



E-Guardian

We Guard All

Fiscal year ended September 2025 Earnings Announcement 3rd quarter of FY

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

1. Q3 FY2025 Financial Results
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Q3 FY2025 Financial Results

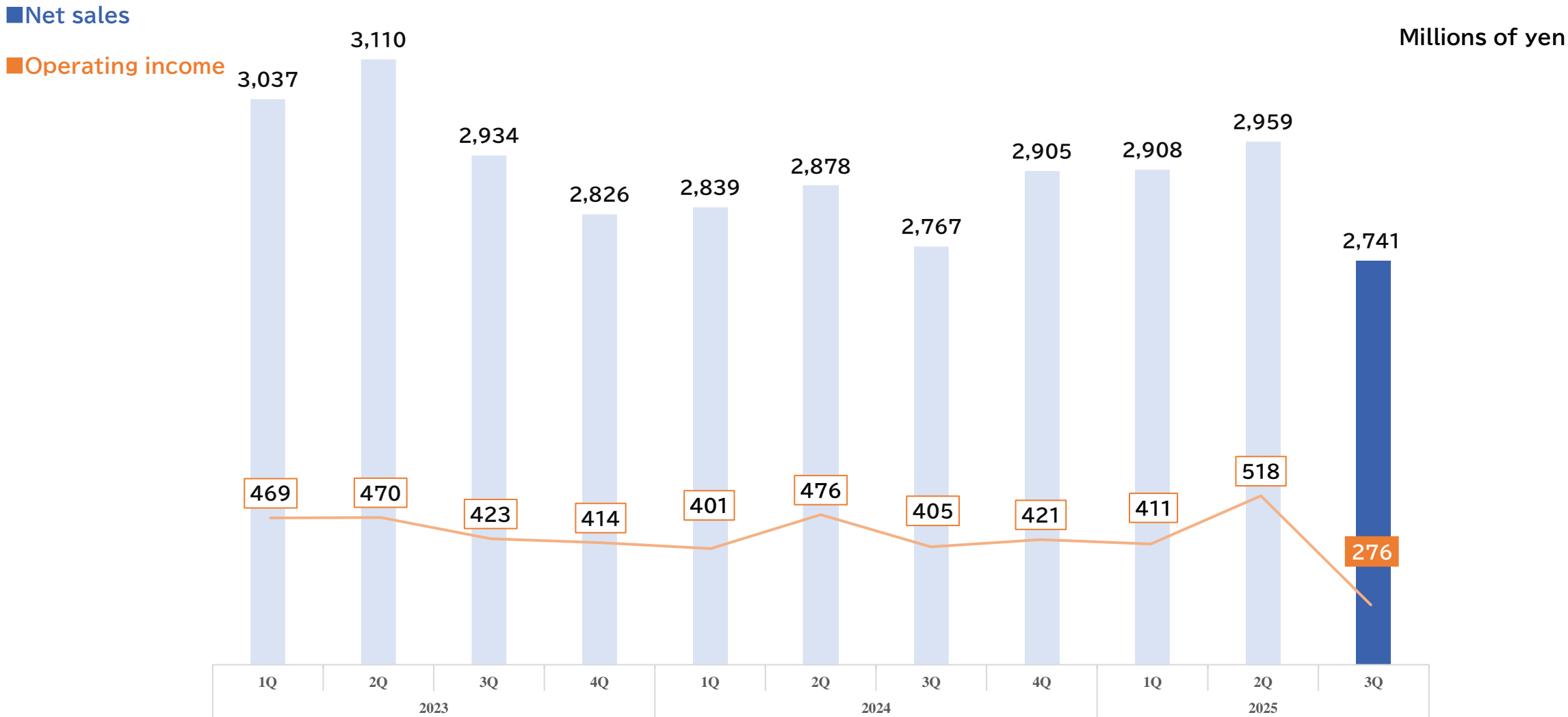
(October 2024 - June 2025)

Higher sales but lower profits YoY

Millions of yen	Q3 YTD Actual Results	YoY Actual Results	YoY Comparison
Net sales	8,609	8,485	101.5%
Operating profit	1,206	1,284	93.9%
Ordinary profit	1,213	1,278	94.9%
Profit attributable to owners of parent	781	802	97.5%

Sales and profits down from the previous 3Q

Profitability deteriorated due to investments aimed at expanding sales.



①

Decrease in sales
of large customers



By stabilizing operations
Customers become more in-house

②

Delay in response
to start of large-scale projects



In capacity in line
with the expansion of projects
Delay in the start of operations due to
the transfer of operations to a large
center

BPO

Current situation

Social support continues to grow
(YoY 109.2%)

With the aim of expanding
large-scale projects
Prior recruitment of managers, OP, etc.

In game support year-on-year
Despite a decline in sales
Decline is slowing

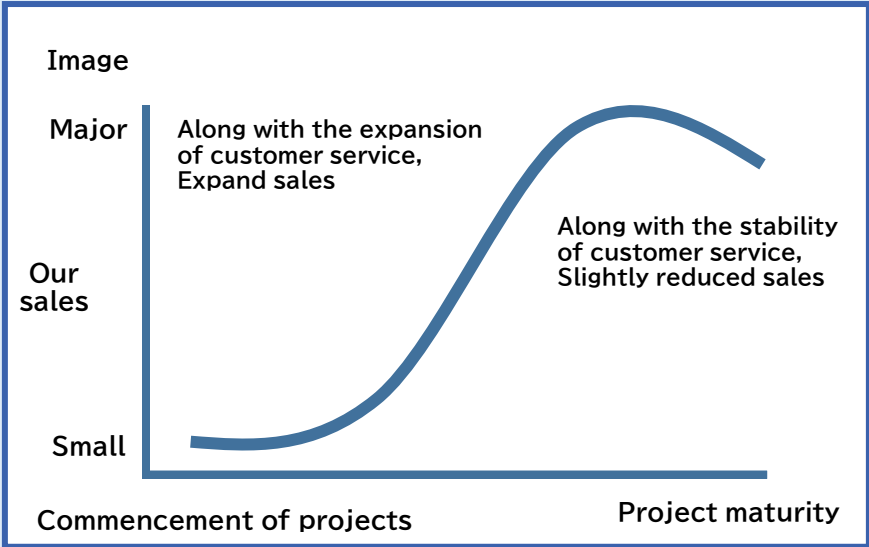
Results of Strengthening Relations with Customers
→ Increase in the number of new projects



In the future

Number of new projects increased
⇒ Sales are expected to expand
from the next fiscal year onward.

※Our service is small in sales at the start of the project,
Along with the expansion of the number of cases handled
and the evaluation of our services,Expand the scale

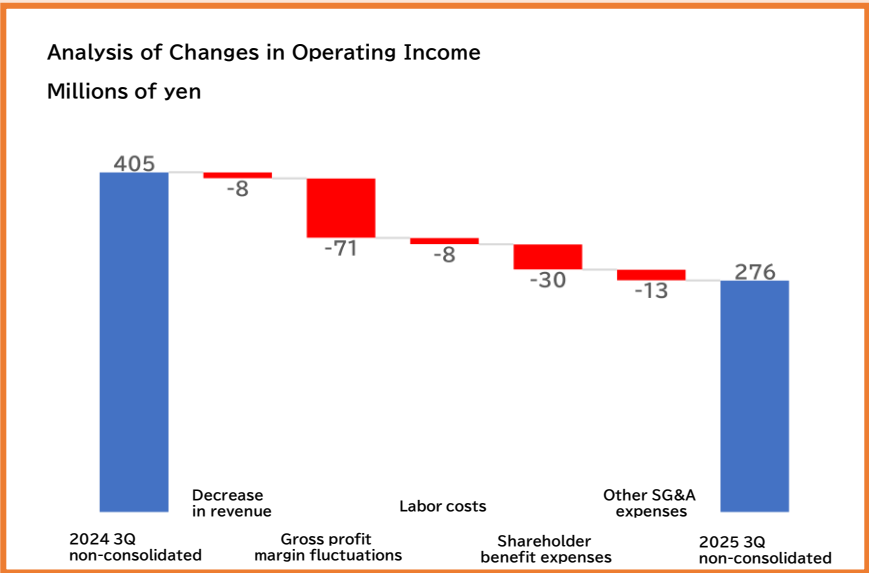


Operating income

Major factors: changes in gross profit margin due to investments, shareholder benefits

Factors behind the deterioration in the gross margin

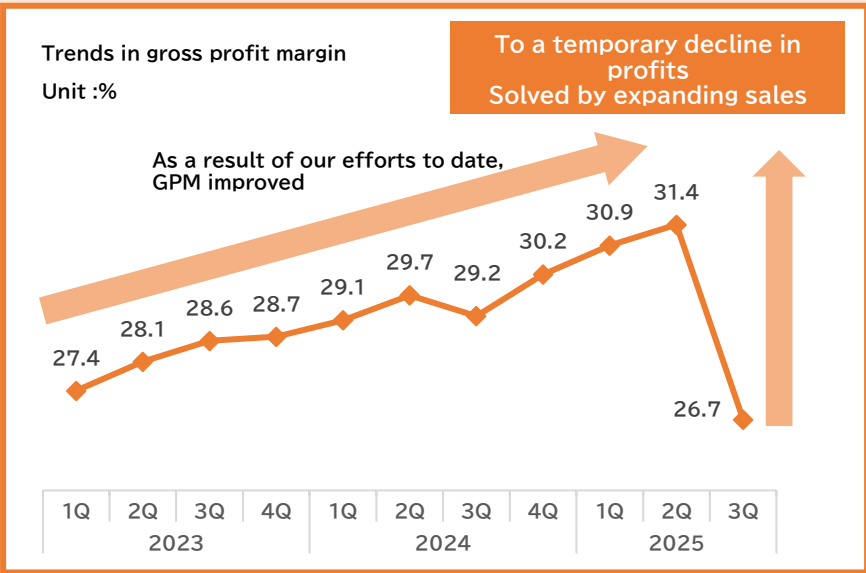
- ①Relocation of Kumamoto Center to improve recruitment capabilities
- ②Upfront hiring of personnel to expand large-scale projects
- ③To expand the use of security engineers



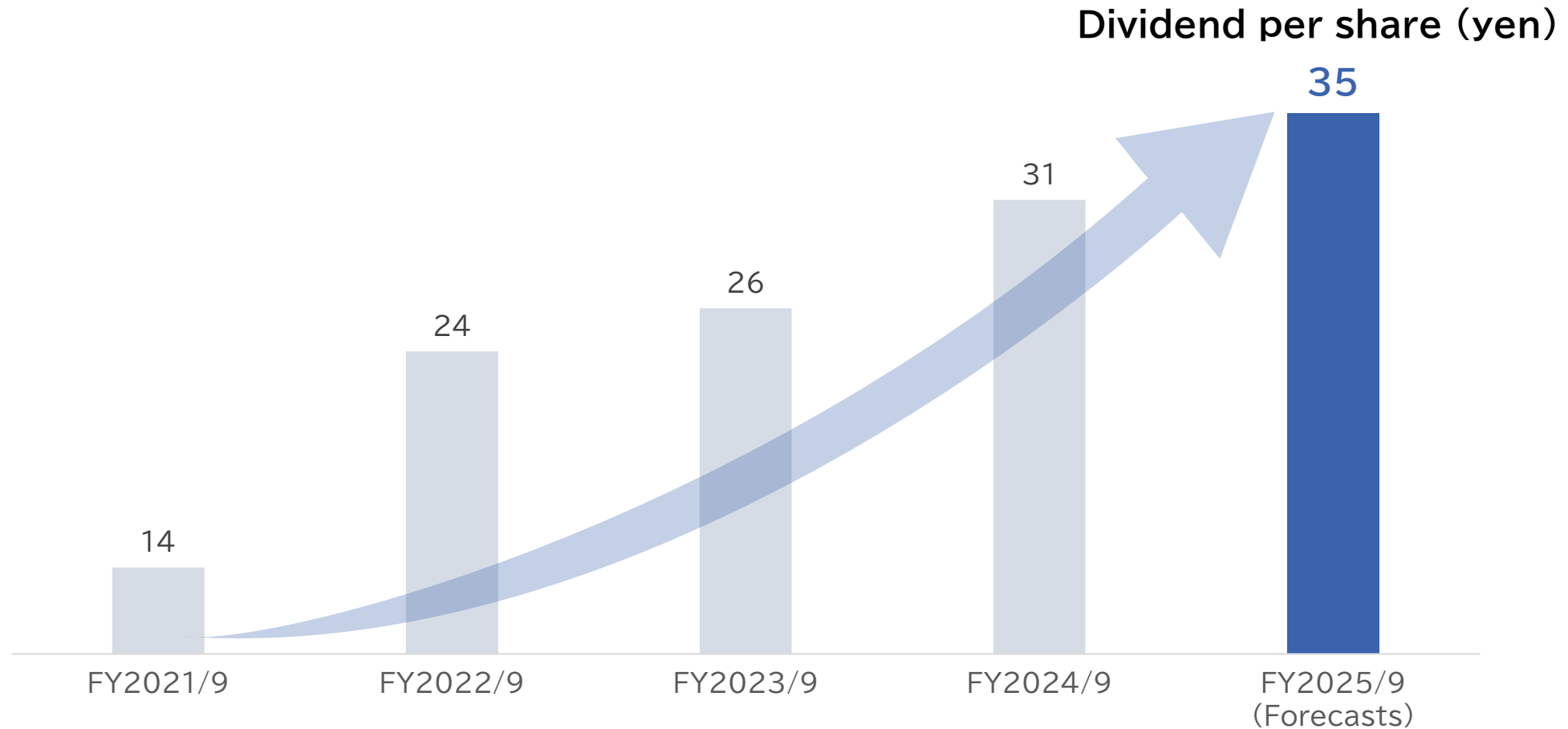
Current status and future

In gross profit margin from sales expansion
Expect recovery and growth

We have been working on in the medium to long term.
By managing the cost of sales ratio
and developing and utilizing AI
Profitability continues to improve



Dividend forecast remains unchanged Targeting a consolidated dividend payout ratio of around 30%



With the aim of improving the convenience of our shareholders Changed shareholder benefits from QUO cards to Digital gift®

•Changes in shareholder benefits (underlined areas changed)

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

•Target exchange partners (As of July 10th announcement, this may be changed.)

Amazon Gift Card/QUO Card Pay/PayPay Money Light/d Point
/ au PAY Gift Card /Visa e Gift vanilla/Book Card NEXT
/ Uber Taxi gift card/Uber Eats gift card /Google Play gift code
/ PlayStation®Store ticket/Skylark gift coupon

The 4th quarter of 2025 Initiatives

(July 2025 - September 2025)

Improve accuracy of proposals through ongoing collaboration
→Enterprise project 4Q order expected

Propose and implement BPR servicing to resolve client issues



Challenge (1)

Shift from high-priced, high-quality vulnerability diagnosis to low-cost tool-based diagnostics



Solution (1)

Generation of a cost-effective diagnostic service

Challenge (2)

Lack of leads for new customer acquisition



Solution (2)

Development of security training and e-learning content

Will address the challenges of H1 by increasing new services and content, and actively expanding upsells and cross-sells

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)	2,336 (including 1,923 contract employees)
Number of subsidiaries	Domestic: 3 Overseas: 2

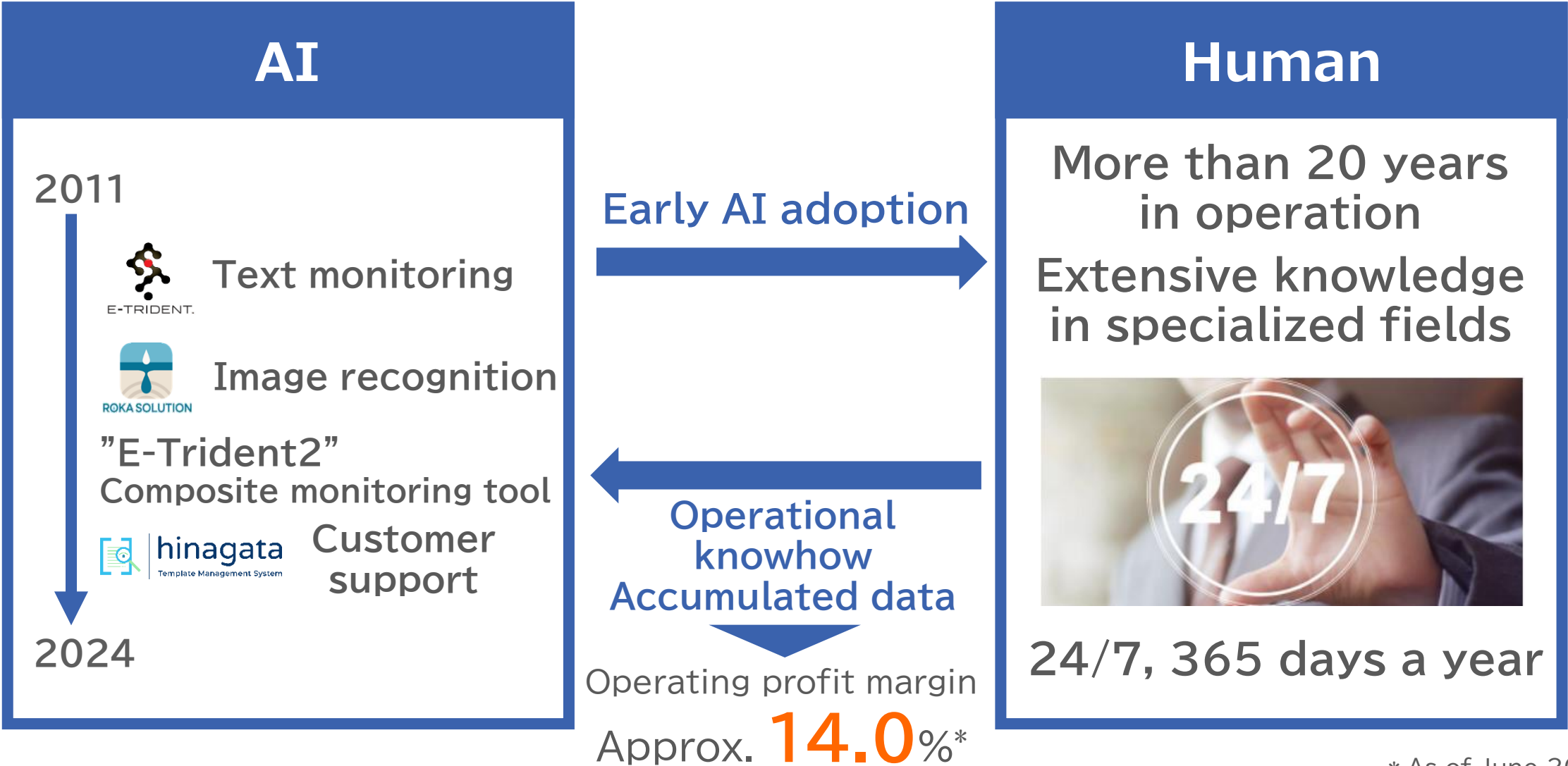
As of March 2025

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

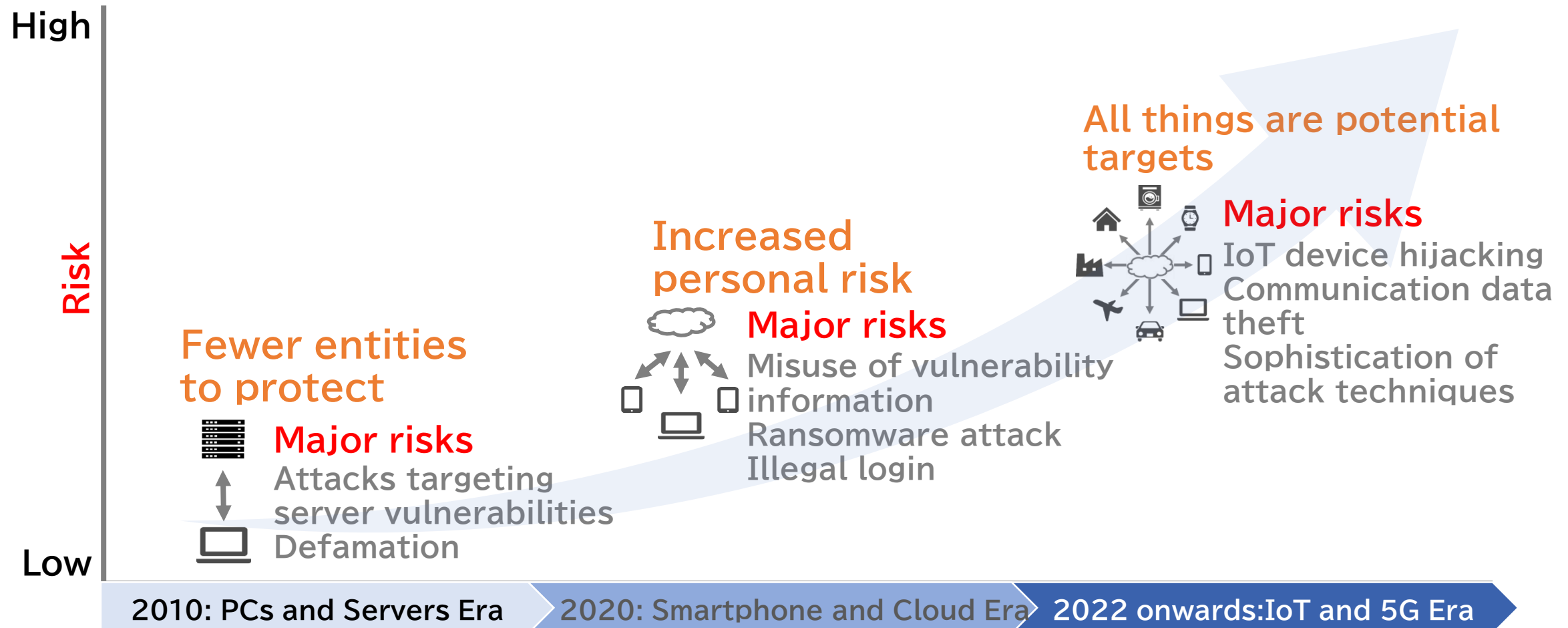
Cyber security primarily involves conducting vulnerability diagnosis and developing/selling WAFs

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: 26% *1 (National average: Equivalent to Department Manager 7.9% *2)
- Approx. 5.4 external training sessions per year for interested employees (2023 actual: Approx. 3.5 sessions)

* As of the end of September 2024

*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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