



**I-NET CORP.**

Q2 Financial Results Briefing for the Fiscal Year Ending March 2022

November 9, 2021

## Event Summary

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<b>[Company Name]</b>	I-NET CORP.
<b>[Company ID]</b>	9600-QCODE
<b>[Event Language]</b>	JPN
<b>[Event Type]</b>	Earnings Announcement
<b>[Event Name]</b>	Q2 Financial Results Briefing for the Fiscal Year Ending March 2022
<b>[Fiscal Period]</b>	FY2021 Q2
<b>[Date]</b>	November 9, 2021
<b>[Number of Pages]</b>	33
<b>[Time]</b>	16:00 – 16:32 (Total: 32 minutes, Presentation: 30 minutes, Q&A: 2 minutes)
<b>[Venue]</b>	Webcast
<b>[Venue Size]</b>	
<b>[Participants]</b>	
<b>[Number of Speakers]</b>	2
	Mitsuru Sakai                      Representative Director, Executive President
	Naokatsu Uchida                    Director, Managing Executive Officer

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## Presentation

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**Moderator:** Thank you very much for taking time out of your busy schedule to watch the live webcast of I-NET CORP.'s financial results briefing for Q2 of the fiscal year ending March 31, 2022. Now, we will start explaining the financial results.

First, I would like to introduce today's attendees. Mr. Sakai, Representative Director, Executive President of I-NET CORP.

**Sakai:** Thank you very much.

**Moderator:** Mr. Uchida, Director and Managing Executive Officer.

**Uchida:** Thank you very much.

**Moderator:** Next, I will explain the flow of today's session. First, Mr. Sakai will explain the financial results of Q2. After the explanation, we will have a question and answer session.

Please note that due to time constraints, we may not be able to answer all of your questions today. We appreciate your understanding in advance. Now, it's time to start, let us begin. President Sakai, please.

**Sakai:** I'm Sakai, President of I-NET CORP. Thank you very much for giving me your precious time today. I will have my presentation online today. Thank you for joining us.

Now, let us begin the presentation.

This will be the content of today's explanation. First, I would like to explain the financial results briefing for Q2 of the fiscal year ending March 31, 2022, followed by our dividend policy, and finally our mid-term management plan initiatives.

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# inet 2022年3月期2Q業績概要（連結）

（単位：百万円・％）

	2021年3月期2Q		2022年3月期2Q		前年同期比	
	金額	比率	金額	比率	増減額	増減率
売上高	14,884	100.0	14,935	100.0	50	0.3
売上原価	11,734	78.8	11,559	77.4	▲175	▲1.5
売上総利益	3,150	21.2	3,376	22.6	226	7.2
販管費	2,320	15.6	2,389	16.0	69	3.0
営業利益	829	5.6	986	6.6	156	18.9
経常利益	854	5.7	1,095	7.3	241	28.2
親会社株主に帰属する 四半期純利益	372	2.5	715	4.8	342	92.1
1株当たり利益（円）	23.3	—	44.7	—	21.4	—

※2022年月3期2Qは、収益認識会計基準適用後の金額となっております。  
収益認識会計基準適用による売上高の増加は334百万円、営業利益及び経常利益は180百万円となります。

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Here are the financial results briefing for Q2 of the fiscal year ending March 31, 2022

It is income statement. The following table compares Q1 of the current fiscal year with Q1 of the previous fiscal year.

As you can see from the figures, sales for this fiscal year totaled JPY14.935 billion, up 0.3% YoY. Operating income was JPY0.986 billion, up 18.9% YoY. Ordinary profit was JPY1.95 billion, up 28.2% YoY.

Net income attributable to owners of parent company increased to JPY0.715 billion, up 92.1% YoY.

The amounts for Q2 of the fiscal year ending March 31, 2022, are after the application of the accounting standard for revenue recognition. The application of the accounting standard for revenue recognition will result in an increase in net sales of JPY0.334 billion and operating income and ordinary income of JPY0.18 billion.

The following pages will explain in more detail.

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		1Q	2Q	対1Q増減	2Q累計
売上高	2022年3月期	7,157 (▲2.5%)	7,777 (3.1%)	620	14,935
	前年	7,341	7,543	201	14,884
売上総利益	2022年3月期	1,556 (0.8%)	1,820 (13.3%)	263	3,376
	前年	1,543	1,607	63	3,150
営業利益	2022年3月期	301 (▲12.2%)	685 (40.9%)	383	986
	前年	343	486	142	829
経常利益	2022年3月期	354 (▲4.1%)	741 (52.9%)	387	1,095
	前年	369	484	115	854
親会社株主に帰属する 当期（四半期）純利益	2022年3月期	241 (462.0%)	473 (43.8%)	232	715
	前年	42	329	286	372

※（ ）の数値は前年比。

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This table compares Q1 and Q2 of the fiscal year ending March 31, 2022. The top row of each item is for the current year, and the bottom row is for the previous year.

See the second row from the right. First of all, a comparison of Q1 and Q2 of this fiscal year shows that the pace of all items has exceeded that of Q1.

As for the comparison with the previous year, the increase/decrease was higher than the previous year in all items except net income. The increase in net income for the previous year was due to the recording of an extraordinary loss in Q1.

You can see that the pace of performance is improving both in comparison to Q1 of this fiscal year and in comparison to the last fiscal year.

We will continue to aim to achieve our full-year forecast by leveraging our strengths with a well-balanced business portfolio.

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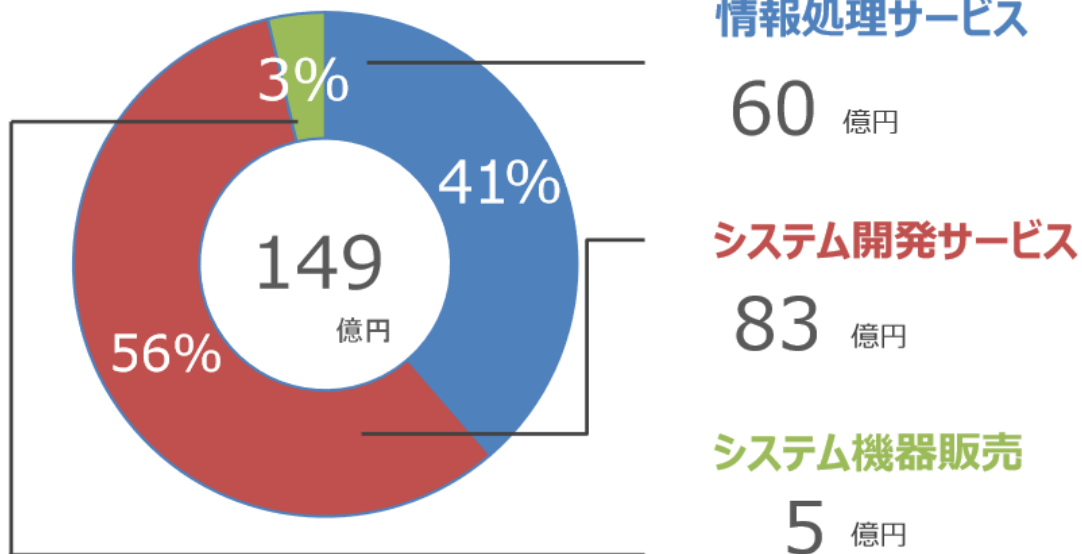
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## inet サービス区分別の売上高（2022年3月期 2Q）

当社は、以下の3つのサービス区分に分けて、お客様にサービスを提供しています。



The Company's services are divided into 3 categories: Information processing services, System development services, and System product sales.

This pie chart shows the business portfolio in Q2 of the fiscal year ending March 31, 2022. For the Group as a whole, System development services accounted for 56%, making it the largest.

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# inet サービス区分別販売実績（連結）

（単位：百万円・％）

		2021年3月期 2Q	2022年3月期 2Q	増減	
				増減額	増減率
情報処理 サービス ①	売上高	5,882	6,077	194	3.3
	売上総利益	1,326	1,434	107	8.1
	売上総利益率	22.6	23.6	1.0	—
システム開発 サービス ②	売上高	8,367	8,339	▲27	▲0.3
	売上総利益	1,740	1,837	96	5.6
	売上総利益率	20.8	22.0	1.2	—
システム機器販売	売上高	634	518	▲116	▲18.3
	売上総利益	82	104	22	26.8
	売上総利益率	13.0	20.2	7.2	-
合計	売上高	14,884	14,935	50	0.3
	売上総利益	3,150	3,376	226	7.2
	営業利益	829	986	156	18.9
	営業利益率	5.6	6.6	1.0	—

- ① データセンター利用およびガソリンスタンド向け受託計算が寄与し増収。DX推進等がデータセンター・クラウド等の利用増につながっているものと考えられる。
- ② システム開発サービス売上高において、金融業・流通業・通信サービス業などにおいて順調に回復。新規の開発案件に立ち上がりの遅れが出ていること、及び前第1四半期に寄与した大型案件がその後中止となった影響により減収。売上総利益は要員の運営効率改善により、前年同期比増加。

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The table shows net sales and gross profit by service category, as well as YoY comparisons.

Information processing services posted sales of JPY6.077 billion, up 3.3% YoY. Net sales totaled JPY1.434 billion, up 8.1% YoY.

Both sales and profits increased due to the increased use of data center services and the contribution of gas station commissioned calculations as people became more mobile.

Next, System development services reported net sales of JPY8.339 billion, down 0.3% YoY, and gross profit of JPY1.837 billion, up 5.6% YoY.

In terms of System development service sales, there has been a steady recovery in the financial, distribution, and communication service industries, thanks to the recognition of our development know-how and technical capabilities. On the other hand, sales decreased due to the delay in the start-up of new development projects and the impact of the subsequent cancellation of a large-scale project that contributed to Q1.

Gross profit increased from the same period of the previous fiscal year due to improvements in personnel operating efficiency. We will continue to work to improve profitability.

In System product sales, there was a reactionary decline due to the termination of subsidies for gas stations in the previous fiscal year. Although total sales decreased, we secured a significant increase in profit over the previous year.

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# inet スtockビジネスの拡大により安定成長を実現

## ストックビジネスの定義

- **ストックビジネス=情報処理サービス**
- **毎月定額**で売上を得られるもの
- **次年度以降**も契約が継続されるもの

## ストックビジネス拡大メリット

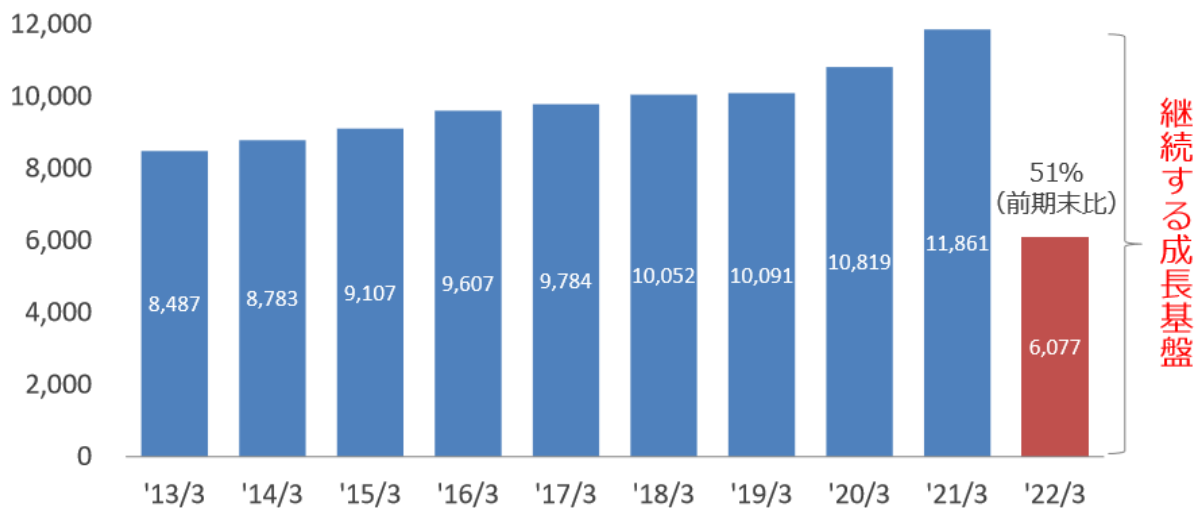
- 継続的な売上による**成長基盤**
- **高い利益率**  
**(直近売上総利益率23%)**
- 1人あたりの売上・利益の増加

## ストックビジネスの例

- **クラウドサービス**
- **データセンターサービス**
- SS受託計算 (ガソリンスタンド)
- プリント・封入封緘

## 過去10年のストックビジネス売上高の推移 (連結)

(単位: 百万円)



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We are focusing on expanding our stable growth base by strengthening our stock businesses, such as data center and cloud services and commissioned calculations for gas stations, which are our founding businesses.

The graph shows our stock business sales over the past 10 years.

You can see that Information processing services, which is a stock business, continue to grow stably and is the foundation of our growth.

Currently, as of Q2, sales have reached 51% of the previous quarter's level. At the end of this fiscal year, we will continue to push forward so that we can achieve even higher results than the previous fiscal year.

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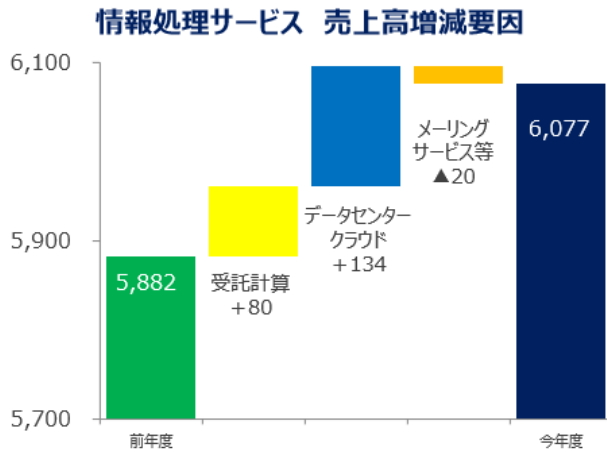
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(単位：百万円)



- データセンター・クラウドサービスは、情報通信業主体にデータセンターの利用拡大により増収。
- ガソリンスタンド向け受託計算も、経済活動の回復等によりデータ処理が堅調。

データセンター・クラウドサービス  
(情報処理サービス内)



Next, I would like to introduce the factors behind the increase/decrease in sales and annual trends for the services that we are particularly focusing on.

The first is Information processing services. The bar graph on the upper left shows the breakdown of factors that caused the increase/decrease in Information processing services for the current fiscal year.

Although there was a decrease in usage in some businesses such as mailing services, revenue increased due to increased usage in data center and cloud services, which was our focus in recent years, as well as solid performance in commissioned calculations for gas stations.

The graph shows the trend in sales of data center and cloud services, which have been our primary focus for the past several years among Information processing services. Over the past 11 years, we have grown our business to about 5x the sales as the market has grown.

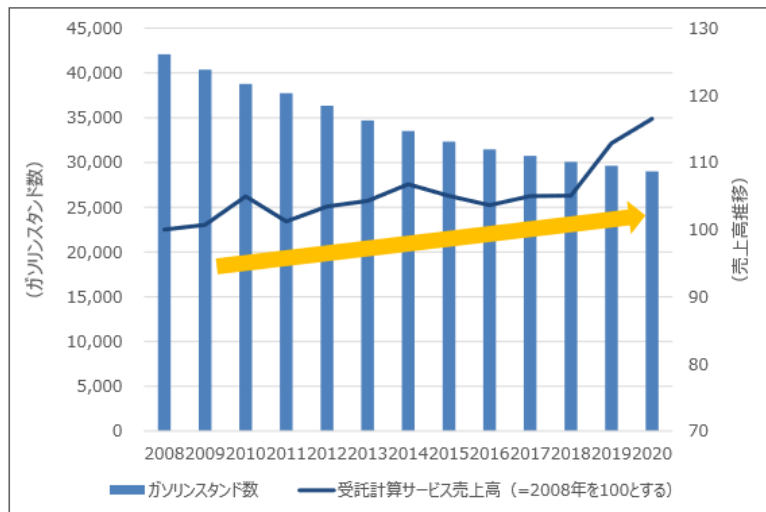
We plan to continue to focus on this business as a growth driver.

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ガソリンスタンド数は減少しているものの、売上高は増加基調を維持。



- ガソリンスタンド顧客数の維持
  - 全国の拠点による営業推進
  - 大手特約店向けの新たな計算処理の増加（特約店間取引、広域対応処理など）
- 石油元売処理増加
  - サービスメニュー増加（キャッシュレス、ポイント利用の増加など新たなニーズへの対応）

ストックビジネスとして基盤強化

Here, I would like to explain the sales trend of the commissioned calculation service for gas stations.

The bar graph in the figure shows the number of gas stations, and the line graph shows our sales of calculation processing for gas stations. Sales are expressed as an index with 2008 as 100.

You can see that although the number of gas stations has been decreasing, our sales have been maintaining an upward trend. As for the number of gas stations, we have maintained almost the same level by setting up bases across the country and promoting sales.

In addition, as a strategy for major distributors, we have been entrusted with new calculation processing, such as transactions between distributors and dealing with a wide range of areas.

On the other hand, we are also seeing an increase in the number of calculations and processing for oil distributors such as ENEOS. We have been involved in the recent development of cashless and loyalty point services, and as the world is changing, we have been making new moves every day for our gas station customers.

We will continue to strengthen this business as our stock business.

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(単位：百万円)

## システム開発サービス 売上高・売上総利益増減



- 新型コロナウイルス感染症拡大以前まではソフトウェア投資需要が高く、堅調推移。
- 売上高は、業種別体制の強化も奏功し、金融業・流通業・通信サービス業などにおける開発はノウハウや技術力が評価され順調に回復。新規の開発案件に立ち上がりの遅れが出ていること、及び前第1四半期に寄与した大型案件がその後中止となった影響により減収。
- 売上総利益は、システム開発サービスにおける要員の運営効率改善により売上原価が減少し、前年度比増の推移。

## システム開発サービス



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The bar graph on the upper left shows a comparison of net sales and gross profit for System development services for the previous and current fiscal year.

In Q2 of the fiscal year ending March 31, 2022, sales have been recovering steadily, thanks in part to the reinforcement of the industry-specific structure. Development in the financial, distribution, and communication service industries has been recognized for its know-how and technology.

On the other hand, sales decreased due to delays in the start-up of new development projects and the impact of the subsequent cancellation of a large project that contributed to Q1.

In addition to further increasing sales in the financial, distribution, and communication service industries, which have been recovering ahead of us, we are also seeing an increase in business negotiations in other industries, so we will work to catch up on sales.

Gross profit exceeded the previous year's level due to improvements in the operational efficiency of personnel in the System development service and an increase in the profit margin associated with increased sales in the Information processing service.

We will also continue to work on improving profitability.

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(単位：百万円・%)

	2021年3月期末		2022年3月期 2Q		前期末比	
	金額	構成比	金額	構成比	増減額	増減率
流動資産	10,561	32.9	9,436	29.7	▲1,124	▲10.6
固定資産	21,494	67.1	22,348	70.3	853	4.0
資産合計 ①	32,056	100.0	31,785	100.0	▲271	▲0.8
流動負債	8,625	26.9	8,910	28.0	285	3.3
固定負債	7,218	22.5	5,975	18.8	▲1,243	▲17.2
負債合計 ②	15,843	49.4	14,886	46.8	▲957	▲6.0
純資産 ③	16,212	50.6	16,898	53.2	685	4.2
負債・純資産合計	32,056	100.0	31,785	100.0	▲271	▲0.8

(主な要因)

- ① 現金及び預金の減1,152百万円、評価額等の見直しによる投資有価証券の増909百万円。
- ② 長期借入金の減1,328百万円、その他流動負債増276百万円。
- ③ 利益剰余金の増82百万円、その他有価証券評価差額金の増608百万円。

The following is the balance sheet.

The balance of current assets was JPY9.436 billion, a decrease of JPY1.124 billion from the end of the previous fiscal year. The balance of fixed assets totaled JPY22.348 billion, an increase of JPY0.853 billion from the end of the previous fiscal year.

The main factor for the decrease in assets was a decrease in cash and deposits of JPY1.152 billion. In addition, there was an increase of JPY0.909 billion in investment securities due to a review of appraisal values.

Total liabilities decreased by JPY0.957 billion. A decrease of JPY1.328 billion in long-term loans payable contributed to this decrease.

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(単位：百万円)

	2021年3月期 2Q	2022年3月期 2Q	前年同期比
	金額	金額	増減額
営業活動によるキャッシュ・フロー	1,154	① 1,423	269
投資活動によるキャッシュ・フロー	▲1,167	② ▲861	305
財務活動によるキャッシュ・フロー	▲633	③ ▲1,714	▲1,081
現金及び現金同等物の増減額	▲646	▲1,152	▲506
現金及び現金同等物の期首残高	3,083	4,027	944
現金及び現金同等物の期末残高	2,436	2,875	438

(主な要因)

- ① 増加・・・税金等調整前四半期純利益1,088百万円、減価償却による資金の内部留保で906百万円、売上債権の増加354百万円等。  
減少・・・法人税等の支払443百万円等。
- ② 主に既存顧客の大型受注に伴うデータセンターの設備増設を初めとした有形固定資産の取得による369百万円の支出、また、自社パッケージ開発等の無形固定資産の取得による支出376百万円。
- ③ 有利子負債の減少1,266百万円、配当金の支払382百万円。

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Next is the statement of cash flows.

Cash flow from operating activities totaled JPY1.423 billion. This was mainly due to retained earnings of funds due to quarterly net income and depreciation.

Net cash used in investing activities totaled JPY0.861 billion. This was due to expenditures for the expansion of data center facilities and the acquisition of property, plant, and equipment in conjunction with the receipt of large orders from existing customers, as well as expenditures for the acquisition of intangible assets including the renewal and development of in-house packages.

Net cash used in financing activities amounted to JPY1.714 billion. The decrease was due to a decrease in interest-bearing debt and dividend payments.

Details are provided in the comments at the bottom.

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	2021年3月期 2Q	2022年3月期 2Q	増減	2022年3月期 公表値	進捗率
売上高	14,884	14,935	50	32,500	46.0%
営業利益	829	986	156	2,330	42.3%
経常利益	854	1,095	241	2,330	47.0%
親会社株主に帰属する 当期（四半期）純利益	372	715	342	1,600	44.7%

(通期見通しについて)

- データセンター・クラウドサービス事業は、好調を持続する見込み。
- システム開発は、金融業・流通業・通信サービス業などにおいて順調に回復。新規の開発案件に立ち上がりの遅れが出ているが、商談数は増加しており挽回を図る。
- 売上高の挽回により、販管費の増加分を吸収していく。
- 当期純利益の増加は、前第1四半期に計上した特別損失がなくなったことによるもの。
- バランスのとれた事業ポートフォリオを持つ強みを生かして通期見通しの達成を目指す。

The table here shows the percentage of progress toward the full-year forecast announced on May 7. Please see the right-most column of the table.

As I explained earlier in the business results, we have made 46% progress in net sales, while progress in operating income has been slightly delayed.

Due to investment management gains and subsidies, we have made 47% progress on an ordinary income basis, but we hope to recover on an operating income basis.

We will focus on capturing business opportunities in data center/cloud services and system development, which are performing well, and on improving profitability.

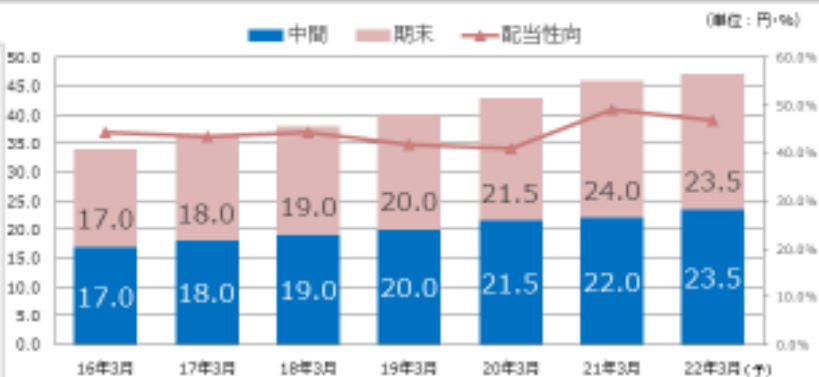
Overall, we will aim to achieve our full-year forecast by leveraging the strength of our well-balanced business portfolio.

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《配当方針》  
 将来の資金需要に備え  
 内部留保しつつ  
 安定配当を継続実施



※16年10月1日に株式分割しておりますが、配当実績(予想)で記載しております。(分割数値調整せず)

1株当たり年間配当金の計画 (10期連続増配予定)

2020年3月期

43.0円(実績)  
 中間(21.5円)  
 期末(21.5円)

2021年3月期

46.0円(実績)  
 中間(22.0円)  
 期末(24.5円) ※

2022年3月期

47.0円  
 中間(23.5円)  
 期末(23.5円)

※2021年4月に創立50周年を迎え、株主の皆様への感謝の意を込め、期末に記念配当2円を含め、増配。

Next, I would like to explain our dividend policy.

The Company's basic policy is to pay stable dividends. We increased the dividend by JPY3 to JPY43 per share in the year before last. And in the previous fiscal year, we increased the dividend by JPY3, including JPY2 as a commemorative dividend, to JPY46 for the full year, as we will celebrate the 50th anniversary of our founding in April this year.

For the current fiscal year, we plan to increase the dividend by another JPY1 to JPY47. This will be the tenth consecutive year of dividend increases.

For your reference, the line graph shows the dividend payout ratio. The dividend payout ratio has generally been in the low 40% range, but for the fiscal year ending March 2021, it is in the 49% range due to commemorative dividends.

For the fiscal year ending March 31, 2022, we expect to achieve approximately 47%.

Support

Japan 03.4405.3160  
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North America 1.800.674.8375  
 Email Support support@scriptasia.com

# inet 2022年3月期業績予想（連結）

（単位：百万円）

	中計 初年度		2年度	最終年度	
	2019年 3月期	2020年 3月期	2021年 3月期	2022年3月期	
	実績	実績	実績	計画	前年度比
売上高	27,591	31,097	30,016	32,500	8.3%
営業利益	2,345	2,501	2,155	2,330	8.1%
ROE	10.9%	11.3%	9.5%	10.0%	0.5%

## 1,2年目の状況

- 初年度は9期連続増収、増益。
- 中計期間を通じデータセンター・クラウドサービスが好調。
- 2年度の減収は、主に、新型コロナウイルス感染症拡大によるお客様のシステム開発投資の見直しによるもの。

## 最終年度の計画

- お客様とのエンゲージメント強化（より多くのお客様との接点拡大、新規取引のバックアップ体制整備）
- 非接触・非対面化を初めとしたニューノーマル時代におけるITサービスの強化
- IoT、AI、ビッグデータ、キャッシュレス、テレワーク等に対する商品・サービス力向上
- クラウドサービスの推進強化

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Next, I would like to explain the progress of our medium-term management plan, which we started in FY2019.

The results of the first year were a great start to our progress, with both net sales and operating income achieving the plan. This was mainly due to the strong performance of data center cloud services and System development services.

In the second year, the expansion of the coronavirus had a significant impact on the sales and profits of the System development services.

For the current fiscal year, our third year, we aim to return to our previous growth track by strengthening our engagement with customers, expanding our contact points with them, progressing with transactions, and steadily responding to system development projects with a focus on data center and cloud services, which continue to perform well.

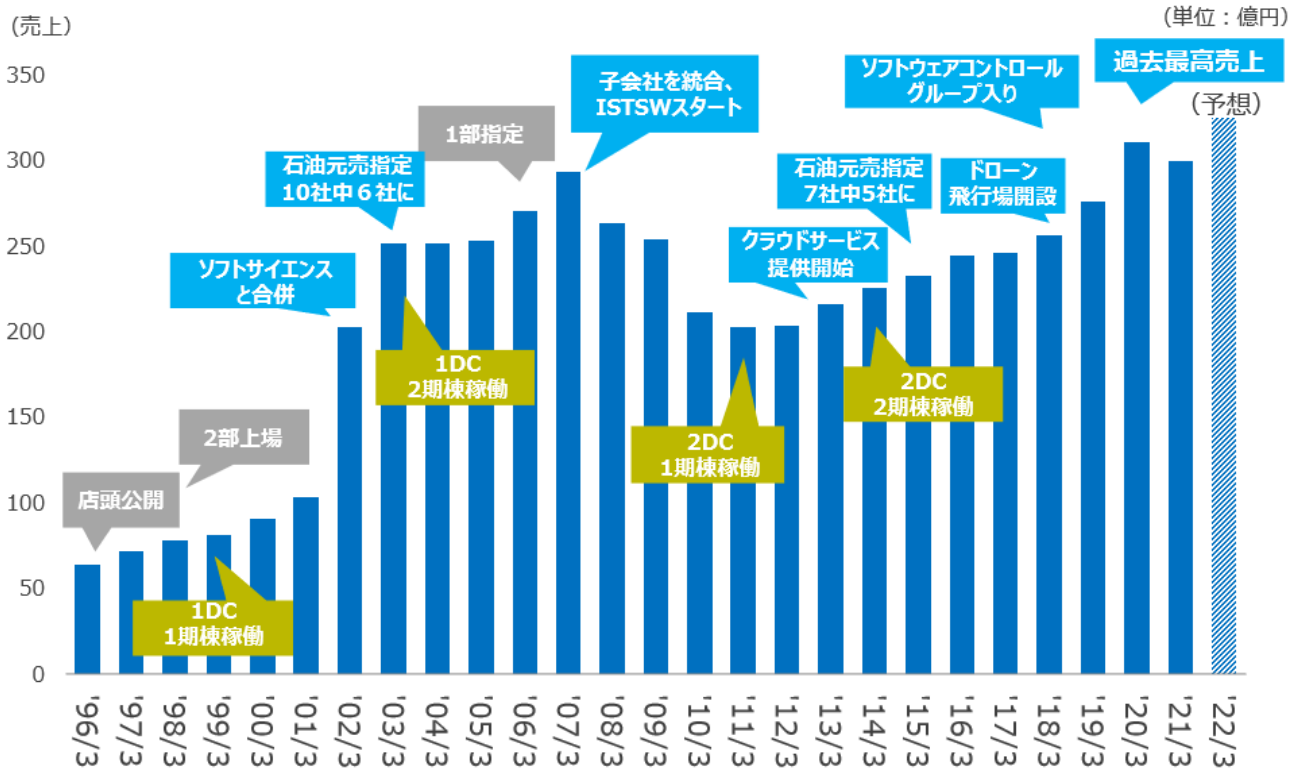
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 **SCRIPTS**  
Asia's Meetings, Globally





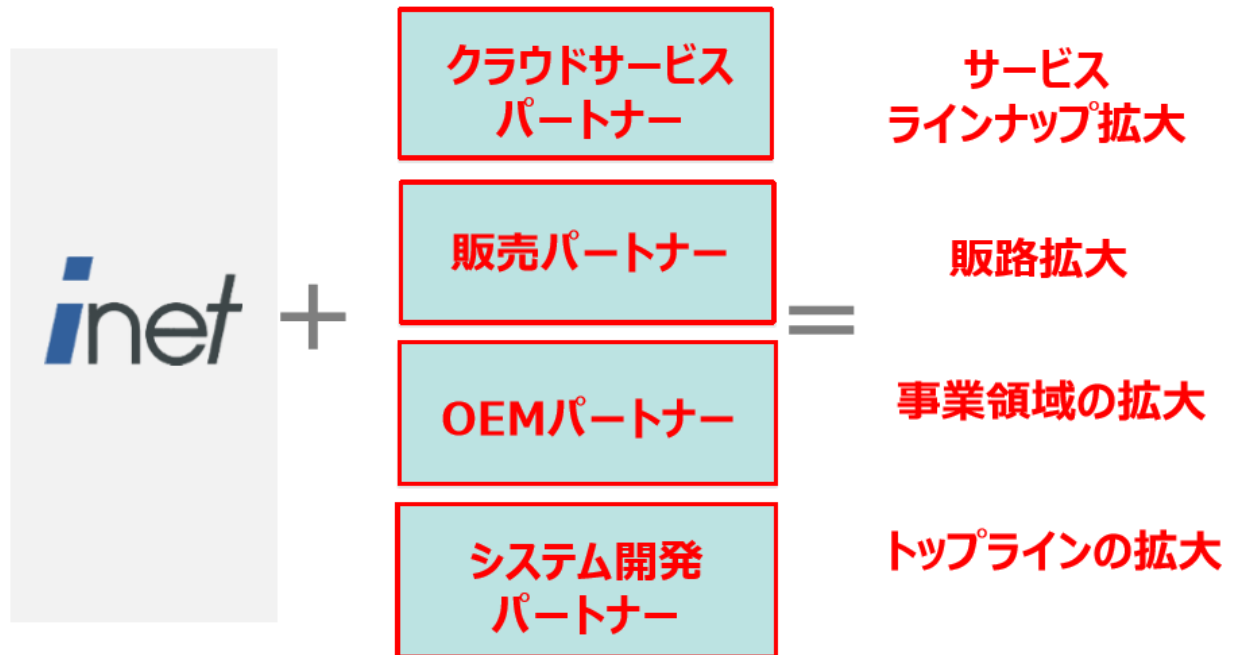
This is a graph showing the history of the Company from its initial public offering to the present and its sales.

This fiscal year, we plan to achieve the highest sales level in our history.

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Next, I will explain the medium-term management plan.

I will explain our partner strategy and channel strategy, which are part of our management strategy.

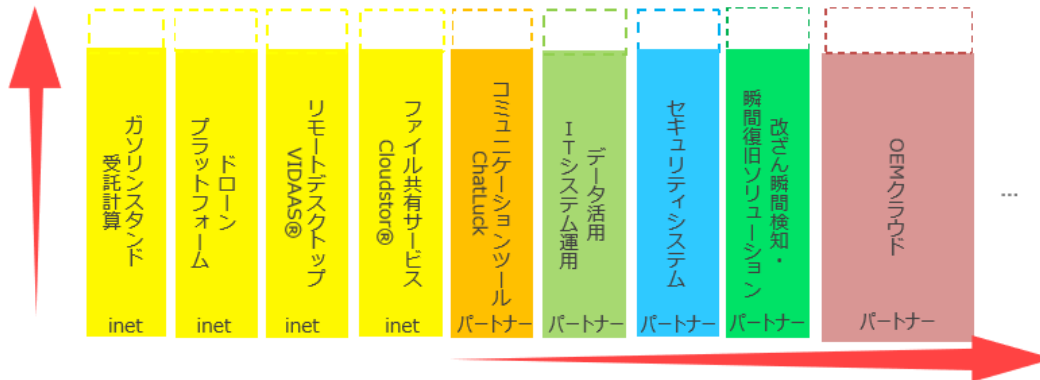
Our industry is changing rapidly, and the environment is also changing, making it difficult for one company to conduct all business. To this end, we have been working closely with our partners to expand our business by utilizing various channels in order to promote our business at a faster pace than ever before.

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## プラットフォームとしてクラウド基盤（NGEC）提供と 基盤から自社アプリまでのサービス化



クラウドサービス・OEMパートナー 株式会社ネオジャパン、株式会社ユニタ、株式会社電算、株式会社WorkVision など約20社

販売パートナー リコーグループ、富士通グループ など約10社

Next, I would like to explain our cloud partner strategy.

We have been providing advanced cloud environment as IT infrastructure to support our customers' businesses.

Since we own our own data center, our strength lies in our ability to flexibly adjust pricing and service content to meet the needs of our customers and partners.

By leveraging our strength as a platformer, we will be able to provide not only our own services but also applications from other companies with strong expertise in their respective fields on our cloud computing platform as cloud services.

Up until now, each company has been working as a package business, but now we are tailoring it as a cloud service.

For example, the NEOJAPAN INC.'s business chat service is provided as a cloud service, but it runs on our cloud infrastructure. At the same time, we also collaborate with them as a sales partner where we act as a sales agent and sell their services.

Through these various collaborations, we will increase the number of sales partners and OEM partners in order to develop our services and products quickly, flexibly, and widely.

In the future, we would like to continue to increase our services together with alliance partners specializing in each field, aggressively expand sales, and extend the arrow in both directions.

### Support

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## ニューノーマル時代に適した様々な新しい取組み



### 【働き方改革・ライフスタイル】

- テレワークツール推進支援窓口を設置、リモートデスクトップ等を提供
- セキュリティ対策サービスを強化（ネットワーク、Endpointなど）
- 非接触、非密集対策（3密データ分析サービス、キャッシュレス等）



### 【データ・AI】

- データサイエンス、AIビジネスの領域拡大
- 画像解析、衛星データ活用への取組強化



### 【フィンテック】

- 新たなニーズに合わせたキャッシュレスやポイント対応開発の強化
- オープン化、クラウド対応をベースとしたパッケージリニューアル開発



### 【5G】

- ローカル 5 G、地域の公共サービス向上等に資する高速データ通信等

The next step is our initiative to digital transformation.

We have been working on a variety of new initiatives that are appropriate for the era of new normal.

As part of our approach to work-style reform and lifestyle, we have established a support desk for promoting telework tools and enhanced our security services.

In addition, we have been promoting proposals for new lifestyles, such as non-contact and non-dense measures.

We have been working on 3-densities data analysis services and cashless support.

We are also promoting data science, AI business, image analysis, and satellite data utilization as businesses with high expectations for business expansion.

With regard to the third area, Fintech, we have been renewing our packages and developing them in order to meet new needs and to make the trend toward openness and cloud computing more convenient for our customers.

In addition, we have been working in the area of 5G.

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業務効率化およびデジタル人材の育成を図るため、  
2021年10月1日付で合併会社を設立

商号	株式会社 E N E O S デジネット
設立日	2021年10月1日 (ENEOSからの新設分割により設立)
本社所在地	神奈川県横浜市中区 (日石横浜ビル27階)
代表者	代表取締役社長 池田 幸司
資本金	1,000万円
出資比率	ENEOS80%、アイネット20% (※)
事業内容	ENEOSからの販売関連業務の受託

(※)アイネットは持分法適用

【目的】

- (1) デジタル技術 (RPA等) を積極活用することによる業務効率化
- (2) 新技術に関する情報収集および当該技術の各業務への適用の検討・実証
- (3) デジタル人材の育成

As another form of DX initiative, we have established a joint venture with ENEOS Corporation. This project will spin off the back-office functions of the sales division of ENEOS Corporation and promote digitalization.

By actively utilizing digital technologies such as RPA, we aim to improve business efficiency, gather information on new technologies, study and demonstrate their application to business, and develop human resources for digital.

I am proud to say that this initiative will be a model case for the DX being promoted by the Ministry of Economy, Trade and Industry in which user companies and vendor companies become an equal relationship and use new technologies to promote innovation.

**Support**

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WorkVision（旧東芝ソリューション販売株式会社）は当社のクラウドプラットフォーム「Next Generation EASY Cloud®」を利用したフルマネージドクラウドサービス「WorkVision®クラウド」の提供を開始。クラウドプラットフォームとして中堅・中小企業さまのDXのサポートを実現。



### 成長ドライバーとして今後も注力

- IaaS、DaaS、SaaS、コロケーションサービスなど幅広いサービスラインナップをご用意。
- 強みある業種(卸売業や公共サービス)や業務を中心に、お客様ニーズに即したサービス提案が可能。
- 提案書などの販売ツールの提供、および長年のクラウドサービス販売で培った提案ノウハウを共有。
- 営業担当者様向けの勉強会の開催やお客様先への提案同行など、サポート体制も充実。
- アイネットの基盤を利用し、自社のサービスラインナップを増やすことが可能

In June of this year, as a new initiative in our cloud partner strategy, we began offering our cloud infrastructure on an OEM basis to WorkVision Corporation.

This OEM offering will enable us to provide a wide range of total support, from network to applications, using our infrastructure, and to reduce our customers' operating costs through cloud computing.

We will continue our efforts to support the DX activities of small and mid-size companies, which are also customers of WorkVision, and will also promote our OEM partner strategy.

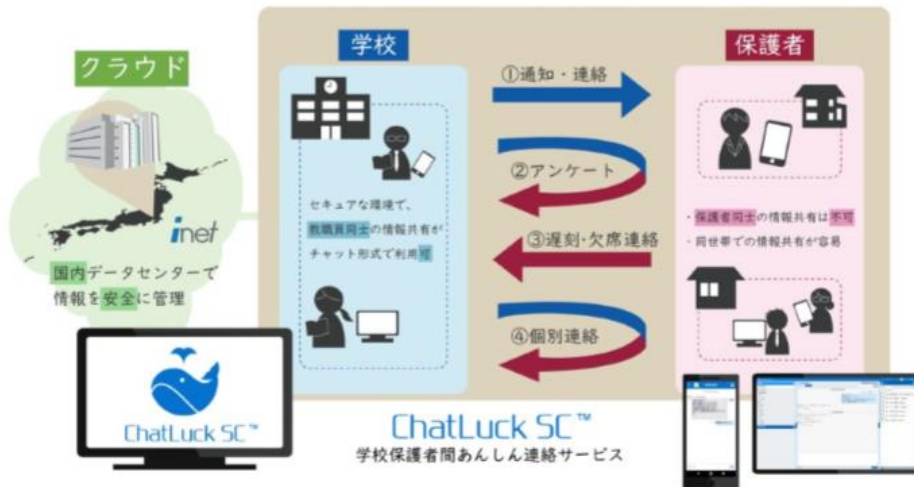
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# inet (DX推進) 教育現場でのあんしん連絡サービス「ChatLuck SC™」

株式会社ネオジャパンとの共同事業として、学校と保護者間の安心・安全・安価・シンプルなコミュニケーションツール『ChatLuck SC™』をクラウドサービスとして販売開始



## 【メリット】

- ① 全校、教職員間の単位で一斉に通知及び連絡が可能
  - ② 学校教職員の業務効率アップ（電話対応業務の省力化、働き方改革、DX推進）
  - ③ 安価な導入・維持費
- ・・・etc.

In June of this year, we launched ChatLuck SC, a safe, secure, inexpensive, and simple communication tool between schools and parents, as a joint venture with Neo Japan Co.

We will promote the product as a tool that allows schools to send real-time notifications to parents, conduct and collect questionnaires, and for parents to promptly notify schools of late arrivals and absences.

We will contribute to the rapid dissemination of information from schools, which is becoming increasingly necessary, the realization of close communication between schools and parents, and the further promotion of DX in the field of education with the coronavirus and after the coronavirus environment.

## Support

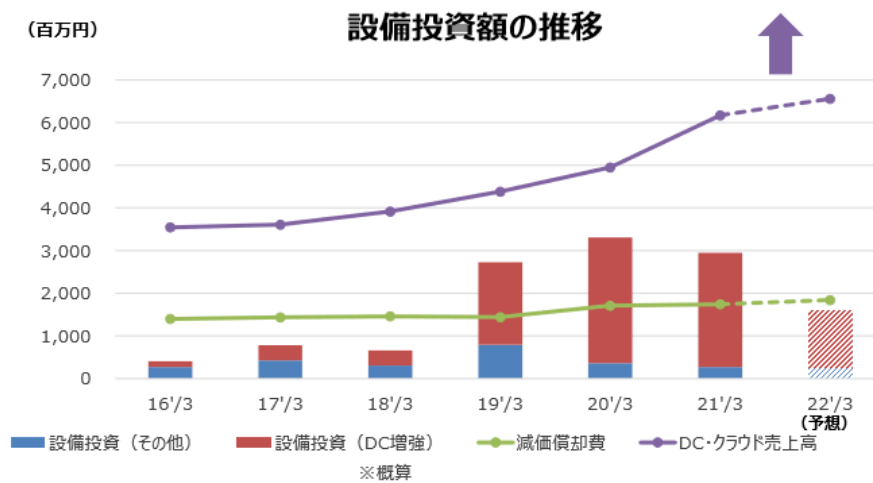
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## inet (投資) 設備投資額の推移

- 当社サービスの軸となるデータセンターを中心に設備投資。お客様のデータセンターのご利用と共に、設備の増強を継続的に実施。
- DC・クラウド売上高は順調に増加。
- 総投資額は2020年3月期がピークとなる見込み。
- 減価償却費は当面ほぼ横ばい推移見込み。



Next, I will explain the investment strategy of the medium-term management plan.

This is the amount of capital investment. Along with the use of data centers by our customers, we have been continuously enhancing our data center facilities, and our data center and cloud-related sales have been increasing. Total investment is expected to peak in the fiscal year ending March 2020 for the time being.

Depreciation and amortization expenses are expected to remain almost flat for the time being.

We will continue to strive to expand the scale of our business by flexibly responding to the needs of our customers and growing our core businesses of data center services and cloud services, while balancing expenditures for the expansion of data center facilities with sales.

### Support

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従業員数  
(連結)

	2017年4月	2018年4月	2019年4月	2020年4月	2021年4月
従業員	1,397	1,413	1,675*	1,676	1,726
新卒入社	74名	77名	86名	98名	117名
中途入社*2	23名	20名	22名	23名	28名

※ 2019年4月：ソフトウェアコントロールのグループ化に伴う増加241名

中途採用

- データサイエンティストを初めとする最新のIT技術を持った人材
- 宇宙開発分野等の専門の業界の人材を積極的に採用

人材育成

【キャリアステップにあわせた研修を実施】

- 新人社員研修 →1年間の手厚いサポート
- 若手年次別研修 →入社年次ごとの研修を毎年実施
- 管理職研修 →新任管理職へのマネジメント研修
- 経営塾 →未来の経営層育成のための特別研修
- 他、営業強化やダイバーシティなどテーマ別研修を多数実施

We believe that investment in human resources is an important investment for expanding the scale of our business and increasing our corporate value, which are our mid- to long-term goals, and we are working to strengthen them.

The top table shows the number of employees for the past 5 years.

In addition to new graduates, we have been re-enforcing the members that are lacking in mid-career hiring.

We have been actively acquiring advanced IT personnel who possess the technology to respond to new technologies such as AI and Big Data, as well as the personnel with adaptable fighting potential in the field of space development, which is our focus business.

We also focus on human resource development for our employees. In addition to training for new employees and other young people, we also offer management school for managers and general managers to learn about management and administration, to think about measures to grow the Company, and to develop future managers.

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## 【障がい者雇用の促進】

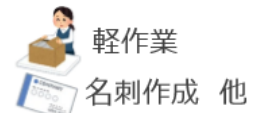
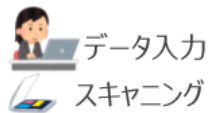
## 『アイネット・データサービス』

障がいのある方に活躍の場を提供し、  
自律を支援することを目的に特例子会社  
(厚生労働大臣認定) を設立

自立そして自律



## ■ 主な業務



障がい者の雇用機会を増やし、社会と地域に貢献するため、のアイネット100%出資の特例子会社として2009年4月に設立。

We will continue with our ESG initiatives.

We have been proactively working on ESG and will explain our various initiatives.

We established I-NET Inc. 12 years ago as a special subsidiary to promote the employment of people with disabilities. The main tasks are data entry, scanning, and business card creation. We have people with disabilities working on a variety of tasks.

We will continue to contribute to society by providing opportunities for people with disabilities and supporting their independence.

## Support

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アイネットグループの障がい者雇用特例子会社である株式会社アイネットデータサービスと共に、PCおよびサーバーなどのハードディスクを産業廃棄前に確実にデータを消去・破壊するサービスを新たに展開

## 磁気消去



## 物理破壊



1. アイネットのデータセンター内に作業所を持つ株式会社アイネット・データサービスにおいて実務を実施。
2. お預かりしたPCやサーバーがデータセンターの外に出ることなく処理が完結するため、データ流出リスクをなくすことができる。



With the increase in data usage, management of leakage risks, and cyber risks, the concern for advanced data security management and handling at the time of disposal is increasing day by day.

In 2019, there was also an incident of personal information leakage due to the re-sale of hard drives used by the Kanagawa Prefectural Government.

As a response to these risks, I-NET DATA SERVICE, Inc., a special subsidiary of our company that employs people with disabilities, has started a data erasure and destruction service. The process is carried out in our data center. The PC or server entrusted by the customer does not need to leave the data center to complete the process, eliminating the risk of data leakage.

We will continue to work toward the realization of a sustainable society along with places of work for people with disabilities.

## Support

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当社グループ会社であるISTソフトウェア、水鳥 寿思氏（日本体操協会男子強化本部長）、三木 伸吾氏（大阪大谷大学准教授）と運動学習支援アプリ「スポテク」を共同開発

「スポテク」とは・・・

## 【特徴】

- ◆ 文部科学省学習指導要領の器械運動領域で例示されている全ての技を収録
- ◆ 生徒のスキルをデータで管理
- ◆ お手本動画・解説をいつでも、どこでもスマホから見られる
- ◆ スマホを通じた指導者からの評価・アドバイス
- ◆ アプリでの活動がポイント化、モチベーションUP

ISTソフトウェアは、スポーツにICTを活用することで、運動への取組みを支援し、運動能力の向上及び健全育成に寄与してまいります。



We have also co-developed an exercise learning support application, called Sportec, with our group company IST-Software; Mr. Mizutori, Director of the Men's Fitness Division of the Japan Sports Association; and Associate Professor Miki of Osaka Otani University.#

The app features all the techniques exemplified in the gymnastics area of the MEXT's Courses of Study, and will support athletic learning in various ways, including data management of students' skills and evaluation and advice from instructors via smartphone.

IST-Software Inc. will continue to contribute to the improvement of athletic performance and healthy development by supporting athletic efforts through the use of ICT in sports.

## Support

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Email Support support@scriptasia.com

2020年1月、アイネット地域振興財団が公益認定を取得。長期的かつ安定的な活動を実現し、よりよい地域社会の発展に貢献する活動を支援していくことで、ESG活動・社会貢献を実施してまいります。

公益財団法人 アイネット地域振興財団



財団ウェブサイトURL  
<https://www.inet-found.or.jp/>

### 神奈川県域で以下の事業を行います

- ① 以下に関する活動を行う団体等の持続性やその活動を支援・助成または評価・顕彰する事業
  - 子ども・青少年の健全な育成、教育
  - スポーツ等を通じた心身の健全な発展
  - 公衆衛生の向上
  - 環境保全・整備
  - 地域社会の健全な発展
- ② その他公益目的を達成するために必要な事業

#### 【実績】

- 2019年度：13団体
- 2020年度：14団体
- 2021年度：22団体

※ アイネット地域振興財団は、創業者最高顧問の池田典義が設立し、神奈川県内で社会貢献活動（公益を目的とする活動）を行う団体の持続可能な活動を支援・助成することを目的とする公益財団法人です。

In 2019, we also established a new foundation with the purpose of supporting and subsidizing the sustainable activities of organizations engaged in social contribution activities in Kanagawa Prefecture. In January 2020, we will be certified as a public interest corporation, which will enable us to contribute even more to society, and we have begun our activities anew.

We have provided support to many organizations, increasing from 13 organizations in FY2019 to 22 organizations in FY2021.

We hope to realize long-term, stable activities and contribute to the development of local communities.

#### Support

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North America 1.800.674.8375  
 Email Support [support@scriptasia.com](mailto:support@scriptasia.com)



【子育て・女性活躍支援サイト】



横浜市オープンデータを  
活用した保育施設検索サイト  
「働くママ応援し隊」を運営

- 横浜市内の保育園を、「区」、「路線」、「施設名」から簡単に検索できます。
- 保育施設の種別、利用案内、子ども・子育て支援制度、地域子育て支援拠点などの情報も満載です。

This is a childcare facility search website that utilizes the city of Yokohama's open data, an initiative that leads to childcare support and promotion of women's activities.

We have many women working at our company, and this site was built in response to the concerns of these women employees. The site is easy for parents to understand, easy to search, and contains a lot of information.

We will continue to update the site with the latest information and aim to make it more informative.

Support

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ホワイト500  
(3年連続認定)



「健康に関する主な取り組み」

- 健康経営を宣言
- 最高健康責任者（CHO）のもと、人事部・健康支援室・健康保険組合が連携

※詳細はこちらまで



Y-SDGs\*  
(上位 Superior認証)

横浜市SDGs認証制度



「概要」

地域、社会、環境、ガバナンスの中で、特に地域面で高い評価を獲得

引き続きSDGsへの取組みに注力してまいります。

※Y-SDGs = SDGs達成に向けて活動している企業等を「環境」「社会」「ガバナンス」「地域」の4分野・30項目で評価し、取組状況に応じて3つの区分（最上位 Supreme、上位 Superior、標準 Standard）で認証する横浜市の認証制度

Based on the idea that employees are the greatest asset in management, we focus on promoting health management and diversity so that all employees can be healthy both mentally and physically and can exercise their abilities with peace of mind.

In February of this year, we obtained the White 500 Certification again, making this our third consecutive year of obtaining this certification.

In addition, in March of this year, we obtained a higher level of Superior Certification under the Y-SDGs, Yokohama City's SDGs certification system. The Y-SDGs are evaluated in 30 categories in the 4 areas of community, society, environment, and governance; our company received a particularly high evaluation in the area of community.

We will continue to focus on achieving the SDGs in order to realize a sustainable society.

The rest of the pages are the appendix, and I hope you will take a look at them later.

In closing, I would like to say that the entire Group will work together to achieve the planned figures that I have explained today and will make every effort to earn the stronger trust of our stakeholders.

Thank you for your understanding and cooperation. That's all from me. Thank you.

**Moderator:** Thank you very much, President Sakai. This is the end of the briefing.

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## Question & Answer

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**Moderator:** We will now have a question and answer session.

Do you have any questions? As there does not appear to be any further discussion, we will now close today's financial results briefing.



当資料は現時点で入手可能な情報に基づき作成したものであり、実際の業績は今後様々な要因により予想数値と異なる場合がありますことを、予めご承知頂きますようお願い申し上げます。

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お問い合わせは、下記連絡先までお願い致します。

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If you have any questions after the financial results briefing, please contact us at the contact information on the last page of this slide. An archive of today's event will be made available on our website at a later date. Thank you very much for taking time out of your busy schedule to join us today.

[END]

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### 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. This document has been translated by SCRIPTS Asia.

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