Note: This is a translation of part of the original Japanese version and is provided for reference purposes only.
In the event of any discrepancy between the Japanese original and this English translation, the Japanese original shall prevail.

Q3 FY09/2026
Consolidated Financial Results

HENNGE K.K. (4475: TSE Growth)
August 4, 2026

Table of Contents

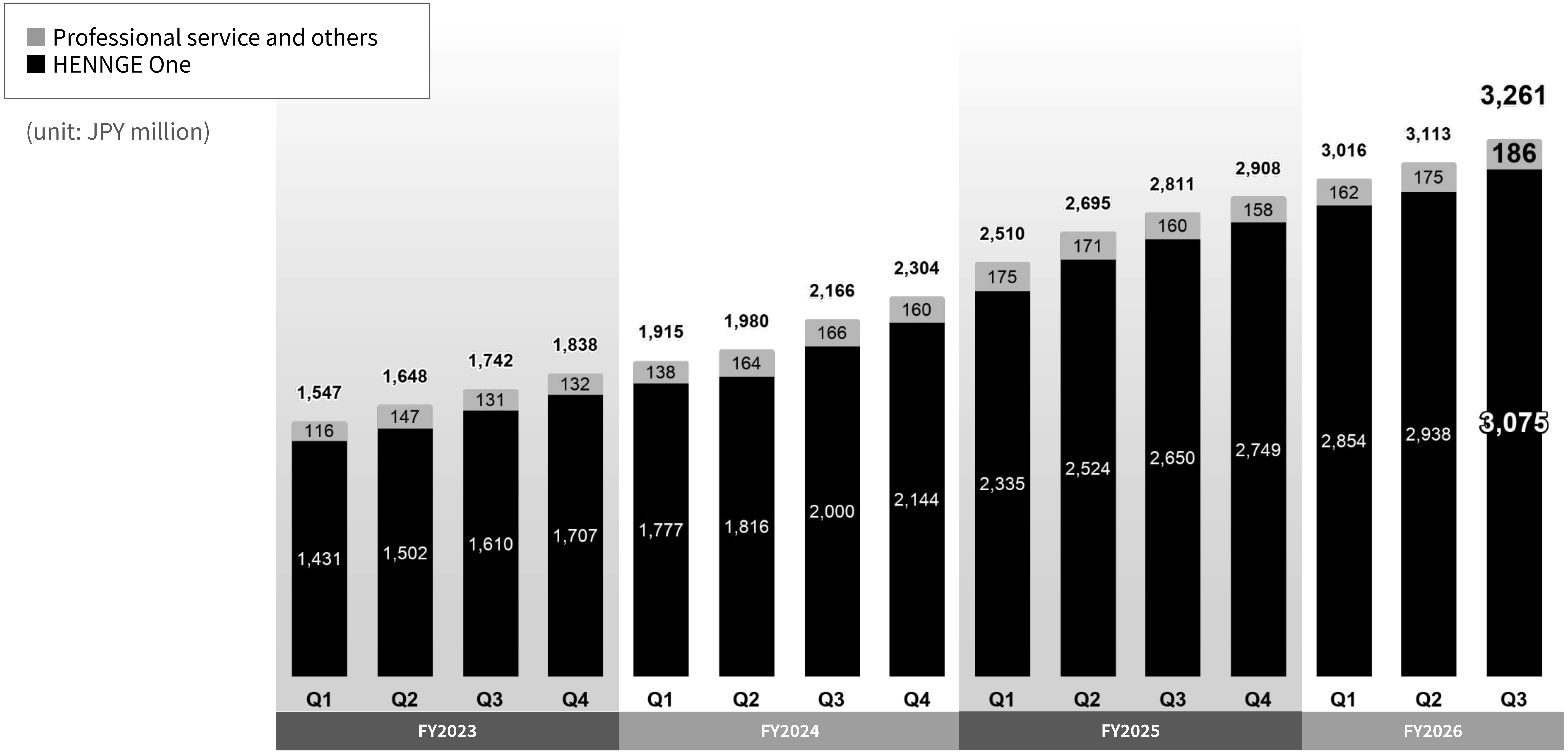
Q3 FY2026
Consolidated Financial Results

(Financial Results)

Consolidated Financial Results Highlights

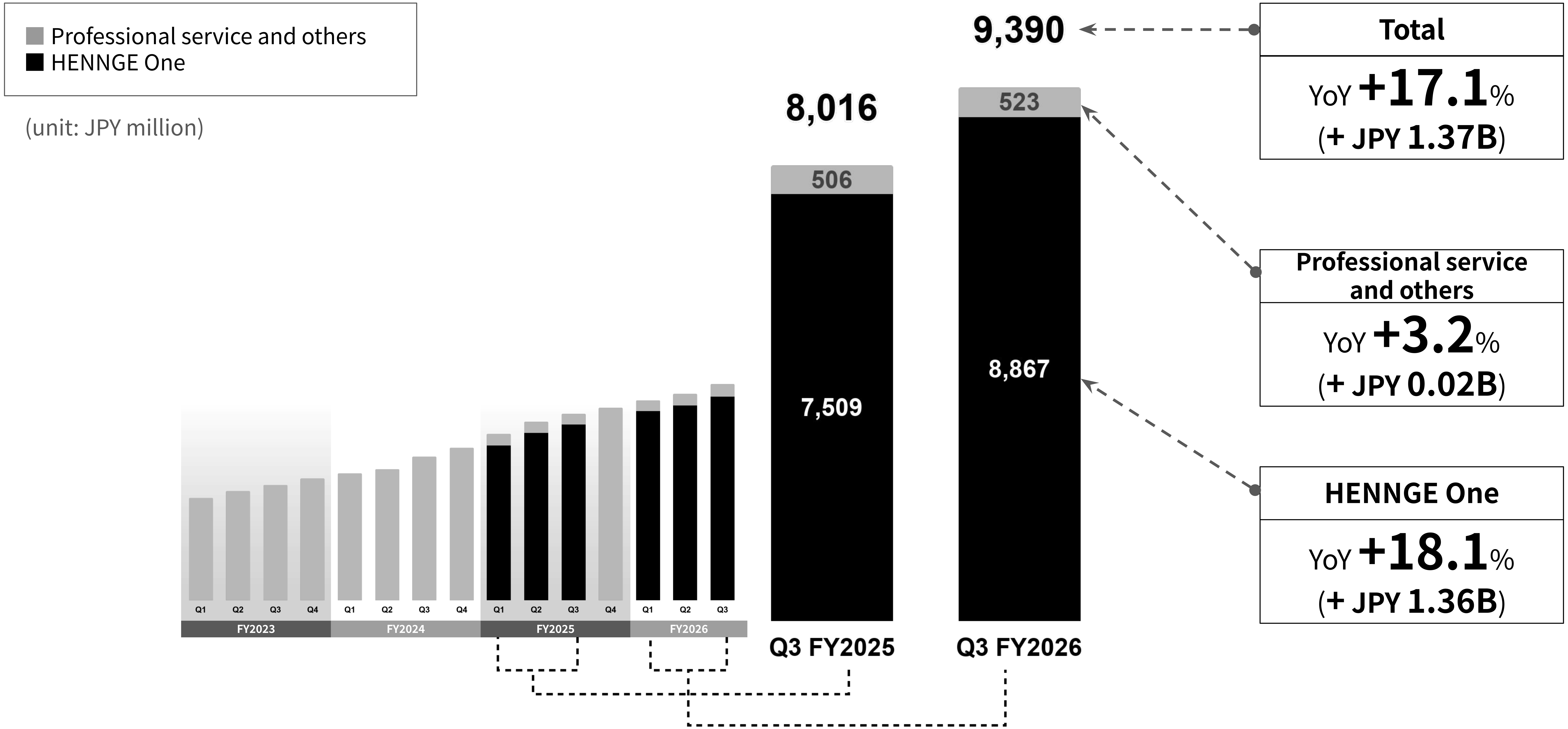
(unit: JPY million)	Q3 FY2025	Q3 FY2026	YoY	YoY (%)	FY2026 Forecast	Progress (%)
Net sales	8,016	**9,390**	+1,374	+17.1%	12,834	73.2%
(HENNGE One)	7,509	**8,867**	+1,357	+18.1%	12,087	73.4%
(Professional service and others)	506	**523**	+16	+3.2%	747	70.0%
Total cost of sales	1,107	**1,278**	+171	+15.5%		
Gross profit	6,909	**8,112**	+1,203	+17.4%		
(Gross profit margin)	(86.2%)	**(86.4%)**		(+0.2pts)		
Total selling, general and administrative expenses	5,329	**6,258**	+929	+17.4%		
Operating income	1,580	**1,854**	+274	+17.4%	2,057	90.1%
(Operating income margin)	(19.7%)	**(19.7%)**		(+0pts)	(16.0%)	
Ordinary income	1,610	**1,857**	+247	+15.3%	2,073	89.6%
Profit attributable to owners of parent	1,058	**1,361**	+304	+28.7%	1,595	85.4%
(Net income margin)	(13.2%)	**(14.5%)**		(+1.3pts)	(12.4%)	

Net Sales

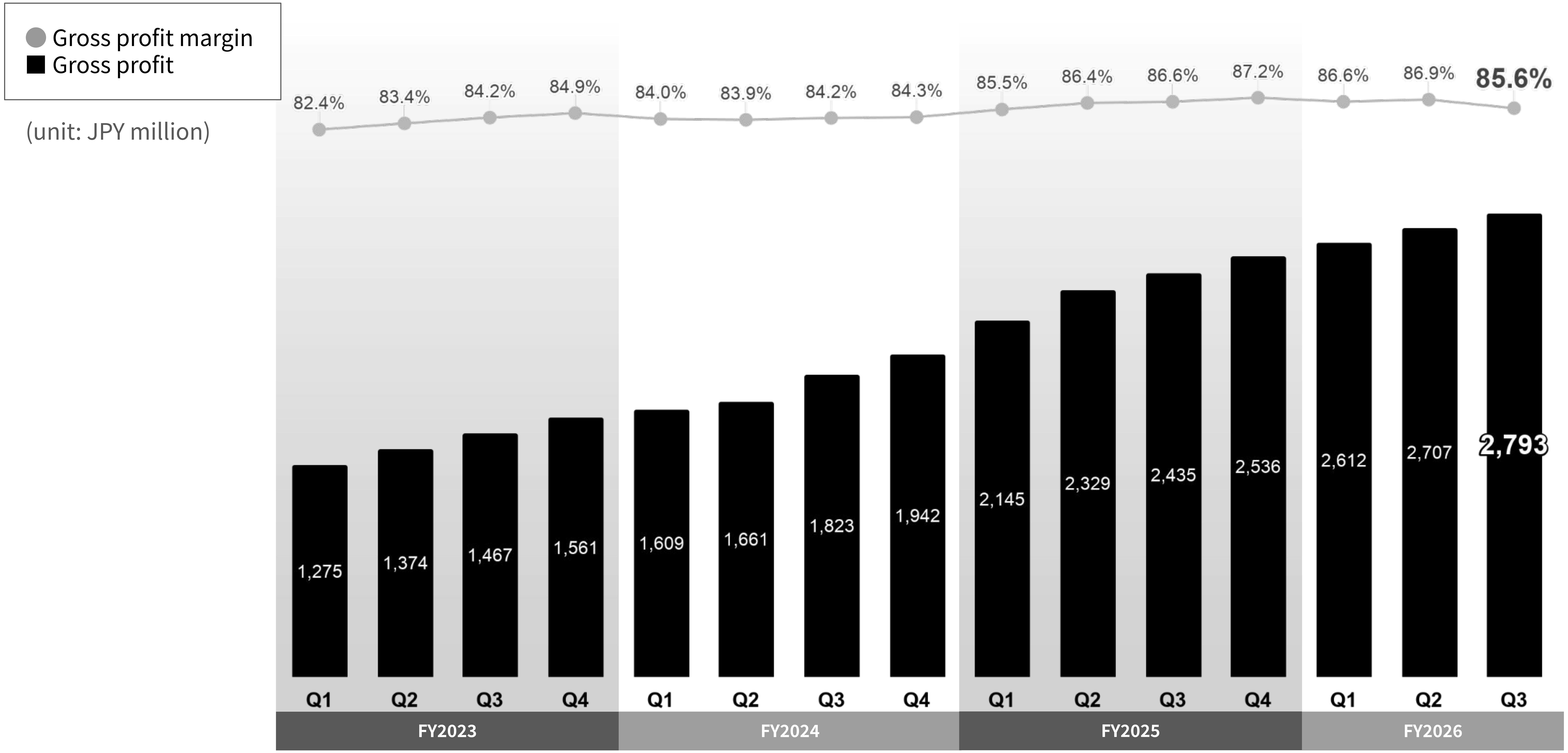

Professional service and others
HENNGE One
(unit: JPY million)
1,547
116
1,431
1,648
147
1,502
1,742
131
1,610
1,838
132
1,707
1,915
138
1,777
1,980
164
1,816
2,166
166
2,000
2,304
160
2,144
2,510
175
2,335
2,695
171
2,524
2,811
160
2,650
2,908
158
2,749
3,016
162
2,854
3,113
175
2,938
3,261
186
3,075
Q1
Q2
Q3
Q4
FY2023
FY2024
FY2025
FY2026

Net Sales (YoY)

Net sales for HENNGE One business, our growth driver, grew steadily YoY.

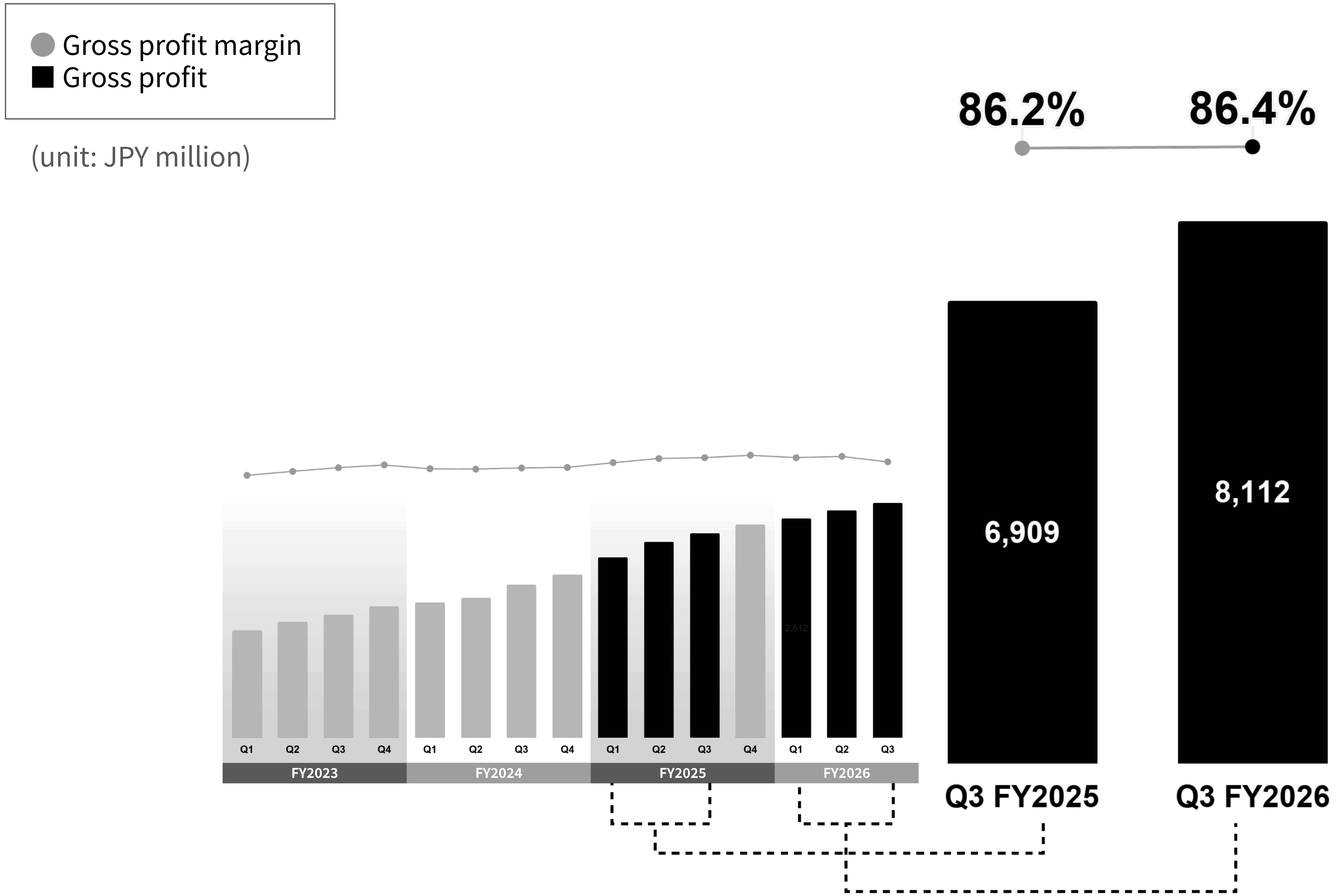


Gross Profit



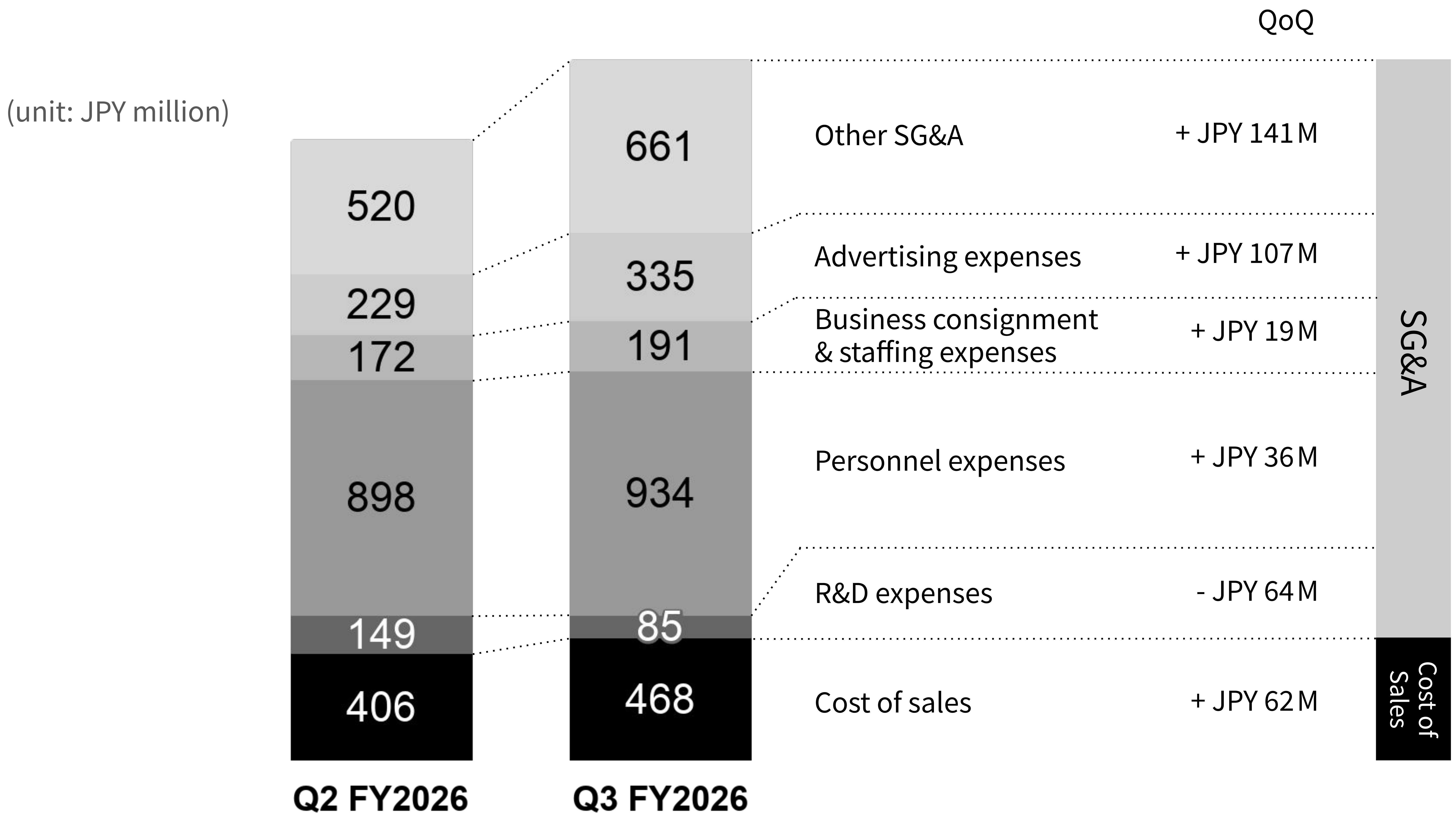
Gross Profit (YoY)

Gross profit margin remains at a high level.



Gross profit
YoY +17.4% (+ JPY 1.20B)

Operating Expenses (QoQ)



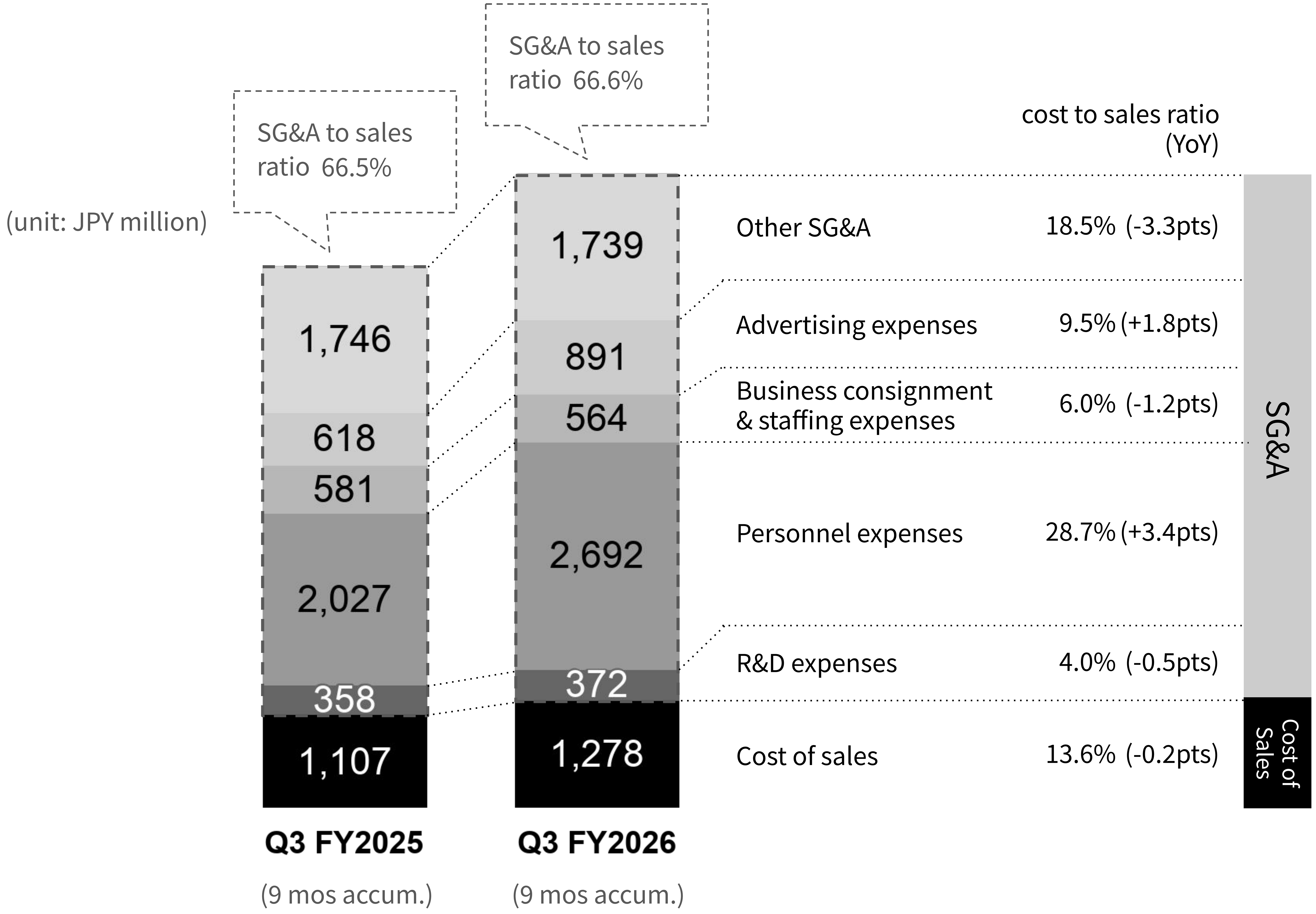
Other SG&A

- Increase in recruitment-related expenses, mainly driven by active hiring efforts.
- Increase in depreciation, due to the recognition of expenses associated with the headquarters relocation scheduled for April 2027.
- Increase in traveling and transportation expenses, etc., mainly driven by higher levels of in-person activities.

Advertising expenses

- Increased mainly due to proactive marketing and branding activities in conjunction with “HENNGE Unveiled 2026,” where we announced our new services.

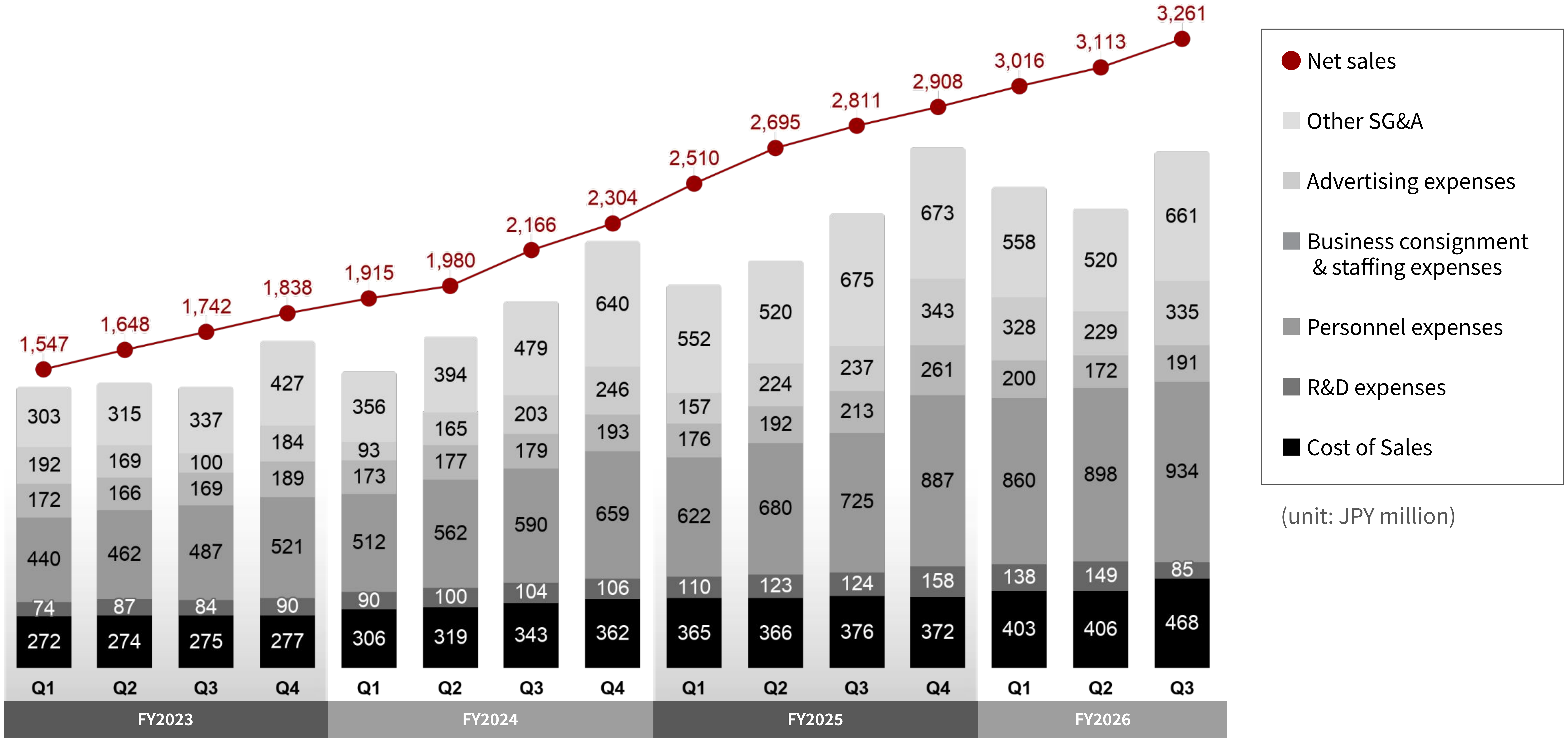
Operating Expenses (YoY)



Advertising expenses
- Increase due to proactive marketing efforts across various regions, along with continued investments in branding initiatives to raise awareness of HENNGE One.

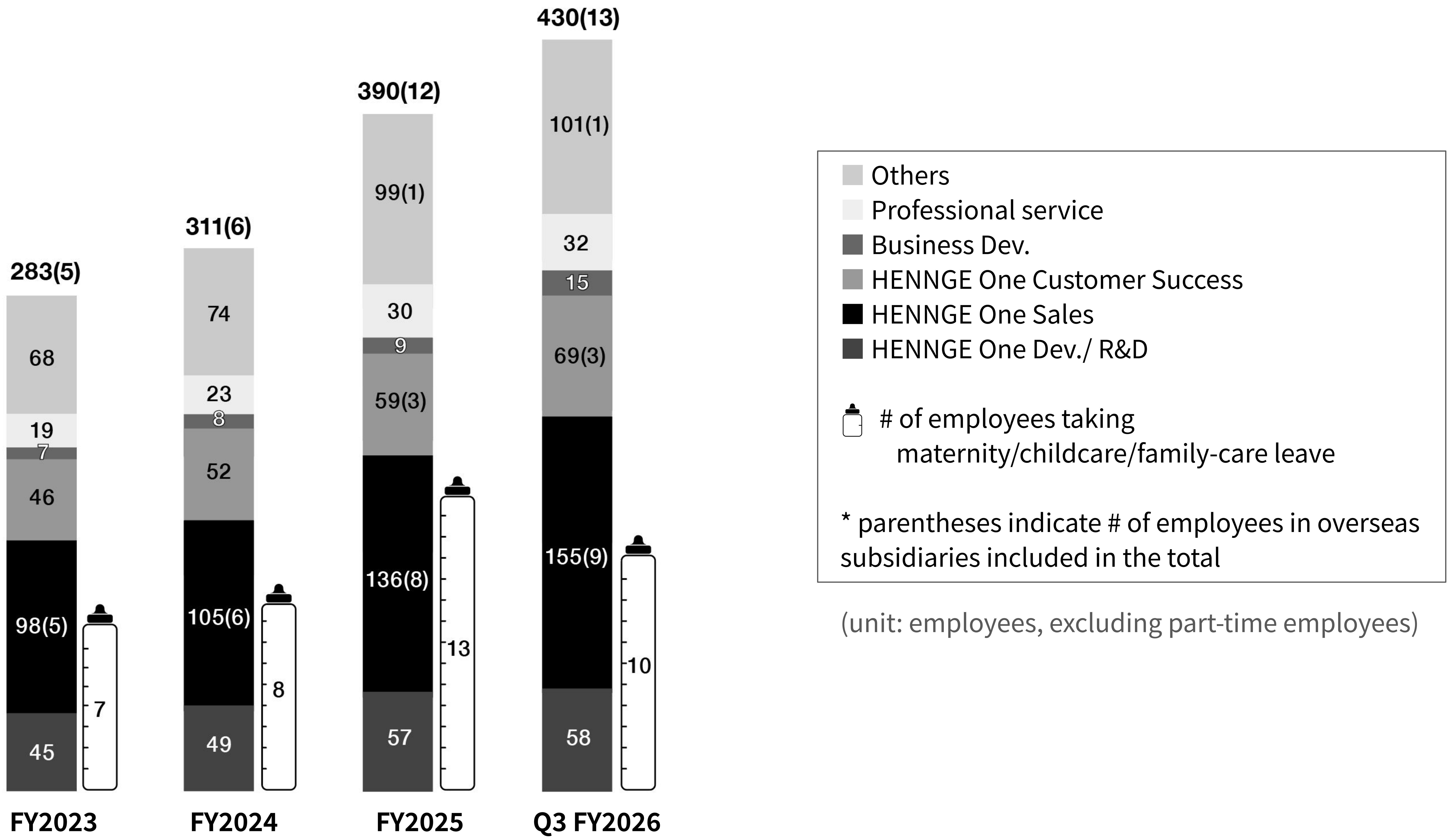
Personnel expenses
- Increase mainly driven by headcount growth.

Net Sales and Operating Expenses



Number of Employees

Despite a challenging recruitment environment, net headcount increased by 40 from the end of the previous fiscal year as a consequence of various initiatives, such as strengthening the hiring of young talent.



(unit: employees, excluding part-time employees)

Q3 FY2026
Consolidated Financial Results

(Business Activities)

Business Highlights

- **Advertisements and events**
  - Exhibited at "Japan IT Week Spring" (April 2026)
  - Hosted "HENNGE Unveiled 2026" (April 2026)
    Announced three new services for HENNGE One: "HENNGE Mesh Network," "HENNGE Password Manager," and "HENNGE Domain Protection"
  - Hosted "HENNGE One Partner Meeting 2026 Tokyo" (June 2026)
  - Engaged in numerous events across various regions (April to June 2026)

- **Others**
  - Applied for a market segment change to Tokyo Stock Exchange Prime Market (June 2026)

Announcement of New Services for HENNGE One

Hosted “HENNGE Unveiled 2026” in April 2026 and announced new services for HENNGE One.
Expanding the scope of HENNGE One to Identity, Devices, and Networks to drive Zero Trust implementation.

Launched in March 2026

Endpoint & Managed Security

Launch planned after October 2026

Mesh Network

Password Manager

Domain Protection

* We announced “Notice Regarding the New Service Plans for HENNGE One” on August 4, 2026. Please refer to p.50 of this presentation for details.

Marketing and Branding Activity Highlights

Conducted activities to deliver the new value of HENNGE One to various targets, including “HENNGE Unveiled 2026.”
Maintained consistent efforts to raise awareness of HENNGE One.

Event	Event	Event	Event
Japan IT Week Spring	**HENNGE Unveiled 2026**	**EDIX Tokyo 2026**	**HENNGE One Partner Meeting 2026 Tokyo**
April 8 (Wed.) - April 10 (Fri.)	**April 16 (Thu.)**	**May 13 (Wed.) - May 15 (Fri.)**	**June 9 (Tue.)**

Engaged in over 70 events

Application for TSE Prime Market Segment Change

Applied for a market segment change to the TSE Prime Market on June 25, 2026, aiming for mid to long term growth and further enhancement of corporate value.

Objectives of Changing Market Segment

Strengthening Our Brand

To attract talented people and enhance relationships with customers and partner companies.

Enhancing Our Presence in the Capital Markets

To aim for mid to long term improvement in shareholder value by increasing market recognition and expanding access to a broader range of investors.

Further Sophistication of Our Governance Structure

To strengthen the management foundation that supports sustainable corporate growth by further enhancing our governance systems.

Notes:
The approval date is yet to be determined. Furthermore, the approval of our application by Tokyo Stock Exchange, Inc. involves various uncertainties. Please note that the application may ultimately not be approved. We will make prompt announcements if any matters requiring disclosure arise.

Q3 FY2026
Consolidated Financial Results

(KPI Results)

HENNGE One KPI Highlights

(Progress in 9 months, compared to the end of FY2025)

# of contracted companies

3,881 companies
increased by **454** companies

# of contracted users

3.149M users
increased by **349K** users

ARR

JPY 12.52B
increased by **JPY 1.38B**

ARPU

JPY 3,975
decreased by **JPY 2**

Average # of users

811 users
decreased by **6** users

Average monthly churn rate over the past 12 months

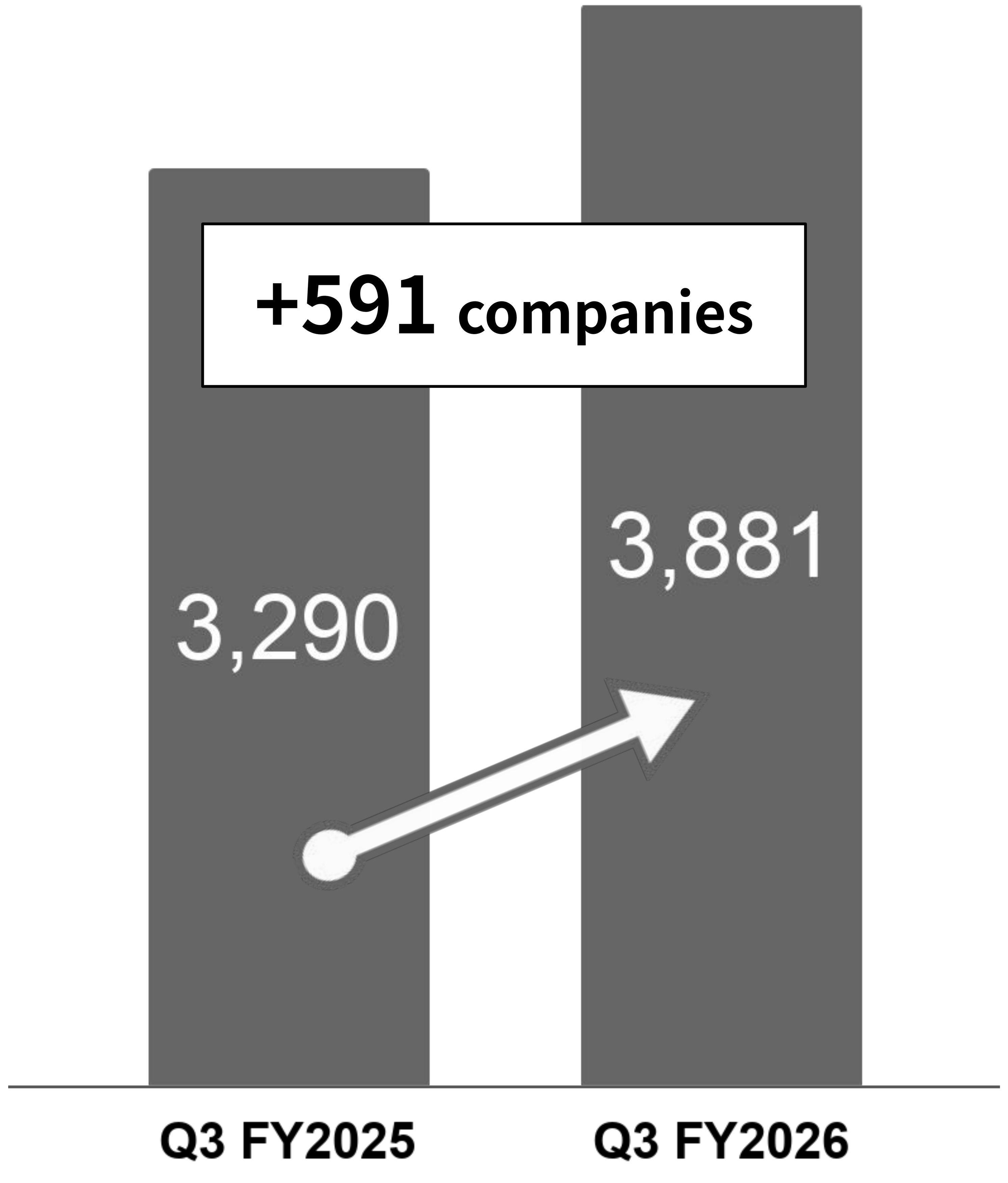
0.30 %
improved by **0.02** pts

HENNGE One KPIs (YoY)

of contracted companies

YoY **+18.0%**

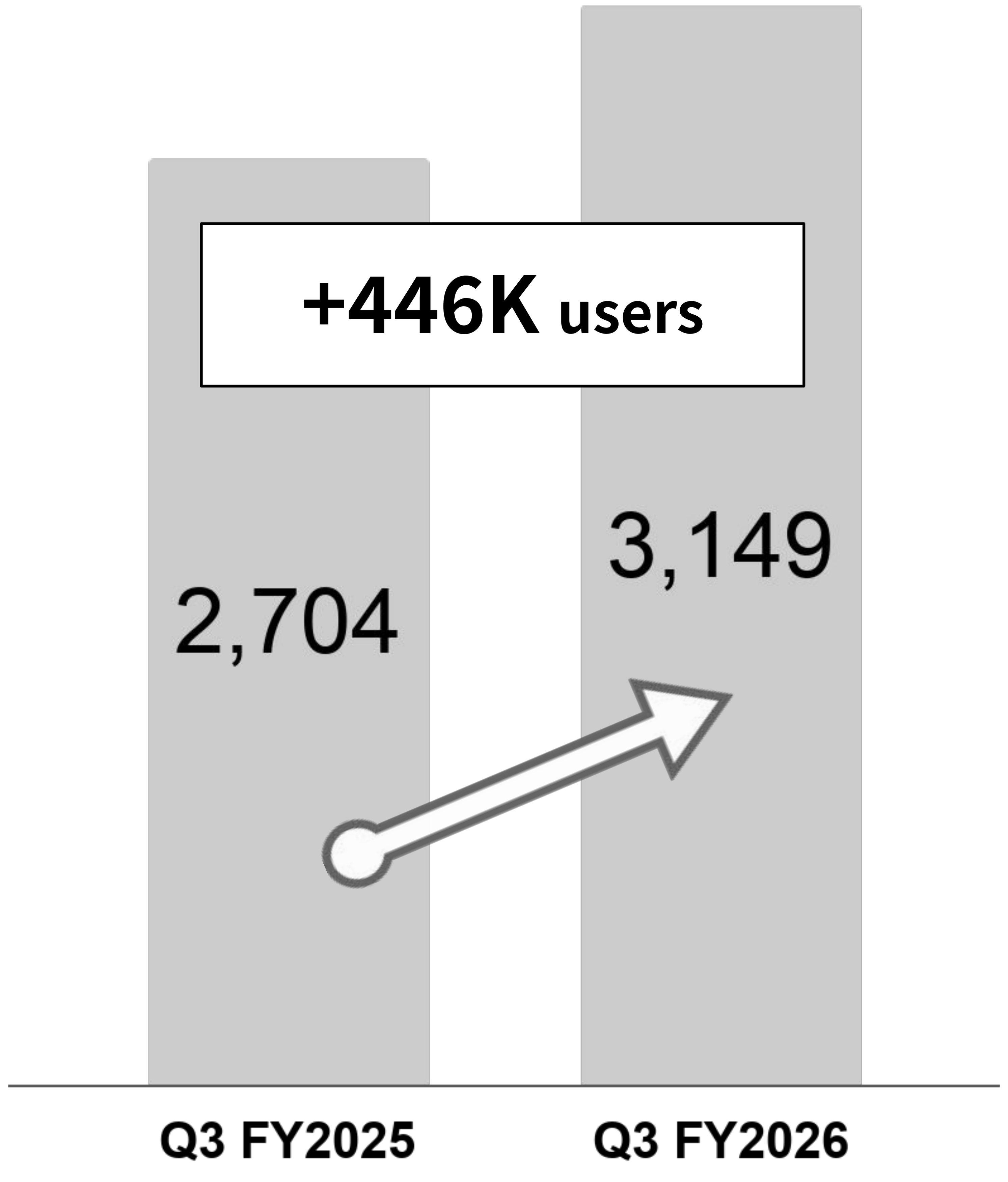
(unit: companies)



of contracted users

YoY **+16.5%**

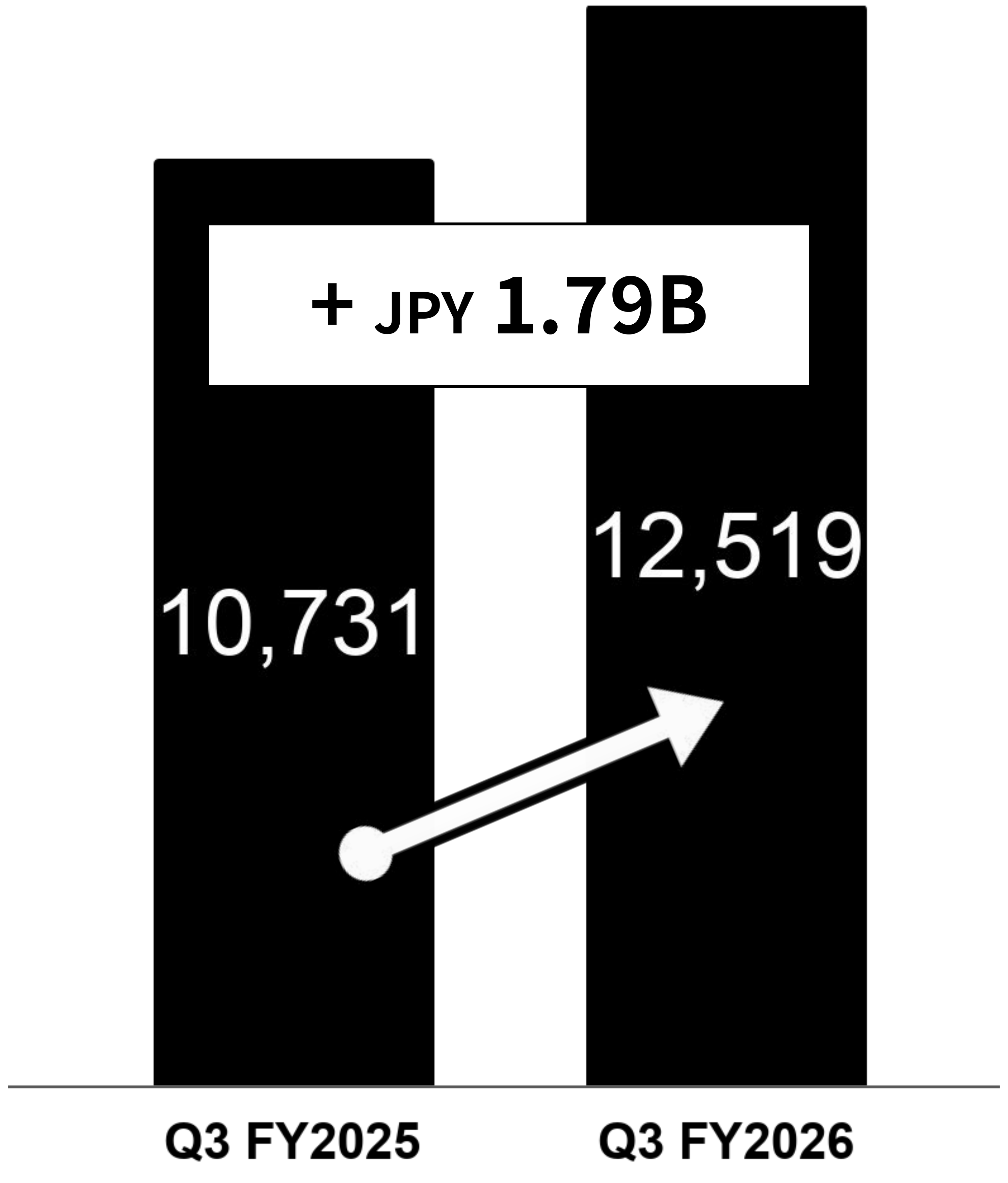
(unit: K users)



ARR

YoY **+16.7%**

(unit: JPY million)



HENNGE One Gross Revenue Churn Rate

The churn rate remains low, securing a solid base of recurring revenue.

HENNGE One Contracted Companies & Users

of contracted companies increased, mainly due to steady acquisitions of small to mid sized contracts.
# of contracted users grew significantly, driven by acquisition of c. 10 new contracts that exceeds our main target scale.

HENNGE One ARR & ARPU

ARPU decreased, mainly impacted by multiple large new customers opting for single-featured plans.
ARR grew significantly, mainly driven by the substantial increase in # of contracted users.

FY2026 Full-year Forecast Progress

Our Policy of FY2026

In pursuit of JPY 20B in ARR,
strengthen sales structure and accelerate new customer acquisition,
along with enhancing additional service value

HENNGE One Business

- Conduct marketing focusing on events to accelerate new customer acquisition and expand a stable customer base.
- To achieve JPY 20B in ARR as a group in FY2029, first focus on efforts to increase the value of HENNGE One.
- Build a foundation for future customer acquisition in high growth regions, both domestically and internationally.

Branding Activities

- Continue taking on activities that contribute to raising awareness and brand of HENNGE.
- Supported by the brand, challenge on further promoting the existing business, cultivate new market and opportunities for M&A to generate additional value.

Personnel Plan

- Aim to increase 45 net headcounts or more to prepare for future business expansion.
- By combining effects from internal reassignments and external hiring, strengthen “selling capabilities” and achieve a lean, robust organizational structure and steady organizational growth.

Business Investments

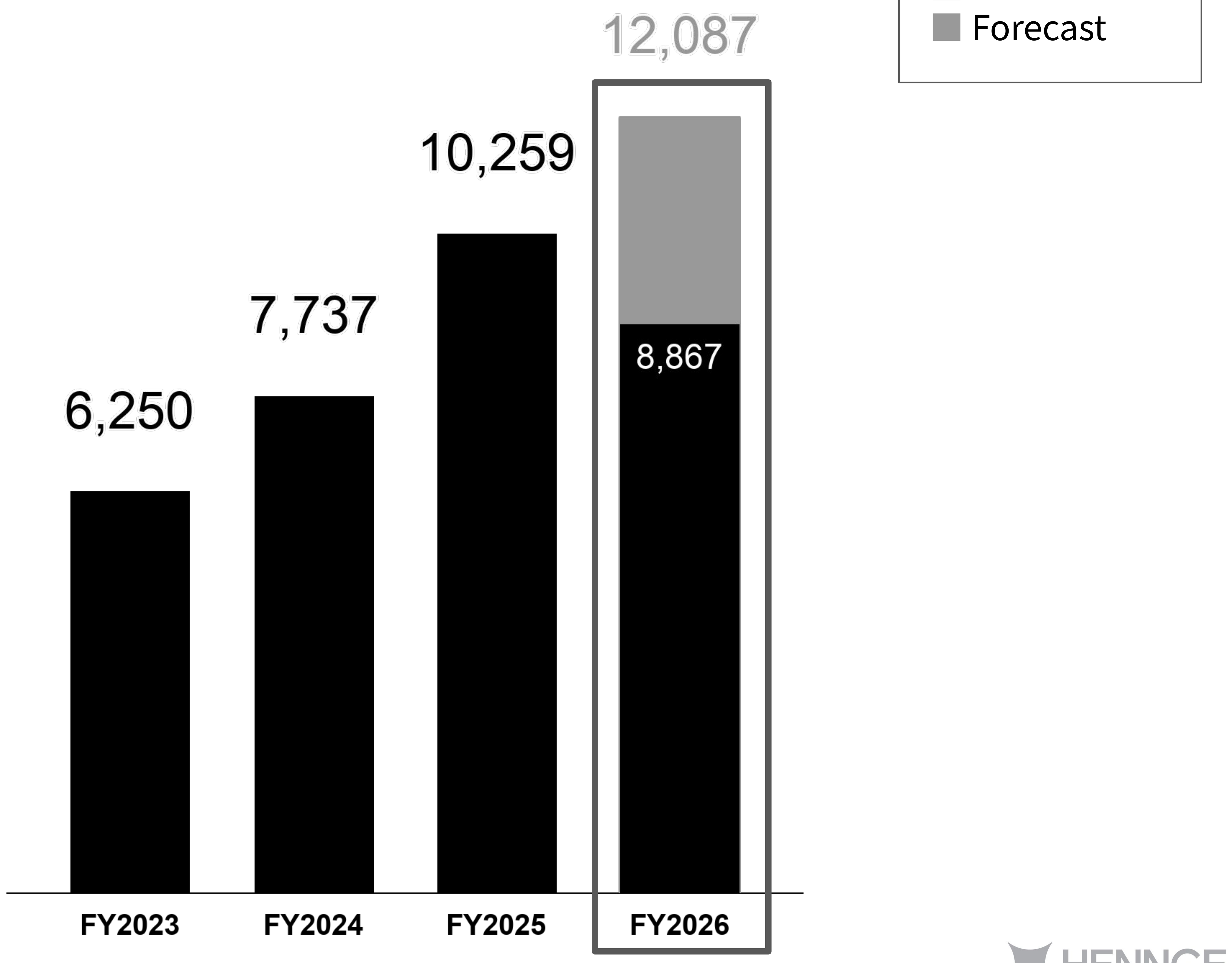
- Explore business investments including M&A, to boost value of HENNGE One for growth beyond JPY 20B in ARR.

FY2026 Forecast - Net Sales by Business

The progress of HENNGE One's sales is 73.4% against the full-year forecast.

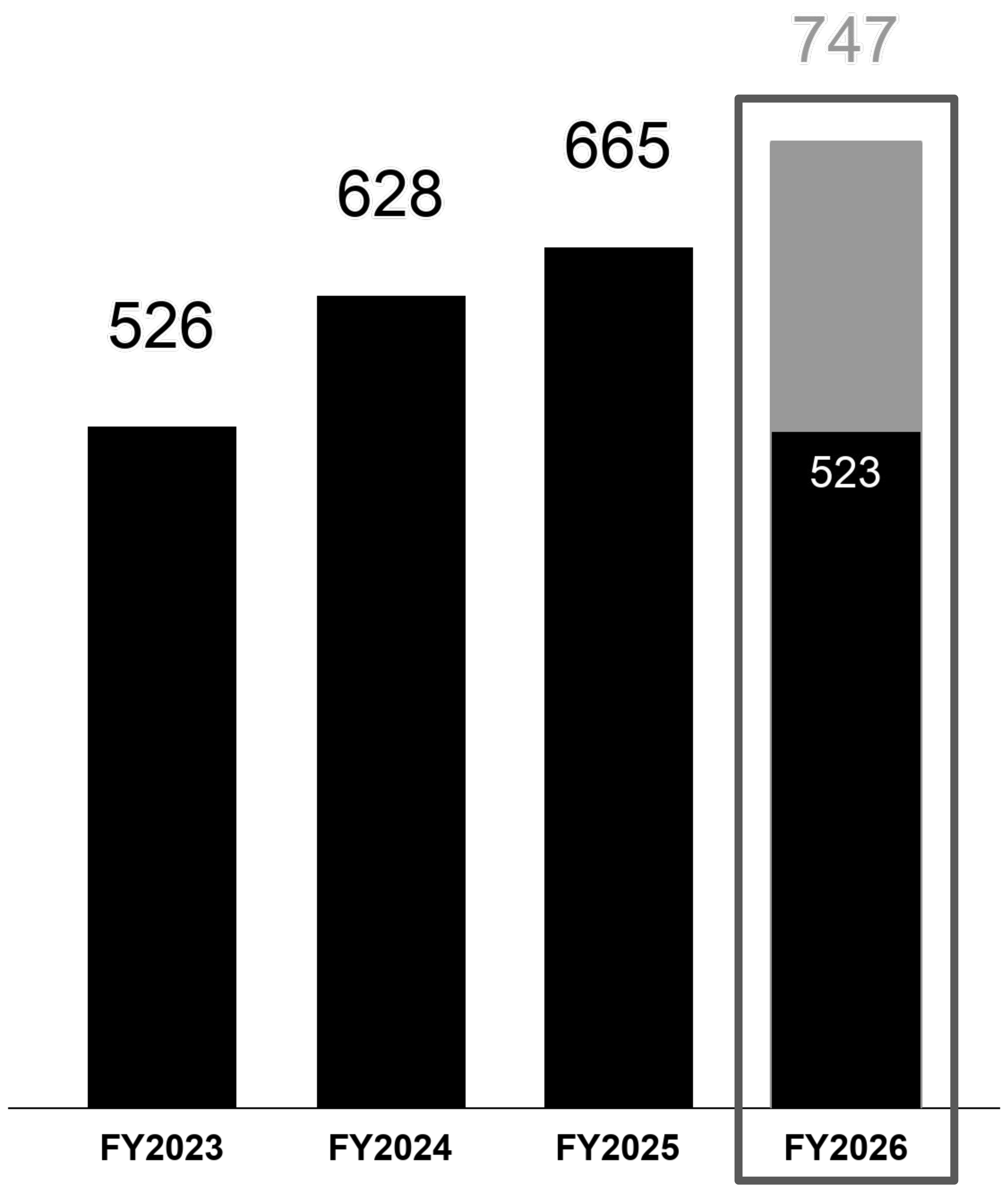
HENNGE One

(unit: JPY million)



Professional service and others

(unit: JPY million)

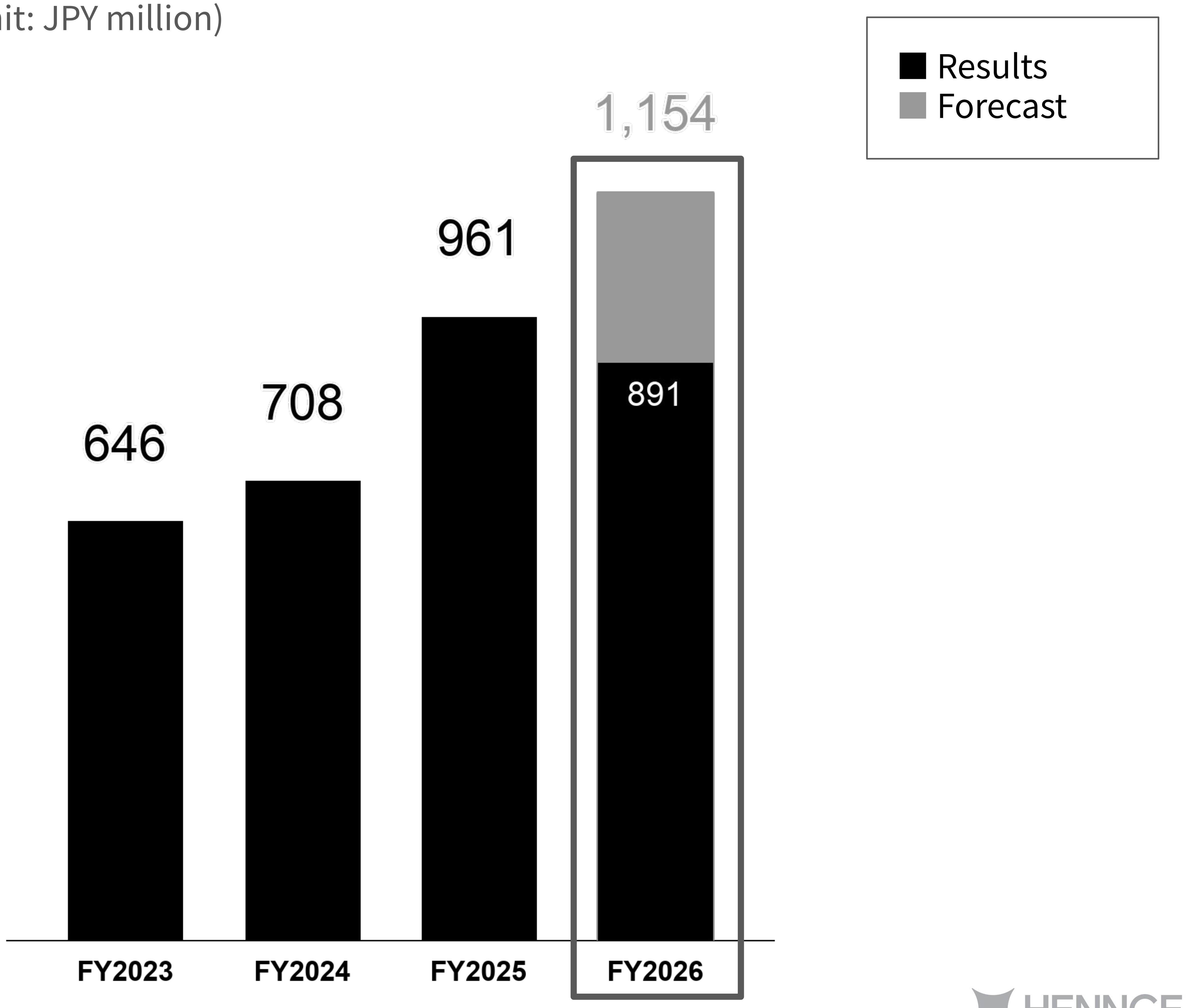


FY2026 Forecast - Operating Expenses

The progress of advertising expenses is 77.2% against the full-year forecast.
The progress of operating expenses excluding advertising expenses is 69.0% against the full-year forecast.

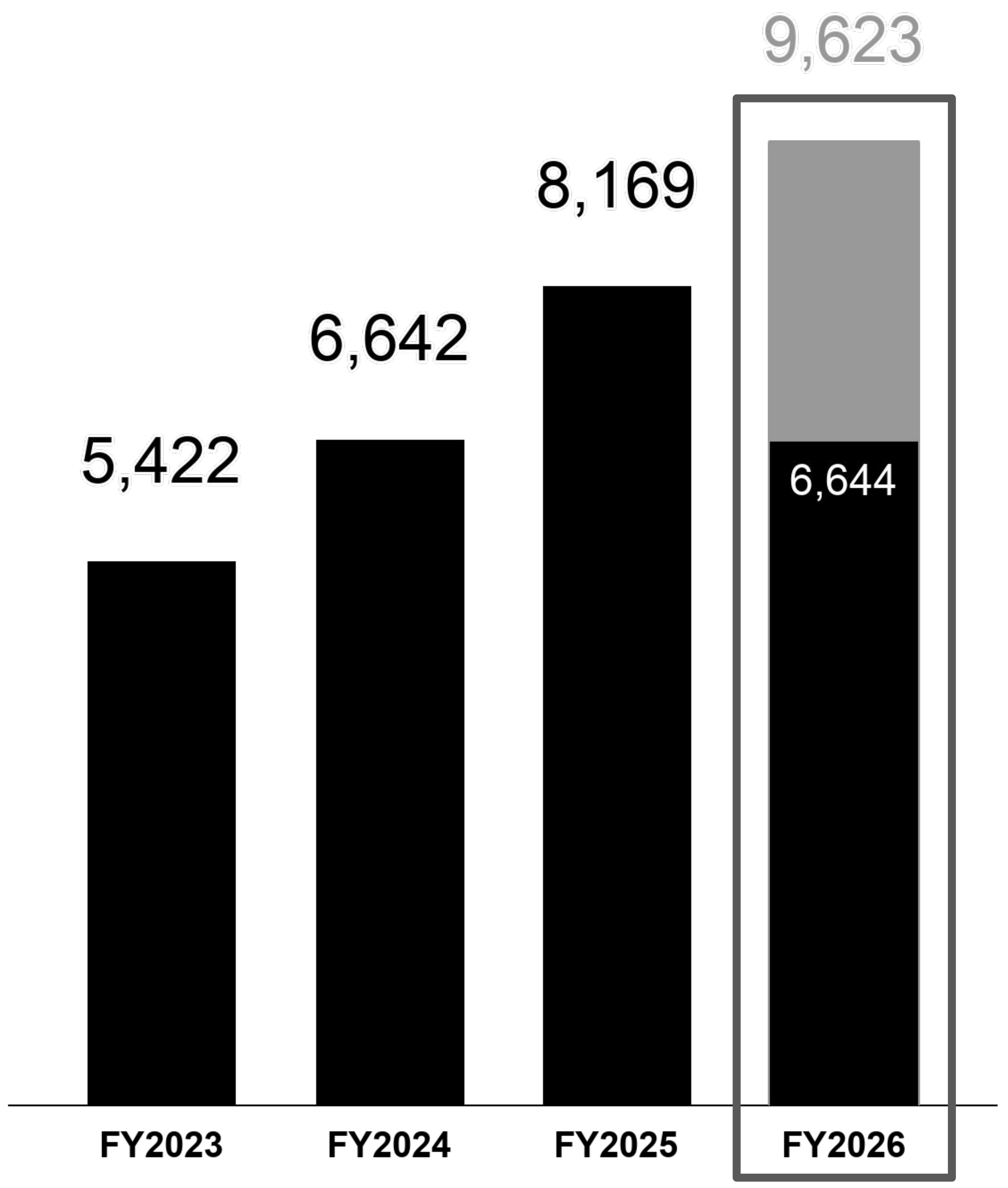
Advertising expenses

(unit: JPY million)



Operating expenses excl. advertising expenses

(unit: JPY million)



FY2026 Forecast Highlights

(unit: JPY million)	FY2024 Results	FY2025 Results	**FY2026 Forecast**	YoY	YoY (%)
Net sales	8,365	10,924	**12,834**	+1,910	+17.5%
(HENNGE One)	7,737	10,259	**12,087**	+1,828	+17.8%
(Professional service and others)	628	665	**747**	+82	+12.3%
Operating expenses	7,350	9,130	**10,777**	+1,647	+18.0%
(Advertising expenses)	708	961	**1,154**	+193	+20.1%
(Operating expenses excl. advertising expenses)	6,642	8,169	**9,623**	+1,454	+17.8%
Operating income	1,015	1,793	**2,057**	+263	+14.7%
(Operating income margin)	(12.1%)	(16.4%)	**(16.0%)**		(-0.4pts)
Ordinary income	1,000	1,854	**2,073**	+220	+11.9%
Profit attributable to owners of parent	827	1,358	**1,595**	+236	+17.4%
(Net income margin)	(9.9%)	(12.4%)	**(12.4%)**		(-0pts)

Growth Strategy

Corporate Philosophy

We want to deliver the power of technology to as many people as we can.

Liberation of Technology

テクノロジーの解放

Maximize LTV

Our growth strategy is to maximize LTV.
Currently, “Y” and “r” are already at high levels, therefore our focus is to maximize ARR.

$$\mathrm{LTV} = \mathrm{ARR} \times Y \times r$$

Y = [Average contract duration in years]
r = [Gross profit rate]

$$\mathrm{ARR} = N \times n \times \mathrm{ARPU}$$

N = [# of contracted companies]
n = [Average # of contracted users per contracted company]
ARPU = [Average Revenue Per User]

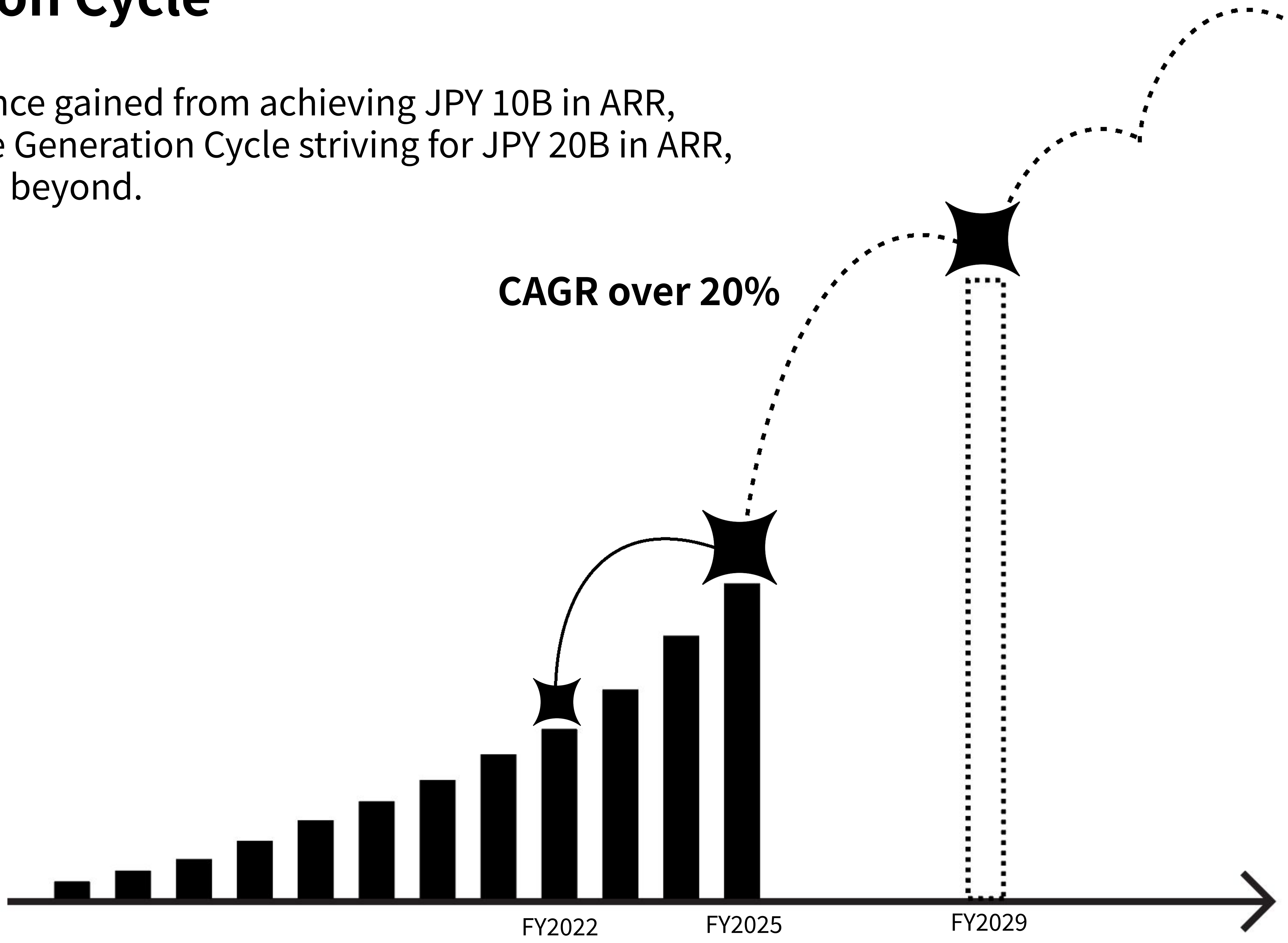
HENNGE One - Growth Strategy KPIs

In recent years, a number of small to mid sized contracts were acquired by strengthening relationships with resellers.
As a result of providing demanded new services and features, ARPU has improved and led to ARR growth.

	ARR				N				n				ARPU		
	ARR (JPY million)	YoY (%)	YoY		# of contracted companies (companies)	YoY (%)	YoY		Average # of contracted users per contracted companies (users)	YoY (%)	YoY		Average Revenue Per User (JPY)	YoY (%)	YoY
FY2018	2,552	+34.4%	+653	=	1,176	+26.7%	+248	×	1,166	+5.3%	+59	×	1,861	+0.7%	+13
FY2019	3,240	+27.0%	+688	=	1,428	+21.4%	+252	×	1,171	+0.4%	+5	×	1,938	+4.2%	+77
FY2020	3,909	+20.7%	+670	=	1,667	+16.7%	+239	×	1,169	-0.2%	-2	×	2,007	+3.5%	+68
FY2021	4,740	+21.2%	+830	=	1,952	+17.1%	+285	×	1,095	-6.3%	-73	×	2,217	+10.5%	+210
FY2022	5,602	+18.2%	+862	=	2,213	+13.4%	+261	×	1,050	-4.1%	-45	×	2,410	+8.7%	+193
FY2023	6,929	+23.7%	+1,328	=	2,610	+17.9%	+397	×	912	-13.2%	-138	×	2,910	+20.8%	+501
FY2024	8,753	+26.3%	+1,824	=	2,951	+13.1%	+341	×	845	-7.3%	-67	×	3,508	+20.5%	+598
FY2025	11,135	+27.2%	+2,382	=	3,427	+16.1%	+476	×	817	-3.4%	-28	×	3,977	+13.4%	+468
Q3 FY2026	12,519			=	3,881			×	811			×	3,975		

Value Generation Cycle

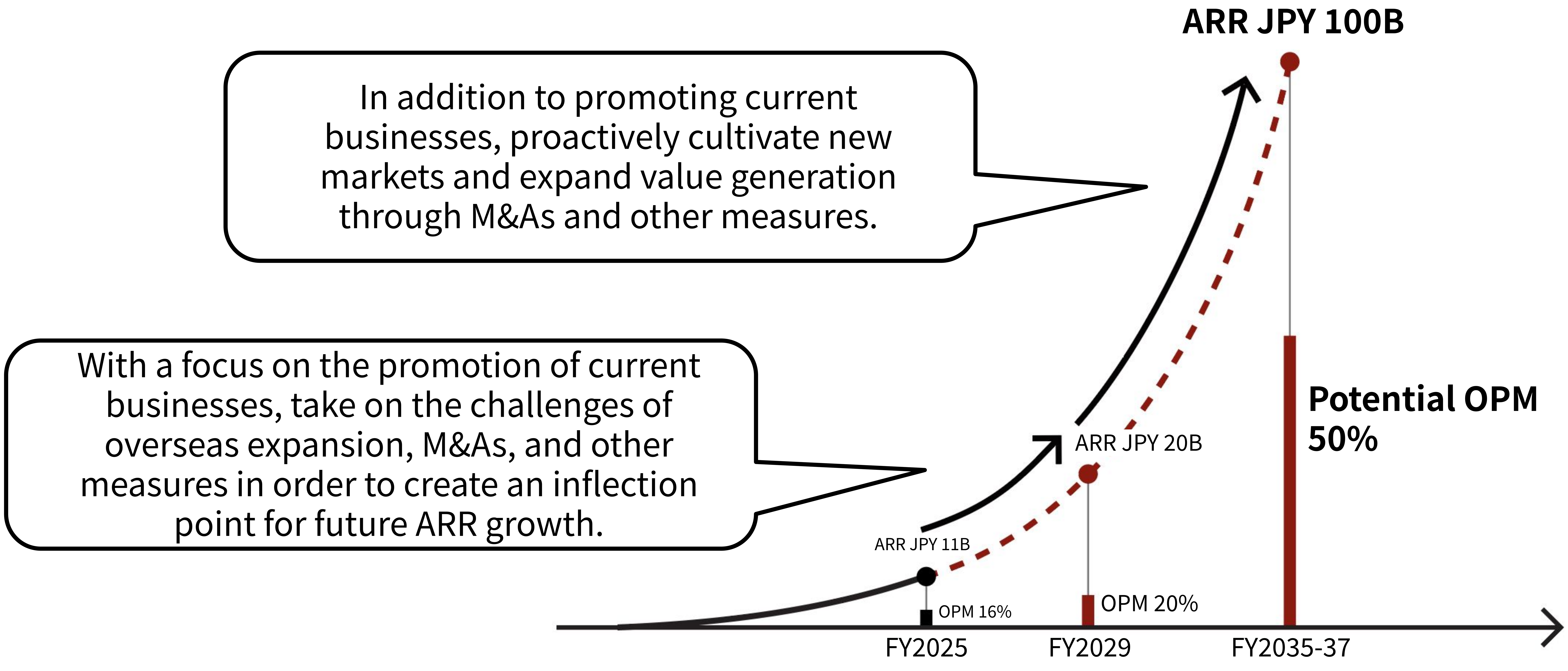
Leveraging the experience gained from achieving JPY 10B in ARR,
we will evolve the Value Generation Cycle striving for JPY 20B in ARR,
and sustainable growth beyond.



(The bar graph displays data for ARR of HENNGE One)

Mid-term Target and Ambition Beyond

While targeting JPY 20B in ARR for FY2029, we will solidify our foundation for further growth beyond, which enables us to exceed JPY 100B in ARR and achieve potential operating profit margin (OPM) of 50% within FY2035 to FY2037.



HENNGE

Appendix (Corporate Overview)

Corporate Profile

Company name : HENNGE K.K.

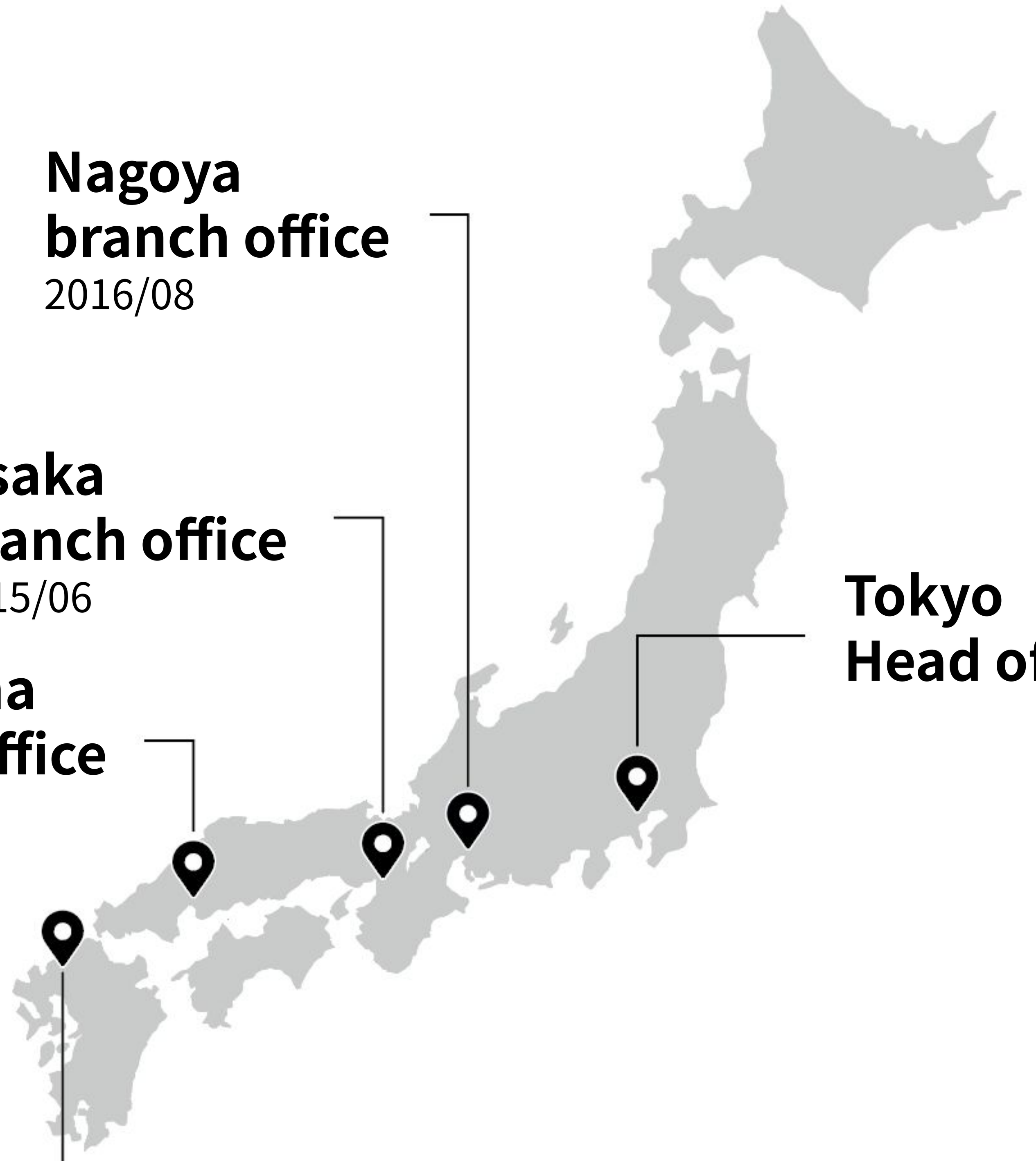
Directors :

Kazuhiro Ogura
Representative Director, President and CEO
Kazuaki Miyamoto
Representative Director, Executive Senior Vice President
Yoshiki Nagatome
Director, Executive Senior Vice President
Haruo Amano
Director, Executive Senior Vice President
Mio Takaoka
Outside Director
Michiko Kato
Outside Director
Fumiaki Goto
Director (Full-time Audit & Supervisory Committee Member)
Akenobu Hayakawa
Outside Director (Audit & Supervisory Committee Member)
Kunihiro Onai
Outside Director (Audit & Supervisory Committee Member)

Founded on : November 5, 1996

Locations

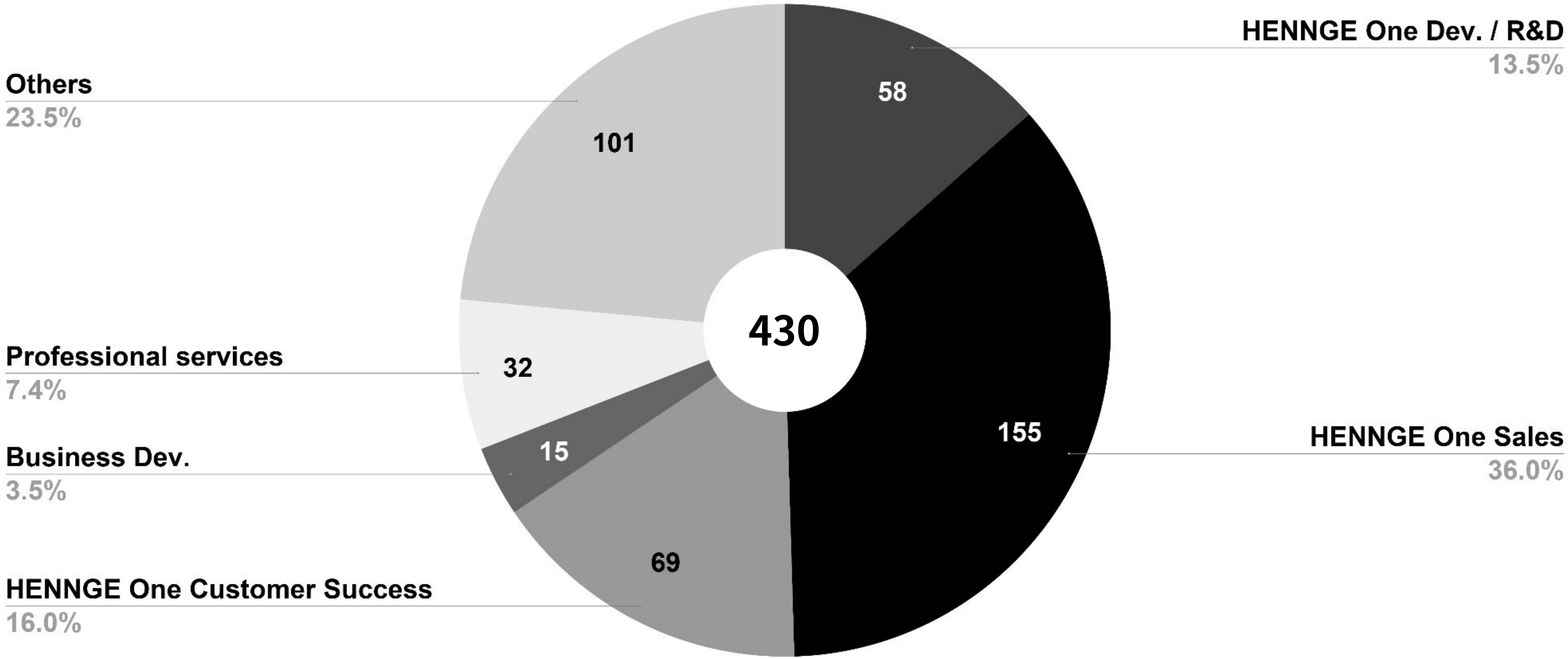
Japan



Taiwan

USA

Employee Breakdown by Function



(unit: employees, excluding part-time employees, as of 2026-06-30)

Corporate Philosophy

We want to deliver the power of technology to as many people as we can.

Liberation of Technology

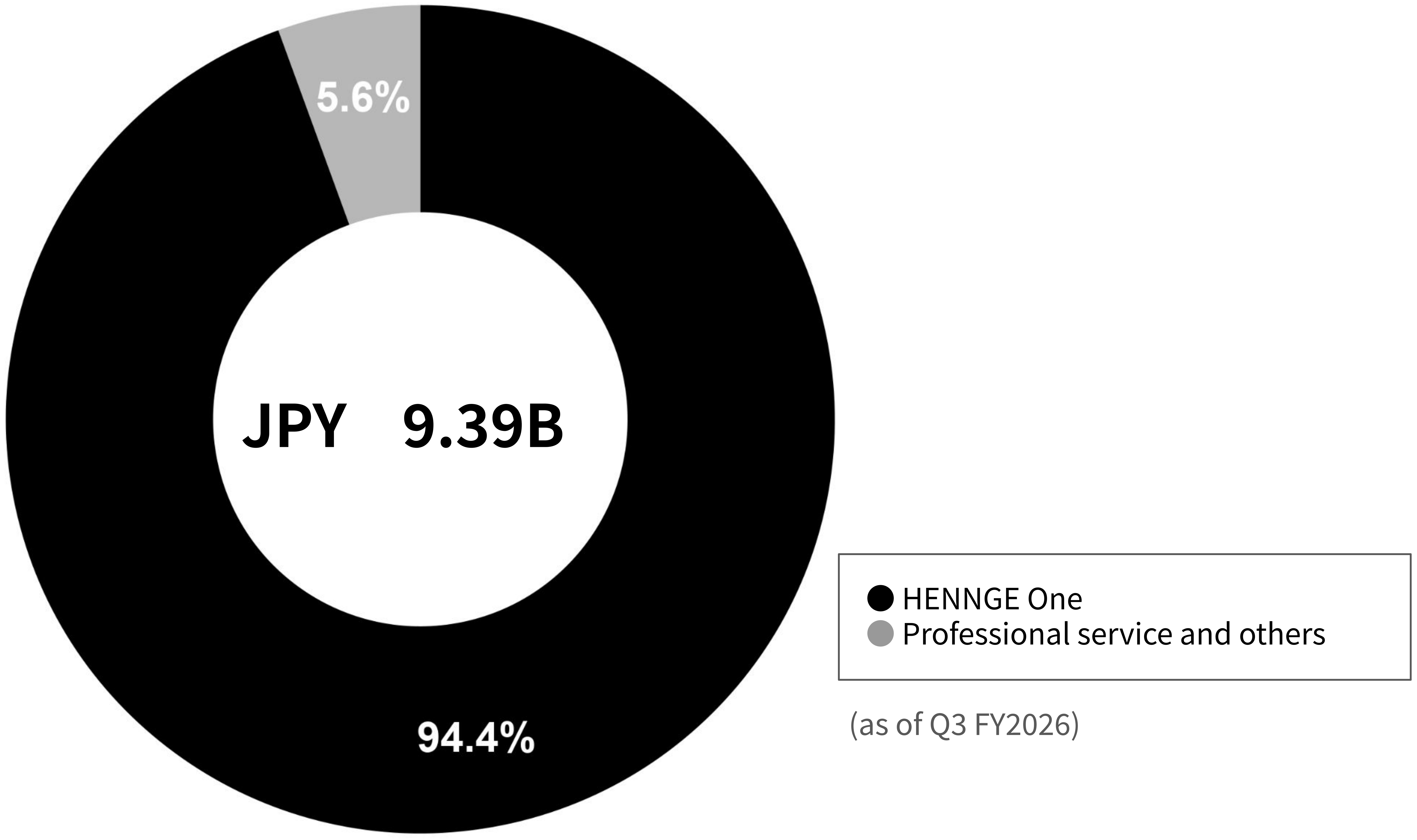
テクノロジーの解放

History

Our business domain is ever-changing, but our will remains steadfast.

Net Sales by Business

94.4% of net sales come from HENNGE One business.

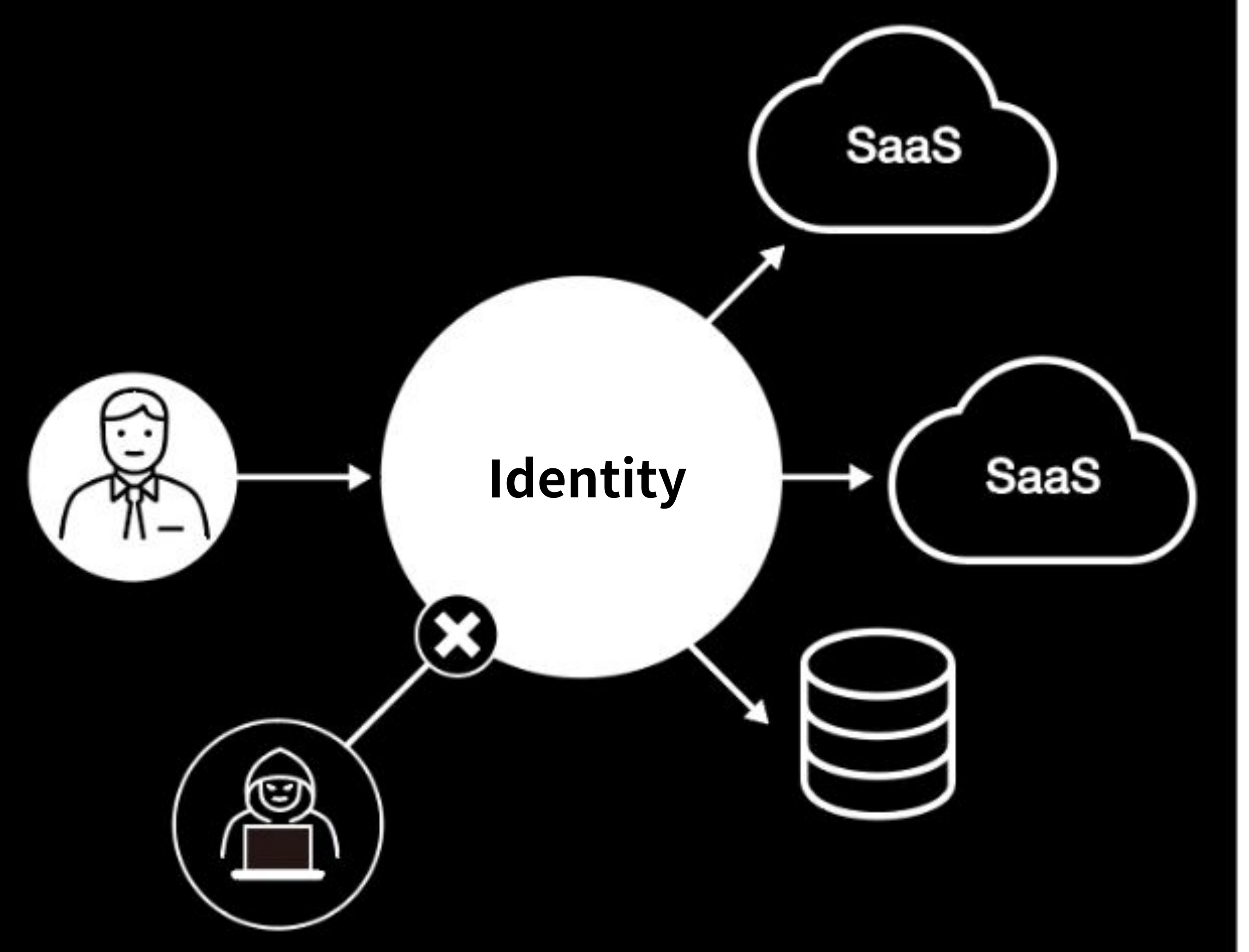


(as of Q3 FY2026)

HENNGE One

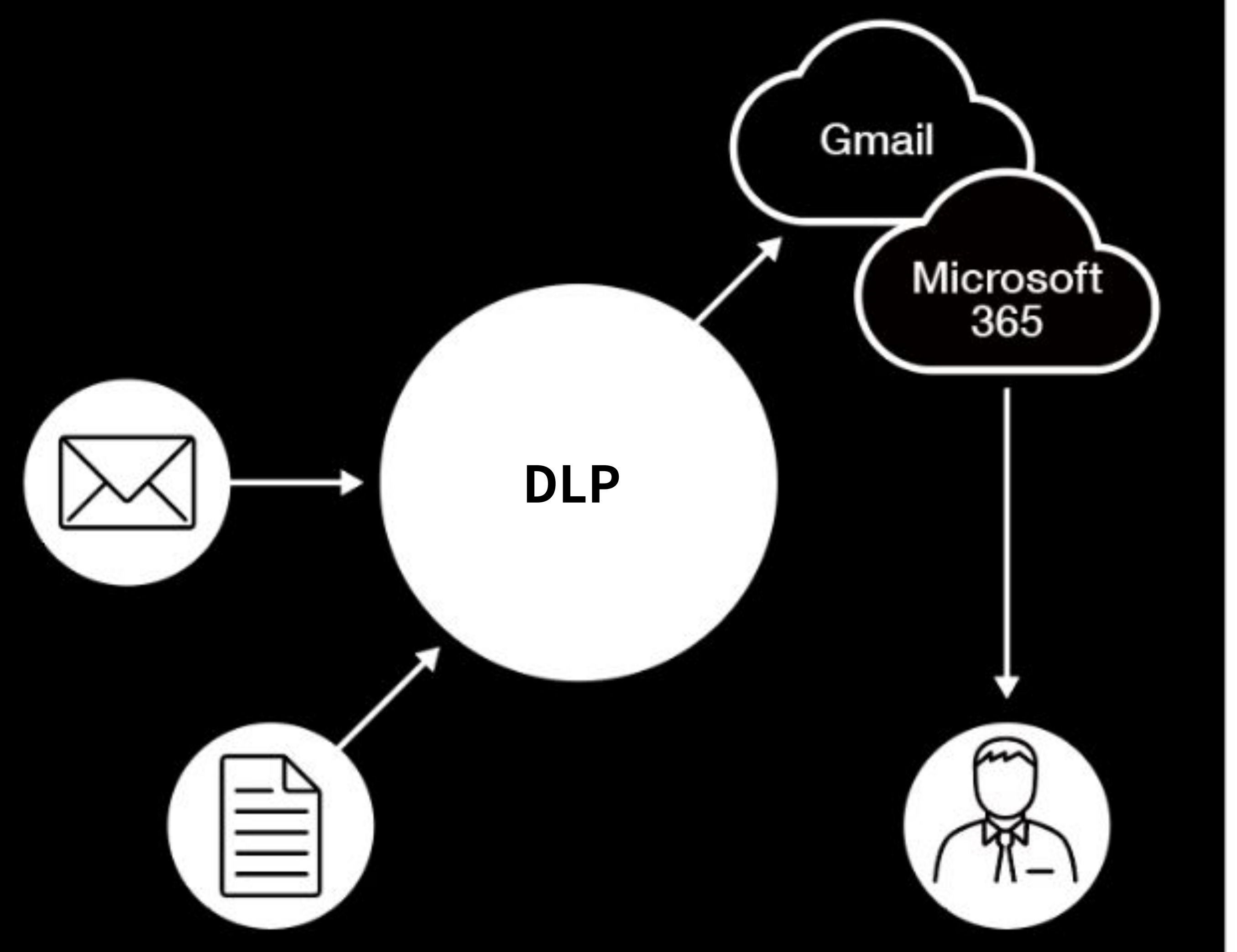
Provide services in one-stop that remove obstacles for companies trying to improve productivity by adopting cloud.
Enhance security and usability of cloud to all the employees by having company-wide implementation.

Identity



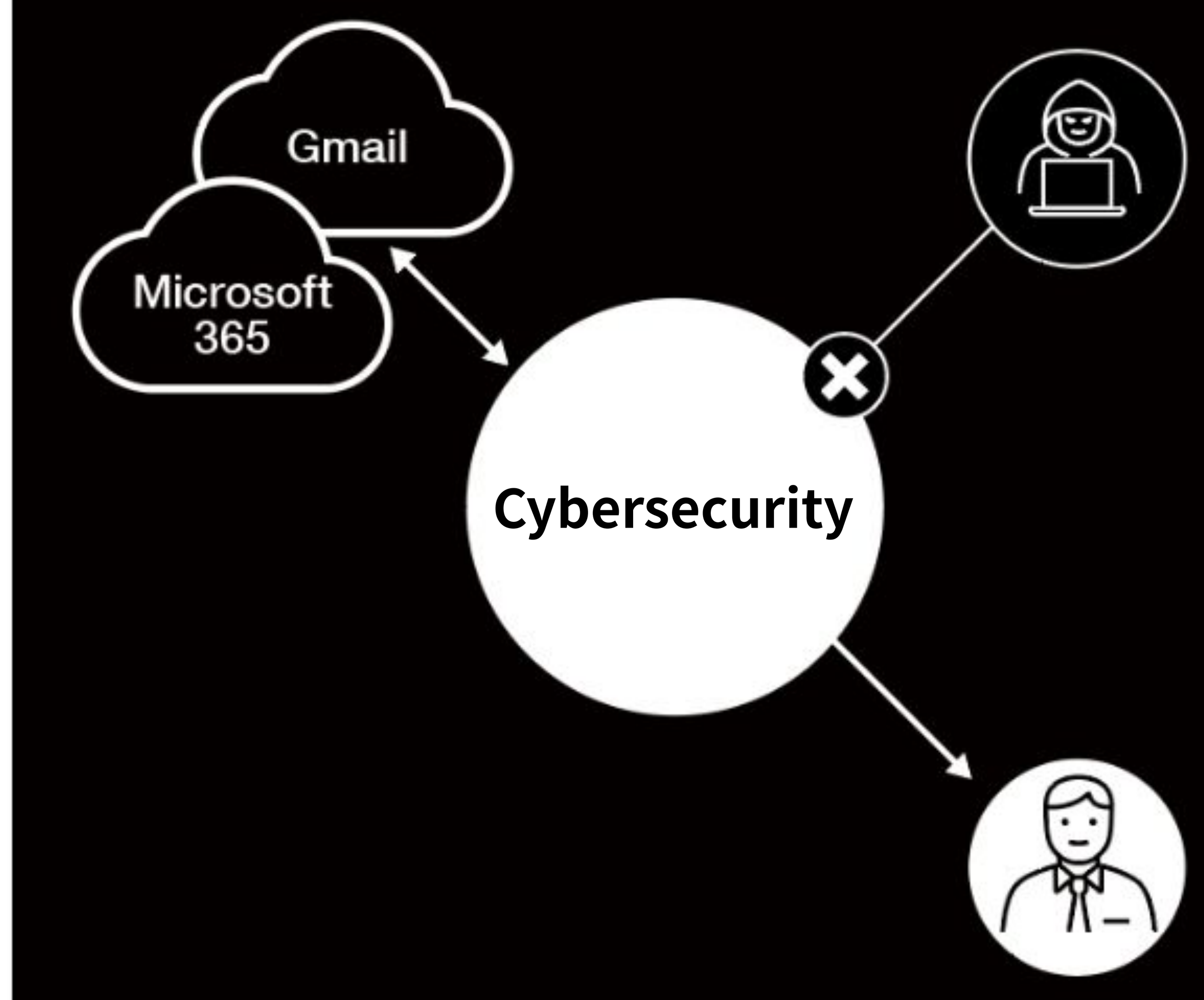
Enable access management to support
safe work styles for employees

DLP



Prevent information leakage
via email and cloud storage

Cybersecurity



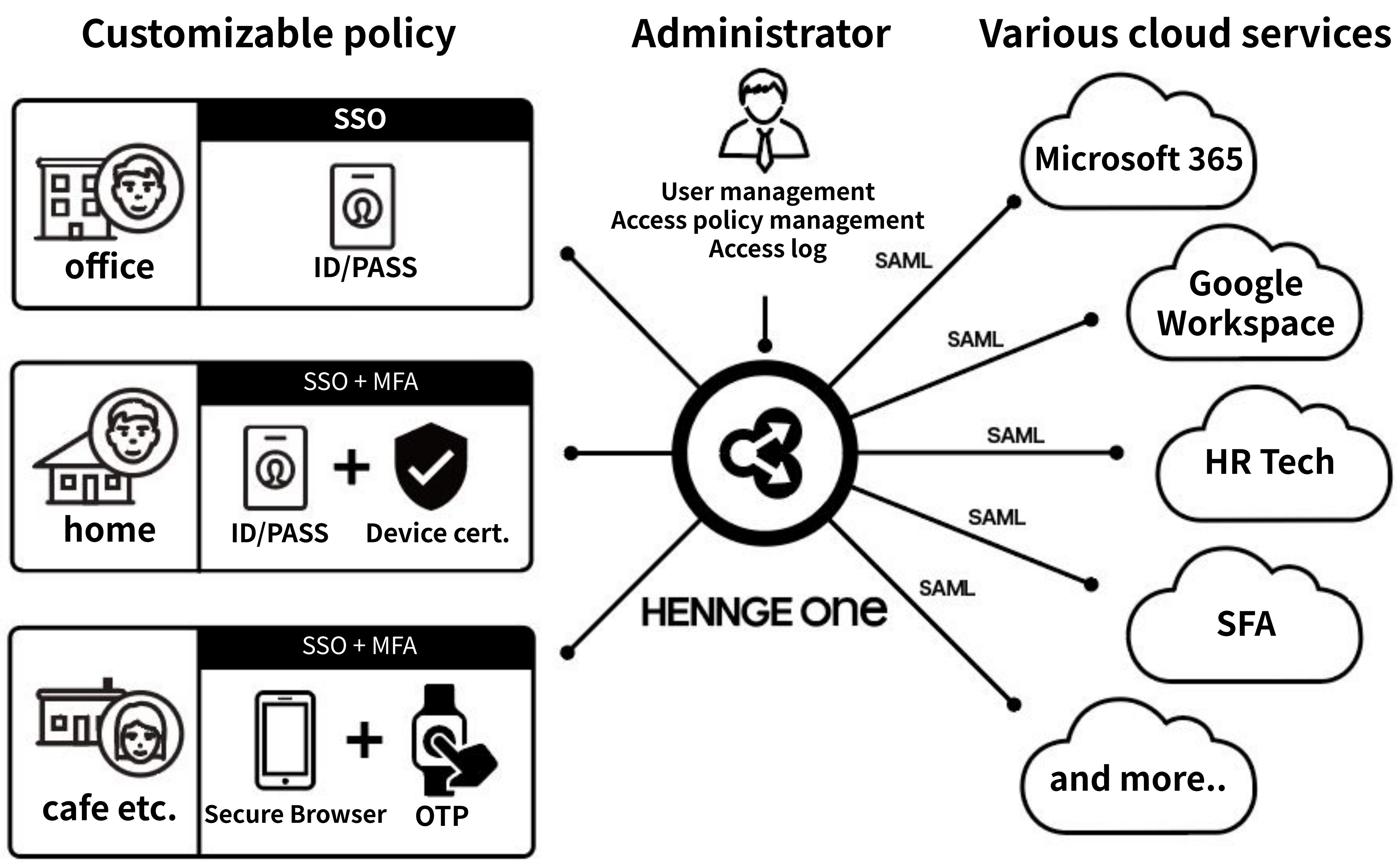
Improve the level of corporate security in all
directions of technology, people, and processes

HENNGE One's service availability rate: **Over 99.9**%

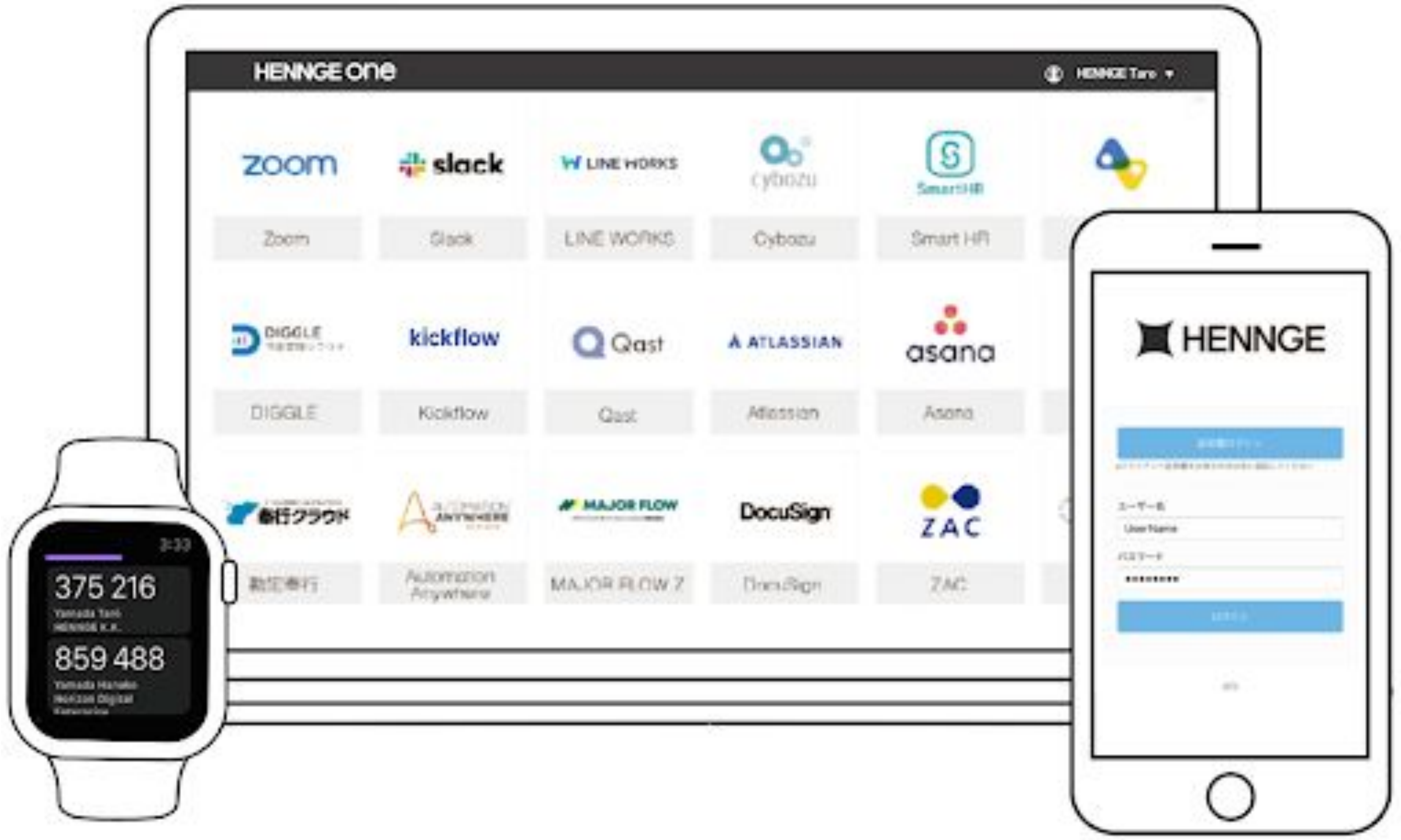
HENNGE One - Identity

Provide cross-sectional secure access and SSO for various cloud services used by companies.

Access Control



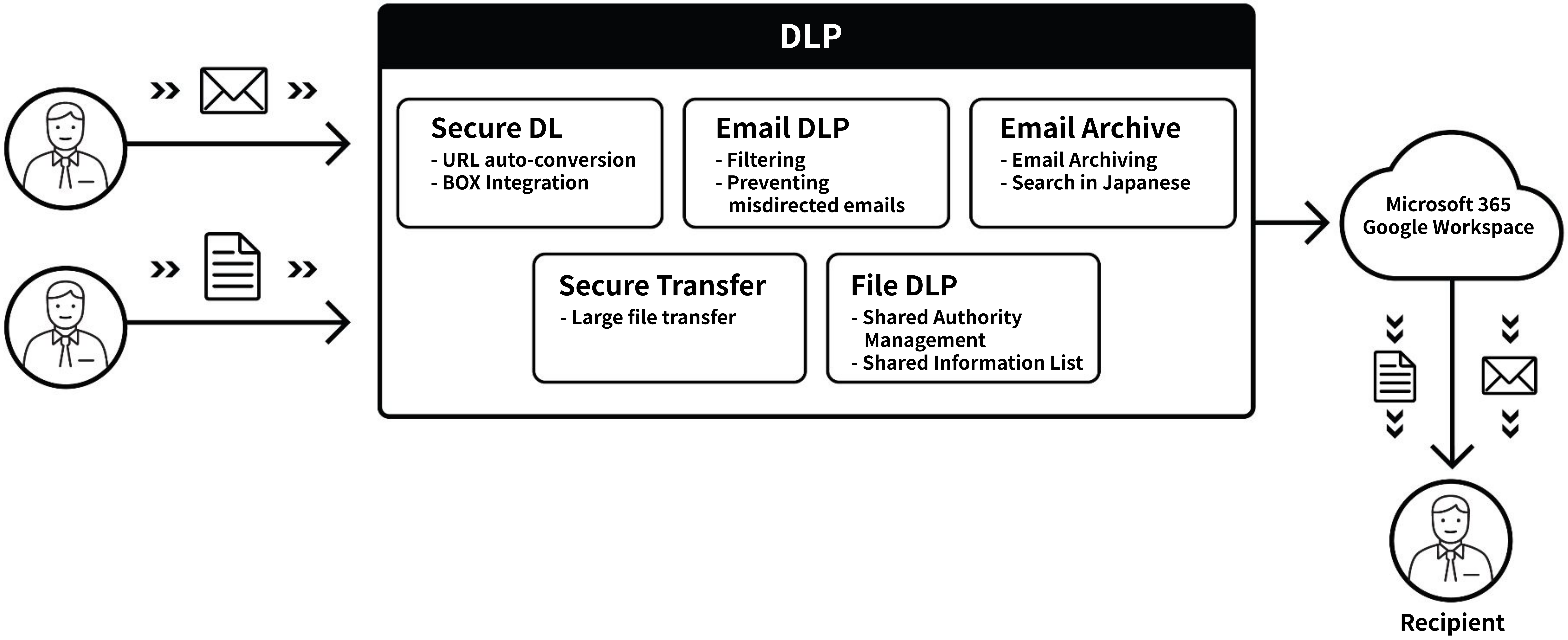
ID Federation



SSO Integration: Currently integrates with **485** cloud services

HENNGE One - DLP

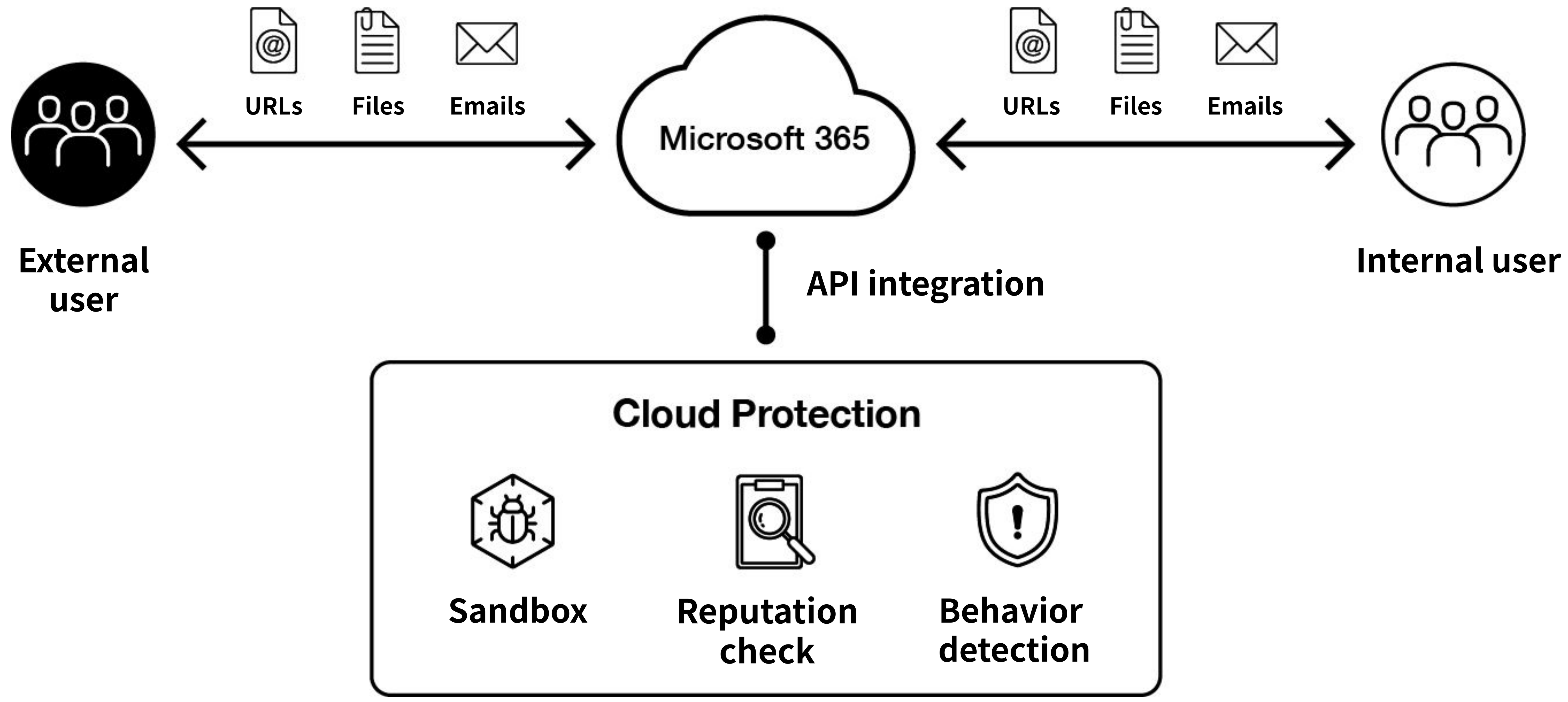
Prevent leaks of important data, such as confidential corporate information, from misdirected email and wrong file sharing misconfiguration.



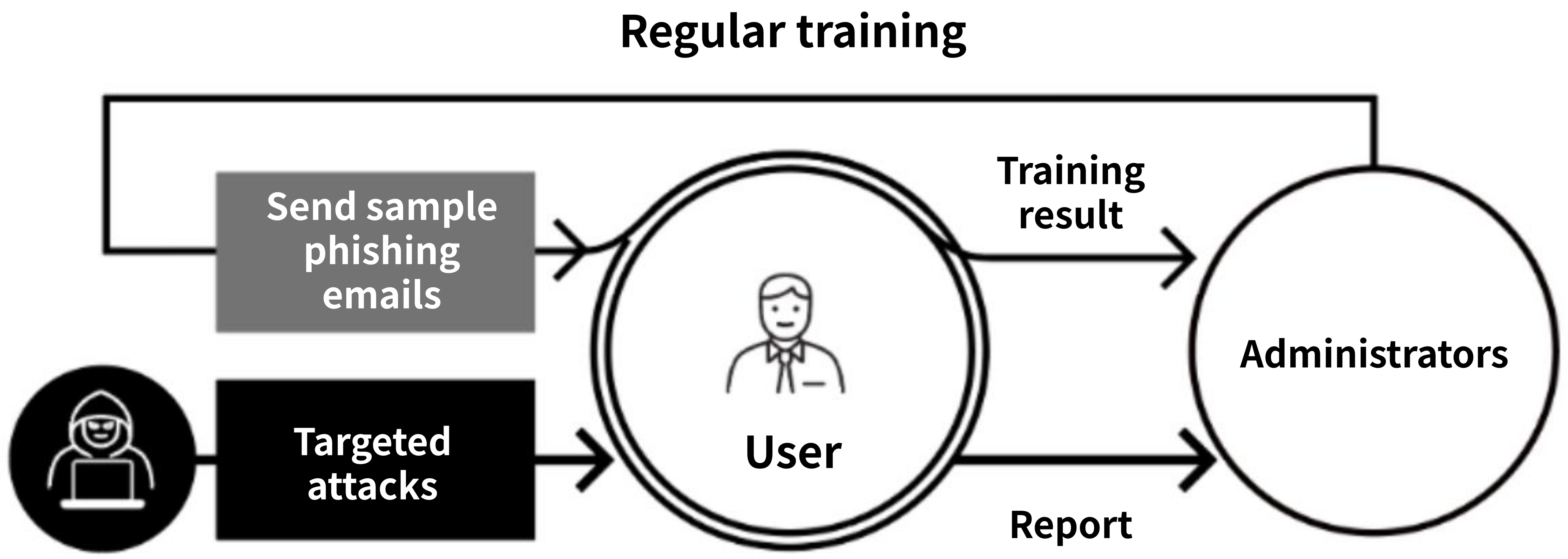
HENNGE One - Cybersecurity

Improve the level of security from technology, people, and processes, by addressing measures such as for ransomware and targeted email attacks.

HENNGE Cloud Protection

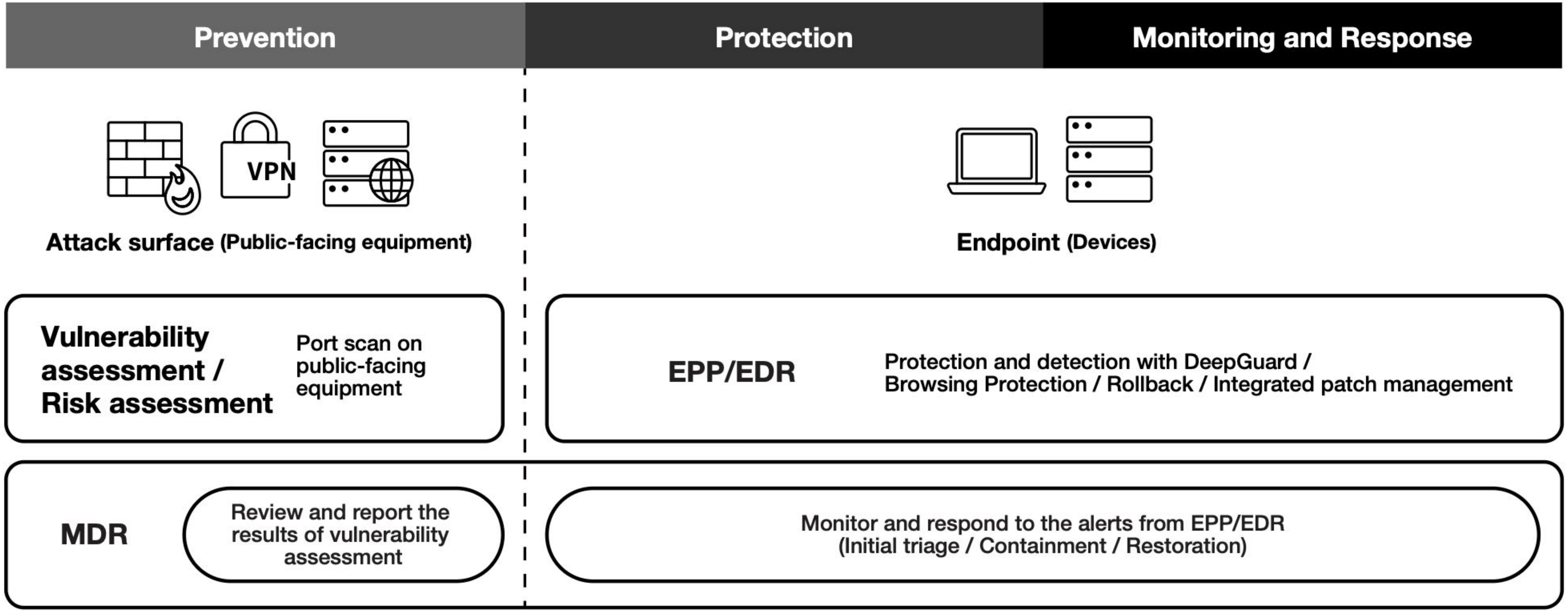


HENNGE Tadrill



HENNGE One - Cybersecurity

Launched a new service "HENNGE Endpoint & Managed Security" in March 2026. By combining EDR, MDR, and vulnerability assessments, it provides holistic measures not only for devices but also web-facing IT assets.



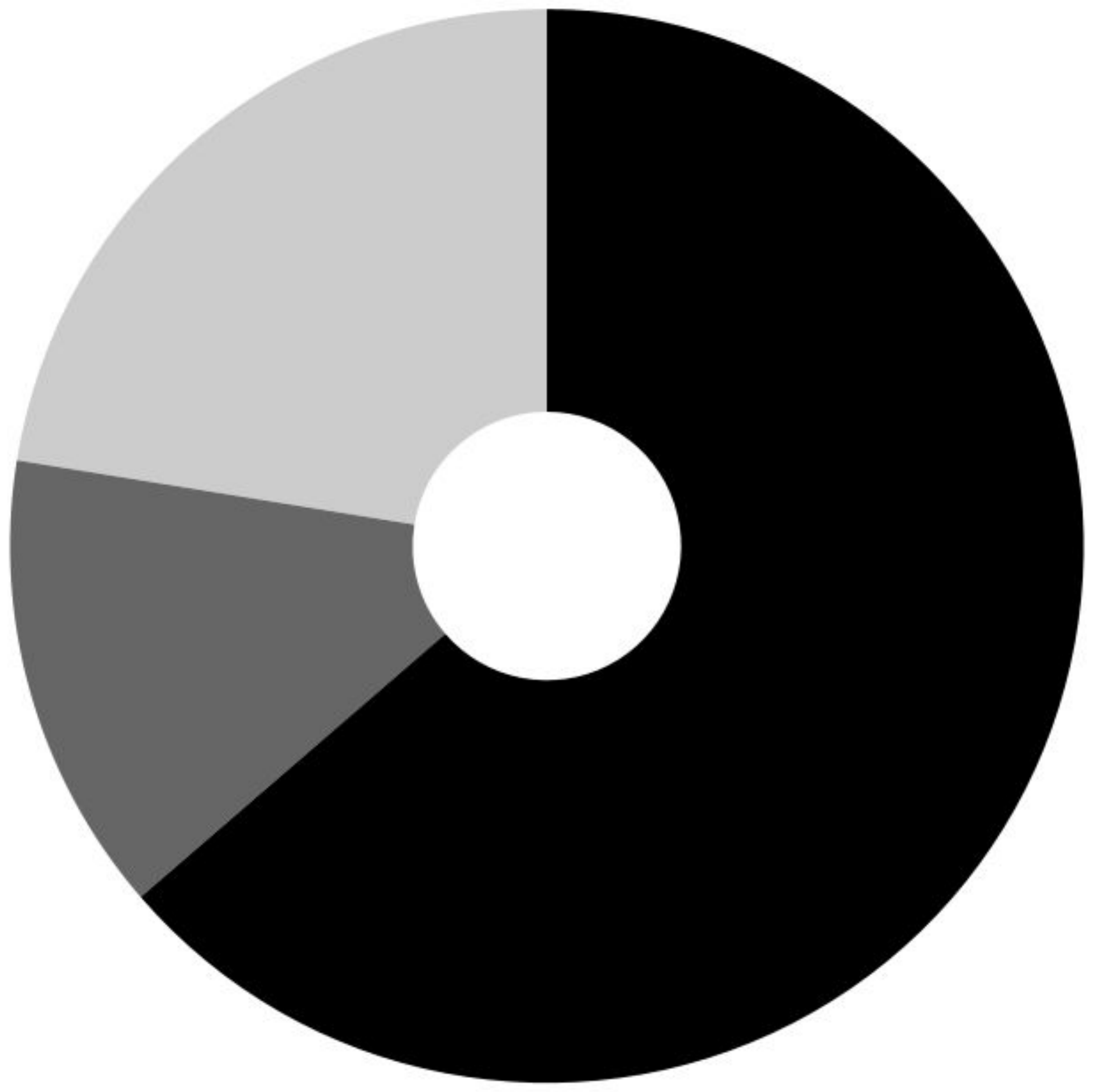
HENNGE One - Solid Customer Base

HENNGE One is used by 3,881 companies in various industries, and has approximately 3.149 million users.
Average number of contracted users per contracted company is approximately 811. (as of 2026-06-30)

and more

Approx. **20.8%** of listed companies on TSE are using HENNGE One.

Breakdown by Contracted Users Size (ARR Base, FY2025)

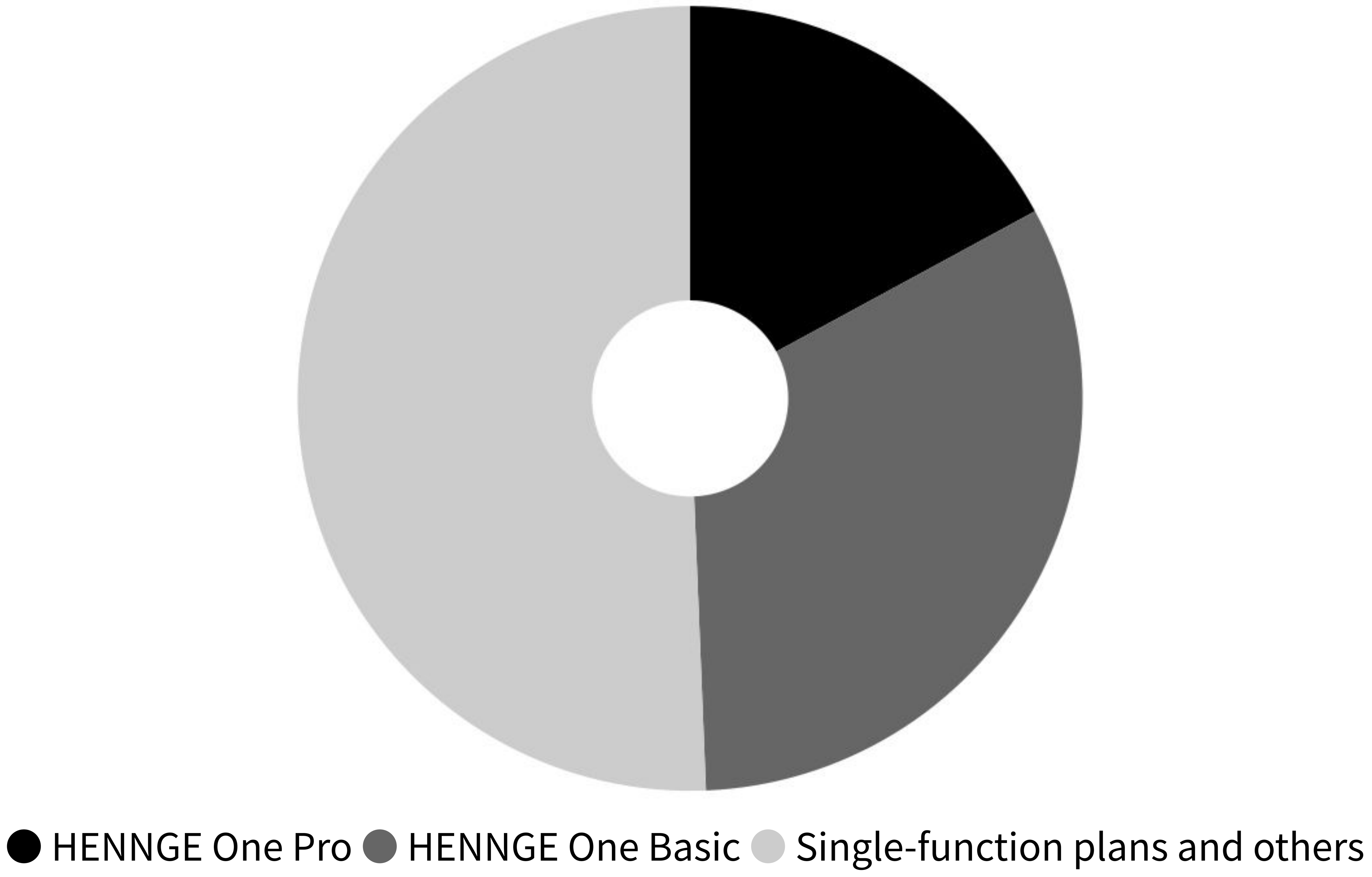


HENNGE One - License Lineups

Set plan	Description	Price (excl. tax)
HENNGE One Basic	A set plan that offers the best value when implementing all the features of HENNGE One at once (with limited use of Certificates, Cloud Protection, and Tadrill)	@JPY 800/mo
HENNGE One Pro		@JPY 1,000/mo

Single-function plan	Description	Price (excl. tax)
HENNGE One IdP	SSO, IP address control, OTP, AD Connect etc, Device certificates, Support Plus etc.	@JPY 300/mo
HENNGE One IdP Pro	IdP, Secure browser, Additional device certificates, Secure remote access etc.	@JPY 500/mo
HENNGE One DLP	Delayed sending, Filtering etc.	@JPY 350/mo
HENNGE One File DLP	File sharing management on cloud storage etc.	@JPY 350/mo
HENNGE One ARC	Archive etc.	@JPY 350/mo
HENNGE One Cloud Protection	Behavior detection, Sandbox etc.	@JPY 200/mo
HENNGE One Tadrill	Phishing simulation, the Phish Alert Button for targeted attack emails, e-learning etc.	@JPY 300/mo
HENNGE One Endpoint & Managed Security * from March 2026	Endpoint Protection Platform (EPP)・Endpoint Detection & Response (EDR), 24/7 Managed Detection and Response(MDR), Vulnerability Assessment, Attack Surface Analysis etc.	@JPY 950/mo

Breakdown by Plan (ARR Base, FY2025)



Revamp of Service Plans for HENNGE One Announced in 2026/8 (Oct 2026 -)

We are planning to comprehensively revamp the service plans for HENNGE One from October 2026.

	Plan	Current Price (excl. tax)	New Price (excl. tax)
HENNGE One Suite	HENNGE One Ultra * from October 2026	-	@JPY 2,500/mo
	HENNGE One Pro	@JPY 1,000/mo	@JPY 1,500/mo
	HENNGE One Basic	@JPY 800/mo	@JPY 1,000/mo

	Plan	Current Price (excl. tax)	New Price (excl. tax)
HENNGE One Identity Edition	HENNGE IdP Ultra * from October 2026	-	@JPY 1,000/mo
	HENNGE IdP Pro	@JPY 500/mo	@JPY 600/mo
	HENNGE IdP	@JPY 300/mo	@JPY 400/mo

	Plan	Current Price (excl. tax)	New Price (excl. tax)
HENNGE One DLP Edition	HENNGE DLP Pro * from October 2026	-	@JPY 650/mo
	HENNGE DLP	@JPY 350/mo	@JPY 450/mo
	HENNGE File DLP	@JPY 350/mo ※Unchanged	
	HENNGE One ARC	@JPY 350/mo	@JPY 400/mo

	Plan	Current Price (excl. tax)	New Price (excl. tax)
HENNGE One Cybersecurity Edition	HENNGE Cybersecurity Ultra * from October 2026	-	@JPY 1,400/mo
	HENNGE Cybersecurity Pro * from October 2026	-	@JPY 500/mo
	HENNGE Cloud Protection	@JPY 200/mo	@JPY 350/mo
	HENNGE Tadrill	@JPY 300/mo ※Unchanged	
	HENNGE Endpoint & Managed Security * from March 2026	@JPY 950/mo ※Unchanged	

Appendix
(Total Addressable Market)

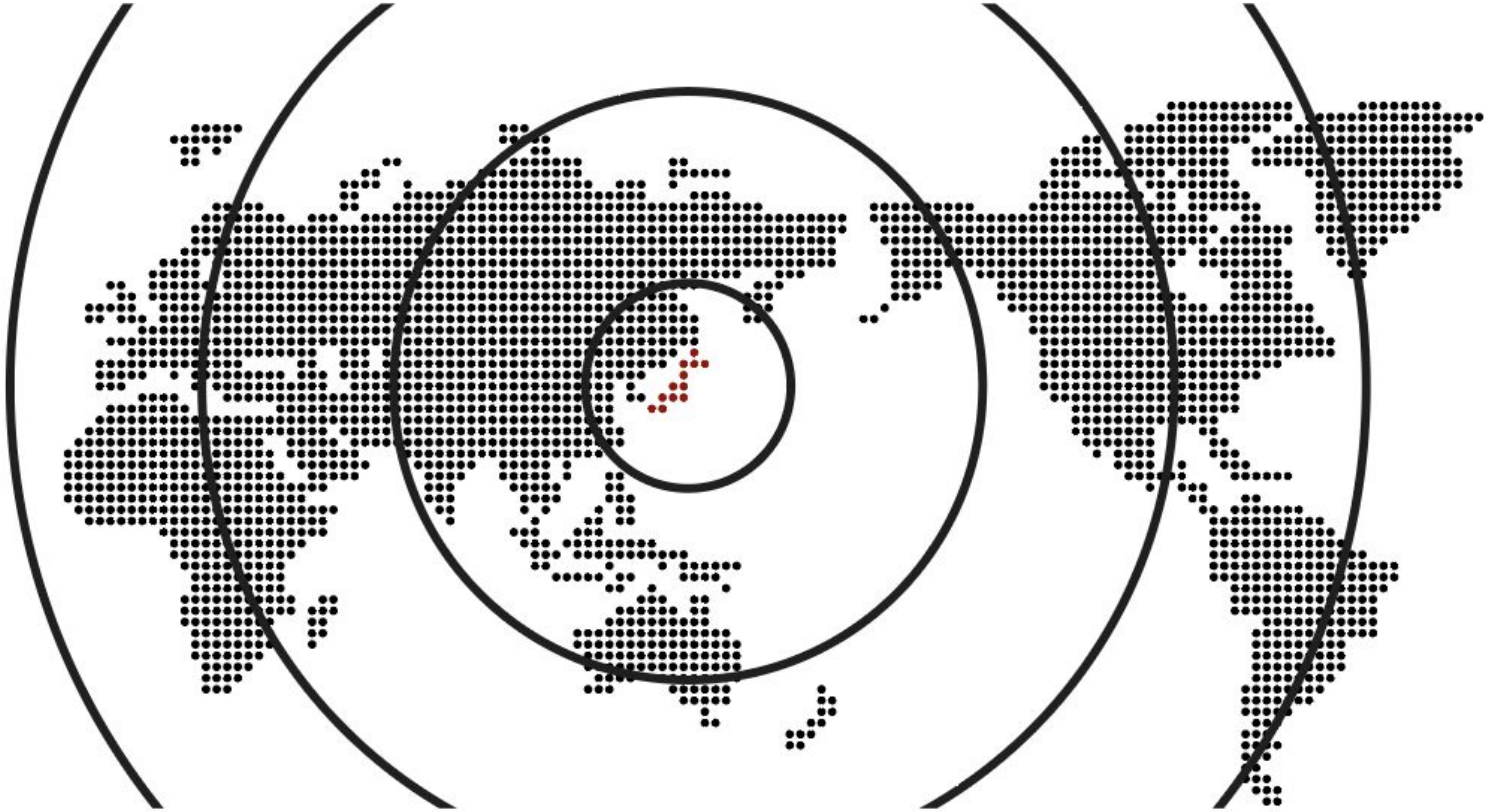
Number of Companies by Employee Size in Japan

Enormous potential within the market exists as cloud adoption will accelerate going forward.

Calculated by HENNGE Group based on the total number of companies with 30 or more employees in Japan as the number of our potential customers if cloud computing become more widespread in Japan in the future.
(References: 'Economic Census -Activity Survey Results' by Ministry of Economy, Trade and Industry of Japan in 2021)

Strengthening Expansion into Overseas Markets

Our main service is a cloud service, which has the potential for cross-border expansion.
While continuing to target the Asian market, we will also challenge the business expansion in other regions.



Appendix (Others)

Path to Becoming World Class IT Company

We will aggressively focus on promoting the existing business, cultivating new markets, and expanding our value through M&As and other measures. To accelerate these efforts, strengthening HENNGE brand is one of the key areas.

New Business Developments

Search for the market demands and accelerate the release of new features and services that meet the demands.
Continue to support our customers in utilizing SaaS and keep continuing “Liberation of Technology.”

HENNGE One - Service Overview

Service	Overview
HENNGE Access Control	Access control, SSO
HENNGE Device Certificate	Device certificate
HENNGE Secure Browser	Secure browser
HENNGE Lock	App for one-time password
HENNGE Connect	Secure gate to On-Premise system
HENNGE Access Control API	API for ID management
HENNGE Endpoint & Managed Security	EPP, EDR, MDR, Vulnerability Assessment, Attack Surface Analysis

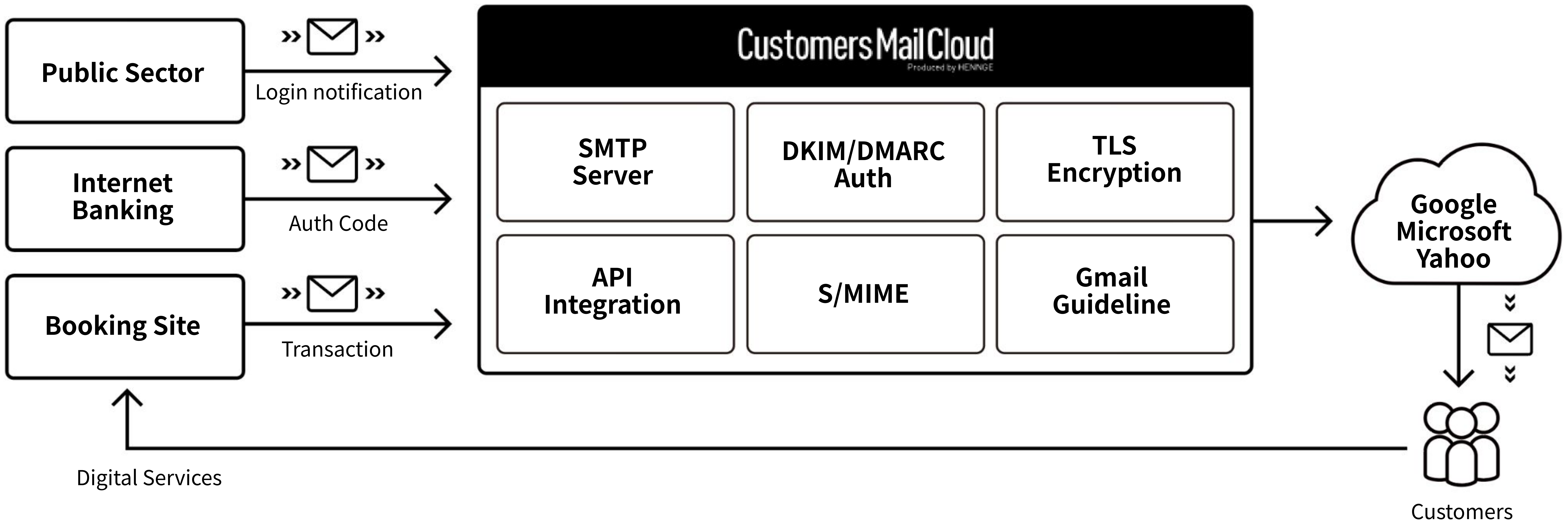
Service	Overview
HENNGE Email Archive	Email audit, Archive
HENNGE Secure Transfer	Large file transmission and reception
HENNGE Email DLP	Countermeasures against misdirected emails (filter, select sending method)
HENNGE Secure Download	Uploading email attachments to cloud storage with auto URL notification
HENNGE Secure Download for Box	Uploading email attachments to Box with auto URL notification
HENNGE File DLP	Countermeasure against information leakage from file sharing
HENNGE Cloud Protection	Countermeasure against targeted attacks (protection for email and data)
HENNGE Tadrill	Targeted attack email training, establishing a reporting workflow, e-learning

Business Investments

Mainly invested in B2B startups that own proprietary elements and technologies, which have synergy with our business. We will increase the value provided to our customers through business alliances, M&As, and other measures.

Customers Mail Cloud

Offers email delivery platform that facilitates secure and seamless connection between businesses’ digital services and customers.



Value

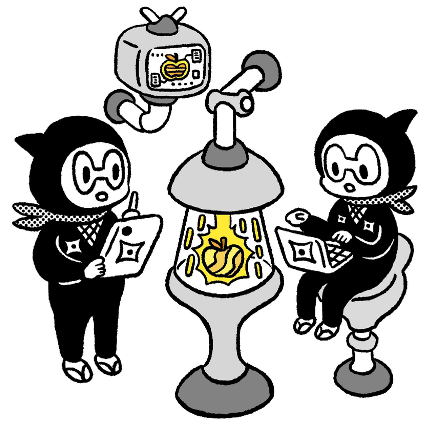
Continuously eat unripe fruits and remain as early adopters in order to make “Liberation of Technology” happen. Through a number of trial and error, we will identify new technology that is useful for our customers, and widely deliver the technology.

Eat unripe fruits,
and make mistakes early

HENNGE WAY

HENNGE WAY is our code of conduct in order to keep changing with challenges and failures.

01 Love technology
Love and use technology.



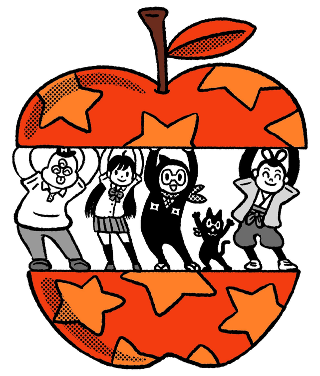
02 Eat unripe fruits
Take on challenges and learn from mistakes early.

03 Be a learnaholic
Be endlessly curious.
Get addicted to learning.

04 Lead yourself with passion
Take the initiative with passion.

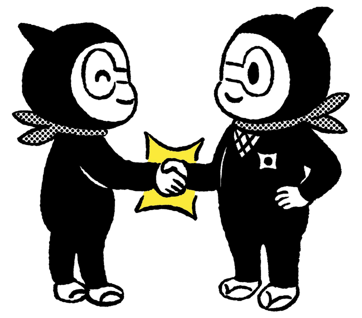
05 Help passionate HENNGE people
Support people who are passionate about igniting changes.

06 Respect differences
Differences are natural.
Stay diverse.



07 Keep it open
Share information and opinions openly.

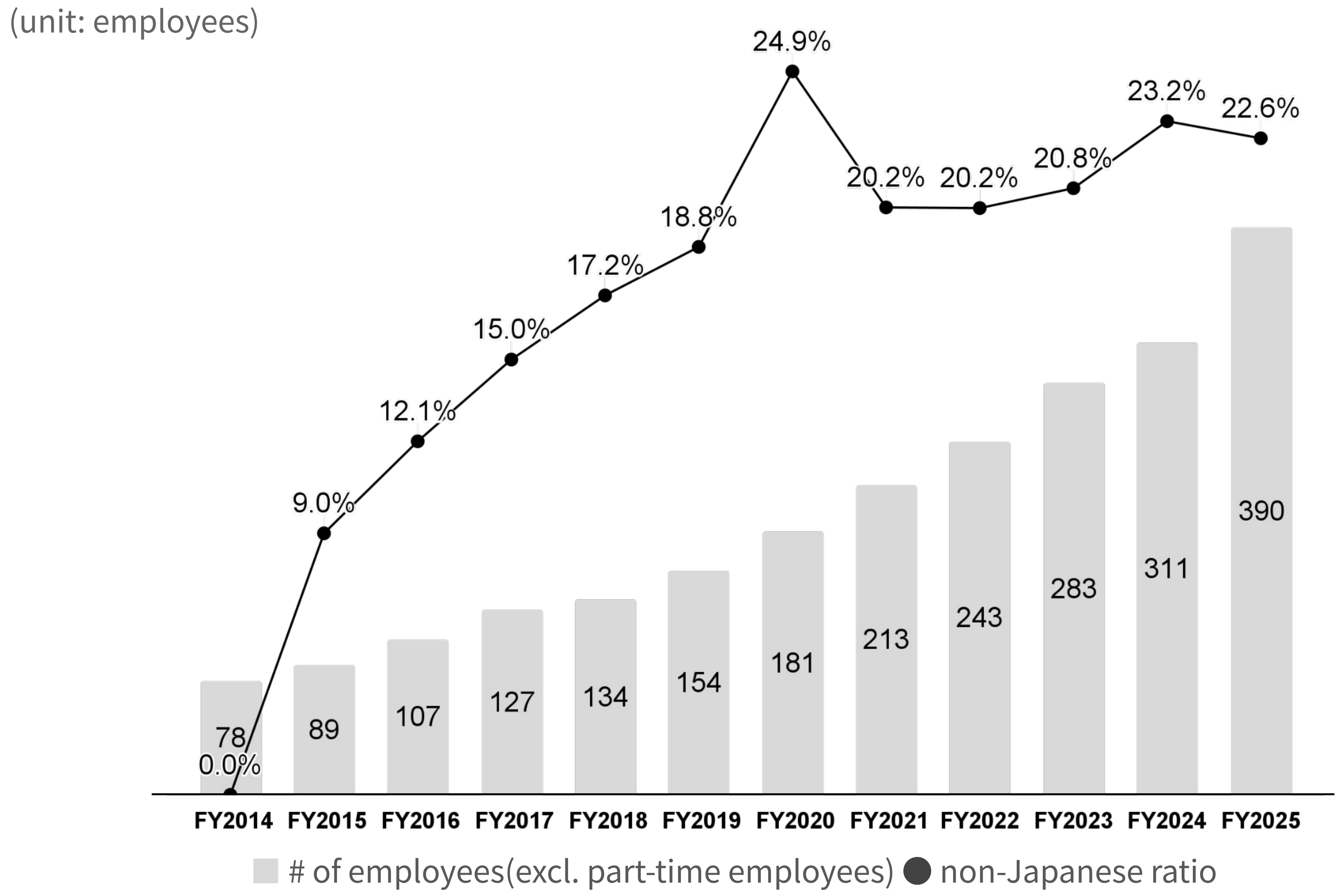
08 Track and trust
Act with speed, wisely taking acceptable risks.



09 Win together
You can't win alone.
The mountains is high.
So, what do we do?

Diversity and Inclusion

Focusing our efforts on the Global Internship Program (GIP) not only to provide career development opportunities for the most talented candidates from all over the world, but also to be the precedent organization of diversity and inclusion that utilize the power of digital transformation to overcome issues.



Total number of applicants including interns (except for Japan) :

approx. **200** countries and regions

approx. **90K** engineers

Employees (excluding part-time employees) :

approx. **30** countries and regions

(as of 2025-09-30)

Diversity in Organization

Diversity is the key driver to keep challenging and changing. We recognize the differences and respect the differences, which then we can create a basis for an ever-changing organization that value challenges.

Glossary

ARR (Annual Recurring Revenue)
refers to revenue, normalized on an annual basis, that a company expects to receive from its customers for providing them with products or services of subscription-based model.

ARPU (Average Revenue Per User)
refers to the average annual contract amount per contracted user.

CAGR (Compound Annual Growth Rate)
refers to a geometric progression ratio which provides a constant rate of return over a period of time.

DLP (Data Loss Prevention / Data Leak Protection)
prevents confidential information loss/data leakage when sending emails and sharing via cloud storage.

LTV (Life Time Value)
is the total worth to a business of a customer over the whole period of their relationships.

SSO (Single Sign On)
is a method that enables users to log into multiple systems with just one user authentication.

Gross Revenue Churn Rate
is calculated based on the decrease in contract value due to service cancellations, etc.

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