

Financial Materials for FY2020



Cyber Security Cloud, Inc.

TSE Mothers: 4493

February 12, 2021

Executive Summary ①—Summary of Results



- Sales and incomes exceeded the annual estimates.
- Operating income was 203 million yen, 13.5% larger than the annual estimate.

Net Sales^{※1}
(Annual)

P7

Operating Income^{※1}
(Annual)

P7

ARR^{※1}

(Annual Recurring Revenue)

P8

1,194 million yen

Up 46.2% year on year

203 million yen

Up 41.2% year on year

1.35 billion yen

Up 43.9% year on year

Total No. of Users^{※2}

P10,11

2,876 users

Churn Rate

P12,13

攻撃遮断くん

WafCharm

1.24%

-16.9%

Number of data of
our company
(cumulative)

P38

Over 1.9 trillion

※1 Non-consolidated results of Cyber Security Cloud

※2 Calculated by adding up the numbers of users of Shadankun, WafCharm, and Managed Rules.

Executive Summary ②—Summary of Major Products

ARR (Annual Recurring Revenue)

(million yen)

1,500

Shadankun
WafCharm
Managed Rules

1,250

1,000

750

500

250

0

1.35 billion yen

2018 2019 2020
1Q 2Q 3Q 4Q 1Q 2Q 3Q 4Q 1Q 2Q 3Q 4Q

Variations in the number of installations of major products*

攻撃遮断くん

926
companies

2017 2018 2019 2020

WafCharm

392 users

AWS WAF
Managed Rules

1,558 users

2018 2019 2020
2018 2019 2020

* Calculated from the number of end users of each product as of the end of Dec. 2020 (Surveyed by our company)

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Executive Summary ③—Measures Implemented in 4Q of FY2020



M&A

Expansion of our business domain through M&A

Acquired Softek Systems Inc. through M&A.

We expanded [the website vulnerability diagnosis and management](#) businesses to expand a new domain following the [website security \(WAF\)](#) domain. It generated synergy, enabling cross-selling.

Progress of business

Further cooperation with leading companies in sale

Signed new distributorship contracts with leading companies

Concluded new distributorship contracts with [Fujitsu Japan](#), [Internet Initiative](#), [LRM](#), etc.

We aim to increase sales via distributors.

Table of Contents

| | |
|--|----|
| I . Overview of financial results for the 4th quarter of FY 2020 | 6 |
| II . Progress of business in the 4th quarter of FY 2020 | 18 |
| III . Progress of business in FY 2020 | 22 |
| IV . Full-year earnings forecast for FY 2021 | 26 |
| V . Future growth strategy | 31 |
| VI . Reference material | 39 |

I . Overview of financial results for the 4th quarter of FY 2020

Overview of Results

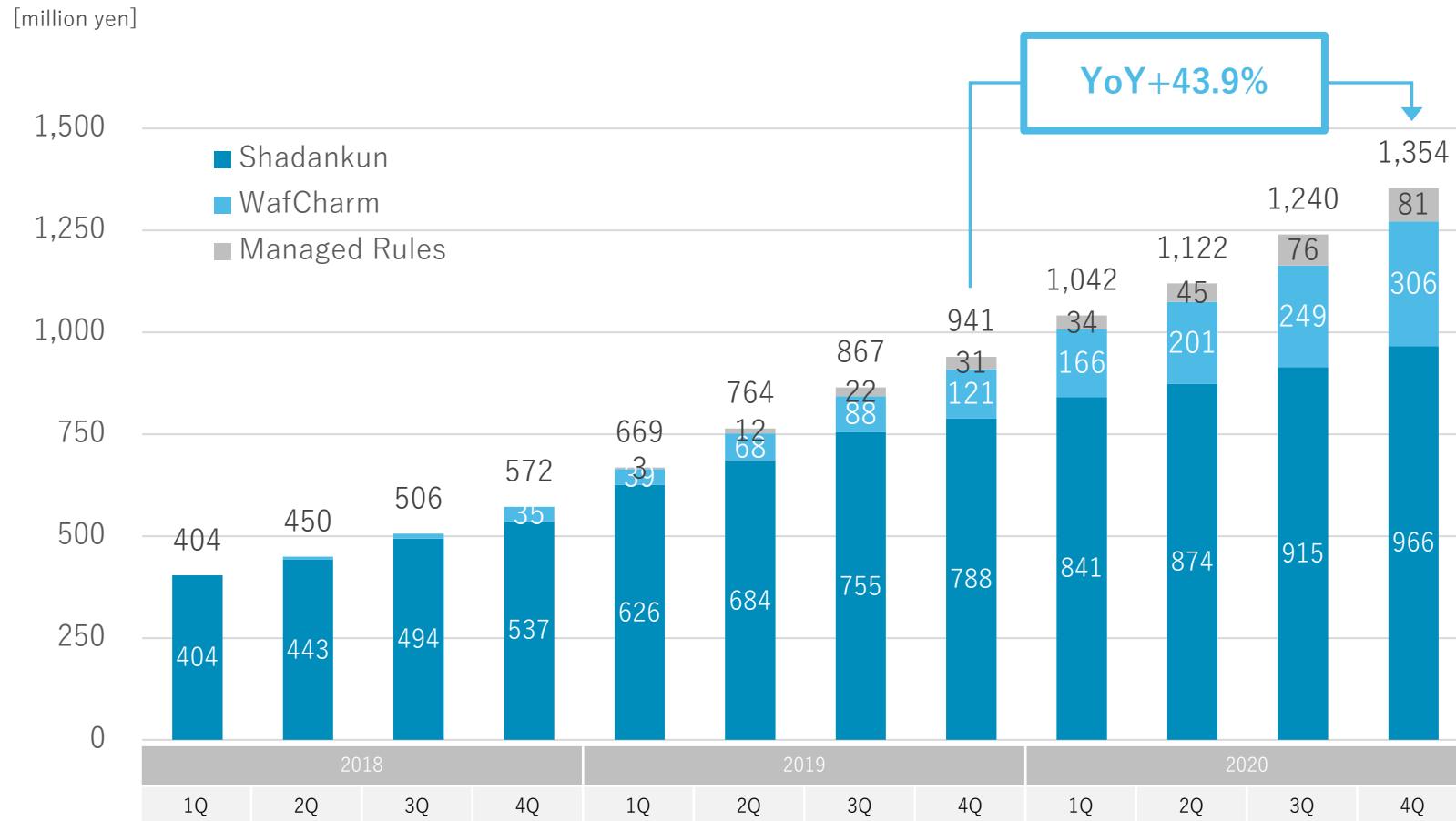


- Both sales and incomes reached the annual estimates.
- Sales and operating income grew 46.2% and 41.2%, respectively, year on year.

| [million yen] | FY 2019 Non- consolidated (Previous term) | FY 2020 Non- consolidated (Current term) | Year-on-year | Full-year forecast for FY 2020 | Progress rate |
|-----------------------|--|---|--------------|--------------------------------------|---------------|
| Net sales | 816 | 1,194 | +46.2% | 1,126 | 106.0% |
| Shadankun | 728 | 919 | +26.2% | 952 | 96.6% |
| WafCharm | 71 | 216 | +202.4% | 143 | 150.7% |
| Managed Rules | 16 | 58 | +261.6% | 30 | 190.4% |
| Gross profit | 583 | 816 | +39.9% | 745 | 109.5% |
| Operating income | 143 | 203 | +41.2% | 179 | 113.5% |
| Operating income % | 17.6% | 17.0% | -0.6pt | 15.9% | - |
| Ordinary income | 141 | 187 | +32.0% | 166 | 112.7% |
| Net income | 153 | 149 | -3.0% | 140 | 106.4% |

Transition of ARR

- Overall ARR rose 43.9% year on year to 1.35 billion yen.
- WafCharm grew steadily, and ARR exceeded 300 million yen.



ARR: Annual Recurring Revenue. It is calculated by multiplying the MRR at the end of the month concerned by 12 to convert it to an annual amount.
 MRR stands for Monthly Recurring Revenue in a subscription-based model, and is the sum of the monthly recurring revenues from existing customers.

Major KPIs of each product

- **WafCharm, which is the second pillar, as well as the mainstay Shadankun grew considerably.**
- **WafCharm Azure version has been released, and we will expand its sales.**

| | 4Q of FY 2019 (previous term) | 4Q of FY 2020 (current term) | Year-on-year |
|---------------|------------------------------------|---------------------------------|--------------|
| Shadankun | ARR [million yen]※1 | 788 | 966 |
| | No. of enterprises using Shadankun | 798 | 926 |
| | ARPU [thousand yen]※2 | 988 | 1,043 |
| | Churn rate [%]※3 | 1.06% | 1.24% |
| WafCharm | ARR [million yen] | 121 | 306 |
| | No. of users | 157 | 392 |
| | ARPU [thousand yen] | 773 | 782 |
| | Net churn rate [%]※4 | 1.4% | -16.9% |
| Managed Rules | ARR [million yen] | 31 | 81 |
| | No. of users | 547 | 1,558 |
| Total | ARR [million yen] | 941 | 1,354 |
| | | | +43.9% |

※1 The annual amount was calculated by multiplying the MRR as of the end of the month concerned by 12.

MRR stands for Monthly Recurring Revenue in a subscription-based model, and is the sum of the monthly recurring revenues from existing customers.

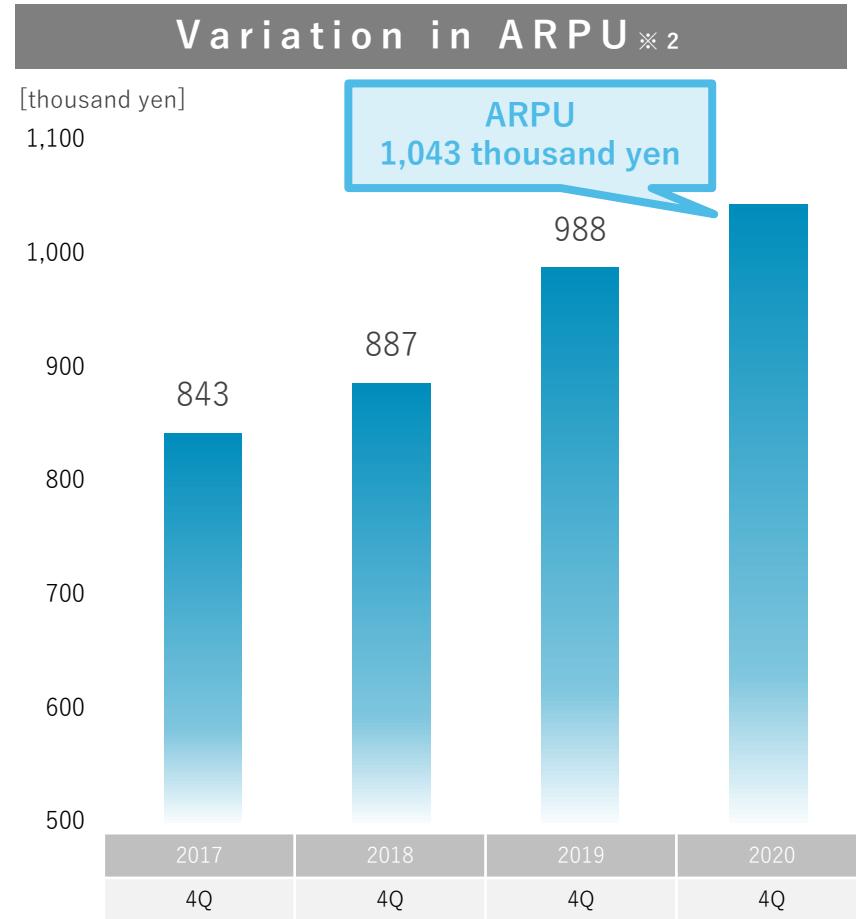
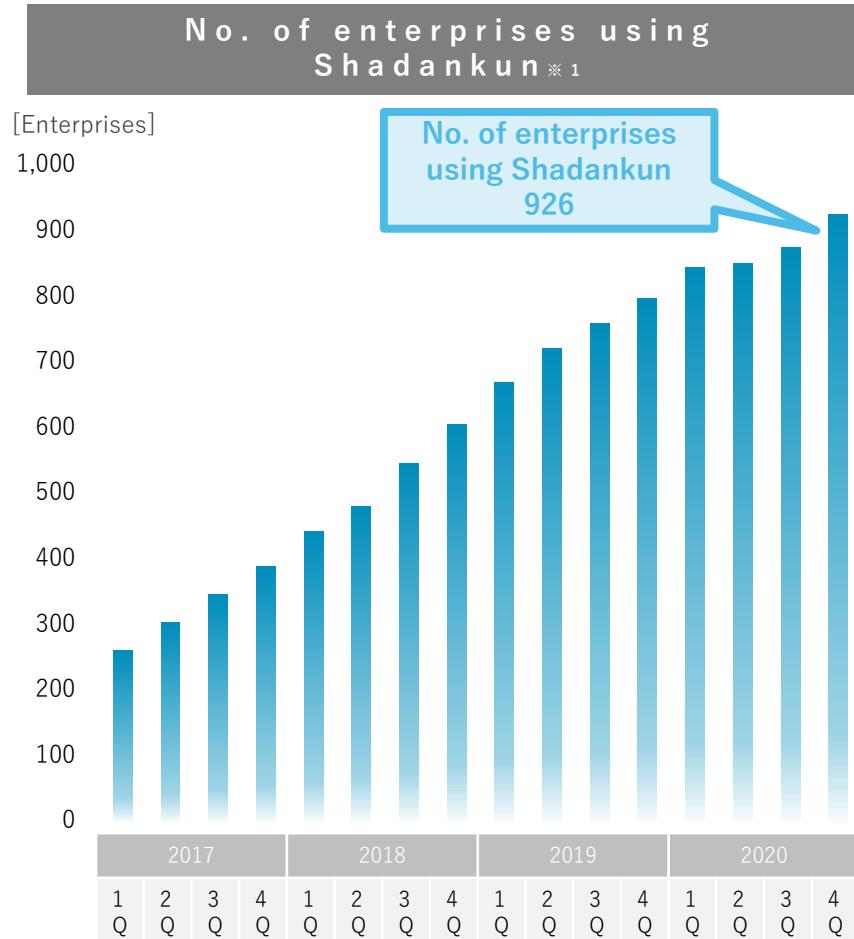
※2 Abbreviation of Average Revenue Per User.

※3 Produced from the average of MRR churn rate in the past 12 months. MRR churn rate is real churn rate calculated by dividing the MRR lost in the month concerned by the MRR as of the end of the previous month.

※4 Calculated by dividing the ARR that increased/decreased until the end of the N term for fee-paying users as of the end of the N-1 term by the ARR as of the end of the N-1 term. If net churn rate is negative, it indicates that the increase amount due to the upselling targeted at existing users and pay-per use sales exceeds the amount of cancellation and down-selling.

The core product Shadankun, which is growing steadily

- The number of enterprises using Shadankun increased steadily. In addition, ARPU rose, thanks to upselling (increase of websites and servers, and bandwidth), etc.

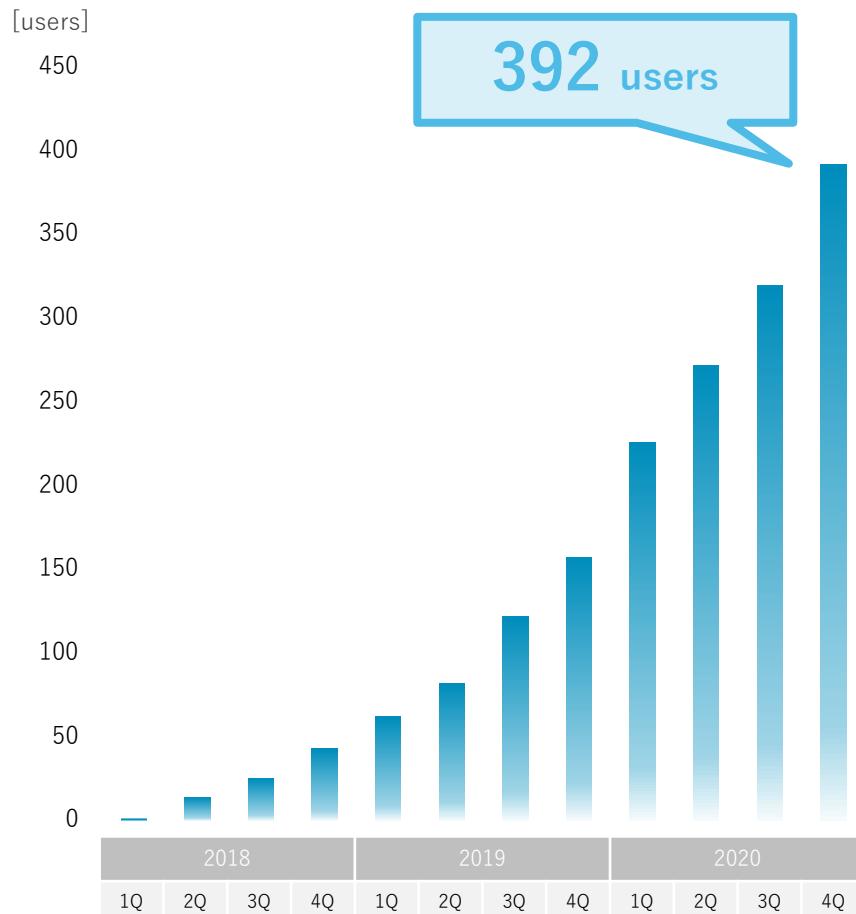


※1 Calculated from the number of end users as of the end of Dec. 2020
(surveyed by our company)

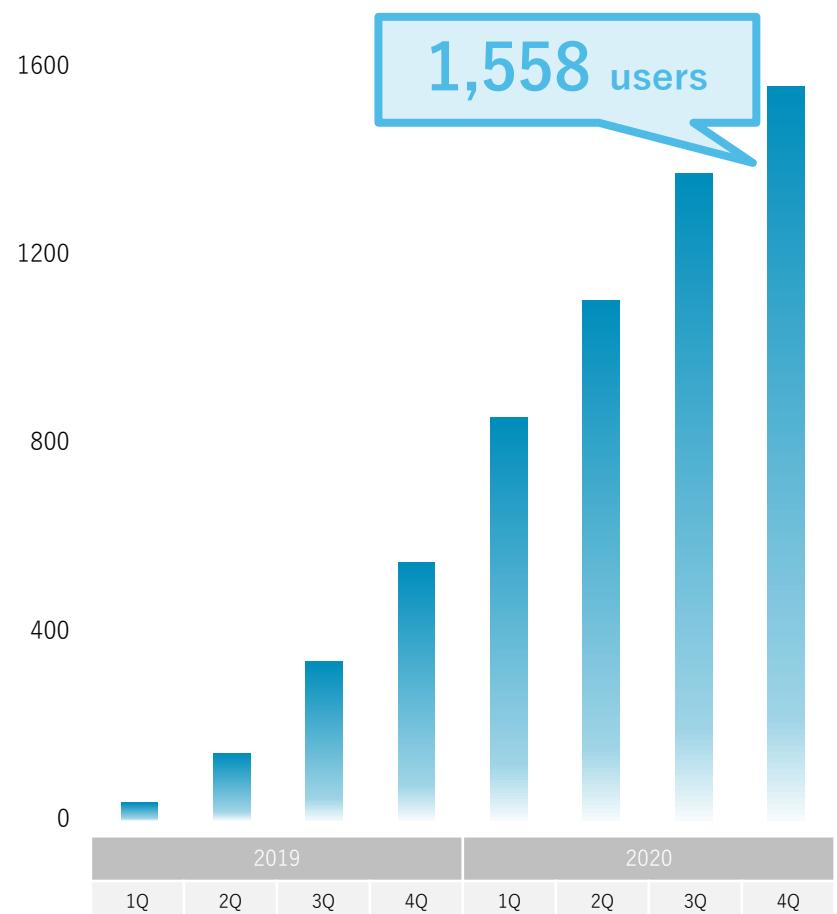
※2 Abbreviation of Average Revenue Per User.

High growth rates of products for AWS users

No. of WafCharm Premium users^{※1}



No. of Managed Rules users^{※2}

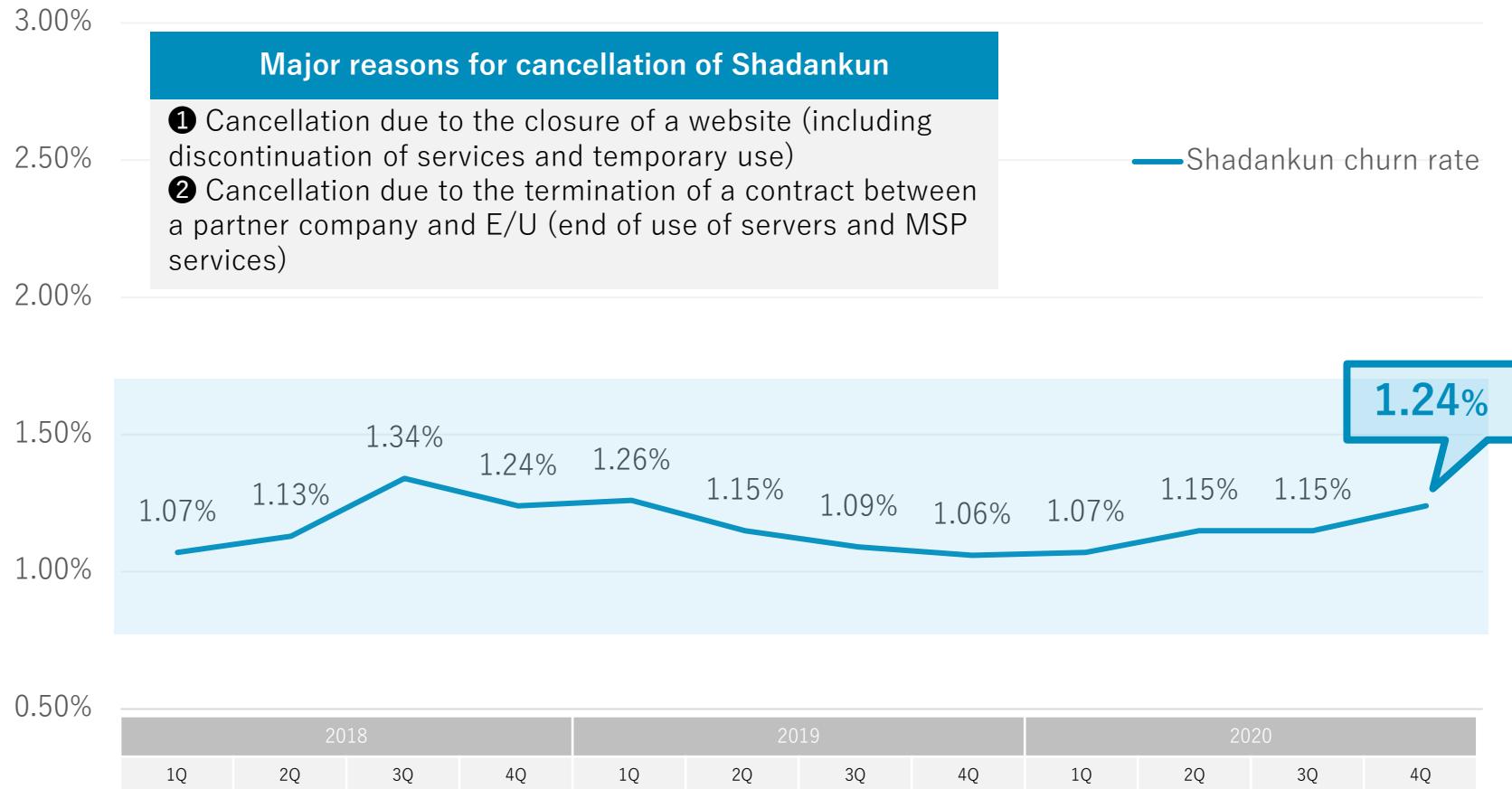


※1 Calculated from the number of end users as of the end of Dec. 2020 (surveyed by our company)

※2 Calculated from the sum of the numbers of active subscribers as of the end of December 2020 (surveyed by our company)

Churn rate of Shadankun

- The average monthly churn rate of Shadankun rose slightly, but remains in the lower 1% range.
- The complaint about this service is not a major reason for cancellation, and many users keep using it.



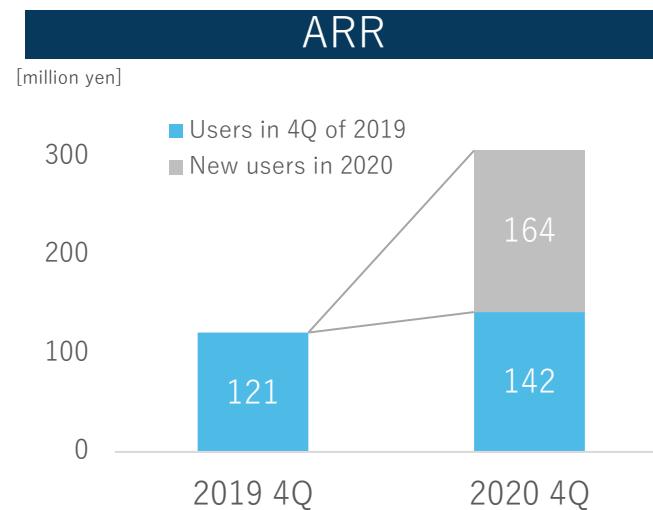
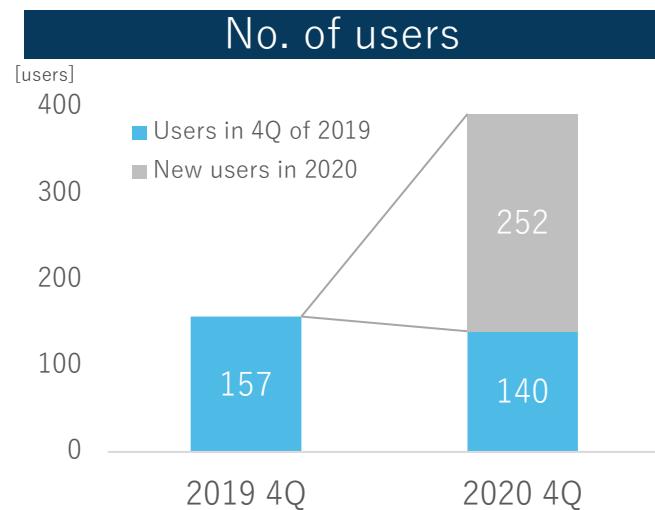
※ Produced based on the average MRR churn rate of Shadankun in the past 12 months.

MRR churn rate is calculated by dividing the MRR lost in the month concerned by the MRR as of the end of the previous month.

Churn rate of WafCharm

- The churn rate based on the number of users was around 1%, but average spending per customer increased thanks to upselling and an increase in pay-per-use sales. As a result, net churn rate turned negative.

| | 2019 | | 2020 | | | |
|--|------|--------|-------|--------|--------|---------------|
| | 4Q | 1Q | 2Q | 3Q | 4Q | |
| Churn rate ^{※1} (No. of users) | 1.4% | 1.1% | 0.9% | 1.2% | 0.9% | 0.9% |
| Net churn rate ^{※2} (ARR) | 1.4% | -35.4% | -7.2% | -16.3% | -16.9% | -16.9% |



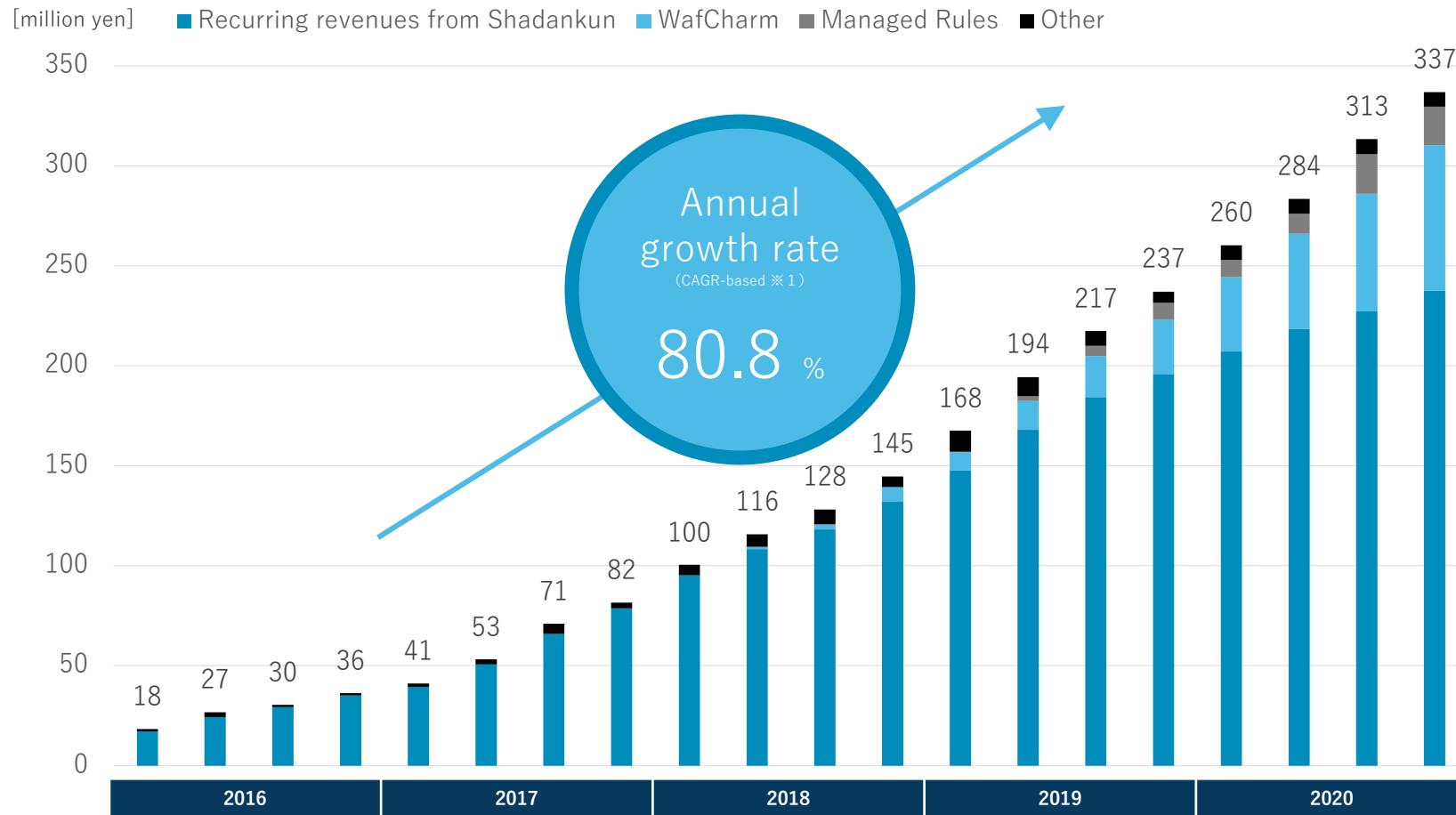
※1 Calculated by dividing the number of fee-paying users who had subscribed to this service as of the end of the N-1 term but have cancelled it by the end of the N term by the number of fee-paying users as of the end of the N-1 term and then by 12 [months].

※2 Calculated by dividing the ARR that has increased/decreased until the end of the N-term for fee-paying users as of the end of the N-1 term by the ARR as of the end of the N-1 term.

When Net churn rate is negative, the increase due to upselling and pay-per-use sales exceeds the decrease due to cancellation and down-selling.

Transition of Net Sales (Quarterly)

- Continued billing (recurring revenues from Shadankun, and WafCharm and Managed Rules) account for a large portion of sales, and maintain high growth.



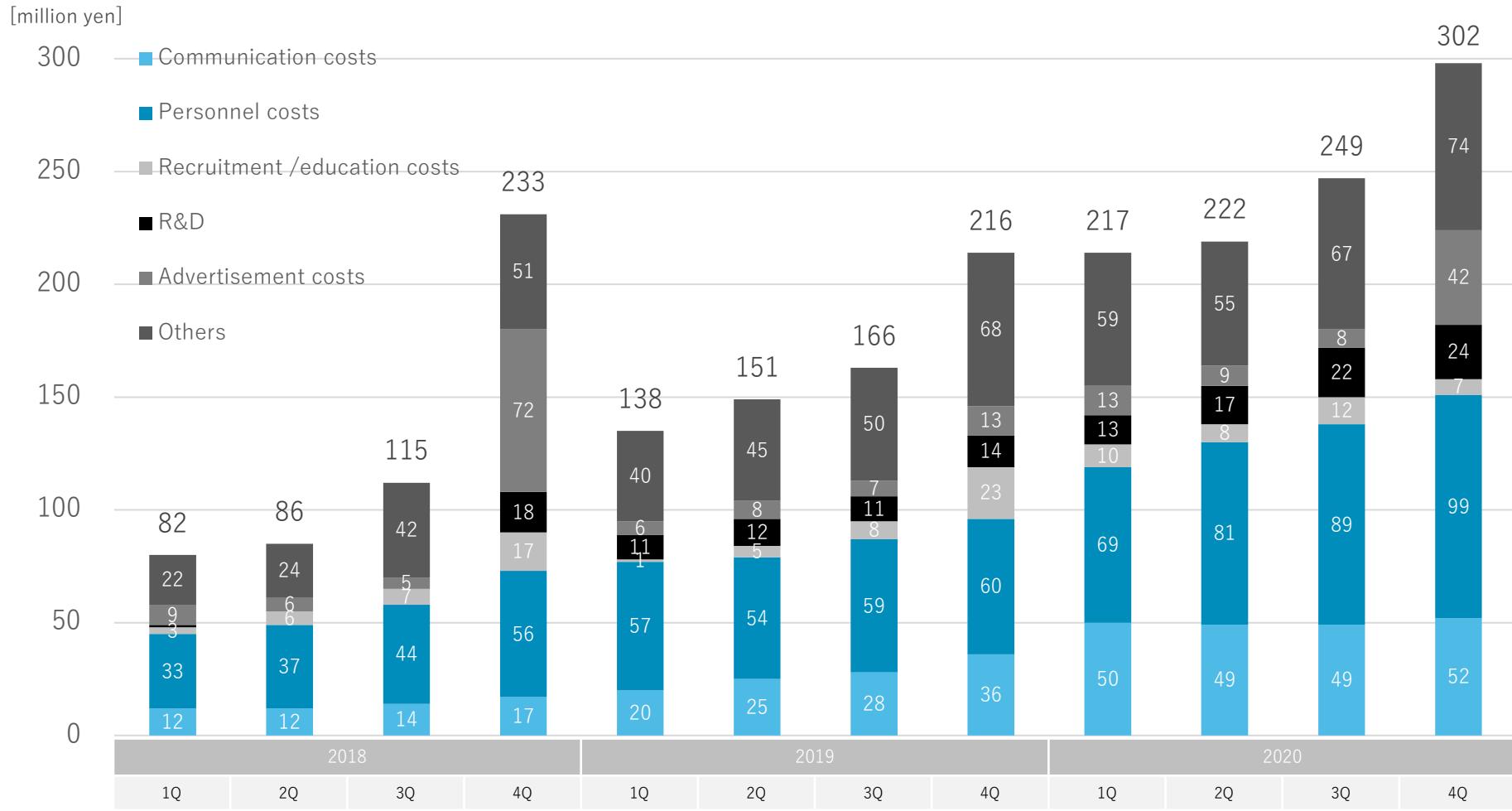
※1 Average annual growth rate of sales between 2016 and 2020

※2 The sales in 2016 were not audited.

Transition of operating costs(cost of sales and SGA)

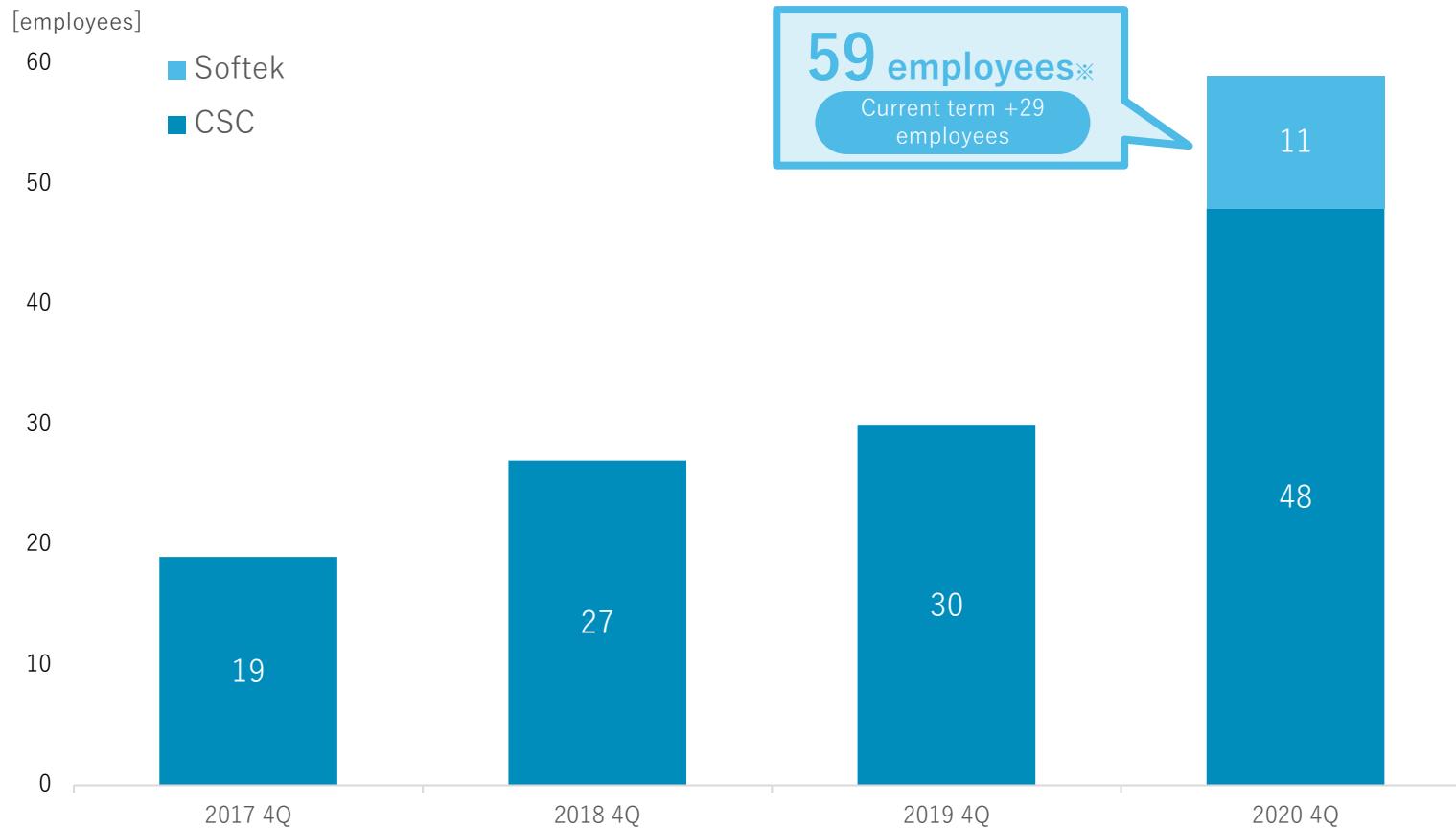


- Costs augmented due to an increase in personnel costs following the recruitment and the enhancement of R&D.
- In 4Q of 2020, we concentrated on advertisement for approaching potential customers.



Employees supporting the growth of Cyber Security Cloud

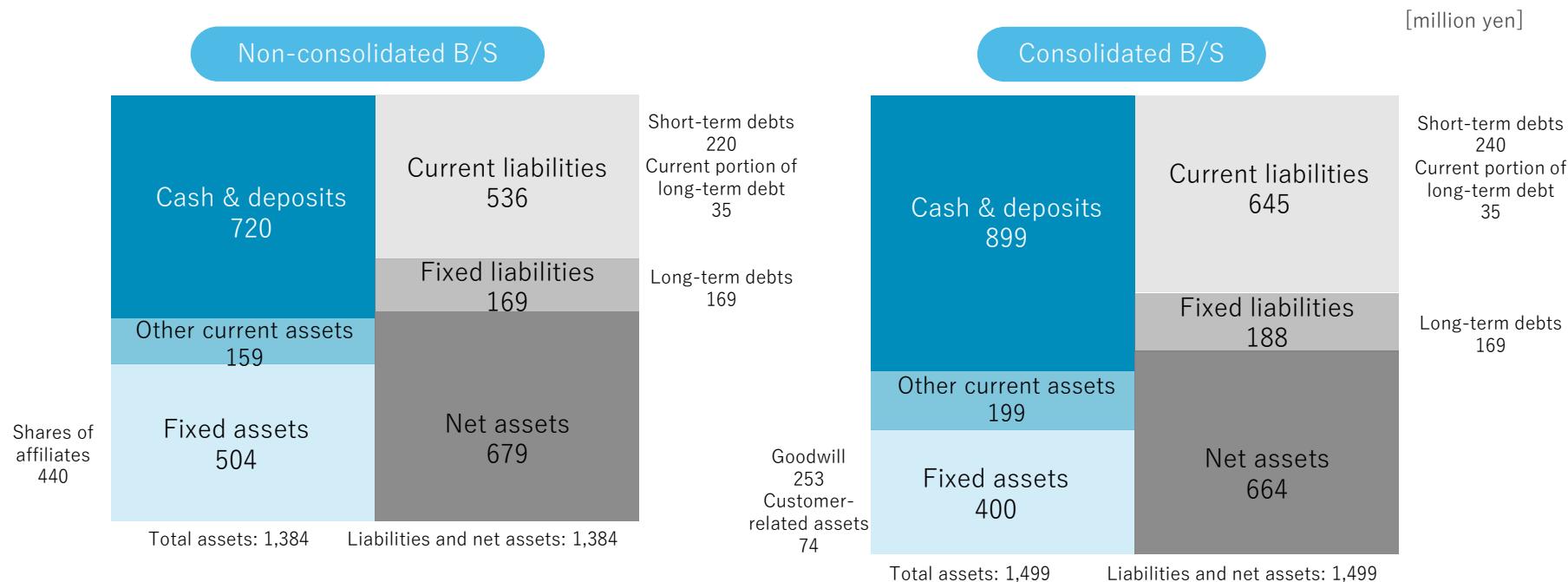
- As our reliability improved through listing, etc., recruitment progressed more rapidly. In the current term, the non-consolidated number of employees increased by 18.
- With 11 employees of Softek, the total number of employees of our group increased about two times from the end of the previous term.



※ Total number of employees of Cyber Security Cloud and Softek as of the end of December 2020

Effects of the reorganization of Softek into a subsidiary on consolidated financial results

- From the end of the current term, the acquired Softek will be taken into account in B/S as a consolidated subsidiary.
- In P/L, it will be fully taken into account from 1Q of FY 2021.



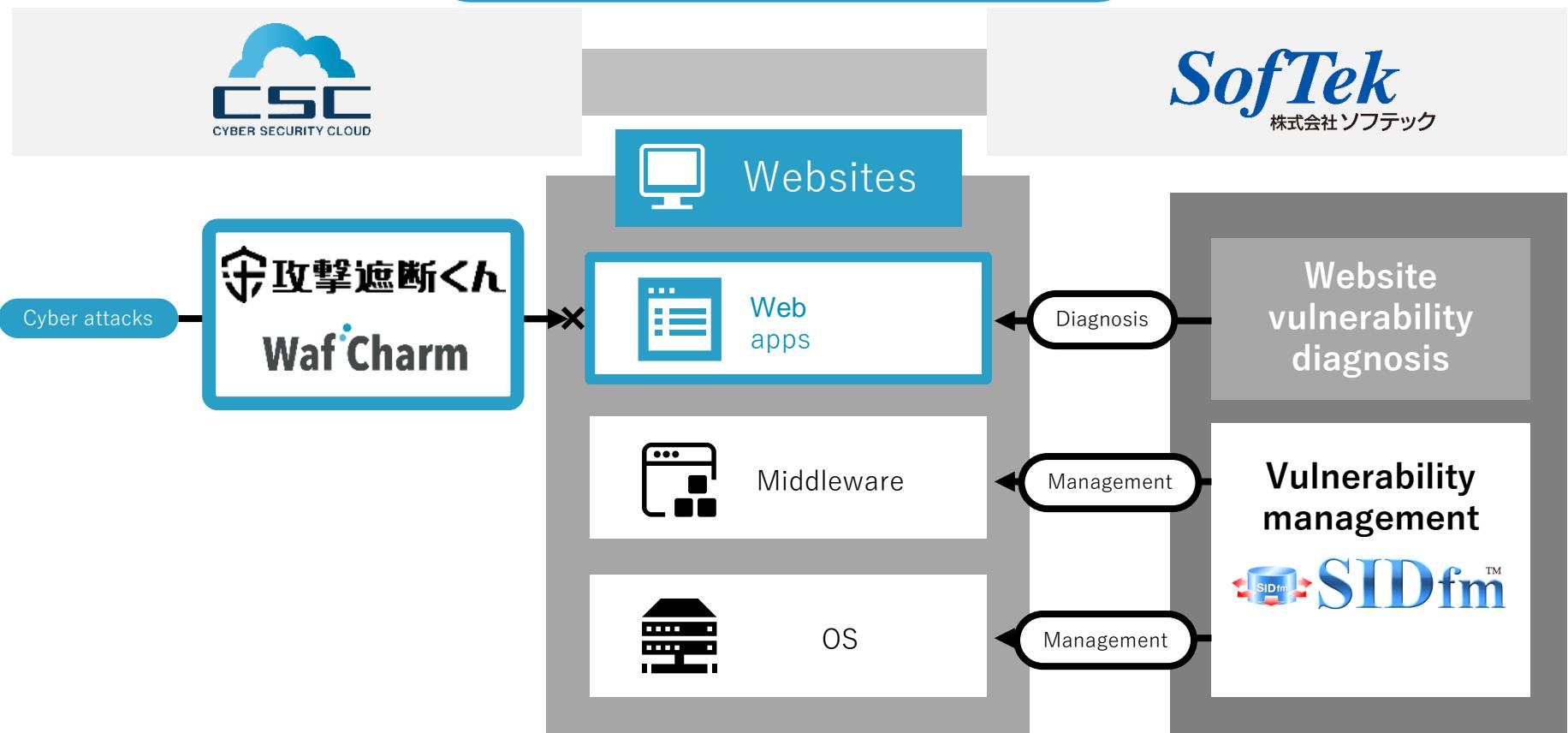
II. Progress of business in the 4th quarter of FY 2020

Reorganization of Softek Systems Inc. into a subsidiary



- We obtained all shares of Softek Systems Inc., and expanded our security domain.
- In the WAF field, we will maximize the synergy between vulnerability management and website diagnosis businesses.

Schematic diagram of the domains of the two companies



Expansion of investment in advertisement

- In 4Q of 2020, we started investment in advertisement, including video ads featuring Mr. Kotaro Koizumi.
- In 4Q of 2020, the number of prospective customers grew about 2.3 times year on year, hitting a record high.

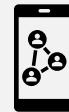
Fields to which we allocate advertisement funds in 4Q of 2020



Taxi ads



Youtube ads



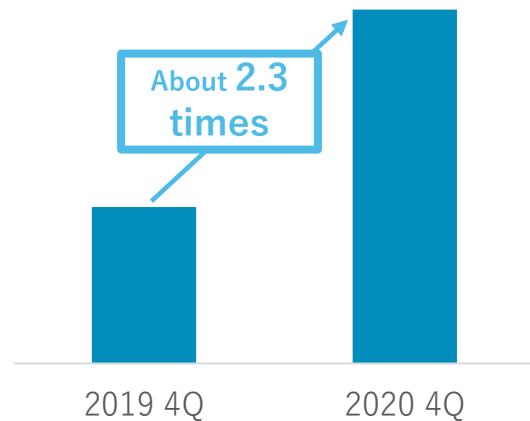
SNS (such as Twitter)
ads



Seminars
(our own/joint)



No. of prospective customers



New workstyles in the coronavirus crisis

- With the aim of realizing new workstyles, we renewed our office.
- Our mid/long-term goal is to enhance recruitment and reduce costs.

Adjustment of workstyles

- Promotion of workstyles based on telework
- Abolishment of core working hours in the flex time system
- We aim to promote recruitment with flexible workstyles.

Renewal of our office

- Renewed the interior of our office to change it from a unified working space to a space for collaboration among various staff members.
- To prepare for the increase of employees and the decrease in office utilization rate, and enable mid/long-term cost reduction



III. Progress of business in FY 2020

Summary of reports issued by our company in the past 1 year



- We conduct educational activities by issuing attack detection reports, survey reports, etc.

| Date of announcement | Report | Major contents (topics) |
|----------------------|--|---|
| Mar. 2020 | Survey on the latest security measures based on the interviews with 600 employers | <ul style="list-style-type: none">• Over 70% of employers consider cyber security as a management risk.• The ratio of enterprises that have adopted WAF is less than 10%. |
| Jul. 2020 | Report on detection of attacks in the first half of fiscal 2020 | <ul style="list-style-type: none">• During the period of the state of emergency, the number of attacks increased over 19% from the normal period. |
| Aug. 2020 | Report on the survey on the period from the onset of cyber attacks to detection and announcement | <ul style="list-style-type: none">• The average period from the onset to detection of an attack is 383 days.• The average period from the detection to announcement of an attack is 69 days. |
| Sep. 2020 | Report on detection of cyber attacks during a period from July 1 to August 31, 2020 | <ul style="list-style-type: none">• From July to August, the number of cyber attacks increased 30% from the average number of attacks detected in the first half of 2020. |
| Oct. 2020 | Report on the survey on cases of leak of personal information in each field | <ul style="list-style-type: none">• The number of cases of leak of personal information is largest in the retail field.• The ratio of listed companies is 43%. |
| Feb. 2021 | Report on detection of cyber attacks 2020 | <ul style="list-style-type: none">• The number of attacks per sid increased about 10% from the previous year.• In 2020, attacks were detected at a rate of once in about 10 seconds. |
| Feb. 2021 | Awareness survey on cyber security measures after the enactment of the amended Act on the Protection of Personal Information | <ul style="list-style-type: none">• In the wake of the law amendment, over 80% of employers feel that it is necessary to strengthen measures.• 6.7% have adopted WAF. |

List of major updates for products

- For Shadankun, we enhanced its basic functions, improved its signature utilizing AI, and so on.
- For WafCharm, we expanded the platform and conducted updates.



- **DDoS security type**
Released the new specs of the plan for protecting as many websites as you want.
- Started fully utilizing “Cyneural,” an AI engine for detecting attacks based on deep learning.



- Update to the new version of AWS WAF
- Started offering it for Azure WAF, which is provided by Microsoft.

Enterprises that adopted our service and sales partners (excerpt)

- Users with a broad range of corporate scales and business categories
- In 2020, 9 partners for Shadankun and 13 partners for WafCharm joined.

Listed companies※



Growing companies, etc.



Financial institutions, public offices, public corporations, groups



Sales partners



富士通Japan株式会社



※ including group companies

IV. Full-year earnings forecast for FY 2021

Earnings forecast for FY 2021



- In the consolidated earnings forecast, sales and profit are estimated to grow considerably, due to the full-year contribution of performance of Softek.

| [million yen] | Consolidated results for FY 2020 | Consolidated forecast for FY 2021 | Year-on-year |
|--|-------------------------------------|--------------------------------------|--------------|
| Net sales | 1,194 | 1,790 | +50.0% |
| CSC | 1,194 | 1,587 | +33.0% |
| Softek | — | 202 | — |
| EBITDA* | 193 | 287 | +46.0% |
| Operating income | 188 | 250 | +32.8% |
| Ordinary income | 172 | 247 | +43.5% |
| Profit attributable to owners of parent | 134 | 179 | +33.7% |

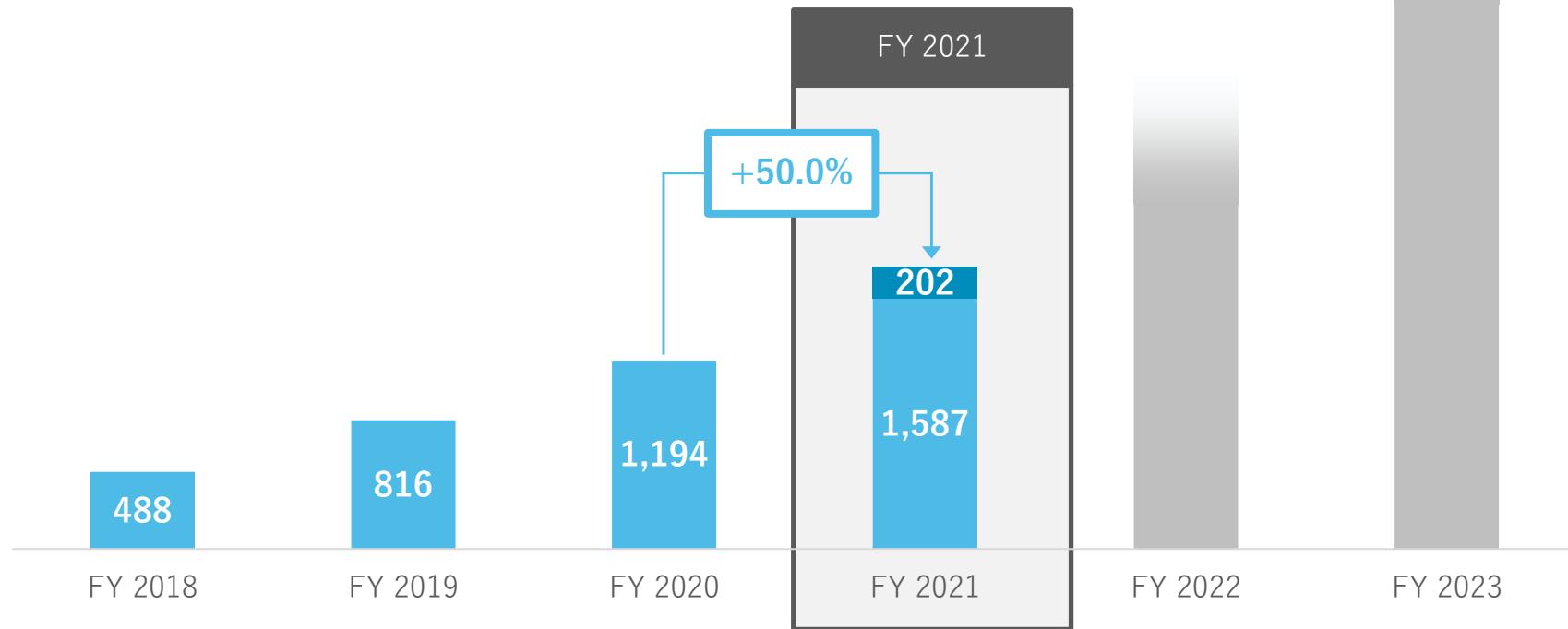
* Operating income + Depreciation + Goodwill amortization

Envisioned sales growth

- In FY 2021, sales are projected to grow 50.0% from FY 2020.
- For growth from 2022, our entire corporate group will take various measures.

[million yen]

■ CSC ■ Softek



Product strategy – Utilization of platforms

- To introduce WafCharm to the 3 major cloud services: AWS, Azure, and GCP

WafCharm

No. of users of the automatic operation service of AWS WAF

No.1 * in Japan





Microsoft | Azure

From Nov. 2020

Microsoft Azure Release in Marketplace. We will keep increasing partners and aim to improve the recognition by Azure users.

Google Cloud Platform

Scheduled in 2021

In 2021 Introduction to GCP is scheduled.

* Surveyed by JMRO, Inc. Outline of the survey: Survey on results for the term ended July 2020

New management structure

- Shift to a new management structure, for brushing up our technologies that have been nurtured, while accelerating the growth of our business



Representative Director, President, and CEO*
Toshihiro Koike

Leading sales and alliance by utilizing his management experience at SaaS and IT enterprises inside and outside Japan



Representative Director and CTO
Yoji Watanabe

Promoting the improvement in service quality and the creation of new businesses by utilizing accumulated data and advanced technologies

* To be appointed after the regular general meeting of shareholders and the meeting of the board of directors on March 31, 2021

V. Future Growth Strategy

Market environment – Cyber security field growing by leaps and bounds

Growing cyber security field



Shift to cloud



DX



Diversification of
attack methods



Amendment to Act on
the Protection of
Personal Information



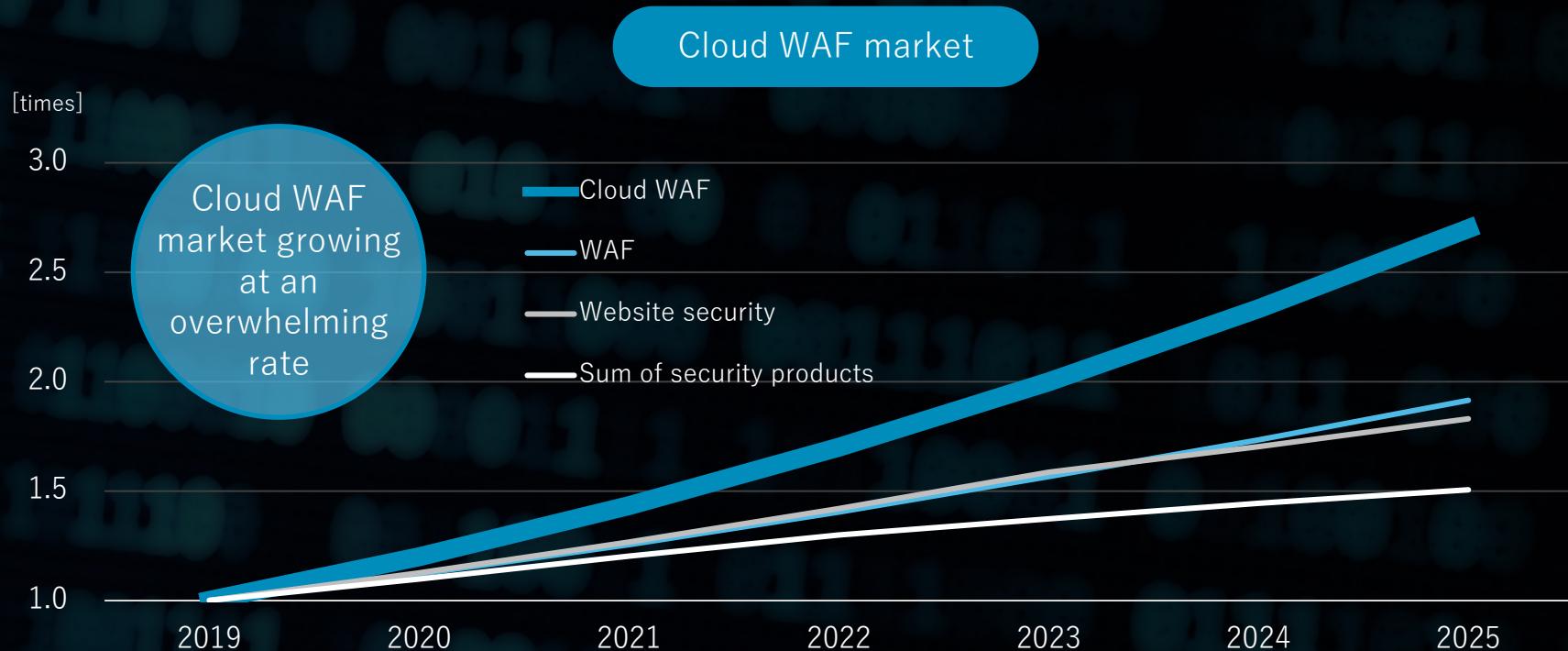
5 G



IoT

In the coronavirus crisis, the shift from real to cyber spaces will be accelerated. It will be an overwhelming advantages for the distribution of products of CSC.

We aim to have a lion's share in the growing market.



※ Growth rate under the assumption that the market scale in 2019 is 1.0

Produced by our company with reference to the overview of the survey on network security business in 2020 (market edition), produced by Fuji Chimera Research Institute.

To have a lion's share in the growing domestic WAF market
To offer services trusted by people around the world, as a global security maker

3 main strategies for achieving growth



Market strategy

- To conduct nationwide sales promotion, etc. with the aim of carrying out educational activities and improving product recognition for promoting the adoption of WAF
- To globalize WafCharm, while following the trend of shift to cloud services



Product strategy

- To enhance the value of products and promote sales by cross-selling, through the organic cooperation of products
- To transform Shadankun into a cloud platform



Technological strategy

- To develop core technologies by utilizing AI, data, and know-how
- To aim to apply developed core technologies to various fields

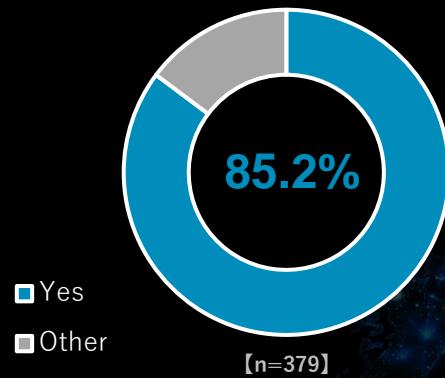
Market strategy – Educational activities about website security measures

To enhance educational activities for increasing the WAF adoption ratio from 6.7%.
We aim to enhance popularity and increase prospective customers considerably.



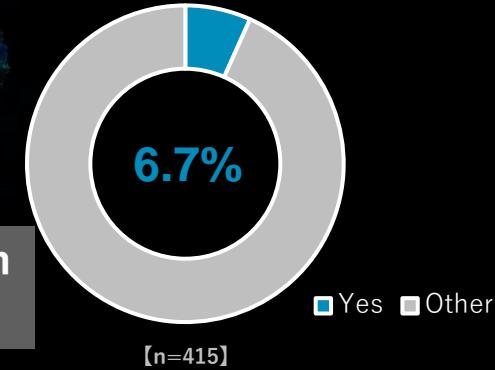
Awareness survey on cyber security measures

Is it necessary to enhance measures in the wake of the amendment to the Act on the Protection of Personal Information?



Significant gap between necessity and adoption

Have you adopted WAF?



To increase new customers through education about appropriate security measures

※ Outline of the survey

Title: Awareness survey on cyber security measures after the enactment of the amended Act on the Protection of Personal Information

Survey subjects: Corporate employers and executives (male and female) aged 20 to 79 years.

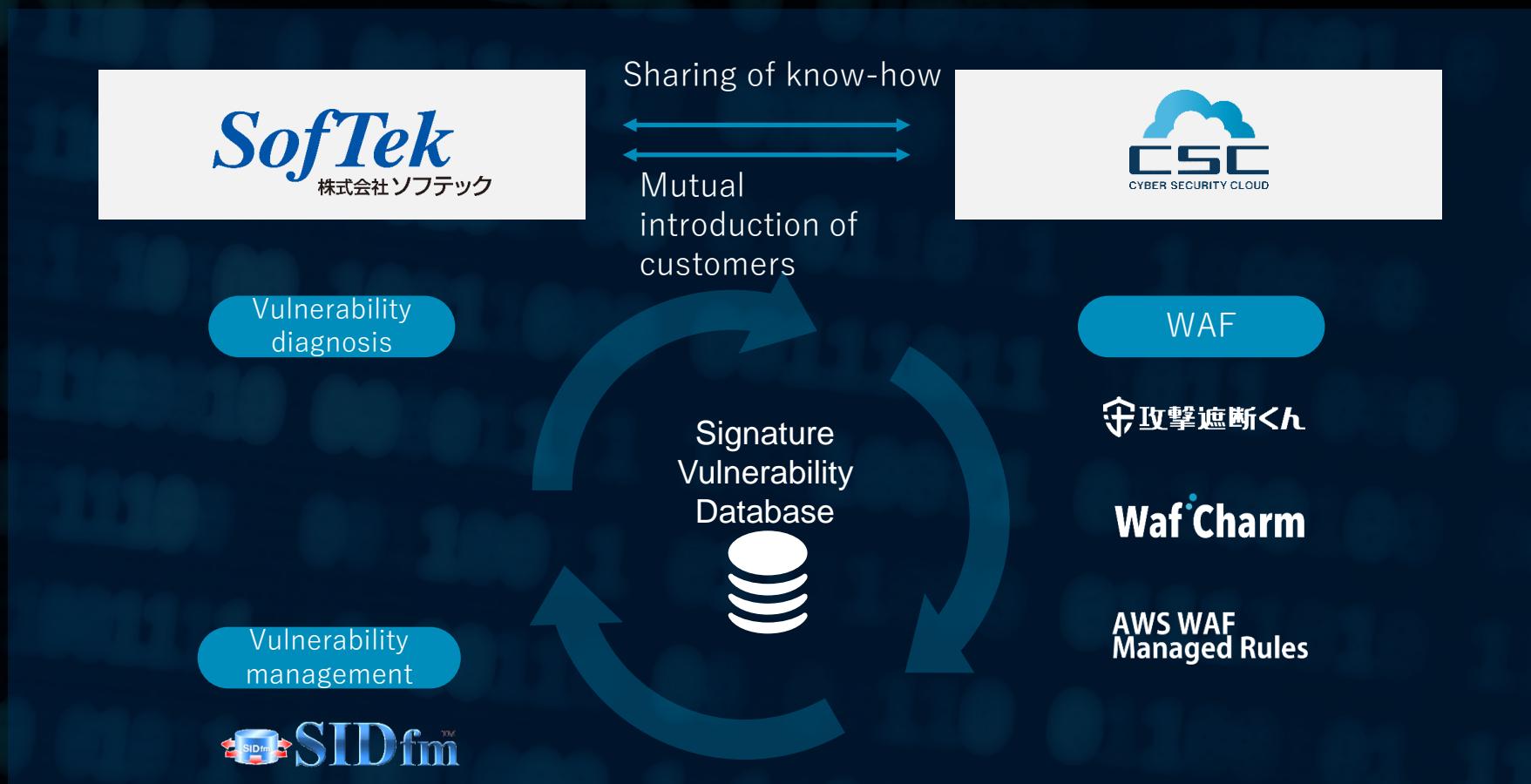
No. of samples: 600 (200 from each of enterprises with 100 or less employees, enterprises with 101-300 employees, and enterprises with over 300 employees)

Surveyed area: throughout Japan

Survey method: Internet-based survey

Survey period: Feb. 2 to 3, 2021

Product strategy – Cross-selling between CSC and Softek



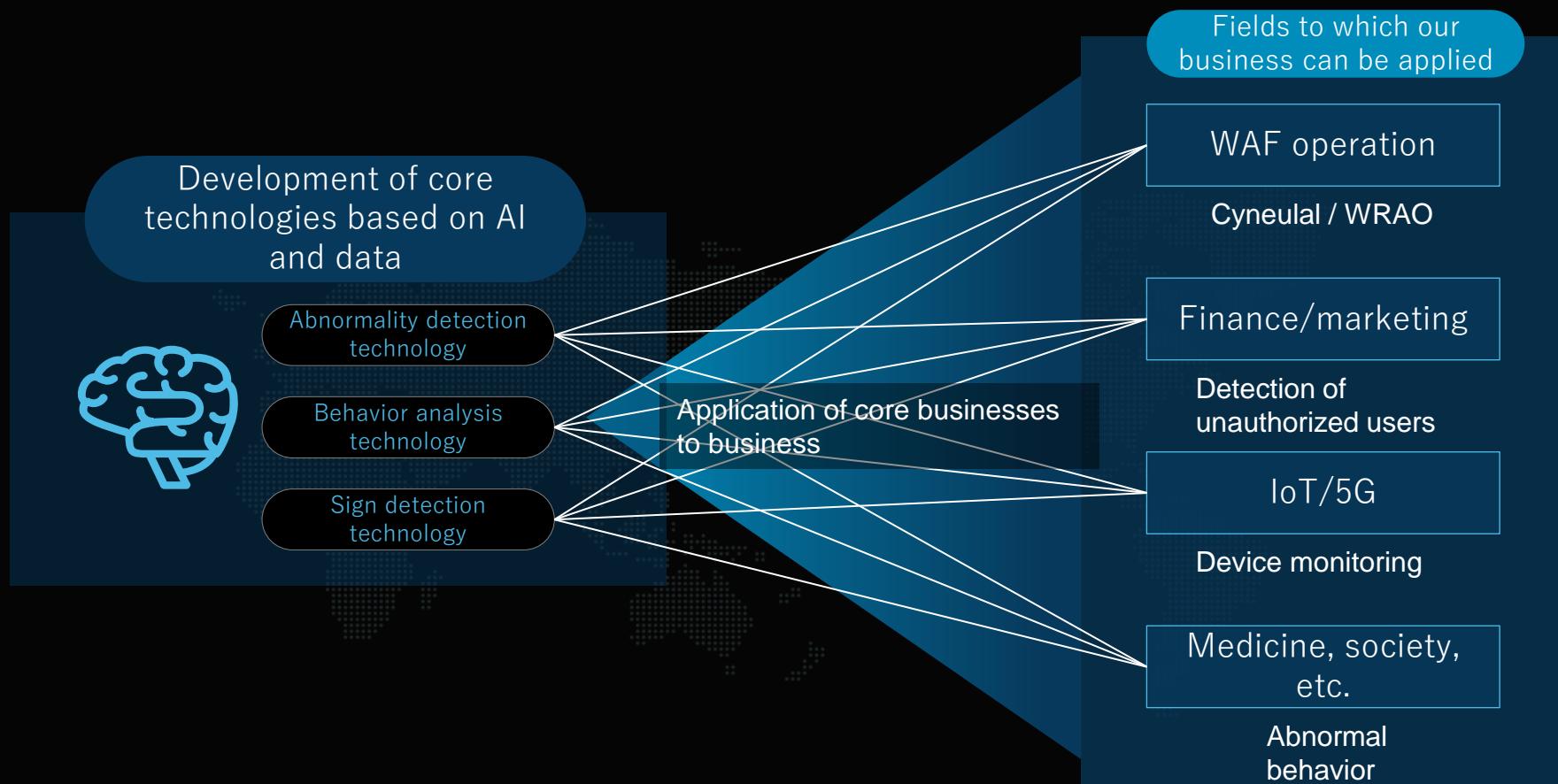
In a series of processes from website vulnerability diagnosis to WAF-based measures to vulnerability management, we aim to improve product quality and promote sales via cross-selling by linking products in an organic manner.

Product strategy 2 – Expansion of sales channels for existing products



To enhance development for selling cyber security cloud products via all kinds of platforms. We aim to make WAF more easily accessible from anywhere in the world anytime.

Technological strategy – Utilization of AI and data



To develop core technologies based on a cumulative total of 1.9 trillion items* of website access data and data on malicious attacks. To apply developed core technologies to various fields.

* Calculated from the cumulative number of logs owned by our company as of the end of Dec. 2020 (surveyed by our company)

VI. Reference material

Corporate Philosophy

To create a secure cyberspace
that people around the world can
use safely



Cyber Security



AI (Artificial Intelligence)

AI-based tool for
automatically
managing
AWS/Azure WAF

攻击遮断<h>

WafCharm

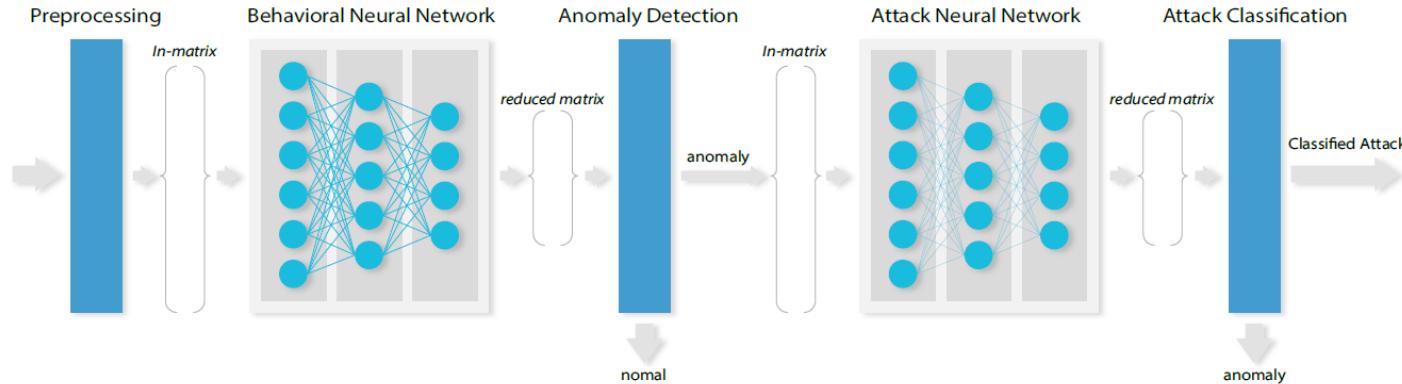
AWS WAF
Managed Rules

Set of rules for
AWS WAF

Utilization of AI to solve social issues

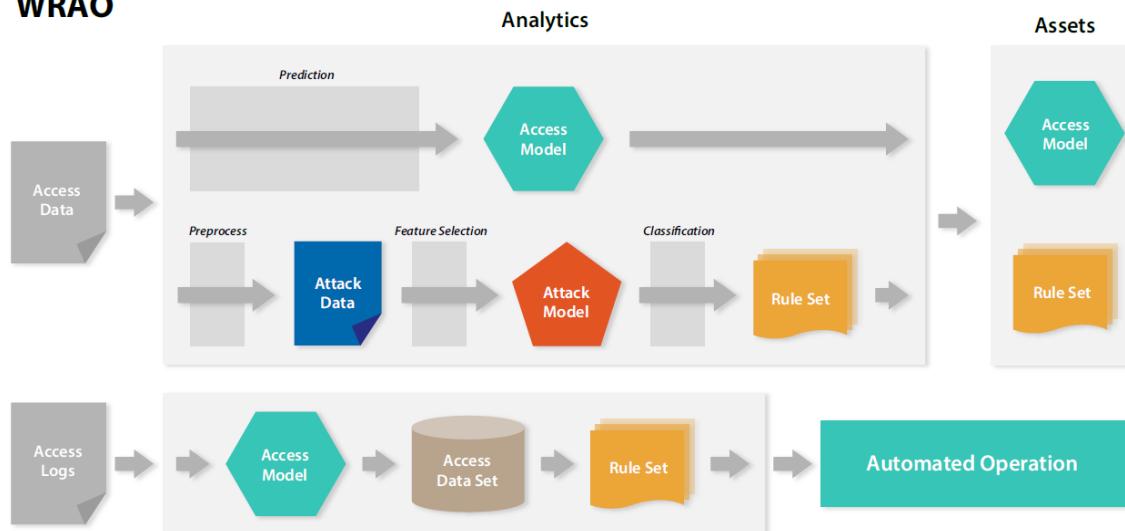
① Sophistication and diversification of attacks – finding unknown attacks and false-positive cases

Cyneural



② Shortage of security personnel – AI to increase efficiency and reduce operational man-hours

WRAO



Cases of damage done to websites through cyber attacks

Cyber attacks could affect corporate business activities in various ways, leading to the leakage of personal information, the decline in stock prices, and shareholder derivative suits.



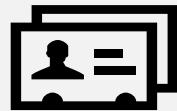
Loss of Sales Opportunity



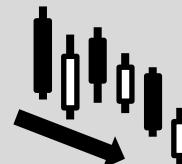
Damaging Brand Image



Compensation for damages
(about 630 million yen/case^{※1})



Leakage of Personal Information



Decline in Stock Prices
(10% on average^{※2})



Shareholder Derivative Suits

※1 Source : JNSA 2018 " Survey Report regarding Information Security Incident"

※2 Source : JICI "Quantifying Cyber Risk Survey which can be used in discussions at Board of Director meetings"

Corporate security can be classified into two types.



Corporate security



Security of PCs and
in-company networks



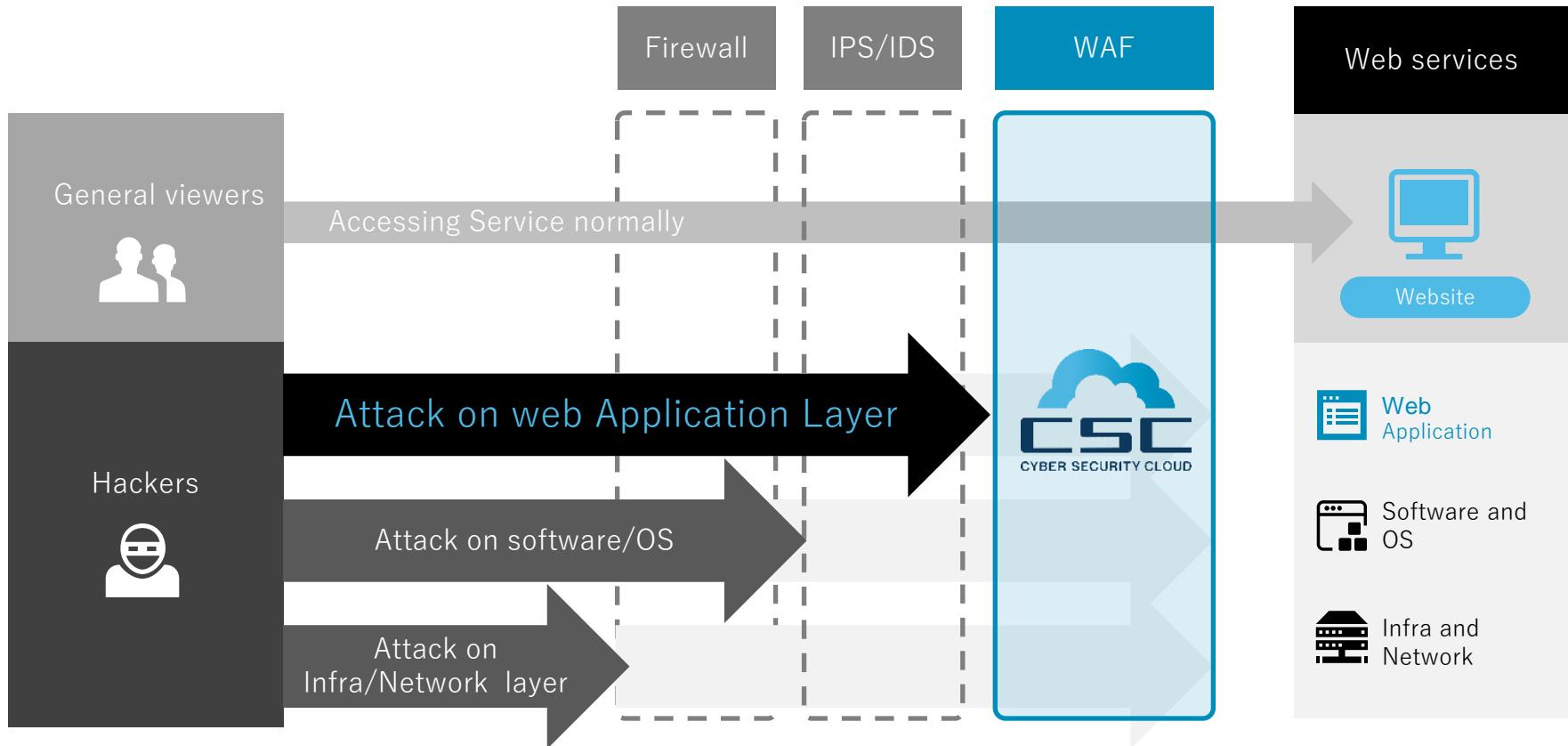
Web security



Security of websites accessed
by everyone, etc.

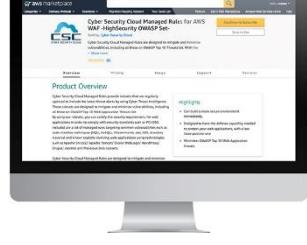
Areas we protect

What is WAF (Web Application Firewall) in the web security field?



WAF is a firewall protecting intrusions such as “SQL Injection” and “XSS” which cause information leakage and falsification of websites. WAF can also handle attacks which were not protectable with conventional Firewalls or IDS/IPS.

3 products provided

| Main product | | | |
|---|---|--|---|
| Service Explanation | ARR | No. of installations ^{※2} | AWS WAF Managed Rules |
|  |  |  |  |
| Cloud based web security service which blocks external cyber attacks and protects websites from personal information leakage, falsification and service stop etc. | 966 million yen | 926 companies | 306 million yen |
| A service automating the WAF learnt through AI for customers using AWS WAF which is provided by AWS, and Azure WAF provided by Microsoft. | 392 users | 1,558 users | 81 million yen ^{※1} |

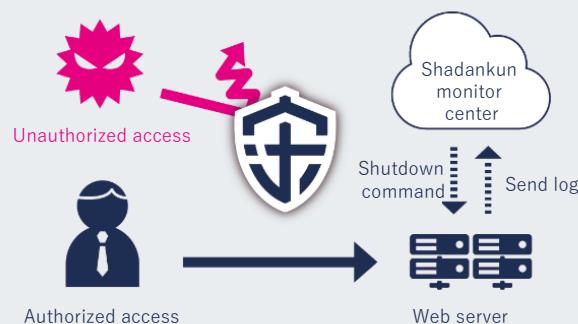
*1 Calculated through the recorded amount of the head office in Japan since Managed Rules is sold by a subsidiary in the U.S.

*2 Calculated based on the number of users for each product as of the end of December 2020 (According to our research).

2 architectures provided by Shadankun

Agent Linked Server Security Type

Server Security Type



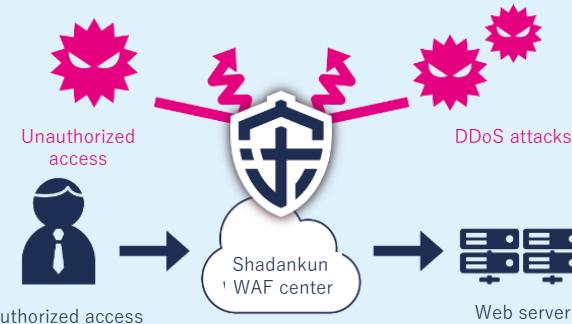
- Can correspond various servers include Cloud (IaaS)
- Easy to identify obstacles

Shared

- No need for a full time security engineer
- Update automatic signature
- Can handle latest attacks

DNS Switching Type

WEB / DDoS Security Type

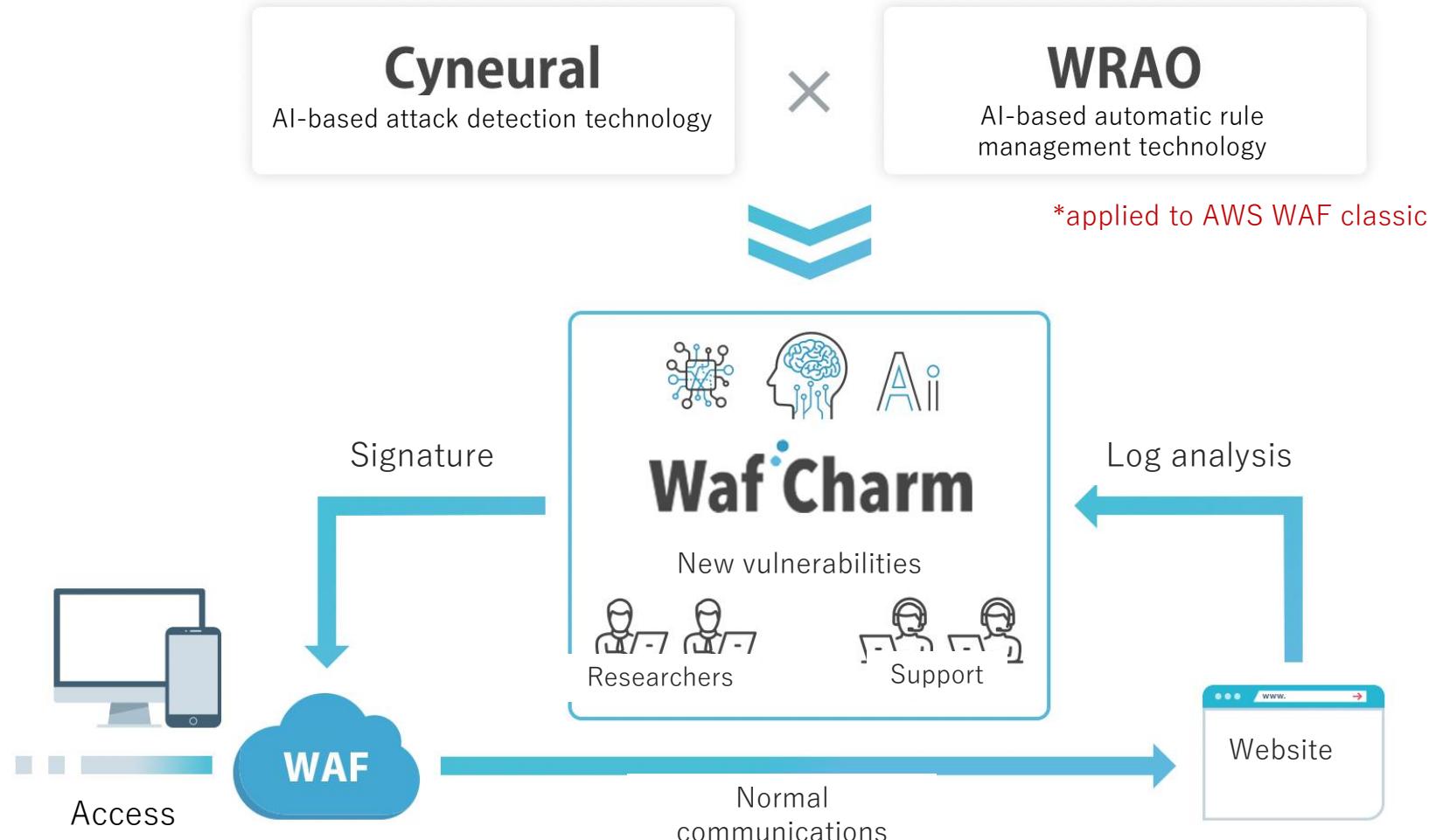


- Switching to DNS only
- Does not burden the resource load of the website
- Can correspond to DDoS attacks

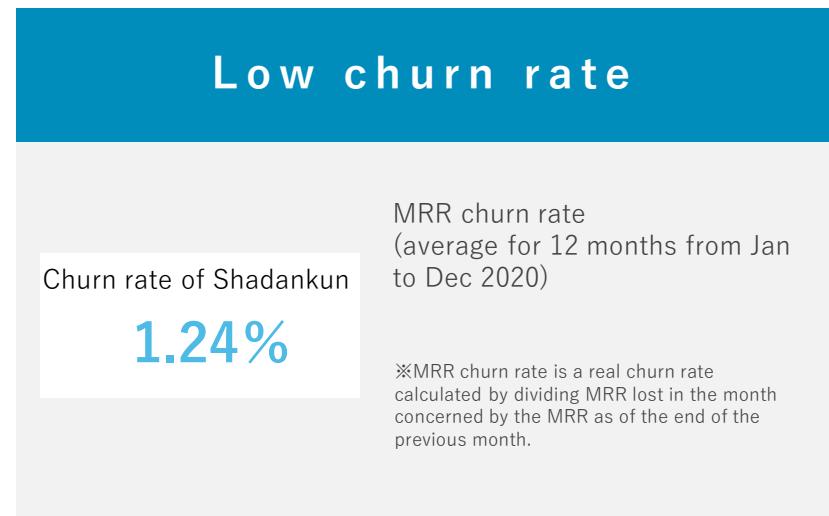
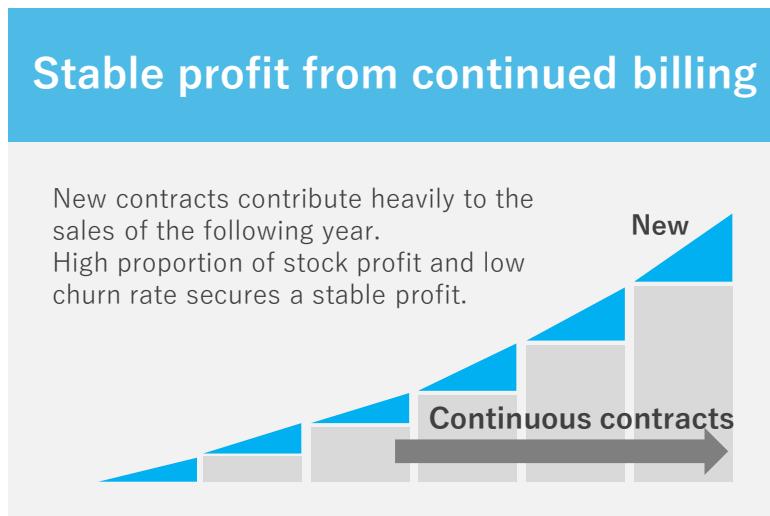
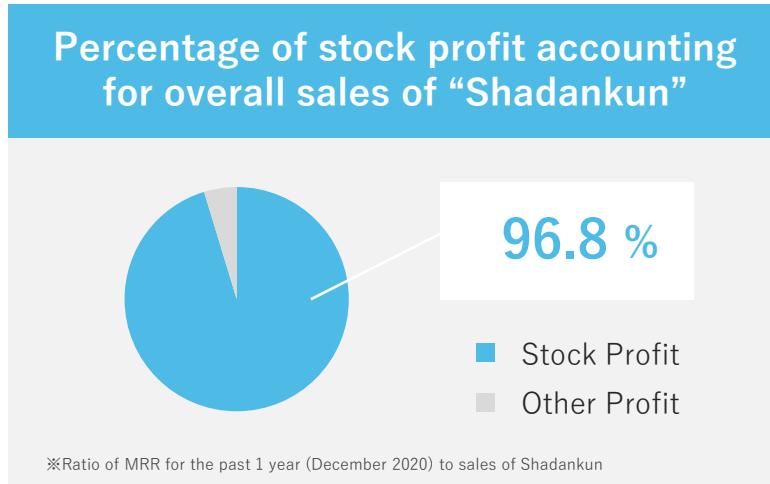
Automating the WAF with AI × big data = WafCharm



To create and set rules best suited for our customers' environment
WAF can be operated with no manpower, from installation to response
to new vulnerabilities

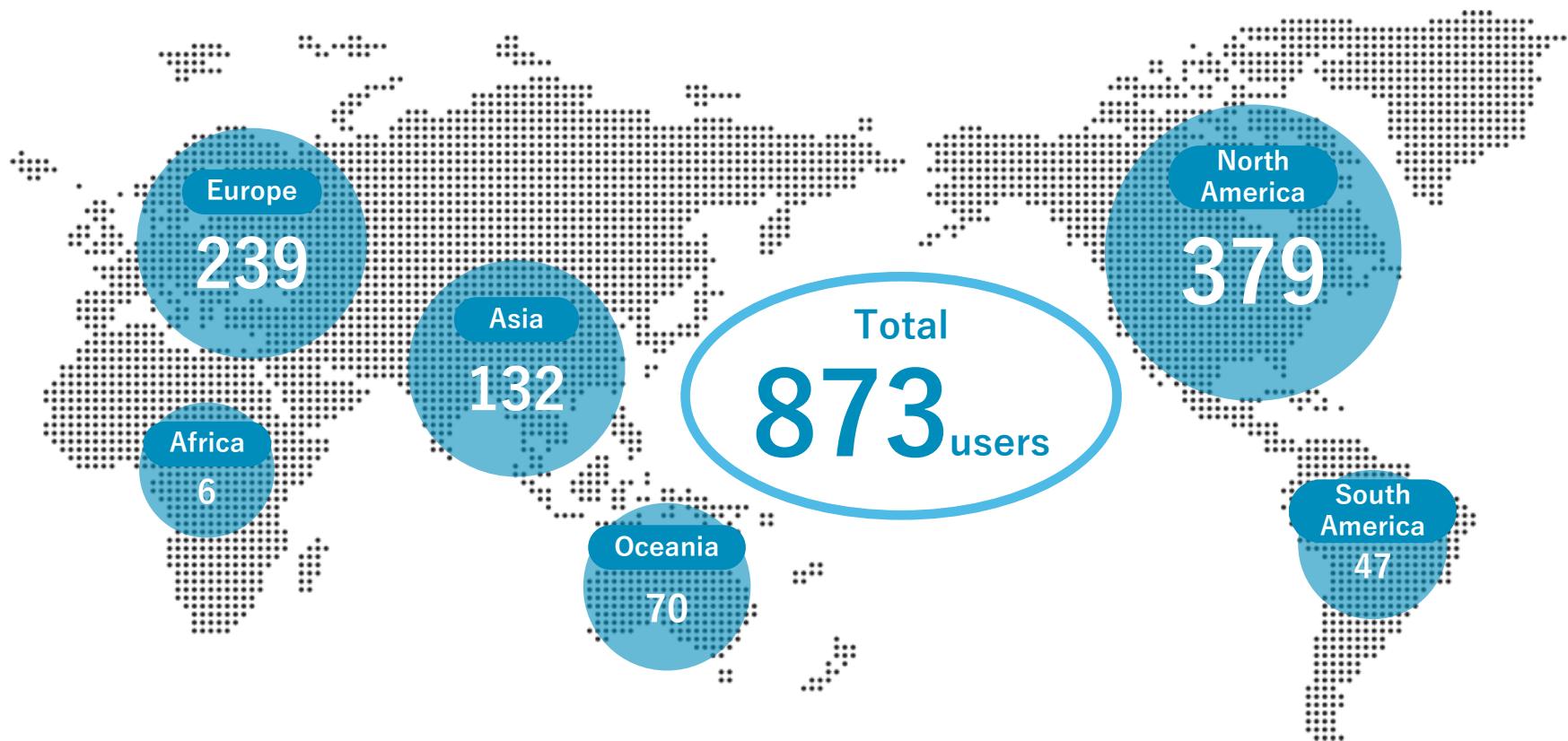


Stock profit based “SaaS type business model”



~Situation of global users~

By utilizing the platform called AWS, we operate business in a total of 70 countries and regions. The number of users outside Japan amounts to over 800.



※ Calculated from the number of users of our services outside Japan as of the end of December 2020.

Amendments to the Personal Information Protection Law were approved in June 2020 and are to be enforced in two years, to strengthen penalties for corporations.

Amendment schedule

- “Law for Partial Amendment of the Act on the Protection of Personal Information” was approved and enacted by the Diet on June 5, 2020, and promulgated on June 12, 2020.
- Enforcement of the amended law will take place within two years after promulgation, except for some.
- In the future, decrees, committee rules, guidelines, etc. will be discussed.

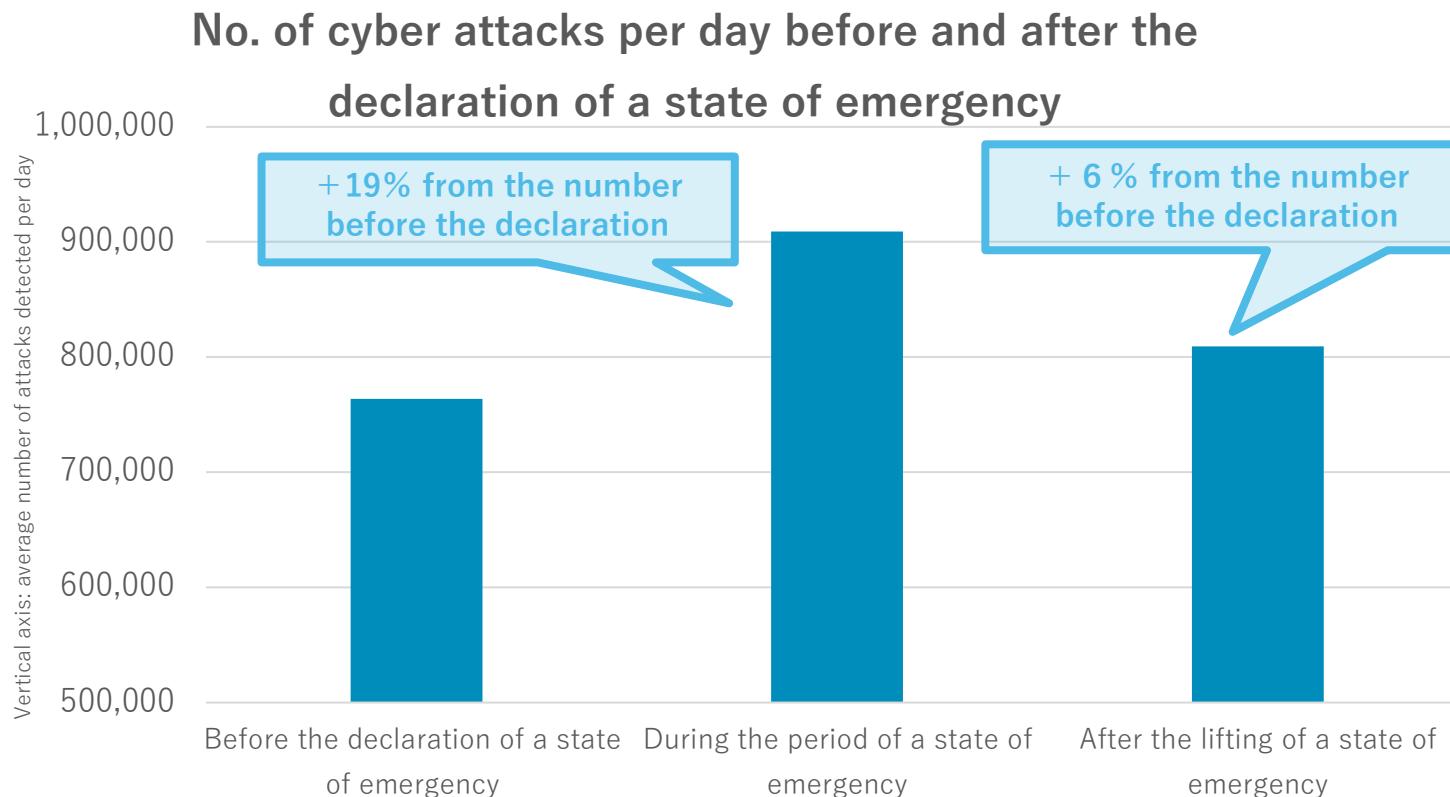
Some effects of the amendments on the company

- The statutory penalties under the Act on the Protection of Personal Information (Personal Information Protection Law) have been tightened. For fines for violation of orders, etc., the maximum amount of fines for a corporation is now up to 100 million yen.
- If there is leakage or the like, which may harm the rights and interests of an individual*, it is mandatory to report to the Committee and notify the individual.

*Applies to those defined by the Personal Information Protection Committee's rules as those that are likely to cause significant harm to the rights and interests of individuals.

No. of cyber attacks before and after the declaration of a state of emergency

As COVID-19 spread, the number of cyber attacks is increasing. It is estimated to increase further, aggravating damage further.



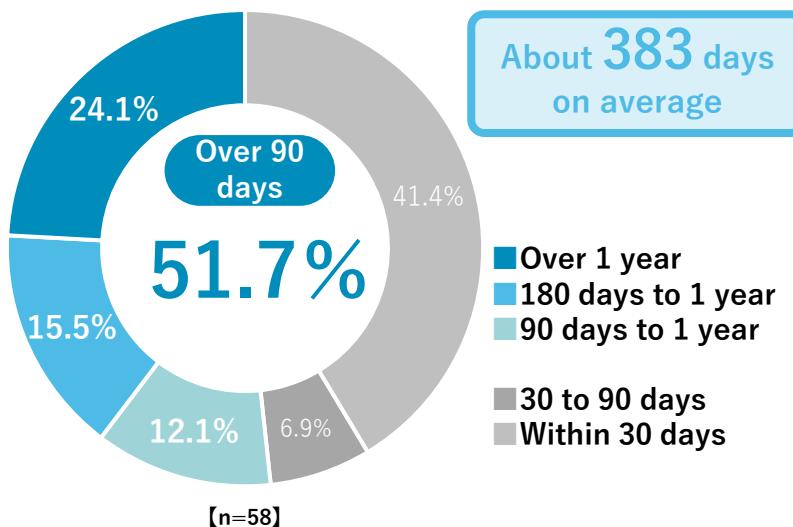
※ Outline of the survey

- Survey period: Jan. 1 to Jun. 30, 2020
- Survey targets: Accounts of users using Shadankun and WafCharm
- Survey method: Analysis of logs of attacks detected by Shadankun and WafCharm

No. of days from a cyber attack to discovery of damage and from the discovery to announcement

Time lags between an attack and discovery and between discovery and announcement became clear. On average, it takes about 452 days to announce a cyber attack after it occurs.

No. of days from a cyber attack to discovery



※Outline of the survey

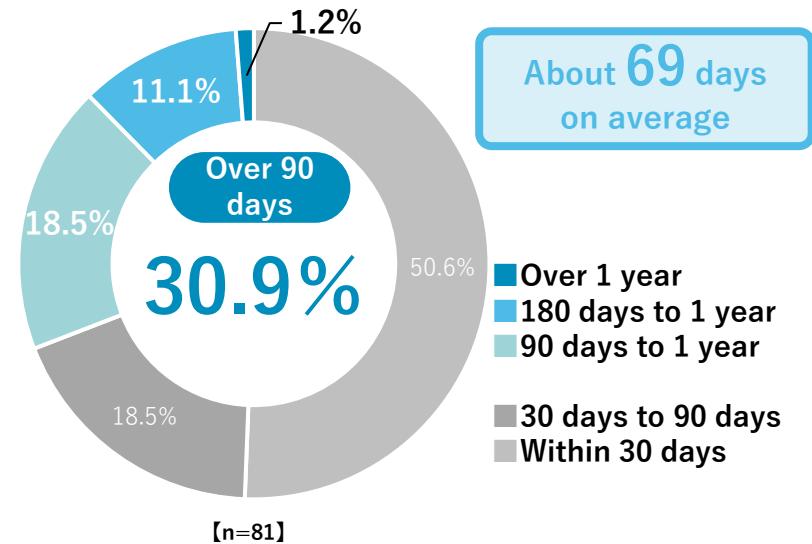
-Survey period: Jan. 1, 2019 to Jul. 31, 2020

-Survey targets: Cases of leak of personal information of 1,000 or more people due to unauthorized access to corporations and groups, which were announced by the above period (81 cases)

-Survey method: Surveyed by Cyber Security Cloud

- For 50% or more, it took over 90 days to discover damage by a cyber attack.
- For 24% or more, damage was undiscovered for over 1 year.

No. of days from discovery to announcement

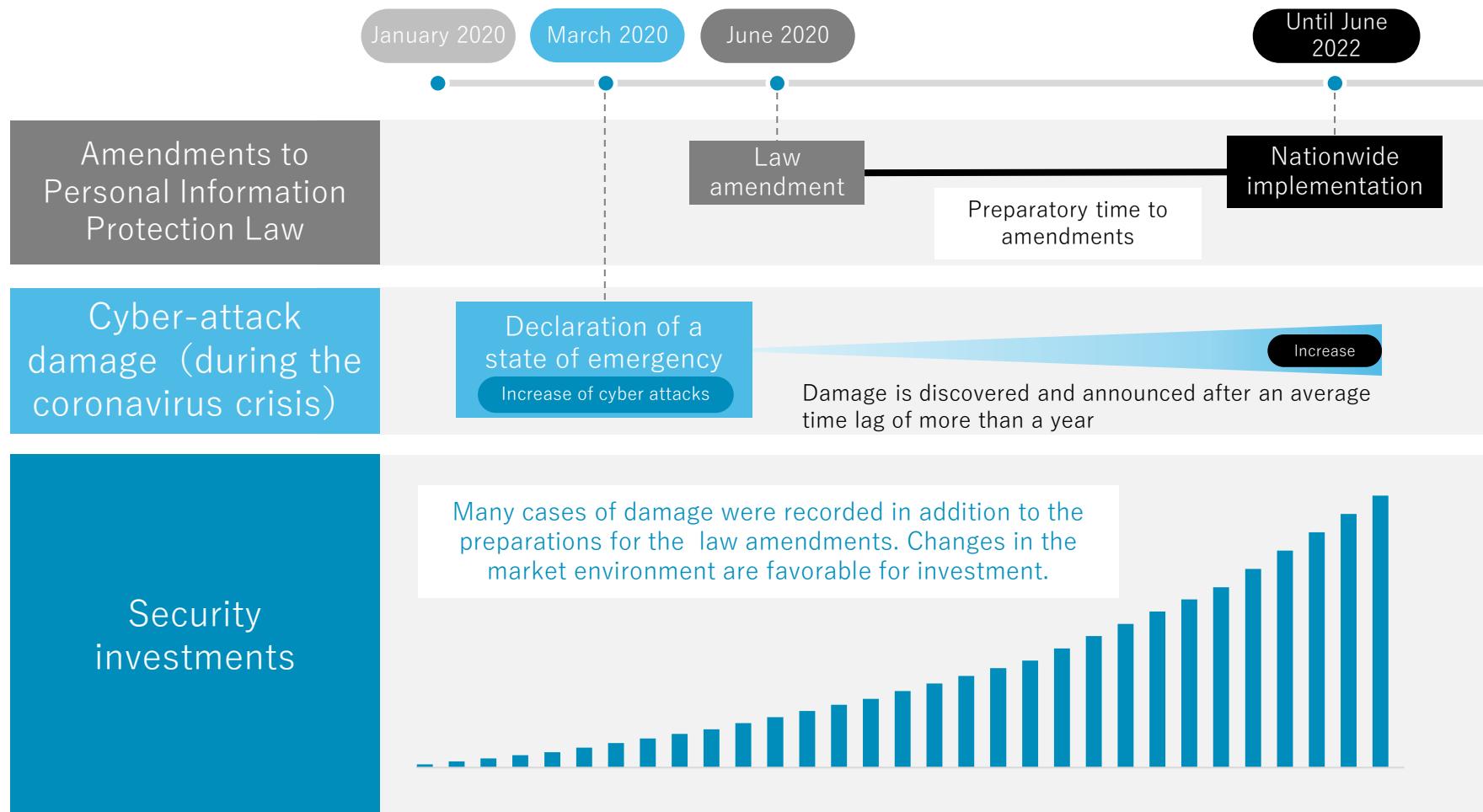


- For 30% or more, it took over 90 days to announce damage by a cyber attack.
- For 50%, such damage was announced within 30 days.

Changes in the market environment in the medium to long term

In addition to amendments to Personal Information Protection Law, the number of cyber attacks rose.

Security investments are expected to increase as preparations for law amendments advance.



Company Summary

Company Name: Cyber Security Cloud, Inc

Established August 11th 2010

Listing Date March 26th 2020

Representative President, CEO & CTO Yoji Watanabe

Senior Management
 Director Masafumi Kurata (CPA)
 Outside Director Yoshinori Ikura (Lawyer)
 Outside Director Yoshio Ishizaka

Full-Time Auditor
 Statutory Auditor
 Statutory Auditor

Eisuke Yasuda (CPA)
 Ikuo Murata
 Kenta Izumi

Head Office VORT Ebisu maxim 3F, 3-9-19 Higashi, Shibuya-ku, Tokyo 150-0011, Japan

Business Development of web security services using Artificial Intelligence.

Subsidiary SofTek Systems, Inc.
 Cyber Security Cloud Inc. (USA)

No. of engineers



About half
of
employees※

※ as of the end of December 2020

Global

Based in two regions: Japan and USA



Disclaimer



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