

BUSINESS PLAN

TNKE Business Plan

One-Stop IT Infrastructure Design, Build & Maintenance

Revised: November 2026

Business Overview and Mission

Trade Name
TNKE

Representative
Kazuyuki Takebayashi

Mission

"Connecting servers and users safely and comfortably through networks, to create stress-free social infrastructure."

3-Year Vision

Building on relationships developed throughout our careers, we will quickly establish a collaborative structure with external partners. Microsoft Azure migration projects in the public, education, and private sectors are our core pillar. In addition, leveraging AI-powered operations and defense as a strength, we aim to reach annual revenue of JPY 26 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, a Microsoft 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.

AI-Powered Business Model

By building AI into infrastructure design, build, and maintenance, we deliver "infrastructure that never stops" with fewer people and higher quality. This initiative is a new pillar supporting TNKE's growth.

AI-Powered Defense for Internet-Facing Servers

AI continuously monitors internet-facing servers for attacks, automating log analysis and unauthorized-access triage. Without relying on manual effort, it delivers robust 24/7/365 security operations at low cost.

AI Support for Resident Engineers

We build systems in which AI supports incident response, build procedures, and troubleshooting. This raises each engineer's capacity and quality, enabling a small team to reliably support multiple sites and projects.

Strengths and Market Environment

TNKE's Strengths

Extensive Track Record in Public & Education Sectors

Deep field expertise in environments that demand strict security requirements, tight deadlines, and an understanding of unique organizational workflows is our greatest strength.

An Industry Network Built Over Years

Leveraging the trust built throughout our career, we aim for early business stability after full-scale operations begin in 2027.

Market Environment (Tailwinds)

- Municipal IT system standardization is advancing, expanding demand for cloud-ready infrastructure.
- The rapid advancement of AI technology has led to expectations for its application in systems engineering roles, including those involving on-site placement.
- Driven by aging on-premises environments and cost optimization, cloud adoption — including the migration of small and midsize businesses to Azure — is accelerating.
- Demand for engineers who can handle everything from design to maintenance is expected to keep growing.

Team and Organizational Plan

Year 1

2027

1 Staff + 3 External Partners

We reliably handle commissioned work from established clients to stabilize our business foundation. We also establish AI-powered operations support and security defense, enabling a small team to deliver multiple projects with high quality and efficiency.

Year 2

2028

2 Staff + 2 External Partners

As monthly maintenance contracts and projects grow, we add one employee for a 2-person team, bringing core work in-house while still using external partners. The representative focuses on upstream phases such as design and project management.

Year 3

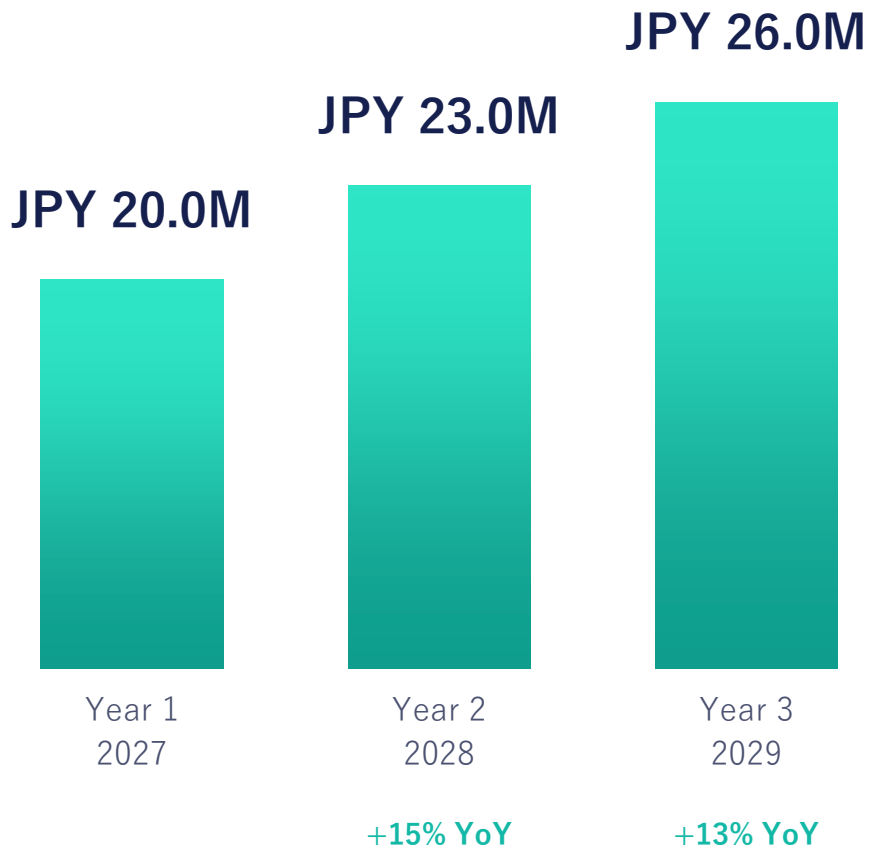
2029

2 Staff + 3 External Partners

This is the target year for reaching JPY 26 million in annual revenue. With recurring revenue from monthly maintenance and expanded collaboration with external partners, we establish a structure for sustainable growth.

Growth Roadmap

Revenue Trajectory (Planned)



3-Year Revenue Growth

+30%

Over the three years from Year 1 to Year 3, we plan to grow revenue, targeting annual revenue of JPY 26 million in Year 3 (2029). From Year 2 onward, we pursue monthly maintenance contracts, stabilizing our revenue base through both spot projects and recurring revenue. We also expand collaboration with external partners, aiming to run multiple projects concurrently while keeping fixed-cost growth in check.

* The figures above are planning estimates only and do not represent confirmed results.
* A detailed business and financial plan is available separately upon request.

Summary

Extensive Track Record

Building on an extensive track record of infrastructure work in the public and education sectors, we plan to begin full-scale operations in 2027.

Market Tailwinds

Driven by growing demand for cloud adoption including Azure migration, we plan to expand our business.

Differentiation Through AI

By applying AI to internet-facing server defense and resident-engineer support, we deliver high-quality, high-efficiency infrastructure operations even with a small team.

Toward JPY 26M in Revenue

We aim to achieve JPY 26 million in annual revenue by our third year (2029) and to establish a stable business foundation through collaboration with external partners.

From design, build, and maintenance to AI adoption, we provide one-stop support to sustain our clients' "infrastructure that never stops."