



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
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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

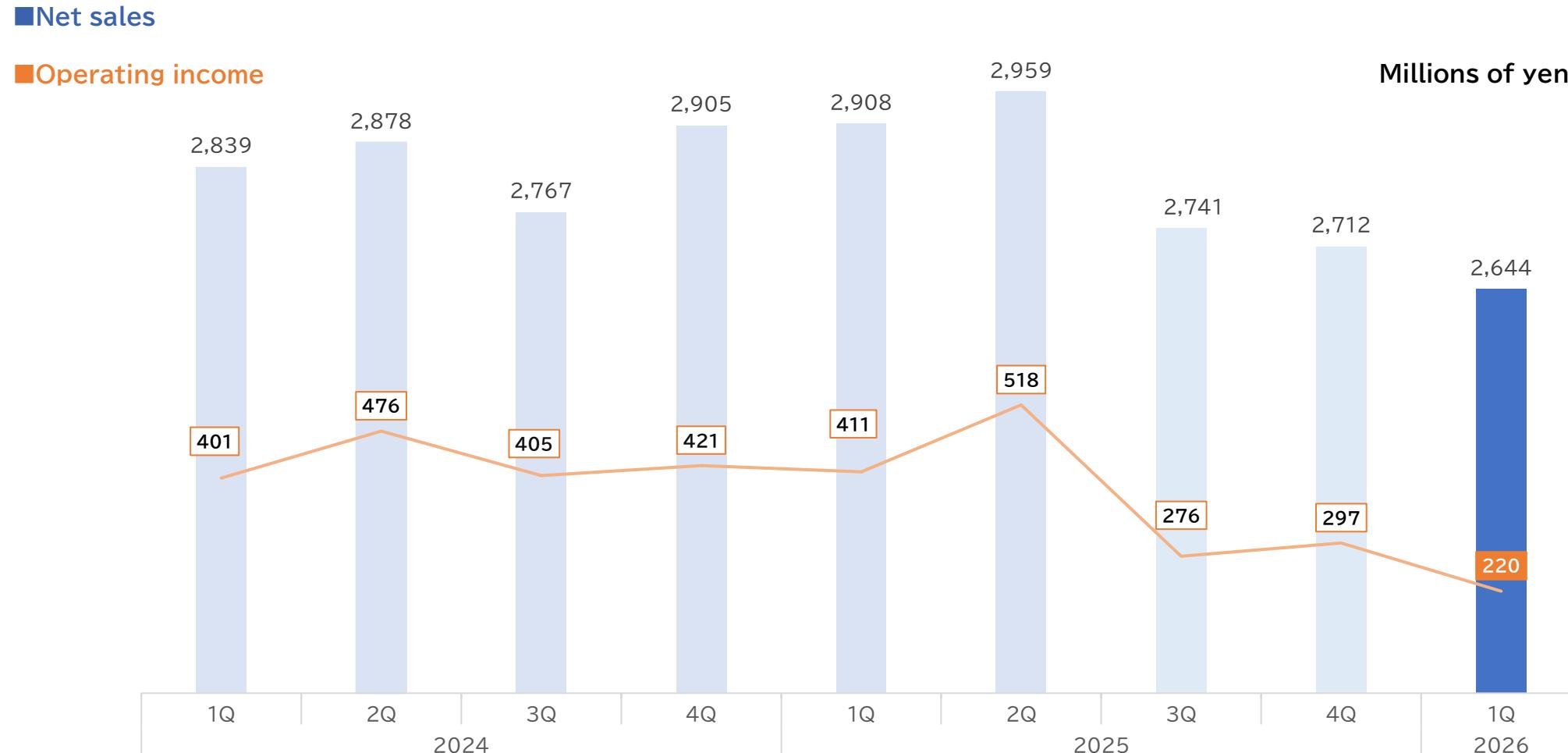
1Q performance

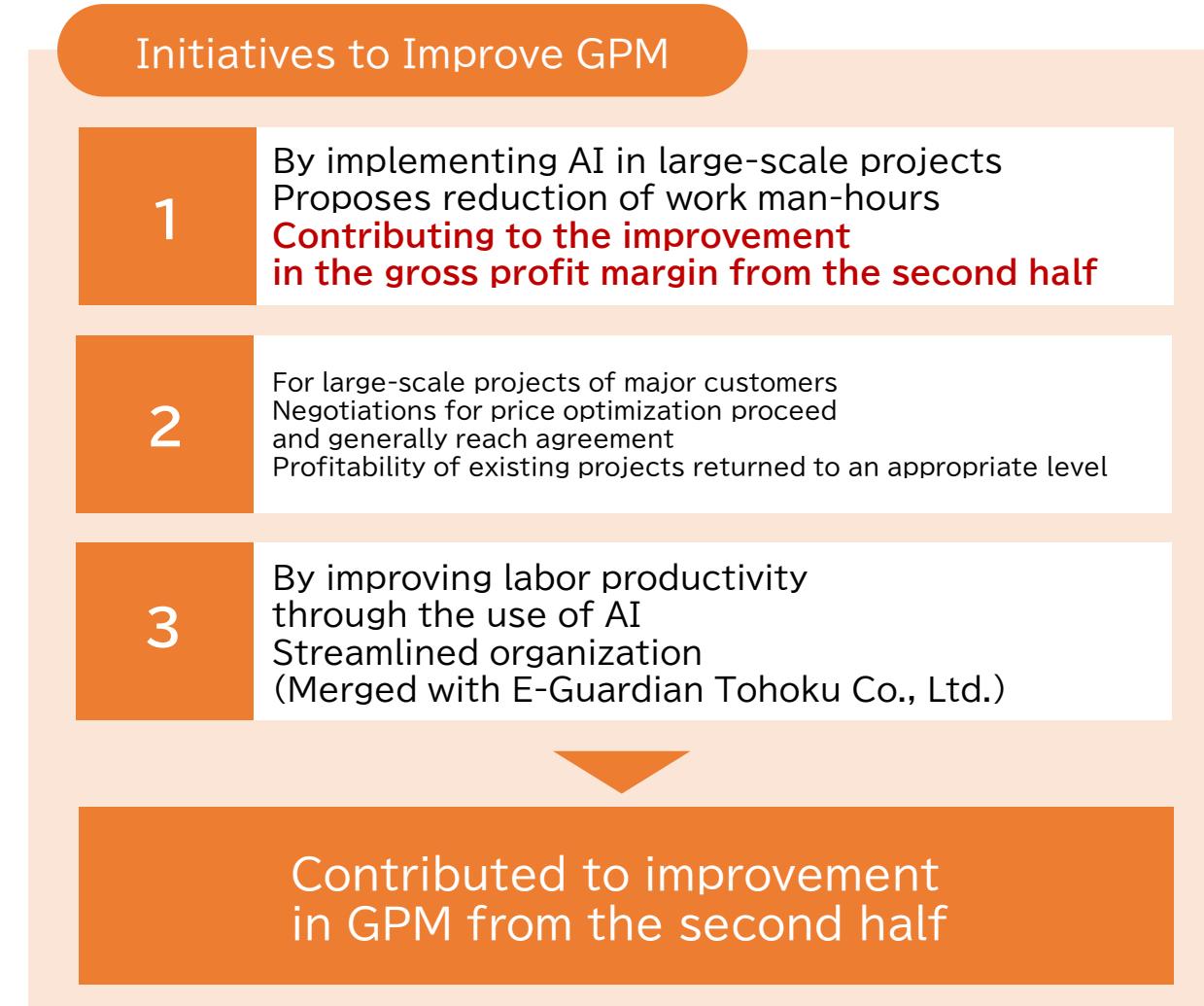
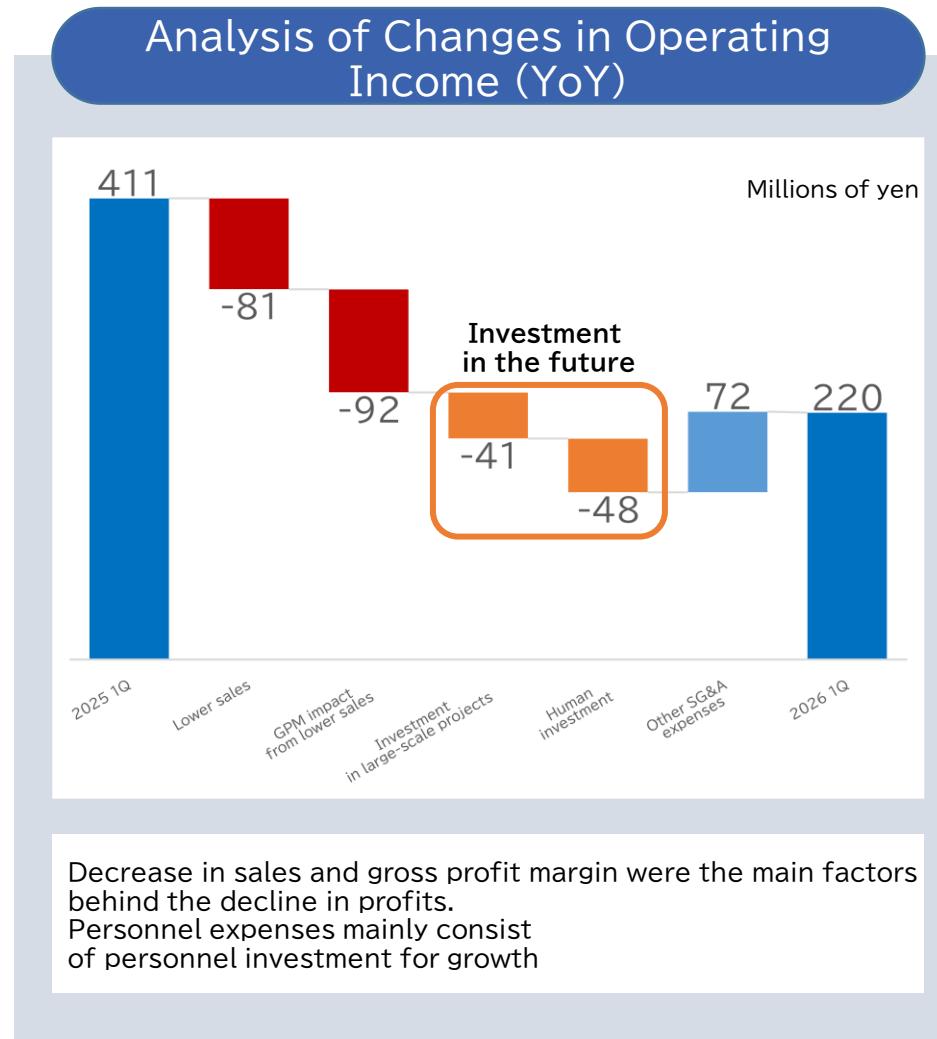
(October 2025 to December 2025)

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%

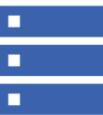
Sales were 95% of target and OPM trended as planned

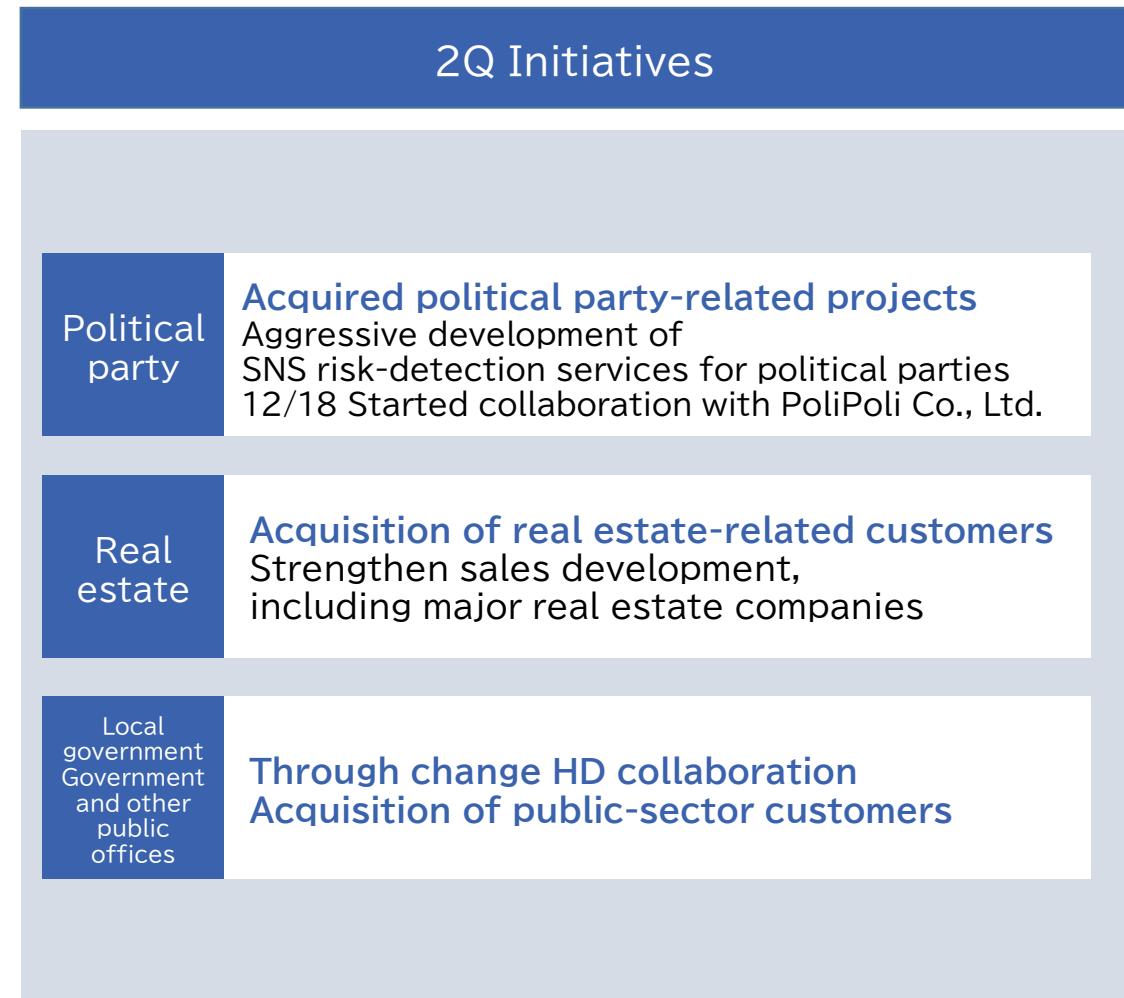




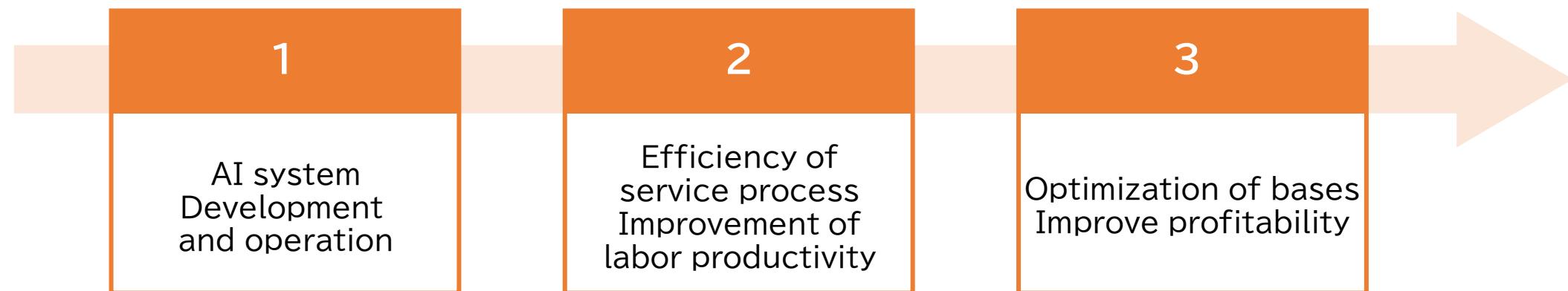
In 2026 2Q initiatives (January 2026 to March 2026)

Initiatives for the Fiscal Year Ended September 2026

		Service	
		Existing	New
Customer axis	Existing	Existing BPO domain <ul style="list-style-type: none"> Applying AI to CS/monitoring Development of advertising screening tools 	AI/Digitalization <ul style="list-style-type: none"> Foreign residents in Japan, inbound support External sales of in-house developed AI tools 
	New	New BPO domain <ul style="list-style-type: none"> Risk management measures <ul style="list-style-type: none"> Political parties / Talent agencies Industries lagging behind in DX <ul style="list-style-type: none"> Logistics / construction and real estate SMEs Local governments / schools / hospitals 	Exploring domains and services that align with the times <ul style="list-style-type: none"> Explore domains and services where our expertise and data can be leveraged <ul style="list-style-type: none"> Crime deterrence Illegal content Disaster prevention / safety, Constant Monitoring 

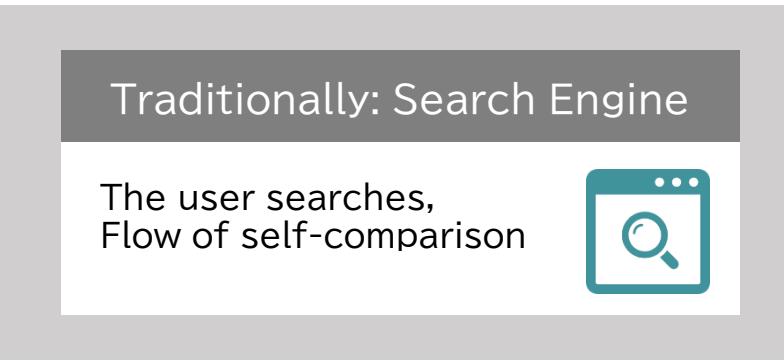


**Improve labor productivity by developing and operating AI systems.
Improve profitability by optimizing bases in the current fiscal year**



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



Our marketing strategy

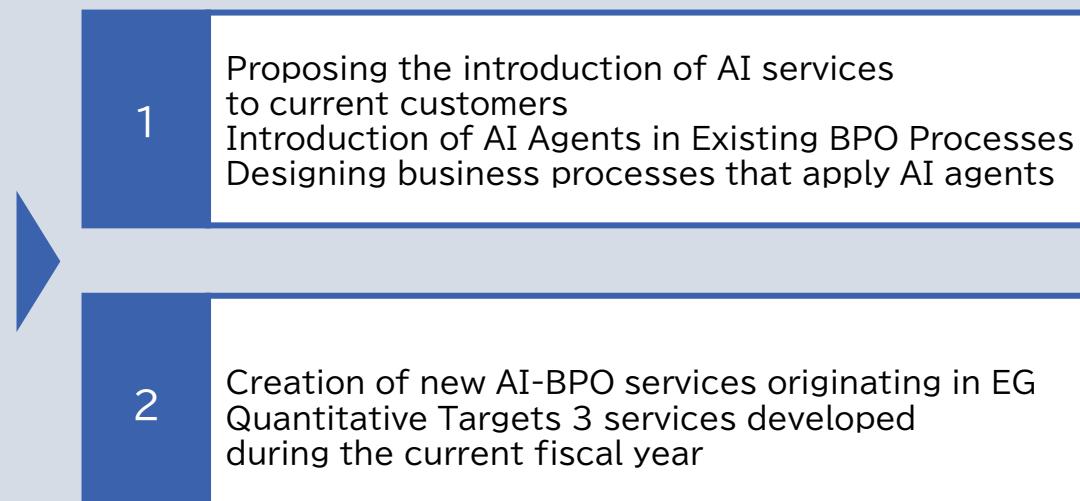
- 1 **Content Structuring Strategy for Generation AI**
(Develop seminars, releases, etc.
with structured text
Make AI a form that is easy to diverse)
- 2 **Build fans with empathy and
create a recommended environment**
(Focus on providing contents such as Podcast and seminars.
Create a system to remain 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



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 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

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	Advertisement-related support
Game-related support	
SNS and video post monitoring	Advertisement Inspection
Customer support	Back office operation
Multi-language support	
Rumor research	

Cyber security
Vulnerability diagnosis
WAF
SOC
Consulting

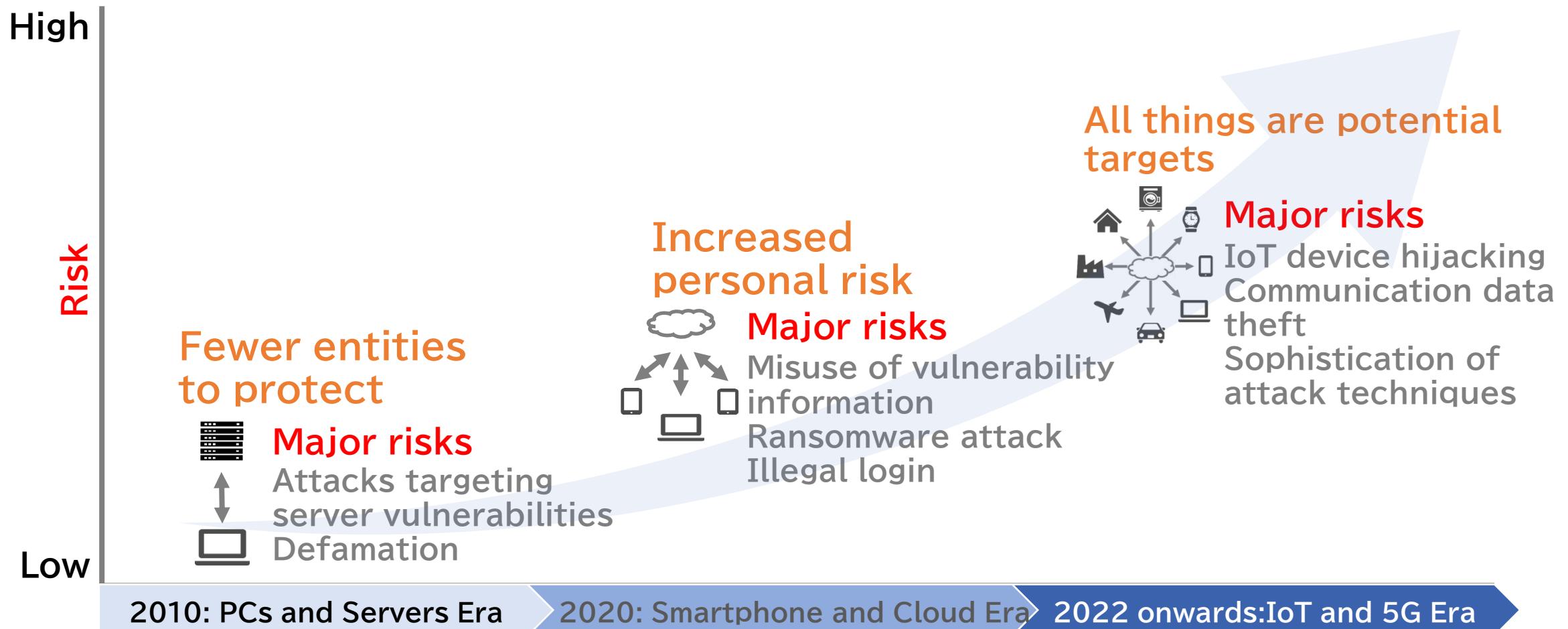
Other
Hardware-software debugging

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



24/7, 365 days a year

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.
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