



I-NET Corp.

H1 Financial Results Briefing for the Fiscal Year Ending March 2025

Nov 14, 2024

Event Summary

[Company Name]	I-NET Corp.	
[Company ID]	9600-QCODE	
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[Event Name]	H1 Financial Results Briefing for the Fiscal Year Ending March 2025	
[Fiscal Period]	FY2025 H1	
[Date]	November 14, 2024	
[Number of Pages]	20	
[Time]	4:00 p.m. – 4:17 p.m. (Total: 17 minutes, Presentation: 16 minutes, Q&A: 1minute)	
[Venue]	Webcast	
[Venue Size]		
[Participants]		
[Number of Speakers]	2	
	Tomomichi Saeki	Representative Director and Executive President
	Naokatsu Uchida	Representative Director and Senior Managing Executive Officer

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Presentation

Moderator: Thank you very much for taking time out of your busy schedule today to participate in the live webcast of the financial results briefing for I-NET Corp.'s first half of the fiscal year ending March 31, 2025. Here are today's attendees. I am Saeki, Representative Director and Executive President of I-NET.

Saeki: Thank you very much.

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

Uchida: Thank you very much.

Moderator: I will now continue with an explanation of today's flow. First of all, Saeki and Uchida will explain the financial results. This will be followed by a Q&A session. For Q&A, questions will be accepted during the financial results briefing in the Q&A function of Zoom. Clicking the Q&A button on your Zoom screen will open a screen for questions. If you have any questions, please enter your company name and your name, then enter your questions and press the submit button. Please note that we may not be able to answer all questions today due to limited time. We appreciate your understanding in advance.

Now it is time for us to begin. President Saeki, please.

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2025年3月期 第2四半期(中間期) 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11月14日

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Saeki: I am Saeki, president of I-NET. Thank you very much for attending our financial results briefing. We are holding the event online today. Thank you for your cooperation.

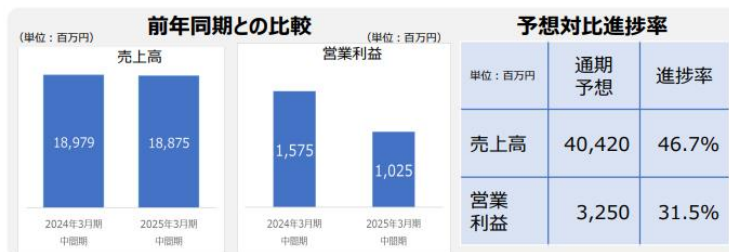
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業績サマリー



売上高/営業利益の概況

売上高は、前年同期比若干減。アイネット単独が伸びず、2Q単体では前年同期比+155百万円の9,949百万円、四半期ベースでは最高。
営業利益は、1Q不振が響き、前年同期比大幅減。但し、2Q単体では例年並みの水準まで回復。
中間純利益は、有価証券売却益634百万円の計上があり、前年同期並みを維持。

【サービス別状況】

受託計算

- SS向け情報処理は現状を維持。
- SS向け自社システムへの改修投資による償却費負担重。販売価格反映も遅れ、収益性が低下。

データセンタークラウド

- 売上増は、主に価格改定による。但し若干遅れあり。
- 原価増（主に仮想基盤関連）への対応が進展。
- 新規案件受注も進んでおり、収益に貢献。

メールサービス

- 2Q受注が好調に推移し、1Qにおける売上の落ち込みをカバーした。中間期で増収を達成。

システム開発

- 1Q不振の金融業向け開発が復調、流通業向けは伸びず。一方、宇宙衛星開発は順調に推移。
- 金融系自社商品に受注の遅れ、下半期に期待。

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注) 金額は百万円未満切り捨て、前年同期比増減率は小数第2位で四捨五入。

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I will now explain our financial results for the first half of the fiscal year ending March 31, 2025. This is the earnings summary for the first half of the fiscal year ending March 31, 2025. As you can see from the figures, net sales were JPY18,875 million, down 0.5% YoY. Operating profit was JPY1,025 million, down 34.9% YoY. Net profit attributable to owners of parent was JPY1,005 million, down 3.5% from the same period last year.

Net sales were flat year on year, while operating profit declined due to higher costs. While sales of information processing services remained strong, sales of system development services were sluggish and remained flat year-on-year. In addition, operating profit did not grow due to an increase in the burden of depreciation costs with investments in in-house systems and an increase in cost of sales due to factors such as the price increase of virtual infrastructure software used at the company's data center.

Net income for the period was maintained at the same level as the same period of the previous year with an extraordinary gain of JPY634 million as a result of the sale of securities holdings.

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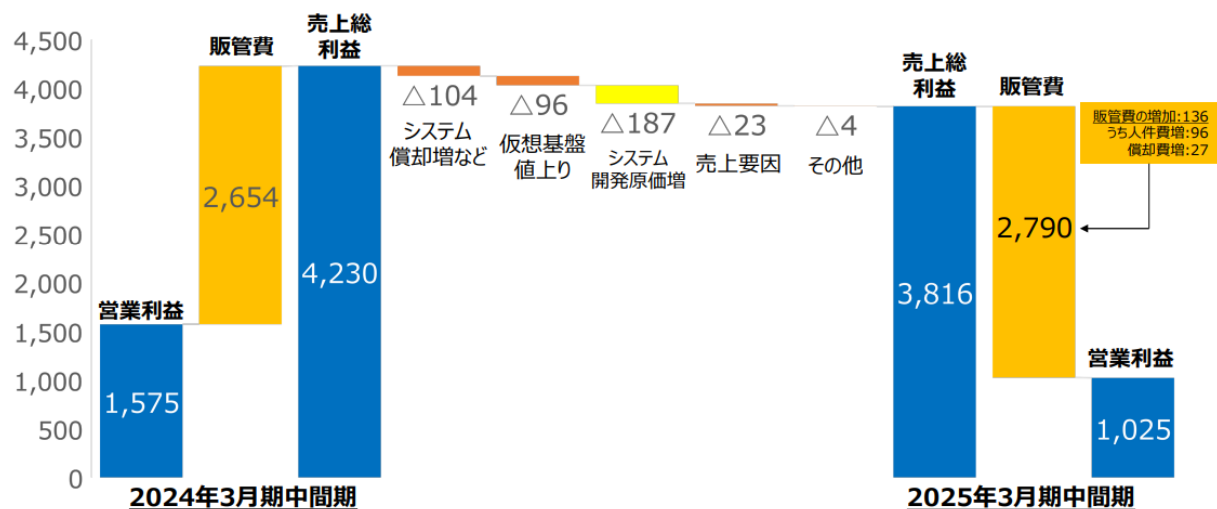
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営業利益の増減分析（前年同期比）



（単位：百万円）



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I will now explain the factors behind the year-on-year increase or decrease in operating profit. Gross profit for the first half of the fiscal year ending March 31, 2025 decreased by JPY413 million to JPY3,816 million from the same period last year. Factors increasing the cost of sales are as follows. JPY104 million due to an increase in system depreciation. JPY96 million due to the price increase of the virtual infrastructure used in the data center. System development costs ballooned to JPY187 million. JPY23 million due to a decrease in sales. In addition to these cost increases, factors such as higher personnel expenses led to a year-on-year decrease in operating profit of JPY549 million to JPY1,025 million.

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2025年3月期中間期の業績



(単位：百万円)	2024年3月期 中間期		2025年3月期 中間期		前年同期比		予想対比
	金額	売上対比	金額	売上対比	増減額	増減率	進捗率
売上高	18,979	100.0%	18,875	100.0%	△103	△0.5%	46.7%
売上原価	14,749	77.7%	15,059	79.8%	309	2.1%	--
売上総利益	4,230	22.3%	3,816	20.2%	△413	△9.8%	--
販管費	2,654	14.0%	2,790	14.8%	136	5.1%	--
営業利益	1,575	8.3%	1,025	5.4%	△549	△34.9%	31.5%
経常利益	1,601	8.4%	1,020	5.4%	△581	△36.3%	31.6%
親会社株主に帰属する 中間純利益	1,041	5.5%	1,005	5.3%	△36	△3.5%	38.3%

注) 金額は百万円未満切り捨て、売上対比、増減率、進捗率は小数第2位まで四捨五入。

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The following shows the progress as of the end of the first half period compared to the forecast. As you can see, net sales are 46.7% of the forecast, operating profit is 31.5%, ordinary profit is 31.6%, and net income attributable to owners of parent is 38.3%.

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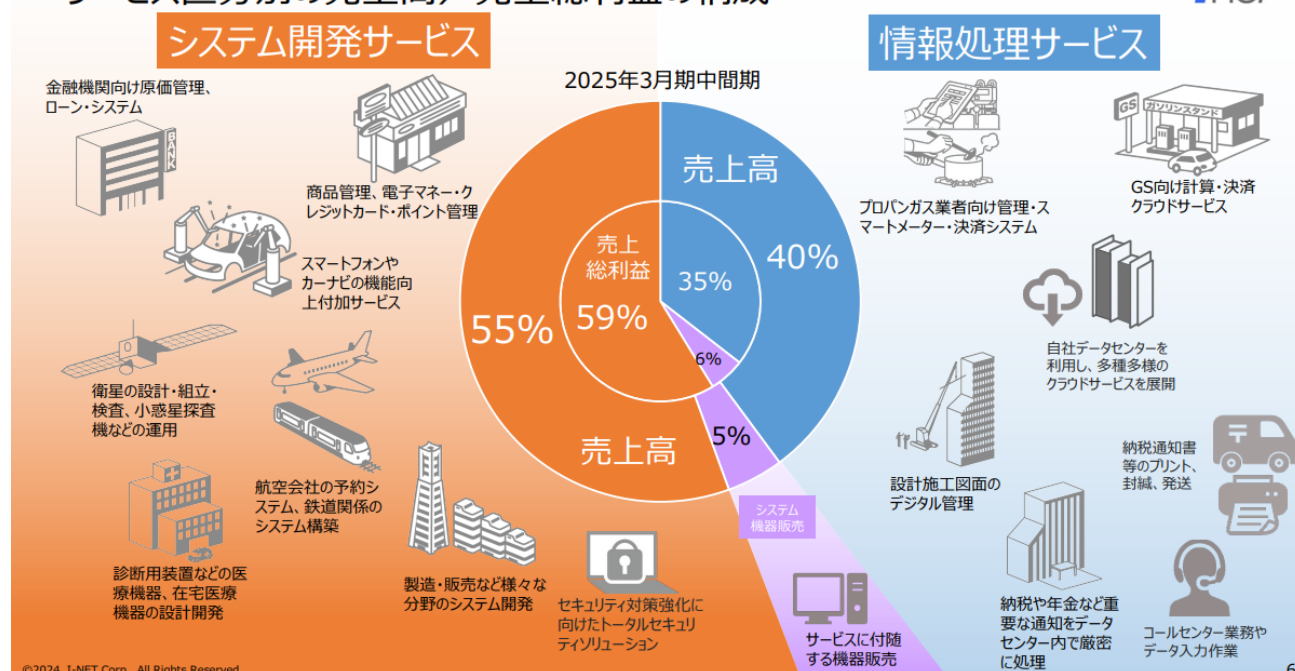
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サービス区別の売上高／売上総利益の構成



The following chart shows the composition of net sales and gross profit by our service category. System development services accounted for 55% of net sales and 59% of gross profit. Information processing services represent 40% of net sales and 35% of gross profit.

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2025年3月期中間期 サービス別業績



(単位：百万円)		2024年3月期 中間期		2025年3月期 中間期		前年同期比	
		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	7,430	--	7,525	--	94	1.3%
	売上総利益	1,545	20.8%	1,354	18.0%	△ 191	△ 12.4%
システム開発サービス	売上高	10,725	--	10,486	--	△ 238	△ 2.2%
	売上総利益	2,484	23.2%	2,242	21.4%	△ 241	△ 9.7%
システム機器販売	売上高	823	--	863	--	39	4.8%
	売上総利益	200	24.3%	219	25.4%	19	9.7%
合計	売上高	18,979	--	18,875	--	△ 103	△ 0.5%
	売上総利益	4,230	22.3%	3,816	20.2%	△ 413	△ 9.8%

注) 金額は百万円未満切り捨て、利益率、増減率は小数第2位まで四捨五入。

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Mr. Uchida, Senior Managing Executive Officer, will take over from here.

Uchida: I am Uchida. I will now explain the results for the first half of the fiscal year ending March 31, 2025 by service. As described on the slide, information processing services posted sales of JPY7,525 million, up 1.3% YoY. Gross profit amounted to JPY1,354 million, down 12.4% from the same period last year.

System development services posted sales of JPY10,486 million, down 2.2% YoY. Gross profit was JPY2,242 million, down 9.7% YoY. Product sales totaled JPY863 million, up 4.8% YoY. Gross profit was JPY219 million, up 9.7% from the same period last year.

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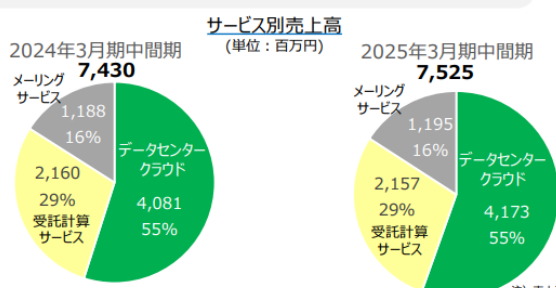
- ✓ 自社クラウドサービス
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- ✓ SS (ガソリスタンド) 向け販売管理・課金決済代行プラットフォーム (日本国内シェア約3割)
- ✓ プロパンガス業者向けスマートメーター対応の課金決済プラットフォーム (ブランド名「プロバネット」)

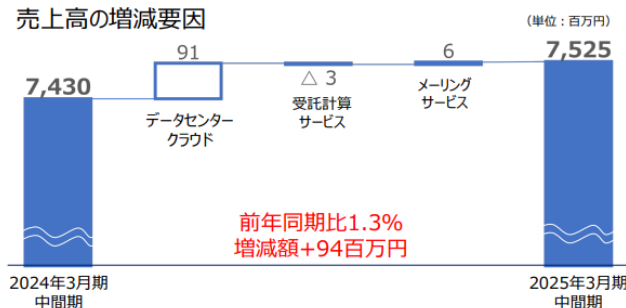
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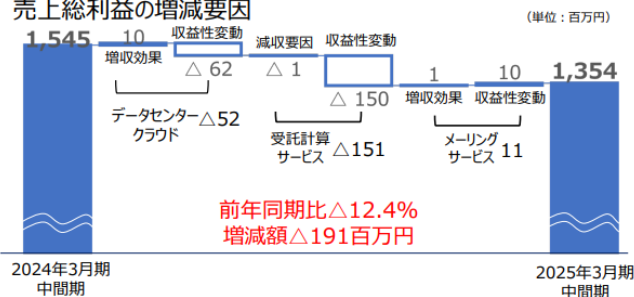


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売上高の増減要因



売上総利益の増減要因



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。前年同期比増減率は、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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Here is an explanation of the status of each service. Information processing services consist of three categories: data center and cloud services, commissioned calculation services for service stations, and mailing services. See the pie chart in the lower left-hand corner of the slide. The table shows the composition of net sales of information processing services. For the first half of the fiscal year ending March 31, 2025, data center and cloud services recorded total sales of JPY4,173 million, or 55% of total sales of information processing services. Similarly, commissioned calculation services for service stations accounted for 29% at JPY2,157 million and mailing services for 16% at JPY1,195 million.

See the bar graph in the upper right corner facing you. This section describes the factors of the change in net sales of information processing services. In data center and cloud services, sales remained steady as a result of continued strong demand for data center utilization and a review of selling prices. Sales of commissioned calculation services were also strong. Mailing services sales temporarily declined in the first quarter, but were positive in the first half period compared to the same period last year.

Please look at the bar graph in the lower right-hand corner facing you. The graph shows the factors that contributed to the change in gross profit for information processing services by service type. In data center and cloud services, costs increased due to price hikes for virtual infrastructure products used in our data centers and increase of depreciation costs for the development of functionality improvements for in-house systems provided to service stations. In order to cover these cost increases, we have been revising selling prices, and we are seeing results in this second quarter.

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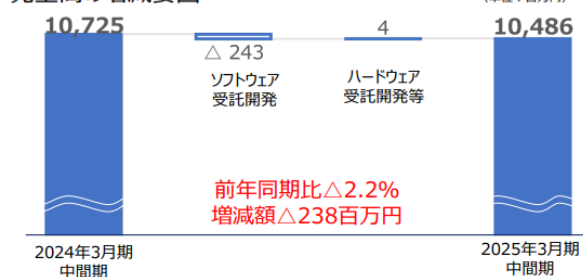
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- ✓ 金融系商品（無担保ローンシステム：LOAN RANGER® UC、金融機関原価管理システム：ABC Financialなど）
- ✓ クレジット決済システム（i-Gateway）Pos連動決済システム
- ✓ セキュリティ関連（脆弱性診断、Darktraceなど）
- ✓ DX関連商品（業務効率化システム各種、RPAなど）

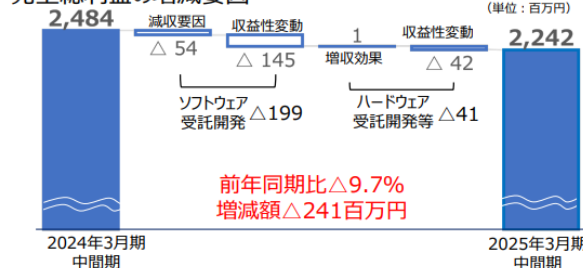
サービス別売上高

（単位：百万円）	2024年3月期 中間期	2025年3月期 中間期	増減率
ソフトウェア受託開発	9,785	9,542	△2.5%
ハードウェア受託開発等	939	944	0.5%

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、前年同期比増減率は、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 the first half period for system development services and the factors behind the increase or decrease. In system development services, commissioned software development accounts for about 90% of net sales. See the bar graph in the upper right corner facing you. Changes in net sales of system development services are shown by service. During the period under review, software development sales were sluggish due to lackluster progress in development projects for the energy and distribution industries.

Next, please see the bar graph in the lower right corner. Gross profit decreased by JPY241 million year-on-year. The decrease was mainly due to higher software development costs. As mentioned earlier, sales to the energy and distribution industries were sluggish, but the space satellite business, which handles the development of satellites and other products, performed well, supporting the overall performance to some extent.

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主な顧客業種別の売上高（参考資料）

（単位：百万円）



注）未監査のもの。最終顧客ベースで判断、但し「*システム開発業」は二次請け以下の流通と最終顧客の業種が判別しなかったものを含みます。

金額は百万円未満四捨五入

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For reference, the following slide shows our sales by industry. The amounts are semiannual sales. The largest portion of our sales are to the communications and SaaS-type service industries, which use our data centers, followed by the energy industry, our founding business. The main end users of sales for system development operations are convenience stores and other distributors. Sales to the financial industry include sales of unsecured loan system development developed by the Company. Most of the sales to the space and defense industry are space-related businesses, such as the development, assembly, and inspection of satellites. This concludes my explanation of our business performance.

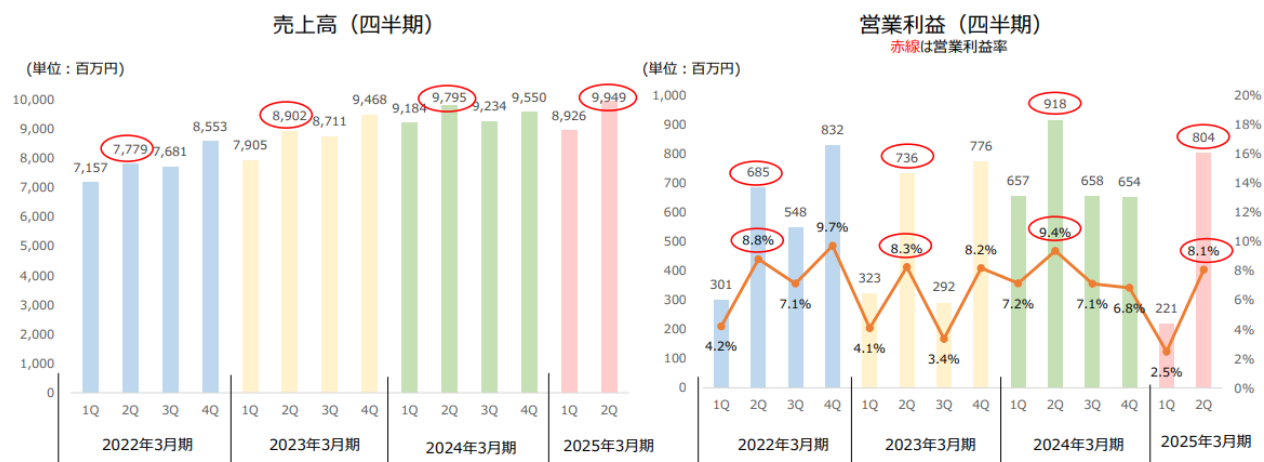
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四半期業績の推移



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Next is the quarterly earnings. As you can see, our sales and profits tend to be higher in the second quarter than in the first quarter and in the fourth quarter than in the third quarter. Although sales did not grow in the first quarter of the current fiscal year, they bounced back in the second quarter and are at an all-time high on a quarterly basis.

Operating profit, shown on the right side of the graph, fell sharply in the first quarter due to the lack of sales growth and high cost of sales. However, in the second quarter, although profits were negative compared to the previous year, when profits were strong, they returned to positive levels when compared to the second quarter of fiscal years 2022 and 2023, the two previous fiscal years.

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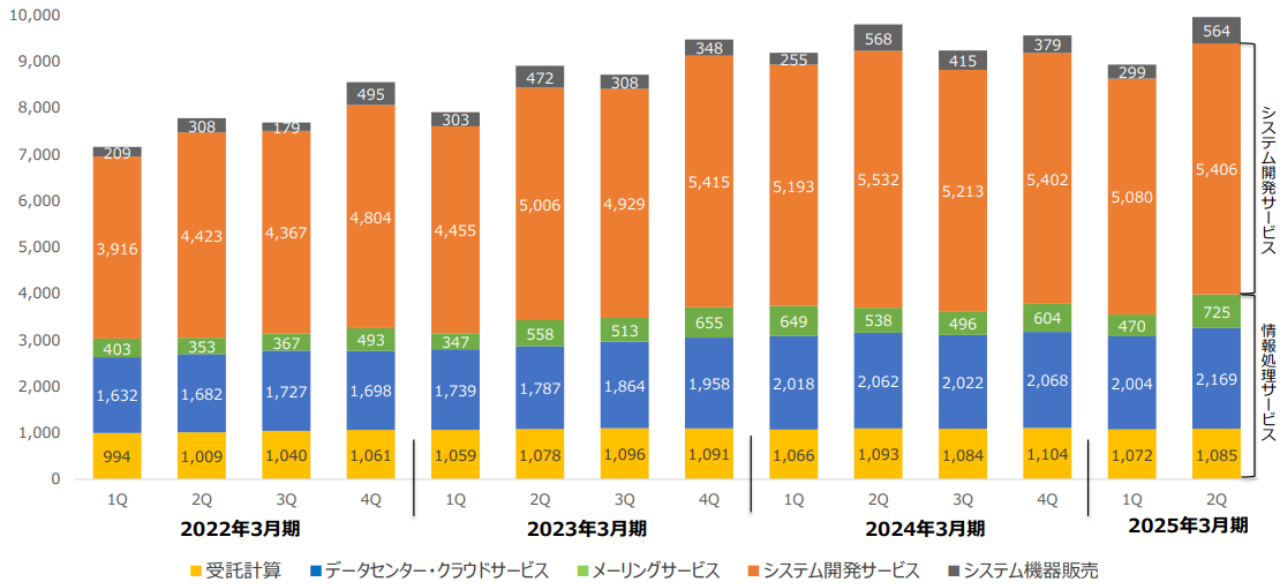
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四半期サービス区別売上高の推移



(単位：百万円)



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The graph here shows our quarterly sales by service category. Orange is for system development services. Please see the blue portion of the graph. You can see that net sales from data center and cloud services, on which we focus, are growing steadily among our information processing services.

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通期の業績見通しについて



当中間期業績は、2 Q単体の売上が伸びた結果、前年同期並みまで回復。
営業利益も2 Q単体でみると、例年並みに戻している。

- 中間期の売上高が前年同期比で伸びなかった点は期初想定の範囲内。現時点の引き合い状況を勘案すれば、通期の売上目標の達成は可能と判断。
- 当期の原価増要因である、情報処理サービスにおける仮想基盤ソフトウェアの実質値上がりや、自社システムの償却費の増加に伴う採算悪化について、主に販売価格の適正化とデータセンターの原価低減努力により、改善が進んでいる。
- システム開発サービスは、1 Qに落ち込んだ金融業向け開発案件は復調。流通業向け受注は依然厳しいものの、他業種からの受注を強化しており、同サービスの損益は改善傾向にある。
- メーリングサービスは受注増を実現し、1 Qの落ち込みを回復。下期受注も順調に推移している。

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注) 1 Q : 第1四半期、2 Q : 第2四半期

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Lastly, I would like to explain our outlook for the full year. As I have explained so far regarding the first half period performance, the second quarter alone has returned to the level of a normal year. Sales were within the range of our initial projection. Based on current orders and inquiries, we expect to achieve our sales target for the full year. By service, the profitability of information processing services has been improving due to appropriate price adjustments and cost reduction efforts at data centers. As for system development, financial development projects, which declined in the first quarter, have recovered, and orders from other industries have strengthened, resulting in an improvement trend in the profitability for system development services. In addition, sales of mailing services, which fell in the first quarter, returned in the first half of the year, and orders for the second half of the year were also favorable. With these improvements and prospects, we intend to achieve our full-year forecasts. That is all from me.

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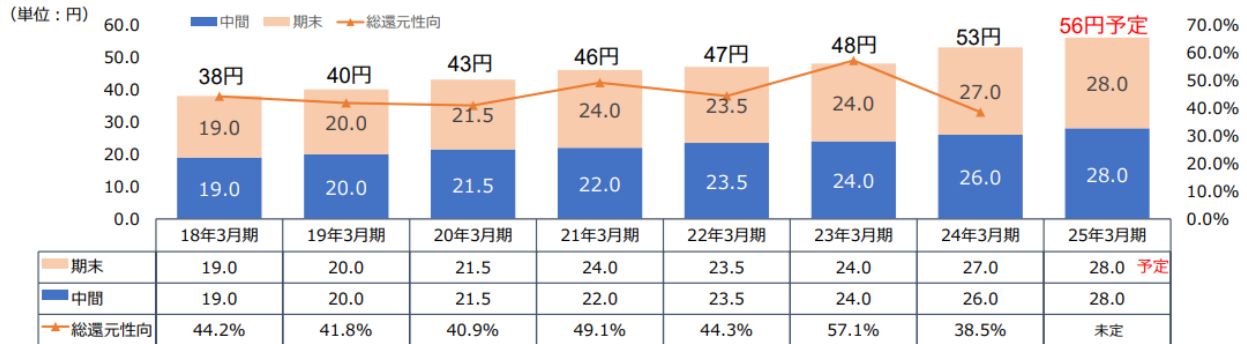


2025年3月期中間期 配当金額 1株当たり配当額28円（中間配当）

1株当たり年間配当金56円（前期比で3円増）を予定
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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Saeki: I will now explain shareholder returns. Our dividend policy is to continue to pay stable dividends, while striving to retain earnings to meet future capital needs. In addition, starting this fiscal year, we have established a new shareholder return policy of targeting a total payout ratio of over 40%. For the fiscal year ending March 31, 2025, we expect to pay an interim dividend of JPY28 per share and a full-year total dividend of JPY56 per share, an increase of JPY3 from the previous year. We are committed to increasing dividends for the 13th consecutive fiscal year with a focus on stable dividend payments.

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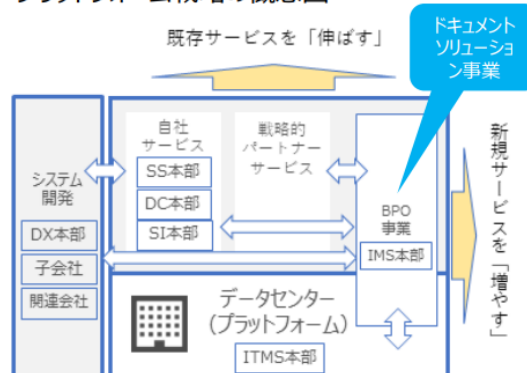
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当社は、2024年10月18日付けで、富士通コワーコ株式会社様が手掛けるドキュメントソリューション事業（各種ドキュメントの印刷、複写、製本及び電子化などの事業）を譲り受けることに決めました。事業譲渡日は2024年12月2日を予定。

- ✓ 富士通コワーコ様は、業界トップクラスのプリント・オン・デマンド設備を有し、社会インフラシステムを支える業務を担っています。
- ✓ アイネットは時代の変化に合わせて、自社の事業プラットフォーム（データセンター）上のサービス・パートナーを伸ばし、増やすことで成長していく「プラットフォーム戦略」を進めています。
- ✓ 富士通コワーコ様のドキュメントソリューション事業は、当社の「BPO（メーリング）サービス」と親和性が高く、当社サービスの拡充につながると判断し、譲受を決定しました。

プラットフォーム戦略の概念図



Next, I will explain the topics of the current fiscal year. On October 18, 2024, we acquired from Fujitsu Coworco Limited its document solutions business, specifically, the printing, copying, binding, and digitization of various documents. We are pursuing a platform strategy to grow by growing and increasing the number of service partners on our data centers to keep pace with the changing times. We have decided to take over this business because of its high affinity with our BPO and mailing services, which we believe will lead to the expansion of our services. The business transfer date is scheduled for December 2, 2024.

情報技術で*Enjoy Life*を応援します

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本資料に関するご質問を歓迎します。
ご質問はMailをお願いします。

This concludes our explanation of the financial results for the first half of the fiscal year ending March 31, 2025. That's all from me. We appreciate your continued support. 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 to the question-and-answer session. Do you have any questions?

Do you have any questions?

Since there appears to be none, I will now adjourn today's financial results briefing. If you have any questions after the briefing, please contact us using the contact information on the page at the back of the 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

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