*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.*

# FY2024 Q3 Financial Results

## Third Quarter of the Fiscal Year Ending March 31, 2025

Cybertrust Japan Co., Ltd.
TSE Growth: 4498
January 29, 2025

# Executive Summary

**FY2024 Q3 Financial Results**

**Double-digit YoY increases in sales and profits, reaching record high net sales and operating income**

- Performance driven by high growth-driver services contributing to earnings

**FY2024 Full-Year Forecast**

**Solid progress towards full-year earnings targets**

- Recurring services have continued to grow since Q2 and professional services have also performed well

# Agenda

- FY2024 Q3 Financial Summary
- Overview by Service Segment
  - Authentication and Security Services
  - Platform Services
- FY2024 Full-Year Forecast
- Appendix

- **FY2024 Q3 Financial Summary**
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# FY2024 Q3 Consolidated Results (nine-month total)

YoY double-digit increase in both sales and profits,
record high Q3 net sales and operating income

**Net sales rose 14.8% YoY to 5,308 million yen**

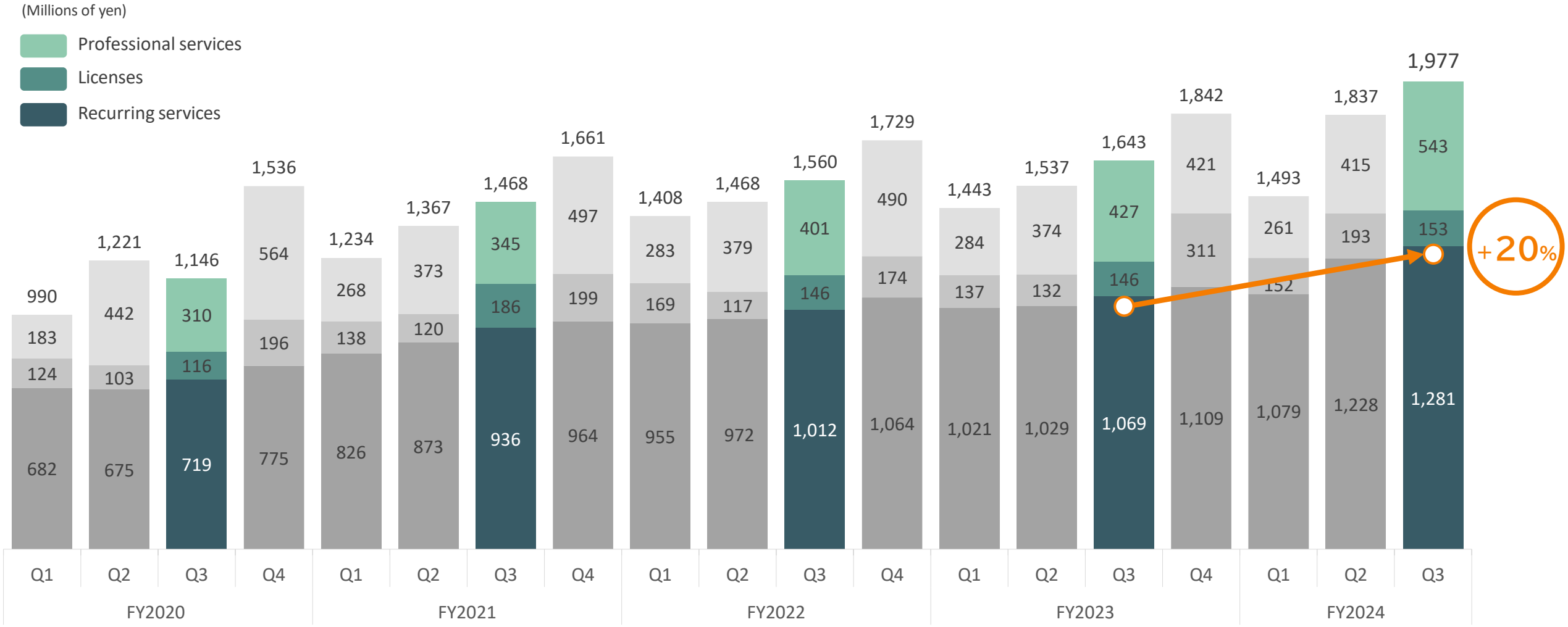
**Operating income increased 39.5% YoY to 968 million yen**

| (Unit: Millions of yen) | FY23 Q3 (nine-month total) | FY24 Q3 (nine-month total) | YoY Change |
|---|---|---|---|
| Net sales | 4,624 | 5,308 | +14.8% |
| Operating income | 694 | 968 | +39.5% |
| Ordinary income | 695 | 989 | +42.2% |
| Profit attributable to owners of parent | 461 | 704 | +52.5% |
| EBITDA | 1,143 | 1,381 | +20.8% |

# Trend in Quarterly Sales by Transaction Type

## Q3 recurring services post leap in net sales growth

Growth driven by high growth-driver services




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

# Sales by Service Segment (nine-month total)

- Authentication and Security: Sales grew with accumulation of recurring services centered on high-growth-driver service iTrust, and large orders were won in professional services
- Platform: CentOS Extended support continued to make earnings contributions with strong revenues increase; EMLinux support sales doubled; security consulting sales grew

| (Unit: Millions of yen) | FY23 Q3 (Nine-month total) | | FY24 Q3 (Nine-month total) | | YoY Change | |
|---|---|---|---|---|---|---|
| | Net sales | Sales ratio | Net sales | Sales ratio | Change | Rate of change |
| Authentication and Security Services | 2,841 | 61.4% | 2,947 | 55.5% | 105 | **+3.7%** |
| Platform Services | 1,783 | 38.6% | 2,361 | 44.5% | 577 | **+32.4%** |
| Total net sales | 4,624 | 100% | 5,308 | 100% | 683 | +14.8% |

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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) | FY23 Q3 (Nine-month total) | FY24 Q3 (Nine-month total) | YoY Change |
|---|---|---|---|
| Recurring services | 2,353 | 2,436 | +3.5% |
| Licenses | 115 | 115 | (0.2%) |
| Professional services | 372 | 395 | +6.1% |
| Total net sales | 2,841 | 2,947 | +3.7% |

## Recurring service

- High-growth-driver service iTrust grew 22.2% year on year as eKYC service for financial institutions and electronic contracts expanded
  (YoY growth of 32.4%: when excluding one-time factor* in same period of previous year)
- In Device ID, cloud-based authentication services for corporates grew
- SureServer declined due to changes in customer contract format

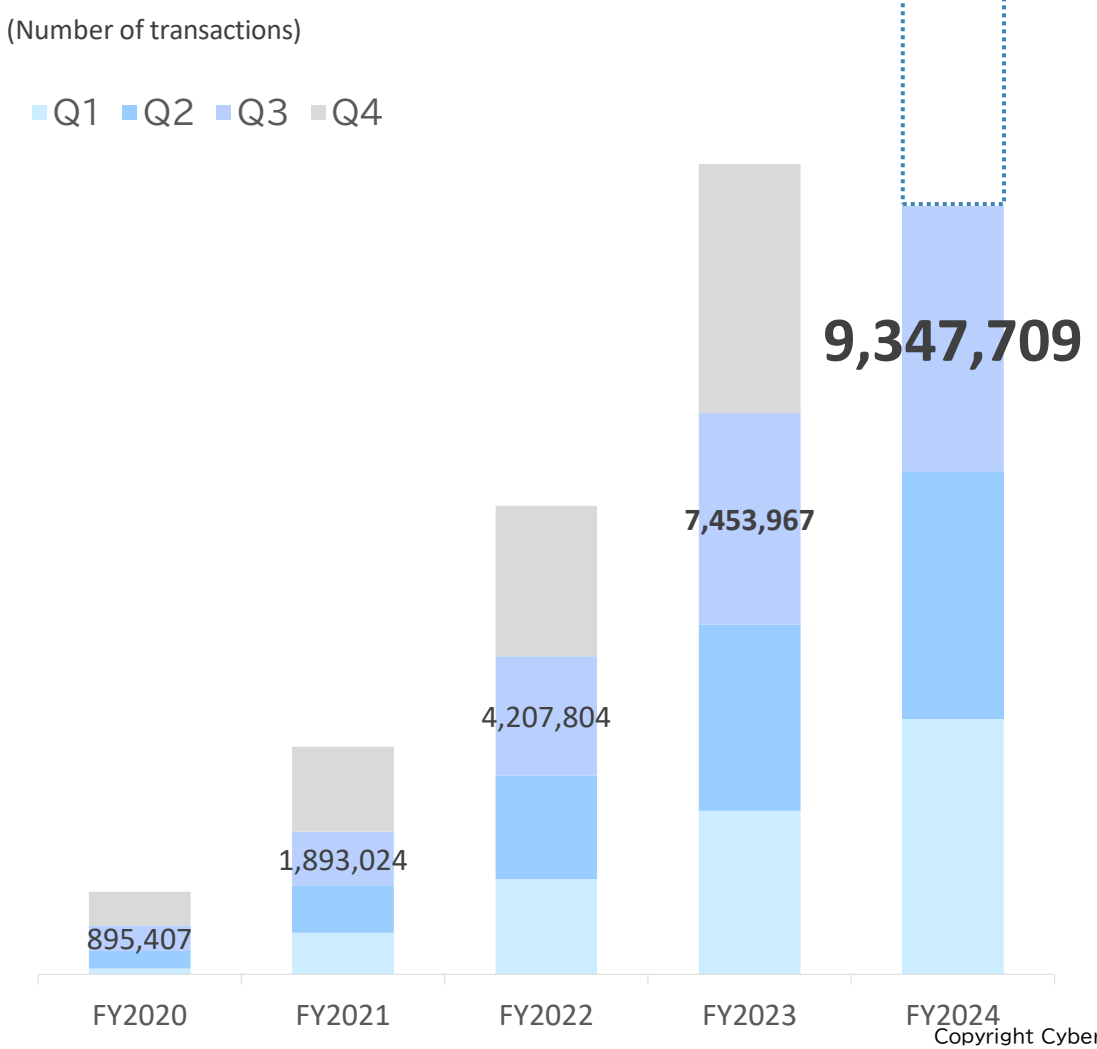
## Professional services

Received system upgrade order from Ministry of Justice covering design, development and migration, contributing to earnings ahead of schedule.

* One-time increase in transactions using identity verification for Individual Number Cards in conjunction with cash benefit applications at specified local governments in Q2 and Q3 FY23

# Quarterly Trend in KPI of High-Growth-Driver Service iTrust

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




**Number of uses: 9.34 million per quarter**

**YoY change 1.3 times**

**Trust service boasting outstanding performance**

*Cybertrust Japan study as of the end of December 2024

# Initiatives to Expand Scope of Use of iTrust (e-seal)

## Growing needs for e-seal

Ministry of Internal Affairs and Communications plans to launch e-seal certification system, backed by new e-seal guidelines*

August 2, 2023

Cybertrust Japan registered with JIPDEC Trusted Service Registration as the first issuing authority in Japan for e-seal certifications
Leading e-seal popularization

**Steady increases in transactions driven by continuous effort to ensure company initiatives match market trends and customer needs**

*: (Ministry of Internal Affairs and Communications) e-seal guidelines

## Education industry adoption

iTrust certificate for e-seal adopted as NTT WEST's online certification transmission function for its certification issuance service

Graduation certificates

Cybertrust Japan
x
Nippon Telegraph and Telephone West
(NTT WEST)

School report certificates

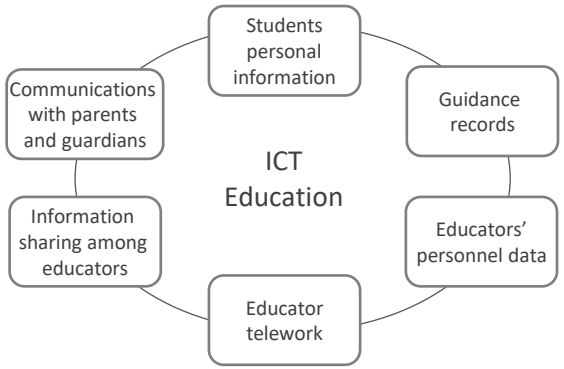
**e-seal adoption is expected to broaden in the education industry and spur higher transactions, following growth in enterprise market**

PR: NTT WEST adopts Cybertrust Japan's iTrust certificate for e-seal for its certification issuance service

# Initiatives to Expand Scope of Use of Device IDs

## School administration DX needs grow under the GIGA School Concept

Ministry of Education, Culture, Sports, Science and Technology's initiative to require device authentication and multi-factor authentication for certain kinds of information access under its Guidelines for IT Security Policy* in education.

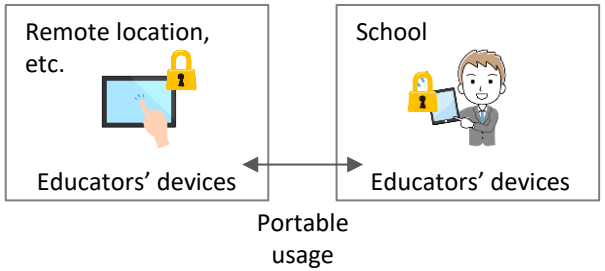



**Steady increases in licenses driven by continuous effort to ensure company initiatives match market trends and customer needs**

## Education industry adoption

Device ID device authentication adopted for NEXT GIGA education ICT platform in Arakawa Ward, Tokyo

Cybertrust Japan x Uchida Yoko




**As education market DX accelerates, licenses are increasing with broadening scope of use among partner companies**

*: Guidelines for IT Security Policy* in education issued by Ministry of Education, Culture, Sports, Science and Technology
*: School administration DX under GIGA School Concept: Enhancing educator worksites and further advancing school activities (Ministry of Education, Culture, Sports, Science and Technology)
*: Next-generation school administration DX webinar to support workstyle reforms and enhanced school activities

PR: Cybertrust Japan's device authentication service adopted to provide robust access control for the NEXT GIGA education ICT platform in Arakawa Ward, Tokyo

- FY2024 Q3 Financial Summary
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# CentOS Extended support continued to make earnings contributions with strong revenues increase

(Unit: Millions of yen)

| Linux/OSS Services net sales (by transaction type) | FY23 Q3 (Nine-month total) | FY24 Q3 (Nine-month total) | YoY Change |
|---|---|---|---|
| Recurring services | 766 | 1,151 | +50.2% |
| Licenses | 301 | 384 | +27.5% |
| Professional services | 714 | 824 | +15.4% |
| Total net sales | 1,783 | 2,361 | +32.4% |

## Recurring service

- CentOS Extended support posted robust growth in 3Q to contribute to revenues, driven mostly by projects won in Q1 and Q2
- Next growth stage to be driven by continued cross-sales of AlmaLinux and other products to customers of CentOS extended support
- EMLinux support adoptions doubled, primarily in automobiles and key infrastructure areas such as healthcare and telecommunications

## Licenses

- Licenses surge, driven mainly by CentOS extended support provided in tie-up with CloudLinux
  - Licenses grew robustly in Q2
  - New contracts generated in Q3 to drive growth

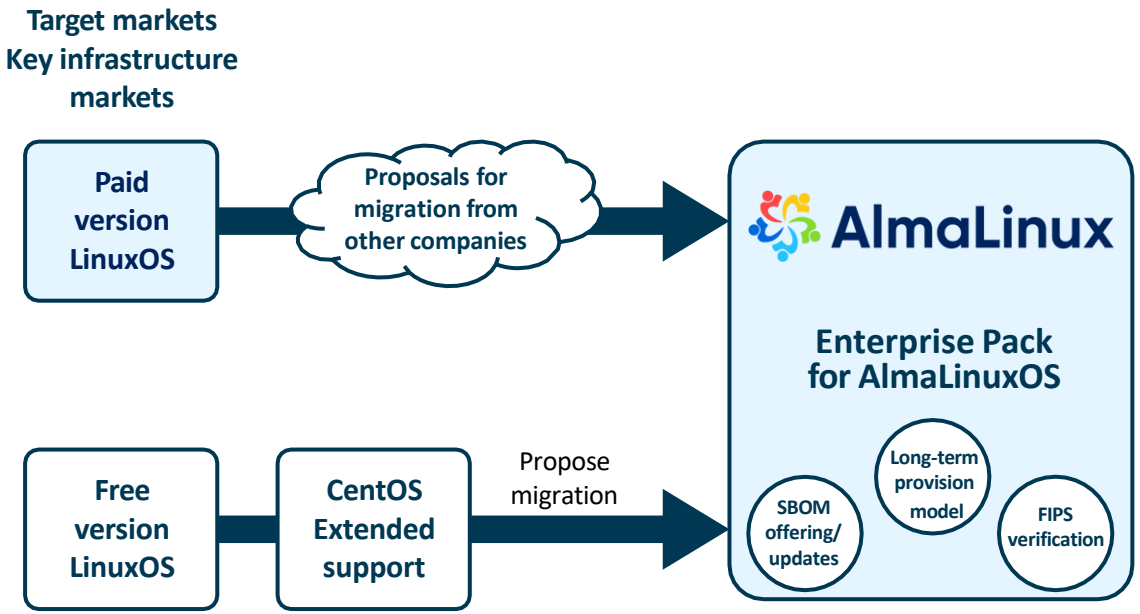
## Professional services

- Growth in security consulting linked to international security standards

# Initiatives to Expand Scope of Use of AlmaLinux

## Expand customer base in key infrastructure markets

*Excerpt from FY2024 Q2 Financial Results (p.16)

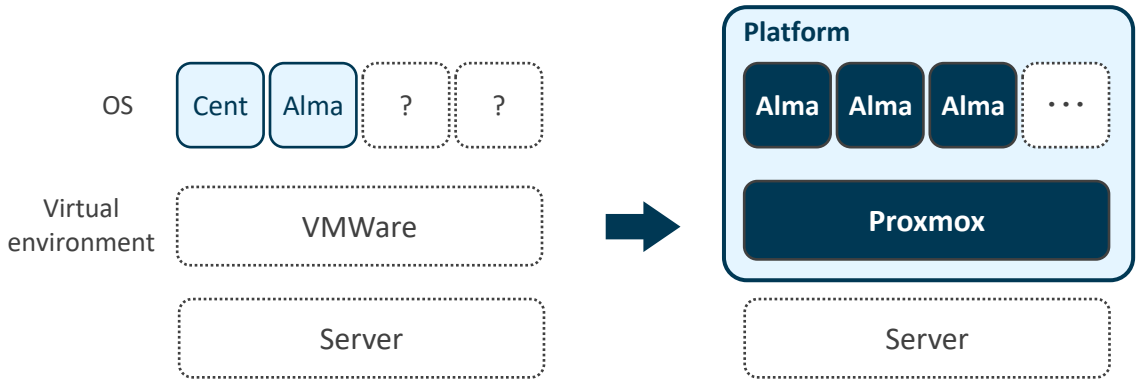



**Propose new service conversion to key infrastructure operators using paid versions of LinuxOS**

PR: Cybertrust Japan launches Enterprise Pack for AlmaLinux providing proprietary functions for AlmaLinux SBOM

## Providing support from virtual environments

Cybertrust Japan and Axis collaborate to provide Proxmox VE* services, a Linux/OSS virtual environment platform, to the domestic market



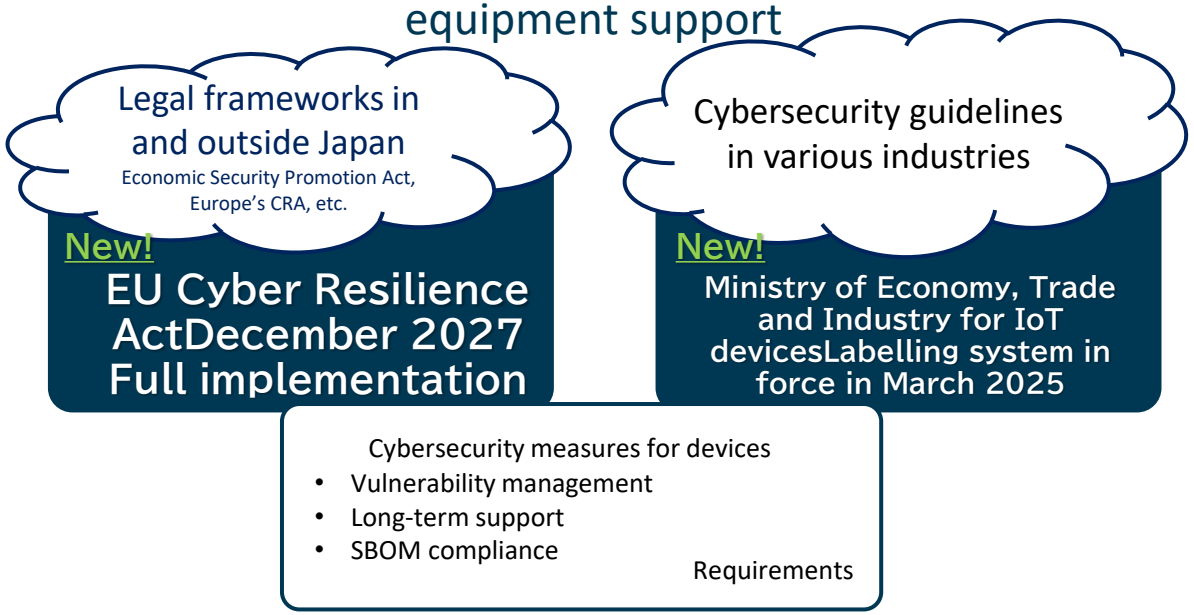

**AlmaLinux support contracts increase by expanding platform domain usage, including for virtual environments**

*：Proxmox Virtual Environment
PR: Cybertrust Japan and Axis collaborate to provide virtual environment platform Proxmox VE services to the domestic market

# Initiatives to Expand Scope of Use of EMLinux

## Meeting standards and legal frameworks related to international safety standards

New adoptions and cross-sales to existing customers requiring vulnerability management and long-term equipment support




**Adoptions increase steadily through continuous efforts to meet market trends and customer needs**

## Main initiatives

Focused initiatives to expand earnings among operators of core infrastructure equipment, industrial control equipment, and mobility-related applications*

**1. Strengthening security services**

Offering new security services for SBOM consulting, vulnerability assessments, and other services that lead to EMLinux adoption

**2. Adopted in customer supply chains**

Cross-adoptions in other departments of existing customers
Hold joint seminars with semiconductor manufacturers and other partners
Expand sales to supply chain companies

**Accelerate earnings growth by concentrating efforts on two key initiatives**

*All types of mobility equipment, including agricultural equipment, conveyor equipment, and other automation equipment in addition to vehicles

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# FY2024 Full-Year Forecast

## Solid progress towards full-year earnings targets

Recurring services have continued to grow since Q2 and professional services have also performed well

| (Unit: Millions of yen) | FY23 | FY24 | YoY change | |
|---|---|---|---|---|
| | | | Change | Rate of change |
| Net sales | 6,466 | **7,200** | +733 | +11.3% |
| Operating income | 1,112 | **1,300** | +187 | +16.9% |
| Operating margin (%) | 17.2 | **18.1** | – | – |
| Ordinary income | 1,121 | **1,300** | +178 | +15.9% |
| Profit attributable to owners of parent | 518 | **860** | +341 | +65.8% |
| EBITDA | 1,716 | **2,039** | +323 | +18.8% |

# FY2024 Dividend Forecast

## As of the beginning of FY2024, Cybertrust forecasts to continue paying a stable dividend
## Forecast of **17.50 yen per share**

**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 |
|---|---|---|
| FY2023 results | | 17.50 yen |
| FY2024 forecast | 0.00 yen | 17.50 yen |

# Share Repurchase

## Repurchase of Company shares to raise capital efficiency and implement flexible capital policies in response to changes in the business environment

The Company, at a Board of Directors meeting held January 29, 2025, resolved on the repurchase of its own shares and the methods of repurchase pursuant to Article 156 of the Companies Act of Japan, as applied by replacing the relevant terms and phrases pursuant to Article 165, Paragraph 3, of that law.

| | | |
|---|---|---|
| (1) | Type of shares to be repurchased | Shares of common stock |
| (2) | Total number of shares to be repurchased | 128,000 shares (maximum)<br>(1.57% of total shares outstanding (excluding treasury shares)) |
| (3) | Total amount of repurchase price | 375,296,000 yen (maximum) |
| (4) | Repurchase method | Purchase via Tokyo Stock Exchange Trading Network Off-Auction Own Share Repurchase Trading System (ToSTNeT-3) |
| (5) | Announcement of the results of repurchase | The Company will announce the results of its stock repurchase after completion of the repurchase at 8:45 a.m. on January 30, 2025 |

- FY2024 Q2 Financial Summary (Including Services Realignment)
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# Numeric data

# [Reference] Sales by type of transaction in the three services before the change in Services Realignment

Unit (Millions of yen)

| Services | Type of transaction | FY23 Q3 (Nine-month total) | FY24 Q3 (Nine-month total) | Change | Change (%) |
|---|---|---|---|---|---|
| Authentication and security Services | License | 115 | 115 | △0 | △0.2 |
| | Professional services | 372 | 395 | 22 | 6.1 |
| | Recurring services | 2,353 | 2,436 | 83 | 3.5 |
| | Subtotal | 2,841 | 2,947 | 105 | 3.7 |
| Linux/OSS Services | License | 226 | 351 | 124 | 55.1 |
| | Professional services | 108 | 75 | △33 | △30.5 |
| | Recurring services | 703 | 991 | 288 | 41.0 |
| | Subtotal | 1,037 | 1,418 | 380 | 36.6 |
| IoT Services | License | 75 | 33 | △41 | △55.9 |
| | Professional services | 606 | 749 | 142 | 23.6 |
| | Recurring services | 63 | 160 | 96 | 152.1 |
| | Subtotal | 745 | 943 | 197 | 26.5 |
| Total sales | | 4,624 | 5,308 | 683 | 14.8 |
| Company-wide | License | 417 | 499 | 82 | 19.8 |
| | Professional services | 1,087 | 1,220 | 132 | 12.2 |
| | Recurring services | 3,120 | 3,588 | 468 | 15.0 |

# Consolidated PL (Detailed Sales by Service)

(Millions of yen)

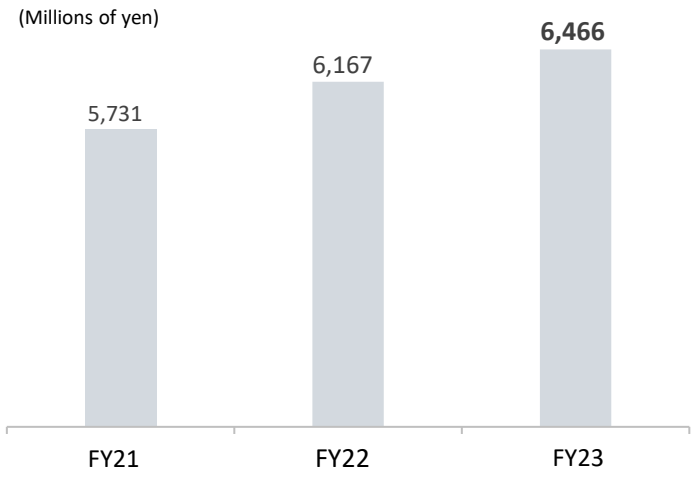
| Consolidated | FY22 | FY23 | Change |
|---|---|---|---|
| The sales | 6,167 | 6,466 | +298 |
| Authentication and security services | 3,543 | 3,943 | +399 |
| License | 155 | 158 | +3 |
| Professional services | 448 | 598 | +149 |
| Recurring service | 2,939 | 3,186 | +247 |
| Platform Services | 2,624 | 2,523 | △101 |
| License | 451 | 405 | △46 |
| Professional services | 1,106 | 1,075 | △31 |
| Recurring service | 1,065 | 1,042 | △23 |
| Cost of sales | 3,281 | 3,414 | +132 |
| Gross profit | 2,886 | 3,052 | +166 |
| Selling, general and administrative expenses | 1,832 | 1,940 | +107 |
| Operating income | 1,053 | 1,112 | +58 |

# consolidated BS

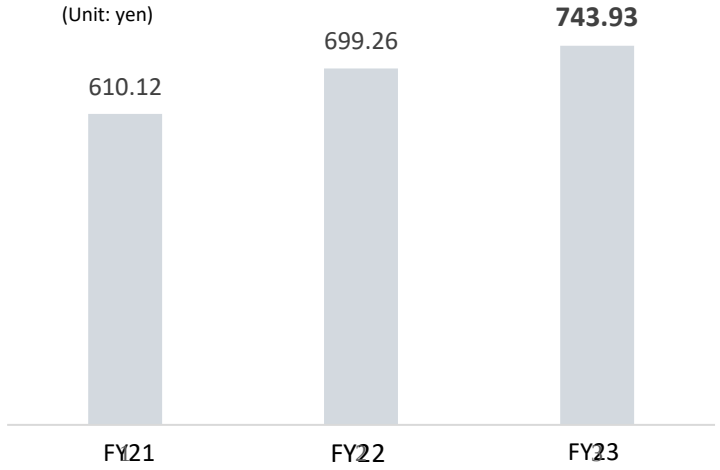
| (Millions of yen) | End of March 2023 | End of March 2024 | Change | Rate of change |
|---|---|---|---|---|
| Current assets | 5,401 | 6,181 | +779 | +14.4% |
| (Cash and deposits) | 4,366 | 4,891 | +525 | +12.0% |
| (Notes, accounts receivable and contract assets) | 878 | 1,068 | +190 | +21.7% |
| Fixed assets | 2,465 | 2,235 | △229 | (9.3)% |
| (Software) | 980 | 592 | △387 | (39.6)% |
| (Software in progress) | 368 | 425 | +56 | +15.5% |
| Total assets | 7,868 | 8,417 | +548 | +7.0% |
| | | | | |
| Liabilities | 2,243 | 2,384 | +141 | +6.3% |
| (Current liabilities) | 1,705 | 1,841 | +135 | +7.9% |
| (Contract liabilities) | 766 | 810 | +44 | +5.8% |
| Net assets | 5,625 | 6,032 | +407 | +7.2% |
| (Shareholders' equity) | 5,619 | 6,025 | +405 | +7.2% |
| (Stated capital) | 806 | 820 | +13 | +1.7% |
| (Retained earnings) | 2,773 | 3,151 | +378 | +13.6% |
| Total liabilities and net assets | 7,868 | 8,417 | +548 | +7.0% |

# Major Consolidated Management Indicators

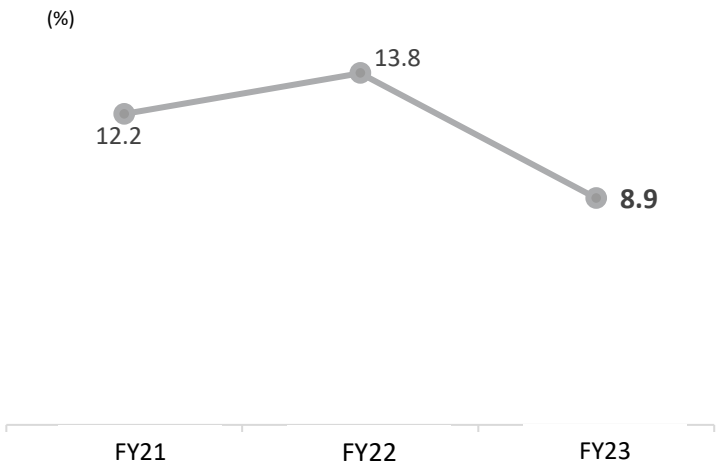
## The sales



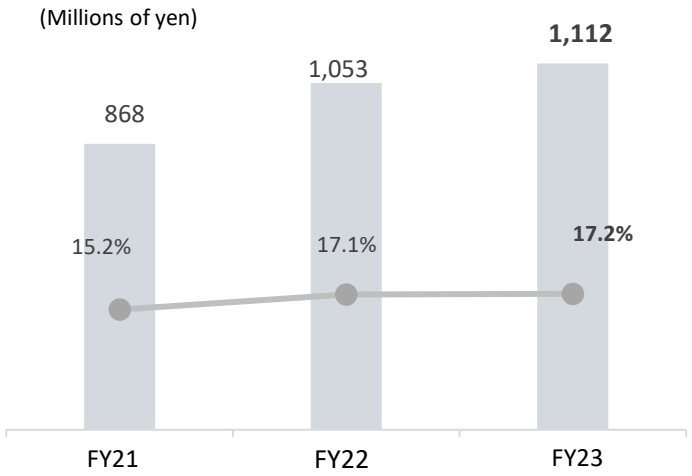

## 1Net assets per share (yen)BPS)



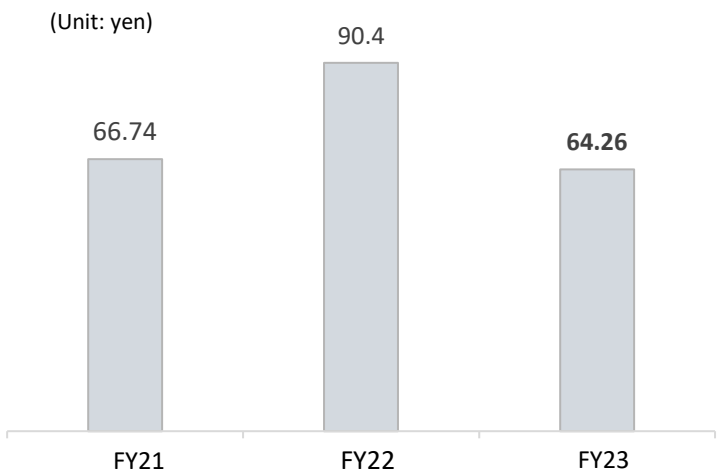

## Return on equity (ROE)



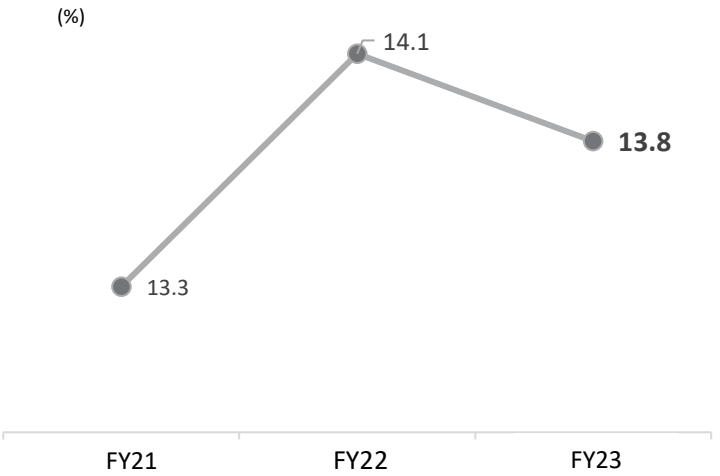

## Operating income and operating income margin




## 1Net income per share (yen)EPS)




## Return on assets (ROA)




※The Company conducted a 2-for-1 stock split on April 1, 2023. Per share amounts have been calculated assuming that the stock split was implemented at the beginning of FY21 period.

# Corporate Profile

# 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.

# About Us

| | |
|---|---|
| Company Name | Cybertrust Japan Co., Ltd |
| Date of Establishment | June 1, 2000 |
| Address | 〒106-0032<br>Ark Hills Sengishiyama Mori Tower 35F, 1-9-10 Roppongi, Minato-ku, Tokyo |
| Board of Directors | Yasutoshi Magara, Chairman and Representative Director<br>Yuji Kitamura, President and Representative Director<br>Tetsuya Shimizu, Director<br>Haruaki Kayama, Director<br>Yoko Hirose, Outside Director<br>Yumiko Tajima, Outside Director<br>Yoshihisa Ishida, Outside Director |
| Capital | 829,548,000 yen (as of September 30, 2024) |
| Major shareholders<br>(as of September 30, 2024) | SB Technology Corp.<br>OBIC BUSINESS CONSULTANTS CO.,LTD<br>The Master Trust Bank of Japan, Ltd. (Trust Account)<br>Daisuke gomi<br>SECOM CO., LTD<br>Dai Nippon Printing Co., Ltd.<br>Hitachi, Ltd.<br>NTT DATA Japan Corporation<br>THE BANK OF NEWYORK 133595<br>Ueda Yagi Tanshi Co., Ltd. |

| | |
|---|---|
| Business Activities | ■ Authentication and Security Services<br>■ Platform Services<br>Sever solution, IoT embedded solution |
| Affiliated companies | <Consolidated subsidiaries><br>Lineo Solutions Corporation<br>Cybersecure Tech Inc.<br><br><Affiliates><br>Nippon Registry Authentication Inc.<br>Other 1 company |
| Business Sites | Head Office (Roppongi 1-chome), Matsue Lab. |

# History

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.<br>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,<br>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.,<br>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.,<br>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 |

# History

The history of the former Cybertrust Japan co., Ltd. since its establishment until its mergered 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 Baltimrore Technologies Japan Co.,Ltd. |
| Jun. 2000 | Merged with Cybertrust Co., Ltd. (Kita-ku, Sapporo)<br>(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")<br>(Due to the acquisition of Betrusted, a major U.S. security services company, from Baltimore.<br>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 |

Sources: (Link) for the 23rd Quarter (2022/4/1-2023/3/31)

# SDGs Initiatives

## 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 authentication / security services and Platform 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**
- **Reduction 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.

# Policies and indicatorsators and Targets

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

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

| Policy guidelines | | FY21 | FY22 | FY23 |
|---|---|---|---|---|
| Recruiting Activities to Secure Human Resources and Create Continued Jobs | Number of Employees: Total (People) | 222 | 230 | 233 |
| | Number of employees: Male (persons) | 172 | 177 | 181 |
| | Number of employees: Female (people) | 50 | 53 | 52 |
| | Percentage of Female Employees (%) | 22.5 | 23.0 | 22.3 |
| **Percentage of female employees in managerial positions 8.2% or more** | **Ratio (%)** | **9.1** | **10.5** | **10.3** |
| At least 10% of male workers take childcare leave | Ratio (%) | 15.0 | 28.6 | 50.0 |
| Percentage of Female Employees in Full-time Employment | Ratio (%) | - | 11.8 | 0 |
| Average length of continuous employment of woman full-time employees | Years (years) | - | 9.4 | 10.4 |
| Engagement Assessment and ES Survey Core Year-on-Year or higher (Note) | Number of points | 3.83 | 3.83(64) | 68 |

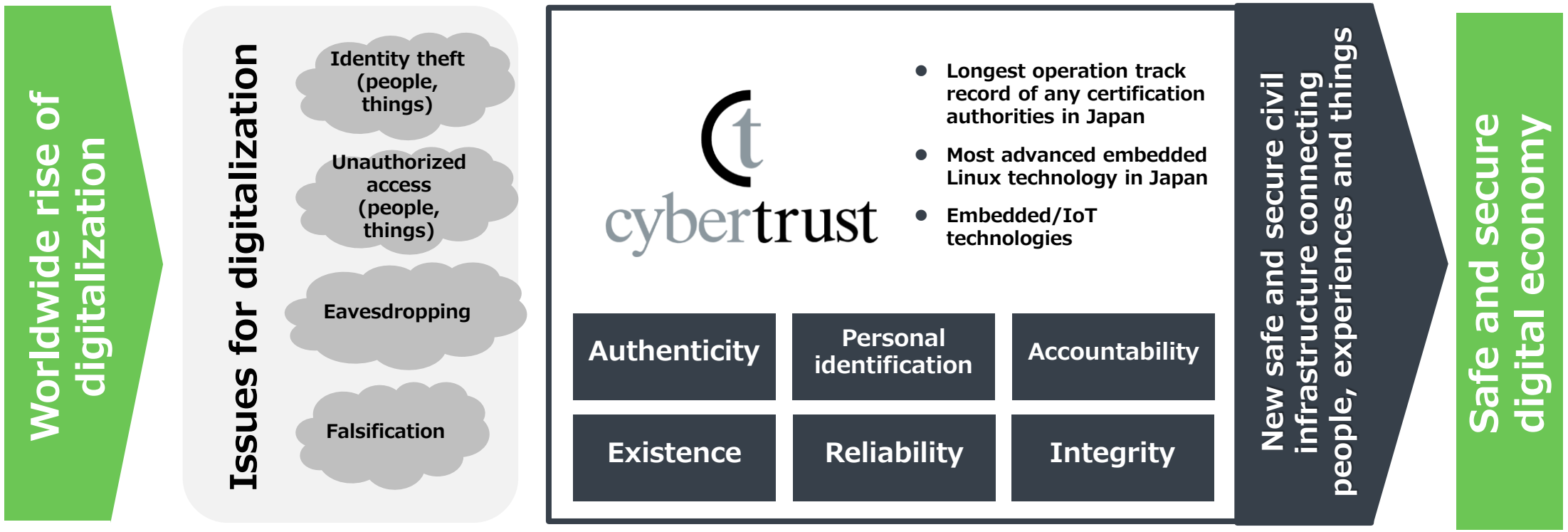
(NOTE)The aggregation format of scores has changed since the year ended March 31, 2024. Scores for the year ended March 31, 2023 using the same calculation method are shown in parentheses, and have improved for the year ended March 31, 2024.

Sources: Annual Securities Report (Link) for the 24th period (2023/4/1-2024/3/31)

# Business Overview

# Issues Solved by Cybertrust and Value Provided

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



# Business Overview

## Providing Trust Services to Realize a Safe and Secure Digital Society

### Authentication and security

- Expertise in electronic authentication
- Longest domestic electronic certification authority investment performance
- International auditing standards compliant and certified

### Platform

- Expertise in Linux/OSS
- International Standards OS to Support IT Infrastructures
- Embedded OS for International Safety Standards

# 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

**Real-world certificates**

- Driver's License
- Passports
- Certificates of registered hanko ID stamps

Guaranteed by government agencies

Procedures in writing, by post or other real-world means

**Digital-economy certificates**

- **digital certificate**
- **digital Identity verification and digital signature**

Guaranteed by certificate authorities*

*Organizations that identify applicants, issue certificates and manage the issued certificates.
Cybertrust has operated Japan's first commercial certification authority for over 20 years.

| | |
|---|---|
| Server certificate (SureServer) | Website existence<br>SureServer Prime |
| Device certificate (Device ID) | Authenticating devices permitted for operations use |
| User certificate | Authentication of employees, members or others |
| iTrust services | Ensuring the reliability of electronic transactions |

- A business operator approved by the competent Minister pursuant to the provision of Article 17, paragraph (1), item (vi) of the Act on the Certification Business of the Local Government Information System Organization for digital signature, etc.

# Overview of Platform Services

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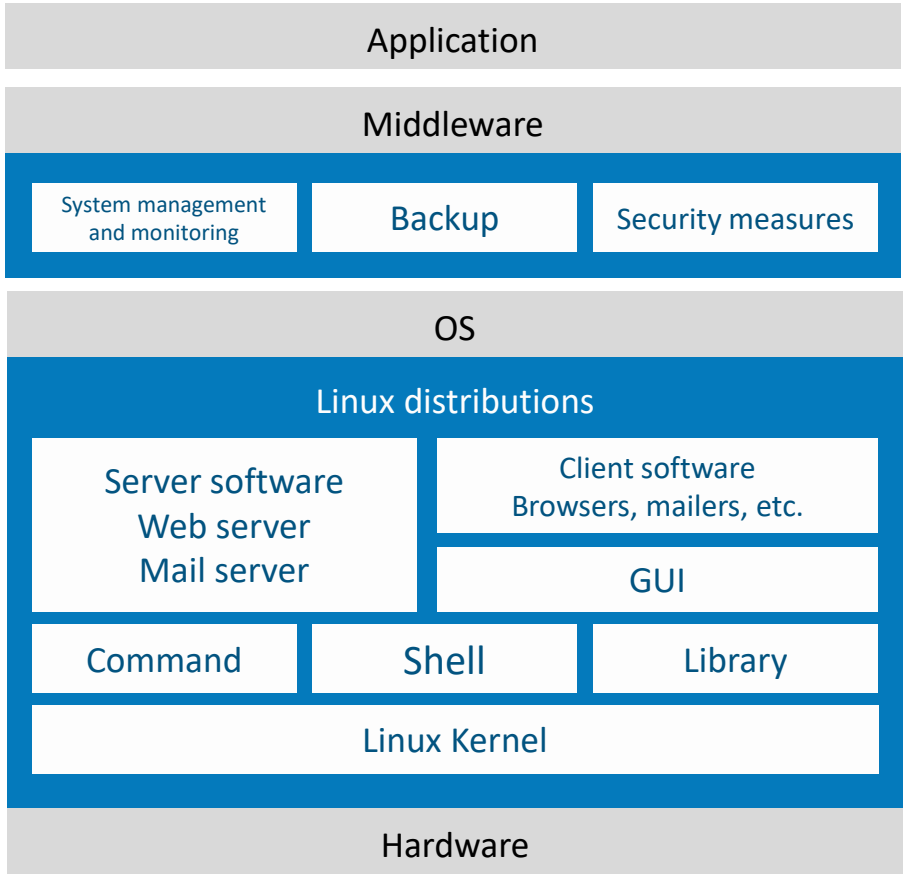
## By a group of engineers working in the global OSS community
## Only domestic Linux/OSS distributor




**Combines functions required for Linux kernels**
**Provided and supported as a Linux distribution**

**Large number of adoptions in critical systems**
*Air traffic control systems, industrial equipment, telecommunications infrastructure vehicles, etc.

**Respond to long-term support of more than 10 years**
*OSS community-support ends in 5-6 years
*Corresponds to the holding period of performance parts for repair of products for 5-9 years from the end of production and sales

**Achieve security measures and long-term use of international safety standards**
*Cybersecurity measures for embedded Linux that are lightweight, highly responsive, and easily introduced
*Ensuring traceability through system robustness and SBOM utilization

**Investigating Embedded Linux Vulnerabilities**
*Checks and measures against vulnerabilities (CVE) that affect product Linux

**In-performance product lines with a track record**
**Linux for server monitoring, vulnerability management, security and IoT**

MIRACLE LINUX Powered by Cybertrust Japan
MIRACLE ZBX
MIRACLE VulHammer
EMLinux

**Rare company in the world that can provide all of its technologies in total**
**Complies with international standards (IEC62443/NIST SP800/FIPS140-3/WP29-ISO21434, etc.)**

# Glossary ①

| 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 |

# Glossary ②

| 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<br>(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 |

# Glossary ③

| 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"

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| 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.<br>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<br>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） |
| [Platform] | | |
| Server OS/cloud infrastructure | MIRACLE LINUX | MIRACLE LINUX |
| Integrated monitoring | MIRACLE ZBX | MIRACLE ZBX |
| Linux for IoT | EMLinux | EMLinux |
| IoT Trust Services | Secure IoT Platform | SIOTP |

# Product and Service Introduction Pages

| 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) |
| [Platform] | |
| 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) |
| 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 (FY24 Q3~)

**10.09**


Cybertrust Japan and Rikei collaborate to enhance security of the Meta Quest series.

**10.17**


Cybertrust Japan launches latest version of MIRACLE Vul Hammer for vulnerability management using SBOM.

**10.21**


Cybertrust Japan launches ‘Enterprise Pack for AlmaLinux’, which adds unique SBOM-enabled features to AlmaLinux.

**10.30**


Cybertrust Japan’s iTrust e-seal certificates are used in NTT West’s certificate issuing service.

**10.30**


Cybertrust Japan’s terminal authentication service is used for robust access control of the educational ICT infrastructure at NEXT GIGA in Arakawa Ward, Tokyo.

**11.19**


For the development and implementation of safe and secure edge AI Embedded Linux option ‘EMLinux for Edge AI’ is now available.

**11.22**


Recept and Cybertrust Japan demonstrate improved trust in Verifiable Credentials (digital certificates) using e-Seal.

**12.11**


Cybertrust Japan launches SDK to facilitate identity verification using the Digital Agency’s Digital Authentication App.

**12.23**


Cybertrust Japan and Axis collaborate to provide services for the Japanese market using the Proxmox VE virtualisation platform.

**01.06**


Cybertrust Japan New Year’s Greetings 2025

※：Cybertrust Japan PressRelease

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# Security and Trust