



BUSINESS PLAN

TNKE Business Plan

One-Stop IT Infrastructure Design, Build & Maintenance

Prepared: June 2026 Revised: July 2026

Founded: July 1, 2026 Representative: Kazuyuki Takebayashi

Business Overview and Mission

Trade Name

TNKE

Representative

Kazuyuki Takebayashi

Founded

July 1, 2026



Mission

"Connecting servers and users safely and seamlessly through networks, to build a social infrastructure free of friction."



3-Year Vision

Building on relationships developed throughout our career, we will quickly establish a collaborative structure with external partners. With public/education-sector projects and Azure migration as our core pillars, we aim to reach annual revenue of JPY 20 million and a stable recurring-revenue base by the third year of full-scale operations (2029).

Services

Built on know-how developed in the public and education sectors for "infrastructure that never stops," we provide a one-stop service from design through maintenance.



Infrastructure Design

Hybrid-Ready

We design the optimal environment for each client's requirements and security needs — on-premises, Azure-centered cloud, or a hybrid combination of both.



Build & Migration

Windows / Linux

We handle new builds of Windows and Linux servers, and secure data migration from aging on-premises environments to Azure, with minimal business disruption.



Maintenance & Support

Remote / On-Site

Remote and on-site support is standard during weekday hours (9:00-18:00), with flexible spot support tailored to each client's business model.

Strengths and Market Environment

TNKE's Strengths

Extensive Track Record in Public & Education Sectors



Deep field expertise in environments demanding strict security requirements, tight deadlines, and unique organizational workflows.

A Professional Network Built Over Years



We leverage relationships built throughout our career to pursue early, stable operations from 2027.

Market Environment (Tailwinds)



Municipal IT system standardization is driving demand for cloud-ready infrastructure.



Continued GIGA School initiatives are fueling strong demand for ICT and network upgrades in schools.



Aging on-premises environments and cost optimization are accelerating SMB migration to Azure.



Demand for engineers covering everything from design to maintenance is expected to keep growing.

Team and Organizational Plan



Launch & Prep

Jul-Dec 2026

1 + 3 External Partners

Following our July 2026 launch, we begin with a team of 1 plus 3 external partners. This phase builds our operational foundation, with full-scale activity starting in Year 1.



Year 1

**Full-Scale Ops
2027**

2 + 2 External Partners

We reliably execute commissioned work from professional contacts and established clients, stabilizing the business foundation.



Years 2-3

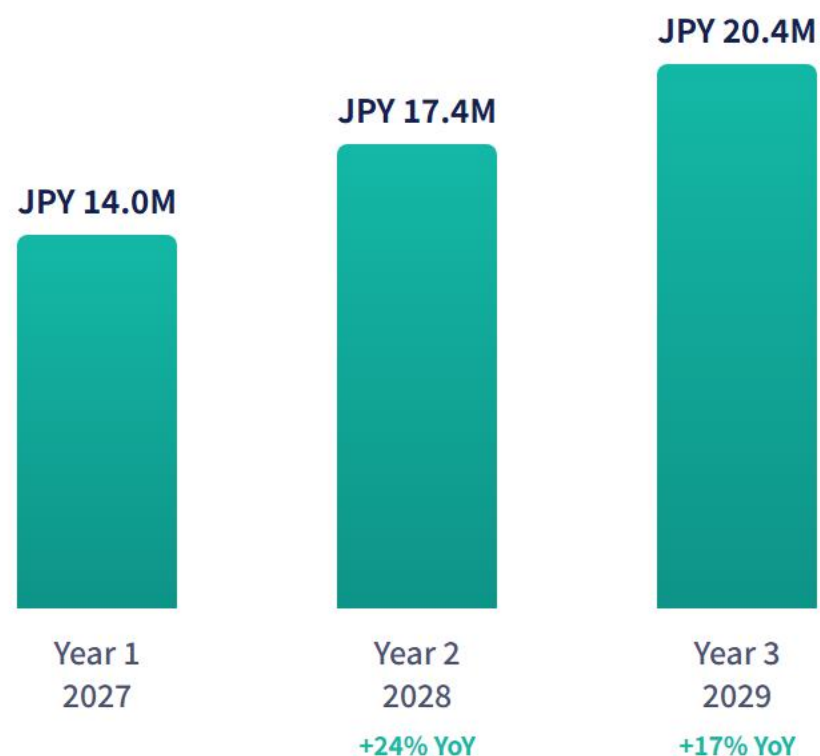
**Expansion Phase
2028-2029**

3 + 3 External Partners

As projects increase, we enter subcontracting agreements with freelance engineers, with the representative focused on upstream work to minimize fixed-cost risk.

Growth Roadmap

Revenue Trajectory (Planned)



3-Year Growth Rate
 **Approx. 1.4x**

Over the three years from Year 1 to Year 3, we plan for revenue to grow approximately 1.4x, reaching our target of JPY 20 million in annual revenue by Year 3 (2029). From Year 2 onward, we will pursue monthly maintenance contracts and expand our partner network, keeping fixed costs down while running multiple projects concurrently.

Summary

Extensive Track Record



Building on extensive infrastructure work in the public and education sectors, we launched in July 2026 and plan to move to full-scale operations from 2027.

Strong Market Tailwinds



Rising Azure migration demand and other market tailwinds support our planned business growth.

Relationship-Driven Stability



We leverage professional relationships built over our career to pursue early, stable operations from 2027.

Toward JPY 20M in Revenue



We aim for JPY 20 million in annual revenue by Year 3 (2029), building a stable foundation through partner collaboration.

With a one-stop structure covering design through build and maintenance, we will continue to support our clients' "infrastructure that never stops."