SecuAvail



# Second Quarter (Semi-Annual) Financial Results Presentation

## For the Fiscal Year Ending March 31, 2027

## Six Months Ended September 30, 2026

## SecuAvail Inc. (Securities Code: 3042)

November 13, 2026

**By delivering advanced, high-quality security services and a safe digital environment, we fulfill society's expectations as a core infrastructure provider in the increasingly networked world.**

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ISO/IEC 27001 JQA-IM0173 UKAS MANAGEMENT SYSTEMS 091 ISMS-AC ISMS IS800 JPX STANDARD TOKYO SAPPORO SECURITIES EXCHANGE

# Current Cybersecurity Market Trends

Since October 2026, interest in cybersecurity has increased significantly both in Japan and overseas, and inquiries from corporations and organizations have shown an upward trend.

In particular, awareness of the need for cybersecurity measures has been rising not only among large enterprises but also among medium-sized and small businesses. As a result, we have seen growing interest in our domestically developed proprietary monitoring software product, LogStare, our 24/7/365 managed security monitoring service, “NetStare”, and the ”AI-SOC” series, all backed by more than 20 years of experience in the cybersecurity field. We have also received and are currently advancing multiple proposals for business collaboration from SIers and IT vendors with whom we had not previously maintained partnerships.

We are also seeing cases in which cybersecurity projects that initially focused on specific systems or parts of an organization's network have expanded into company-wide security enhancement initiatives.

We believe that these developments represent more than a temporary increase in demand. Rather, they reflect the growing recognition of cybersecurity risk management as a critical management issue for enterprises and organizations, which we expect will contribute to the medium- to long-term expansion of the cybersecurity market.

At the same time, these developments have not reached a level that would require a revision to our earnings forecast at this stage. We will continue to monitor their impact on our business performance and disclose any material developments in a timely and appropriate manner.

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# Consolidated Financial Highlights

| Unit: Millions of Yen (%) | Six Months Ended September 30, 2024 | Six Months Ended September 30, 2025 | Six Months Ended September 30, 2026 |
|---|---|---|---|
| Net sales | 465 | 636 | 584 |
| Operating profit | △ 52 | 47 | △ 23 |
| (profit margin) | △11.2% | 7.4% | △4.0% |
| Ordinary profit | △ 51 | 48 | △ 21 |
| (profit margin) | △11.1% | 7.6% | △3.7% |
| Profit attributable to owners of parent | △ 53 | 48 | △ 21 |
| (profit margin) | △11.6% | 7.6% | △3.7% |

| | Fiscal Year Ended March 31, 2025 2024.4.1~2025.3.31 | Fiscal Year Ended March 31, 2026 2025.4.1~2026.3.31 | Fiscal Year Ending March 31, 2027 2026.4.1~2027.3.31 |
|---|---|---|---|
| Profit attributable to owners of parent | 42 | 105 | 95 (forecast) |

## ■ Net Sales: ¥584 million (-8.2% YoY)

・Recurring revenue services remained stable year on year.
・The previous year's first half included a large-scale software sales project.
・Results remain in line with the full-year forecast.
  ・Software sales typically increase toward the fiscal year-end, supporting earnings growth.

## ■ Operating Loss: ¥23 million (Operating profit of ¥47 million in the same period of the previous fiscal year)

・Improved by ¥28 million from the first quarter.

## ■ Profit Attributable to Owners of Parent: Loss of ¥21 million (Profit of ¥48 million in the same period of the previous fiscal year)

・Improved by ¥32 million from the first quarter.

*Ordinary profit is a Japanese GAAP measure representing recurring profit before extraordinary items.*

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# Quarterly Financial Highlights (Non-Cumulative)

・Large-scale software sales project (¥80 million) recorded in Q1 of the previous fiscal year.
・Security enhancement investment of ¥20 million in Q1 FY2027.
・Q2 performance remained solid.
・On track to achieve the initial full-year forecast through order conversion; many new opportunities are expected to contribute from the next fiscal year onward.

| | Fiscal Year Ended March 31, 2026 | | | | Fiscal Year Ending March 31, 2027 | |
|---|---|---|---|---|---|---|
| (¥ millions) | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 |
| Net Sales | 315 | 321 | 269 | 373 | 260 | 324 |
| Gross Profit | 163 | 123 | 83 | 209 | 89 | 141 |
| Gross Profit Margin | 51.8% | 38.5% | 30.9% | 56.2% | 34.3% | 43.7% |
| SG&A Expenses | 123 | 116 | 109 | 118 | 142 | 112 |
| SG&A Ratio | 39.2% | 36.2% | 40.6% | 31.7% | 54.5% | 34.8% |
| Operating Profit (Loss) | 39 | 7 | △ 26 | 91 | △ 52 | 28 |
| Operating Margin | 12.6% | 2.4% | △9.6% | 24.5% | △20.2% | 8.9% |
| Ordinary Profit (Loss) | 39 | 8 | △ 25 | 92 | △ 51 | 30 |
| Quarterly Profit (Loss) Attributable to Owners of Parent | 28 | 19 | △ 20 | 77 | △ 53 | 32 |

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# Consolidated Balance Sheets

| (¥ millions) | As of March 31, 2026 | As of September 30, 2026 | Change |
|---|---|---|---|
| Current Assets | 1,427 | 1,312 | △ 114 |
| Cash and Deposits | 1,130 | 1,047 | △ 83 |
| Accounts Receivable - Trade | 236 | 185 | △ 50 |
| Raw Materials and Supplies | 7 | 11 | 3 |
| Advances Paid and Prepaid Expenses | 51 | 52 | 1 |
| Other | 1 | 15 | 14 |
| Non-Current Assets | 151 | 158 | 7 |
| Property, Plant and Equipment | 11 | 10 | △ 1 |
| Intangible Assets | – | – | – |
| Investments and Other Assets | 139 | 148 | 9 |
| Total Assets | 1,579 | 1,471 | △ 107 |

| | As of March 31, 2026 | As of September 30, 2026 | Change |
|---|---|---|---|
| Current Liabilities | 279 | 263 | △ 15 |
| Accounts Payable - Trade | 8 | 27 | 19 |
| Accrued Expenses and Other Payables | 73 | 72 | △0 |
| Income Taxes Payable | 26 | 8 | △ 18 |
| Accrued Consumption Taxes Payable | 31 | 12 | △ 18 |
| Advances Received | 111 | 114 | 2 |
| Other | 28 | 27 | △0 |
| Non-Current Liabilities | 18 | 17 | △0 |
| Total Liabilities | 297 | 281 | △ 15 |
| Total Net Assets | 1,281 | 1,190 | △ 91 |
| Total Liabilities and Net Assets | 1,579 | 1,471 | △ 107 |

■The Company holds no inventory or software-related intangible assets associated with software product sales (including LogStare products), as development and enhancement costs have already been fully amortized.

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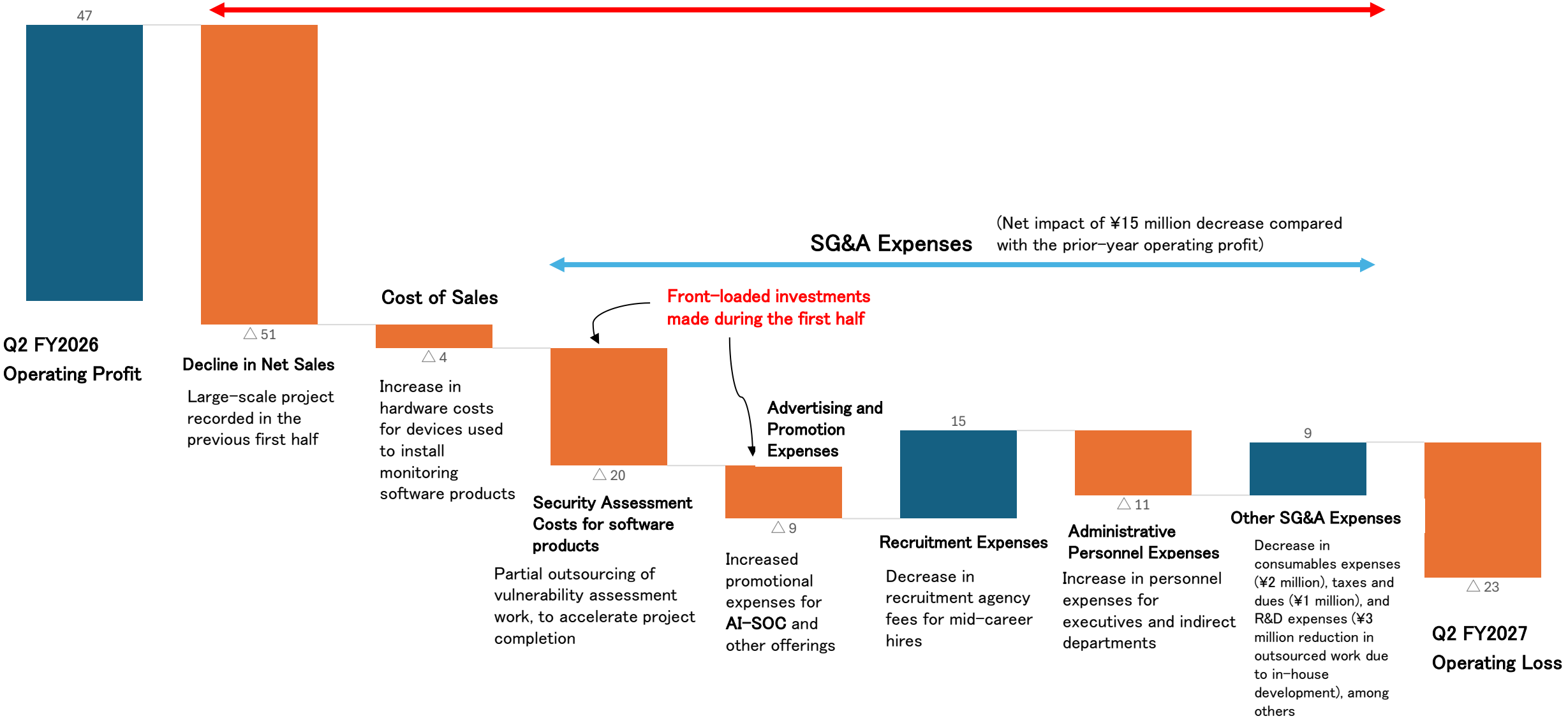
# Year-on-Year Operating Profit Bridge Analysis

## Analysis of Factors Behind the Change from Operating Profit of ¥47 Million in Q2 FY2026 to Operating Loss of ¥23 Million in Q2 FY2027

Unit: ¥ million

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# Segment Overview

## Segment Performance

### Information Security Business

| ¥ millions | Q2 FY2025 | Q2 FY2026 | Q2 FY2027 |
|---|---|---|---|
| Net Sales | 366 | 516 | 455 |
| Segment Profit | △ 2 | 112 | 40 |

### Human Resources Services Business

| ¥ millions | Q2 FY2025 | Q2 FY2026 | Q2 FY2027 |
|---|---|---|---|
| Net Sales | 98 | 120 | 129 |
| Segment Profit | 11 | 11 | 10 |

## ■Information Security Business

・Net Sales: ¥455 million (-11.8% YoY) due to the absence of a large-scale software sales project recorded in the previous fiscal year.
・Segment Profit: ¥40 million.
・Strengthened advertising and promotional activities for the AI-SOC series (¥9 million).
・Upfront costs for enhancements to existing software products (¥20 million).

## ■Human Resources Services Business

・Net Sales: ¥129 million (+7.8% YoY).
・Segment Profit: ¥10 million.
・Sales remained solid.

SG&A expenses not allocated to business segments, including executive compensation and administrative expenses

・Q2FY2025: ¥62 million ・Q2 FY2026: ¥76 million ・Q2 FY2027: ¥75 million

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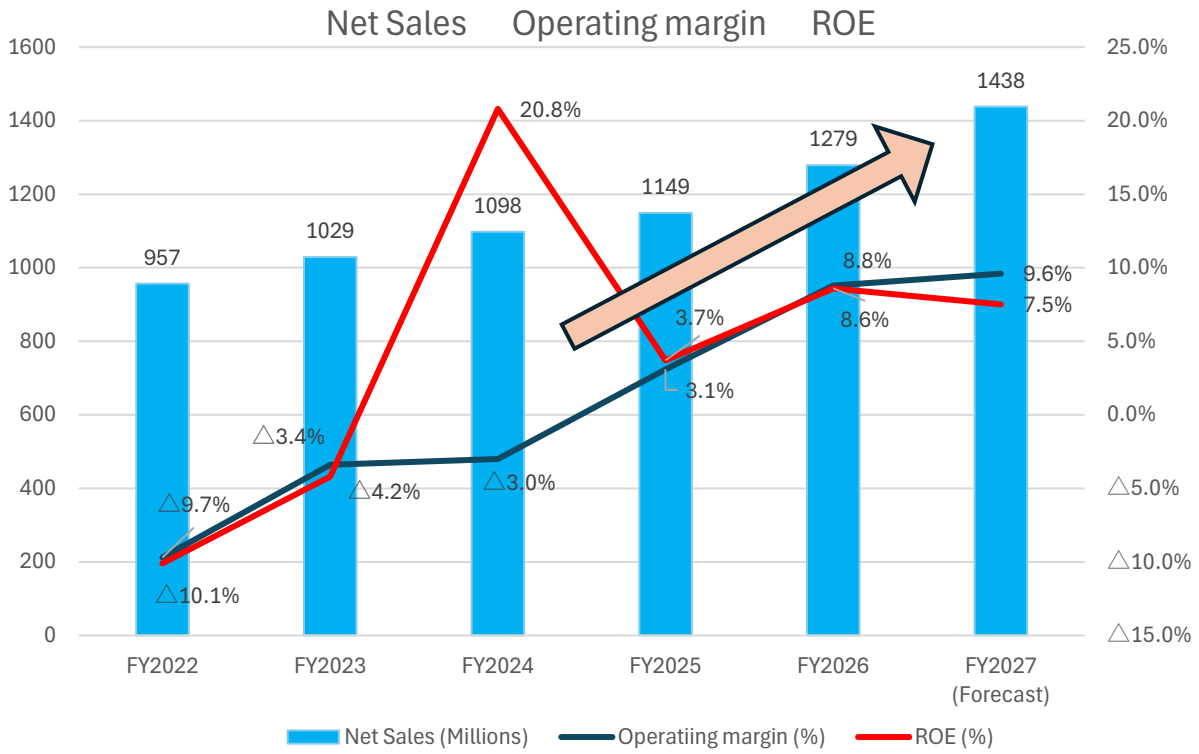
# Consolidated Performance Trends




- Net sales have increased for five consecutive fiscal years.
- Achievement of the full-year forecast would result in record-high operating profit and ordinary profit.
- Sales at the two subsidiaries have continued to grow steadily.

Note: FY2024 includes a gain on sale of investment securities of ¥421 million.

| Unit:Millions of Yen | FY2022 | FY2023 | FY2024 | FY2025 | FY2026 | FY2027 (Forecast) |
|---|---|---|---|---|---|---|
| **Net Sales** | 957 | 1,029 | 1,098 | 1,149 | 1,279 | 1,438 |
| **Operating profit(loss)** | (92) | (34) | (32) | 35 | 112 | 138 |
| Operating margin (%) | △9.7% | △3.4% | △3.0% | 3.1% | 8.8% | 9.6% |
| ROE(%) | △10.1% | △4.2% | 20.8% | 3.7% | 8.6% | 7.5% |

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# Promotion Strategy (1) ～ AI-SOC ～

The SOC Revolution Powered by SecuAvail

セキュアヴェイルが起こす SOC革命

# AI-SOC

25年積み重ねたSOC運用ノウハウと、
磨き続けた自社開発基盤の、その結晶




The culmination of 25 years of SOC operational expertise and a continuously enhanced proprietary technology platform.

## Five AI-SOC Innovations

**革命1** ログは全部みる

**Innovation 1**

Comprehensive Log Monitoring
Monitor and analyze all logs without exception.

**革命2** SOCアナリストをAI化

**Innovation 2**

AI-Powered SOC AnalystsAI automates and enhances SOC analysis operations



**革命3** 安心の純国産

**Innovation 3**

Proudly Developed in JapanA fully domestic solution developed and operated in Japan.

**革命4** 常識破りの低価格

**Innovation 4**

Disruptively Affordable PricingAdvanced SOC services at a significantly lower cost.

**革命5** ヘルプデスク標準装備

**Innovation 5**

Help Desk Included as StandardCustomer support available as a standard service feature.

## AI-SOCとは

「AI-SOC」は、セキュアヴェイルグループが創業期から25年にわたり蓄積したセキュリティ運用のノウハウをAIに継承し自社開発した「AI-SIEM」により、**SOC運用の無人化と低価格化を実現した次世代SOCサービス**です。

対象となるネットワーク機器の通信ログ、クラウドサービスの監査ログをすべて収集・分析し、**セキュリティリスクの高い事象を検知しアラート、対応策まで提示します。**

Monitors and analyzes all communication logs in real time, helping organizations detect security incidents early and enhance their security operations.

すべての通信ログを**リアルタイム**で診断し、
セキュリティインシデント・セキュリティ対応強化をフォローします。




**AI-SOC**
AI-SOC monitors and analyzes all network communications in real time, enhancing security operations through: 1. Real-time collection and analysis of all communication logs 2.AI-driven intelligent analysis 3.Visualization of detected threats and assessment results

## さらに、お客様の安心を、3つの軸でサポート！

Supporting Customers Through Three Key Functions

**Immediate Response Support**
AI Security Log AlertsCritical threats are detected and notified in real time, enabling prompt response.

**Mid- to Long-Term Security Enhancement**
Monthly Summary ReportsProvides visibility into threat trends and response activities to support continuous security improvement.

**User Support Help Desk/Support for Questions and Troubleshooting**
Provides prompt assistance for inquiries and troubleshooting through a reliable support framework. *Available as an optional service.*

| 短期的な対応事項 | 中長期的な対応事項 | 不明点へのサポート |
|---|---|---|
| AIセキュリティログアラート | 月次サマリレポート | ヘルプデスク |
| 重要な脅威をリアルタイムで検知・通知 即時対応を支援 | 脅威の傾向や対応状況を可視化し、中長期のセキュリティ強化を支援 | 不明点やトラブルに迅速に対応。安心のサポート体制を提供 ※オプション必要 |

**AIがすべての通信を監視・解析し、セキュリティ運用を強化**
**インシデントの早期検知、迅速な対応、継続的な改善を実現します。**

**AI monitors and analyzes all communications, strengthening security operations. Enabling early threat detection, rapid response, and continuous improvement.**

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# Promotion Strategy (2) ～ AI-SOC ～

## Five Innovations driving the SOC Revolution

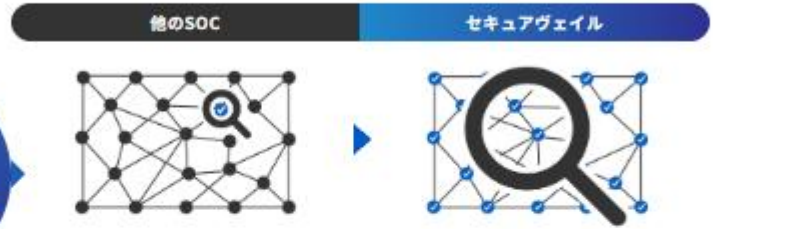
## SOC革命を実現した5つの革命

誰もが安心の国産SIEMで高度なセキュリティ運用ができるように。SOCの老舗企業が本気で挑んだサービスです。

Enabling advanced security operations for organizations of all sizes through a Japan-developed SIEM. A next-generation service created by a company with decades of SOC expertise.

### 革命 01 ログを見る範囲

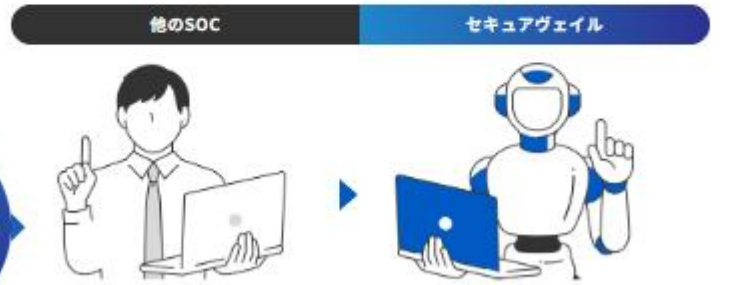
Innovation 1 Log Coverage




| Other SOC Services | SecuAvail |
|---|---|
| Monitoring Limited Portions of Logs | Comprehensive Monitoring of All Logs |

### 革命 02 SOCアナリストとAIの関係

Innovation 2 Analysts and AI




| Other SOC | SecuAvail |
|---|---|
| Analysts use AI as a support tool. | AI replicates the expertise and actions of SOC analysts, enabling autonomous security operations. |

### 革命 03 SOC基盤の製造国

Innovation 3 SOC Platform Origin




| Other SOC | SecuAvail |
|---|---|
| Many rely on foreign-developed SOC platforms | Japan-developed proprietary SOC platform |

### 革命 04 導入および運用の想定コスト

Innovation 4 Expected Implementation and Operating Costs




SecuAvail

AI-SOC for Microsoft 365
From ¥50,000 per month (per user)

AI-SOC for FortiGate
From ¥9,800 per month

### 革命 05 低価格でも24時間365日ヘルプデスク対応

Innovation 5 Low-Cost 24/7/365 Help Desk Support




| Other SOC | SecuAvail |
|---|---|
| Help Desk Support Available at an Additional Cost | Help Desk Support Included as Standard |

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# Promotion Strategy (3) ～ AI-SOC ～




## SecuAvail Addresses the Social Challenge of Cybersecurity Workforce Shortages

**Masaomi Yoneima, Representative Director and President**

Rather than relying on conventional approaches that automate decision-making and response processes for security risks, SecuAvail leverages AI to replicate the expertise and analytical perspective of SOC analysts, thereby enabling greater operational efficiency at SOC sites.

Through this approach, we aim to address the chronic shortage of cybersecurity professionals, a longstanding social challenge, through an innovative new solution.

The key to delivering both high quality and low cost was

**knowing exactly where AI should and should not be used.**

Five Principles: Never Automating Judgment or Decision-Making

### Entrusting Everything to AI Comes with Risks

**RISK 01**
**Lack of Understanding of Operational Impact**

Unable to understand environment-specific operations, workflows, and their impact.

**RISK 02**
**Operational Disruptions Caused by Misjudgments**

AI-generated incorrect decisions or actions may result in business interruptions.

**RISK 03**
**Inability to Explain Decisions During Incidents**

When issues occur, the rationale behind decisions and actions may not be explainable.

**RISK 04**
**Failures Caused by Product Specification Changes**

Changes to product specifications may cause unexpected operational issues.

**RISK 05**
**Impact of External Attacks**

AI may be affected by external attacks, such as prompt injection attacks.

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# Key Initiatives

- Expanding Partner Network Centered on the AI-SOC Series
- Revitalizing Existing Partners
- Increasing Engagement with Existing Customers

# Strategy

- We will promote sales of **LogStare**, one of the few fully Japanese-developed network security monitoring software solutions capable of customization to meet customer-specific requirements, and strengthen the marketing and promotion of our **NetStare** SOC services.
- In particular, leveraging the results of our continued investment in AI research and development, we will actively accelerate business expansion centered on the **AI-SOC** series.




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# SecuAvail Group

**A dedicated cybersecurity group providing 24/7/365 network monitoring services and products based on proprietary technologies developed entirely in Japan.**

## Group Companies

- **SecuAvail Inc.: 24/7/365 SOC services, including NetStare and AI-SOC.**
- **LogStare Inc.: Development and sales of cybersecurity monitoring software, including LogStare and AI-SIEM.**
- **CareerVeil Inc.: Staffing and dispatch services for cybersecurity engineers.**

## Key Features of SecuAvail's SOC Services

With a long track record of security operations, our services are provided under the **NetStare** brand and are distinguished by the following three strengths.

### 1. Complete Integration of SOC and NOC

Conventional services typically separate SOC (Security Operations Center) functions for monitoring cyberattacks from NOC (Network Operations Center) functions for monitoring network latency and communication failures.
**NetStare** integrates SOC and NOC capabilities into a single service. By analyzing network issues from multiple perspectives, including network failures (NOC domain) and cyberattacks (SOC domain), the service enables rapid identification of root causes

### 2. Proprietary Operational Platform and Reliable 24/7/365 Human Monitoring

Services are delivered through proprietary, Japan-developed log collection and operational monitoring systems.
Experienced security engineers provide continuous 24/7/365 monitoring and support, including emergency configuration changes and recovery assistance when incidents occur.

### 3. AI-SOC: An AI-Powered Service for Automation and SMBs

In addition to **NetStare**, which is designed primarily for mid-sized and large enterprises, we also offer **AI-SOC**, a next-generation security monitoring service.
By leveraging AI technologies to automate and streamline monitoring operations, **AI-SOC** enables small and medium-sized businesses to adopt advanced security monitoring services that were previously difficult to implement due to cost considerations.

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