




**Cacco Inc. | TSE Growth: 4166**  
**FY2026 First Quarter**  
**Earnings Presentation**

COPYRIGHT 2026 Cacco Inc.

May 15, 2026

A large, white, stylized letter 'C' graphic that is open on the right side. It is positioned on the right side of the slide, partially overlapping the blue background and the white background.

**Shaping the “Let’s Do It”  
for a next game changer.**

# Contents

- 1 FY2026 First Quarter Results
- 2 FY2026 Full-Year Earnings Forecast
- 3 FY2026 Growth Strategy
- 4 Appendix

COXIO



# **FY2026 First Quarter Results**

## Enhancing Product Value

### Service Expansion

#### Fraud Detection Services Integrated Under the "O-PLUX" Brand

- Renamed "O-MOTION" to "O-PLUX Account Protection" and integrated it under "O-PLUX," Japan's No.1\* deployed service. Leveraging EC-domain expertise to support consistent fraud prevention across account opening, login, and transactions at financial institutions.

Fraud Detection Service

#### "Mail Validator" Patented; Cumulative Screenings Surpass 2 Million

- Our proprietary email-validity algorithm (Patent No. 7840545) was patented. Adoption is accelerating across finance, real estate, telecom and more, surpassing 2 million cumulative screenings.

Email Check Service

#### EC Platform "CS-Cart" and "O-PLUX" Integration

- Began integrating "O-PLUX" with "CS-Cart," an EC platform with 50,000+ deployments worldwide.
- Enables credit-card fraud prevention with no system development, helping EC operators build secure transaction environments.

## Business Domain Expansion

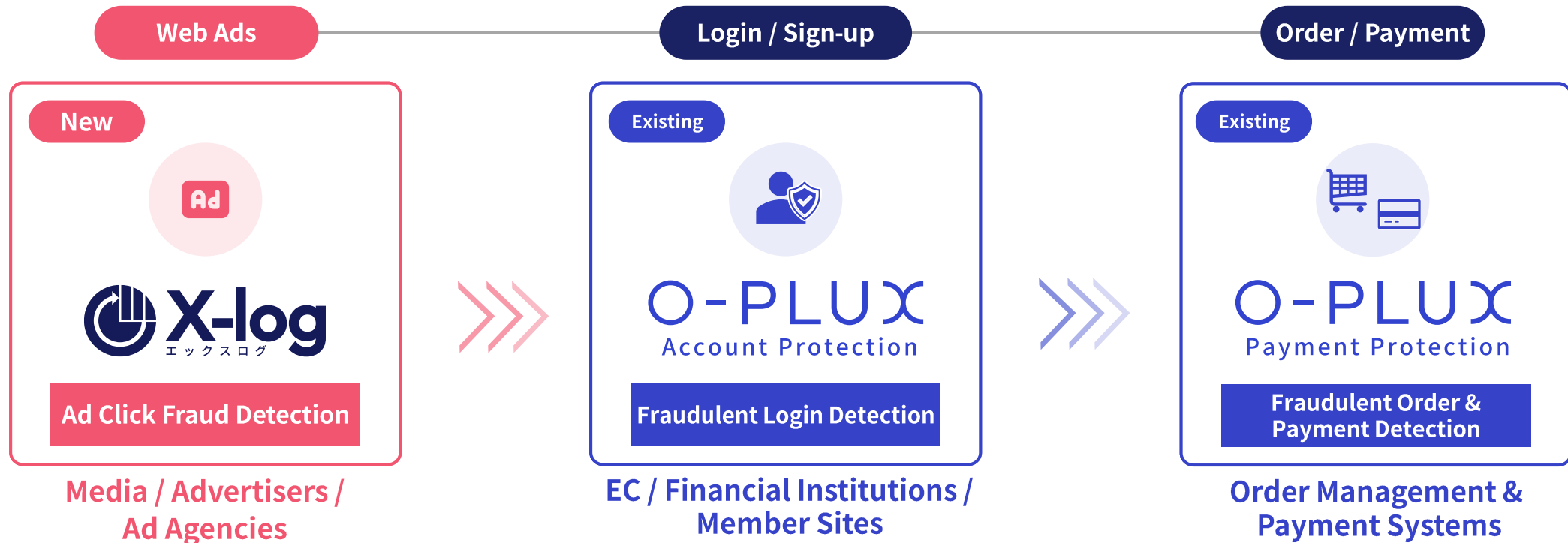
### M&A

#### Ad Fraud (Fraudulent Ad Click) Countermeasures "X-log" Launched

- Acquired and launched the ad-fraud service "X-log" on April 1, extending fraud prevention end-to-end from advertising through payment.

\* Tokyo Shoko Research, Ltd., "Survey on the number of EC sites in Japan using paid fraud detection services," as of the end of March 2025  
© Cacco Inc.

Acquired the ad-fraud (fraudulent ad click) countermeasure service "X-log" and began offering it on April 1. By detecting fraudulent clicks on web advertising, the service reduces wasted ad spend. Combined with our existing "O-PLUX," it enables seamless fraud prevention across online business—from advertising to login to payment.



**Seamless Protection from "Entry to Exit"**

In addition to "O-PLUX," our established strength in fraud detection at login and payment, we have added "X-log," which prevents fraudulent clicks on web advertising—the entry point for customer acquisition. This evolves our offering into a comprehensive fraud-prevention platform delivering end-to-end support, from preventing ad fraud to preventing payment damage.

## Revenue Remains on a Solid Track

FY26 1Q revenue was 216 million yen, up +13.7% YoY.

The main driver was expanded adoption of the fraud detection service "O-PLUX Account Protection" (fraudulent login countermeasures). Solid growth in "O-PLUX Payment Protection" (fraudulent payment / order countermeasures) and Data Science Services also contributed.

## Operating Loss Narrowing Steadily

FY26 1Q operating loss was (23) million yen, narrowing from (32) million yen in the same period a year earlier.

## Adoption of the Fraud Detection Service "O-PLUX" Progresses; Recurring Revenue Grows

By further advancing the "domain-specific market development strategy" pursued since the prior fiscal year, adoption of "O-PLUX Account Protection" (fraudulent login countermeasures) expanded across the EC and financial industries. As a result, FY26 1Q recurring revenue\* reached 184 million yen (YoY +22.3%) and the recurring revenue ratio was 85.4% (YoY +6.0pt), with recurring revenue growing faster than overall revenue.

\* Recurring revenue = monthly fixed subscription fees for the fraud detection service "O-PLUX" plus usage-based screening fees (including "Fraud Checker"); excludes SaaS-type BNPL system revenue

# FY2026 First Quarter | Financial Summary

FY26 1Q  
Revenue  
**216** million yen

YoY +13.7%  
Achievement Rate 24.0%

FY26 1Q  
Operating Profit (Loss)  
**(23)** million yen

YoY -%  
Achievement Rate -%

FY26 1Q  
Ordinary Profit (Loss)  
**(23)** million yen

YoY -%  
Achievement Rate -%

\* YoY change and achievement rate for operating profit and ordinary profit are shown as "-" in accordance with the earnings release disclosure standards of Tokyo Stock Exchange, Inc.

FY26 1Q  
Fraud Detection Recurring Revenue\*

**184** million yen

YoY +22.3%

Recurring Revenue Ratio  
(% of FY26 1Q Revenue)

**85.4%**

YoY +6.0pt

FY26 1Q  
Fraud Detection Churn Rate

**0.15%**

YoY (0.25)pt

\* Monthly fixed subscription fees plus usage-based screening fees

## Revenue

**216 million yen (YoY +13.7%)**  
(Achievement Rate 24.0%)

## Operating Income

**(23) million yen (YoY -%)**  
(Achievement Rate -%)

## Ordinary Income

**(23) million yen (YoY -%)**  
(Achievement Rate -%)

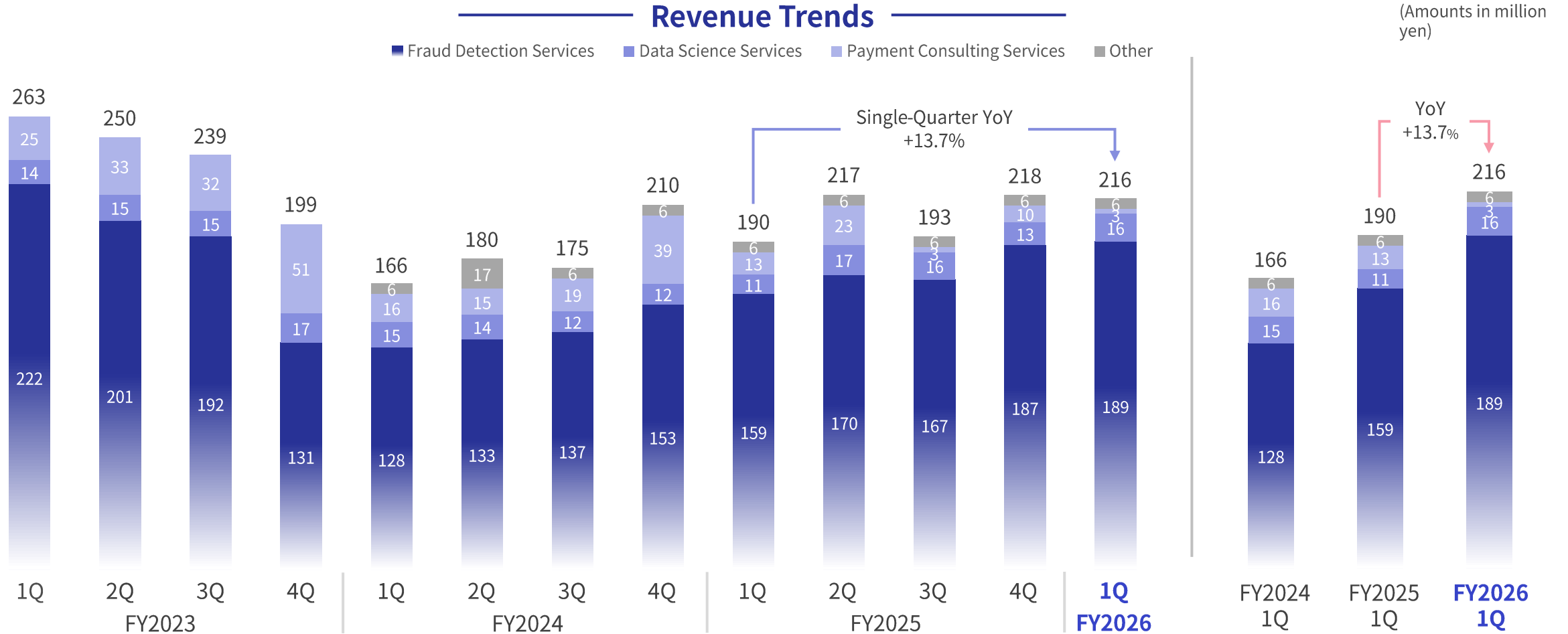
(Amounts in million yen)

	FY2023 1Q	FY2024 1Q	FY2025 1Q	FY2026 1Q	YoY Change	FY2026 Forecast	Achievement Rate
<b>Revenue</b>	263	166	190	<b>216</b>	+13.7%	<b>900</b>	24.0%
(Fraud Detection Service Revenue)	222	128	159	189	+18.9%	801	23.7%
<b>Operating Income</b>	29	(77)	(32)	<b>(23)</b>	-	<b>(112)</b>	-
(Operating Margin)	11.4%	(46.3%)	(17.3%)	(10.7%)	-	(12.5%)	-
<b>Ordinary Income</b>	29	(77)	(32)	<b>(23)</b>	-	<b>(116)</b>	-
(Ordinary Income Margin)	11.3%	(46.4%)	(17.0%)	(10.7%)	-	(13.0%)	-
<b>Net Income</b>	19	(77)	(32)	<b>(23)</b>	-	<b>(117)</b>	-

\* YoY change and achievement rate for operating profit and ordinary profit are shown as "-" in accordance with the earnings release disclosure standards of Tokyo Stock Exchange, Inc.

FY26 1Q revenue was 216 million yen (YoY +13.7%), reaching a 24.0% achievement rate vs. the full-year plan.

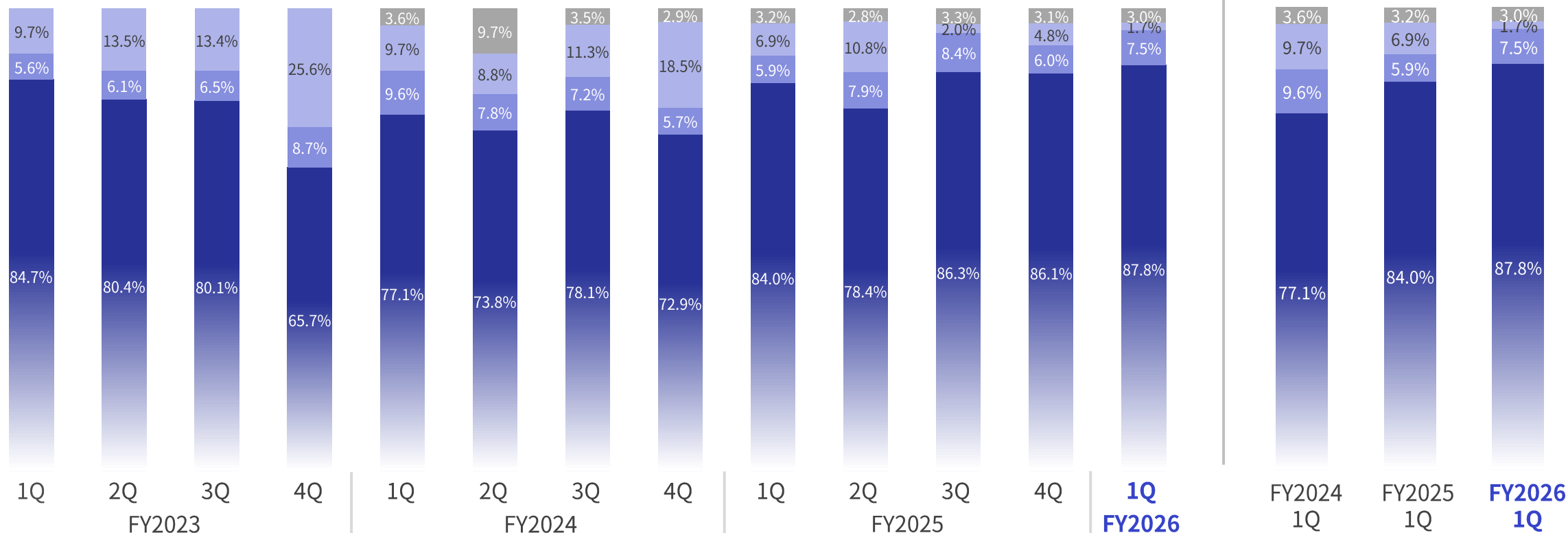
- The main driver was expanded adoption of the fraud detection service "O-PLUX Account Protection" (fraudulent login countermeasures). Solid growth in O-PLUX Payment Protection and Data Science Services also contributed.



Fraud detection services—our highly recurring core service—accounted for 87.8% of FY26 1Q revenue (YoY +3.8pt).

## Revenue Composition by Service

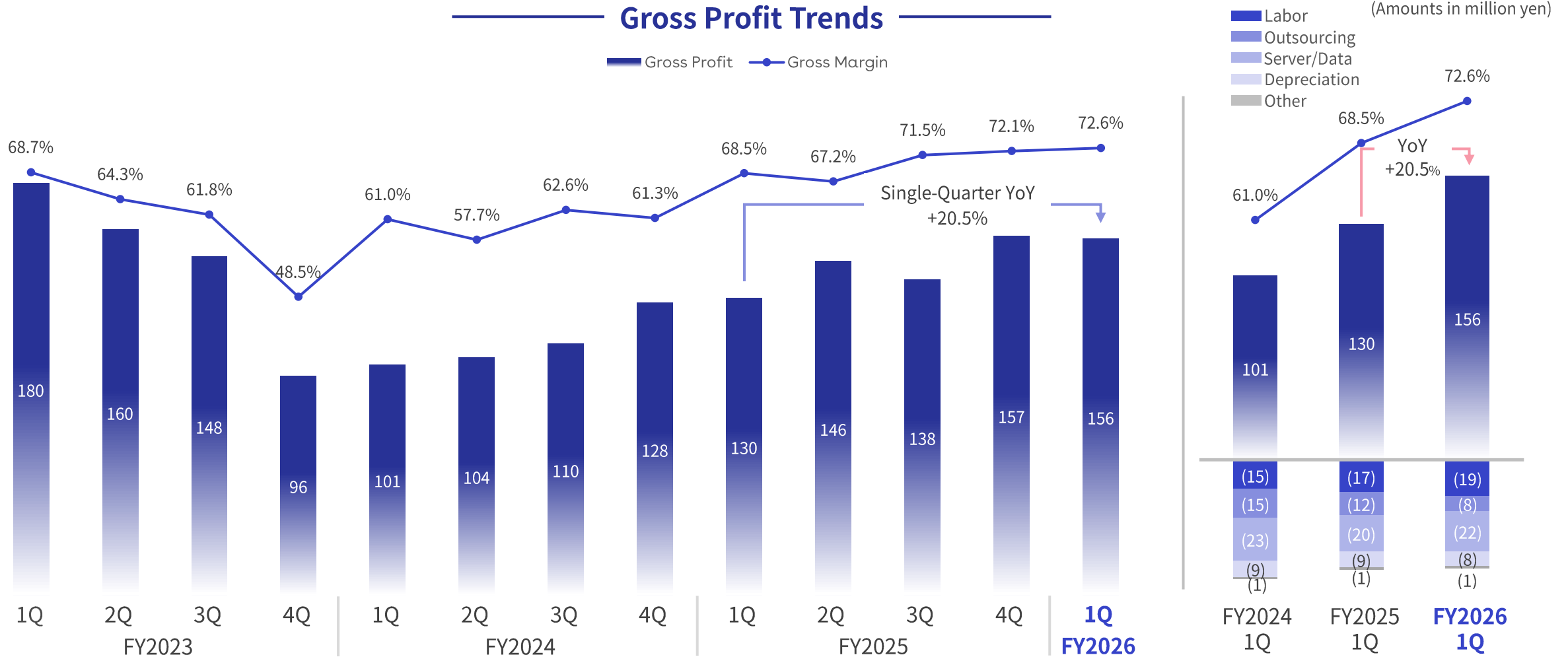
■ Fraud Detection Services  
 ■ Data Science Services  
 ■ Payment Consulting Services  
 ■ Other



\* Other = other revenue including SaaS-type BNPL system revenue

FY26 1Q gross profit was 156 million yen (YoY +20.5%), and the gross margin was 72.6% (YoY +4.1pt).

- In addition to higher revenue, cost of revenue was held at the prior-year level, improving the margin.



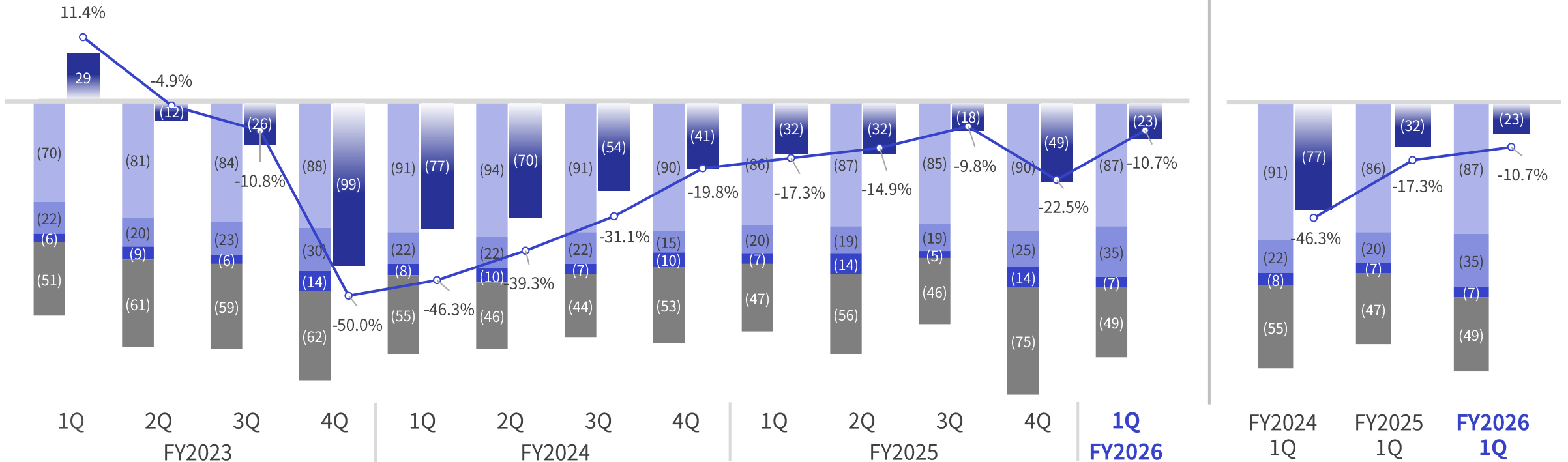
FY26 1Q operating loss was (23) million yen; operating margin was (10.7%) (YoY +6.6pt).

- SG&A ratio improved: gross profit growth (+20.5%) outpaced the SG&A increase (+10.4%), improving the SG&A ratio from 85.8% to 83.4% ((2.5)pt).
- Higher outsourcing costs (+15 million yen) were the main driver of the SG&A increase: development outsourcing for fraud detection services and a one-time AWS upgrade for the SaaS-type BNPL platform.

## Operating Income / SG&A Trends

(Amounts in million yen)

Op. Income   Op. Margin   Personnel   Outsourcing   Advertising   Other (R&D)



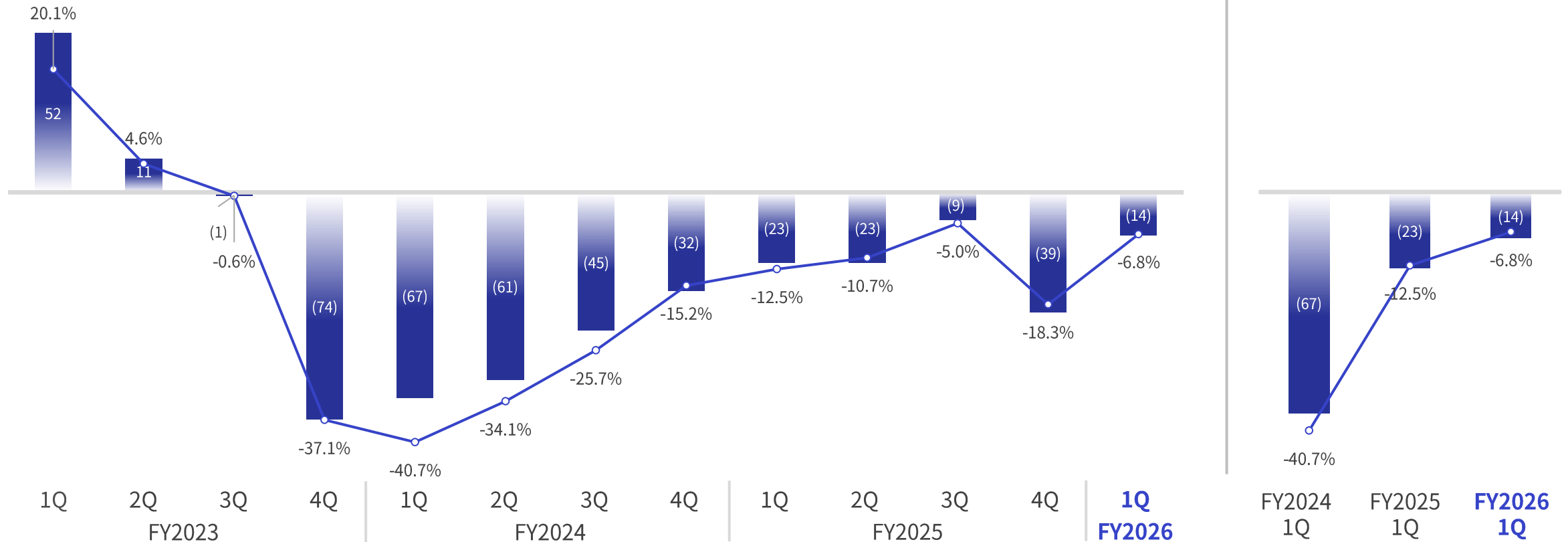
FY26 1Q EBITDA was (14) million yen; EBITDA margin was (6.8%) (YoY +5.7pt).

- The gap between operating income and EBITDA (depreciation) is 8 million yen per quarter. Once strategic investments run their course, we expect further room for profitability improvement.

## EBITDA Trend

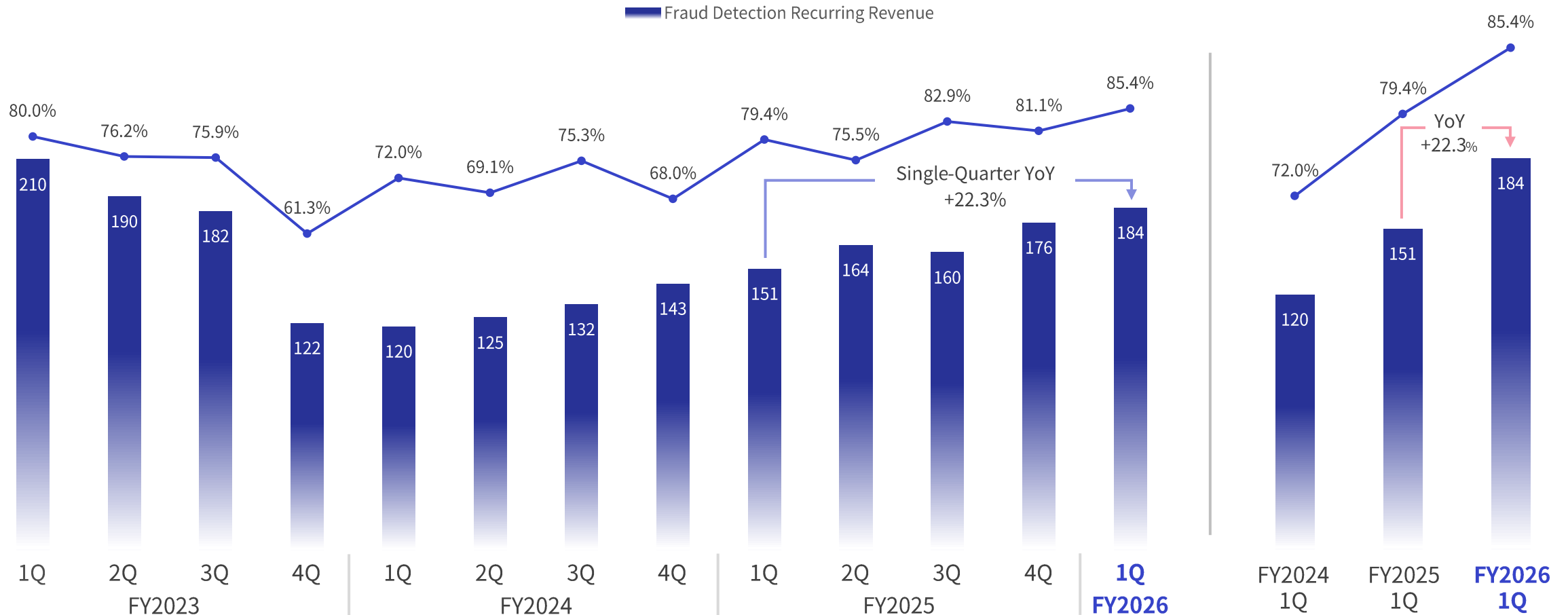
(Amounts in million yen)

■ EBITDA    ○ EBITDA Margin



FY26 1Q recurring revenue from fraud detection services was 184 million yen (YoY +22.3%), and recurring revenue as a share of revenue was 85.4% (YoY +6.0pt).  
 - The main driver was higher revenue (+22 million yen) from expanded adoption of the fraud detection service "O-PLUX Account Protection" (fraudulent login countermeasures).

## — Fraud Detection Recurring Revenue Trend —



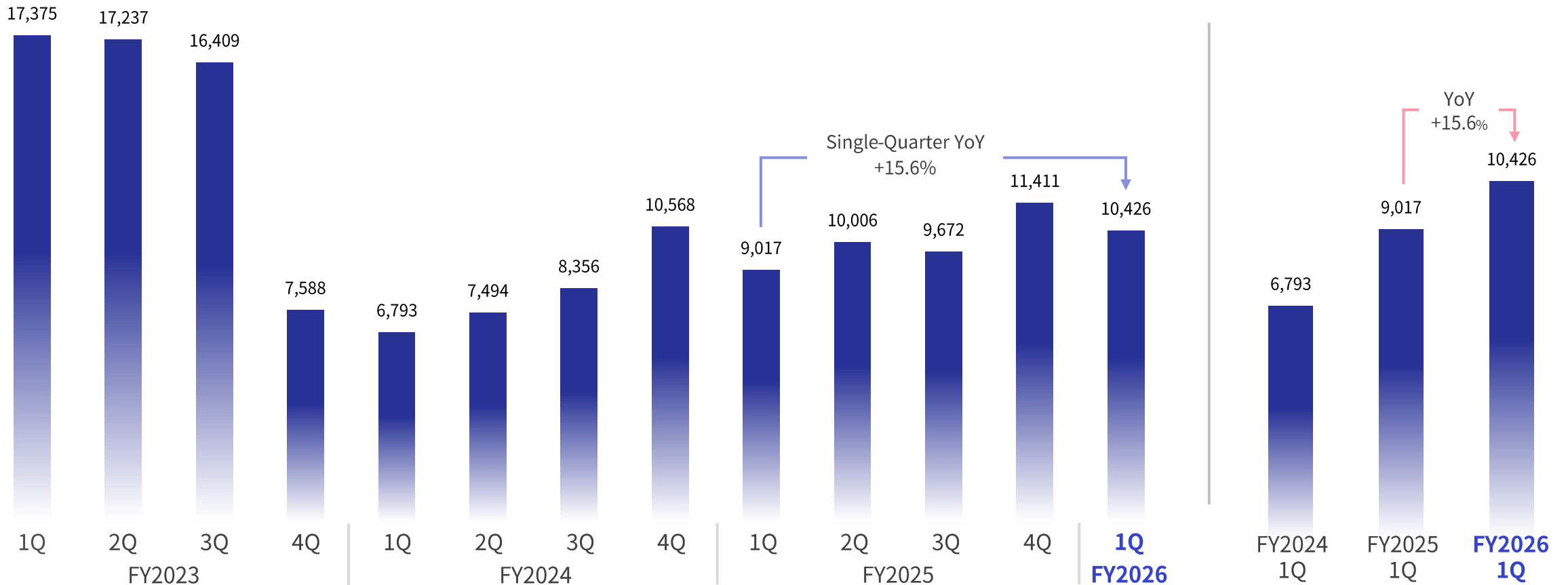
\* Recurring revenue = monthly fixed subscription fees for the fraud detection service "O-PLUX" plus usage-based screening fees (including "Fraud Checker"); excludes SaaS-type BNPL system revenue

\* Recurring revenue ratio = recurring revenue ÷ total revenue

Screening volume for the fraud detection service "O-PLUX Payment Protection" continued to grow in FY26 1Q, up +15.6% YoY.

"O-PLUX Payment Protection" Screening Volume Trend

(Amounts in yen)  
(Screenings: thousands)

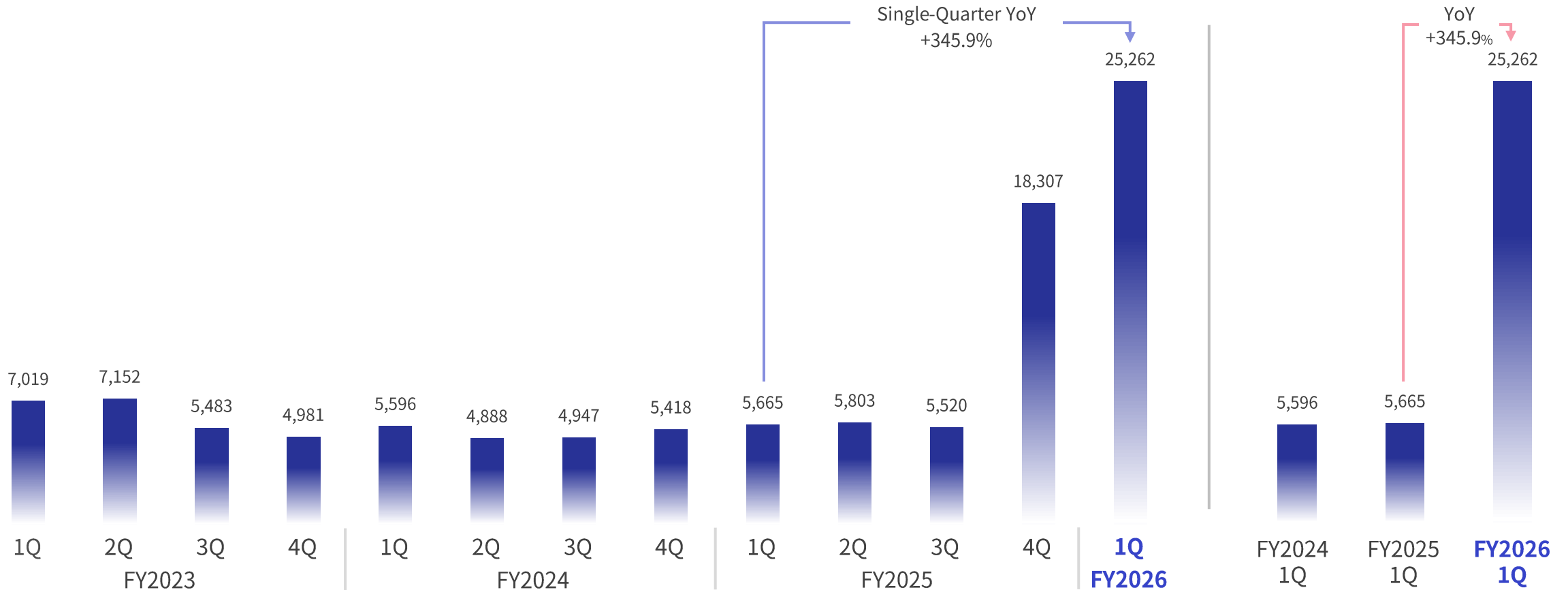


Screening volume for the fraud detection service "O-PLUX Account Protection" rose sharply in FY26 1Q, up +345.9% YoY on higher adoption.

- Growing demand for fraudulent-login countermeasures drove more deployments and a substantial increase in screening volume.

## "O-PLUX Account Protection" Screening Volume Trend

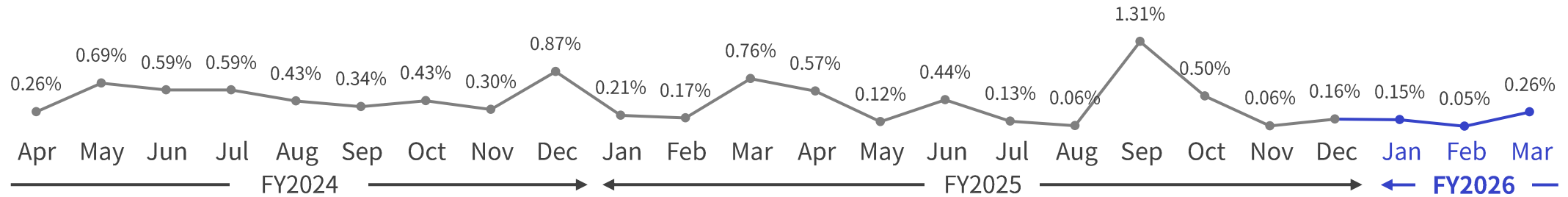
(Amounts in yen)  
(Screenings: tens of thousands)





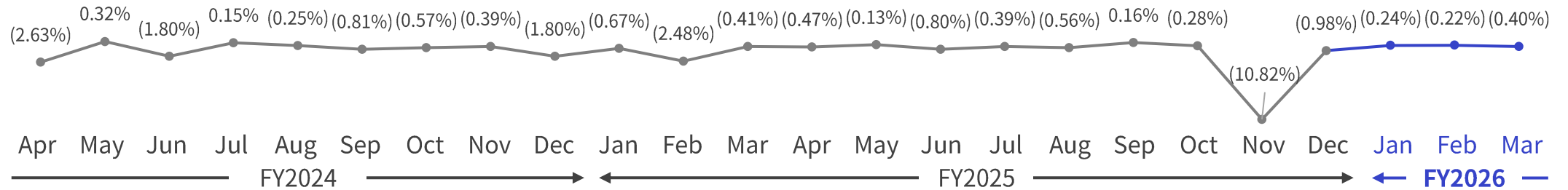
The FY26 cumulative average monthly churn rate for the fraud detection service "O-PLUX" remained low at 0.15% (YoY (0.25)pt).  
 - The September 2025 uptick reflected the contract termination of a few mid-sized merchants. With the customer base becoming increasingly diversified, this was a limited fluctuation, and the overall churn rate stayed low and stable.

### Gross Churn Rate



\* Gross churn rate = annualized average of churned recurring revenue for the month ÷ recurring revenue at the start of the month (excluding SaaS-type BNPL system)

### Net Churn Rate



\* Net churn rate = (annualized average of churned recurring revenue for the month - new recurring revenue for the month) ÷ recurring revenue at the start of the month (excluding SaaS-type BNPL system)

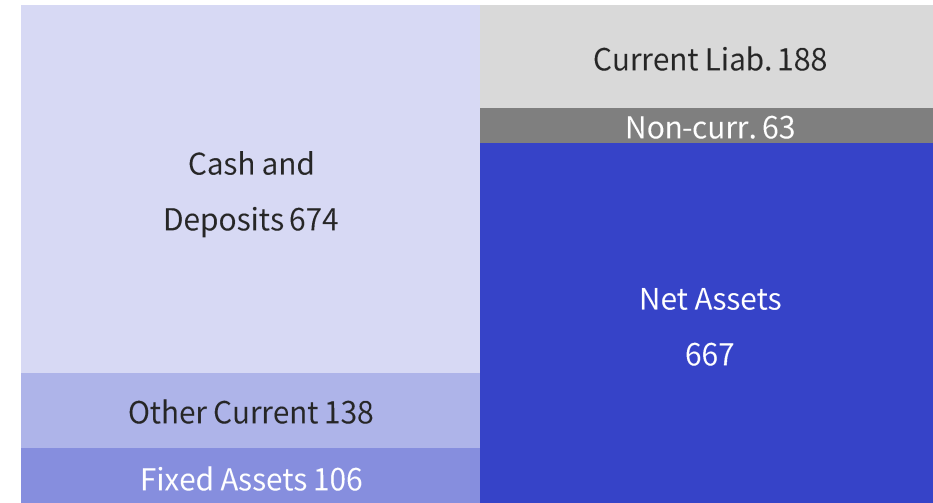
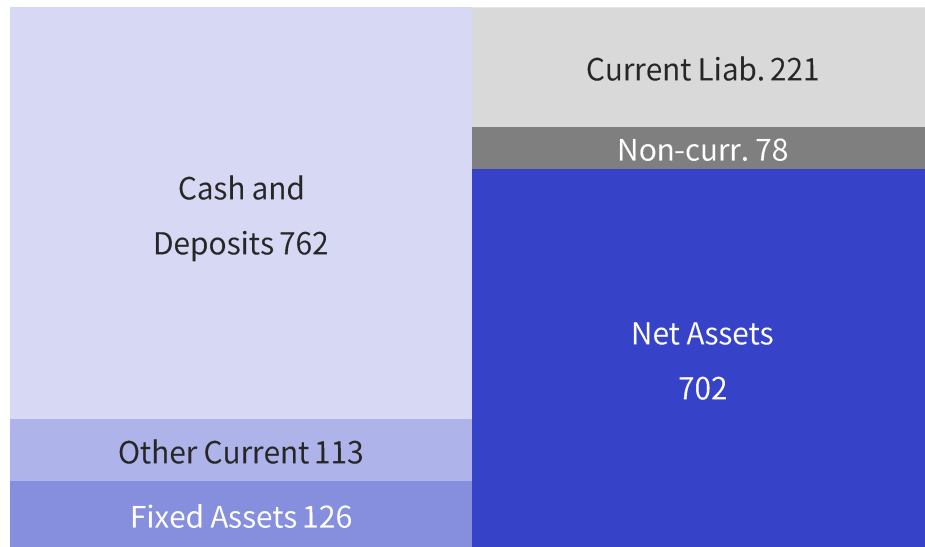
Assets: current assets decreased on lower cash and deposits; non-current assets decreased on software amortization and a lower valuation of investment securities.

Liabilities: current liabilities decreased on a lower current portion of long-term borrowings; non-current liabilities decreased on lower long-term borrowings.

(Amounts in million yen)

**FY2025  
4Q**

**FY2026  
1Q**



**Equity Ratio  
70.1%**

**Equity Ratio  
72.6%**

COXIO



**FY2026  
Full-Year Earnings  
Forecast**

(Amounts in million yen)

	FY2025 Full-Year Actual	FY2026 Full-Year Forecast	YoY Change
<b>Revenue</b>	819	<b>900</b>	+9.9%
(Fraud Detection Service Revenue)	685	801	+17.0%
<b>Operating Income</b>	(133)	<b>(112)</b>	-
(Operating Margin)	(16.3%)	(12.5%)	-
<b>Ordinary Income</b>	(137)	<b>(116)</b>	-
(Ordinary Income Margin)	(16.7%)	(13.0%)	-
<b>Net Income</b>	(137)	(117)	-
<b>EPS (JPY)</b>	(50.45)	(42.95)	-

## Revenue: YoY +9.9%

Driven by the NTT DATA partnership, revenue from our core fraud detection services is expected to grow (YoY +17.0%). We forecast FY2026 revenue of 900 million yen (YoY +9.9%).

## Operating Income: (112) million yen

To strengthen product development for further revenue growth, we plan to actively invest in hiring, primarily engineers. We forecast an operating loss of (112) million yen.

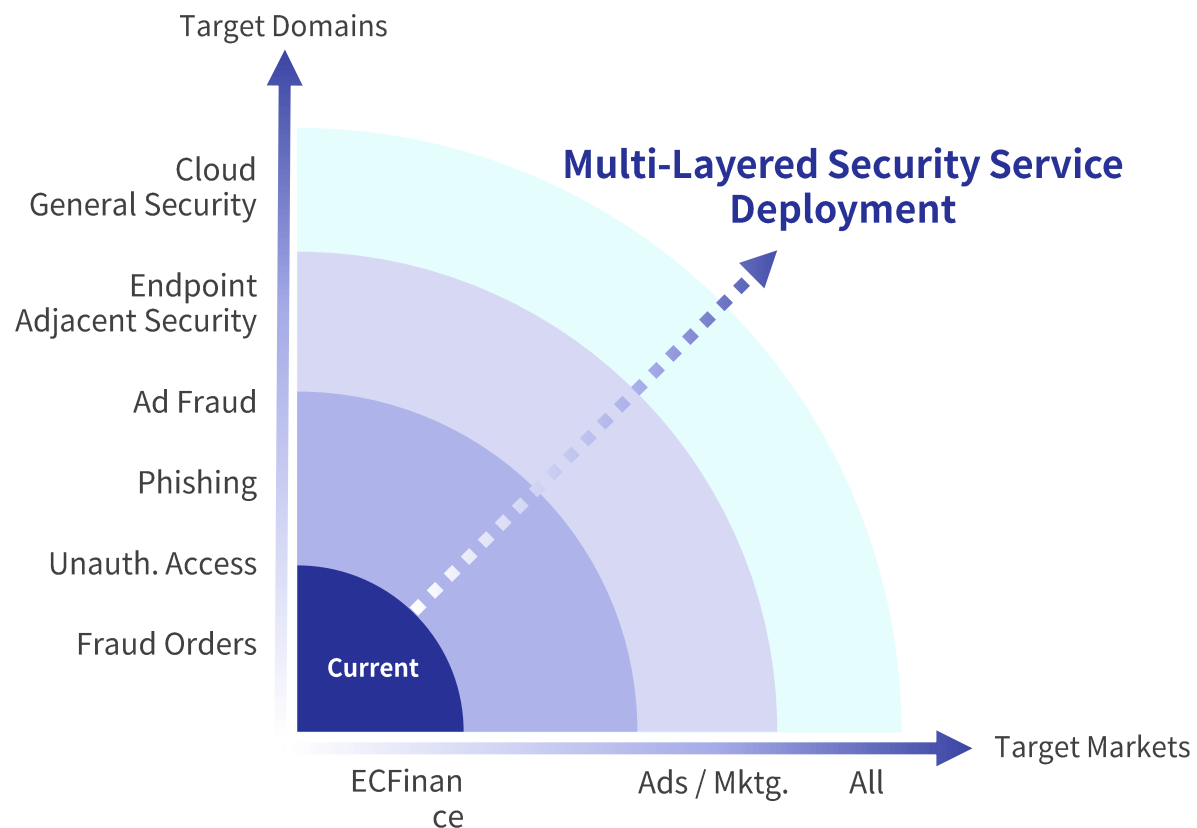
COXIO



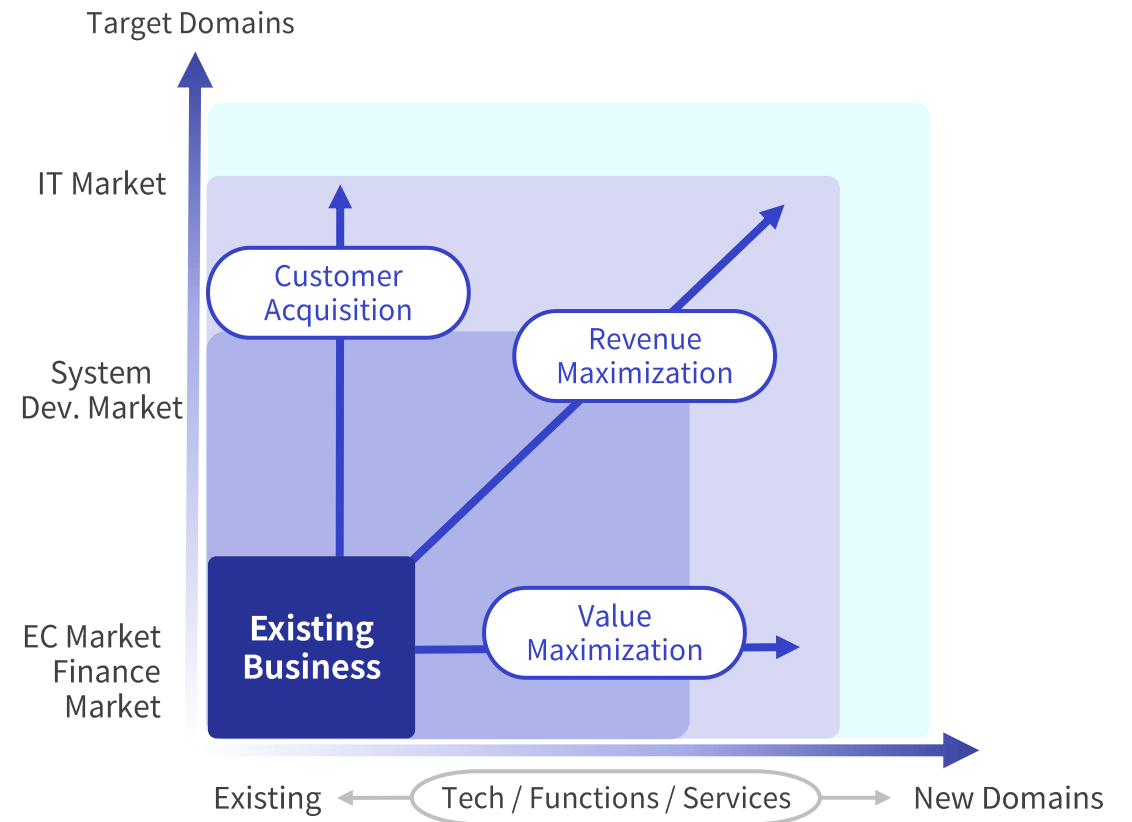
# FY2026 Growth Strategy

Building on our core fraud detection services, we aim to expand and deepen our presence across the broader security domain and build a multi-layered security service portfolio. Through strategic alliances and M&A, we will further extend our business scope and pursue the maximization of corporate value.

## Security Domain Expansion



## Alliances & M&A Expansion



As Japan's leading cybersecurity company in the fraud detection services domain, we will continue to pursue "Value Enhancement" and "Domain Expansion" to deliver trusted services.

**1 Further Advancement of the Domain-Specific Market Development Strategy**

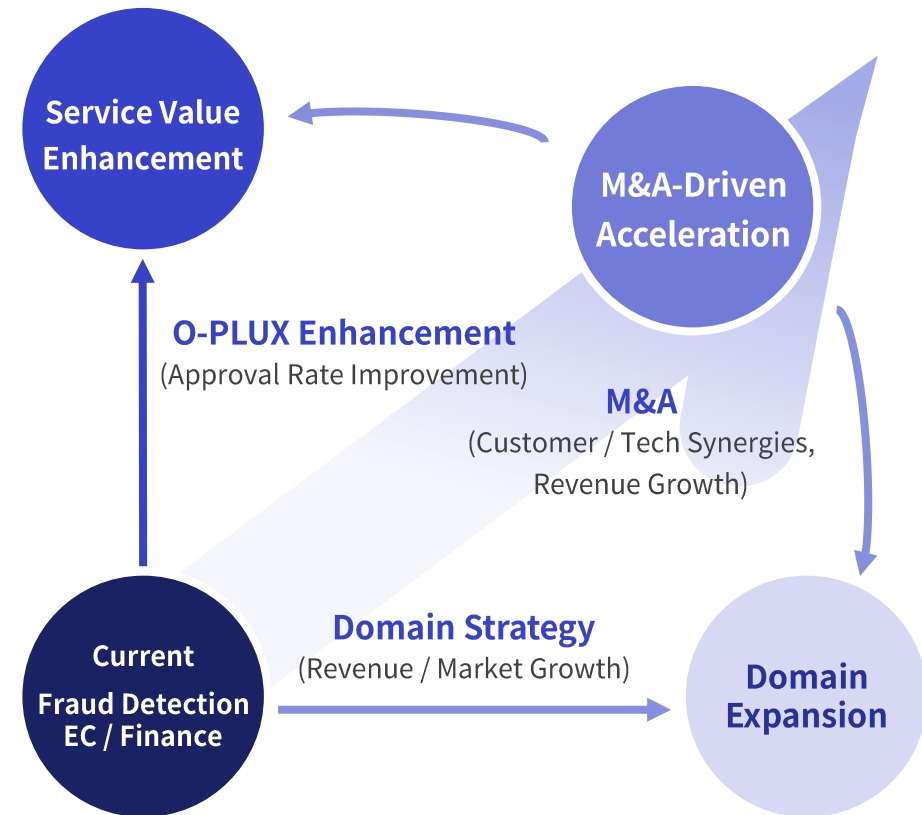
Continuing from the prior fiscal year, we are driving further expansion across each domain: E-Commerce, Financial Services, Overseas, and New Domains.

**2 Enhance Fraud Detection Service Capabilities and Expand Market Share**

Improve credit-card payment approval rates and optimize EMV 3-D Secure\*1 operation to differentiate from competitors, while strengthening support for Shopify apps and other platforms to enhance service value.  
 Deepen relationships with financial institutions by expanding transaction track records and driving new client acquisition.

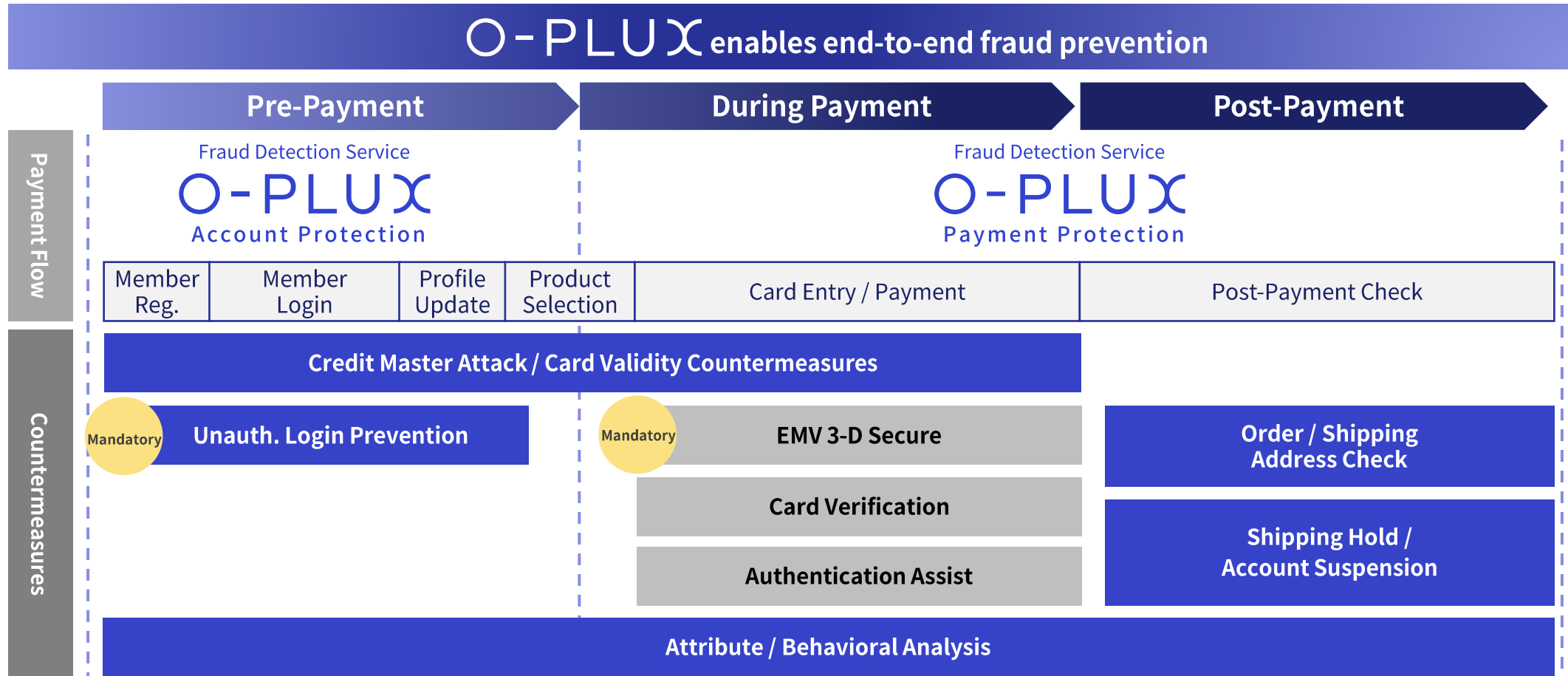
**3 M&A and Strategic Alliances to Accelerate Growth**

Acquire new business domains and adjacent technologies through M&A and strategic alliances to accelerate growth.



\*1 An identity verification service recommended by international card brands to enable safer online credit card transactions. While each brand uses a different name, they are collectively referred to as "EMV 3-D Secure."

The Credit Card Security Guidelines Version 6.0<sup>\*1</sup>, published in March 2025, not only mandate the adoption of EMV 3-D Secure<sup>\*2</sup> but also newly require measures against unauthorized logins, making it essential for EC merchants to view credit card transactions as a continuous flow and implement appropriate fraud prevention measures at each stage. This regulatory environment, which demands a consistent, end-to-end approach, is increasingly favorable for Cacco’s fraud detection services.



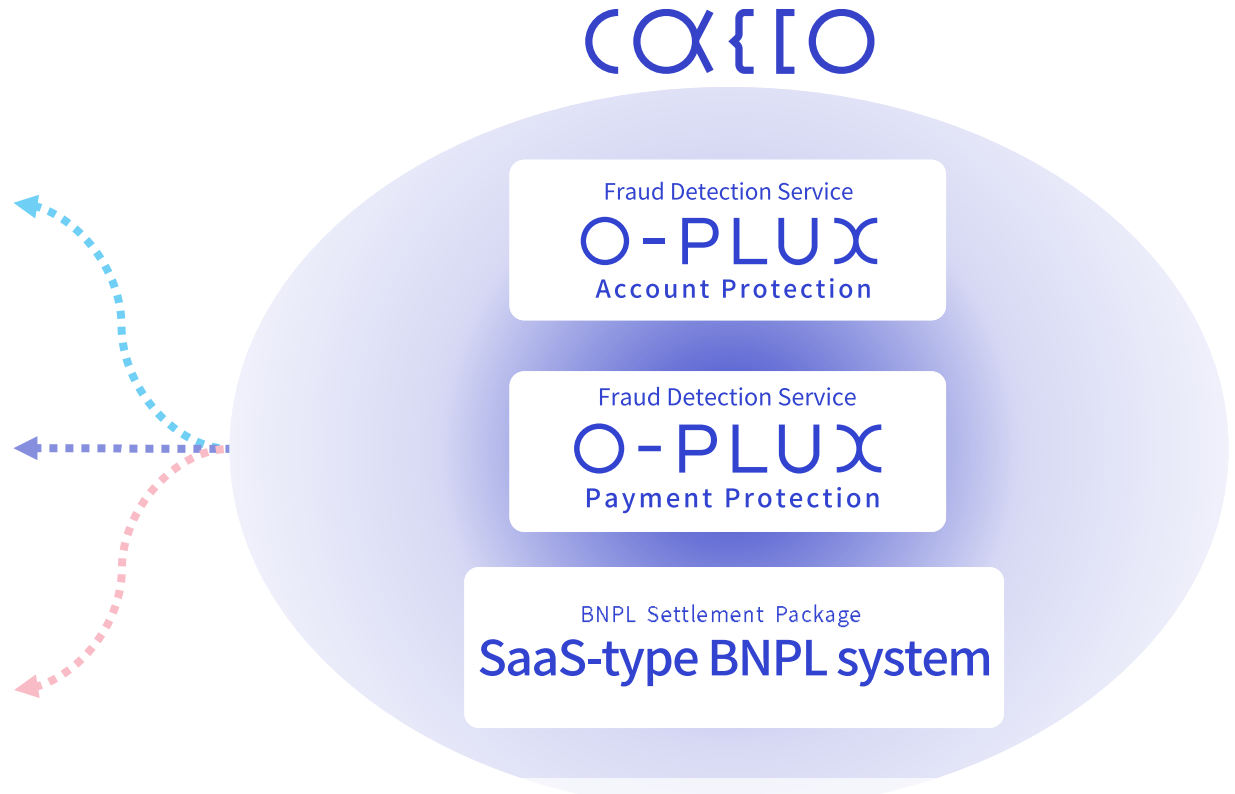
\*1: Credit Card Security Guidelines Version 6.0 (Published by the Credit Transaction Security Measures Council; Secretariat: Japan Consumer Credit Association) March 2025

\*2: EMV 3-D Secure: An identity verification service recommended by international card brands for safer online credit card transactions. Names vary by brand but are collectively referred to as “EMV 3-D Secure.”

We will further advance the domain-specific market development strategy launched in the prior fiscal year to expand our services across each domain.

## TAM by Domain<sup>\*1</sup>

 <b>EC Domain</b>	<b>Domestic EC Fraud Prevention</b>	<b>Approx. 24.0 – 36.0 billion yen<sup>*2</sup></b>
 <b>Finance Domain</b>	<b>Domestic Financial Fraud Prevention</b>	<b>Approx. 72.0 – 96.0 billion yen<sup>*3</sup></b>
 <b>Overseas Domain</b>	<b>Overseas Fraud Prevention (excl. Japan)</b>	<b>Approx. 4.3 – 7.4 trillion yen<sup>*4</sup></b>



**Providing end-to-end product solutions, approaching each market domain individually**

\*1: TAM =(Total Addressable Market: Maximum obtainable market size)

\*2: IMARC Group, "Japan Fraud Detection and Prevention Market Report 2024-2033" (2024). Estimated by the Company based on forecast data, converted at 1 USD=150 JPY, assuming EC segment ratio.

\*3: IMARC Group, "Japan Fraud Detection and Prevention Market Report 2024-2033"; MarketsandMarkets, "Fraud Detection and Prevention (FDP) Market - Global Forecast to 2030". Estimated by the Company by applying the BFSI (Banking, Financial Services, and Insurance) segment ratio from global market data.

\*4: MarketsandMarkets, "Fraud Detection and Prevention (FDP) Market - Global Forecast to 2030" and Research and Markets, "Fraud Detection and Prevention Global Market Report 2025". Estimated based on forecast data. Converted at 1 USD=150 JPY.

\*Fraud Prevention = "Fraud prevention" in this document refers to fraud detection/prevention solutions (rule-based and AI), identity verification (eKYC, 3D Secure, etc.), and financial crime countermeasure (AML/CFT) systems, including related system development (SI) and operations/maintenance service costs.

### Worsening Fraud Damage

Credit card fraud losses remain elevated at approx. 50 billion yen, and demand for countermeasures among EC merchants continues at a high level.



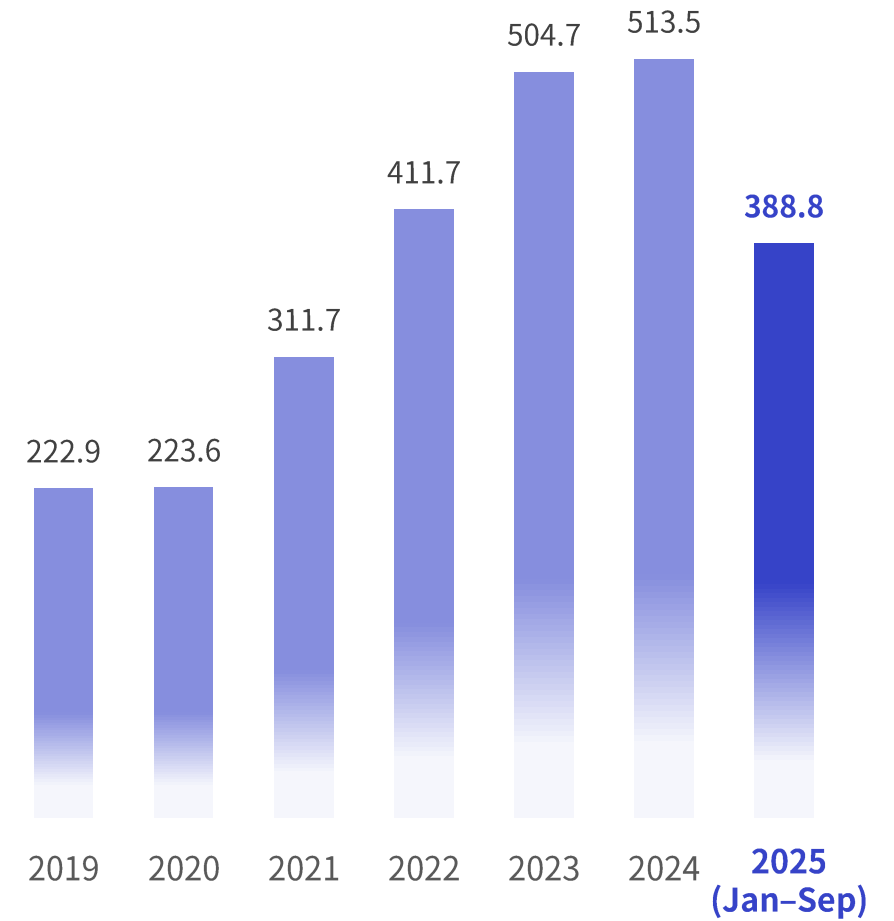
### Emerging Issue: Declining Approval Rates

Tightening fraud prevention regulations\*1 are strengthening security (EMV 3-D Secure mandate), while fraud liability shifts from merchants to card issuers. As issuers tighten screening, payment approval rates decline.

### Rising Demand to Address Cart Abandonment

Cart abandonment—where legitimate users drop off due to authentication friction—is growing (= lost sales for EC merchants). Demand is rising among EC merchants who want to stop fraud without sacrificing revenue.

— Credit Card Fraud Losses (Card Number Misuse)\*2 —  
(100 million yen)

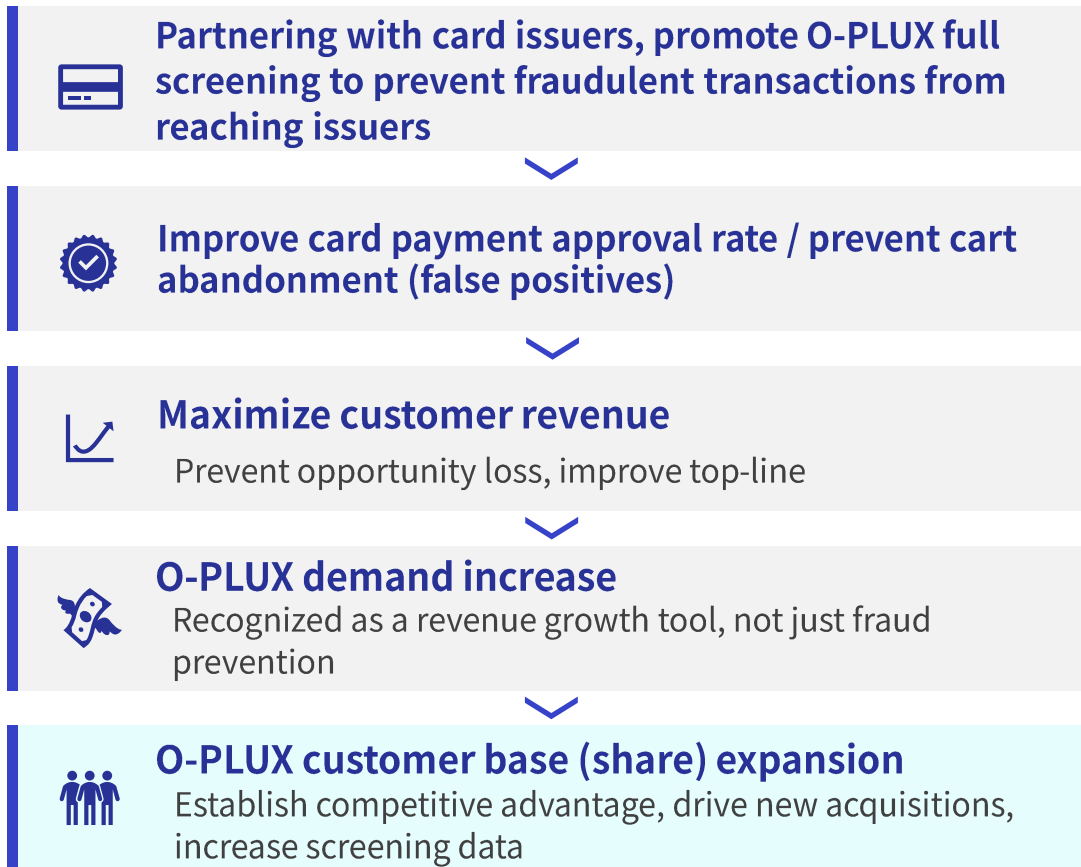


\*1: Credit Card Security Guidelines Version 6.0 (Credit Transaction Security Measures Council; Secretariat: Japan Consumer Credit Association), published Mar. 2025, mandate not only EMV 3-D Secure adoption but also unauthorized login countermeasures.  
\*2: Japan Consumer Credit Association, "Credit Card Fraud Occurrence Report," Dec. 2025



Fraud Detection Service  
**O-PLUX**  
 Payment Protection

Partnering with card issuers, expanding share via the  
 “O-PLUX Growth Cycle” driven by approval rate improvement



**Key Actions**

- **EMV 3-D Secure Optimization:**  
 Support risk-based authentication to skip legitimate users and boost purchase completion.
- **Card Issuer Collaboration:**  
 Enable merchants to quantitatively realize approval rate improvement and revenue growth from O-PLUX adoption.
- **Domestic No.1 Track Record:**  
 Deliver unmatched approval rate gains through meticulous operational tuning based on deep domestic fraud expertise.



## Unauthorized Access Incidents at Major Online Brokerages

2025: Large-scale unauthorized access surged from early in the year.  
 Total damages: Approx. 620 billion yen through Jul. 2025, approx. 739.3 billion yen for the full year.\*1  
 Affected accounts: Approx. 15,000 accounts  
 ; cumulative unauthorized transactions: 9,752 cases.\*1



## Existing Authentication Reaching Its Limits

In addition to credential stuffing attacks exploiting 16 billion leaked credentials on the dark web, remote control via malware and AI-generated sophisticated phishing have rendered conventional ID/PW authentication unable to fulfill its intended role.



## Regulatory Tightening and Increased Compliance Burden

FSA supervisory guidelines\*2 require the establishment of internal control frameworks and security measures at account opening, login, and transaction stages,\*3 increasing the compliance workload.



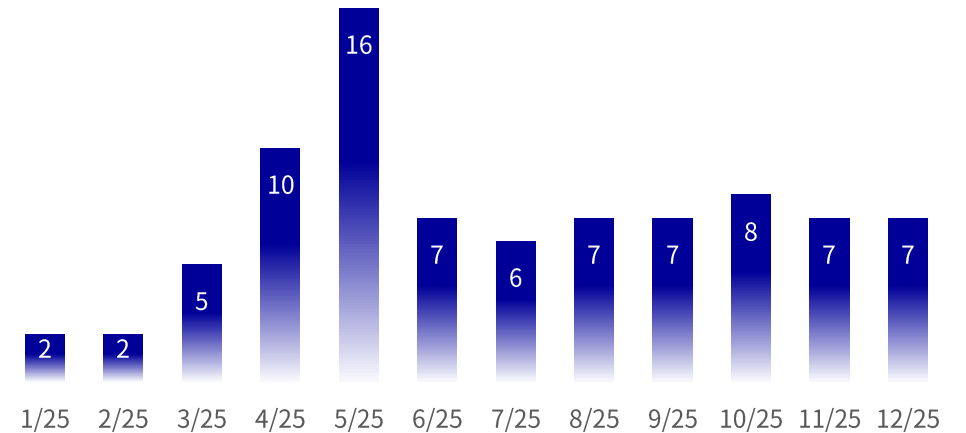
## MFA\*4 (Multi-Factor Authentication) Mandate / Unauthorized Access Detection Mandate

\*1: FSA, "Status of Unauthorized Access/Transactions in Online Trading Services," Jan. 2026

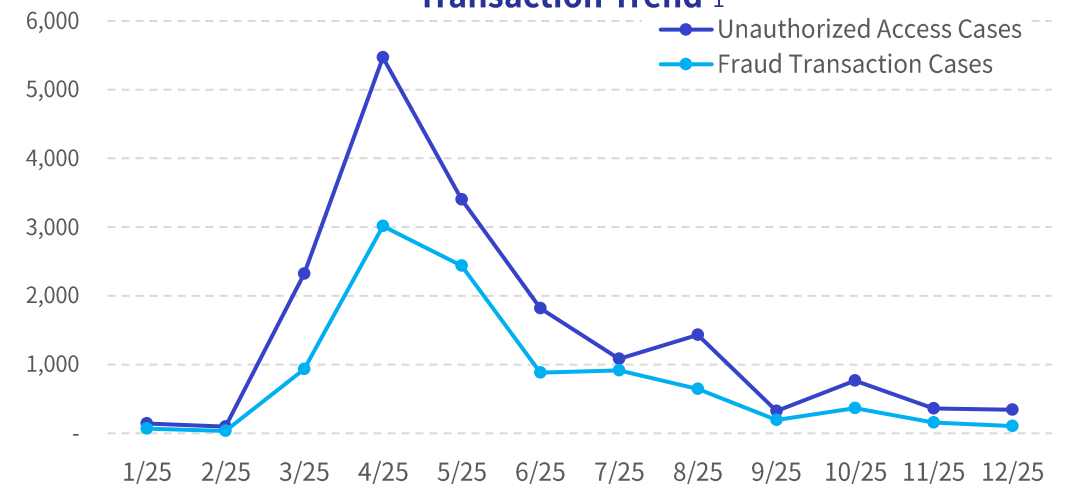
\*2: FSA, "Comprehensive Guidelines for Supervision of Financial Instruments Business Operators," Dec. 2025

\*3: FSA, "Comprehensive Guidelines for Supervision of Financial Instruments Business Operators," Dec. 2025 —(Guidelines III-2-8-2-2) \*4: Multi-Factor Authentication (MFA: Multi-Factor Authentication): A security mechanism that verifies identity by combining 2 or more different types of evidence.

No. of Brokerages with Fraud Incidents\*1



Unauthorized Access / Fraud Transaction Trend\*1



 Finance

Fraud Detection Service  
**O-PLUS**

Addressing the latest fraud methods in the financial industry,  
expanding share as a security partner for financial institutions



**Finance-Specific  
Feature Enhancement**

- Remote control detection
- High-risk country access detection
- External DB integration expansion



**End-to-End Security  
Solution**

Account opening → Login →  
Transaction:  
Support seamless fraud  
prevention from onboarding  
through usage.



**Consulting Support**

- Internal control framework development
- Data science support for fraud detection



**Revenue / Technology / Business: 3-Axis Synergy**

- **Revenue Expansion:**  
Acquire new revenue streams via M&A, pursuing non-linear top-line growth.
- **Existing Business Synergy:**  
Cross-sell acquired customer base and offerings with EC and Finance domains to build a resilient revenue structure.
- **Technology Synergy:**  
Rapidly acquire and deploy technologies via M&A, shortening the development roadmap and boosting product competitiveness.

COXIO



# Appendix

## Company profile

**Company** Cacco Inc.

**Address** 1-5-31 Motoakasaka, Minato-ku, Tokyo

**Founded** January 28, 2011

**Business** **SaaS-based algorithm provision business**  
(Fraud Detection, Payment Consulting, and Data Science Services)

**Representative** Hiroyuki Iwai, President & CEO

**Listing** Tokyo Stock Exchange Growth Market  
(Securities Code: 4166)

**Patents** Patent No. 6534255 · Patent No. 6534256  
Patent No. 6860156 · Patent No. 7840545

**Certifications** **ISMS (Information Security Management System)**  
ISO/IEC 27001:2013  
JIS Q 27001:2014 Registration No.: IA120255  
Privacy Mark® No. 10824248

Cacco Evolutionary Purpose

**Shaping the "Let's Do It"  
for a next game changer**



## Cacco Evolutionary Purpose

# Shaping the “Let’s Do It” for a next game changer

The Cacco Evolutionary Purpose embodies our desire to contribute to the development of the Japanese economy by supporting people and companies that are taking on the challenge of making the world a better place.

When the company was founded, there was little fraud in Internet transactions, and there were no fully functional fraud detection services in the world. But we believed that in the near future, there would be a wide variety and high volume of fraudulent activities in all Internet transactions, including e-commerce.

In the years since, just as we predicted fraudulent activity is occurring in all kinds of Internet transactions, and the methods are becoming more complex, evolving and expanding. Since the release of O-PLUX in 2012, we have continued to develop it so that it can adequately respond to evolving threats, and as a result, it is currently the No. 1\* installed security solution in Japan.

As a company that creates new value through security, payment, and data science technologies, Cacco will continue to strive to realize the Cacco Evolutionary Purpose and sustainably increase its corporate value.



\* TOKYO SHOKO RESEARCH, LTD., “Survey on the number of EC sites in Japan introducing paid fraud detection service,” (as of the end of March 2025)

One-stop support for building secure internet infrastructure — from ad-driven customer acquisition to login, payment, and data utilization

## 01 ADVERTISEMENT



Web Advertising / Customer Acquisition

## 02 LOGIN CHECK



EC / Financial Institutions / Membership Sites

## 03 TRANSACTION



Order / Payment Systems

## 04 ANALYSIS



Fraud Trend / Purchasing Demand Analysis

NEW

### X-log

AI and proprietary algorithms analyze and automatically block fraudulent ad clicks (ad fraud), cutting wasted ad spend in real time.

### O-PLUX Account Protection

Real-time detection of unauthorized access and fraudulent logins on EC, financial institution, and membership sites.

### O-PLUX Payment Protection

Real-time detection of fraudulent orders such as non-payment and resale fraud in EC transactions. No.1\* domestic deployment track record.

### Teppeki PACK for Phishing

A one-stop solution for detecting phishing emails and fraudulent domains and preventing impersonation logins.

### SaaS-type BNPL system

A low-initial-cost package system for implementing BNPL (Buy Now, Pay Later)\*2 deferred payment for EC.

### Data Science Services

Advanced data analytics using AI, statistics, and mathematical optimization. Beyond fraud-trend analysis, we provide analytics across all fields, including retail demand forecasting and production-planning optimization.

## SECURITY

### Fraud Detection

Recurring

#### O-PLUX Payment Protection

Real-time detection of fraudulent orders such as non-payment and resale fraud in EC transactions.

#### O-PLUX Account Protection

Real-time detection of unauthorized access and fraudulent logins on EC, financial institution, and membership sites.

#### Teppeki PACK for Phishing

A one-stop solution for detecting phishing emails and fraudulent domains and preventing impersonation logins.

#### X-log

Detects fraudulent ad clicks (ad fraud) on web advertising to cut wasted ad spend.

## PAYMENT

### Payment Consulting

Transaction

#### Payment Consulting Service

System provision and BNPL business consulting for payment operators and companies considering BNPL adoption.

\*Screening engine uses "O-PLUX."

Recurring

#### SaaS-type BNPL system

A low-initial-cost deferred-payment (BNPL) package, the "SaaS-type BNPL system." Also provided to EC shopping carts and major EC operators.

## DATA SCIENCE

### Data Science

Recurring

Transaction

#### Data Science Services

Data analytics and algorithm development using AI, statistics, and mathematical optimization.

- Production planning for manufacturing
- Demand forecasting for retail
- Shift scheduling for call centers

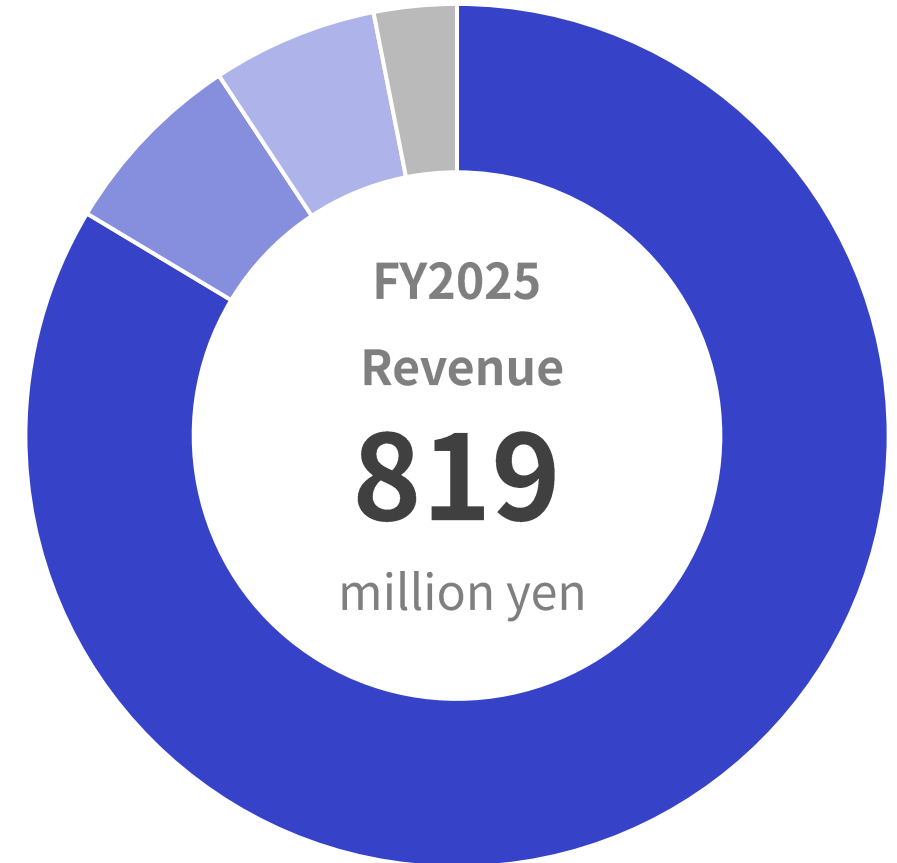
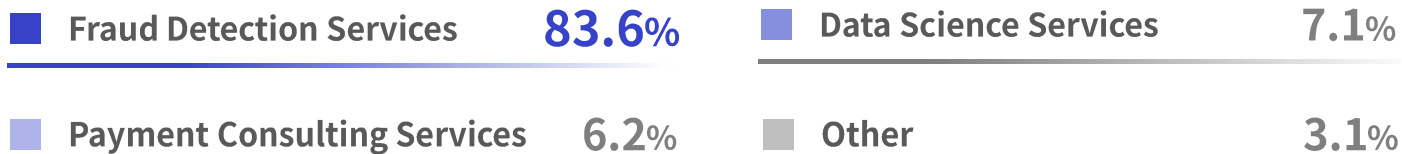
and more—we provide data science services across all fields.

# Revenue Composition

# 83.6 %

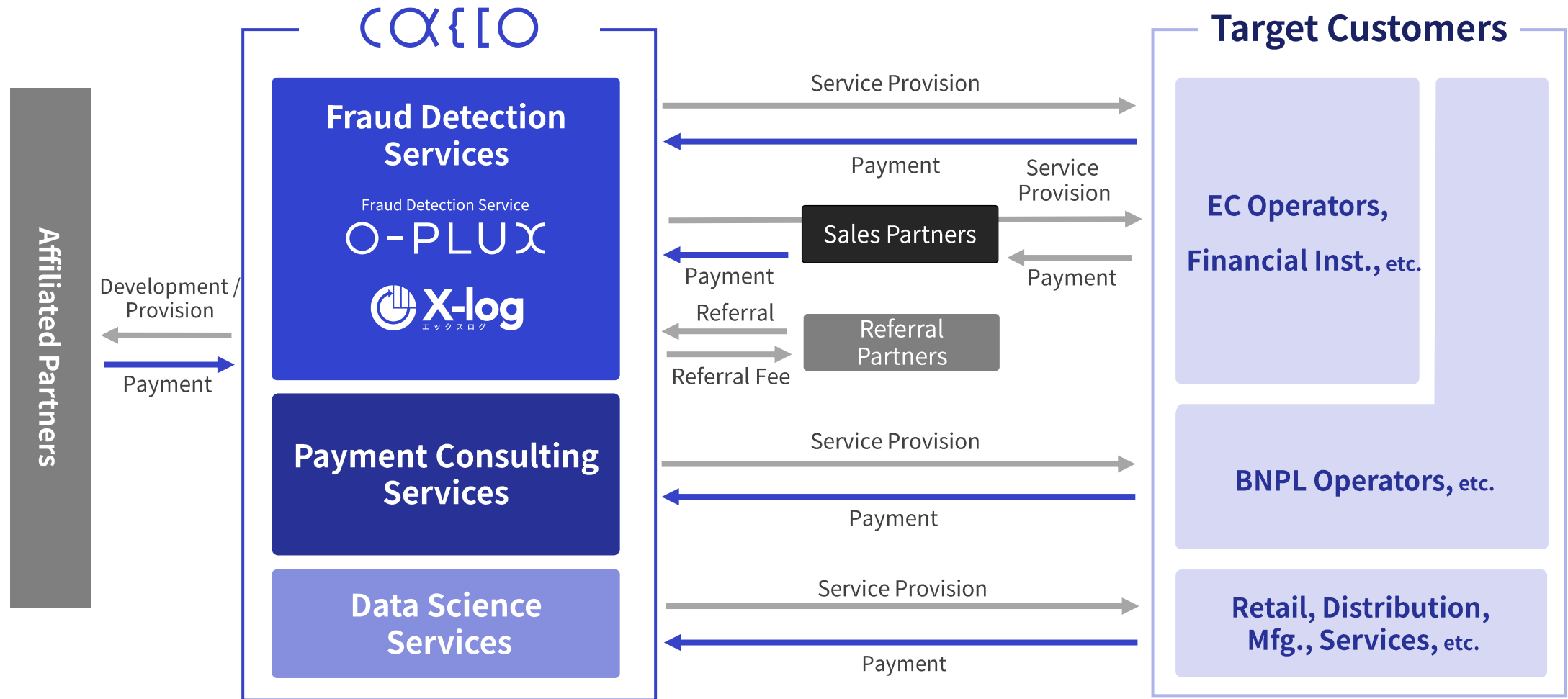
**Fraud Detection Services are the dominant growth driver.**

Fraud Detection Services, underpinned by recurring revenue, account for over 80% of total revenue. Complementary domains such as Data Science and Payment Consulting layer on top of this stable revenue base.



\*Other = Includes revenue from SaaS-type BNPL system and other sources

# Business Flow and Target Customers



## CLIENT

Major Retail Company

Annual Transaction Volume: Approx. 7.0 billion yen

## Challenge

Frequent credit card fraud on the EC site. Losses reached up to 10 million yen/month.

## Solution

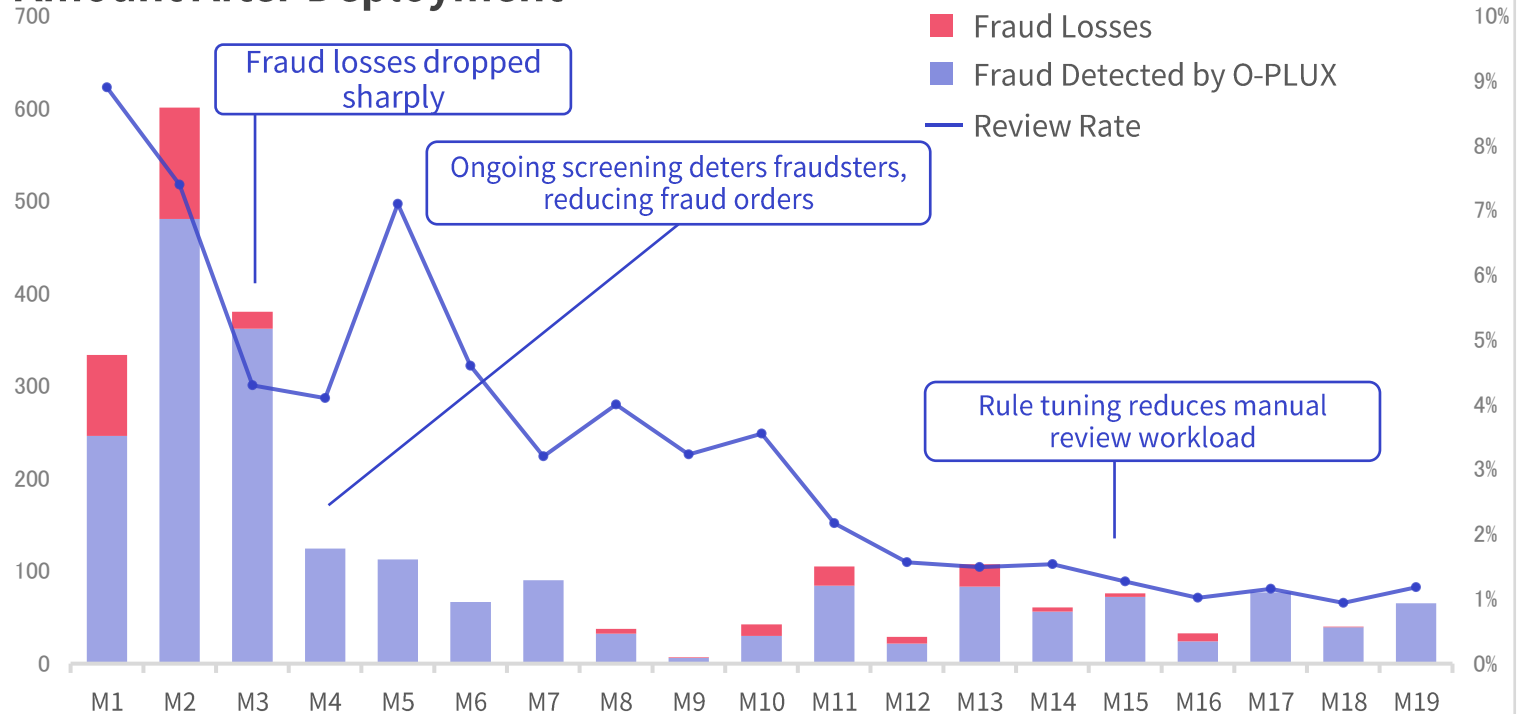
Deployed the fraud detection service “O-PLUX.”  
Established a real-time fraud prevention system.

## Results

**250 million yen**  
equivalent (5-year cumulative)

Detected and prevented 100 million yen in credit card fraud in the first year of deployment

## Fraud Losses and Detection Amount After Deployment



## Key Takeaways

Fraud losses plummeted immediately after deployment. Continued use suppressed fraudulent orders, while the REVIEW (manual check) rate also declined, improving operational efficiency.

\*Fraud detected amount: Total value of transactions flagged as “NG” or “REVIEW” and confirmed as fraudulent (negative-registered) before chargeback, including card attribute mismatches and pre-shipment identity verification.

\*Review rate: The proportion of “REVIEW” results relative to total screened transactions.

## Kitamura Co., Ltd.

Deploying O-PLUX to break through the limits of manual review. Combined with 3D Secure for even stronger security.

### ⚠ Challenges Before Deployment

Despite implementing 3D Secure, credit card fraud persisted. Manual review was used as a countermeasure, but increasingly sophisticated fraud methods pushed workload to its limits.

### ✓ Results After Deployment

Customized screening rules were built for Kitamura to complement 3D Secure. Manual review challenges were resolved, dramatically improving operational efficiency.



Fraud in OK-Approved Txns

0 cases

Review Workload Reduction

2 FTEs

Full interview with Kitamura Co., Ltd.

[https://frauddetection.cacco.co.jp/o-plux/case\\_studies/kitamura/](https://frauddetection.cacco.co.jp/o-plux/case_studies/kitamura/)

## e+ (eplus) Inc.

Reduced additional authentication to 1/30 of the norm. Balancing user convenience with fraud login prevention.

### ⚠ Challenges Before Deployment

Full authentication for all users risked degrading the user experience. A solution was also needed to handle sudden traffic spikes on popular event launch days without impacting system performance.

### ✓ Results After Deployment

While strengthening security, additional authentication was limited to 1/30 of the initial estimate. Operations ran smoothly even during traffic surges, with zero post-deployment complaints.

e+ イープラス



Auth. Reduction

Down to **1/30**

Post-Deployment  
Complaints

**0** cases

Full interview with e+ (eplus) Inc.

[https://frauddetection.cacco.co.jp/case\\_studies/eplus](https://frauddetection.cacco.co.jp/case_studies/eplus)

## PIA Corporation



Risk-based authentication triggers additional verification only for suspicious users. Eliminated impersonation logins without compromising convenience for a broad user demographic.

Impersonation Logins  
**0** cases

### ⚠ Challenges Before Deployment

Automated impersonation login attacks occurred during periods of concentrated short-term access. However, given the wide age range of users, increasing authentication complexity to avoid degrading usability was essential.

### ✅ Results After Deployment

O-PLUX detected automated access, reducing impersonation logins to 0 cases. Multi-factor authentication is triggered only for suspicious cases, preserving legitimate user convenience.



## Major Financial Institution

Log visualization dramatically reduced monitoring workload. Device fingerprinting enabled advanced countermeasures beyond IP address reliance.

Monitoring Workload  
**Dramatically Reduced**

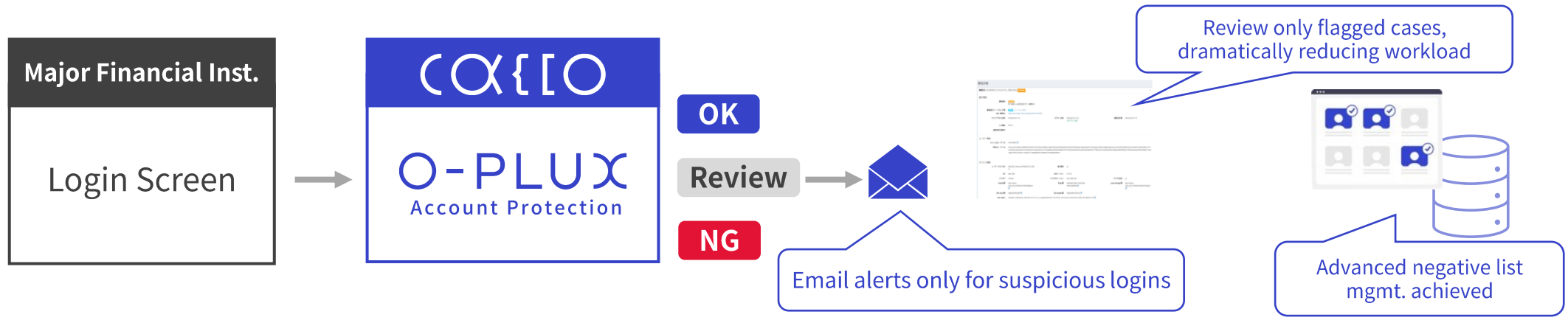
Negative List Mgmt.  
**Enhanced**

### ⚠ Challenges Before Deployment

Logs were recorded but not visualized, resulting in enormous manual monitoring workload. IP address-only controls had reached their limits, requiring more precise negative list management.

### ✅ Results After Deployment

Per-user access data visualization and alerts only for suspicious activity significantly reduced workload. Device fingerprinting enabled negative list management incorporating device-specific data beyond IP addresses.

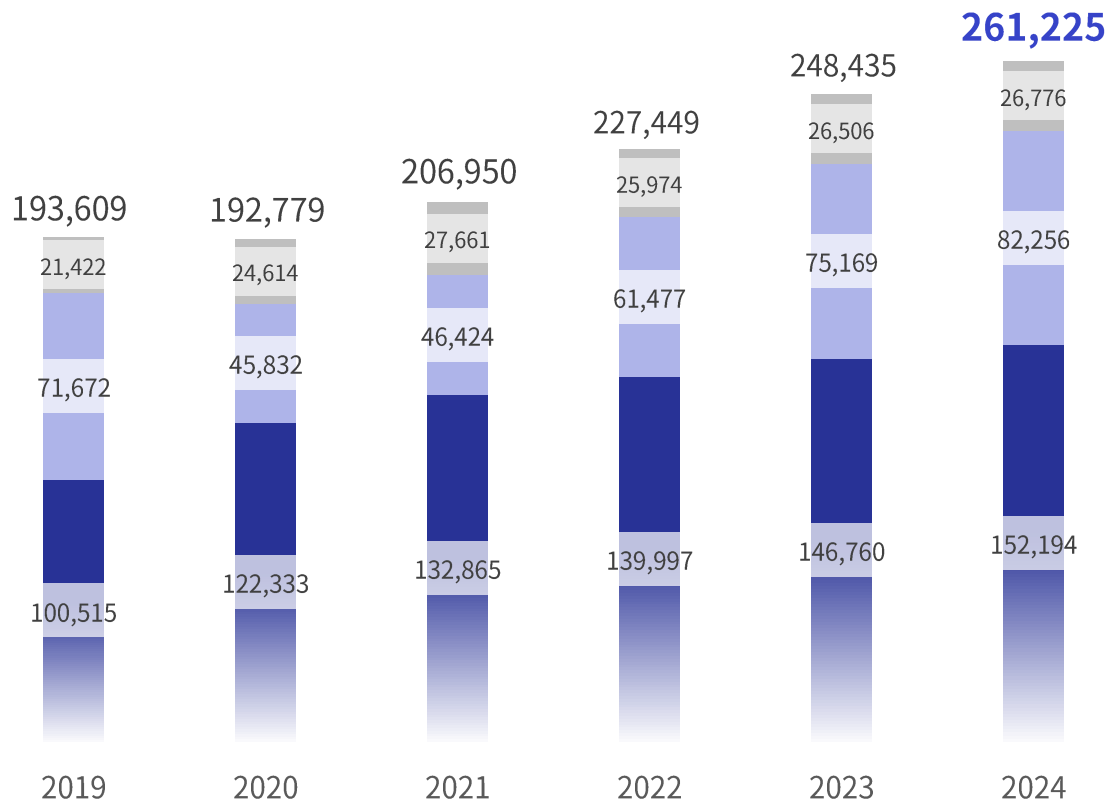


Credit card fraud losses (card-not-present fraud) are expanding in proportion to EC market growth. Revisions to the Installment Sales Act and publication of the "Credit Security Action Vision 2025

" reflect growing societal demand for fraud prevention measures.

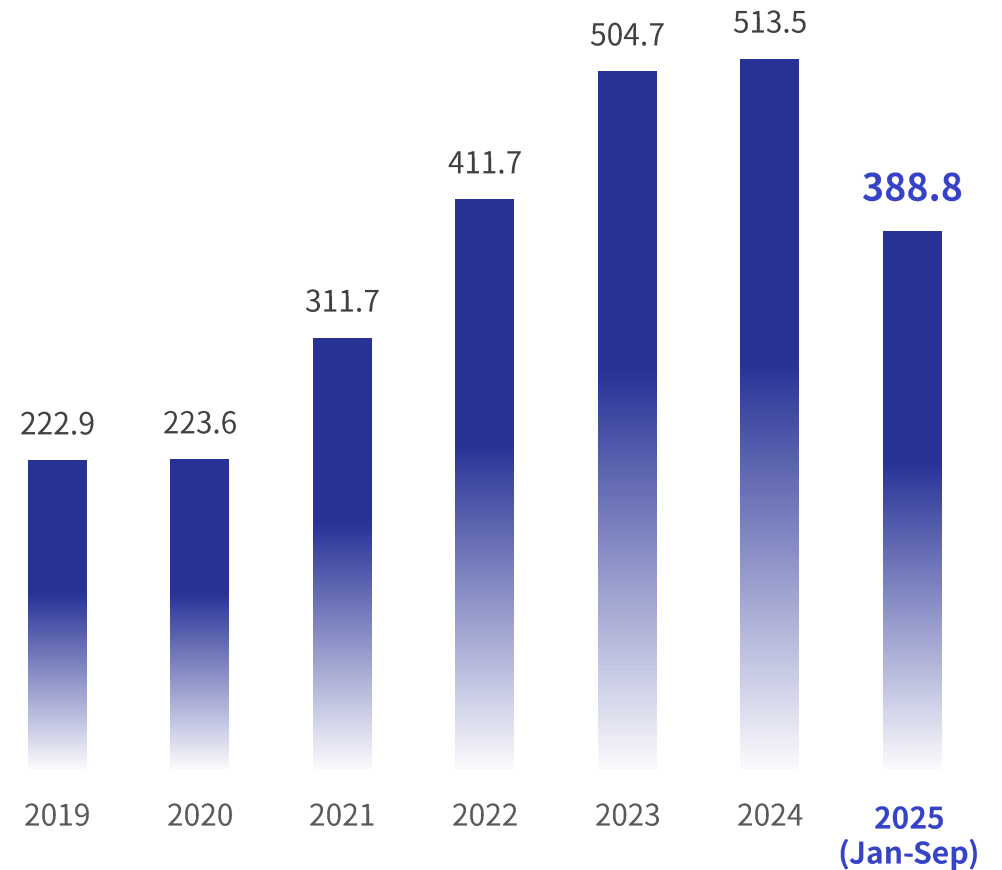
## Japan's BtoC EC Market Size

(Unit: 100 million yen)



## Japan's Credit Card Fraud Losses (Card-Not-Present)

(Unit: 100 million yen)



\* METI "FY2024 Industrial Economic Research (E-Commerce Market Survey) Report"; Japan Consumer Credit Association "Credit Card Fraud Occurrence Report" Dec 2025

# Competitive Advantages



TECHNOLOGY

# 01

## Data Science Expertise



## Security Engineering

Combining advanced data analytics with specialized security engineering. Developing proprietary algorithms unmatched by competitors.

### Patents Held:

Patent No. 6534255,  
Patent No. 6534256,  
Patent No. 6860156,  
Patent No. 7840545



TRACK RECORD

# 02

## No.1 domestic track record in service deployments across the EC and payment domains

Commanding an overwhelming deployment share in the EC and payment domains. Extensive operational track record creates a virtuous cycle of continuously improving detection accuracy.

\* Tokyo Shoko Research, Ltd. "Number of EC sites in Japan using paid fraud detection services," as of end of March 2025



REVENUE MODEL

# 03

## Robust Recurring Revenue from Fraud Detection Services

The core fraud detection service operates on a recurring revenue model. This stable revenue base drives company-wide growth.

### Recurring Revenue Ratio: 79.7%

(FY2025 share of fraud detection recurring revenue in full-year revenue)

# Competitive Advantages of Core Fraud Detection Service “O-PLUX”

## Product Differentiation Factors

### 01 Massive Data Holdings

Holding vast volumes of domestic fraudulent order data. No.1 deployment track record ensures unrivaled data coverage and high detection accuracy.

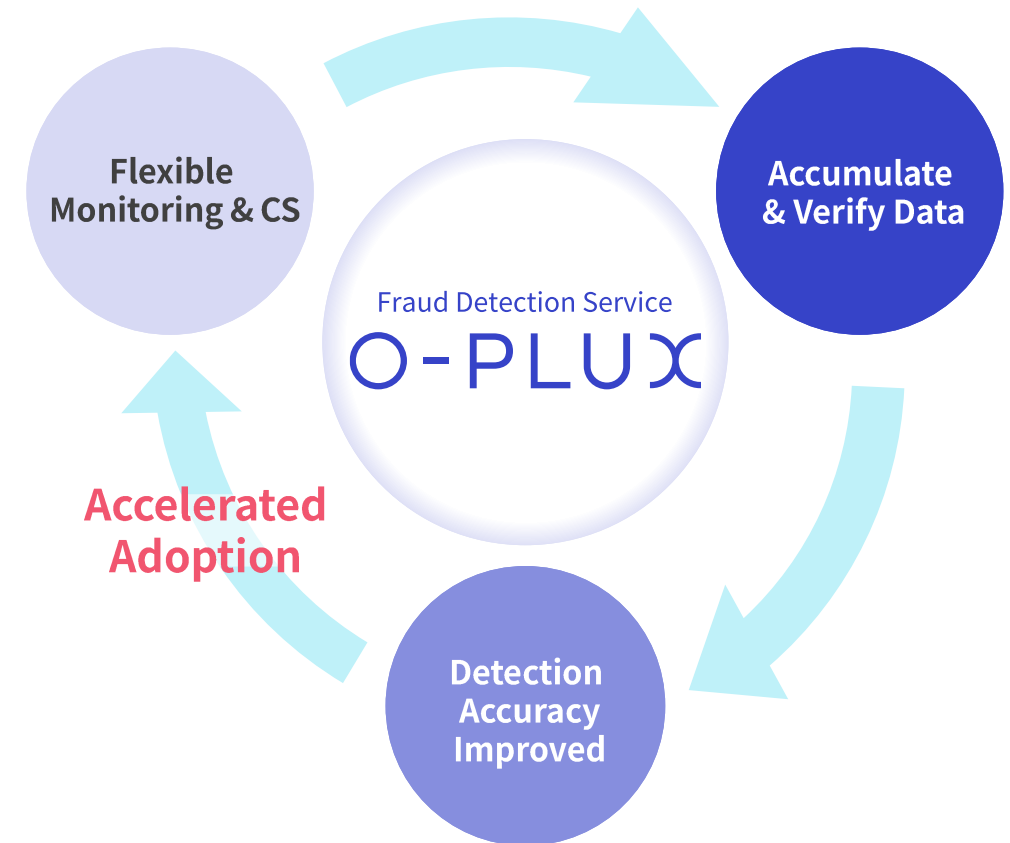
### 02 Proprietary Detection Models

Fusing data science and security expertise. Building proprietary detection models tailored to Japan-specific commercial practices and fraud methods.

### 03 Comprehensive Support System

Domestic in-house product enabling responsive and flexible support. Dedicated teams provide ongoing rule tuning and operational assistance post-deployment.

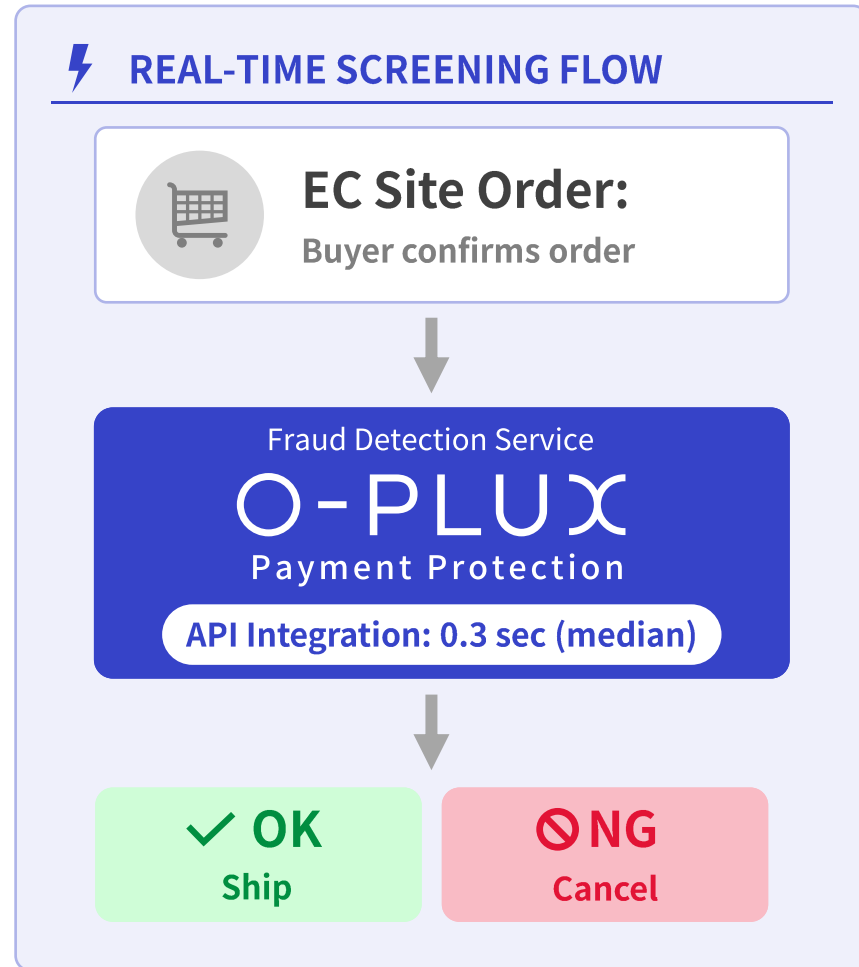
## Virtuous Cycle Sustaining Competitive Advantage



\* Tokyo Shoko Research, Ltd. “Number of EC sites in Japan using paid fraud detection services,” as of end of March 2025

# O-PLUX Payment Protection Overview

Real-time detection of fraudulent orders such as non-payment in EC using proprietary screening models



**Key Screening Functions (Multi-Dimensional Scoring Logic)**

<p><b>Email Screening</b></p> <ul style="list-style-type: none"> <li>Email deliverability check</li> <li>Alias email detection</li> <li>Disposable/suspicious domain detection</li> </ul>	<p><b>Name Normalization</b></p> <ul style="list-style-type: none"> <li>Normalize variant address/name entries</li> <li>Name-to-reading mismatch detection</li> </ul>	<p><b>Device Intelligence</b></p> <ul style="list-style-type: none"> <li>IP/Cookie-based identity matching</li> <li>Overseas access detection</li> <li>Language/timezone spoofing detection</li> </ul>
<p><b>External DB Integration</b></p> <ul style="list-style-type: none"> <li>Address verification (fake address)</li> <li>Vacant/hotel/overseas forwarding</li> <li>Phone number reachability check</li> </ul>	<p><b>Behavioral Analysis</b></p> <ul style="list-style-type: none"> <li>High-volume purchase detection</li> <li>Impersonation behavior analysis</li> <li>Suspicious pattern extraction</li> </ul>	<p><b>Shared Negative DB</b></p> <ul style="list-style-type: none"> <li>Cross-referencing 110K+ sites' shared negative DB</li> <li>Limited-edition resale detection</li> <li>Cross-industry fraud prevention</li> </ul>

# O-PLUX Payment Protection Competitive Feature Comparison

"O-PLUX Payment Protection" addresses all types of fraud, protecting EC merchants from fraudulent transactions.

Fraud Type	Fraud Detection Service <b>O-PLUX</b> Payment Protection	Comp.A	Comp.B	Comp.C	Comp.D	Comp.E	Comp.F	Comp.G	Comp.H
Chargeback	✓	○	✗	○	○	○	▲	○	○
Resale Fraud	✓	✗	○	✗	✗	✗	✗	✗	✗
Credit Master	✓	○	✗	○	○	○	○	✗	✗
Affiliate Fraud	✓	✗	○	✗	✗	✗	✗	✗	✗

\*1 Fraudulent bulk acquisition and resale of products offered at introductory prices.

\*2 Information compiled independently by the Company based on publicly available service websites and materials.

# O-PLUX Payment Protection — Select Client Portfolio

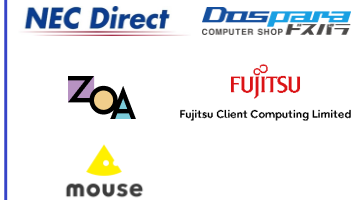
## Cosmetics / Hair Care



## Hobby



## PC / Tablet



## Tickets



## Food / Health Food



## Home / Interior



## Pet Supplies



## Camera / Audio



## Apparel / Sports / Eyewear / Jewelry



## Online Grocery / TV Shopping / Furusato Nozei / MVNO / Hosting, etc.



\* Includes only companies that have granted publication permission (Japanese syllabary order). As of the end of April 2026.

## EC Cart Systems & Others



## Card Companies & Payment Processors



\* Subsuku Store and Tamago Repeat are integrated as standard via TAG. \* As of the end of April 2026.

\* Standard integration with each cart system may require additional development fees; please confirm with each system provider.

# Fraud Detection "O-PLUX Account Protection" Overview

Analyzes user operations and device data in real time for visitors to web sites.  
Identifies impersonation and prevents fraud arising from unauthorized access (data breaches, fraudulent purchases, etc.)

## Real-Time Auto Screening



### Illicit Login

Phishing / Credential Stuffing



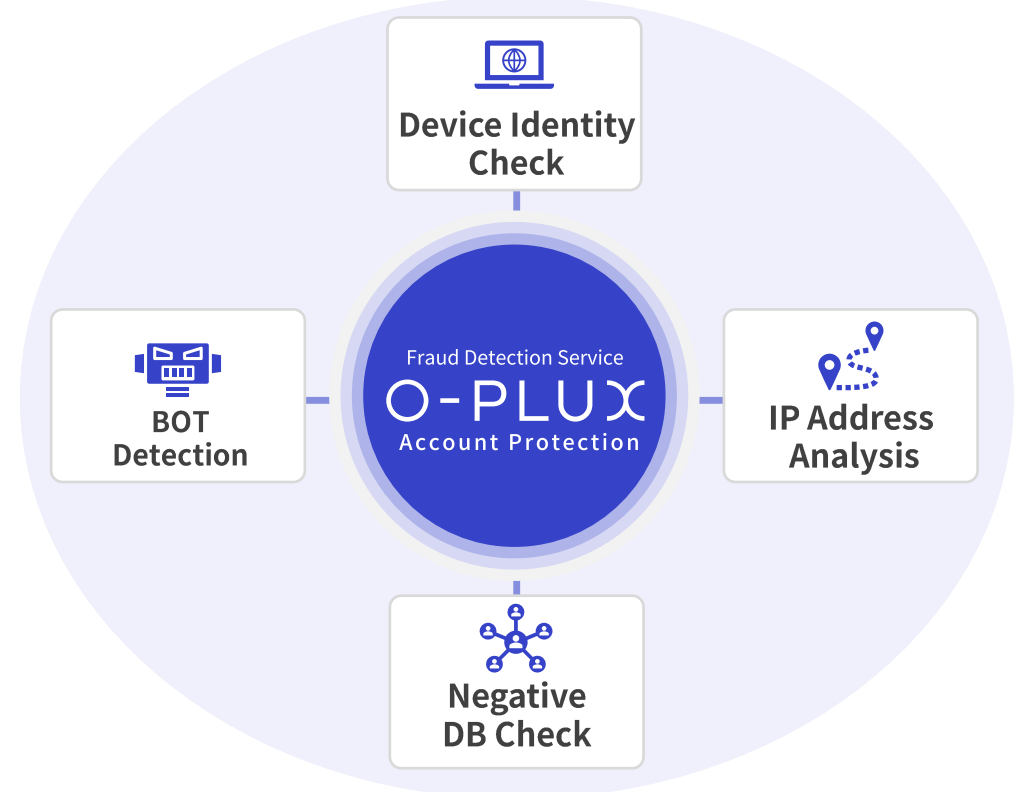
### Fraudulent Registration

Fake account opening / False registration



### BOT Attack

Automated program attacks



# O-PLUX Account Protection — Client Portfolio

Adoption is expanding in industries requiring advanced security, including ticketing, financial institutions, loyalty programs, and membership sites.

## EC Sites

ORBIS

## Mail-Order Sales



\* In preparation

## Ticketing Sites



## Membership Sites



## EC Cart / Packages



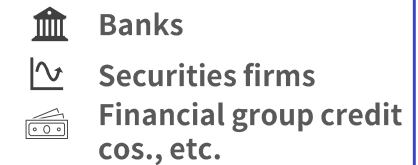
## Consumer Finance



## Real Estate Crowdfunding



## Other Undisclosed Clients



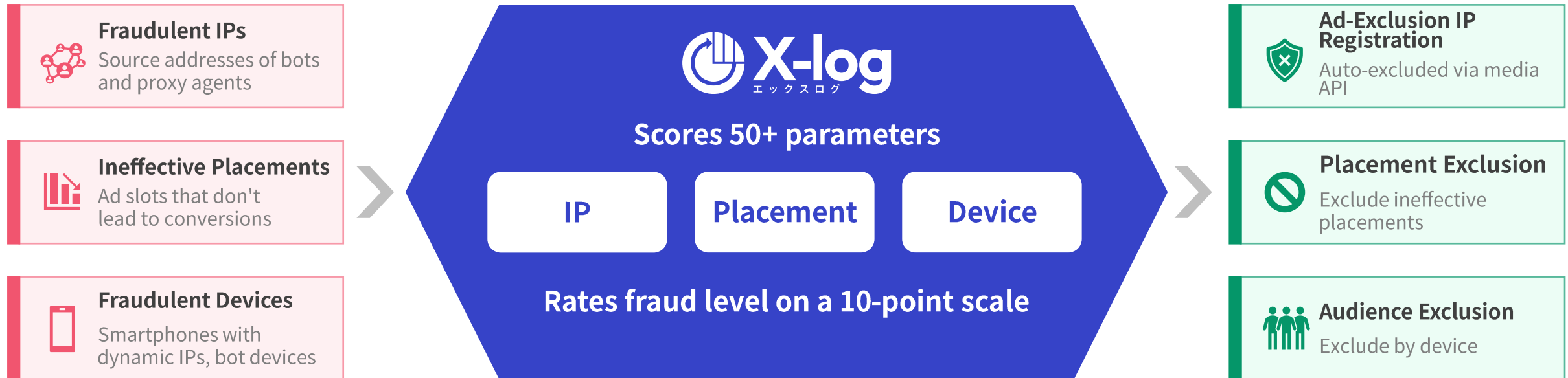
\* Includes only companies that have granted publication permission. As of the end of April 2026.

After integration, everything from detection to countermeasures is fully automated, improving ad performance without adding workload for ad operators.

## Detection Targets (Advertiser Threats)

## X-log Analysis Engine

## Automated Countermeasures



## Additional Features

- Company Analysis**
- Refund Claim Support**

Identify visiting companies from static IPs → exclude competitors / build sales lists

Extract analytics data → request investigation from media support → refund

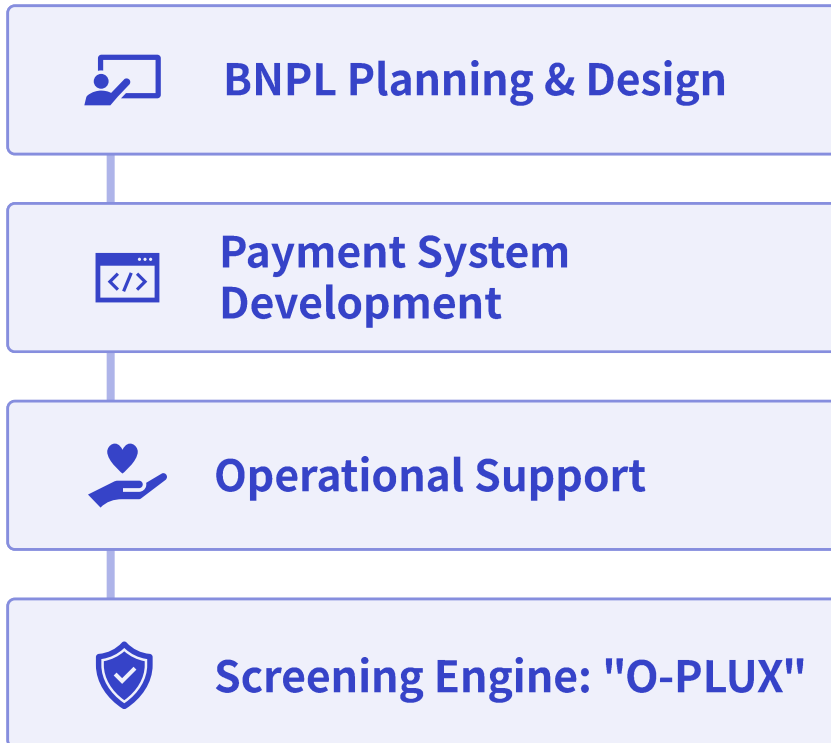
## Deployment in 3 Steps



# Payment Consulting Service

One-stop support for BNPL development and launch—from service design and payment system development to operational support. Fraud screening powered by "O-PLUX".

## »» ONE-STOP-SUPPORT



## »» 3 Key Strengths

**01**  
POINT

### Proven BNPL launch track record

- Millions of monthly transactions at scale
- Full launch support incl. planning & ops
- Post-launch ops setup incl. credit screening

**02**  
POINT

### Expert consulting by BNPL operators

Experienced BNPL consultants deliver client-centric proposals, supporting both systems and business strategy.

**03**  
POINT

### Fraud detection by "O-PLUX," Japan's No.1\*

Proven in finance & payments where accuracy is critical. "O-PLUX" holds the top domestic deployment count.

\* Tokyo Shoko Research: Survey on paid fraud detection service deployment on EC sites in Japan. As of Mar 2025.

# Data Science Service

Leveraging AI, statistics, and mathematical optimization to develop and deliver algorithms that optimize business-critical metrics—including predictive modeling and ML-driven automation.

## Our Approach



### KPI Derivation

From data aggregation and visualization to root-cause analysis, KPI derivation, and strategic recommendations.



### Data Science Lab

Embedded analytics on monthly subscription, acting as an extension of your team.



### Algorithm Development

Custom algorithms for demand/risk forecasting to maximize profitability through automation.

## Case Studies

### Wall material mfr. (revenue: 119.0 bn yen)

Optimization

Automated production planning for 1,700 products across 12 lines. Maximized output, minimized waste.



**130 million yen**

**Annual cost savings (max)**

### Stationery mfr. (revenue: 5.5 bn yen)

Statistics / AI

Demand forecasting and production algorithms for calendars/planners. Minimized stockout losses.



**70%**

**Lost sales opportunity reduction**

### Call center

Optimization

Forecasts daily/hourly demand; auto-generates staffing plans meeting KPIs, preferences, and labor rules.



**60 million yen**

**Annual cost savings**

# Disclaimer and Forward-Looking Statements

---

This document may contain forward-looking statements based on assumptions, outlooks, and plans regarding the future as of the date of publication. These forward-looking statements are based on information currently available to the Company and certain assumptions deemed reasonable, and do not constitute a guarantee of achievement by the Company.

Actual results may differ materially from such forecasts due to various factors, including changes in economic conditions, shifts in customer needs, competition with other companies, and amendments to laws and regulations.



## CONTACT INFORMATION



[ir@cacco.co.jp](mailto:ir@cacco.co.jp)



<https://cacco.co.jp/ir/>

For inquiries or interview requests, please contact our IR team using the information above.

C O X { [ O

Shaping the "Let's Do It"  
for a next game changer