Financial Materials for FY2025 2Q

CYBER SECURITY CLOUD

Cyber Security Cloud, Inc.

Growth of TSE: 4493

Aug 14, 2025

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I Overview of the Financial Results for FY2025 2Q

Financial Highlights

ARR (Annual Recurring Revenue) `P6`

4.5 billion yen

YoY +30.8%

Revenue (Cumulative 2Q) `P5`

2.4 billion yen

YoY +31.2%

Operating Profit (Cumulative2Q) `P5`

0.4 billion yen

YoY -2.6%*

Acquisition of New Customers `P6,15`

"CloudFastener" Adopted by Listed Companies, Representing Around 70% of Clients

- ➢ **WafCharm and CloudFastener achieved record-high new orders**
- ➢ **Adoption by major enterprises, including Open House Group, continues to grow**

Marketing Initiatives `P16`

Participation in AWS Summit Japan

- ➢ **Generated over 30% more leads year over year**
- ➢ **Our engineer was selected as one of the Japan AWS Top Engineers**

Sales Expansion Strategies `P17`

Accelerating Cross-Selling

- ➢ **Over 60% of CloudFastener users also use other services**
- ➢ **Secured a large cross-sell deal with a major Japanese global enterprise**

*Due to the recording of a one-time project for the Digital Agency (approx. ¥70 million) in Q1 2024, results show a year-over-year decline.
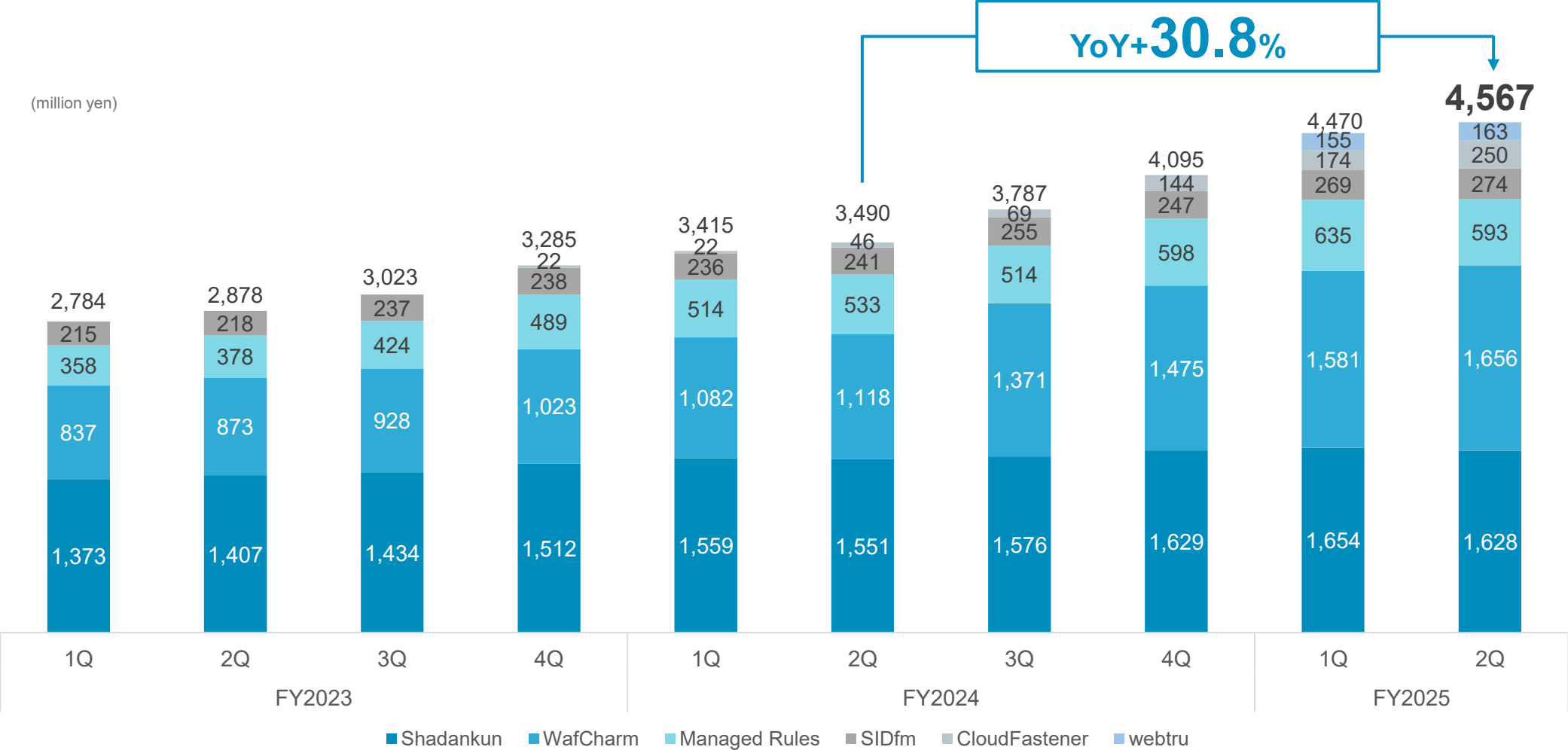
Overview of Results

- **Driven by the growth of WafCharm and CloudFastener, along with revenue contribution from DataSign, revenue increased by +31.2% year over year.**
- **Excluding the impact of the Digital Agency project recorded in January 2024, operating profit grew by +35.6% compared to the same 2Q accounting period (see P12), showing steady growth.**

(Million yen)	FY2024 2Q (Consolidated)	FY2025 2Q (Consolidated)	YoY	Forecasts for FY2025 (Consolidated)	Achievement Rate
Revenue	1,843	2,418	+31.2%	5,000	48.4%
Gross Profit	1,285	1,556	+21.1%	—	—
Operating Income	489	476	-2.6%	1,000	47.7%
Operating Income Margin (%)	26.6%	19.7%	-6.8pt	20.0%	—
Ordinary Income	549	428	-22.0%	1,000	42.9%
Net Income Attributable to Owners of the parent	372	311	-16.5%	693	44.9%

Variation in ARR

- **WafCharm and CloudFastener recorded their highest-ever quarterly new order value**
- **ARR for Managed Rules declined due to exchange rate fluctuations, but increased in USD terms**

YoY+**30.8**%

(million yen)

	FY2023				FY2024				FY2025	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
Total	2,784	2,878	3,023	3,285	3,415	3,490	3,787	4,095	4,470	4,567
webtru										163
CloudFastener									155	250
SIDfm	215	218	237	238	22	46	69	144	174	274
Managed Rules	358	378	424	489	236	241	255	247	269	
							514	598	635	593
					22					
WafCharm	837	873	928	1,023	514	533	1,371	1,475	1,581	1,656
					1,082	1,118				
Shadankun	1,373	1,407	1,434	1,512	1,559	1,551	1,576	1,629	1,654	1,628

■ Shadankun ■ WafCharm ■ Managed Rules ■ SIDfm ■ CloudFastener ■ webtru

ARR stands for Annual Recurring Revenue and is calculated by multiplying the MRR at the end of the month by 12 to annualize it.
MRR refers to Monthly Recurring Revenue in a subscription-based model, representing the total recurring revenue earned monthly from existing customers.

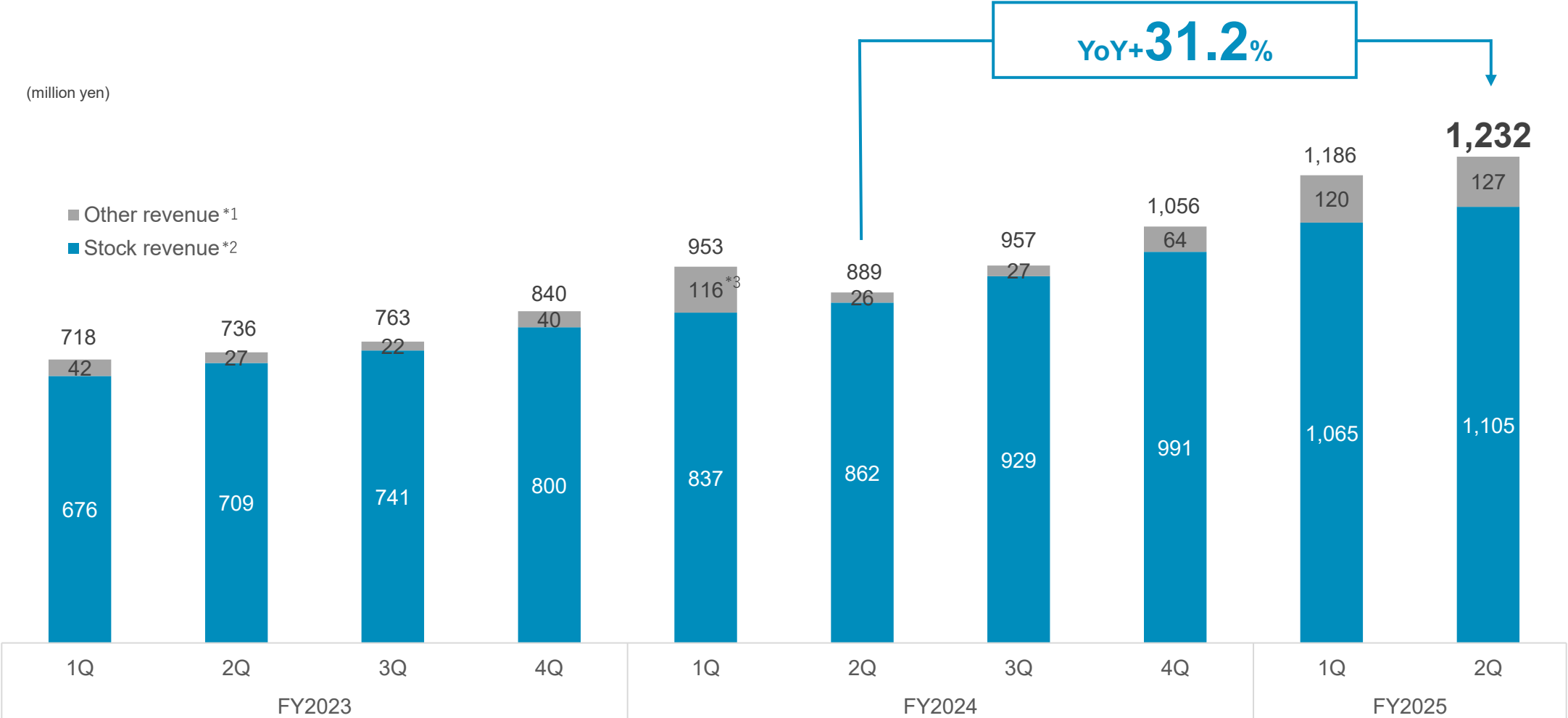# Churn rates for Shadankun and WafCharm

- **Churn rates for both products remained stable at around 1%, with no significant fluctuations**
- **The churn rate for Shadankun increased slightly due to factors such as server migration to cloud environments by high-value customers**

Churn rate for Shadankun[1]

1.15%

Churn rate for WafCharm[2]

0.79%
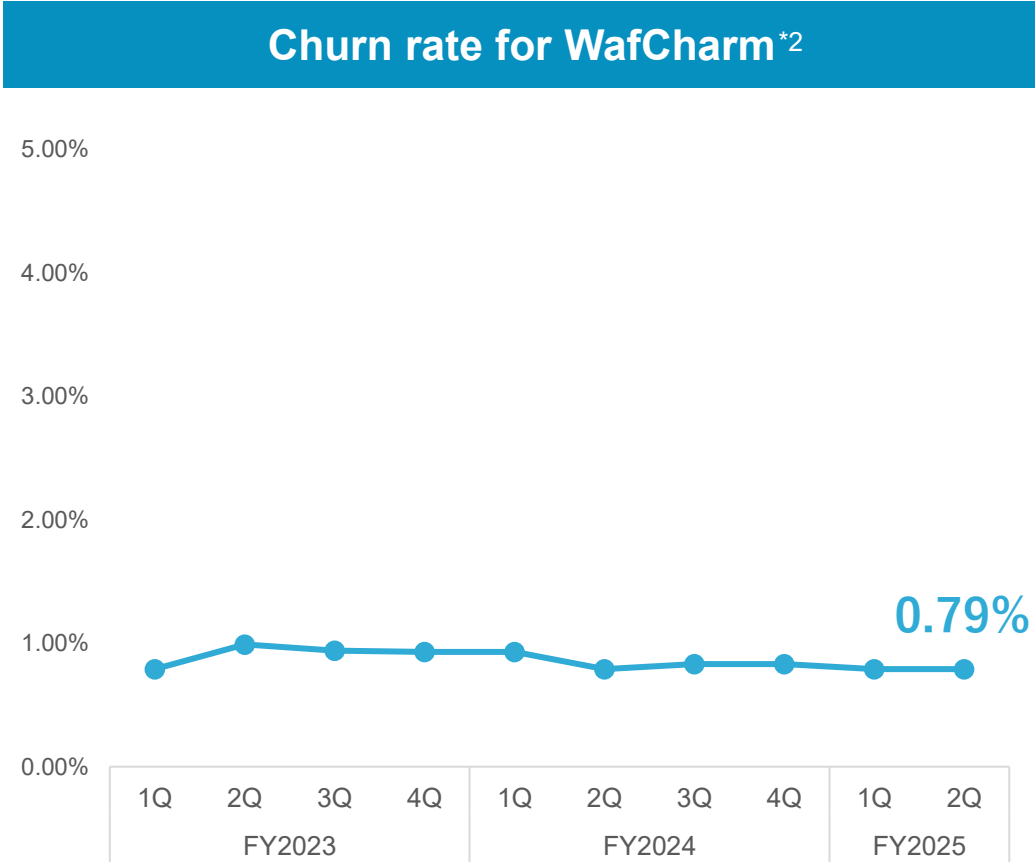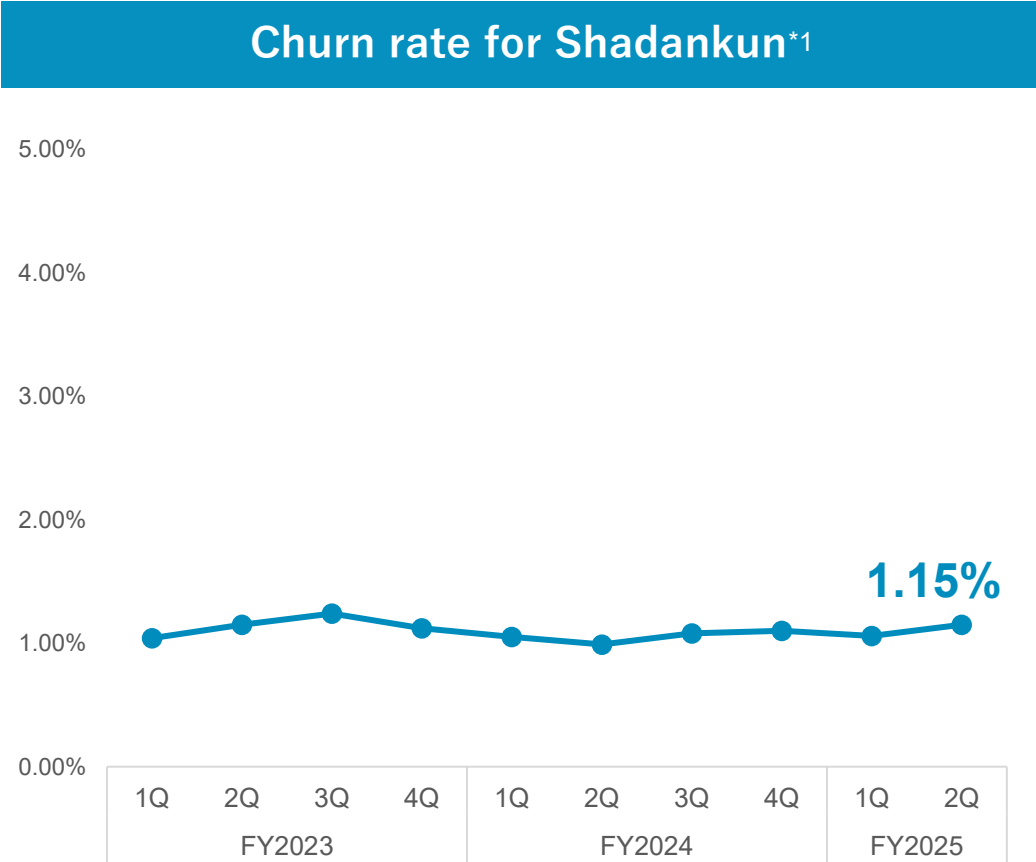
*1 Based on the 12-month average of the MRR churn rate.The MRR churn rate is calculated by dividing the MRR lost during the month by the MRR at the end of the previous month.
*2 Based on the average monthly user churn rate, calculated as: number of paying users whose subscriptions ended during the month / number of paying users at the end of the previous month

Variation in revenue

- **The growth of WafCharm and CloudFastener, along with contributions from webtru, led to a steady increase in recurring revenue.**

(million yen)

YoY+**31.2**%

■ Other revenue *1
■ Stock revenue *2

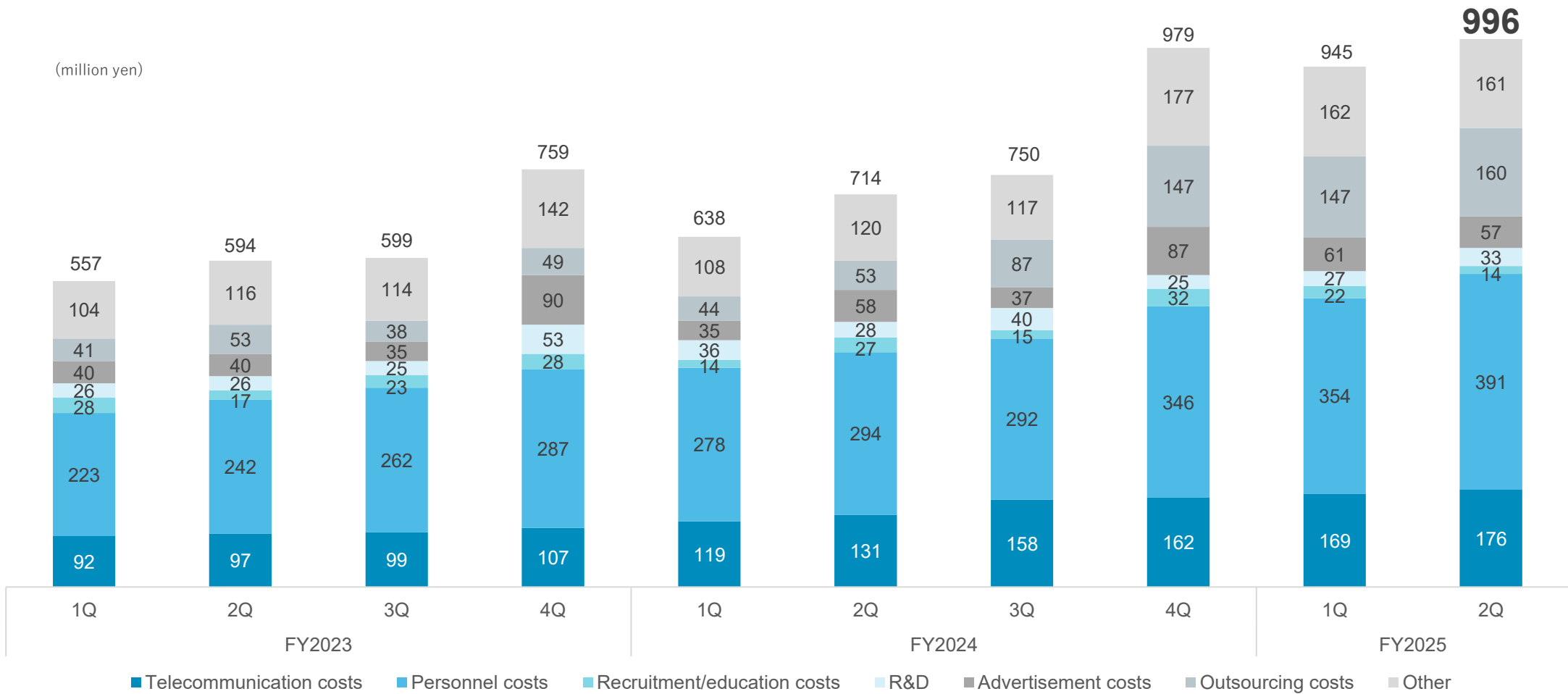|	FY2023				FY2024				FY2025	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
Total	718	736	763	840	953	889	957	1,056	1,186	1,232
Other	42	27	22	40	116*3	26	27	64	120	127
Stock	676	709	741	800	837	862	929	991	1,065	1,105

※1 Total revenue including initial setup fees, one-time contracts such as vulnerability assessments and custom development projects
※2 Total MRR from Attack Surface Defense, WafCharm, Managed Rules, SIDfm, CloudFastener, and webtru
※3 Includes approximately ¥70 million related to the Digital Agency's Government Cloud project

Trends in Operating Expenses (Cost of sales and SG&A)

- **Personnel expenses increased due to the consolidation of DataSign Inc. in February 2025 and the addition of new graduate hires.**


(million yen)

	FY2023				FY2024				FY2025	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
Total	557	594	599	759	638	714	750	979	945	**996**
Other	104	116	114	142	108	120	117	177	162	161
Outsourcing costs	41	53	38	49	44	53	87	147	147	160
Advertisement costs	40	40	35	90	35	58	37	87	61	57
R&D	26	26	25	53	36	28	40	25	27	33
Recruitment/education costs	28	17	23	28	14	27	15	32	22	14
Personnel costs	223	242	262	287	278	294	292	346	354	391
Telecommunication costs	92	97	99	107	119	131	158	162	169	176

■ Telecommunication costs　■ Personnel costs　■ Recruitment/education costs　■ R&D　■ Advertisement costs　■ Outsourcing costs　■ Other
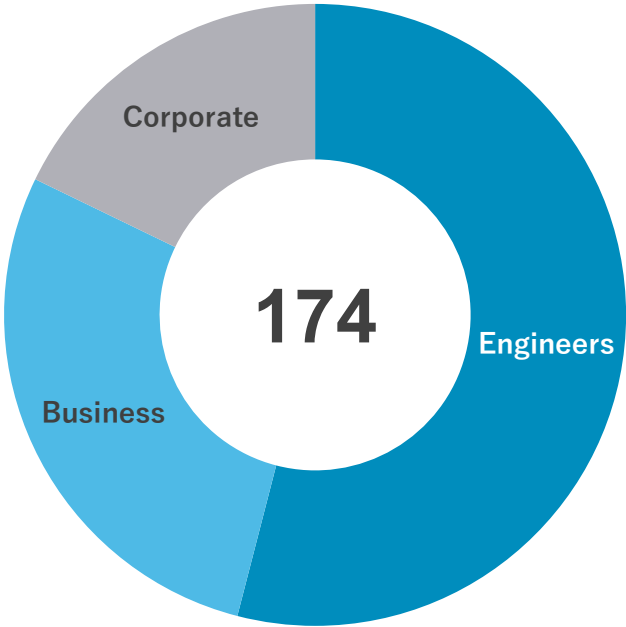
Employees Driving CSC's Growth

- **The number of employees increased following the addition of 10 new graduate hires in April 2025.**

Headcount trends*

FY2023	FY2024	FY2025 2Q
120	146	**174**
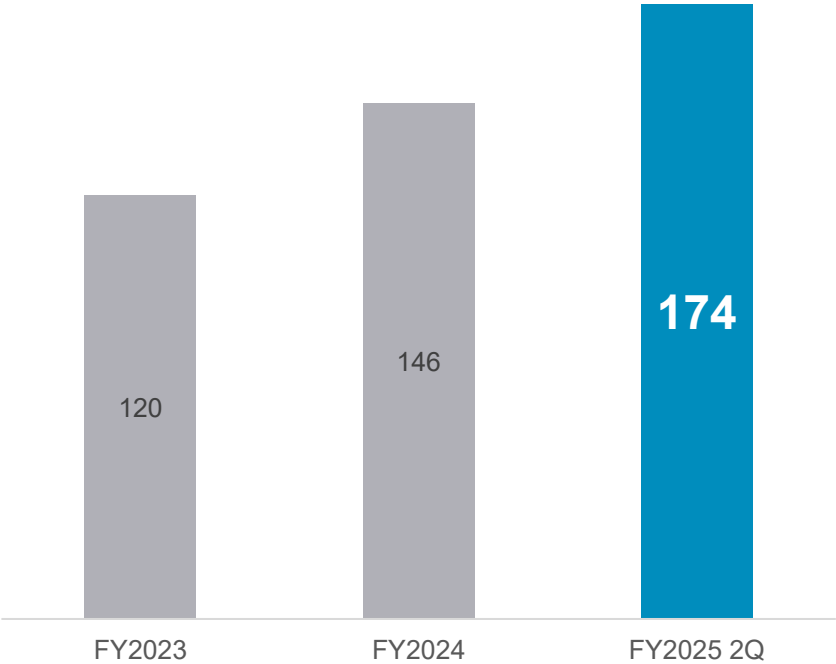
Headcount composition in FY2025 2Q

174

Corporate

Business

Engineers

*The headcount includes temporary staff and represents the combined total of employees from both the Japan and U.S. entities. Generative Technology Inc. has been consolidated since 2024, and DataSign Inc. since 2025.

		FY2024				FY2025		YoY
		1Q	2Q	3Q	4Q	1Q	2Q	
攻撃遮断くん	ARR (million yen)[1]	1,559	1,551	1,576	1,629	1,654	1,628	+5.0%
	No. of client enterprises	1,292	1,278	1,271	1,297	1,322	1,343	+5.1%
	Churn rate (%)	1.05	0.99	1.08	1.10	1.06	1.15	+0.16pt
Waf Charm	ARR (million yen)[2]	1,082	1,118	1,371	1,475	1,581	1,656	+48.2%
	No. of users	1,236	1,232	1,271	1,288	1,313	1,322	+7.3%
	Churn rate (%)[3]	0.93	0.79	0.83	0.83	0.79	0.79	+0.0pt
AWS WAF Managed Rules	ARR (million yen)	514	533	514	598	635	593	+11.4%
	No. of users	3,639	3,716	3,793	3,841	3,903	3,959	+6.5%
SIDfm	ARR (million yen)	236	241	255	247	269	274	+13.8%
	No. of users	200	204	215	217	225	231	+13.2%
CloudFastener	ARR (million yen)	22	46	69	144	174	250	+434.3%
webtru ウェブトゥルー	ARR (million yen)	-	-	-	-	155	163	-
Total	ARR (million yen)	3,415	3,490	3,787	4,095	4,470	4,567	+30.8%

[1] 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 the subscription model and means the total monthly recurring revenue from existing customers.
[2] Calculated from the average MRR churn rate in the latest 12 months. MRR churn rate means the virtual churn rate obtained by dividing the MRR lost in the month concerned by the MRR at the end of the previous month.
[3] Based on the average monthly churn rate of the number of users. Number of users who stopped paying fees during the month ÷ Number of fee-paying users at the end of the previous month.

(For reference) Statement of Income

(million yen)	FY2023				FY2024				FY2025		YoY
	Consolidated 1Q	Consolidated 2Q	Consolidated 3Q	Consolidated 4Q	Consolidated 1Q	Consolidated 2Q	Consolidated 3Q	Consolidated 4Q	Consolidated 1Q	Consolidated 2Q	YoY
Revenue	719	736	764	840	953	889	957	1,056	1,186	1,232	+38.5%
Cost of Revenue	227	219	232	245	263	294	346	433	423	438	+48.7%
Gross Profit	491	516	531	595	690	595	611	623	762	793	+33.4%
Gross Profit Margin	68.3%	70.2%	69.5%	70.9%	72.4%	66.9%	63.9%	59.0%	64.3%	64.4%	-2.5pt
SG&A	329	374	366	514	375	420	404	546	521	557	+32.6%
Operating Income	162	142	164	80	315	174	207	76	240	235	+35.4%
Operating Income Margin	22.6%	19.3%	21.5%	9.6%	33.1%	19.6%	21.7%	7.2%	20.3%	19.1%	-0.5pt
Ordinary Income	162	159	175	62	342	206	149	134	210	218	+5.9%
Net Income Attributable to Owners of the parent	110	109	120	86	235	137	98	103	162	148	+8.0%

(For reference) Balance Sheet and Statement of Cash Flows

(million yen)	FY2023	FY2024	FY2025 2Q
	Consolidated	Consolidated	Consolidated
Current Assets	1,621	2,146	4,037
Fixed Assets	536	634	1,135
Total Assets	2,157	2,781	5,173
Current Liabilities	663	866	1,008
Fixed Liabilities	184	91	270
Total Liabilities	848	958	1,278
Net Assets	1,309	1,822	3,894
Total Liabilities and Net Assets	2,157	2,781	5,173

(million yen)	FY2024	FY2025 2Q
	Consolidated	Consolidated
Cash Flow From Operating Activities	633	342
Cash Flow From Investing Activities	-175	-354
Cash Flow From Financing Activities	-595	1,781
Net Increase (Decrease) In Cash and Cash Equivalents	-87	1,718
Cash and Cash Equivalents at the Beginning of period	1,754	1,667
Cash and Cash Equivalents at the End of period	1,667	3,385

II Topics in FY2025 2Q

"CloudFastener" Adopted by Listed Companies, Representing Around 70% of Clients

- **Publicly listed companies and industry-leading enterprises are adopting CloudFastener as a solution to internal resource shortages and the challenges of operations reliant on specific individuals.**

- **An increasing number of clients are using CloudFastener in combination with WafCharm, rather than as a standalone service (see P17).**

Recent Case Studies

OPEN HOUSE GROUP
Ticker Symbol: 3288

Chat Plus⁺
Offers the AI chatbot service "ChatPlus"

AC works
Operates one of Japan's leading design platforms with over 14 million registered users

Major Companies Using Our Services

istyle
Ticker Symbol: 3660

AIN GROUP
Ticker Symbol: 9627

GLOBERIDE
Ticker Symbol: 7990

Photosynth
Ticker Symbol: 4379

A Inc.
Parent Company: jig.jp Co., Ltd.
(Ticker Symbol: 5244)

Schoo
Ticker Symbol: 264A

SHIFT PLUS
Provides services for local governments

FinMed asi
A U.S.-based medical IT company

Expanding Awareness of Our Services Among AWS Users in Japan

- **CSC exhibited at AWS Summit Japan 2025, the largest AWS-focused event in Japan, and generated a record-high number of leads.**
- **As a Gold Sponsor, CSC delivered a presentation and successfully promoted our services to a wide audience of AWS users.**

Record-High Leads Generated at AWS Summit Japan

YoY **+30%**

FY2023   FY2024   FY2025
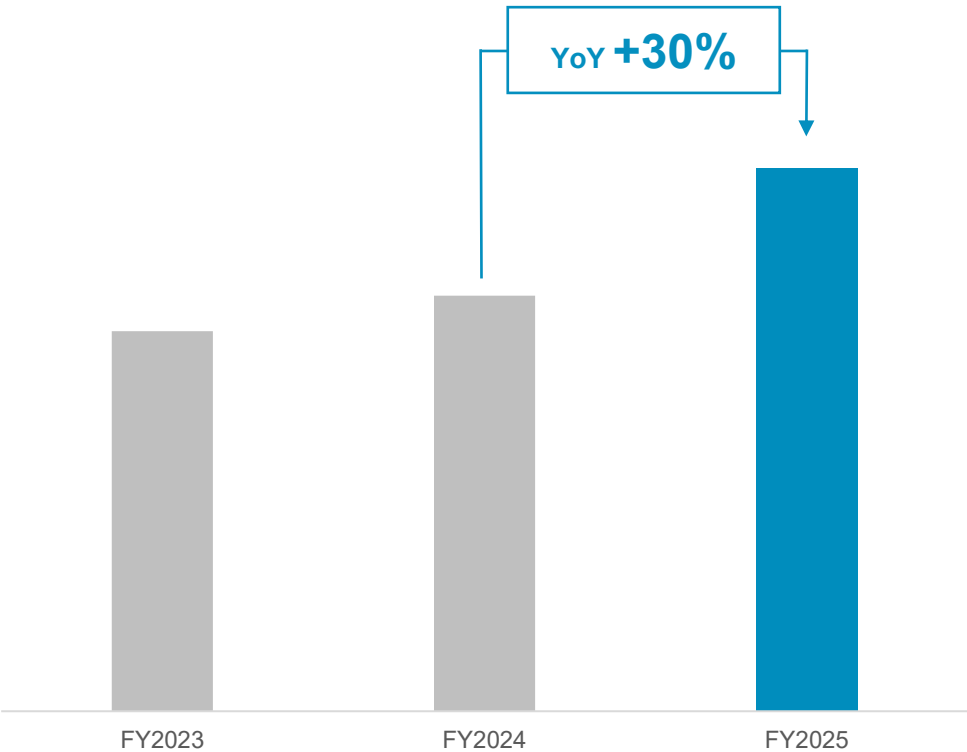
Over 500 users attended our presentation, demonstrating strong interest in our services

CSC received our first-ever "Japan AWS Top Engineers" award*

2025 Japan
AWS Top Engineers に選出

国内トップクラスの
AWSエキスパート人材として
「CloudFastener」エンジニアが選出

* Japan AWS Top Engineers" is a Japan-specific recognition program that honors engineers from companies in the AWS Partner Network (APN) who possess deep technical expertise in AWS, have a strong track record in business, and contribute to the promotion and adoption of cloud technologies.

Full-Scale Cross-Selling Driven by Expanded Service Lineup

- With the expansion beyond the WAF domain into areas such as vulnerability management and managed security, cross-selling opportunities are increasing.

- By leveraging our base of approximately 7,000 customers and over 200 sales partners, CSC aims to boost customer lifetime value through cross-selling.

The expansion of our business domains also enables us to meet a wider range of customer needs

Cloud Architecture & Development

Managed Security

Vulnerability Management & Assessment

Our Cloud Security Business

WAF-related Services

Consent Management Tool for Personal Information

Results from Cross-Selling Initiatives

Cloud Fastener   cross-selling rate **64**%[*1]

SIDfm   cross-selling rate **56**%[*2]

Recent Case Highlight

CSC successfully closed a simultaneous deal for WafCharm and CloudFastener with one of Japan's leading global enterprises, marking the largest order value to date.

[*1] Percentage of CloudFastener users who had signed contracts by June 2025 and are also using other products
[*2] Percentage of SIDfm users acquired after the merger in April 2022 who are also using other products (as of the end of December 2024)

III

Growth Strategy FY2022 to FY2025 and Mid-Term Strategy

Provide reliable services around the world as a global security software maker from Japan

To become **the leading security company in Japan in the field of web security.**
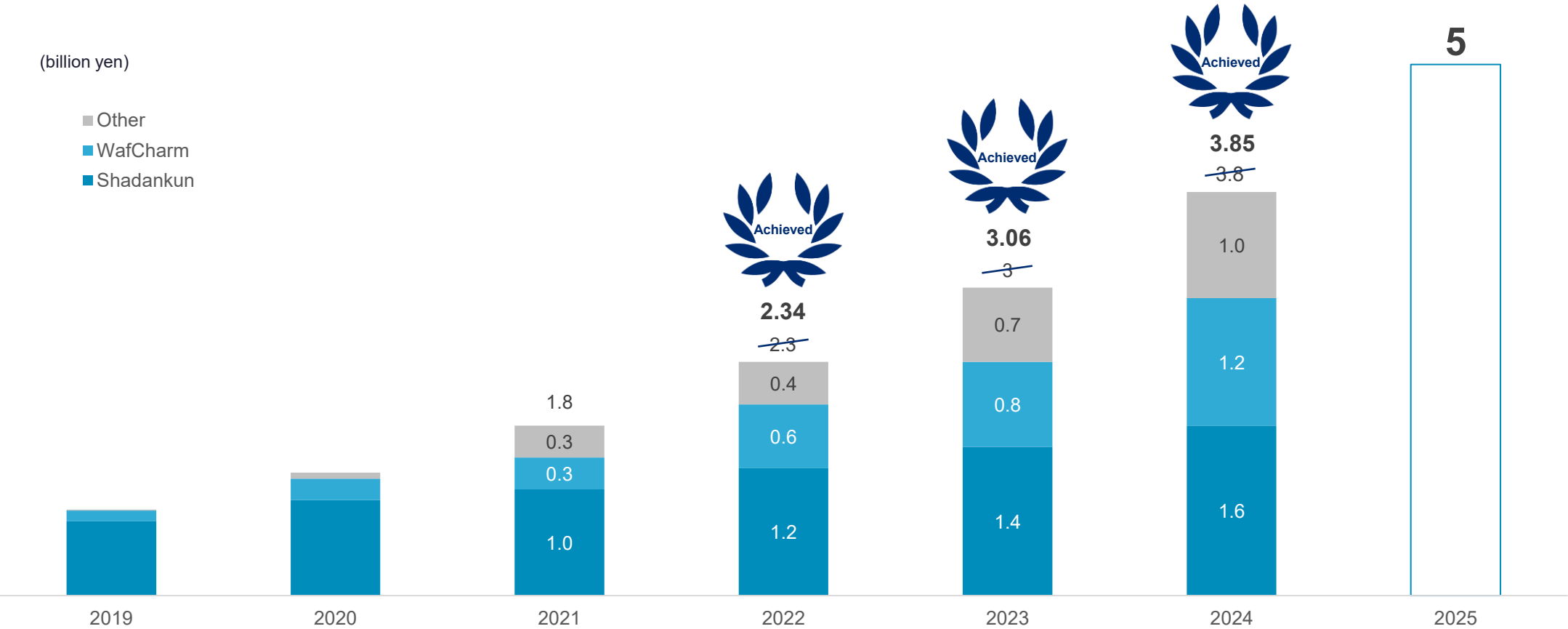
Financial targets are **revenue of 5 billion yen and an operating income of 1 billion yen.**

To accelerate global expansion and **increase overseas sales ratio to 10%**

Financial target (1) Achievement of sales of 5 billion yen

- **Targeting top domestic companies in the 'Web Security' field, CSC aims for a sales revenue of 5 billion yen**
- **CSC aims to achieve an overseas sales ratio of over 10%[1] by not only leveraging WafCharm but also capitalizing on the strong performance of Managed Rules and the introduction of our new service, CloudFastener**
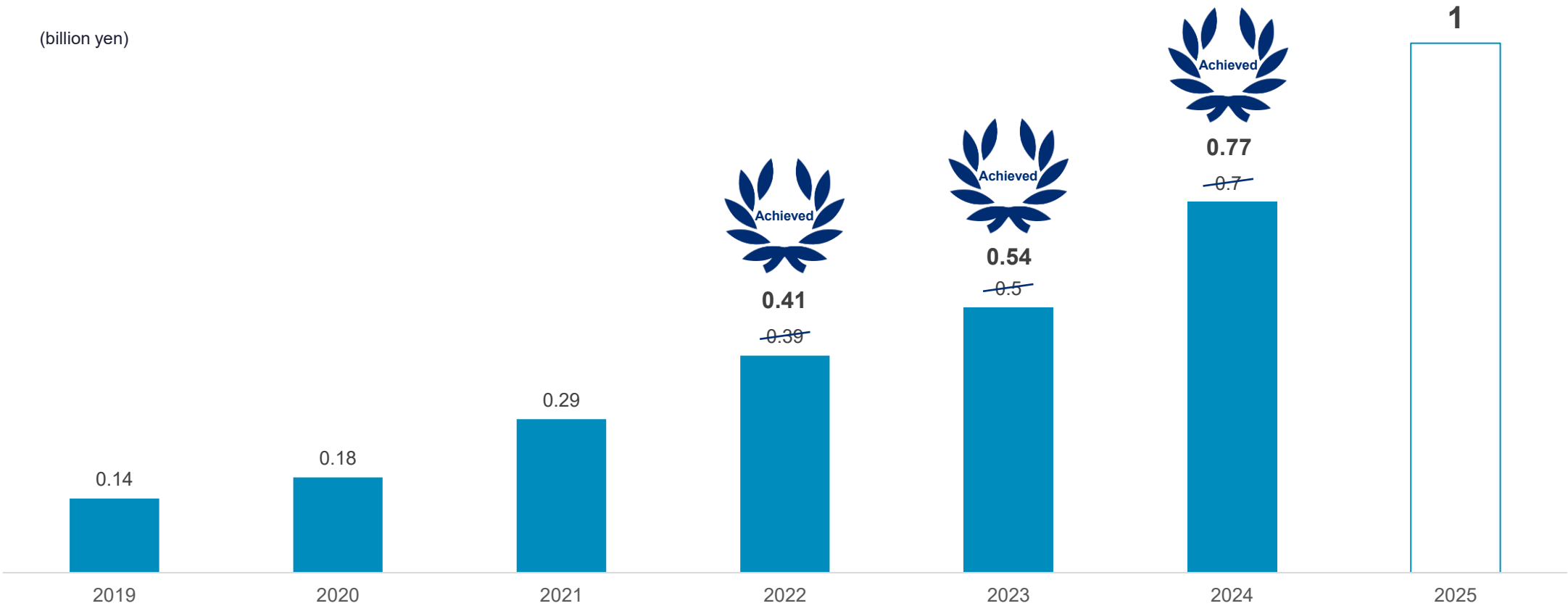

(billion yen)

- Other
- WafCharm
- Shadankun

Year	2019	2020	2021	2022	2023	2024	2025
Total			1.8	2.34 (~~2.3~~)	3.06 (~~3~~)	3.85 (~~3.8~~)	5
Other			0.3	0.4	0.7	1.0	
WafCharm			0.3	0.6	0.8	1.2	
Shadankun			1.0	1.2	1.4	1.6	

Achieved (2022, 2023, 2024)

*1 CSC targets overseas revenue exceeding 500 million yen from its AWS-related services, including WafCharm, Managed Rules, and CloudFastener.

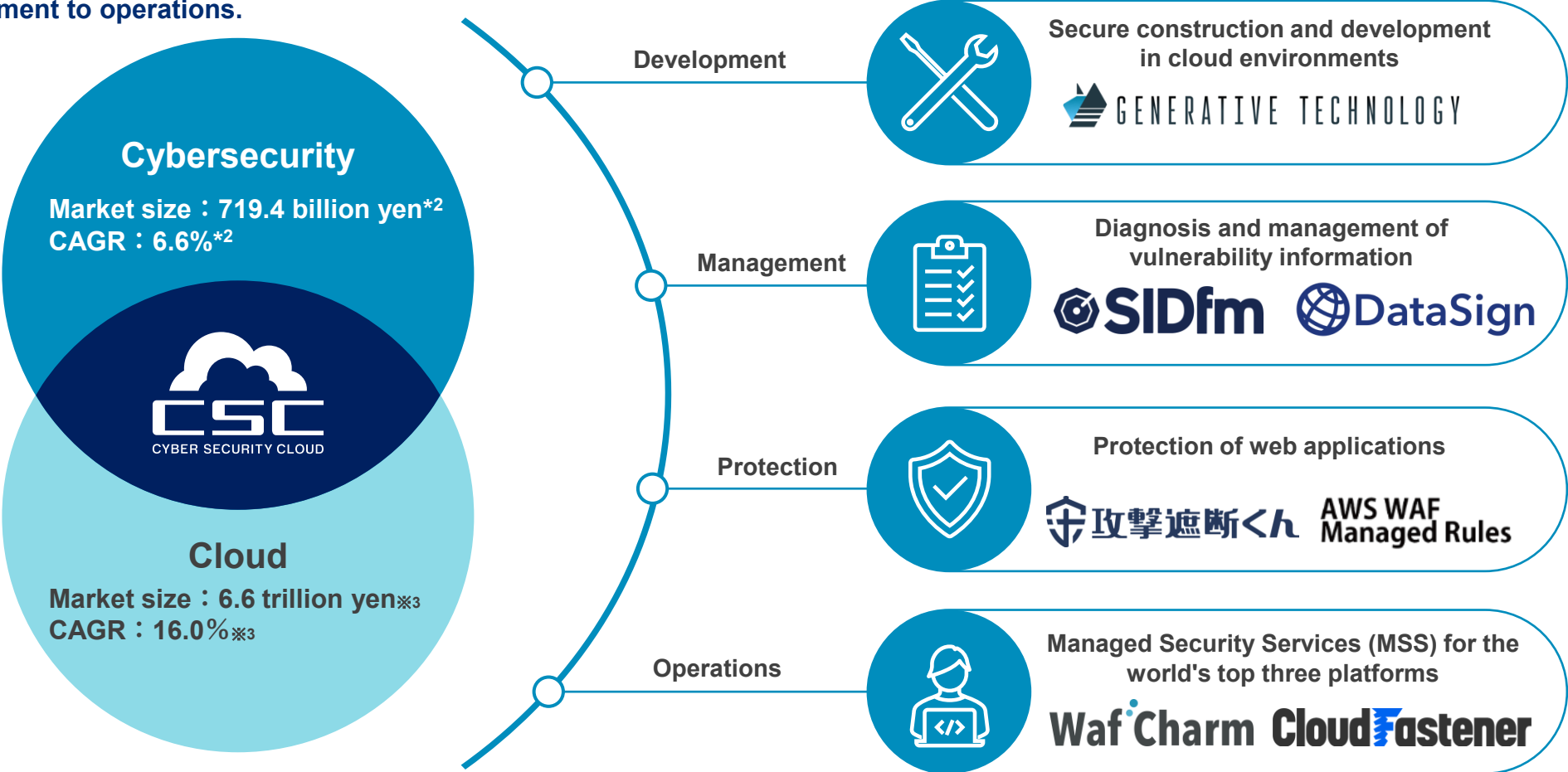# Financial target (2) Operating income of 1 billion yen in 2025

- **CSC plans to execute aggressive marketing activities to expand recognition both domestically and internationally, with a focus on our new service.**
- **While making preemptive investments, CSC also aims to continue profit growth and strive to achieve an operating profit of 1 billion yen by FY2025.**

(billion yen)

Year	Value
2019	0.14
2020	0.18
2021	0.29
2022	0.41 (Achieved, target 0.39)
2023	0.54 (Achieved, target 0.5)
2024	0.77 (Achieved, target 0.7)
2025	1

[Mid-to-Long-Term Strategy] Focus on Cloud × Cybersecurity

- CSC is targeting two high-growth and large-scale markets: the ever-evolving "cloud industry" and the" cybersecurity sector", where there is a shortage of specialized talent.

- Our goal is to become a one-of-a-kind company specializing in this domain by providing an end-to-end solution covering the entire process from cloud system development to operations.
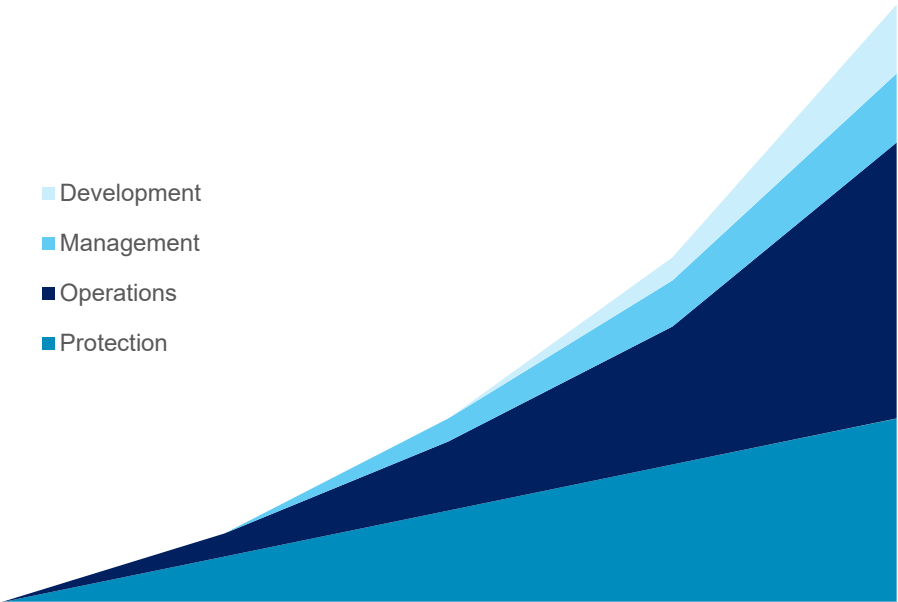
Cybersecurity

Market size：719.4 billion yen[2]
CAGR：6.6%[2]

Cloud

Market size：6.6 trillion yen[3]
CAGR：16.0%[3]

Development
Secure construction and development in cloud environments
GENERATIVE TECHNOLOGY

Management
Diagnosis and management of vulnerability information
SIDfm DataSign

Protection
Protection of web applications
攻撃遮断くん AWS WAF Managed Rules

Operations
Managed Security Services (MSS) for the world's top three platforms
WafCharm CloudFastener

*1 Refers to services such as AWS, Microsoft Azure, and Google Cloud that allow users to access various functions, including software and infrastructure, via the internet.
*2 Cybersecurity Market: Market size of the overall network security market in 2024. The CAGR is projected for 2023–2029, according to the "2024 Network Business Comprehensive Survey" by Fuji Chimera Research Institute.
*3 Cloud Market: Market size of the public cloud-related SI market within the domestic SI market in 2024. The CAGR is projected for 2022–2027, based on the "2024 Cloud Computing: Current Status and Future Outlook" by Fuji Chimera Research Institute.

[Mid-to-Long-Term Strategy] Revenue Growth Vision

- **CSC aima to grow security operations into the next core pillar of our business, driving ARPU growth and maximizing LTV through cross-selling.**

- **Our strategy is built on four key pillars: Sales, Product, Community, and M&A, with the goal of achieving disruptive growth.**

Future Revenue Growth Vision

Legend:
- Development
- Management
- Operations
- Protection

✓ In addition to our existing solutions, CSC aims to develop security operations into our second core service.

✓ Our goal is to establish our position as the No.1 cybersecurity company, capable of providing end-to-end services from cloud system development to operations.

Strategies for Growth

① Sales-Led Growth

・Strengthen approaches to decision-makers

・Improve sales efficiency through enhanced partnerships

② Product-led Growth

・Highlight product value directly by enriching web content

・Strengthen alliances with major corporations for joint development

③Community-led Growth

・Provide platforms for users to share best practices

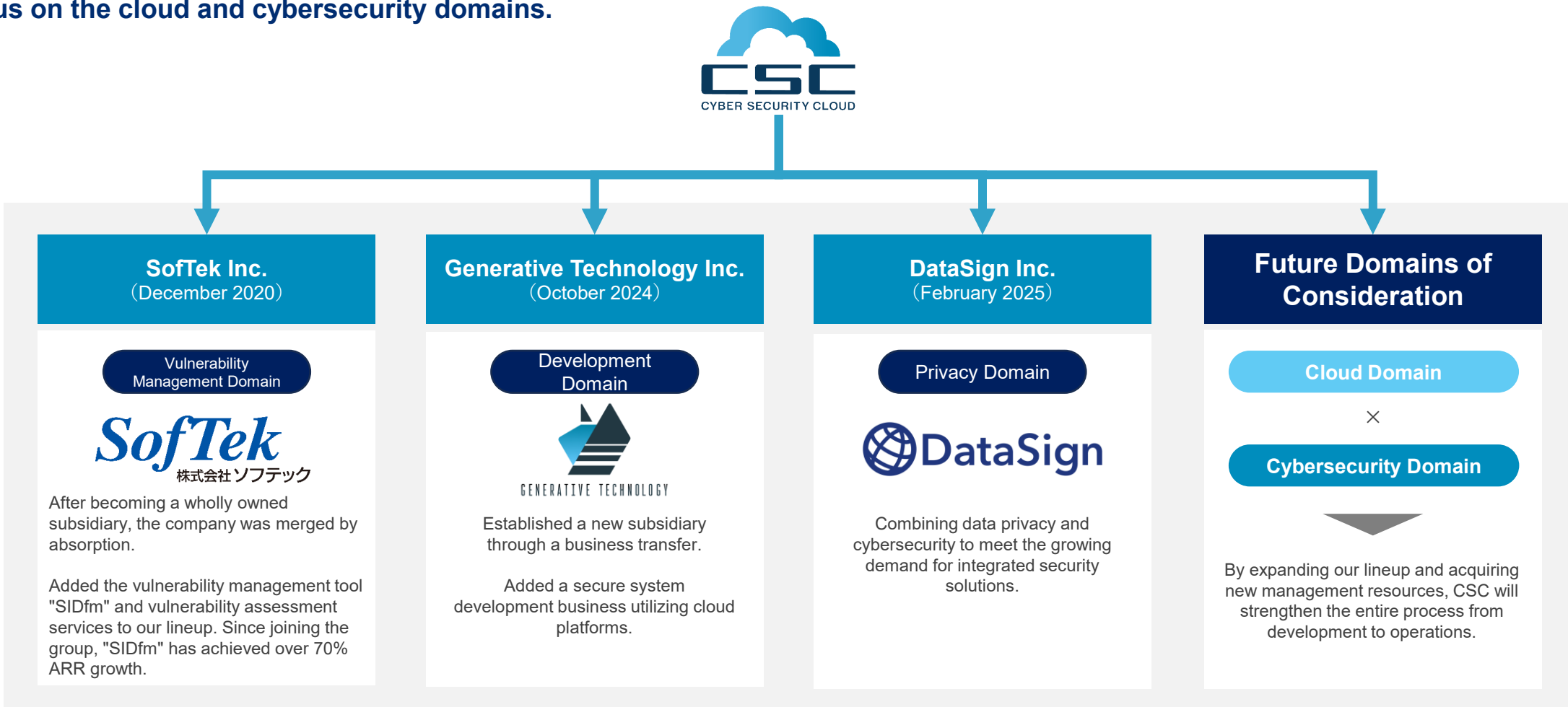・Leverage cloud platform community networks

④ M&A Growth

・Expand the service lineup and acquire new management resources

・Broaden the target scope to include not only products but also system development and operations

Our M&A Strategy

- **CSC has completed a total of three M&A transactions to date. With a focus on mid-to-long-term growth, CSC has incorporated M&A-driven expansion as one of our key strategies.**

- **Moving forward, CSC will continue to actively explore opportunities, expanding our targets from development to operations, with a focus on the cloud and cybersecurity domains.**

SofTek Inc. （December 2020）	Generative Technology Inc. （October 2024）	DataSign Inc. （February 2025）	Future Domains of Consideration
Vulnerability Management Domain	**Development Domain**	**Privacy Domain**	**Cloud Domain** × **Cybersecurity Domain**
After becoming a wholly owned subsidiary, the company was merged by absorption. Added the vulnerability management tool "SIDfm" and vulnerability assessment services to our lineup. Since joining the group, "SIDfm" has achieved over 70% ARR growth.	Established a new subsidiary through a business transfer. Added a secure system development business utilizing cloud platforms.	Combining data privacy and cybersecurity to meet the growing demand for integrated security solutions.	By expanding our lineup and acquiring new management resources, CSC will strengthen the entire process from development to operations.

IV Market Environment Surrounding Our Company

The current state of cybersecurity in Japan

- As cyber attacks become more complex and sophisticated, the scope of monitoring and defense continues to widen, yet there is a chronic shortage of security professionals
- With the advancement of stricter penalties for personal data breaches, companies are required to implement more robust security measures
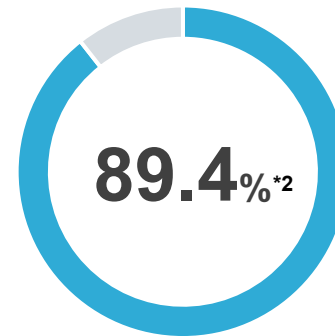
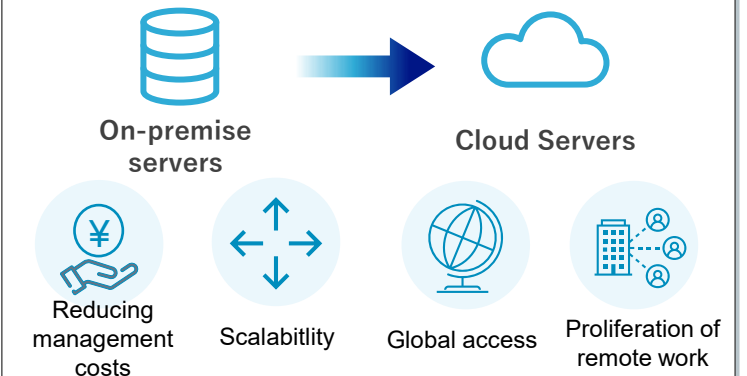## Challenges surrounding security

Cyber attacks are on the rise[*1]

■ # of cyber attack detections per day, per IP address

Approx **2.8x** in 4 years

2,752	4,192	6,506	7,334	7,708
2019	2020	2021	2022	2023

Shortage of security professionals

89.4%[*2]
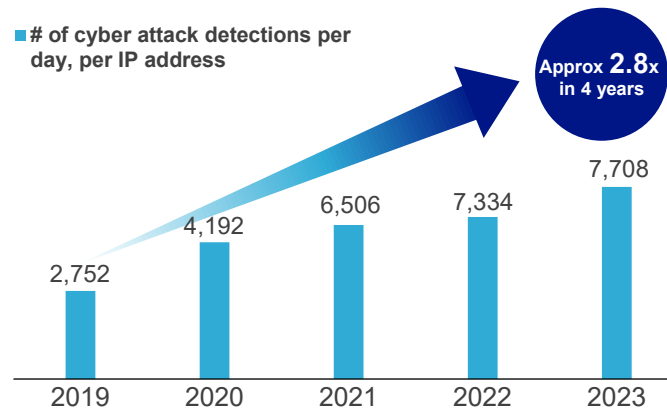
Acceleration of the shift from on-premises to cloud

On-premise servers → Cloud Servers

Reducing management costs | Scalabitlity | Global access | Proliferation of remote work

National movements

- Amendments to the Personal Information Protection Act (2022)[*3]: Mandatory reporting to the Personal Information Protection Commission in the event of a data breach, with corporate penalties increased up to 100 million yen.
- Cyber Management Guidelines 3.0 (2023)[*4]: Disclosure of the 'three principles' that managers should recognize and the 'ten critical items' that should be directed to the Information Security Officer (CISO, etc.)."

*1 National Police Agency Public relations materials (as of September 21, 2023)
*2 NRI Secure Insight 2022
*3 Personal Information Protection Commission
*4 Ministry of Economy, Trade and Industry: "Cybersecurity management Guidelines Ver. 3.0"

The cybersecurity needs of Japanese companies

- Even companies that are short on security personnel need a mechanism that can reliably prevent increasingly sophisticated cyber attacks
- It is also important that a small number of personnel, who may not have high specialization, can continue to operate the system

Challenges for companies in security

Due to a shortage of manpower, the following problems are occurring:

Aware importance of cybersecurity but have no idea what to do.

No budget

Unable to respond in-house in case of an emergency

Traditional security management has its limitations…

Features and services demanded by companies

A system that realizes the sophistication and efficiency of security management by utilizing tools that can detect and defend against new attacks

e.g.

A system that automatically blocks cyber attacks just by being implemented

Pricing that is accessible to small and medium-sized enterprises

Support available 24 hours a day, 365 days a year in Japanese

Market size in Japan

- **Security investment is accelerating across Japan, with the cloud security market significantly driving this growth**
- **High growth is anticipated within the security domain CSC operates in, and CSC aims to steadily capture the increasing demand over the medium to long term**
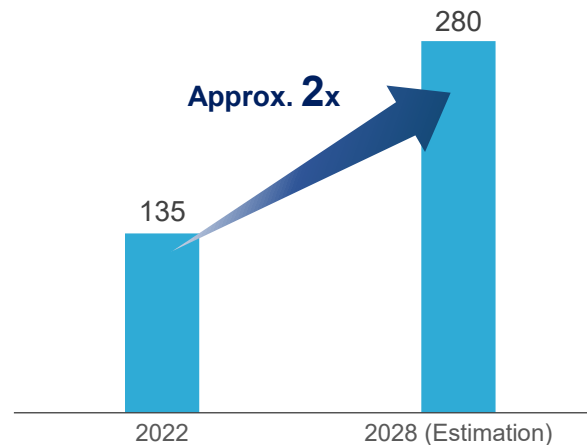
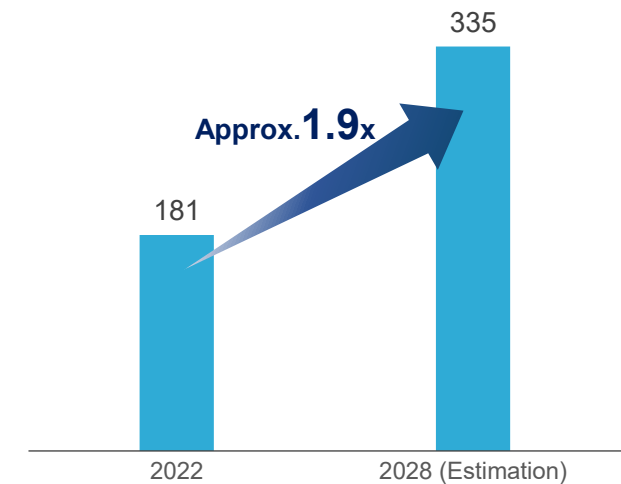### Domestic security investment scale[1]

(Billion yen)

Approx. **1.5x**

990

655

2022   2028 (Estimation)
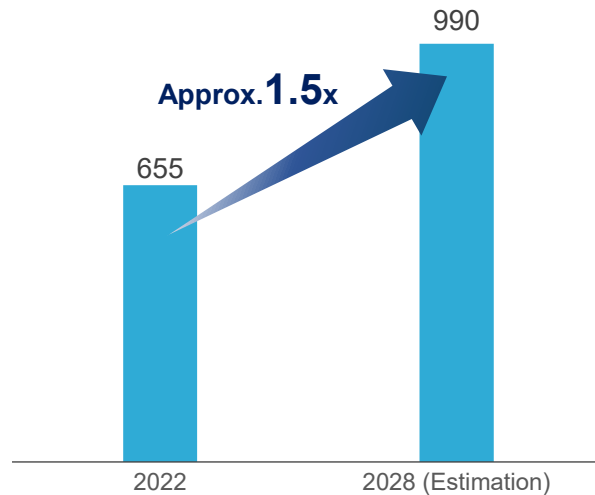
Size of the domestic cloud security market[1]

(Billion yen)

Approx. **2x**

280

135

2022   2028 (Estimation)

Market size in the sector relevant to our products[2]

(Billion yen)

Approx. **1.9x**

335

181

2022   2028 (Estimation)

[1] Fuji Chimera Research Institute: "2023 Network Security Business Survey Comprehensive Market Edition," released December 14, 2023
[2] Fuji Chimera Research Institute: "2023 Network Security Business Survey Comprehensive Market Edition," released December 14, 2023
Our sector = WAF (Web Application Firewall) market + Vulnerability management market + MSS (Managed Security Service) market

The potential of the market in CSC's business domain

- **By looking beyond the domestic market to the global stage, CSC can capture a vast market.**

## Global Market

Approx. **6,510** billion yen

**WAF
(Web Application
Firewall)**

Approx.

810 billion yen[1]

**Vulnerability
Management**

Approx.

1,900 billion yen[2]

**MSS
(Managed Security
Service)**

Approx.

3,800 billion yen[3]

※1 MARKETSANDMARKETS "Web Application Firewall Market by Component and Services, Organization Size, Vertical and Region" . Calculated as $1=140 yen
※2 MARKETSANDMARKETS "Security and Vulnerability Management Market by Component, Organization Size, Vertical, and Region". Calculated as $1=140 yen
※3 GRAND VIEW RESEARCH "Managed Security Market Size, Share & Trends Analysis Report". Calculated as $1=140 yen

Positioning of Our Company in the Cyber Security Market

● **Our company is one of a few domestic makers that develop, operate, and sell software in-house in the Japanese cyber security market, where overseas products are dominant.**
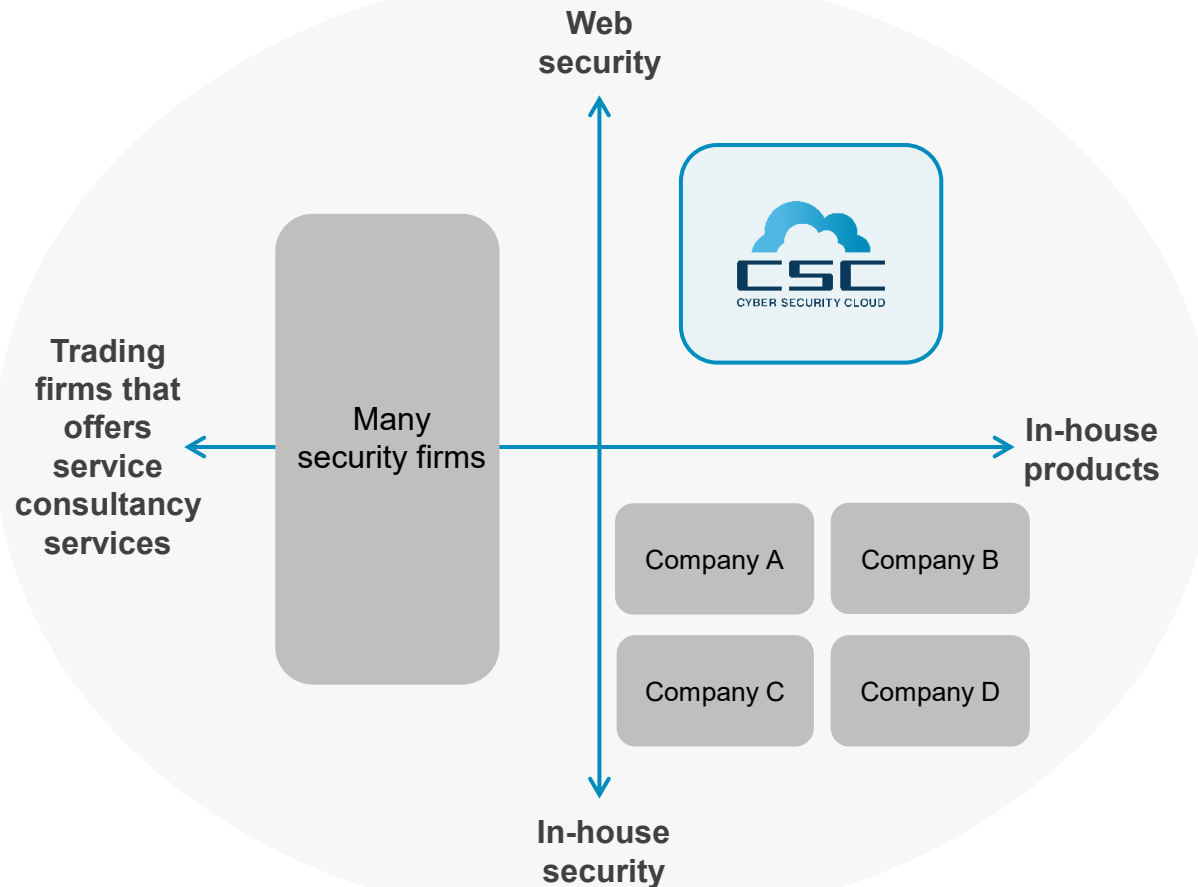
Positioning of CSC

① In-house products

CSC offers our own products developed by our engineers. CSC can provide our software flexibly according to customer needs, as CSC develop and operate the software by ourselves.

② Web security

Differing from security services for protecting PCs and networks, our services protect corporate websites.
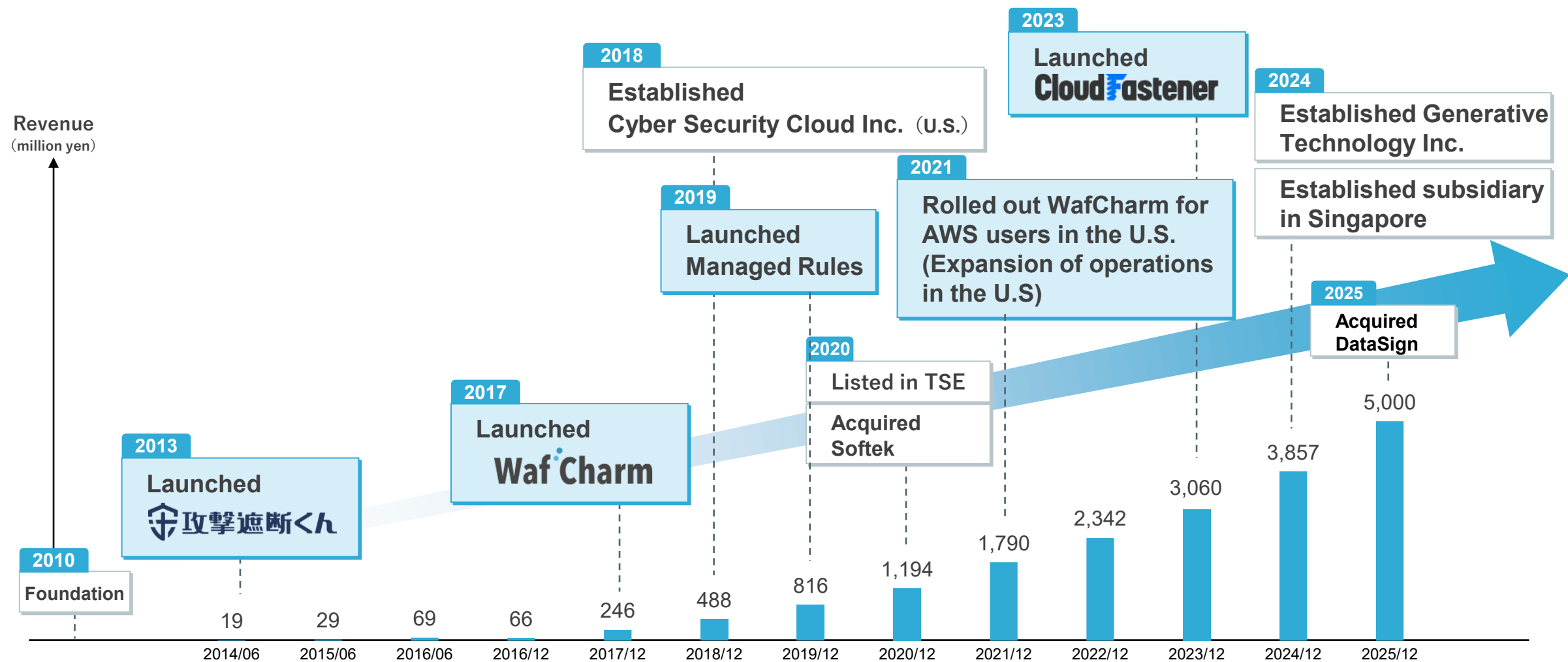
Ⅴ   Company Profile

Corporate Profile

Corporate name	Cyber Security Cloud, Inc.
Date of establishment	August 11, 2010
Date of listing	March 26, 2020
Representatives	Toshihiro Koike, Representative Director, President, and CEO
	Yoji Watanabe, Representative Director and CTO
Executives	Masafumi Kurata, Director and CFO (certified public accountant)
	Hayato Kiriyama, Director, CSO and CISO
	Seiichi Nakagawa, CRO
	Yoshinori Ikura, Outside Director (lawyer)
	Hiroshi Kurihara, Outside Director
	Daichi Seki, Full-time Auditor (certified public accountant)
	Ikuo Murata, Outside Auditor
	Kenta Izumi, Outside Auditor
Location	13th floor of JR Tokyu Meguro Bldg., 3-1-1 Kamiosaki, Shinagawa-ku, Tokyo
Business description	Development and provision of cyber security services utilizing AI technology
Group companies	Cyber Security Cloud Inc. （USA）
	Cyber Security Cloud Pte. Ltd. （Singapore）
	Generative Technology Inc.
	DataSign Inc,

History

- **Since our establishment in 2010, CSC has specialized in the field of web security**
- **CSC is rolling out "cloud-native" products that capitalize on the benefits of the cloud one after another**

Revenue
（million yen）

2018
Established
Cyber Security Cloud Inc.（U.S.）

2023
Launched
CloudFastener

2024
Established Generative
Technology Inc.

2019
Launched
Managed Rules

2021
Rolled out WafCharm for
AWS users in the U.S.
(Expansion of operations
in the U.S)

Established subsidiary
in Singapore

2017
Launched
Waf Charm

2020
Listed in TSE
Acquired
Softek

2025
Acquired
DataSign

2013
Launched
攻撃遮断くん

2010
Foundation

Period	Revenue
2014/06	19
2015/06	29
2016/06	69
2016/12	66
2017/12	246
2018/12	488
2019/12	816
2020/12	1,194
2021/12	1,790
2022/12	2,342
2023/12	3,060
2024/12	3,857
2025/12	5,000

Our Management Team

A management team with extensive experience and deep knowledge of SaaS development and cloud security technologies to drive growth

Representative Directors

Toshihiro Koike, Representative Director, President and CEO
- Born in 1983. Graduated from Faculty of Law, Konan University
- 2006 Joined Recruit HR Marketing Kansai (now Recruit)
- 2016 Appointed COO and Director of the Japanese subsidiary of AppSocially Inc. of the U.S., a communication tool SaaS developer
- 2018 Founded ALIVAL Corporation (now M&A Navi)
- 2021 Appointed President and CEO of the Company

Yoji Watanabe, Representative Director, CTO
- Born in 1975. Graduated from Faculty of Science and Engineering, Meiji University
- Engaged in research and development of cloud systems, real-time distributed processing and anomaly detection at a major IT company
- 2016 Joined the Company; served as CTO and a Director
- 2021 Appointed as Representative Director and CTO

Director & CXO

Masafumi Kurata, Director and CFO
- Certified Public Accountant. Joined the Company in 2017 after working for Taiyo LLC.
- Appointed as a Director in 2019

Hayato Kiriyama, CSO and CISO
- Head of Security Business at Amazon Web Services Japan, LLC
- Visiting Associate Professor at Graduate School of Management, Globis University (current position)
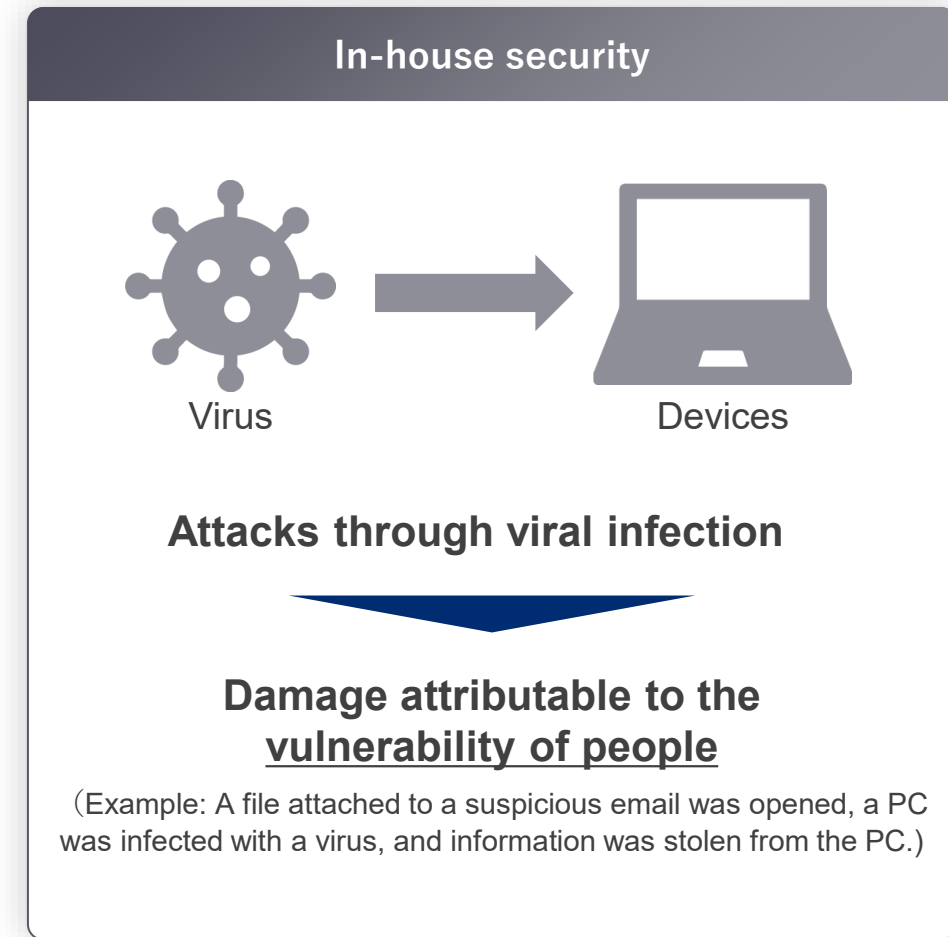
Seiichi Nakagawa, CRO
- Led the launch of the Partner Solutions Engineer program at Microsoft
- Contributed to the launch of Amazon Web Services Japan
- Served as Country Manager at multiple global SaaS companies

Hiroshi Kurihara, Outside Director
- Served as President and Representative Director of Fuji Xerox Co.
- Chairman, Japan Telework Association (current position)

Yoshinori Ikura, Outside Director
- Attorney at law; worked at AZX Law Office and Kairos Sogo Law Office before becoming Representative of Ikura Sogo Law Office (current position)

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

Operation of Web Security Business for Blocking Attacks From Hackers

- **Enterprises implement cyber security measures mainly in two fields**

Web security

Hacker → Website

Attacks through unauthorized access

▼

Damage attributable to the vulnerability of a system

(Example: The login page of an EC site was manipulated, and personal information of users was stolen.)

In-house security

Virus → Devices

Attacks through viral infection

▼

Damage attributable to the vulnerability of people

（Example: A file attached to a suspicious email was opened, a PC was infected with a virus, and information was stolen from the PC.)

Major Cases of Cyber Attacks

DDoS attacks	Multiple computers send a huge amount of access and data to a target server.
SQL injection	An improper string of letters is input to attack the database of web apps.
Cross site scripting	A trap is set on a specific website to lead users visiting the website to another vulnerable website and steal personal information.
Zero-day attacks	Attacks carried out during a period from the discovery of vulnerabilities to the application of fixed programs and corresponding patch.
Brute-force attacks	To find a password, all theoretically possible patterns are entered.
Password list attacks	Using pre- obtained IDs and passwords, they try to access a website and log in illegally.

Roles of Our Products in the Web Security Field

- **CSC provides means to "protect" corporate websites and web services from hacker attacks, "fix" vulnerabilities, and "manage and operate" the security of cloud environments comprehensively**

Prevent cyber attacks from hackers

On-Premise / Cloud

攻撃遮断くん
(shadankun)

Specialized in Cloud Platform

Waf Charm

AWS WAF Managed Rules

Collecting and Managing vulnerability which will be targeted by hackers

Covers over 900 software

SIDfm

Comprehensive management and operation of cloud environment security

Compatible with 3 major platforms

CloudFastener

Website

Database

WAF

Hacker

Our Service Lineup

WAF Automated Operation Service

Waf Charm

Public cloud WAF automated operation service

AWS WAF Managed Rules

Rule set dedicated to AWS WAF

Cloud-based WAF

攻撃遮断くん

Service to visualize and block cyberattacks on websites and servers

Personal Information Consent Management Tool

webtru
ウェブトゥルー

Personal information consent management tool compliant with regulations worldwide

Managed Security Service

CloudFastener

Fully managed security services for the three major cloud platforms

Vulnerability Management & Assessment

SIDfm

Service for collecting and providing vulnerability information on OS and applications

Vulnerability Assessment

Vulnerability assessment service for web applications and related systems

Cloud Construction & Development

GENERATIVE TECHNOLOGY

Service for building secure system development environments

Cloud-type WAF "Shadankun"

- **CSC has the largest share in the Japanese market. It has been adopted for over 20,000 websites and protects against threats such as personal information leakage and service suspension due to unauthorized access**

DDoS attacks
Unauthorized access

攻撃遮断くん
(shadankun)

Authorized access

Shopping

Website

✓ **The largest share in the Japanese market***

✓ **Can be installed in a minimum of one day**

✓ **Can be used with a fee ranging from 10,000 yen per month**

✓ **Broadly used in various industries and businesses**

Compatible with all kinds of web systems

Since it was developed in house and is operated by our company, swift reaction is possible.

It is possible to detect unknown attacks and faulty detections speedily.

Support in Japanese 24 hours a day, 365 days a year

* Fuji Chimera Research Institute: "2023 Network Security Business Survey Comprehensive Market Edition," released December 14, 2023

WafCharm: a Tool for Automatic Operation of Public Cloud WAF

- **An automatic operation service which is compatible with the 3 major global platforms and enables easy WAF operation such as adjustment of defense rules. It has the largest share in Japan.**

Waf Charm

Researcher   Support

Automatic

WAF

Web
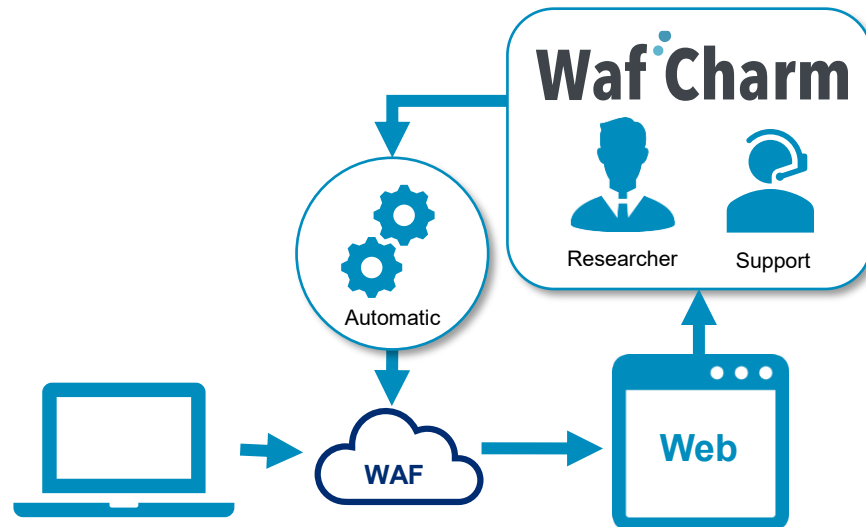
✓ **The largest share in the Japanese market**[1]

✓ **Can be installed through a few steps**

✓ **Can be used in over 220 countries**[2]

Compatible with the three major cloud platforms[3]

It is possible to produce and set optimal rules for each client's environment.

Our know-how for defense nurtured through Shadankun is utilized.

Global support 24 hours a day, 365 days a year

Managed Rules: a Set of Rules Exclusively for AWS WAF

- **A set of basic rules used in over 100 countries around the world and summarizing our know-how for defense CSC accumulated as a company with the largest share of the cloud-type WAF in Japan**
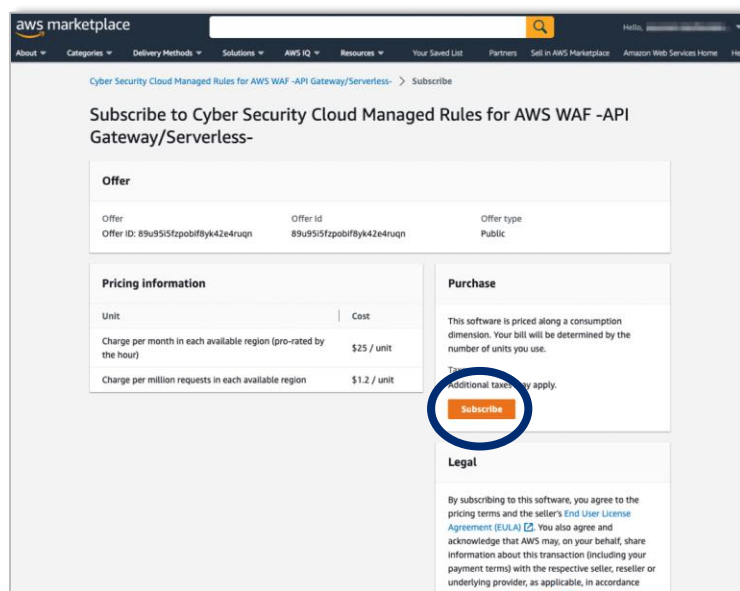
✓ **Only 8 companies selected by AWS to sell[1]**

✓ **Can be started with a few clicks**

✓ **Pay-per-use with a monthly fee ranging from $25**

✓ **Used by users in over 90 countries**

Self-serve type in AWS marketplace

Equipped with the customization function

It can easily block representative cyber attacks

Received the award of AWS Marketplace Partner of the Year[2]

*1 CSC, Fortinet、F5、Penta Security、ThreatSTOP、imperva、MONITORAPP、SunDevs
*2 The world's first as a Japanese enterprise (as of the end of Dec. 2022)

SIDfm: a Tool for Collecting and Managing Vulnerability Information

- **The first all-in-one tool in Japan for automatically obtaining and managing vulnerability information of a system. It has a history of over 20 years and reliability.**

Collection of vulnerability information

Identification of necessary information

Recording and management of progress

Dealing with and correcting vulnerability

Impact evaluation
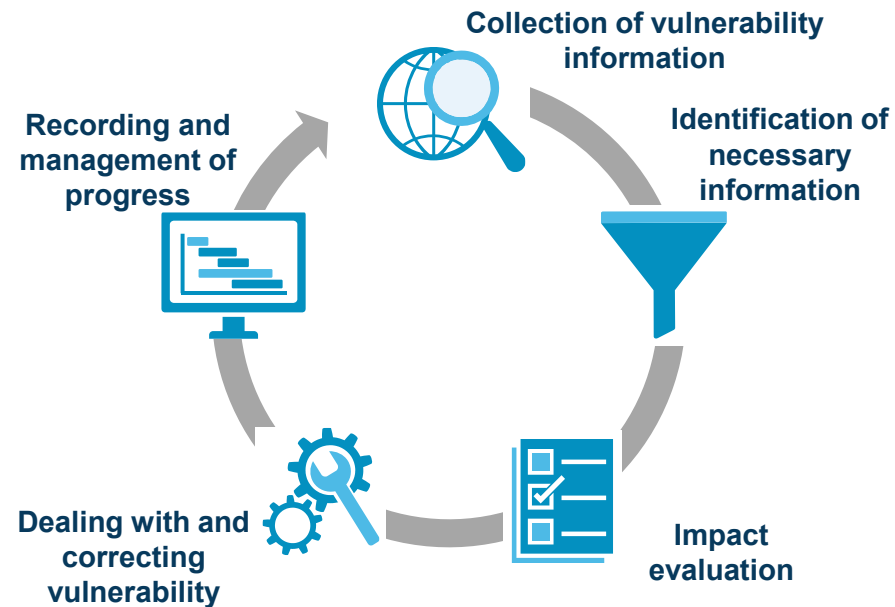
✓ **Experience and a track record of over 20 years**[1]

✓ **It can be used by paying a monthly fee ranging from 40,000 yen**[2]

✓ **Over half of the users are listed companies**

✓ **Churn rate is as low as 0.2%**

Compatible with over 900 products

Automation of collection of vulnerability information

Provision of difficult-to-understand vulnerability information in Japanese

Support by experts in vulnerability

[1] Softek acquired in 2020 started business in 1999.
[2] The annual fee of SIDfm Group was converted to the monthly fee.

Fully Managed Security Service, 'CloudFastener'

- **A service that manages and operates AWS, Microsoft Azure, and Google cloud security services 24/7, 365 days a year**
- **By building a secure AWS environment in accordance with best practices, it reduces the security risks faced by businesses**

Identify	Protect	Detect	Respond	Recover
Identify risks	Prevent cyber threats	Detect threats and vulnerabilities	Respond to cyber attacks	Recover from attack damages
Identify and understand information assets and risks	Implement optimal defenses to prevent cyber attacks	Implement measures to detect cyber attacks	Implement measures to address cyber attacks	Support corrective actions*

*Conducted within the scope agreed upon with the client

CloudFastener

Provide one-stop support for the entire process, from identification to recovery

Compatible with the three major cloud platforms

Continuous 24/7 monitoring of security data and logs

Stay updated and responsive to public cloud updates

Provide a combined package of software and human services

"webtru," a Tool for Managing Private Info and Consent

- **All enterprises can easily automate the processes for securing privacy and follow the regulations in each country.**

Individual

Consented to the transmission of private info

Did not consent to the transmission of private info

webtru
ウェブトゥルー

Website with webtru

To check consent and protect private info

Information sharing with external sites possible

Information sharing impossible

External sites
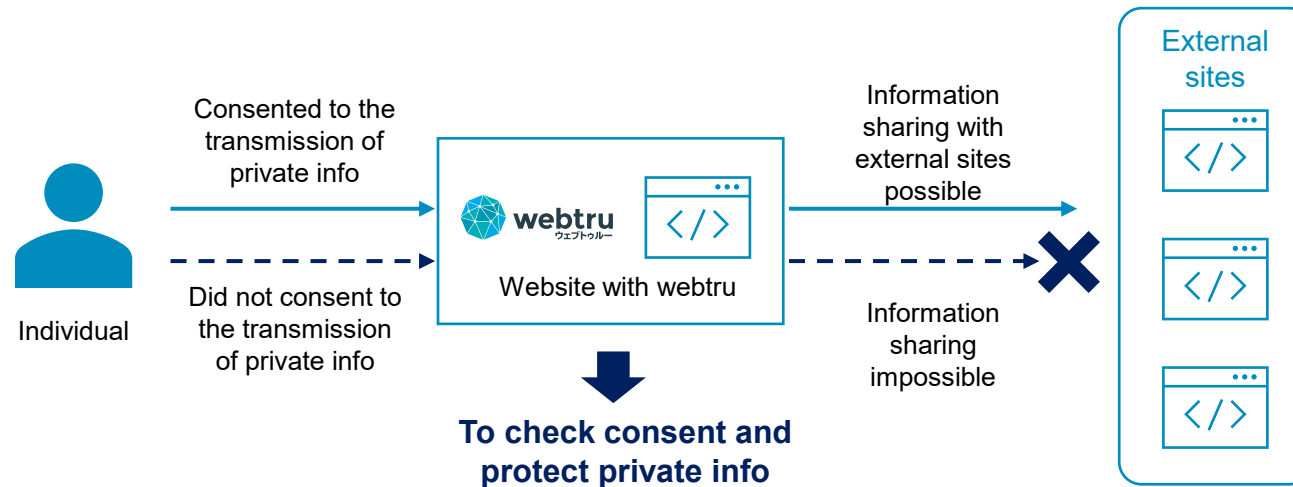
✓ **The largest share in the market of tools made in Japan**[1]

✓ **Can be installed on the day of order placement at the earliest.**

✓ **Covering 84 languages**

✓ **Minimum charge: 6,000 yen/month**

Compliance with regulations in each country

Support in Japanese

High-precision automatic production with a patented technology

The only Google-certified CMP partner in Japan[2]

*1: Surveyed by Oshiete URL
*2: Certified program for supporting the optimization of digital marketing activities in accordance with privacy regulations

- **Specializing in the web security domain and focusing on domestically produced products and extensive support, we quickly gained customers.**
- **Utilizing accumulated data and customer feedback in development, we provide multiple products with high defense performance, reliability, and security.**

Data

To accumulate data quickly by taking advantage of first-mover advantage and cloud computing

Structure

CSC has established a system in which all development, operation, and support are performed in-house in Japan. Support is available in Japanese 24 hours a day, 365 days a year.

Product recognition

Maintains the largest market share in Japan and high recognition as a product of a publicly listed company

High defensive performance

The attack detection technology developed based on large amounts of data was incorporated into the product.

Customer needs-driven product development

Reflecting in-depth knowledge gained from ongoing relationships with customers and our own one-stop-shop system in product development

A variety of proposals utilizing multiple products

To provide and combine the best products for each customer's server environment

Achievements (example)

攻撃遮断くん
(Shadankun)

Domestic sales share No. 1[1]

Waf Charm

Number of users
1,343[2]

CSC Managed Rules for AWS WAF
Number of users
more than 100 countries, 3,959[2]

*1 Deloitte Tohmatsu Economic Research Institute "Current Status and Future Outlook of the External Threat Countermeasure Solution Market, Fiscal Year 2023"
*2 As of June 2025

Our Characteristics (2) Stable Earnings Base

- Continuing to increase revenue and profit since the IPO while making aggressive investments
- The expansion of products for overseas markets and having a diverse customer base also contribute to stable profit creation

Continuing high growth recurring revenue

Trend in sales revenue （billion yen）

- Other
- Recurring revenue

2020: 1.19
2024: 3.85

CAGR **34.1**%

Recurring ratio Over **90**%

Selling to users around the world in foreign currency

- The ratio of foreign currency sales to total sales revenue

FY2020 1Q ARR **1.0** billion yen

FY2025 2Q ARR **4.5** billion yen

- Shadankun
- WafCharm
- ManagedRules
- SIDfm
- CloudFastener
- webtru

Sales growth

Foreign currency in sales

Low churn rate

High profitability

Low churn rate

Churn rates by puduct (As of June 2025)

攻撃遮断くん
1.15%

Waf Charm
0.79%

Continuing to increase profits while making aggressive investments

Trend in operating profit （Billion yen）

- Operating profit
- Operating margin

Year	Operating profit	Operating margin
2020	0.18	15.8%
2021	0.29	16.4%
2022	0.38	17.0%
2023	0.54	18.0%
2024	0.77	20.1%

Direct sales

Listening to customer requests while providing careful support

- A strong team of experienced sales and marketing professionals
- Track record of serving approximately 3,000 companies

Partners
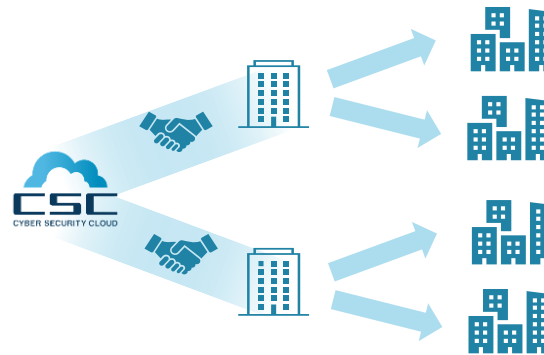
Ability to reach customers who are otherwise inaccessible to CSC

- Partner network of over 200 companies
- Robust relationships with AWS Premier Tier Services Partners

AWS Marketplace

Users around the world can make purchases at any time

- Used in over 100 countries worldwide
- Recipient of the "Marketplace Partner of the Year – APJ" award

By leveraging multiple sales channels, CSC can deliver its products to a broader range of customers

Companies That Adopted Our Services

● **Security needs are expanding across industries, sizes, and business types, leading to adoption by a wide range of companies.**
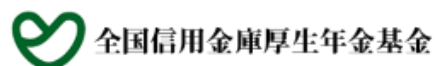
Competent Sales Partners Supporting the Sales Promotion of Our Services

- **CSC offers products to a wide range of users through numerous sales partners.**
- **Moving forward, CSC aims to expand our sales network by acquiring additional sales partners.**

System integrators and distributors

IT infrastructure developers and MSPs[1]

AWS Premier Tier Service Partners[2]
（Out of 15 companies, 13 companies are our partners.）

One other company

*1 Abbreviation of Managed Service Provider. It means a service vendor that maintains, operates, and monitors IT systems.
*2 First-tier partners of AWS that possess expertise in designing and establishing AWS workloads and contribute significantly to the expansion of businesses of many clients.

Status of ESG Initiatives

- **Demonstrate presence as a company that makes desirable changes in society by reducing GHG emissions through the use of cloud computing and promoting digital human resource development and DX.**

- **As a leading cybersecurity company, we continue to strengthen initiatives for each stakeholder.**

E (Environment)

- **Contribution to a carbon-neutral society**
  - Contribution to cloud computing and DX development through business
  - Expansion of renewable energy through promotion of AWS use

- **Effective use of resources**
  - Promoting paperless operation
  - Space efficiency through telecommuting and free address

S (Society)

- **Cyber security awareness activities**
  - Establishment of the Cyber Security Alliance

- **Initiatives for Regional Development**
  - Corporate version of hometown tax payment

- **Promoting Diversity**
  - Employment of multinational personnel
  - Supporting Cybersecurity Woman of Japan

- **Provide educational opportunities internally and externally**
  - Employees: Assistance in purchasing books
  - Students: Cyber Security Lectures

- **Initiatives to Promote Women's Empowerment**
  - Received Eruboshi (2-star) certification in recognition of our efforts to support women in the workplace.

G (Governance)

- **Establishment of Risk Compliance Committee**

- **Obtain Information Security Management System (ISMS) certification**

- **Creating internal mechanisms for risk response**
  - Internal reporting desk
  - Harassment training

An analyst report has been disclosed from Shared Research since Aug 2022.
Please review the report for a better understanding of our business.
https://sharedresearch.jp/en/companies/4493

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