

Financial Materials for FY2025 4Q

CYBER SECURITY CLOUD

Cyber Security Cloud, Inc.

TSE Growth Market: 4493

February 13, 2026

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I Overview of Results for FY2025 4Q



No.1 Domestic Market Share

Established a leading position in Japan's WAF market

- Newly achieved No.1 domestic sales share in the WAF managed monitoring services market

Expansion of CloudFastener Adoption

Expanding adoption, primarily among listed companies

- Newly adopted by JTB Corp., IRIJ Co., Ltd., and House Foods Group Inc.
- Cross-selling with other products progressing steadily

ARPU Enhancement Initiatives

Strengthening the upsell model through enhanced value-added features

- Added two optional features to the WAF managed monitoring service "WafCharm"

Strengthening Relationship with AWS

Exhibited at re:Invent for three consecutive years

- Expanding presence in the global market through continuous collaboration with AWS

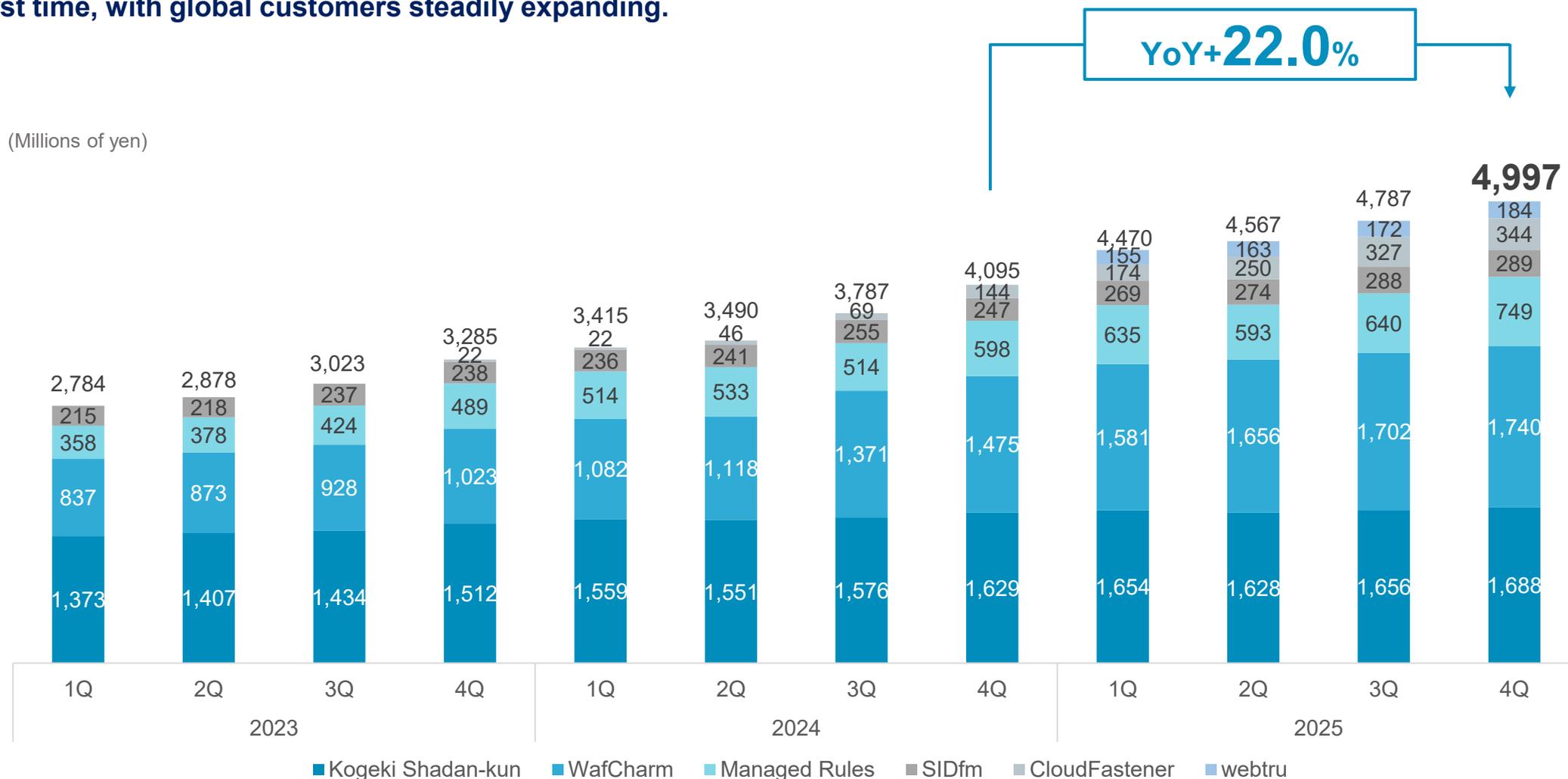
Business Overview

- Net sales reached ¥5,084 million and operating profit reached ¥1,102 million, exceeding the 2025 targets (¥5.0 billion in net sales and ¥1.0 billion in operating profit) set in 2021.
- Year-over-year, net sales increased +31.8% and operating profit increased +42.5%, achieving strong growth.

	FY2024 (Consolidated) Full-Year	FY2025 (Consolidated) Full-Year	YoY	FY2025 (Consolidated) Forecast	Progress Rate
(Millions of yen)					
Revenue	3,857	5,084	+31.8%	5,000	101.7%
Gross Profit	2,520	3,333	+32.3%	—	—
Operating Profit	773	1,102	+42.5%	1,000	110.3%
Operating Margin	20.1%	21.6%	+1.5pt	20.0%	—
Ordinary Profit	832	1,092	+31.1%	1,000	109.2%
Net Income Attributable to Owners of the parent	575	821	+42.9%	693	118.6%

ARR Trend

- Driven by steady growth across all products, ARR increased +22.0% YoY. Overseas ARR ratio reached 10.6%, surpassing 10% for the first time, with global customers steadily expanding.



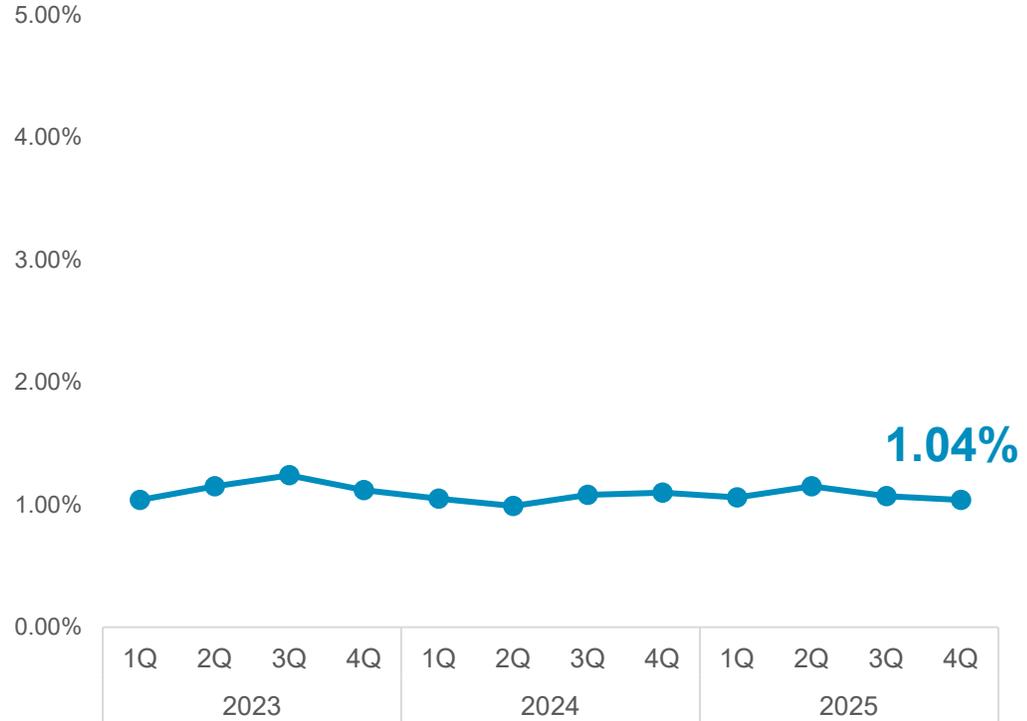
ARR (Annual Recurring Revenue) is calculated by multiplying MRR at the end of the target month by 12 to convert it into an annual amount. MRR (Monthly Recurring Revenue) refers to recurring revenue generated monthly from existing customers under the subscription model.

Churn Rates of “Kogeki Shadan-kun” and WafCharm

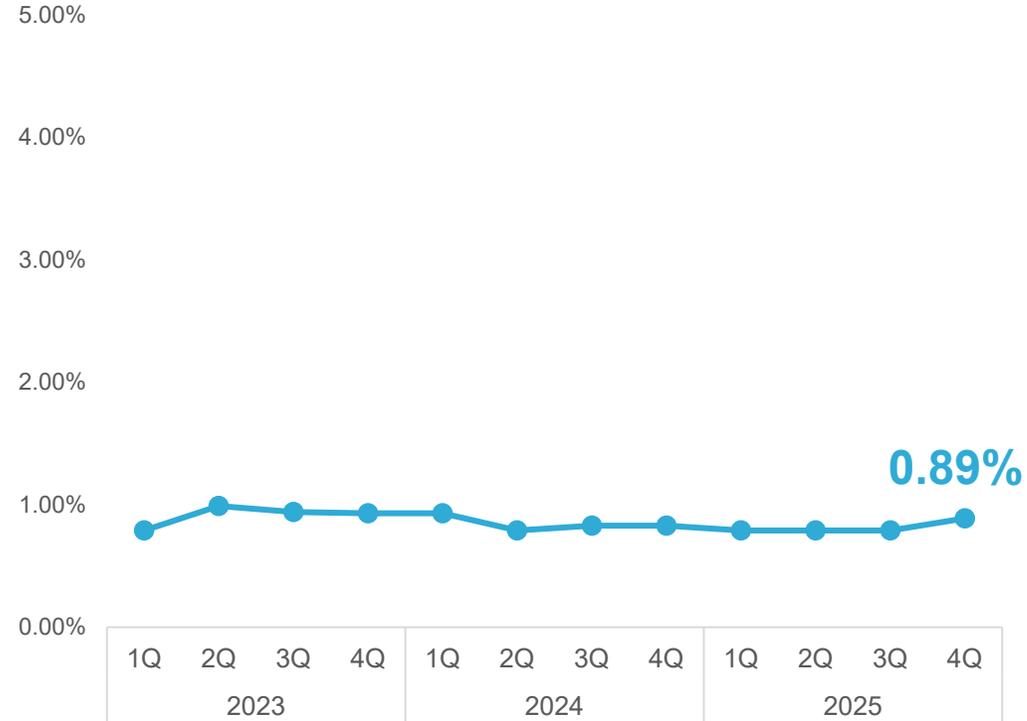


- No significant changes in churn rates for either product; both remained stable at approximately 1%.

Churn Rate of “Kogeki Shadan-kun” ※1



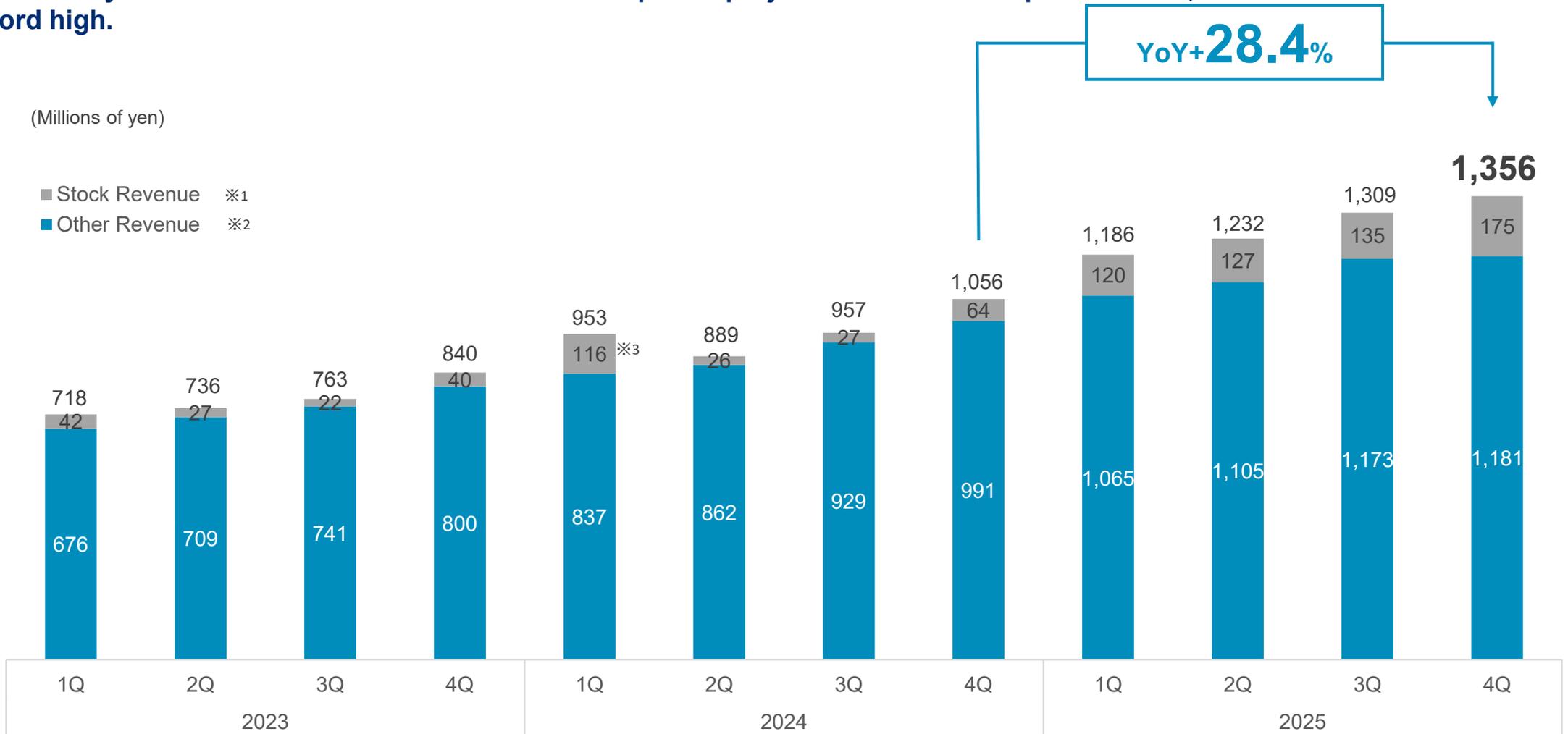
Churn Rate of WafCharm ※2



※1 Calculated based on the 12-month rolling average of the MRR churn rate. MRR churn rate is calculated by dividing the MRR lost during the month by the MRR at the end of the previous month.
 ※2 Calculated based on the average monthly user churn rate (number of users who canceled during the month ÷ number of paying users at the end of the previous month).

Net Sales Trend

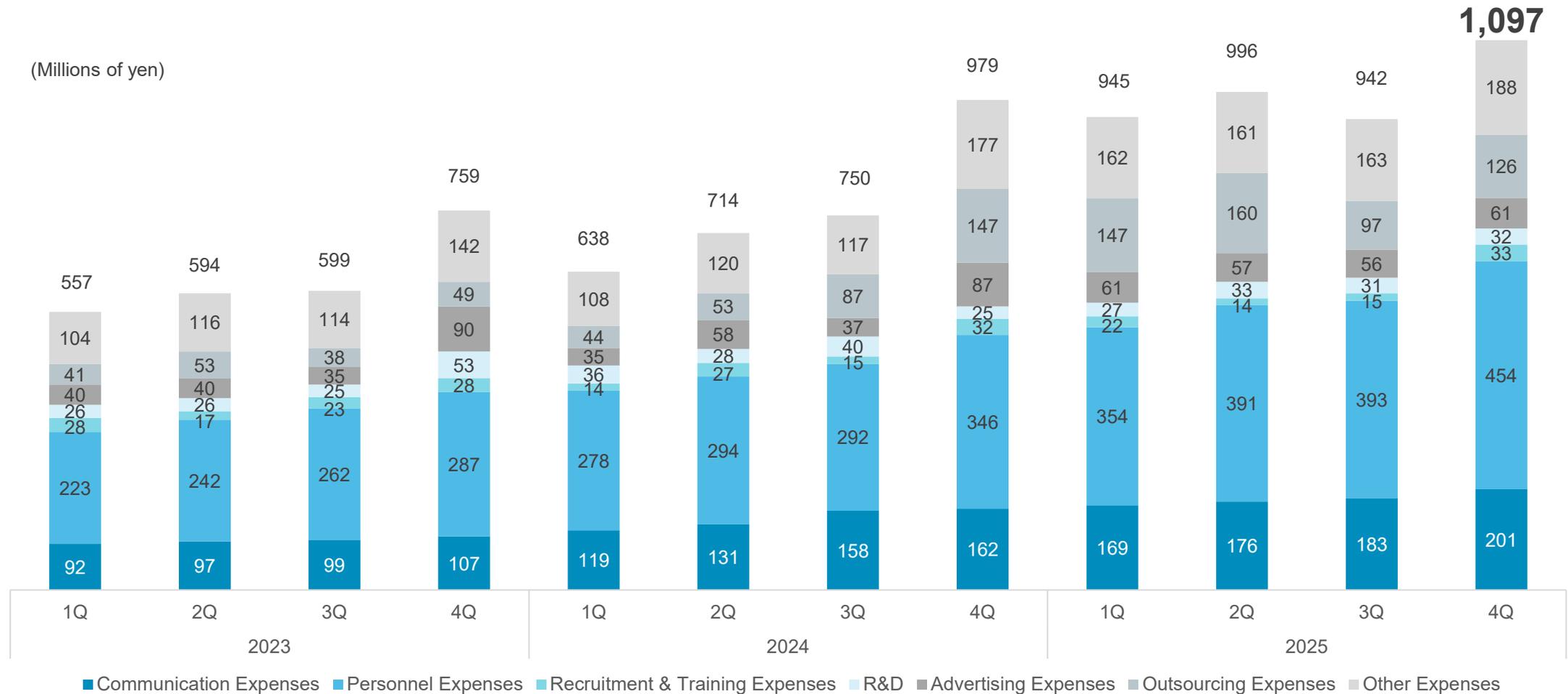
- Stock revenue increased steadily driven by growth across all products.
- Vulnerability assessments and commissioned development projects contributed to performance, and other revenue reached a record high.



※1 Total revenue including initial setup fees, vulnerability assessments, and spot contracts such as commissioned development projects.
 ※2 Total MRR of Kogeki Shadan-kun, WafCharm, Managed Rules, SIDfm, CloudFastener, and webtru.
 ※3 Includes approximately ¥70 million related to the Digital Agency's Government Cloud project.

Trend in Operating Expenses

- Personnel expenses increased due to steady headcount growth.
- In Q4, advertising expenses increased as we participated in AWS re:Invent 2025, AWS's largest annual event held in Las Vegas, as in the previous year.



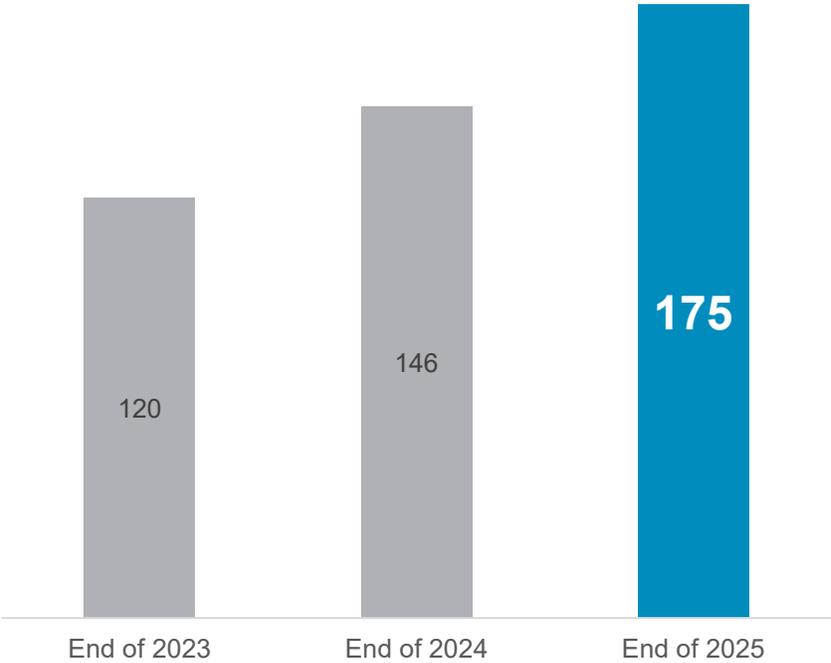
Employees Supporting Cyber Security Cloud's Growth



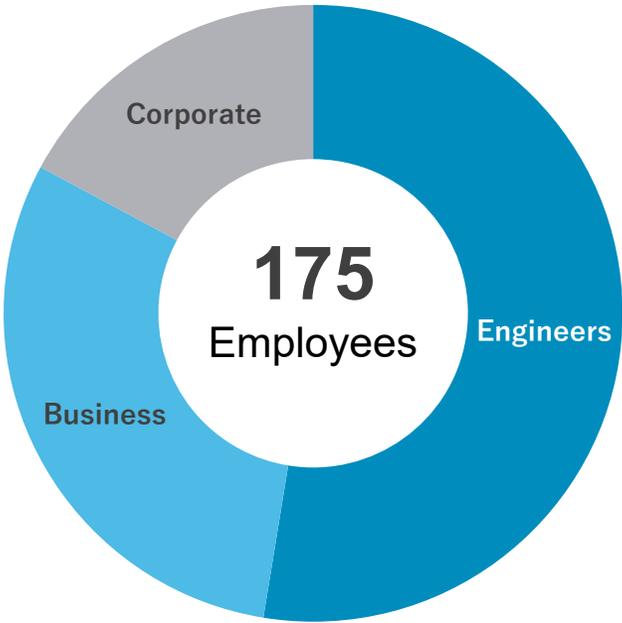
- Through continued strengthening of new graduate and mid-career hiring, total headcount increased by 29 year over year.

Employee Count Trend*

(Employees)



Workforce Composition (As of End of 2025)



*Employee count includes temporary staff and represents the combined total of employees at the Japan and U.S. entities. Generative Technology was consolidated as a subsidiary in 2024, and DataSign in 2025.

(Reference) Major KPIs of Each Product

		FY2024				FY2025				YoY
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
 Kogeki Shadan-kun	ARR (¥ million) ※1	1,559	1,551	1,576	1,629	1,654	1,628	1,656	1,688	+3.6%
	Number of Corporate Customers	1,292	1,278	1,271	1,297	1,322	1,343	1,356	1,370	+5.6%
	Churn Rate (%) ※2	1.05	0.99	1.08	1.10	1.06	1.15	1.07	1.04	-0.06pt
 Waf Charm	ARR (¥ million)	1,082	1,118	1,371	1,475	1,581	1,656	1,702	1,740	+18.0%
	Number of Users	1,236	1,232	1,271	1,288	1,313	1,322	1,321	1,301	+1.0%
	解約率 (%) ※3	0.93	0.79	0.83	0.83	0.79	0.79	0.79	0.89	+0.06pt
 AWS WAF Managed Rules	ARR (¥ million)	514	533	514	598	635	593	640	749	+25.3%
	Number of Users	3,639	3,716	3,793	3,841	3,903	3,959	4,032	4,035	+5.1%
 SIDfm	ARR (¥ million)	236	241	255	247	269	274	288	289	+17.0%
	Number of Users	200	204	215	217	225	231	240	244	+12.4%
 Cloudfastener	ARR (¥ million)	22	46	69	144	174	250	327	344	+138.9%
 webtru <small>ウェブトゥルー</small>	ARR (¥ million)	-	-	-	-	155	163	172	184	-
Total	ARR (¥ million)	3,415	3,490	3,787	4,095	4,470	4,567	4,787	4,997	+22.0%

※1 ARR is calculated by multiplying MRR at the end of the target month by 12 to convert it into an annual amount. MRR (Monthly Recurring Revenue) represents recurring subscription revenue from existing customers.

※2 Calculated based on the 12-month rolling average of the MRR churn rate. MRR churn rate is calculated by dividing the MRR lost during the month by the MRR at the end of the previous month.

※3 Calculated based on the average monthly user churn rate (number of users who canceled during the month ÷ number of paying users at the end of the previous month).

(Reference) Consolidated Statement of Income



(Millions of yen)	FY2023				FY2024				FY2025				YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
Revenue	719	736	764	840	953	889	957	1,056	1,186	1,232	1,309	1,356	+28.4%
Cost of Sales	227	219	232	245	263	294	346	433	423	438	416	472	+9.1%
Gross Profit	491	516	531	595	690	595	611	623	762	793	893	883	41.8%
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%	65.2%	+6.2pt
Selling, General & Administrative Expenses (SG&A)	329	374	366	514	375	420	404	546	521	557	525	625	14.4%
Operating Profit	162	142	164	80	315	174	207	76	240	235	367	258	237.5%
Operating Margin	22.6%	19.3%	21.5%	9.6%	33.1%	19.6%	21.7%	7.2%	20.3%	19.1%	28.1%	19.1%	+11.9pt
Ordinary Profit	162	159	175	62	342	206	149	134	210	218	376	287	114.3%
Net Income Attributable to Owners of the parent	110	109	120	86	235	137	98	103	162	148	256	254	146.2%

(Reference) Consolidated Balance Sheet and Cash Flow Statement

(Millions of yen)	FY2023	FY2024	FY2025
	Consolidated	Consolidated	Consolidated
Current Assets	2,146	2,212	4,680
Fixed Assets	634	804	1,152
Total Assets	2,781	3,016	5,833
Current Liabilities	866	1,020	1,212
Fixed Liabilities	91	290	198
Total Liabilities	958	1,310	1,411
Net Assets	1,822	1,706	4,422
Total Liabilities and Net Assets	2,781	3,016	5,833

(Millions of yen)	FY2024	FY2025
	Consolidated	Consolidated
Cash Flows from Operating Activities	633	1,004
Cash Flows from Investing Activities	-175	-426
Cash Flows from Financing Activities	-595	1,707
Net Increase (Decrease) in Cash and Cash Equivalents	-87	2,316
Cash and Cash Equivalents at Beginning of Period	1,754	1,667
Cash and Cash Equivalents at End of Period	1,667	3,983

II Topics in FY2025 4Q



1 : Established No.1 Market Share in Japan's WAF Market

- Following three consecutive years as No.1 in sales share in Japan's cloud-based WAF market with Kogeki Shadan-kun, we newly achieved No.1 sales share in the domestic WAF managed monitoring services market.
- Achieved No.1 position in two WAF-related market segments, establishing ourselves as a leading company in Japan's Web security sector.

Cloud-based WAF Market



Kogeki Shadan-kun



WAF Managed Monitoring Services

Waf Charm

AWS WAF
Managed Rules



※1 Fuji Chimera Research Institute, "2025 Network Security Business Survey – Market Edition"
※2 ITR, "ITR Market View: Gateway Security / SOC Services Market 2025"

2 : Expansion of CloudFastener Adoption

- Listed companies and companies with strong industry market share are increasingly adopting the service to address challenges such as limited internal resources and operational dependency on specific personnel.
- In addition to standalone adoption of CloudFastener, the number of customers adopting WafCharm together with CloudFastener (cross-selling) is also increasing.

Recent Implementation Cases



TSE Code: 2810



感動のそばに、いつも。
Provides comprehensive travel services



TSE Code: 3917

Major Customer Companies



TSE Code: 3660



TSE Code: 9627



TSE Code: 7990



TSE Code: 4379



Parent company: jig.jp Inc. (TSE Code: 5244)



Provides the AI chatbot service "ChatPlus"



Provides services for local governments



Operates one of Japan's largest design platforms with over 14 million members

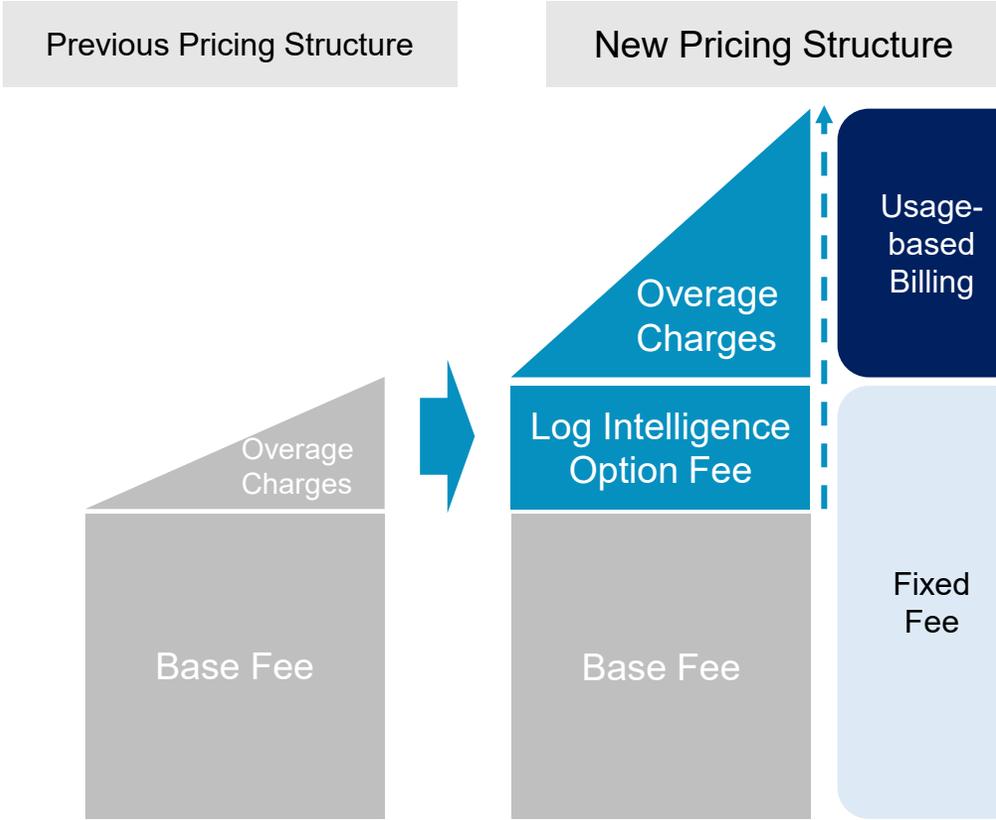
3 : Enhancing Features to Improve ARPU

- Added two optional features to the WAF managed monitoring service WafCharm: “WAF Log Storage” and the “Log Intelligence Option.”
- By expanding features frequently requested by customers, we aim to increase customer satisfaction and raise ARPU.

Addressing Advanced Operational Needs for Log Storage and Analysis



Increasing Customer Unit Price Through Optional Features



4 : Expanding Global Presence with AWS

- Through continued collaboration with AWS, we are steadily expanding our presence in the global market.
- Our international achievements and initiatives have been recognized, earning high recognition as an AWS partner.

Exhibiting at re:Invent for Three Consecutive Years



Generated over 170 high-potential leads
Further strengthened relationships with existing customers
through on-site meetings

Selected as a Finalist for the “Geo and Global AWS Partner Award 2025” Marketplace Partner of the Year – APJ



Selected as a finalist in the APJ (Asia Pacific and Japan) category, a prestigious award recognizing AWS partners with outstanding achievements worldwide.

III FY2026 Earnings Forecast



FY2026 Full-Year Earnings Forecast

- As the first year of the new mid-term management plan toward 2030, we aim to achieve ¥6.0 billion in net sales and ¥1.2 billion in operating profit.
- This plan assumes organic growth, while M&A is positioned as an upside factor.

	FY2025 (Consolidated) Actual	FY2026 (Consolidated) Forecast	YoY
(Millions of yen)			
Net Sales	5,084	6,000	+18.0%
Operating Profit	1,102	1,200	+8.8%
Ordinary Profit	1,092	1,200	+9.9%
Profit Attributable to Owners of Parent	821	865	+5.2%

Formulated a New Mid-Term Management Plan with FY2030 as the Final Year

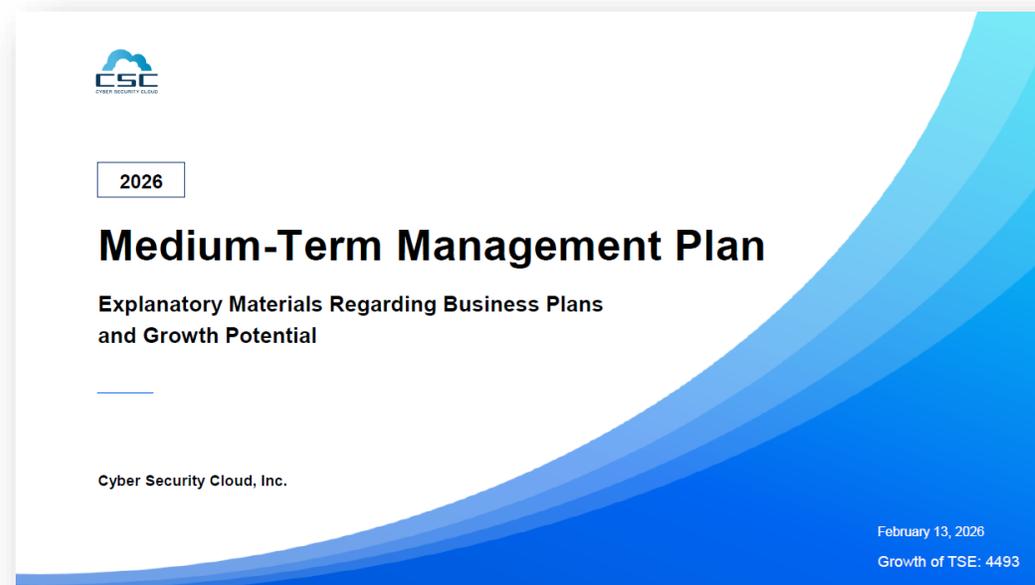
- Established a new growth strategy targeting the five-year period from FY2026 to FY2030.
- By FY2030, we aim to achieve ¥20.0 billion in net sales, ¥4.0 billion in operating profit, and an operating margin of 20%.

Previous Mid-Term Management Plan (FY2022–FY2025)



Announced in
December 2021

New Mid-Term Management Plan (FY2026–FY2030)



Announced in February 2026
(This Announcement)

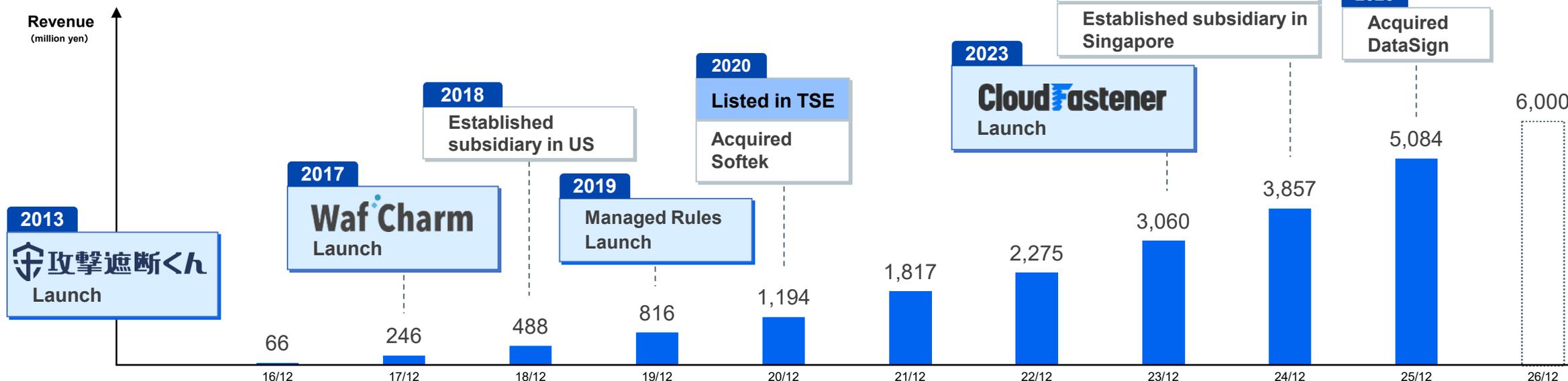
IV Corporate Profile



Company name	Cyber Security Cloud, Inc.
Date of establishment	August 11, 2010
Representatives	Toshihiro Koike, Representative Director, President, and CEO Yoji Watanabe, Representative Director and CTO
Location	13th floor of JR Tokyu Meguro Bldg., 3-1-1 Kamiosaki, Shinagawa-ku, Tokyo
Business description	Development and provision of cyber security services
Group companies	Cyber Security Cloud Inc. (USA) Cyber Security Cloud Pte. Ltd. (Singapore) Generative Technology Inc. DataSign Inc

Corporate Philosophy

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



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 Kiriya, 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

CSC Group in Figures (1)



Revenue CAGR

33.6%

*2020 to 2025

Number of users

6,000+

*As of December 31, 2025

Overseas ARR ratio

10.6%

*As of December 31, 2025

Number of countries in which the Group provides services

More than
100

*As of December 31, 2025

Operating Income Margin

21.7%

*FY2025 full year

ARR 10 million yen+
Number of customers with an ARR of more than 10 billion yen

48 companies

*As of December 31, 2025

Annual numbers attacks that are defended against that CSC has data for

More than **2** billion

*Calculated based on the number of attacks detected in 2025

Number of monthly security alerts per company

More than **6** million

*Calculated based on customers who were using CloudFastener in December 2025

CSC Group in Figures (2)

Average age*¹

36.9 years old



Number of employees*¹

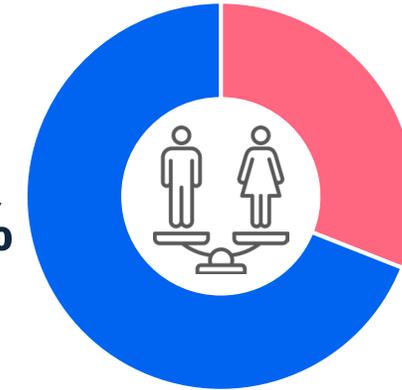
175



Gender ratio*¹

Male

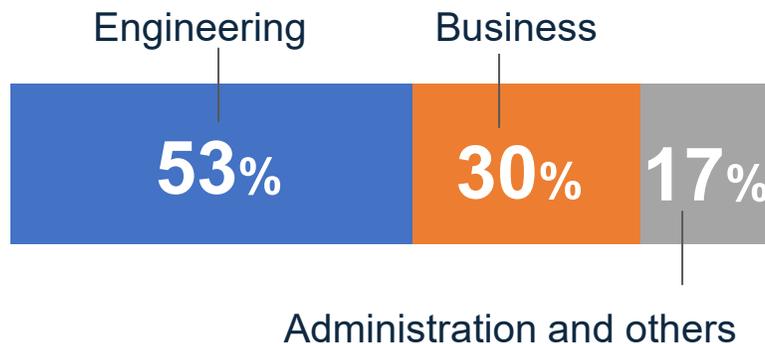
69%



Female

31%

Job category composition*¹

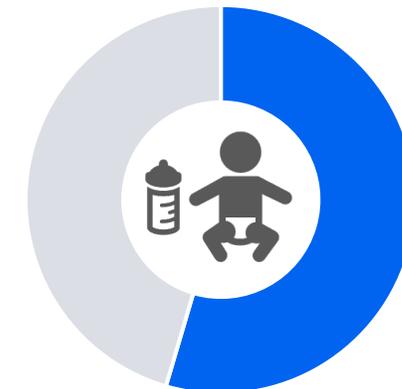


Pay increase percentage*²

7.7%



Percentage of eligible male employees taking childcare leave*³



54.5%

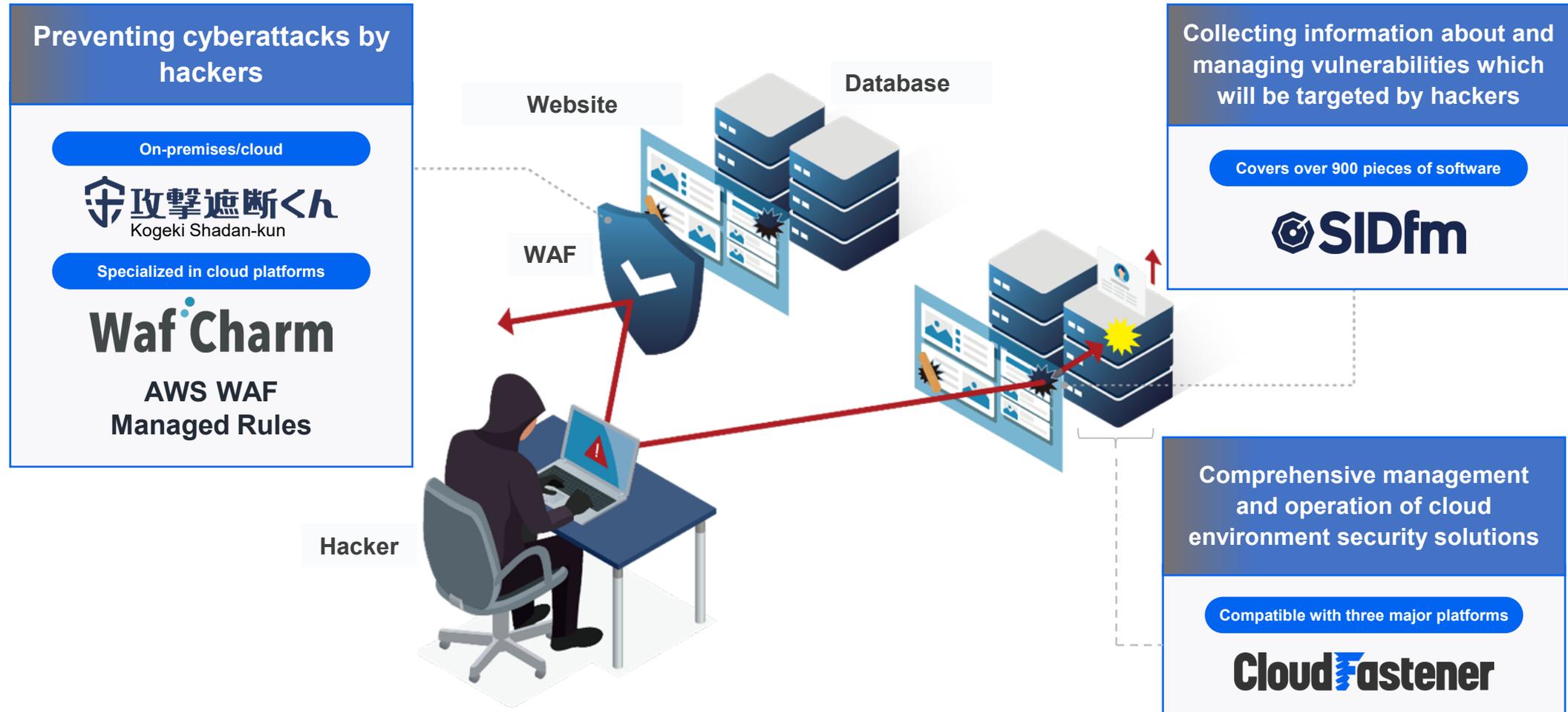
*¹ As of December 31, 2025

*² Aggregated based on employees who belonged to the Group in January 2025

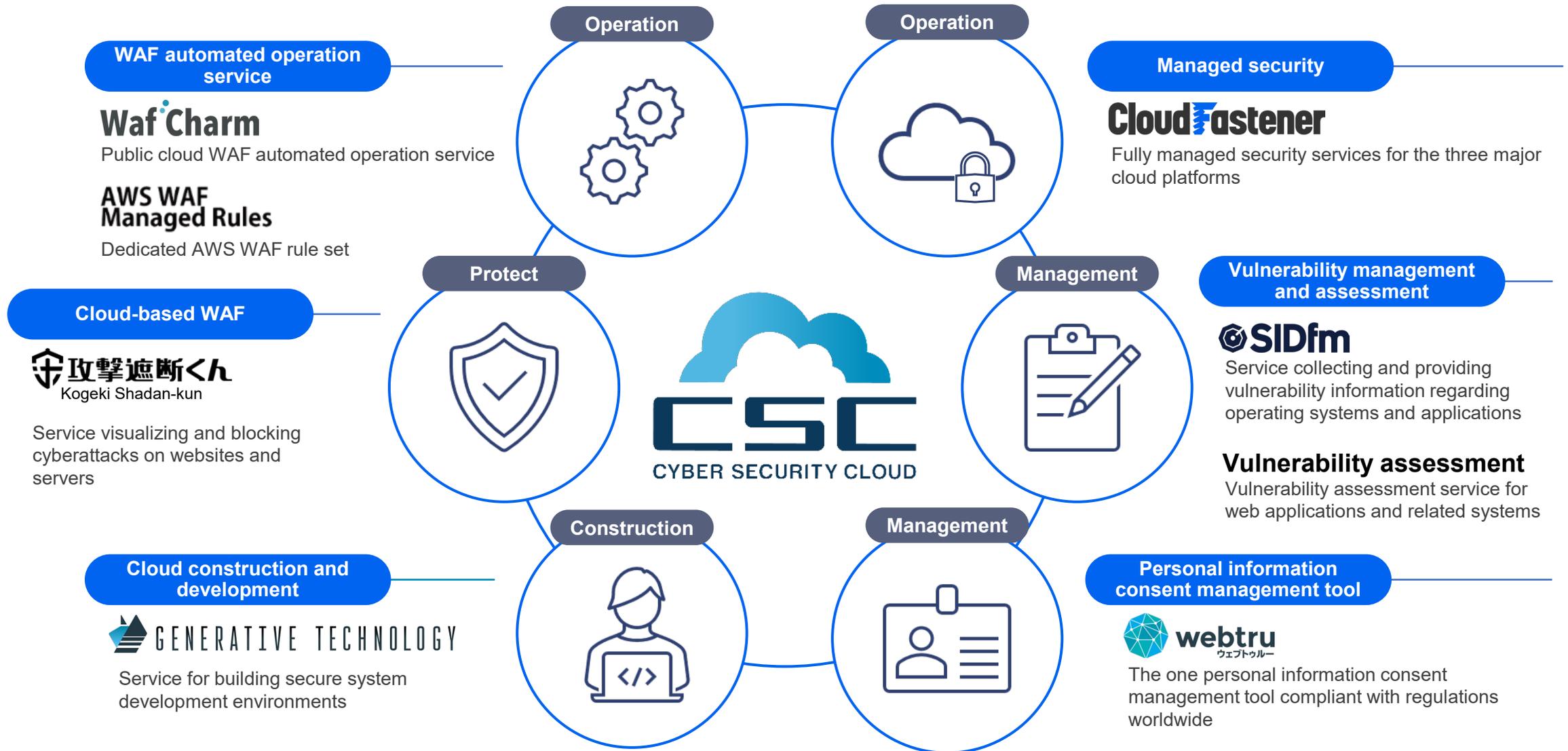
*³ Number of male employees who took childcare leave, etc. during the 2024 to 2025 period/number of male employees whose spouses gave birth

Roles of CSC's Products in Web Security

- CSC provides ways to protect corporate websites and web services from attacks by hackers, fix vulnerabilities, and comprehensively manage and operate cloud environment security solutions.

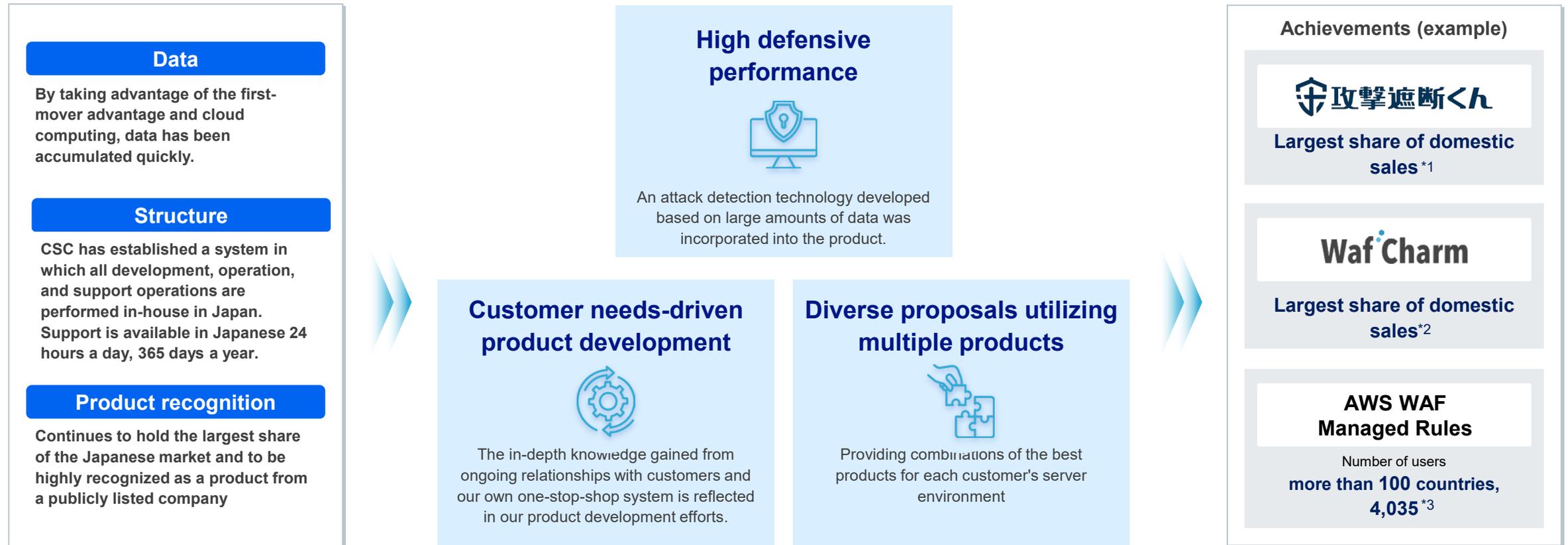


Our Lineup of Services



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 our development efforts, we provide multiple products with high defensive performance, reliability, and security.



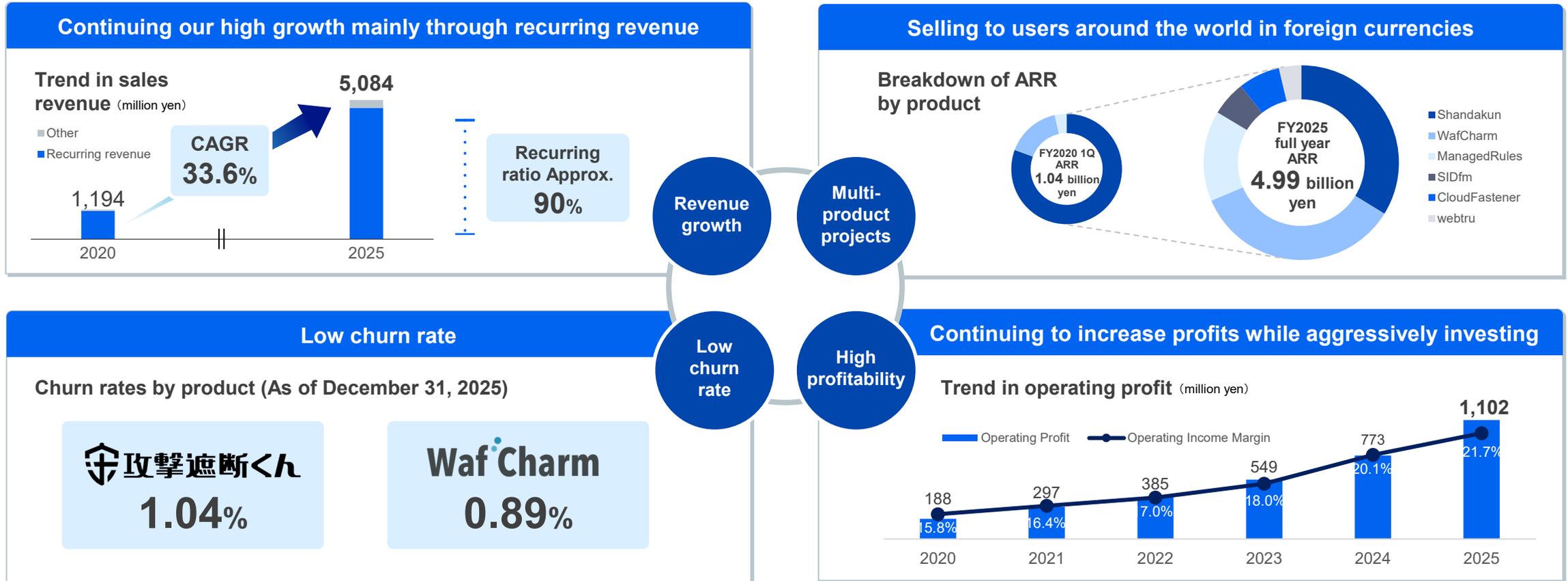
*1 Deloitte Tohmatsu Economic Research Institute "Current Status and Future Outlook of the External Threat Countermeasure Solution Market, Fiscal Year 2024"

*2 ITR "ITR Market View: Gateway Security Taisaku-gata SOC Service Shijou 2025 (gateway security measure-type SOC service market 2025)" *3 As of December 31, 2025

Our Characteristics (2)

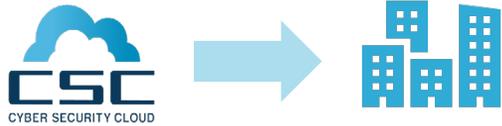
Stable Earnings Base

- We have continued to increase revenue and profit since the IPO while investing aggressively
- The expansion of products for overseas markets and our diverse customer base also contribute to our stable profits.



Diversity of Sales Channels around the World

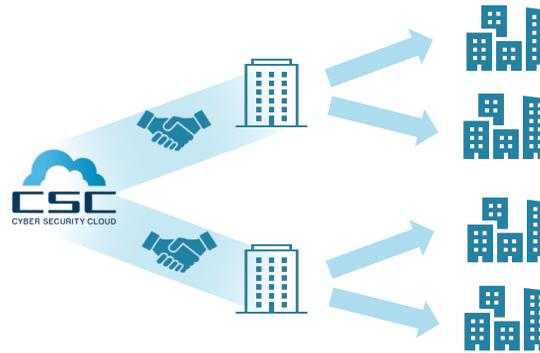
Direct sales



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

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 Have Used Our Services

- Security needs are expanding for businesses of all sizes and types in all industries, leading to a wide range of companies using CSC's products.

Finance

SBI証券

SOMPOリスクマネジメント

浜銀総合研究所

IT and services

free JTB
感動のそばに、いつも。

株式会社ベネッセコーポレーション

TECHORUS

coconala

ENECHANGE

ACworks

iRidge

Media and entertainment

ほほ日
istyle
集英社

Transportation and construction

ANA

子どもたちに語れるしごとを。

SHIMIZU CORPORATION
清水建設

Retail, restaurants, and food

AIN GROUP

TULLY'S COFFEE

House

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 Sales of Our Services

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

Sier Distributers



富士通Japan株式会社



ダイワハウ情報システム株式会社



鈴与シンワート株式会社



IT infrastructure developers and MSPs*1



Internet Initiative Japan



GLOBAL SECURITY EXPERTS



5G Innovations



AWS Premier Tier Service Partners*2

(Of 15 companies, 13 companies are our partners.)



TOKAIコミュニケーションズ



One other company

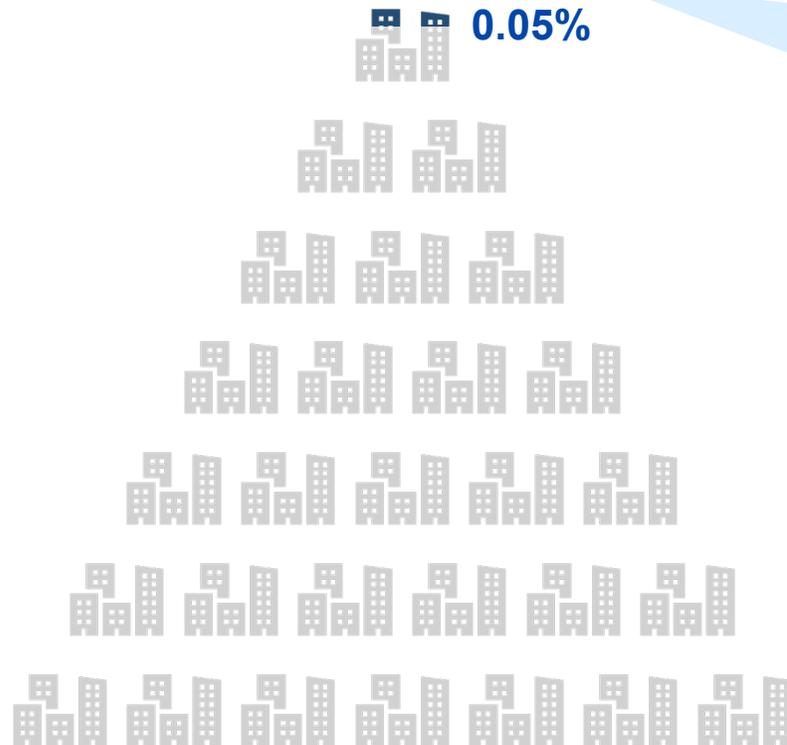
*1 Managed Service Providers (MSPs) are service vendors that maintain, operate, and monitor IT systems.

*2 First-tier partners of AWS that possess expertise in designing and establishing AWS workloads and contribute significantly to the expansion of the businesses of many clients.

Rare Entity That Continues to Grow Sustainably at a High Rate

- Among approx. 4,000 listed companies, only two companies have achieved the 25% or higher growth of revenue and operating profit for six consecutive years.

25% or higher growth of revenue and operating profit
achieved for **6** consecutive years



2 of approx. **4,000** listed
companies

*Source: Evaluation by Kaisha Shikiho Online (As of February 12, 2026)

Status of ESG Initiatives

- CSC is pushing forward with initiatives including the reduction of GHG emissions through the use of cloud computing, the development of digital human resources and DX.
- As a leading cybersecurity company, CSC strengthens initiatives for all of its stakeholders.



E (Environment)

- **Contribution to a carbon-neutral society**
 - Contribution to cloud computing and DX development through business
 - Expansion of renewable energy through the promotion of the use of AWS
- **Effective use of resources**
 - Promoting paperless operations
 - Space efficiency achieved through telecommuting and hot desking



S (Society)

- **Cybersecurity awareness activities**
 - Establishment of the Cyber Security Alliance
- **Regional development initiatives**
 - Corporate version of the hometown tax payment system
- **Promoting diversity**
 - Employment of multinational personnel
 - Supporting the Cybersecurity Woman of Japan Awards
- **Providing 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 the Risk Compliance Committee**
- **Information Security Management System (ISMS) certification obtained**
- **Creating internal risk response mechanisms**
 - Internal reporting office
 - Harassment training

Risk Factors

- As of the date of disclosure of these materials, the major risks that are deemed likely to materially impact the CSC Group's growth and execution of its business plans are as follows. For information about other risks, refer to "Business and Other Risks" in the securities report (Japanese only).

Items	Major risks	Possibility/time of emergence	Level of impact	Measures to address the risks
Competitive environment	Risk of a decline in competitiveness due to new competitors entering the market or a competitor providing a free or low-priced cybersecurity feature as a service	High/medium to long term	Medium	<ul style="list-style-type: none"> ✓ Providing high-quality products by continually updating existing products ✓ Conducting market research on an ongoing basis to develop and provide products which compare favorably with competitors' products
Changes in the social environment	Risks caused by changes in the social environment, possibly as a result of changes in laws/regulations or currency rate fluctuations	High/medium to long term	High	<ul style="list-style-type: none"> ✓ Continually collecting information to facilitate the immediate creation of countermeasures ✓ Implementing marketing activities to increase market penetration
System failure	Risk of a natural disaster, accident, unauthorized access of systems, or similar event shutting down communication networks or causing servers or other network equipment to fail or be inoperative	Medium/anytime	High	<ul style="list-style-type: none"> ✓ Ensuring systems are redundant to handle future issues ✓ Increasing trouble-shooting staff members
New development activities	Risk of the development of a new product not progressing as planned or the recovery of an investment becoming delayed or impossible	Medium/medium to long term	High	<ul style="list-style-type: none"> ✓ Increasing personnel as soon as possible with no regard to type of employment, in addition to employing engineers
Recruiting activities	Risk of the recruitment and education of employees not progressing as planned or a loss of human resources causing a failure to provide services smoothly and delays in aggressive sales activities	Medium/anytime	High	<ul style="list-style-type: none"> ✓ Enhancing the brand value of CSC and establishing a presence in the career-change market

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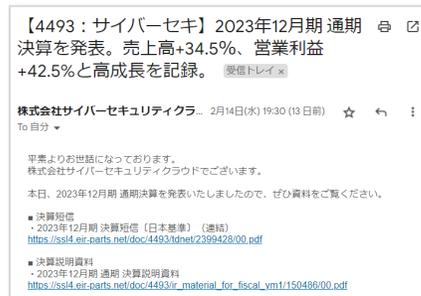
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To create a secure cyberspace that people around the world can use safely