



*Note: 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.*

# FY2023 Q1 Financial Results

First Quarter of the Fiscal Year ending March 31, 2024

Cybertrust Japan Co., Ltd.

TSE Growth: 4498

July 26, 2023

# Increase in both sales and profit compared to the same period of the previous year

- Making progress as expected compared to consolidated forecast towards achieving full-year forecast
- Profit increased while we made active investments in overseas partnerships for CentOS-related business

## Growth of high-growth-driver services

- Growth led by iTrust and EMLinux, with recurring service sales ratio at record-high 70.7%
- Renewal rate of recurring services for CentOS support, a Linux support focus area, at record-high 89.5%
- Steady progress in initiatives related to high-growth-driver services towards achieving Medium-Term Management Plan

# Agenda

- **Overview of FY2023 Q1 Financial Results**
- **Overview by Service Segment**
  - **Authentication and Security Services**
  - **Linux/OSS Services**
  - **IoT services**
- **FY2023 Full-Year Forecast**
- **Medium-Term Management Plan and Growth Strategy**
- **APPENDIX**

## ■ **Overview of FY2023 Q1 Financial Results**

### ■ Overview by Service Segment

- Authentication and Security Services

- Linux/OSS Services

- IoT services

### ■ FY2023 Full-Year Forecast

### ■ Medium-Term Management Plan and Growth Strategy

### ■ APPENDIX

## Year-on-year increase in both sales and profits, record high Q1 net sales and operating income

Net sales rose 2.5% YoY to **1,443** million yen

Operating income increased 4.8% YoY to **179** million yen

- Strong build-up of recurring service sales under Authentication and Security Services on the back of expansion of digital transformation market
- Strengthened collaboration with partners for the anticipated expansion in demand for recurring services in Linux/OSS Services from Q4
- IoT Services progressed favorably led by professional services that lead to recurring services

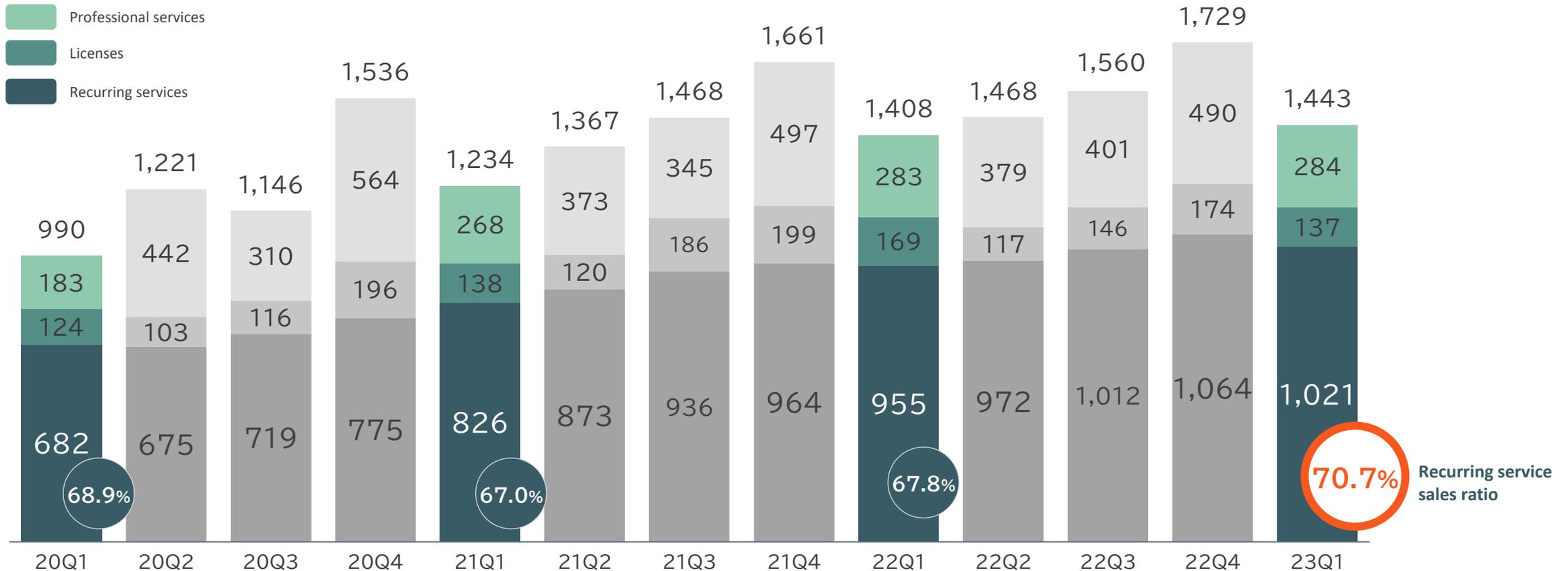
Unit: Millions of yen	FY22 Q1	FY23 Q1	YoY change
Net sales	1,408	1,443	2.5%
Operating income	171	179	4.8%
Ordinary income	176	179	1.8%
Profit attributable to owners of parent	118	116	(1.9%)
EBITDA	308	330	7.2%

# Trend in Quarterly Sales by Transaction Type

Record high recurring service sales ratio of 70.7%

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**      Strong performance by recurring services led by iTrust, a high-growth-driver service, due to expansion of digital transformation market  
 Net sales posted steady growth year on year, rising 4.1%
- **Linux / OSS**      Renewal rate improved for CentOS support under high-growth-driver service Linux support  
 Expansion in demand expected in Q4
- **IoT**      Sales of high-growth-driver service EMLinux support doubled, while professional services contributing to recurring service sales continued to grow

(Millions of yen)	FY22 Q1		FY23 Q1		YoY change	
	Net sales	Sales ratio	Net sales	Sales ratio	Increase	Increase rate
Authentication and Security Services	850	60.4%	885	61.3%	35	<b>4.1%</b>
Linux/OSS services	353	25.1%	312	21.6%	(41)	<b>(11.5%)</b>
IoT services	204	14.5%	246	17.1%	42	<b>20.7%</b>
<b>Total net sales</b>	<b>1,408</b>	<b>100%</b>	<b>1,443</b>	<b>100%</b>	<b>35</b>	<b>2.5%</b>

- Overview of FY2023 Q1 Financial Results
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  - **Authentication and Security Services**
    - Linux/OSS Services
    - IoT services
- FY2023 Full-Year Forecast
- Medium-Term Management Plan and Growth Strategy
- APPENDIX

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

(Unit: Millions of yen)

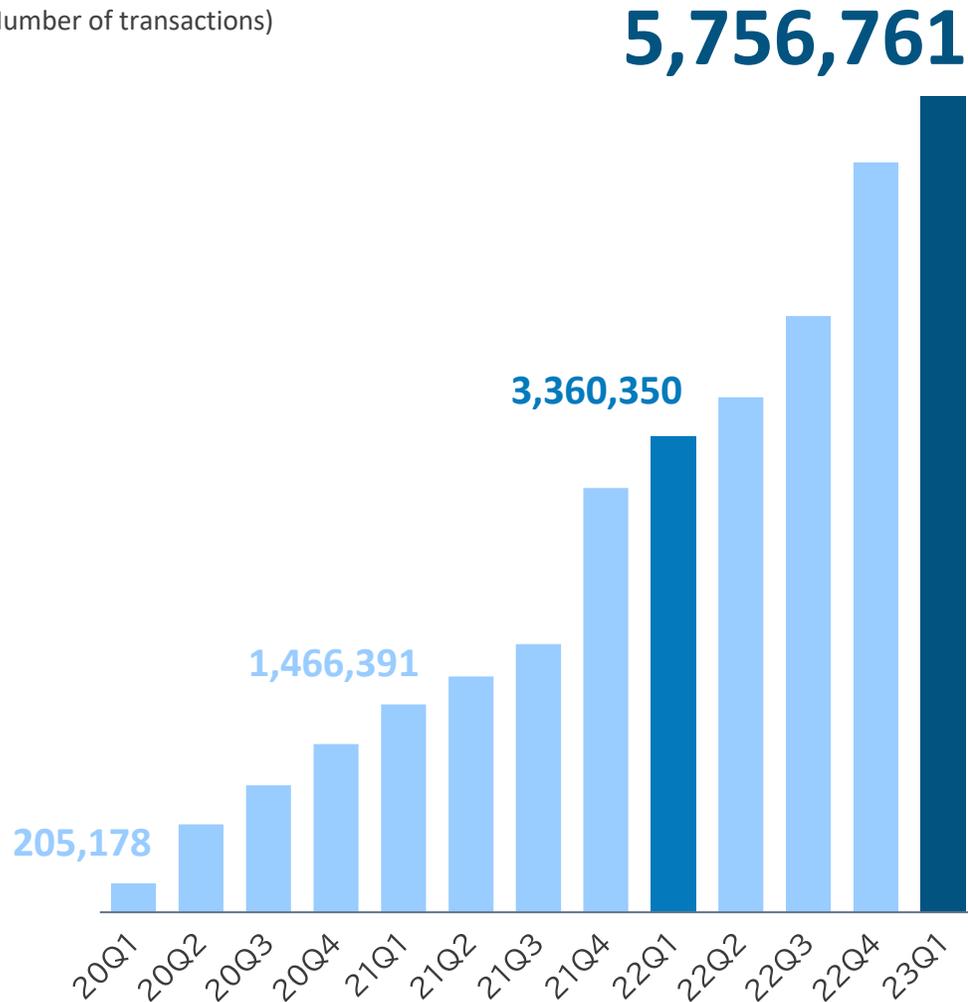
Authentication and security service net sales (Sales by transaction type)	FY22 Q1	FY23 Q1	YoY change
<b>Recurring services</b> (Recurring service sales ratio)	<b>697</b> (82.0%)	<b>763</b> (86.3%)	<b>9.5%</b> (4.3 pp)
Licenses	55	53	(3.6%)
Professional services	98	68	(30.1%)
Total net sales	850	885	4.1%

### Recurring service sales ratio of 86.3% (up 4.3 pp YoY)

- Mainstay iTrust grew 73.1% year on year as eKYC service for financial institutions and electronic contracts expanded
- In Device ID, cloud-based authentication services and remote access services for corporates grew
- Renewal rate improved for SureServer. Steady progress being made in acquisition of new projects
- Sales ratio by transaction type progressed as expected as a result of focusing on recurring services led by high-growth-driver services to strengthen revenue base

## Number of iTrust transactions (number of paid API use)

(Number of transactions)



Number of transactions **5.75 million**/quarter

YoY change **1.7 times**

Trust service boasting outstanding performance

\*Cybertrust Japan study as of the end of June 2023

# Initiatives to Expand Scope of Use of iTrust

## Individual Number Cards on smartphones

### iTrust (Identity Verification)

Initiative to have functions (digital certificate) of Individual Number Card installed in smartphones is progressing in accordance with government policy\*1

Japanese Public Key Infrastructure (JPKI: public certification service for individuals) for smartphones using iTrust (identity verification)



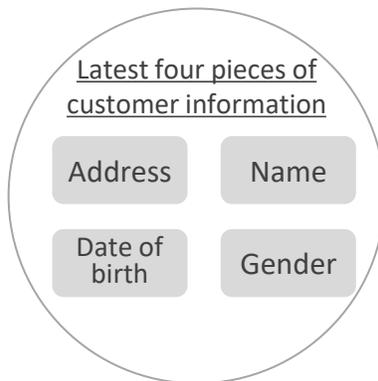
**Scope of use of public certification service for individuals expanded and transactions increased through improved convenience of smartphone application**

## Full implementation of continuous customer management

### iTrust (Identity Verification)

Based on FATF\*2 recommendations, financial institutions need to fully implement measures such as continuous customer management to combat money laundering by the end of March 2024

Continuous online acquisition of customer information through iTrust (identity verification)



**Transactions increased as requirement for iTrust (identity verification) continued after opening and registration of account**

## Real estate electronic contracts

### iTrust (Digital Signature)

Use of electronic contracts for real estate transactions (purchase and rental) is in full swing following revision to Real Estate Brokerage Act

Ensure high reliability and authenticity of electronic contracts with iTrust (digital signature)



**Transactions increased with expanded usage at partner companies as introduction of electronic contracts in the real estate industry gathered pace**

\*1 Source: Digital Agency, October 2022, Briefing material for administrative agencies, private businesses, etc. for installation of Individual Number Card functions (digital certificate) on smartphones

\*2 Source: Financial Action Task Force on Money Laundering (FATF) is an inter-governmental organization established to promote international cooperation in combating money laundering

- Overview of FY2023 Q1 Financial Results
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  - Authentication and Security Services
  - **Linux/OSS Services**
  - IoT services
- FY2023 Full-Year Forecast
- Medium-Term Management Plan and Growth Strategy
- APPENDIX

## Renewal rate of recurring services remained high and partner collaborations around the nation strengthened

	FY20 Q1	FY21 Q1	FY22 Q1	FY23 Q1
CentOS support renewal rate	63.3%	62.5%	78.9%	<b>89.5%</b>
Number of partners (companies)	54	54	109	<b>151</b>
Number of free downloads of MIRACLE LINUX (cumulative) <small>*Made free from October 2021</small>	-	-	43,540	<b>70,731</b>

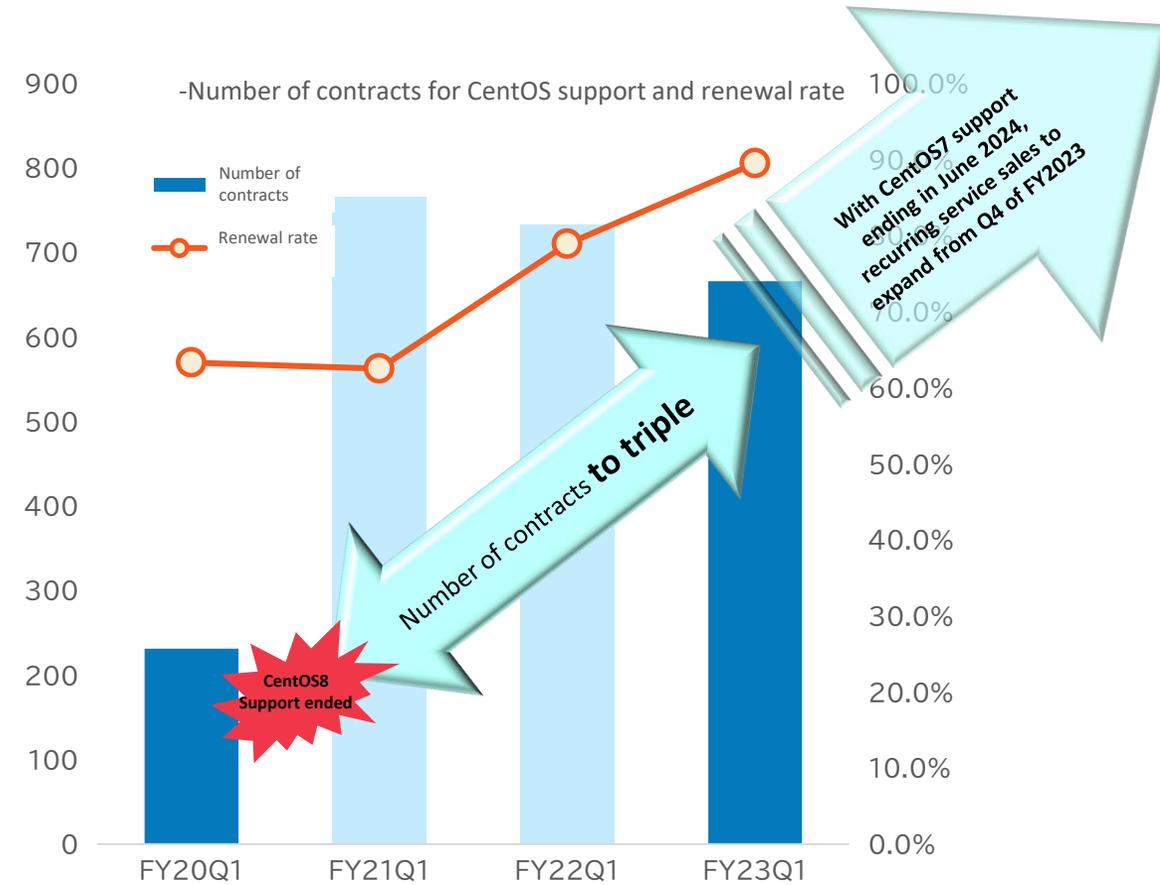
Record high

Even after support ended for CentOS6 in November 2020, MIRACLE LINUX downloads exceeded 70,000, with wide range of businesses including regional medium-sized enterprises and SMEs continuing to consider successor OS to CentOS

**Paid CentOS support sales to exceed FY2021**

- Opportunity following end of support for CentOS7 in June 2024**  
 Sales are expected to increase from Q4 of FY2023 to the next fiscal year as larger number of customers will be affected compared to the time when support ended for CentOS8 in December 2021
- Collaboration with CloudLinux**  
 To provide CentOS7 extended support, and LivePatch, FIPS140-3 value added security support
- Strengthening collaboration with partner companies around the nation**  
 Increase sales opportunities to regional medium-sized enterprises as well as small- and medium-sized client companies based on profile of users downloading MIRACLE LINUX

### Recurring service sales to expand from Q4 of FY2023



\*LivePatch: Non-disruptive update service for system failure, etc.  
 \*FIPS140-3: Security encryption-related U.S. government certification standards

# Linux/OSS Initiatives Aimed at Expanding Sales of High-Growth-Driver Services

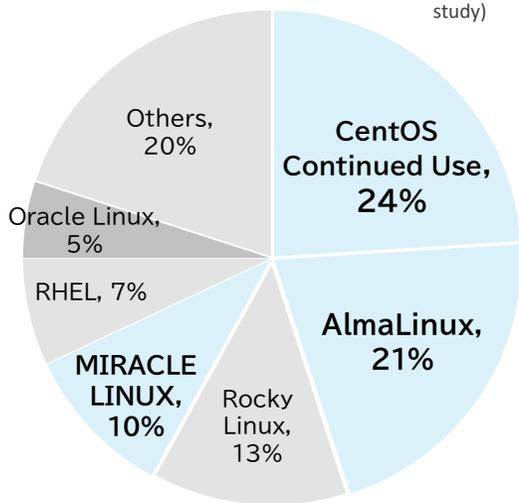
Support CentOS users' transition to successor OS



Offer highly rated AlmaLinux OS as transition OS to users of CentOS7, support for which is set to end in June 2024

Along with sales of CentOS extended support, support users to transition to AlmaLinux OS in collaboration with partners around the nation, and sell post-transition high value-added services

- Transition OS candidates following end of CentOS support (Cybertrust Japan study)



Strengthen high value-added services through global collaborations



Collaboration with U.S.-based CloudLinux

In addition to CentOS extended support, offer high value-added services in collaboration with partners that would enable long-term, safe and secure use, including security support, of Linux OS



## Japanese language support by Japanese engineers

High quality, long-term support



Provision of upgrade programs for a maximum 16-year period

Reduction of system maintenance cost



LivePatch service with zero downtime

Compliant with international safety standards



Provision of FIPS 140-3-compliant patches

- Overview of FY2023 Q1 Financial Results
- **Overview by Service Segment**
  - Authentication and Security Services
  - Linux/OSS Services
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- Medium-Term Management Plan and Growth Strategy
- APPENDIX

## Steady progress in adoption of high-growth-driver service EMLinux

(Unit: Millions of yen)

IoT service net sales (Sales by transaction type)	FY22 Q1	FY23 Q1	YoY change
Professional services	156	199	27.8%
Recurring services	14	21	49.9%
Licenses	34	25	(26.0%)
Total net sales	204	246	20.3%

Professional services, which lead to recurring services, continued to grow from the previous fiscal year. Making steady progress towards increased adoption of high-growth-driver service EMLinux

### ■ EMLinux customization projects continue to be strong

- Industrial equipment such as onboard device, factory equipment, and control devices
- Progress made in some cases with development moving from evaluation stage to mass production

### ■ EMLinux support sales doubled

- (increase in number of ongoing contracts towards mass production)
- Industrial equipment such as onboard device, factory equipment, and control devices

### ■ In security consulting, acquired projects including security consulting project for onboard device and an R&D-related project for next-generation information and communication platform

# Increase in Demand for Security Consulting and Business Growth

## Adapting to the transition to international safety standards

Critical infrastructure, in particular, need to adapt to the transition to international safety standards

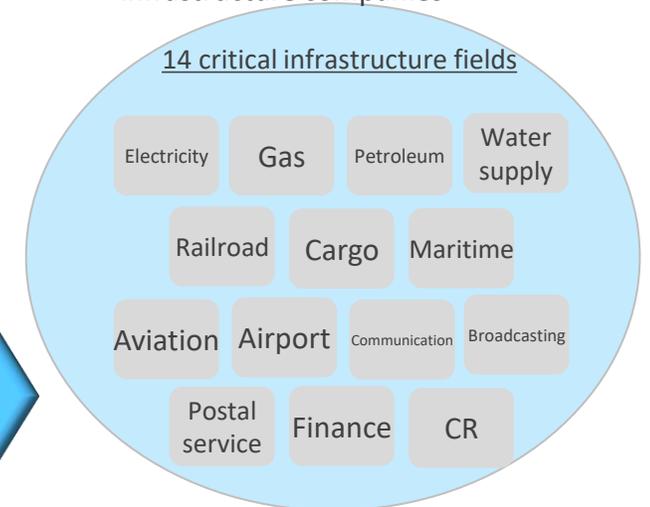
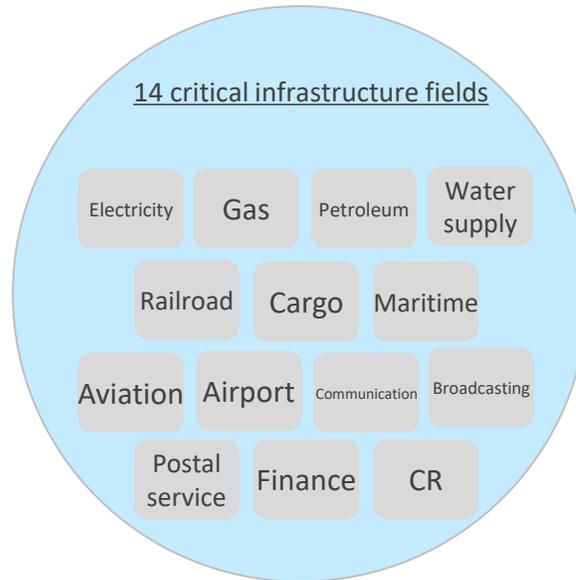
## 14 critical domestic infrastructure fields subject to international security standards

Fourteen fields, where stoppage or deterioration of functions could pose significant risk of compromising the safety of the nation and citizens, are required to comply with safety standards to prevent frequent cyber attacks

## Government to make it mandatory for companies to introduce pre-screening system

Based on the Economic Security Promotion Act, the government plans to introduce, by spring of 2024, a system that would allow it to grasp the risks occurring at the time of introduction or renewal of system by infrastructure companies

International security standards



**Plan to announce target businesses in fall of 2023**

**Companies supplying facilities, equipment, and systems**

Security measures will be a procurement criterion also for companies supplying facilities, equipment, and systems to critical infrastructure companies, thus increasing the demand for security consulting and security measures for software

- Overview of FY2023 Q1 Financial Results
- Overview by Service Segment
  - Authentication and Security Services
  - Linux/OSS Services
  - IoT services
- **FY2023 Full-Year Forecast**
- Medium-Term Management Plan and Growth Strategy
- APPENDIX

## High growths **in excess of 20% in net sales** and **in excess of 30% in operating income**

Recurring growth is expected to continue with high-growth-driver services

	FY22	FY23	YoY change	
			Change	Rate of change
Net sales <small>Unit: Millions of yen</small>	6,167	<b>7,500</b>	+1,332	+21.6%
Operating income	1,053	<b>1,400</b>	+346	+32.9%
Operating margin (%)	17.1	<b>18.7</b>	—	—
Ordinary income	1,065	<b>1,400</b>	+334	+31.4%
Profit attributable to owners of parent	725	<b>950</b>	+224	+31.0%
EBITDA	1,623	<b>2,100</b>	+476	+29.3%

As of the beginning of FY2023, 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.

- Overview of FY2023 Q1 Financial Results
- Overview by Service Segment
  - Authentication and Security Services
  - Linux/OSS Services
  - IoT services
- FY2023 Full-Year Forecast
- **Medium-Term Management Plan and Growth Strategy**
- APPENDIX

## Medium-Term Management Plan

**Achieve dramatic growth in performance over three years from FY2022 through initiatives to address the five key themes for business transformation**

### 1 Organization growth and human resource development



- Securing engineers and other human resources with high-level and specialized knowledge and skills
- Implementing training and skills improvement support for employees
- Engagement policy aimed at building a better organization and workplace environment

### 2 New market creation and focus



- Focus on high-growth-driver services of iTrust, Linux support, and EMLinux
- Initiatives for OSS Security Mobilization Plan
- Strengthening of partner ecosystem

### 3 R&D for the future



- Prior art research by R&D department
- Initiative for commercial post quantum cryptography certification service

### 4 Global expansion



- Collaboration with Quantinuum (U.K.)  
The world's largest integrated computing company  
Completed integration of quantum-computing-hardened private keys into new IoT authentication platform

### 5 Stable system operation and quality assurance

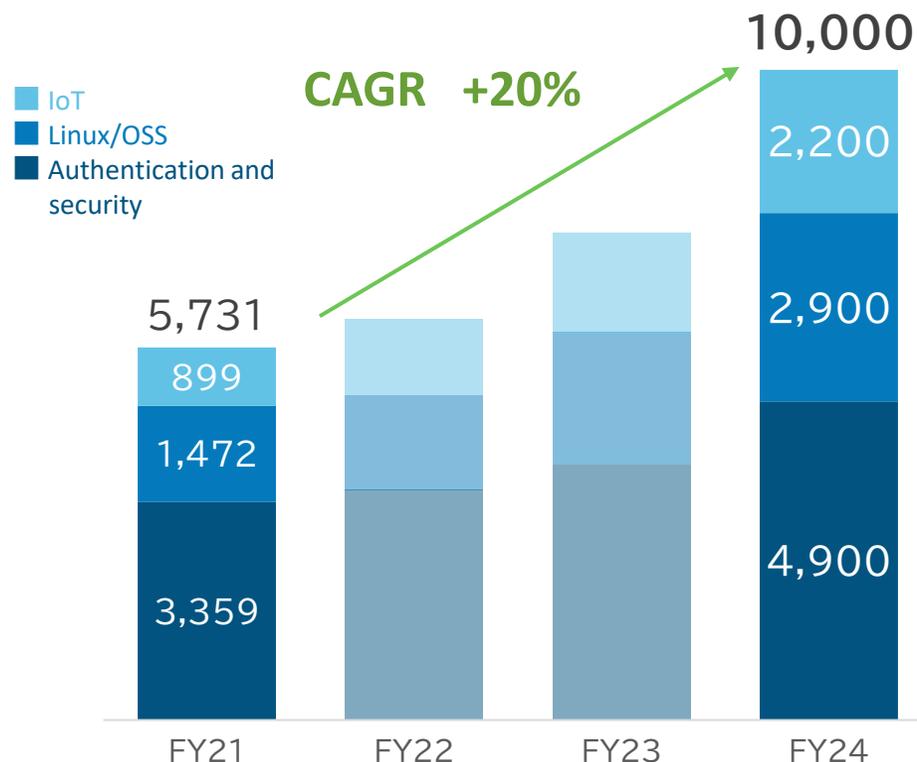


- Improving the availability of trust service provision platform, whose impact on socioeconomic activities are expanding along with the spread of digital transformation

# BizX 20/40 (Medium-Term Management Plan)

Net sales target to be achieved by FY2024: 10.0 billion yen

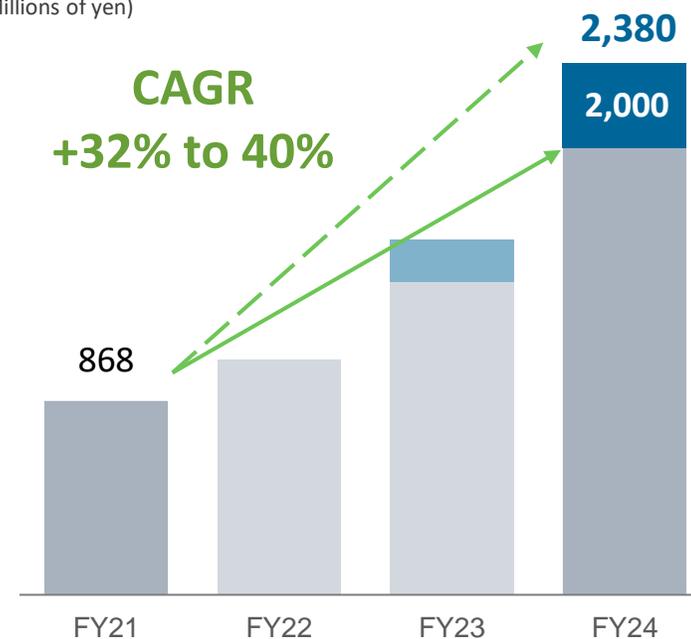
Aim for **20% growth in CAGR** centered on recurring sales of various services



Operating income of 2.0 billion yen or more by FY2024

- **Operating margin goal of 20 to 24%**
- The target compound annual growth rate (CAGR) was set by taking into account the impact of external environment uncertainties such as (1) trends in international safety standards and (2) continuation of unstable semiconductor supply

(Unit: Millions of yen)



**Steady growth in FY2022, the first year of the Medium-Term Management Plan Progressing as planned in FY2023 by focusing on high-growth-driver services for achieving the goals for FY2024, the final year of the plan**

# BizX 20/40 (Medium-Term Management Plan)

Aim for net sales of 10 billion yen and operating income of 2 billion yen in 2024 through stable, high-revenue services and high-growth-driver services

## High-growth-driver services

Services in which management resources are particularly concentrated and high business growth is expected

### High-growth-driver services

iTrust

Linux support

EMLinux



### Stable, high-revenue services

Device ID

SureServer

## Stable, high-revenue services

Services indispensable for the digital society and in which high revenue can be continuously expected

2022

2023

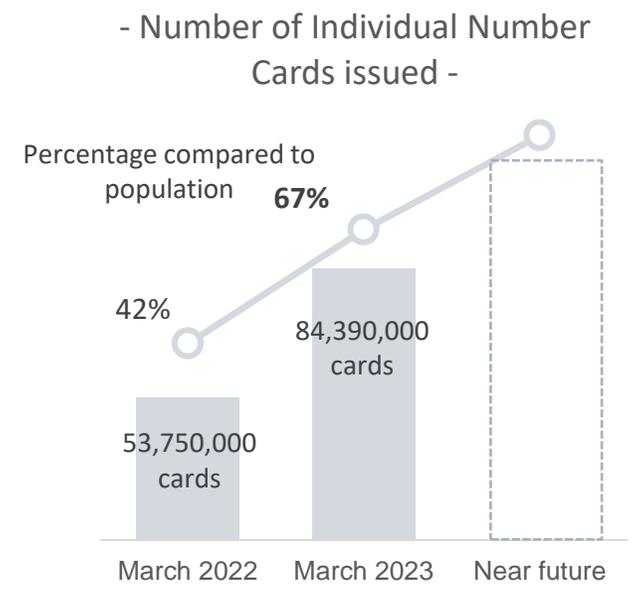
2024

# 1. iTrust (Identity Verification) Business Model

Adoption of Individual Number Cards to continue

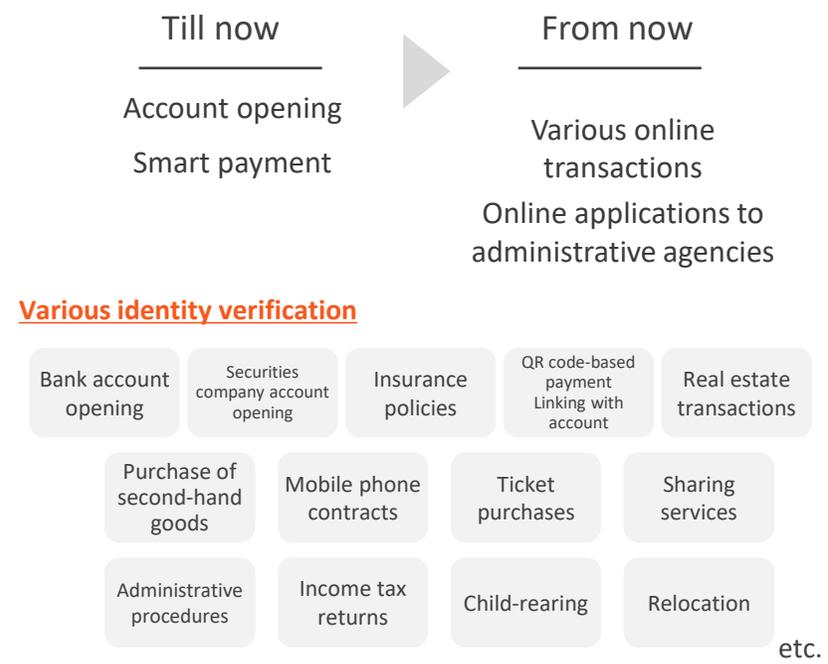
Increase in online identity verification usage

Increase in iTrust transactions

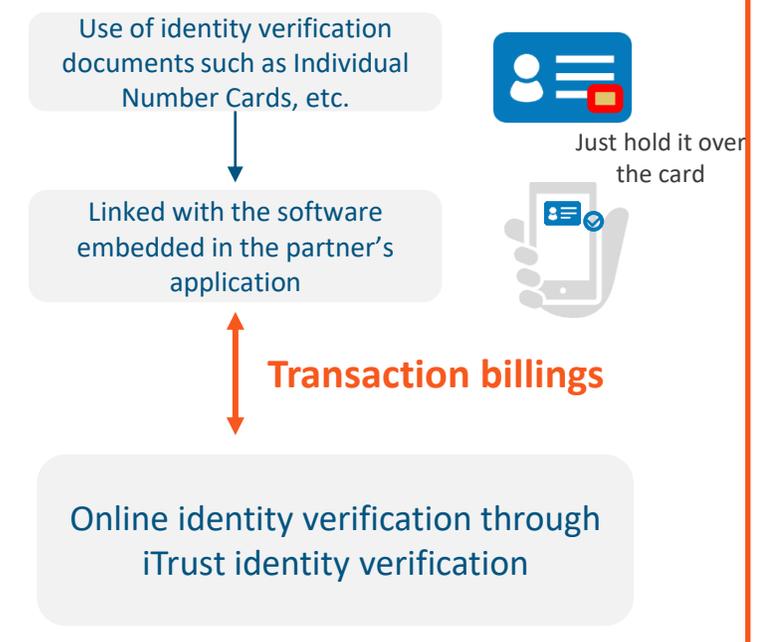


Source: Ministry of Internal Affairs and Communications "Number of Individual Number Cards issued by municipalities"

Expectations on increased usage in daily life as situations where Individual Number Cards are used expand further



Use of iTrust increases as identity verification needs at partner companies

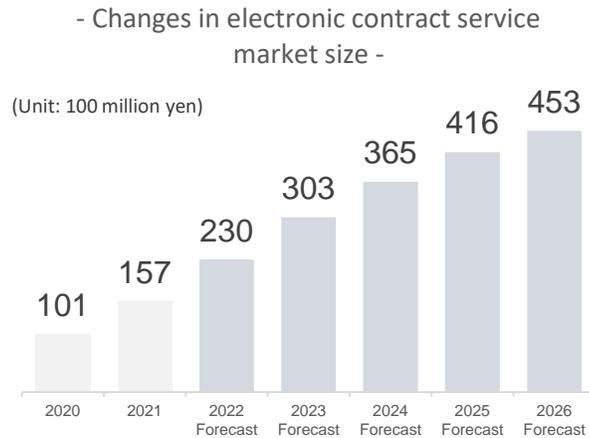


**Increased profitability of iTrust = increased profitability of recurring services**

# 2. iTrust (Digital Signature) Business Model

## Further progress in digitalization

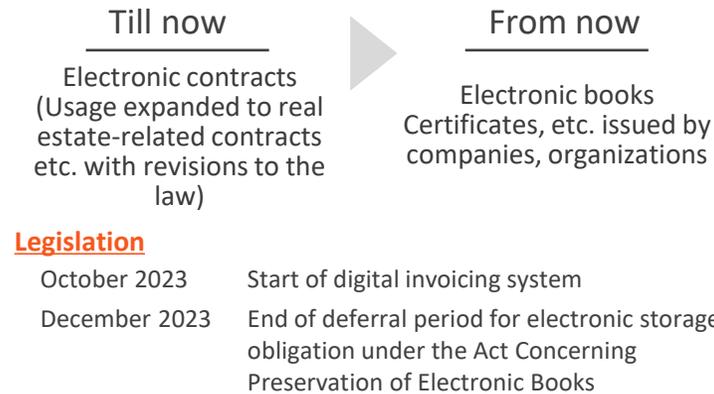
Digitalization advancing as society breaks away from seal usage, converts to paperless operations, and related laws are enacted



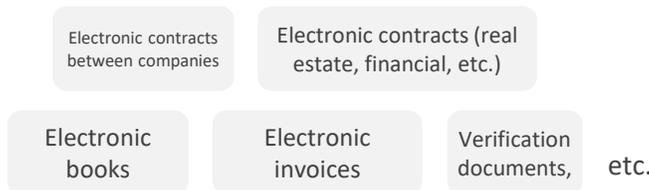
Source: ITR "ITR Market View: Legal Tech Market 2022"

## Expansion of scope of use of digital signatures

Expansion in scope of use of digital signatures that prove the authenticity of electronic documents such as electronic books and electronic contracts

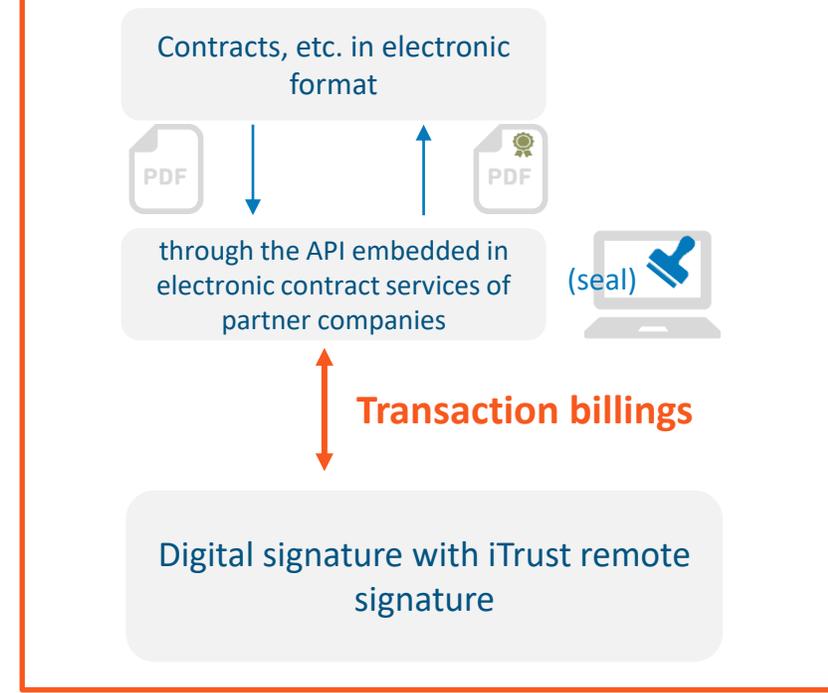


### Various digital signatures



## Increase in iTrust transactions

**Use of iTrust increases** as the scope of use of digital signatures expands at partner companies



**Increased profitability of iTrust = increased profitability of recurring services**

### 3. Realize Growth of Recurring Business through Paid Support Business

#### Two pillars

##### [1] International collaborations

Initiative for development of international standard OS and provision of paid support service that can lead to secure long-term operation

##### Contribution to AlmaLinux OS Foundation

Long-term provision of international standard OS AlmaLinux

##### Collaboration with CloudLinux

Provision of value-added paid support service that can ensure security and realize optimum operating cost

##### Contribution to Open Source Security Foundation

Provision of secure software through SigStore, software supply chains, and SBOM standardization

##### [2] Collaboration with Japanese partners

Provision of OS that can be safely operated by medium-sized enterprises and SMEs as well as large companies over a long period of 16 years, and paid support for international standard OS by Japanese companies in collaboration with partners around the nation

#### Indicators for business expansion

December 2021  
Number of paid support service contracts tripled through digital marketing after end of support for CentOS8

MIRACLE LINUX  
More than 70,000 downloads

Cybertrust Japan Partner Network  
Increased to 151 companies nationwide

June 2024  
Support ends for CentOS7

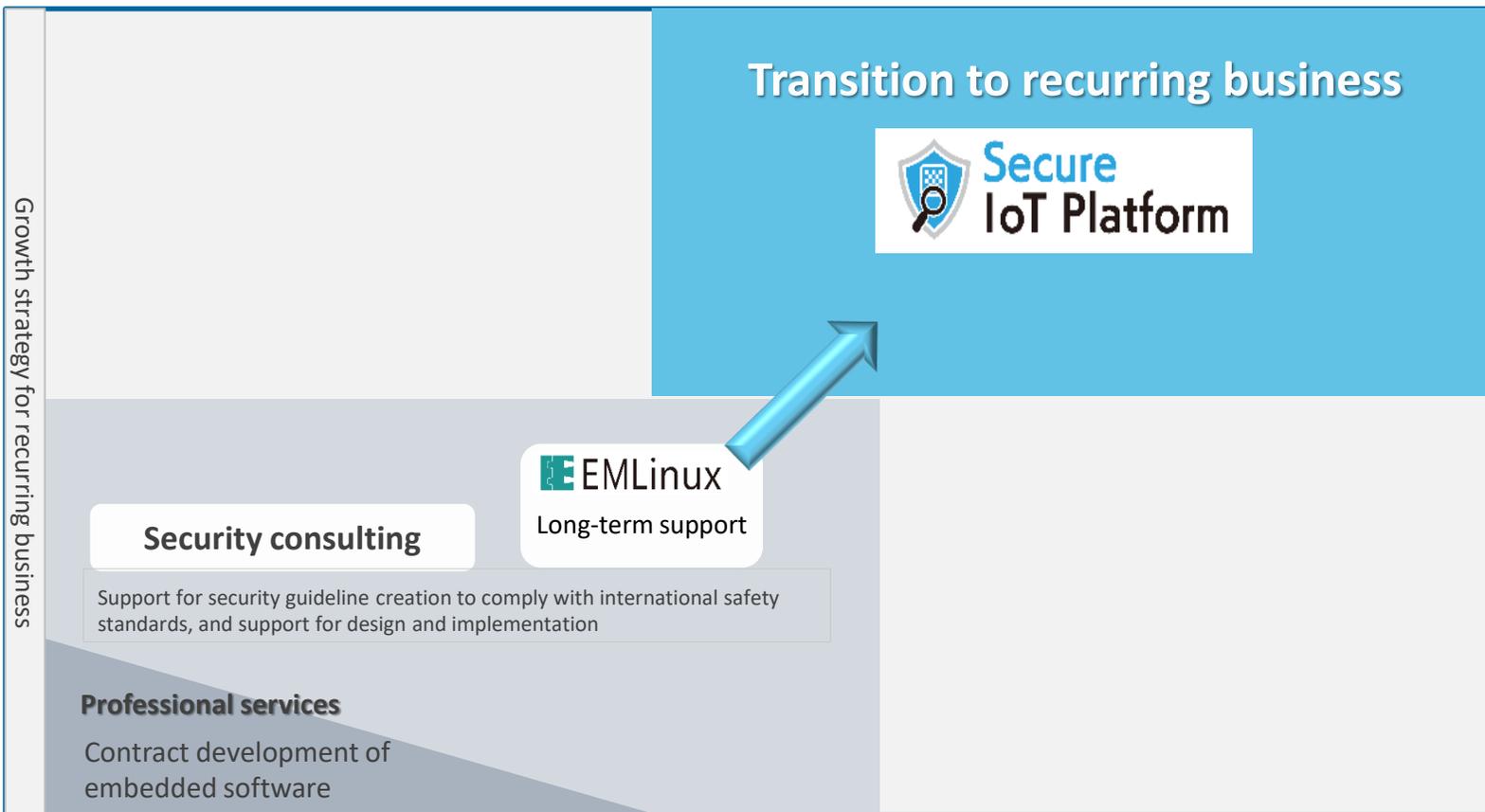
**Paid Linux/OS Support**  
Growth from increase in number of new contracts and renewal rate

#### Expects net sales of 1 billion yen

- June 2023 BizX20/40 Medium-Term Management Plan 2nd phase
- March 2025 BizX20/40 Medium-Term Management Plan final phase

# 4. Realize Growth of Recurring Business through Expansion of EMLinux Business

IoT



**Increase in number of EMLinux contracts**

Adopted by IoT device developers to comply with IoT security requirements both within and outside Japan

Work with OSS community and continuously offer security upgrades for vulnerabilities, etc. for a 10-year period

**EMLinux development**  
**Increase in number of contracts**

↓

**Increase in number of SIOTP contracts**

Recurring service that verifies the authenticity and prevents falsification and forgery of data in combination with the digital certificate issued by the Certification Authority operated according to international standards by Cybertrust Japan over the lifecycle of IoT devices from manufacturing to scrapping

# Collaboration with OSS Global Community Leading to Business Expansion

## Cybertrust Japan's concept regarding OSS community activities

Some 90% of software worldwide are developed using OSS

Numerous new technologies are taken up and developed by OSS community

Cybertrust Japan aims to expand the market by earning the trust of customers through contributions that enable safety and security, high quality, and long-term support in the OSS community

## Contributing to and driving forward OSS Security Mobilization Plan



Against the background of growing security issues, OSS global community, led by the U.S.,\*1 formulated the OSS Security Mobilization Plan

Cybertrust Japan expresses its commitment to participate and contribute to the security mobilization plan

Improved trust by developing and offering own products compliant with the security mobilization plan

Digital Signatures Sigstore

SBOM

Supply chains

Actively participating and contributing so as to ensure safe and secure usage of software by eliminating security risk of falsification of software component lists and software

Contribute to high-growth-driver services by installing it in Cybertrust Japan products and by offering paid service

## Achievement from collaboration with OSS community

Provision of OS that can be safely operated by medium-sized enterprises and SMEs as well as large companies over a long period of 12 to 16 years, and paid support for international standard OS by Japanese companies in collaboration with partners around the nation



## CentOS Extend Support



\*1 OpenSSF (Open Source Security Foundation): Global community engaged in activities aimed at strengthening the security of open source software promoted by the Linux Foundation.

\*2 CIP(Civil Infrastructure Platform) is an OSS community for providing long-term maintenance of embedded systems in social infrastructure applications. Cybertrust Japan is a CIP member. [>CIP project site \(English\)](#)

- Overview of FY2023 Q1 Financial Results
- Overview by Service Segment
  - Authentication and Security Services
  - Linux/OSS Services
  - IoT services
- FY2023 Full-Year Forecast
- Medium-Term Management Plan and Growth Strategy
- **APPENDIX**

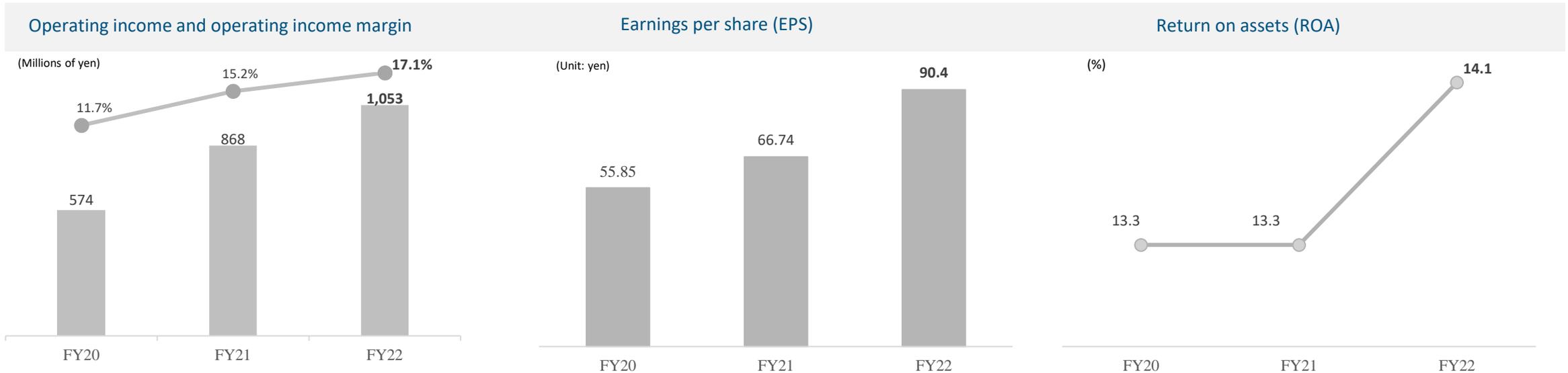
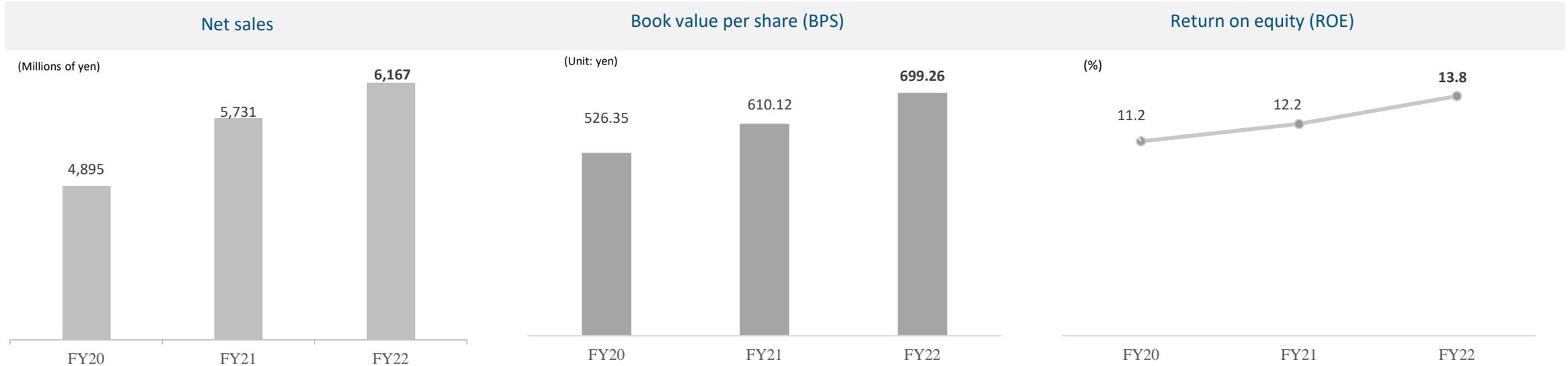
# Numeric data

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



# 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



- ◆ 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



- ◆ 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.

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	806,465,000 yen (as of March 31, 2023)
Major shareholders (as of March 31, 2023)	SB Technology Corp. OBIC BUSINESS CONSULTANTS CO.,LTD Mizuho Securities Co., Ltd. NTT DATA JAPAN CORPORATION SECOM CO., LTD Dai Nippon Printing Co., Ltd. Hitachi, Ltd. THE BANK OF NEWYORK 133595 SunBridge Inc. OTSUKA CORPORATION

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

# Business Overview

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

Worldwide rise of digitalization

Issues for digitalization

Identity theft (people, things)

Unauthorized access (people, things)

Eavesdropping

Falsification



- Longest operation track record of any certification authorities in Japan
- Most advanced embedded Linux technology in Japan
- Embedded/IoT technologies

Authenticity

Personal identification

Accountability

Existence

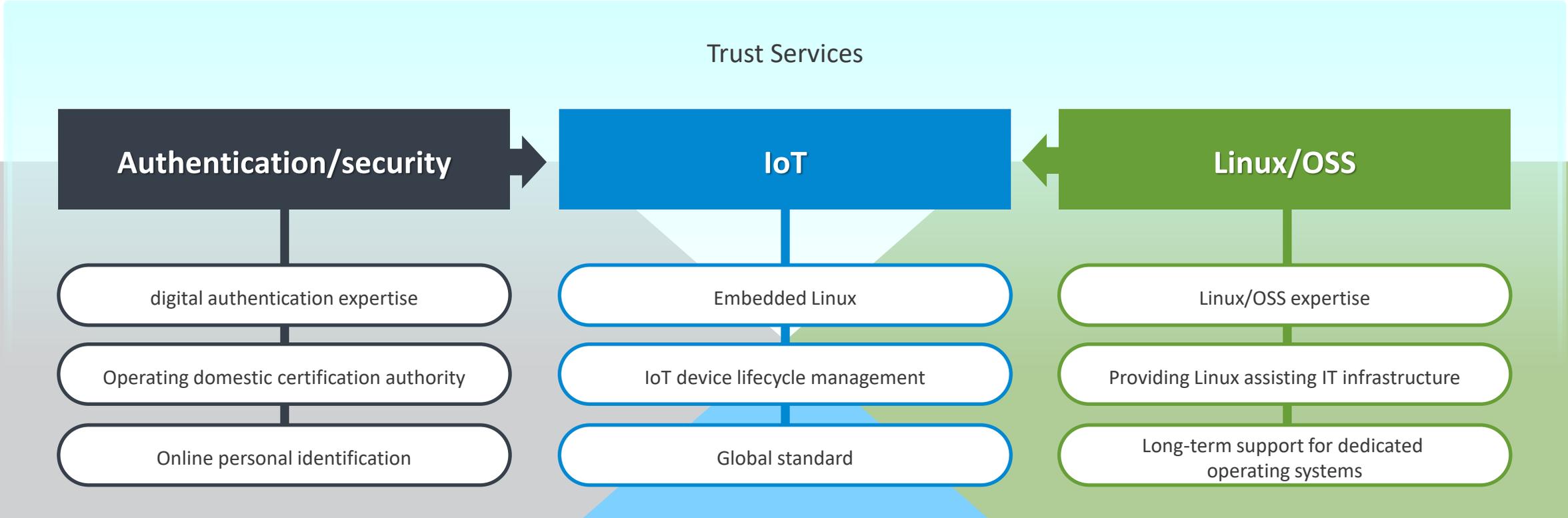
Reliability

Integrity

New safe and secure civil infrastructure connecting people, experiences and things

Safe and secure digital economy

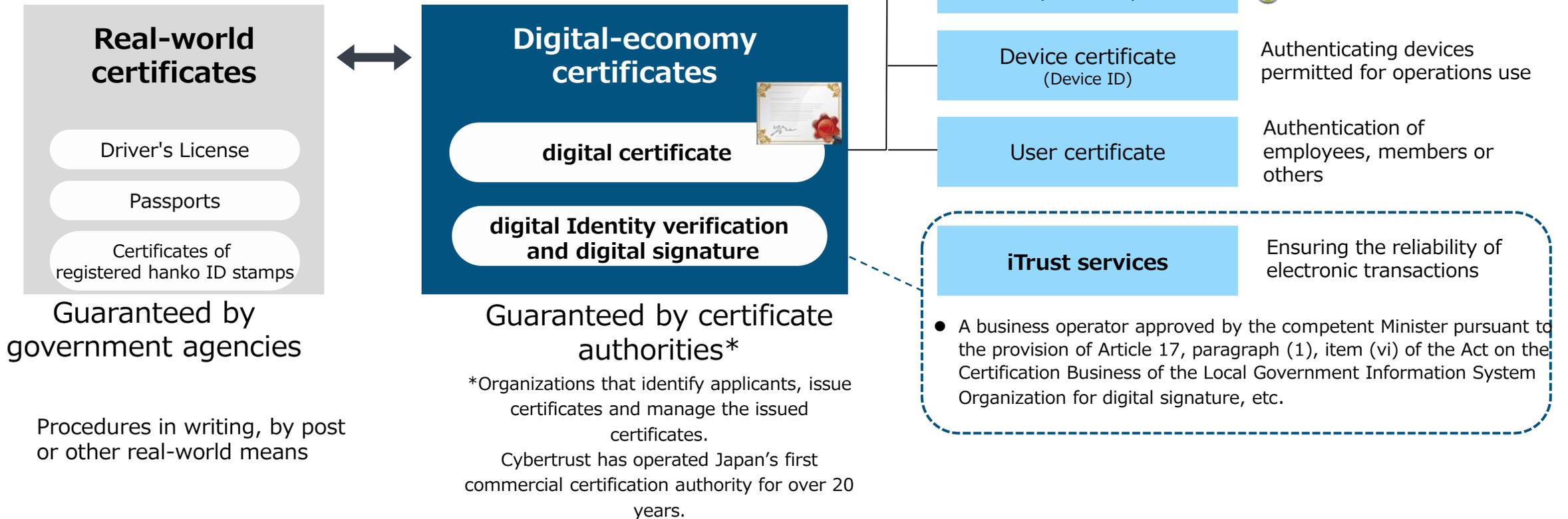
# Cybertrust provides original Trust services for solving DX issues by combining Authentication and security and Linux/OSS technologies.



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

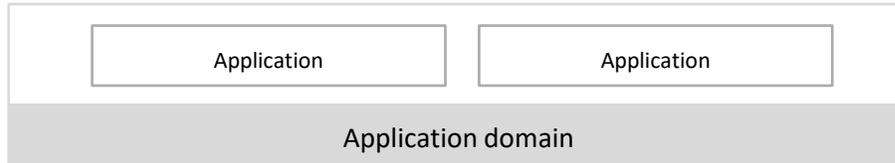
An operation track record as Japan's first commercial certification authority and one conforming to international audit standards

## Cybertrust's lineup of authentication and security services

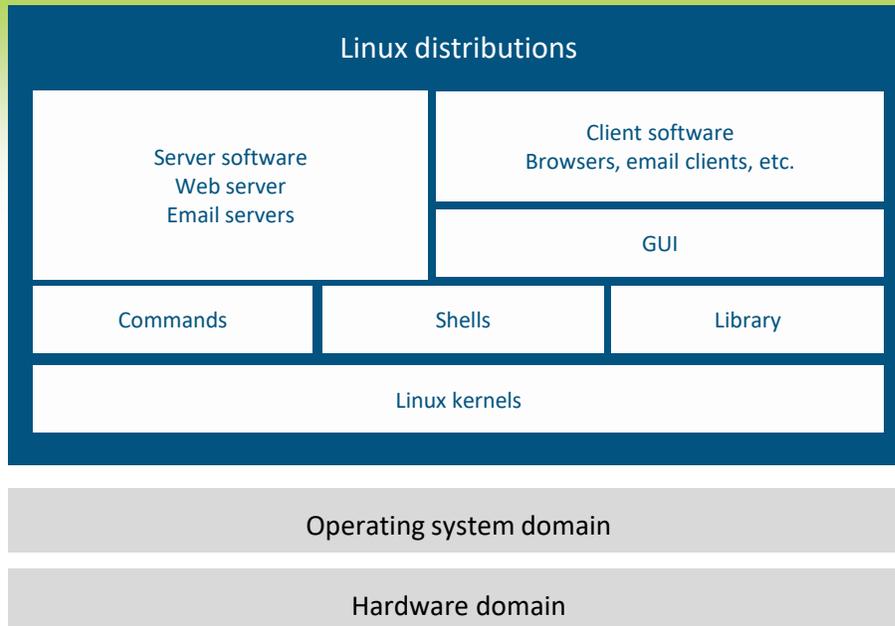


Japan's only Linux/OSS distributor run by a group of engineers active in the global OSS community

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

# Press Release List (FY23 Q1~)



04.18



Cybertrust launches AI Scan Diagnostics Service, which enables quick and high-precision fragility diagnosis of dynamic sites

04.26



Provision of identity verification system compatible with smartphones with the Individual Number Card function

05.12



"iTrust electronic signature certificate" and "iTrust remote signature service" have been adopted for SignOne electronic contract signing service of AZoom.

05.22



Cybertrust Japan participates in the AlmaLinux OS Foundation as the first platinum sponsor of a Japanese company to promote joint AlmaLinux OS

05.22



Collaborate with Cybertrust Japan and CloudLinux to support AlmaLinux customers of Japanese companies for up to 16 years

06.01



Neutrix Cloud Japan partnered with Cybertrust Japan to provide AlmaLinux OS focused on security and ultra-long-term support

06.21



Cybertrust Japan and Tuxera strengthened collaboration to expand collaboration domains from embedded to enterprise and cloud

06.29



Launched the latest system backup product for Oracle Database Appliance and Oracle Exadata Database Machine

07.05



Cybertrust Japan realizes DX in ongoing customer-management operations of financial institutions and other organizations through iTrust identity verification services

07.18



Collaborating with Cybertrust Japan and AccessiLens to Promote Improved Accessibility of Web Websites

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# Security and Trust