

LAC → D ←  
supports your business

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



# Financial Results for the year ended March 31, 2020

May 12, 2020

LAC Co., Ltd.

# **1. Outline of Financial Results for the year ended March 31, 2020**

**2. Progress with key initiatives**

**3. Forecasts for the year ending  
March 31, 2021**

**4. References**

# Highlights of Consolidated Financial Results (YoY comparison)



**Net sales up on revenue growth of Security and SI businesses Profits down on upfront investment to reinforce management base and Security business structure**

(Million yen)

Subjects	2019/3 Results	2020/3 Results	YoY comparison	
			Difference	Change (%)
<b>Net sales</b>	<b>38,719</b>	<b>40,466</b>	<b>+1,746</b>	<b>+4.5</b>
<b>Operating income</b>	<b>2,366</b>	<b>1,767</b>	<b>-599</b>	<b>-25.3</b>
<i>Operating income ratio (%)</i>	6.1	4.4	-1.7p	-
<b>Ordinary income</b>	<b>2,411</b>	<b>1,869</b>	<b>-541</b>	<b>-22.5</b>
<i>Ordinary income ratio (%)</i>	6.2	4.6	-1.6p	-
<b>Net income attributable to owners of parent</b>	<b>1,547</b>	<b>1,091</b>	<b>-455</b>	<b>-29.4</b>
<b>ROE(%)</b>	<b>14.5</b>	<b>9.4</b>	<b>-5.1p</b>	<b>-</b>

\* The company booked IT investment and investments to improve operational efficiency totaling approximately ¥240 million.

# Business Results by Segment (YoY comparison)



**Security Business sales up, profit down; SI Business sales and profits increased. Investments such as revamp of internal IT systems and office openings drove up corporate common expenses.**

(Million yen)

Sales	2019/3 Results	2020/3 Results	YoY comparison	
			Difference	Change (%)
Security Solutions Services (SSS) business	15,337	16,446	+1,108	+7.2
System Integration Services (SIS) business	23,381	24,019	+638	+2.7
Total	38,719	40,466	+1,746	+4.5

Segment margin*	2019/3 Results	2020/3 Results	YoY comparison	
			Difference	Change (%)
Security Solutions Services (SSS) business	2,632	2,438	-194	-7.4
System Integration Services (SIS) business	2,800	2,905	+105	+3.8
Total	5,433	5,344	-88	-1.6

Company-wide common expenses	-3,066	-3,577	-510	-
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\*Segment margin is profit that includes business-related SG&A expenses but before the incorporation of corporate common expenses.

# Business Results of Security Solution Service (SSS) segment

Sales up on product sales growth, profit dented by upfront investments in structural reinforcement and higher depreciation with launch of new services

- **Consulting Services**

Emergency response service contracts and one-off projects for companies and organizations in the education field increased.

- **Assessment Services**

Ongoing projects declined, but platform assessments (investigating vulnerabilities of intranets and other networks) increased.

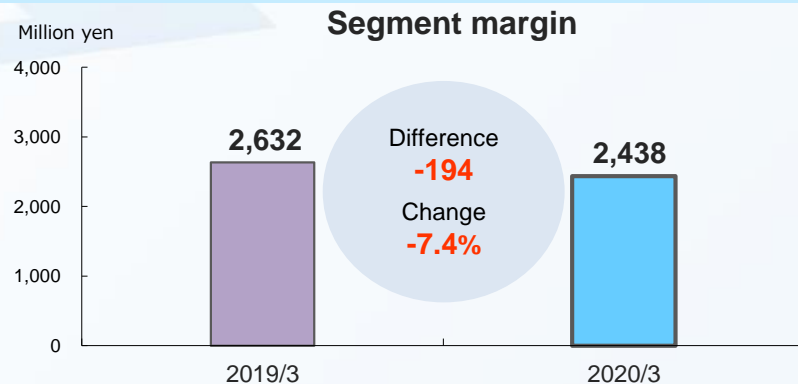
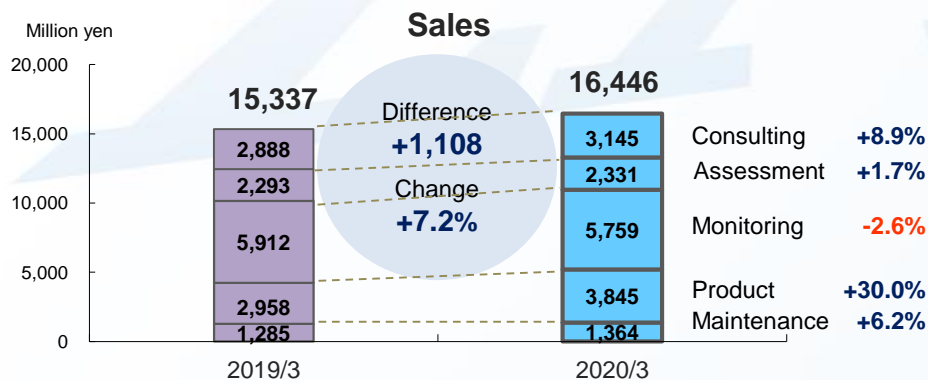
- **Monitoring Services**

Monitoring service sales to a major manufacturer in the Chubu region continued to grow, but sales declined due to weak performance of subsidiaries Asian Link and NetAgent.

- **Product Sales**

Sales of web security products that also prevent denial-of-service attacks continued to grow, while sales contributions also came from products that examine information on potential threats.

Segment margin declined, mainly owing to upfront investments for structural reinforcement such as recruitment and training, as well as higher depreciation and amortization associated with launch of new services



## Sales and profit up on expansion of mainstay Development Services

- **Development Services**

Did not acquire as many new projects from financial industry as planned, but projects for IT services industry and other industries grew.

- **Hardware and Software Sales**

HW/SW sales were weak last FY, but have increased in the first three months thanks mainly to a rise in contract renewals etc.

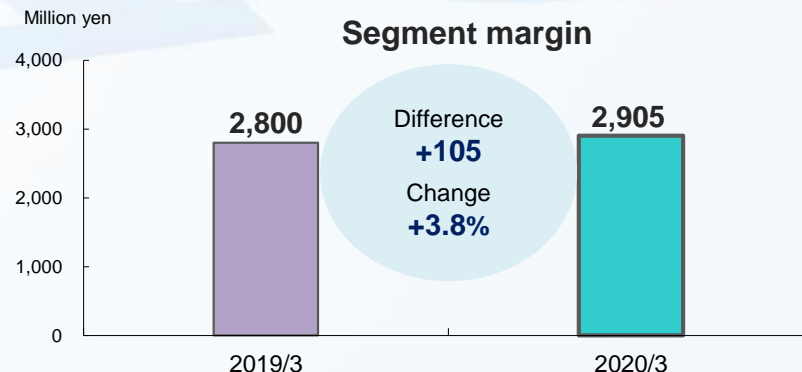
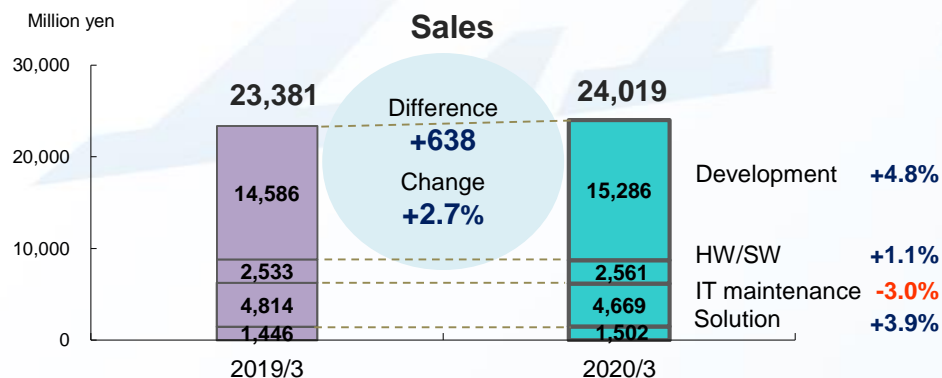
- **IT Maintenance Services**

HW/SW sales were weak in the previous FY (FY2019), resulting in a lower number of contract renewals, etc.

- **Solutions Services**

Sales of digital marketing services by subsidiary Japan Current were weak, but data center-related services and other services expanded.

### Segment profit up due to impact of increased sales (primarily in Development Services)



# Highlights of Consolidated Balance Sheet (YoY comparison)



Ensuring a stable financial base while continuing to maintain adequate funds to meet operational requirements

(Million yen)

Subjects	As of March 31, 2019	As of March 31, 2020	Difference
<b>Total Assets</b>	<b>22,613</b>	<b>22,383</b>	<b>-229</b>
Current assets	16,464	14,976	-1,488
Noncurrent assets	6,148	7,407	+1,258
<b>Total Liabilities</b>	<b>11,308</b>	<b>10,420</b>	<b>-887</b>
Current liabilities	9,632	9,515	-117
Noncurrent liabilities	1,675	904	-770
<b>Total net assets</b>	<b>11,305</b>	<b>11,963</b>	<b>+658</b>
Cash and deposit	4,343	4,653	+310
Interest-bearing debt	2,351	3,033	+682
<b>Shareholders' equity ratio</b>	<b>50.0%</b>	<b>53.4%</b>	<b>+3.4p</b>

Point
Assets
<b>[Current assets]</b>
· Decrease in prepaid expenses included in "other" -2,800
· Increase in advance payments included in "other" +903
· Increase in merchandise +819
· Decrease in notes and accounts receivable-trade -553
<b>[Noncurrent assets]</b>
· Increase in software +1,182
Liabilities
<b>[Current liabilities]</b>
· Decrease in advances received included in "other" -2,736
· Increase in short-term debt +1,500
· Increase in accounts receivable-trade +1,167
· Increase in advance payments included in other" +569
<b>[Noncurrent liabilities]</b>
· Decrease in Long -term loans payable -732
Net assets
<b>[Net assets]</b>
· Increase in retained earnings +679

# Highlights of Consolidated Cash Flow



## Operating cash flow improved greatly Free cash flow also improved even with aggressive investment

(Million yen)

Subjects	2019/3 Results	2020/3 Results
Cash Flows from Operating Activities	-633	2,671
Cash Flows from Investing Activities	-868	-2,424
Cash Flows from Financing Activities	747	79
Free Cash Flows	-1,502	247
Net Increase (Decrease) in Cash and Cash Equivalents	-760	310
Cash and Cash Equivalents at Beginning of Year	5,103	4,343
Cash and Cash Equivalents at End of Year	4,343	4,653

### Point

#### Cash Flows from Operating Activities

• Income before income taxes	1,631
• Depreciation and amortization	793
• Decrease in notes and accounts receivable-trade	862
• Increase in notes and accounts payable-trade	747
• Income taxes paid	-979

#### Cash Flows from Investing Activities

• Purchase of property, plant and equipment	-792
• Purchase of software	-1,454

#### Cash Flows from Financing Activities

• Net Increase in short-term loans payable	1,500
• Repayment of long-term loans payable	-732
• Cash dividends paid	-596



# Highlights of Consolidated Financial Results

## (Comparison with Previous Forecasts)



Net sales slightly below forecast, but profits exceeded expectations

(Million yen)

Subjects	2020/3 Forecasts (2020/2/7)	2020/3 Results	Comparison	
			Difference	Change (%)
Net sales	40,500	40,466	-33	-0.1
Operating income	1,650	1,767	+117	+7.1
<i>Operating income ratio (%)</i>	4.1	4.4	+0.3p	-
Ordinary income	1,700	1,869	+169	+10.0
<i>Ordinary income ratio (%)</i>	4.2	4.6	+0.4p	-
Net income attributable to owners of parent	1,000	1,091	+91	+9.2
ROE (%)	8.6	9.4	+0.8p	-

# Business Results by Segment (Comparison with Previous Forecasts)



## Similar results by segment; profits ahead of forecast

(Million yen)

Sales	2020/3 Forecasts	2020/3 Results	Comparison	
			Difference	Change (%)
Security Solutions Services (SSS) business	16,460	16,446	-13	-0.1
System Integration Services (SIS) business	24,040	24,019	-20	-0.1
Total	40,500	40,466	-33	-0.1

Segment margin*	2020/3 Forecasts	2020/3 Results	Comparison	
			Difference	Change (%)
Security Solutions Services (SSS) business	2,380	2,438	+58	+2.5
System Integration Services (SIS) business	2,830	2,905	+75	+2.7
Total	5,210	5,344	+134	+2.6

Company-wide common expenses	-3,560	-3,577	-17	-
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\*Segment margin is profit that includes business-related SG&A expenses but before the incorporation of corporate common expenses.

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Further growth of business with major corporations



## Expanding monitoring service business with major manufacturer in Chubu region

Continued to increase number of group companies served

## Established service structure for endpoint security solutions

Introduced managed services for two products (of Microsoft and CrowdStrike) that LAC has verified as providing necessary and adequate activity logs for investigating the cause of security incidents, and increased orders for these

Promoting business with mid-tier companies and SMEs



## Enhanced and expanded features of CloudFalcon® and increased number of partner companies

Partner companies provide services through use of sophisticated, high quality, cloud-based automated analysis engine that harnesses monitoring/operational knowledge

## Launched low-cost assessment service provided by subsidiary Asian Link Co., Ltd.

Hybrid assessment (people + tools) of web applications incorporating LAC's know-how

Pursuing further  
collaboration, etc.



## Collaboration with TIS Inc. in cloud and security fields

(from April 2019)

Providing comprehensive services combining security system operations and cloud applications

## Established Red Team Technologies Co., Ltd., a joint venture with DIGITAL HEARTS HOLDINGS Co., Ltd.

(launched operations in December; 40% equity stake)

Providing Synack's cloud-based penetration testing

## Acquired Secure Coding Checker, a diagnostic tool for Android apps, from a Sony Group company, through asset transfer

(began operation in April 2020)

De facto standard tool for Android app diagnostics in compliance with Japan Smartphone Security Association guidelines

## Joint research with Kyushu Institute of Technology on cyber defense utilizing AI

Research into using AI to detect and defend against hidden threats and signs of potential threats

## Promoting customer problem-solving services



### Providing DevSecOps support services

Provision of HashiCorp's multi-cloud development solutions

- Authentication/authorization data management solution Vault
- Working with Terraform Enterprise to streamline cloud management



### Providing work-style reform support services

Provision of remote connectivity solution TeamViewer, characterized by easy set-up and low network load (TeamViewer Japan K.K.)



Provision of Secure Inc.'s Facial Recognition-based Screen Privacy System, which uses sophisticated authentication technologies to prevent leakage of information displayed on computer screens



### Support from Agile Development Center

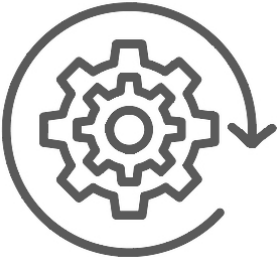
Bolstering engineer training and promoting agile development projects



### Expansion of system development projects for cloud infrastructure

Increase in projects for financial industry; constructing development framework to secure, enhance, and expand cloud engineer team

## Promoting digital transformation



### Integration and renewal of company backbone systems

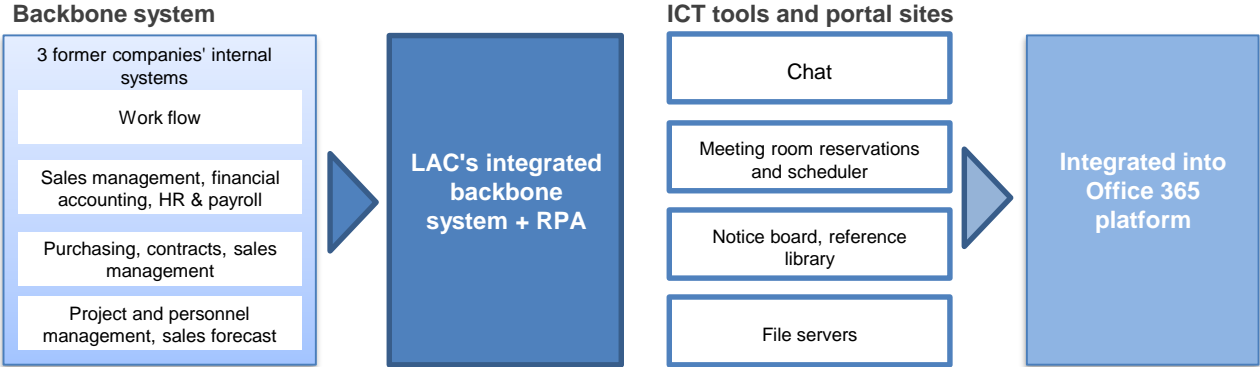
Promotion of design and configuration of new backbone system (SAP) to prepare for digital transformation (operations to launch in October 2020)

Promoting use of RPA in administrative work duties in fields such as HR, accounts, etc.

### Promoting reforms that fully utilize the cloud

Full transition of internal ICT tools (email, chat, etc.) to Office 365 (July 2019)

Fully utilizing Office 365 (including Teams) to enable all employees to work from home in principle from March 27, 2020 onward as a means to prevent the spread of the novel coronavirus (also utilized for remote new employee welcoming ceremony, training courses, etc.)



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In the forthcoming

**Society5.0**

era, IT will drive economic growth and solve societal problems

**IT-driven reform: Digital transformation (proactive IT investment) expanding**

Development of services and business systems that utilize cloud infrastructure

**Demand for security measures also grows in correlation with increased use of IT**

Conventional measures + security measures to protect cloud environment

**Dramatic changes to corporate management due to novel coronavirus**

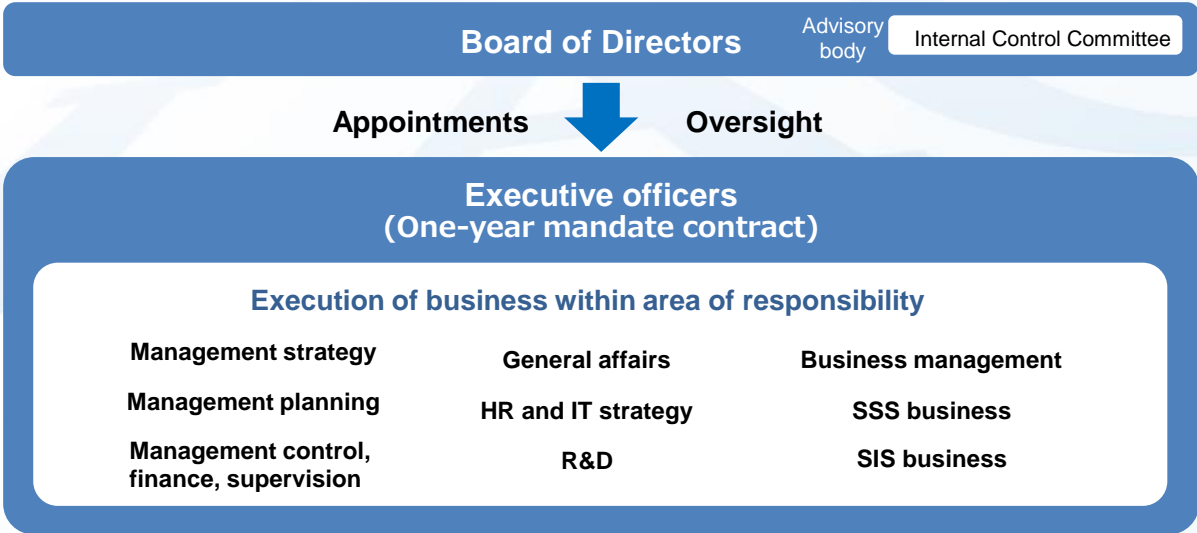
**Outlook for economic activity remains deeply uncertain**

**However, security more important than ever due to shift to working from home**

## Strengthening of governance system

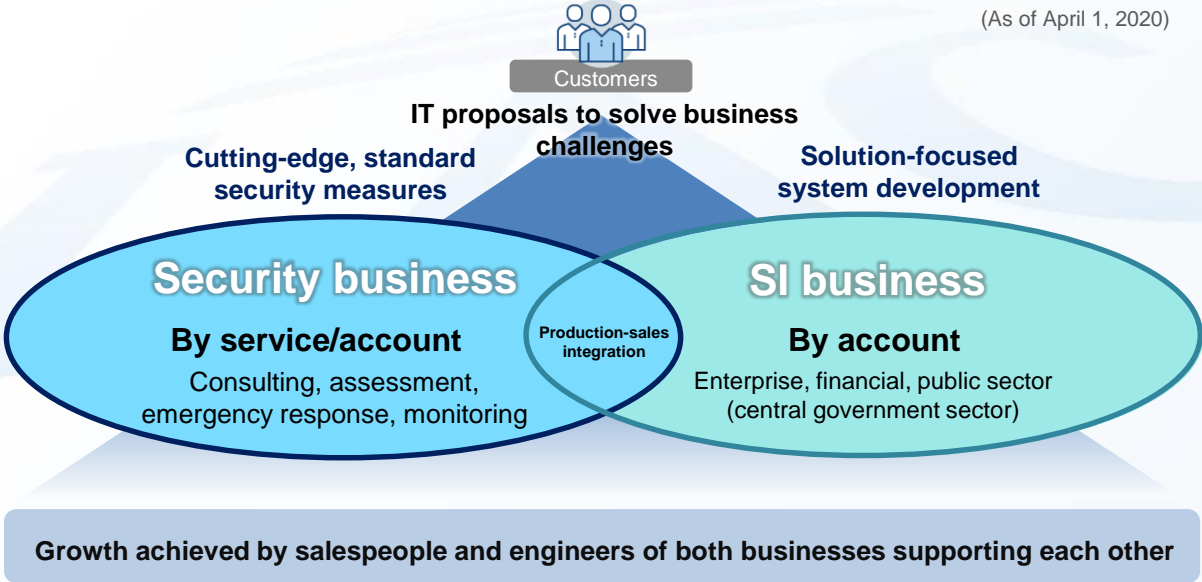
- Separated management and business execution. Under new executive officer system, executive officers have authority over, and responsibility for each area of business execution
- Board of directors now dedicated to monitoring and oversight of business execution

(As of April 1, 2020)

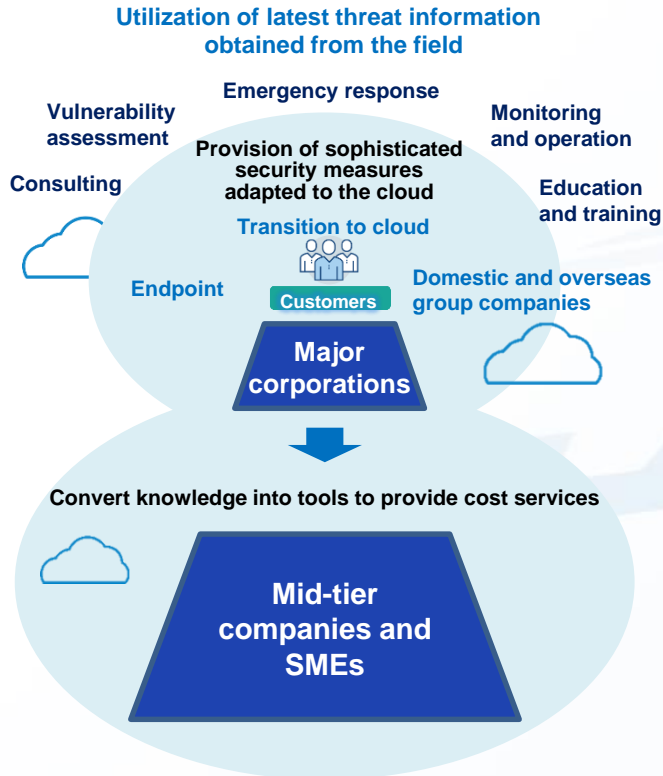


## Further evolution of business organization

- Business organization also revamped alongside transition to new executive officer system. Pursued further evolution into an organizational structure in which the Security and SI businesses support each other, integrating production and sales to provide optimal solutions



## Expanded recurring revenue business with major corporations, mid-tier companies, and SMEs



### Business portfolio shift

- Increase share of recurring revenue/subscription-based business
- Grow license business by developing solutions in-house
- Develop more security products that generate overseas sales

### Evolving services for major corporate groups

- Provide safety checks and simple assessment services for remote working environments
- Enhance and expand security services for cloud environments

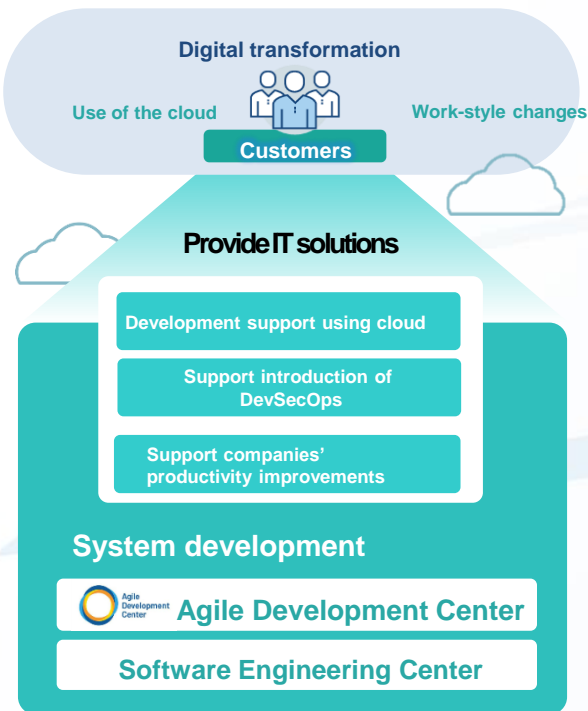
### Apply knowledge gained from working with major corporations to mid-tier companies and SMEs

- Expand sales promotion partnership structure for CloudFalcon automated monitoring system
- Promote incident response education using free audit tool FalconNest
- Grow low-cost web assessment services provided by Asian Link

### Promote collaboration-based businesses

- Strengthen collaboration with KDDI Digital Security and Red Team Technologies
- Promote sales and services with strategic partners

## Provide IT solutions that support digital transformation



### Further expand development projects using cloud infrastructure

- Further expand development projects for the financial industry in collaboration with TIS
- Win large projects by expanding engineer team
- Promote development support services that utilize major cloud infrastructures

### Expand services that support introduction of DevSecOps

- Begin full-fledged expansion of solutions utilizing HashiCorp support tools such as Vault and Terraform

### Grow support services adapted to work-style changes

- Grow home-based work business using killer applications (based on killer apps such as TeamViewer and the Facial Recognition-based Screen Privacy System)
- Combine these services with Security business

### Educate and train engineers to strengthen response capabilities (the two dojos)

- Enhance response time and flexibility: Agile Development Center
- Strengthen technical competitiveness: Software Engineering Center (dojo)

**Impossible to be certain about the impact of the novel coronavirus outbreak at this point in time**

**We are therefore disclosing forecasts based on assumptions that do not reflect the impact of the outbreak**

We may revise our earnings forecasts after we have ascertained the extent of the impact

## Sharp increases in net sales and operating income are forecast

(Million yen)

Subjects	2020/3 Results	2021/3 Forecasts	YoY comparison	
			Difference	Change (%)
<b>Net sales</b>	<b>40,466</b>	<b>46,600</b>	<b>+6,133</b>	<b>+15.2</b>
<b>Operating income</b>	<b>1,767</b>	<b>2,150</b>	<b>+382</b>	<b>+21.7</b>
<i>Operating income ratio (%)</i>	4.4	4.6	+0.2p	-
<b>Ordinary income</b>	<b>1,869</b>	<b>2,200</b>	<b>+330</b>	<b>+17.7</b>
<i>Ordinary income ratio (%)</i>	4.6	4.7	+0.1p	-
<b>Net income attributable to owners of parent</b>	<b>1,091</b>	<b>1,580</b>	<b>+488</b>	<b>+44.7</b>
<b>ROE (%)</b>	<b>9.4</b>	<b>12.3</b>	<b>+2.9p</b>	<b>-</b>

Notes: 1. IT investment of approximately ¥600 million is planned.

2. The contract with Nippon Export and Investment Insurance is not included in the above forecast as negotiations are ongoing.

# Business Forecasts by Segment (YoY Comparison)

Net sales and operating income growth forecast for Security and SI businesses on service sales growth  
Company-wide common expenses up due to internal IT investment, etc.

(Million yen)

Sales	2020/3 Results	2021/3 Forecasts	YoY comparison	
			Difference	Change (%)
Security Solutions Services (SSS) business	16,446	19,760	+3,313	+20.1
System Integration Services (SIS) business	24,019	26,840	+2,820	+11.7
Total	40,466	46,600	+6,133	+15.2

Segment margin	2020/3 Results	2021/3 Forecasts	YoY comparison	
			Difference	Change (%)
Security Solutions Services (SSS) business	2,438	3,540	+1,101	+45.2
System Integration Services (SIS) business	2,905	3,050	+144	+5.0
Total	5,344	6,590	+1,245	+23.3

Company-wide common expenses	-3,577	-4,440	-862	-
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\*Segment margin is profit that includes business-related SG&A expenses but before the incorporation of corporate common expenses.



# Forecasts for the year ending March 31, 2021 (Differences versus Mid-Term Management Plan)

Net sales expected to be on track, but profits below target due to lower sales of Security business and increased investment to reinforce management base

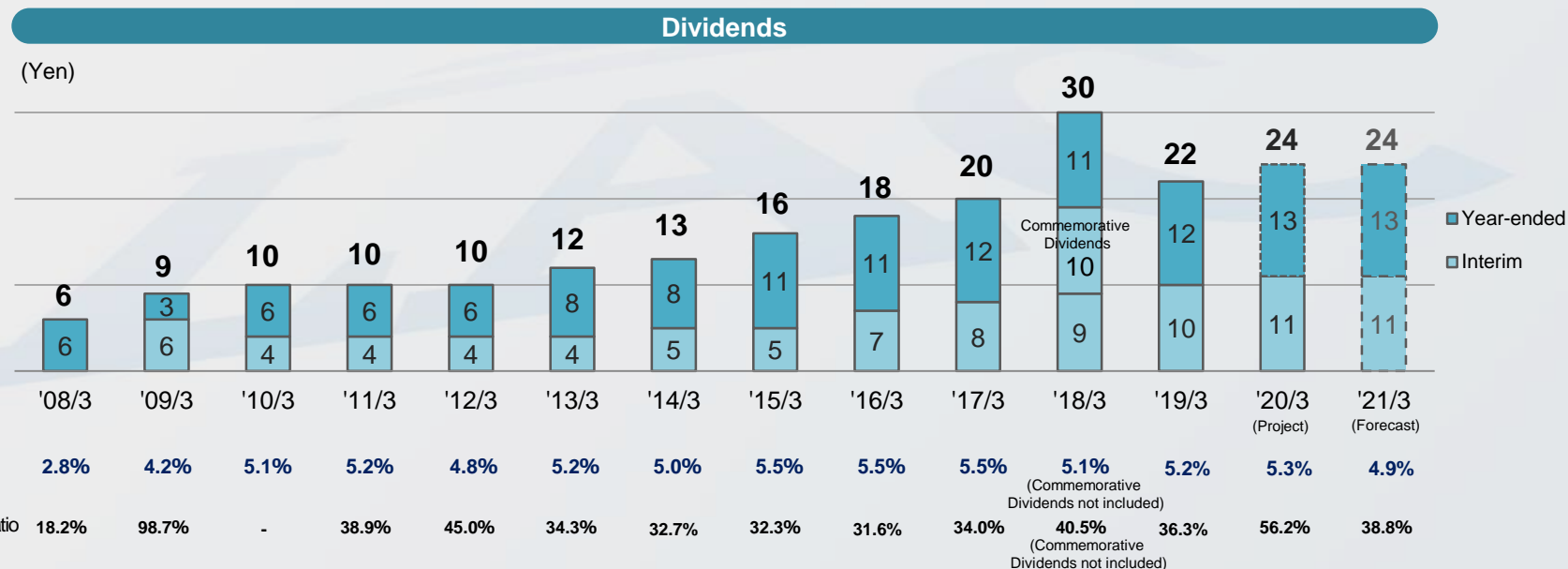
(Million yen)

Subjects	2020/3 Medium-Term Management Plan	2021/3 Forecasts	Comparison with Medium-Term Management Plan	
			Difference	Change (%)
<b>Net sales</b>	<b>46,000</b>	<b>46,600</b>	<b>+600</b>	<b>1.3</b>
Security Solutions Services (SSS) business	21,000	19,760	-1,240	-5.9
System Integration Services (SIS) business	25,000	26,840	+1,840	7.4
<b>Operating income</b>	<b>2,900</b>	<b>2,150</b>	<b>-750</b>	<b>-25.9</b>
<i>Operating income ratio (%)</i>	6.3	4.6	-1.7p	-
<b>Ordinary income</b>	<b>3,000</b>	<b>2,200</b>	<b>-800</b>	<b>-26.7</b>
<i>Ordinary income ratio (%)</i>	6.5	4.7	-1.8p	-
<b>Net income attributable to owners of parent</b>	<b>2,000</b>	<b>1,580</b>	<b>-420</b>	<b>-21.0</b>
<b>ROE (%)</b>	<b>15% above</b>	<b>12.3</b>	<b>-2.7p</b>	<b>-</b>

## Planning to pay same total annual dividend as previous FY at 24 yen per share

### Dividend Policy

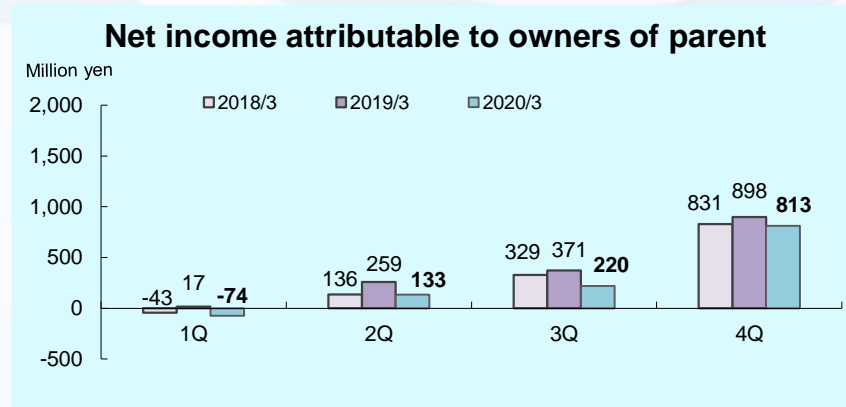
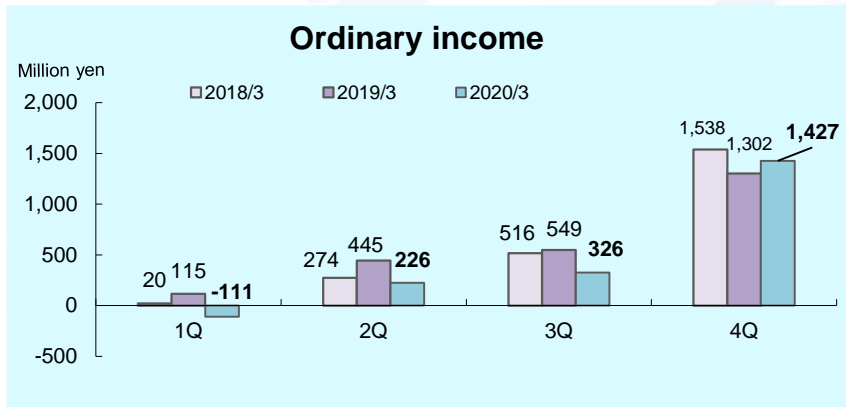
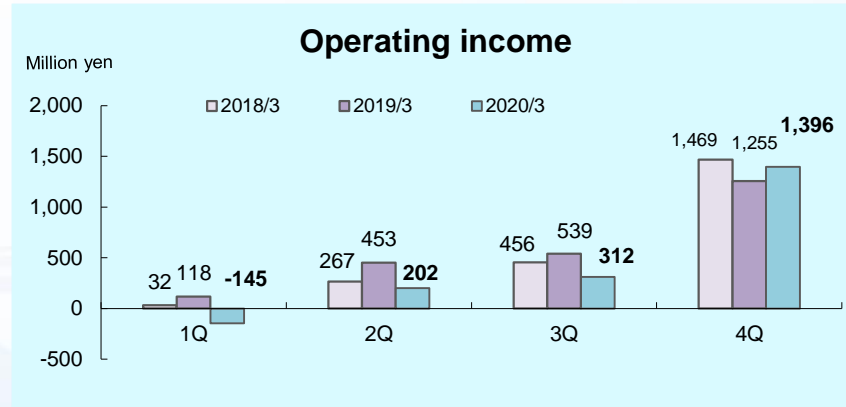
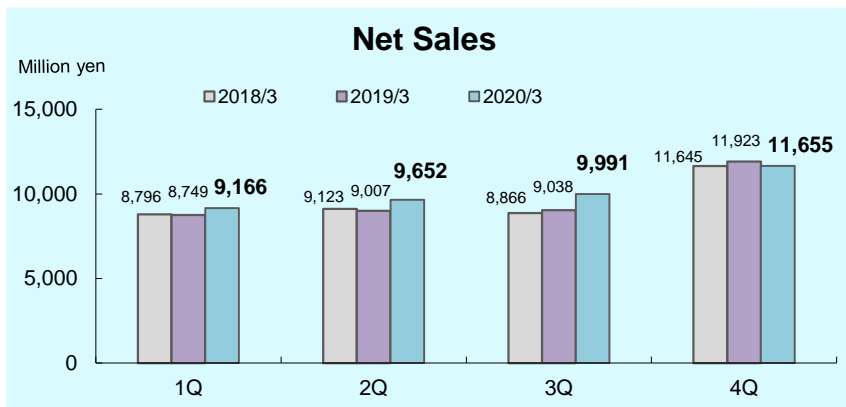
- Maintain stable dividend on ongoing basis to attract stable long-term shareholders
- Target 5% DOE(dividend-to-equity ratio) as core metric



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# Financial Results for the year ending March 31, 2020 (Quarterly)



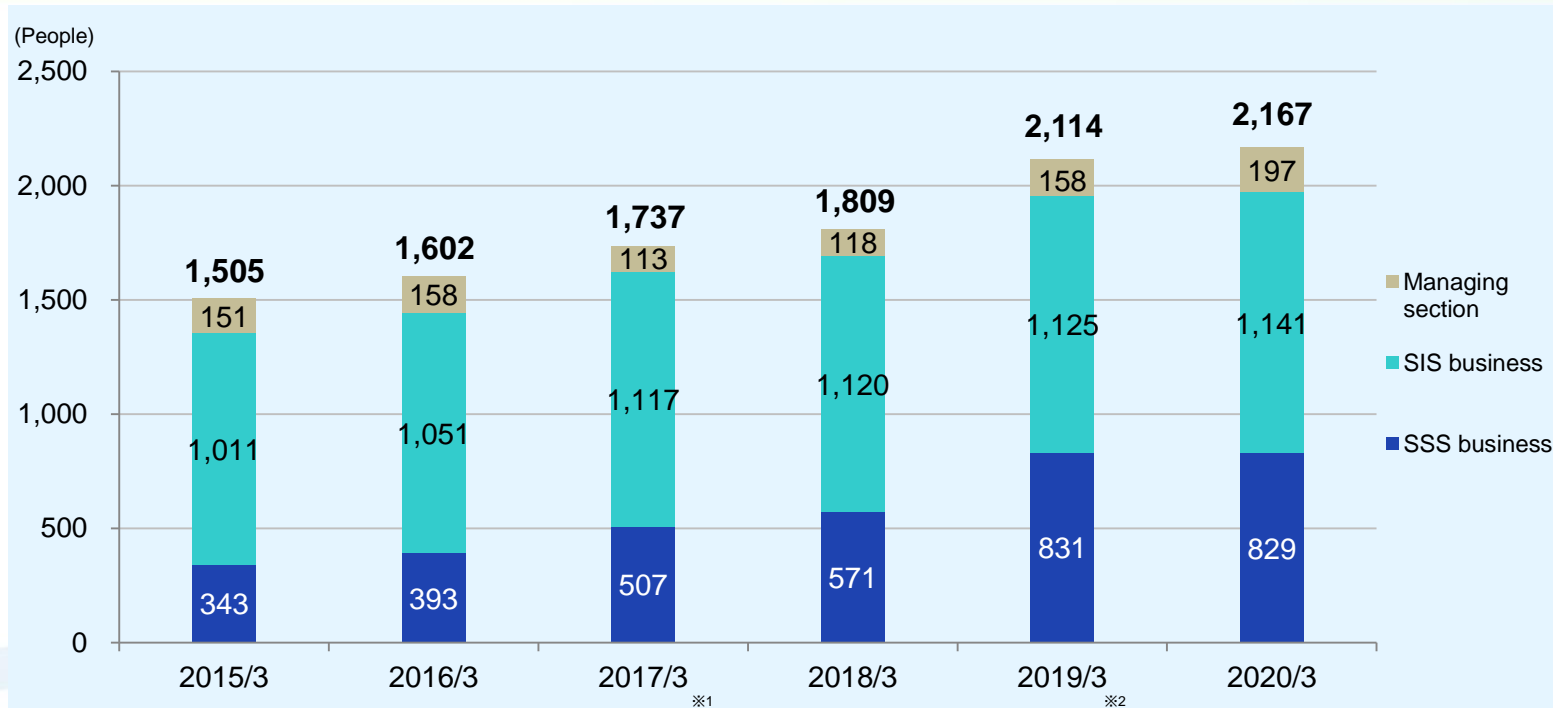
# Business Forecasts by Subsegment (YoY comparison)



(Million yen)

Net Sales	2019/3		2020/3		YoY comparison	
	Results	Composition (%)	Results	Composition (%)	Deference	Change (%)
<b>Security Solutions Services (SSS) business</b>	15,337	39.6	16,446	40.6	+1,108	+7.2
Security Consulting Services	2,888	7.5	3,145	7.8	+257	+8.9
Security Assessment Services	2,293	5.9	2,331	5.8	+38	+1.7
Security Monitoring Services	5,912	15.3	5,759	14.2	-153	-2.6
Security Product Sales	2,958	7.6	3,845	9.5	+887	+30.0
Security Maintenance Services	1,285	3.3	1,364	3.3	+79	+6.2
<b>System Integration Services (SIS) business</b>	23,381	60.4	24,019	59.4	+638	+2.7
Development Services	14,586	37.8	15,286	37.9	+700	+4.8
Hardware and Software Sales	2,533	6.5	2,561	6.3	+27	+1.1
IT Maintenance Services	4,814	12.4	4,669	11.5	-145	-3.0
Solutions Services	1,446	3.7	1,502	3.7	+56	+3.9
Total	38,719	100.0	40,466	100.0	+1,746	+4.5

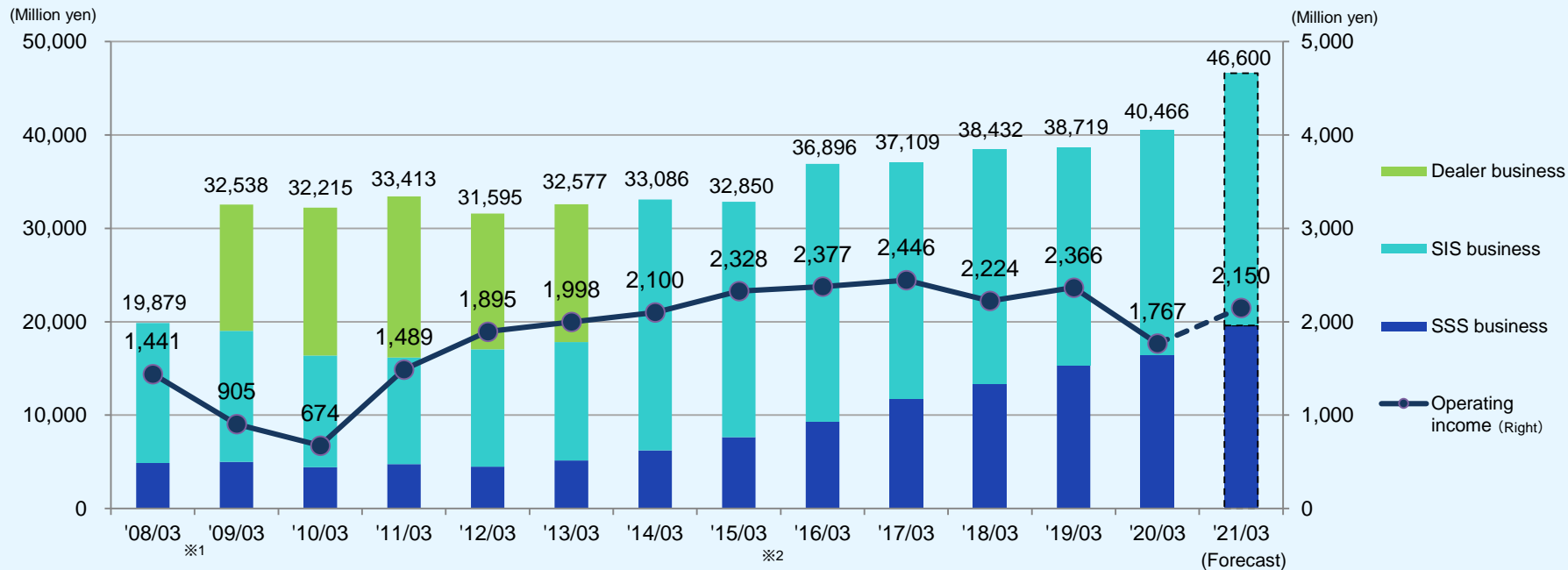
# Consolidated Employees



※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.

## ■ Support via TeamViewer remote connectivity solutions (April 2019)

We 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 business streamlining or workstyle diversification.

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

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

We formed an alliance with TIS in the areas of cloud and security services.

LAC and TIS have teamed up to provide services to the public sector, as well as 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.



## ■ Launch of life-extension support service for products for which support is to end soon (June 2019)

Official support for Windows Server 2008 will soon end. For this reason, we launched a service to help customers migrate their systems to Azure, Microsoft's cloud platform. This service will keep their systems running for an additional three years and also comes with security assessment services.

By providing security assessments of the systems being migrated, this service aims to alleviate security concerns associated with using the cloud.

## ■ New memory scanning feature added to free audit tool FalconNest (July 2019)

We added and released a new feature to our FalconNest security audit tool. The new feature, called Phantom Seeker, scans PC memory to detect malware.

Phantom Seeker is capable of detecting the method used by malware to stealthily hide its central functionality within the main memory, and together with Live Investigator and Malware Analyzer, should provide enough cover when initially scanning for malware.

## ■ Announcement of cyber security business tie-up with UK's Assuria (July 2019)

We have formed an alliance mainly in the field of security monitoring with the aim of better supporting the security measures of Japanese firms expanding their operations overseas.

We are teaming up with Assuria to jointly develop security services by leveraging Assuria's products, which have a proven track record in overseas markets, and our cyber security insight and operational know-how honed in Japan. We aim to first launch the services in Japan and the ASEAN region with a view to expanding into other regions based on how we perform in ASEAN.

## ■ Start of partnership with HashiCorp Japan in authentication/authorization data management solutions (August 2019)

We have launched a partnership with the aim of popularizing the use of authentication/authorization data management solutions.

By using Vault, system developers and administrators can automatically and appropriately manage and safeguard authentication information such as user IDs and passwords for multiple cloud environments under a single unified security policy. This greatly reduces workloads associated with security management.



## ■ Launched Managed EDR Service for CrowdStrike (Aug. 2019)

Launched “Managed EDR Service for CrowdStrike”, which adds CrowdStrike® to software products covered by our Managed EDR (Endpoint Detection and Response) Service, which is an endpoint security solution.

Among the many EDR products available, we have adopted CrowdStrike's CrowdStrike Falcon®, which has high detection accuracy for unknown threats and superior threat intelligence linkages and threat-hunting functions. Using this EDR system, we handle endpoint monitoring, isolation, and analysis on behalf of customers.

## ■ Started joint research with Kyushu Institute of Technology on cyber defense utilizing AI (Sep. 2019)

Agreed to start joint research with the Kyushu Institute of Technology (Kyutech), one of Japan’s national universities, on September 1, 2019, with the aim of establishing AI-based technology (a next-generation data analysis method) that seeks to prevent attacks on computer systems before they are damaged by what are increasingly complex cyberattacks.

Kyutech possesses extensive knowledge and experience in AI-related research. We will be conducting joint research with Kyutech on next-generation data analysis using AI to detect and defend against hidden threats and signs of potential threats.

## ■ Launched sales of Facial Recognition-based Screen Privacy System (Sep. 2019)

To increase the security of teleworking, which is spreading rapidly as part of the work-style reforms being promoted by the Japanese government, we entered into a partnership agreement with Secure Inc. and started selling the Facial Recognition-based Screen Privacy System.

The product is terminal-installed software dedicated to protecting information displayed on computer screens. Using facial recognition technologies, the software prevents unauthorized people from viewing screens by locking PC displays when it detects unregistered faces or when it notices that a registered user is away from their computer.

## ■ Launch of operations at joint venture Red Team Technologies (Dec. 2019)

On December 1 we established a joint venture company called Red Team Technologies Co., Ltd. with DIGITAL HEARTS Co., Ltd. and commenced operations.

The joint venture provides cloud-based penetration testing services utilizing some of the world's leading white hat hackers. The company is capable of meeting growing demand with services that are cheaper and faster. Client companies include those that view cyber security as a management issue, such as major financial institutions, large distribution firms, and payment settlement agencies.

## ■ Offering “Terraform Enterprise” for automation of multi-cloud platform creation and management (Dec 2019)

We started offering HashiCorp Japan’s Terraform Enterprise, a solution that makes the creation and management of cloud-based infrastructure much easier, faster, and more reliable, thanks to the ability to program code directly from traditional GUIs.

Even if the infrastructure needs to span hundreds or thousands of cloud platforms, Terraform Enterprise can get the job done accurately and quickly without human error by automating the building and modification of infrastructure environments without the need for manual GUI-based operations.

## ■ Start offering Secure Coding Checker under asset transfer agreement (April 2020)

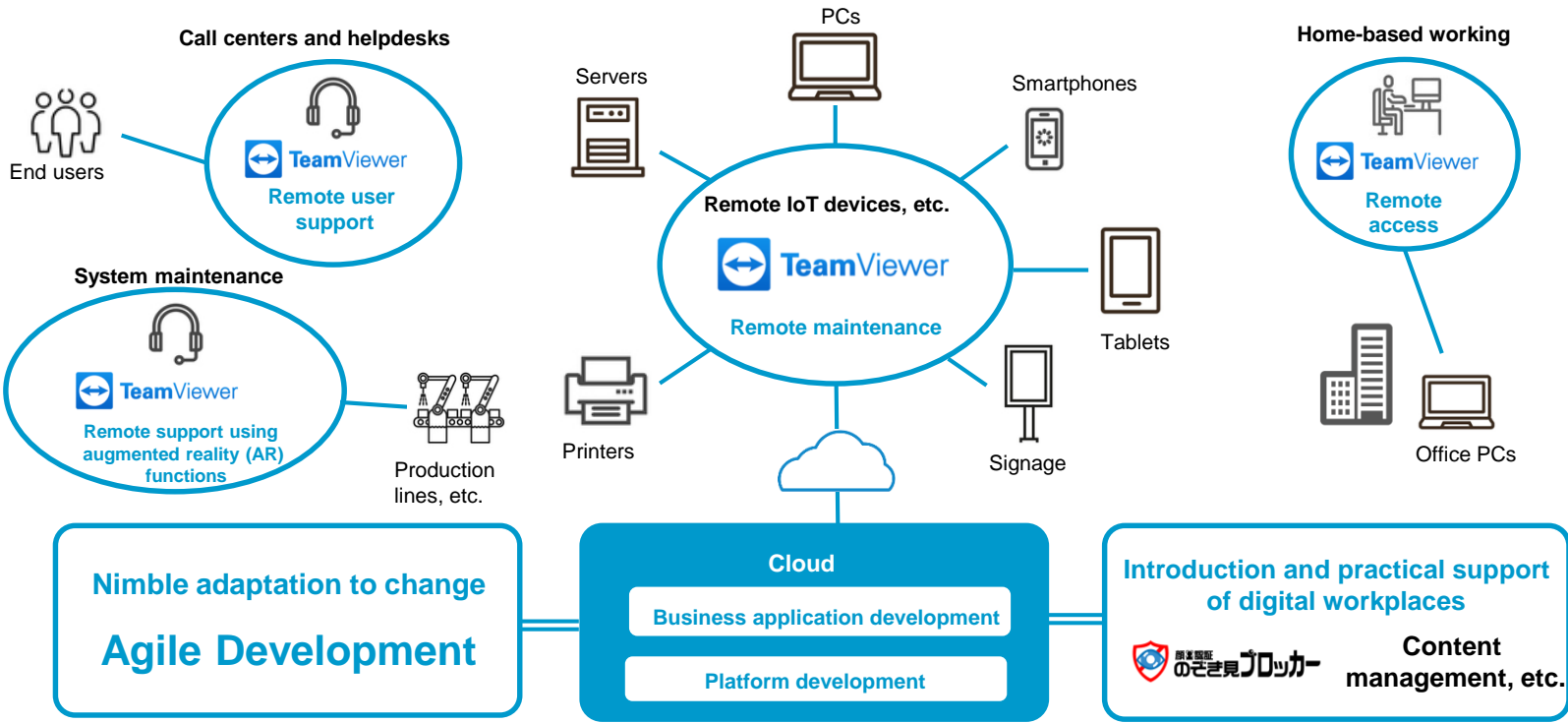
We concluded an asset transfer agreement with Sony Digital Network Applications, Inc., the company that provides the Secure Coding Checker tool for finding security vulnerabilities in Android apps.

Developers can simply upload an app from a web browser and comprehensively scan it for issues. The tool then shows where and why issues exist and provides links to the relevant sections of the JSSEC’s Secure Coding Guidebook, providing a rapid and simple way to gain information on how such issues can be solved.

# New services that support home-based working (SI business)



Supporting customer companies' business continuity in response to novel coronavirus outbreak



Developing solutions that support advancement of digital transformation



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