

CYBER SECURITY CLOUD

# Financial Materials for FY2021 2Q



Cyber Security Cloud, Inc.

TSE Mothers: 4493

August 13, 2021

# Executive Summary ① Summary of Results for 2Q of FY 2021



- Sales and operating income grew significantly year on year, due to the growth of the core products: Shadankun and WafCharm as well as the contribution of Softec.

Net Sales  
(cumulative Q2) ※1 P6

853 million yen

Up 56.9% year on year

Operating Income  
(cumulative Q2) ※1 P6

192 million yen

Up 84.7% year on year

ARR ※1 P7  
(Annual Recurring Revenue)

1.66 billion yen

Up 48.5% year on year

Total No. of users ※2 P8

3,611 users

Churn rate P9,10

攻撃遮断くん

1.16%

WafCharm

0.84%

No. of data of our company  
(cumulative total)

about 2.3 trillion

※1 Consolidated sales of Cyber Security Cloud

※2 Total number of users of Shadankun, WafCharm, Managed Rules, and SIDfm

## Release of the $\beta$ version of “WafCharm AWS Edition” in the U.S.

P16

**We aim to increase users by utilizing the technology backed up by the actual sales of Managed Rules.**

WafCharm AWS Edition, which is equipped with a unique core technology like Managed Rules, is expected to be highly demanded in the U.S.

## Holding seminars for expanding our customer base

P17

**We aim to attract customers by holding seminars on the amended Act on the Protection of Personal Information.**

We held seminars regarding the amended Act on the Protection of Personal Information twice. The number of attendees in these seminars was about 2.3 times the average number of all seminars held in the first half. As the amended Act will be fully enforced in Apr. 2022 within less than one year, our seminar attracts attention.

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# I . Overview of the financial results for 2Q of FY 2021

# Overview of Results

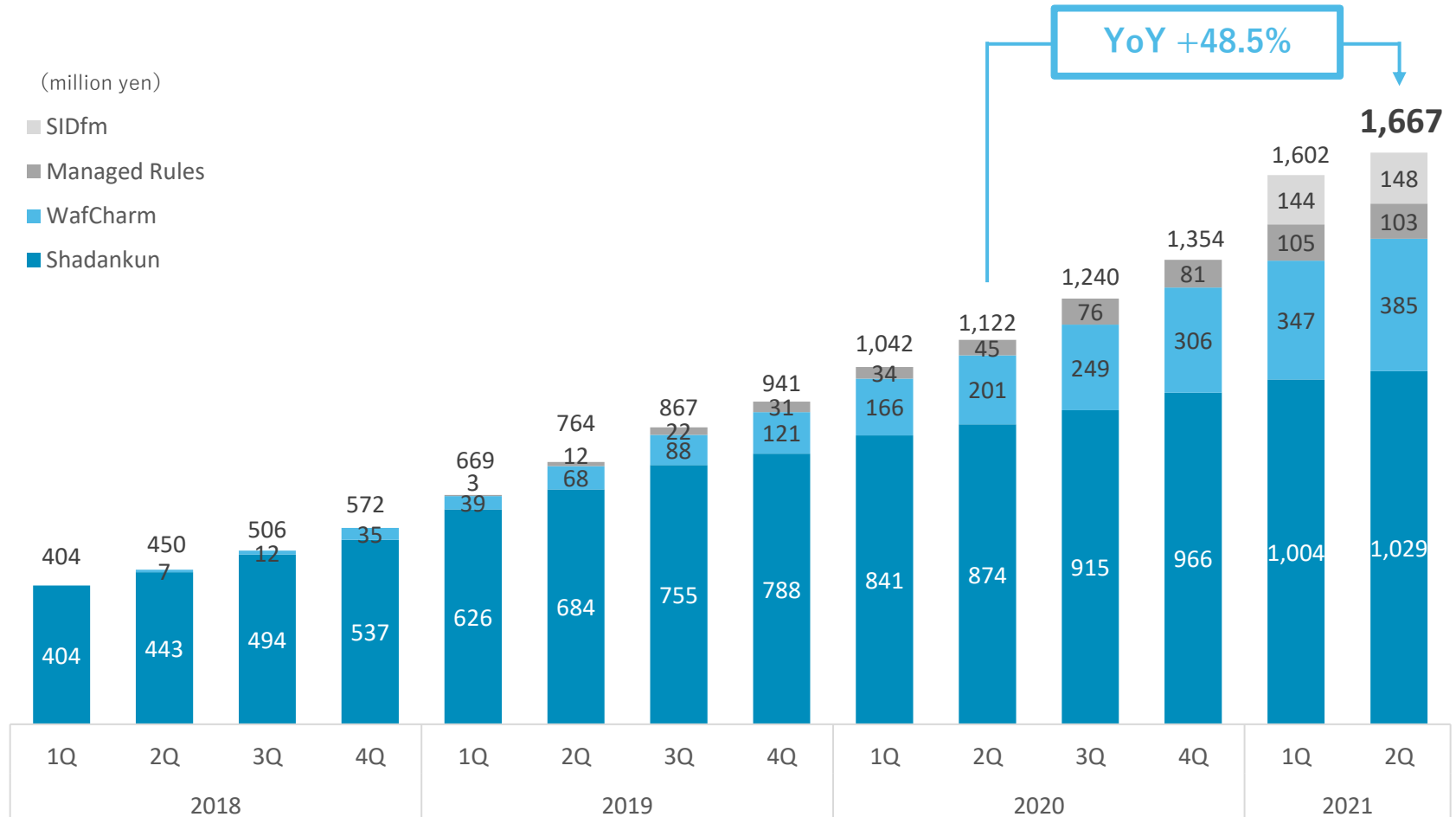
- Sales increased considerably, through the growth of core products and the reorganization of Softec into a subsidiary.
- Sales were in line with the forecast, while operating income exceeded the forecast considerably.

(million yen)	Cumulative 2Q of FY 2020 (non-consolidated)	Cumulative 2Q of FY 2021 (consolidated) <sup>※</sup>	Year-on-year	Full-year forecast for FY 2021	Progress rate
Net sales	<b>543</b>	<b>853</b>	<b>+56.9%</b>	<b>1,790</b>	<b>47.6%</b>
CSC	<b>543</b>	<b>742</b>	<b>+36.7%</b>	<b>1,587</b>	<b>46.8%</b>
Softec	-	<b>110</b>	-	<b>202</b>	<b>54.1%</b>
Gross profit	<b>363</b>	<b>602</b>	<b>+66.0%</b>	-	-
Operating income	<b>104</b>	<b>192</b>	<b>+84.7%</b>	<b>250</b>	<b>77.0%</b>
Operating income margin	<b>19.2%</b>	<b>22.6%</b>	<b>+3.4pt</b>	-	-
Ordinary income	<b>93</b>	<b>193</b>	<b>+107.0%</b>	<b>247</b>	<b>77.9%</b>
Net income	<b>78</b>	<b>127</b>	<b>+63.9%</b>	<b>179</b>	<b>71.2%</b>

<sup>※</sup> From 1Q of 2021, P/L of Softec is included.

# Variation in ARR

- WafCharm performed well like in 1Q, and ARR rose to 1.66 billion yen.
- ARR kept growing because the increase of cancellations of Shadankun at the end of March was covered by the increase of new orders.

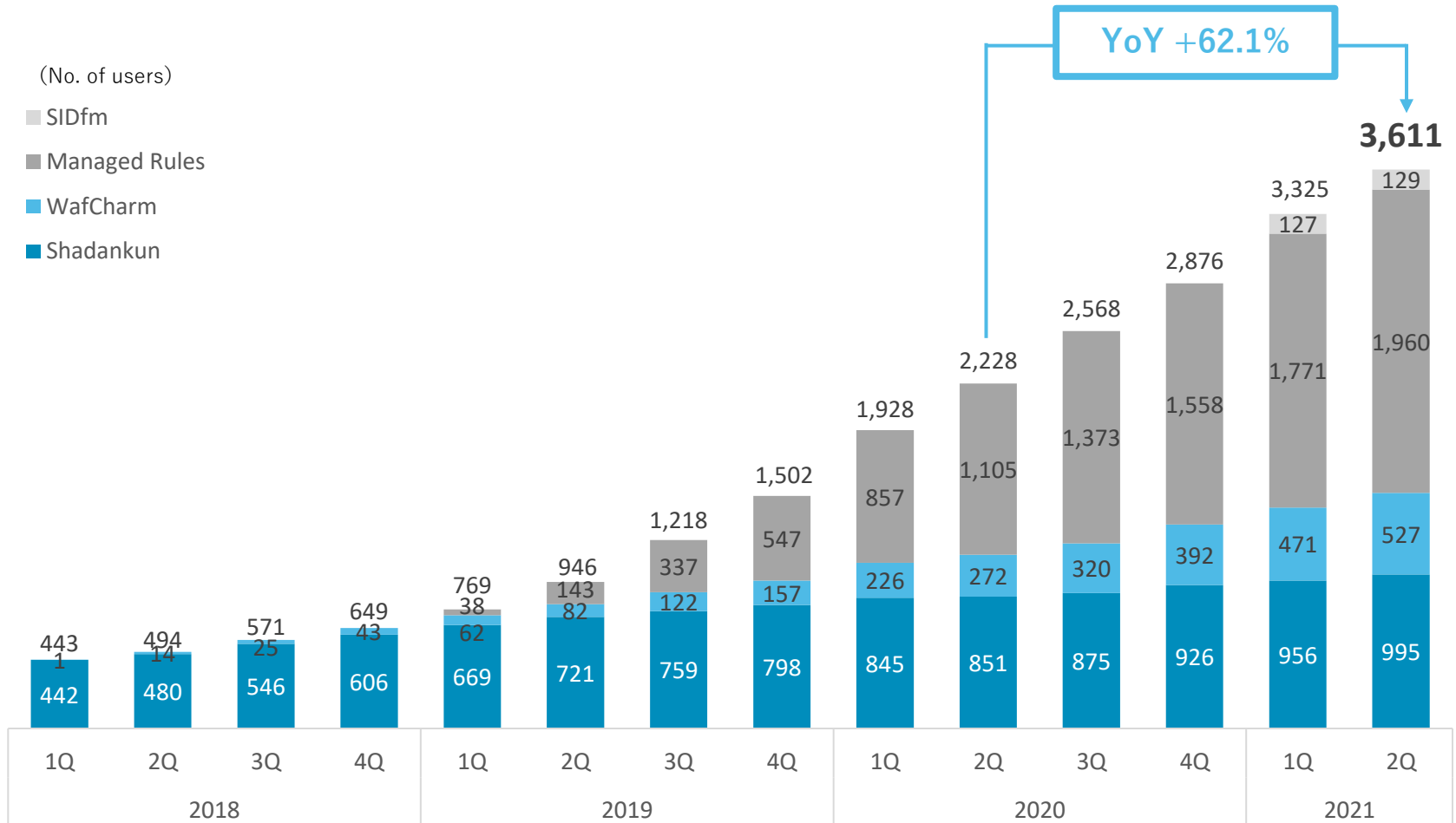


ARR: Annual Recurring Revenue. It is calculated by multiplying the MRR at the end of the month concerned by 12 to convert it to an annual amount. MRR stands for Monthly Recurring Revenue in a subscription-based model and is the sum of the monthly recurring revenues from existing customers.

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# Variation in the Number of Users

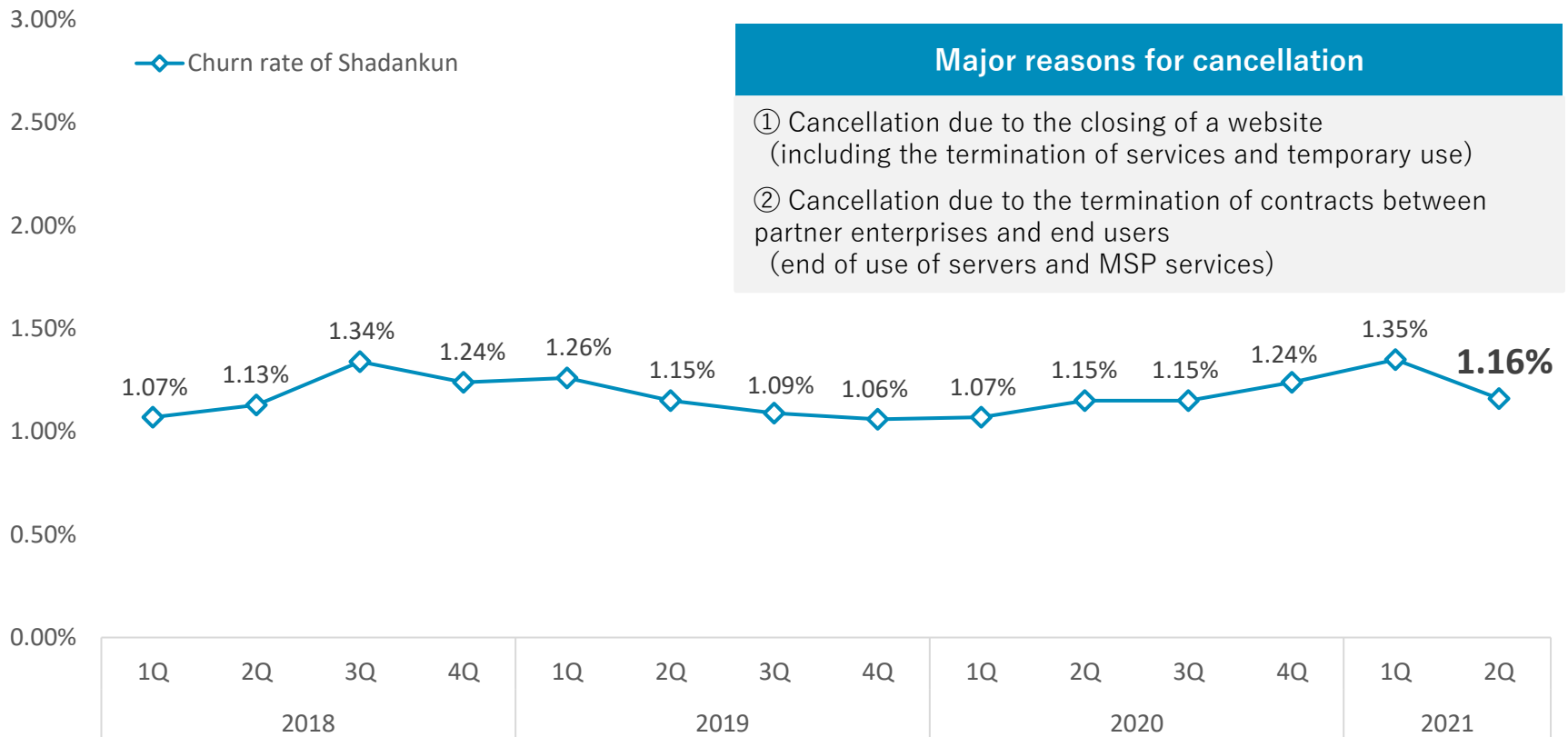
- The number of users increased for all products.
- The number of users of WafCharm, which is the second pillar, grew steadily.





# Low Churn Rate of Shadankun

- Churn rate improved considerably because the impact of the novel coronavirus subsided.
- Since the reasons for cancellation and its trend did not change significantly, we aim to keep churn rate low.



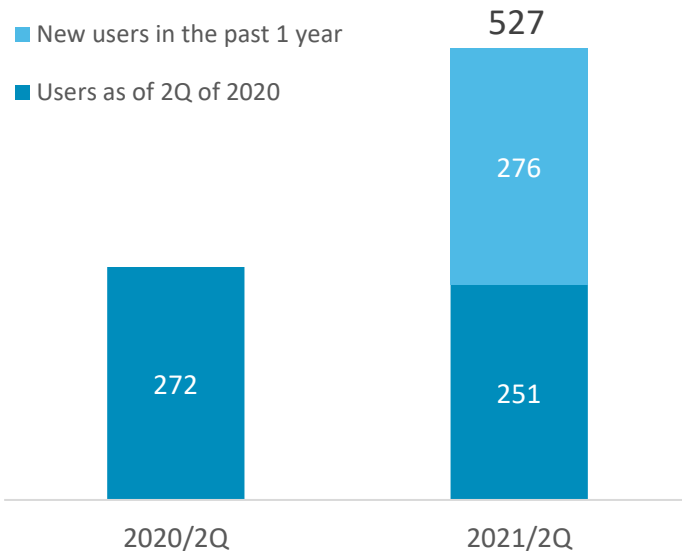
※ Produced based on the average MRR churn rate of Shadankun in the past 12 months.  
MRR churn rate is calculated by dividing the MRR lost in the month concerned by the MRR as of the end of the previous month.

# WafCharm: An Increasing Number of Users and ARR

- The number of users were doubled in a year, due to the low churn rate (0.84%) and the increase of new users.
- ARR increased considerably because the average spending per existing user rose (NRR: 115.9%).

## No. of users

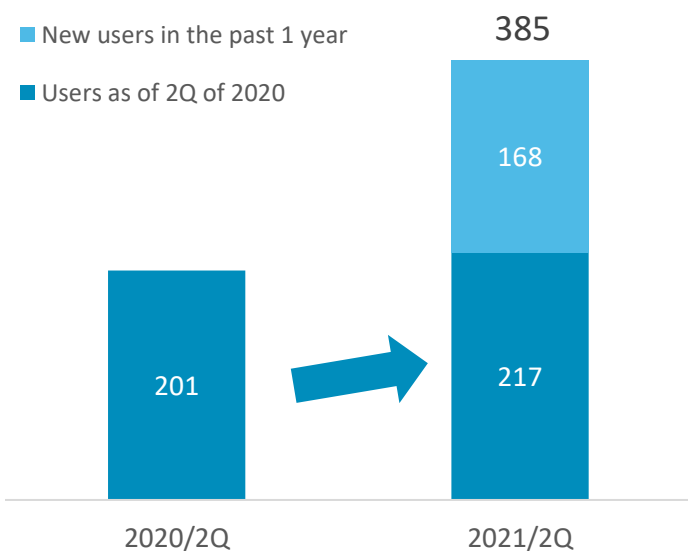
(No. of users)



**Average churn rate ※1 : 0.84%**

## ARR

(million yen)



**Net Revenue Retention (NRR) ※2 : 115.9%**

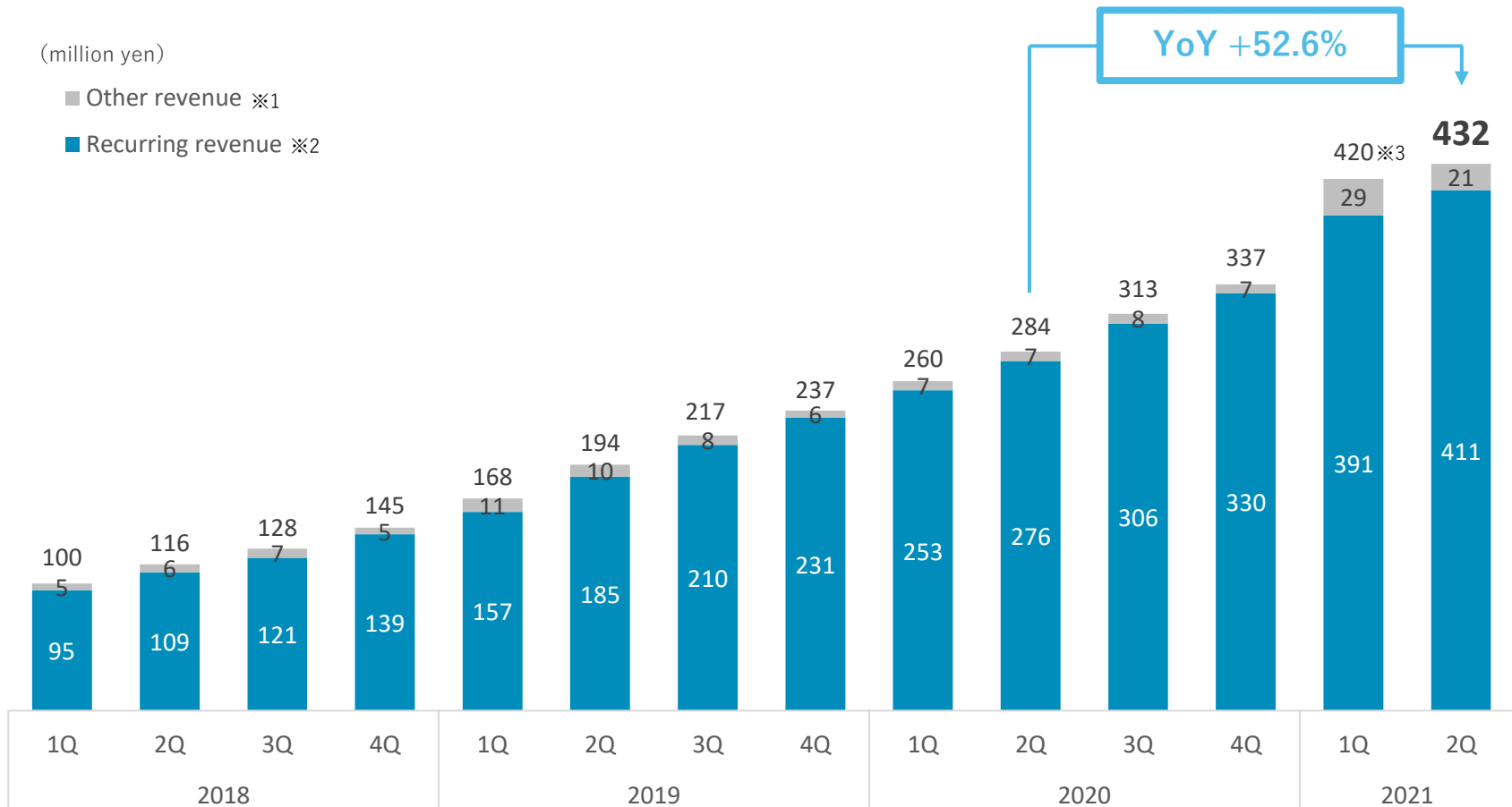
※1 Average churn rate in the past 12 months. Churn rate was calculated by dividing the number of continuous users from the (n-1)th term in the n-th term by the number of users in the (n-1)th term.

※2 NRR stands for Net Revenue Retention (Rate), and is the average in the past 12 months. NRR was calculated by dividing the ARR of continuous users from the (n-1)th term in the n-th term by the ARR of users in the (n-1)th term.

When NRR is over 100%, the increase in ARR due to the rise in average spending of existing users exceeds the decrease in ARR due to cancellation and down-selling.

# Variations in Quarterly Sales and Recurring Revenue

- As the sales of Shadankun and WafCharm, which are core products, increased, recurring revenue grew steadily.
- By deepening the cooperation with sales partners, we will increase recurring revenue further.



※1 Total sales, including the initial installation costs for Shadankun and spot contracts for vulnerability diagnosis, etc.

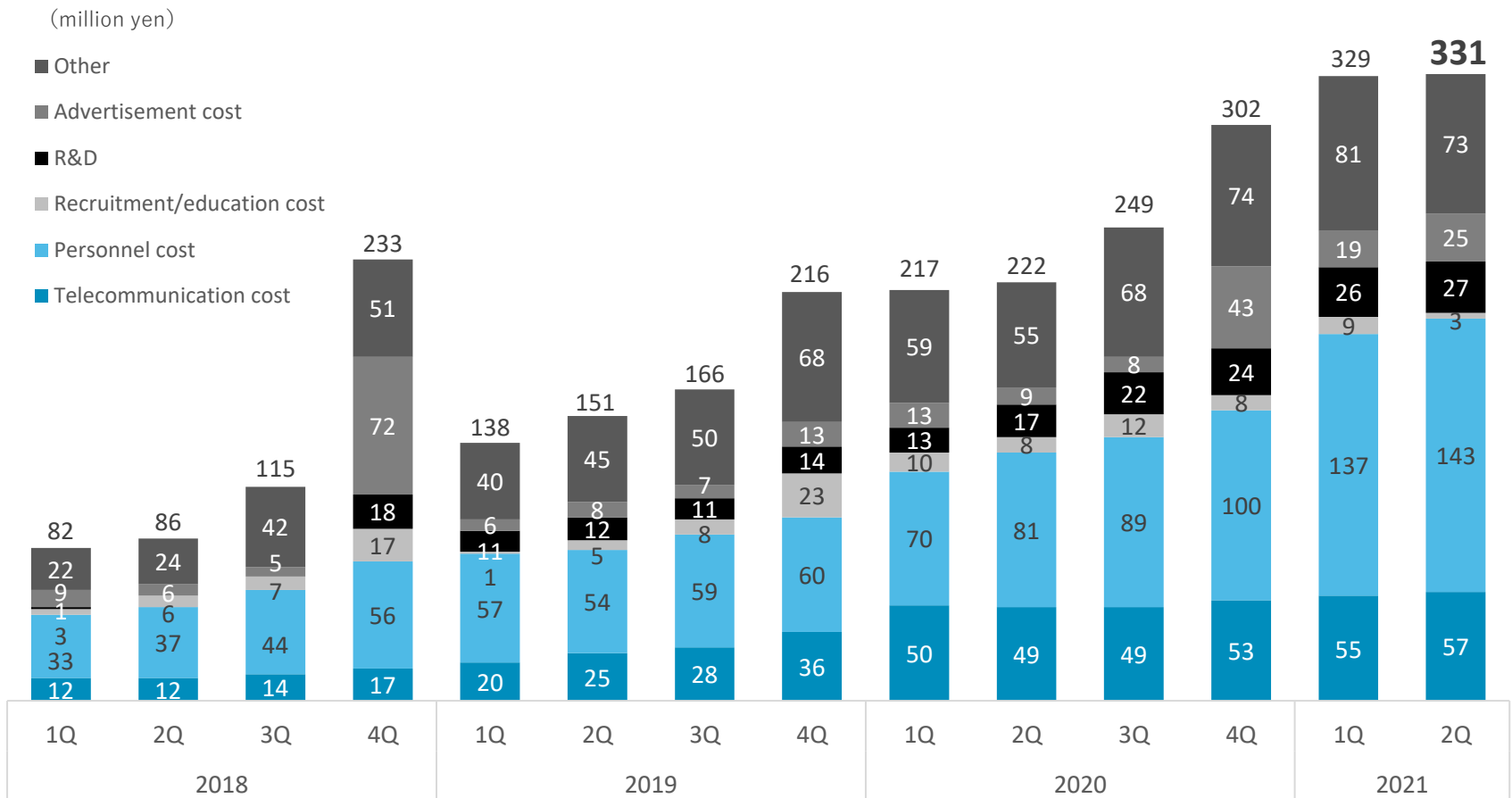
※2 Sum of MRR values for Shadankun, WafCharm, Managed Rules, and SIDfm

※3 From 1Q of 2021, the sales of Softec are included.

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# Variation in Operating Costs (Cost of Sales and SGA)

- Operating costs are almost unchanged from 1Q.
- As we will enhance recruitment in the second half, expenses for personnel, recruitment, and education are projected to augment.



※ From 1Q of 2021, the costs of Softec are included.

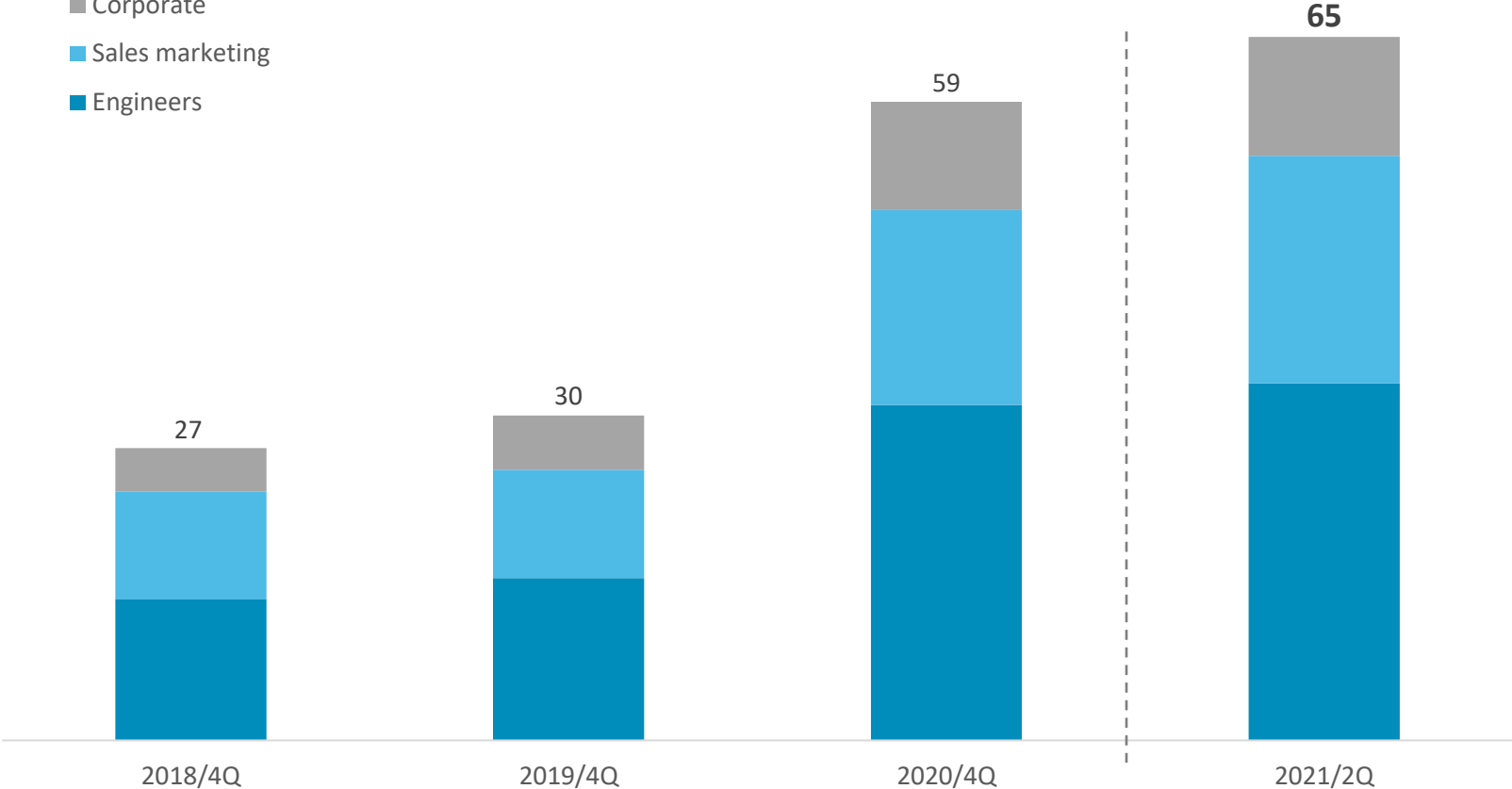
# Employees who Support the Growth of Cyber Security Cloud



- We are planning to mainly recruit more engineers for mid/long-term growth.
- We will enhance recruitment further in the second half, to increase employees.





(employees)

- Corporate
- Sales marketing
- Engineers



# (For reference) Major KPIs of Each Product

- The performance of Shadankun, which is the mainstay, grew healthily, and ARR of the second pillar WafCharm rose considerably.
- Regarding Managed Rules, ARR declined slightly, due to the decrease of use and cancellation by some major clients.

		FY2020				FY2021		Y/y
		1Q	2Q	3Q	4Q	1Q	2Q	
	ARR (million yen) ※1	841	874	915	966	1,004	1,029	+17.7%
	No. of client enterprises	845	851	875	926	956	995	+16.9%
	Churn rate (%) ※2	1.07	1.15	1.15	1.24	1.35	1.16	+0.01pt
	ARR (million yen)	166	201	249	306	347	385	+90.8%
	No. of users ※3	226	272	320	392	471	527	+93.8%
	NRR (%) ※4	109.9	113.0	115.1	119.5	118.7	115.9	+2.8pt
	ARR (million yen)	36	45	77	81	105	103	+125.9%
	No. of users	857	1,105	1,373	1,558	1,771	1,960	+77.4%
	ARR (million yen)	-	-	-	-	144	148	-
	No. of users	-	-	-	-	127	129	-
<b>Total</b>	<b>ARR (million yen)</b>	<b>1,044</b>	<b>1,122</b>	<b>1,241</b>	<b>1,354</b>	<b>1,602</b>	<b>1,667</b>	<b>+48.5%</b>

※1 Calculated by multiplying the MRR at the end of the month concerned by 12 to convert it to an annual amount.

MRR stands for Monthly Recurring Revenue in the subscription model, and means the total monthly recurring revenue from existing customers.

※2 Calculated from the average of MRR churn rate in the past 12 months. MRR churn rate means the virtual churn rate obtained by dividing the MRR lost in each month by the MRR at the end of the previous month.

※3 The average churn rate in the past 12 months. Churn rate was calculated by dividing the number of continuous users from the (n-1)th term in the n-th term by the number of users in the (n-1)th term.

※4 The average NRR in the past 12 months. NRR was calculated by dividing the ARR of continuous users from the (n-1)th term in the n-th term by the ARR of users in the (n-1)th term.

When NRR is over 100%, the increase in ARR due to the rise in average spending of continuous users exceeds the decrease in ARR due to cancellation and down-selling.

## II. Business highlights in 2Q of FY 2021

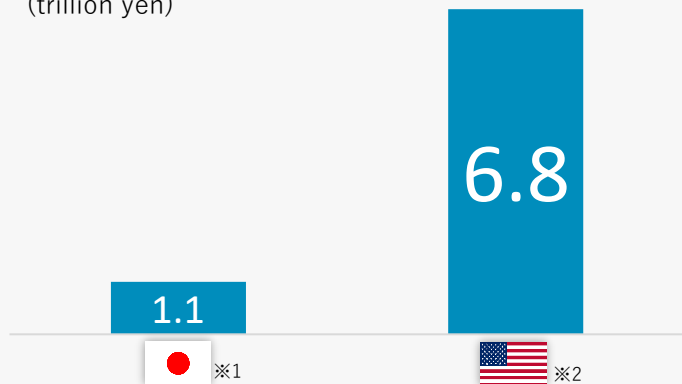
# Release of the $\beta$ Version of WafCharm AWS Edition in the U.S.

- We entered the enormous U.S. cyber security market, which keeps growing rapidly.
- We aim to increase users by utilizing the technology backed up by the sales results of Managed Rules.

## Huge security market

(trillion yen)

The market scale in 2020 was about 6 times that in Japan.

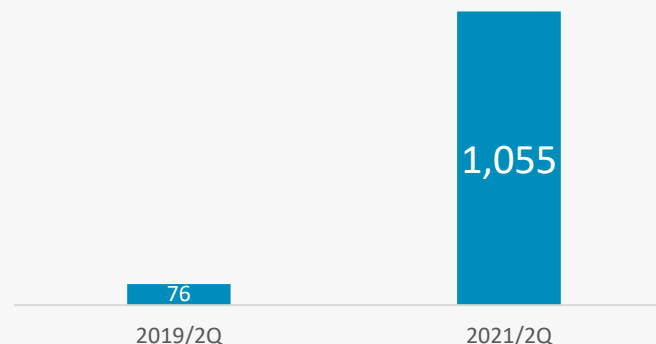


- The scale of the U.S. security market is enormous as to be about 6 times larger than Japanese market.
- In the U.S., there are many AWS users, so our products are suited for the U.S. market.

## Sales results of Managed Rules

(users)

The number of users around the world exceeded 1,000 in 2 years.



- Although our competitors include leading global companies, the technological capability of our company, which is still unknown outside Japan, has been highly evaluated, and the number of users has increased steeply.
- WafCharm AWS Edition, which is equipped with our unique core technology, is expected to be in high demand in the U.S.

※1 Produced by our company with reference to "Report on the Survey on the Domestic Information Security Market in Fiscal 2020" by Security Market Research WG of JNSA Survey & Research Division

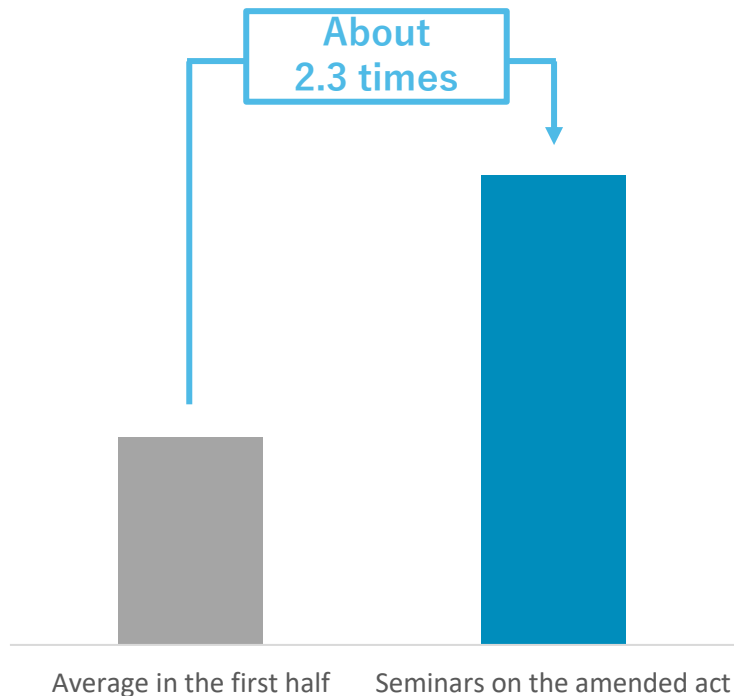
※2 Fortune Business Insight: Produced by our company with reference to Market Research Report, published in Mar, 2021. Calculated under the assumption that \$1 = ¥110.



# Held Seminars as a Measure for Expanding Our Customer Base

- The number of attendees in the seminar on the amended Act on the Protection of Personal Information was about 2.3 times the average number of all seminars held in the first half.
- We aim to increase customers through seminars, before the full enforcement of the amended Act on the Protection of Personal Information in April 2022.

## Actual number of seminar attendees<sup>※</sup>



施行まで1年未満! >>> 2022年 改正個人情報保護法

DataSign CSC CYBER SECURITY CLOUD

信頼と安全を得るためのWebサイトを作るために企業が今やるべきこと

無料オンラインセミナー 2021年 7月8日(木) 16:00-17:30

## 4. セキュリティに関連する改正の三つのポイント

- (1) 法人等の罰則の引き上げ
- (2) 利用停止等の請求権の拡張
- (3) 漏洩などの報告に関する義務



<sup>※</sup>The average in the first half was calculated from the number of attendees in the seminars held in the first half of FY 2021. “Seminars on the amended act” means the average number of attendees in the seminars on the amended Act on the Protection of Personal Information held in May and July 2021.

# Increase of Exposure to the Media (Example Cases)

- Cyber attacks are rampant around the world, and our company is increasingly featured in the media as a cyber security company.
- We convey the importance of cyber security via a variety of media.

## Appearance in TV

- “Houdou Station” of TV Asahi
- “Asa Chan!” of TBS
- “Nikkei News Plus 9” of BS TV Tokyo

## Covered by the media

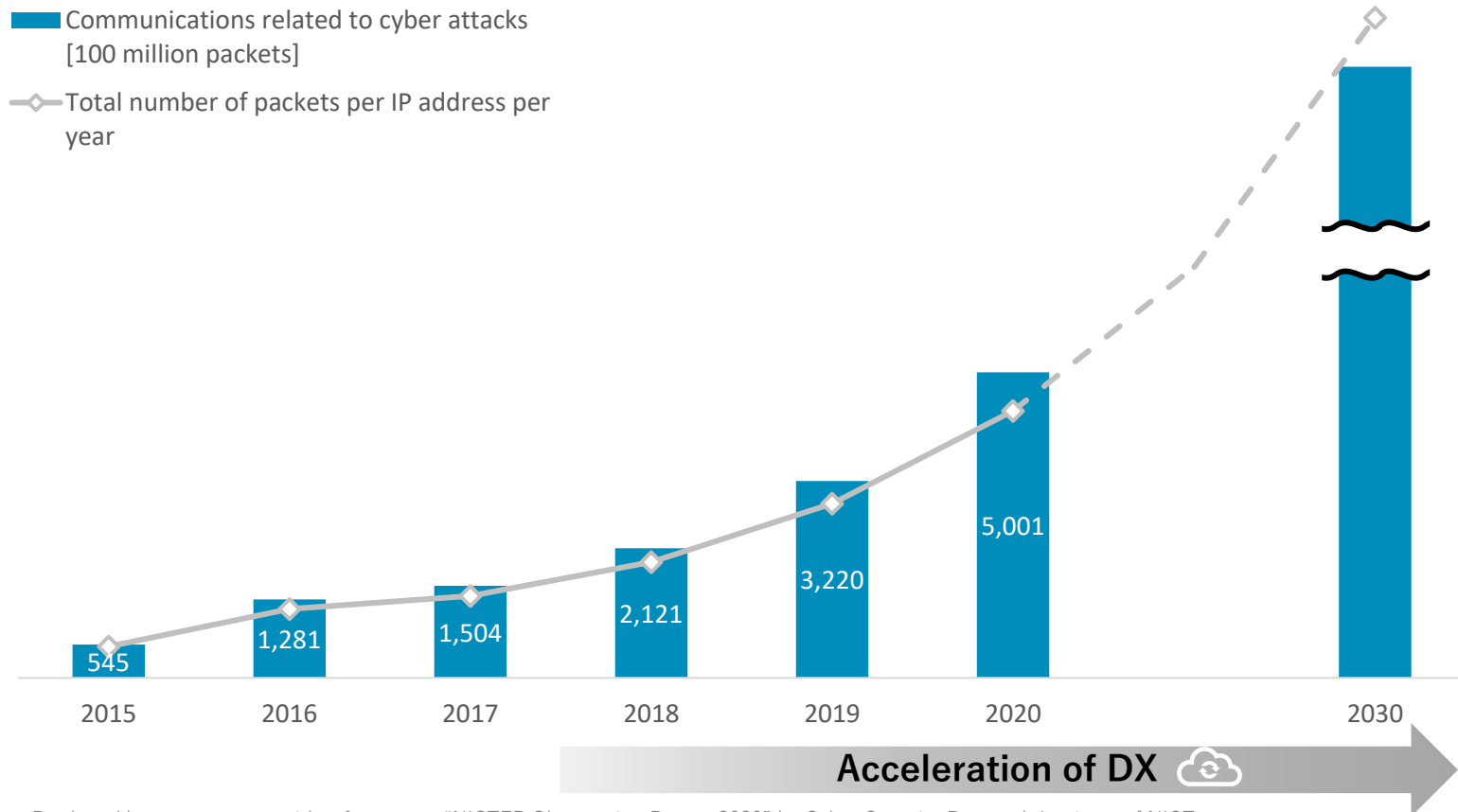
- Nihon Keizai Shimbun
- Nikkei xTECH
- Senken Shimbun
- ZDNET
- Nikkan Kogyo Shimbun



## III . Business environment surrounding CSC

# Ever-increasing Cyber Attacks

- In parallel with the increase of users of the Internet, the number of cyber attacks is growing.
- Through the acceleration of DX, cyber attacks are projected to increase further.



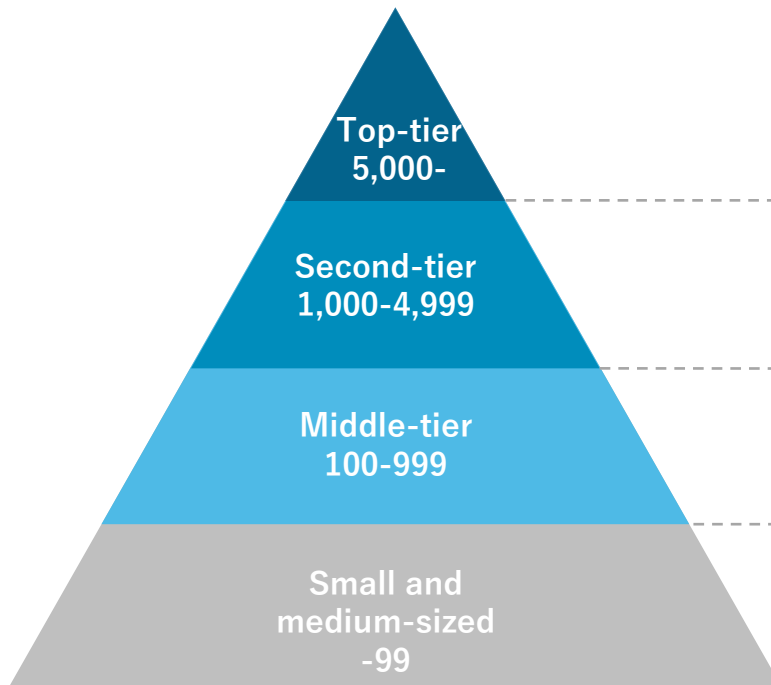
Produced by our company with reference to "NICTER Observation Report 2020" by Cyber Security Research Institute of NICT

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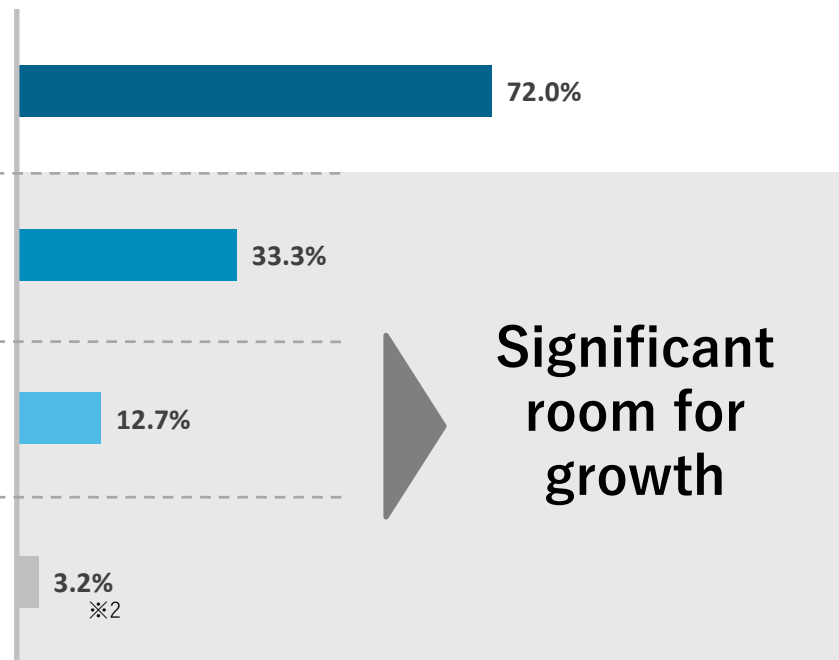
# Low WAF Adoption Rate Among Small, Medium, and Second-tier Enterprises

- WAF is common among top-tier enterprises with 5,000 or more employees.
- Meanwhile, most of enterprises with less than 5,000 employees have not adopted WAF. There is significant room for increasing the adoption rate.

Classification of enterprises according to the number of employees



## WAF adoption rate in 2020<sup>※1</sup>



※1 Produced by our company with reference to "Survey on the Trend of Use of Communications Services in 2020" by Ministry of Internal Affairs and Communications

※2 Surveyed by our company

# Cyber Security Measures Required in Parallel with DX

- **The Cyber Security Strategy for the Next Term (provisional), approved in July 2021, indicates that the measures for DX and cyber security will be implemented at the same time.**

▼ Taken from the press release on “The Cyber Security Strategy for the Next Term (provisional)” by Cyber Security Center of the Cabinet dated July 7, 2021: <https://www.nisc.go.jp/conference/cs/dai30/pdf/30shiryuu01.pdf>

## Major concrete measures

### **(1) To raise executives' awareness**

→ To visualize activities and give incentives in accordance with the guidelines for cyber security management through implementing the course of action for digital business administration, and promote further activities

### **(2) To promote DX with cyber security in regions and SMEs**

→ To deal with the shortage of knowledge, personnel, etc. for digitalization through the growth local communities and the system for examining and registering services for SMEs

### **(3) To develop a foundation for securing the reliability of the supply chain, etc.**

→ To carry out various activities while considering the framework compatible with Society 5.0, etc.

- Supply chain: Consortium led by the industrial sector
- Distribution of data: Defining data management and securing of data reliability in trust services
- Security products/services: Popularization of a third-party assessment service
- Cutting-edge technology: Development of common infrastructure to gather, accumulate, analyze, and provide information

### **(4) Improvement and retention of digital/security literacy of everyone**

→ To carry out various activities while linking them with support for utilization of digital technology, as information education is being promoted.

# Activities of the Japanese Government for Cyber Security

- Digital Agency will be established in Sep. 2021, and the amended Act on the Protection of Personal Information will be fully enforced in Apr. 2022.
- All Japanese enterprises will be required to take more effective security measures.

## Establishment of Digital Agency



- Digital Agency will start operations in Sep. 2021.
- Management of personal information with the Social Security and Tax Number system
- Promotion of use of IT in medical and educational fields

## Full enforcement of the amended Act on the Protection of Personal Information



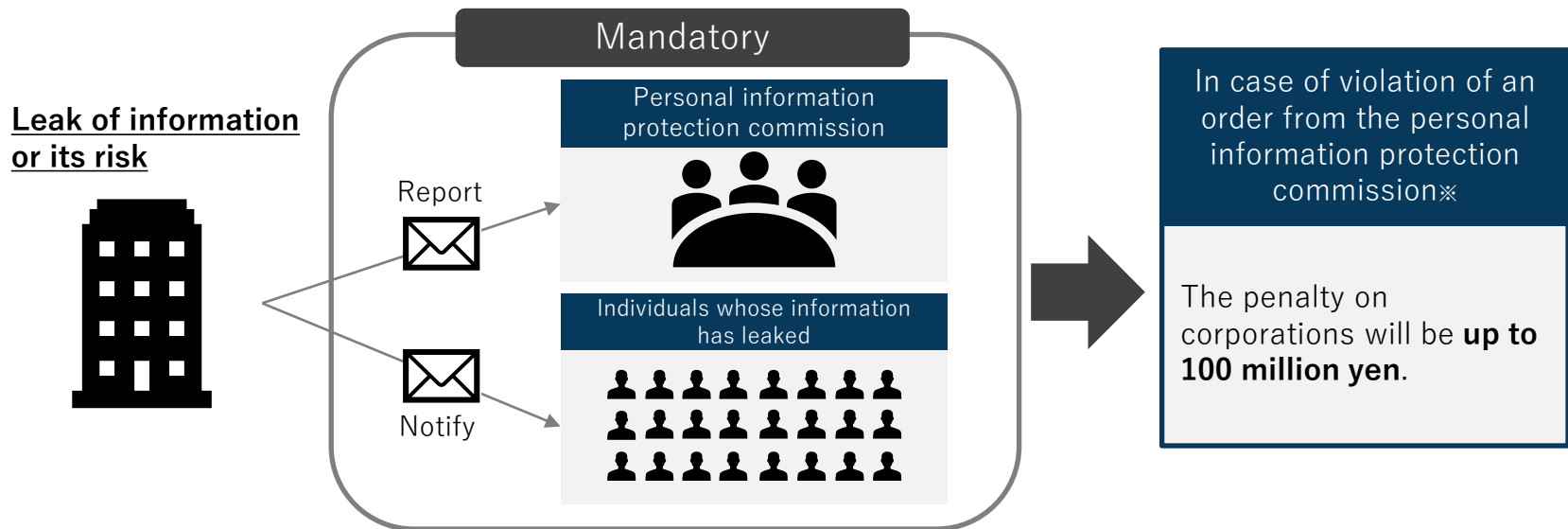
- Full enforcement **in Apr. 2022**
- It will be obligatory to report to the personal information protection commission and to notify individuals.
- The penalties on corporations became severe.  
(**up to 100 million yen**, enforced in Dec. 2020)



**More effective security measures are required**

# (For reference) Regarding the Amended Act on the Protection of Personal Information

- In Dec. 2020, the statutory penalty was raised, and the penalty on corporation became severe.
- Full enforcement is scheduled in Apr. 2022. If information leaks, it will be necessary to report it to the personal information protection commission and notify those whose information has leaked.



Items that need to be reported to the commission and individuals whose information has leaked set forth in the regulations of the personal information commission because there is a greater risk of harming the rights and interests of individuals

- ① Leak of personal information that needs to be handled carefully (such as data on health checkups and medical histories)
- ② Leak of personal information that may cause damage to assets when used improperly (such as credit card information)
- ③ Leak that may have been caused for a nefarious purpose (such as unauthorized access and hacking)
- ④ Leak of personal information on over 1,000 individuals

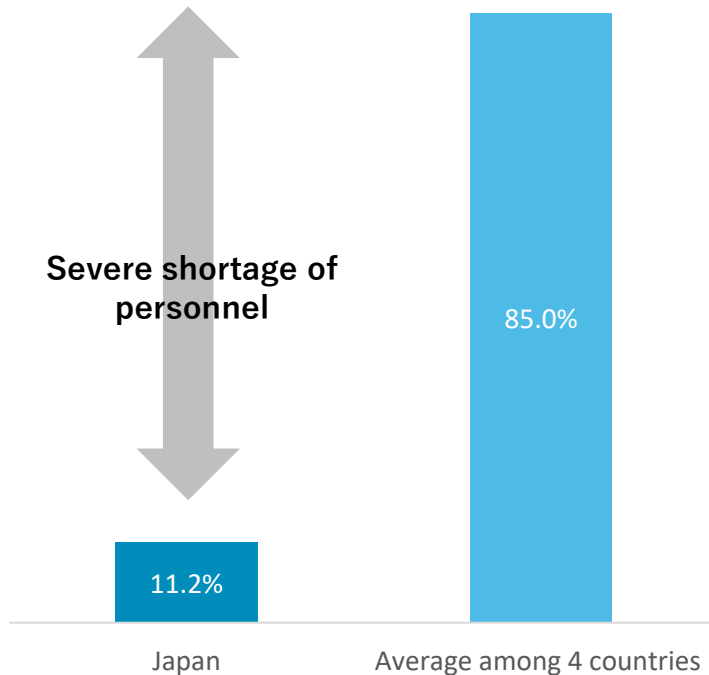
※ Violation of an order from the personal information protection commission, unauthorized provision of a personal information database, etc.



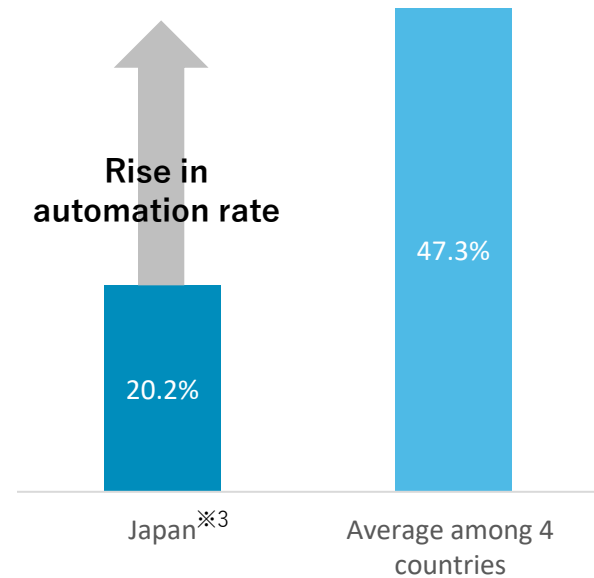
# The Shortage of Security Personnel is an Issue, and the Automation of Operations is the Key

- Japan severely lacks security personnel.
- Other countries promote the automation of operations, and implement efficient security measures.

## Sufficiency of security personnel ※1



## Automation rate of security operations ※2



※1 Produced by our company with reference to “NRI Secure Insight 2018” by NRI Secure Technologies, Ltd. Ratio of enterprises that answered that they have sufficient security personnel. The average among four countries is the average of values in the U.S., the U.K., Singapore, and Australia.

※2 Produced by our company with reference to “NRI Secure Insight 2018” by NRI Secure Technologies, Ltd. Ratio of enterprises that answered that their security operations have been automated. The average among four countries is the average of values in the U.S., the U.K., Singapore, and Australia.

※3 Produced by our company with reference to “Report on the Survey on the Corporate IT Trend in 2021” by Japan Users Association of Information Systems.

## IV. Reference Material

# Company Summary

Company Name: Cyber Security Cloud, Inc

Established August 11th, 2010

Listing Date March 26th, 2020

Representative  
 Representative CEO Toshihiro Koike  
 Representative CTO Yoji Watanabe

Senior Management	Director CFO	Masafumi Kurata (CPA)	Full-Time Auditor	Daichi Seki (CPA)
	Outside Director	Yoshinori Ikura (Lawyer)	Outside Auditor	Ikuo Murata
	Outside Director	Yoshio Ishizaka	Outside Auditor	Kenta Izumi

Head Office VORT Ebisu maxim 3F, 3-9-19 Higashi, Shibuya-ku, Tokyo 150-0011, Japan

Business Development of cyber security services using Artificial Intelligence.

Subsidiary SofTek Systems, Inc.  
 Cyber Security Cloud Inc. (USA)

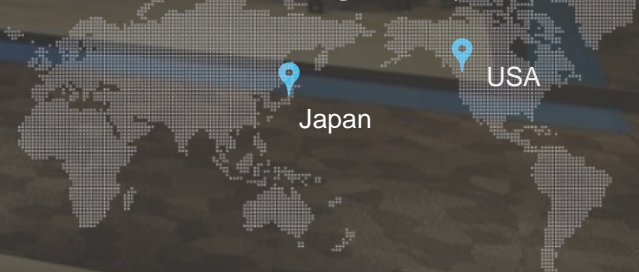
## No. of engineers



※ as of the end of June 2021

## Global

Based in two regions: Japan and USA



# Corporate Philosophy

# To create a secure cyberspace that people around the world can use safely

 Cyber Security



 AI (Artificial Intelligence)

 攻撃遮断くん

Tool for visualizing and blocking cyber attacks to websites

**Waf Charm**

AI-based tool for automatically managing AWS/Azure WAF

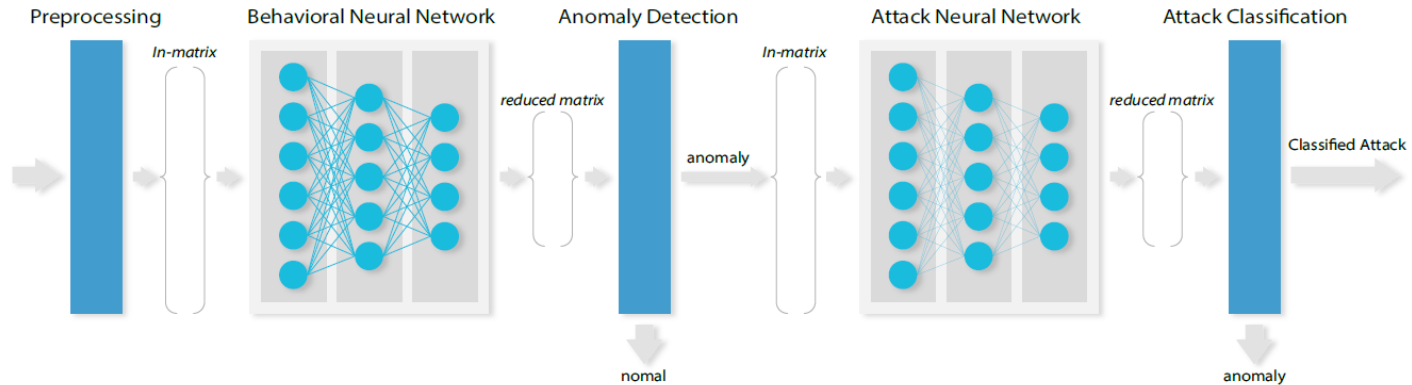
**AWS WAF Managed Rules**

Set of rules for AWS WAF

# Utilization of AI to solve social issues

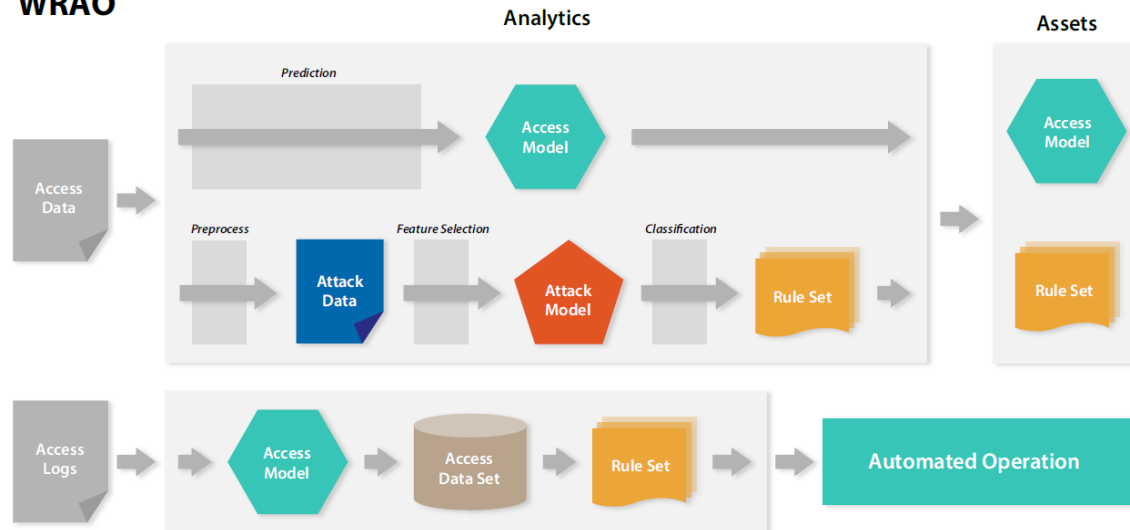
① Sophistication and diversification of attacks – finding unknown attacks and false-positive cases

## Cyneural



② Shortage of security personnel – AI to increase efficiency and reduce operational man-hours

## WRAO



# Corporate security can be classified into two types.

## Corporate security



Security of PCs and  
in-company networks



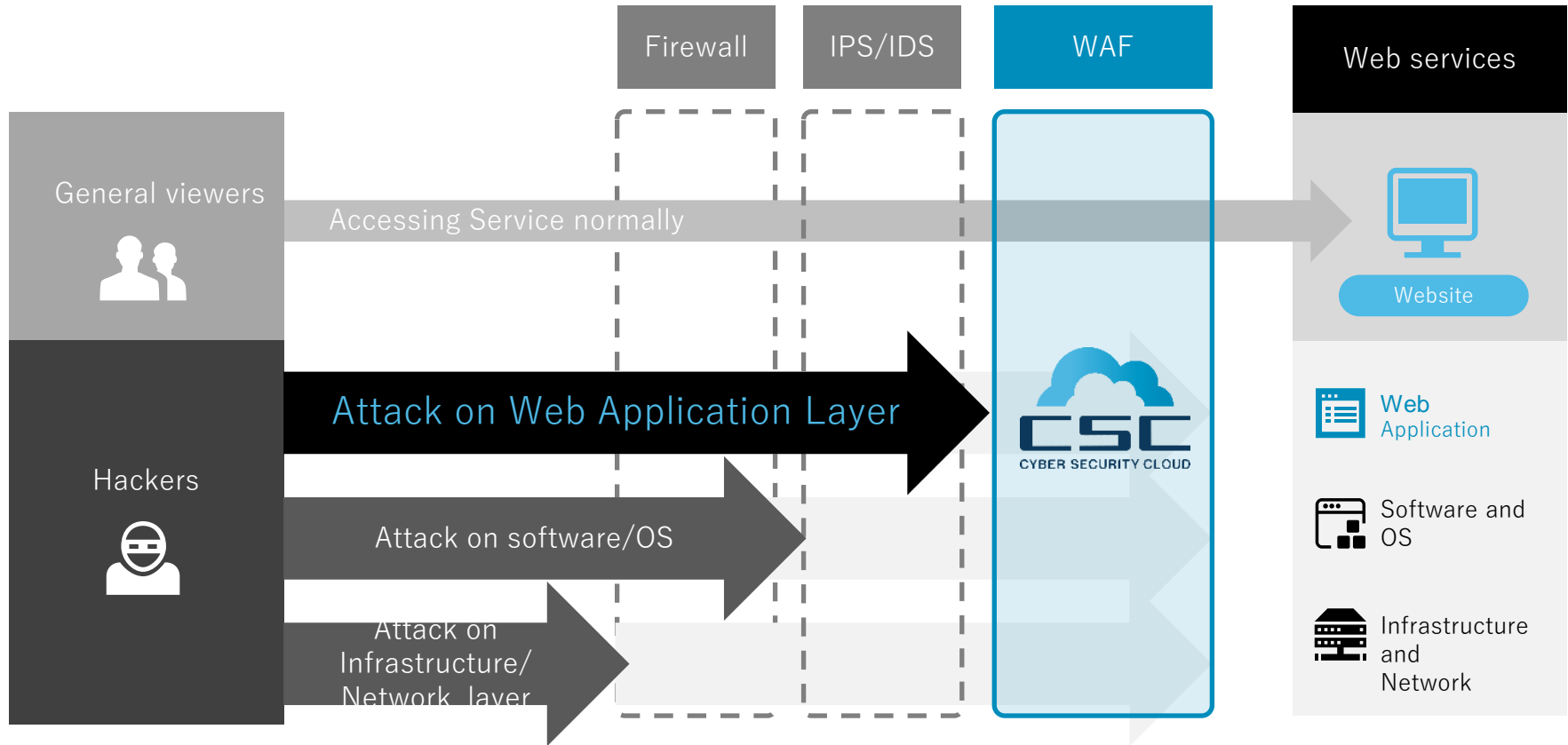
## Web security



Security of websites accessed  
by everyone, etc.

# Areas we protect

## What is WAF (Web Application Firewall) in the web security field?



WAF is a firewall protecting intrusions such as “SQL Injection” and “XSS” which cause information leakage and falsification of websites. WAF can also handle attacks which were not protectable with conventional Firewalls or IDS/IPS.

# Cases of damage done to websites through cyber attacks

- Cyber attacks could affect corporate business activities in various ways, leading to the leakage of personal information, the decline in stock prices, and shareholder derivative suits.



Loss of Sales Opportunity



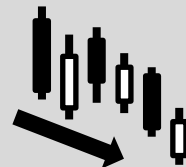
Damaging Brand Image



Compensation for damages  
(about 630 million yen/case※1)



Leakage of Personal Information



Decline in Stock Prices  
(10% on average※2)



Shareholder Derivative Suits

※1 Source : JNSA 2018 " Survey Report regarding Information Security Incident"

※2 Source : JICI "Quantifying Cyber Risk Survey which can be used in discussions at Board of Director meetings"



# Concrete examples of information leak

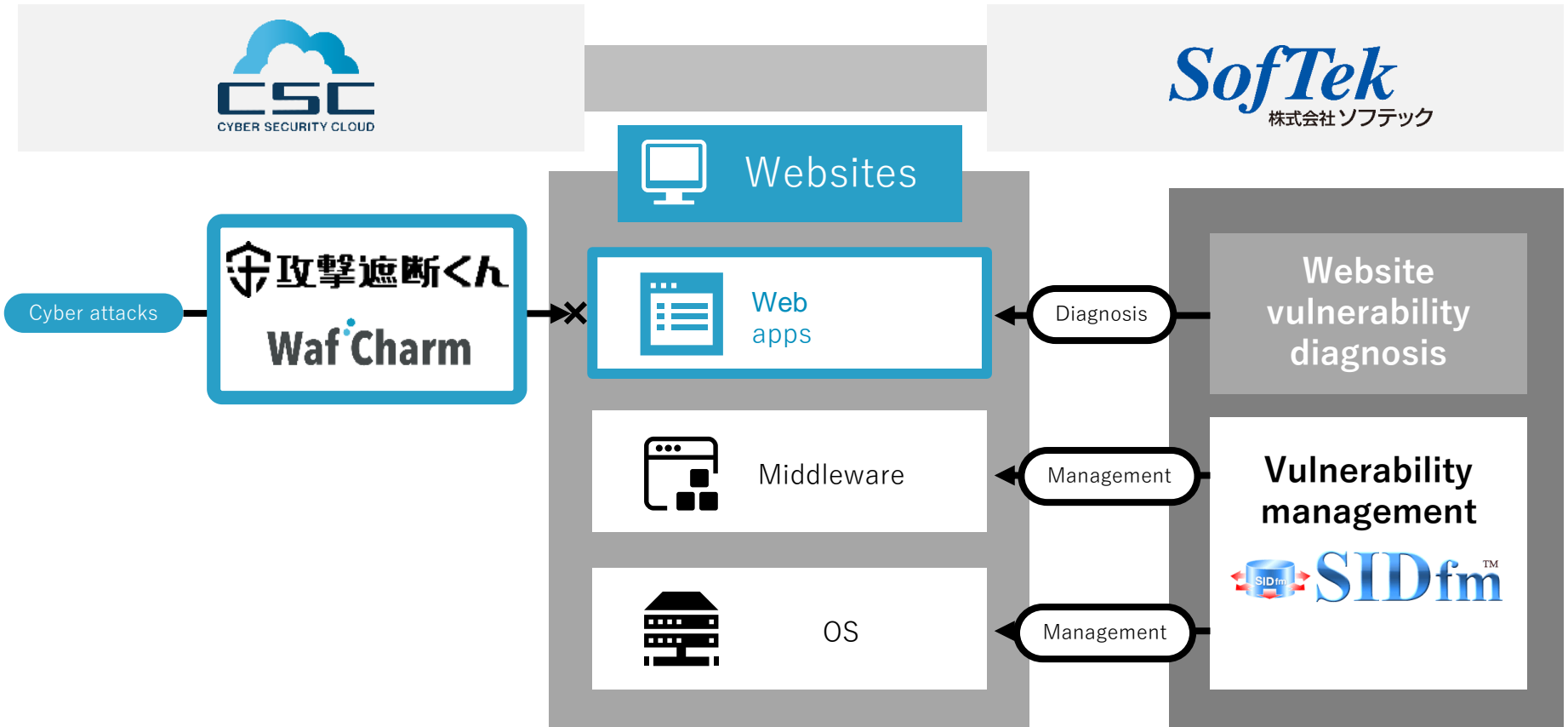
● A lot of information leaked in various fields. Before the full enforcement of the amended Act on the Protection of Personal Information, all enterprises need to fortify cyber security.

Field	Description	No. of pieces of information
Information/telecommunication	Due to the unauthorized access by a third party, the business information of affiliates and the information on employees leaked.	About 20 million
Air transportation	A database on customer information was accessed improperly, and then the data on names, member numbers, and statuses leaked.	About 1 million
Education	System servers suffered cyber attacks, and information on the use of the servers leaked.	About 43,000
Finance	Smartphone apps for members suffered cyber attacks, and customer ID information was accessed improperly.	About 16,000
Electric power/gas	Provided apps suffered unauthorized access, and email addresses leaked.	About 10,000
Electric devices	Cloud servers suffered cyber attacks, and some information on business partners leaked.	About 8,000
Food products	EC sites suffered unauthorized access, and membership information leaked.	About 5,000
Land transportation	EC sites suffered unauthorized access, and card information leaked.	About 3,000
Media	EC sites suffered cyber attacks, and personal information leaked.	About 1,000

# Areas Softek protects





- We obtained all shares of SofTek Systems Inc. and expanded our security domain.
- In the WAF field, we will maximize the synergy between vulnerability management and website diagnosis businesses.

Schematic diagram of the domains of the two companies



# Descriptions of products and services provided by our corporate group



Company	Product name	Outline	ARR	No. of installations ※1	Charging method
	 攻撃遮断くん	Cloud-based web security service for protecting websites from the leak of personal information, falsification, service outage, etc. by blocking external cyber attacks	<b>1,029</b> million yen	<b>995</b> companies	Monthly charge
	<b>Waf Charm</b>	Service of automatically managing WAF based on AI learning offered to the users of AWS WAF provided by Amazon Web Services (AWS) and AzureWAF provided by Microsoft	<b>385</b> million yen	<b>527</b> users	Monthly charge + Pay-as-you-go
	<b>AWS WAF Managed Rules</b>	Sale of the security rule set of AWS WAF provided by security vendors via AWS Marketplace. It is possible to conduct sales promotion without active marketing.	<b>103</b> million yen ※2	<b>1,960</b> users	Monthly charge + Pay-as-you-go
	 SIDfm™	Comprehensive solution service including the vulnerability evaluation, operation, and support for software and OS	<b>148</b> million yen	<b>129</b> users	Annual contract
 SofTek 株式会社ソフテック	Vulnerability diagnosis※3	Service of checking safety by gauging the possibilities of information leak, shutdown of web systems, etc. for dealing with the problems and vulnerability of web systems and apps	-	-	Spot contracts

※1 Calculated from the number of companies and the number of users as of the end of June 2021 (Surveyed by our company)

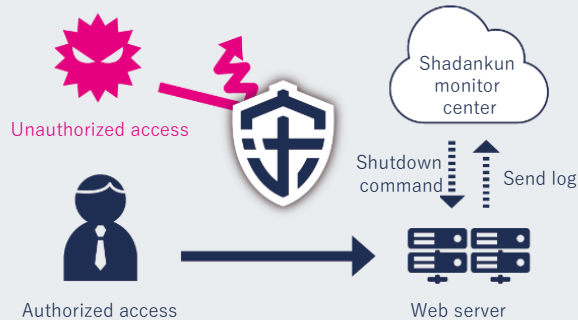
※2 Managed Rules is sold by the U.S. subsidiary, so it is calculated from the posted amount at the headquarters in Japan.

※3 This is a service based on spot contracts and the number of users varies on a quarterly basis, so neither its ARR or number of users is disclosed.

# 2 architectures provided by Shadankun

## Agent Linked Server Security Type

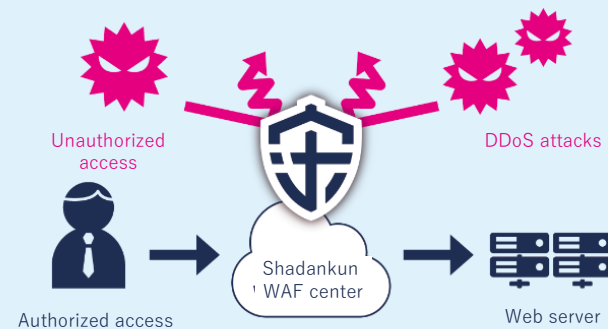
### Server Security Type



- Can correspond various servers include Cloud (IaaS)
- Easy to identify obstacles

## DNS Switching Type

### WEB / DDoS Security Type



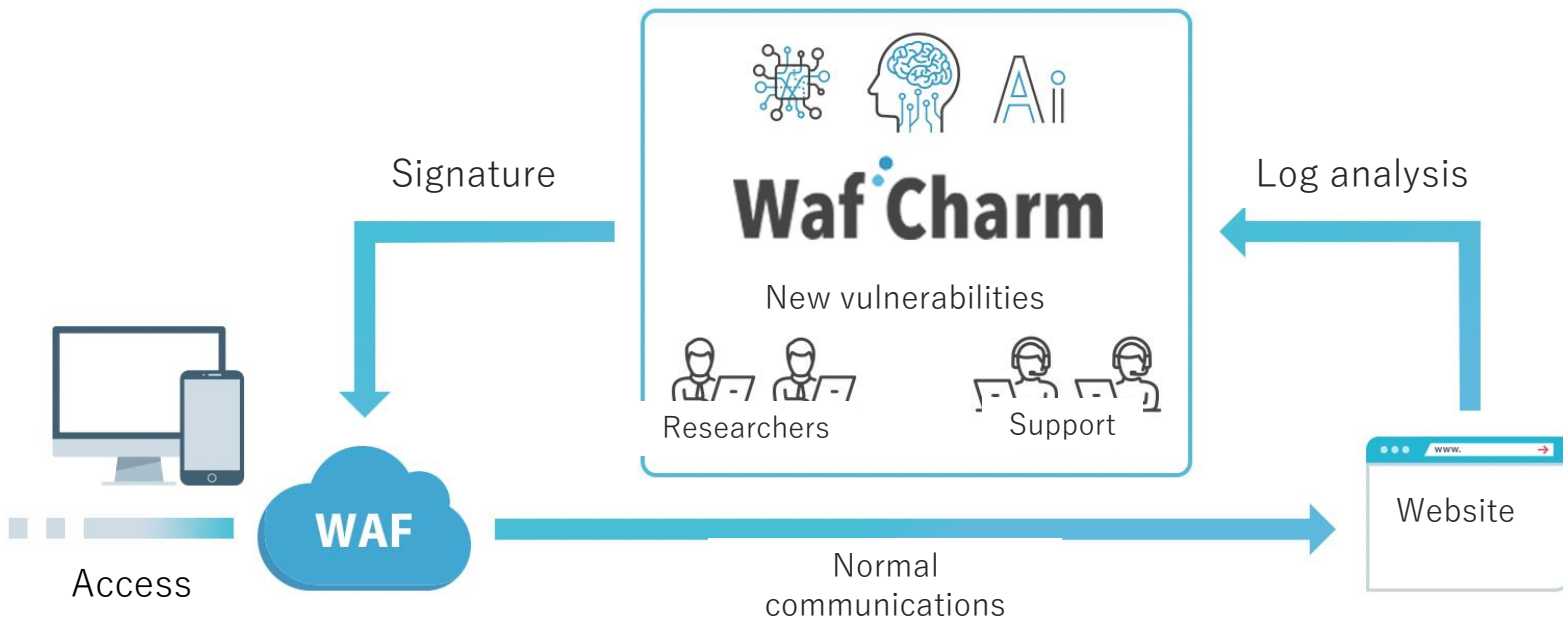
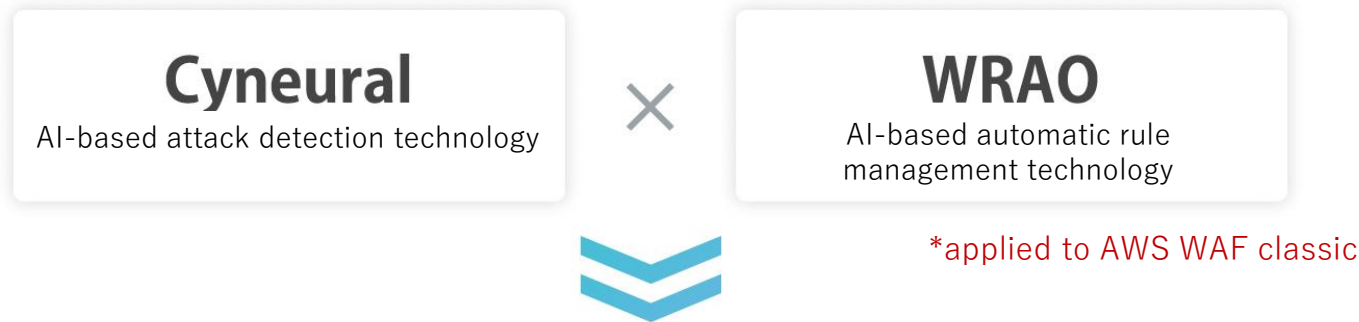
- Switching to DNS only
- Does not burden the resource load of the website
- Can correspond to DDoS attacks

Shared

- No need for a full time security engineer
- Update automatic signature
- Can handle latest attacks

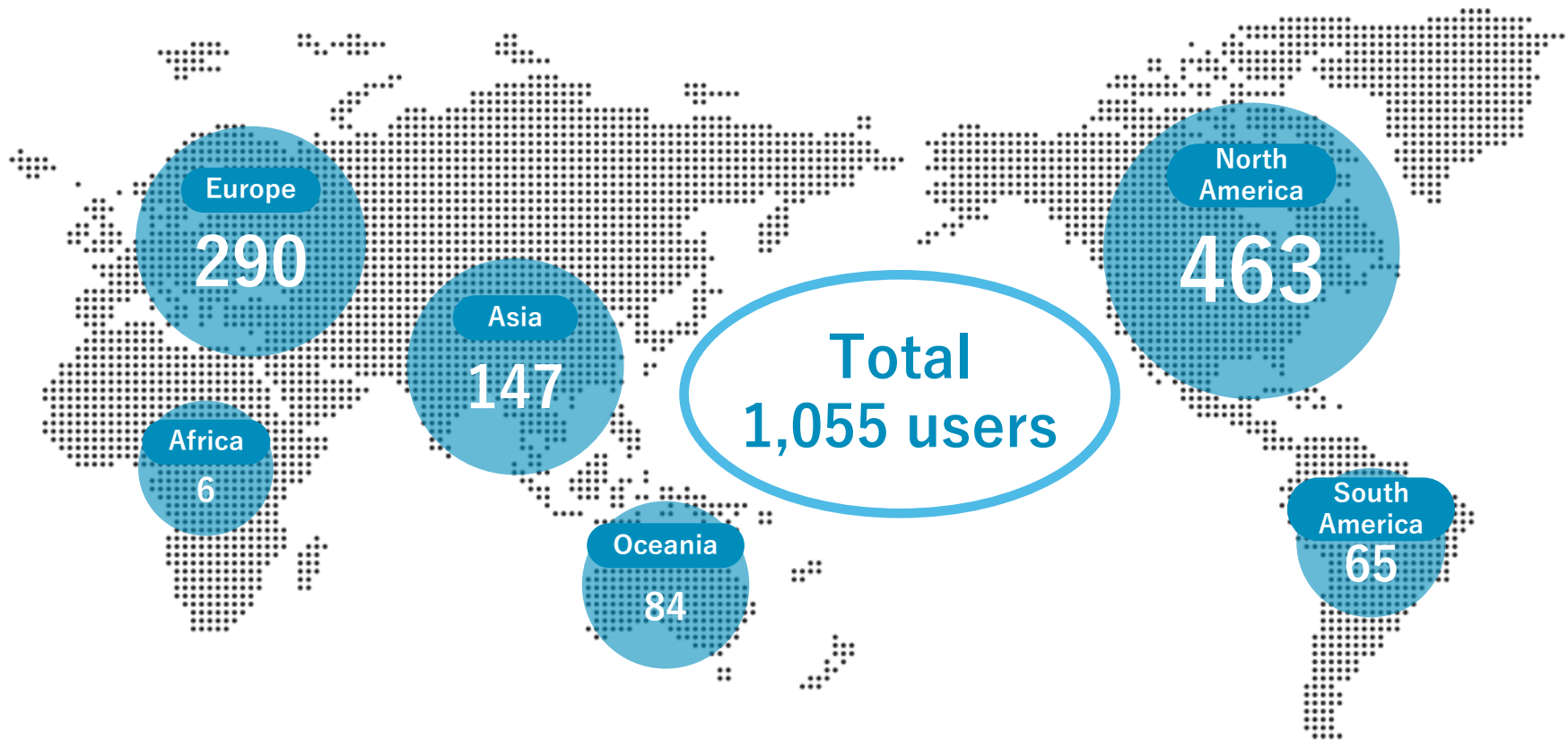
# Automating the WAF with AI × big data = WafCharm

To create and set rules best suited for our customers' environment  
WAF can be operated with no manpower, from installation to response  
to new vulnerabilities



## ~Situation of global users~

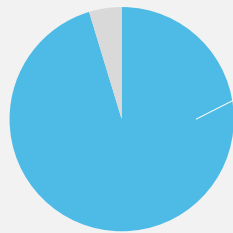
- By utilizing the platform called AWS, we operate business in a total of 70 countries and regions.
- The number of users outside Japan amounts to over 1,000.



※ Calculated from the number of users of our services outside Japan as of the end of June 2021.

# “SaaS type business model” based on recurring revenues

## Ratio of recurring revenue to the total sales of our corporate group



95.7 %

- Recurring revenue
- Other revenue

※Ratio of MRR in the past 1 year (as of the end of June 2021) to the sales of our corporate group

## High growth rate

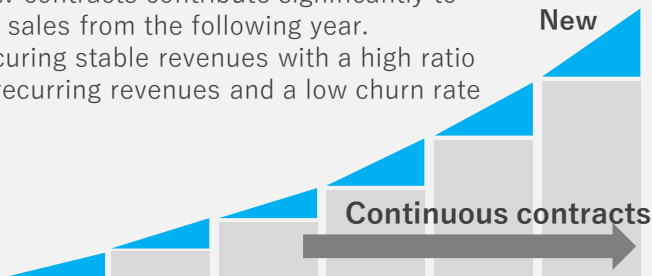


Deloitte Touche Tohmatsu Limited  
Ranked 9<sup>th</sup> among a Japanese enterprise in Technology Fast 500 in the Asia-Pacific region

In 2020, revenues (sales) grew 230.6%.

## Stable revenue from continuous charges

New contracts contribute significantly to the sales from the following year. Securing stable revenues with a high ratio of recurring revenues and a low churn rate



## Low churn rate

Shadankun churn rate<sup>※1</sup>

1.16%

As of the end of June 2021

※1 Average of MRR churn rate in the past 12 months. MRR churn rate is obtained by dividing the MRR lost in each month by the MRR at the end of the previous month.

WafCharm churn rate<sup>※2</sup>

0.84%

As of the end of June 2021

※2 Average churn rate for users in the past 12 months. Churn rate was calculated by dividing the number of continuous users from the (n-1)th term in the n-th term by the number of users in the (n-1)th term.

## Interfactory, Inc.

Development and operation of the cloud commerce platform "ebisumart"

The largest share in the cloud EC market ※1

The largest number of client companies and sites in the cloud WAF market ※2



As customers are highly aware of cyber security, I thought that WAF, which builds a wall outside a system to block cyber attacks, is an effective option and reassures customers.

We chose Shadankun, because **it can be applied flexibly to extraordinary, complex systems** like ebisumart, which is operated by multiple stores with multiple servers while WAF rules need to be adjustable at each store.

After installation, **it requires few man-hours for management and operation**, so the workload is light. **Interfactory is now able to notify customers that it has implemented security measures to a sufficient degree.**



CTO Ken Mizuno

※1 Source: Fuji Chimera Research Institute "New software business market in 2020 - In-depth survey on major packages and SaaS in Japan" < EC site development tool/SaaS (cart-less type) >

※2 Source: Market survey on "cloud WAF services" (as of June 16, 2019) < Surveyed by ESP Research Institute > Survey from May to June 2019)

## coconala Inc.

Development and operation of "coconala," a flea market for skills

The largest skill market in Japan

The largest number of users who adopted the service of automatically managing AWS WAF in Japan ※3



Some frameworks were old versions, and I considered that any problem during the shift to new frameworks would produce significant trouble. However, it was difficult to offer security patches from our resources, so we decided to adopt WAF for security measures.

With WafCharm, **it became much easier to operate AWS WAF.** By leaving the operation of AWS WAF to WafCharm, **it became unnecessary to allocate resources to security measures anymore.** Their support is perfect, and **they deal with our worries and questions smoothly in a satisfactory way.**



Development Dept. Head Kunihiro Okamoto

※3 Source: Survey by JMRO (Survey in the term ended July 2020)



# Some of client companies

- Security needs grew regardless of industry, scale, and business, and various enterprises have adopted our services.

Finance/public offices,  
corporations, and groups

SBI証券

SOMPOリスクマネジメント

浜銀総合研究所

東京財団政策研究所  
THE TOKYO FOUNDATION FOR POLICY RESEARCH

あなたのまちの  
筑邦銀行

公益財団法人  
つくば科学万博記念財団  
TSUKUBA EXPO'S MEMORIAL FOUNDATION

全国信用金庫厚生年金基金

IT and services

note

Inter Factory

coconala

hachidori

Classi

FANCOM!

aucfan UNITED

HyperSoft  
株式会社 ハイパーソフト

Media and  
entertainment

ほほ白

istyle

CAM

Manufacturers

Pioneer

キョクヨー

SIGMA

Transportation and  
construction

ANA

子どもたちに誇れるしごとを。  
SHIMIZU CORPORATION  
清水建設

Human resources

マイナビ

PASONA  
JOBHUB

SB Human Capital

# Some of sales partners

- To offer products to a broad range of users via many sales partners
- We aim to increase sales partners, to expand the sales network.

## Leading sales partners



富士通Japan株式会社



## APN Premium-tier consulting partners※1



## New partners



※1 Consulting partners that produced outstanding results in "AWS Partner Network (APN)," for example, by contributing significantly to many customers and having a lot of certified engineers.

※2 New partners from April 2021

# Disclaimer



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