



E-Guardian

We Guard All

Fiscal year ended September 2026 Earnings Announcement 1st quarter of FY

E-Guardian Co., Ltd. (6050)
2026 February.

1. Executive Summary

2. 1Q Results for 2026

3. 2Q Initiatives in 2026

**4. Status of Medium-Term Management Plan
Initiatives**

5. Appendix

Steady progress in planning to change business model to AI-BPO company
Promote specific initiatives to recover profit margins from the second half

In 2026
1Q

Sales and profits declined YoY,
but sales and profits were basically in line with forecasts.
Invest in advance to expand projects and propose implementation of AI
Realize streamlining of the organization
by optimizing prices and improving productivity

In 2026
2Q

Acquisition of customers in new domains
(political parties, real estate, government and municipal)
Improving labor productivity by implementing AI → Optimizing bases
Established AI Promotion Department

Medium-Term
Management Plan
Initiatives

Responding to the need for automation, acceleration,
and labor saving by AI promotion departments
Restructuring EG Brand-of AI × People

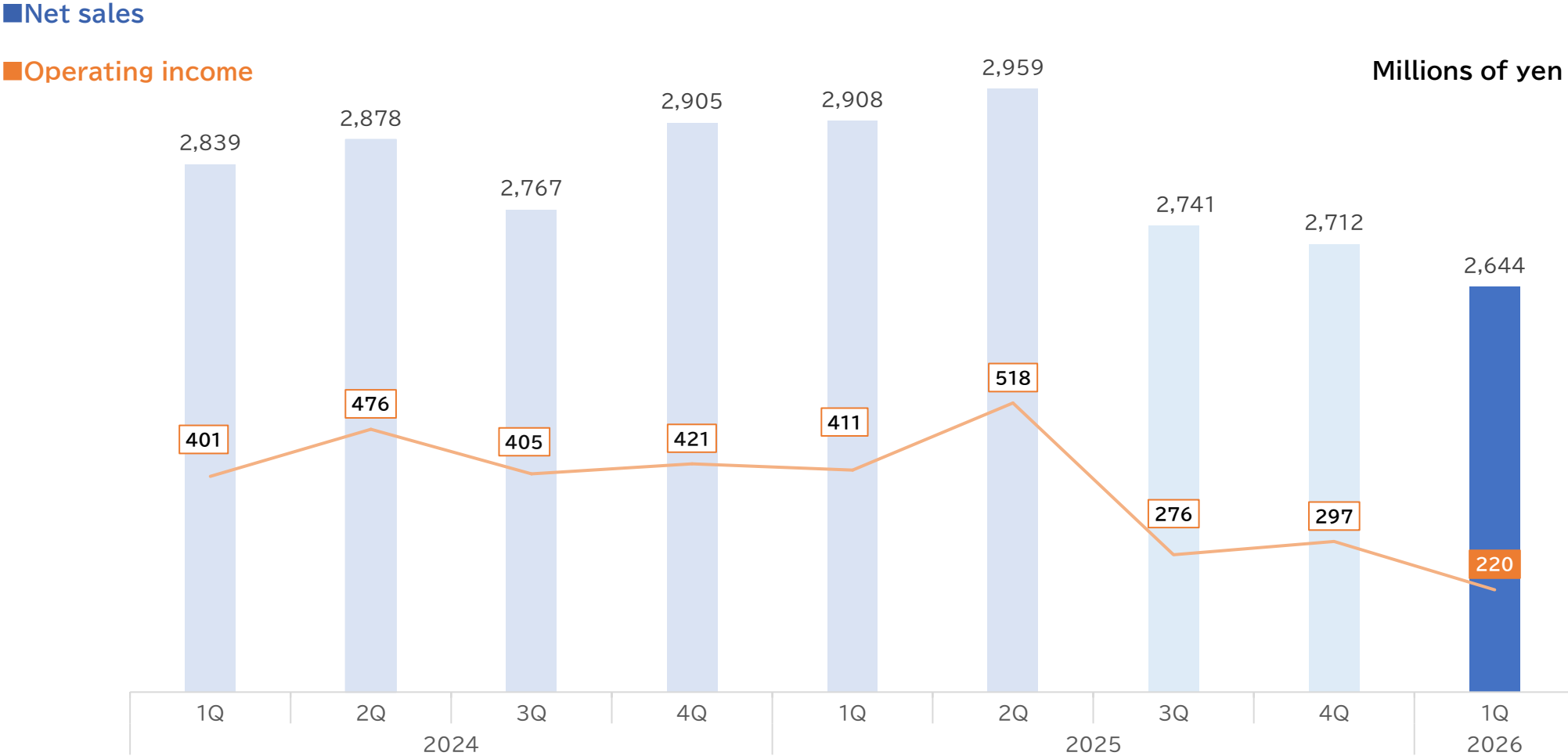
In 2026 1Q performance

(October 2025 to December 2025)

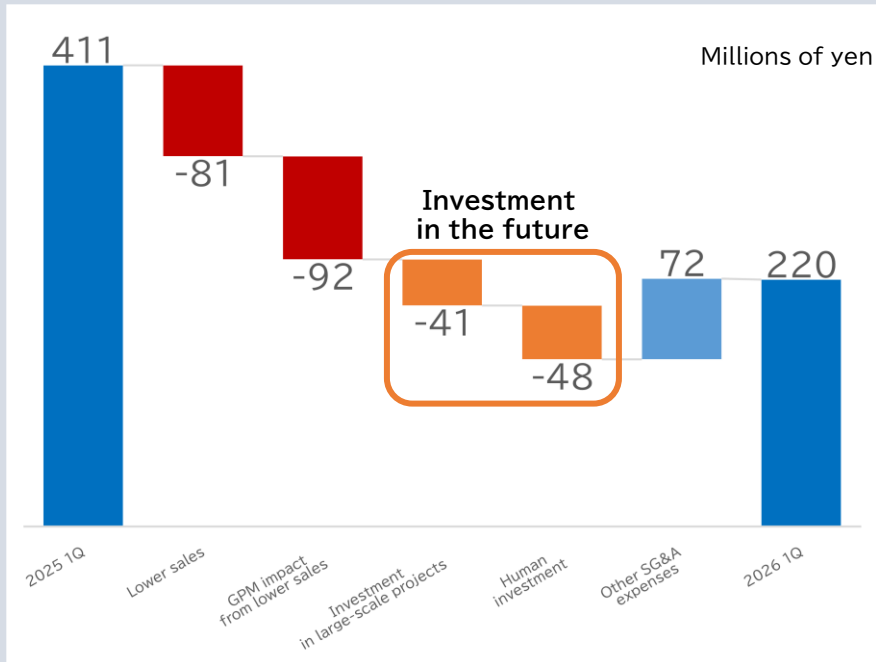
Decreased due to sharp decline in sales of existing customers
As an up-front investment for the launch of large-scale projects
Decreased due to human capital expenditure
in AI/DX,marketing and sales fields.

Millions of yen	Q1 Actual	Same period last year Actual	From the preceding year
Net sales	2,644	2,908	90.9%
Operating income	220	411	53.6%
Ordinary income	228	412	55.5%
To the parent company shareholders Belong to Net Income	110	245	45.2%

Sales were 95% of target and OPM trended as planned



Analysis of Changes in Operating Income (YoY)



Decrease in sales and gross profit margin were the main factors behind the decline in profits.
Personnel expenses mainly consist of personnel investment for growth

Initiatives to Improve GPM

1

By implementing AI in large-scale projects
Proposes reduction of work man-hours
Contributing to the improvement in the gross profit margin from the second half

2

For large-scale projects of major customers
Negotiations for price optimization proceed and generally reach agreement
Profitability of existing projects returned to an appropriate level

3

By improving labor productivity through the use of AI
Streamlined organization
(Merged with E-Guardian Tohoku Co., Ltd.)

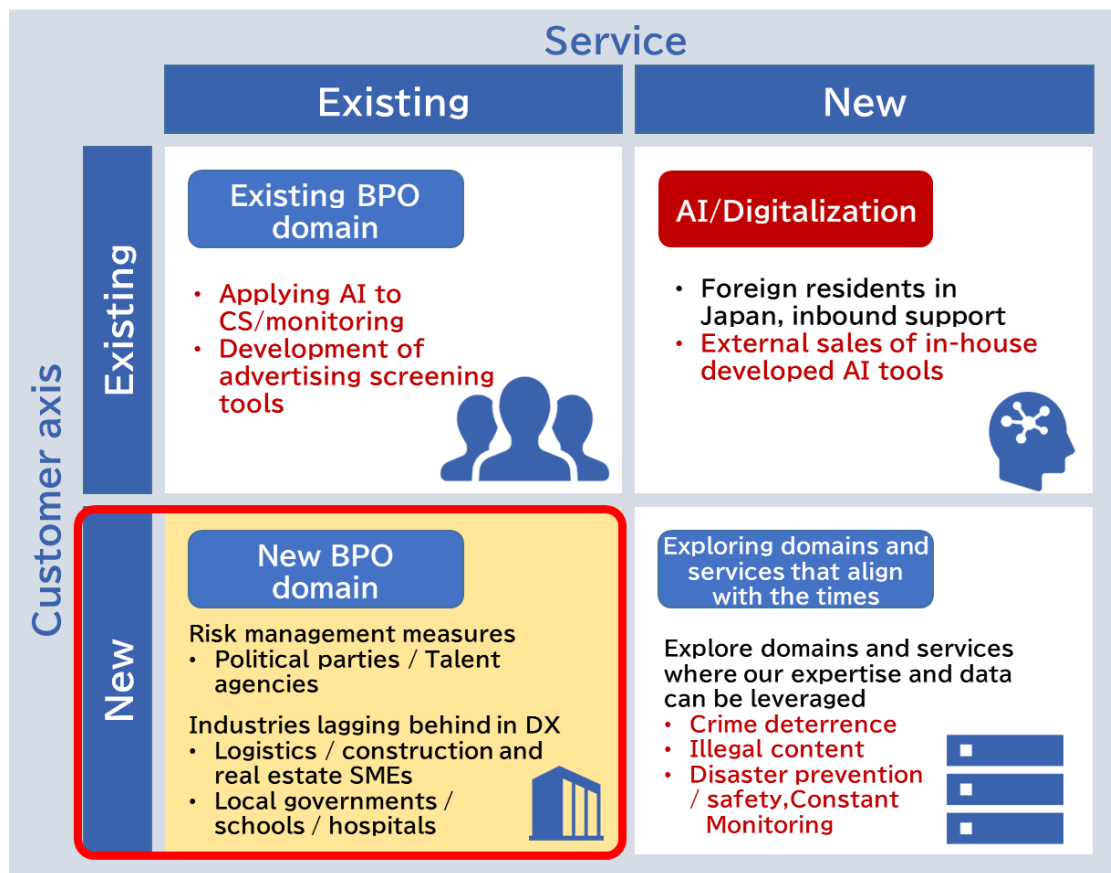
Contributed to improvement in GPM from the second half

In 2026 2Q initiatives

(January 2026 to March 2026)

Initiatives after 2Q (BPO)

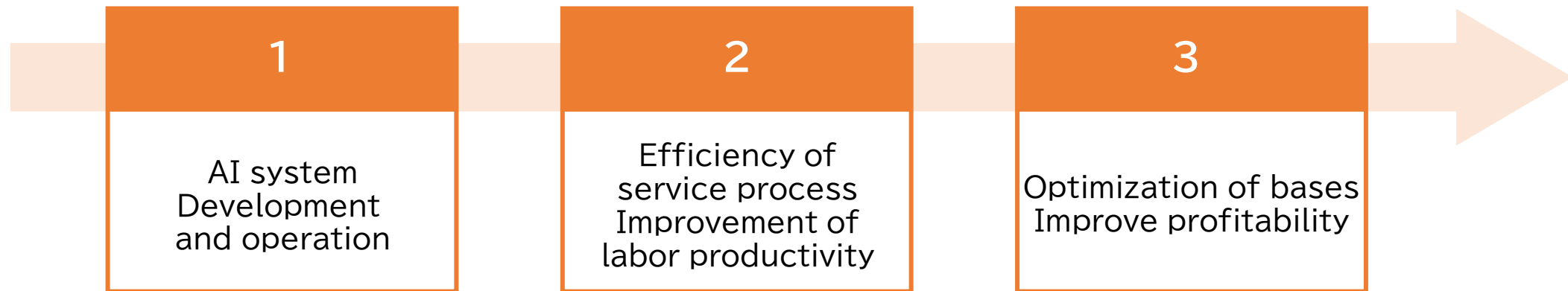
Initiatives for the Fiscal Year Ended September 2026



2Q Initiatives

Political party	Acquired political party-related projects Aggressive development of SNS risk-detection services for political parties 12/18 Started collaboration with PoliPoli Co., Ltd.
Real estate	Acquisition of real estate-related customers Strengthen sales development, including major real estate companies
Local government Government and other public offices	Through change HD collaboration Acquisition of public-sector customers

Improve labor productivity by developing and operating AI systems.
Improve profitability by optimizing bases in the current fiscal year



For a comparative review of cybersecurity services
In response to the change from search engines to generation AI,
Establish an advantage by making it easier for us to display on the generating AI

Changes in the selection method for
newly considered enterprises

Traditionally: Search Engine

The user searches,
Flow of self-comparison



Future: Generation AI

AI summarizes the data,
Directly proposing
optimal companies



Our marketing strategy

1

Content Structuring Strategy for Generation AI
(Develop seminars, releases, etc.
with structured text
Make AI a form that is easy to diverse)

2

**Build fans with empathy and
create a recommended environment**
(Focus on providing contents such as Podcast and seminars.
Create a system to remain a fan)

3

Change HD linkage and data-disclosure
(Cooperate with change HD
to actively disclose information
Improve media listing rate)

Mid-Term Management Plan Status of Initiatives

Established AI Promotion Department Responding to the needs for automation, speed, and labor saving

	Demand for AI to us
1	Automation and speedup of monitoring of images and text
2	Automation, labor-saving, and speed-up of CS response
3	Automation and sophistication of SNS posting checking
4	Automation of detection related to unauthorized use and reproduction
5	Automation of ad reviews



- 1

Proposing the introduction of AI services to current customers
Introduction of AI Agents in Existing BPO Processes
Designing business processes that apply AI agents
- 2

Creation of new AI-BPO services originating in EG
Quantitative Targets 3 services developed during the current fiscal year

Building an Image of AI-BPO
Restructuring EG Brand-of AI × People

Appendix

We Guard All

We deliver a safe and secure internet
experience for every user

A comprehensive internet security company safeguarding online safety and security

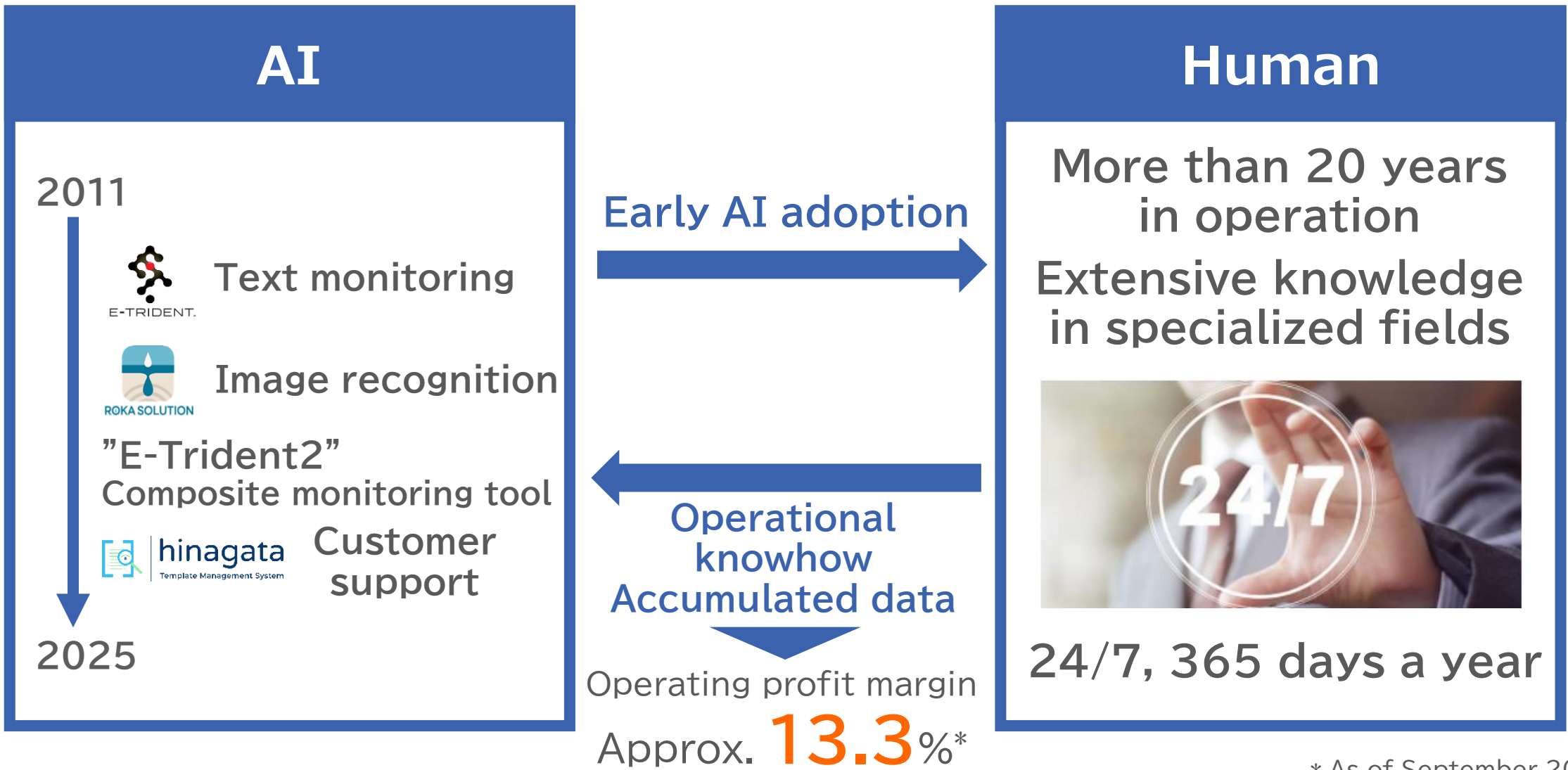
Name	E-Guardian Inc.
Listing	TSE Prime (6050)
Head office	Kotohira Tower 8F, 1-2-8 Toranomom, Minato-ku, Tokyo
Founded	May 1998
Representative	President & CEO Yasuhisa Takatani
Capital Stock	JPY 1,967 million
Employee Number (consolidated)	2,260 (including 1,833 contract employees)
Number of subsidiaries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

SNS-related support, etc., mainly provides post monitoring and customer support

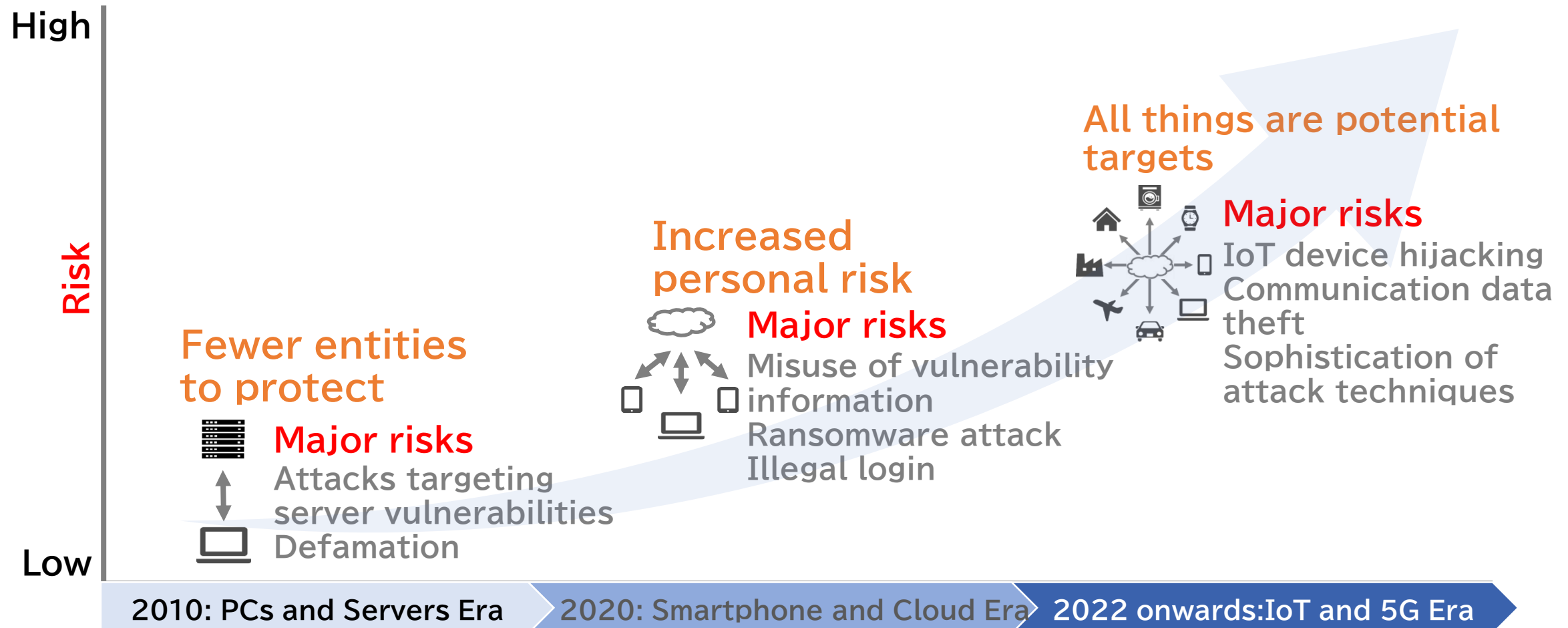
Cyber security primarily involves conducting vulnerability diagnosis and developing/selling WAFs

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

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



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

- 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: IR, E-Guardian Inc.

info@e-guardian.co.jp

TEL 03-6205-8859