E-Guardian
We Guard All

Financial Results Briefing for the Fiscal Year Ended September 30, 2025

E-Guardian Inc. (Securities Code: 6050)
November 2025

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Executive Summary

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FY2025 Results	Net sales ¥11,321 million YoY change 99.4% Operating profit ¥1,504 million YoY change 88.2%
FY2026 Initiatives	□ Revamping of management and sales structures □ Improving profitability □ Focusing on AI development investment
Shareholder Returns	□ The dividend forecast is ¥38. Determined in light of the importance of shareholder returns Changed shareholder benefits to Digital Gift®

FY2025
Financial Results

(October 2024 - September 2025)

Factors Behind Full-Year Forecast Revision

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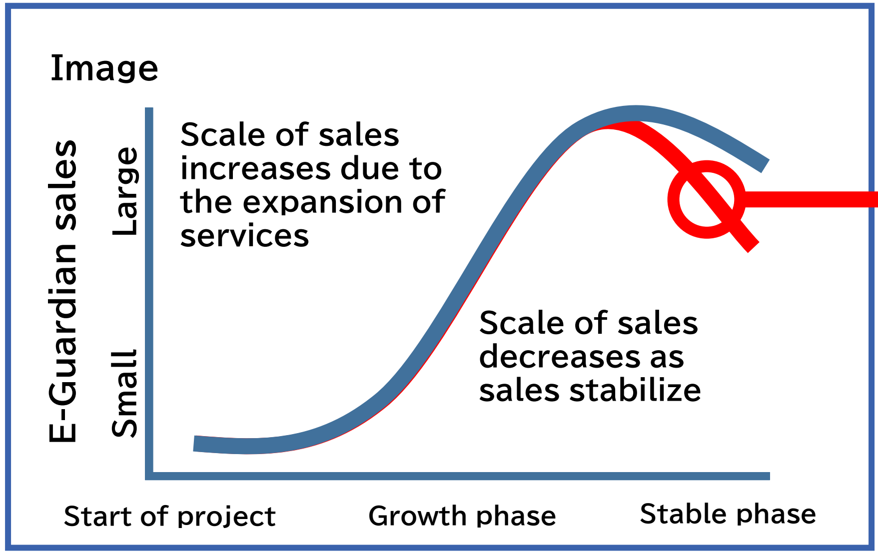
Net sales	(i) Sales of large-scale SNS-related support projects declined more than expected (ii) Sales of large-scale customer support for home console games fell below expectations
Operating profit	(iii) The time lag between sales decline and labor cost adjustments



(1) The decline in sales of large-scale projects, which entered the stable phase, exceeded expectations

*E-Guardian's services generate modest revenue at the start of a project, but as the number of projects handled increases and the services gain recognition, the scale expands. As operations stabilize, revenue gradually decreases.

Summary of FY2025 Results

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Millions of yen	Actual Results	YoY Actual Results	YoY Comparison
Net sales	11,321	11,391	99.4%
Operating profit	1,504	1,705	88.2%
Ordinary profit	1,530	1,708	89.6%
Profit attributable to owners of parent	943	1,057	89.2%

Quarterly Trend of Revenue and Operating Income

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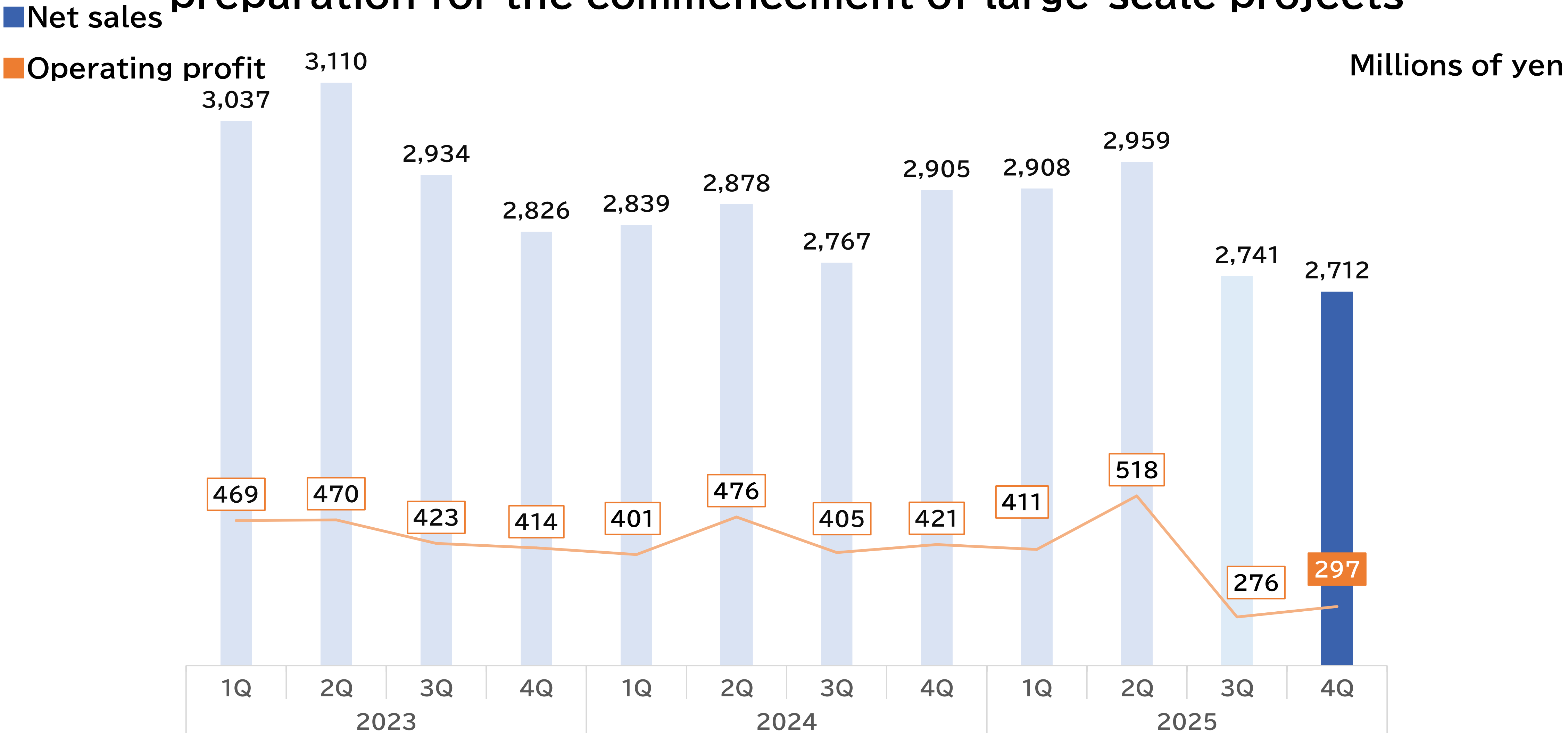
Profit deteriorated due to labor cost adjustments resulting from reduced sales and the talent acquisition and incurrence of training costs in preparation for the commencement of large-scale projects



Quarterly Trend of Revenue and Operating Income by Business

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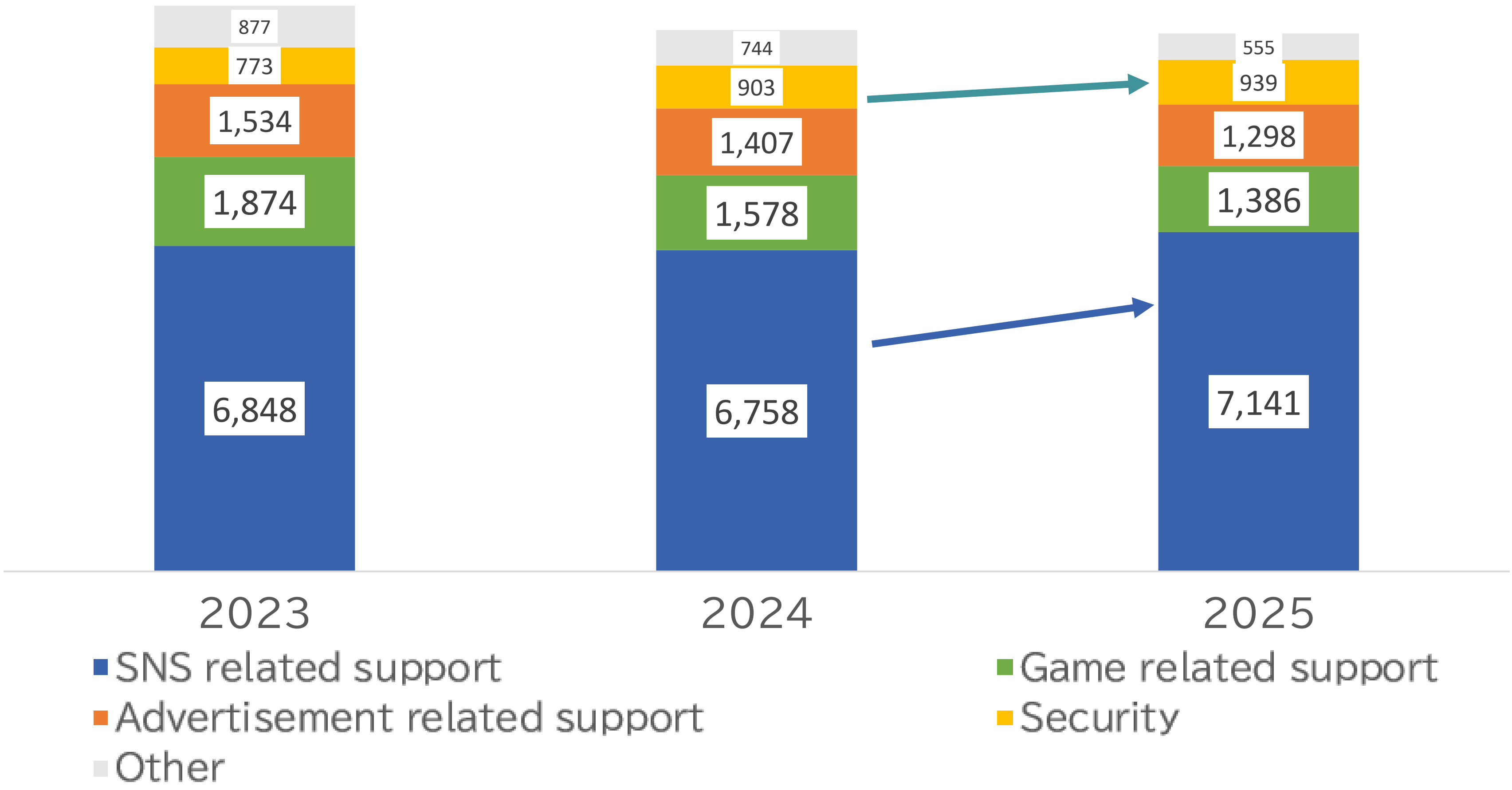
Game related support and other sales declined significantly
SNS related support and cyber security, our core businesses, set new records for sales



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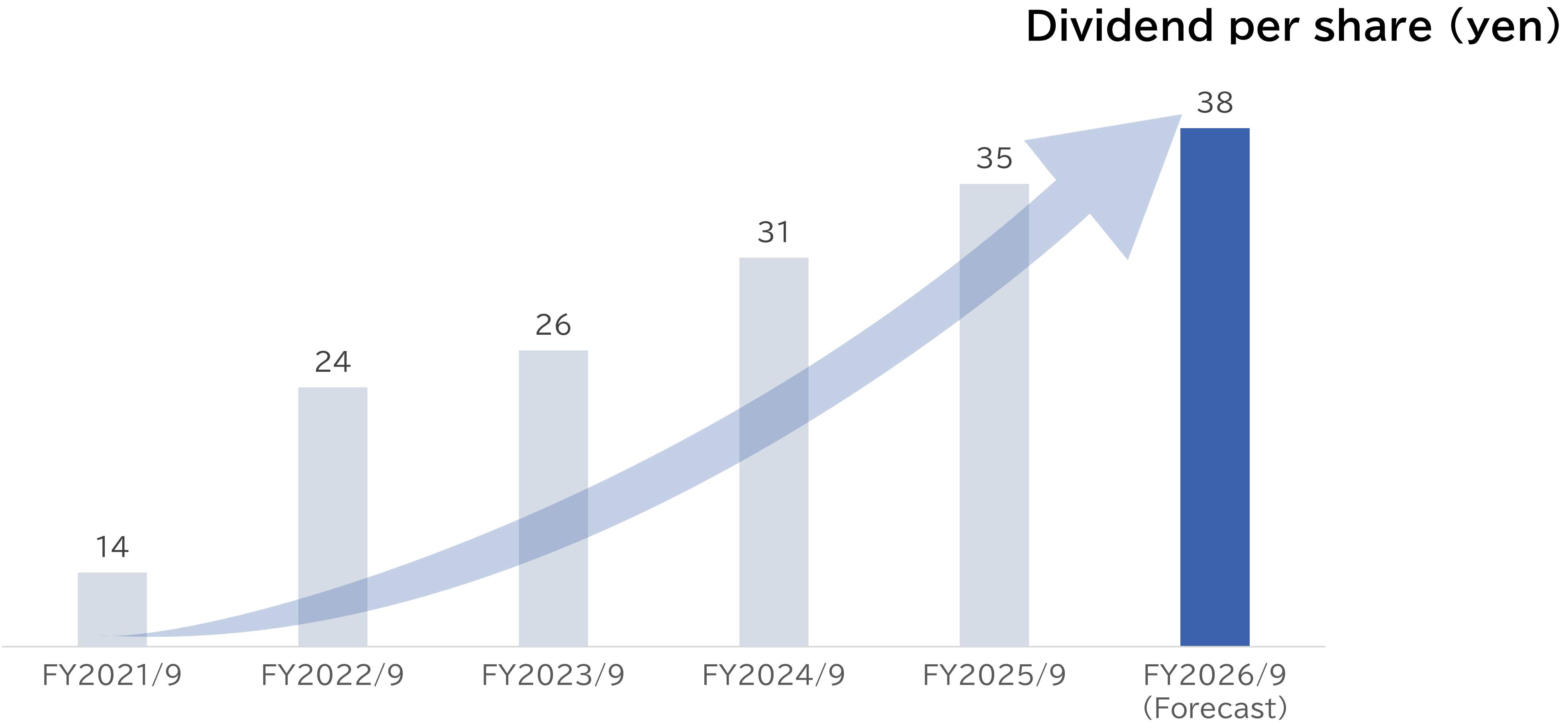
Forecasting a dividend increase considering the importance of shareholder returns, while maintaining the dividend policy



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Changed shareholder benefits from QUO cards to Digital Gift® to improve convenience for shareholders

・Changes in shareholder benefits (underlined)

Number of shares held	Continuous holding period	
100 shares or more	Less than 1 year	1 year or more
	<u>Digital Gift®</u> worth 5,000 yen	<u>Digital Gift®</u> worth 8,000 yen

・Items eligible for exchange (As of 7/10 announcement, subject to change)

Amazon Gift Card / QUO CARD Pay / PayPay Money Light/ d POINT / au PAY Gift Card / Vanilla Visa e-Gift / Tosho Card NEXT / Uber Taxi Gift Card / Uber Eats Gift Card / Google Play Gift Code / PlayStation® Store Ticket / Skylark Group Coupon

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FY2026
Initiatives
(October 2025 - September 2026)

Initiatives to Achieve Earnings Forecasts

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Must-win battles for FY2026	Returning sales to growth trajectory and improve profitability
(i)	Revamping of business execution and sales structures
(ii)	Implementation of new strategies in the BPO and cyber security domains
(iii)	Investment in AI development to transition away from labor-intensive business models
(iv)	M&A to expand business scale

Business Execution Structure

Restructuring to respond swiftly to market fluctuations and accelerate growth

Testing Business (EG Testing Services)

Person in charge: Yutaro Tsutsumi
President, EG Testing Services

Issues and initiatives

Sales dependence on major customers

- Improving operational efficiency through organizational restructuring
- Acquiring new customers through AI utilization and enhanced collaboration with EGSS

Cyber security Business (EG Secure Solutions)

Person in charge: Teppei Takahata
President and Representative Director, EG Secure Solutions

Issues and initiatives

Slowdown in growth due to market fluctuations

- Strengthening competitive advantage through AI investment
- Expansion of educational services
- Acquiring new customers through enhanced collaboration with EGTS

Promotion of alliance with CHANGE Holdings Group

Person in charge: Tomohiro Noda
Executive Officer (in charge of the Alliance Promotion Business)

Issues and initiatives

Delayed progress in generating intragroup synergies

- Synchronize business information
- Strengthening collaboration in government agency and municipal projects
- Accelerating decision making in joint proposals

BPO Strategy

Service

	Existing	New
Customer axis: Existing	**Existing BPO domain** • Applying AI to CS/monitoring • Development of advertising screening tools	**AI/Digitalization** • Foreign residents in Japan, inbound support • External sales of in-house developed AI tools
Customer axis: New	**New BPO domain** Risk management measures • Political parties / Talent agencies Industries lagging behind in DX • Logistics / construction and real estate SMEs • Local governments / schools / hospitals	**Exploring domains and services that align with the times** Explore domains and services where our expertise and data can be leveraged • Crime deterrence • Illegal content • Disaster prevention / safety,Constant Monitoring

CHANGE HOLDINGS × E-Guardian We Guard All

Expanding existing BPO domains

Entering new BPO domains

Promoting AI development investment

Focusing on the three domains while exploring new domains and services in FY2026

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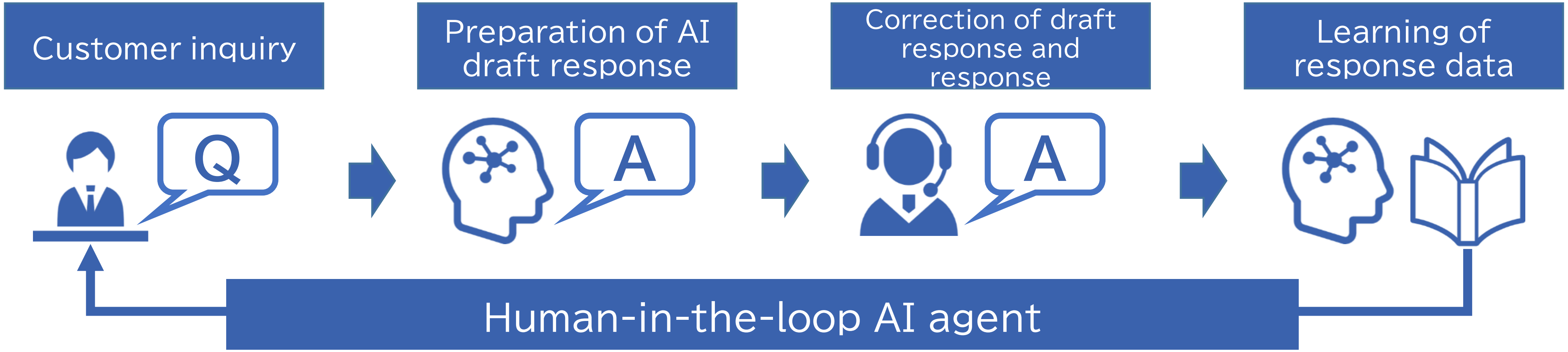
Continuing to promote investment in AI development to improve profitability

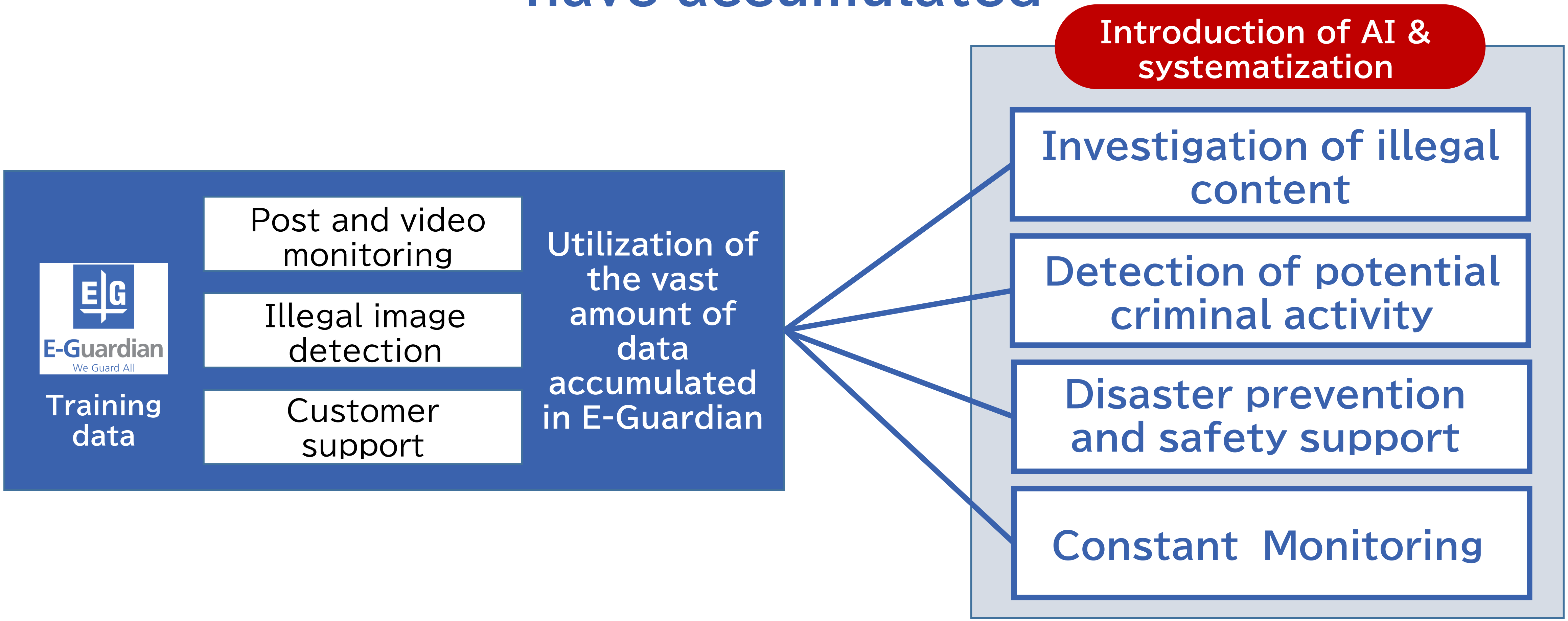
Progress on the AI agent-based customer support tool

Development scheduled to be completed in FY2026



Report generation, including daily reports, is fully automated, significantly improving the overall efficiency of support operations
Custom tuning to match a company’s brand image is also an option

Leveraging the vast amount of training data we have accumulated



Cyber Security Strategy

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Using security education as a door knocking tool to expand business
Focusing on cross-selling with E-Guardian's core services
Actively considering and implementing new business creation through cross-selling

Focal points

Security Campus

Enhancing educational content
Focusing on sales expansion

Business creation as a door knocking tool

×

- Vulnerability diagnosis
- WAF
- Consulting
- New business creation

Security literacy training for employees

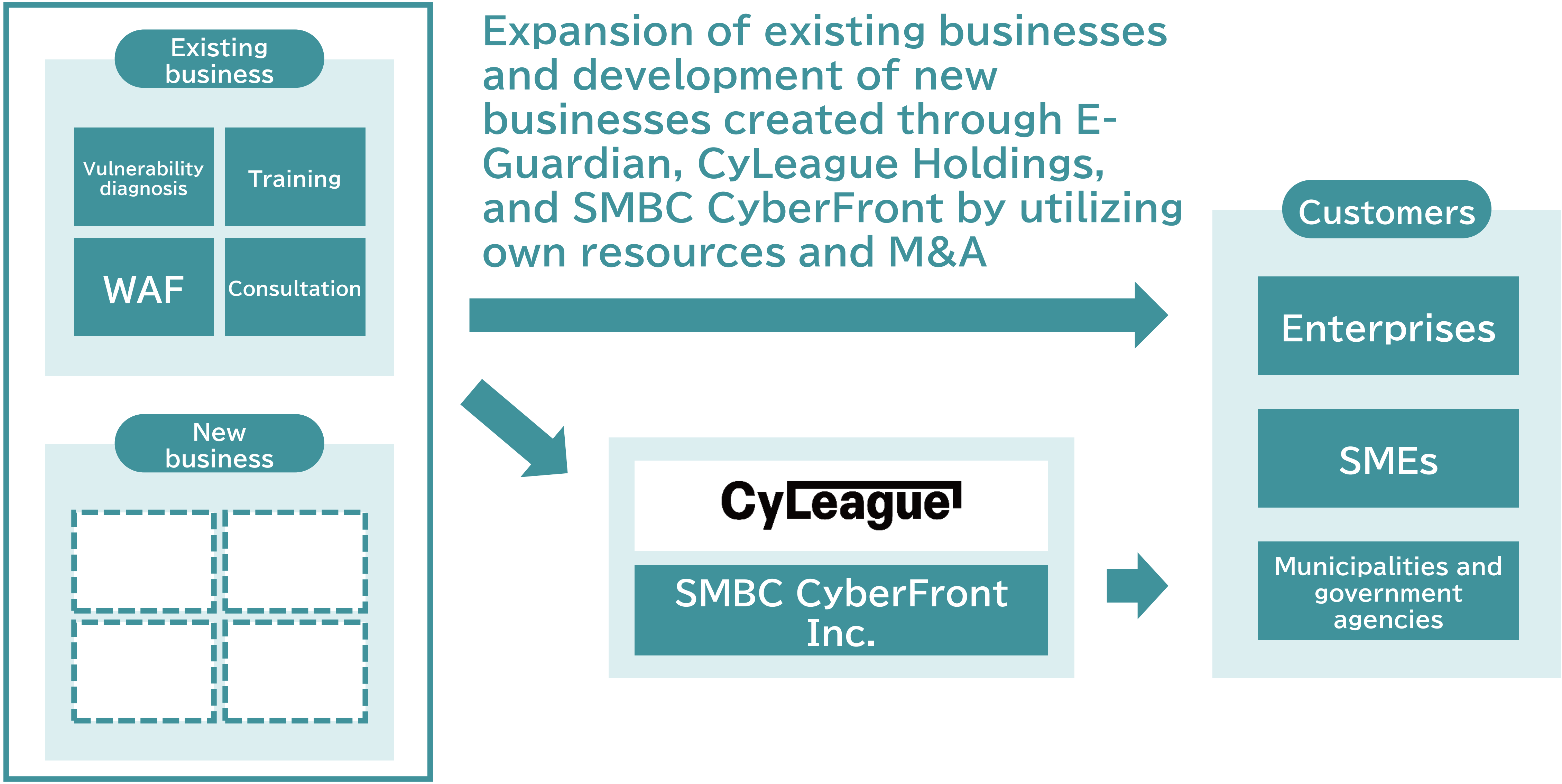
Collaboration with CyLeague Holdings to execute sales promotions

EG Secure Solutions × CyLeague

A structure for better learning outcomes comprising:
(1) Drama-like videos
(2) Desktop learning (e-learning, etc.)
(3) Tests

From training as a formality to "functional" training

Cyber Security Strategy



M&A Strategy

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Strategy

Economies of scale
Business expansion though industry peers, SES, etc.

Profit margin improvement
Streamlining operations
In-house system development

Domain expansion
Creation of new businesses in the security field

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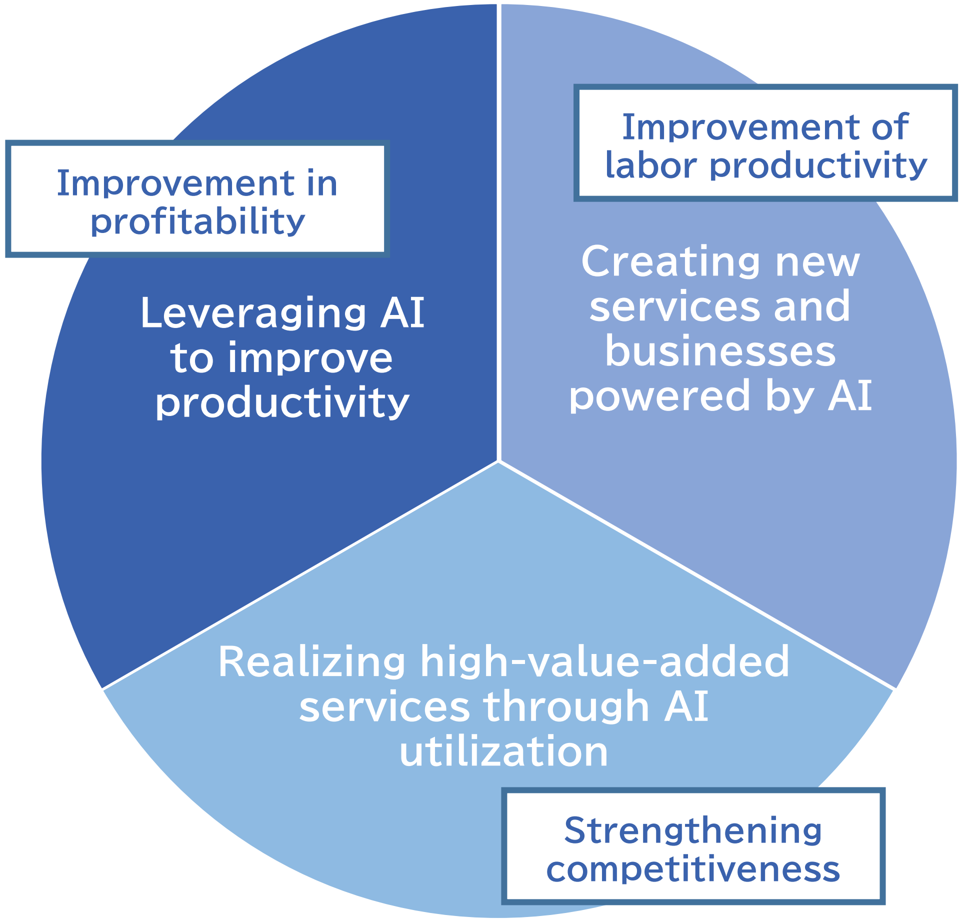
Purpose

BPO domain	Expansion of business scale Expansion of E-Guardian's service coverage
Security	Hiring security engineers Expansion into new service domains
Testing domain	Hiring testing engineers Creating new businesses
AI & Systems	Expansion of in-house system development (Streamlining operations) (Effective use of E-Guardian's training data)

Leverage synergies among domains
Actively promote career changes between domains

Overview

Creating AI-powered services to solve unresolved social challenges
Transitioning away from labor-intensive businesses



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Appendix

We Guard All

We deliver a safe and secure internet experience for every user

Company Profile

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A comprehensive internet security company safeguarding online safety and security

Name	E-Guardian Inc.
Listing	TSE Prime (6050)
Head office	Kotohira Tower 8F, 1-2-8 Toranomon, Minato-ku, Tokyo
Founded	May 1998
Representative	President & CEO Yasuhisa Takatani
Capital Stock	JPY 1,967 million
Employee Number (consolidated)	2,260 (including 1,833 contract employees)
Number of subsidiaries	Domestic: 3 Overseas: 2

As of September2025

Service Description

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SNS-related support, etc., mainly provides post monitoring and customer support
Cyber security primarily involves conducting vulnerability diagnosis and developing/selling WAFs

SNS-related support Game-related support	Advertisement-related support	Cyber security	Other
SNS and video post monitoring Customer support Multi-language support Rumor research	Advertisement Inspection Back office operation	Vulnerability diagnosis WAF SOC Consulting	Hardware-software debugging

E-Guardian | EG Tohoku | EG Philippines | EG Vietnam | EG Secure Solutions | EG Testing Services

Our Social Support Strengths

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Providing high quality and highly efficient services through the early introduction of AI and human integration

AI

2011

E-TRIDENT. Text monitoring

ROKA SOLUTION Image recognition

"E-Trident2"
Composite monitoring tool

hinagata Template Management System Customer support

2025

Early AI adoption

Operational knowhow
Accumulated data

Operating profit margin
Approx. 13.3%*

Human

More than 20 years in operation

Extensive knowledge in specialized fields

24/7, 365 days a year

* As of September 2025

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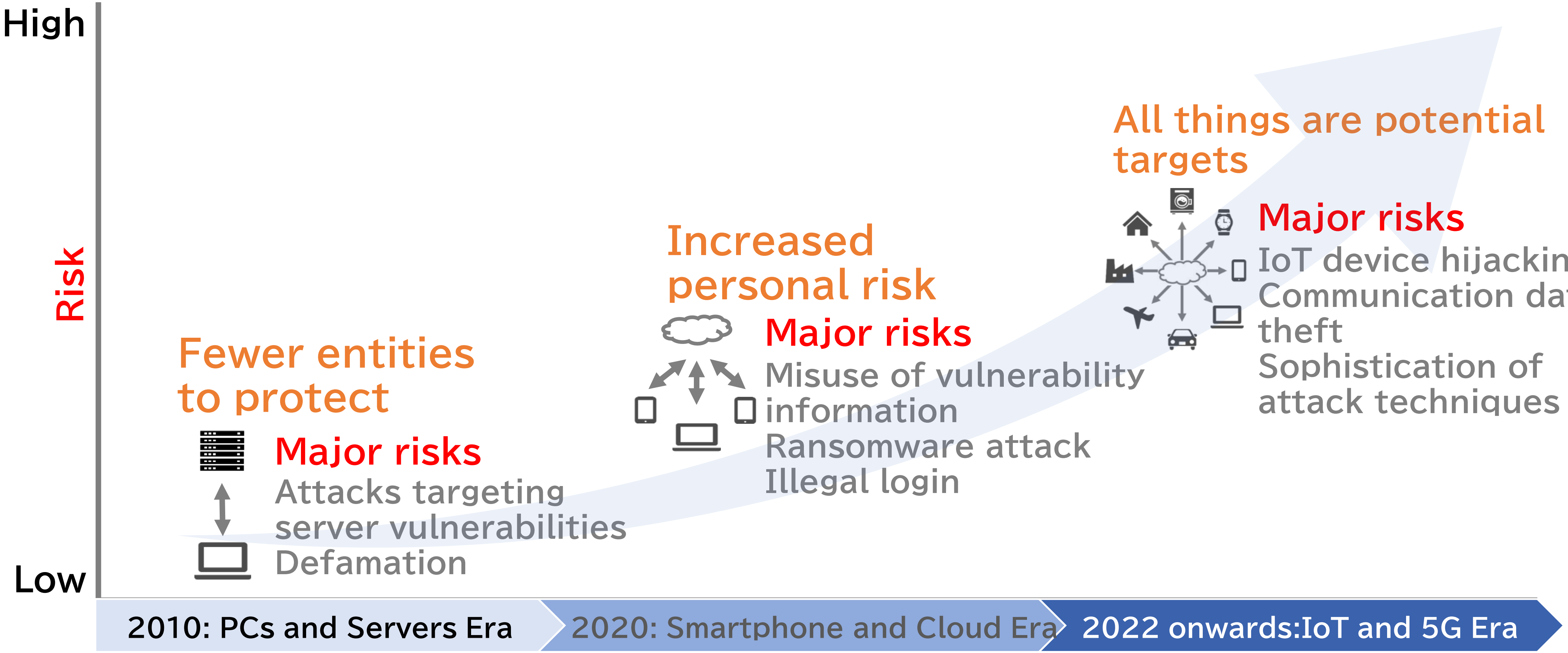
The increasing and diversifying internet risks are raising the demand for security measures



Environment

- Promoting the purchase of supplies, etc., based on the Green Purchasing Law.

Social

- Female manager ratio: 30.8% ∗1 (National average: Equivalent to Department Manager 7.9% ∗2)
- Approx. 5.5 external training sessions per year for interested employees (2024 actual: Approx. 5.4 sessions)

∗ As of the end of September 2025

∗1 “Managers” of our company refer to managers and supervisors
∗2 Source: Ministry of Health, Labour and Welfare’s “2023 Basic Survey on Gender Equality in Employment” (https://www.mhlw.go.jp/toukei/list/dl/71-r05/02.pdf)

Governance

- Three outside Directors out of seven at the Board of Directors
- Established a voluntary Nomination and Remuneration Committee and Special Committee

As of the end of September 2025

Notes on Using This Material

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- Please note that this document includes our company's plans and performance forecasts. These plans and projected figures are based on information available to us as of the present date and represent our current estimates.
- Accordingly, actual results may differ materially from these plans and projections due to various factors in the future.
- This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

- Contact: General Affairs Department, E-Guardian Inc.

info@e-guardian.co.jp
TEL 03-6205-8859