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FY2023 Q3 Financial Results

Third Quarter of the Fiscal Year Ending March 31, 2024

Cybertrust Japan Co., Ltd.
TSE Growth: 4498
January 30, 2024

**FY2024 Q3
Financial Results
(Nine months)**

**Increase in both sales and profit compared to the same period of the previous year
Achieved record high net sales and operating income for the third quarter**

**Revision of
FY2023 Full-Year
Forecast**

**Revised downward as Linux/OSS Services and IoT Services failed to perform
according to initial plan despite strong performance by Authentication and Security
Services**

**FY2023 Dividend
Forecast**

Year-end dividend left at 17.50 yen per share as originally announced

Agenda

- **FY2023 Q3 Financial Summary**
- **Overview by Service Segment**
 - **Authentication and Security Services**
 - **Linux/OSS Services**
 - **IoT Services**
- **FY2023 Full-Year Forecast**
- **Appendix**

- **FY2023 Q3 Financial Summary**
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Achieved record high Q3 net sales and operating income

Net sales rose 4.2% YoY to **4,624** million yen

Operating income increased 5.1% YoY to **694** million yen

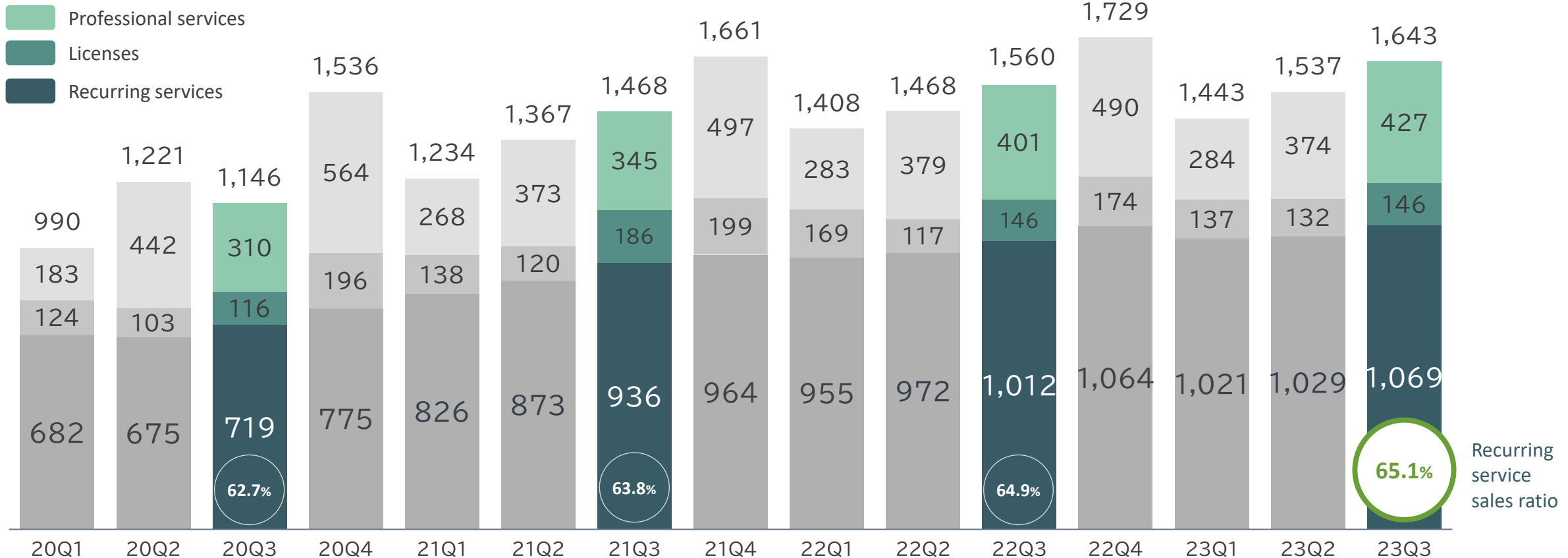
(Unit: Millions of yen)	FY22 Q3	FY23 Q3	YoY Change
Net sales	4,438	4,624	+4.2%
Operating income	660	694	+5.1%
Ordinary income	667	695	+4.2%
Profit attributable to owners of parent	449	461	+2.7%
EBITDA	1,081	1,143	+5.8%

Trend in Quarterly Sales by Transaction Type

Record high Q3 recurring service sales ratio of 65.1%

Growth driven by high growth-driver services

(Millions of yen)



Seasonal variations: Transactions such as server certificates, whose contract amounts are recorded in lump sum, are concentrated in Q4

Sales by Service Segment

- Authentication and Security: Double-digit YoY growth with accumulation of recurring services centered on high-growth-driver service iTrust
- Linux/OSS: Number of contracts on the rise despite delay in sales promotion activities for AlmaLinux support and CentOS7 extended support
- IoT: Inquiries received for large-scale contract development projects, but development of collaborative partners to handle those projects delayed

(Unit: Millions of yen)	FY22 Q3		FY23 Q3		YoY Change	
	Net sales	Sales ratio	Net sales	Sales ratio	Increase	Increase rate
Authentication and Security Services	2,568	57.9%	2,841	61.5%	273	+10.7%
Linux/OSS Services	1,057	23.8%	1,037	22.4%	(19)	(1.9%)
IoT Services	813	18.3%	745	16.1%	(67)	(8.3%)
Total net sales	4,438	100%	4,624	100%	186	+4.2%

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Recurring services grew led by high-growth-driver service iTrust

(Unit: Millions of yen)

Authentication and Security Services net sales (Sales by transaction type)	FY22 Q3	FY23 Q3	YoY Change
Recurring services	2,151	2,353	+9.4%
Licenses	125	115	(8.1%)
Professional services	291	372	+28.0%
Total net sales	2,568	2,841	+10.7%

Recurring services sales up 9.4%

- High-growth-driver service iTrust grew significantly by 71.1% year on year as eKYC service for financial institutions and local governments, and electronic contract services expanded
- Stable, high-revenue services SureServer and Device ID performed well owing to new customer acquisition

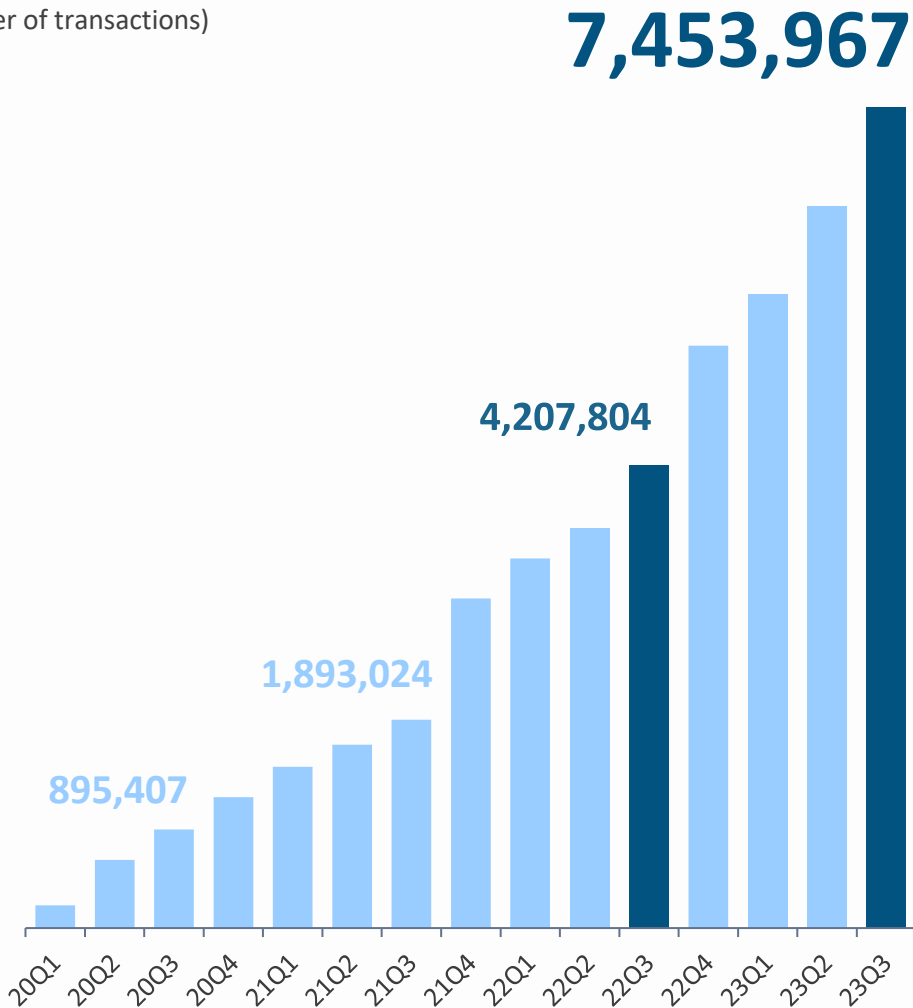
Professional services sales up 28.0%

- Received large public sector contract development project that will lead to future recurring service sales (AIST*, etc.)

*National Institute of Advanced Industrial Science and Technology

Number of iTrust transactions (number of paid API use)

(Number of transactions)



Number of uses: **7.45 million** per quarter

*Continuing from Q2, identity verification using Individual Number Cards grew due to benefits started by specific local governments in September

YoY change **1.8** times

Trust service boasting outstanding performance

*Cybertrust Japan study as of the end of December 2023

Initiatives to Expand Scope of Use of iTrust (Identity Verification)

Multiple examples of adoption by major banks

Launched identity verification for account opening at megabanks and major online banks in collaboration with major partners



Transactions expected to increase due to increase in new adoption by companies as well as provision of multi-channel identity verification methods

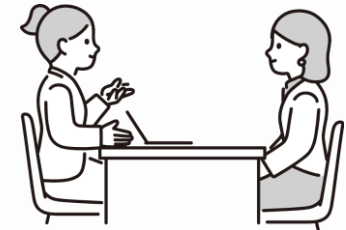
*[\(Digital Agency\) List of Businesses Utilizing Public Certification Service for Individuals \(JPKI\) Using Individual Number Card and Examples](#)

*[Private entities providing expiration information for J-LIS](#)

Identity verification anywhere

Identity verification now possible with PCs and tablets in addition to smartphones by linking with devices related to Individual Number Cards

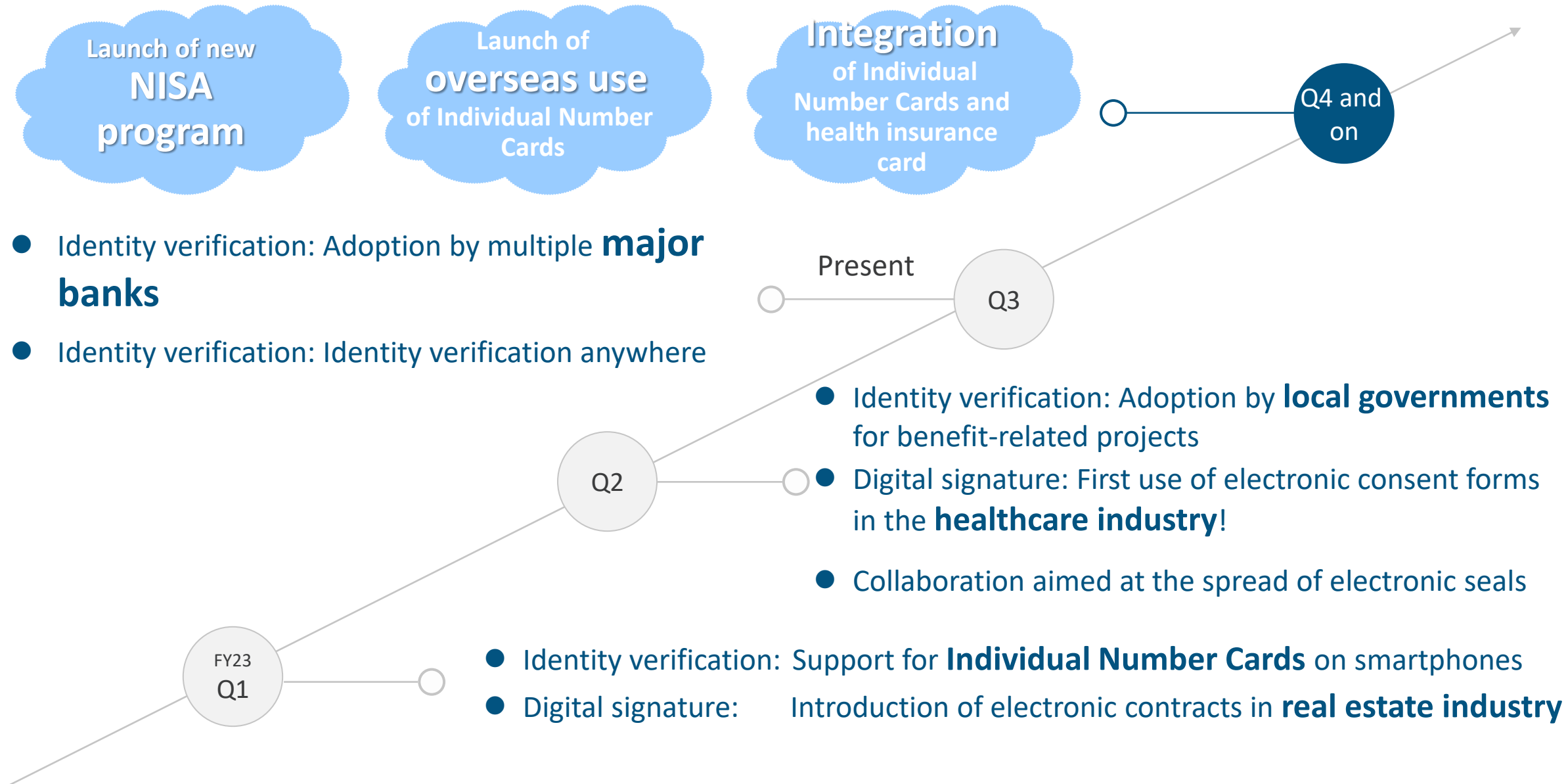
Cybertrust
×
Canon
Marketing Japan



Transactions expected to increase due to expansion of on-the-go usage scenarios, such as self-service teller windows at financial institutions and liaison services

PR: [Cybertrust Japan's iTrust identity verification service used for Personal Authentication Card Reader ID-MY2 provided by Canon Marketing Japan](#)

Progress on Expanding Scope of Use of iTrust



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Focus on sales promotion activities to acquire CentOS7 extended support contracts

(Unit: Millions of yen)

Linux/OSS Services net sales (by transaction type)	FY22 Q3	FY23 Q3	YoY Change
Recurring services	739	703	(4.9%)
Licenses	219	226	+3.4%
Professional services	99	108	+8.9%
Total net sales	1,057	1,037	(1.9%)

Recurring service

- Sales promotion activities delayed due to time required to expand service specifications for AlmaLinux support and CentOS7 extended support
- Number of CentOS7 extended support contracts steadily increasing along with number of AlmaLinux support contracts with end of CentOS7 community support coming up on June 30

Linux Support Market Size

Size of market for CentOS7 extended support for small and medium-sized businesses

Number of CentOS7 installations at private companies

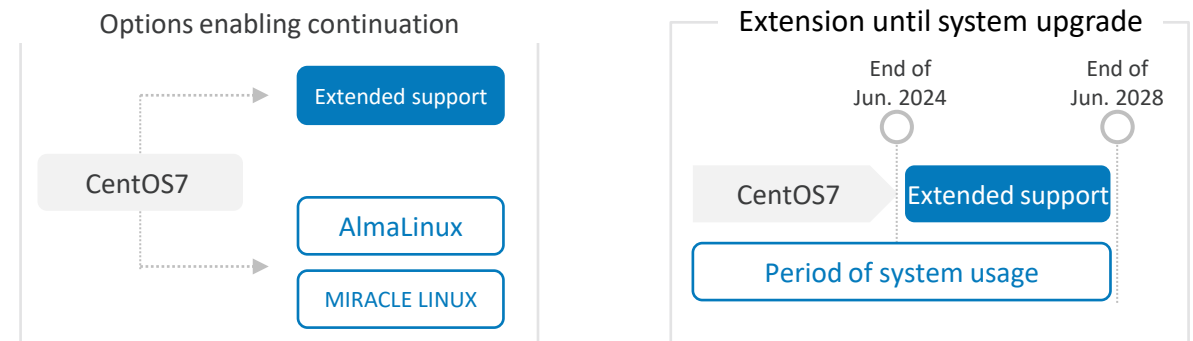
219,100 devices*

Source: Detailed analysis by Nork Research based on data from Nork Research 2022 Report on Status and Outlook of Server & Endpoint IT Infrastructure Implementation/Operation

*Number of CentOS7 installations at private companies with annual sales of less than 50 billion yen (estimate based on a questionnaire survey of user companies)

CentOS Extended Support LITE service for small and medium-sized businesses

- Can be provided from 1 server
- Sustainable pricing



PR: [Start of provision of update packages and Japanese technical support after end of maintenance renewal of CentOS for small-scale systems](#)

Issue of source code access restrictions in developing OS compatible with RedHat amicably resolved

Foothold for AlmaLinux expansion in Asia

Signed distributorship agreement with Pipeline as its first overseas sales partner
Put together overseas sales system

Cybertrust
×
Pipeline



Coordination and support for long-term safe and secure operation for Linux users in overseas companies, mainly in Asia

PR: [Cybertrust Japan and Pipeline sign distributorship agreement for AlmaLinux OS support service](#)

Community board member appointment

Our OSS Technology Director becomes board member of the AlmaLinux OS Foundation

OSS Technology Division
General Manager and
Executive Officer
Jun Yoshida appointed



A Japanese company playing central role in discussions about development policy and future direction of AlmaLinuxOS

PR: [Cybertrust Japan employee becomes board member of the AlmaLinux OS Foundation](#)

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World's first event in Tokyo

AlmaLinux Community chair and CloudLinux founder who was involved in founding of AlmaLinux visit Japan

Held in December 2023



Many engineers from Japan and other countries participated

Highlighted integrated cooperative relationship between AlmaLinux and Cybertrust Japan

PR: [AlmaLinux Day Tokyo \(Part 1\)](#), [AlmaLinux Day Tokyo \(Part 2\)](#)

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Delay in developing collaborative partners necessary for handling projects

(Unit: Millions of yen)

IoT Services net sales (Sales by transaction type)	FY22 Q3	FY23 Q3	YoY Change
Recurring services	50	63	+26.9%
Professional services	674	606	(10.1%)
Licenses	88	75	(14.7%)
Total net sales	813	745	(8.3%)

Increase in sales of recurring services

- EMLinux adopted by multiple customers in medical field in addition to previous ones in automotive and industrial control equipment field

Professional services

- Out of international safety standards, compliance with European Cyber Resilience Act now mandatory
- Inquiries for large-scale projects from Japanese manufacturing companies entering global markets
- Delay in developing collaborative partners necessary for handling projects
- Steady contract development by subsidiary Lineo Solutions (double-digit increase year on year)

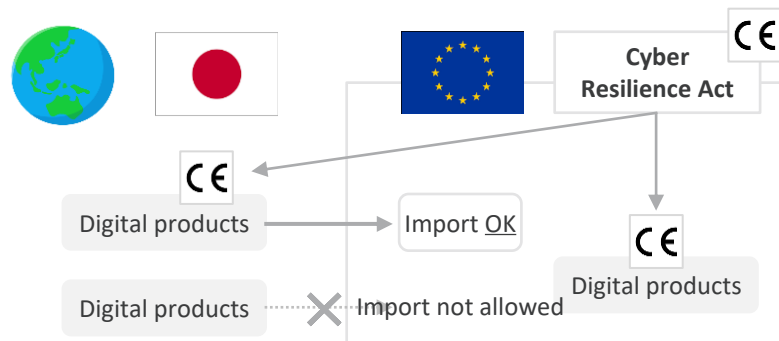
Environment Surrounding IoT Supply Chain Security and Initiatives

International safety standards materialize into industry-specific laws and regulations
Our products and services addressing international safety standards ahead of competition

International safety standards apply to companies entering European market

Received order from manufacturer for security consulting project to comply with European Cyber Resilience Act

After application of regulations, Japanese companies face risks like export restrictions, making regulatory compliance essential for affected products

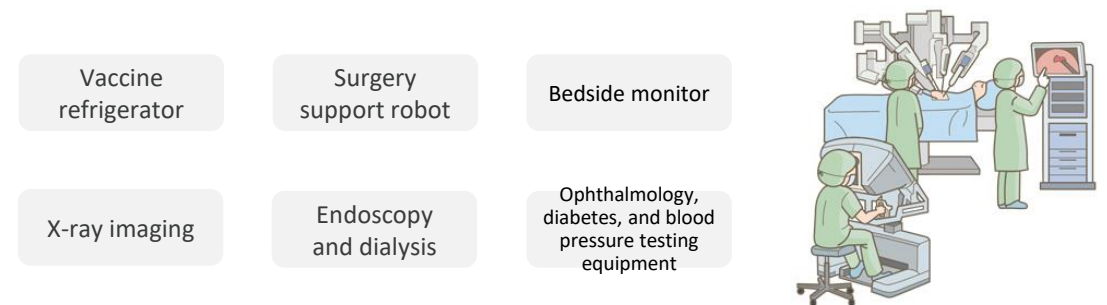


Source: [METI EU Cyber Resilience Act](#), [METI Cyber Security Measures](#)

Utilization of SBOM in medical industry

Medical devices will be legally required to list and manage software components to address vulnerabilities

EMLinux among first to support SBOMs (Software Bill of Materials) and received orders from multiple medical device manufacturers



Source: [\(Ministry of Health, Labour and Welfare\) Guide to Implementing Cyber Security for Medical Devices at Healthcare Organizations](#)

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Full-year forecast revised downward based on Q3 results and full-year outlook

(Unit: Millions of yen)

	FY23	FY23	Vs initial forecast	
	Initial forecast	Revised	Change	Rate of change
Net sales	7,500	6,500	(1,000)	(13.3%)
Operating income	1,400	1,100	(300)	(21.4%)
Ordinary income	1,400	1,100	(300)	(21.4%)
Profit attributable to owners of parent	950	740	(210)	(22.1%)

- Authentication and Security Services expected to perform according to initial forecast due to iTrust growth
- Sales of Linux/OSS Services expected to fall 20% short of initial forecast due to delays in sales promotion activities for AlmaLinux support and CentOS 7 extended support, coupled with loss of new large-scale project for CentOS 7 extended support expected in Q4
- Sales of IoT Services expected to fall 30% short of initial forecast due to delay in development of collaborative partners to handle large-scale contract development projects

Even after the revision of the full-year forecast, Cybertrust forecasts to pay **17.50 yen per share** as dividend, which is the same amount as that it paid in FY2022.

Dividend Policy

Cybertrust's basic dividend policy is to pay dividends from the surplus, once a year, as year-end dividend **in a stable and continuous manner** with the aim of deepening shareholders' understanding of Cybertrust's policy of business expansion from a medium- to long-term perspective, while actively investing in growth aimed at enhancing corporate value over the medium to long term.

	Interim dividend	Year-end dividend
FY2022 results (First dividend)		17.50 yen*
FY2023 forecast	0.00 yen	17.50 yen

* Cybertrust carried out a 2-for-1 stock split of shares of common stock on April 1, 2023. The year-end dividend of 35 yen per share for FY2022 is with respect to the number of shares before the split, and the amount in the table shows the dividend per share calculated after the stock split.

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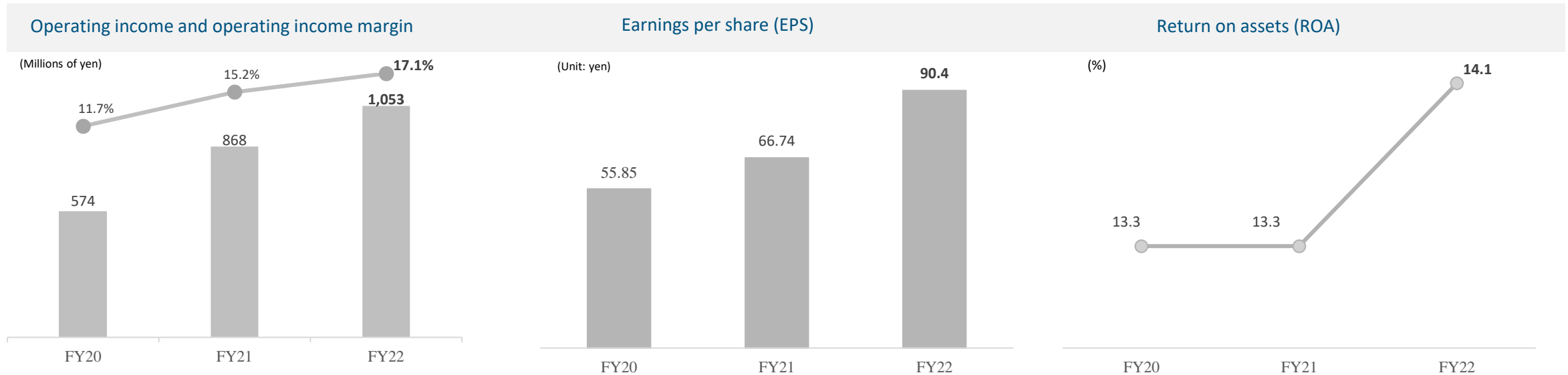
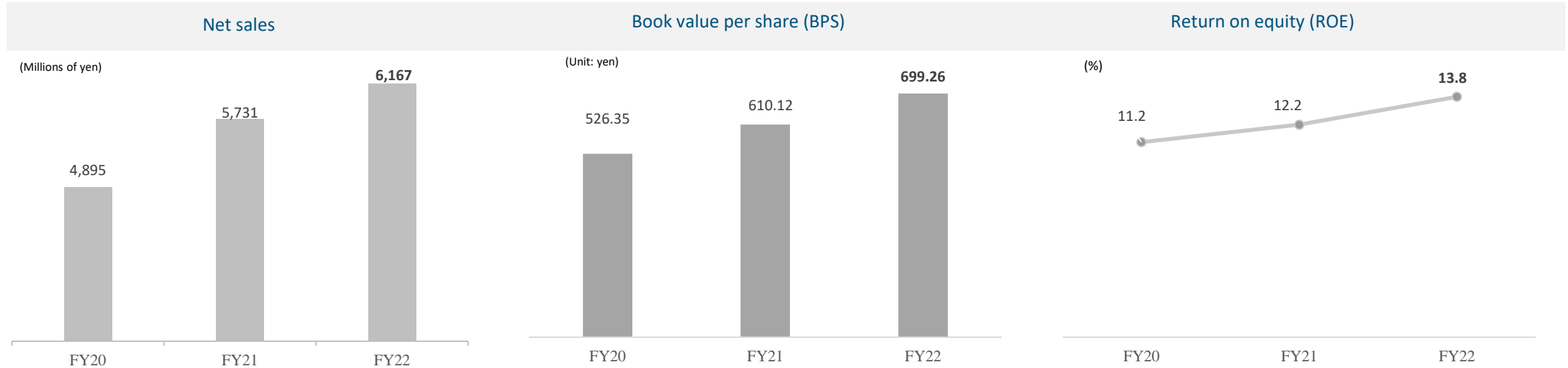
Numeric data

Consolidated PL (Detailed Sales by Service)

Consolidated Financial Results (Millions of yen)	FY20	FY21	FY22
Net sales	4,895	5,731	6,167
Authentication and security services	2,925	3,359	3,543
License	126	203	155
Professional services	592	567	448
Recurring service	2,205	2,588	2,939
Linux/OSS services	1,095	1,472	1,447
License	296	334	336
Professional services	182	164	124
Recurring service	617	973	985
IoT services	874	899	1,176
License	118	108	115
Professional services	725	752	981
Recurring service	30	38	80
Cost of sales	2,734	3,167	3,281
Gross profit	2,160	2,563	2,886
Selling, general and administrative expenses	1,586	1,694	1,832
Operating income	574	868	1,053

	End of Mar. 2021	End of Mar. 2022	End of Mar. 2023	YoY comparison
Current assets	3,124	4,613	5,401	+788
Cash and deposits	1,962	3,577	4,366	+788
Trade notes and accounts receivable And Contract Assets	893	861	878	+16
Fixed assets	2,725	2,606	2,465	△141
Property, plant and equipment	544	531	513	△17
Intangible assets	1,735	1,629	1,512	△117
Investments and other assets	444	445	439	+5
Total assets	5,851	7,222	7,868	+645
Current liabilities	1,585	1,786	1,705	△80
Long-term liabilities	413	562	538	△24
Net assets	3,853	4,874	5,625	+750

Major Consolidated Management Indicators



Corporate Information

Security and Trust

We will realize a Safe and Secure Digital Society

As a socially responsible company,
We recognize that “responding to the Sustainable Development Goals (SDGs)” is a key management issue.

Through our business and corporate activities, we work to resolve a variety of social issues in order to realize a sustainable society.



Company Name	Cybertrust Japan Co., Ltd.
Date of Establishment	June 1, 2000
Address	Ark Hills Sengishiyama Mori Tower 35F, 1-9-10 Roppongi, Minato-ku, Tokyo 106-0032, Japan
Board of Directors	Yasutoshi Magara, Chairman and Representative Director Yuji Kitamura, President and Representative Director Tetsuya Shimizu, Director Haruaki Kayama, Director Minoru Yanada, Outside Director Yoko Hirose, Outside Director Yumiko Tajima, Outside Director
Capital	812,505 Thousand yen (as of September 30, 2023)
Major shareholders (as of September 30, 2023)	SB Technology Corp. OBIC BUSINESS CONSULTANTS CO.,LTD SBI Securities Co., Ltd. SECOM CO., LTD Dai Nippon Printing Co., Ltd. Hitachi, Ltd. NTT DATA Japan Corporation THE BANK OF NEWYORK 133595 Custody Bank of Japan, Ltd.(Trust Account) Rakuten Securities, Inc.

Business Activities	<ul style="list-style-type: none"> ■ Certification services and security solutions businesses ■ Develop Linux OS, use OSS for enterprise Software development, support and consulting services ■ IoT related business and embedded Linux related business
Affiliated companies	<p>< Consolidated subsidiaries > Lineo Solutions Corporation Cybersecure Tech Inc.</p> <p>< Affiliates > Nippon Registry Authentication Inc. Other 1 company</p>
Business Sites	Head Office (Roppongi 1-chome), Matsue Lab.

On October 1, 2017, we (former MIRACLE LINUX Corporation) as the surviving company completed an absorption-type merger with former Cybertrust Japan co., Ltd. and name change of and commenced operations as Cybertrust Japan co., Ltd.

Year and month	Summary
Jun. 2000	MIRACLE LINUX CORPORATION is established in Minato-ku, Tokyo, with capital of 220 million. Began providing services centered on the server OS business as a developer of domestically produced Linux for companies, with Oracle Corporation Japan and NEC Corporation as major shareholders
Oct. 2000	Released MIRACLE LINUX v1.0 products
Dec. 2007	With the purpose of developing Linux distributions for enterprises that meet the needs of the Asian region and strengthening Asianux branding, Established Asianux Conrporation jointly with Red Flag of China and Hancom of South Korean
Aug. 2008	Entered Zabbix business and began providing server monitoring services
Feb. 2009	Released Embedded MIRACLE and entered the embedded OS business
Jun. 2010	Start of shipments of digital signage products
Jul. 2014	SOFTBANK TECHNOLOGY CORPORATION (currently SB TECHNOLOGY CORPORATION) acquires our shares and becomes a consolidated subsidiary of SOFTBANK TECHNOLOGY CORPORATION
May, 2015	Relocated headquarters to Shinjuku, Tokyo
Oct. 2015	Opened Matsue Lab as a development and support base in Matsue City, Shimane Prefecture
Mar. 2017	SOFTBANK TECHNOLOGY CORP. (currently SB TECHNOLOGY CORP.) and the former Cybertrust Japan co., Ltd. jointly launched solutions that comprehensively support the ecosystem for developing IoT equipment.
Oct. 2017	Acquisition of former Cybertrust Japan co., Ltd. and change its name to Cybertrust Japan co., Ltd.
Aug. 2018	Head office moved to Minato-ku, Tokyo
Jul. 2019	With the purpose of forming a business alliance with Lineo Solutions Inc., which develops embedded LinuxOS, we acquired a portion of the shares of Lineo Holdings, Inc., Converted Lineo Holdings Inc. into a holding-method related company
Sep. 2019	Commenced business alliance with SECOM Trust Systems Co., Ltd. for server certificate business
Oct. 2019	Realizing a IoT development environment that enables continuous development and launching EM+PLS, a service that supports the long-term use of IoT products
May, 2020	With the purpose of strengthening its business alliance with Lineo Solutions Inc., which develops embedded LinuxOS, the Company acquired all of the shares of Lineo Holdings, Inc., Made Lineo Holdings Inc. and Lineo Solutions Inc. wholly owned subsidiaries
Apr. 2021	Shares are listed on the Tokyo Stock Exchange Mothers Market.
Feb. 2022	Completed liquidation of consolidated subsidiary Lineo Holdings Inc.
Apr. 2022	Transitioned to the Tokyo Stock Exchange Growth Market following a review of the Tokyo Stock Exchange's stock market classification

The history of the former Cybertrust Japan co., Ltd. since its establishment until its merged is as follows

Year and month	Summary
Sep. 1995	NSJ Corporation established to develop software
May, 1999	Contracted as the sole Japanese distributor of Baltimore Technologies Plc ("Baltimore")
May, 2000	Company name changed to Baltimore Technologies Japan Co.,Ltd.
Jun. 2000	Merged with Cybertrust Co., Ltd. (Kita-ku, Sapporo) (The company launched Japan's first commercial electronic certification office in May 1997.)
Dec. 2003	Betrusted Holdings, Inc. entered into a business alliance with ("Betrusted") (Due to the acquisition of Betrusted, a major U.S. security services company, from Baltimore. Subsequently, this business was acquired by Verizon Australia Pty Limited ("Verizon").
Jul. 2004	Company name changed to Betrusted Japan Co., Ltd.
Jul. 2005	SOFTBANK BB CORP. (currently SOFTBANK CORP.) acquired the shares of Betrusted Japan Co., Ltd. and became a consolidated subsidiary of SOFTBANK BB CORP.
Jan. 2007	Company name changed to Cybertrust Japan co., Ltd.
Apr. 2014	SOFTBANK TECHNOLOGY CORP. (currently SB TECHNOLOGY CORP.) acquired the shares of SOFTBANK BB CORP. (currently SOFTBANK CORP.)'s ownership Cybertrust Japan co., Ltd. and became a consolidated subsidiary of SOFTBANK TECHNOLOGY CORP.
Apr. 2015	Contracted as the company's sales agent following Verizon's transfer of SSL and other businesses to DigiCert, Inc.
Oct. 2017	Eliminated due to merger with MIRACLE LINUX CORPORATION

Contributing to the Realization of a Sustainable Society Along with Business Growth



Social Issues Addressed through Business Activities

By promoting trust services to support DX Realization of a safe and secure digital society

- Provision of our certification services and IoT services



Development of technology through open innovation

- Formulating specifications at OSS communities and trade associations, Implementation of PoC (Proof of Concept), Participated in activities that included making recommendations to the government and disseminating information
- Partnerships and Joint Efforts to Solve Social Issues with Companies Promoting DX



Social Issues Addressed through Corporate Activities

Achieving corporate growth by creating resilient organizations

- To enable diverse ways of working, Establishment of various systems such as telework systems
- Implementing measures such as active recruitment of women to realize gender equality



KPI

- ◆ **Percentage of female employees in managerial positions: Achieved at least 8.2%**
- ◆ **Various career courses: Achieved at least two items from A to D in the last three fiscal years**

A: Conversion of women from non-permanent employees to permanent employees: Temporary employees may also be hired
 B: Shifting employment management categories to support women's career advancement
 C: Reemployment of previously employed women as permanent employees
 D: Recruitment of women aged 30 or older as permanent employees

Contributing to a Sustainable Society by Saving Resources and Energy

- Our data center is a facility that introduced carbon-free electricity. In addition, power consumption is reduced by introducing power-saving hardware products and integrating equipment, and lighting, air conditioning, and other equipment are saved.
- Promoting paperless operations through the full introduction of electronic contracting services



KPI

- ◆ **Renewable energy use ratio: Achieve 100% by 2030**
- ◆ **Achieve a procurement rate of 90% or more of equipment that complies with environmental standards in the procurement of new equipment and materials**
- ◆ **Electronic contract ratio: Achieved 100% by 2030**
- ◆ **Deletion of printed materials: 50% reduction by 2030 compared to 2022**

By addressing four materiality issues (important social issues), we will contribute to the realization of a sustainable society as well as the growth of our business. The four materiality and major initiatives are described above. Please refer to our website (<https://www.cybertrust.co.jp/corporate/sdgs/Link>) for further information on our SDGs initiatives.

We have established KPI (evaluation indicators) for the following two of the four materiality items in the strategic plan.

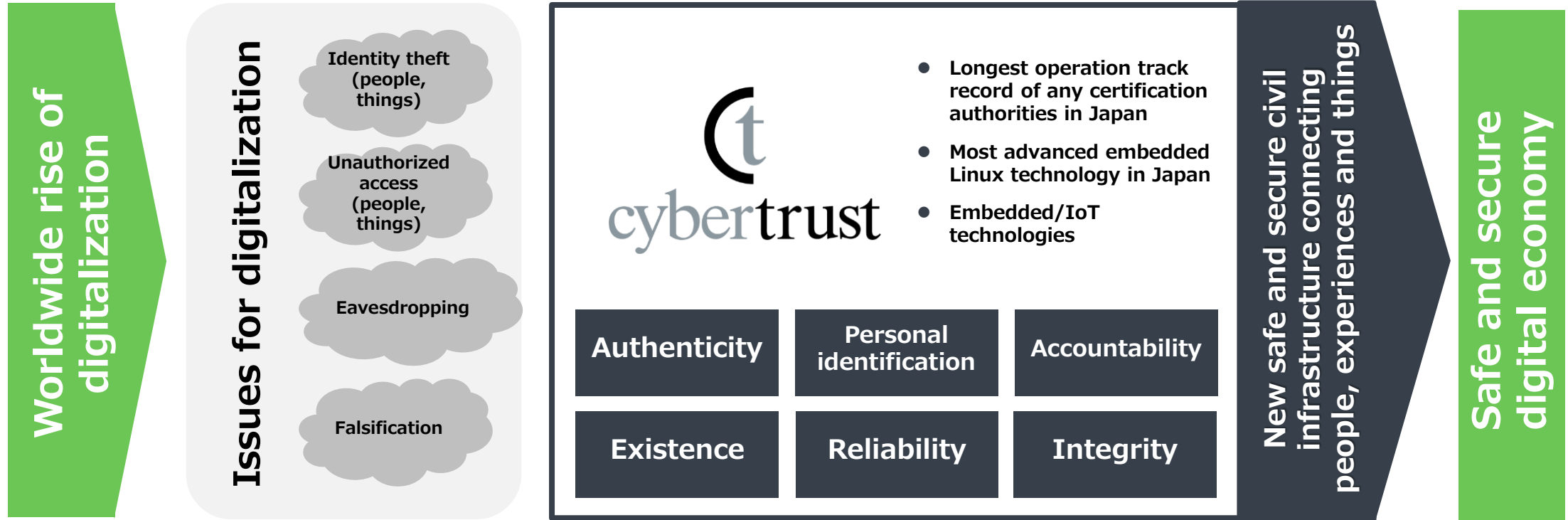
Materiality	KPI (Valuation Indicators)
Achieving Corporate Growth by Creating Resilient Organizations	<p>Percentage of female employees in managerial positions: Achieved at least 8.2% (at least average for the information and communications industry) Various career courses: Achieved at least two items from A to D in the coming three fiscal years A : Conversion of women from non-permanent employees to permanent employees: Temporary employees may also be hired B : Shifting employment management categories to support women's career advancement C : Reemployment of previously employed women as permanent employees D : Recruitment of women aged 30 or older as permanent employees</p>
Contribute to a sustainable society through resource and energy conservation	<p>Renewable energy use ratio: Achieve 100% by 2030 Achieve a procurement rate of 90% or more of equipment that complies with environmental standards in the procurement of new equipment and materials Electronic contract ratio: Achieved 100% by 2030 Deletion of printed materials: 50% reduction by 2030 compared to 2022</p>

Policies and indicators concerning the development of human resources, including ensuring diversity of human resources, and the improvement of the internal environment, and trends in the performance of these indicators.

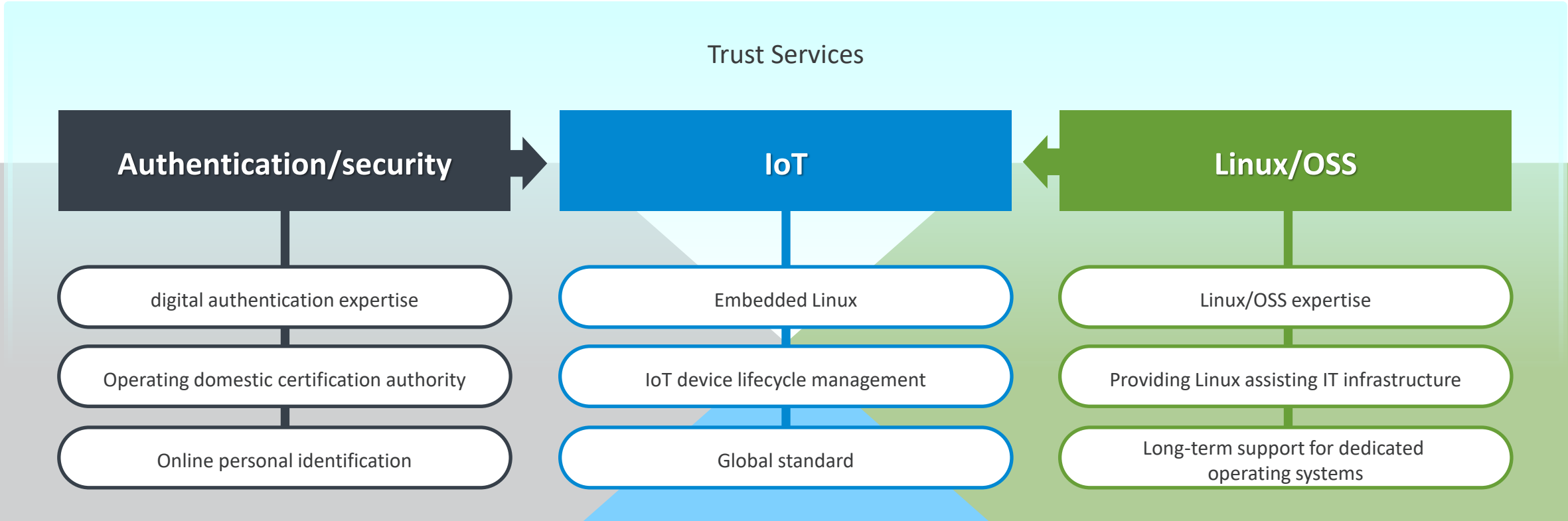
Policy guidelines		Year ended March 31, 2021	Year ended March 31, 2022	Year ended March 31, 2023
Recruiting Activities to Secure Human Resources and Create Continued Jobs	Number of Employees: Total (persons)	214	222	230
	Number of employees: Male (persons)	169	172	177
	Number of employees: Female (persons)	45	50	53
	Percentage of Female Employees (%)	21.0	22.5	23.0
Percentage of female employees in managerial positions 8.2% or more	Ratio (%)	10.0	9.1	10.5
At least 10% of male workers take childcare leave	Ratio (%)	-	15.0	28.6
Engagement Assessment and ES Survey Core Year-on-Year or higher	Number of points	3.79	3.83	3.83

Business Overview

Providing essential trust services in the era of digital transformation (DX)



Cybertrust provides original Trust services for solving DX issues by combining Authentication and security and Linux/OSS technologies.

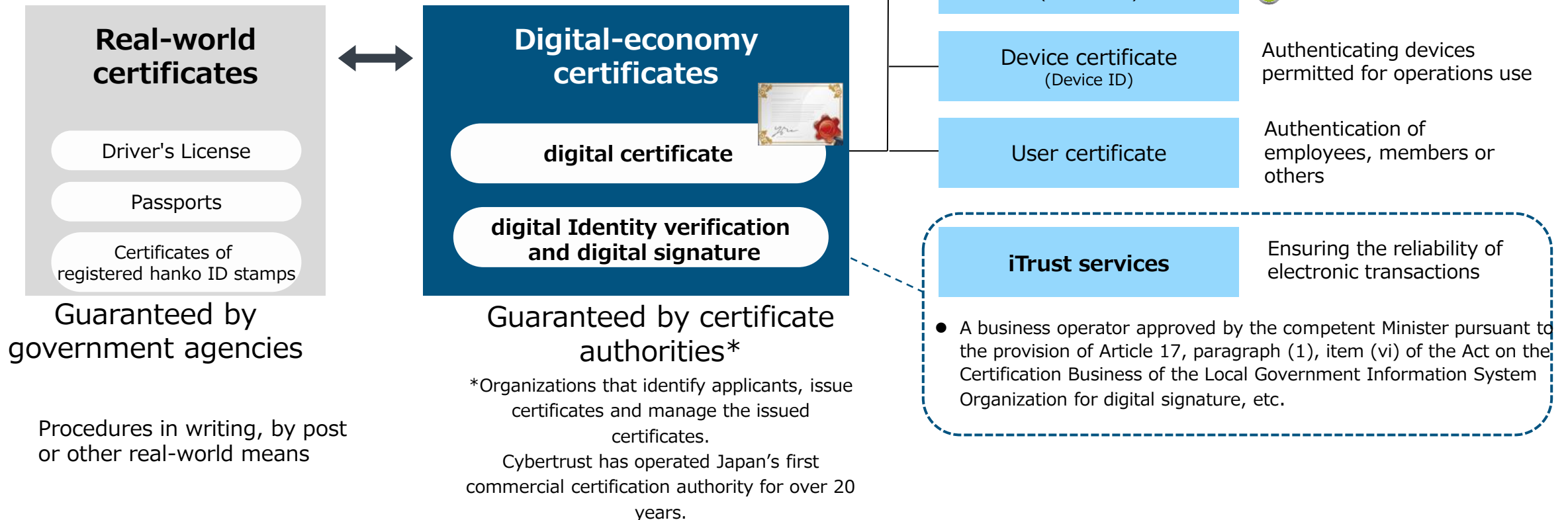


Overview of Authentication and Security Services

Providing trust services for areas such as digital certificate, digital Identity verification and digital signature
- the 'ID cards' of the digital economy

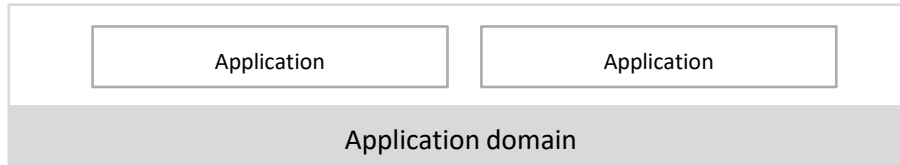
An operation track record as Japan's first commercial certification authority and
one conforming to international audit standards

Cybertrust's lineup of authentication and security services

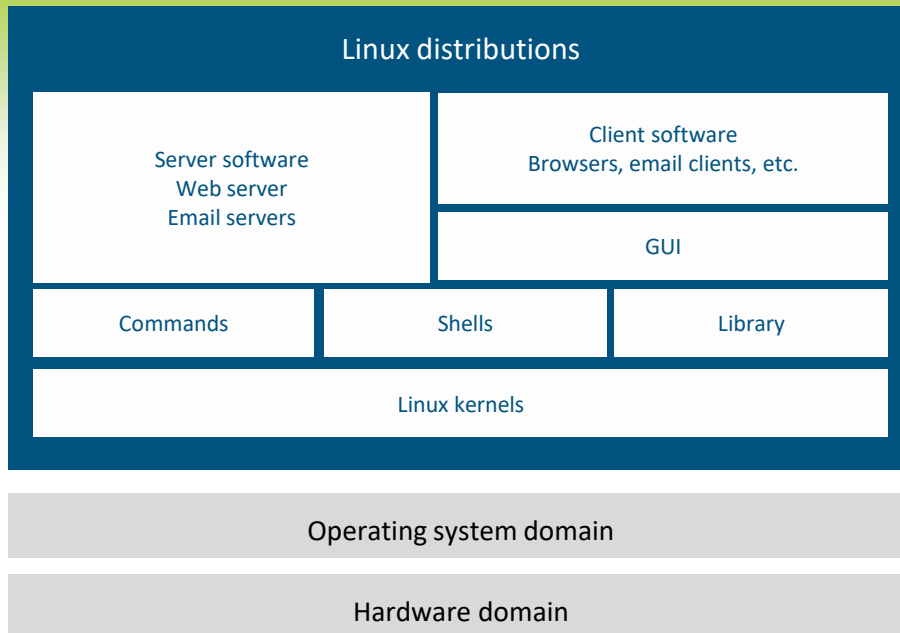


Japan's only Linux/OSS distributor run by a group of engineers active in the global OSS community

General Siers



Building application systems on operating systems



Functions needed for the Linux kernel are brought together and then provided and supported as Linux distributions

Extensive track record of use with critical systems

Air traffic control systems, industrial equipment, communication infrastructure, vehicles, rolling stock, others

Long-term support (10 years or more) can be provided

- OSS community support ends in 5 to 6 years.
- Performance parts for product repairs can be held 5 to 9 years after the end of production or sales

Cybertrust product areas with established track records
Server monitoring, vulnerability management, security, Linux for t



Providing technology expertise ranging from Linux operating systems for IoT devices to authentication and lifecycle management

providing secure operation of IoT devices
Linux/OSS technology

Cybertrust product



- Provides IoT devices with vulnerability updates for 10 years (extendable).

used to verify IoT device authenticity
Authentication and security technology

Cybertrust service



- Ensures safety, verifies authenticity and provides long-term lifecycle management for IoT devices.
- Covers cybersecurity measures needed in cloud environments such as OTA updates and secure boot.

enabling lifecycle management of IoT devices
IoT device/cloud connection technology

Secure IoT Platform (SIOTP)



One of very few providers worldwide that can provide a comprehensive lineup of all the technologies needed

Conformance with international IoT device manufacture and operation standards (IEC62443/NIST SP800/FIPS140-3/WP29-ISO21434, etc.)

Term	Description
digital certificate	Digitized identity certificates that properly certify and identify targets. These certificates verify the authenticity of people, goods, etc. by examining and issuing them by a certification authority as a reliable third-party organization.
digital authentication	Preventing spoofing or falsification of information by electronically verifying that each user on a network or system having multiple users is the authorized user.
certification authority	An organization with the authority to issue, revoke and manage digital certificates. Certification authority is made up of registration authority (for investigating certificates) and issuing authority (for issuing, revoking and managing certificates).
Server Certificate	A digital certificate used to verify the existence of the website's operator and encrypt data transmitted between the browser and web server.
EV server certificate	EV stands for 'Extended Validation'. The most reliable SSL/TLS certificate. Issued in accordance with rigorous and globally uniform investigation standards. Can be issued only by digital authentication providers that have passed audits set forth by auditing organizations.
Multi-domain certificate	A certificate that can be registered in a Subject Alternative Names (SAN) area and used for several domains, even for FQDN that contain different domains
Wildcard certificate	Certificates Available in One Certificate for Different Subdomains in the Same Domain
SSL conversion	Encrypting the interaction (communication) between a website and the user browsing the site

Term	Description
Client certificate	A digital certificate that installs a certificate on the user's device (such as a PC or smartphone) to authenticate the user as the authorized user. There are two main types: User certificates and device certificates.
Device certificate	Issued to information devices such as smartphones and tablets. Prevents access from unauthorized information devices by controlling in-house network access authorization to 'only devices with certificates.
User certificate	Used to authenticate individuals, such as employee ID cards and system login cards
e-seal	A measure such as encryption to indicate the organization from which the electronic document, etc. was issued, and a mechanism to confirm that the document, etc. has not been tampered with since the measure was taken.
VAR	A vendor partner contract in which some of the services sold have Device ID embedded or selectable as an option.
Linux	An operating system having free and publicly released source code that lets anyone use, copy, alter or redistribute it. Linux can be rebuilt by selecting the functions needed, so is used to provide servers and embedded systems for electrical appliances and a wide range of other applications.
OS	Stands for 'operating system'. The underlying program that manages an entire computer system and provides the usage environment shared by the various types of application software running on the system.
OSS (Open Source Software)	Software having free and publicly released source code (the instructions that define the software). Anyone can use, improve or redistribute open-source software.
Linux distributions	A collection of Linux kernels and other software packages that can be easily installed and used by users

Term	Description
RHEL	Abbreviation for Red Hat Enterprise Linux. A Linux distribution developed and sold by Red Hat for business use.
CentOS	Community-based free LinuxOS that is highly compatible with RHEL
OSS community	A nonprofit organization of users, developers and fans created mainly to develop, improve or exchange information about open-source software (OSS). Members located throughout the world share source code, collaborate on development projects, share relevant information, hold workshops and the like.
SBOM	Software Bill of Materials: A software bill of materials that lists the components, dependencies, and types of licenses included in the software.
Integrated monitoring tool	A tool used to identify and analyze operating statuses by acquiring operation information from a server to determine whether it is operating normally.
Embedded	A term used to describe devices or systems intended to perform limited functions specialized for certain applications. Examples of embedded devices include household appliances, vehicles, and electronic devices such as mobile phones or cameras.
Real time (RTOS)	A type of operating system used widely in embedded systems. Differs from the general-purpose operating systems in common use by prioritizing real-time operation.
ROT	Root of Trust: A fundamental part of hardware and software security that provides reliability.
Sigstore	Signature-service to verify the source and authenticity of OSS

Glossary ④: Security-Standard "FIPS 140-3"

Summary	
What is FIPS 140-3?	Standard for cryptographic modules established by the National Institute of Standards and Technology (NIST:National Institute of Standards and Technology) that was certified in March 2019.
Roles of FIPS 140-3	Functions as a standard for realizing secure information system construction by covering areas related to secure design, implementation, and operation of cryptographic modules.
Importance of FIPS 140-3	In response to the recent occurrence of cyber security incidents centering on critical infrastructures, not only hardware/software vendors but also service vendors and cloud service providers in the U.S. are required to introduce and implement FIPS140-3.
FIPS 140-3 advantages	Products/services conforming to FIPS 140-3 are guaranteed to implement cryptographic modules with the highest level of security and to have high reliability. The use of FIPS 140-3 is critical to protecting sensitive security-information and data.
Trends in U.S. Government Procurement Standards	Similar measures are required to safely build and operate products and services in systems and cloud services operated by civilian goods and private entities, regardless of the Department of National Security and the Department of Defense purchasing requirements.
International influence	Influence is spreading internationally as it is a U.S. government-led standard Many countries/organizations adopt FIPS 140-3 as a security standard and use it to develop products/protect information systems.
Influence in Japan	As many domestic companies incorporate and operate in the global supply chain, it is essential to meet FIPS140-3 and maintain their certification.
Transition from FIPS 140-2	FIPS140-2 will also expire on September 21, 2026, so transition to FIPS140-3 is required.

Essential for ensuring reliability and safety as the most important security standard

Product name comparison table

Function	Official product name	Abbreviations in this document
【Authentication and Security】		
SSL/TLS server certificate	SureServer	SureServer
device authentication	Cybertrust Device ID	Device ID
Certification bureau outsourcing services	Cybertrust Managed PKI	Managed PKI or MPKI
Identity verification, Certificate for document signing and digital signature	iTrust identity verification services, iTrust identity verification service , iTrust Remote Signing Service	iTrust ※Indicated as a service that encompasses the three services shown on the left
Identity Verification	iTrust identity verification service	iTrust (identity verification)
Certificate for document signing	iTrust digital signature certificate	iTrust (digital signature) ※Indicated as a service that encompasses the two services shown on the left
digital signature	iTrust Remote Signing Service	
e-seal	iTrust certificate for e-seal	iTrust (e-seal)
【Linux / OSS】		
Server OS/cloud infrastructure	MIRACLE LINUX	MIRACLE LINUX
Integrated monitoring	MIRACLE ZBX	MIRACLE ZBX
【IoT】		
Linux for IoT	EMLinux	EMLinux
IoT Trust Services	Secure IoT Platform	SIOTP

Product and service introduction page	URL
CyberTrust Japan Co., Ltd. Web website	https://www.cybertrust.co.jp/ (Link)
【Authentication and Security】	
SureServer service	https://www.cybertrust.co.jp/sureserver/ (Link)
Cybertrust Device ID Service	https://www.cybertrust.co.jp/deviceid/ (Link)
iTrust service	https://www.cybertrust.co.jp/itrust/ (Link)
[Linux / OSS]	
MIRACLE LINUX goods	https://www.cybertrust.co.jp/miracle-linux/ (Link)
CentOS support service	https://www.cybertrust.co.jp/centos/ (Link)
MIRACLE ZBX goods	https://www.cybertrust.co.jp/zabbix/ (Link)
MIRACLE VulHammer goods	https://www.cybertrust.co.jp/zabbix/vul-hammer/ (Link)
[IoT]	
EMLinux products	https://www.cybertrust.co.jp/iot/emlinux.html
Secure IoT Platform Services	https://www.cybertrust.co.jp/siotp/index.html

Press Release List (FY23 Q3~)



10.03



SBOM-compliant supply chain security enhancement and development/operation efficiency improvement supported by the latest version of "EMLinux," an embedded Linux OS with ultra-long-term support

10.04



Cybertrust Achieves Record Share of EV SSL/TLS Server Certificate Market in Japan

11.01



Cybertrust's iTrust Remote Signature Service Time-Stamping Function Integrates with "Claris Connect" to Easily Meet the Time-Stamping Requirements of the Electronic Books Maintenance Act

11.14



Cybertrust Offers SIOTP Client Manager for Device Manufacturers to Verify Authenticity of IoT Devices

11.16



Cybertrust's "iTrust identity verification service" and Jasmy's "Jasmy Personal Data Locker" collaborate to support public certification service for individuals for local currency and loyalty point services.

11.20



Cybertrust's "iTrust identity verification service" is adopted for "ID-MY2 Personal Authentication Card Reader" provided by Canon Marketing Japan.

11.22



Cybertrust and Pipeline Sign Reseller Agreement for AlmaLinux OS Support Services

12.12



Intage Technosphere Adopts AlmaLinux and Cybertrust Support to Replace CentOS

12.21



Cybertrust Employee Joins Board of Directors of The AlmaLinux OS Foundation

12.25



Tsurugi Handa Hospital adopts Cybertrust's terminal authentication service to enhance security of remote access to the hospital network.

01.23



Cybertrust to Provide Extended Support for Zabbix, Open Source Based System Monitoring Software, After Support Expires

01.25



Cybertrust Launches Internal Server Vulnerability Assessment for Authentication Scanning Required by PCI DSS v4.0

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Security and Trust