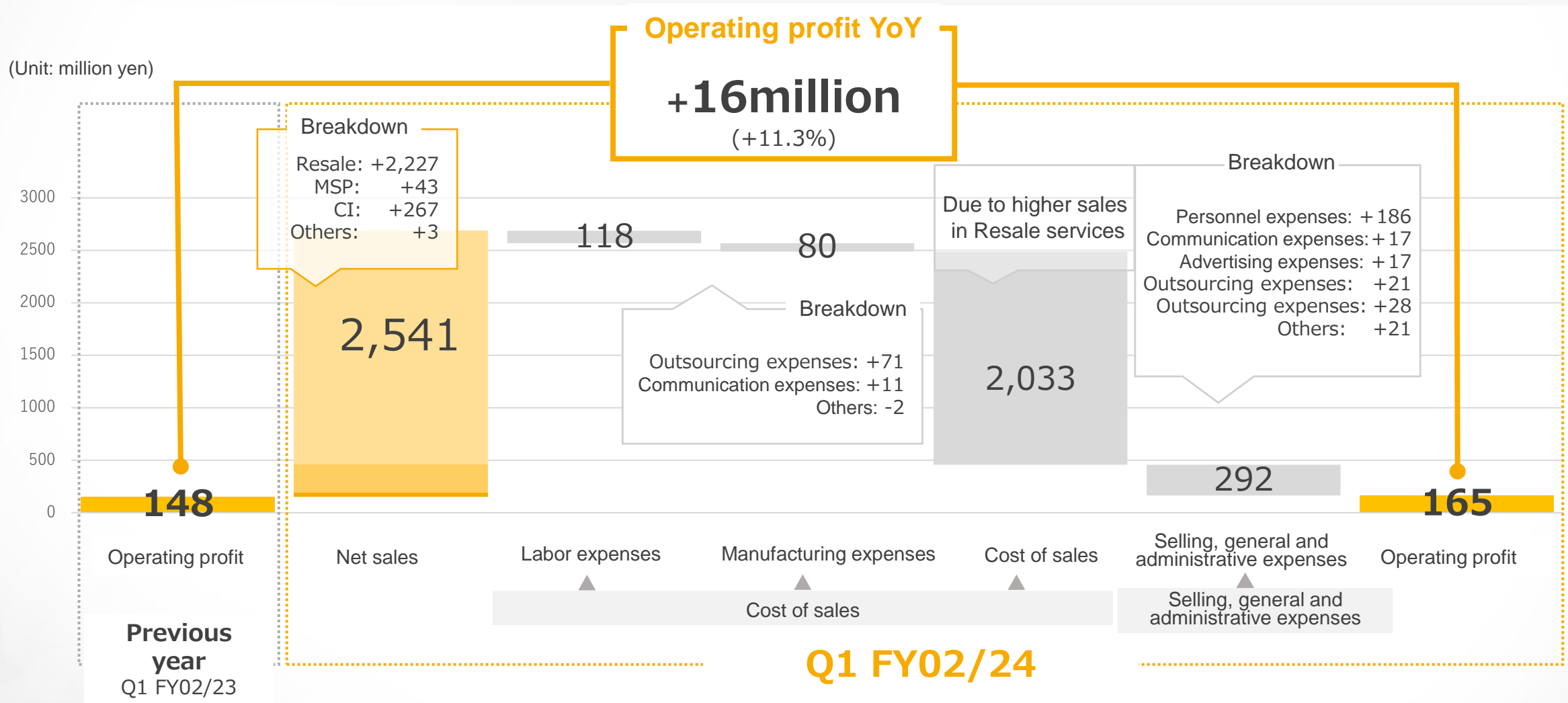
The downtrend in operating profit margin is due to the impact of **cost investments that will contribute to future growth** such as strengthening recruitment in response to the improved order environment. **We will continue our aggressive investment policy.**



# Financial Highlights

## Analysis of Factors Affecting Operating Profit YoY

While investing in labor/personnel and outsourcing expenses, which are costs for growth, such as strengthening recruitment, etc, **Operating income increased 11.3% YoY**



# Financial Highlights

## Financial Condition: Balance Sheet (Summary)

In addition to **increase in “Current assets”** due to increase in “Short-term loans receivable” and “Advance payments”, etc., **increase in “Current liabilities”** due to increase in “Contract liabilities”, and **increase in “Fixed assets”, “Fixed liabilities”, and “Accumulated other comprehensive income”** due to higher valuation of investment securities, **Retained earnings also steadily accumulated.**

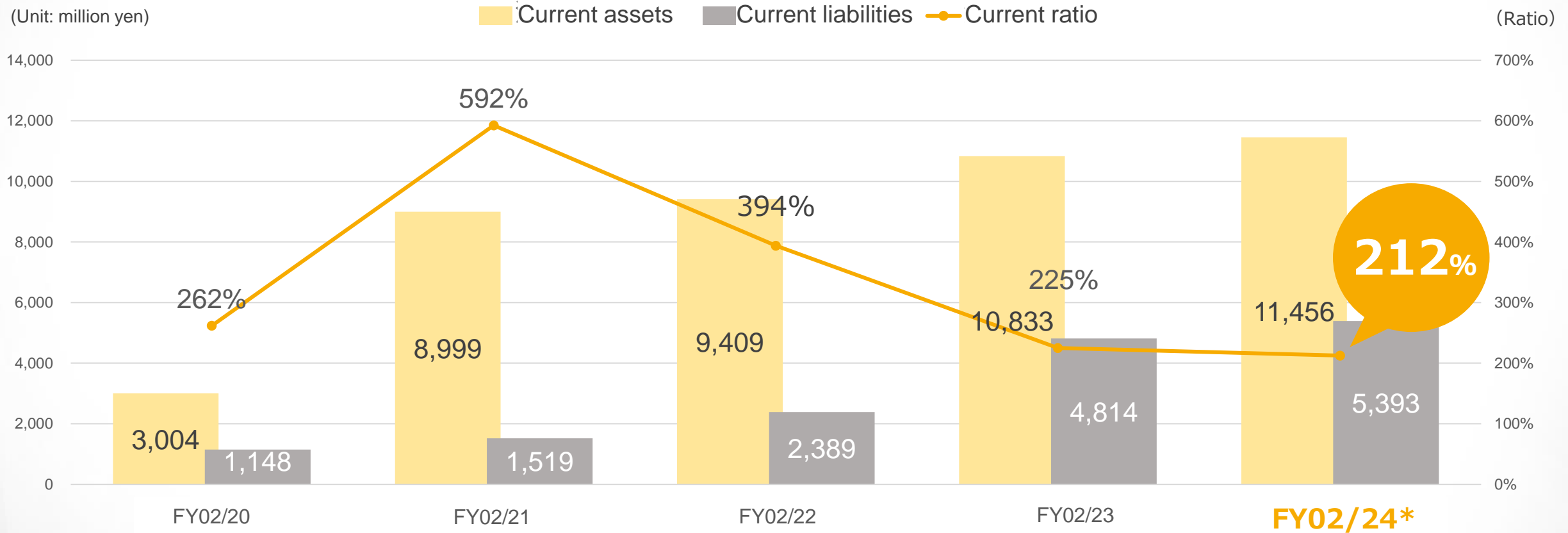
Balance Sheet	Q1 FY02/23 Results (Consolidated)	Q1 FY02/24 Results (Consolidated)	Change
Current assets	10,833	11,456	623
Fixed assets	3,910	4,350	439
Property, plant and equipment	58	60	2
Intangible assets	1,163	1,118	-44
Investments and other assets	2,688	3,171	482
<b>Total assets</b>	<b>14,743</b>	<b>15,807</b>	<b>1,063</b>
Total liabilities	5,060	5,763	702
Current liabilities	4,814	5,393	578
Non-current liabilities	245	369	124
Total net assets	9,683	10,043	360
Total shareholders' equity	8,931	9,022	91
Accumulated other comprehensive income	732	1,013	281
Non controlling interest	20	8	-12
<b>Total liabilities and net assets</b>	<b>14,743</b>	<b>15,807</b>	<b>1,063</b>

(Unit: million yen)

# Financial Highlights

## Current Ratio

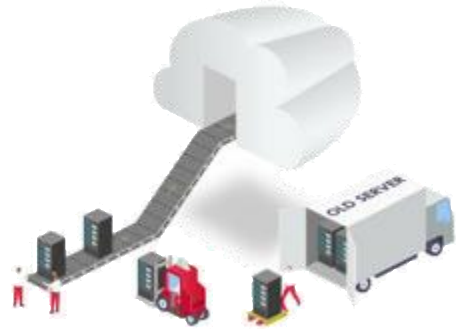
Good on-hand liquidity with a current ratio of 212.



\*For FY 02/24, these figures are for the period from March to May 2023.

# 4. Q1 FY02/24 Financial Highlights

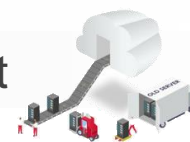
## By Service





# Financial Highlights

Net Sales by Product/Service Segment

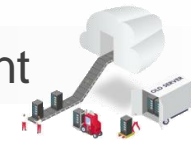


Significant year-on-year growth in major product and service segments.

(Unit: million yen)	Q1 FY02/23 Results (Consolidated)	Composition (%)	Q1 FY02/24 Results (Consolidated)	Composition (%)	% of the Previous Year
Cloud Integration	138	4.1%	405	6.9%	<b>292.6%</b>
Resale	2,903	86.8%	5,131	87.2%	<b>176.7%</b>
MSP (Managed Service Provider)	303	9.1%	346	5.9%	<b>114.4%</b>
Others	0	0.0%	3	0.1%	<b>886.4%</b>
Total	3,345	100.0%	5,887	100.0%	<b>176.0%</b>

# Financial Highlights

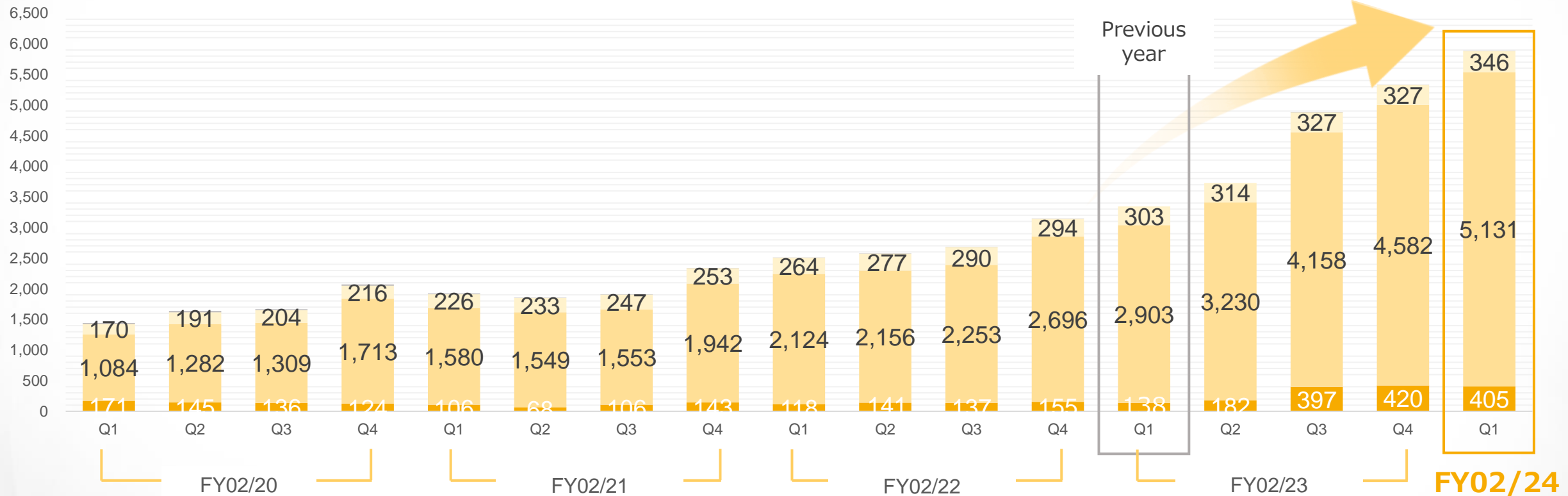
## Net Sales by Product/Service Segment



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

(Unit: million yen)

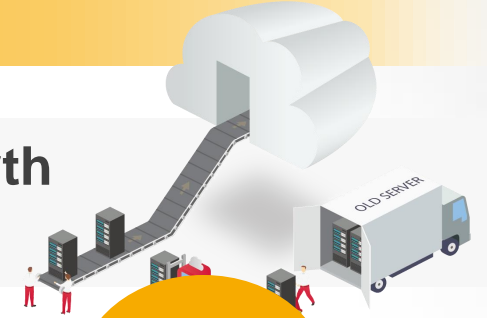
■ Cloud integration
 ■ Resale (\*)
 ■ MSP
 ■ Others



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

# Financial Highlights

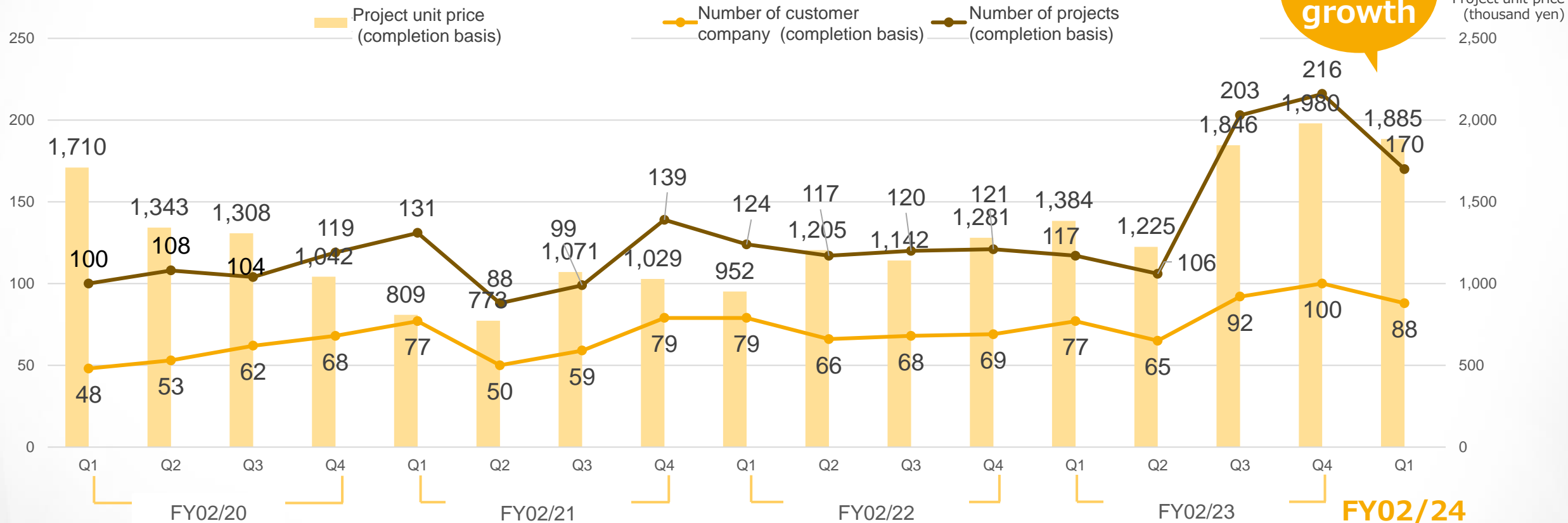
## 1 Cloud Integration | Changes in Each Indicator



Steady growth of subsidiaries (G-gen, TOPGATE) led to steady growth in each indicator.

**Steady growth**

# of customers (companies) / # of projects



\*In accordance with the application of the new revenue recognition standard, we have changed the method of recognizing revenue based on the degree of completion of performance obligations from FY02/23, but this indicator is calculated based on the completion basis (old standard).

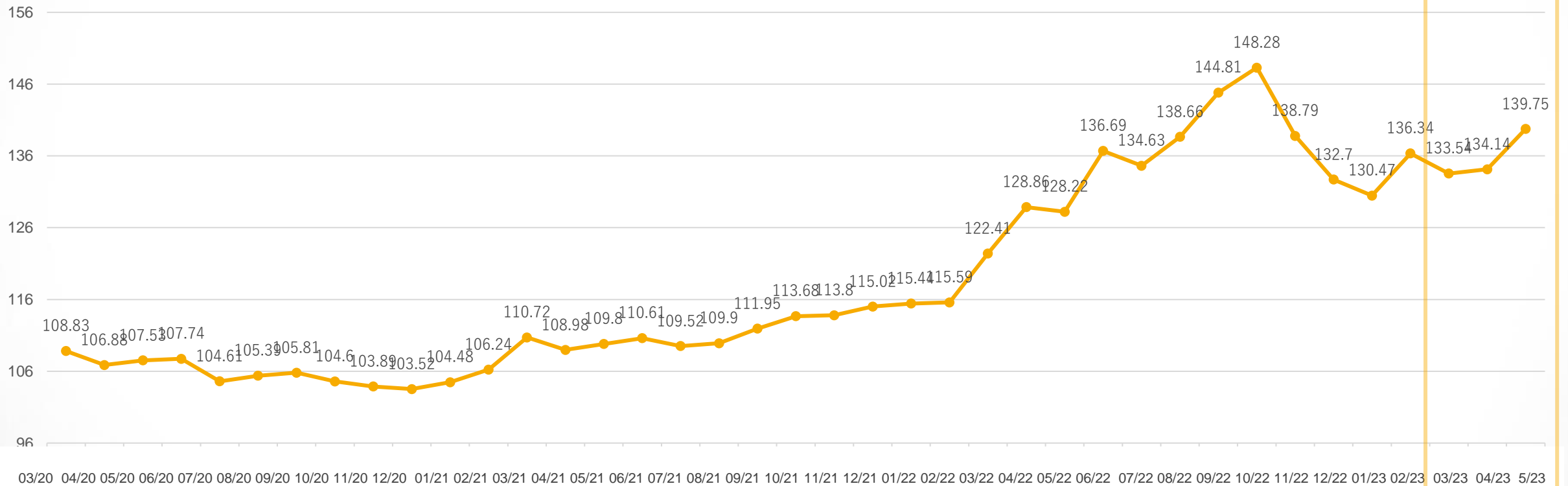
# Financial Highlights 2 Resale | Exchange Rates

## 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)



Q1

# Financial Highlights

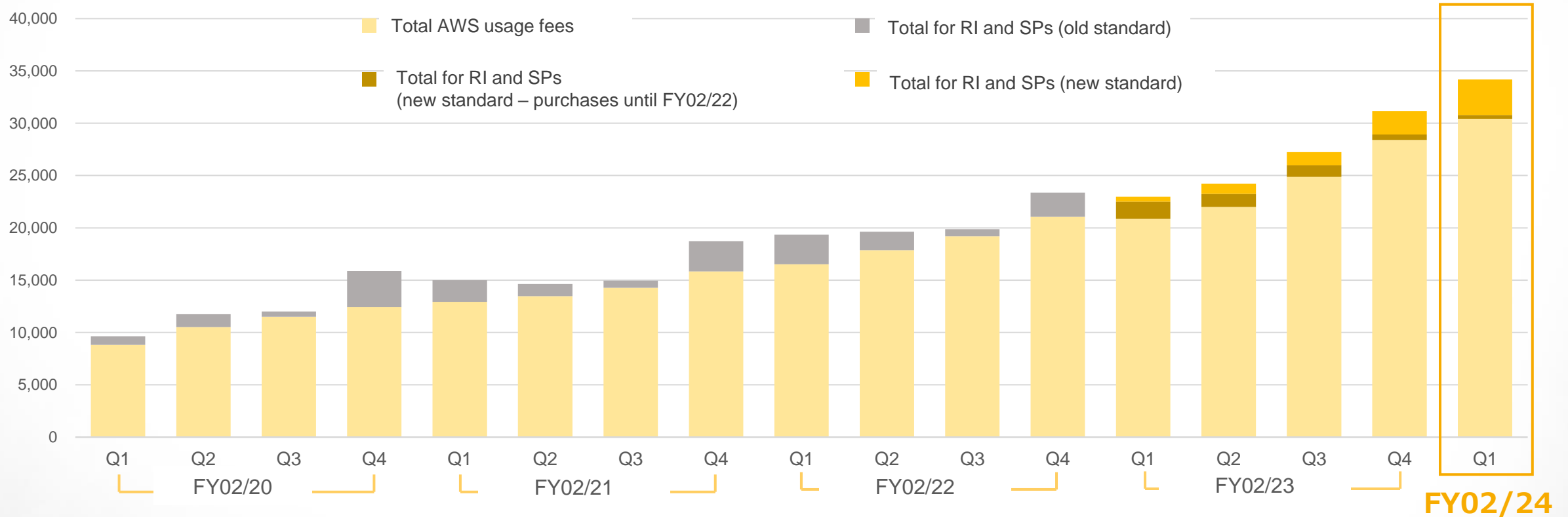
## ② Resale | Reserved Instance/Saving Plans



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

\*Reserved Instances (RI) and Saving Plans (SP) had certain purchases as in previous years.  
A new revenue recognition standard has been applied since Q1 FY02/23, which requires revenue to be recognized over a "discounted period."

(Unit: K.USD)



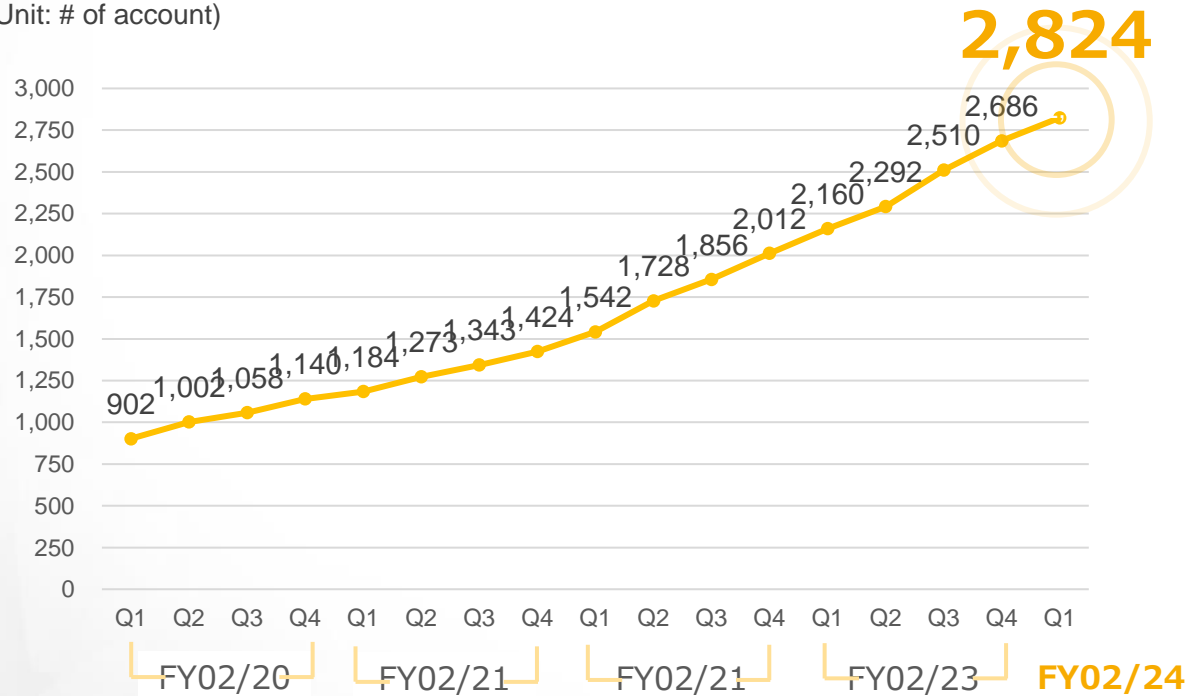
\*RI and SPs are AWS services under which substantial discounts are offered to customers who pay a fixed reservation fee and commit to AWS usage for a certain period.  
 \*For RI and SPs, we had recognized revenue at the time of purchase until FY02/22, but changed the method to recognize revenue over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



## Steady increase in both number of accounts and ARPU

Number of AWS accounts

(Unit: # of account)

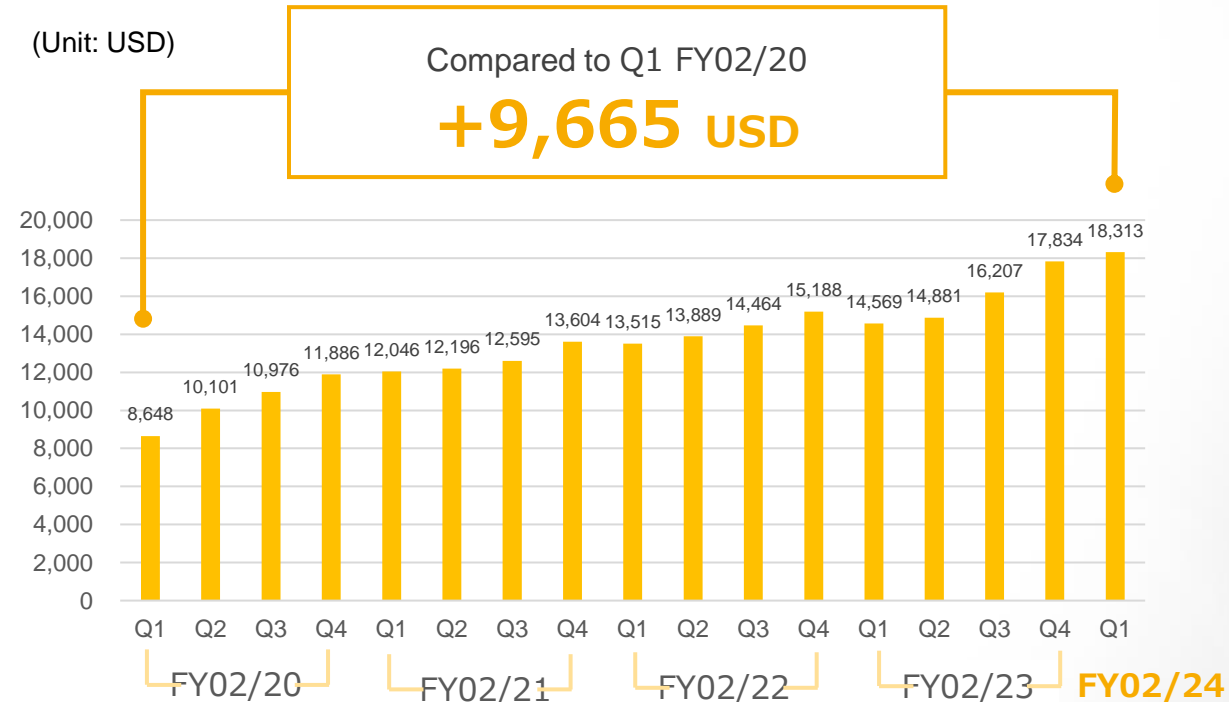


ARPU\*

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

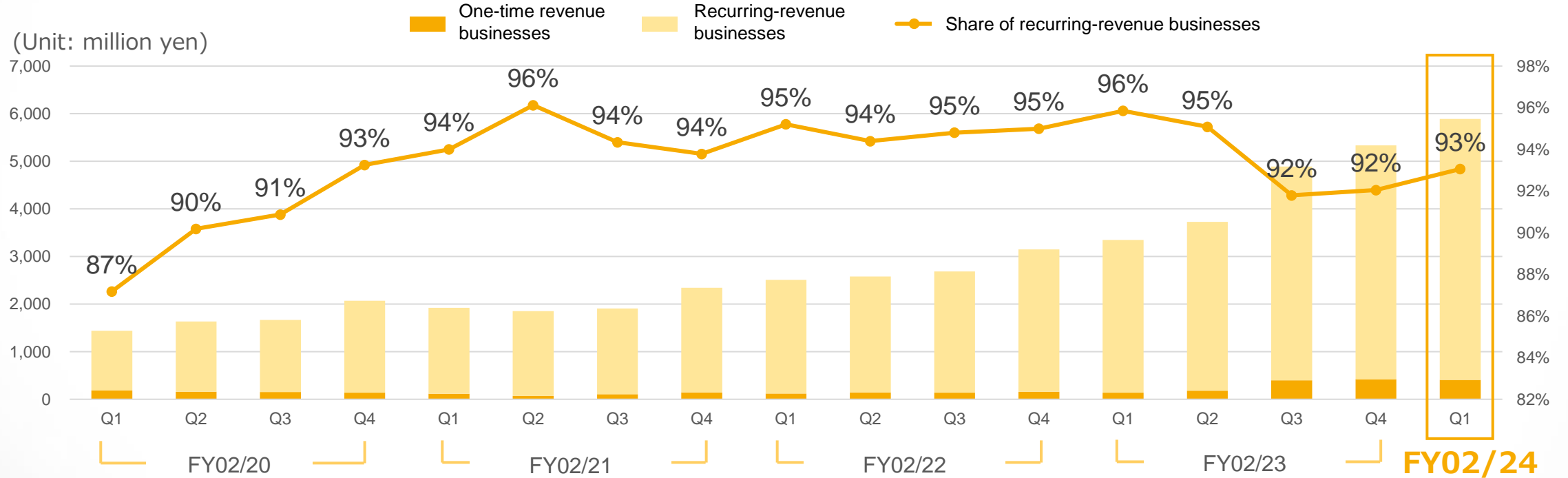
### One-time Business

1 Cloud Integration

### Recurring Business

2 AWS Billing Services (Resale)

3 Operation and Monitoring Services (MSP)



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 17,000 projects for more than 1,140 companies,  
mainly large companies.

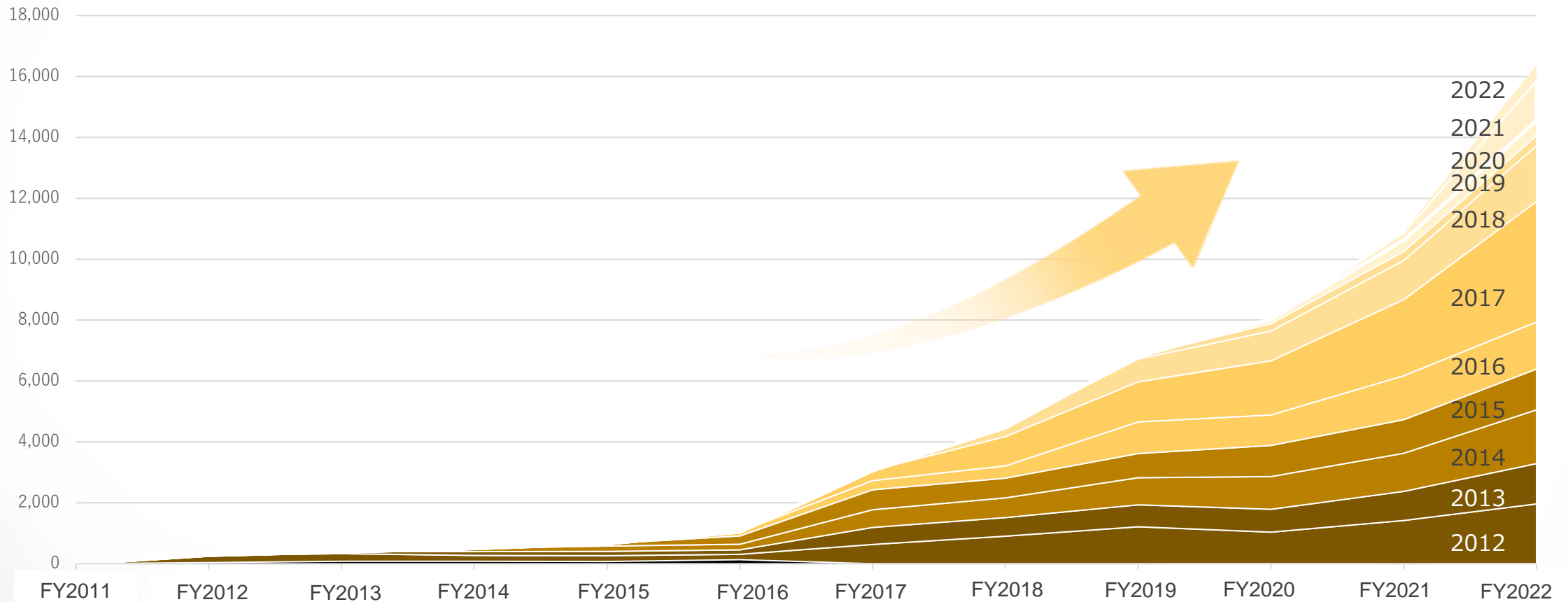
(as of May 31, 2023)

common infrastructure		call center	operational support	individual system	
	 	 みずほ銀行		 あしたがつてきに! 東邦ガス	 Eat Well, Live Well. AJINOMOTO
	ウーマン スマイル カンパニー 				 中京大学
YOKOGAWA 					
	 三栄伊勢丹ホールディングス				
					
		 トインクス ITで、感動を、ともに。		 MITSUBISHI ELECTRIC Changes for the Better	 味ひとすじ 永谷園
				 日立造船株式会社 Hitachi Zosen	

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

(Unit: million yen)

\*Cloud Integration, Resale, and MSP combined

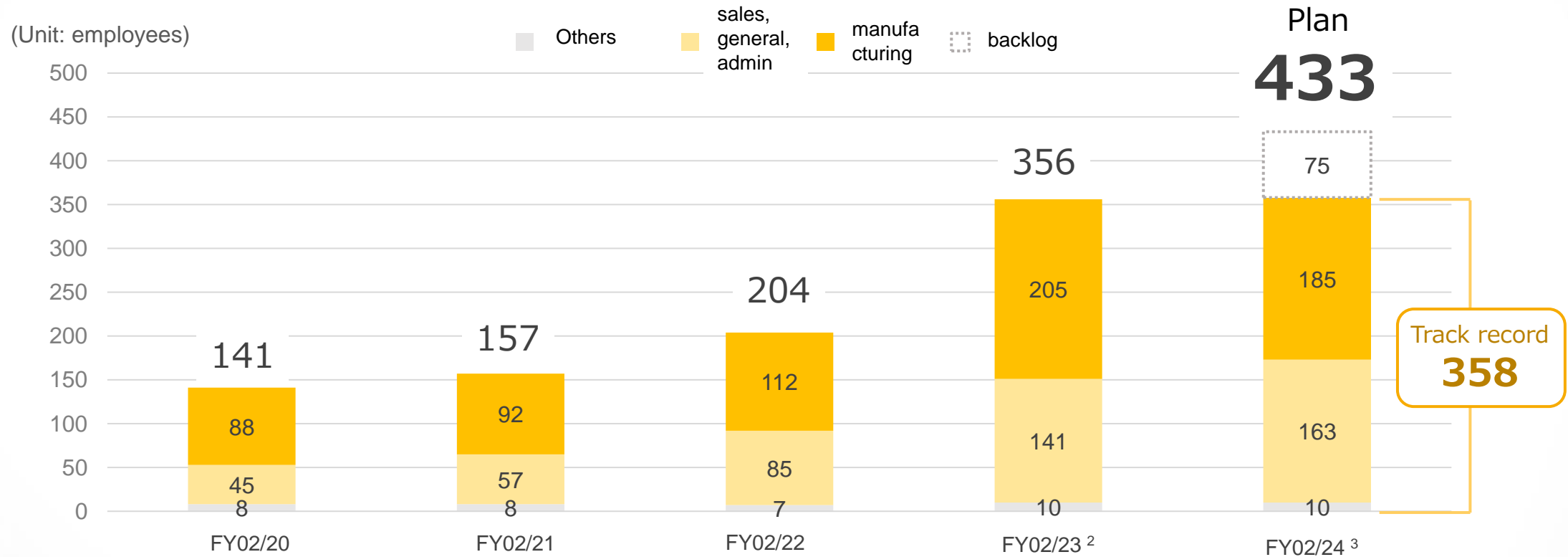


\* Revenues prior to the fiscal year ended February 29, 2017 are an approximate total of AWS resale revenues recalculated into a gross amount based on the most recent results.

# Number of Group Employees <sup>1</sup>

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. Both manufacturing and SG&A staff increased significantly as a result of TOPGATE becoming a consolidated subsidiary.

3. Figures for FY02/24 are for the period from March to May 2023.

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

## Over 700 AWS certifications

Number of all employees  
(Serverworks)

230 → 246

End of November 2022    End of May 2023

Percentage of engineers

60.9% → 52.9%

End of November 2022    End of May 2023

+50 in half a year

Number of AWS certifications  
earned \*1

680\*2 → 730

End of November 2022    End of May 2023

\*1 The cumulative number

\*2 The number of Bigdata certification is subtracted due to discontinuation.

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 Nov 2022	End of May 2023	Comparison	Qualification Level Description
Fundamental	101	106	<b>104%</b>	<b>Six months of fundamental</b> AWS cloud and industry knowledge
Associate	272	297	<b>109%</b>	<b>One year</b> of experience solving problems and implementing solutions using the AWS cloud
Professional	129	140	<b>108%</b>	<b>Two</b> years of experience designing, operating, and troubleshooting solutions using the AWS Cloud
Expertise	178	187	<b>105%</b>	Technical AWS Cloud experience in the Specialty domain as specified in the exam guide

Certified as a Google Cloud partner  
to support in-house production of data utilization

May 23, 2023



- We have certified as a partner to support in-house production of data utilization for our expertise in leveraging data with Google Cloud technology, and for efforts and track record in enabling clients to leverage data more effectively.
- G-gen's certification as a partner to support in-house production of data utilization demonstrates that we are well versed in Google Cloud technologies and have the ability to provide optimal solutions to our clients.

Google Workspace introduced for full cloud computing and no-code development of business applications to be initiated. App development team is a DX project with an average age of 50 years old

Case Study:

FUGETSU FOODS CO.,LTD



- Organizational reforms to address issues such as skills gentrification, lack of communication within the organization, PDCA without review and improvement, and intergenerational IT gaps led to the introduction of Google Workspace and the complete shift to cloud computing by eliminating internal servers.
- Furthermore, using a no-code development tool, the company began developing applications for internal operations, and employees, with an average age of 50, each developed a business application with their own theme.
- The top management is also leading the way in providing solutions to issues by creating business applications themselves. In the future, they would like to realize sales forecasting using AI.

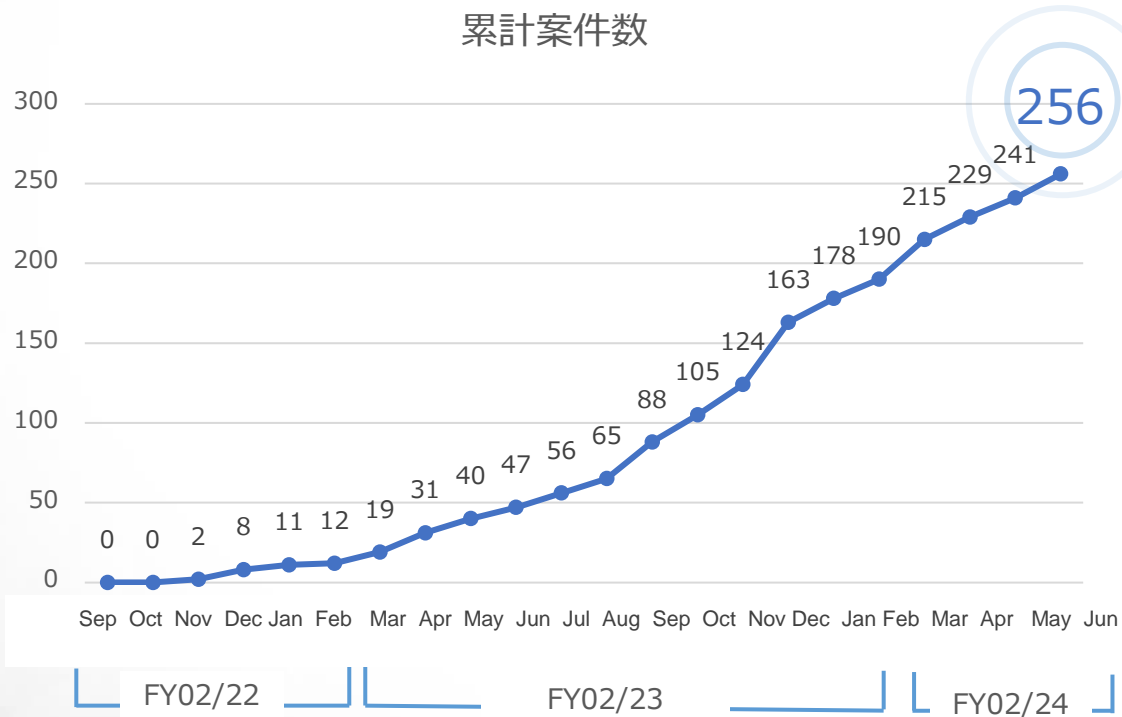
# G-gen - Number of Projects and Qualified Engineers

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

End of Feb  
2021

176

End of Jun  
2023

+166  
in 16  
months

Recruitment  
is  
steady.



\*the cumulative number

## Notice of Change of Representative Director

2023.6.1



- Effective May 31, 2023, Koh Nishiumi resigned as Representative Director and Hiroyuki Oshio was appointed as Representative Director.

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 June 2022,

**Steady increase in the number of contracted development and the number of client companies.**

**TOPGATE achievements for the latest 1-year <sup>\*1</sup>**

For more information, visit our website.

## Development Achievements -our customers-

**SEIKO**  
セイコーソリューションズ株式会社

**METAWATER**

**NE** | **NISSHO**  
ELECTRONICS



**Tryumph21**



Hakuhodo DY  
media partners

**A D A S T R I A**  
—  
*Play fashion!*

## Development Achievements

**28**

companies

## Client Companies

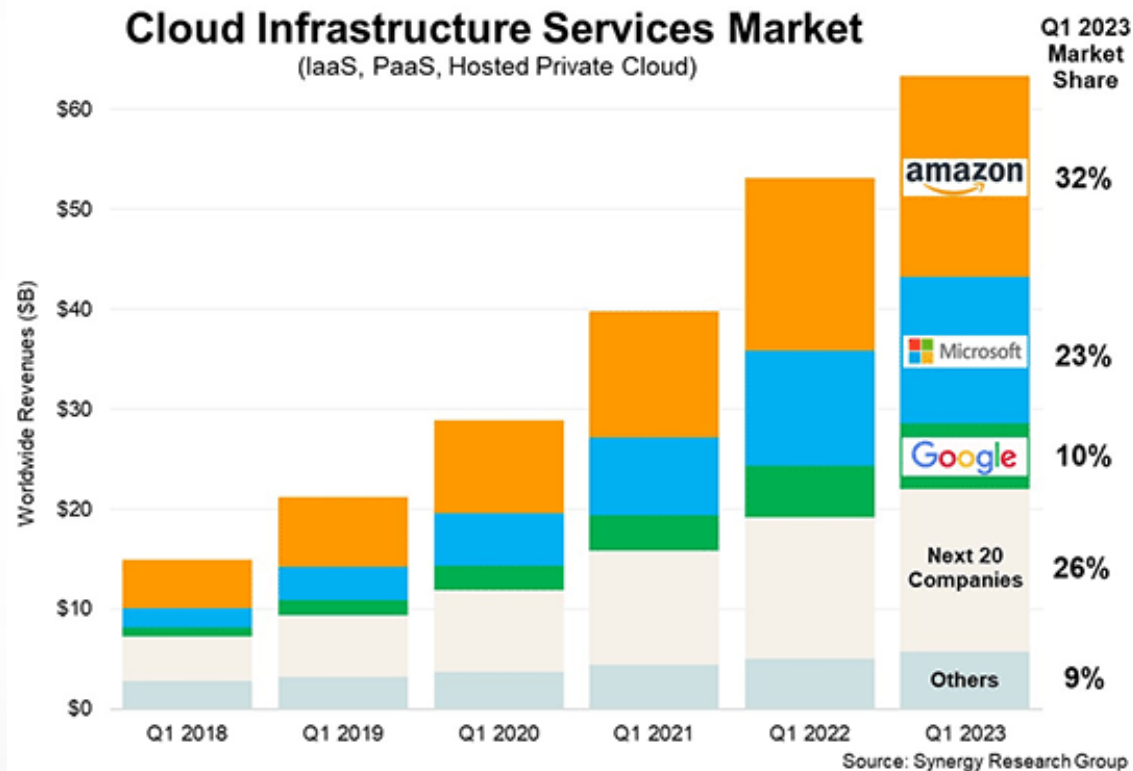
**464**

companies

\*1 The period covered is from June 2022 to May 2023.

In the global cloud infrastructure services market in Q1 2023,

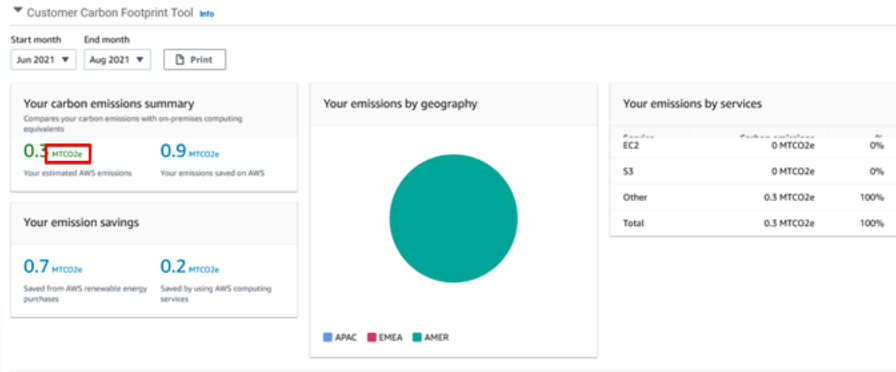
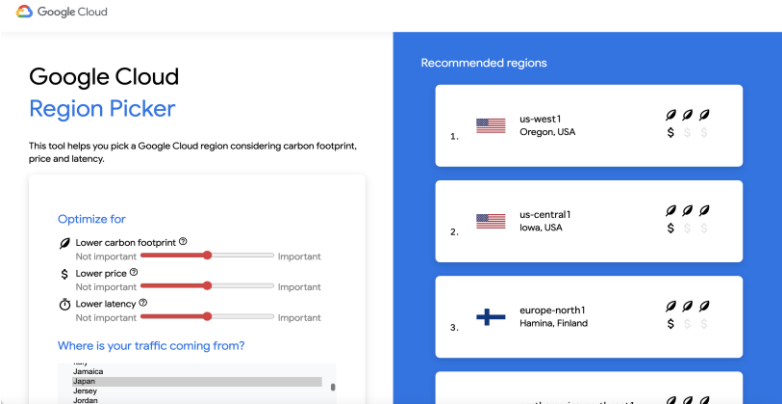
**AWS maintained over 30%, Azure and Google Cloud remained steady**



Data from Synergy Research Group shows in the global cloud infrastructure services market in Q1 2023, AWS controlled 32% of the total market, followed by Microsoft Azure at 23% and Google Cloud at 10%.

Source: [https://www.publickey1.jp/blog/23/awsazure920231synergy\\_researchcanalys.html](https://www.publickey1.jp/blog/23/awsazure920231synergy_researchcanalys.html)

# Reference - Carbon Emissions Measurement Tool for Each Cloud Service

Cloud Service	AWS	Google Cloud
Tool	Customer Carbon Footprint Tool	Google Cloud Region Picker
Feature	<p>As a performance against sustainability goals, <b>measure estimated carbon</b></p> <ol style="list-style-type: none"> <li>Using AWS reduces emissions, comparing to on-premise.</li> <li>CO2 emissions on a monthly, quarterly, and annual basis.</li> <li>Measure the projected change in annual CO2 emissions based on AWS usage within the account.</li> </ol>	<p><b>Google Cloud region can be selected taking variables like price, latency, and sustainability into account.</b></p> <ol style="list-style-type: none"> <li>Identify regions with particularly low carbon impact.</li> <li>Indicate the usage rate of carbon-free energy and the carbon intensity index of the power grid.</li> </ol>
	 <p>The screenshot shows the 'Customer Carbon Footprint Tool' interface. It includes a date range selector (Jun 2021 to Aug 2021) and a 'Print' button. The main content is divided into three sections: 'Your carbon emissions summary' (comparing on-premise emissions of 0.9 MTCO2e with AWS emissions of 0.3 MTCO2e), 'Your emission savings' (showing 0.7 MTCO2e saved from renewable energy and 0.2 MTCO2e saved from AWS services), and 'Your emissions by geography' (a pie chart showing 100% for AMER). A table for 'Your emissions by services' shows EC2 and S3 at 0 MTCO2e (0%) and Other at 0.3 MTCO2e (100%).</p>	 <p>The screenshot shows the 'Google Cloud Region Picker' tool. It features a 'Recommended regions' list with three options: 1. us-west1 (Oregon, USA) with a carbon footprint of 3 leaves and price of \$ \$ \$; 2. us-central1 (Iowa, USA) with a carbon footprint of 2 leaves and price of \$ \$ \$; 3. europe-north1 (Hamina, Finland) with a carbon footprint of 1 leaf and price of \$ \$ \$. The tool also includes sliders to optimize for 'Lower carbon footprint', 'Lower price', and 'Lower latency', and a section for 'Where is your traffic coming from?' with a map showing traffic from Jamaica, Japan, Jersey, and Jordan.</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.

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### 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.

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### 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.

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### 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