

Presentation

Moderator: Thank you very much for taking time out of your busy schedule today to join us for the Financial Results Briefing for the Fiscal Year Ended March 2024, I-NET Corp., and the live webcast. We will now begin the financial results briefing.

First, I would like to introduce today's speakers. Saeki, Representative Director and Executive President of I-NET Corp.

Saeki: My name is Saeki.

Moderator: Uchida, Representative Director and Senior Managing Executive Officer.

Uchida: I am Uchida.

Moderator: I will now continue with an explanation of today's flow. First of all, Saeki and Uchida will explain the financial results. After that, we will have a question and answer session.

For Q&A, questions will be accepted during the financial results briefing in the Q&A function of the Zoom application. Please press the Q&A button on the Zoom application screen to display the screen for questions. If you have any questions, please enter your company name, your name, and your question, and press the submit button.

Please note that we may not be able to answer all questions today due to time constraints. Please be aware of this in advance.

It is time to commence the meeting. President Saeki, please start.



2024年3月期 決算説明資料

株式会社アイネット
[東証プライム市場：9600]
2024年5月16日

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Saeki: Once again, I am Saeki, President of I-Net. Thank you very much for participating in our financial results briefing today. We will be holding the event online today. Thank you.

I will now begin my explanation of the financial results for the fiscal year ended March 31, 2024.

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This is today's content.

First, I would like to provide an overview of our financial results for the fiscal year ended March 31, 2024. After that, Uchida, the Senior Managing Executive Officer, who is in charge of our business, will explain our financial situation and the situation by service.

Let me begin with a summary of our financial results.

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業績サマリー



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売上高は前期比増収、前期に引き継ぎ、過去最高を達成

- 情報処理サービスは、クラウドサービスが伸長、SS向け受託計算も順調に推移、メールサービス復調。
- システム開発サービスは、主に金融業向け開発が好調、宇宙関連は打上遅延に伴い、想定以下で推移。

営業利益は前期比大幅な増益、過去最高、採算改善と原価低減によるもの

- 売上総利益が改善、電気料金高騰による原価高が続いているものの、価格見直しと原価抑制が奏効。但し、システム開発で遅延があり、想定以上には伸びず。
- 収益性が改善した結果、営業利益は、人件費などの販管費の増加を吸収し、大幅な増益を達成することができた。

当期純利益は有価証券売却益も加わりの増益

- 当期純利益は、期初予想を上振れて、前期比+63.6%の大幅増を達成。
- 投資有価証券売却益により2億円程度押し上げ効果あり。
- ROE（自己資本利益率）は11.7%と前期比+4ポイントの大幅に改善。

First, here is the summary of the financial results for the fiscal year ended March 31, 2024. The numbers are as you can see. Net sales of JPY37,763 million, up 7.9% YoY. Operating income of JPY2,887 million, up 35.6% YoY. Net income attributable to parent company shareholders was JPY2,197 million, up 63.6% YoY.

Both net sales and operating income reached record highs.

I would like to explain the factors behind the sales growth.

In information processing services, cloud services performed well, as did other services for the energy industry such as petrol stations. Mailing services, which had been performing poorly in the past, are also recovering, and revenues are on the rise.

System development services are performing well, with an increase in development projects for the financial and distribution sectors, which are areas of strength.

Operating income also increased significantly from the previous year.

Profits did not increase in the previous fiscal year due to soaring electricity prices and other factors. In the period under review, we were able to secure profits by reviewing costs and revising service prices. As a result, net income attributable to shareholders of the parent company reached a record high of JPY2.2 billion, including a gain on sales of investment securities.

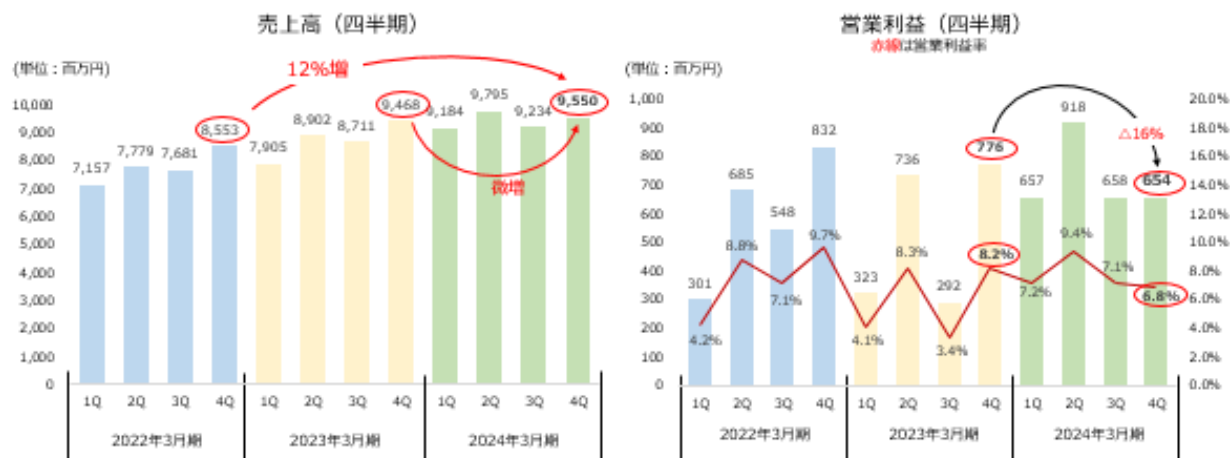
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四半期業績サマリー



2024年3月期第4四半期：四半期ペースの売上高は横ばい、営業利益は前年同期比マイナス

- 情報処理サービスは、収益性が改善し、当四半期も順調に推移することができた。
- システム開発サービスは、金融系などを中心に引き続き好調に推移している。但し、システム開発案件で遅延したものがあ
り、利益は伸びず、四半期単体でみると営業利益は前年同期比でマイナス、利益率も低下した。

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(注) 金額は百万円未満は四捨五入、前年比増減率は小数第2位まで四捨五入。

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Next, I will explain our quarterly results for the fiscal year ended March 31, 2024.

For comparison, the last 2 years periods are shown side by side.

During the period under review, sales remained steady through the third quarter. In the fourth quarter, we were able to maintain the same level of sales as in the same period of the previous year, but profits were sluggish. This was due to delays in some system development projects. The provisioning process we did at the end of the period impacted fourth-quarter earnings.

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連結貸借対照表サマリー



2023年3月末

単位：百万円

総資産32,630、自己資本比率53.9%

流動資産 10,246 現預金2,310 売掛金6,035	総負債 15,048 流動9,294 固定5,753 有利子負債 短期3,138 長期5,367
固定資産 22,384 建物構築物10,362 土地2,986 無形固定資産2,093 投資有価証券3,566	純資産 17,582

2024年3月末

単位：百万円

総資産37,607、自己資本比率53.4%

流動資産 12,813 (前期末比：2,567) 現預金5,279 売掛金5,739	総負債 17,510 (前期末比：2,461) 流動12,045 固定5,465 有利子負債 短期2,818 長期4,804
固定資産 24,793 (前期末比：2,409) 建物構築物10,609 土地2,954 無形固定資産2,233 投資有価証券4,854	純資産 20,097 (前期末比：2,515)

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(注) 金額は百万円未満を切り捨て、自己資本比率は小数第2位で四捨五入。

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Uchida, Senior Managing Executive Officer, will explain from here.

Uchida: I am Uchida. I will now explain the consolidated balance sheet.

Total assets at the end of March 31, 2024, amounted to JPY37,607 million, up JPY4,977 million from the previous period. The increase in total assets was mainly due to a JPY1.3 billion increase in investment securities and a JPY3.0 billion increase in cash and deposits.

The favorable stock market conditions led to an increase in the valuation of investment securities. In addition, the strong performance, which resulted in a strong operating cash flow also boosted the cash and deposits balance at the end of the year.

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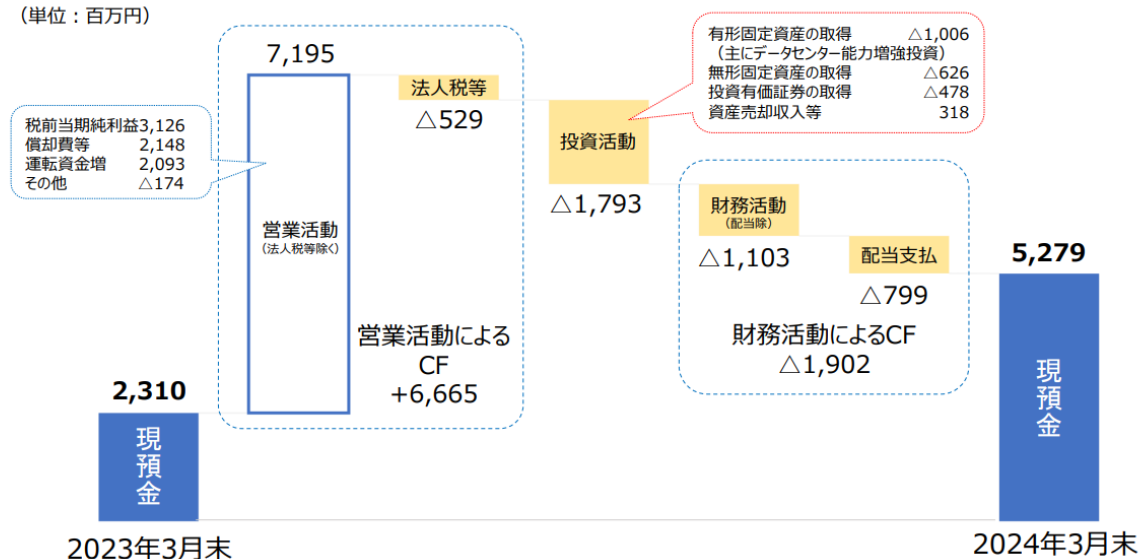
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連結キャッシュフローサマリー



(単位：百万円)



注) 現預金残高は金額は百万円未満切り捨て、内訳は原則小数点以下四捨五入。

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Next, I will explain consolidated cash flows.

In the fiscal year ended March 2024, cash flow from operating activities amounted to JPY6.6 billion. This was due to strong performance. Capital expenditures have run their course, and as a result, cash and deposits at the end of the period have built up to JPY5.3 billion.

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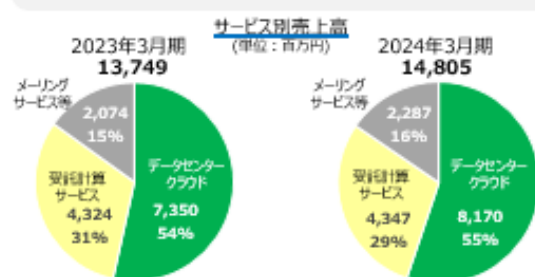
- ✓ 自社クラウドサービス
- ✓ 法人(SaaSなど)向けクラウドサービス
- ✓ 法人向けコロケーションサービス

受託計算サービス

- ✓ SS (ガソリンスタンド) 向け販売管理・課金決済プラットフォーム (日本国内シェア約3割)
- ✓ プロパンガス業者向けスマートメーター対応の課金決済プラットフォーム (ブランド名「プロパネット」)

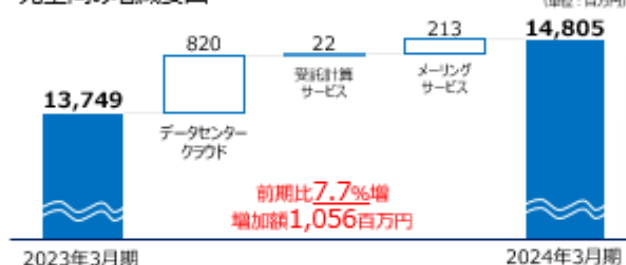
メーリングサービス

- ✓ 一般法人、行政機関向け印刷・郵送サービス
- ✓ 印刷物とメールのハイブリッド配信サービス

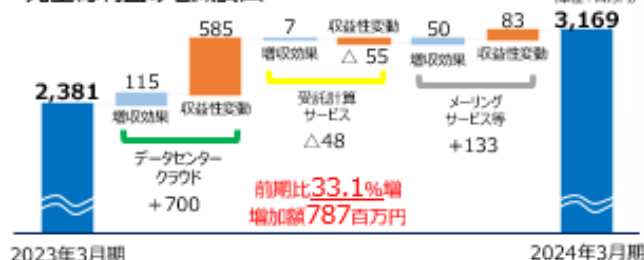


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売上高の増減要因



売上総利益の増減要因



① 売上高、売上総利益、増減額は、金額は百万円未満の切捨て、増減率は増減率、小数第2位で四捨五入、合計と月別、増減が一貫しないことがあります。

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The following is an explanation of the situation by service.

First, I will explain the composition of net sales and gross profit for information processing services for the cumulative period for the year under review, and the factors behind the increase or decrease.

Information processing services consist of 3 components: data center/cloud services, contract computing services for gas stations, and mailing services.

Please see the pie chart in the lower left-hand corner of the page. The table shows the composition of net sales of information processing services. For the fiscal year ended March 31, 2024, data center and cloud services was JPY 8,170 million, accounted for 55% of total net sales of the information processing services.

Similarly below, contract calculation services for gas stations was JPY 4,347 million, 29%, and mailing services, JPY 2,287 million, 16%.

Now, please look at the bar chart at upper right. This section describes the factors that may cause an increase or decrease in net sales of information processing services. In the period under review, we secured revenue growth in all 3 services.

See the graph at the bottom right of the page. The graph shows the factors that contributed to the increase and decrease in gross profit of information processing services by service type. In data center and cloud services, gross profit increased by JPY 700 million from the previous fiscal year due to cost containment and a review of service prices.

While the number of customers for contract calculation services for new gas stations is increasing, the amortization burden associated with additional investments in in-house systems is increasing. Mailing services performed well and secured an increase in profit over the previous year.

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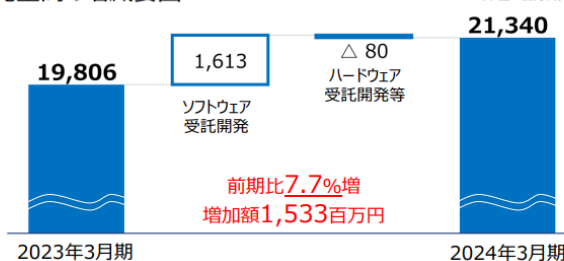
- ✓ 金融系商品（無担保ローンシステム：ローンレンジャーUC、金融機関原価管理システム：ABC Financialなど）
- ✓ クレジット決済システム（i-Gateway）Pos連動決済システムなど
- ✓ セキュリティ関連（脆弱性診断、Darktraceなど）
- ✓ DX関連商品（業務効率化システム各種、RPAなど）

サービス別売上高

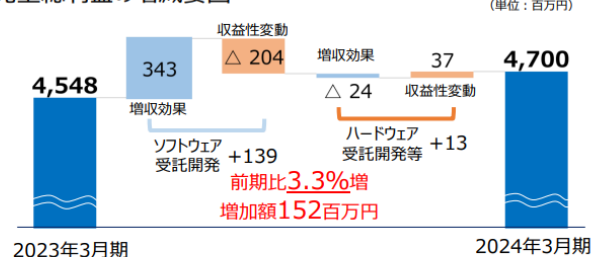
売上高(百万円)	2023年3月期	2024年3月期	増減率
ソフトウェア受託開発	17,852	19,466	9.0%
ハードウェア受託開発等	1,954	1,873	△4.1%



売上高の増減要因



売上総利益の増減要因



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注）売上高、売上総利益、増減額は、金額は百万円未満切り捨て、前期比増減率は、小数第2位で四捨五入、合計と内訳、増減が一致しないことがあります。

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Next, we will explain the composition of net sales and gross profit for system development services for the cumulative period under review and the factors behind the increase or decrease.

System development services consist of contracted software development and contracted hardware development, etc. and contracted software development accounts for approximately 90% of net sales.

See the graph in the upper right corner. Increases and decreases in net sales of system development services are shown by service.

Next, I will explain gross profit. See the bar graph in the lower right-hand corner facing you. Factors contributing to the increase and decrease in gross profit are described by service.

Contracted software development increased by JPY186 million. Profits were sluggish due to delays in the development of some contracted development projects, but overall system development services increased by 3.3% from the previous fiscal year due to an increase in revenues resulting from an increase in orders received.

Profit growth was also secured in contracted hardware development and other businesses.

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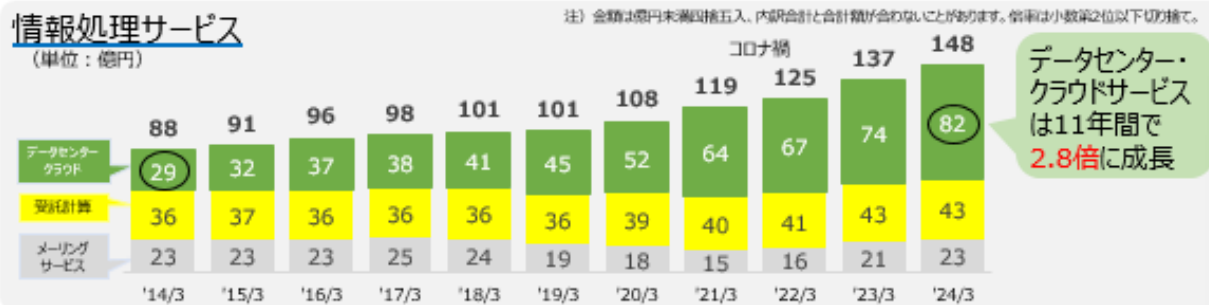


サービス別売上高の推移



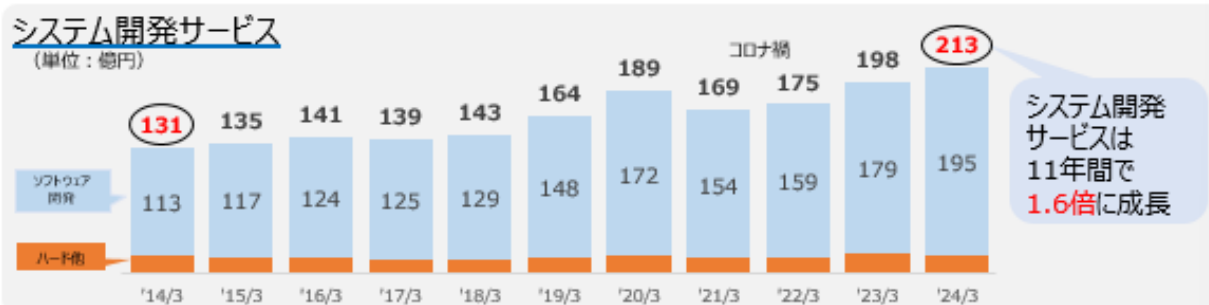
情報処理サービス

(単位：億円)



システム開発サービス

(単位：億円)



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We would like to explain the sales trends of our 2 main services explained so far over the past 11 years.

The Company has maintained its revenue growth trend by generating stable revenue from stock-type information processing services, which are less susceptible to economic fluctuations, while flow-type system development services add to revenue by capturing economic waves.

Revenues from stock-type and flow-type businesses complement each other and balance each other to generate overall revenues.

First, let us explain our information processing services.

We have maintained a consistent increase in revenues over the past 11 years. Data center and cloud services are growing remarkably, with net sales of this service for the fiscal year ended March 31, 2024, approximately 2.8 times higher than they were 11 years ago.

Next, we will explain our system development services.

Over the past 11 years, we have maintained an upward trend in revenue despite the fact that our performance has been affected by social trends. By March 2024, we have achieved record sales of JPY21.3 billion for the second consecutive year.

That's all from me.

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2025年3月期業績予想



売上高40,420百万円、営業利益は3,250百万円、当期純利益2,625百万円と予想
投資有価証券売却による当期純利益への押上効果：前期約2.0億円、当期約4.5億円

(単位：百万円)	2024年3月期 前期実績	2025年3月期 当期予想	前期比増減率
売上高	37,763	40,420	7.0%
営業利益	2,887	3,250	12.6%
経常利益	2,935	3,225	9.9%
親会社株主に帰属する 当期純利益	2,197	2,625	19.4%
営業利益率	7.6%	8.0%	+0.4ポイント
経常利益率	7.8%	8.0%	+0.2ポイント
当期純利益率	5.8%	6.5%	+0.7ポイント

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(注) 金額は百万円未満を5捨て、増減率は増減率1位未満を2位で四捨五入。

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Saeki: I will now explain our full-year earnings forecasts for the fiscal year ending March 2025.

Net sales are JPY40,420 million, up 7% from the previous year. Operating income is JPY3,250 million, up 12.6% from the previous year. Ordinary income is JPY3,225 million, up 9.9% from the previous year. Net income is projected to be JPY2,625 million, up 19.4% from the previous year.

Although the economic environment surrounding companies continues to be challenging, the entire Group will make concerted efforts to achieve this earnings forecast.

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株主還元



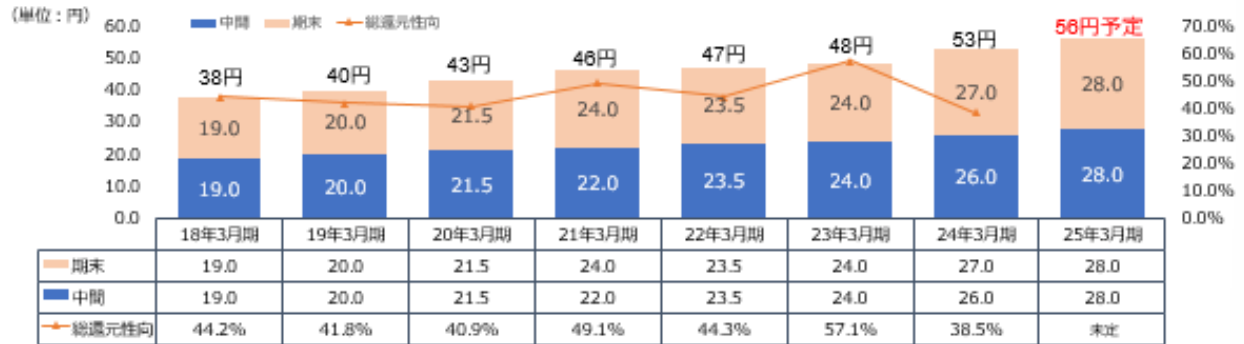
2024年3月末配当金：1株当たり配当額27円（年間配当額53円）
1株当たり年間配当金は、12期連続増配を達成。

2025年3月期 年間配当金額の予定

1株当たり年間配当金56円、前期比で3円増 13期連続増配を目指す

株主還元方針

「総還元性向40%以上を目処、安定的な配当を継続して実施すると共に、内部留保に努めて、今後発生する資金需要などへの対応を図る」



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Next, I would like to explain shareholder returns.

Our policy for returning profits to shareholders is to continue to pay stable dividends while striving to retain earnings to meet future capital needs. To achieve this, we will strive for a new target of a total return ratio of 40% or more.

The annual dividend for the fiscal year ended March 31, 2024, was JPY53 per share. We have realized the increase of dividends for 12 consecutive fiscal years. For the fiscal year ending March 31, 2025, we expect to pay a total dividend of JPY56 per share, an increase of JPY3 from the previous fiscal year. We will strive to pay stable dividends and aim to increase dividends for the 13th consecutive fiscal year.

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2024年3月期業績



(単位：百万円)	2023年3月期		2024年3月期		前期比		予想対比 (2023年5月9日発表)	
	金額	売上対比	金額	売上対比	増減額	増減率	増減	達成率
売上高	34,988	100.0%	37,763	100.0%	2,774	7.9%	63	100%
売上原価	27,814	79.5%	29,515	78.2%	1,700	6.1%	--	--
売上総利益	7,174	20.5%	8,248	21.8%	1,073	15.0%	--	--
販管費	5,044	14.4%	5,360	14.2%	315	6.3%	--	--
営業利益	2,129	6.1%	2,887	7.6%	758	35.6%	137	105%
経常利益	2,175	6.2%	2,935	7.8%	760	34.9%	35	102%
親会社株主に帰属する 当期純利益	1,343	3.8%	2,197	5.8%	854	63.6%	177	109%

(注) 金額は百万円未満を切り捨て、売上対比、増減率は小数第2位まで四捨五入、達成率は小数点以下四捨五入。

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From this page on, the information is for your reference.

This is a summary of the results for the fiscal year ended March 31, 2024. This indicates the degree to which the initial forecast has been achieved. All results exceeded the forecasts made at the beginning of the period.

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2024年3月期通期サービス別業績



(単位：百万円)		2023年3月期		2024年3月期		前期比	
		金額	利益率	金額	利益率	増減額	増減率
情報処理サービス	売上高	13,749	--	14,805	--	1,056	7.7%
	売上総利益	2,381	17%	3,169	21%	787	33.1%
	営業利益*	245	2%	979	7%	733	298.4%
システム開発サービス	売上高	19,806	--	21,340	--	1,533	7.7%
	売上総利益	4,548	23%	4,700	22%	152	3.3%
	営業利益*	1,855	9%	1,755	8%	△100	△5.4%
システム機器販売	売上高	1,432	--	1,617	--	184	12.9%
	売上総利益	243	17%	378	23%	134	55.0%
	営業利益*	28	2%	153	9%	124	441.9%
合計	売上高	34,988	--	37,763	--	2,774	7.9%
	売上総利益	7,174	21%	8,248	22%	1,073	15.0%
	営業利益*	2,129	6%	2,887	8%	758	35.6%

(*) 営業利益は概算で算出した参考値です。

注) 金額は百万円未満切捨て、利益率は小数点以下、増減率は小数第2位まで四捨五入。

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This shows the quarterly results for the fiscal year ended March 31, 2024. Although we had performed well through the third quarter, we were unable to generate a profit in the fourth quarter. As I explained, this was due to delays in system development projects.

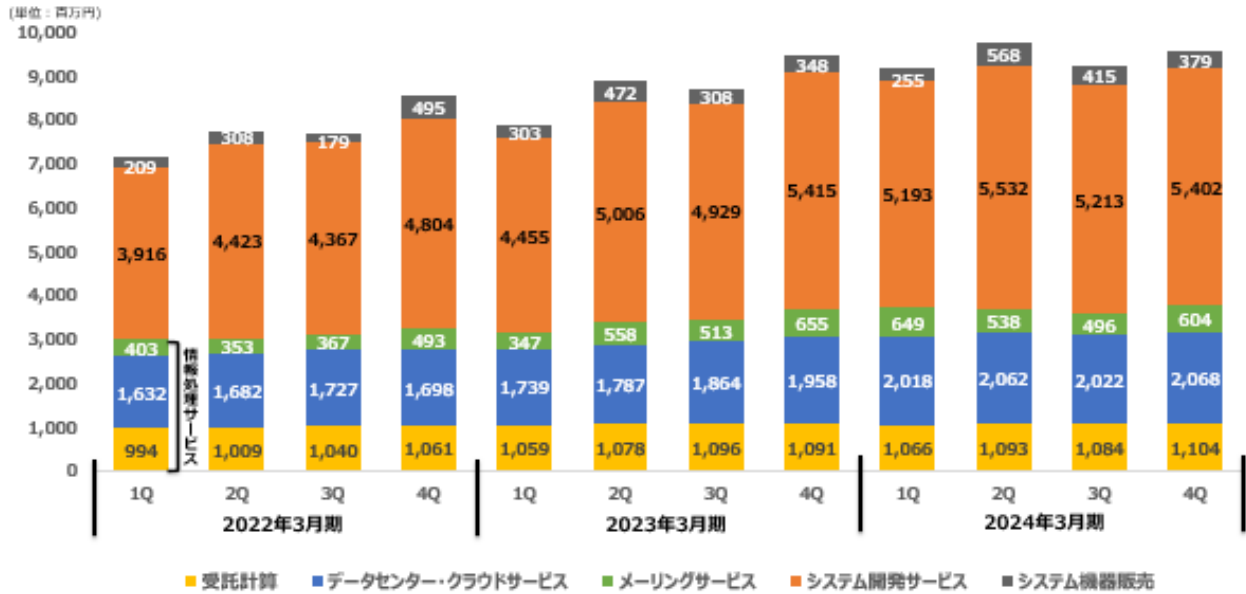
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四半期サービス区別売上高の推移



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(注) 金額は百万円未満切捨て、合計が一致しないことがあります。

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Here are the results by service.

Operating income for each service is calculated and presented for reference. Regrettably, operating income in the system development services segment was negative YoY. This was also due to delays in system development projects.

Now it shows our quarterly sales trends by service category.

You can see that the data center and cloud services in blue are growing steadily.

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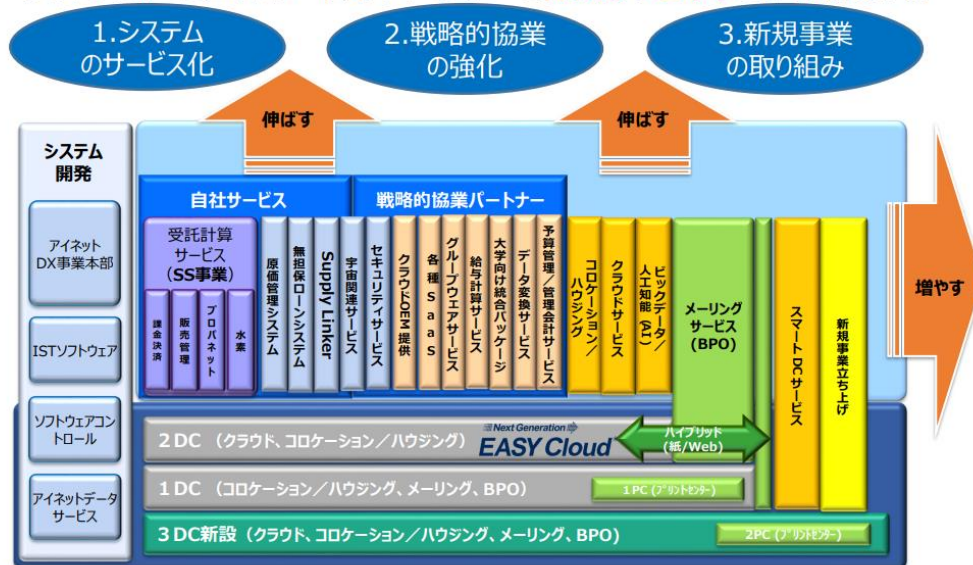
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事業戦略について：「プラットフォーム戦略」

社会が如何に変わろうとも、当社グループは変化に合わせた形で、プラットフォーム上のサービス・パートナーを**伸ばし、増やす**ことで成長する



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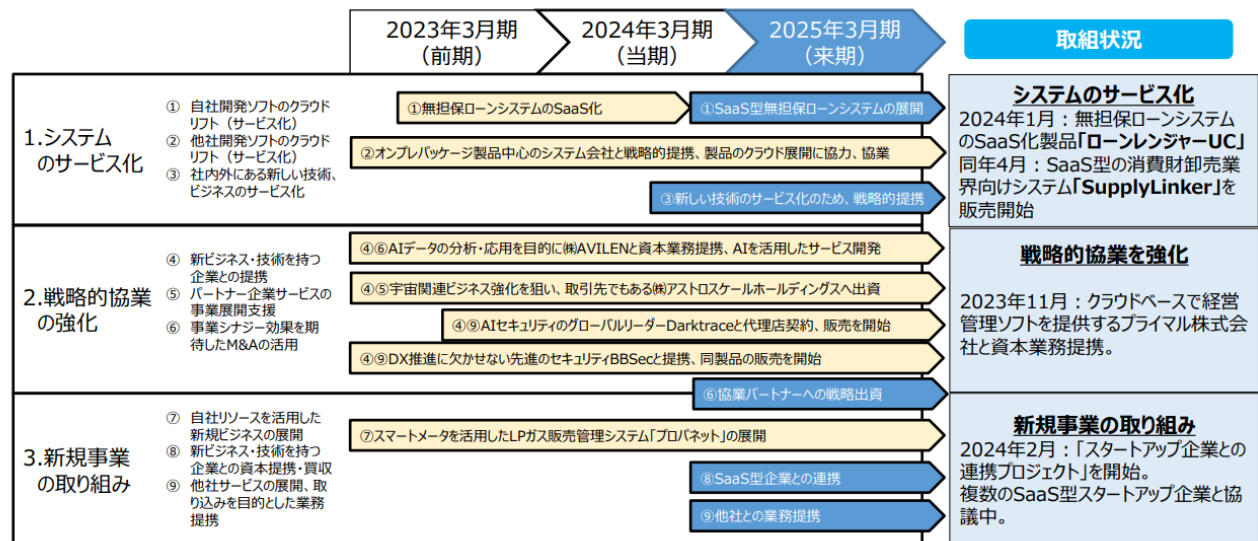
We will now explain our business strategy.

The picture shown here represents the Group's business strategy.

The Company is developing its business based on a platform strategy centered on data centers. To date, the Group has continued to grow by evolving the services we provides. We will continue to grow further by extending and increasing the services on our platform and partners as society changes.

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事業戦略について：「3本の矢」の推進



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To realize our platform strategy, we have promoted 3 tactics.

These are the conversion of self-developed systems into services, strengthening of strategic collaborative partners, and new business initiatives. With respect to the conversion of our self-developed system into services, Loan Ranger UC, a SaaS version of our unsecured loan system Loan Ranger, was released this January. We are currently in discussions with several financial institutions and business companies.

With respect to strengthening strategic collaborative partners, last November we entered into a capital and business alliance with Primal Inc., a provider of cloud-based business management software BizForecast. We also intend to handle BizForecast and cooperate in its sales.

Regarding new business initiatives, we launched a project to collaborate with startup companies in February 2024. We will strengthen our platform by collaborating with companies offering new technologies and services. We are currently in discussions with several companies.

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事業戦略について：「第3データセンター」新設に向けて



データセンター新設を検討している理由

- 1) 旺盛な需要への対応
既存センターの稼働が高まっている状況
- 2) 最新技術への対応
GPUサーバーなどの生成AI向け高機能サーバー導入対応

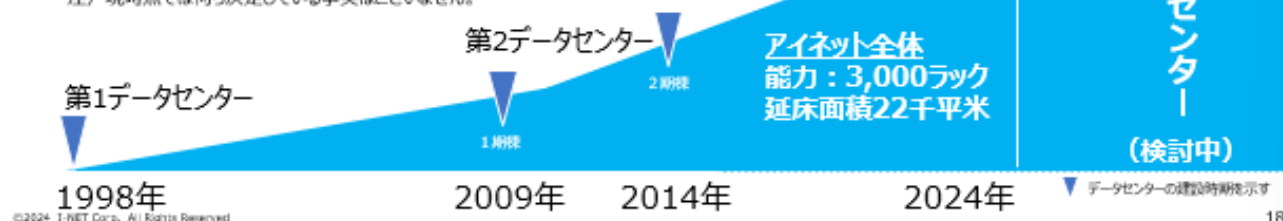


第2データセンター

現時点での検討状況

- 1) 複数の候補地が存在
- 2) 賃借、M&A活用も視野
- 3) BPOセンターの活用

注) 現時点では何ら決定している事実はありません。



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In this section, we will explain our move toward the establishment of a new data center, which is the cornerstone of our business strategy.

We entered the data center business in 1998 with the construction of our first data center. Since then, the Company has grown to provide 3,000 racks in 4 buildings with a total floor space of 22,000 square meters at 2 locations to date.

Over the past few years, we have been considering the construction of a third data center from among several potential sites. The existing data center has reached nearly 90% capacity utilization.

With the improvement of generation AI, we are mindful that the construction of a new data center is a top management priority. We hope to realize the construction of a new data center in the near future.

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気候関連財務情報開示タスクフォース（TCFD）提言 への賛同を表明 2040年までにカーボンニュートラルを実現

アイネットグループは、地球環境問題への真摯な取り組みの一環として、気候関連財務情報開示タスクフォース（TCFD）提言への賛同を表明し、2040年度までに、アイネットグループのバリューチェーン全体における温室効果ガス排出量ゼロの実現を目指します。その第一歩として、当社のデータセンターで使用する電力の一部を再生可能エネルギー由来のものに切り替えています。2030年度までに、アイネットグループによる温室効果ガスの排出量（Scope1,2相当）を2022年度対比で50%以上の削減を実現する見込みです。



TCFDコンソーシアムへの参画

アイネットは、気候関連財務情報開示タスクフォース（TCFD）提言へ賛同している企業や金融機関等が議論する場であるTCFDコンソーシアムに2023年9月に参画いたしました。

本コンソーシアムへの参画を通じ、気候変動がもたらす事業へのリスクと機会について分析と対応を強化するとともに、関連情報の開示を行っていきます。



※アイネットグループは地球環境問題への真摯な取り組みの一環として、2023年8月に気候関連財務情報開示タスクフォース（TCFD）提言へ賛同しています。



Next, I would like to continue with an explanation of the Group's environmental initiatives.

The Group has expressed its support for the TCFD recommendations and aims to achieve zero greenhouse gas emissions throughout its value chain by 2040. In addition, we expect to switch the electricity used in our data centers to that derived from renewable energy sources by FY2030, thereby reducing greenhouse gas emissions by more than 50% compared to FY2022 levels.

The Company joined the TCFD Consortium in September 2023. We will strengthen our analysis and response to the risks and opportunities to our business posed by climate change and will disclose this information.

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神奈川県が進める医療的ケアが必要な子どもなどを対象とした映画観覧会「ともいきシネマ」へ協賛

2023年12月27日、神奈川県の主催により、「ともいきシネマ」が開催され、当社も協賛しました。
医療的ケア児をお持ちのご家族からの「映画館で映画を見せてあげたい。それが私の夢なんです」この一言をきっかけに実現した取り組みです。本取り組みを支援するために、当社からは参加者の皆様へ、ささやかながら「ブランケット」を提供させていただきました。



子供データセンター見学会

当社は、将来を担う子ども達にITに興味を持ってもらうことを目的として夏休みイベントで子供データセンター見学会を開催いたしました。今回の取り組みの一環として、データセンターを紹介した子供向け漫画パンフレットの配布に加え、小学生の親子に向けたデータセンター見学会を自社データセンターにて開催しました。



Next, I would like to explain our social contribution.

We sponsored Tomoiki Cinema, a movie show for children with medical needs promoted by Kanagawa Prefecture. To support this initiative, we provided blankets to the participants in a small way.

In addition, a data center tour was held for children as a summer vacation event. The purpose of the program is to encourage children, who will be responsible for the future, to take an interest in IT. The event was very well received by those who attended. We hope to hold more such tours in the future.

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TEL 045-682-0806
E-Mail contact_ir@inet.co.jp

That is all.

This is an explanation of the financial results for the fiscal year ended March 31, 2024. Thank you very much for your attention.

Moderator: Thank you, President Saeki and Senior Managing Executive Officer Uchida. This is the end of the explanation of the financial results.

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Question & Answer

Moderator [M]: We will now move on to the question-and-answer session. Are there any questions?

As there appear to be no questions, we would like to conclude today's financial results briefing.

If you have any questions after the financial result briefing, please contact us at the contact information on the final slide.

An archive of today's event will be posted on our website at a later date.

Thank you very much for taking time out of your busy schedule to join us today.

[END]

Document Notes

1. Portions of the document where the audio is unclear are marked with [Inaudible].
2. Portions of the document where the audio is obscured by technical difficulty are marked with [TD].
3. Speaker speech is classified based on whether it [Q] asks a question to the Company, [A] provides an answer from the Company, or [M] neither asks nor answers a question.
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