

LAC → D ←  
supports your business

*We provide IT total solutions  
based on advanced security technologies.*



# Financial Results for the year ended March 31, 2019

May 14, 2019

LAC Co., Ltd.

# **1. Outline of Financial Results for the year ended March 31, 2019**

**2. TRY 2021 Stage 2 Mid-Term Management Plan's Progress**

**3. Forecasts for the year ending March 31, 2020**

**4. Reference**

# Highlights of Consolidated Financial Results (YoY comparison)



## Slight top-line growth, major bottom-line growth

(Million yen)

Subjects	2018/3 Results	2019/3 Results	YoY comparison	
			Difference	Change (%)
<b>Net sales</b>	<b>38,432</b>	<b>38,719</b>	<b>+286</b>	<b>+0.7</b>
<b>Operating income</b>	<b>2,224</b>	<b>2,366</b>	<b>+142</b>	<b>+6.4</b>
<i>Operating income ratio (%)</i>	<i>5.8</i>	<i>6.1</i>	<i>+0.3p</i>	<i>-</i>
<b>Ordinary income</b>	<b>2,349</b>	<b>2,411</b>	<b>+61</b>	<b>+2.6</b>
<i>Ordinary income ratio (%)</i>	<i>6.1</i>	<i>6.2</i>	<i>+0.1p</i>	<i>-</i>
<b>Net income attributable to owners of parent</b>	<b>1,252</b>	<b>1,547</b>	<b>+294</b>	<b>+23.5</b>
<b>ROE (%)</b>	<b>12.7</b>	<b>14.5</b>	<b>+1.8p</b>	<b>-</b>

(Notes) 1. Asian Link Co., Ltd., a consolidated subsidiary since April 2, 2018, is included in LAC's consolidated financial statements from the fiscal year ended March 31, 2019.

2. In 3Q, LAC booked a ¥39mn gain on partial divestment of equity holdings in an equity method affiliate.

# Business Results by Segment (YoY comparison)



## SSS Business net sales and profit up significantly, SIS Business sales down but profit up

(Million yen)

Sales	2018/3 Results	2019/3 Results	YoY comparison	
			Difference	Change (%)
Security Solutions Services (SSS) business※	13,333	15,337	+2,004	+15.0
System Integration Services (SIS) business	25,099	23,381	-1,717	-6.8
Total	38,432	38,719	+286	+0.7

(Million yen)

Segment margin	2018/3 Results	2019/3 Results	YoY comparison	
			Difference	Change (%)
Security Solutions Services (SSS) business※	2,239	2,632	+393	+17.5
System Integration Services (SIS) business	2,623	2,800	+176	+6.7
Company-wide common expenses	-2,639	-3,066	-427	-
Total	2,224	2,366	+142	+6.4

※ Asian Link Co., Ltd., a consolidated subsidiary since April 2, 2018, is included in LAC's consolidated financial statements from the fiscal year ended March 31, 2019.

## Major sales and profit growth driven mainly by monitoring and assessment services

### ● Consulting Services

Sales of services for industrial control systems grew but projects precipitated by cyberattack incidents decreased; non-recurrence of a large educational project on which revenue was recognized in 4Q of previous FY also contributed to YoY sales decline.

### ● Monitoring Services

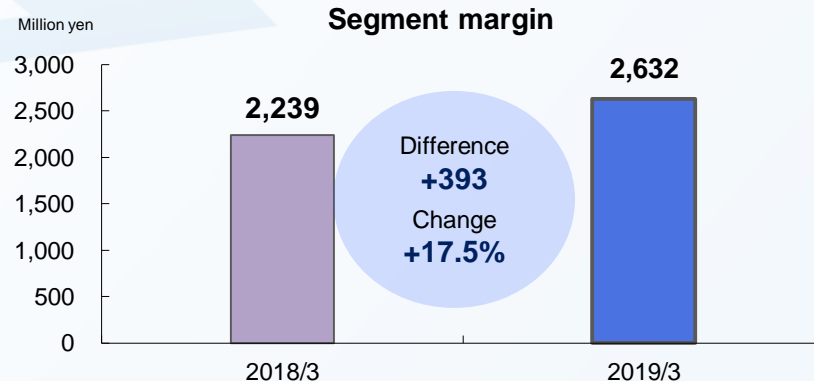
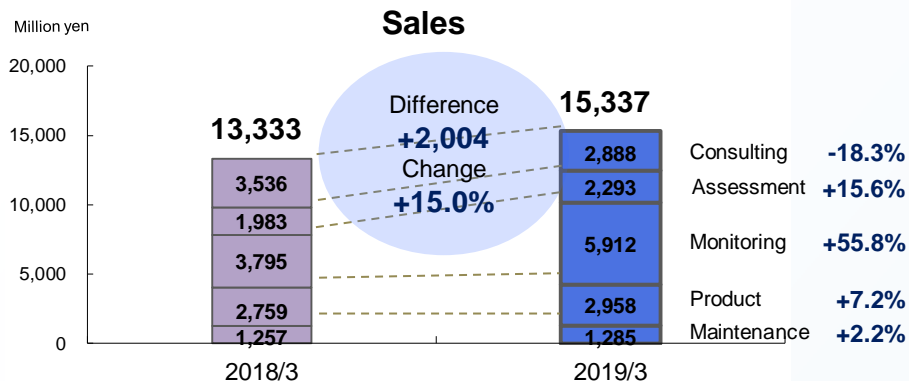
Growth was driven by incremental sales from newly consolidated subsidiary Asian Link, expansion of monitoring services to a major manufacturer in the Chubu region from 3Q and a high existing-contract renewal rate.

### ● Assessment Services

Demand for web application assessments, a core service, and smartphone app assessments was robust; ongoing contracts also increased.

### ● Product Sales

Sales of products to prevent denial-of-service attacks grew.



# Business Results of System Integration Service (SIS) segment



**Net sales fell, largely reflecting decreased HW/SW sales and WIP growth;  
Profit grew, driven largely by decreased goodwill amortization**

## ●Development Services

Non-banking projects were strong, including in the travel and temp staffing industries, but net sales decreased due to a significant decline in sales to major banks (former core clientele) and an increase in the NEXI project's WIP.

## ●IT Maintenance Services

Despite sluggish HW/SW sales in previous FY, net sales grew, driven largely by increased contract renewals.

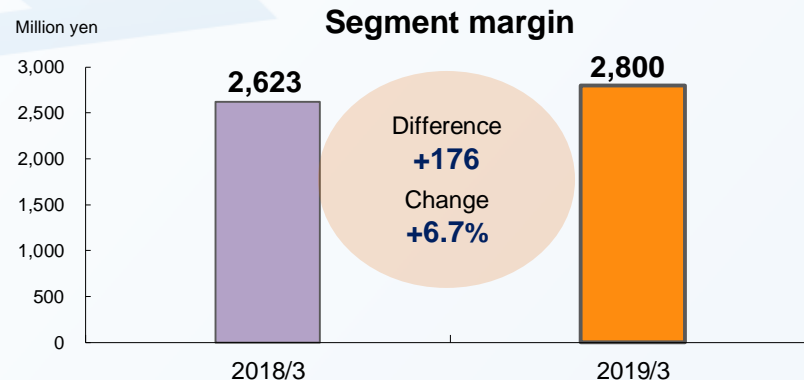
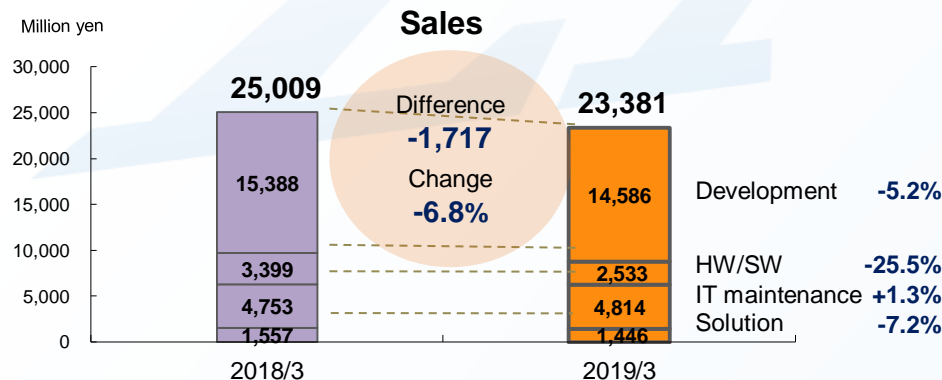
## ●Hardware/Software Sales

Net sales fell steeply in response to an unexpectedly sharp demand contraction in the wake of cloud services' rapid expansion.

## ●Solutions Services

Net sales were down due to decreased sales of application performance management solutions.

**Segment margin increased, boosted by a reduction in SG&A expenses, mainly goodwill amortization.**



**Net sales fell short of forecast, mostly due to major HW/SW sales shortfall and increase in large Development Services project's WIP.**

**Operating income also fell short of forecast despite reduction in SG&A expenses.**

(Million yen)

Subjects	2019/3 Forecasts	2019/3 Results	Comparison	
			Difference	Change(%)
<b>Net Sales</b>	<b>43,400</b>	<b>38,719</b>	<b>-4,680</b>	<b>-10.8</b>
<b>Operation income</b>	<b>2,500</b>	<b>2,366</b>	<b>-133</b>	<b>-5.3</b>
<i>Operating income ratio (%)</i>	5.8	6.1	+0.3p	-
<b>Ordinary income</b>	<b>2,550</b>	<b>2,411</b>	<b>-138</b>	<b>-5.4</b>
<i>Ordinary income ratio (%)</i>	5.9	6.2	+0.3p	-
<b>Net income attributable to owners of parent</b>	<b>1,740</b>	<b>1,547</b>	<b>-192</b>	<b>-11.1</b>
<b>ROE (%)</b>	<b>16.1</b>	<b>14.5</b>	<b>-1.6p</b>	<b>-</b>

## Net sales fell short of forecast in both segments; SSS Business surpassed its profit forecast.

(Million yen)

Sales	2019/3 Forecasts	2019/3 Results	Comparison	
			Difference	Change(%)
Security Solutions Services (SSS) business	16,700	15,337	-1,362	-8.2
System Integration Services (SIS) business	26,700	23,381	-3,318	-22.4
Total	43,400	38,719	-4,680	-10.8

(Million yen)

Segment margin	2019/3 Forecasts	2019/3 Results	Comparison	
			Difference	Change(%)
Security Solutions Services (SSS) business	2,570	2,632	+62	+2.4
System Integration Services (SIS) business	3,200	2,800	-399	-12.5
Company-wide common expenses	-3,270	-3,066	+203	-
Total	2,500	2,366	-133	-5.3



# Highlights of Consolidated Balance Sheet (YoY Comparison)



## Maintaining a stable financial foundation while ensuring adequate liquidity to meet operational requirements

(Million yen)

Subjects	As of March 31, 2018	As of March 31, 2019	Change
<b>Total Assets</b>	<b>19,909</b>	<b>22,613</b>	<b>+2,703</b>
Current assets	14,641	16,464	+1,822
Noncurrent assets	5,268	6,148	+880
<b>Total Liabilities</b>	<b>9,817</b>	<b>11,308</b>	<b>+1,490</b>
Current liabilities	9,624	9,632	+8
Noncurrent liabilities	193	1,675	+1,482
<b>Total net assets</b>	<b>10,092</b>	<b>11,305</b>	<b>+1,212</b>
Cash and deposit	5,103	4,343	-760
Interest-bearing debt	739	2,351	+1,611
<b>Shareholders' equity ratio</b>	<b>50.7%</b>	<b>50.0%</b>	<b>-0.7p</b>

Point	
<b>Assets</b>	
<b>[Current assets]</b>	
· Work in process	+1,053
· Notes and accounts receivable-trade	+747
· Prepaid expenses	+741
· Cash and deposit	-760
<b>[Noncurrent assets]</b>	
· Goodwill	+497
· Construction in progress	+258
<b>Liabilities</b>	
<b>[Current liabilities]</b>	
· Accounts payable - other	+385
· Accounts payable - trade	-265
<b>[Noncurrent liabilities]</b>	
· Long-term loans payable	+1,468
<b>Net assets</b>	
<b>[Net assets]</b>	
· Retained earnings	+977
· Capital surplus	+191

# Highlights of Consolidated Cash Flow



## EBTDA was flat YoY but operating CF turned negative due to working capital factors

(Million yen)

Subjects	2018/3 Results	2019/3 Results
<b>Cash Flows from Operating Activities</b>	<b>3,451</b>	<b>-633</b>
<b>Cash Flows from Investing Activities</b>	<b>-1,907</b>	<b>-868</b>
<b>Cash Flows from Financing Activities</b>	<b>-1,409</b>	<b>747</b>
<b>Free Cash Flow</b>	<b>1,543</b>	<b>-1,502</b>
Net Increase (Decrease) in Cash and Cash Equivalents	134	-760
Cash and Cash Equivalents at Beginning of Year	4,969	5,103
<b>Cash and Cash Equivalents at End of Year</b>	<b>5,103</b>	<b>4,343</b>

### Point

#### Cash Flows from Operating Activities

· Income before income taxes	2,449
· Depreciation and amortization	608
· Amortization of goodwill	225
· Increase in notes and accounts receivable-trade	-568
· Increase in inventories	-1,046
· Increase in other current assets	-737
· Decrease in notes and accounts payable-trade	-329
· Income taxes paid	-975

#### Cash Flows from Investing Activities

· Purchase of investments in subsidiaries resulting in change in scope of consolidation	-248
· Purchase of property, plant and equipment	-391
· Purchase of software	-376

#### Cash Flows from Financing Activities

· Repayment of long-term loans payable	-716
· Proceeds from long-term loans payable	2,200
· Cash dividends paid	-543

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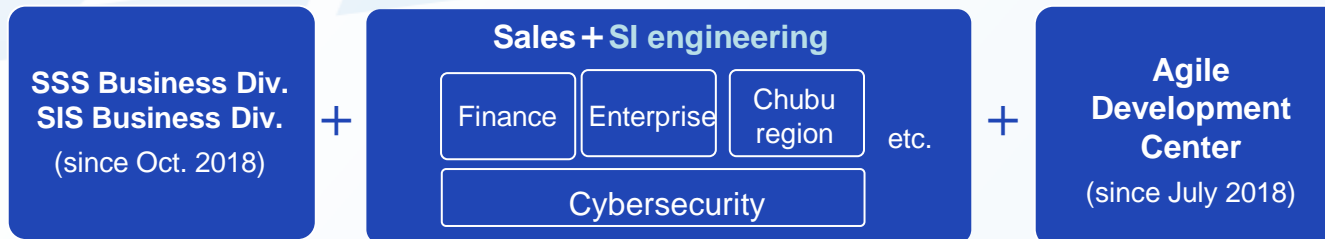
# TRY 2021 Stage 2 Mid-Term Management Plan's Progress (Business Division System)

## Transition to business division system through integration of production and sales

- Established business divisions to provide solutions tailored to customers' industries
- Established SSS and SIS Business Divisions as segment-level profit centers
- Established Agile Development Center to enable flexible system development



## Business division system with integrated production & sales (since April 2018)



## Augmentation of security service menu

**Branched into threat intelligence services as cornerstone of next-generation businesses**

- Launched Threat Landscape Advisory Service capable of responding to threats from dark web, etc.
- Launched FalconNest, a cloud-based security breach & malware assessment service

**Expanded monitoring services through cross-, up- & down-selling**

- Launched Cyber Loss Indemnification Pack for JSOC<sup>®</sup> with cyber insurance
- Launched SeeLAC, an encrypted traffic visibility zone building service for web communications
- Launched CloudFalcon service platform to realize low-priced monitoring services

**Strengthened service offerings for IoT market**

- Developed security assessment service menu for IoT devices
- Developed risk assessment service menu for industrial control systems

## Strengthening partnerships

### Strengthened operations through joint venture

- **Launched KDDI Digital Security Inc.** (49% owned by LAC) **as JV with KDDI Corporation**



Providing monitoring and other security services to KDDI Group and its customers

### Collaborating with partners to strengthen operations

- Collaborating with TIS Inc. in enterprise cloud/security fields
- Collaborating with NEC Asia Pacific Pte. Ltd. in security business in Asia-Pacific region
- Coordinating/collaborating with NISC in cybersecurity field

※ NISC: National Center of Incident Readiness and Strategy for Cybersecurity



NISC Director General Satoshi Maeda (right) and LAC President Itsuro Nishimoto (left) at NISC

## Geographic Expansion & Other Organizational Reforms

### Expanded geographic footprint

- **Established Singapore Branch as hub for ASEAN market expansion**  
Partnering with NEC Asia Pacific out of the Singapore Branch
- **Opened LAC Tech Center Kitakyushu as part of efforts to recruit HR and expand operations**



Press Conference at Kitakyushu City Hall on August 1, 2018  
Kitakyushu Mayor Kenji Kitahashi (right) and LAC President Itsuro Nishimoto (left)

### Upgraded governance regime

- **Established Business Monitoring Div. to strengthen monitoring of business activities**  
Monitoring projects and assessing risks as a company-wide oversight function
- **Strengthened risk management function**  
Strengthened controls by establishing infrastructural, operational, and compliance risk subcommittees under the Risk Management Committee

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In the forthcoming **Society 5.0** era, IT will drive economic growth and solve societal problems

Utilization of technologies such as AI, IoT and the cloud is shifting workloads from humans to systems

**Cloud**   **IoT**   **AI**   **RPA**

Labor shortages   Workstyle reforms   Aging IT systems   Diversification of services

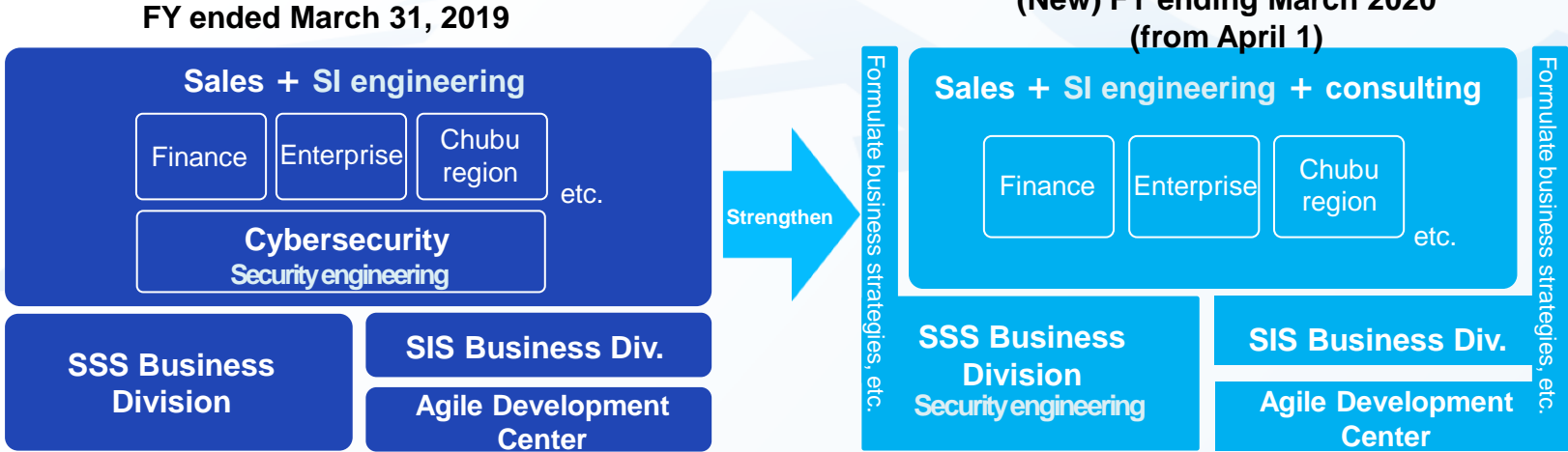
Digital transformation (aggressive IT investment), including migration to the cloud, is also growing

Secure IT system operation is essential in cyberspace

Demand for security solutions is growing in tandem with digital transformation

## Further strengthen business division system

- Embed security consulting function into each business division and operationally integrate SI and security to strengthen solutions capabilities
- Strengthen SSS and SIS Business Divisions with additional functions such as business strategizing, product planning/development & quality control



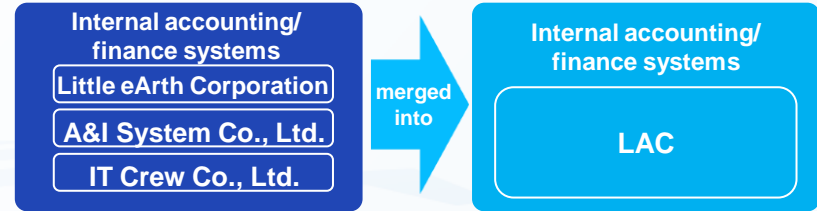
※ □ = business divisions

## Digital Transformation & Workstyle Reforms

### ● Move forward with digital transformation

- Upgrade internal systems with next-gen ERP
- Thoroughly leverage the cloud in business operations

( Deploy management support tools, improve internal IT environment,  
Deploy various communication tools, etc. )



### ● Implement workstyle reforms

- Internally cultivate & utilize human resources
- Heavily utilize veteran engineers
- Update order bookings' contractual terms in response to changing times

### ● Expand geographically in pursuit of operational expansion

- Opened Tochoyo Office as SI services hub (May 2019)
- Continuing to execute regional strategies to recruit human resources



Toyocho Office

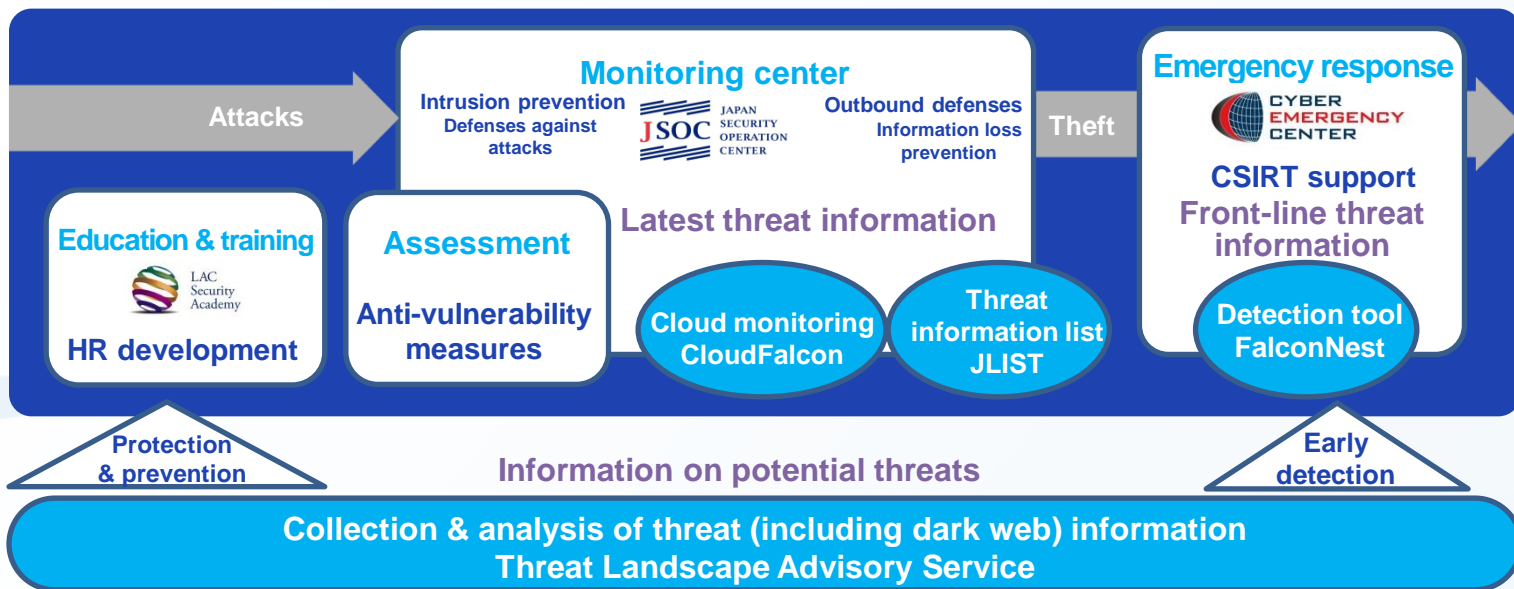
Bldg. name: Toyo-Ekimae Building  
Address: 2-2-20 Toyo, Koto-ku, Tokyo  
Floor: 2F (2,506m<sup>2</sup>)

※ERP (Enterprise Resource Planning): Management technique that aims to increase operational efficiency by building a business-critical system that comprehensively processes management resources and key information, e.g., administrative, accounting, HR, production, inventory, procurement, logistics and sales information, in real time.

## Expansion of services that utilize threat intelligence

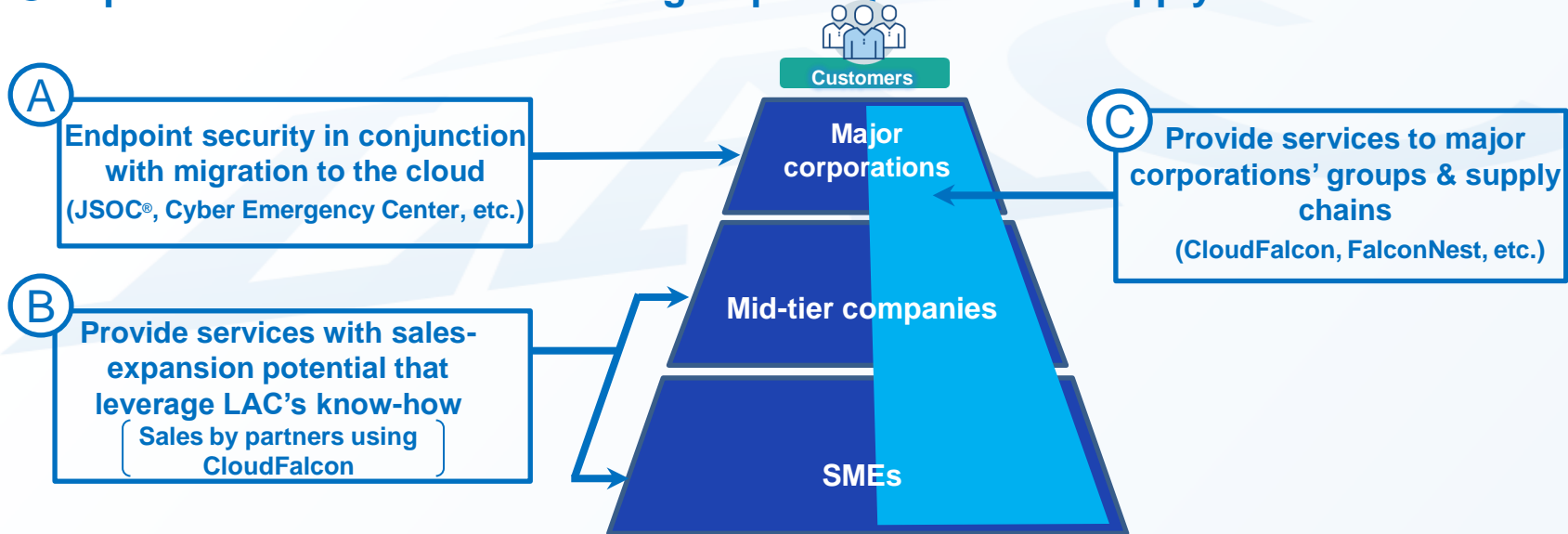
- Utilize threat information gleaned from proprietary service platforms (competitive edge)

Support security solutions with CloudFalcon, FalconNest, JLIST, etc.



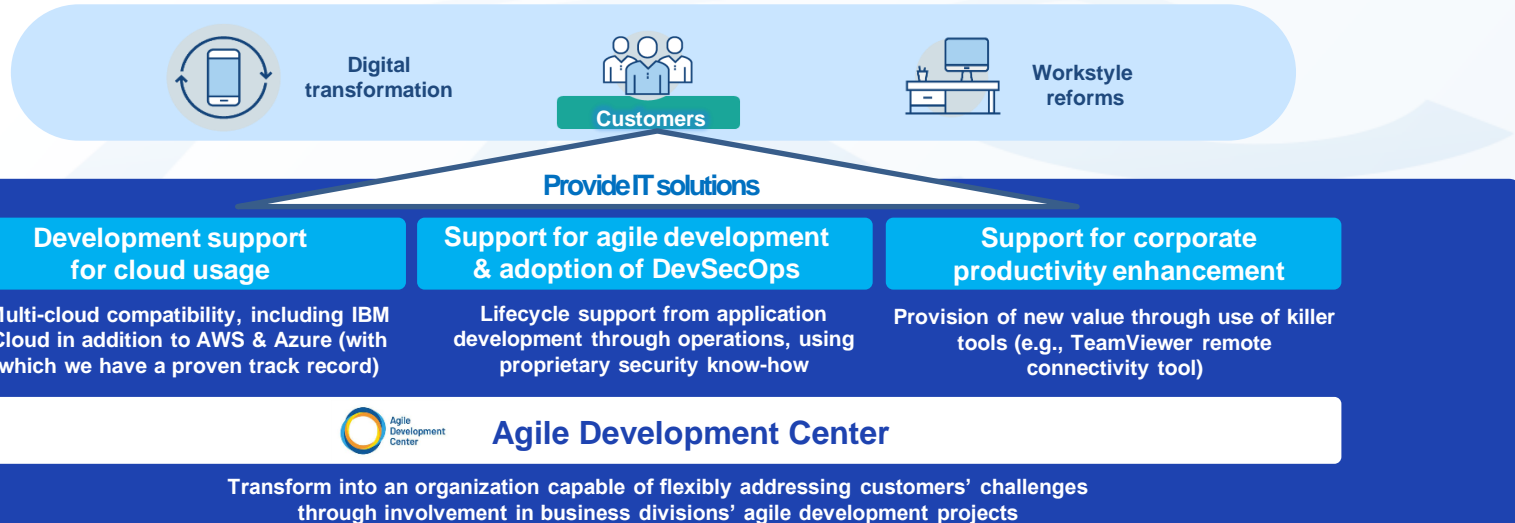
## Services tailored to market needs, from large corporations to mid-tier companies & SMEs

- Ⓐ Promote endpoint security solutions for large corporations migrating to the cloud
- Ⓑ Expand services for mid-tier companies and SMEs through services with sales-expansion potential
- Ⓒ Expand services for customers' group companies and supply chains



## Provide IT solutions that support customers' digital transformation

- Transform into SI business that flexibly addresses customers' challenges, using the Agile Development Center as a hub
- Focus on winning finance & enterprise projects through aggressive IT investment, including IoT installations & heavy AI utilization
- Expand project portfolio through cross-selling to security customers



※DevSecOps: A system development framework whereby a development project is executed by a team comprising development, security, and operations staff.

# Forecasts for the year ending March 31, 2020 (YoY Comparison)



**Forecasting major top-line growth but modest profit growth. Profit growth will be constrained by investments in future growth, including internal core-system upgrades and geographic expansion.**

(Million yen)

Subjects	2019/3 Results	2020/3 Forecasts	YoY comparison	
			Difference	Change (%)
<b>Net sales</b>	<b>38,719</b>	<b>44,000</b>	<b>+5,280</b>	<b>+13.6</b>
<b>Operating income</b>	<b>2,366</b>	<b>2,500</b>	<b>+133</b>	<b>+5.7</b>
<i>Operating income ratio (%)</i>	6.1	5.8	-0.4 p	-
<b>Ordinary income</b>	<b>2,411</b>	<b>2,530</b>	<b>+118</b>	<b>+4.9</b>
<i>Ordinary income ratio (%)</i>	6.2	5.8	-0.4 p	-
<b>Net income attributable to owners of parent</b>	<b>1,547</b>	<b>1,700</b>	<b>+152</b>	<b>+9.9</b>
<b>ROE (%)</b>	<b>14.5</b>	<b>14.0</b>	<b>-0.5 p</b>	<b>-</b>

(Notes)1. LAC decided against disclosing a fiscal first-half forecast because (1) the Japanese information services industry's sales and profits have a seasonal tendency to be disproportionately concentrated in the fiscal second-half and LAC is no exception to this tendency; and (2) LAC's earnings have the potential to fluctuate substantially on a short-term basis.

2. Work-in-process recognized in the fiscal year ended March 31, 2019, in connection with the NEXI contract is not factored into the above earnings forecasts because negotiations with NEXI are ongoing and are expected to be protracted.

## Forecasting sales and profit growth for both SSS and SIS Businesses

(Million yen)

Sales	2018/3 Results	2019/3 Forecasts	YoY comparison	
			Difference	Change (%)
Security Solutions Services (SSS) business	15,337	18,000	+2,662	+17.4
System Integration Services (SIS) business	23,381	26,000	+2,618	+11.2
Total	38,719	44,000	+5,281	+13.6

(Million yen)

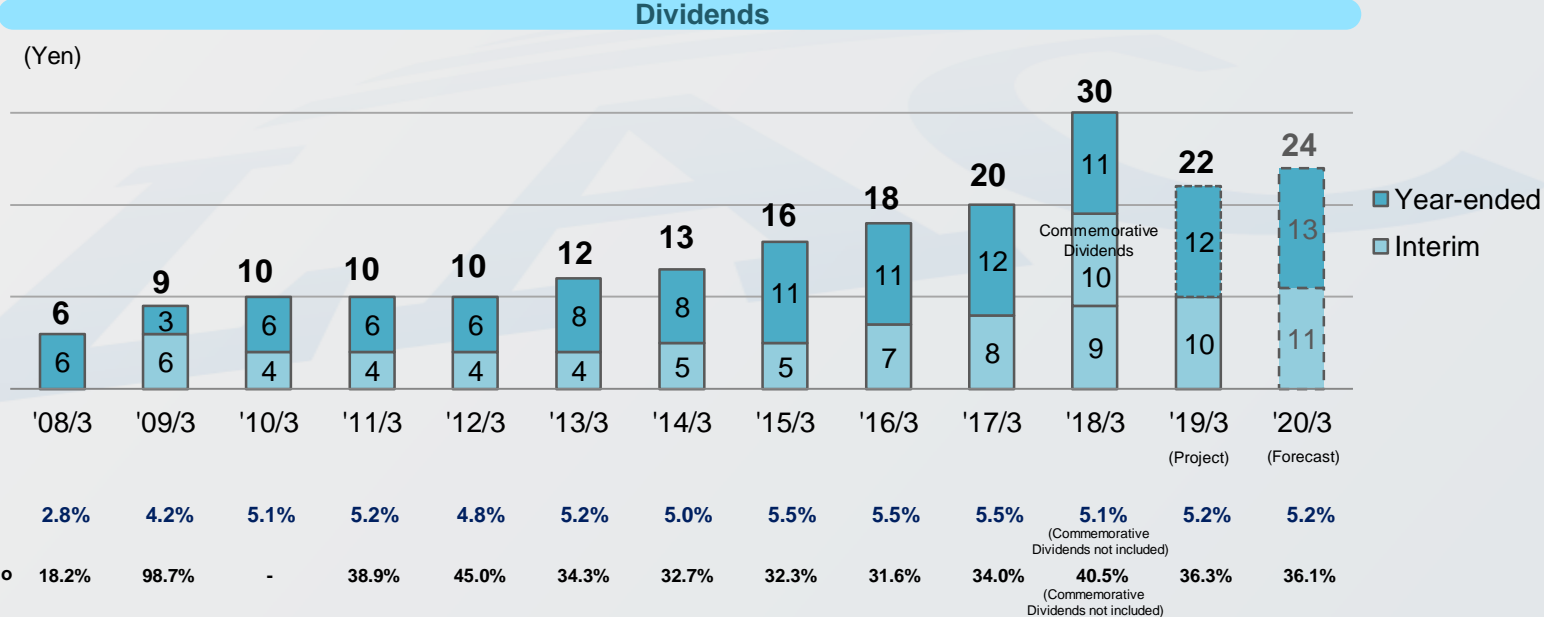
Segment margin	2018/3 Results	2019/3 Forecasts	YoY comparison	
			Difference	Change (%)
Security Solutions Services (SSS) business	2,632	3,150	+517	+19.7
System Integration Services (SIS) business	2,800	3,500	+699	+25.0
Company-wide common expenses	-3,066	-4,150	-1,083	-35.0
Total	2,366	2,500	+133	+5.7



## Planning to pay ¥22 DPS for last FY; forecasting current FY's DPS at ¥24

### Dividend Policy

- Maintain stable dividend on ongoing basis to attract stable long-term shareholders
- Target 5% DOE (dividend-to-equity ratio) as core metric

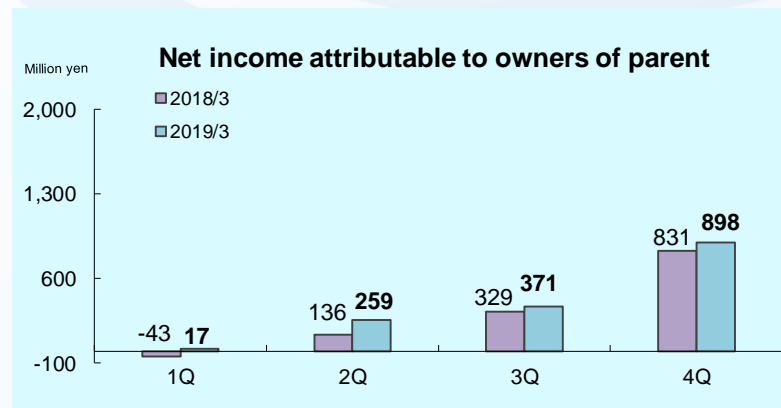
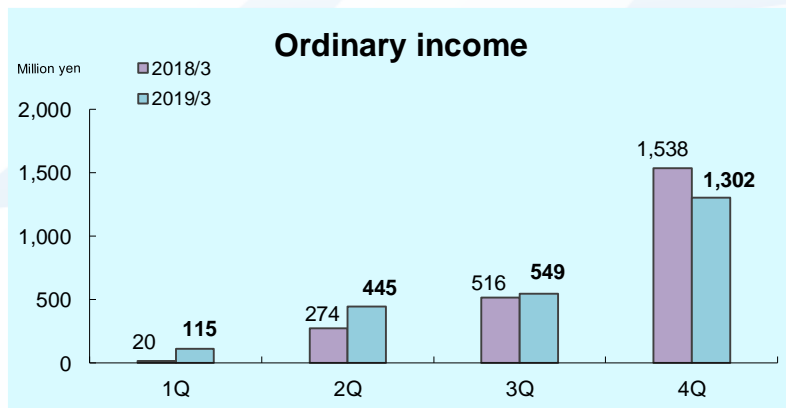
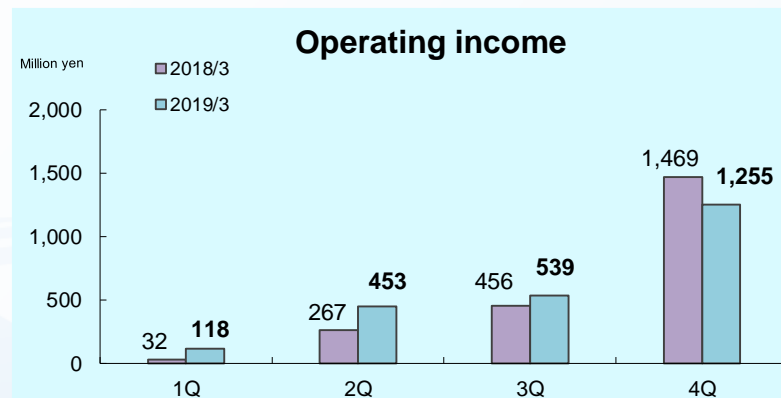
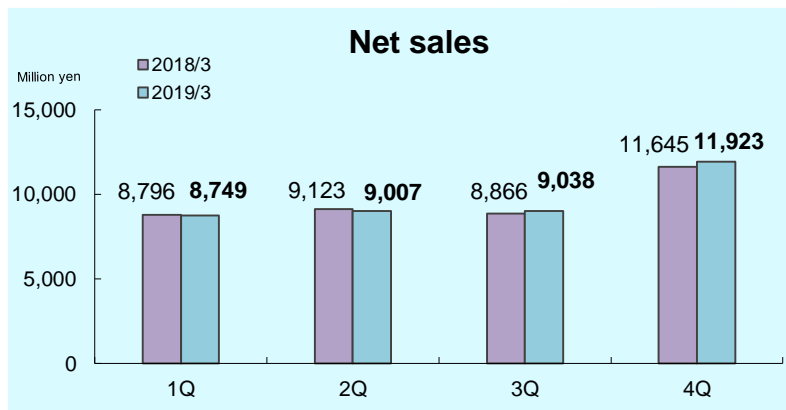


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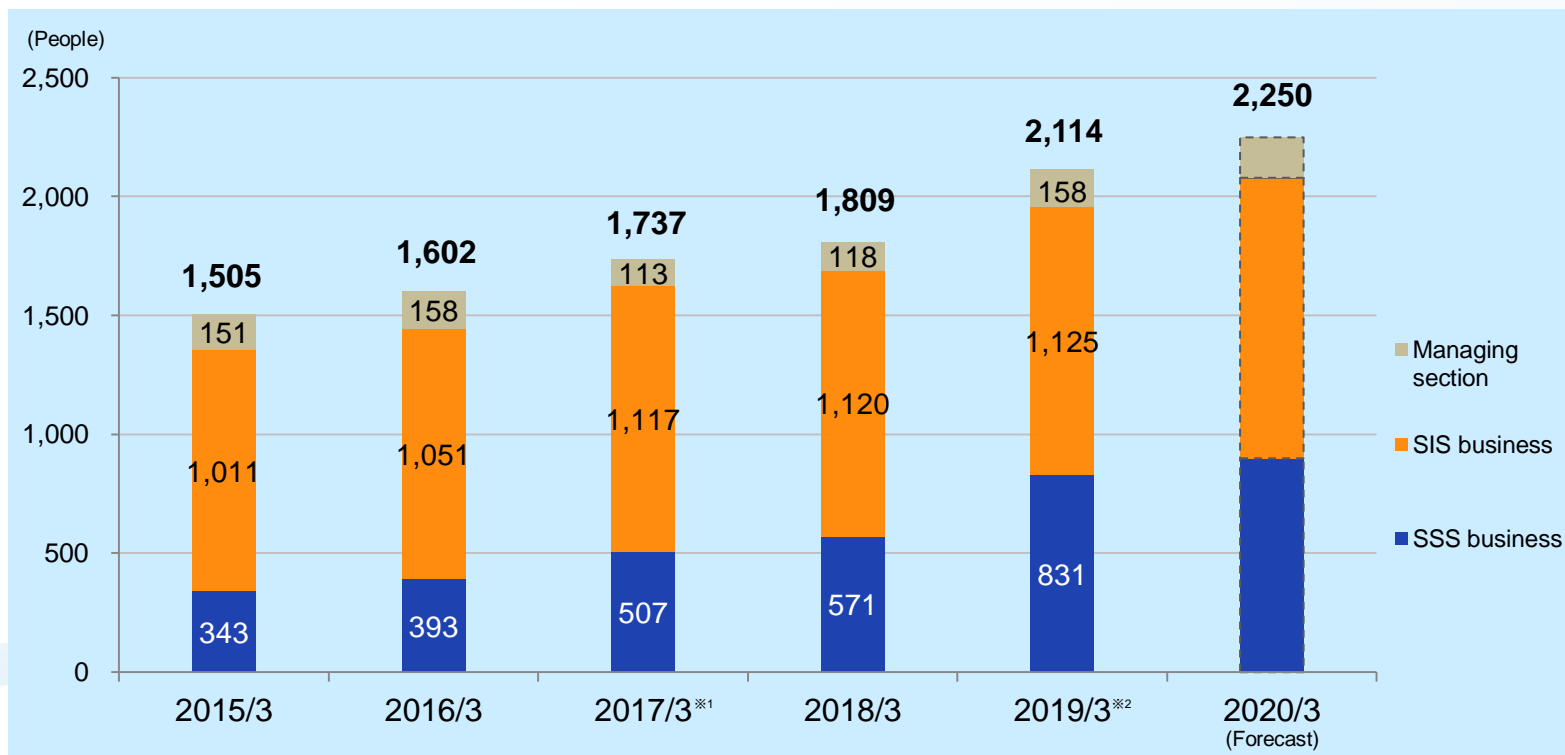
# Financial Results for the year ended March 31, 2019 (Quarterly)



## YoY Comparison



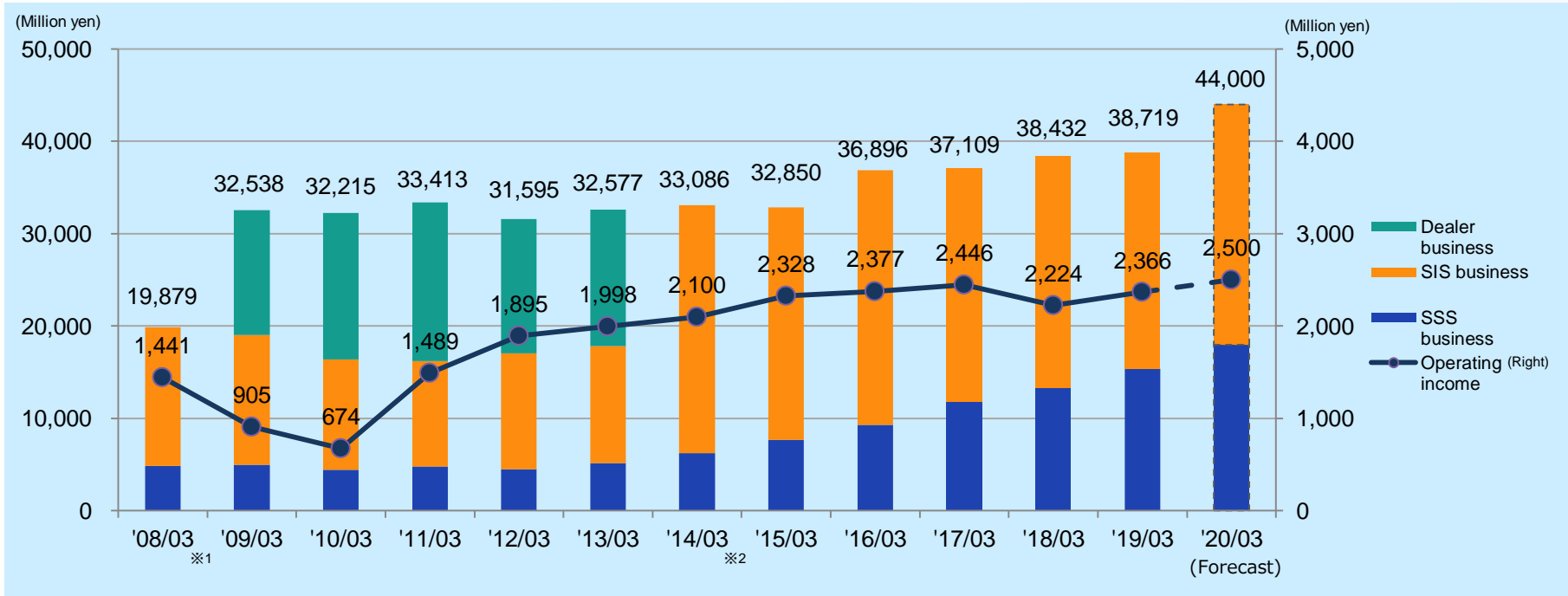
# Consolidated Employees



※1 From the fiscal year ended March 31, 2018, LAC started counting contract workers as employees in light of increased re-hiring of post-retirement-age employees and lengthening of employment contract durations. It also changed how it classifies employees by business segment to better reflect relevant job functions, mainly in the managing section. Employees who work in both the SSS and SIS segments are assigned to a segment based on their predominant role. Headcounts as of March 31, 2017, were retrospectively adjusted in accord with the revised counting method, but headcounts for the fiscal years ended March 31, 2015 and 2016, are based on the previous counting method.

※2 From the fiscal year ended March 31, 2019, the SSS segment's consolidated headcount includes employees of Asian Link, a subsidiary since April 2, 2018.

# Performance



※1 Earnings for the fiscal year ended March 31, 2008, the fiscal year in which Little eArth Corporation Co., Ltd. and A&I System Co., Ltd., initiated their management integration, include Little eArth Corporation's net sales and operating income for the 15 months from January 2007 through March 2008 because Little eArth Corporation changed its fiscal year-end from December to March. Little eArth Corporation's nonconsolidated earnings for the three months ended March 31, 2007, are deducted from the earnings data herein to present annualized pro forma data for the sake of like-for-like comparability.

※2 Business segments were revised from the fiscal year ended March 31, 2015. The data plotted above for the preceding fiscal year (ended March 31, 2014) are adjusted to reflect the re-segmentation to present pro forma data for the sake of segment-by-segment earnings comparability.

# Business Forecasts by Subsegment



(Million yen)

Sales	2019/3		2020/3		YoY Comparison	
	Results	Composition (%)	Forecast	Composition (%)	Deference	Change (%)
<b>Security Solutions Services (SSS) business</b>	<b>15,337</b>	<b>39.6</b>	<b>18,000</b>	<b>40.9</b>	<b>+2,662</b>	<b>+17.4</b>
Security Consulting Services	2,888	7.5	3,580	8.1	+691	+23.9
Security Assessment Services	2,293	5.9	2,540	5.8	+246	+10.8
Security Monitoring Services	5,912	15.3	7,010	15.9	+1,097	+18.6
Security Product Sales	2,958	7.6	3,870	8.8	+911	+30.8
Security Maintenance Services	1,285	3.3	1,000	2.2	△285	△22.2
<b>System Integration Services (SIS) business</b>	<b>23,381</b>	<b>60.4</b>	<b>26,000</b>	<b>59.1</b>	<b>+2,618</b>	<b>+11.2</b>
Development Services	14,586	37.8	17,240	39.2	+2,653	+18.2
Hardware and Software Sales	2,533	6.5	3,060	7.0	+526	+20.8
IT Maintenance Services	4,814	12.4	4,000	9.1	△814	△16.9
Solutions Services	1,446	3.7	1,700	3.8	+253	+17.5
Total	38,719	100.0	44,000	100.0	+5,281	+13.6

## ■ IoT security assessment service launched (May 2018)

The service comprehensively assesses software, hardware, and network vulnerabilities of diverse IoT devices installed in factories, offices & elsewhere.

### Main features:

- Assessment settings can be optimized to IoT device's operating environment
- Employs assessment techniques that utilize LAC's latest propriety IoT security information
- Meets security level specifications of various IoT security guides

## ■ Singapore Branch opened (July 2018)

Established to provide security solutions to support the operations of Japanese companies pursuing growth in the ASEAN region.

Name	LAC Co., Ltd., Singapore Branch
Address	80 Robinson Road #10-01A Singapore 068898
Date opened	July 1, 2018
Business	Providing cybersecurity services in ASEAN region

## ■ Threat intelligence service launched (August 2018)

JLIST provides proprietary threat intelligence from a voluminous database of cutting-edge expertise in security monitoring, malware analysis, and technology research.

It dramatically improves available security products' ability to defend against the latest threats and Japan-specific cyber threats.

## ■ Risk assessment service launched for industrial control systems (August 2018)

The service comprehensively assesses cybersecurity risks to plants' networked control systems.

It contributes to networked plants' safety by enabling implementation of optimal safeguards against security risks specific to industrial control systems, including equipment malfunctions and plant downtime due to cyber tampering, viruses, etc.



## ■ **Cyber insurance added to JSOC®<sup>®</sup>, LAC's flagship monitoring service (Oct 2018)**

Cyber Loss Indemnification Pack for JSOC, Japan's first cyber-insured security package, adds cyber insurance to JSOC®<sup>®</sup> Managed Security Service, LAC's flagship security monitoring service.

It provides integrated protection against cyberattacks and indemnification of cyber losses.

## ■ **CloudFalcon launched as low-priced monitoring service (October 2018)**

CloudFalcon, a newly developed automated security monitoring service that incorporates the same know-how as JSOC®<sup>®</sup> Managed Security Service, an advanced monitoring service staffed by security analysts, was launched in October 2018.

It substantially reduces costs and workload by enabling sophisticated, high-quality security monitoring not dependent on expert security analysts' judgment and allowing system migration to the cloud.

## ■ FalconNest security audit tool released for free (November 2018)

FalconNest, a free tool that conveniently enables companies' IT security staff to independently identify evidence of cyberattacks and scan for malware, was released in November 2018.

It provides malware and security breach detection via the cloud.



## ■ Coordinating with NISC in the cybersecurity field (since December 2018)

Entered into basic agreement with National Center of Incident Readiness and Strategy for Cybersecurity (NISC) regarding coordination and collaboration in the cybersecurity field.

Strengthening collaborative relationship with the Cybersecurity Response Coordination Center by sharing cybersecurity threat intelligence with NISC through December 31, 2020.



NISC Director General Satoshi Maeda (right)  
and LAC President Itsuro Nishimoto (left) at NISC

## ■ LAC Tech Center Kitakyushu opened (January 2019)

Opened LAC Tech Center® in Kitakyushu as a regional technology hub for security operations.

The Center is mainly in charge of certain development and maintenance functions for LAC Falcon®, the JSOC® security monitoring center's core system. It is slated to also expand HR recruitment in northern Kyushu and train security engineers.

Name	LAC Tech Center Kitakyushu
Location	Kokurakita-ku, Kitakyushu-shi, Fukuoka Prefecture
Floor area	Approx. 308m <sup>2</sup>
Opened	January 2019
Commenced operations	April 2019
Employees	15 (as of April 2019)

## ■ Co-developed and launched SeeLAC encrypted traffic visibility zone building service (March 2019)

Launched SeeLAC, an SSL visibility zone building service jointly developed with TechMatrix Corporation in response to the problem of websites' pre-SSL security measures being rendered ineffective by SSL. SeeLAC temporarily decrypts and re-encrypts encrypted communications.

## ■ Partnering with NEC Asia Pacific in security business in Asia-Pacific region (March 2019)

Agreed to form a cybersecurity business alliance with NEC Asia Pacific (NEC APAC) in the Asia-Pacific region.

Planning to launch, together with NEC APAC, an advanced security monitoring service for SMEs and mid-tier companies by the end of 2019. Also planning to jointly provide cybersecurity training services to customers in Asia Pacific region.

## ■ Threat Landscape Advisory Service launched (April 2019)

Launched Threat Landscape Advisory Service, which enables users to respond to potential threats based on expert analysts' intensive analysis of information not aggregated by search engines, including information circulating on the dark web.

Utilizing the Recorded Future threat intelligence service, analysts with expertise in threat intelligence identify potential threats and risks to companies, track criminal activity and prevent cyber losses.

## ■ Providing support with TeamViewer remote connectivity solutions (since April 2019)

Entered into a comprehensive partnership agreement and launched an alliance with TeamViewer Japan K.K. to leverage secure and effective remote connectivity solutions to support companies undertaking operational reforms such as efficiency upgrades and workstyle diversification.

The combination of LAC's security expertise and TeamViewer remote connectivity products enables safer remote connectivity solutions.

## ■ Partnering with TIS in cloud and security fields (since May 2019)

Formed alliance with TIS Inc. in the cloud and security services fields.

LAC and TIS have teamed up to provide services to the public sector and financial institutions, manufacturers, service providers, and other companies, capitalizing on both TIS's extensive multi-cloud track record and know-how and LAC's industry-leading expertise in security.



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