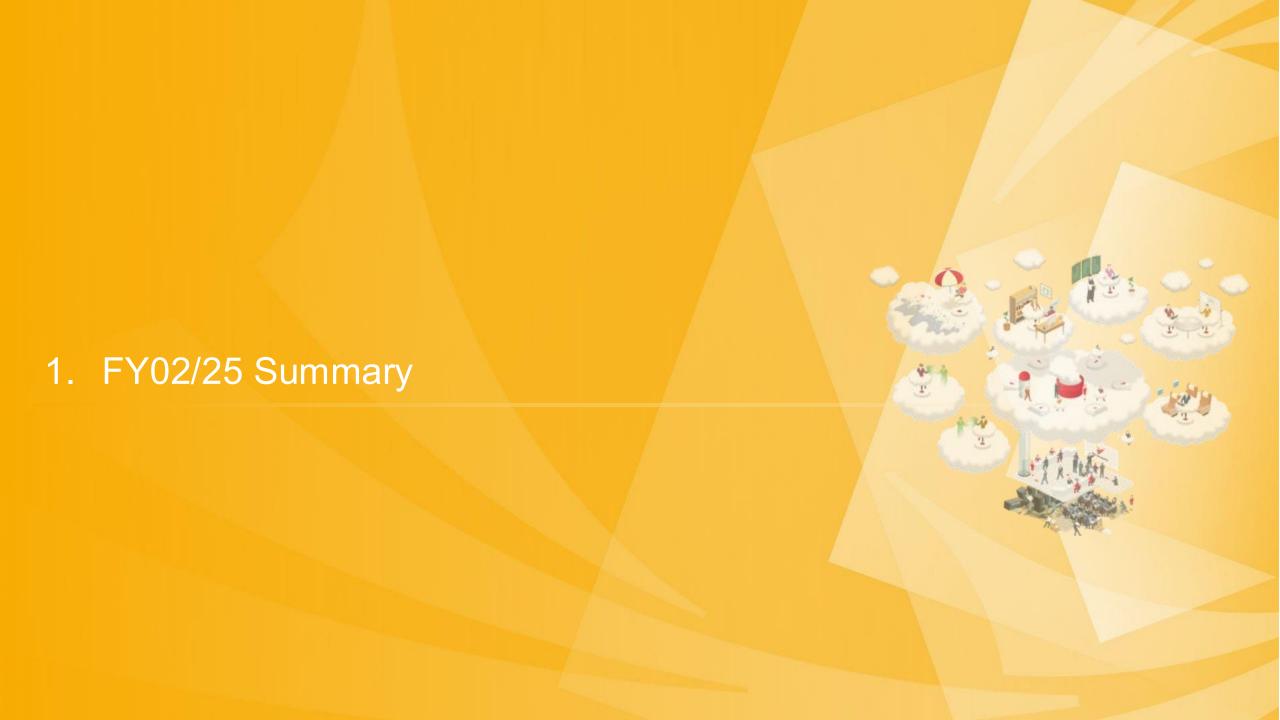


Contents

- 1. FY02/25 Summary
- 2. FY02/25 Key Topics
- 3. FY02/25 Financial Summary
- 4. FY02/26 Performance Outlook
- 5. Company Overview
- 6. Business Overview
- 7. Appendix



> FY02/25 results rose YoY while exceeding our upwardly revised full-year projections

- Both Serverworks and G-gen generated steady sales growth, and consolidated results improved YoY while outperforming our forecast.
- Proactive business development and strategic execution anchored by our strategic collaboration agreement (SCA) with AWS —
 have delivered positive results.
- Efforts including our **establishment of Serverworks Smart Operations**, which will oversee MSP operations, are strategic moves laying the groundwork for expansion into future priority areas.

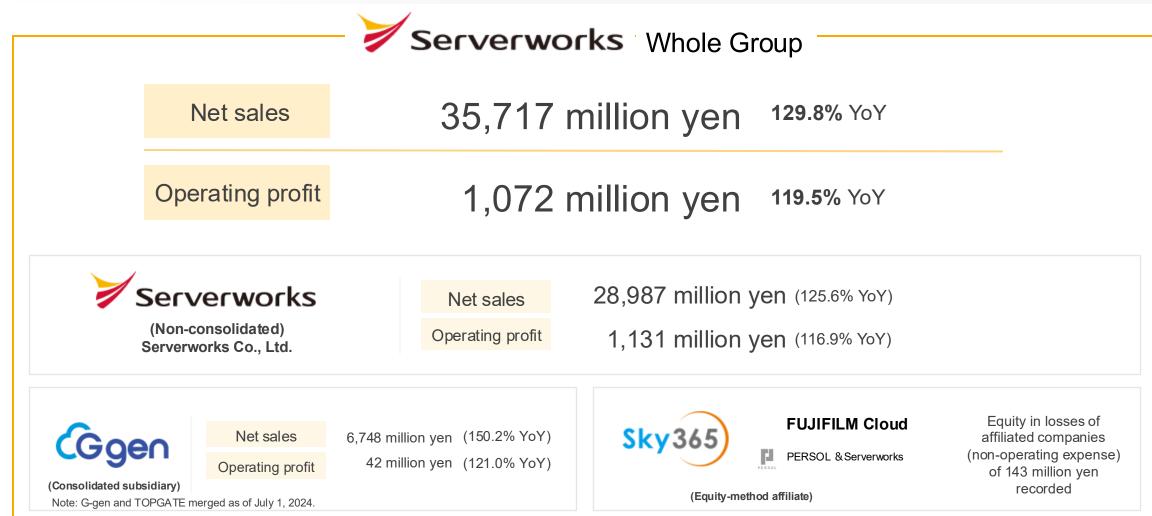
Medium-term management policy announced; move to the Tokyo Stock Exchange's Prime Market under consideration

- To ensure flexible and appropriate response to rapid changes in the market and business landscape, on April 14, 2025, we
 announced our medium-term management policy, through which we will aim to further boost our corporate value and facilitate
 the achievement of a sustainable society.
- We are currently considering a potential move to the Prime Market of the Tokyo Stock Exchange but have not yet established an application timeline.

Carried out a share buyback to return value to shareholders and improve capital efficiency

- With the goal of improving capital efficiency and delivering greater value to shareholders, we **launched a share buyback** period extending from March 5 through June 30, 2025; **share acquisition is proceeding as planned**.
- Moving forward, we will carefully and responsively assess potential future share buybacks as an EPS-enhancement measure while ensuring they align with our growth investment strategy.

Despite a rise in investment losses incurred through joint ventures, the Serverworks Group generated **substantial YoY improvement in results**, reporting expansion in net sales and across all profit categories thanks to its strategic alliance with AWS and growth at subsidiary G-gen.



We maintained strong performance throughout the fiscal year while **proactively investing in medium- to long-term** growth priorities such as talent development, SCAs, and joint ventures. As a result, we achieved significant YoY gains across all key financial metrics, including net sales, operating profit, and ordinary profit.

FY02/24				FY02/25		
			Serverworks			
(Unit: million yen)	Results (Consolidated)	Relative to net sales	Results (Non- consolidated)	Results (Consolidated)	Relative to net sales	YoY change (%)
Net sales	27,510	100.0%	28,987	35,717	100.0%	129.8%
Gross profit	3,535	12.9%	3,356	4,104	11.5%	116.1%
Operating profit	897	3.3%	1,131	1,072	3.0%	119.5%
Ordinary profit	1,032	3.8%	1,289	1,066	3.0%	103.2%
Profit	624	2.3%	873	699	2.0%	111.8%
Profit attributable to owners of parent	638	2.3%	_	677	1.9%	106.1%

Results expanded YoY while **exceeding our upwardly revised consolidated earnings forecast** announced on January 14. In FY02/26, we plan to continue investing in future growth, targeting priorities including human resources and our SCA with AWS.

	FY02/25*1			FY02/	25* ²		
(Unit: million yen)	Forecast announced on April 12, 2024	Relative to net sales	Forecast announced on January 14, 2025	Relative to net sales	Results (Consolidated)	Relative to net sales	Percentage achieved (vs. revised forecast released on January 14)
Net sales	33,392	100.0%	35,560	100.0%	35,717	100.0%	100.4%
Gross profit	4,034	12.1%	4,061	11.4%	4,104	11.5%	101.1%
Operating profit	668	2.0%	994	2.8%	1,072	3.0%	107.8%
Ordinary profit	492	1.5%	996	2.8%	1,066	3.0%	107.0%
Profit attributable to owners of parent	254	0.8%	584	1.6%	677	1.9%	116.0%

^{*1.} On January 14, 2025, Serverworks revised the full-year earnings forecast it previously disclosed on April 12, 2024 through its "Consolidated Financial Results for the Year Ended February 29, 2024" via a notice titled "Notice of Revision of Consolidated Financial Results Forecast."

*2. For further details regarding the differences between non-consolidated results for FY02/25 and FY02/25 and FY02/24, please refer to our IR release titled "Notice of Differences between Non-Consolidated Financial Results for the Full Year and Actual Results for the Previous Year."

2. FY02/25 Key Topics

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



We established **Serverworks Smart Operations Inc.** with the goal of delivering premium, integrated network operation and security monitoring services.

Name	Serverworks Smart Operations Co., Ltd.
Head office location	Chuo-ku, Niigata, Niigata Prefecture
Capital	10 million yen
Serverworks 'stake	100%
Established	March 3, 2025
Representat ive	Yuji Tamaki, CEO
Primary business activities	 Managed service provider (MSP) operations Managed security service provider (MSSP) activities System integration services leveraging AWS infrastructure



Serverworks



Serverworks placed second in the mid-sized company category (for companies with fewer than

1,000 employees) of the 2025 Best Motivation Company Awards. The Best Motivation Company Awards recognize the 10 companies with the highest engagement scores* — standardized metrics quantifying mutual understanding and shared appreciation between companies and their employees.

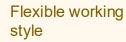
Received Both a AAA (Top 5%) Ranking and a Best Motivation Company Award





Mid-sized company category (for companies with fewer than 1,000 employees)

Specific Initiatives





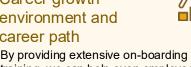
In order to maximize performance. multiple work options are prepared, and our employees can choose the way that is most likely to produce the best performance.

Open communication



We have established communication guidelines to foster pleasant communication.

Career growth environment and career path



training, we can help even employees with no experience, regardless of whether they have a humanities or science background, to become enaineers.

Daily awareness of **Action Guidelines**



We have clarified action guidelines and built a system that allows our employees to be aware of the guidelines naturally everyday, not just in personnel evaluations.

^{*} Engagement scores measure mutual understanding and appreciation between companies and their employees. Using a benchmark database of engagement scores, each company's own engagement score is converted into a deviation value demonstrating how far it placed above or below the average. Based on the results, companies are also classified into 11 ranks, collectively defined as the "engagement rating."

G-gen received "2025 Google Cloud Partner of the Year Data & Analytics – Japan"

in recognition of our outstanding track record in the Google Cloud ecosystem and our ability to help customers grow their businesses through the use of data.



3. FY02/25 Financial Summary

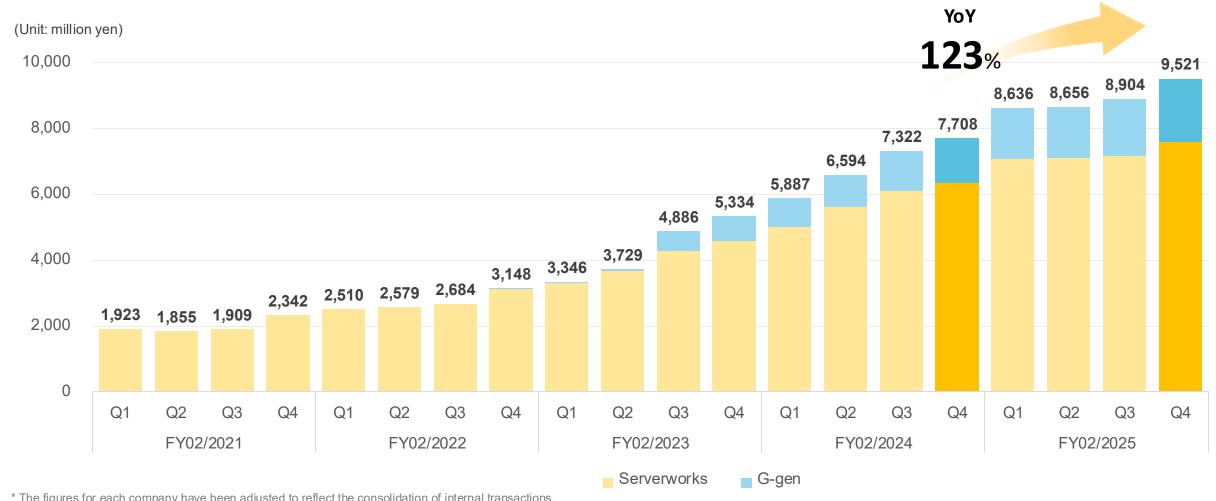








Net Sales reached its highest level for the 17th consecutive quarter and grew at an extremely high rate of 123% YoY.

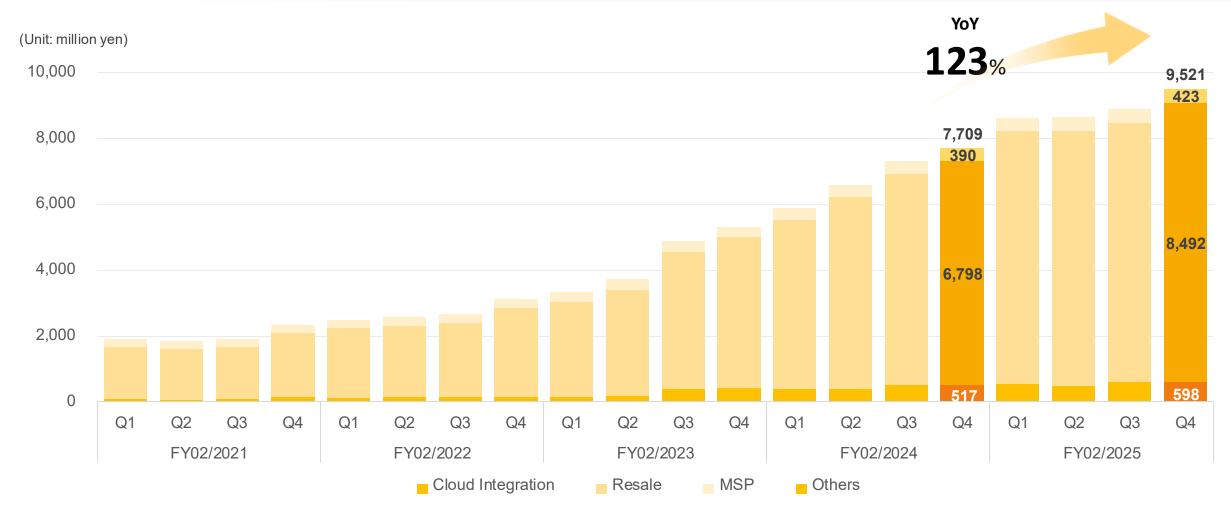


^{*} The figures for each company have been adjusted to reflect the consolidation of internal transactions.

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

- by Product and Service Segment -

Net Sales of all services (cloud integration, resale, and MSP) exceeded the same quarter of the previous year and continue to grow steadily.



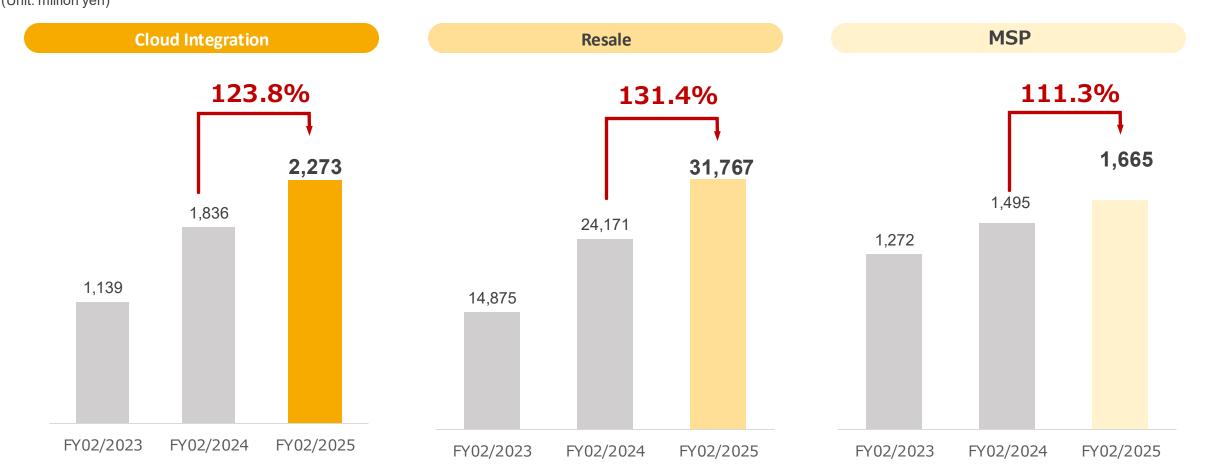
^{*} For AWS Resale, total amount of usage fees are recorded as net sales, due to the nature of transactions.

By Product and Service Segment

- Net Sales Year-on-Year Comparison -

Significantly higher results than in the previous year in main product and service segments

(Unit: million yen)



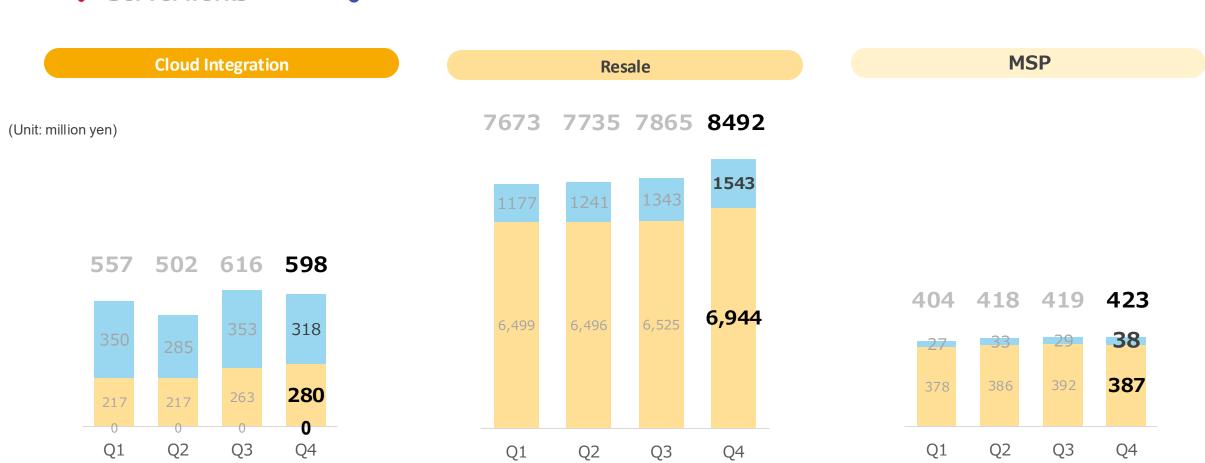
By Product and Service Segment

Serverworks Group

- composition of each company -

Cloud Integration and MSP maintained steady consolidated net sales of around 600 million yen and 400 million yen respectively in the quarter. Both Serverworks and G-gen have seen significant growth in Resale, which is the most important service category.

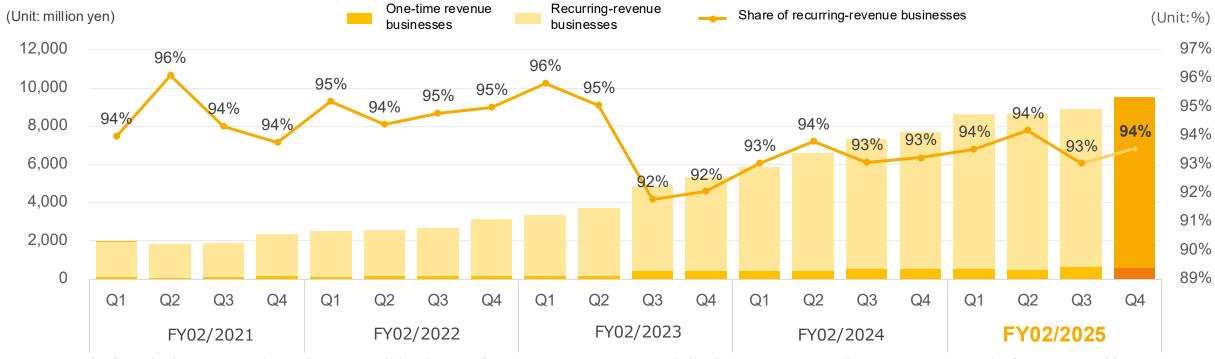




Percentage of Recurring Business

Serverworks Group





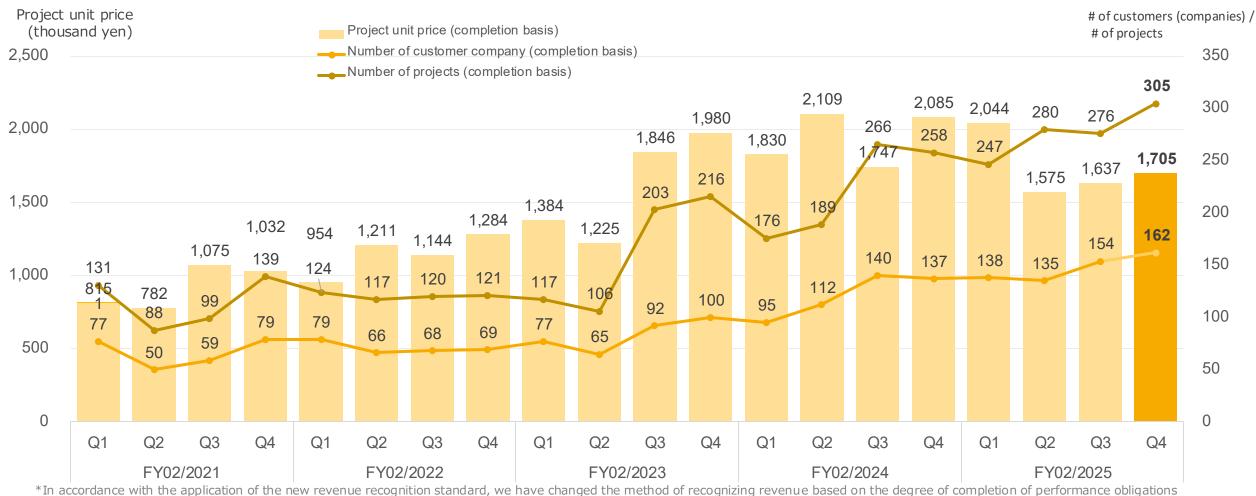
One-time sales from Cloud Integration, where sales are recorded at the time of customer acceptance are recorded under One-time revenue businesses. Recurring sales from AWS monthly usage fees, monthly charges for proprietary services such as Cloud Automator, licensing fees for continued use of third-party 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

Cloud Integration

- Changes in Each Indicator -

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

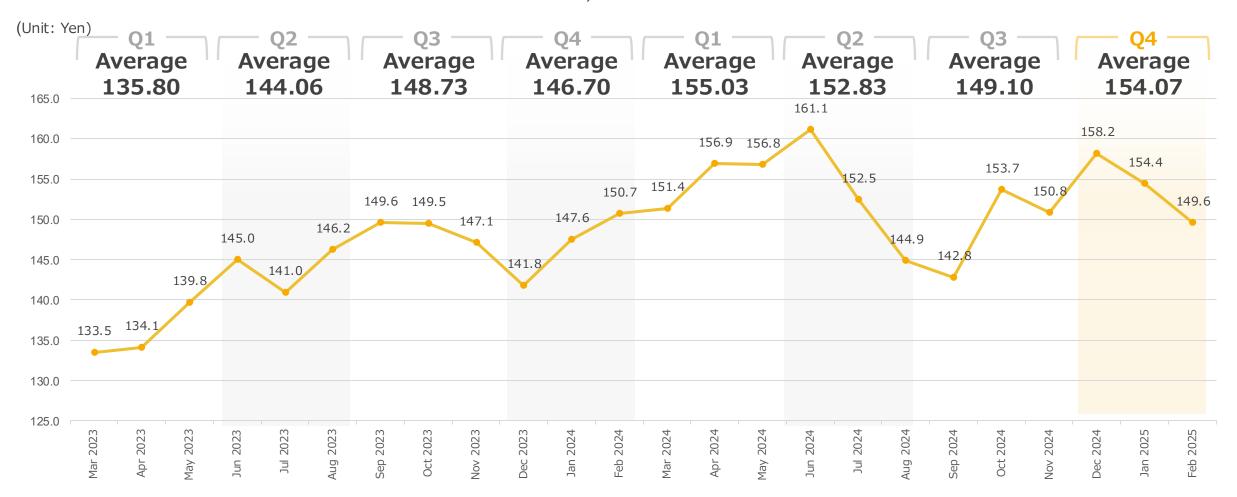
although the unit price of projects is affected by a certain downward pressure with the increase in the number of projects.



^{*}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).

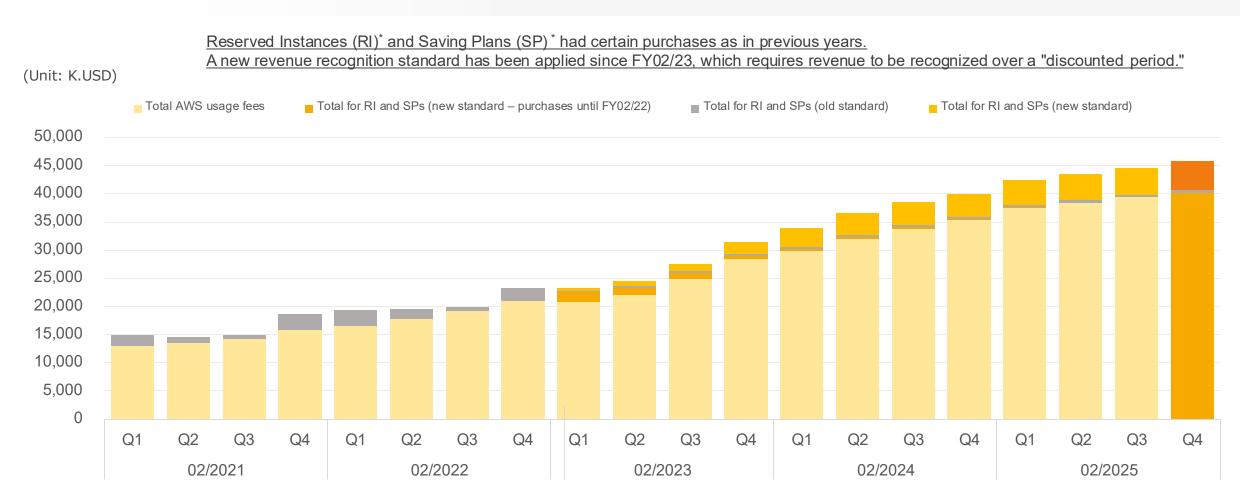
Exchange rate fluctuations continue to remain at high levels, and it is necessary to continue to monitor trends.

(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.)





Steady organic growth maintained as clients continue to adopt and promote AWS use



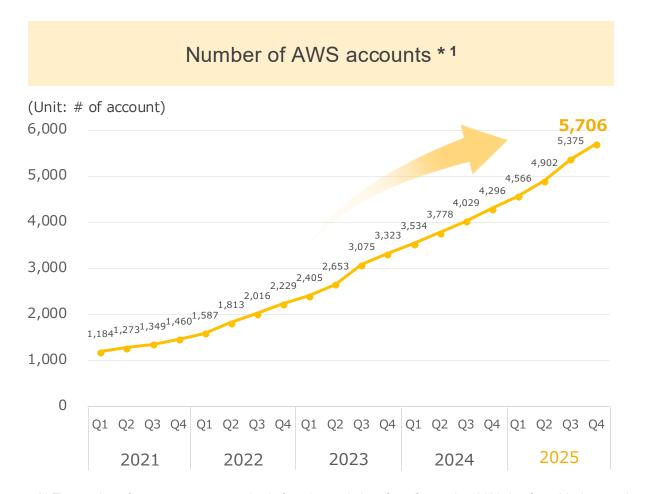
^{*}RI and SPs are AWS services under which substantial discounts are offered to customers who pay a fixed reservation fee and commit to AWS usage for a certain period.

^{*}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.



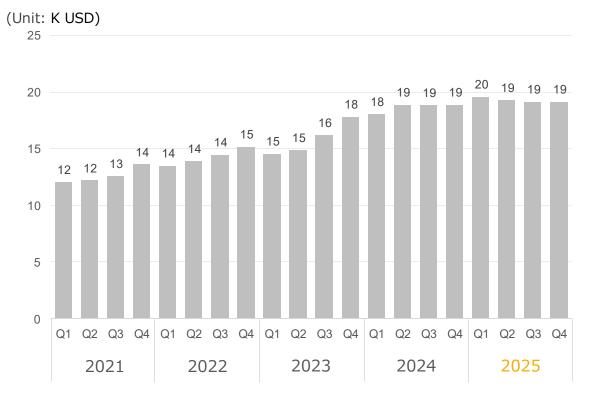
Number of AWS Accounts and ARPU -

Steady increase in the number of accounts*1 as cloud technology and services are being utilized in various fields Furthermore, high ARPU is maintained as clients promote use of AWS.



ARPU* 2

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



^{*1} The number of accounts was counted only for advanced plans from September 2020, but from this time, we have revised the number to include all startup/discount plans as well as advanced plans, including past results.

^{*2} Excluding Reserved Instances and Savings Plans

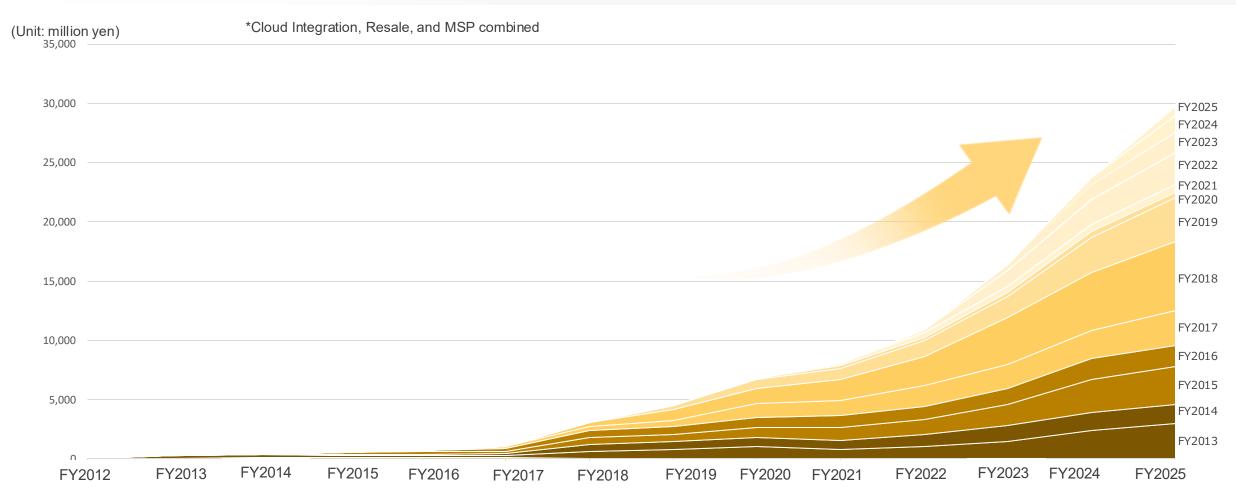
Customer Lifetime Value (LTV)

Serverworks



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

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



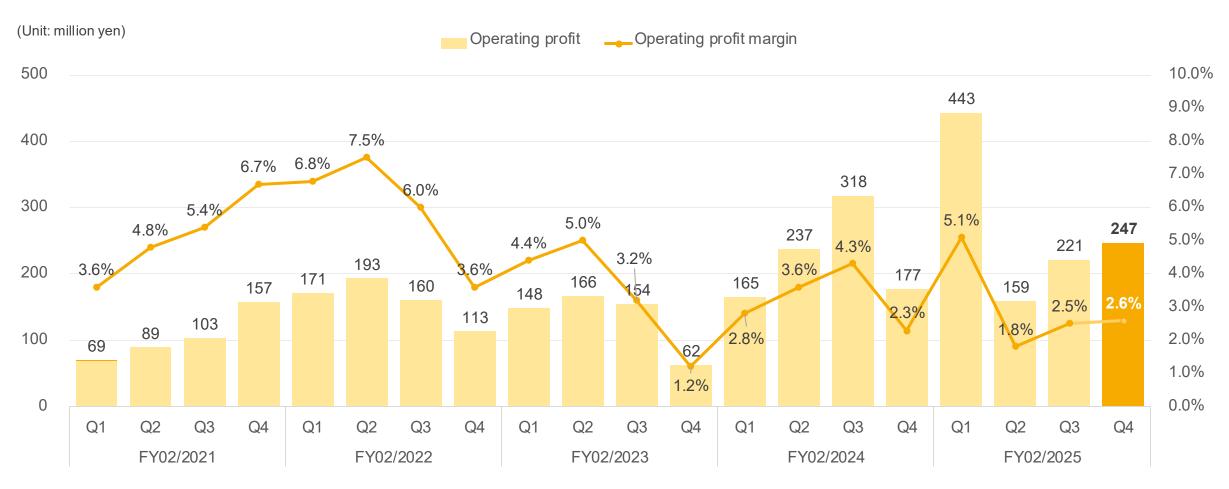
^{*} Revenues prior to the fiscal year ended February 29, 2017 are an approximate total of AWS resale revenues recalculated into a gross amount based on the most recent results.

Operating Profit, Operating Profit Margin

Serverworks Group

Profits increased compared to the immediately preceding Q3 due to accelerated cloud utilization and favorable foreign exchange rates.

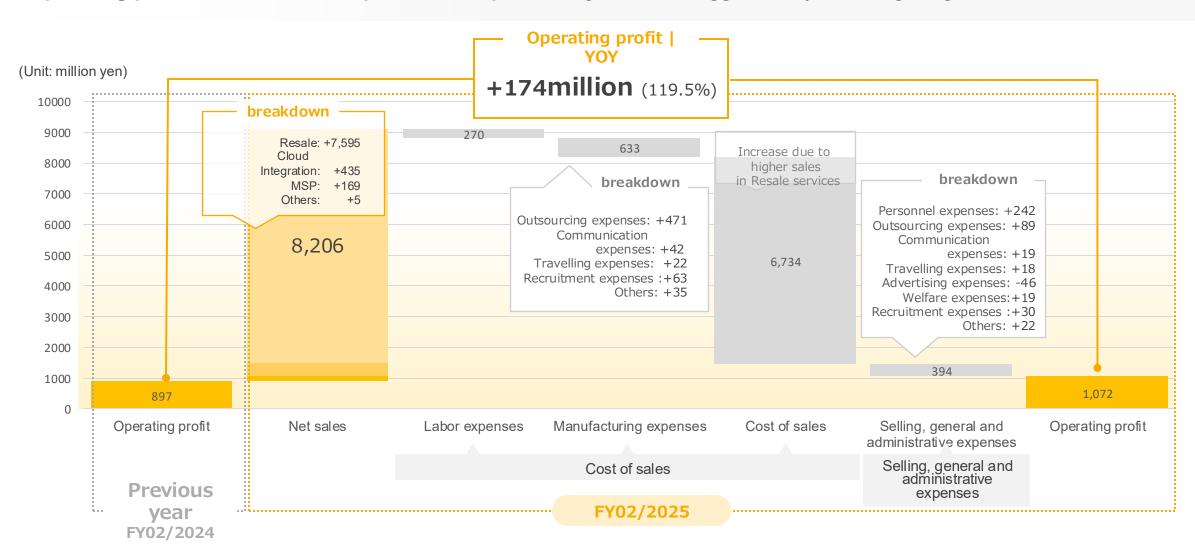
Continue to make investments that contribute to future growth, such as investments in human resources and costs related to strategic collaboration with AWS.



Serverworks Group

Analysis of Factors Affecting Operating Profit YoY

Operating profit was 119.5% compared to the previous year, while aggressively investing for growth



Serverworks Group

Financial Condition: Balance Sheet (Summary)

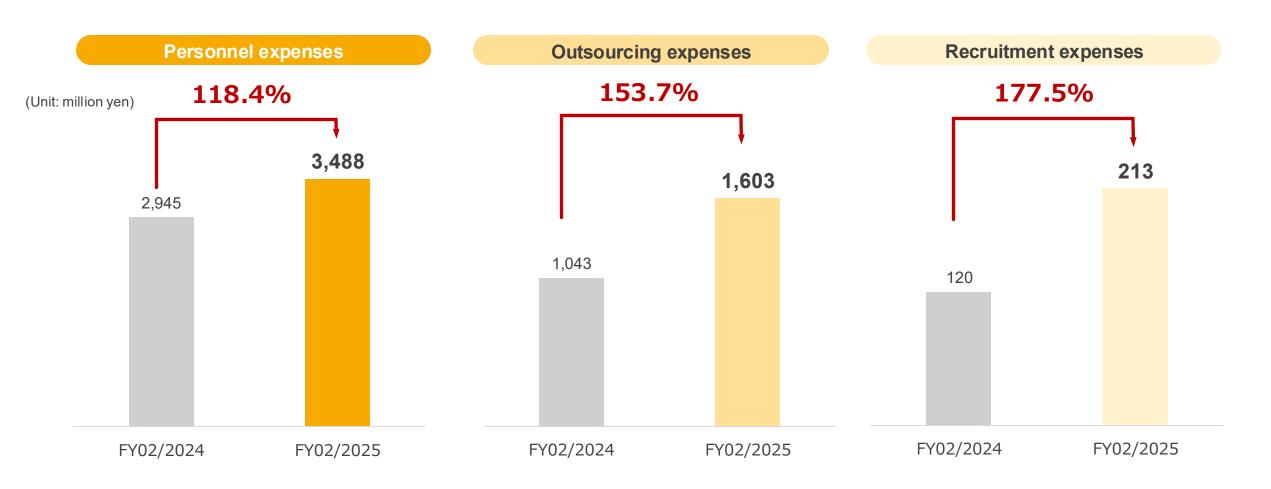
Increase in "current assets" due to increase in cash, trade receivables, advance payments, and investment securities; increase in "current liabilities" due to increase in contract liabilities, etc. Increase in "fixed assets" due to increase in investment securities and shares of subsidiaries and affiliates; increase in "net assets" due to accumulation of retained earnings.

Q3 FY02/24 Results FY02/24 Results **Balance Sheet** Change (Consolidated) (Consolidated) 13,527 15,222 1,694 Current assets 4,529 5,271 742 Fixed assets 53 57 111 Property, plant and equipment 1,017 888 (129)Intangible assets 3,458 4,272 813 Investments and other assets 18,056 20,493 2,436 Total assets 7,389 9,033 1,643 Total liabilities 7,119 8,709 1,589 Current liabilities Non-current liabilities 269 324 54 10,667 11,460 793 Total net assets Total shareholders' equity 9,581 10,183 601 Accumulated other 1,078 1,277 198 comprehensive income Non controlling interest (6)20,493 18,056 Total liabilities and net assets 2,436

(Unit: million yen)

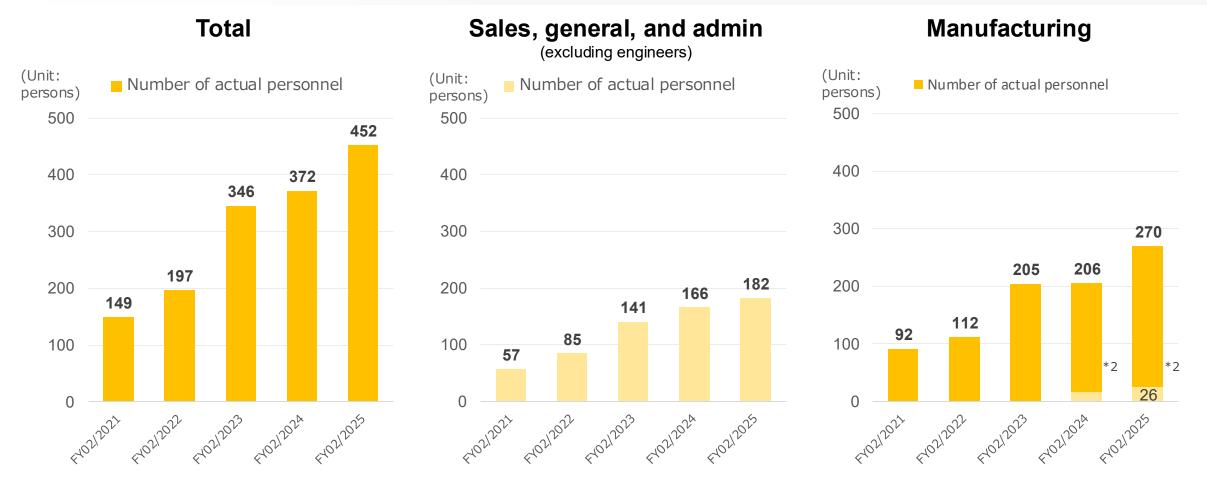
We have made additional investment in recruiting activities from Q2 onward based on strong profit progress from Q1.

Efficiently carry out not only full-time employment but also the use of outsourcing while maintaining a balance.



Continue to actively recruit highly skilled personnel, especially cloud engineers

In particular, the number of engineers in the manufacturing division increased, and the total number of employees in the group increased significantly by 80 YoY.



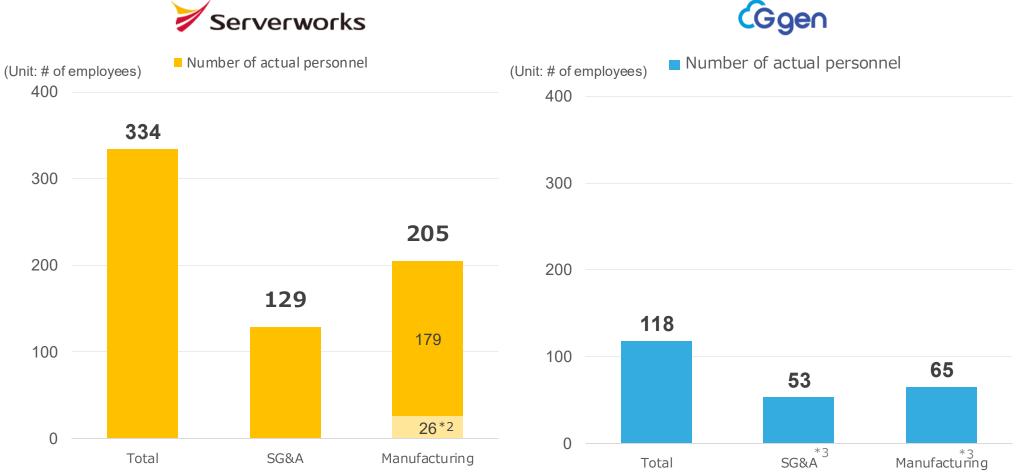
^{*1.} The number of employees includes the number of temporary (part-time) employees and does not include directors.

^{*2.} From FY 02/2024, the in-house SEs and engineers who provide training have been changed to the SG&A department.

Group Headcount Breakdown *1

Serverworks Group

Serverworks hired more employees than planned, although the number of employees did not reach the number of group employees announced at the beginning of FY2025, which does not take retirees into account, while **G-gen fell short of its plan**, partly because it curbed its hiring plan to optimize personnel due to the merger.



^{*1} The number of employees includes the number of temporary (part-time) employees and does not include directors.

^{*2} From FY 02/2024, the in-house SEs and engineers who provide training have been changed to the SG&A department.

^{*3} The number of employees has changed due to the unification of the classification of SG&A and manufacturing at the time of the merger (decrease in SG&A, increase in manufacturing).

Promoting AWS Certifications for Engineers

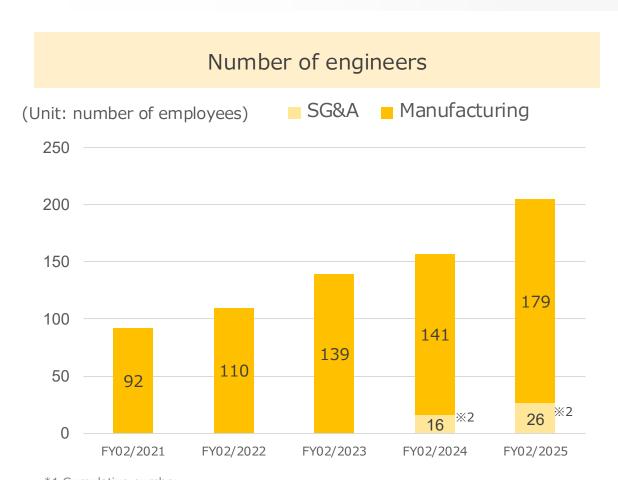
Serverworks

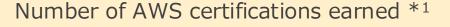


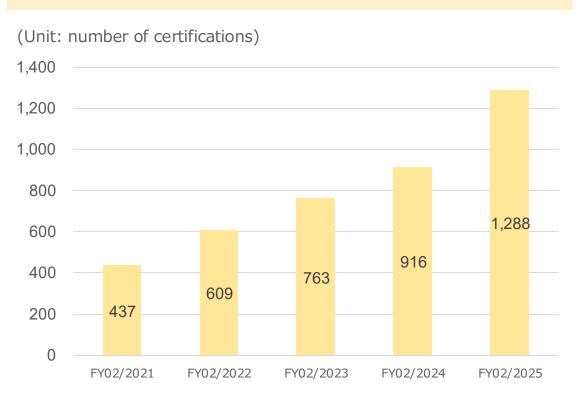
Mid-career engineers with no AWS experience also obtain AWS certification early.

Over 1,000 AWS certifications







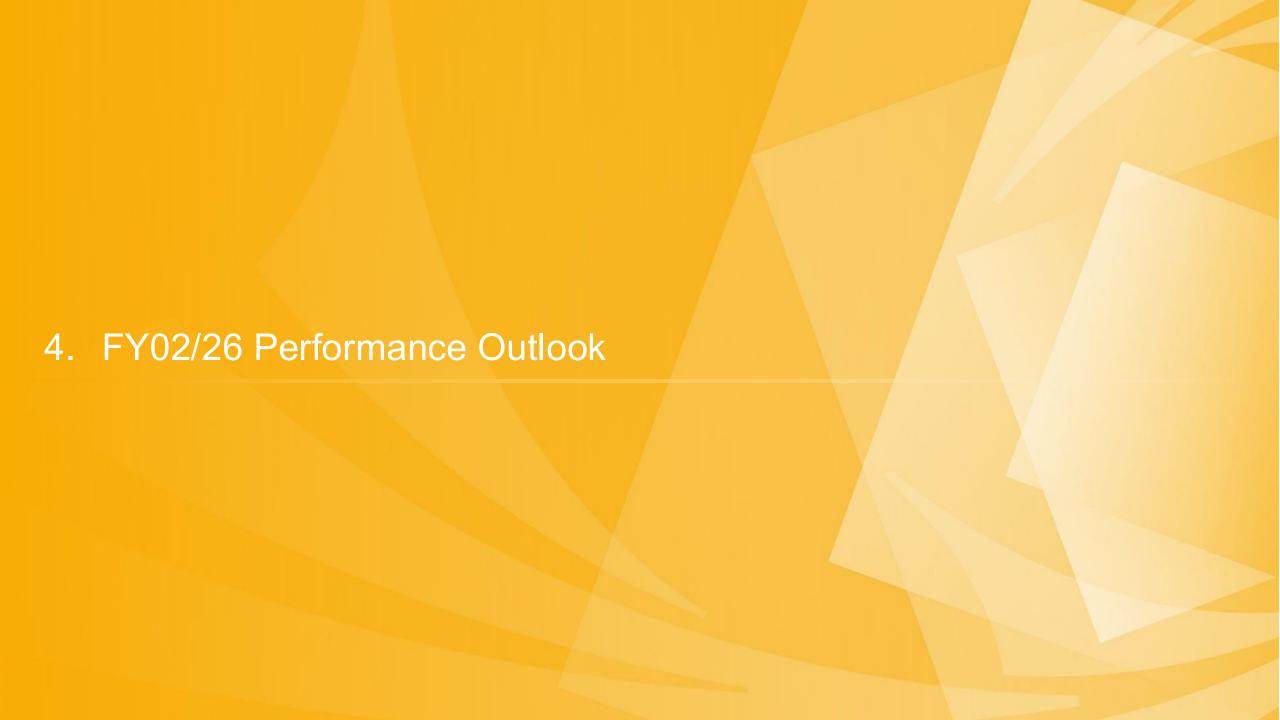


^{*1} Cumulative number

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

Selected Q4 Q&As

Categories	Possible questions	Answers
Financial highlights and operating profit	(Referring to slides 5 and 23) Historically, you have tended to report profit decline in Q4, but this year, operating profit expanded QoQ? What explains this shift?	Profit improved due primarily to strong sales performance from both Serverworks and G-gen, as well as improved profitability at G-gen thanks to a reduction in losses on orders received and lower production costs. Furthermore, overall costs were lower than planned, further supporting profitability.
Resale	(Referring to slide 21) Average revenue per client company appears to be stagnating. What factors are causing this stagnation?	Resales increased significantly from Q4 of the previous fiscal year to Q1 of the current fiscal year. Customers who increased their cloud usage purchased Reserved Instances (RI) and Savings Plans (SP) in Q1 to lower unit prices and reduce usage fees, which led to a decline in usage fees from Q2 onward. While overall usage volume has continued to grow, we are confident that our efforts to control customer usage fees have been successful and that we are effectively sustaining stable ARPU.
Headcount/recruitment	(Referring to slide 27) Please explain why your headcount at end-FY02/24 was lower than you had projected.	Our original headcount target did not account for employee attrition and was calculated simply by adding our end-FY02/23 headcount to our recruitment targets for FY02/24. Consequently, employee attrition caused a headcount shortfall even though Serverworks exceeded its recruitment targets . G-gen faced similar circumstances, but its headcount shortfall was more significant because recruitment was intentionally scaled back in connection with postmerger workforce optimization .



FY02/26 Consolidated Earnings Forecast*1

Serverworks Group

EV02/26

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

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

 $\Gamma V \cap \Omega / \Omega F$

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

	FY02	/25	FYU2	2/26	
(Unit: million yen)	Results	Relative to net sales	Forecast	Relative to net sales	YoY change (%)
Net sales*2	35,717	100.0%	40,841	100.0%	114.3%
Gross profit	4,104	11.5%	4,617	11.3%	112.5%
Operating profit	1,072	3.0%	1,140	2.8%	106.4%
Ordinary profit	1,066	3.0%	1,171	2.9%	109.8%
Profit attributable to owners of parent	677	1.9%	848	2.1%	125.2%

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

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

We project sales growth will slow due primarily to anticipated impact from customer churn. However, we will maintain our proactive investment in the establishment of MSP subsidiaries and human capital across the company, while aiming to generate an absolute increase in profit.

(Unit: million yen)	FY02/25	FY02/26	
Net sales	35,717	40,841	
Cost of sales	31,612	36,224	
Gross profit	4,104	4,617	
SG&A expenses	3,032	3,477	
Operating profit	1,072	1,140	
Ordinary profit	1,066	1,171	
Profit attributable to owners of parent	677	848	

Principal change drivers					
	FY02/25	FY02/26	YoY change		
1. Churn*	1,500	0	-1,500		
Primary investme	ent priorities: 1,903	2,615	+712		
2. Investment in		2,615	+712		

^{*}Forecast based on contractual data from customer agreements in place or newly signed during FY02/25

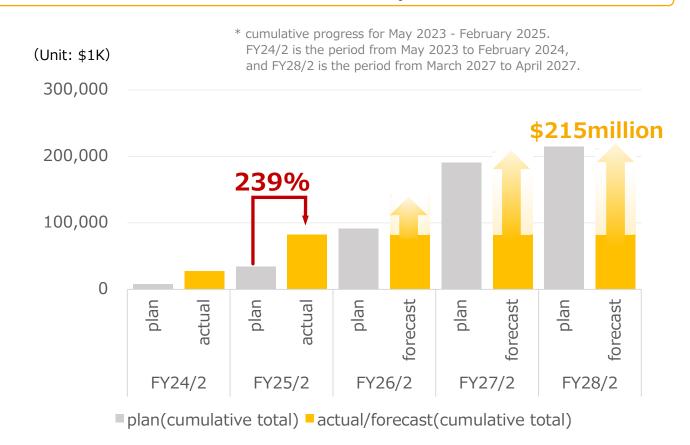


In April 2023, Serverworks concluded an SCA with AWS, marking the start of a growth-oriented strategic partnership. The cumulative progress for the two years was 239% of the plan, signaling a highly promising outlook.

Four Focus Areas

Through this partnership, Serverworks aims to generate **approximately \$215 million** in new business over four years.

- 1 Development of common cloud infrastructure for enterprise companies
- 2 promotion for small and medium sized enterprises
- Cloud contact center construction support
- Further strengthening of digital human resource development



Status of SCA and Future Strategic Direction

Serverworks



Maintaining the favorable progress achieved to date, Serverworks will accelerate business development in all four focus areas. We are proactively aiming to ensure our SCA with AWS remains in place for a second term.

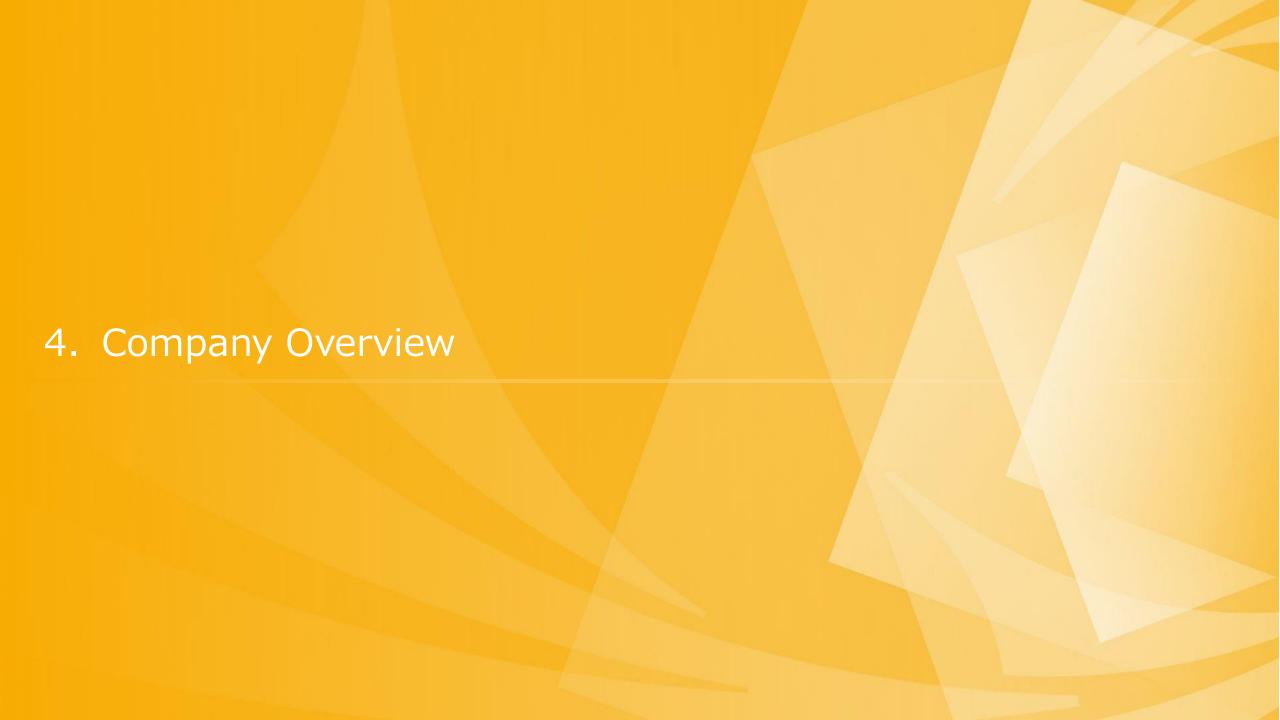
Four Focus Areas

- Development of common cloud infrastructure for enterprise companies
- AWS cloud utilization and DX promotion for small and medium sized enterprises
 - Cloud contact center construction support
- Further strengthening of digital human resource development

- Performance ahead of target
- · Accelerated customer support activities through the "Cloud Sherpa" service
- Advanced generative AI initiatives while focusing on cloud security
- Progress in line with expectations
- Accelerated DX support through FUJIFILM Cloud
- Accelerated support for startup companies
- Progress in line with expectations
- Efforts aimed at supporting Zendesk + Amazon Connect and Salesforce + Amazon Connect and expanding use cases in specific fields are currently underway
- Certification acquisition ahead of plan
- Enhanced talent and workforce capabilities through collaboration with PERSOL
- Maintained recruitment momentum while promoting technical certification initiatives

Selected Q&As Regarding Our FY02/26 Forecast

Category	Possible questions	Answers
Sales	(Referring to slides 32 and 33) Could you explain why you anticipate YoY deceleration in sales growth?	The YoY sales growth we observed over FY02/23 through FY02/25 was largely due to ongoing yen depreciation, which significantly boosted the rate of sales expansion. In contrast, our forecast for FY02/26 accounts for an anticipated contract termination we expect will have a negative sales impact of approximately 1.5 billion yen. However, this contract cancellation was not due to any issues related to our business operations or sales activities, the termination of any agreements with AWS, or a switch made in favor of a competitor. Accordingly, we do not anticipate cancellations of this type will occur on a continuous basis.
Resale	(Referring to slide 32) What exchange rate assumptions did you apply when formulating your FY02/26 forecast?	Historically, Serverworks has applied the median exchange rate forecast among leading financial analysts when preparing its forecasts. However, for FY02/26, we have changed our approach , instead applying the actual average exchange rate for FY02/25 . This shift ensures currency fluctuations will not impact our YoY performance comparisons . At the same time, our projections do not account for impact from future change in foreign exchange rates. Consequently, we request our stakeholders remain aware of the risk of potential impact from foreign exchange rate fluctuations .
SCA	(Referring to slides 34 and 35) Why has progress achieved under your SCA with AWS over the past two years exceeded expectations?	Collaborating closely with AWS, Serverworks prioritized its SCA with AWS as a central component of its business strategy, thereby generating expectation-exceeding results across all four of the SCA's focus areas. Building on the strong results we achieved over the first half of the SCA's term, we will continue accelerating business development over the remainder of the SCA while aiming to secure a subsequent SCA as well.



Making the World a Better Place to Work through Cloud Technology



You can use computers to your advantage, no matter where you are and without the necessity of ownership.

We are committed to further spreading this idea of the "cloud."

Through cloud computing, we aim to create a society that helps more companies enhance their competitive edge and makes everyone who works there feel that

"This is a better place to work."

We would like to share this vision with you.

Serverworks Group establishes comprehensive support structure for cloud business





Sales and sales channel development

FUJIFILM Cloud



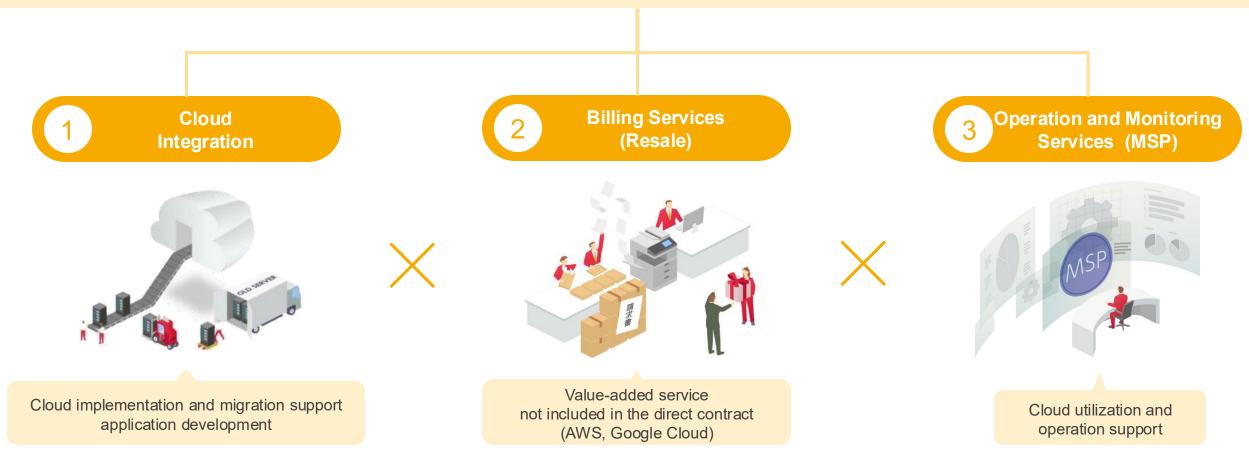


Serverworks Smart Operations

Sky365

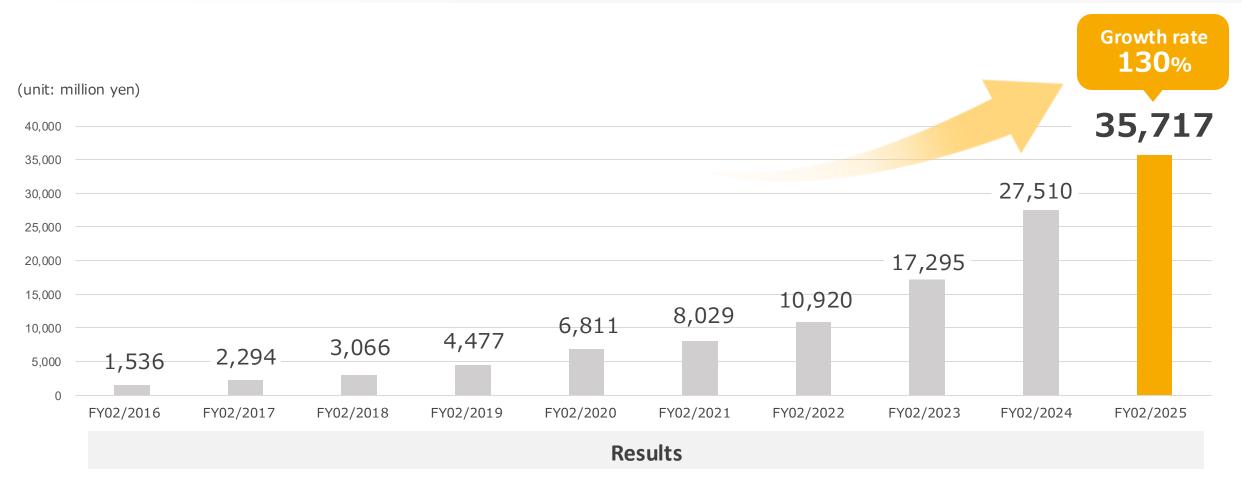
^{*} In November 2024, the company name was changed to Serverworks Capital Co.,Ltd.

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



With the increase in demand due to the expansion of the cloud market and the expansion and growth of the group organization through M&A and establishment of JVs,

Steadily increasing net sales and maintaining high growth rate



Company Overview About Serverworks

Serverworks



Founded	February 21, 2000	
Capital	3,270,337,821 yen (as of February 28, 2025)	
Number of Employees	Non-consolidated: 334 (as of February 28, 2025) Consolidated: 452 (as of February 28, 2025)	Main
Business Domain	Cloud integrator specializing in AWS	Locations
		Tokyo (head office), Osaka, Sendai, Fukuoka
Management	Ryo Oishi CEO Takashi Hashiba Senior Vice President Mikiya Inoue Outside Director who is Audit and Supervisory Committee Member (Full-time) Yuko Tanaka Outside Director who is Audit and Supervisory Committee Member Hikari Fujimoto Outside Director who is Audit and Supervisory Committee Member	
Certification	 AWS Premier Tier Service Partner AWS Migration Competency AWS Digital Workplace Competency AWS Managed Service Provider Program AWS Well-Architected Partner Program 	ISMS-AC ISMS ISR021
	• ISO / IEC 27001 (JIS Q 27001)	Head office
Major Shareholders	Board members TerraSky Co., Ltd. NTT Communications Corporation NTT DATA Corporation	JPX STANDARD AWS PARTNER Premier Tier Services

Management Team

Directors



President & CEO Ryo Oishi

Oishi graduated from Tohoku University, where he majored in economics. He joined Marubeni Corporation, which is one of the biggest general trading companies. He was involved in the establishment of a subsidiary related to communication networks, as well as the planning of internet business and sales.

In February 2000, he founded Serverworks. After he started AWS business in 2009, Oishi became one of Japan's first "cloud evangelists," and he has continued to encourage Japan's use of cloud computing.



Senior Vice President

Takashi Hashiba

Hashiba graduated from Tokyo University of Agriculture, where he majored in agriculture. He joined a wholesale food processing company, working in a sales role.

After joining our company in April 2006, he became head of the sales and technical department and took part in numerous system installations. After the AWS business began, he continued working on numerous projects, contributing substantially to the company's expansion. He became senior VP in October 2013.

Audit and Supervisory Committee Members (Outside Directors)

Full-time

Mikiya Inoue



After graduating from Keio University, where he majored in engineering, Inoue joined Marubeni Corporation. He worked primarily in the information and communication industry, engaging in a wide range of projects. These included time-sharing services, international VAN services, mobile communications services, packet switching networks, communications networks for the distribution industry, optical submarine cables, data centers, and ISPs. He also took part in related M&A projects. He has lived in London and Bangkok. He joined our company as outside auditor in May 2018. He became an outside director in May 2021.



Yuko Tanaka

Tanaka graduated from The University of Tokyo, where she majored in law. After working for Toyota Motor Corporation, A.T. Kearney, and Jupiter Shop Channel, she joined CrowdWorks, Inc. as an Executive Officer in 2014. Experienced IPO, and as General Manager, Corporate Planning Office, she was responsible for mid- to long-term strategy, budgeting, business management, financial accounting, public relations, IR, and M&A. Appointed as Director in 2019. She became independent in 2022 and currently serves as Representative Director at Yukott Inc. and as an outside director at Spacemarket, Inc. and Batonz Co., Ltd. She joined our company as outside director in May 2021.



Hikari Fujimoto

Fujimoto graduated from Keio University, where she majored in economics, before joining Tohmatsu & Co. (current Deloitte Touche Tohmatsu LLC). She engaged in accounting audit work and stock listing support services. She struck out on her own in 2011, establishing Hikari Fujimoto Certified Public Accountant Office (current Hikari Fujimoto Certified Public Accountant and Tax Accounting Office) in 2013. She provides stock listing support, support for the establishment of internal controls, M&A support, and accounting tax advisory services for venture companies. Currently, she is an auditor for several companies. She joined our company as outside director in May 2021. 43

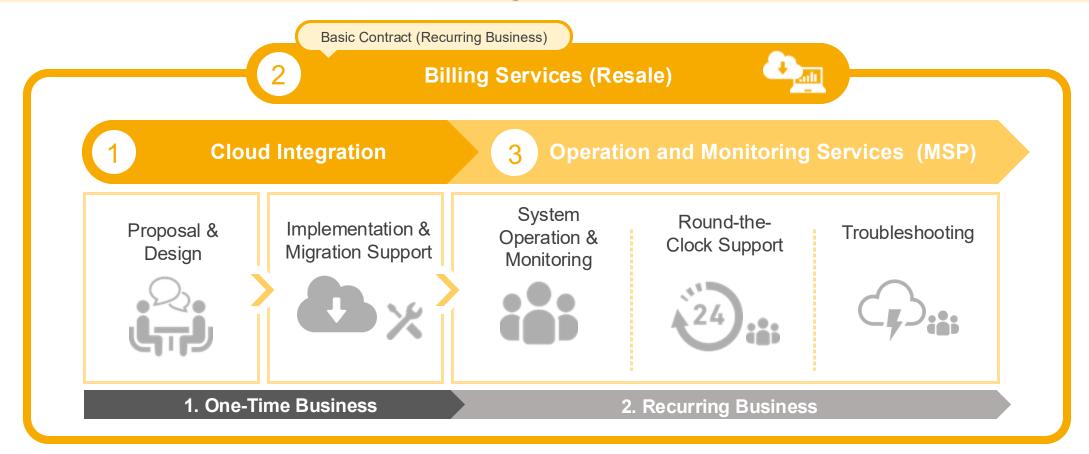


Business Overview Business Model

Serverworks has been an AWS specialist since the dawn of cloud computing in Japan.

We provide a full range of services, from AWS implementation to utilization and operation.

Today, as Serverworks Group, we provide strong support for the use of the cloud in all types of businesses through three main solutions



1 Cloud Integration



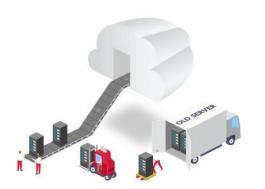
Business Overview



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 Billing Services (Resale)



Business Overview 2 Billing Services (Resale)



Providing a billing service that enables more convenient and secure use of AWS

In addition to technical support, we also provide operational automation tools, property insurance, and other services.

Advanced Plan delivers our unique value added on AWS.



► 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

Invoicing in Japanese Yen

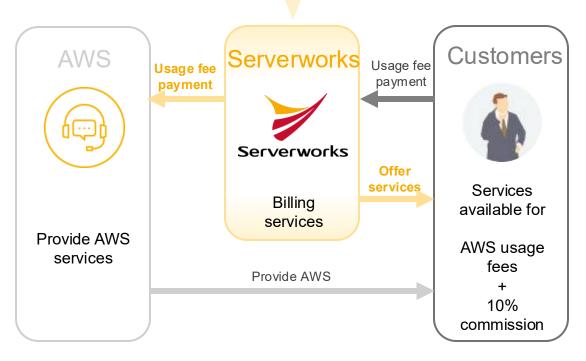
Customer Portal

Cloud Automator

Migration and Operations Services*

damage insurance

Serverworks contracts with AWS for enterprise support.



Business Overview 2 AWS Billing Services (Resale)

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

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 Operation and Monitoring Services (MSP)





Business Overview (3) Operation and Monitoring Services (MSP)

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

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

Reduce operational burden and maximize AWS benefits



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

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

What our AWS operation and monitoring services can do

System Operation & Monitoring



Round-the-Clock

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



Reference — Market Environment (AWS Announces New Al Foundation Models)

AWS has announced Amazon Nova, a family of new Al foundation models.

Available on the AWS AI platform, these models offer high speed and superior performance for comparatively low cost.



AWS announced Amazon Nova, its own family of new-generation AI foundation models, during the 2024 re:Invent event held in the US.

Amazon Nova includes multimodal models capable of processing text, images, and videos. Looking ahead, AWS plans to develop models for specific applications, including image and video generation.

According to AWS, the Amazon Nova family of models is at least 75% less expensive than other available high-performance models while delivering significant advantages in terms of both speed and economic efficiency.

Reference - Carbon Emissions Measurement Tool for Each Cloud Service



Cloud Service	AWS	Google Cloud
Tool	Customer Carbon Footprint Tool	Google Cloud Region Picker
	As a performance against sustainability goals measure estimated carbon 1. Using AWS reduces emissions, comparing to on-premise 2. CO2 emissions on a monthly, quarterly, and annual basis 3. Measure the projected change in annual CO2 emissions based on AWS usage within the account.	variables like price, latency, and sustainability into account. a. 1. Identify regions with particularly low carbon impact.
Feature	Total 0.3 MTCO2e Start month Jun 2021 ▼ Aug 2021 ▼ Direct Your carbon emissions summary Compares your carbon emissions with on-premise computing equivalents O.3 MTCO2e Your estimated AVX- emissions Your emissions saved on AVX5 Your emissions saved on AVX5 Total 0.3 MTCO2e 100% Total 0.3 MTCO2e 100% Total 0.3 MTCO2e 100% AMAC ■ MMEA ■ AMER	Google Cloud Region Picker This tool helps you pick a Google Cloud region considering carbon footprint, price and latency. Optimize for Lower carbon footprint © Not important S. Lower price © Not important Otopon usa Important Where is your traffic coming from? Jamaica Jangane, January Jamaica January Ja

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.

