



# Financial Materials for FY2026 1Q

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Cyber Security Cloud, Inc.

May 15, 2026

TSE Growth Market : 4493

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# Overview of Results for FY2026 1Q

**ARR** (Annual Recurring Revenue)

P6

**5.19** Billion Yen

YoY : +16.2%

**Revenue** (1Q)

P7

**1.39** Billion Yen

YoY : +17.5%

**Operating Profit** (1Q)

P5

**0.36** Billion Yen

YoY : +50.6%

## Q1 Topics

P12~17

- Establishment of the “AI Trust Board,” a new steering body to accelerate the group's AI strategy
- Earned technical trust from ASEAN governments through a Ministry of Internal Affairs and Communications project
- Expanded business domain by strengthening cloud incident response
- Acquired the first certification as a domestic independent software vendor

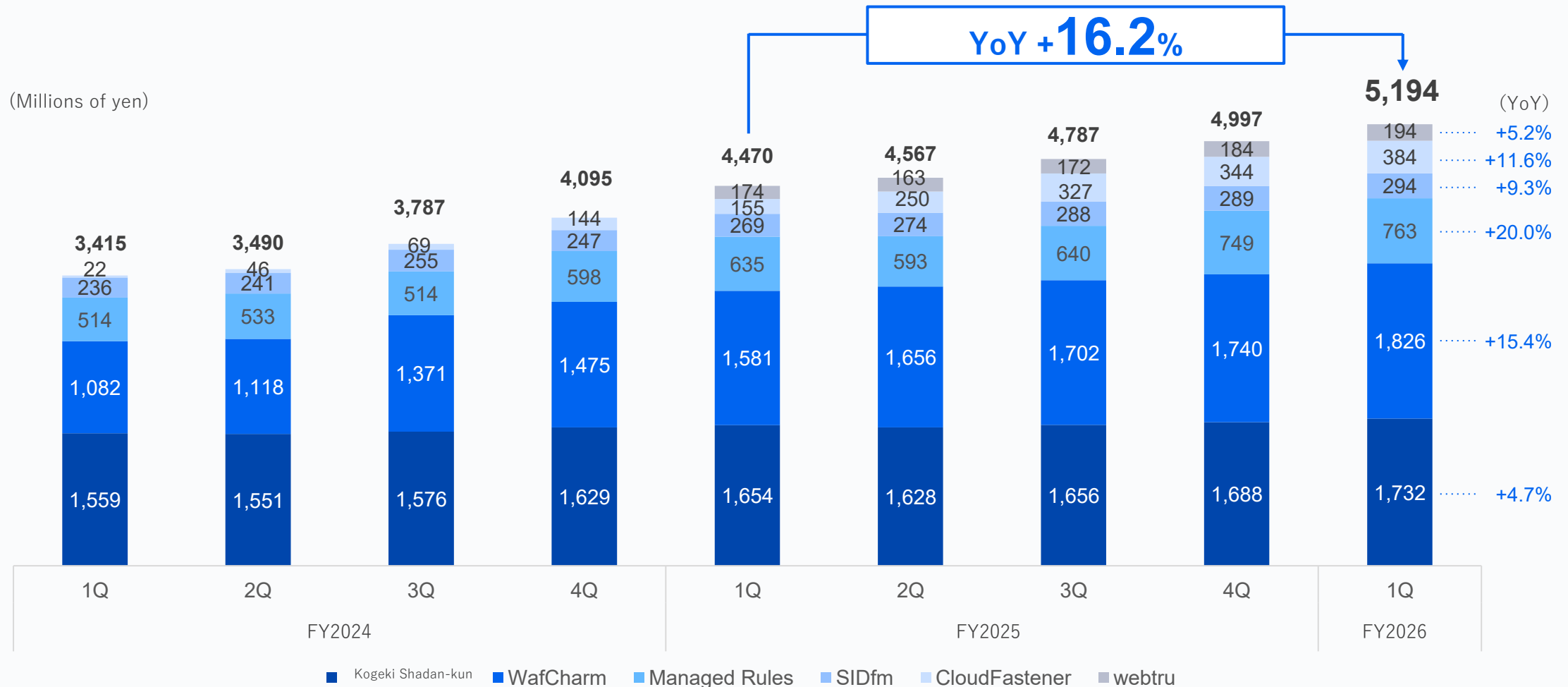
# Overview of Results

- Landed at net sales of 1.39 billion yen (YoY +17.5%) and operating profit of 360 million yen (YoY +50.6%)
- Progressing as planned against the FY2026 full-year forecast of 6.0 billion yen in net sales and 1.2 billion yen in operating profit

(Millions of yen)	(Consolidated) FY2025 Q1	(Consolidated) FY2026 Q1	YoY	(Consolidated) FY2026 Forecast	Progress Rate
Revenue	1,186	1,393	+17.5%	6,000	23.2%
Gross Profit	762	949	+24.5%	—	—
Operating Profit	240	362	+50.6%	1,200	30.2%
Operating Profit Margin	20.3%	26.0%	+5.7pt	20.0%	—
Ordinary Profit	210	382	+82.1%	1,200	31.9%
Profit Attributable to Owners of Parent	162	261	+61.2%	865	30.3%

# Variation in ARR

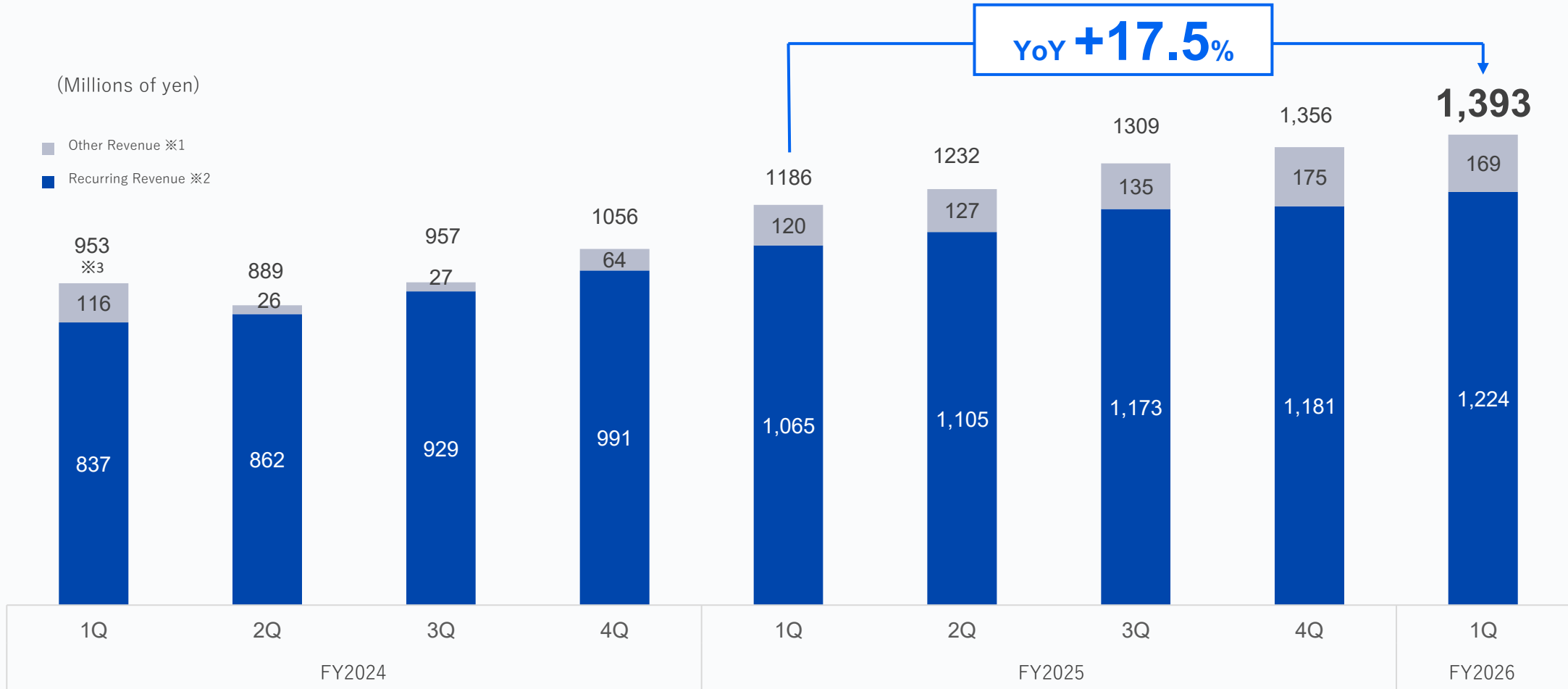
- Company-wide ARR landed at +16.2% YoY. WafCharm's pay-as-you-go sales are on an upward trend due to increased traffic accompanying the spread of AI.
- Further ARR improvement is expected in the future due to price revisions being planned for multiple products.



ARR: Annual Recurring Revenue. This is calculated by annualizing MRR (Monthly Recurring Revenue), which is the total recurring revenue earned monthly from existing customers, as of the end of the relevant month, by multiplying it by 12. As of the end of March 2026, the number of users and churn rates for “Kogeki Shadan-kun (攻撃遮断くん)” and “WafCharm” are described on page 35 in the company overview section, “(2) Our Features: Stable Revenue Structure.”

# Variation in Revenue

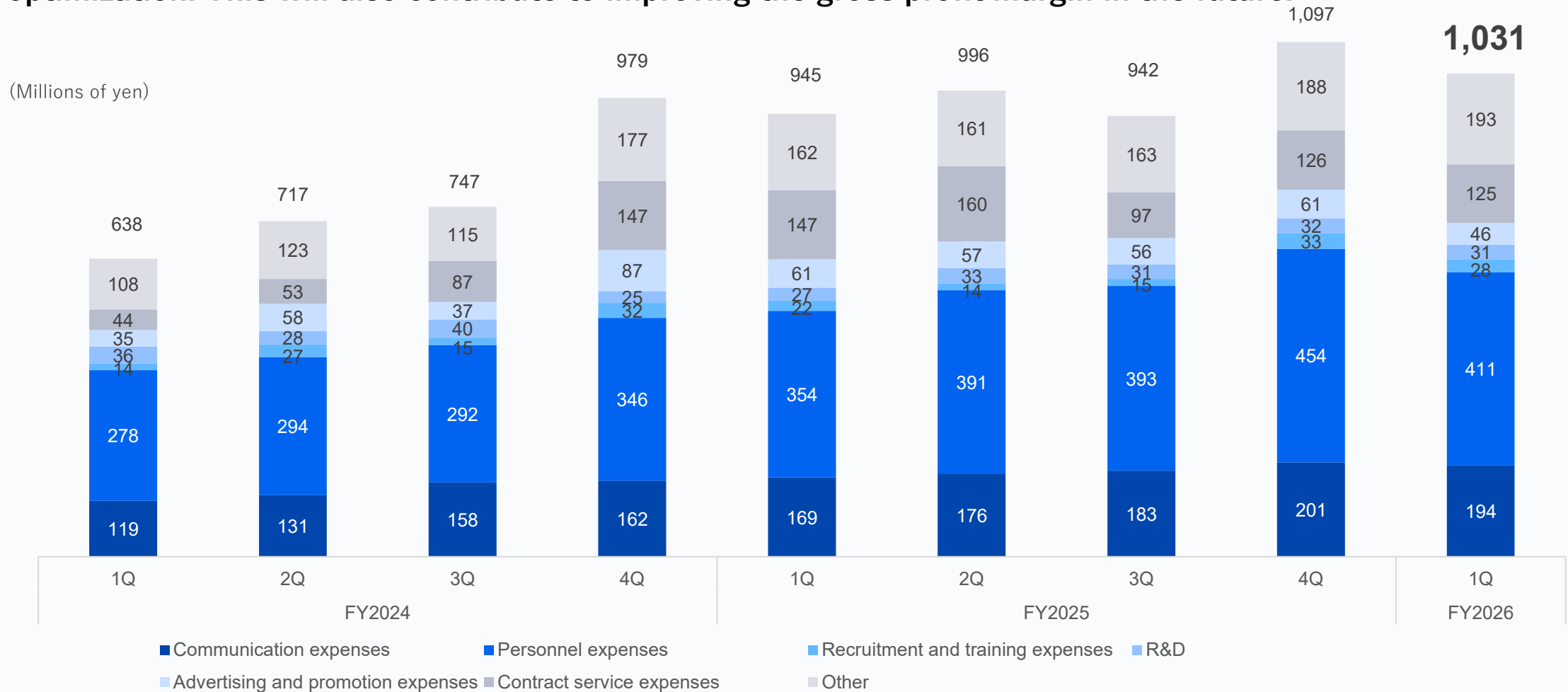
- Recurring revenue increased steadily due to the growth of each product.
- Net sales of vulnerability assessments reached a record high since listing. Other revenue, including spot projects, also remained solid.



※1 Total net sales including spot contracts such as initial installation fees, vulnerability assessments, and contract development projects  
 ※2 Total MRR of Kogeki Shadan-kun, WafCharm, Managed Rules, SIDfm, CloudFastener, and webtru  
 ※3 Includes approximately 70 million yen in projects related to the Digital Agency's Government Cloud

# Operating Costs (Cost of Revenue and SG&A)

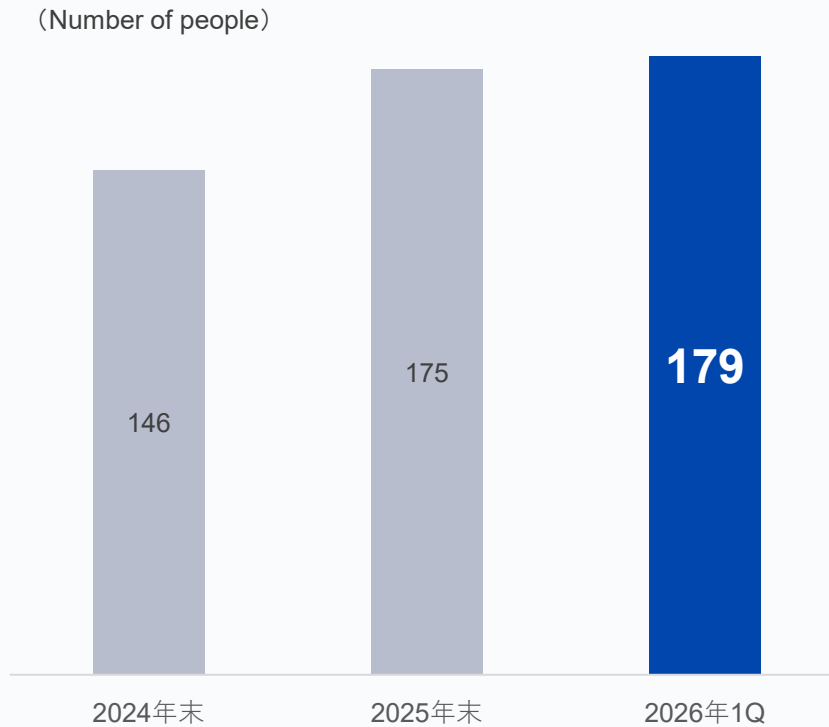
- Despite an increase in the number of employees, personnel expenses decreased compared to 4Q FY2025 because the performance-linked bonus recorded in the previous fiscal year was not incurred in this quarter.
- Communication costs decreased compared to 4Q FY2025 by suppressing costs through infrastructure cost optimization. This will also contribute to improving the gross profit margin in the future.



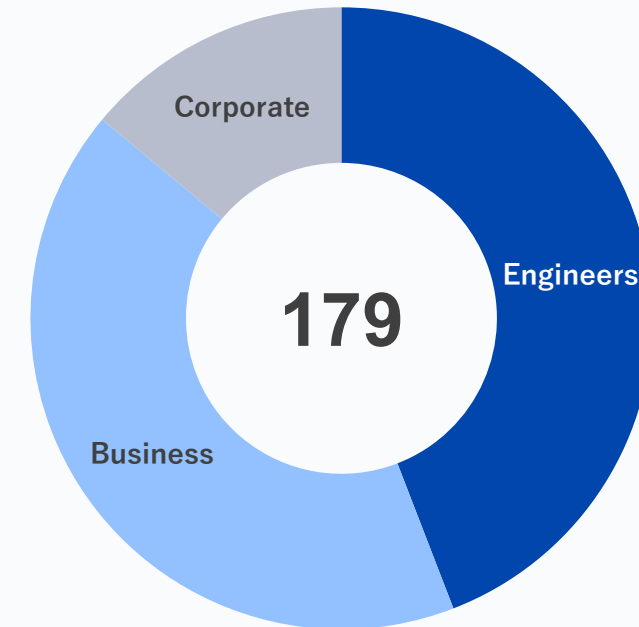
# Employees who Support the Growth of Cyber Security Cloud

- The number of employees increased by 4 compared to the end of the previous fiscal year due to continuous mid-career recruitment activities.
- Welcomed new graduate employees (3rd cohort) in April 2026, and continuing recruitment for future growth.

## Trends in Number of Employees※



## FY2026 1Q Personnel Composition



※The number of employees includes temporary staff. In addition, the figure represents the total number of employees in the Japanese and US corporations.

# (reference) Statement of Income

(百万円)	FY2024				FY2025				FY2026	YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	
Revenue	953	889	957	1,056	1,186	1,232	1,309	1,356	1,393	+17.5%
Cost of Revenue	263	294	346	433	423	438	416	472	444	+4.9%
Gross profit	690	595	611	623	762	793	893	883	949	+24.5%
Gross profit margin	72.4%	66.9%	63.9%	59.0%	64.3%	64.4%	68.2%	65.2%	68.1%	+3.8pt
SG&A	375	420	404	546	521	557	525	625	586	12.4%
Operating profit	315	174	207	76	240	235	367	258	362	+50.6%
Operating profit margin	33.1%	19.6%	21.7%	7.2%	20.3%	19.1%	28.1%	19.1%	26.0%	+5.7pt
Ordinary profit	342	206	149	134	210	218	376	287	382	+82.1%
Net Income Attributable to Owners of the parent	235	137	98	103	162	148	256	254	261	+61.2%

# (reference) Consolidated Balance Sheet and Cash Flow Statement

(Millions of yen)	FY2024 1Q	FY2025 1Q	FY2026 1Q
Current Assets	2,146	3,731	4,596
Fixed Asset	634	1,109	1,113
Total Assets	2,781	4,840	5,710
Current Liabilities	866	890	894
Fixed Liabilities	91	278	173
Total Liabilities	958	1,169	1,068
Net Assets	1,822	3,671	4,641
Total liabilities and Net Assets	2,781	4,840	5,710

(Millions of yen)	FY2024 Full Year	FY2025 Full Year※
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

※ Since the statement of cash flows for the first quarter of FY2026 is not prepared, the statement of cash flows for the most recent quarter is shown.

**2**

# Topics in FY2026 1Q

# (Reference Information) Our Group's AI Strategy

- We are advancing three key initiatives: enhancing security through AI, developing services to ensure the safe use of AI, and promoting company-wide adoption of AI
- Driven by new security needs in the AI era, we aim to create value through AI

1

## AI for Security

Incorporate AI into existing products to improve defense accuracy and operational efficiency



Waf Charm

Improvement of defense accuracy through AI analysis and prediction



Streamlining operations through AI triage and automation

Improvement of defense accuracy ×  
Maximization of operational efficiency

2

## Security for AI

Develop new security services to address new risks associated with the expansion of AI utilization

### AI Security Posture Management

Visualization and management of AI utilization

### AI Secure Gateway

Protection and Control of AI Agents

### AI Guardrails

Defense layer for AI environments

Ensure safety of AI utilization ×  
Minimize risk

3

## AI-Native Organization

Leverage AI across the company to improve productivity.

### Development

Business innovation to AI-DLC (AI-Driven Development Lifecycle)

### Security Operations

Vulnerability detection and automated response for codebases and environments, threat analysis and investigation, knowledge utilization

### Corporate

Business automation, knowledge sharing, internal assistants

Improve productivity ×  
Create innovation

## AI Trust Board

Maximizing the Value of AI While Ensuring Reliability

A Decision-Making and Trust Framework Underpinning the Entire AI Strategy

# Establishment of the “AI Trust Board,” a new steering body to accelerate the group's AI strategy

- We have established a new strategic initiative organization reporting directly to the CTO to serve as a central hub for advancing strategies related to AI-related businesses, AI adoption, and AI governance.
- We aim to centralize AI initiatives, which have previously been pursued independently by individual departments, with the goal of driving internal reform and creating new services.

## AI Trust Board – Key Members



**Head of Product Division,  
Kay Yamada**

Promotes AI implementation and value creation in products



Cyber Security



**CEO & CTO,  
Yoji Watanabe**

Leads the company-wide AI strategy based on cutting-edge technology



AI Technology



**Representative Director of DataSign,  
Yuji Ota**

Leads social implementation of AI technology and new business development



Data & Trust

A team structure centered on experts across various fields including generative AI

## Expected Outcomes



### Acceleration of AI utilization speed

By consolidating company-wide knowledge and resources, the cycle from validation to implementation is significantly accelerated



### Creation of new services

Development and social implementation of new products that ensure reliability and governance of AI usage



### Maximization of group-wide synergy

By combining AI and data technology assets across CSC × DataSign, the group strengthens competitiveness through cross-organizational integration

## Activities of the AI Trust Board

### 1 Consolidating knowledge

Company-wide aggregation of insights from security operations, threat intelligence, and AI use cases across departments

### 2 Standardization and sharing

Establishing common guidelines and evaluation criteria to enable safe and efficient AI utilization

### 3 Accelerating utilization and development

Driving company-wide business transformation, applying AI to existing products, and rapidly developing new services

# Acquired technological trust from ASEAN governments through the project by the Ministry of Internal Affairs and Communications

- Conducted cloud security training for ASEAN government officials, etc., as part of the Ministry of Internal Affairs and Communications' project
- Promoting the establishment of a solid business foundation for medium- to long-term overseas expansion by strengthening public-private partnerships



**Public-private partnership**  
Our track record of public-private partnerships in the Ministry of Internal Affairs and Communications' international support projects strengthens **our brand power and technological trust both domestically and internationally.**

**Building a Pipeline for the ASEAN Market**  
**Forming a foothold for collaboration and market development in APAC** through technical support to ASEAN governments

# Expansion of Business Domain by Strengthening Cloud Incident Response

- Released a new service of CloudFastener, “IRDF Option Service.” Enables response to emergencies as well as peacetime.
- Aiming to upsell to existing customers and accelerate the acquisition of new customers by expanding the offering area to "response and recovery."



## CloudFastener


Existing Business Domain :  **Peacetime Response**

Prevent attacks proactively and detect them early



**CloudFastener**  
RDF Option Service

Upsell

New Domain :  **Emergency Response**

Minimize business impact through rapid response and recovery support

\*IRDF: Incident Response and Digital Forensics

# Acquired the first certification as a domestic independent software vendor

- Highly evaluated for its advanced expertise in cloud incident response, and acquired AWS certification
- Accelerate the growth of CloudFastener by leveraging the advanced incident response system officially certified by AWS

## AWS Security Incident Response Ready Partner \*As of May 15, 2026



## Background of acquiring certification

To prove the advanced incident response capabilities required by AWS, build a trusted foundation where customers can confidently leave their comprehensive cybersecurity measures, and aim for medium-to-long-term order expansion and improvement of customer LTV.

※ AWS Official Website (AWS Security Incident Response Partners) <https://aws.amazon.com/jp/security-incident-response/partners/>

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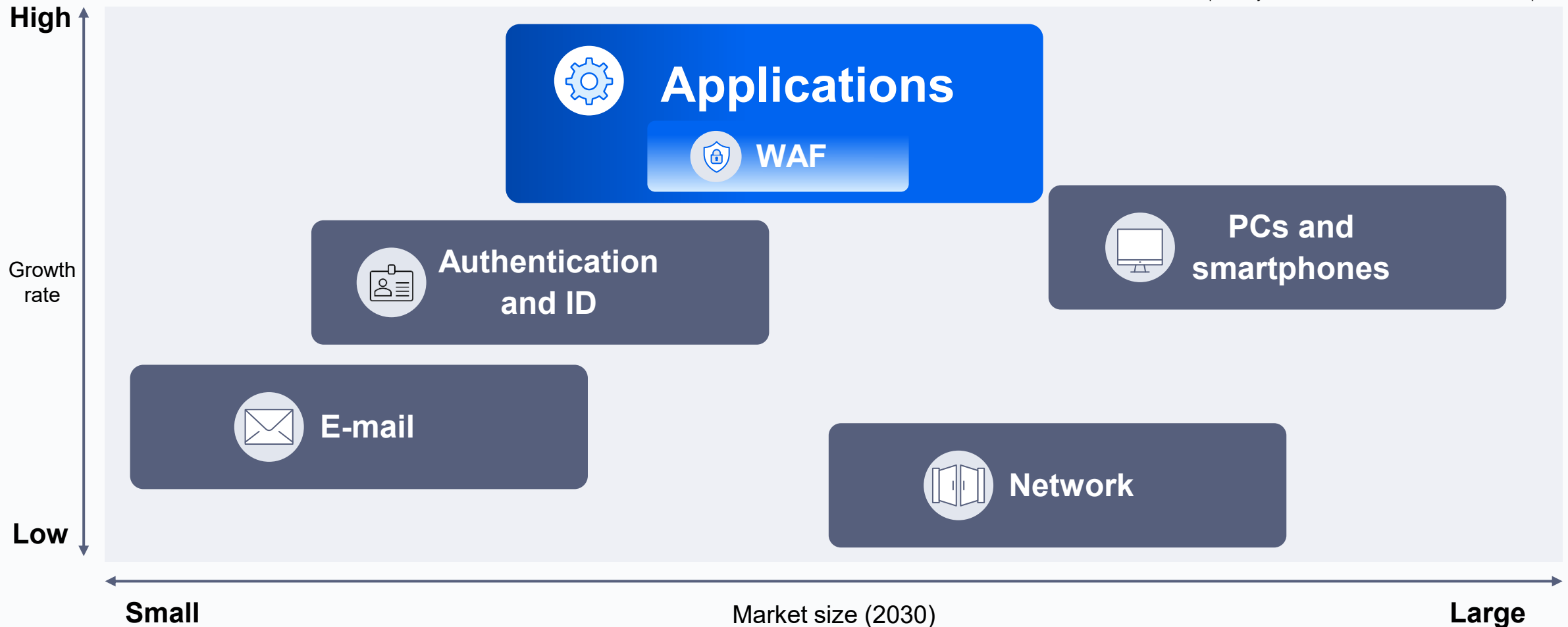
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## Growth Strategy (Reference)

# CSC's Main Arena in the Cybersecurity Market

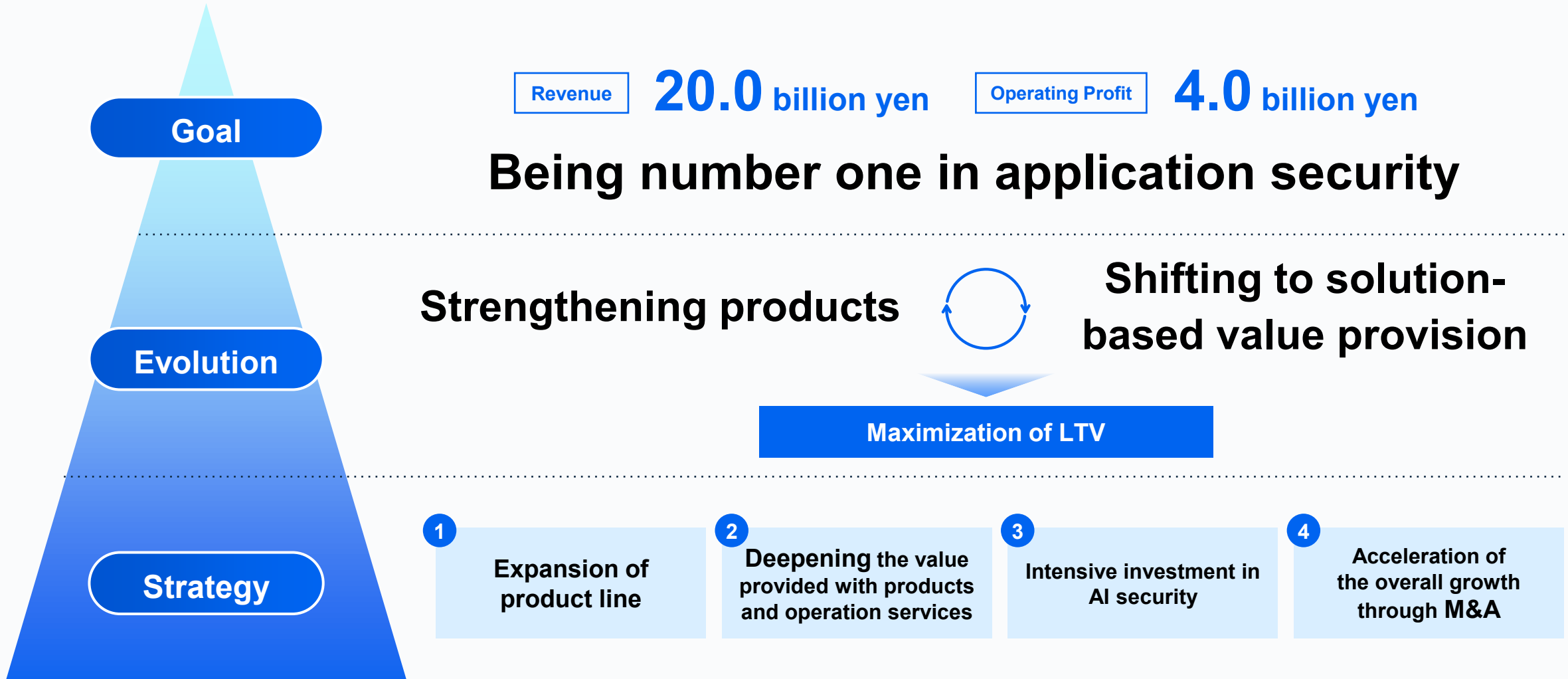
CSC is expanding its business domains in the area of applications, starting from WAF, its previous main arena. CSC aims to achieve continued growth in the domain with a relatively high growth rate in the cybersecurity market.

\*Prepared by CSC based on various market research reports



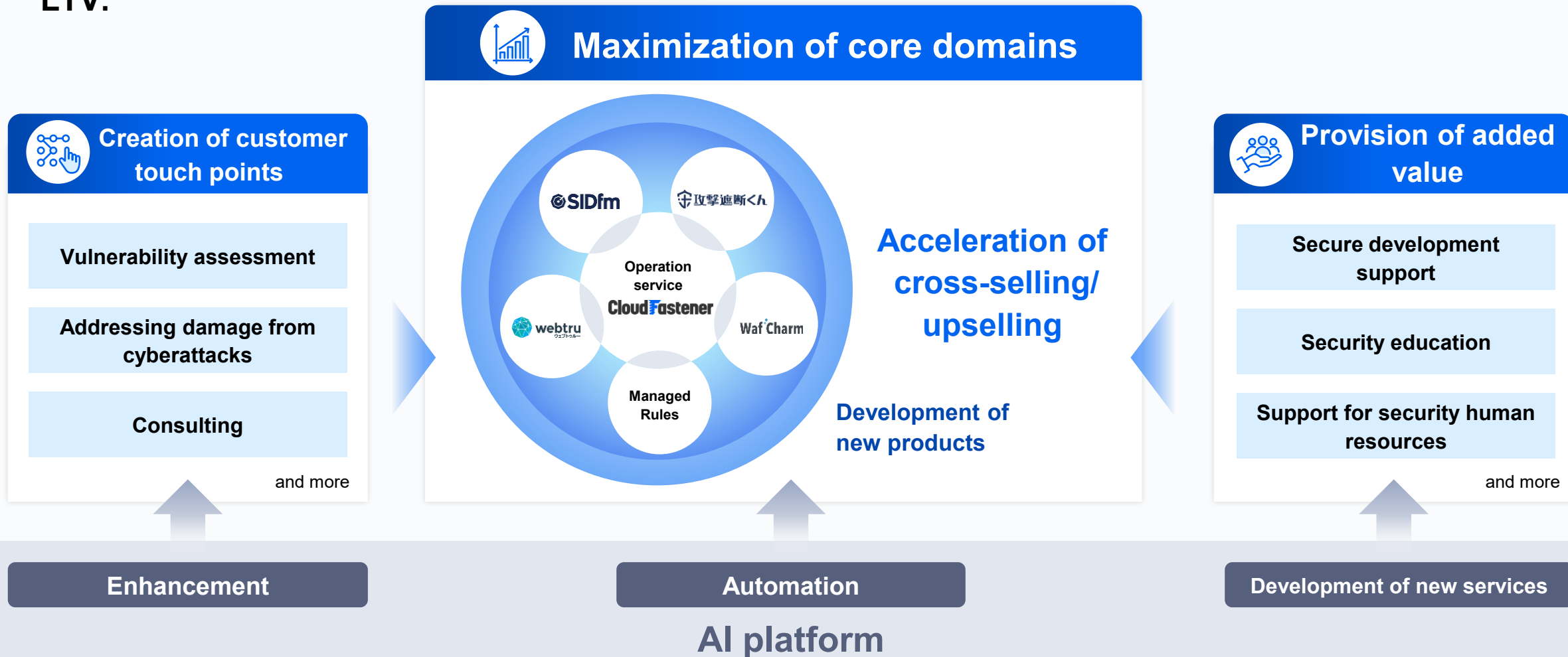
# Growth Policy and Implementation Strategy for 2030

CSC will accelerate growth through a combination of product enhancement and the transition to comprehensive solutions, making itself number one in the field of application security.



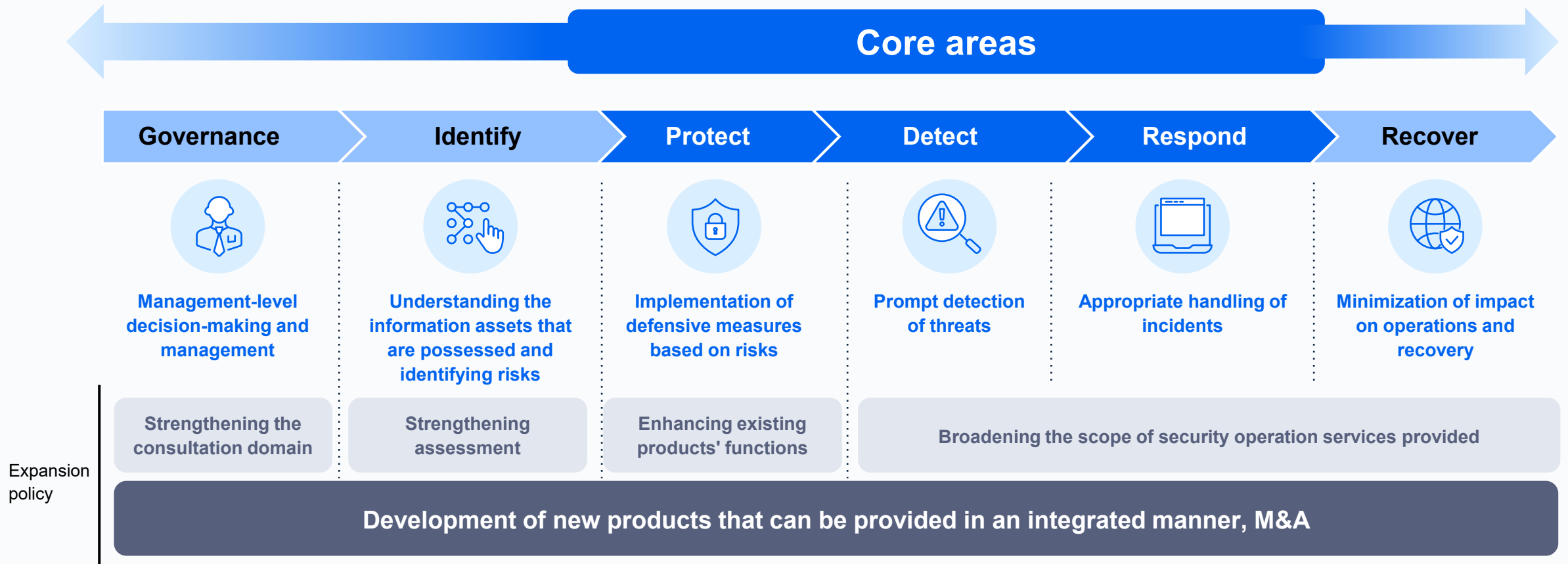
# Business Growth Model Centered on the Maximization of LTV

CSC will establish a growth model to push forward with integrated initiatives which range from the creation of customer touch points to the enhancement of the value it provides and the maximization of LTV.



# Strategy (1) Expansion of the Product Line

**CSC will expand the value it provides from core domains to the overall value chain. CSC will cover a wide range of domains to cater to the needs of diverse customers.**

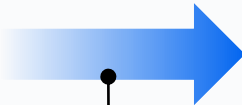


# Strategy (2) Deepening Value Provided via Products and Operation Services

CSC will shift to a high value-added model by integrating products and operation services and changing its product structure into a structure that facilitates cross-selling and upselling.

## Initiatives to maximize the number of high-ARPU customers

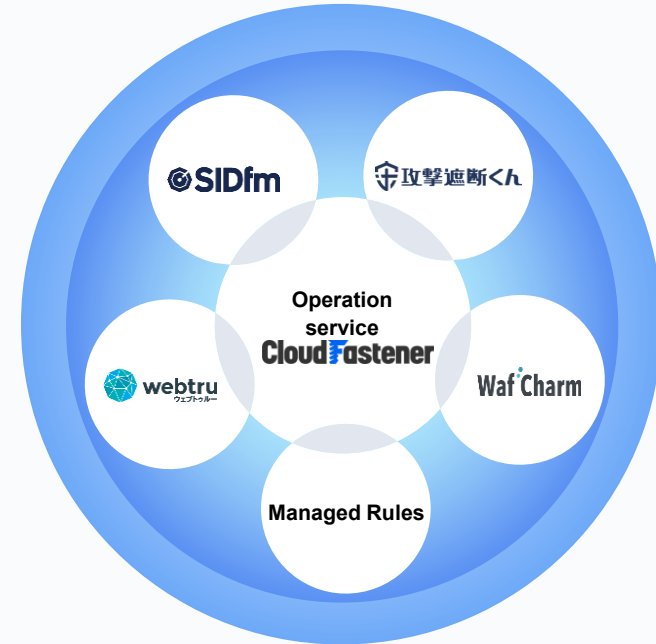
**ARR 10 million yen+**  
**48 companies** (December 31, 2025)



Aim for more than **500** companies

### Specific measures

- Integrating brands to make them known as a single brand and unify the leading line
- Establishing a high value-added model bundling multiple products and operation services
- Designing a pricing model commensurate with the value provided




## Strategy (3) Intensive Investment in AI Security

**CSC aims to gain the first-mover advantage by investing intensively in the next-generation defense market for safeguarding AI security and countering new threats using AI, which is being established, by tapping into the materialization of risks resulting from the social implementation of AI as the starting point for growth.**


### ■ Examples of new categories of AI products and services that are expected to be established




#### Safeguarding AI security

- 
**Monitoring of AI agents' behaviors**  
 Realtime monitoring of the behavior of AI to detect deviations from authorized actions

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- 
**AI guardrails**  
 Defense against prompt injections in AI apps, etc.

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- 
**AI governance and compliance**  
 Support in responding to regulations, such as the EU AI Act



#### Countering new threats using AI

- 
**Next-generation WAF capable of handling AI attacks**  
 An adaptive detection engine that handles generative AI-powered cyberattacks

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- 
**API security**  
 Detection of the vulnerability of communications related to AI agents and MCP, and access control

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- 
**Quick response to AI zero-day attacks**  
 Quicker detection and application of patches to address vulnerabilities discovered by AI

# Strategy (4) Acceleration of Overall Growth through M&A

It is necessary to accelerate growth through M&A to quickly become number one in application security and achieve revenue of 20.0 billion yen.

CSC aims to enhance the value it provides and reinforce its earnings structure instead of just increasing sales and expanding its customer base.

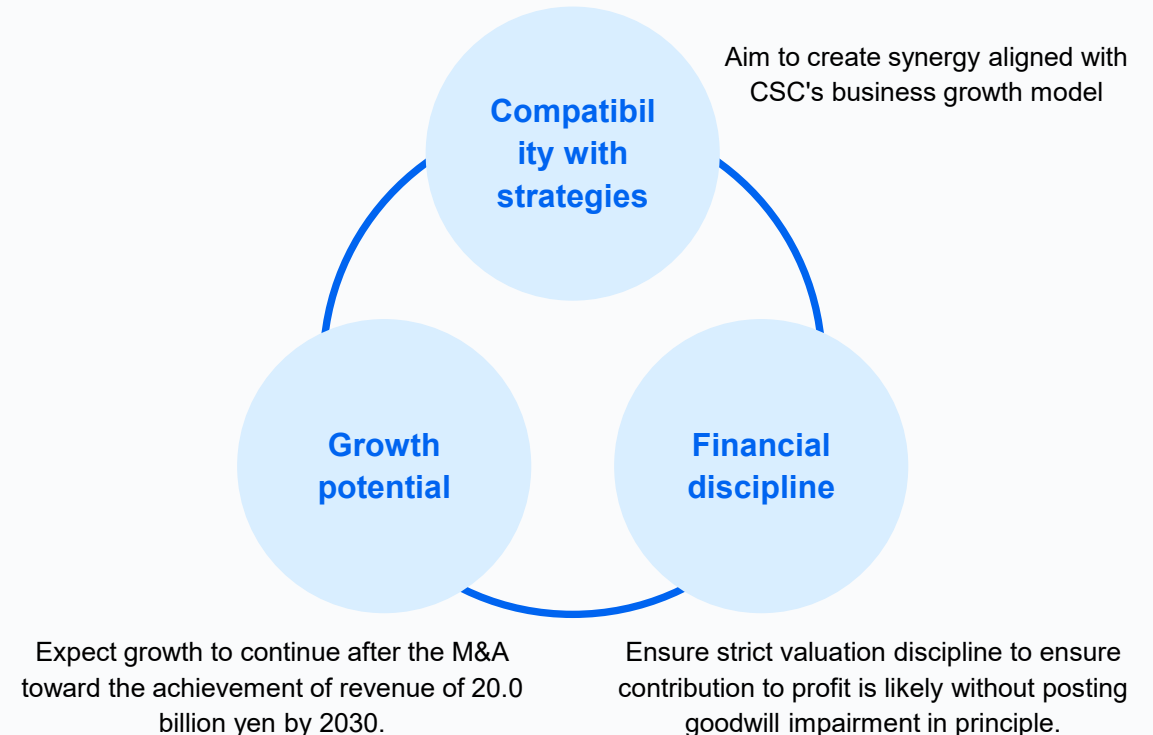


## Purposes of M&A

Goal	Leverage to enhance the value of business
Maximization of core domains	Acquiring services based on the premise of cross-selling and simultaneously improving ARPU and profitability
Creation of customer touch points	Acquiring a customer base and sales channels to accelerate expansion to new customers and new markets
Provision of added value	Acquiring high-level functions and expertise to increase differentiation and profitability



## Implementation policy



# Strategy (4) Statuses of the Growth of Businesses After M&A

Through a total of three M&A activities, CSC has reinforced its foundation for the growth of business and steadily achieved revenue, profit and customer acquisition targets.



\*Softech (December 2020)

**ARR Approx. 2x**

(FY2020→FY2025)

**Vulnerability assessment service**

\*Softech (December 2020)

**Revenue Approx. 2x**

(FY2020 full-year revenue --> FY2025 full-year revenue)



\*Generative Technology (October 2024)

**Revenue 1.8x**

(FY2023 full-year revenue --> FY2025 full-year revenue)



\*DataSign (March 2025)

**ARR +18%**

(FY2024→FY2025)

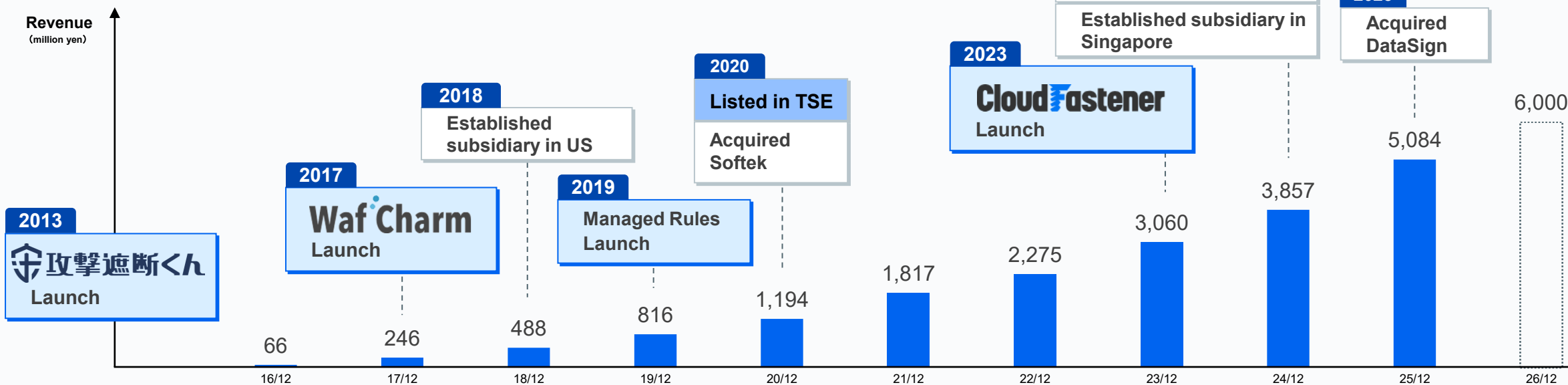
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# Corporate Profile

<b>Company name</b>	Cyber Security Cloud, Inc.
<b>Date of establishment</b>	August 11, 2010
<b>Representatives</b>	Toshihiro Koike, Representative Director, President, and CEO Yoji Watanabe, Representative Director and CTO
<b>Location</b>	13th floor of JR Tokyu Meguro Bldg., 3-1-1 Kamiosaki, Shinagawa-ku, Tokyo
<b>Business description</b>	Development and provision of cyber security services
<b>Group companies</b>	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**



**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 Teleshare Association (current position)

**Hayato Kiriya**, Executive Officer

- 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**, Executive Officer

- 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

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

Average age\*<sup>1</sup>

**36.9** years old



Number of employees\*<sup>1</sup>

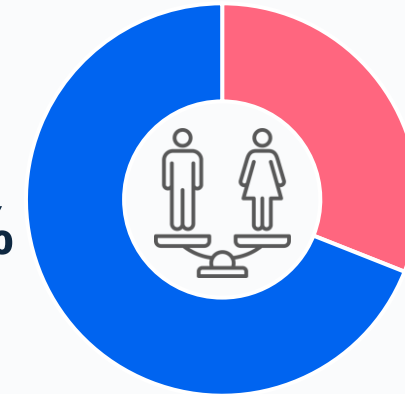
**175**



Gender ratio\*<sup>1</sup>

Male

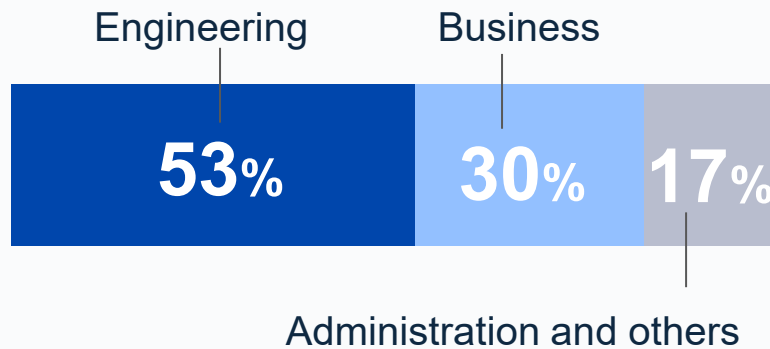
**69%**



Female

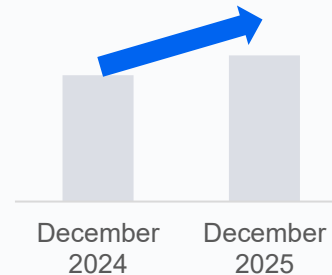
**31%**

Job category composition\*<sup>1</sup>

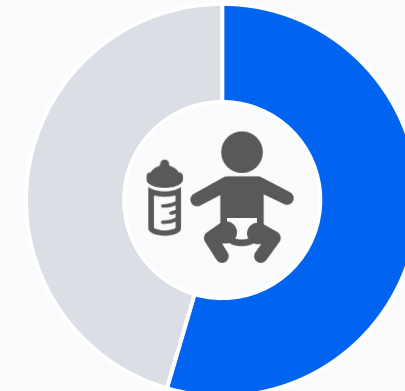


Pay increase percentage\*<sup>2</sup>

**7.7%**



Percentage of eligible male employees taking childcare leave\*<sup>3</sup>



**54.5%**

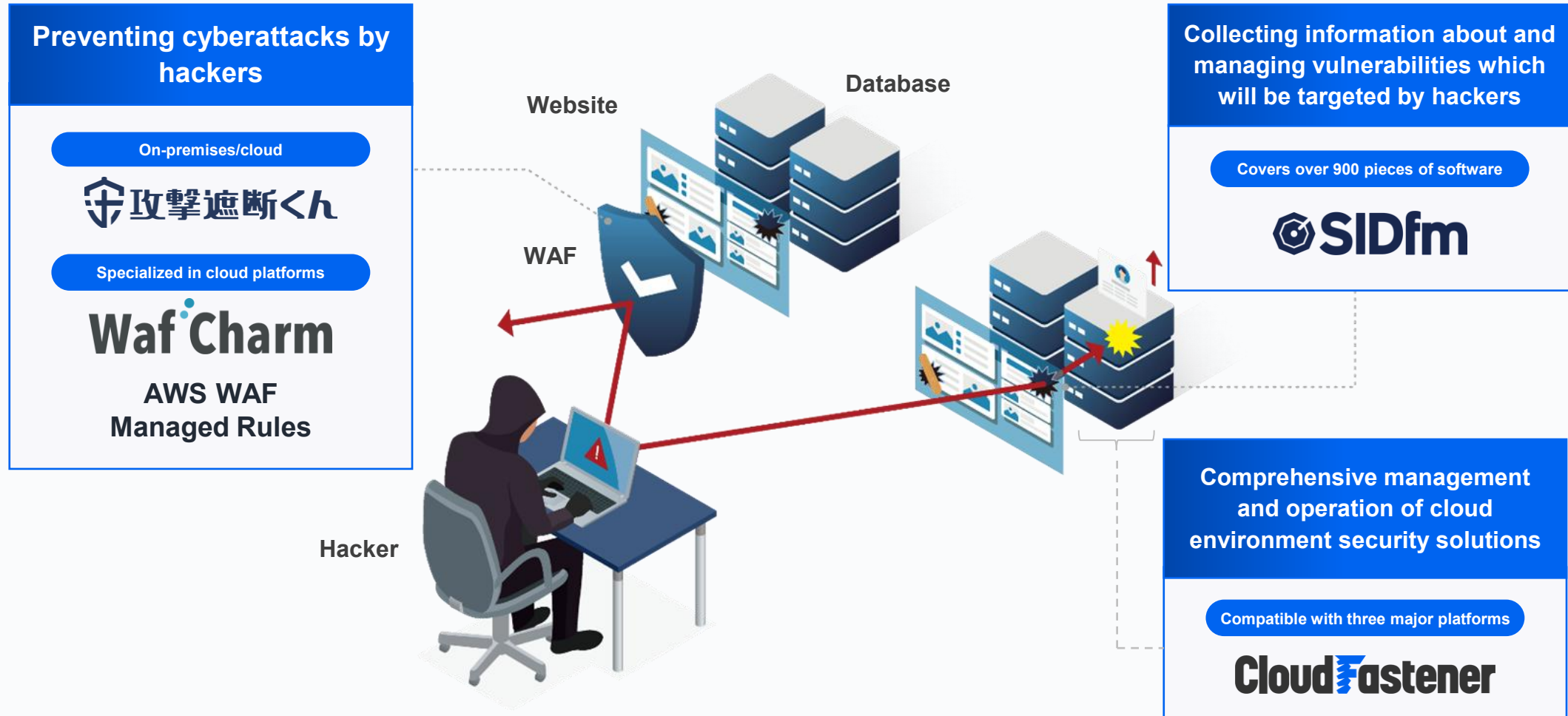
\*<sup>1</sup> As of December 31, 2025

\*<sup>2</sup> Aggregated based on employees who belonged to the Group in January 2025

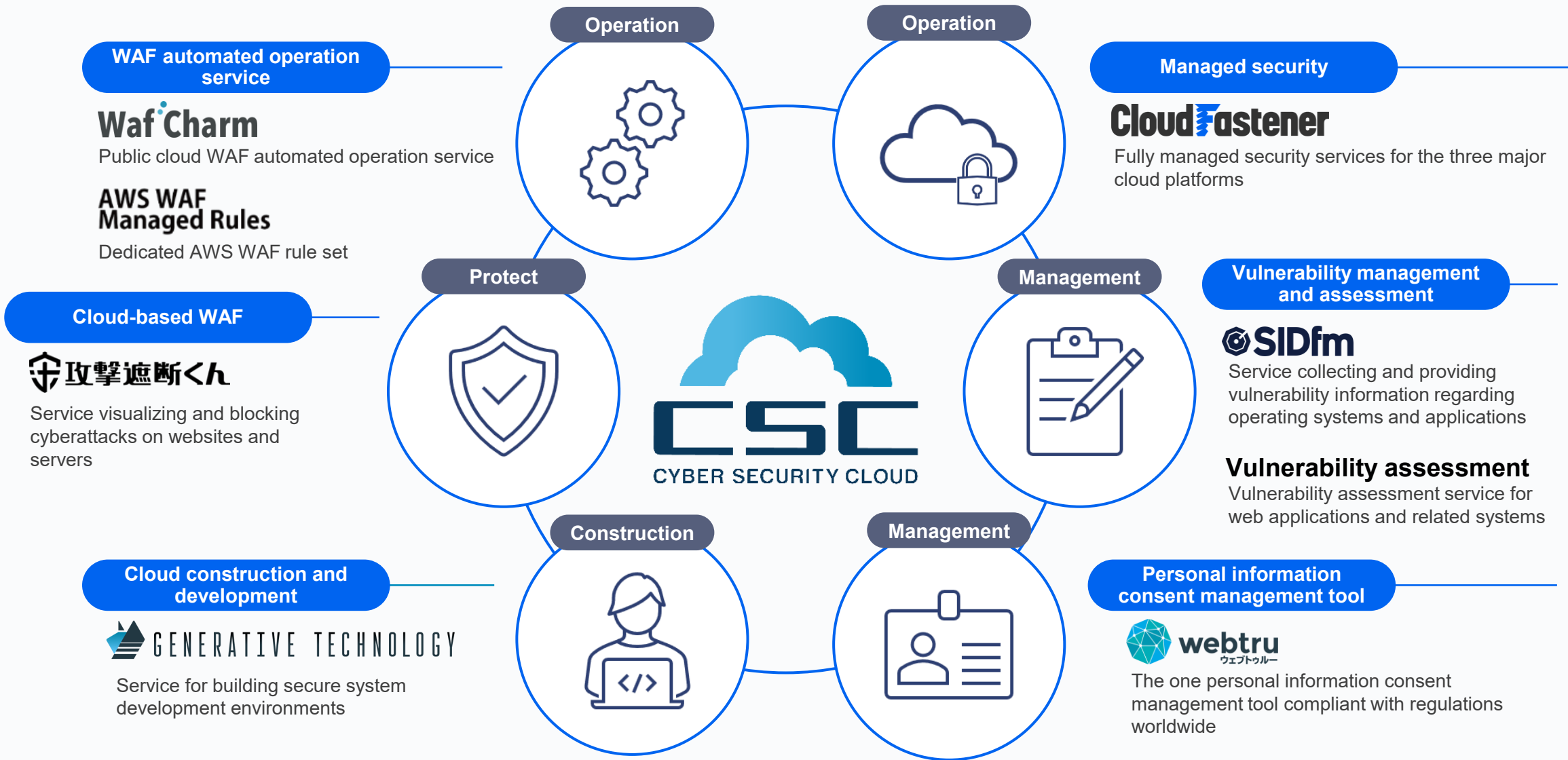
\*<sup>3</sup> Number of male employees who took childcare leave, etc. during the 2024 to 2025 period/number of male employees whose spouses gave birth

# 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.



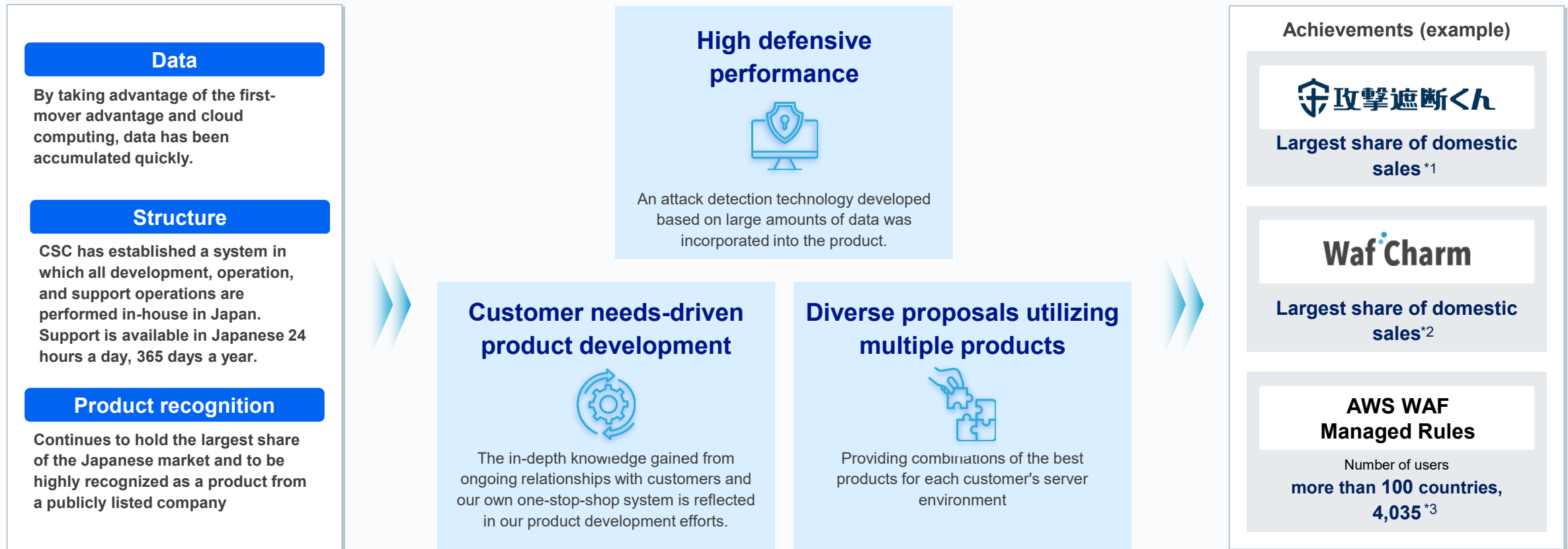
# Our Lineup of Services



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

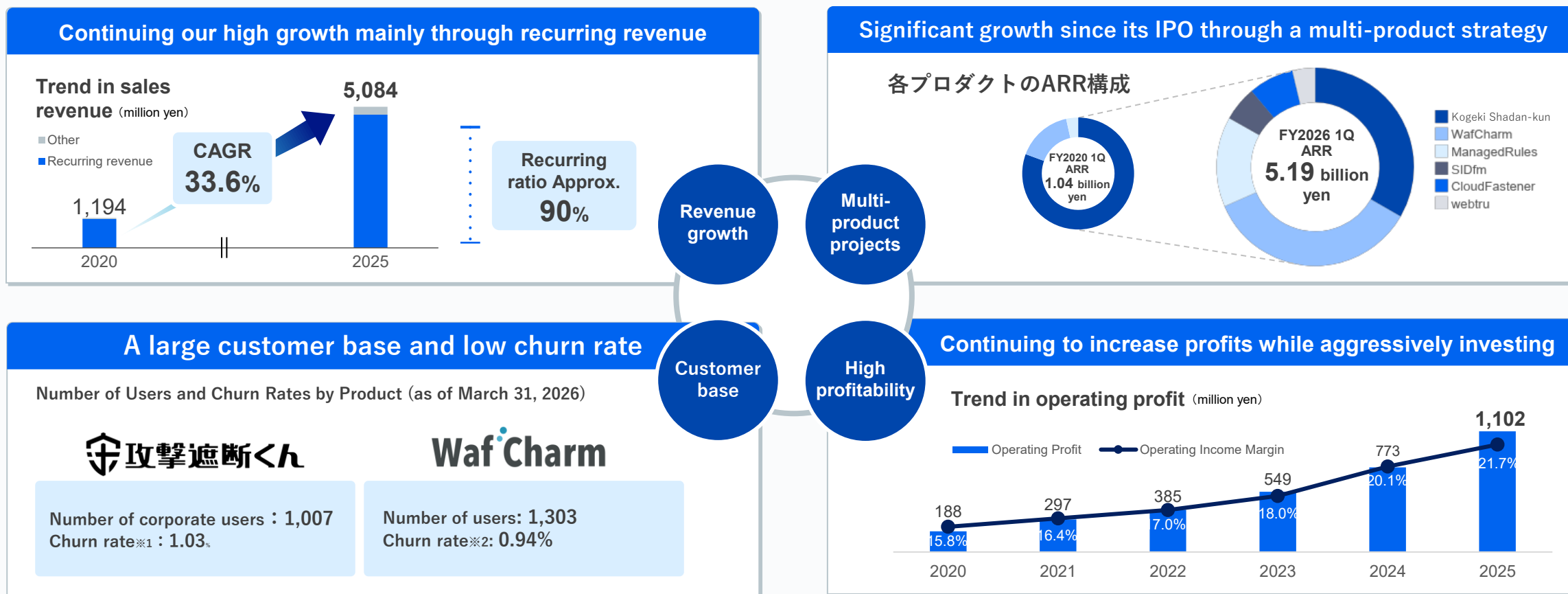


\*1 Deloitte Tohmatsu Economic Research Institute "Current Status and Future Outlook of the External Threat Countermeasure Solution Market, Fiscal Year 2025"

\*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.



※1 Calculated based on the average monthly MRR churn rate over the last 12 months (Churned MRR in the current month / Total MRR at the end of the previous month).

※2 Calculated based on the average monthly user churn rate over the last 12 months (Number of users churned in the current month / Total paid users at the end of the previous month).

# Our Characteristics (3) Diversity of Sales Channels around the World

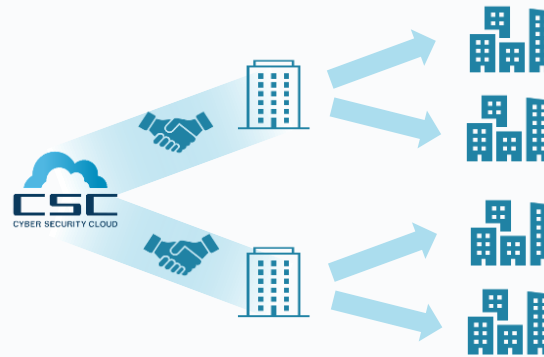
## Direct sales



**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

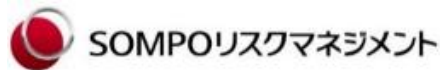
**By leveraging multiple sales channels, CSC can deliver its products to a broader range of customers**

# 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



## Government Agencies and Independent Administrative Agencies

デジタル庁

総務省 農林水産省

宇宙航空研究開発機構(JAXA)

IPA(情報処理推進機構)

## IT and Services



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



ENECHANGE



## Media, E-commerce, and Others

ほほ日

istyle

集英社

## Retail, Food Service, and Food



## Transportation and Construction



子どもたちに贈れるしごとを。

SHIMIZU CORPORATION  
清水建設

## Manufacturing

Pioneer



# 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

ダイワボウ情報システム株式会社

電通総研  
SECURE SOLUTIONS



鈴与ソフトウェア株式会社

CEC  
Computer Engineering & Consulting

## IT infrastructure developers and MSPs\*1

Internet Initiative Japan

GLOBAL SECURITY EXPERTS

5G Innovations

Future Spirits

## AWS Premier Tier Service Partners\*2

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

Challenging Tomorrow's Changes

日立システムズ

TOKAIコミュニケーションズ

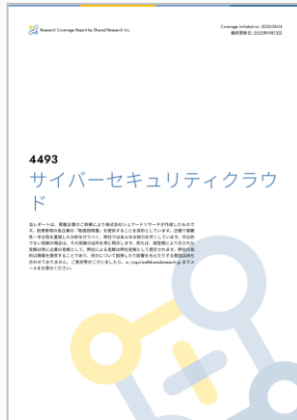
TIS  
TIS INTEC Group

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.

## Shared Research\*



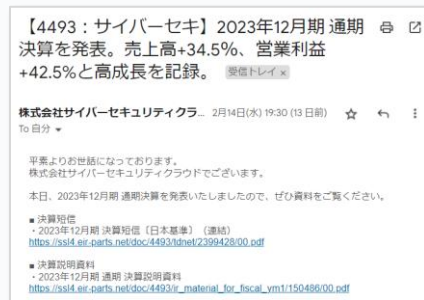
Read the report

## IR note



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## E-mail newsletters



Register here

## CSC NEWS (Youtube)



Register here

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