TREND MICRO

Q2-2026
Business Update

Kevin Simzer
Chief Operating Officer

Our AI-Native Operations Strategy

IR-Day 2025

- Transforming to an AI company
- Clearer separation in the different businesses
- Invest for sustainable growth
- ARR measurement & progress

2025
Build
Platform, cloud and AI foundation

2026
Transform
Accelerate AI solutions, cloud/GPU infrastructure & AI-native operations

2027
Scale
Monetization expands, transition costs decline, unit economics improve

2028+
Leverage
Growth & operating leverage from the AI-native model

Q2-2026 Results

TREND MICRO

Net Sales: **+13% YoY***

ARR: **+5% YoY****

Operating Margin: **8%***

Solid net sales growth

TrendAI

Net Sales: **+13% YoY***

ARR: **+6% YoY****

Vision One ARR **+49% YoY****

Growth fueled by ongoing platform adoption & expansion

TrendLife

Net Sales: **+9% YoY***

ARR: **+4% YoY****

Digital Life Protection ARR **+52% YoY****

Digital Life Protection traction showing future potential

Incubation

VicOne MAGNA

Net Sales: **+8X YoY***

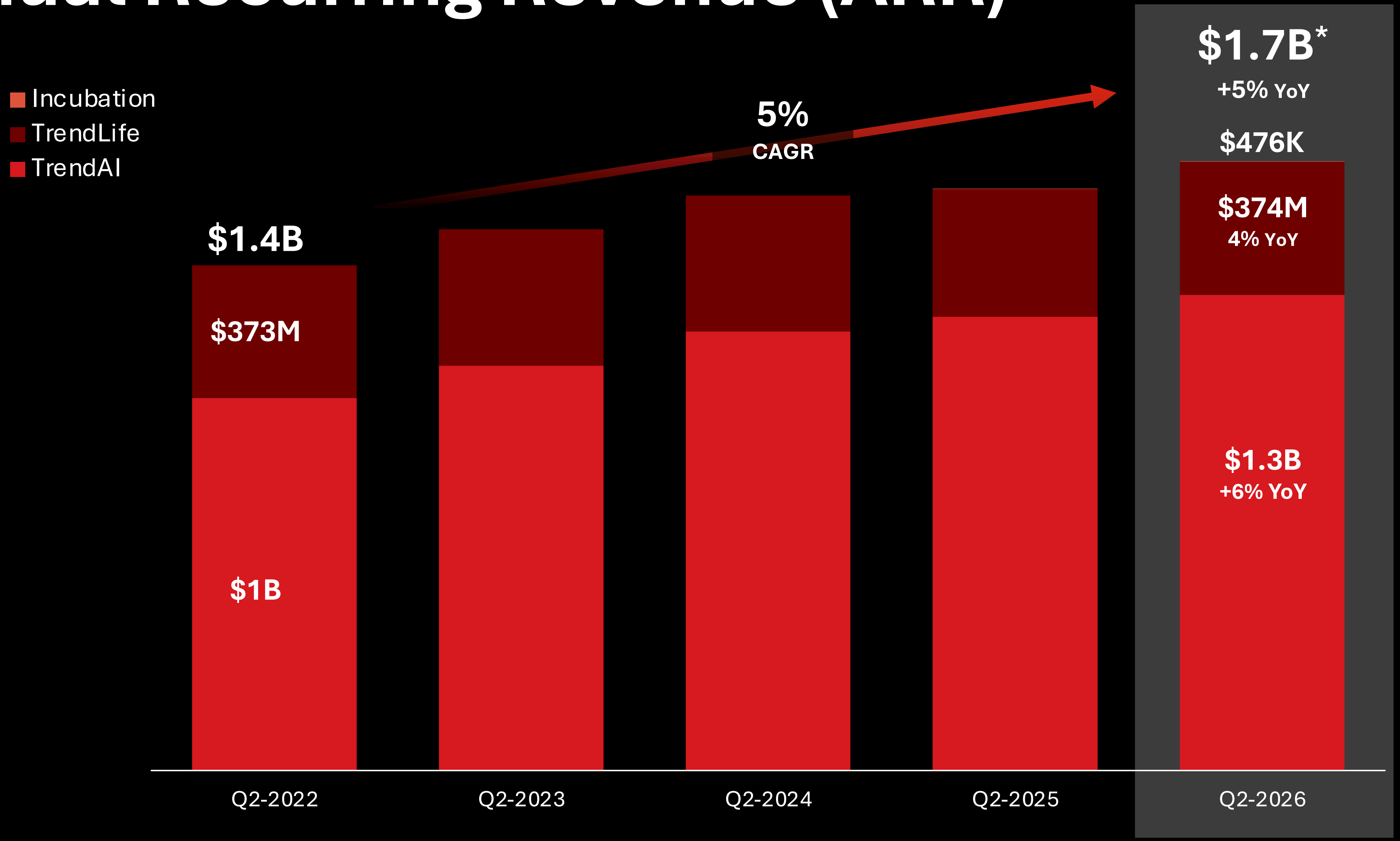
ARR: **+36X YoY****

Q2 Investment **835M JPY***

Investing in new markets to fuel future growth

* Actual currency in Yen ** ARR at constant currency: 1USD= 155.95 yen. Non-GAAP and reference for internal management

Annual Recurring Revenue (ARR)



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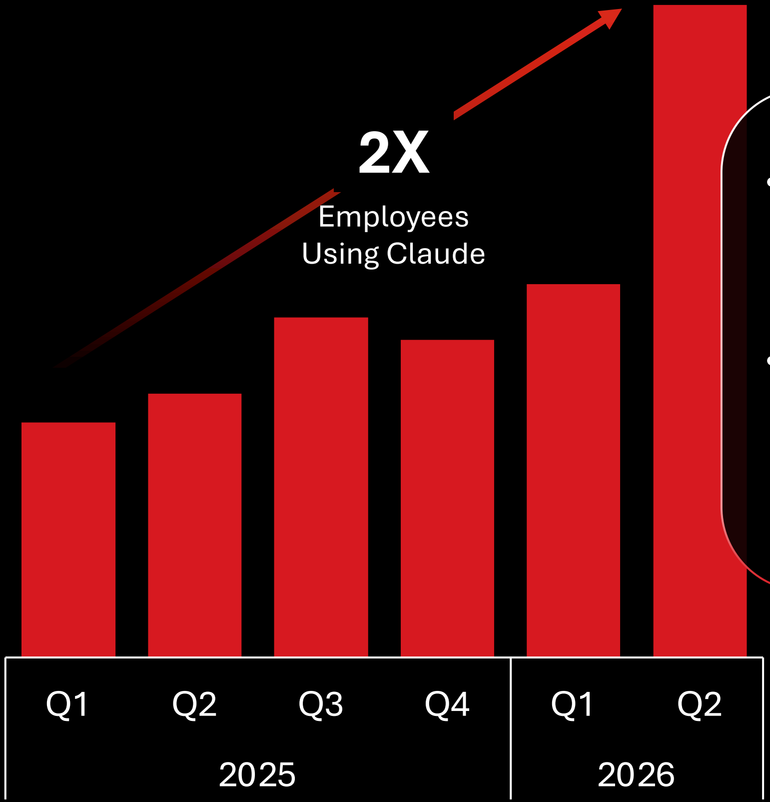
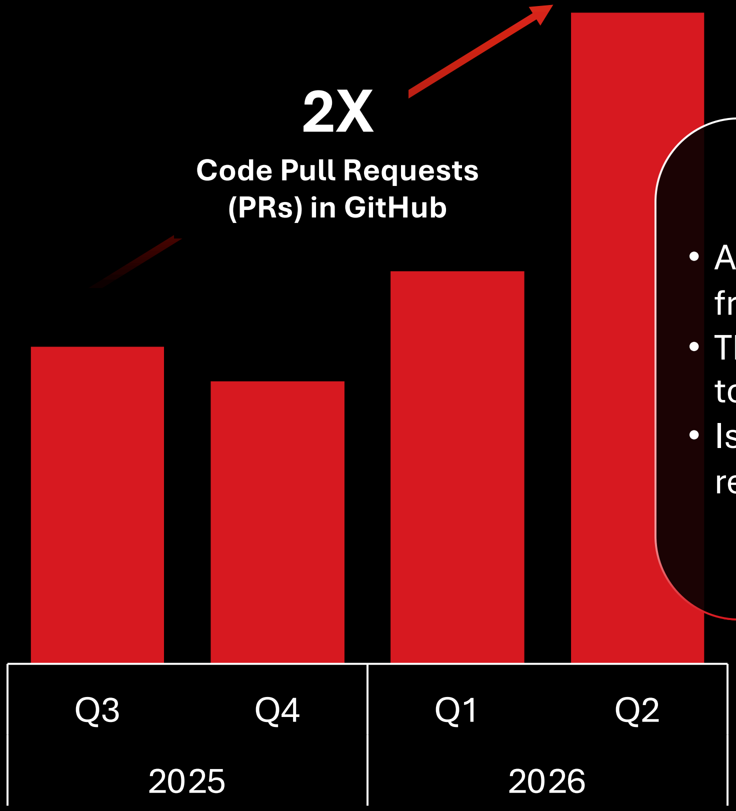
AI Investment Is Already Increasing Output

92% of All Employees Using AI Daily in 1H-2026



- Automated customer dashboards delivered in 50% less time while dealing with higher volume
- AI simulation delivered in days vs months (used for world's largest tabletop cyber simulation)

R&D Delivering More & Faster with AI SLDC in 1H-2026



- Agentic SIEM connectors: from days to hours
- Threat hunting: from hours to seconds per threat
- Issue reporting & resolution: 5X throughput

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Managing Each Cost to a Different Economic Outcome

Internal AI Transformation
Operating Leverage

- ✓ Governance, adoption & measurable productivity thresholds

Customer AI & Cloud Consumption
Improved Unit Economics

- ✓ Optimize architecture, usage & pricing / credit economics

Infrastructure Expansion
Scale Economics

- ✓ Contracted cloud capacity, paired with efficiency gains in utilization

Transition Costs
Costs Roll Off

- ✓ Cloud platform consolidation, retire legacy products & eliminate duplication

Trend Micro - Road to 2028

	2023 (1)	2024	2025	Q2'26	1H'26		2028E (2)
Net Sales Growth %	11%	10%	1%	13%	11%	2026 9% Guidance	8-10%
COGS % of Revenue(3)	22%	20%	20%	27%	24%		18-20%
S&M % of Revenue(3)	37%	34%	33%	37%	35%		31-33%
R&D % of Revenue(3)	17%	18%	16%	16%	16%		15-17%
G&A % of Revenue(3)	8%	8%	8%	8%	8%		6-8%
Operating Margin %	13%	18%	21%	8% *9% w/o Incubation*	15% *16% w/o Incubation*	2026 15% Guidance	25-27%
		Operating Income	¥58B	¥6.2B	¥21.8B		

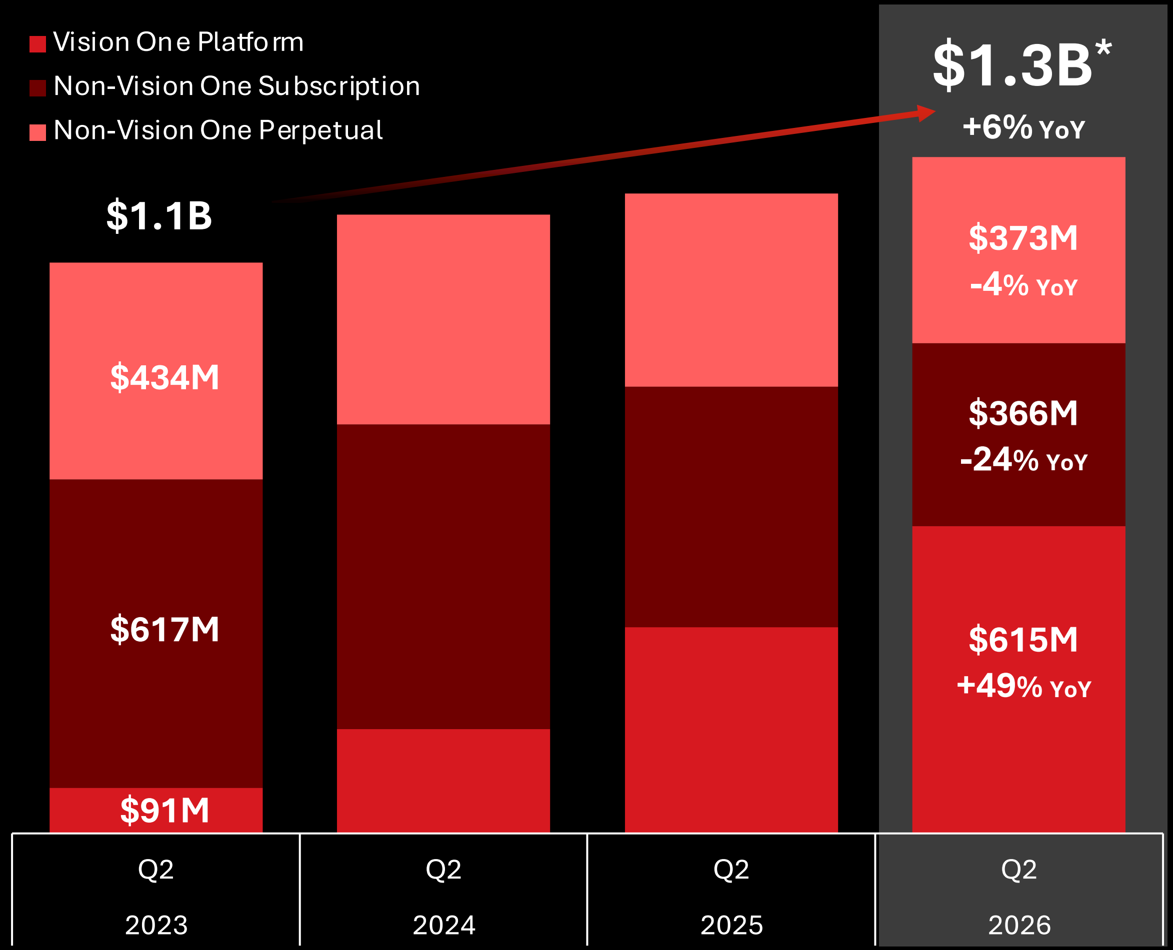
Notes:
1. 2023 includes 1,047M JPY restructure cost
2. At estimated exchange rate of $1USD= 155.95 yen
3. Based on non-GAAP expenses and reference for internal management

TrendAI™ Vision One

The Industry-Leading AI Security Platform

Growing Vision One Platform ARR

Annual Recurring Revenue (ARR)



Q2-2026 Platform Highlights

- **45%** Vision One Enterprise Attach
- **122%** Vision One NRR
- **87%** Vision One GRR

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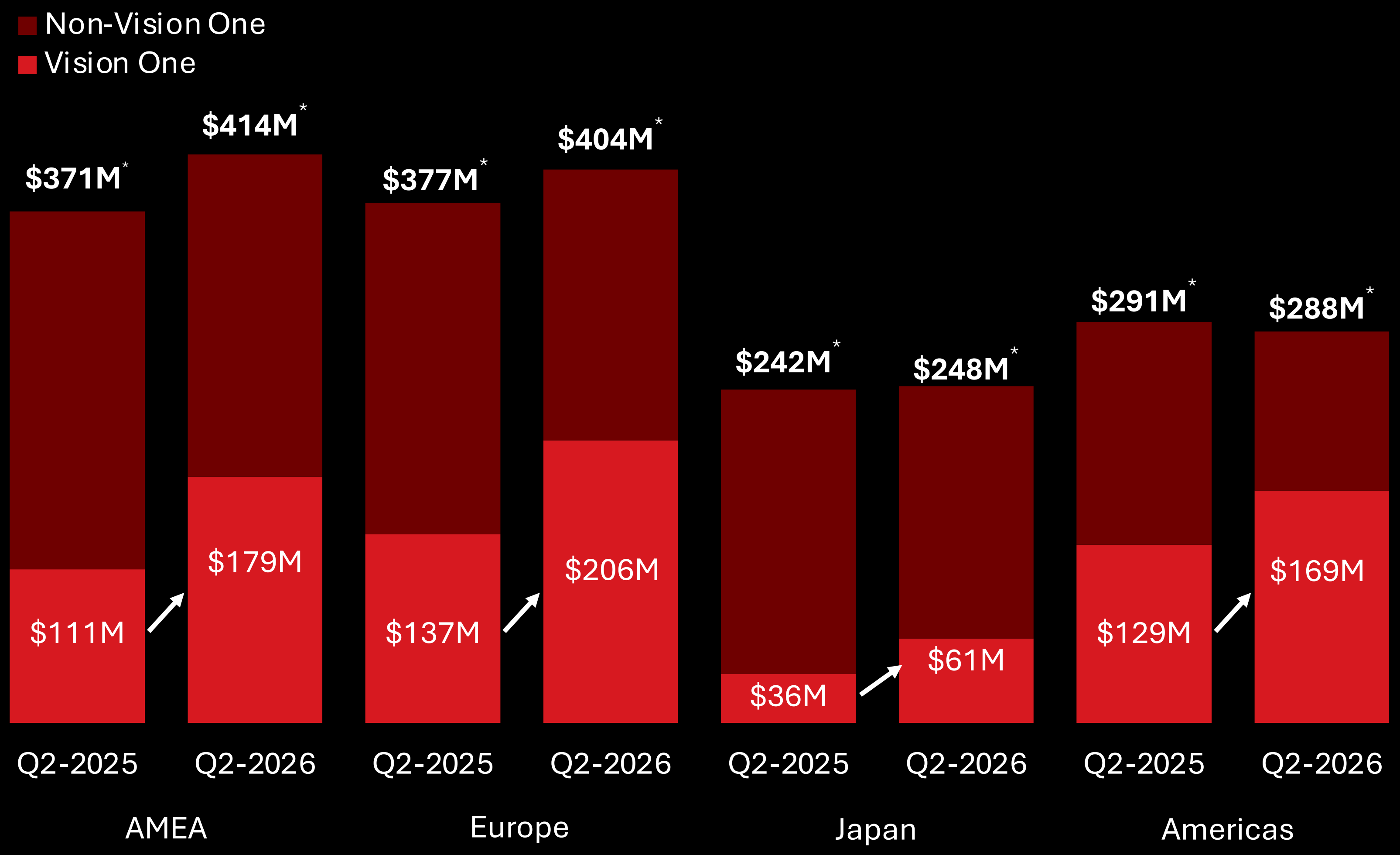
Q2-2026 Regional Vision One ARR



Country by $ARR*	YoY%
#1 US	+39%
#2 Japan	+72%
#3 Germany	+47%
#4 Brazil	+32%
#5 India	+95%
#6 Iberia	+54%
#7 OLAR	+24%
#8 Italy	+49%
#9 UK & Ireland	+59%
#10 France	+38%

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Driving Scale with MSPs

Over 325 Strategic MSPs Selling TrendAI Vision One

+92%
YoY
ARR* growth from MSPs selling Vision One

48%
Have Adopted Cyber Risk Exposure Management (CREM)

8.4X
Average ARR* Per Partner

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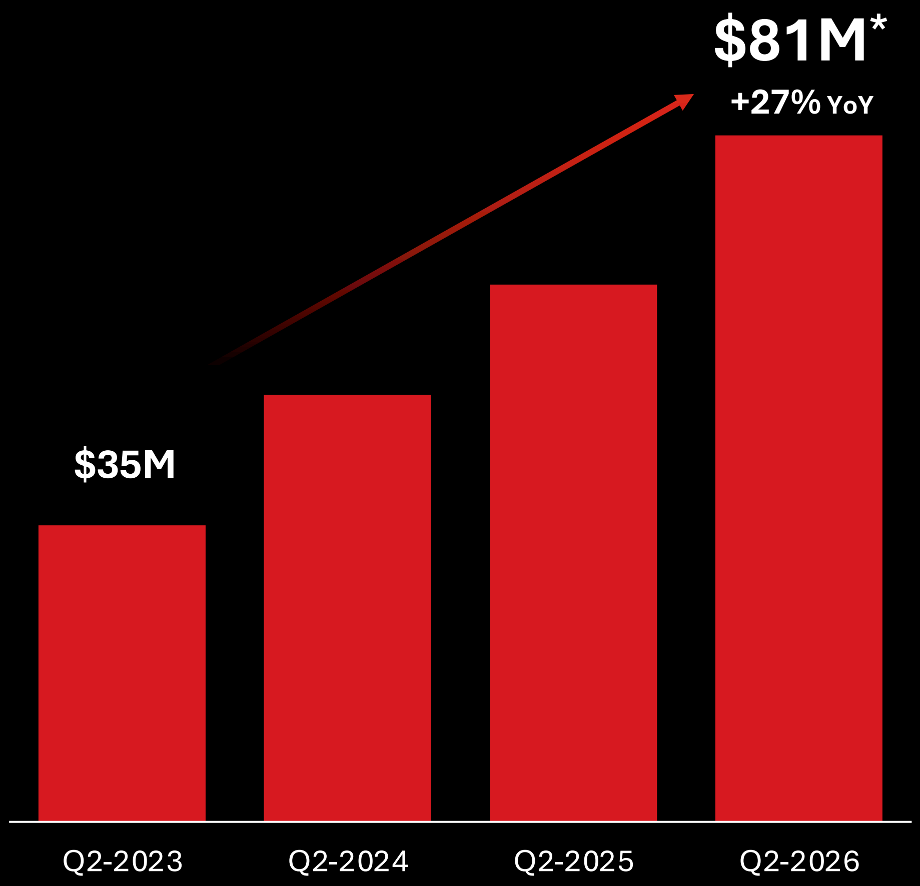
Platform Growth Powered by Services



Q2-2026 Services Highlights

- **+21%** — **YoY increase in services customers**
- **2.6X** — Avg. ARR* per customer with services
- **50%** — Higher average number of solutions per customer with services

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The Power of the Platform

ENTERPRISE CUSTOMERS	SOLUTION ADOPTION	RETENTION RATE	ARR IMPACT*
39%	●	81%	1X
14%	● ●	90%	2X
10%	● ● ●	91%	3X
37%	● ● ● ● +	93%	9X

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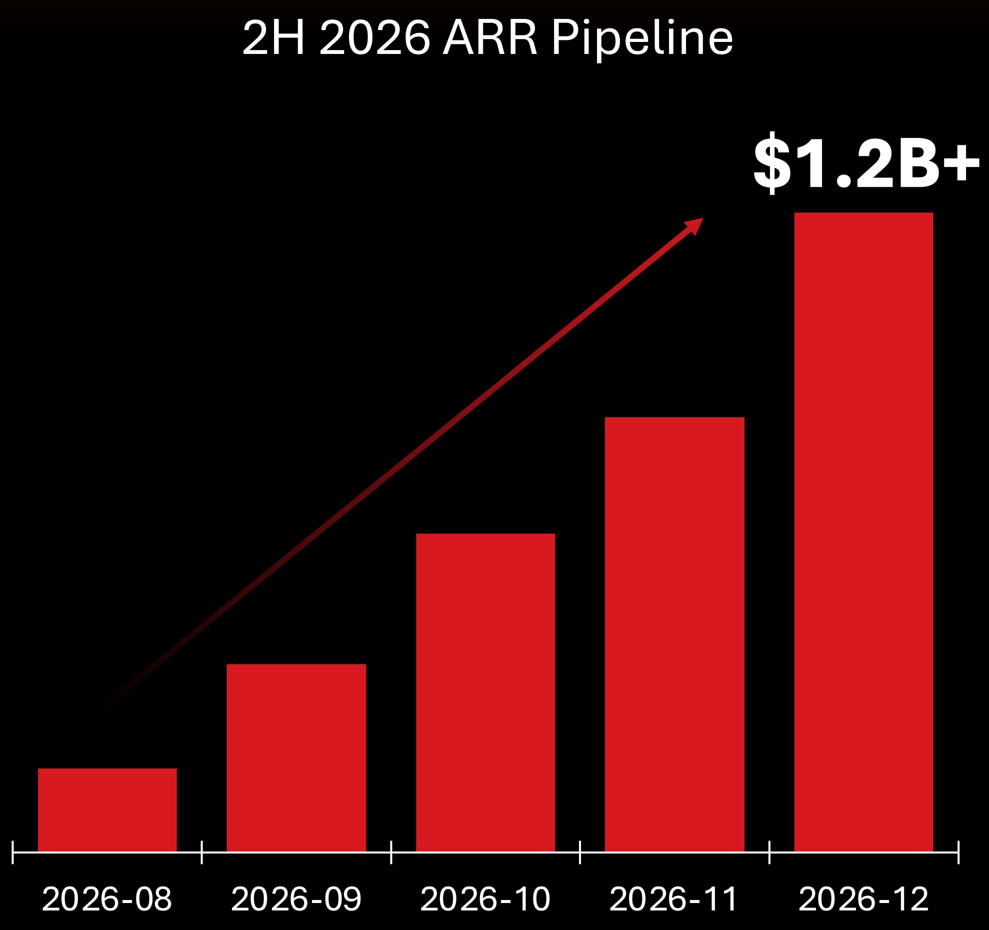
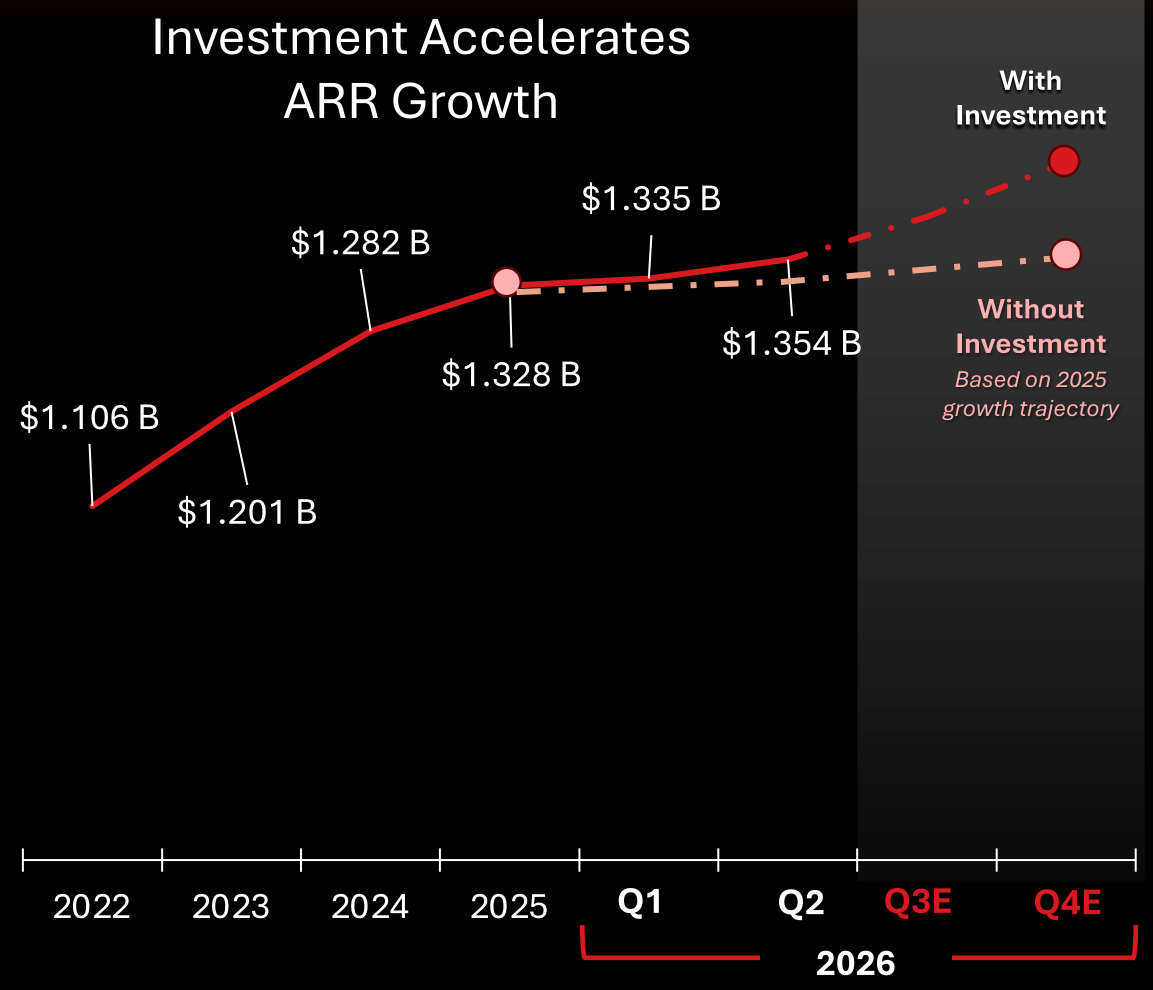
Strong 2H 2026 Signals for Accelerating Monetization

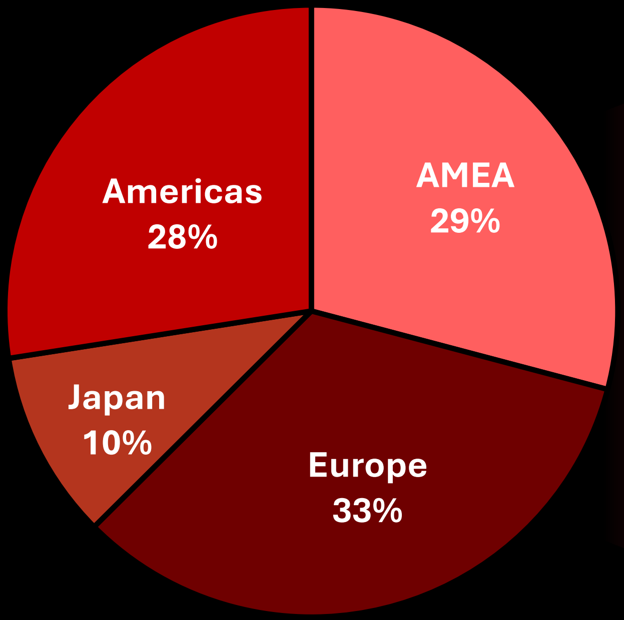




ARR at constant currency: 1USD= 155.95 yen. Non-GAAP and reference for internal management

Q2-2026 Enterprise Dynamics

Q2-2026 Vision One ARR* by Region



- **41%** of deals driven by consolidation
  - Flex pricing & AWS marketplace top deal accelerators
- **56%** of deals driven by AI Soc & Cloud
  - Agentic SIEM customers: +47% QoQ
  - CREM customers: Now over 6000 driven by strong demand in Europe & AMEA
- Top verticals included government, financial services, education, & healthcare
  - Healthcare deals grew by 94% YoY, driven by consolidation & compliance

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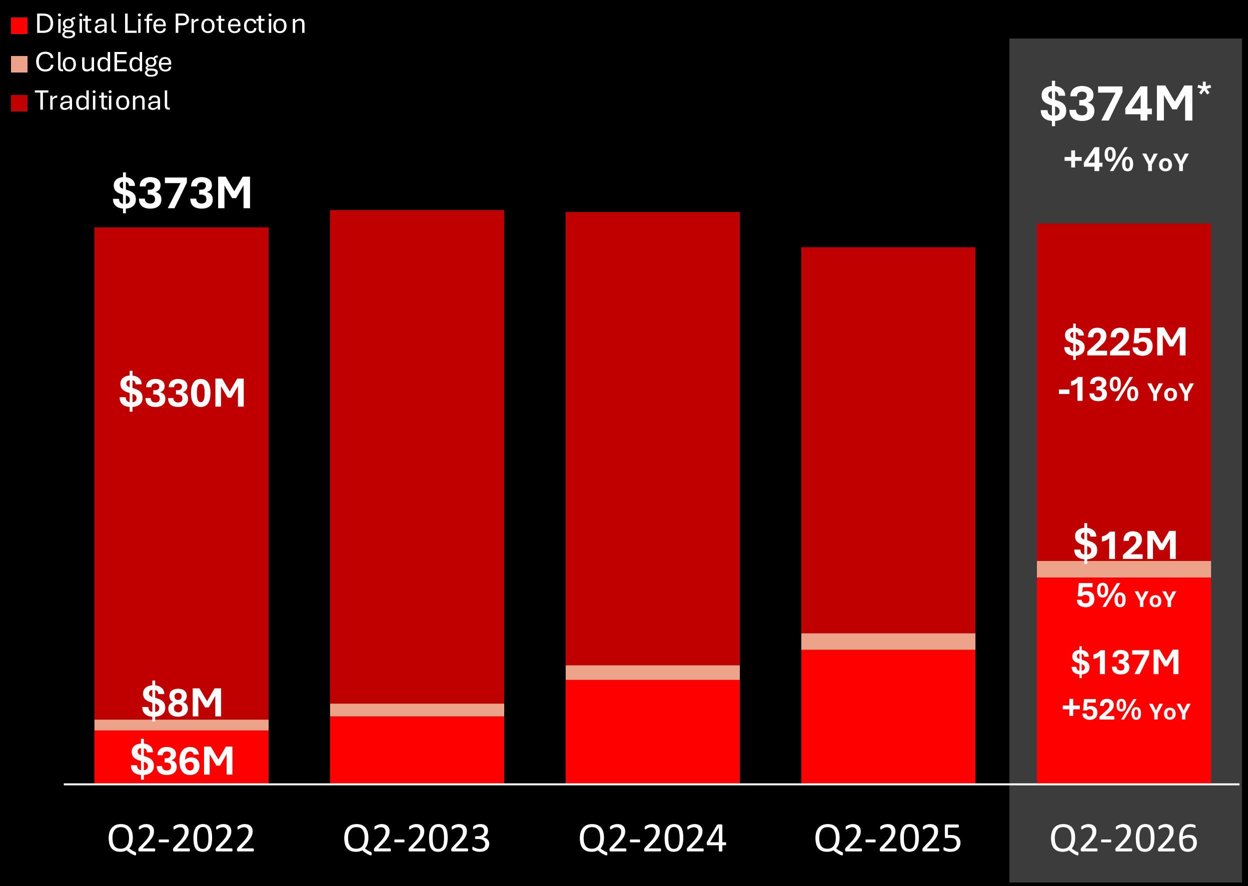
TrendLife™ Q2-2026 Status



Q2-2026 Highlights

+52% YOY — **Digital Life Protection ARR, representing 37% of total TrendLife ARR**

+2% YOY — **TrendLife ARPU driven by Digital Life Protection****

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** Non-GAAP and reference for internal management, subject to change.

VicOne

Now 45 customers, protecting 1.5M+ vehicles

NVIDIA | Inception Program

$50B+
Addressable Market

7 of the global top 20 passenger vehicle brands

2 of the global top 20 commercial vehicle brands

3 of the global top 20 construction vehicle brands

MAGNA

15 pilots underway in addition to current signed MOUs

arabic.ai | EEC | GLOBAL TELECOM | maven insights | NAVER innovation | saudi xerox | SPCS

$100B+
Addressable Market

TREND MICRO

An AI-Native Operations Company

TREND MICRO™

TrendAI™

- Broadest AI Security platform with deep industry partnerships
- New GTM investments driving short and long-term growth

TrendLife™

- Focused on Digital Life Protection
- New offerings driving higher ARPU & increased ARR per customer

Incubation

VicOne MAGNA

- Investing in exciting new AI market opportunities with large potential (4,665M JPY in 2026)

TREND MICRO™

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