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Financial Results Briefing Material for the Third Quarter of the Fiscal Year Ending March 31, 2026

TAKACHIHO KOHEKI CO., LTD. (TSE Code: 2676)
February 4, 2026

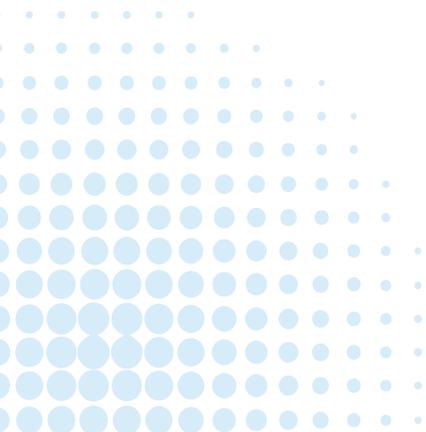


1. Executive Summary
2. Financial Results for the Third Quarter of the Fiscal Year Ending March 31, 2026
3. Forecast for the Fiscal Year Ending March 31, 2026
4. Appendix

[Reference Material] Medium-Term Management Plan 2025-2027

[https://corp.takachiho-kk.co.jp/Portals/0/images/en/ir/management/plan/plan2025-2027\(en\).pdf](https://corp.takachiho-kk.co.jp/Portals/0/images/en/ir/management/plan/plan2025-2027(en).pdf)

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4. Appendix



Executive Summary

✓ Third Quarter of the Fiscal Year Ending March 31, 2026 (Results)

- ✓ Driven by the strong performance of the Business Security segment, **revenue and profit both increased** year on year, and **the Company achieved its highest earnings since listing**.
 - **Business Security:** Sales of retail solutions for apparel and discount stores were strong.
In Business Solutions, sales for data centers and factories were strong.
In Global, sales of large-scale fire protection systems and security systems for offices were strong in Thailand.
 - **Electromechanics:** Sales in Electronics shifted from a decrease to an increase in Q3 due to strong sales for consumer electronics.
Sales in Mechanics decreased due to a rebound in sales of mechanical components for multifunction machines and power generation facilities, which were strong in the previous fiscal year.

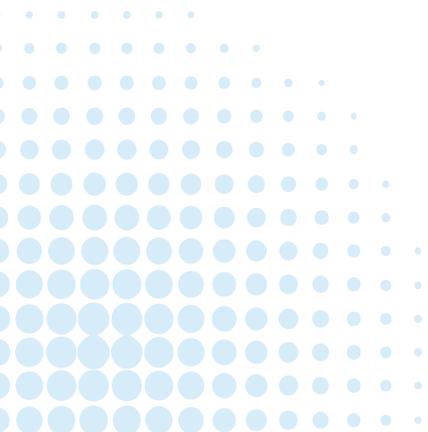
✓ Fiscal Year Ending March 31, 2026 (plan)

- ✓ No change from initial plan. 4Q tends to be heavier as usual
- ✓ Although progress is behind the full-year pace, orders are strong and we aim to achieve the target by steadily advancing delivery.

[Millions of yen]

	FY3/25 Q3 Results	FY3/26 Q3 Results	Change	FY3/26 Full Year Plan	Rate of progress
Net Sales	19,648	20,724	1,075	30,000	69.1%
Operating profit	1,362	1,380	17	2,200	62.8%
Ordinary profit	1,441	1,544	103	2,100	73.6%
Net income	1,071	1,097	26	1,500	73.2%

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4. Appendix



Consolidated Financial Highlights

[Millions of yen] 

Driven by the strong performance of the Business Security segment, **revenue and profit both increased** year on year, **and the Company achieved its highest earnings since listing**. Our company's performance **tends to concentrate in the 4th quarter**, and we aim to achieve our target by steadily advancing deliveries.

	FY3/25 Q3 Results	FY3/26 Q2 Results	YoY change	FY3/26 Full Year Plan	Rate of progress
Net Sales	19,648	20,724	+5.5%	30,000	69.1%
Gross profit on sales	4,949	5,230	+5.7%	7,660	68.3%
Gross profit ratio (%)	25.2%	25.2%	+0.0pt	25.5%	-
SG & A expenses	3,586	3,849	+7.3%	5,460	-
Operating profit	1,362	1,380	+1.3%	2,200	62.8%
Operating profit ratio (%)	6.9%	6.7%	(0.2pt)	7.3%	-
Foreign exchange gain	27	75	179.0%	-	-
Ordinary profit	1,441	1,544	+7.2%	2,100	73.6%
Ordinary profit ratio (%)	7.3%	7.5%	+0.2pt	7.0%	-
Profit before tax	1,496	1,607	+7.4%	-	-
Profit attributable to owners of parent	1,071	1,097	+2.4%	1,500	73.2%
EPS*	58.27 yen	58.84 yen	+0.57 yen	80.44 yen	-

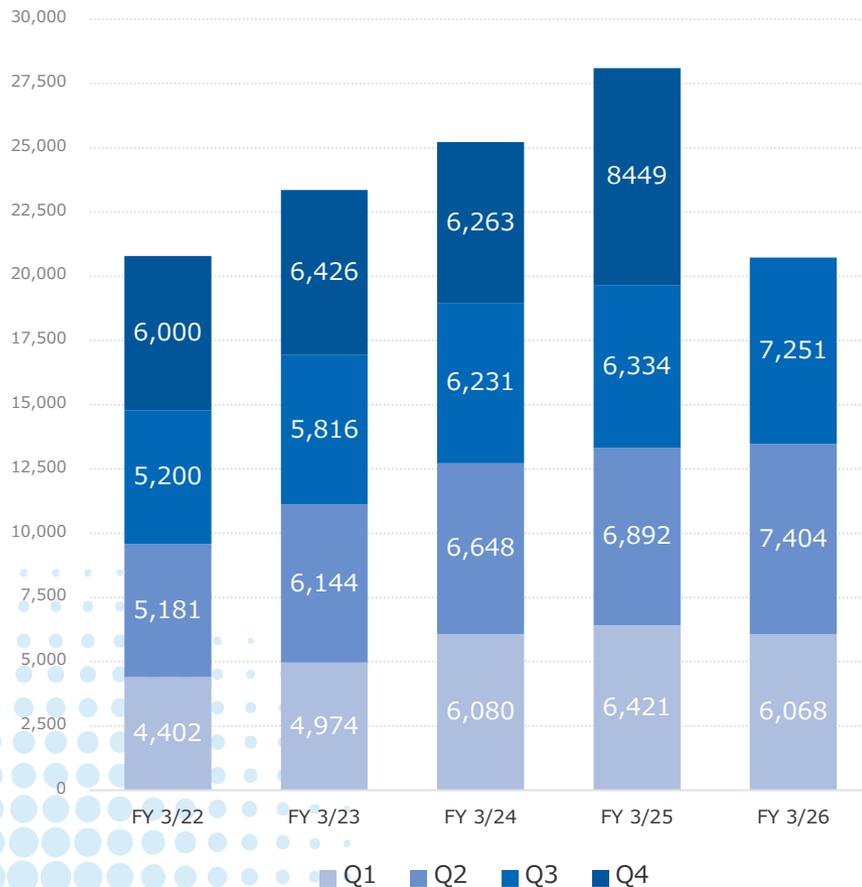
*The EPS for the third quarter of the year ended March 31, 2025, after a two-for-one stock split was conducted on June 1, 2025, takes into account the stock split.

Quarterly Performance Trends

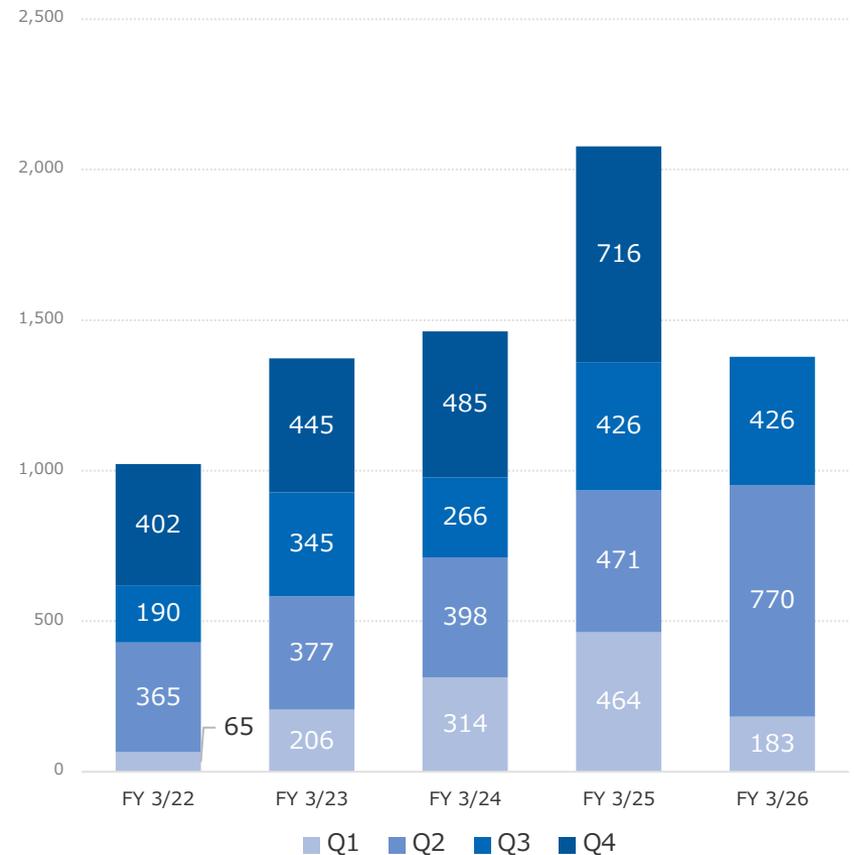
[Millions of yen] 

As our products are frequently associated with facility investments, mainly in the Business Security segment, **sales are typically concentrated in Q4 and Q2**, aligning with customers' investment periods.

Net sales by quarter



Operating profit by quarter



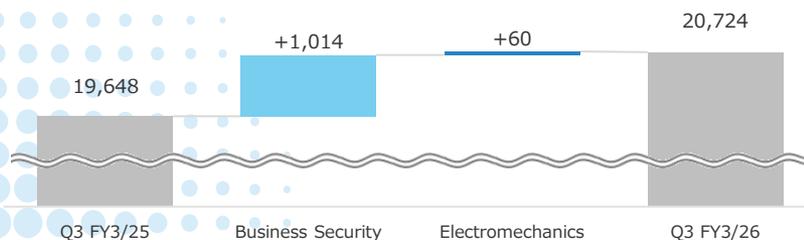
Results by Segment

In Business Security, sales and profit increased, and operating margin increased.

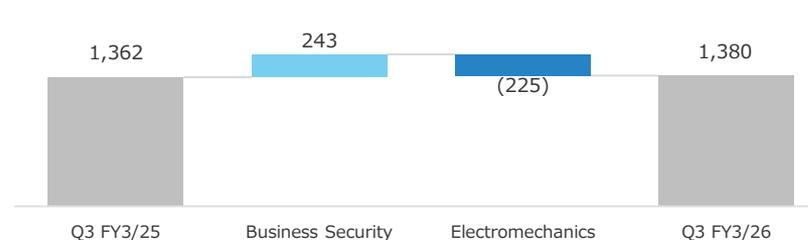
In Electromechanics, sales and profit increased and decreased due to an increase in purchasing costs due to the depreciation of the yen and an increase in SG & A expenses, including an expansion of sales personnel.

		FY3/25 Q3 Results(*)	FY3/26 Q3 Results	Increase/ Decrease	Percentage change	FY3/26 Plan	Rate of progress
Business Security	Net Sales	9,476	10,491	+1,014	+10.7%	14,980	70.0%
	Operating Profit	642	886	+243	+38.0%	1,230	72.0%
	Operating profit ratio	6.8%	8.4%	+1.6pt	-	8.2%	-
Electromechanics	Net Sales	10,172	10,232	+60	+0.6%	15,020	68.1%
	Operating Profit	720	494	(225)	(31.3%)	970	51.0%
	Operating profit ratio	7.1%	4.8%	(2.3pt)	-	6.5%	-
Consolidated Total	Net Sales	19,648	20,724	+1,075	+5.5%	30,000	69.1%
	Operating Profit	1,362	1,380	+17	+1.3%	2,200	62.8%
	Operating profit ratio	6.9%	6.7%	(0.2pt)	-	7.3%	-

■ Net Sales (Year-on-Year)



■ Operating profit (Year-on-Year)



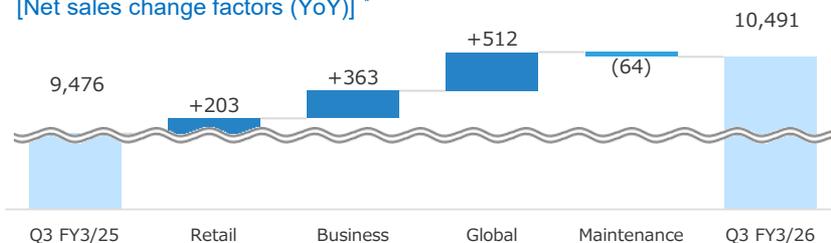
Results by Segment (Business Security)

[Millions of yen]



Net Sales	10,491 million yen	YoY +1,014 million yen
Strong driven by subsidiaries in Thailand, as well as data center security products and apparel in Japan		
Operating profit	886 million yen	YoY +243 million yen
Increased sales of high-margin business solutions		

[Net sales change factors (YoY)] *



● Retail Solutions

- (+) RFID systems for apparel and discount stores
- Surveillance camera systems strong

● Business Solutions

- (+) Access control systems for data centers and factories
- Surveillance camera systems strong

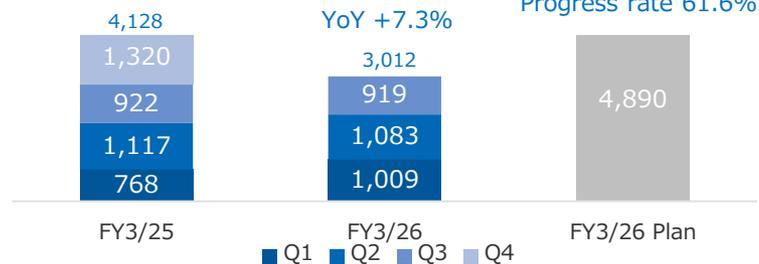
● Global

- (+) Large-scale fire protection system projects and office security in Thailand
- Strong systems performance, increased yen-converted revenue at overseas subsidiaries

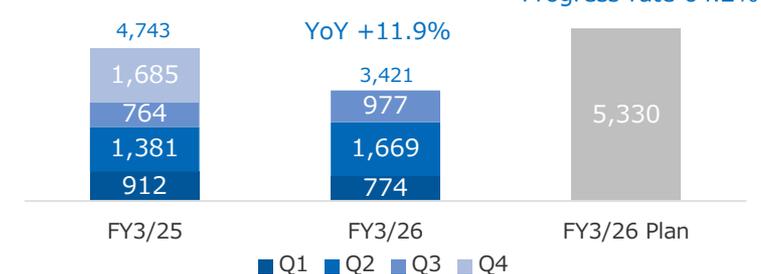
● Maintenance Services

- (-) Termination of maintenance services due to termination of manufacturer support for some products

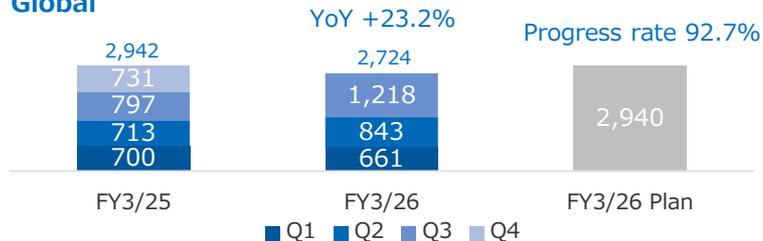
● Retail Solutions



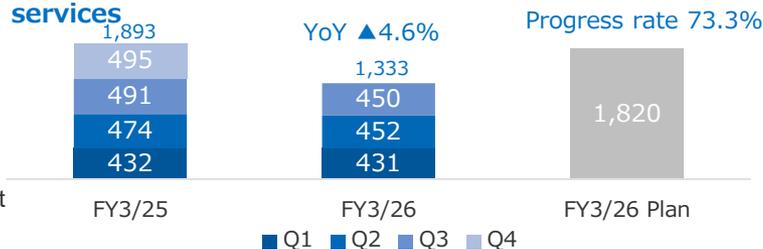
● Business Solutions



● Global



● Maintenance services



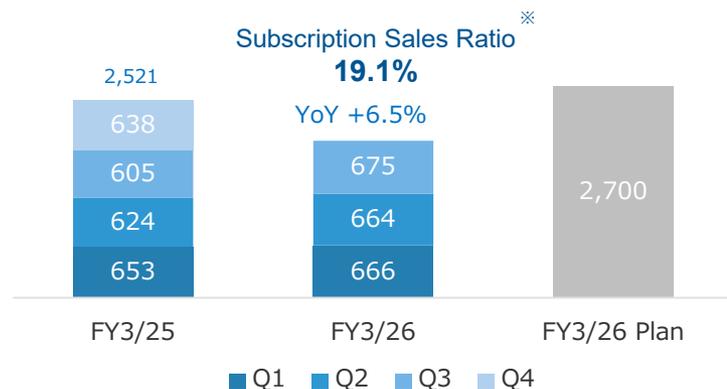
*Cumulative figures for the third quarters of the fiscal year ended March 2025 reflect changes in segment classification (See page 20 for details) ©TAKACHIHO KOHEKI CO.,LTD.

Subscription Business Results(Business Security)

[Millions of yen]



Subscription Business Sales



*Share of Business Security Segment Sales

● Maintenance

- (-) Termination of maintenance services due to termination of manufacturer support for some products
- (+) Successful revision of technical fees

● Managed services * MSP service integrating equipment, cloud services, and operation management

- (+) Strong sales by distributors

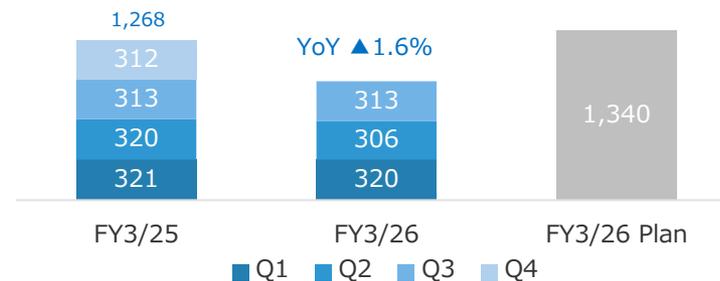
● Cloud license

- (+) Accumulated number of licenses and new products

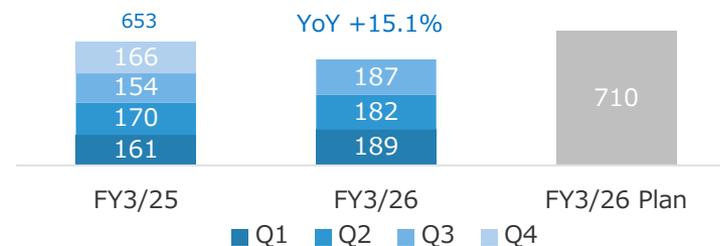
Operating Profit Margin of Subscription Business



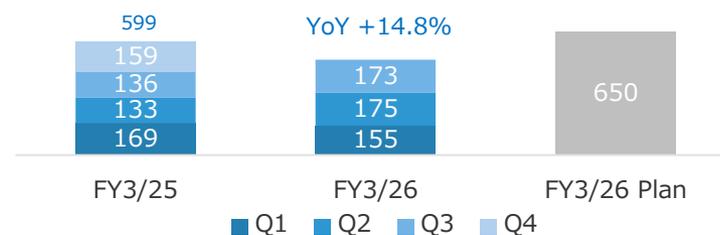
● Maintenance



● Managed services



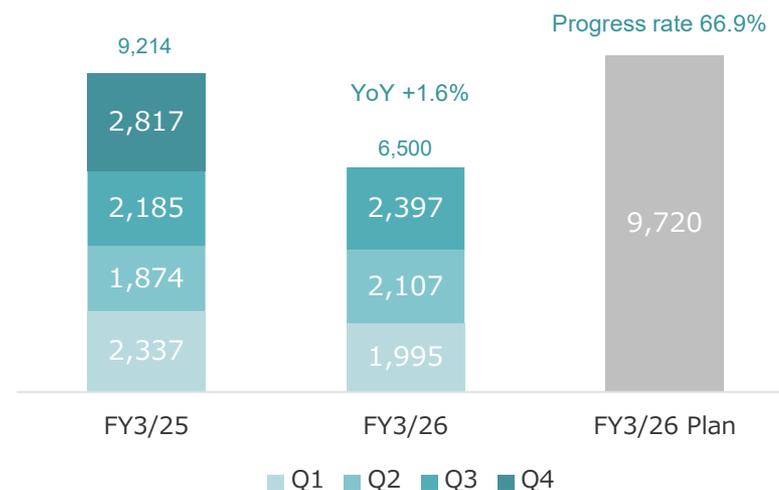
● Cloud license



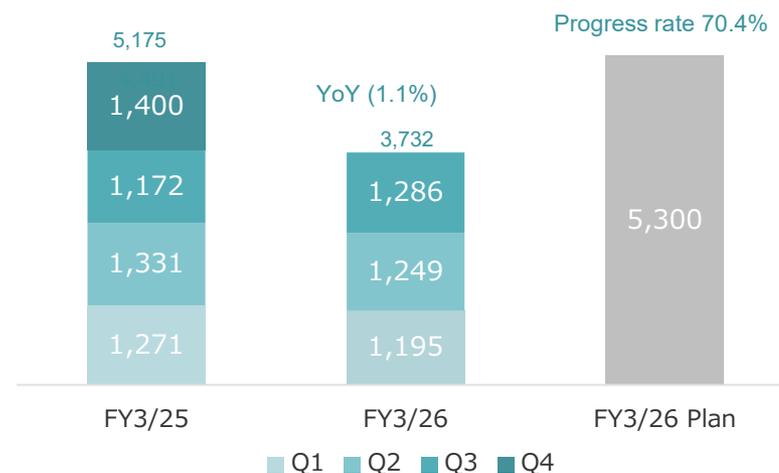
Results by Segment (Electro Mechanics)

Net Sales	10,232 million yen	YoY +60 million yen
Electronics slightly increased due to firm orders and strong demand for consumer electronics. Mechanics slightly decreased due to a rebound from the previous fiscal year for multifunction devices and power generation facilities.		
Operating profit	494 million yen	YoY (225 million yen)
Decreased due to higher purchasing costs resulting from the weaker yen and SG & A expenses resulting from growth investments such as an increase in sales personnel.		

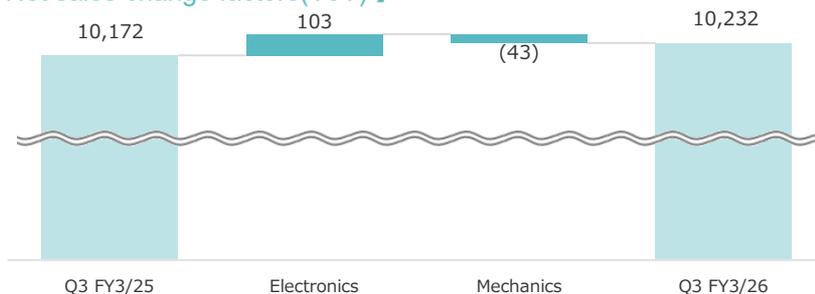
● Electronics



● Mechanics



【 Net sales change factors(YoY) 】



● Electronics

- (+) Semiconductors for consumer products
-> Strong sales of consumer electronics products manufactured by large customers contributed to an increase in sales of semiconductors delivered by our company.

- (-) Semiconductors for industrial and business equipment
->Continued inventory adjustments for some customers

● Mechanics

- (-) Mechanical components for multifunction devices and power generation facilities
->Down after strong performance in the previous fiscal year
- (+) Mechanical components for housing equipment and office furniture
->In housing equipment, sales of planned and developed products for kitchens were strong.

Capital Efficiency Improvement Status

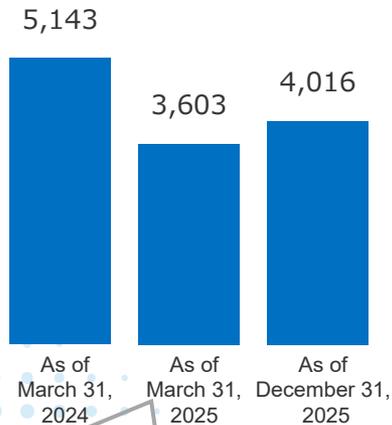
Strengthened order intake and order control to keep inventory at an appropriate level
Revised terms and conditions for receivables and payables to improve cash flow

Inventories

Number of days for turnover

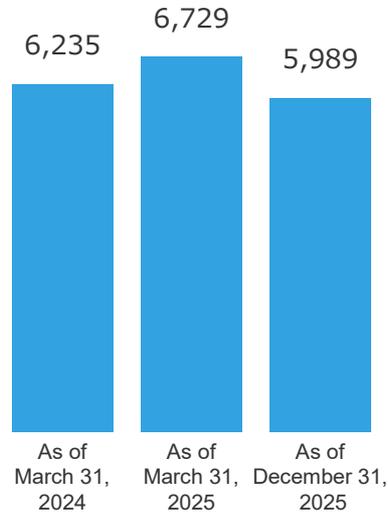


Balance
[Millions of yen]



Mainly due to a decrease in orders and deliveries of electronics

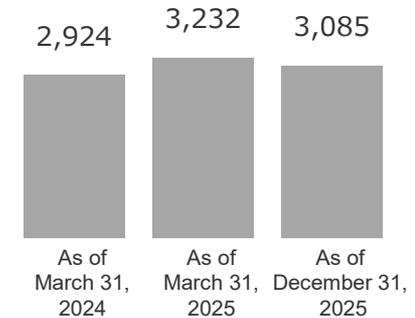
Trade receivables



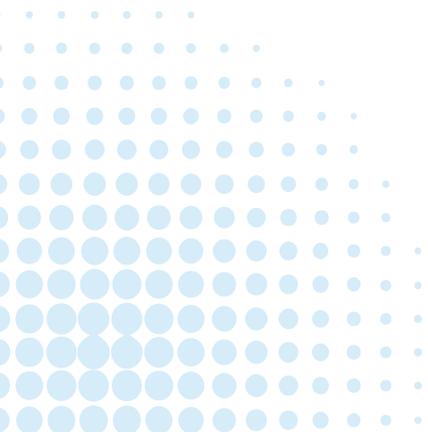
[Calculation Formula]

- Turnover of inventories = Inventories (average balance at beginning and end of period) / Cost of sales x number of days
- Turnover of trade receivables = Trade receivables (average balance at beginning and end of period) / Net sales x number of days
 - * Trade receivables = Accounts receivable + Notes receivable + Contract assets + Electronically recorded monetary claims (-) Contract liabilities (advances received)
- Turnover of trade payables = Trade payables (average balance at beginning and end of period) / Cost of sales x number of days
- Number of days = As of March 31: Calculated on 365 days, , As of December 31: Calculated on 275 days

Trade payables



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4. Appendix



Consolidated PL< Plan >

[Millions of yen]



Although selling, general and administrative expenses will increase due to growth investments, we plan to **increase sales and profit** mainly due to business growth in business security ^{*1}.

	FY3/25 Results	FY3/26 Plan	Change	Year-on-Year
Net Sales	28,098	30,000	+1,901	+6.8%
Gross profit on sales	6,909	7,660	+750	+10.9%
Gross profit ratio(%)	24.6%	25.5%	-	+0.9pt
Selling, general and administrative expenses	4,830	5,460	+629	+13.0%
Operating profit	2,079	2,200	+120	+5.8%
Operating profit ratio (%)	7.4%	7.3%	-	(0.1pt)
Ordinary profit	2,004	2,100	+95	+4.7%
Ordinary profit ratio(%)	7.1%	7.0%	-	(0.1pt)
Profit attributable to owners of parent	1,458	1,500	+41	+2.9%
ROE(%)	8.7%	8.9%	-	+0.2pt
EPS ※	79.10yen	80.44yen	+1.34yen	-
Annual dividend per share ※	80yen	80.5yen *2	+0.5yen	-

*The EPS and Annual dividend per share for the first quarter of the year ended March 31, 2025, after a two-for-one stock split was conducted on June 1, 2025, takes into account the stock split.

Net Sales and Operating Profit by Segment <Forecast>

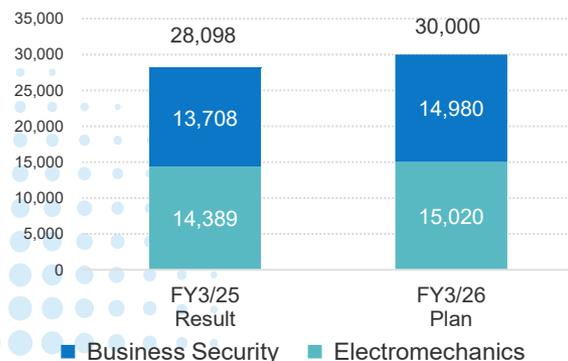
(Millions of yen)



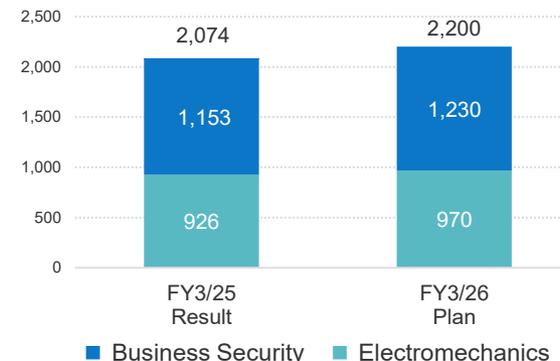
Sales and profit are expected to increase in both Business Security and Electromechanics

		FY3/25 Results	FY3/26 Plan	Increase/ Decrease	Percentage change
Business Security	Net sales	13,708	14,980	+1,271	+9.3%
	Operating profit	1,153	1,230	+76	+6.7%
	Operating profit ratio	8.4%	8.2%	(0.2pt)	-
Electromechanics	Net sales	14,389	15,020	+630	+4.4%
	Operating profit	926	970	+43	+4.7%
	Operating profit ratio	6.4%	6.5%	+0.0pt	-
Consolidated total	Net sales	28,098	30,000	+1,901	+6.8%
	Operating profit	2,079	2,200	+120	+5.8%
	Operating profit ratio	7.4%	7.3%	(0.1pt)	-

■ Net sales by segment



■ Operating profit by segment



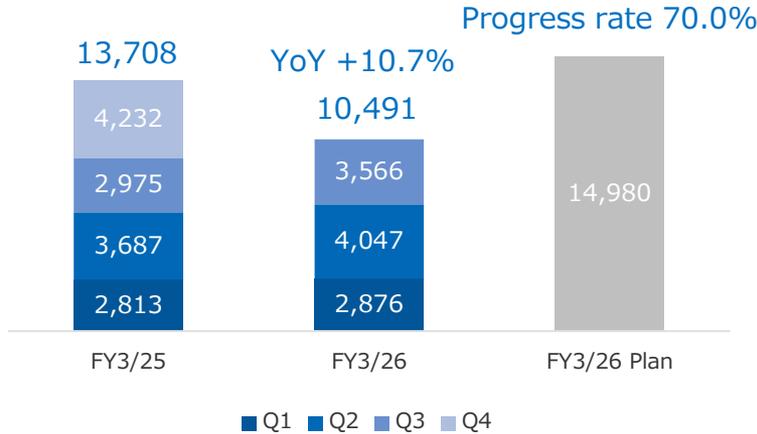
*Figures for the fiscal year ended March 2025 reflect changes in segment classification (See page 20 for details.)

Net Sales by Segment (Business Security) <Plan>

[Millions of yen]



● Business Security (Net sales)



● Retail Solutions



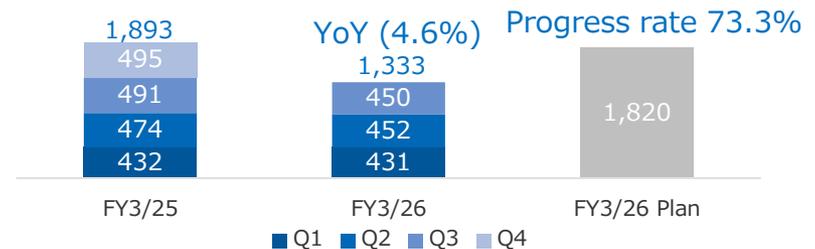
● Business Solutions



● Global



● Maintenance



[Forecasts for H2]

● Retail Solutions

- (+) Expansion of sales of facial recognition systems for GMS, drugstores, etc., and expansion of adoption of RFID systems for apparel

● Business Solutions

- (+) Expansion of sales of security systems for data centers and foreign company offices
- Expansion of cloud-based services, mainly MSP services

● Global

- (-) Focus on projects with higher profitability

● Maintenance

- (-) End of maintenance of some products

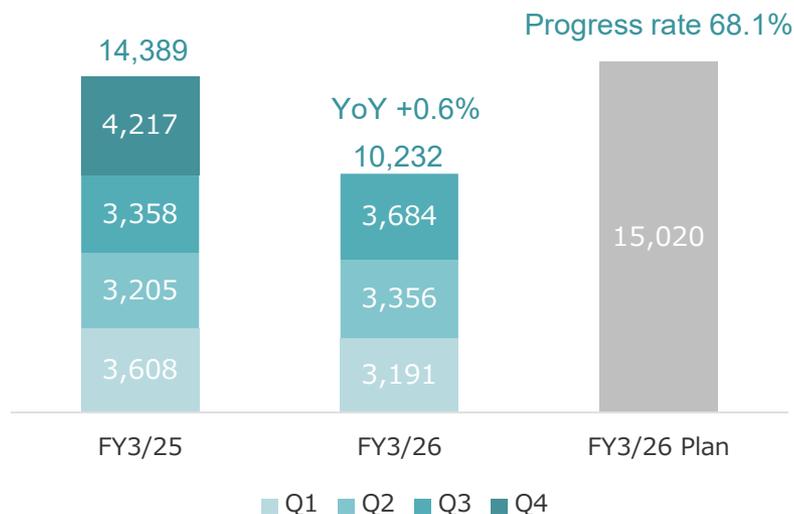
* Cumulative figures for the 2 quarters of the fiscal year ended March 2025 reflect changes in segment classification (See page 20 for details)

Net Sales by Segment (Electromechanics) <Plan>

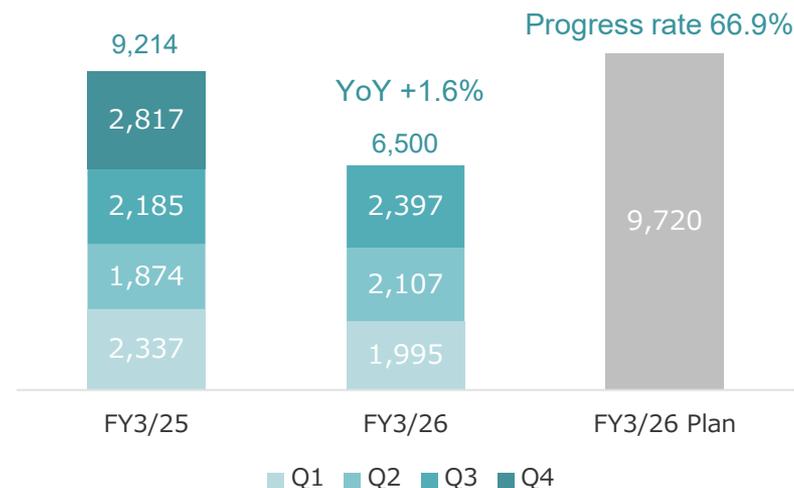
[Millions of yen]



● Electromechanics (Net sales)



● Electronics



[Forecast for H2]

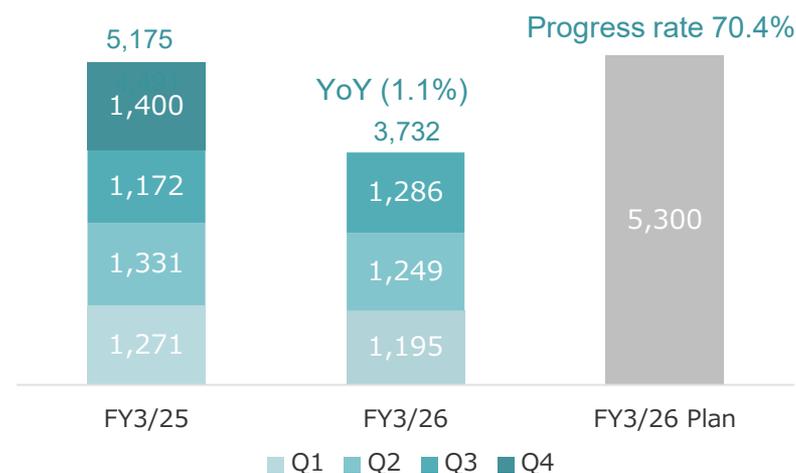
● Electronics

- (+) Continued strong sales for consumer equipment
- (+) Gradual improvements in the continued inventory adjustments at some customers

● Mechanics

- (+) Continued strong performance of mechanical components for housing equipment
 - Further adoption of planning and development products and their horizontal expansion for kitchens
- (+) Steady performance of mechanical components for offices and cash equipment

● Mechanics





Shareholder Return

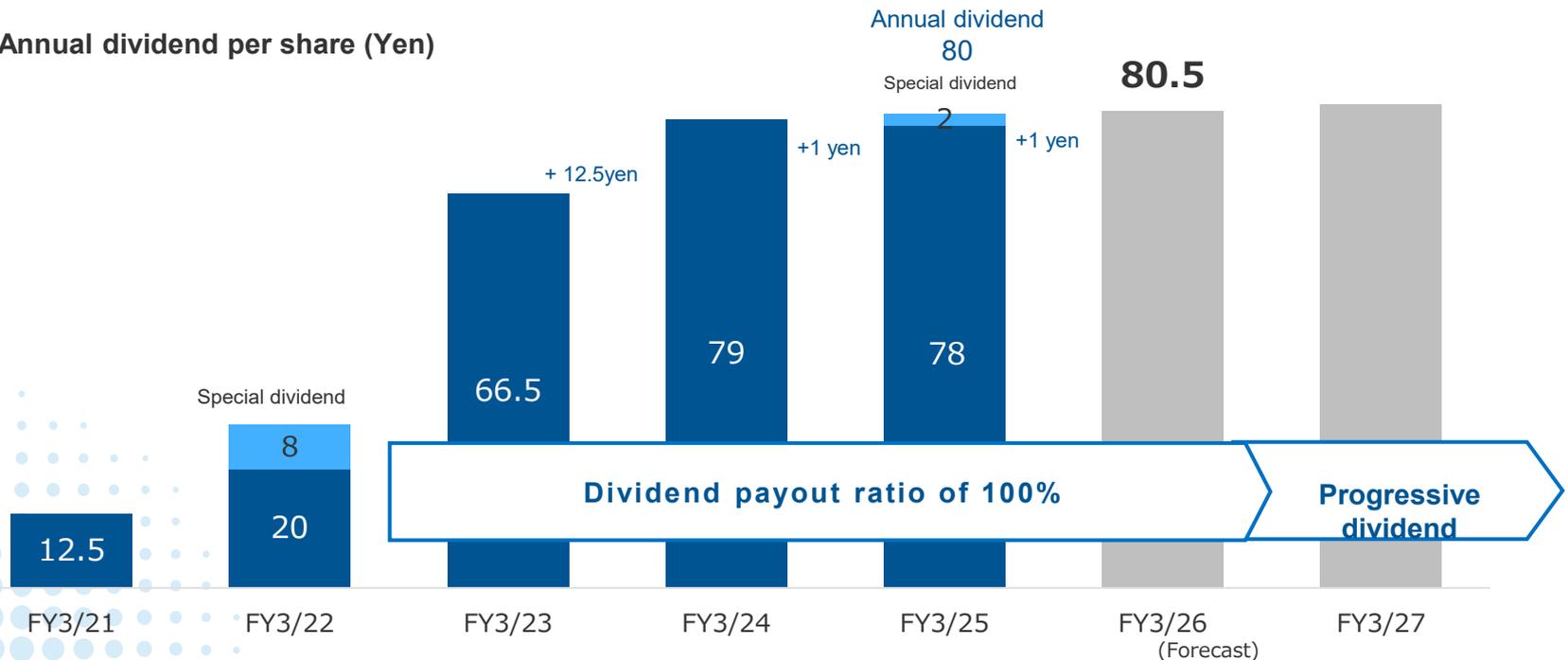
- A stock split (2 splits) was implemented effective on June 1, 2025.
- Annual dividend for fiscal year ending March 2026 was **80.5** yen, an **increase of 0.5 yen from the previous fiscal year.**

Medium-Term Management Plan 2025-2027 Dividend Policy

Based on the capital policy of "Balancing Investment for Growth and Shareholder Return"

- Driving business growth by proactive investments while maintaining financial soundness
- **100% dividend payout ratio for FY3/26, adopting a progressive dividend system for FY3/27 onward**

■ Annual dividend per share (Yen)



*Dividend was split on June 1, 2025 at a ratio of 2 shares for 1 share of common stock. Dividends for the fiscal year ended March 2025 and earlier were calculated after the split.

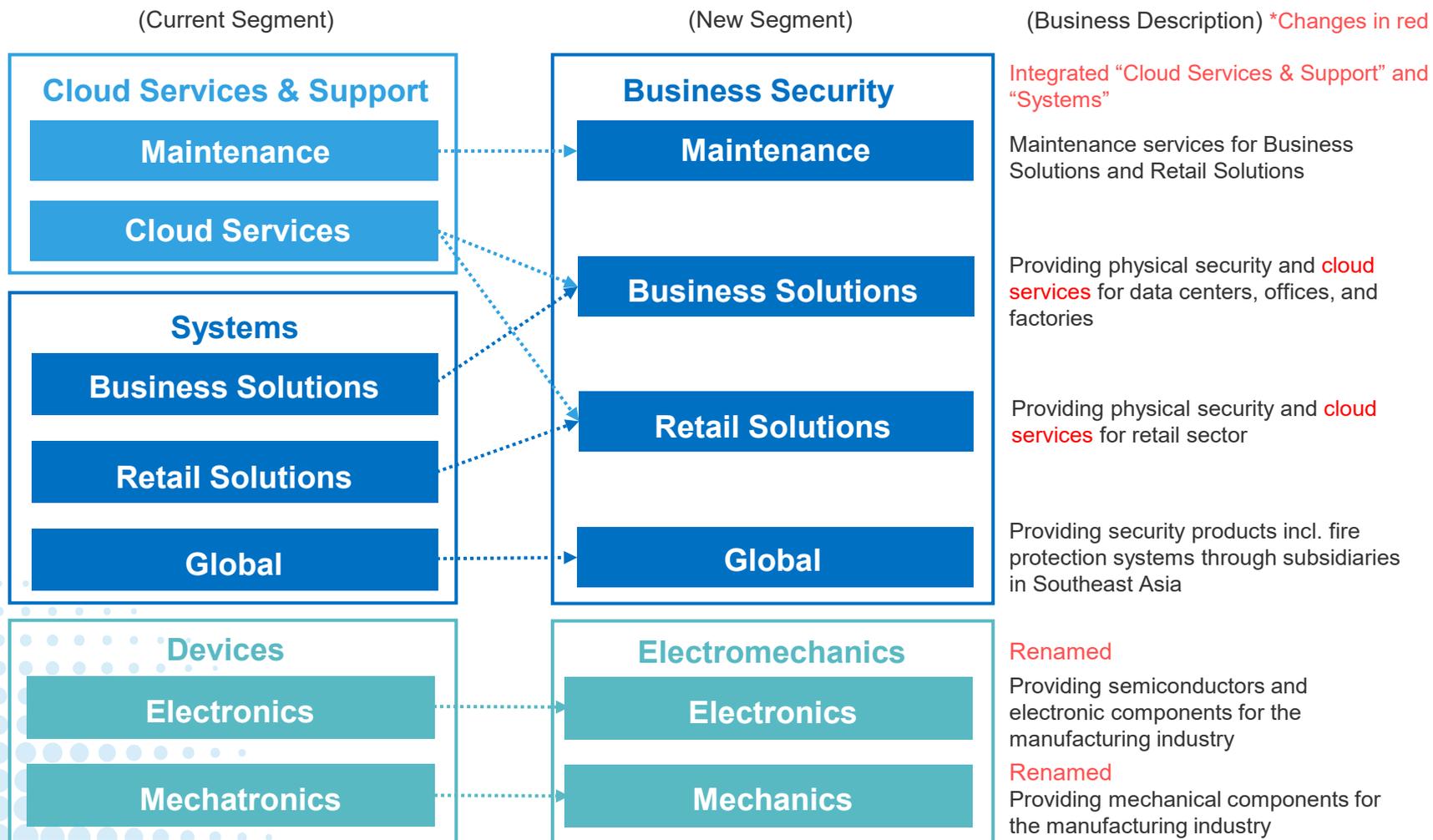
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4. Appendix



Segment Classification Revision (From Q1 of FY3/26)



With solid progress in expanding the cloud services business, certain segments will be consolidated and renamed to clarify the target market.

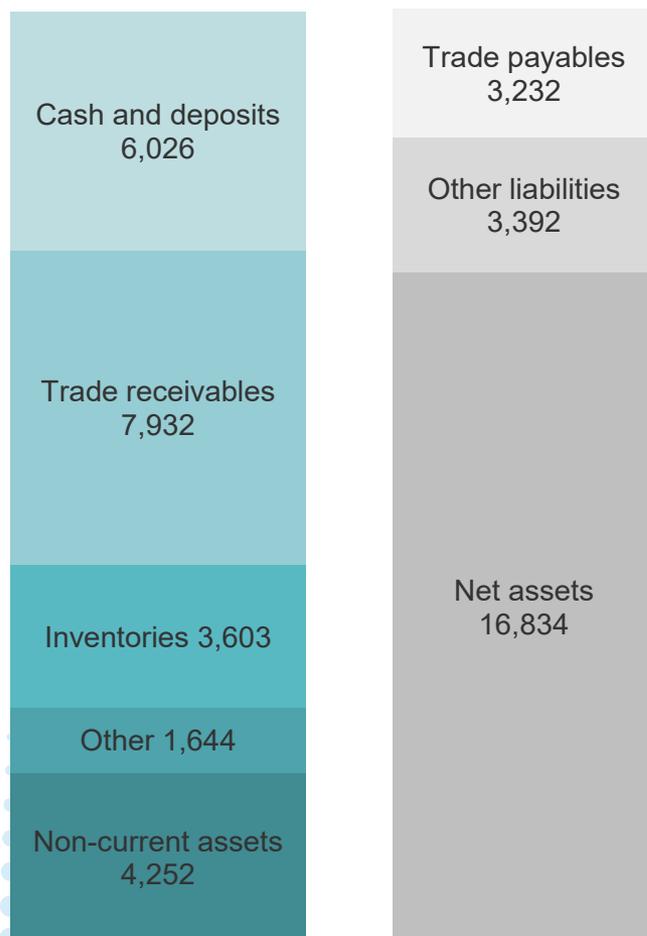


Consolidated Balance Sheet

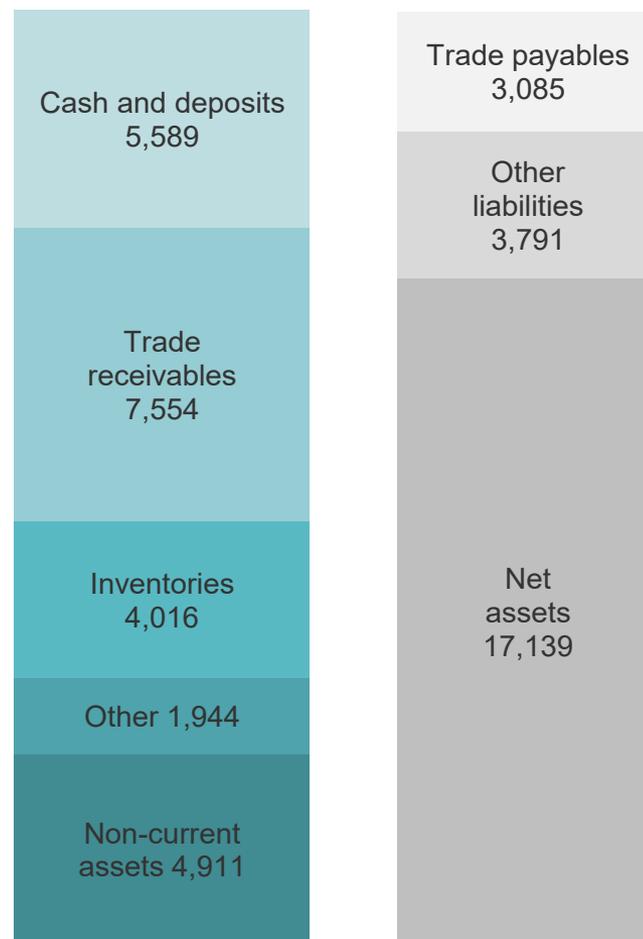
[Millions of yen]



As of March 31, 2025



As of December 31, 2025

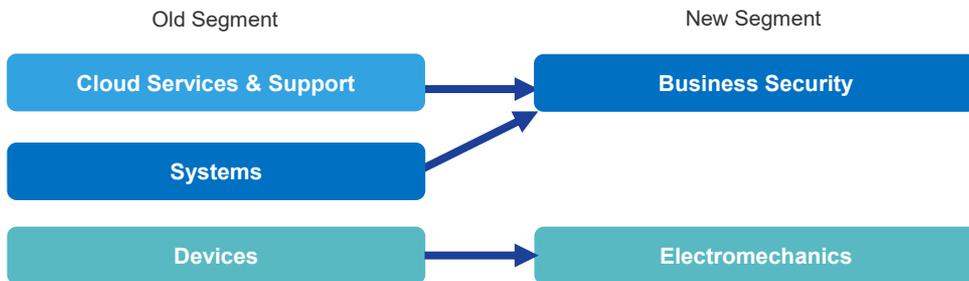


(Change) Net assets +304 · · · Dividends paid (1,600), Net income +1,097, Accumulated other comprehensive income +760, Treasury shares+47

Segment and Main Products and Services (FY3/26 Q1~)



■ Segment System



With solid progress in expanding the cloud services business, certain segments will be consolidated and renamed to clarify the target market.

Business Security

Access control system

FACIAL RECOGNITION SYSTEM
Facial recognition systems

CISCO Meraki
Cloud-based wireless LAN

Retail	<ul style="list-style-type: none"> The electronic article surveillance system Surveillance camera system, facial recognition systems Cloud services RFID systems 	Global	<ul style="list-style-type: none"> Fire prevention systems
Business	<ul style="list-style-type: none"> Access control system, Surveillance camera system Auto Mailing Insection Systems Cloud Services Network Products 	Maintenance	<ul style="list-style-type: none"> Product maintenance services provided by the Business Security segment

Electromechanics

Power modules

Silicon microphones

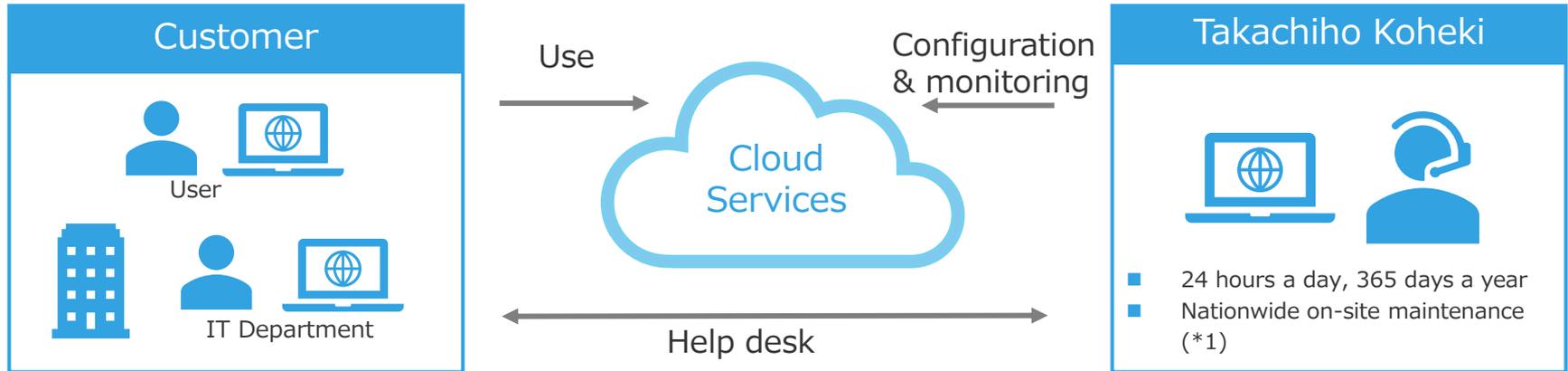
Soft-close units

Electronics	<ul style="list-style-type: none"> Semiconductors, ICs, electronic components, sensors Various types of modules
Mechanics	<ul style="list-style-type: none"> Slide rails, gas springs Soft -close unit, electronic locks

Overview of MSP Services

What are MSP (Managed Service Provider) Service?

Maintenance, operation, and monitoring services for cloud products that can be outsourced



Main MSP Service Products



What is a "cloud-based wireless LAN system?"

The management of wireless LAN access points in the cloud

- ✓ Visualization of usage status in the cloud
- ✓ Easy and fast installation and trouble-shooting
- ✓ Configuration and monitoring can be outsourced

MSP Service Fee Structure

(1) to (3) are provided as an integrated service on a monthly payment basis (*2)

- (1) Purchase of equipment
- (2) Cloud service license fee
- (3) Maintenance fee

(*1) Not available in some areas

(*2) The purchase of equipment (1) can be paid in a lump sum



Medium- to Long-Term Growth Vision

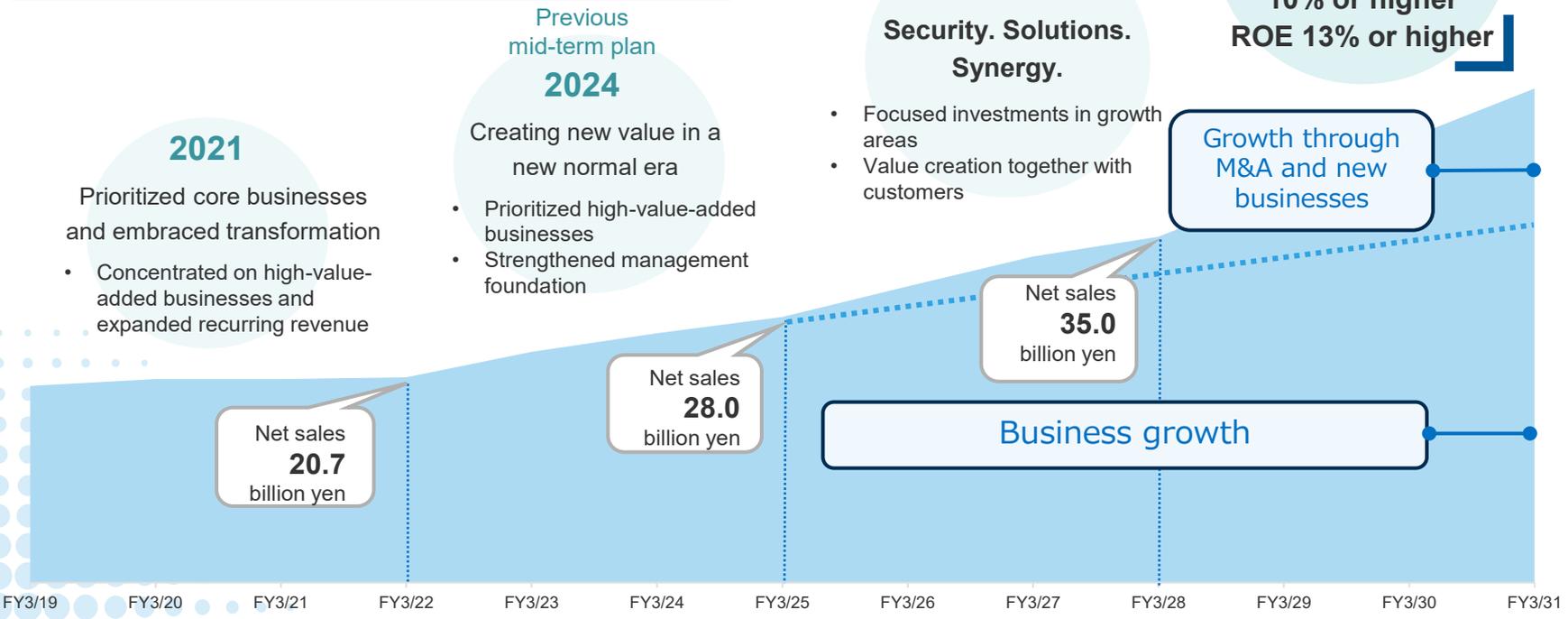
■ **Purpose** Using the power of technology and Consideration for all, Creating the “**Essentials of the Future**” in different environments.

■ **Corporate Philosophy**

As a technology trading company, we place **creativity** at the core of our business activities and strive to achieve the following goals:

- Increasing customer satisfaction through technology
- Building global trust and respect by refining our professional skills and human qualities
- Contributing to society by collaborating for a prosperous future

<Takachiho Koheki’s Vision for 2030>
Creating a safe and secure society
Becoming the 1st Choice Solution Provider and
Creating a Future Together with Our Customers



Overview of New Medium-Term Management Plan

<Medium-term slogan>

Security. Solutions. Synergy.

~ Moving to the Cutting Edge of Evolution with Business Security and Electromechanics ~

Basic Policy: “Business growth through focused investments in focused businesses”

“Creating a new future and value together with customers”

<KPIs> FY3/28 Operating profit 3,000 million yen, Net income 2,000 million yen, ROE 10% or higher

Business Strategy

Becoming the “1st Choice Solution Provider”

- **Basic Strategy 1: Evolution of Loyal Customer Strategy**
Provide multi-product services across organizations by strengthening internal cross-border cooperation
- **Basic Strategy 2: Growth of service business**
Create new solutions with customer support and increase value-added
- **Basic Strategy 3: Strengthen new business and global expansion**
- **Basic Strategy 4: Implement 6.0 billion yen growth investment**

Capital Strategy

Balancing Growth Investment and Shareholder Return

- 1st year:
Dividend payout ratio 100%
2nd year onward:
Stable shareholder return by adopting progressive dividend system
- **Improving CCC and profitability of capital** by promoting ROIC management

Sustainable Management

E: Environment

- Responding to environmental issues through business
- Responding to climate change

S: Society

- Promoting human capital management
- Initiatives to realize a safe and secure society

G: Governance

- Transition to a Company with Audit and Supervisory Committee
- Establishment of Internal Audit Office and Global Business Management Department
- Appointment of female directors

1

Worsening shoplifting damage



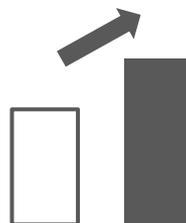
Estimated damage ^{*1}

346.0 billion yen

Strengthening measures to prevent damages and prevent crimes is imperative.

2

Increased number of shoplifting incidents



Shoplifting cases known to the police ^{*2}

Up **17.6** %

The limits of existing countermeasures have become more apparent as incidents become more diverse.

3

Staff shortage and accelerating digital transformation



Chronic

staff shortage

Operational improvements utilizing digital transformation are progressing.

^{*1} FY2023 Report on National Survey on the Unknown Losses in the Retail Industry and Store Security (survey responded by: 265 companies) (National Shoplifting Prevention Organization)

^{*2} National Policy Agency statistics

From surveillance with cameras to detection utilizing AI

Our key solutions addressing retailers' security needs

Began sales of
shoplifting
prevention systems

1970



Began sales of
RFID systems

2012



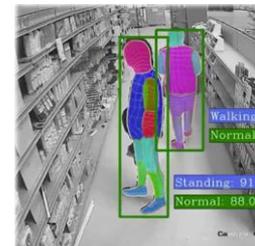
1985
Began sales of
surveillance
cameras



2011
Began sales of
facial recognition
systems



2024
Began sales of Veesion (System
that detects shoplifting behaviors)



Sell solutions combining multiple products instead of selling individual equipment



Growth Business

Facial recognition system



A system that gives out a warning shot sound when a previously registered suspicious person revisits a facility, so that it can be on alert at early stage

AI-based shoplifting behavior detection service



Advanced and real-time detection of shoplifting-related gestures with AI

Crime-prevention information services



Share crime incident information, preventing crimes at stores

RFID system



Sensormatic
by Johnson Controls

Centrally manage inventory, logistics, etc. easily, enabling to take more actions for production increase, sales expansion, etc.

Cloud-based integrated platform



Verkada

A surveillance camera is essential for store security, functioning as a deterrent and can be used for video examination at the time of accident/incident



Stable Business

Security gate / Security tag

Sensormatic
by Johnson Controls



AM-type security gates and tags with low false detection from Sensormatic, a world's top brand

Surveillance cameras and video recording system

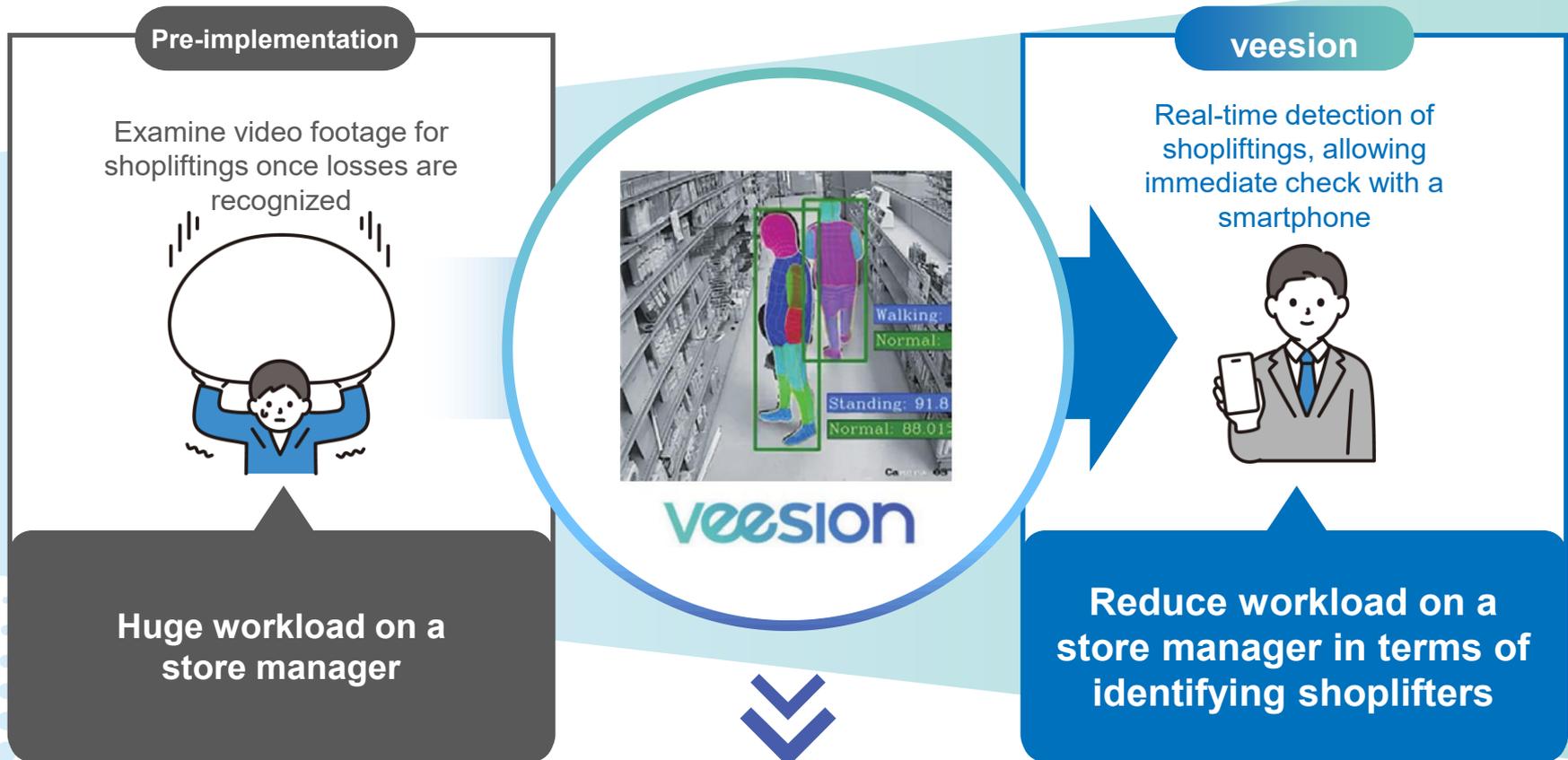
Panasonic



A surveillance camera is essential for store security, functioning as a deterrent and can be used for video examination at the time of accident/incident



A system that detects shoplifting behaviors, utilizing imaging AI analysis technologies



Adopted by 6,000 stores in 55 countries around the world

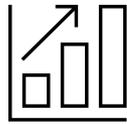
Inquiries are increasing for RFID systems, which function as inventory management system as well as crime-prevention, particularly from apparel

TrueVue Hybrid Inventory Management Solution

Solution that integrates the latest RFID technology and cloud-based inventory management system

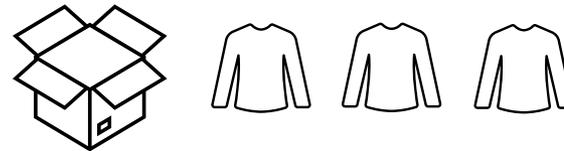


Reader + Antenna



Expansion of sales opportunities through inventory visualization

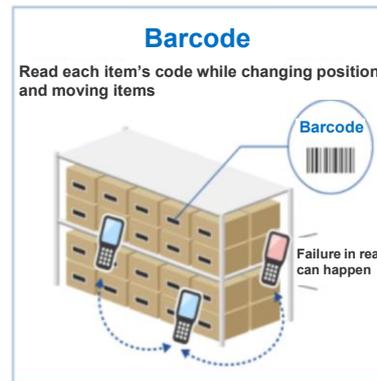
Enable obtaining real-time inventory information with registered location information, contributing to prevent stock shortages and opportunity losses



Efficient operation

Significantly reduce hours worked on stocktaking, contributing to achieve labor-saving for store operations

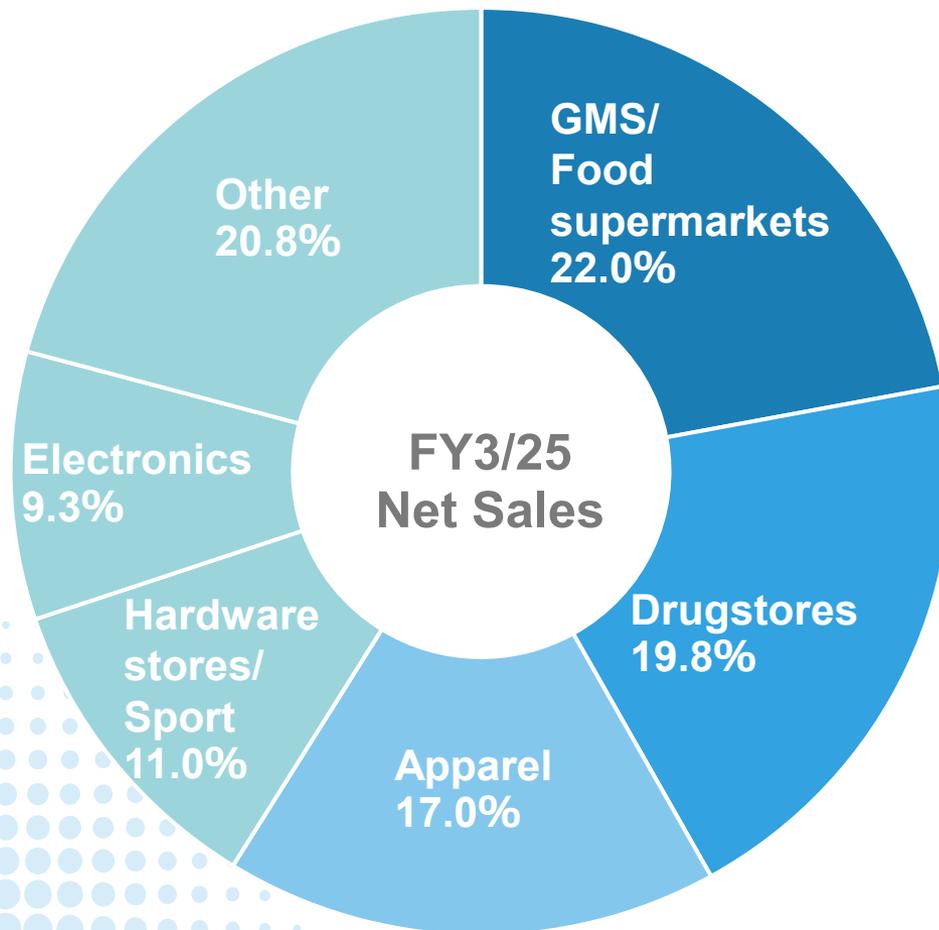
Pre-implementation



Post-implementation of RFID



We have cultivated a customer base for our retail solutions for over 50 years since we began sales of shoplifting prevention devices in 1970s



- ✓ GMS, food supermarkets, drugstores, and apparel stores account for approximately 60%
- ✓ Sales to drugstores have a top-class market share

We offer integrated security solutions meeting customer needs, utilizing our discernment and technology



Discernment

- Security knowledge accumulated through experiences for more than 50 years
- Discover products meeting needs in Japan, from abroad
- Offer products/services that meet customers needs
- Collaboration with shoplifting prevention association / loss prevention consulting services

Technology

- System design utilizing our knowledge and insights of crime-prevention
- Technical employees with engineering backgrounds: 40% of our workforce
- Offer 24/7 support services

We offer total security solutions as one-stop services from consulting to installation and after-sales support



Customers can rely solely on Takachiho Koheki for everything about store securities

Strong orders and net sales for access/surveillance camera systems for data centers
 Backlog for the final fiscal year of the mid-term plan: over 50%

Net Sales for Data Centers

Orders of over 50% of the plan
 have already been received
 We aim to acquire more

Plan to achieve double or more
 amount of net sales in the final fiscal
 year of the mid-term plan

Over 50%
 orders have
 already been
 received

FY3/25

FY3/28
 (Plan)

Why the Company has a strength in business for foreign customers' data centers

1. Many foreign companies have a consistent security policy for their global sites, and **this gives us the competitive advantage as we sell many products from the global leading manufacturers**
2. We **have business transactions with over 30% of a dozen** of major foreign data center companies that operate in Japan. Efforts to approach them are being made for expanding business transactions further
3. **We have built a solid relationship with subcontractors and design companies** as our performance for the past 5 years has been highly evaluated

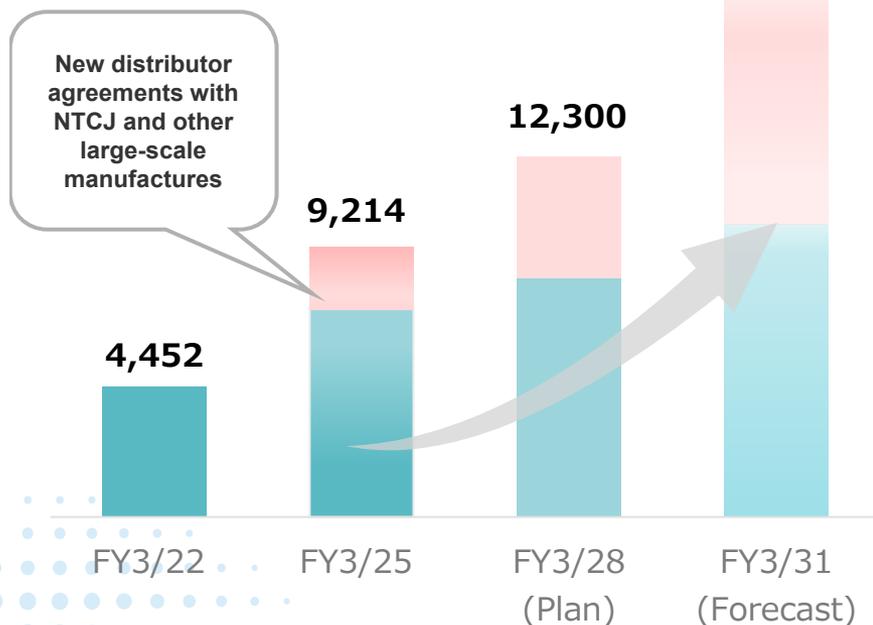


Access/surveillance camera system

Aiming to achieve business growth with the three strategies: new distributor agreements, global strategy, and M&A

Electromechanics Net sales

- Growth through implementation of the three strategies
- Existing businesses growth



New distributor agreements

- Overseas manufacturers
- Domestic manufacturers

Acquire new distribution contracts

- Acquire new design-wins

Global strategy

- Strengthen sales to Southeast Asia
- Establish a base in India

Create new business such as support for the Japanese companies' expansion to India

Accelerate business growth through M&A

- Expand sales channels further

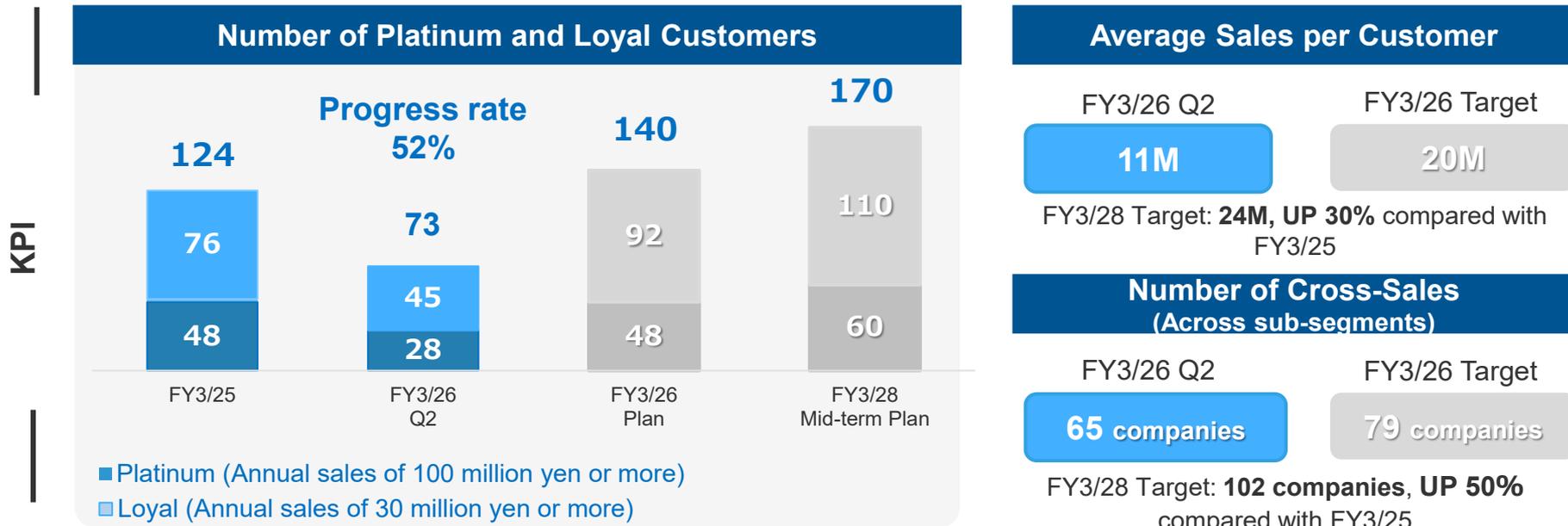
Our strengths

- ✓ Strong relationship built through Loyal Customers strategy: Sales by gaining trust from customers
- ✓ Discernment to discover cutting-edge products from Japan and abroad
- ✓ Solutions: Integration of electronics and mechanics

Loyal Customer Strategy Progress



Cross-divisional measures have been progressing well, achieving the total of 73 Platinum and Loyal Customers with progress rate of 52%



Cross division project

Measures

Customer referrals to Electromechanics advancing

Measure	Business Security	Electro-mechanics
Cyber-security	<ul style="list-style-type: none"> Created brochure for referrals 	No. of referrals: 157
Smart office solutions	<ul style="list-style-type: none"> Held internal learning sessions Accompanied sales visits 	No. of referrals: 142

Private exhibition

- Showcased our extensive product/service lineup across business segments
- Held seminars by our partner manufacturers and our employees, as well as a special lecture by Monozukuritarou
- Number of visitors: 409
- Customer satisfaction rate 96.5% (the Company's survey)



New Business Progress: Initiatives to Cyber-Security Business



Halcyon, the world's first anti-ransomware platform, launched in June as the first service provided in Japan

Halcyon

- Prevents data leakage and double extortion associated with ransomware attacks, and captures encrypted keys that ransomware used to encrypt data. [Halcyon creates a decryption keys based on the captured encrypted key, enabling rapid data recovery after infection.](#)
- [Provides protection against ransomware](#) which had not been blocked with the previous countermeasures
- [Protects 500 and more organizations and over 1.75 million devices](#), becoming a unicorn in 2024
- [Has blocked an attack by Qilin, a cyber attack group](#) currently making news, and we have received increasing number of inquiries

Halcyon competitive advantages

	halcyon	EPP	EDR/XDR	Backups
Threat prevention engine	✓	✓	✗	✗
Ransomware-related behavior detection engine	✓	✗	✓	✗
Capturing encrypted keys	✓	✗	✗	✗
Monitoring for any disabled security tools by other companies	✓	✗	✗	✗
Backup protection	✓	✗	✗	✗
Decryption of encrypted files	✓	✗	✗	✗
Prevention of unauthorized data leakage (DXP)	✓	✗	✗	✗
Reducing time for recovery after the occurrence of incident	✓	✗	✗	✓

Markt size*

Japanese market for protection against ransomware attacks
157.0 billion yen (TAM)

Targeted market (End-point security products)
7.8 billion yen (SAM)

* Estimated by the Company based on various publicly-available materials

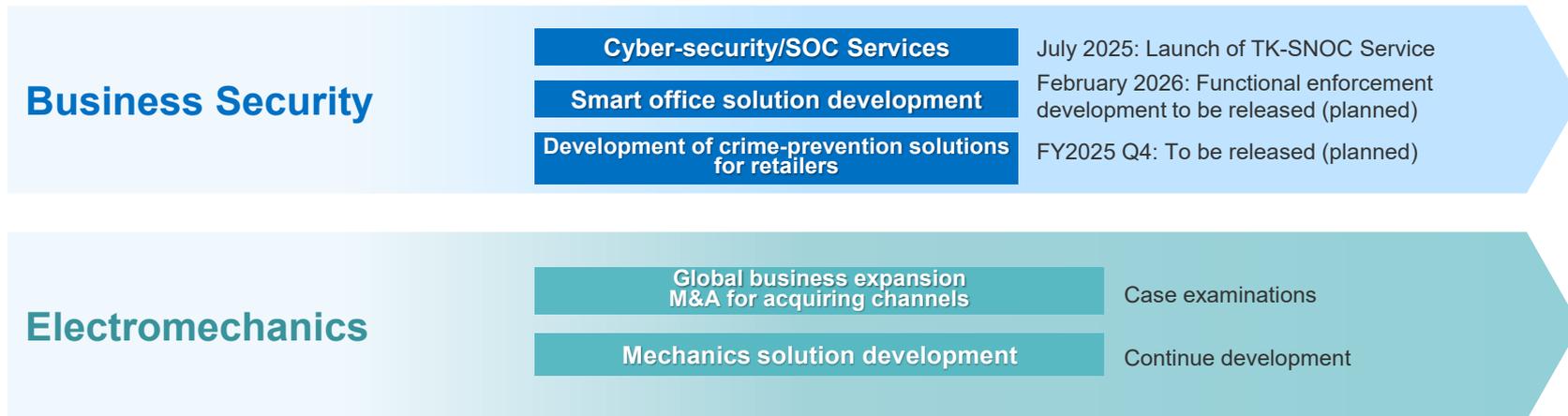
Exhibition

We were interviewed by TV TOKYO for their program "World Business Satellite"





We have formulated a plan for **6.0** billion yen growth investment under the Medium-Term Management Plan and have been implementing various measures



		Three-year mid-term plan period	Progress
Strengthening human capital	Strengthening hiring Salary increase	0.50 billion yen	<ul style="list-style-type: none"> FY3/26: 5% increase for base salary + benefits Enhanced training programs
	Strengthening development		
DX promotion	Core system renewal	0.70 billion yen	<ul style="list-style-type: none"> A core system implementation project started Trial operation underway to utilize AI for operational tasks
	Incorporation of AI		
Business investment M&A	Investment in business growth	4.80 billion yen	<ul style="list-style-type: none"> A project team constantly examines multiple cases
	VC investment		

Effects by Growth Investment



The effects by growth investment made under the previous Medium-Term Management Plan are starting to show

Acquire products through venture capitals and capital/business alliances



Training program by a venture capital

Objectives: Foster new business mindset and develop business development talents

- Learn thinking methods and acquire practical skills to create innovation within the Company
- Have been conducted every year since FY2020



Employee training

Employee training: new programs

- Coaching training
- Training to strengthen sales capabilities
- Overseas training (the U.S.)
- Training on mental health and harassment
- Negotiation skill training
- AI/DX training
- English-language training (for international assignments and enhancing development of global talents)

Number of professional certifications acquired by employees

- We enhanced our support for acquiring professional certifications in July 2023, resulting in year-by-year increase in the number of acquired certifications



Company Profile



Company Name	Takachiho Koheki Co., Ltd.
Securities Code	TSE Prime (code: 2676)
Established	March 13, 1952
Head Office Address	YOTSUYA TOWER 7F, 1-6-1 Yotsuya, Shinjuku-ku, Tokyo
Representative	Takanobu Ide, President and Chief Executive Officer
Number of Employees	Consolidated: 459; Non-consolidated: 250 (as of March 31, 2025)
Consolidated Subsidiaries	One domestic company, eight overseas companies (Shanghai, Hong Kong, Bangkok, Singapore, Chicago)



Precautions Regarding this Document

- This document contains forward-looking statements. Such statements are not guarantees of future results and involve risks and uncertainties. Please note that future results may differ due to changes in the business environment and other factors.
- This document is for informational purposes only and is not intended as a solicitation to trade.

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IR News Mail



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