Financial Materials for FY2025 3Q

CYBER SECURITY CLOUD

Cyber Security Cloud, Inc.

Growth of TSE: 4493

Nov 14, 2025

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I Overview of the Financial Results for FY2025 3Q

Financial Highlights

ARR (Annual Recurring Revenue) P6

4.7 billion yen

YoY +26.4%

Revenue (Cumulative 3Q) P5

3.7 billion yen

YoY +33.1%

Operating Profit (Cumulative 3Q) P5

0.8 billion yen

YoY +21.1%

Achieved a record-high of approximately 360 million yen during the Q3 accounting period

Sales Partner Initiatives P15

Entered into reseller agreements with Sakura Internet Inc. and Fastly Inc.

- Launched product sales on the Sakura Cloud Marketplace
- Began bundled sales of Fastly's high-performance CDN and "Shadankun"

Initiatives to Expand WafCharm Sales P16

Released "WafCharm Lite"

- Aiming to acquire AWS light users as entry customers with the goal of future upselling
- Expecting to increase ARPU through upselling from Managed Rules

Government-related Projects P17

Awarded a Project by the Information-technology Promotion Agency (IPA)

- Awarded a project related to the pilot testing of educational credentials
- Utilizing the technical strengths and insights cultivated through continuous research and development efforts

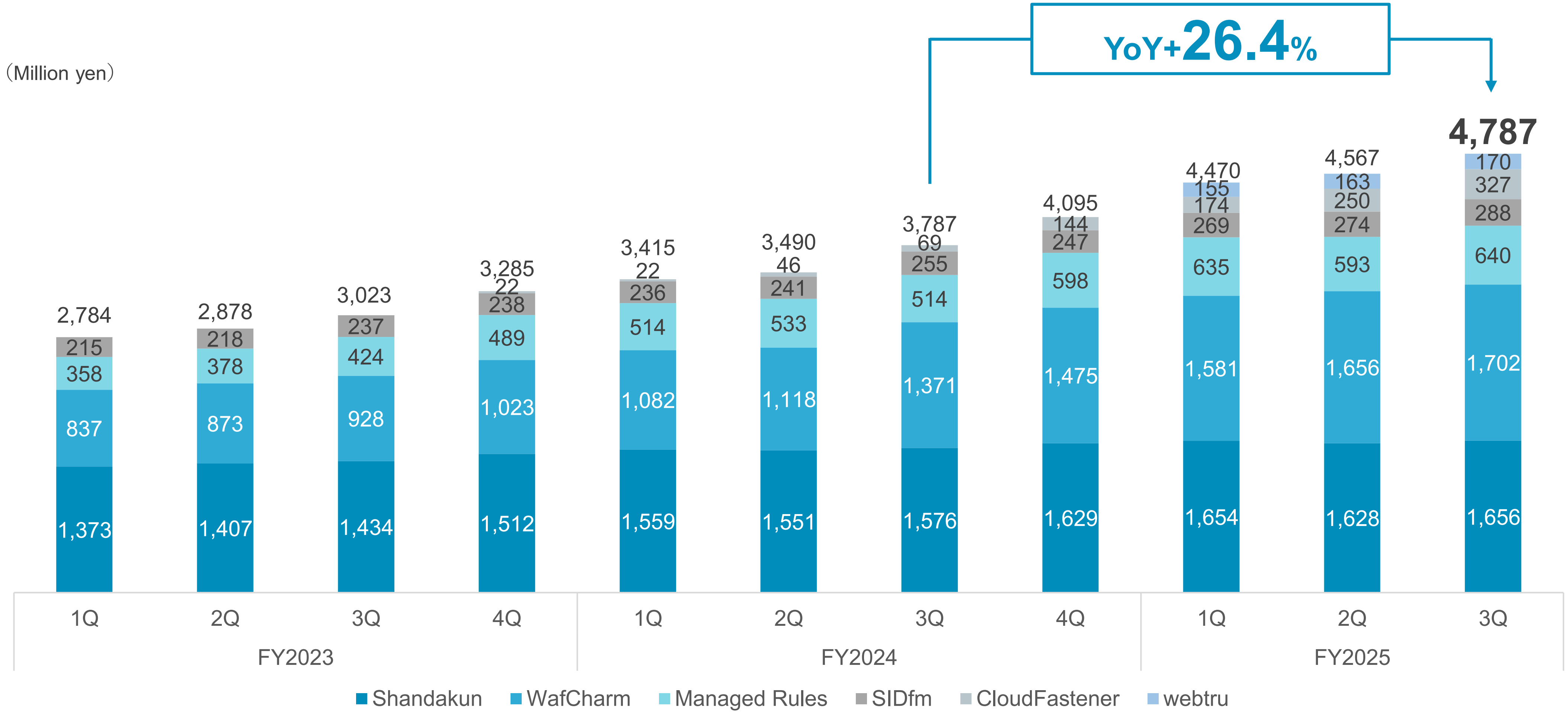
Overview of Results

- Operating profit reached a record-high of 360 million yen in the third quarter accounting period (see p.12). The cumulative operating profit for Q1–Q3 totaled 840 million yen, achieving a progress rate of 84.4%.
- With respect to the FY2025 full-year forecast of 5.0 billion yen in revenue and 1.0 billion yen in operating profit, CSC is progressing in line with the plan.

(Million yen)	FY2024 3Q (Consolidated)	FY2025 3Q (Consolidated)	YoY	Forecasts for FY2025 (Consolidated)	Achievement Rate
Revenue	2,801	3,728	+33.1%	5,000	74.6%
Gross Profit	1,897	2,449	+29.1%	—	—
Operating Income	697	844	+21.1%	1,000	84.4%
Operating Income Margin (%)	24.9%	22.6%	-2.2pt	20.0%	—
Ordinary Income	698	804	+15.2%	1,000	80.5%
Net Income Attributable to Owners of the parent	471	567	+20.3%	693	81.9%

Variation in ARR

- **Driven by solid performance across all products, CSC recorded a 26.4% year-over-year increase in ARR.**

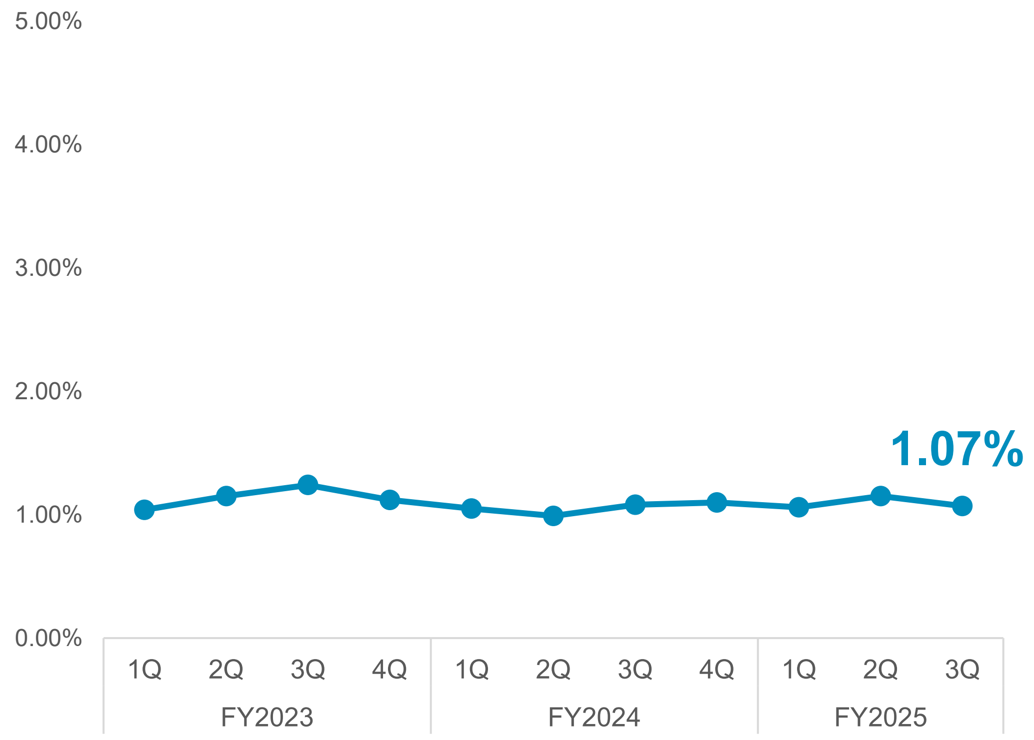


ARR stands for Annual Recurring Revenue and is calculated by multiplying the MRR at the end of the month by 12 to annualize it.
MRR refers to Monthly Recurring Revenue in a subscription-based model, representing the total recurring revenue earned monthly from existing customers.

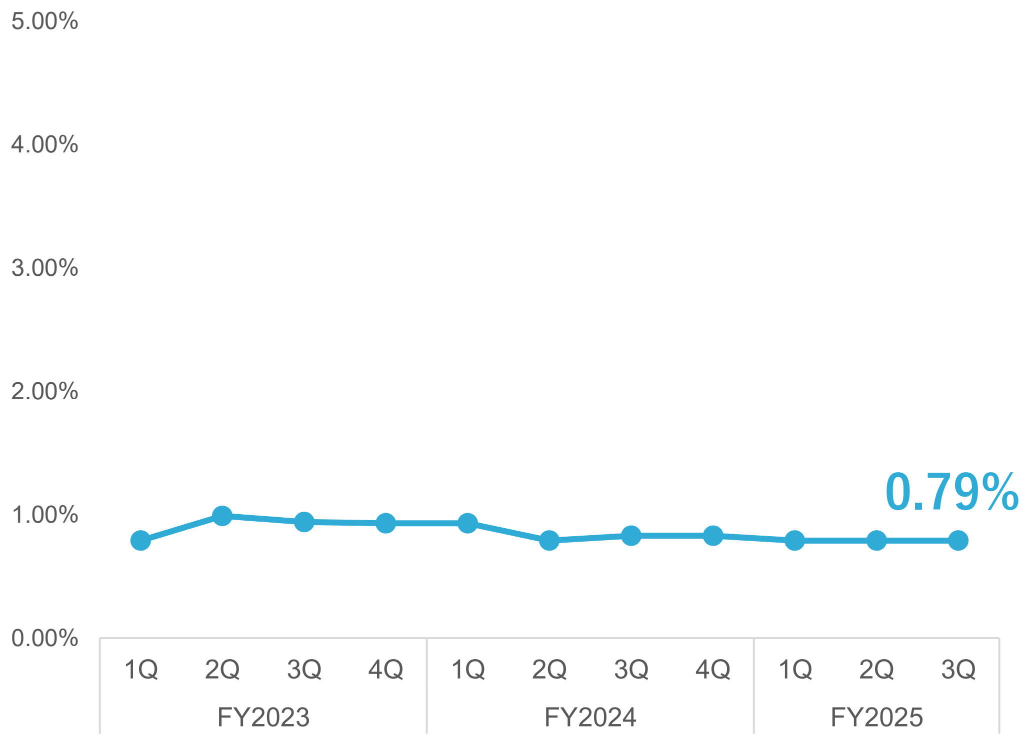
Churn rates for Shadankun and WafCharm

- **Both products maintained a stable churn rate of approximately 1%, with no major changes observed.**

Churn rate for Shadankun *1



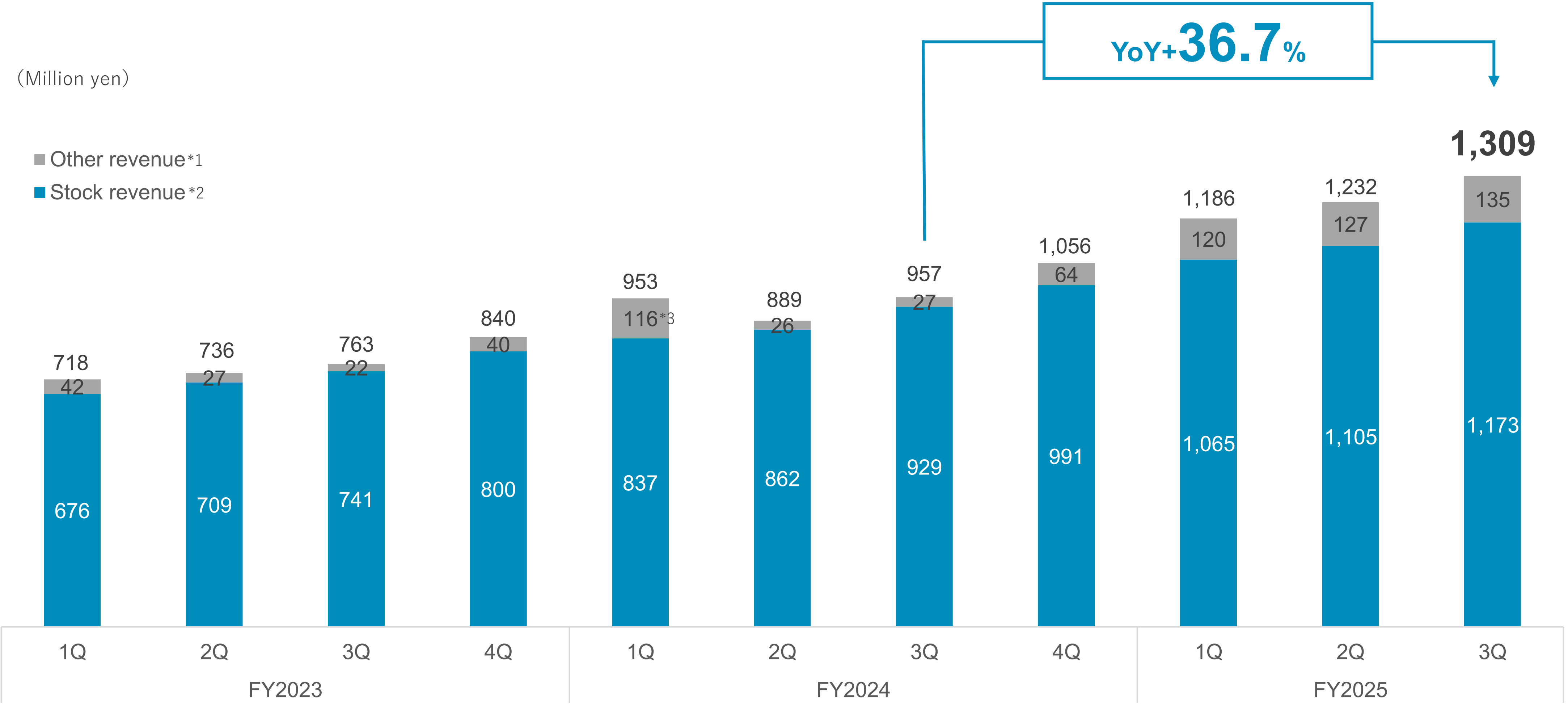
Churn rate for WafCharm *2



*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

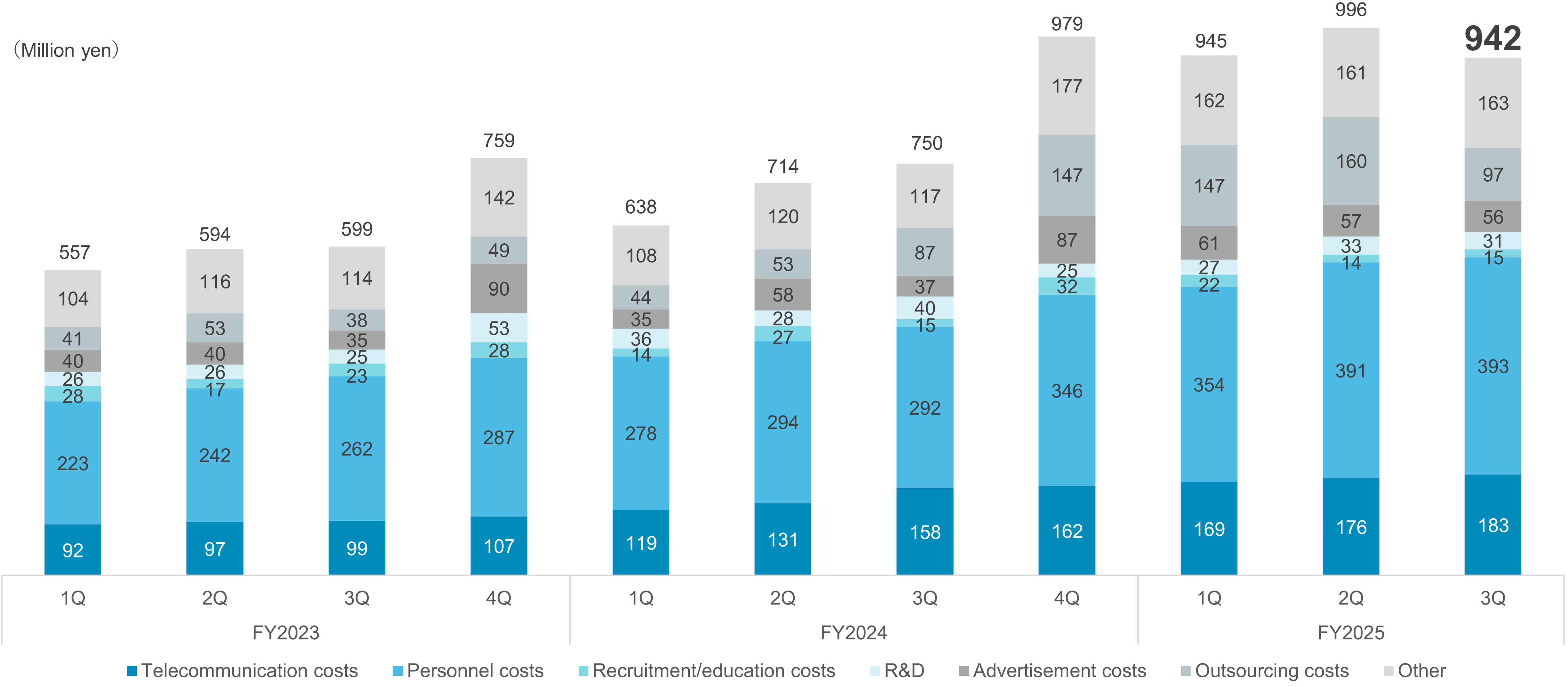
- **Revenue continued to grow steadily, driven by the strong performance of WafCharm and CloudFastener, as well as contract development projects from Generative Technology, Inc.**



*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 yen related to the Digital Agency's Government Cloud project

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

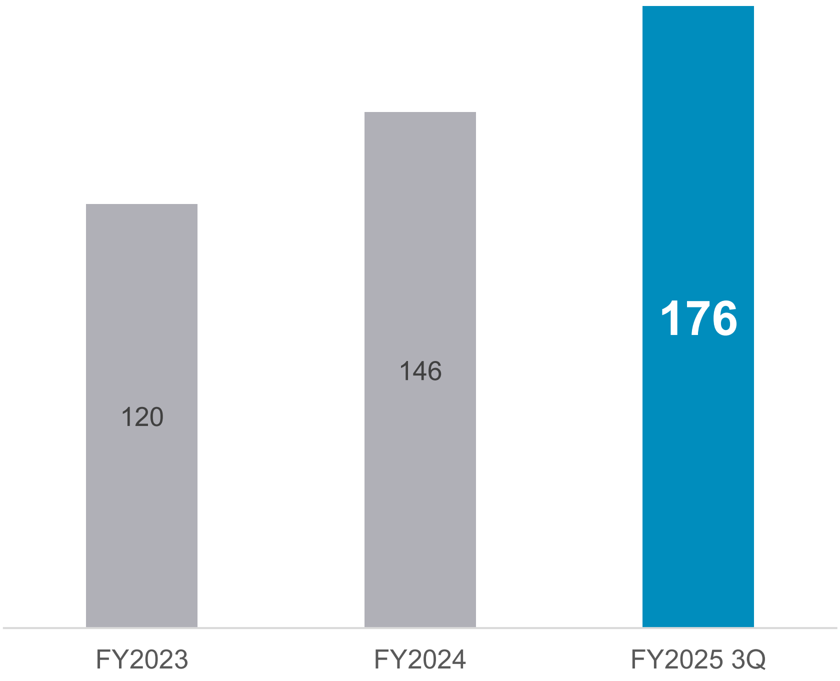
- **Operating expenses decreased compared to the previous quarter, as costs related to the development of new CloudFastener features were capitalized.**
- **In Q4, CSC plans to participate in "AWS re:Invent 2025," AWS's largest annual event, to be held in Las Vegas.**



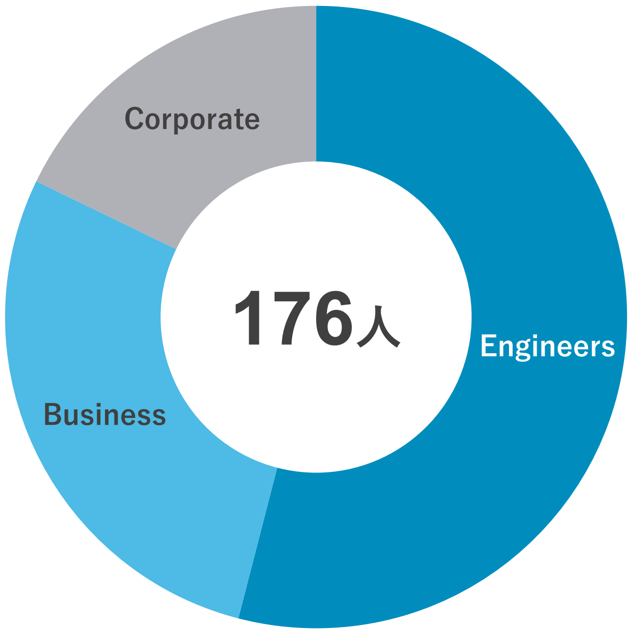
Employees Driving CSC's Growth

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

Headcount trends*



Headcount composition in FY2025 3Q



*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.

(For reference) Major KPIs of Each Product

		FY2024				FY2025			YoY
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	
攻撃遮断くん	ARR (million yen)*1	1,559	1,551	1,576	1,629	1,654	1,628	1,656	+5.1%
	No. of client enterprises	1,292	1,278	1,271	1,297	1,322	1,343	1,356	+6.7%
	Churn rate (%)*2	1.05	0.99	1.08	1.10	1.06	1.15	1.07	-0.01pt
WafCharm	ARR (million yen)	1,082	1,118	1,371	1,475	1,581	1,656	1,702	+24.1%
	No. of users	1,236	1,232	1,271	1,288	1,313	1,322	1,328	+4.5%
	Churn rate (%)*3	0.93	0.79	0.83	0.83	0.79	0.79	0.79	-0.04pt
AWS WAF Managed Rules	ARR (million yen)	514	533	514	598	635	593	640	+24.5%
	No. of users	3,639	3,716	3,793	3,841	3,903	3,959	4,032	+6.3%
SIDfm	ARR (million yen)	236	241	255	247	269	274	288	+12.8%
	No. of users	200	204	215	217	225	231	240	+11.6%
CloudFastener	ARR (million yen)	22	46	69	144	174	250	327	+369.3%
webtru ウェブトゥルー	ARR (million yen)	-	-	-	-	155	163	170	-
Total	ARR (million yen)	3,415	3,490	3,787	4,095	4,470	4,567	4,784	+26.3%

*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	Consolidated 3Q	
Revenue	719	736	764	840	953	889	957	1,056	1,186	1,232	1,309	+36.7%
Cost of Revenue	227	219	232	245	263	294	346	433	423	438	416	+20.4%
Gross Profit	491	516	531	595	690	595	611	623	762	793	893	+46.0%
Gross Profit Margin	68.3%	70.2%	69.5%	70.9%	72.4%	66.9%	63.9%	59.0%	64.3%	64.4%	68.2%	+4.3pt
SG&A	329	374	366	514	375	420	404	546	521	557	525	+30.0%
Operating Income	162	142	164	80	315	174	207	76	240	235	367	+77.2%
Operating Income Margin	22.6%	19.3%	21.5%	9.6%	33.1%	19.6%	21.7%	7.2%	20.3%	19.1%	28.1%	+6.4pt
Ordinary Income	162	159	175	62	342	206	149	134	210	218	376	+151.7%
Net Income Attributable to Owners of the parent	110	109	120	86	235	137	98	103	162	148	256	+159.2%

(For reference) Balance Sheet and Statement of Cash Flows

(Million yen)	FY2023 Consolidated	FY2024 Consolidated	FY2025 3Q Consolidated
Current Assets	1,621	2,146	4,278
Fixed Assets	536	634	1,126
Total Assets	2,157	2,781	5,405
Current Liabilities	663	866	1,004
Fixed Liabilities	184	91	239
Total Liabilities	848	958	1,244
Net Assets	1,309	1,822	4,160
Total Liabilities and Net Assets	2,157	2,781	5,405

(Million yen)	FY2024 Consolidated	FY2025 2Q* 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

*As the cash flow statement for Q3 of the fiscal year ending December 2025 has not been prepared, the most recent available quarterly cash flow statement is presented instead.

II Topics in FY2025 3Q

Acquired New Sales Partners to Accelerate Growth of Shadankun

- **Entered into a reseller agreement with Sakura Internet Inc. and launched a strategic partnership with the Japanese subsidiary of Fastly Inc., a U.S.-based provider of high-performance CDN services.**
- **By leveraging the customer bases of both partners, CSC aims to expand its user base while increasing ARPU.**

Launched Sales via the Marketplace of the Public Cloud Service "Sakura Cloud"

CSC aims to expand its user base by leveraging the customer network of Sakura Internet Inc

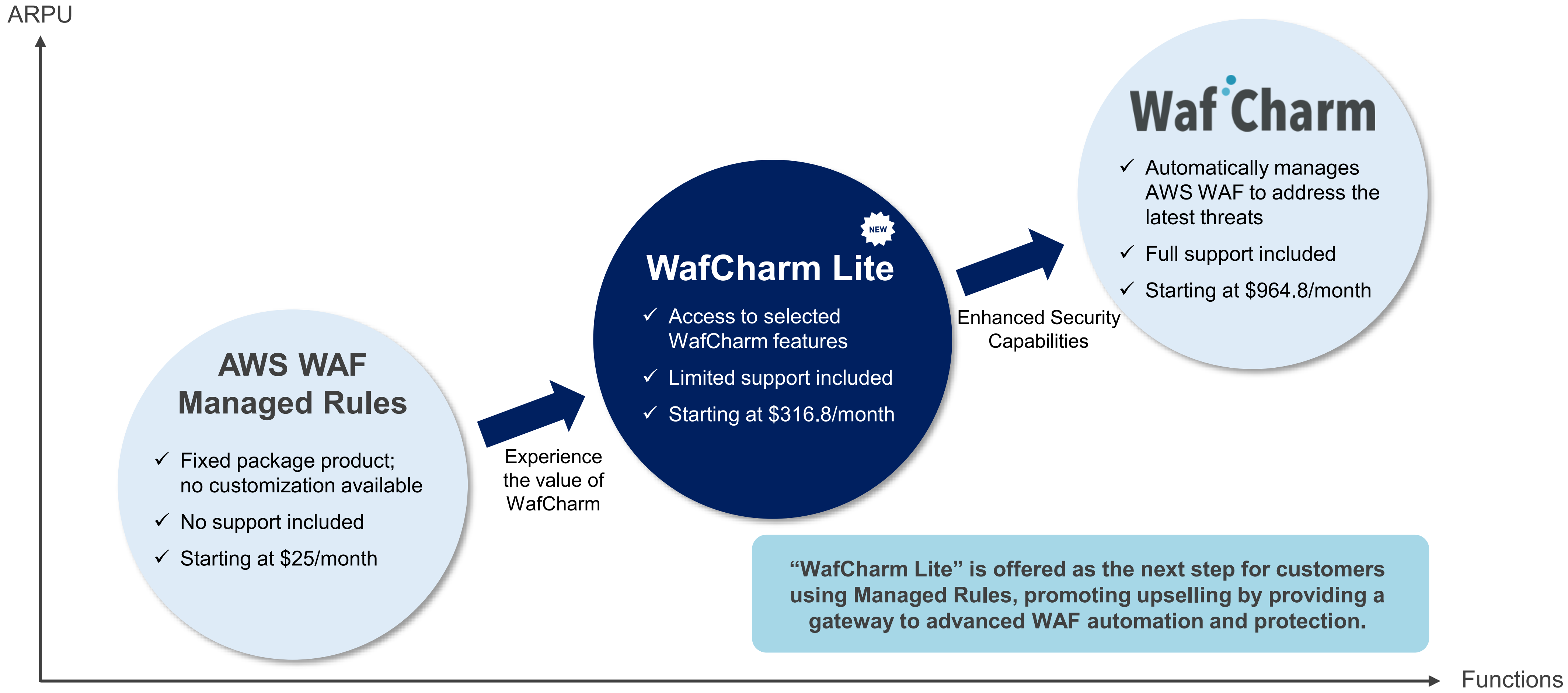
Launched a Strategic Partnership in the Cloud Security Domain, Combining Fastly's High-Performance CDN* with Shadankun

Growing access to enterprise-level sales opportunities through Fastly's established client base

* A network that replicates and stores website content and delivers it to end users through the most efficient route to ensure optimal performance.

Customer Base Expansion and ARPU Growth Through the Launch of "WafCharm Lite"

- **CSC has introduced WafCharm Lite, a new plan positioned between AWS WAF Managed Rules and WafCharm, to promote adoption among a broader range of customers.**
- **The offering also serves as an entry point for existing Managed Rules users to experience the value of WafCharm, with the goal of driving ARPU growth through upselling.**

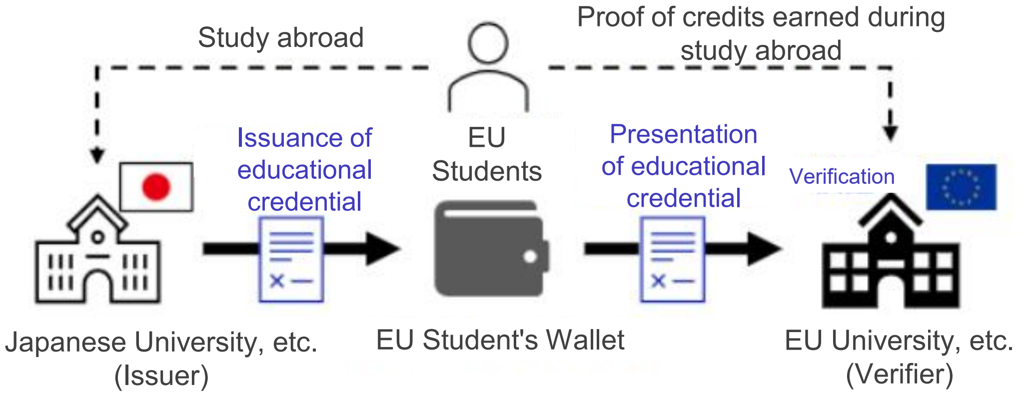


Awarded a Contract Development Project from the Information-technology Promotion Agency (IPA)

- **CSC has awarded a project related to the pilot testing of educational credentials to support international interoperability of digital identities**
- **The project aims to identify and summarize technical and regulatory areas that need to be addressed between participating countries**

① Use cases for Japan to EU

- A Japanese university, etc., issues an educational credential to the wallet of an EU student who came to study abroad at the Japanese university.
- After returning home, the EU student presents the educational credential to an EU university, etc.
- The EU university, etc., verifies the presented educational credential and its issuer.



② Use cases for EU to Japan

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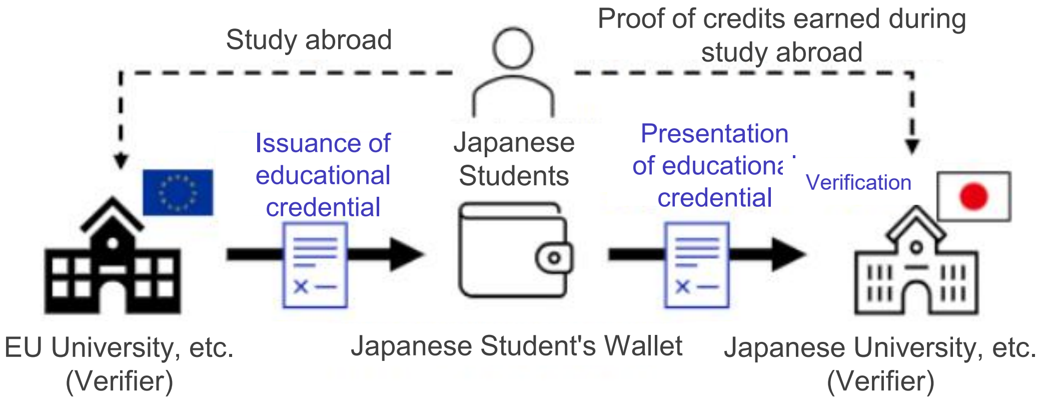


Excerpt from the IPA's Public Tender: "FY2025 Japan-EU Pilot Project on the Interoperability of Educational Credentials" (conducted by the Information-technology Promotion Agency, IPA) and translated by CSC

The technical strengths and insights developed through continuous R&D efforts have directly led to the acquisition of government contracts.

III Growth Strategy FY2022 to FY2025 and Mid-Term Strategy

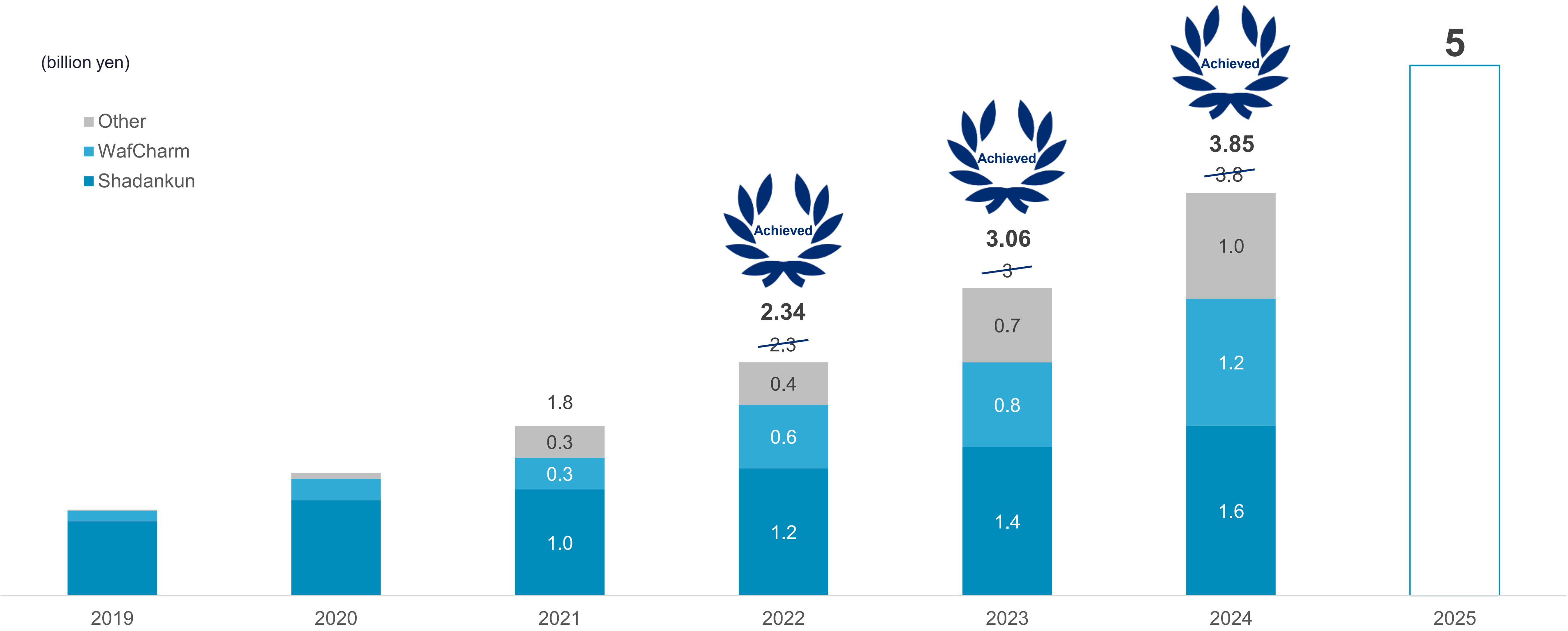
Growth Strategy Toward 2025

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

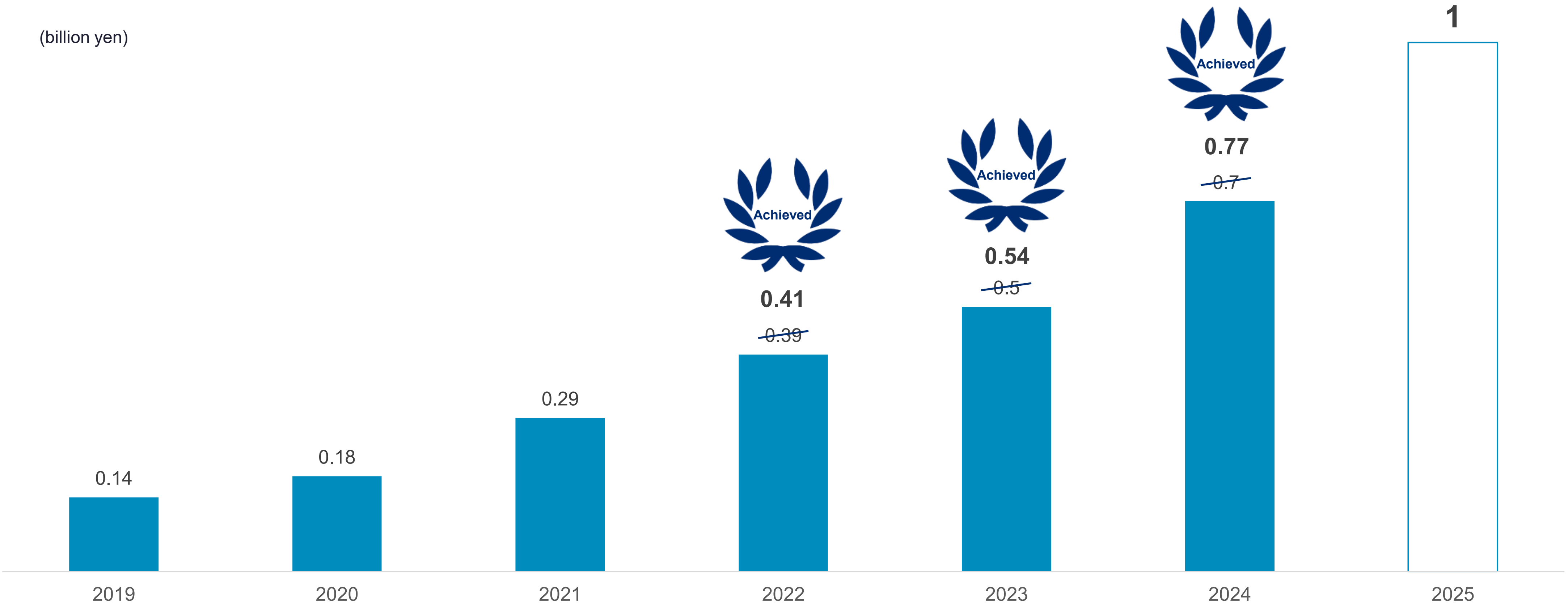
- **Targeting top domestic companies in the 'Web Security' field, CSC aims for a sales revenue of 5 billion yen**
- **CSC aims to achieve an overseas sales ratio of over 10%[*1] by not only leveraging WafCharm but also capitalizing on the strong performance of Managed Rules and the introduction of our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



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

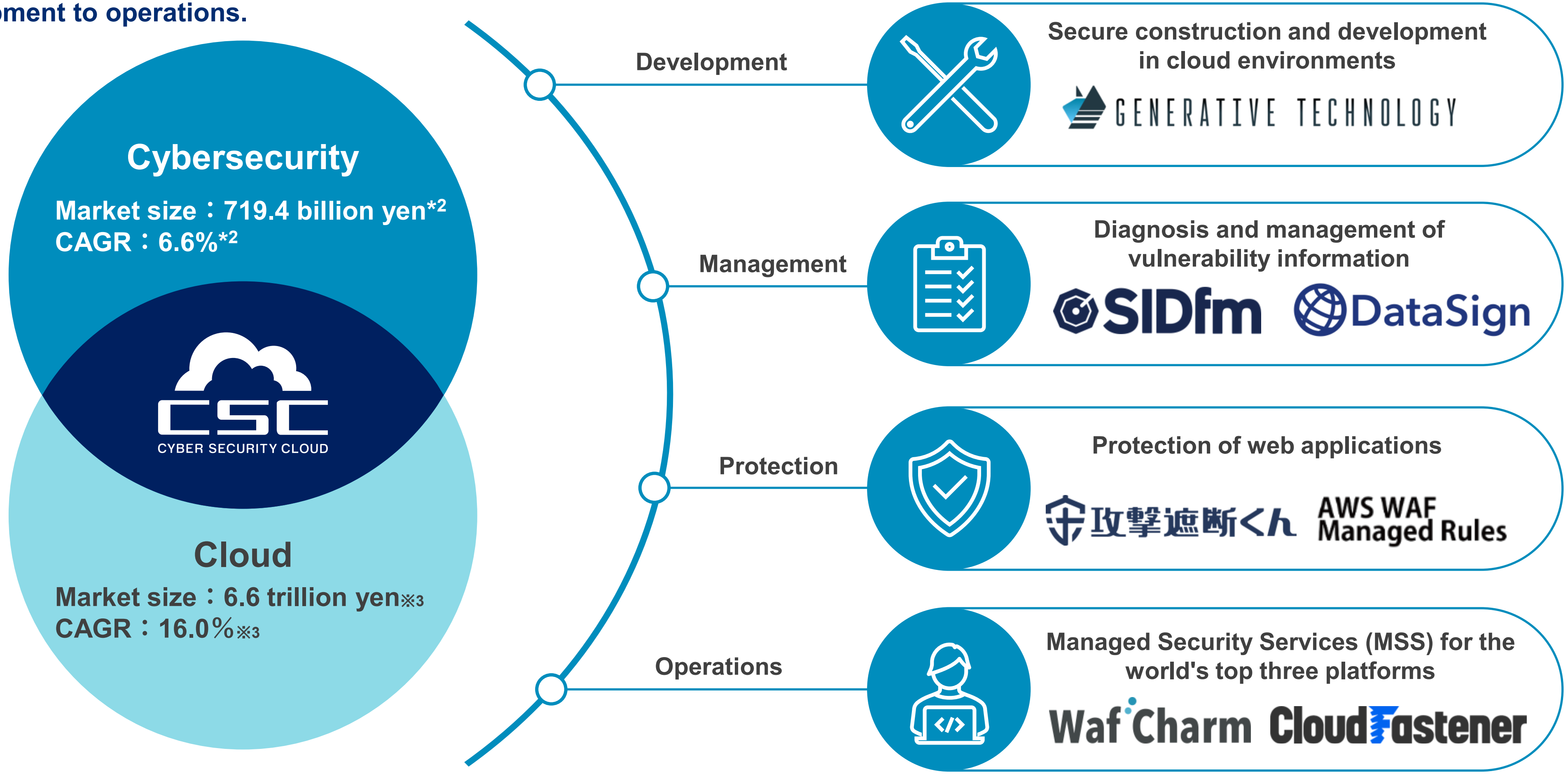
Financial target (2) Operating income of 1 billion yen in 2025

- **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.**



[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.

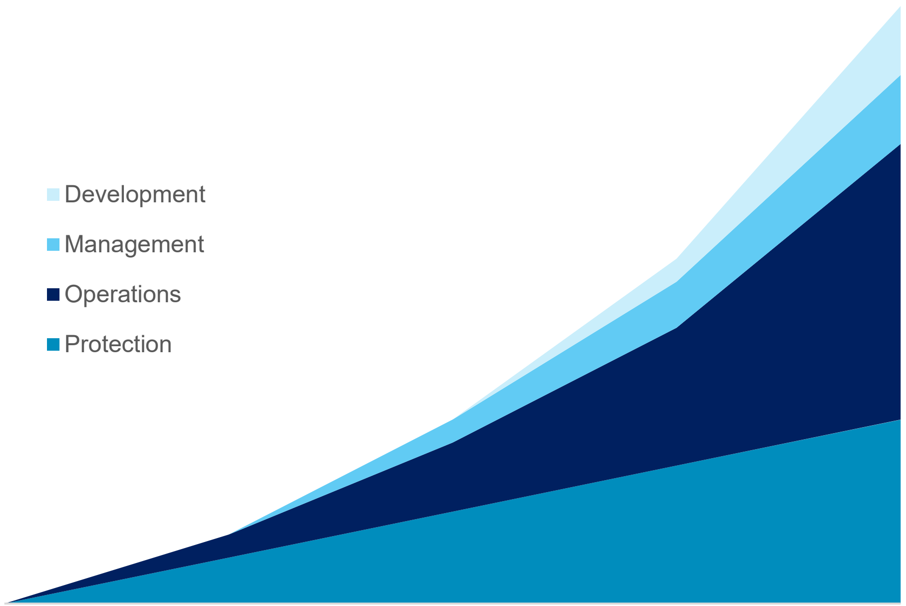


*1 Refers to services such as AWS, Microsoft Azure, and Google Cloud that allow users to access various functions, including software and infrastructure, via the internet.
*2 Cybersecurity Market: Market size of the overall network security market in 2024. The CAGR is projected for 2023–2029, according 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



✓ 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.**

CYBER SECURITY CLOUD

SofTek Inc.
（December 2020）

Vulnerability Management Domain

株式会社ソフテック

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.

Generative Technology Inc.
（October 2024）

Development Domain

GENERATIVE TECHNOLOGY

Established a new subsidiary through a business transfer.

Added a secure system development business utilizing cloud platforms.

DataSign Inc.
（February 2025）

Privacy Domain

DataSign

Combining data privacy and cybersecurity to meet the growing demand for integrated security solutions.

Future Domains of Consideration

Cloud Domain

×

Cybersecurity Domain

By expanding our lineup and acquiring new management resources, CSC will strengthen the entire process from development to operations.

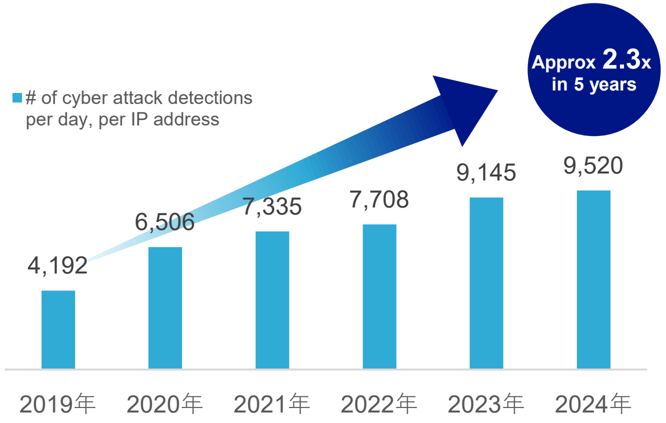
IV Market Environment Surrounding Our Company

The current state of cybersecurity in Japan

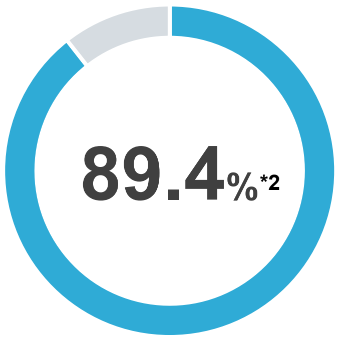
- **As cyber attacks become more complex and sophisticated, the scope of monitoring and defense continues to widen, yet there is a chronic shortage of security professionals**
- **With the advancement of stricter penalties for personal data breaches, companies are required to implement more robust security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

Challenges surrounding security

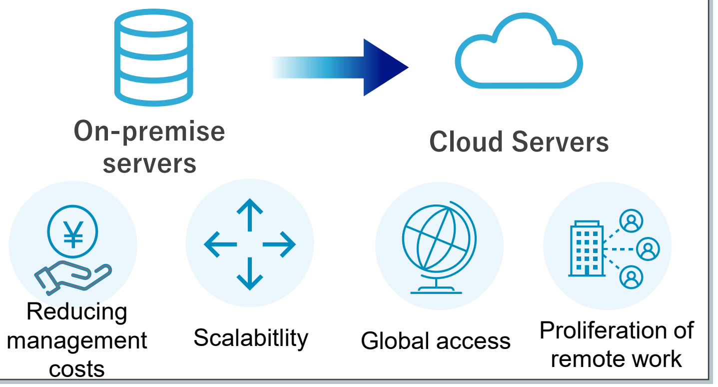
Cyber attacks are on the rise*1



Shortage of security professionals



Acceleration of the shift from on-premises to cloud



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 March 13, 2025)
*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

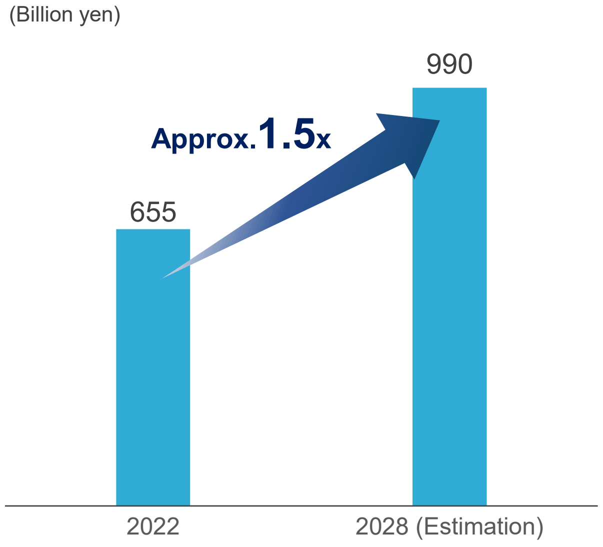
e.g.

- 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

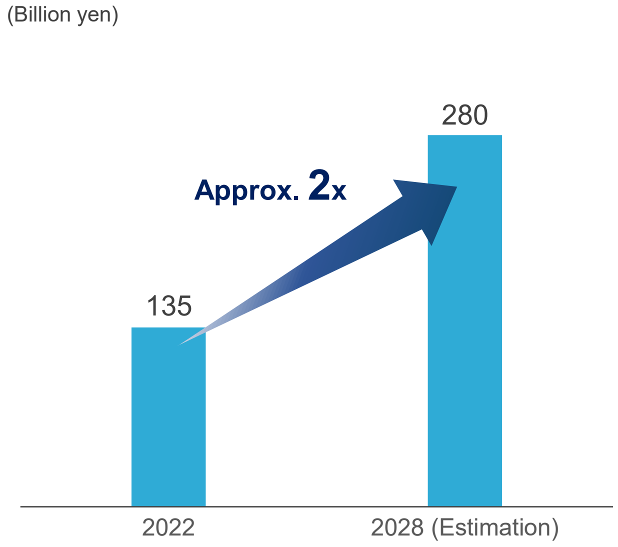
Market size in Japan

- **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**

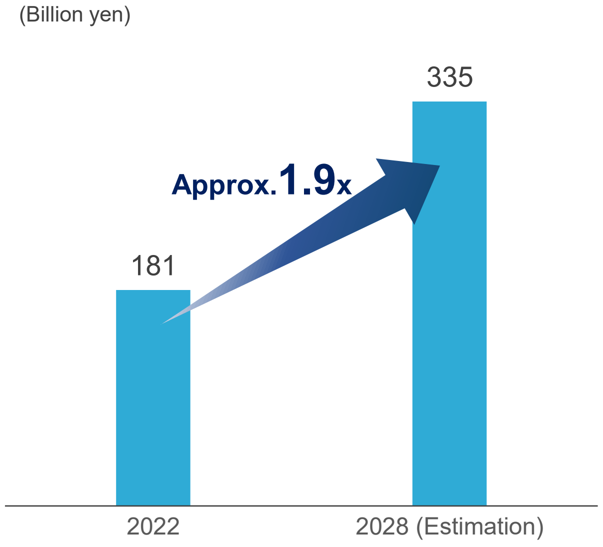
Domestic security investment scale*1



Size of the domestic cloud security market*1



Market size in the sector relevant to our products*2



*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

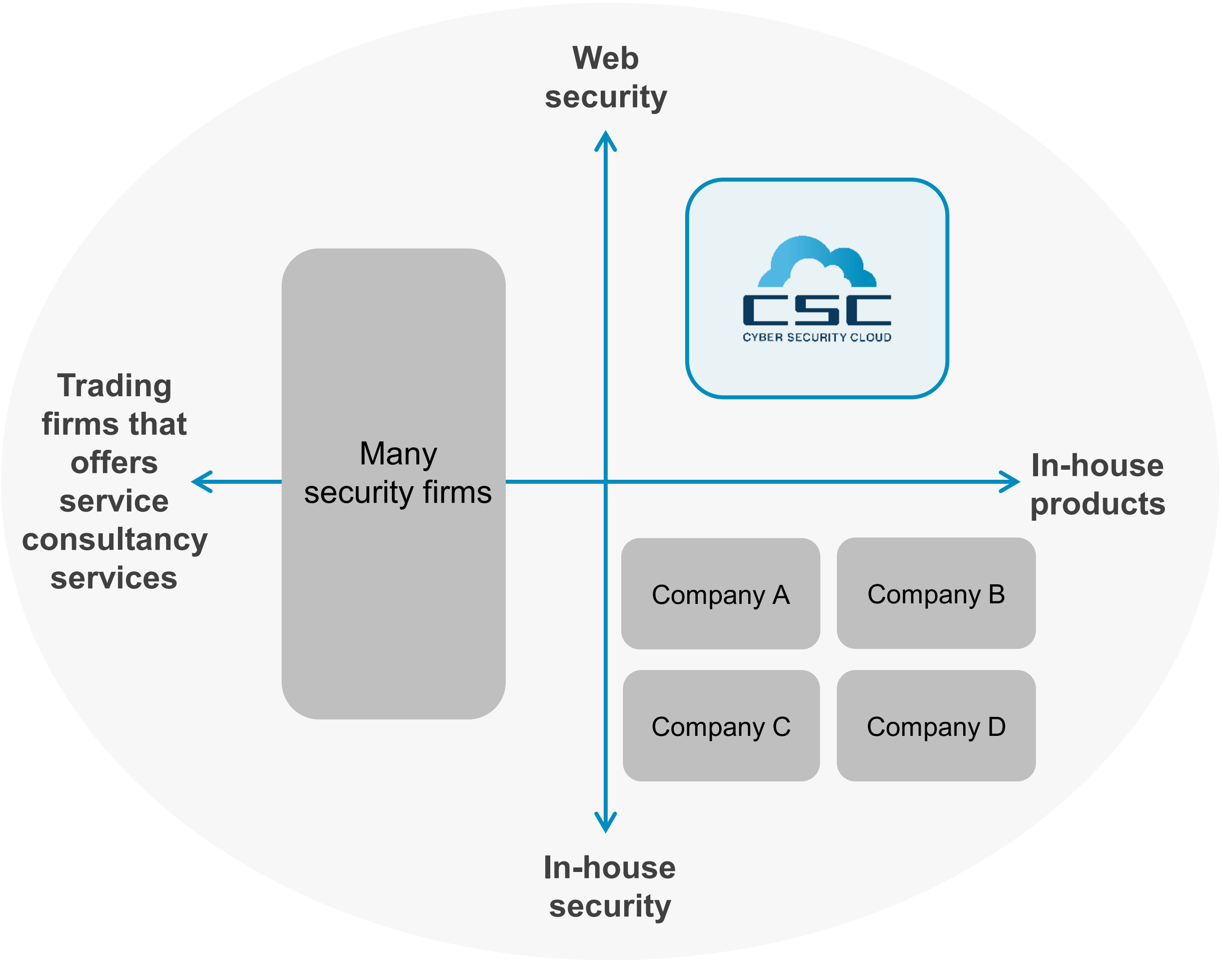
Approx. 6,510 billion yen

WAF (Web Application Firewall)	Vulnerability Management	MSS (Managed Security Service)
Approx. 810 billion yen*1	Approx. 1,900 billion yen*2	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.

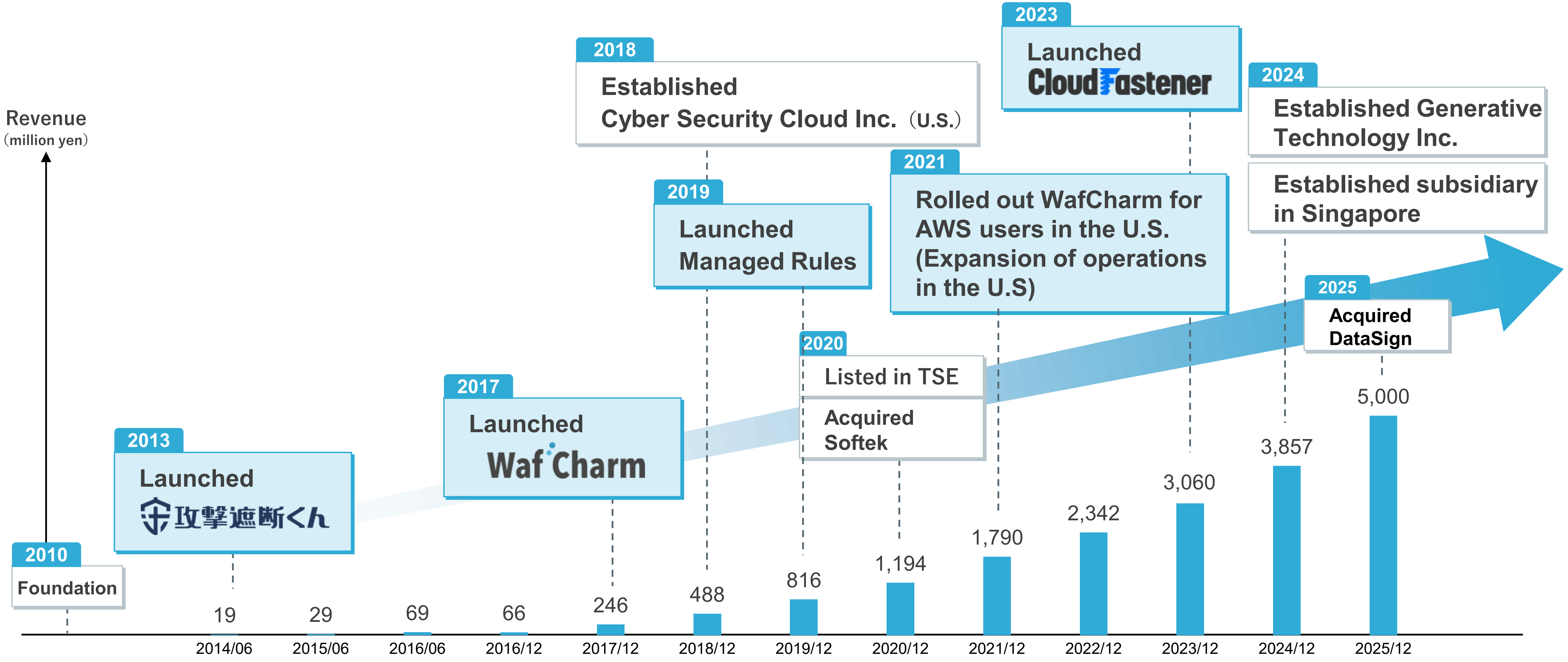
V Company Profile

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



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

Hiroshi Kurihara, Outside Director

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

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)

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)

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

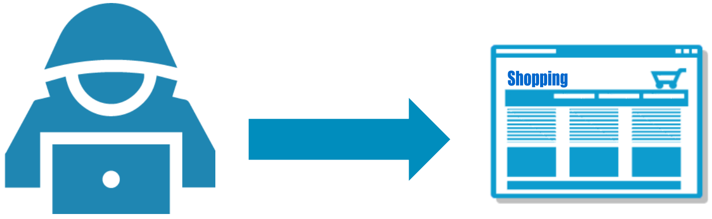
Corporate Philosophy

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

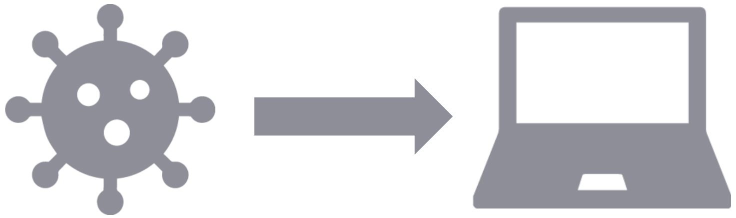


Attacks through unauthorized access

Damage attributable to the
<u>vulnerability of a system</u>

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

In-house security



Attacks through viral infection

Damage attributable to the
<u>vulnerability of people</u>

（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

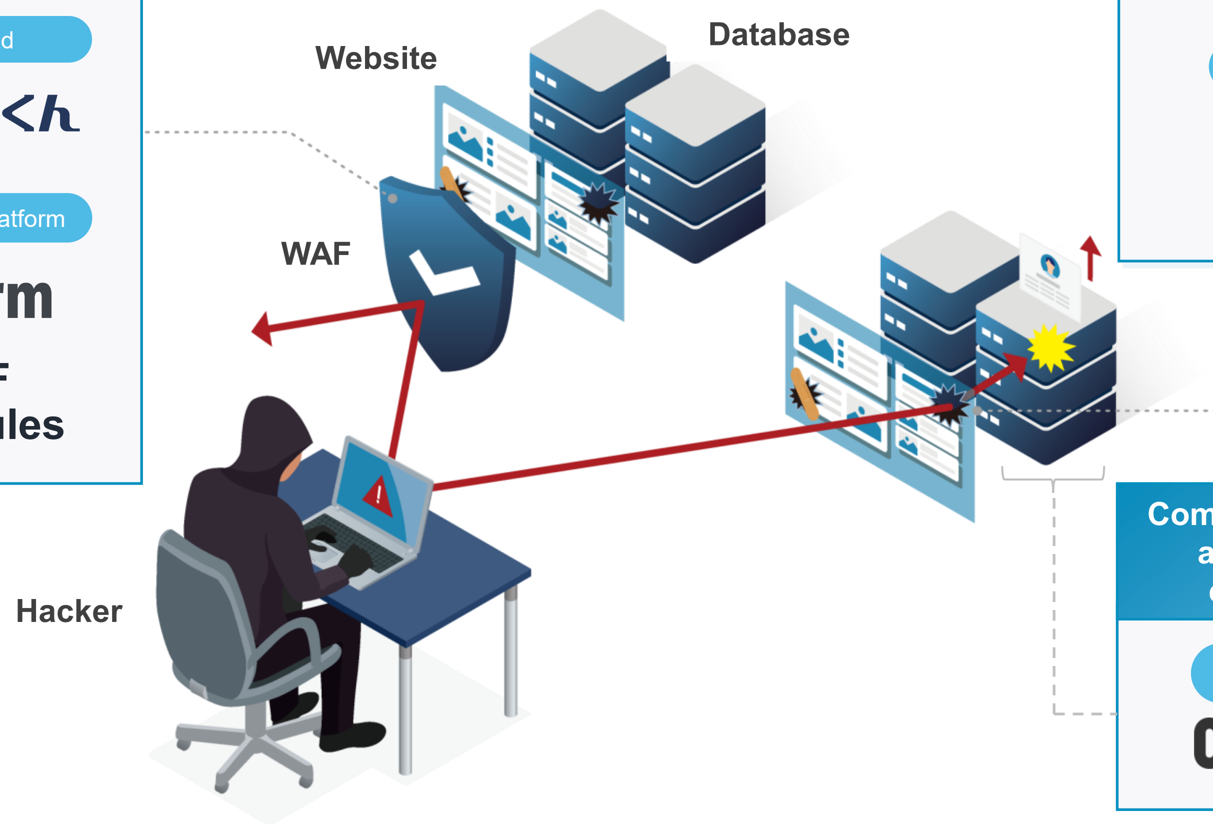
On-Premise / Cloud

攻撃遮断くん
(shadankun)

Specialized in Cloud Platform

WafCharm

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

Our Service Lineup

WAF Automated Operation Service

WafCharm

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**

- ✓ **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.

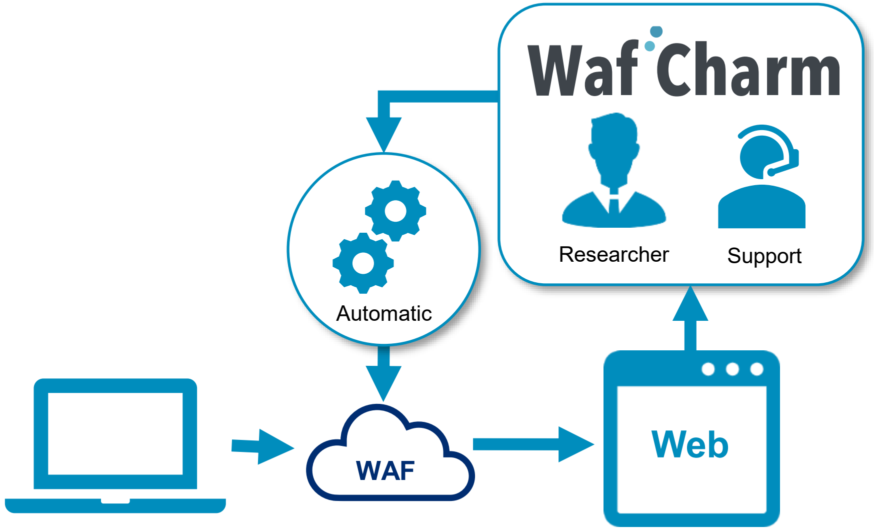
It is possible to detect unknown attacks and faulty detections speedily.

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, 2024

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.**



- ✓ **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.

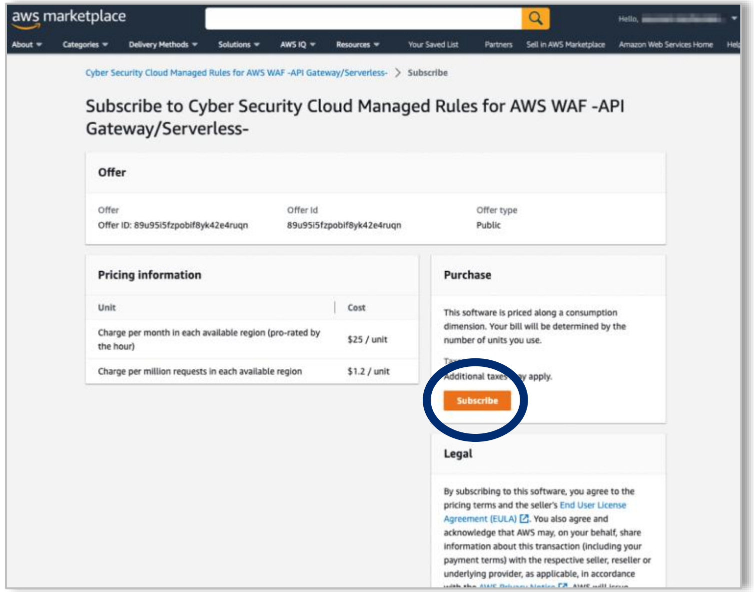
Our know-how for defense nurtured through Shadankun is utilized.

Global support 24 hours a day, 365 days a year

*1 Summary of the survey by JMRO: Survey on results for FY 7/2020
*2 For WafCharm for AWS Marketplace
*3 Amazon Web Service、Microsoft Azure、Google Cloud（Canalys "Canalys Newsroom- Global cloud services spend hits record US$49.4 billion in Q3 2021"）

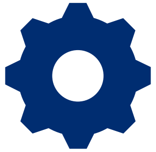
Managed Rules: a Set of Rules Exclusively for AWS WAF

- **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 100 countries**

Self-serve type in AWS marketplace



Equipped with the customization function

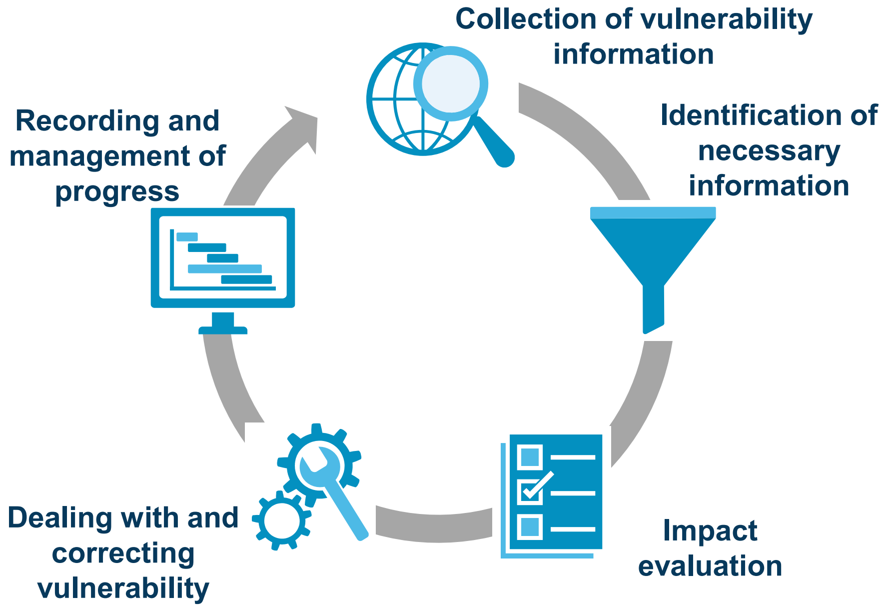
It can easily block representative cyber attacks

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

*1 CSC, Fortinet、F5、Penta Security、ThereatSTOP、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.**



✓ **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 0.6%**

Compatible with over 900 products

Automation of collection of vulnerability information

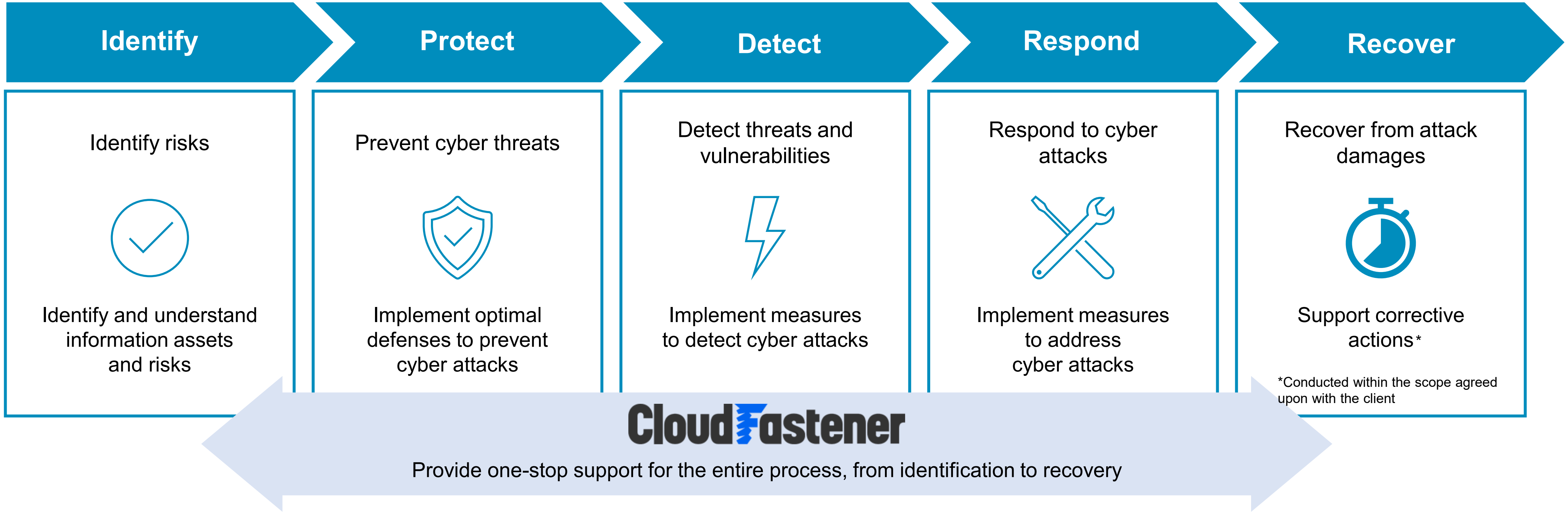
Provision of difficult-to-understand vulnerability information in Japanese

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**



Compatible with the three major cloud platforms

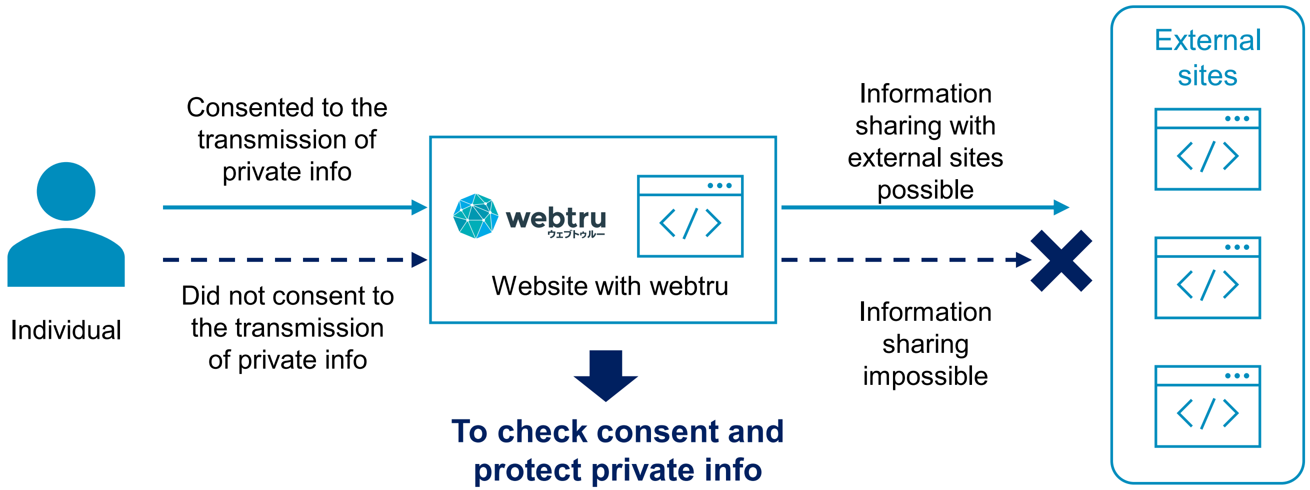
Continuous 24/7 monitoring of security data and logs

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.**



✓ **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

Our Characteristics (1) Domestically produced, area-specific, cloud-based products

- **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

WafCharm

Number of users
1,328*2

CSC Managed Rules for AWS WAF

Number of users
more than 100 countries, 4,032*2

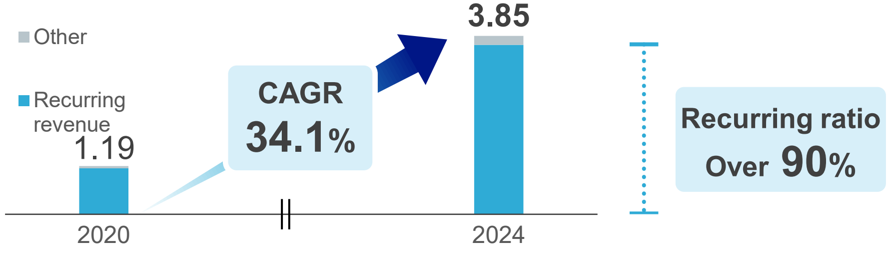
*1 Deloitte Tohmatsu Economic Research Institute "Current Status and Future Outlook of the External Threat Countermeasure Solution Market, Fiscal Year 2024"
*2 As of September 2025

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**

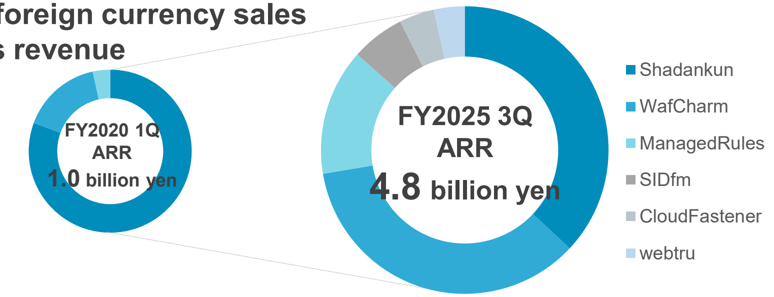
Continuing high growth recurring revenue

Trend in sales revenue (billion yen)



Selling to users around the world in foreign currency

The ratio of foreign currency sales to total sales revenue



Sales growth

Foreign currency in sales

Low churn rate

High profitability

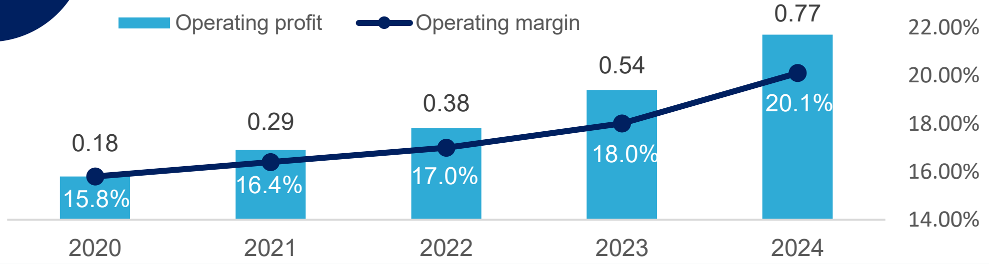
Low churn rate

Churn rates by puducts (As of September 2025)

攻撃遮断くん	WafCharm
1.07%	0.79%

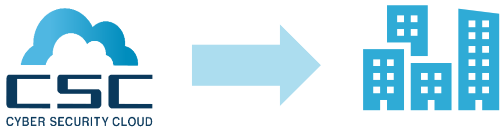
Continuing to increase profits while making aggressive investments

Trend in operating profit (Billion yen)



Our Characteristics (3) Diversity of sales channels domestically and internationally

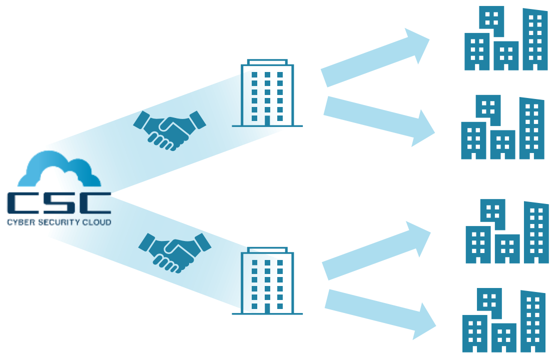
Direct sales



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

CSC
CYBER SECURITY CLOUD

- **Security needs are expanding across industries, sizes, and business types, leading to adoption by a wide range of companies.**

Finance, public offices, public corporations, groups

SBI証券
SOMPOリスクマネジメント
浜銀総合研究所
東京財団政策研究所 THE TOKYO FOUNDATION FOR POLICY RESEARCH
あなたのまちの 筑邦銀行
公益財団法人 つくば科学万博記念財団 TSUKUBA EXPO'85 MEMORIAL FOUNDATION
全国信用金庫厚生年金基金

IT and services

freee
Inter Factory
coconala
NHN TECHORUS
Classi
ENECHANGE

Media and entertainment

ほぼ日
istyle
A Inc.

Transportation and construction

ANA
子どもたちに誇れるしごとを。 SHIMIZU CORPORATION 清水建設

Manufacturers

Pioneer
キョクヨー
日本新薬

Human resources

マイナビ
PASONA JOBHUB
SB Human Capital

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

FUJITSU 富士通Japan株式会社
DIS ダイワボウ情報システム株式会社
Networld
電通総研 SECURE SOLUTIONS
鈴与シンワート株式会社
CEC Computer Engineering & Consulting

IT infrastructure developers and MSPs*1

IIJ Internet Initiative Japan
GMOクラウド
SHIFT
JIG-SAW
GSX GLOBAL SECURITY EXPERTS
5G Innovations
cybertrust
Future Spirits

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

NTT DATA
FUJISOFT
CTC Challenging Tomorrow's Changes
SCSK
FUJITSU
HITACHI 日立システムズ
iret
classmethod
TOKAI GROUP TOKAIコミュニケーションズ
Serverworks
NHN TECHORUS
TIS TIS INTEC Group
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)

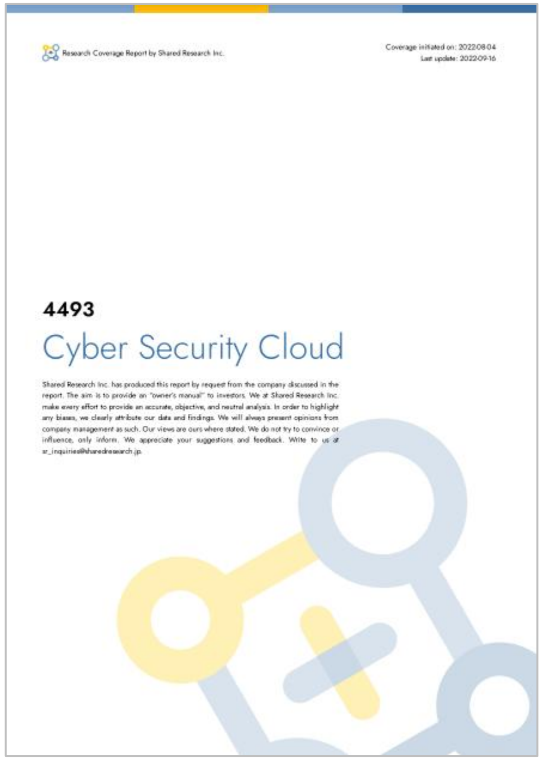
- **Cyber security awareness activities**
  - Establishment of the Cyber Security Alliance
- **Initiatives for Regional Development**
  - Corporate version of hometown tax payment
- **Promoting Diversity**
  - Employment of multinational personnel
  - Supporting Cybersecurity Woman of Japan
- **Provide 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.

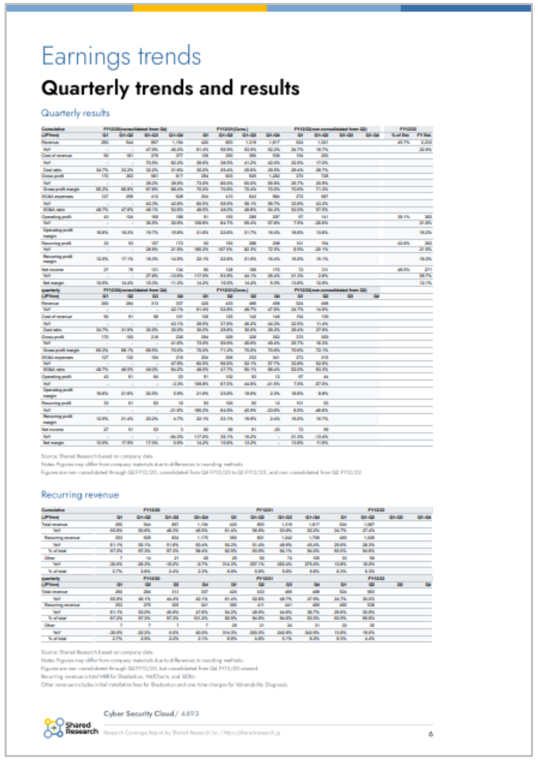
G (Governance)

- **Establishment of Risk Compliance Committee**
- **Obtain Information Security Management System (ISMS) certification**
- **Creating internal mechanisms for risk response**
  - Internal reporting desk
  - Harassment training

Analyst report from Shared Research

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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CYBER SECURITY CLOUD

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