

Briefing Materials for Financial Results

First half of the Fiscal Year Ending March 2023

I-NET Corp.
[TSE, Prime Market: 9600]

November 8, 2022



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H1 FY2023: Consolidated Earnings

(Unit: Million yen)	First half of FY2022		First half of FY2023		Change YoY	
	Amount	Percentage	Amount	Percentage	Amount	Percentage
Net sales	14,935	100.0%	16,808	100.0%	1,872	12.5%
Cost of sales	11,559	77.4%	13,278	79.0%	1,719	14.9%
Gross profit	3,376	22.6%	3,530	21.0%	153	4.5%
Selling, general and administrative expenses	2,389	16.0%	2,470	14.7%	80	3.4%
Operating income	986	6.6%	1,059	6.3%	72	7.4%
Ordinary income	1,095	7.3%	1,074	6.4%	(20)	(1.9%)
Net income attributable to parent	715	4.8%	648	3.9%	(66)	(9.4%)
Income per share (yen)	44.78	—	40.56	—	(4.2)	(9.4%)

- Net sales were up 12.5% YoY and were quite strong.
- Although higher sales had a substantial effect, the gross profit margin fell 1.6% due to higher cost of sales following the spike in electricity fees.
- Operating income continued to increase, but ordinary income and net income attributable to parent decreased due to one-off gains posted in the same period of the previous year, among other factors.

Net sales and gross profit by service

(1) Information processing

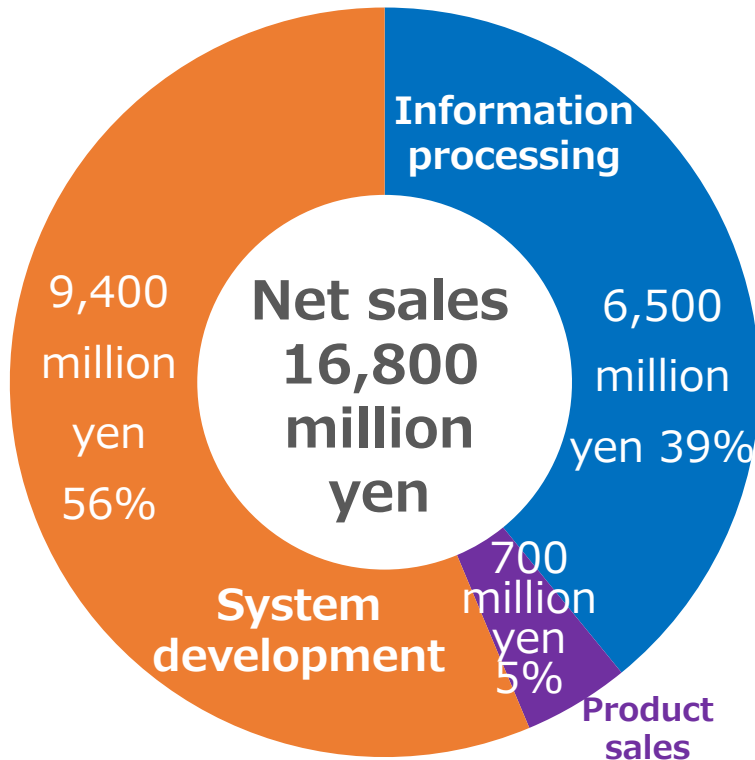
Data center, Cloud service
Commissioned calculation service
Mailing service, etc.

(2) System development

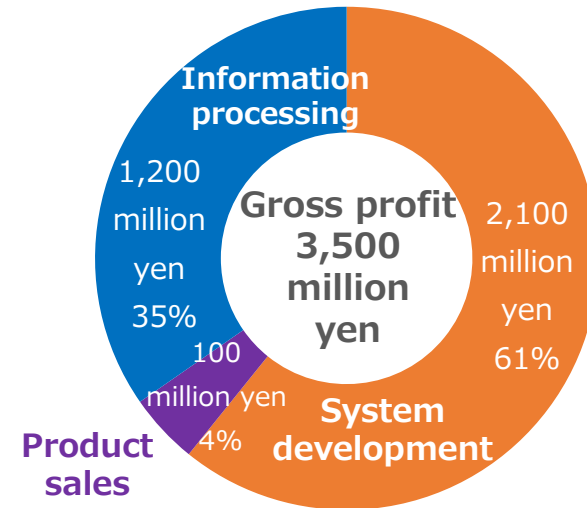
Software development
Hardware development, etc.

(3) Product sales

Net sales by service



Gross profit by service



H1 FY2023: Sales by service

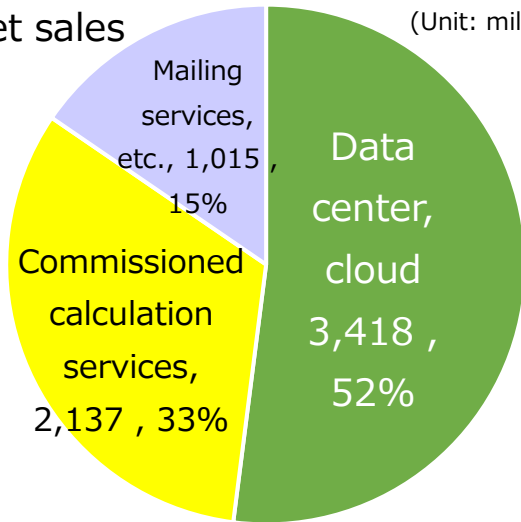
(Unit: Million yen)		First half of FY2022	First half of FY2023	Change YoY	
		Amount	Amount	Amount	Percentage
Information processing	Net sales	6,077	6,570	492	8.1%
	Gross profit	1,434	1,225	(208)	(14.5%)
	Ratio of gross profit to net sales	23.6%	18.7%	(4.9%)	–
System development	Net sales	8,339	9,462	1,122	13.5%
	Gross profit	1,837	2,142	304	16.6%
	Ratio of gross profit to net sales	22.0%	22.6%	0.6%	–
Product sales	Net sales	518	776	257	49.7%
	Gross profit	104	161	57	54.6%
	Ratio of gross profit to net sales	20.2%	20.8%	0.7%	–
Total	Net sales	14,935	16,808	1,872	12.5%
	Gross profit	3,376	3,530	153	4.5%
	Ratio of operating income	6.6%	6.3%	(0.3%)	–

- Net sales surpassed the previous year's levels and were solid in all services.
- Net sales increased for information processing services, but gross profit fell a sharp 14.5% over the previous year due to a spike in electricity rates and other. We are working to improve revenue and profit by shifting to energy-saving products and earning customers' understanding.
- Development projects from existing customers increased in system development services, and the ratio of gross profit to net sales also increased 0.6%.

H1 FY2023: Information processing services

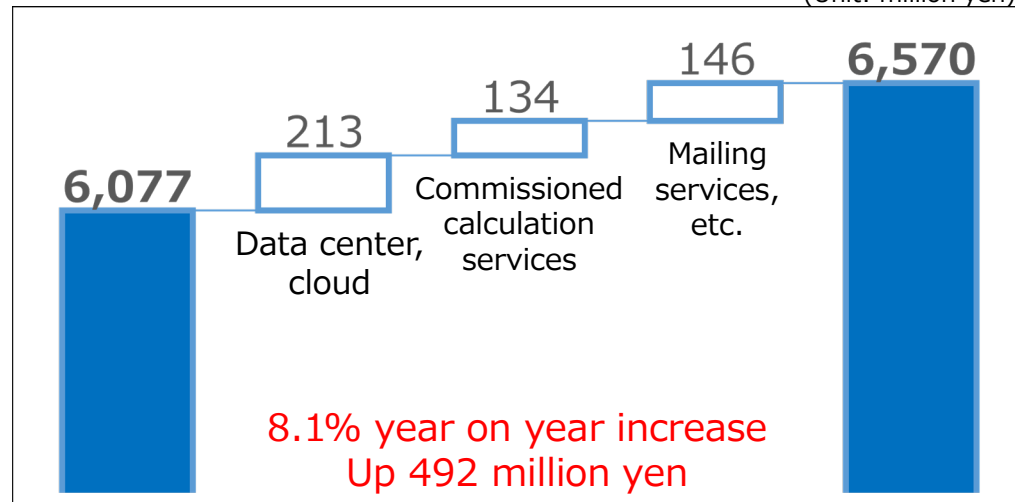
Breakdown of net sales

(Unit: million yen)



Factors behind fluctuations in net sales

(Unit: million yen)



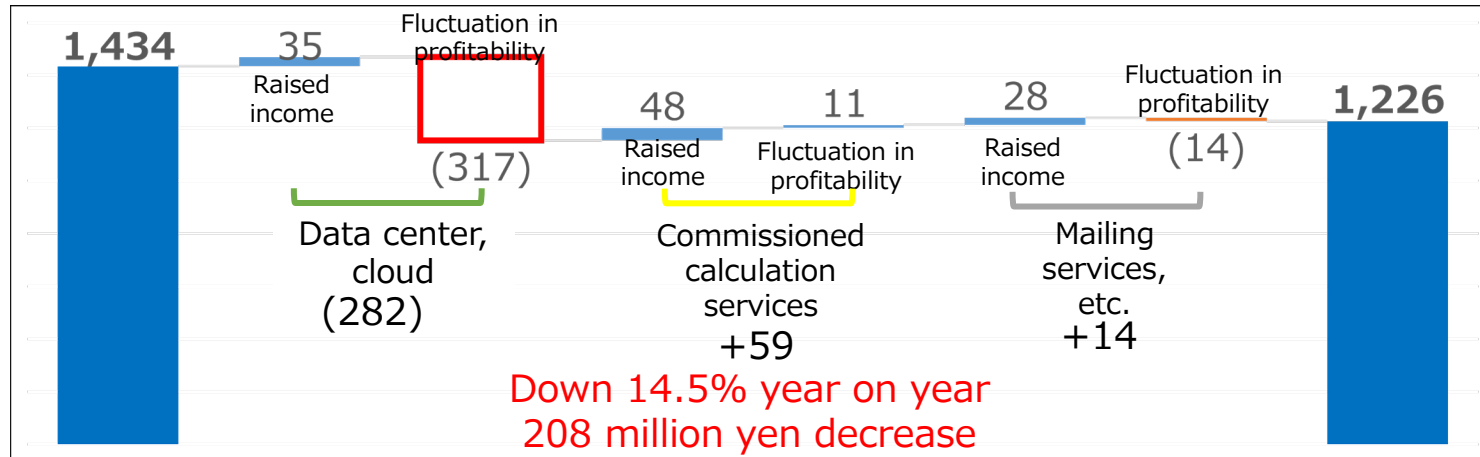
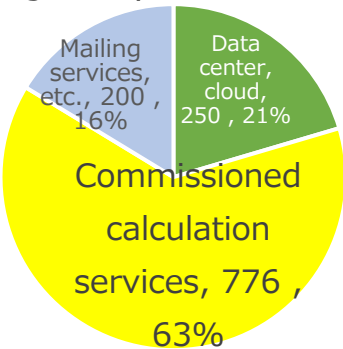
H1 FY2022

H1 FY2023

Breakdown of gross profit

Factors behind fluctuations in gross profit

(Unit: million yen)

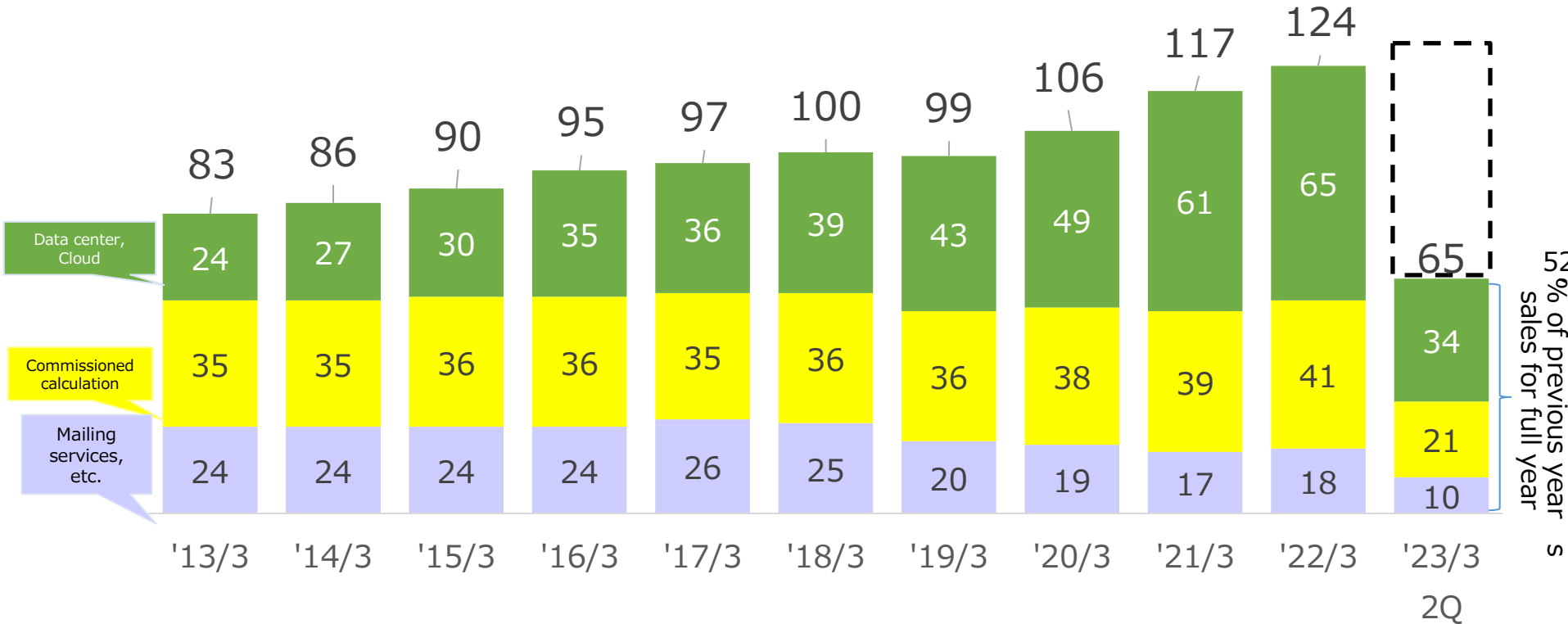


H1 FY2022

H1 FY2023

Information processing services – Trends in net sales

(Unit: One hundred million yen)



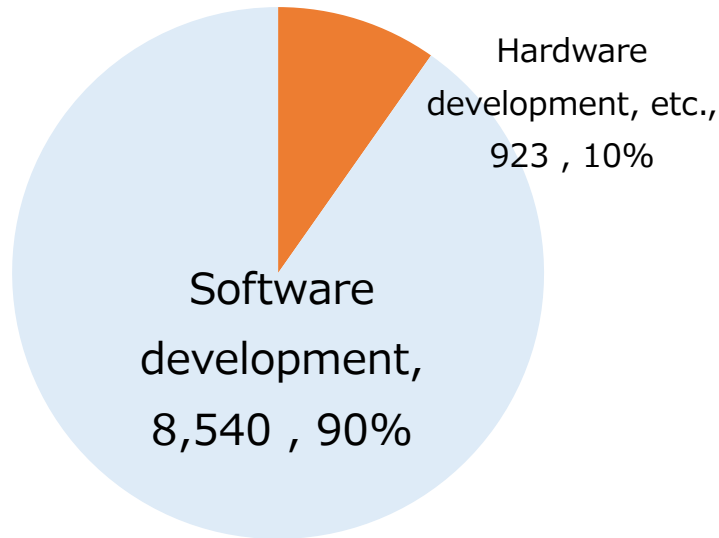
52% of previous year sales for full year

- Sales in Information processing services have increased over the past 10 years as Data center and Cloud services have grown.
- The 6,500 million yen in sales in the Information processing division in H1 is equivalent to 52% of the 12,400 million yen in sales in the entire previous fiscal year.
- Commissioned calculation services maintained stable sales, but over the past few years, sales have gradually increased. This can be attributed to the trend among retailers to shift from operation systems that they own themselves to the use of operation platforms, leading to increased use of our trustworthy services.
- Sales in mailing services began to increase in the previous fiscal year. This is because the number of competitors is declining, and the Company's services are well-regarded for the full lineup of services from printing to mailing of data that we manage at the Company's data centers.

H1 FY2023: System Development

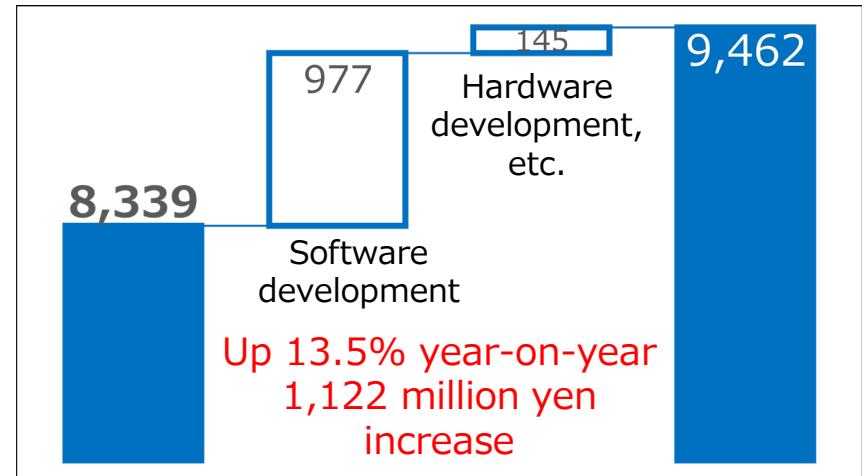
Breakdown of sales

(Unit: million yen)



Factors behind fluctuations in sales

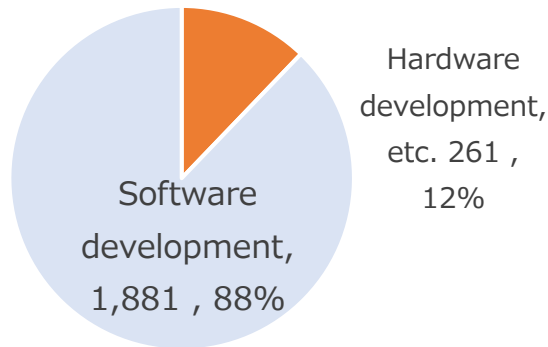
(Unit: million yen)



H1 FY2022

H1 FY2023

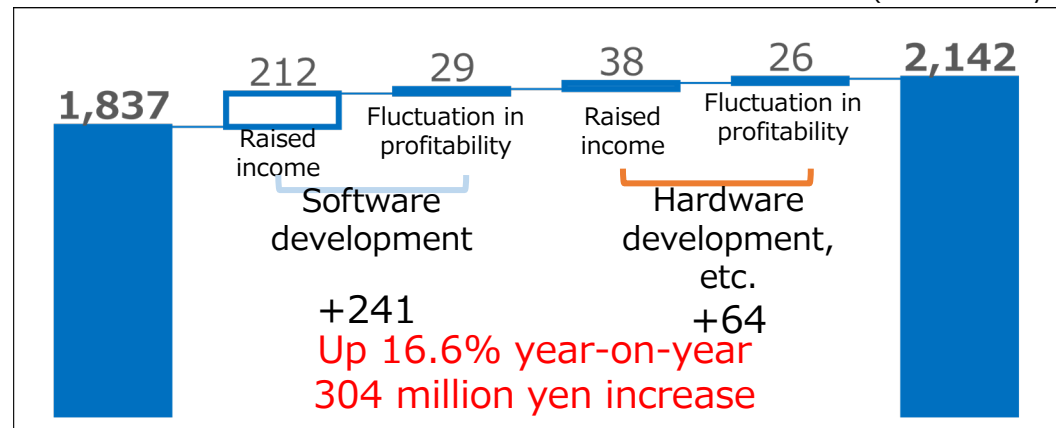
Breakdown of gross profit



(Unit: million yen)

Factors behind fluctuations in gross profit

(Unit: million yen)

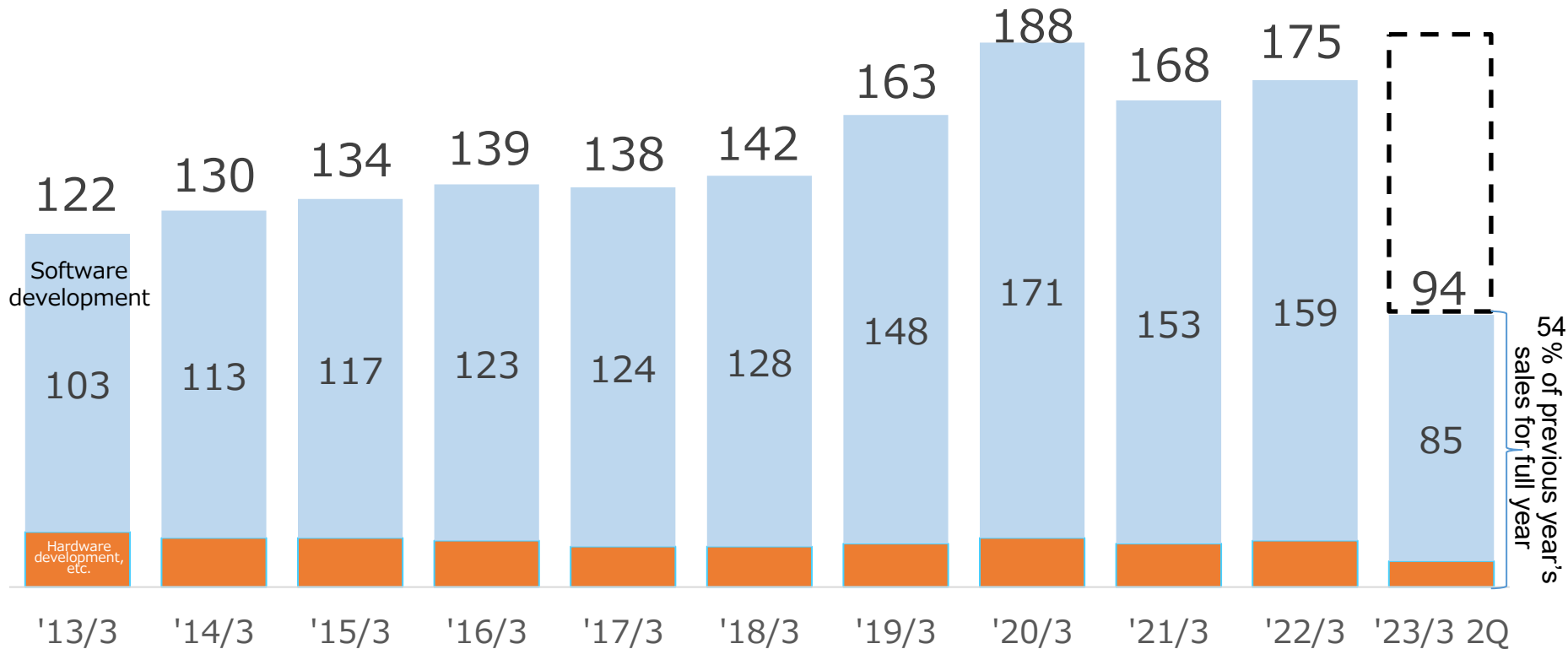


H1 FY2022

H1 FY2023

System development – Trends in net sales

(Unit: One hundred million yen)



54% of previous year's sales for full year

- Over the past 10 years, sales in the System development division increased every year through FY2020, in part due to M&A. Sales declined for the first time in FY2021 due to the COVID-19 pandemic, but began rising again the following year, FY2022.
- Net sales in H1 totaled 9,400 million yen, equivalent to 54% of the 17,500 million yen in sales posted in the full previous year.
- System development projects for customers in the financial industry, distribution industry, communications industry and space industry, which have long been areas of strength for the Group, are increasing every year, leading to higher sales for software development services.
- A software development subsidiary joined the Group in FY2019. Earnings for the two subsidiaries are also strong, contributing to earnings for the development services division overall.

End of the first half of FY2023: Consolidated Balance Sheet

(Unit: Million yen)		As of the end of March 2022		As of the end of September 2022		Change YoY	
		Amount	Constituent ratio	Amount	Constituent ratio	Amount	Percentage
	Current assets	10,701	31.9%	10,682	32.2%	(18)	(0.2%)
	Non-current assets	22,802	68.1%	22,498	67.8%	(304)	(1.3%)
	Total assets	33,503	100.0%	33,181	100.0%	(322)	(1.0%)
	Current liabilities	9,903	29.6%	9,530	28.7%	(372)	(3.8%)
	Non-current liabilities	6,295	18.8%	6,286	18.9%	(9)	(0.1%)
	Total liabilities	16,199	48.4%	15,817	47.7%	(382)	(2.4%)
	Net assets	17,304	51.6%	17,363	52.3%	59	0.3%

Total assets were down 322 million yen compared with the end of the previous fiscal year, and total liabilities fell 382 million yen.

- The decrease in total assets was due primarily to a decline in the valuation of marketable securities.
- The balance of cash and deposits at the end of September 2022 was 3,488 million yen (down 196 million yen compared with the end of the previous fiscal year), the balance of interest-bearing liabilities was 9,170 million yen (3,270 million yen in the short-term, 5,900 million yen in the long-term, up 246 million yen over the end of the previous fiscal year).
- The acquisition of tangible fixed assets, equivalent to capital investment in the Company's data centers and other, was 746 million yen (up 377 million yen over the previous fiscal year). Investments were made in expanding facilities and updating equipment, among others.

FY2023: Full-year Forecasts

(Unit: million yen)	Full-year earnings forecasts(*)	H1	Rate of progress
Net sales	33,500	16,808	50.2%
Operating income	2,640	1,059	40.1%
Ordinary income	2,770	1,074	38.8%
Net income attributable to owner of parent	1,830	648	35.4%

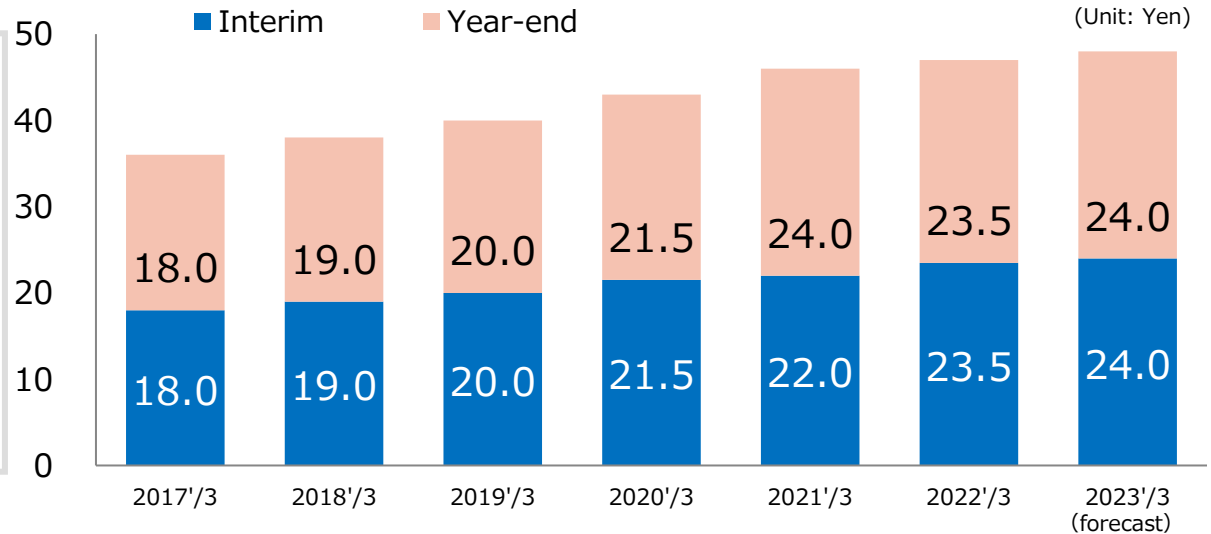
(*) Consolidated full-year earnings forecasts released on May 6, 2022

- Net sales are trending in line with initial forecasts. We expect sales to remain solid.
- The steep rise in cost of sales, primarily for electricity costs, exceeded initial forecasts. To address this, the Company is shifting to energy-saving equipment and revising prices, among other measures, to keep down cost of sales.
- In conjunction with this, we aim to achieve our full-year earnings forecasts by improving revenue through higher sales and reducing SG&A expenses, among other efforts.



Dividends for Consolidated H1 FY2023: 24 yen in dividends per share

《Dividend Policy》
Continue with stable dividends while retaining earnings to prepare for future capital demand



Annual dividends per share (Expect dividends to increase for 11 straight fiscal years)

Fiscal year ended
March 2021
(result)
46.0 yen
Interim (22.0 yen)
Year-end (24.0 yen)



Fiscal year ended
March 2022
(result)
47.0 yen
Interim (23.5 yen)
Year-end (23.5 yen)



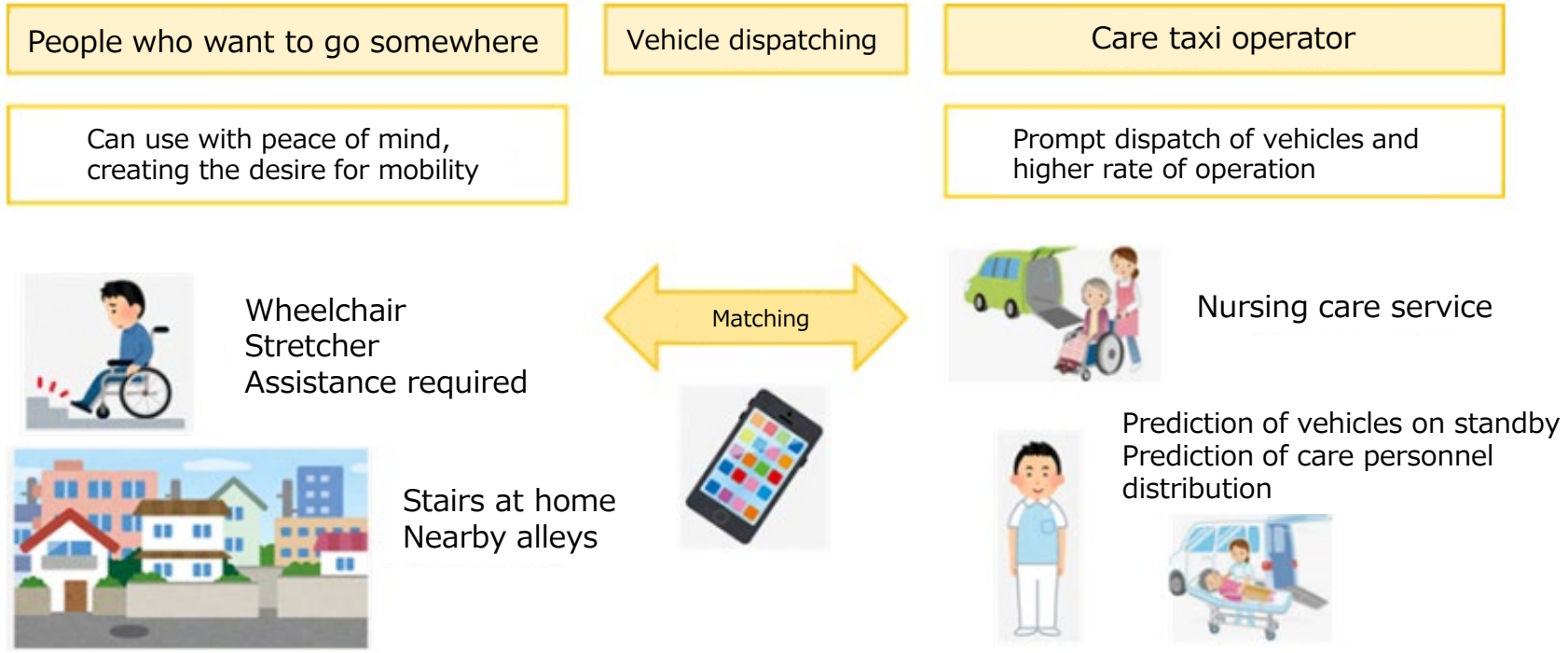
Fiscal year ended
March 2023
(forecast)
48.0 yen
Interim (24.0 yen)
Year-end (24.0 yen)



I-NET is undertaking initiatives to solve social issues through new businesses.

By building a system that optimally matches people with mobility issues with care taxi operators and enables them to make reservations and payments, I-NET aims to solve problems related to the use of care taxis and going out by people with mobility issues, as well as to create demand by expanding the needs of users.

Currently, the system is being tested in Fujisawa City and Kamakura City in Kanagawa Prefecture.

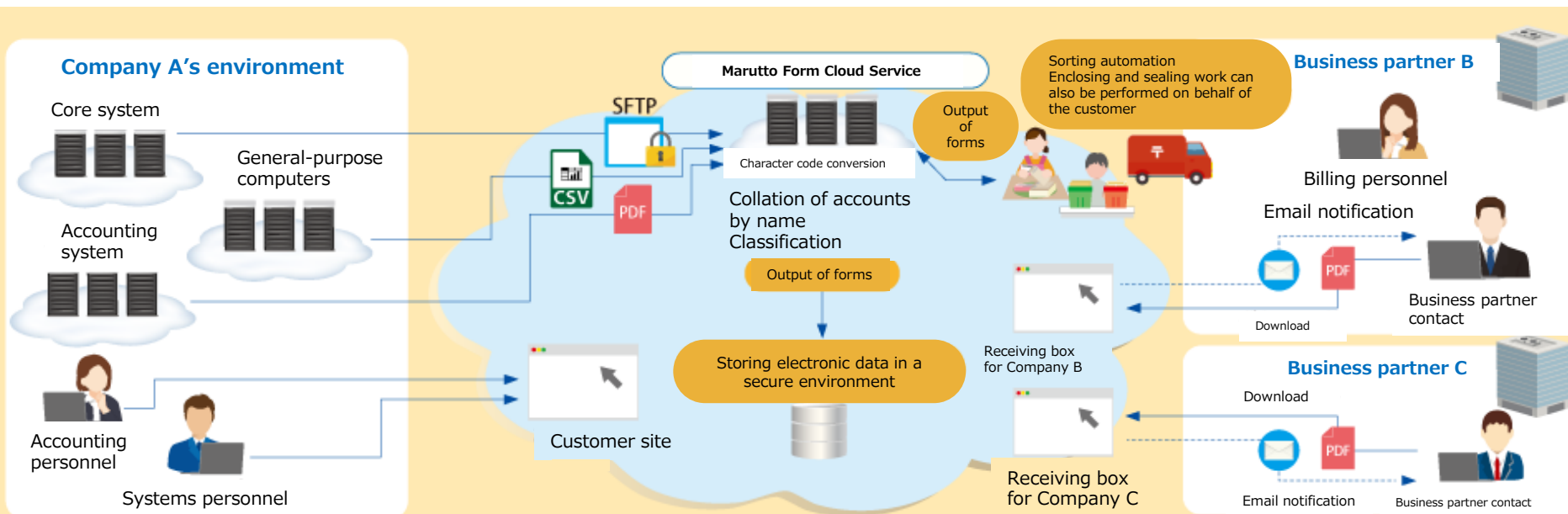


*MaaS: Mobility-as-a-Service



Launched a new form solution that can handle both paper and electronic versions of forms

I-NET has launched a new service that improves the efficiency of form work by combining our mailing service with Unirita's Marutto Form Cloud Service (a cloud service that electronically distributes forms to users).



This enables the following three points to be realized.

- Digital transformation of form work by combining the advantages of printing and electronic delivery
- Flexibility in selecting the delivery method according to the customer's timing
- Minimization of the risk of data leakage by completing processing in our data center

I-NET signs contract with Darktrace, a U.K.-based AI security company, to enhance security products



I-NET has concluded a distributorship agreement with Darktrace, a U.K.-based global leader in AI cybersecurity, to sell the Darktrace Immune System, an NDR product that uses proprietary self-learning AI technology to autonomously detect, investigate, and block all cyber threats on the network on a single platform.

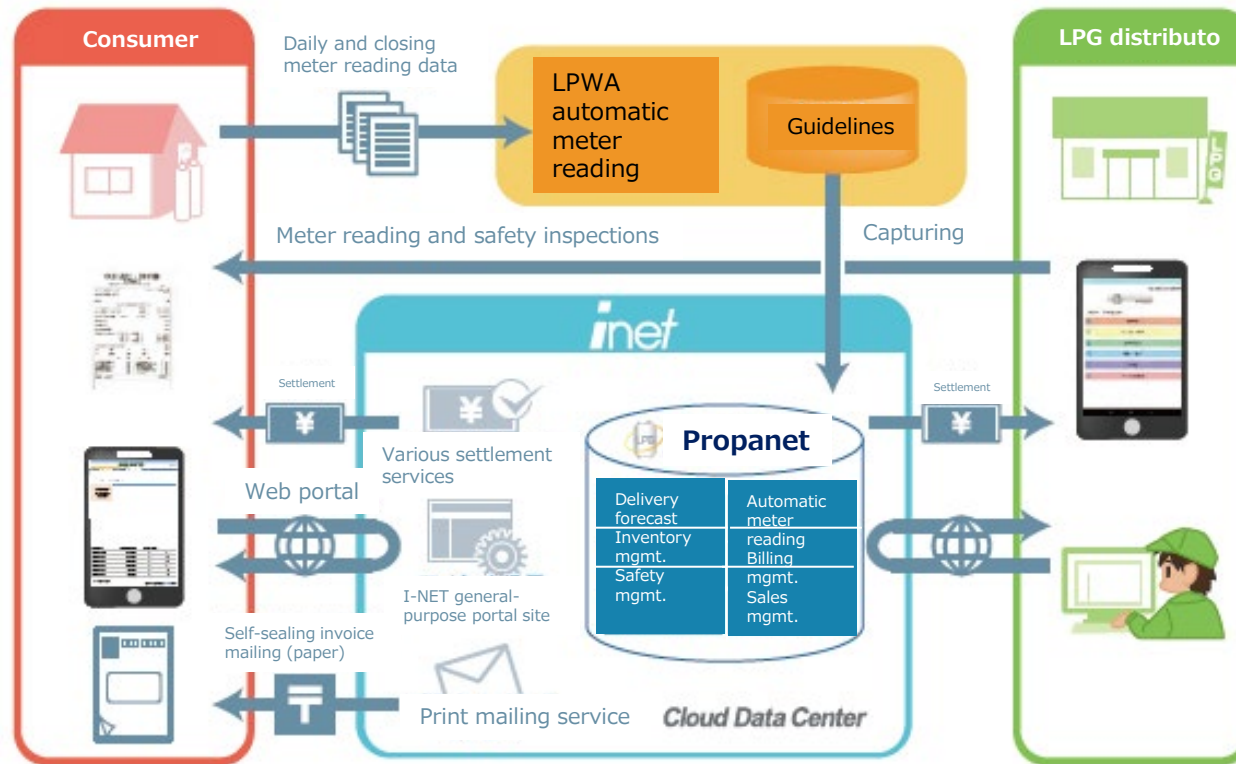
This has expanded the scope of security coverage across all industries and led to the enhancement of our security products. We will continue to provide world-class tools to support corporate security measures.

The graphic features three dark blue boxes at the top with white text: 'ENTERPRISE IMMUNE SYSTEM' (NOVEL THREAT DETECTION), 'ANTIGENA' (AUTONOMOUS RESPONSE), and 'CYBER AI ANALYST' (AUTOMATED INVESTIGATIONS). Below these is a large dark blue box with a binary background, containing the text 'AUTONOMOUS · CLOUD-NATIVE', 'DARKTRACE IMMUNE SYSTEM', and 'POWERED BY SELF-LEARNING AI'. At the bottom are six smaller boxes representing deployment environments: CLOUD (with AWS and Microsoft Azure logos), SAAS (with Salesforce, Box, and Teams logos), EMAIL (with Microsoft 365 and Google Workspace logos), ENDPOINT (with a laptop icon), NETWORK (with a network diagram icon), and OT (with a factory icon).



PROPANET smart meter business for LP gas is growing rapidly

PROPANET is I-NET's cloud-based LP gas sales management system for the LP gas retail industry. It has been well received by LP gas retailers as an ideal tool for improving operational efficiency and promoting DX.



- ✓ • Full-featured functions, such as a sending service for meter-reading slips, web portal system, safety inspection tablet terminal, and integration with various payment services, etc.
- ✓ • Effective data management at I-NET's data center, disaster countermeasures, BCP measures, etc.
- ✓ • Reduced installation and maintenance costs

From this fiscal year, we are focusing on publishing case studies of our services. By publishing case studies, we expect to improve our credibility, give customers an idea of how to use our services, and encourage customers considering service introduction to do so. We will continue to publish many more case studies in the future.

導入事例

Case

 <p>株式会社電算様 Next Generation EASY Cloud[®] 創立50周年を控え、アイネットとの連携でさらなる飛躍を目指す「電算」</p> <p>詳細はこちら ></p>	 <p>株式会社ユニタ様 Next Generation EASY Cloud[®] ユニタクラウドサービスのインフラ基盤に「NGEC」を採用</p> <p>詳細はこちら ></p>	 <p>日本工学院専門学校様 i-visible CO₂[®] 二酸化炭素濃度をリアルタイムに可視化することで教育現場の安全・安心を担保</p> <p>詳細はこちら ></p>	 <p>エバラ食品工業株式会社様 Cloud Data Center 「10年間ノードラブル」のコロケーションサービスで業務システムの大幅な強靭化を実現</p> <p>詳細はこちら ></p>	 <p>大分石油株式会社様 Web-Fleet クラウド型の石油販売業向け勘定システム導入でレガシーシステムを刷新</p> <p>詳細はこちら ></p>	 <p>アルファコンピュータ株式会社様 Next Generation EASY Cloud[®] 「GAKUENデータセンター」の基盤として「NGEC」を採用</p> <p>詳細はこちら ></p>
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Webpage for case studies:
<https://www.inet.co.jp/product/case/>



Promotion of health management

With the belief that employees are the biggest asset for management, we think that employees who are healthy both mentally and physically are the source of ongoing improvements in corporate value, and pursue health management.

We are pursuing workstyle reforms in order to create a working environment in which all employees can exercise their abilities with piece of mind.

White 500
(certified for fourth
straight year)



2022
健康経営優良法人
Health and productivity
ホワイト500

**Yokohama Health
Management
Certification 2022**
Received highest rank of AAA
(I-NET, I-NET Data Service)



Primary initiatives on health

- Declare health management
- Collaboration between HR Division, Health Support Office, and Health Insurance Union

【Promotion of employment for disabled people】

『I-NET Data Service』

A special subsidiary was established (authorized by Minister of Health, Labour and Welfare) with the aim of providing a place in which disabled people can thrive and receive support in living independently.

自立そして自律

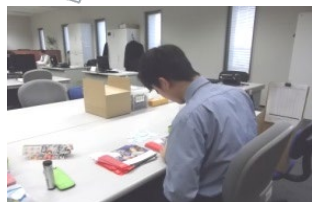


■ Primary operations

Data entry
 Scanning



Light work
 Preparation of business cards, etc.



【Childcare support website】

『Cheering on Working Moms』

“Cheering on Working Moms” was set up and is run as a search site for childcare centers that uses open data for Yokohama City.
Revamped in June 2022, and parenting blog launched.



The Inet Foundation implements ESG activities and gives back to society by supporting social activities that contribute to the development of local communities.

The foundation carries out the following projects in the Kanagawa Prefecture region.

- ① Projects to support and provide subsidies or to assess and award the sustainability and activities of organizations that carry out activities related to the following activities
 - Sound training and education of children and youth
 - Sound mental and physical development through sports
 - Improve public sanitation
 - Environmental conservation and infrastructure
 - Sound development of local community
- ② Projects needed to achieve other objectives with public benefit

The following is a summary of the support it has provided since its establishment.

- [FY2022 : 27 organizations](#)
- [FY2021 : 22 organizations](#)
- [FY2020 : 14 organizations](#)

*The Inet Foundation is a public interest foundation established by Noriyoshi Ikeda, the company's founder and chief advisor, to support and subsidize the sustainable activities of organizations engaged in social contribution activities (activities for the public interest) in Kanagawa Prefecture.

Foundation website: <https://www.inet-found.or.jp/>

Enjoy your life with information technology!



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- These materials include information such as opinions and predictions on future earnings, but this information is prepared based on the Company's assessments as of the time the materials were prepared. As a result, we do not guarantee that these projections will come to pass or be achieved, and this information may change without advance notice.
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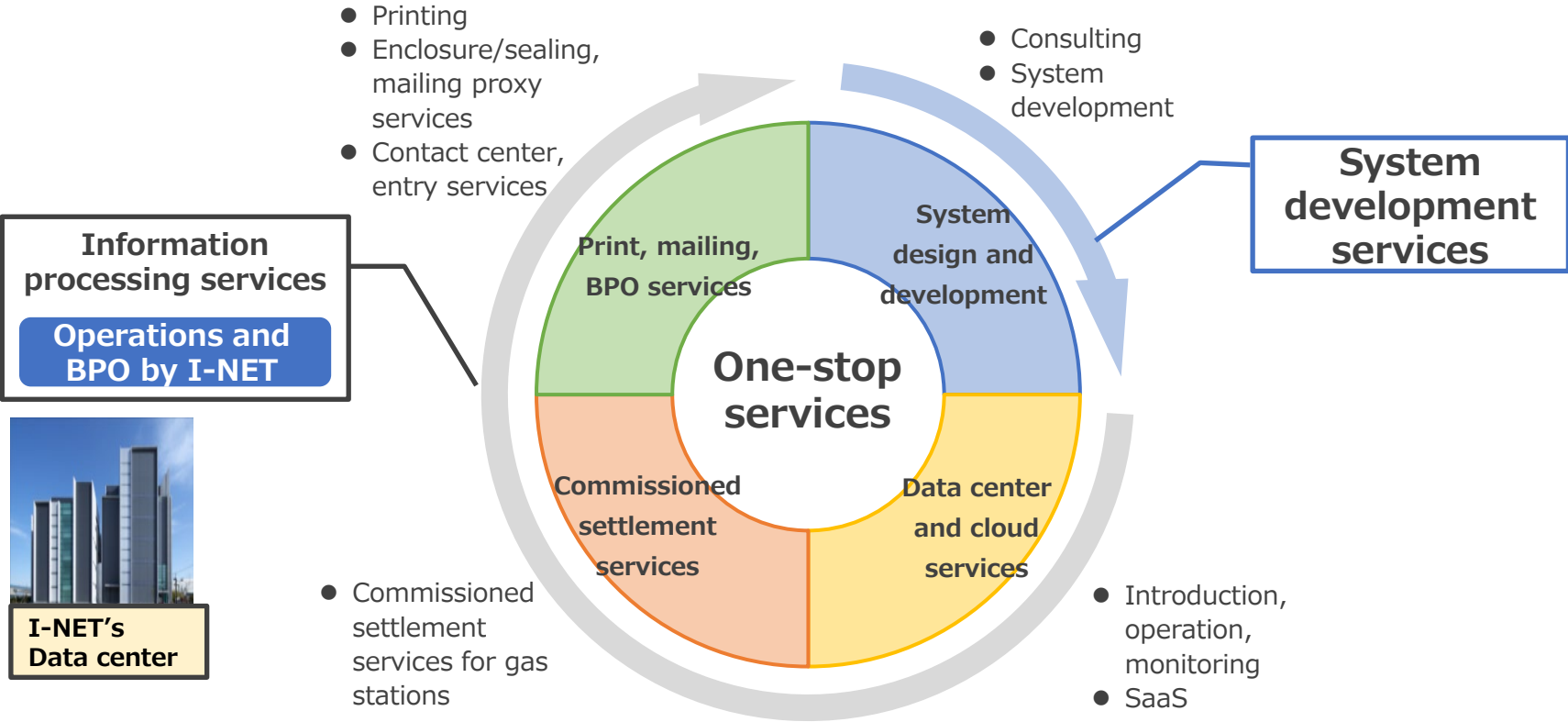


(Unit: Million yen)

	FY2022 results		FY2025 target
Net sales	31,169		37,700
Operating income	2,367		3,200
Operating income rate	7.6%		8.5%
ROE	10.1%		10% or more

- While working to boost net sales and operating income, we aim to improve the operating income rate and ROE as well.

One-stop services provided, covering everything from system development and data centers to cloud services, commissioned settlement and BPO



Operations and BPO by I-NET

Based on the expertise that we have built up at our data centers, we have accurately responded to customer needs for many years due to our thorough security and reliable operations that cover everything from data center services to BPO. I-NET does not keep this operational expertise to itself, but offers it as a service to customers.

Areas for particular reinforcement

Areas for particular reinforcement	Main initiatives	Related SDGs
<p>Promotion of customer services and R&D for the DX and New Normal eras</p>	<ul style="list-style-type: none"> • Spread and expansion of cloud services • Measures limiting contact and preventing overcrowding • Promotion of big data, AI, and IoT 	
<p>Pursuit of co-creation and innovation and value creation</p>	<ul style="list-style-type: none"> • Establishment of SDGs Promotion Office • Pursuit of projects in collaborations between industry, public and private sectors, and academia • Pursuit of business activities through foundations and special subsidiary companies 	
<p>Diversification and advancement of human resources, improved productivity</p>	<ul style="list-style-type: none"> • Employee skill development • Diversity promotion • Support with career development • Promotion of workstyle reforms 	
<p>Appropriate management of business portfolios in the service deployment model, improved corporate value</p>	<ul style="list-style-type: none"> • Promotion of one-stop model through I-NET's own data centers • Reinforcement of stock business 	

Business strategy by service

Information processing services	Data center and cloud services	<ul style="list-style-type: none"> ● Pursuit of a broad range of services, from infrastructure management and system operations to business operations ● Full support for move to the cloud, tailored to customer ● Expansion of new services (security, storage, etc.) ● Energy-saving services provided with high-efficiency, low-power-consumption server storage
	Commissioned settlement services	<ul style="list-style-type: none"> ● Strengthen pursuit of DX for oil wholesalers and trading firms (propose measures to improve operational efficiency, etc.) ● Expand services to major dealerships (regulation response, increased use of ASP) ● Expand customer base (increase services to SS, expand services to LPG industry)
	Printing, mailing, and BPO services	<ul style="list-style-type: none"> ● Promotion of consulting on better operational efficiency (hybrid of electronic and paper) ● Multifaceted services (collaboration with cooperating entities – BPO, delivery services, etc.) ● Upgrade facilities to enhance quality and volume of operations, and run operations efficiently
	System development services	<ul style="list-style-type: none"> ● Strengthen services for financial institutions ● Reinforce deployment of services for sales management system and IoT platforms ● Strengthen cooperation in space and satellite business and I-NET's services

Information processing services

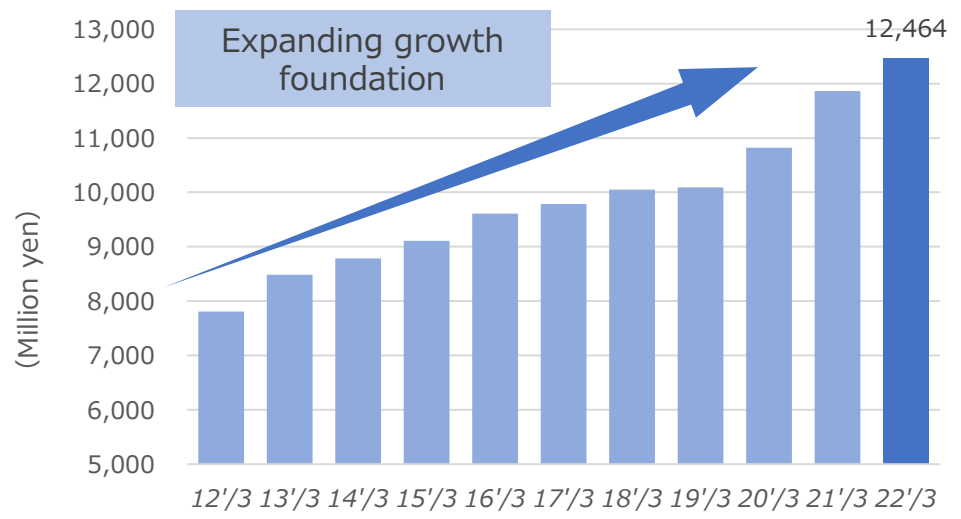
Service breakdown

- Cloud services
- Data center services

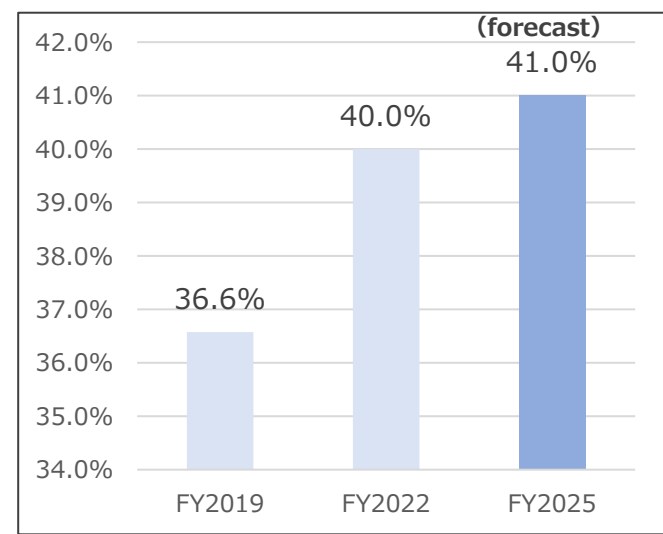
- Commissioned settlement (gas stations)

- Printing, mailing
- BPO services

● Trends in net sales



● Percentage of company's total net sales (consolidated)

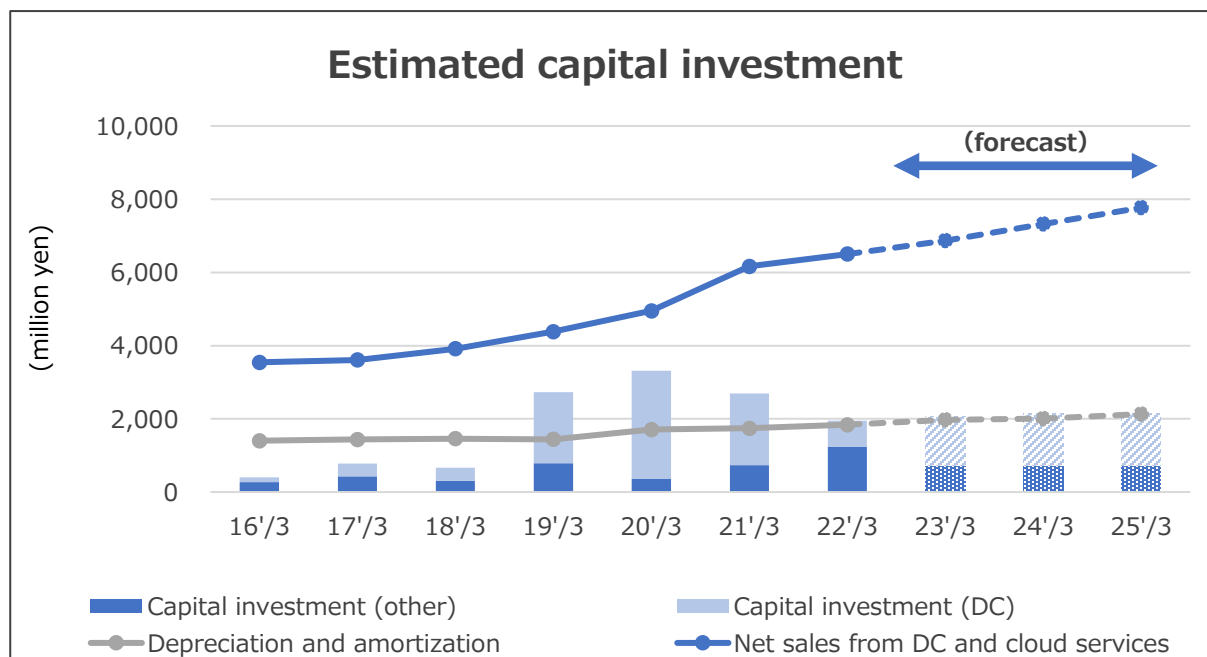


- A **fixed amount** posted to net sales **each month**
- Contracts carry on into the **next fiscal year and beyond**
- **Stock business = information processing service**

- **Growth foundation** with ongoing sales
- Increase in net sales and income per person

Capital investment

- Reinforce and make capital investments as social infrastructure, primarily the data centers that are the hub for our services.
- In FY2019–FY2021, in addition to customers’ use of data centers, facilities were augmented.
- We will continue augmenting centers from fiscal 2022 as cloud services expand.
- We are considering establishing new data centers.



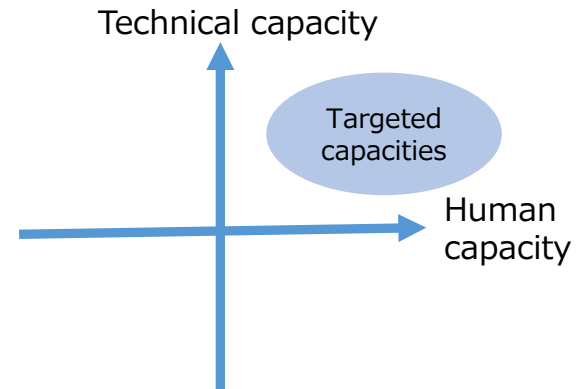
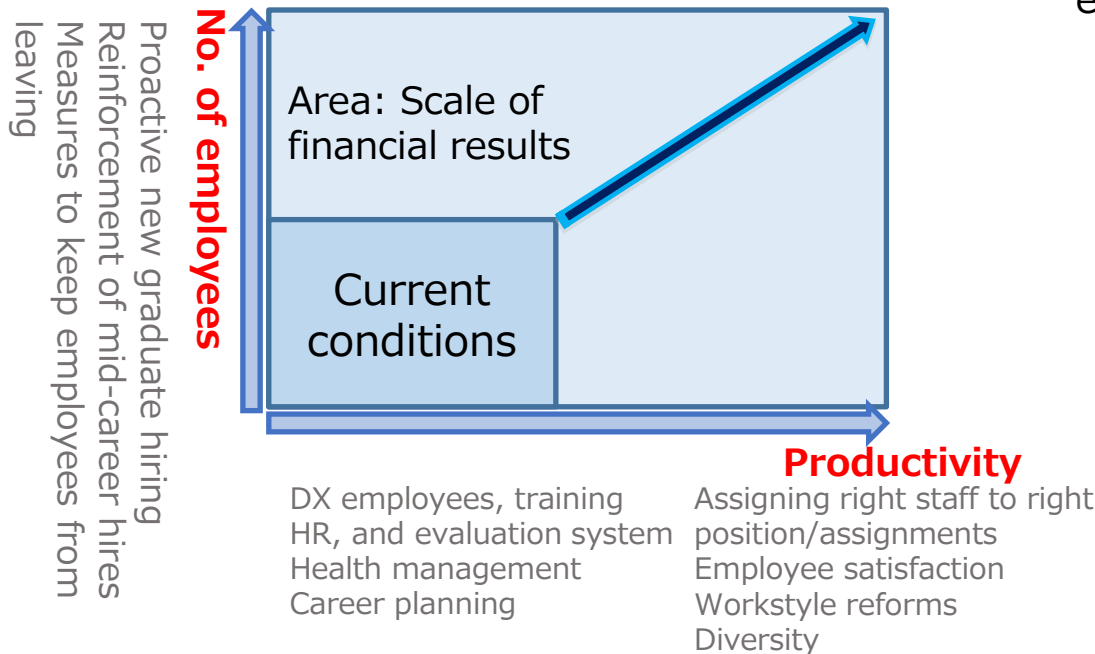
Reinforce human capital: Policies

- Policies

With the belief that employees are the most important asset for management, we have established an equitable HR system that leads to higher motivation for employees in their work and that enables both the company and employees to grow. This will facilitate our aim to become a company that supports the enjoyment of life with information technology.

- Expanded growth on the scale of earnings achieved with HR investment
Targeting sustainable growth with a view to improving productivity and increasing number of employees

- Ideal for IT staff
 - Cultivate technical capacity and human capacity that are trusted by customers
 - All generations, from the young to the elderly, can perform well



HR training, development

- Train advanced DX staff (AI, data science, etc.)
- Train young people early (new hire training with one year of support)
- Provide opportunities for learning (joint research with industry, academia, university for older adults, e-learning)
- Raise third-party assessments of technicians by encouraging them to earn certifications

Workstyle reforms

- Encouragement to use telework
- Review of office layout (no designated space in office, etc.)
- DX shift for internal systems, paperless office, improvements to productivity
- Consider lifting ban on side jobs



(Updates to development hubs)

Diversity and inclusion

- Activities by Diversity Promotion Office
- Continue to proactively hire female employees (40% of new hires are women)
- Hire a diverse range of employees, such as foreign nationals and people with disabilities
- Continue to earn Eruboshi and Kurumin certification
- Pro-active appointment of female managers



Health management

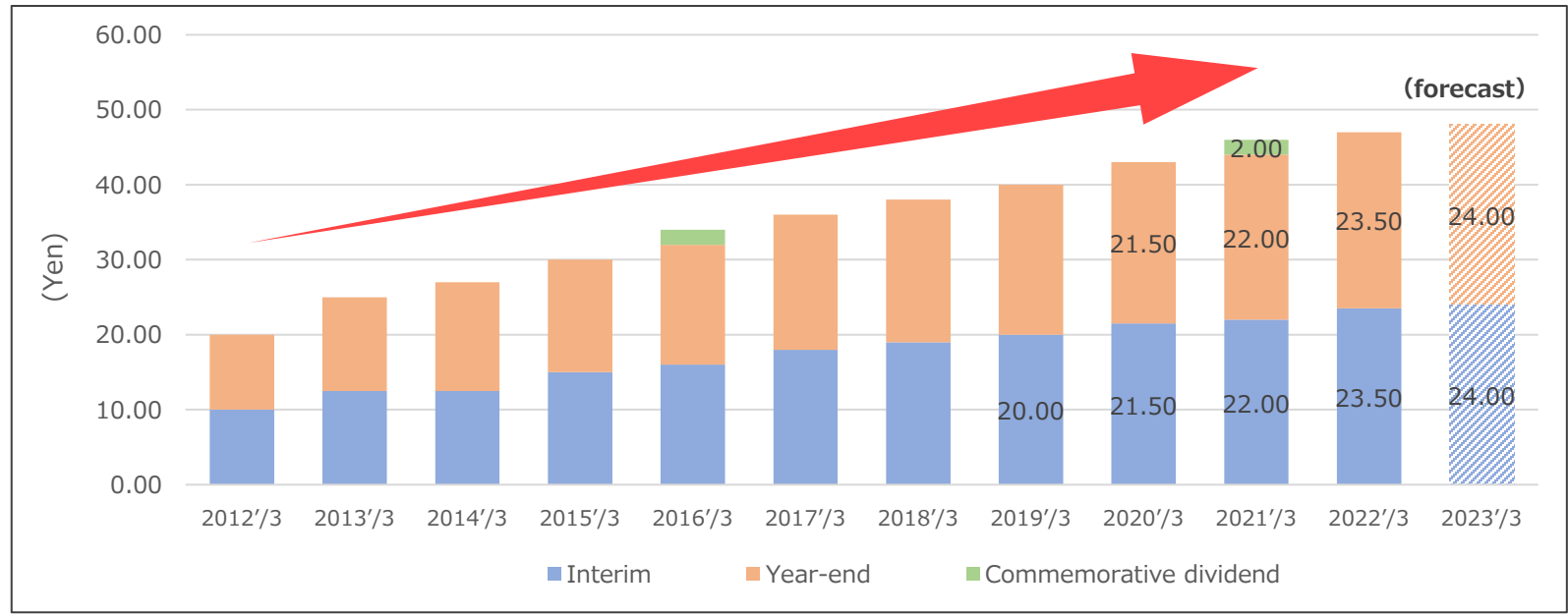
- Continue to reach a 100% uptake rate for regular healthcare visits
- Collaborate with the health insurance association to increase uptake rate for specific health guidance
- Continue to hold sports competition and support for after-school activities
- Continue earning White 500



We aim to continue increasing dividends while retaining earnings to prepare for future capital demand and growth investment.

● **Dividends paid (FY2011–FY2021)**

- Dividends increased for 11 straight fiscal years (forecasted)
- 2 yen dividend to commemorate 45th anniversary of founding in FY2015 and to commemorate 50th anniversary in FY2020





Overview of Company

As of April 1, 2022

- Company name: I-NET Corp.
- Founded: April 22, 1971
- Headquarters: 3-3-1 Minatomirai, Nishi-ku, Yokohama
- Capital: 3,203 million yen
- Founder: Noriyoshi Ikeda, Founder Supreme Adviser
- Representative Director and Executive President: Mitsuru Sakai
- Subsidiaries: IST-Software Co., Ltd.
Software Control Co., Ltd.
I-NET DATA SERVICE CORP.



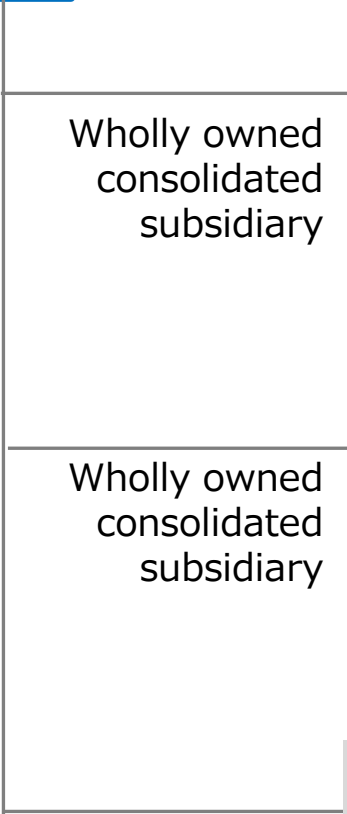
- Number of employees: 1,752 (consolidated) 1,015 (non-consolidated)
- Offices, branches and data centers
Tokyo office, Sapporo branch, Sendai branch, Chubu branch, Osaka branch, Chu-Sikoku Branch, Fukuoka branch, No. 1 Data Center, No. 2 Data Center

Overview of Company


inet *I-NET Corp.*

As of April 1, 2022
Net sales as of FY2022

Net sales : 22,595 million yen
Employees: 1,015



ist IST-Software Co., Ltd.
Business : System development services
Net sales : 6,790 million yen
Employees: 486

 **Software Control Co., Ltd.**
Business : System development services
Net sales : 2,213 million yen
Employees: 251

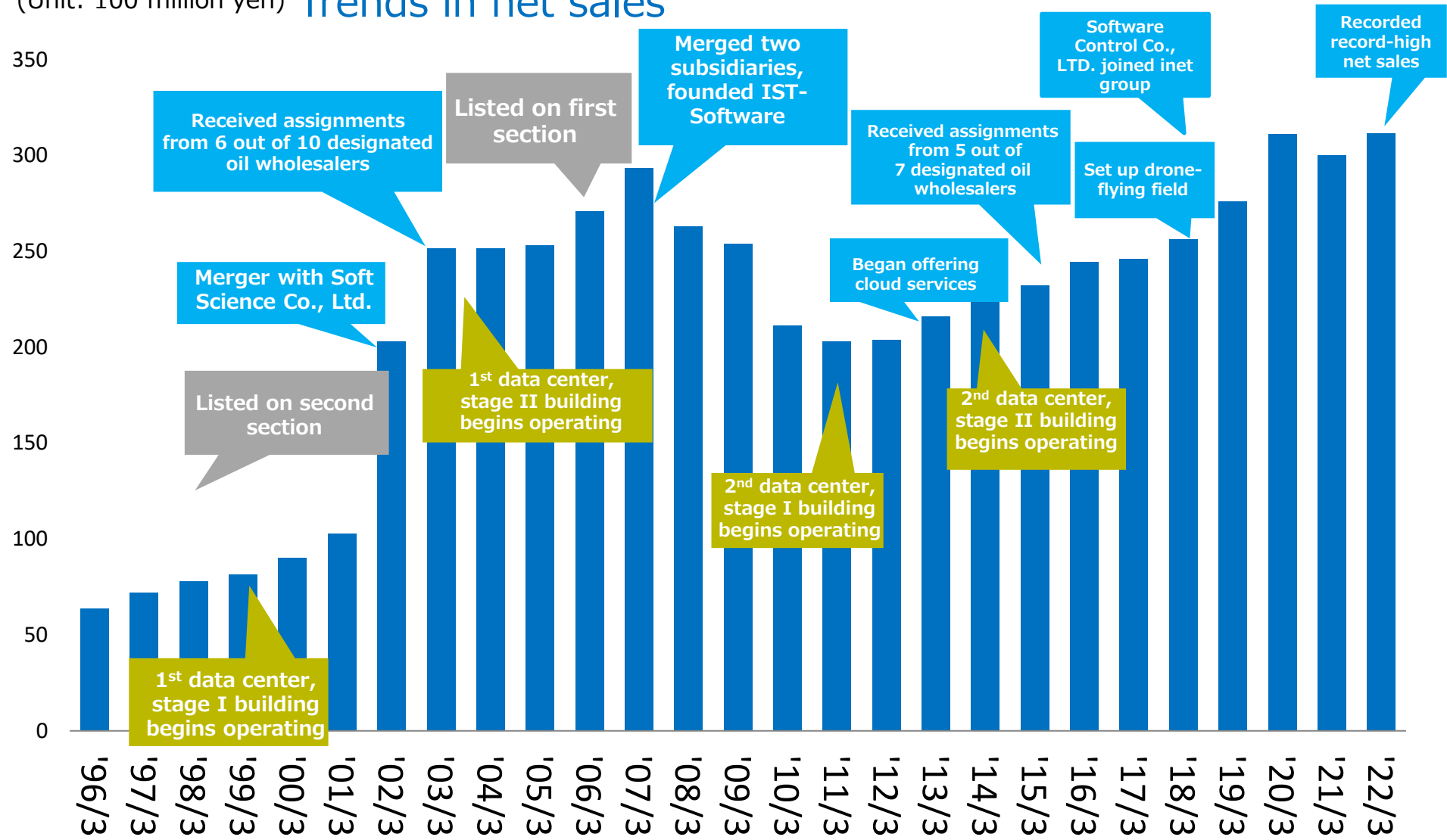
I-NET DATA SERVICE CORP.
Business : Office work services
Net sales : 71 million yen
Employees: 23

Consolidated Net sales : 31,169 million yen
Consolidated employees : 1,752

100% non-consolidated special subsidiary company

History

(Unit: 100 million yen) Trends in net sales



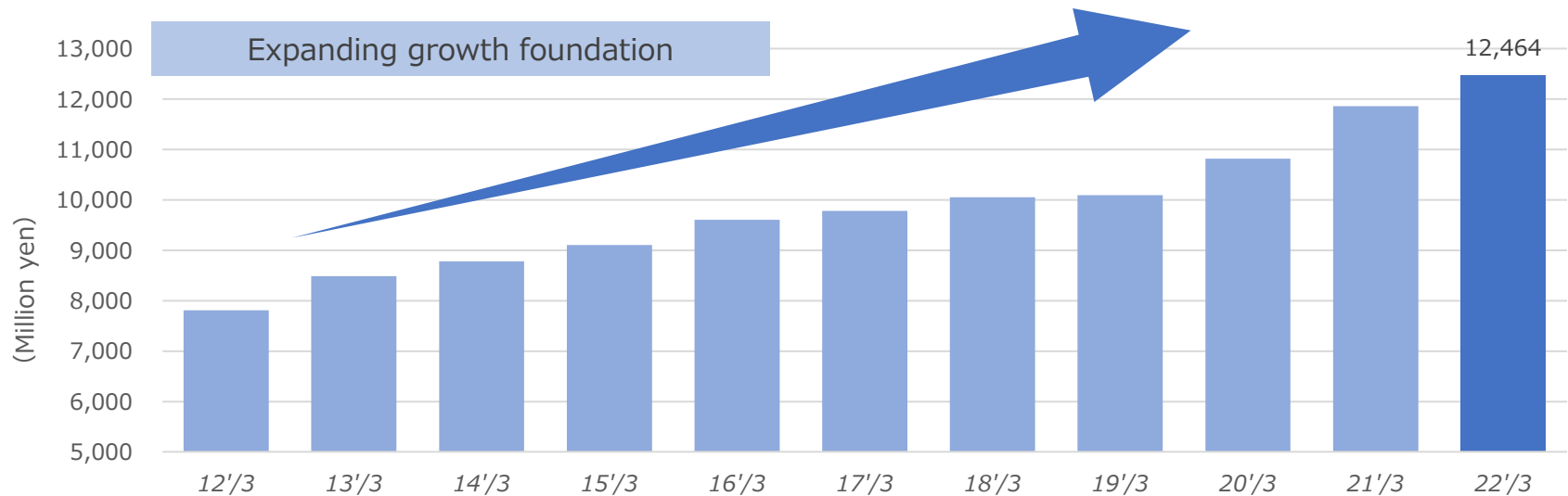
Service breakdown

- Cloud services
- Data center services

- Commissioned settlement (gas stations)

- Printing, mailing
- BPO services

● Trends in net sales of the past 10 years



- A **fixed amount** posted to net sales **each month**
- Contracts carry on into the **next fiscal year and beyond**
- **Stock business = information processing service**

- **Growth foundation** with ongoing sales
- Increase in net sales and income per person

Data center services

Telework support

VIDAAS[®]
Private Cloud Desktop as a Service
Remote desktop

Cloudstor[®]
Private Cloud HDFS Storage Service
File sharing

 **ChatLuck**
Business chat



Cloud services

Next Generation
EASY Cloud[®]
Cloud infrastructure

名刺バンク2
Business card management



No. 1 Data Center (Yokohama)

Total floor area of approximately 9,000 m²



No. 2 Data Center (Yokohama)

Total floor area of approximately 13,000 m²

We have provided data processing services for gas stations (SS) nationwide since founding.



Top-ranking share of the domestic market

Support SS at seven branches nationwide (Sapporo, Sendai, Tokyo, Nagoya, Osaka, Chugoku & Shikoku, Fukuoka)
 We have a relationship with approximately 30% of all SS based on over 50 years of results

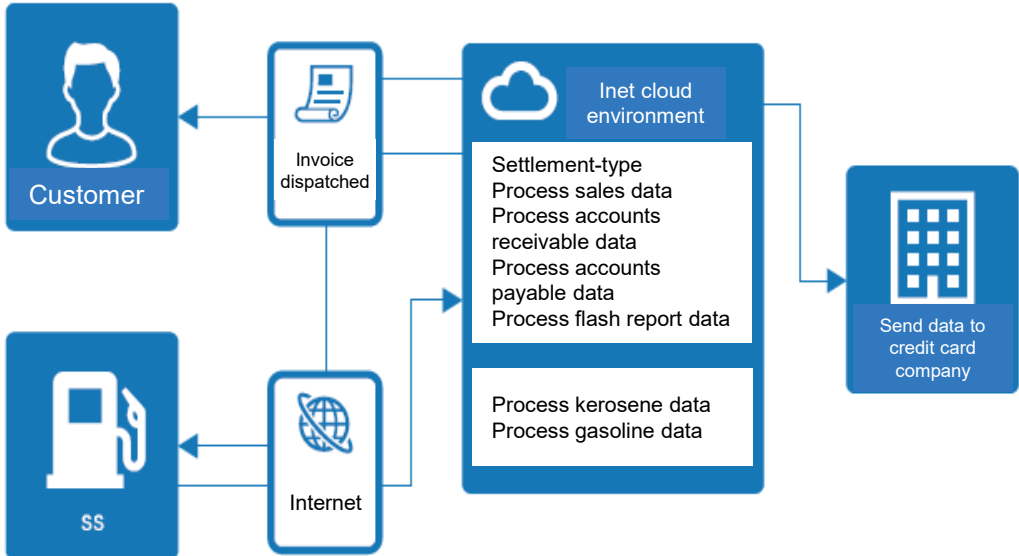
Designated as a processing agent by wholesalers and trading firms

We provide account / credit processing systems for SS affiliated with oil wholesalers (ENEOS, Idemitsu Showa Shell, Kygnus Sekiyu, Taiyo Oil) and trading companies (Itochu Enex, Mitsubishi Corporation Energy, Marubeni Energy, San-Ai Oil)

Stock business supporting many years of growth

Our petroleum sales settlement service has a long track record and is used by many SS, generating stock growth through monthly fees

(Overview of processing services)



- Support for building wholesaler settlement systems
- Credit processing
- Support for building wholesaling systems
- Support for building gas systems
- Settlement systems support, etc.

Expanding stock business

- Developed public-sector card system
- Service for propane gas business
- inet Hikari

We support the digital transformations of many customers through the trusting relationships we have built up over the years in fields such as operational application development, package software development, data services, AI services, embedded control systems, and space development.



Finance



Petroleum and gas



Retail and distribution



Space



Manufacturing



Architecture and real estate



Railways and transportation infrastructure



Medicine

We provide a wide variety of proposals tailored to our customers' needs, as well as support that will reduce their costs and drive new growth.



Distribution industry:
Higher operational
efficiency and lower costs



Construction industry:
3D simulator



Food manufacturing industry:
Operational consolidation, visualization



Communications industry:
Modernization

Enjoy your life with information technology!



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