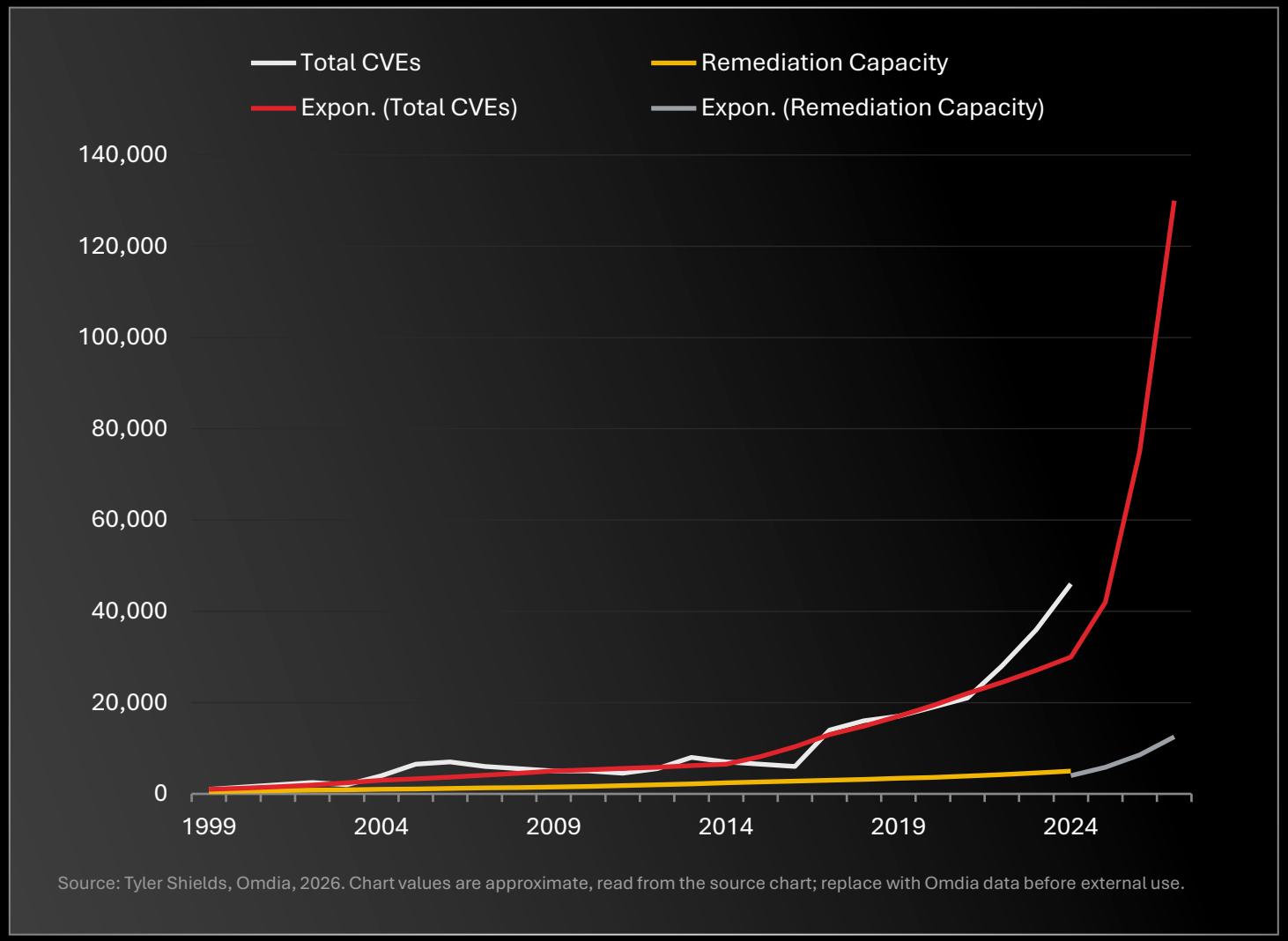
Q3-2026
Business Update

Kevin Simzer
Chief Operating Officer



Frontier AI is Widening the Exposure Gap



Source: Tyler Shields, Omdia, 2026. Chart values are approximate, read from the source chart; replace with Omdia data before external use.

Vulnerabilities are discovered faster than organizations can remediate them

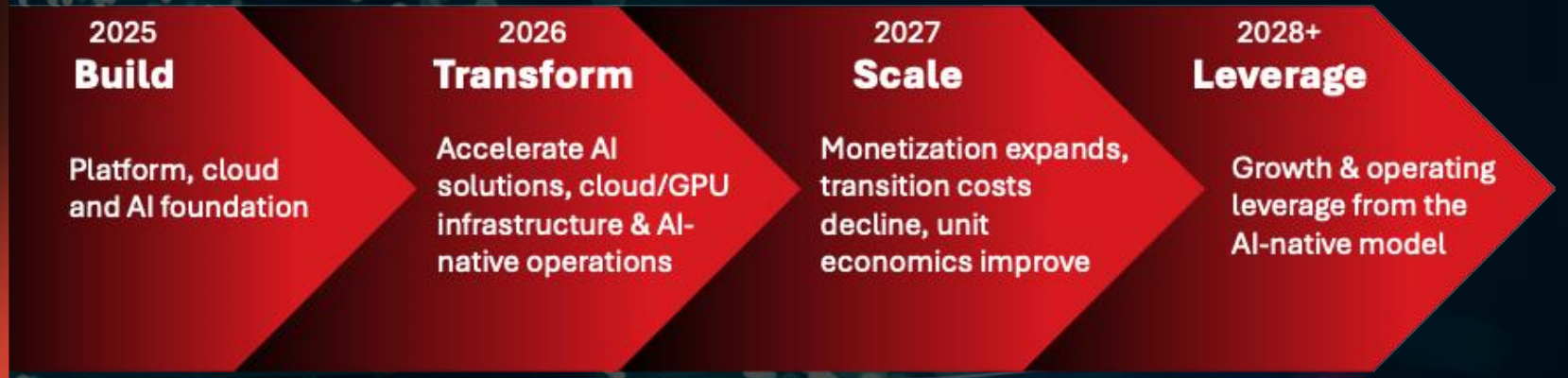
Frontier AI is accelerating that rate beyond human scale

Unresolved vulnerabilities compound security debt

Our AI-Native Operations Strategy

IR-Day 2025

- Clearer Business Units
- Global Execution
- Invest for sustainable growth
- ARR measurement & progress



Q3 2026 Results

TREND MICRO

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

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

Operating Margin: **18%***

Solid top line performance

TrendAI

Net Sales: **+12% YoY***

ARR: **+8% YoY****

Vision One ARR **+37% YoY****

Growth fueled by ongoing platform adoption & expansion

TrendLife

Net Sales: **+1% YoY***

ARR: **+1% YoY****

Digital Life Protection ARR **+37% YoY****

Digital Life Protection traction showing future potential

Incubation

VicOne MAGNA

Q3 Investment **1,138M JPY**

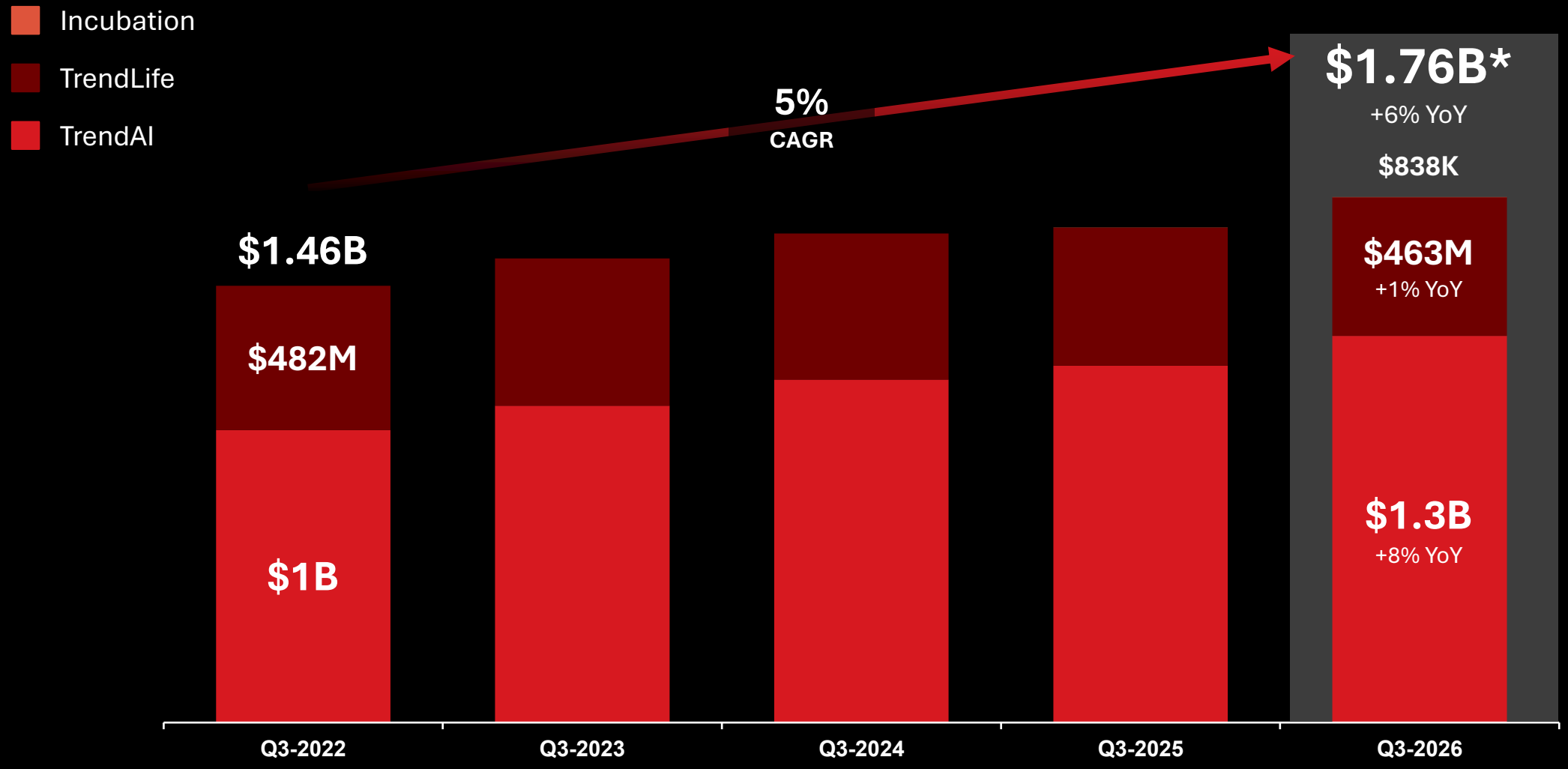
Investing in new markets to fuel future growth

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

TREND MICRO

Annual Recurring Revenue (ARR)



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

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Trend Micro - Road to 2028

	2023 (1)	2024	2025	Q2'26	Q3'26	2028E (2)
Net Sales Growth %	11%	10%	1%	**13%**	**9%**	8-10%
COGS % of Revenue(3)	22%	20%	20%	**27%**	**24%**	18-20%
S&M % of Revenue(3)	37%	34%	33%	**37%**	**33%**	31-33%
R&D % of Revenue(3)	17%	18%	16%	**16%**	**14%**	15-17%
G&A % of Revenue(3)	8%	8%	8%	**8%**	**7%**	6-8%
Operating Margin %	13%	18%	21%	**8%** *9% w/o Incubation*	**18%** *19% w/o Incubation*	25-27%
Operating Income			¥58B	**¥6.2B**	**¥13.2B**	

2026 9% Guidance

2026 15% Guidance

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

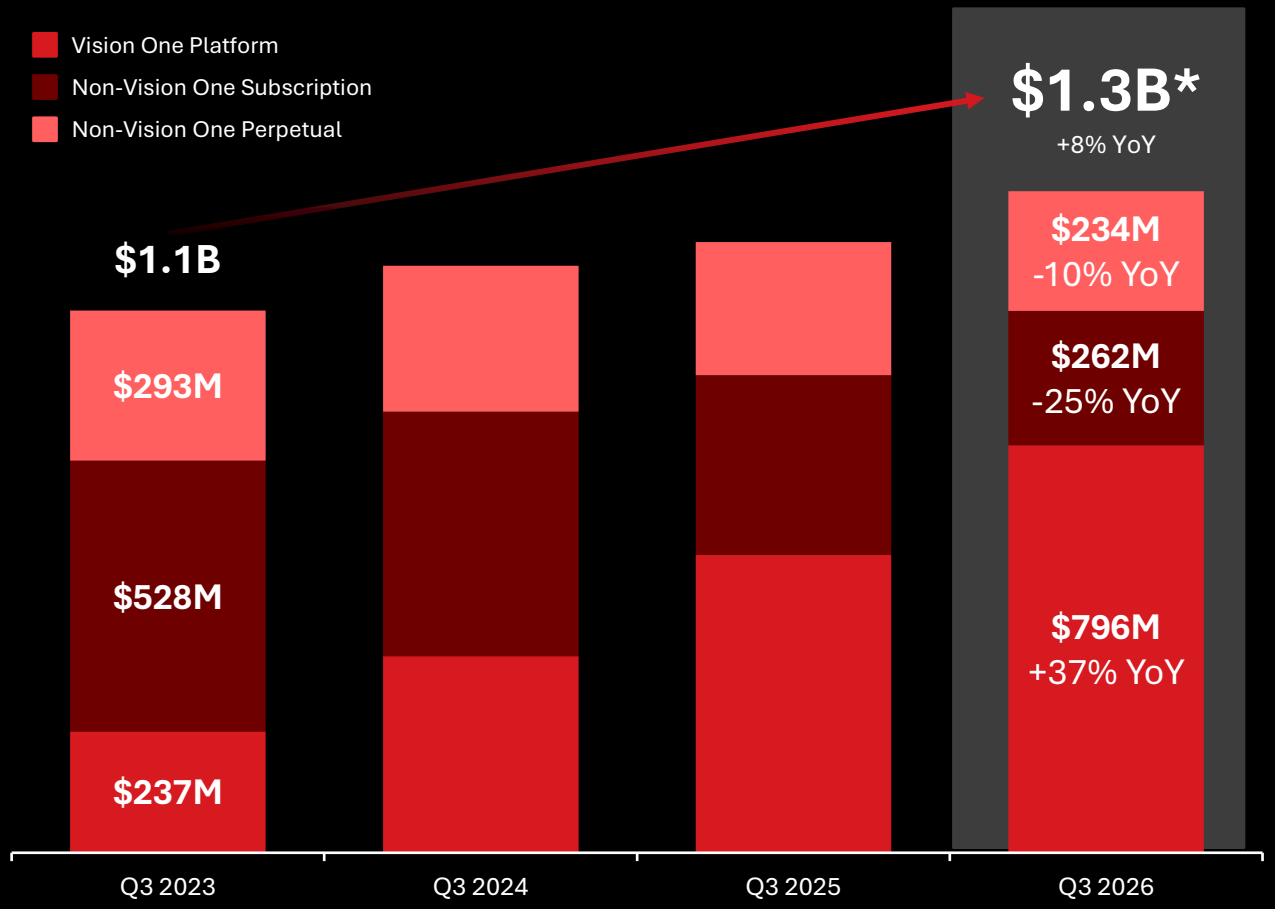
The Industry-Leading AI Security Platform



TREND MICRO™

Growing Vision One Platform ARR

Annual Recurring Revenue (ARR)



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

Q3 2026 Platform Highlights

- **58%** Vision One Enterprise Attach
- **119%** Vision One NRR
- **87%** Vision One GRR

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Q3 2026 Regional Vision One ARR



Country by $ARR*	YoY%
#1 US	+20%
#2 Japan	+53%
#3 Germany	+40%
#4 Brazil	+26%
#5 India	+66%
#6 Italy	+41%
#7 Iberia	+51%
#8 OLAR	+23%
#9 France	+37%
#10 UK & Ireland	+19%

** ARR at constant currency: (1 USD = 155.95 yen - company internal exchange rate for FY2026). Excludes ARR from CloudEdge retrospectively due to segment shift to TrendLife. Non-GAAP and reference for internal management, subject to change.*

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Driving Scale with MSPs

Over 420 Strategic MSPs Selling TrendAI Vision One

+155%

YoY ARR* growth from MSPs selling Vision One

41%

Have Adopted Cyber Risk Exposure Management (CREM)

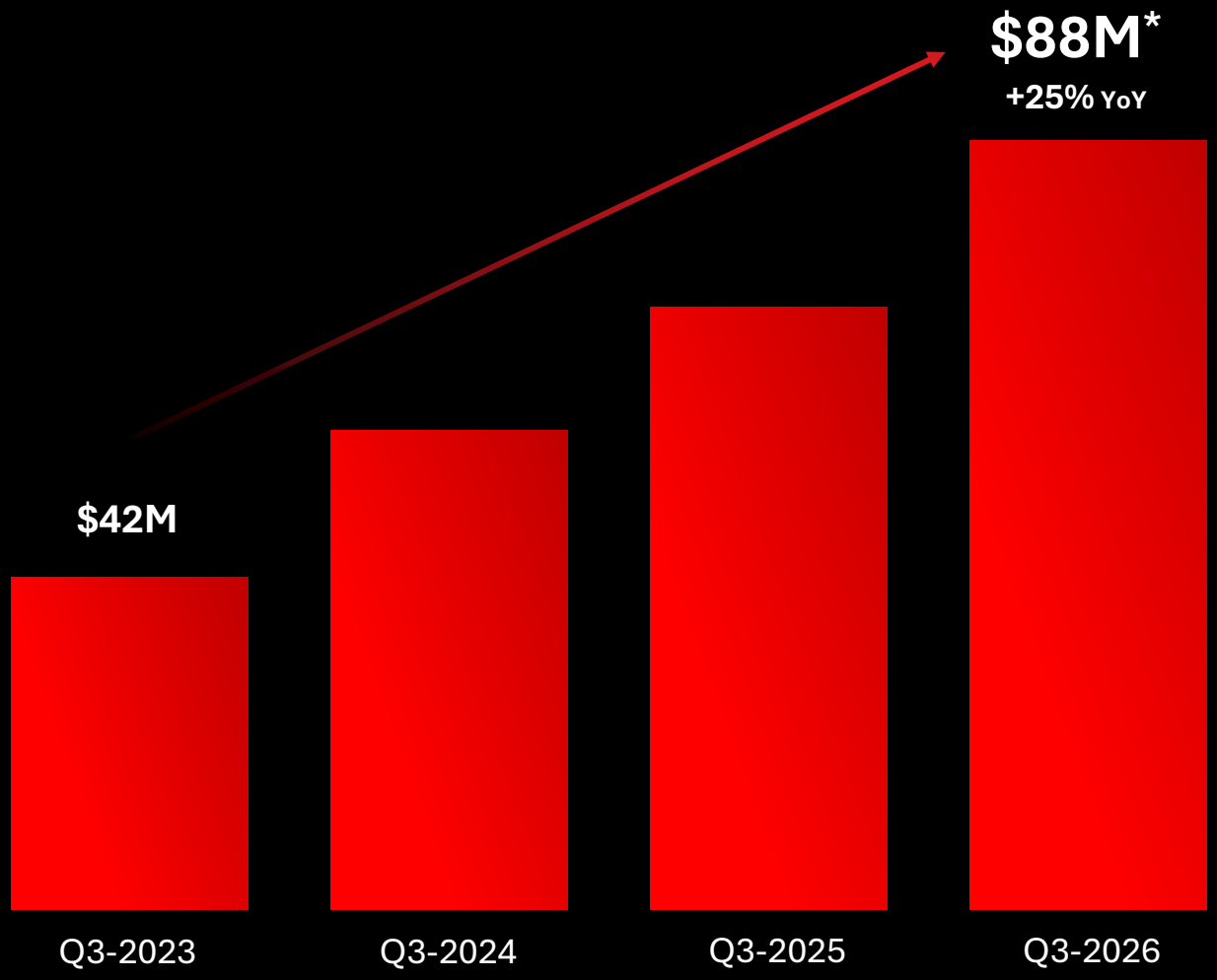
7X

Average ARR* Per Partner

* ARR at constant currency: (1USD= 155.95 yen - company internal exchange rate for FY2026). Excludes ARR from CloudEdge retrospectively due to segment shift to TrendLife. Non-GAAP and reference for internal management, subject to change.

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Platform Growth Powered by Services

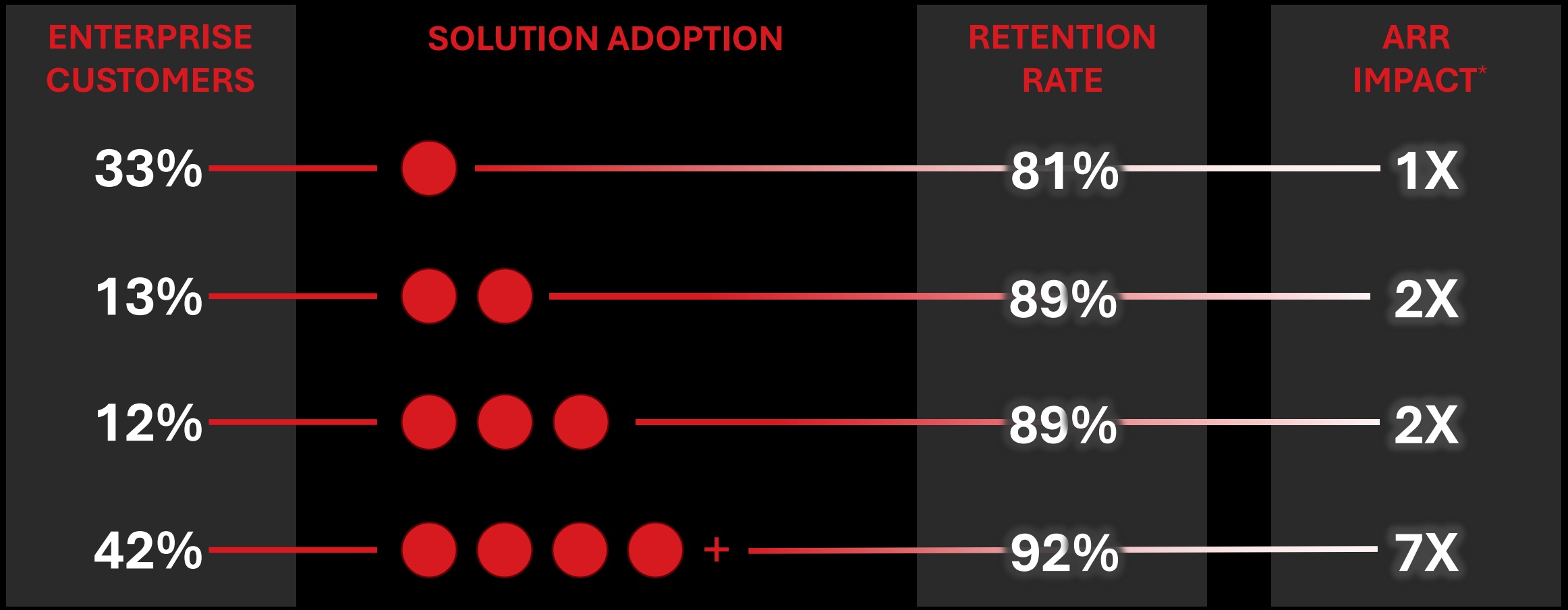


+13%

YoY increase in services customers

* ARR at constant currency: (1USD= 155.95 yen - company internal exchange rate for FY2026). Excludes ARR from CloudEdge retrospectively due segment shift to TrendLife. Enterprise excludes small business customers. Non-GAAP and reference for internal management, subject to change.

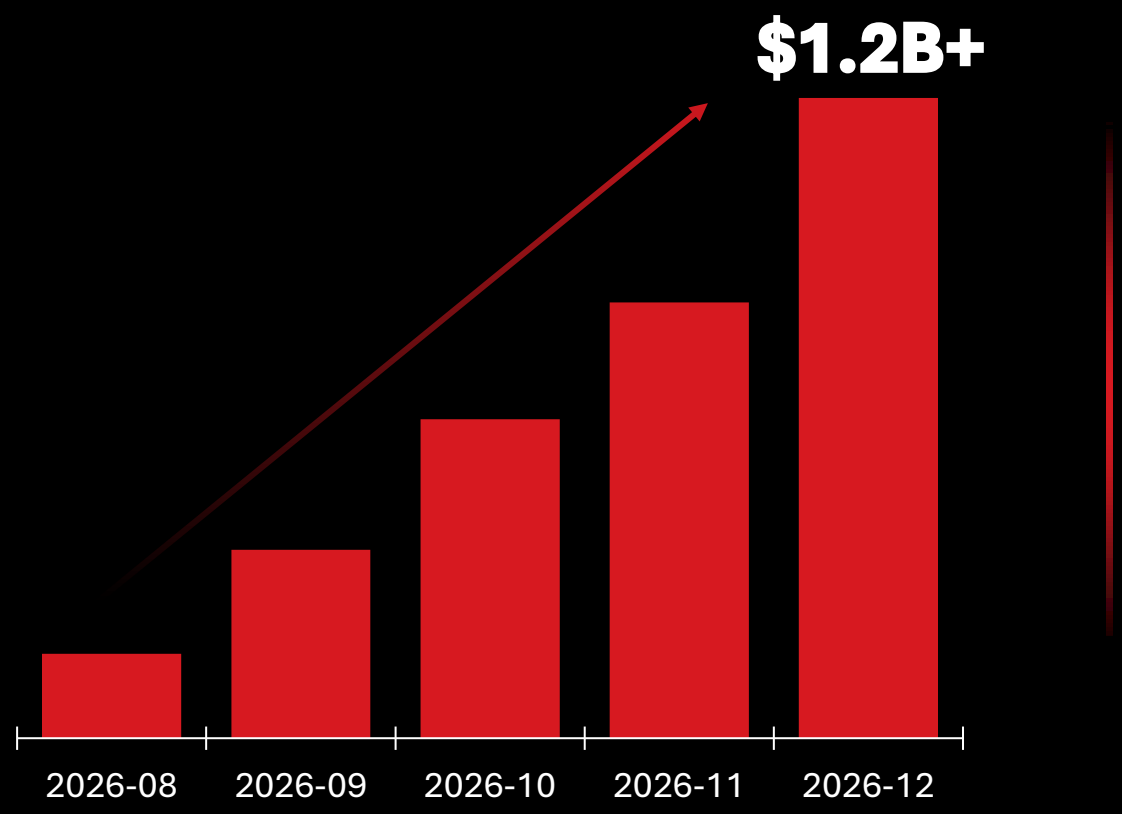
The Power of the Platform



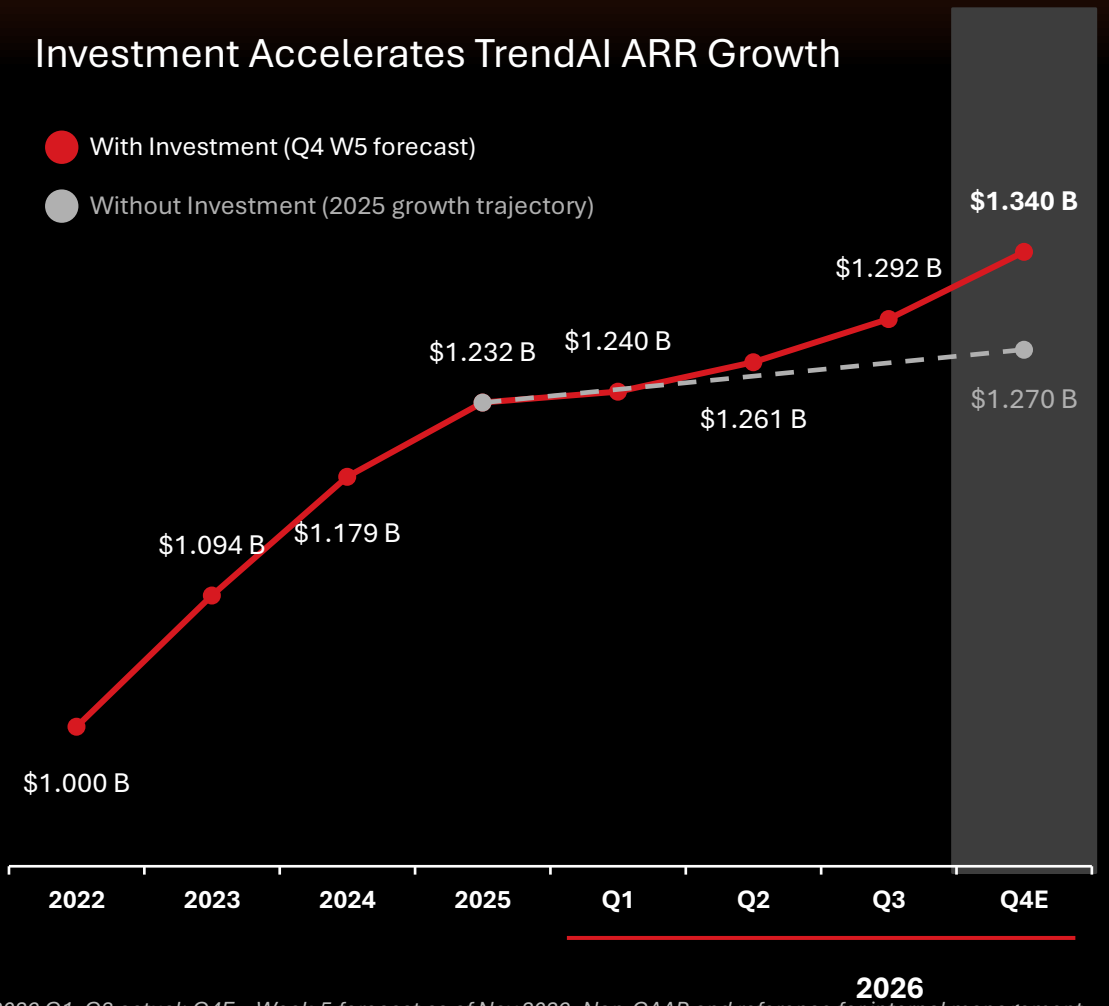
* ARR at constant currency: (1USD= 155.95 yen - company internal exchange rate for FY2026). Excludes ARR from CloudEdge and Worry Free retrospectively due to segment shift to TrendLife. Enterprise excludes small business customers. Non-GAAP and reference for internal management, subject to change.

Strong 2H 2026 Signals for Accelerating TrendAI Monetization

2H 2026 ARR Pipeline



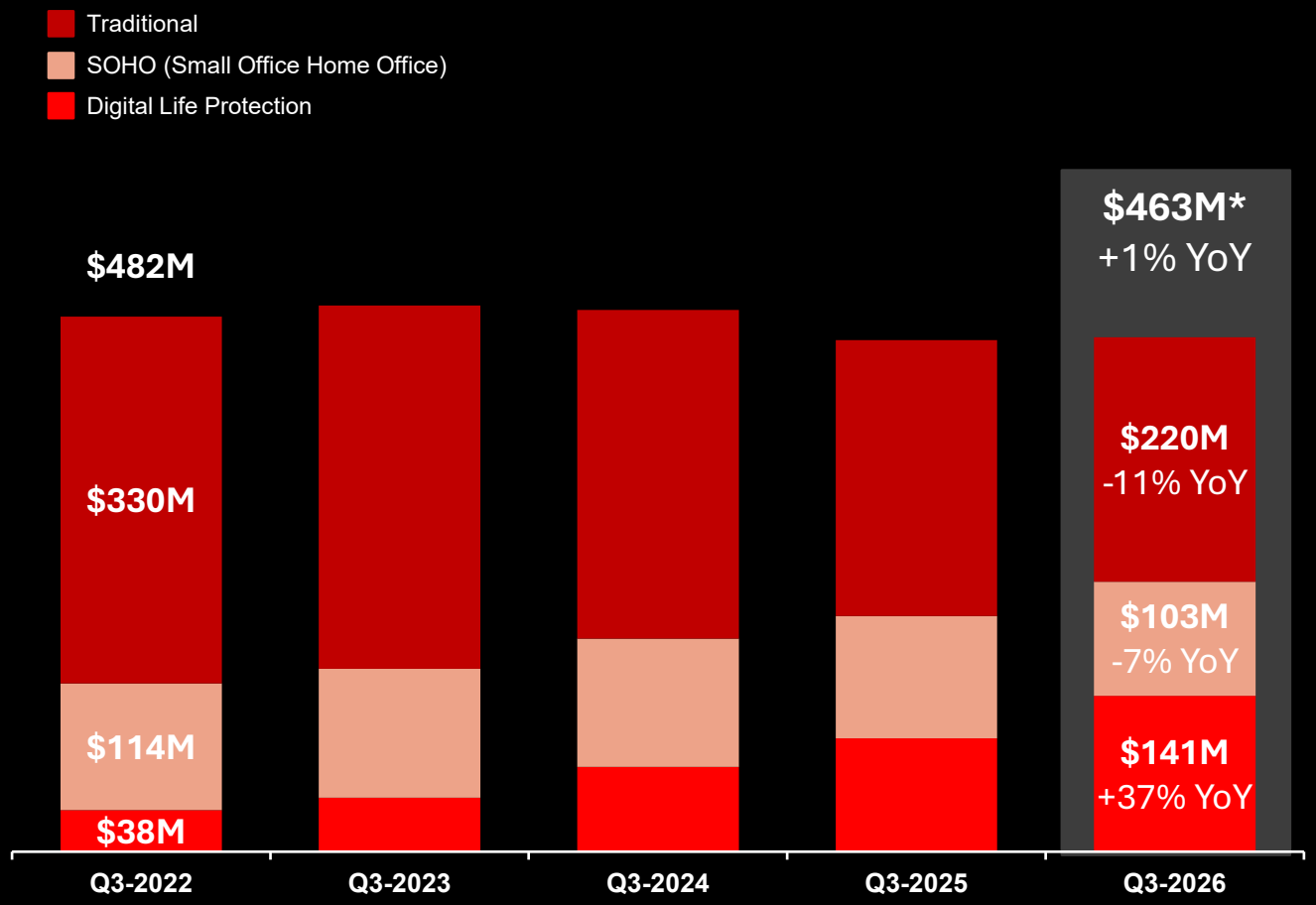
Investment Accelerates TrendAI ARR Growth



TrendAI ARR only; excludes TrendLife and Incubation. ARR at constant currency: 1 USD = 155.95 yen. Years shown at Q4 (year-end); 2026 Q1–Q3 actual; Q4E = Week-5 forecast as of Nov 2026. Non-GAAP and reference for internal management, subject to change.

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TrendLife™ Q3-2026 Status



Q3-2026 Highlights

+37% YOY — **Digital Life Protection ARR, representing 30% of total TrendLife ARR**

+9% YOY — **TrendLife ARPU driven by Digital Life Protection****

* ARR at constant currency: (1USD= 155.95 Yen). Includes ARR from CloudEdge and Worry Free retrospectively due to segment shift to TrendLife.

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

TREND MICRO™

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

$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™

Q3-2026
Business Update

Kevin Simzer
Chief Operating Officer

