



**I-NET Corp.**

Financial Results Briefing for the Fiscal Year Ended March 2023

May 24, 2023

## 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>	Financial Results Briefing for the Fiscal Year Ended March 2023	
<b>[Fiscal Period]</b>	FY2023 Annual	
<b>[Date]</b>	May 24, 2023	
<b>[Number of Pages]</b>	33	
<b>[Time]</b>	16:30 – 17:11 (Total: 41 minutes, Presentation: 39 minutes, Q&A: 2 minutes)	
<b>[Venue]</b>	Webcast	
<b>[Venue Size]</b>		
<b>[Participants]</b>		
<b>[Number of Speakers]</b>	3	
	Mitsuru Sakai	Representative Director and Executive President
	Tomomichi Saeki	Director and Senior Managing Executive Officer
	Naokatsu Uchida	Director and Managing Executive Officer

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# Presentation

**Moderator:** Thank you very much for taking time out of your busy schedule today to join us for the presentation and live-streaming of the financial results of I-NET Corp. for the fiscal year ended on March 31, 2023. We will begin the financial results briefing immediately.

First of all, I would like to introduce today's attendees. This is Sakai, Representative Director and Executive President of I-NET.

**Sakai:** My name is Sakai. Thank you for your cooperation.

**Moderator:** Next is Saeki, Director and Senior Managing Executive Officer.

**Saeki:** My name is Saeki. Thank you for your cooperation.

**Moderator:** And this is Uchida, Director and Managing Executive Officer.

**Uchida:** My name is Uchida. Thank you for your cooperation.

**Moderator:** I will now continue with an explanation of today's flow. First of all, Mr. Sakai will explain the financial results. This will be followed by a Q&A session.

Please note that due to time constraints, we may not be able to answer all questions today. We appreciate your understanding in advance.

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

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**Sakai:** Hello, everyone. My name is Sakai, President of I-NET. Thank you very much for attending our financial results presentation. The event will be held online today. Thank you for your cooperation.

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I will now begin my explanation of the financial results for the fiscal year ended on March 31, 2023. The first half of today's presentation is a summary, providing an overview of our business performance for the fiscal year ended March 31, 2023. After that, I will explain the situation by service, dividends, and the forecast for the current fiscal year ending March 2024. In the second half, we will explain about our ESG/SDGs management.

## 業績サマリー



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### 売上高は、前期比大幅な増収、過去最高を達成

- 情報処理サービスは前期より引き続き順調。SaaS向けクラウドサービス収入増に加え、プロパンガス向け販売管理プラットフォーム好調、メールサービス復調。
- 新型コロナウイルス収束により、システム開発が大幅増。

### 営業利益は、電気料金の高騰に伴う原価高が響き、前期比減益

- 電気料金高騰による原価高、設備投資に伴う償却負担増により売上総利益は伸び悩み、前期並み。
- 営業利益は、原価高に加え、人件費増（給与引上げ）など販管費増も響き、減益。

### 当期純利益は特殊要因も加わり減益

- 営業外収支は前期比△128百万円（助成金収入86百万円減など）。
- 投資有価証券評価損79百万円、不動産処分に伴う固定資産売却損・除去損69百万円、損害賠償金43百万円など、特殊要因により当期は特損が増加。

### 株主還元

- 2023年3月期配当は年間1株当たり48円を実現。
- 2024年3月期配当は年間1株当たり52円に増配。
- 株主優待も拡充、9月末100株保有から優待（50円QUOカードPay）の対象に変更。

注）金額は小数点以下切り捨て、前期比増減率は小数第2位まで四捨五入。

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Let me begin with a summary of our business performance. This is the performance summary for the fiscal year ended on March 31, 2023.

As you can see from the figures, sales were JPY34,988 million, up 12.3% from the previous year. Operating profit was JPY2,129 million, down 10.1% from the previous year. Net income attributable to the parent company amounted to JPY1,343 million, down 20.7% from the previous year. Net sales increased significantly from the previous year, reaching a record high, but profits declined due to high cost of sales caused by soaring electricity prices.

I would like to explain the factors behind the sales growth. In addition to an increase in cloud service revenues, information processing services performed well, as did various services for the energy industry. Mailing services, which had been performing poorly over the past few years, are also recovering. System development services performed well, with an increase in projects due to the convergence of behavioral restrictions caused by the new type of COVID-19.

I will now explain the factors behind the decrease in operating profit. Gross profit for the period remained at the same level as the previous year due to soaring electricity rates and an increased depreciation burden associated with capital investment. In addition, an increase in SG&A expenses due to a salary review and other factors resulted in a 10.1% YoY decrease in operating profit to JPY2,129 million.

Net income attributable to owners of the parent company decreased 20.7% from the previous year to JPY1,343 million, due in part to extraordinary losses resulting from a decrease in subsidy income and a write-down of investment securities.

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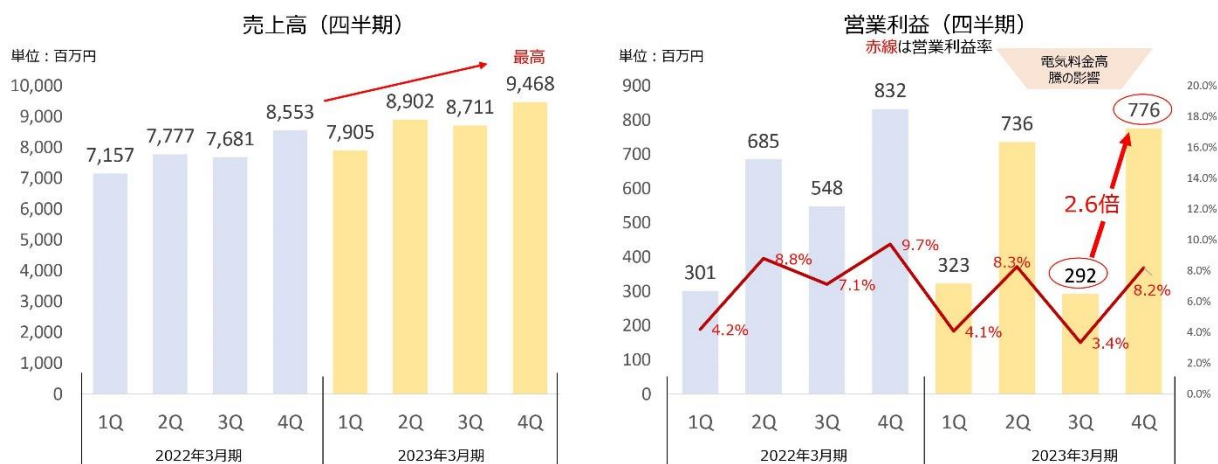
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Next, I will explain dividends. The annual dividend per share for the fiscal year ended March 31, 2023, is JPY48 per share. In the current fiscal year, ending March 2024, we plan to pay an annual dividend of JPY52 per share.

## 四半期業績サマリー



2023年3月期第4四半期：売上高は過去最高、営業利益は前年同期並みまで回復

- 2022年中頃より電気料金が高騰、3Q損益への影響は特に大きく、3Q四半期営業利益が大きく落ち込む。
- 4Q以降、情報処理サービスの価格見直しが進んでおり、収益性が改善（営業利益率3Q：3.4%→4Q：8.2%）。

注) 金額は小数点以下切り捨て、営業利益率は小数第2位まで四捨五入。

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Next, I will explain our quarterly results for the fiscal year ended on March 31, 2023. For comparison purposes, the figures are shown side by side with those for the fiscal year ended on March 31, 2022.

Net sales increased YoY in all quarters.

Operating profit was higher in both Q1 and Q2 of the fiscal year ended on March 31, 2023 than in the same periods of the previous year. However, operating profit in Q3 fell sharply, strongly affected by higher electricity prices. Since Q4, operating profit has picked up significantly due to the success of measures such as price increases and the introduction of energy-saving equipment.

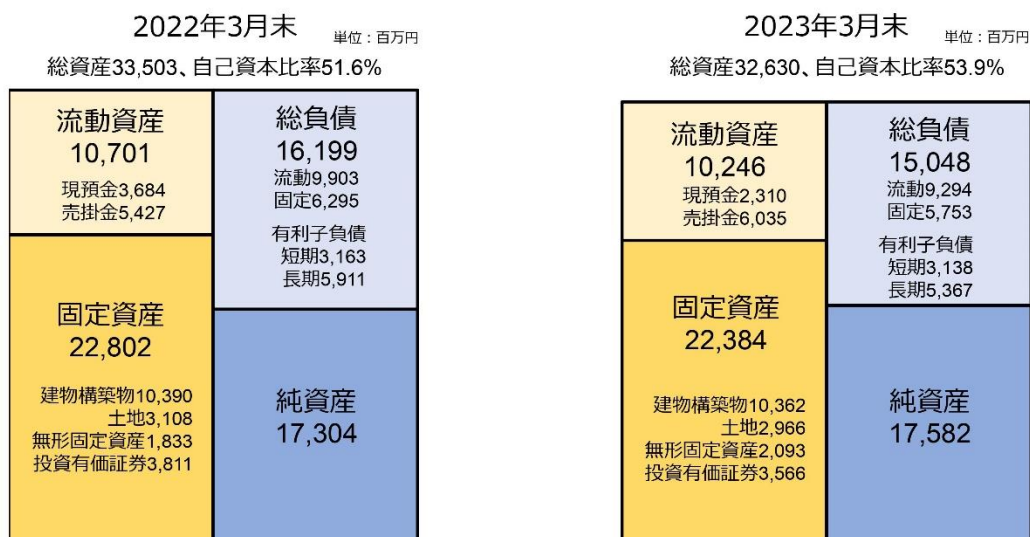
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## 連結貸借対照表サマリー



注) 金額は小数点以下切り捨て、自己資本比率は小数第2位まで四捨五入。

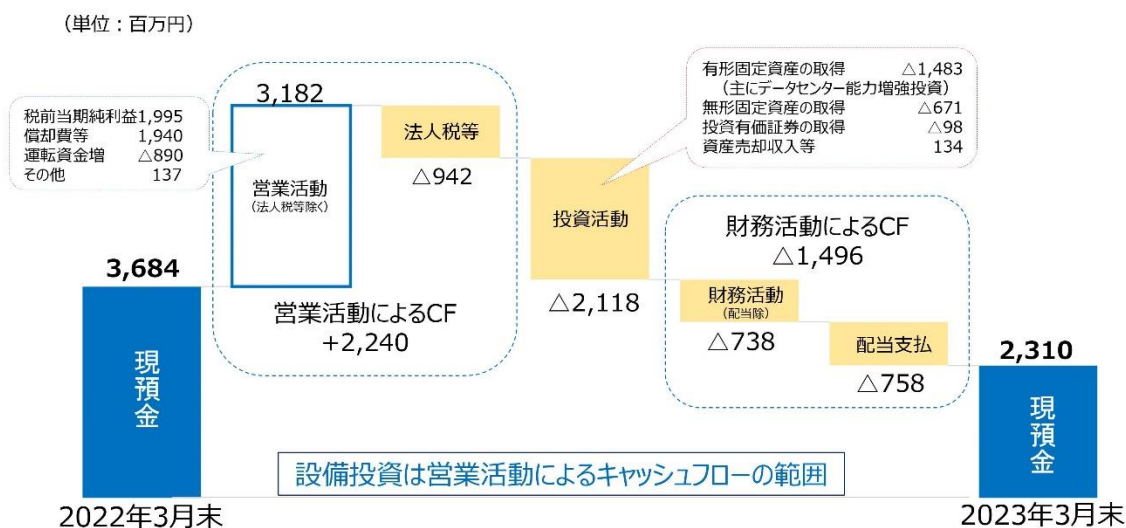
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Next, I will explain the consolidated balance sheet.

Total assets on March 31, 2023 amounted to JPY32,630 million, down JPY873 million from the end of the previous fiscal year. The main reason for the YoY decline in total assets was a decrease in cash and deposits to finalize the valuation of securities holdings and reduce interest-bearing debt.

## 連結キャッシュフローサマリー



注) 現預金残高は小数点以下切り捨て、内訳は原則小数点以下四捨五入。

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I will explain the consolidated cash flow.

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Cash flow for FY2023 is JPY3,182 million from operating activities. This amount is matched by income tax payments of JPY942 million and capital expenditures of JPY2,118 million.

The capital investment of JPY1,483 million in property, plant, and equipment in the investment activity breakdown is related to the capacity expansion of the data center.

In terms of cash flow from financing activities, cash outflow of JPY1,496 million was mainly due to repayment of interest-bearing debt and dividend payments, which corresponded to a decrease in cash and cash equivalents compared to the previous year.

## 情報処理サービス

### データセンター・クラウドサービス

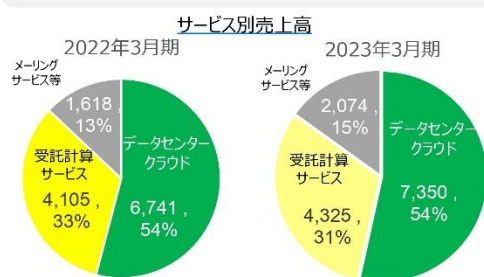
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- ✓ 法人(SaaSなど)向けクラウドサービス
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- ✓ プロパンガス業者向けスマートメーター対応の課金決済プラットフォーム (ブランド名「プロバネット」)

### メーリングサービス

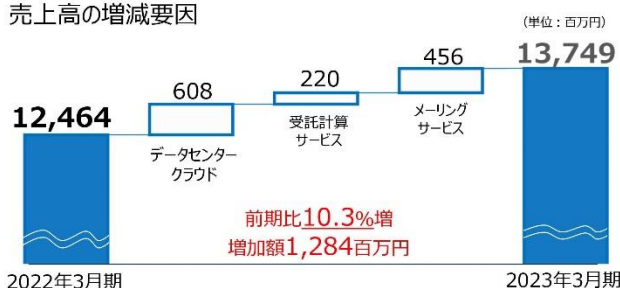
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- ✓ 印刷物とメールのハイブリット配信サービス



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### 売上高の増減要因



### 売上総利益の増減要因



注) 金額は小数点以下四捨五入、合計と内訳、増減が一致しないことがあります。前期比増減率は、小数第2位まで四捨五入。

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We will now explain the situation by service.

First, we will explain the composition and the factors behind the increase or decrease of net sales and gross profit for information processing services for this consolidated cumulative period. Information processing services consist of data center and cloud services, commissioned calculation services for gas stations, and mailing services.

Please refer to the pie chart in the lower left-hand corner of the page. It shows the composition of sales of information processing services. For the fiscal year ended on March 31, 2023, data center and cloud services accounted for 54% of total sales of JPY7,350 million, or 54% of information processing services. Similarly, commissioned calculation services for gas stations accounted for 31% at JPY4,325 million and mailing services for 15% at JPY2,074 million.

Please refer to the bar graph in the upper right corner of the page. It describes the factors that may cause an increase or decrease in sales of information processing services. During the period under review, we secured revenue growth in all three services.

Please refer to the bar graph in the lower right-hand corner of the page. The graph shows the factors that contributed to the increase/decrease in gross profit for information processing services by service type. In data center and cloud services, gross profit declined JPY666 million from the previous year due largely to a

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JPY704 million decrease in factors of fluctuation in profitability. This was mainly due to higher electricity prices. Commissioned calculation services and mailing services secured an increase in profit from the previous year, mainly due to the effect of increased revenues.

## システム開発サービス

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- ✓ 宇宙関連システム開発・請負、検査／試験、運用／評価解析
- ✓ 流通産業、一般法人、製造業向けシステム開発・請負
- ✓ セキュリティ関連システム導入・開発・請負
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- ✓ 組込制御関連システム開発・請負

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- ✓ クレジット決済システム（i-Gateway）Pos運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

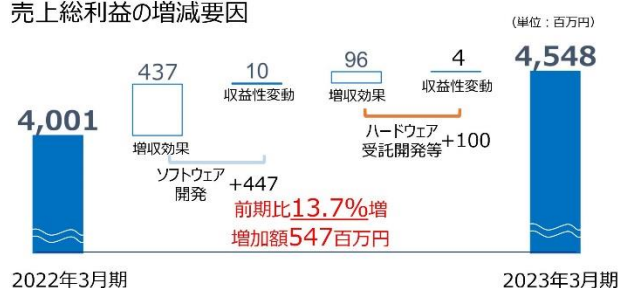
売上高（百万円）	2022年3月期	2023年3月期	増減率
ソフトウェア開発	15,902	17,852	12.3%
ハードウェア他	1,609	1,954	21.5%



### 売上高の増減要因



### 売上総利益の増減要因



注) 金額は小数点以下四捨五入、前期比増減は小数第2位まで四捨五入。

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

System development services consist of two components, including software development outsourcing business and hardware development outsourcing business. Software development outsourcing business accounts for about 90% of sales.

Please refer to the bar graph in the upper right corner of the page. Changes in net sales of system development services are shown by service. Both of the two services have increased revenues.

Next, I will explain gross profit. Please refer to the bar graph in the lower right-hand corner of the page. Factors contributing to the increase/decrease in gross profit are described by service.

Software development outsourcing business increased by JPY447 million. The increase in profits due to higher revenues contributed to the increase. Hardware development outsourcing business and other businesses also secured an increase in profit.

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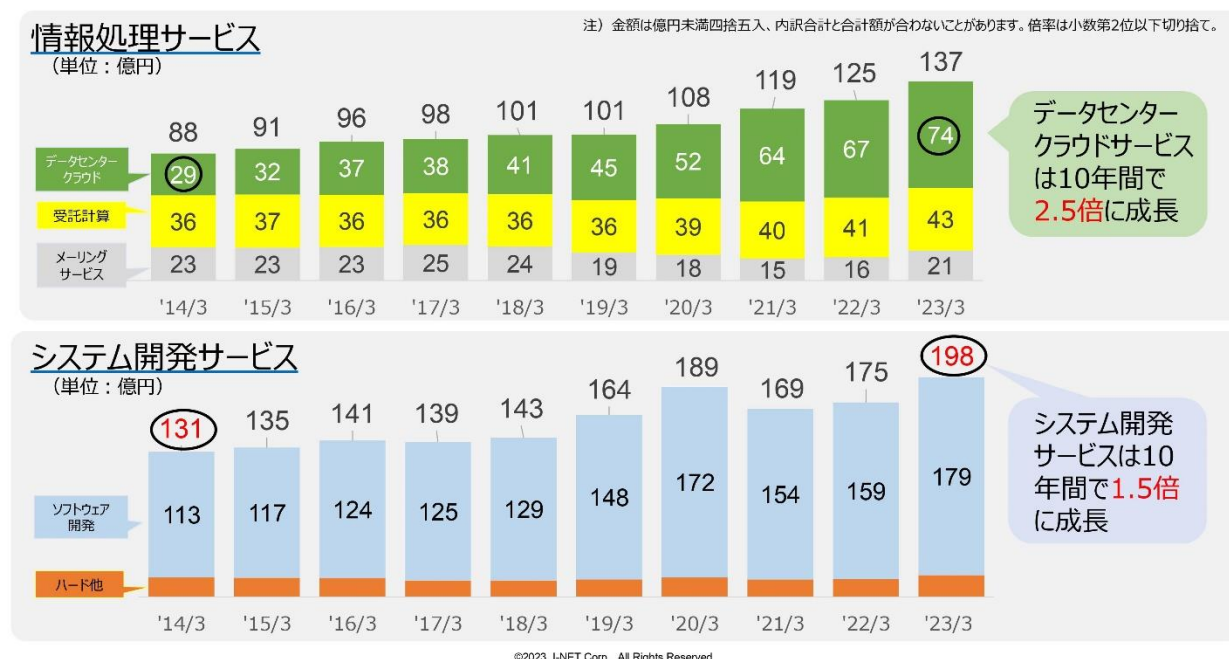
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## サービス別売上高の推移



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I would like to explain the trends in sales of our two main services over the past 10 years, as explained above.

The Company has maintained an upward trend in revenues, with subscription-based information processing services generating stable revenues that are less susceptible to economic fluctuations, while pay-per-use-based system development services add to revenues by capturing economic waves. Revenues from subscription-based and pay-per-use-based businesses complement each other and balance each other to generate overall revenues.

We will explain our information processing services. For the past 10 years, we have maintained a consistent increase in revenues. While mailing services and other services are experiencing declining revenue trends, data centers and cloud services are growing up remarkably, with sales of these services for the fiscal year ended March 31, 2023, approximately 150% relative to 10 years ago.

As a result, overall sales of information processing services increase by approximately 50% relative to 10 years ago.

Next, we will explain our system development services. Over the past 10 years, we have maintained an upward trend in revenue despite the fact that our performance has been affected by social trends. In the fiscal year ended March 2020, the Company posted record sales of JPY18,900 million, but since the following fiscal year, sales have declined due to the problem of the new COVID-19 infection. In March 2023, this figure is JPY19,800 million, a record high.

In addition, sales for the same period increased by approximately 50% relative to 10 years ago.

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## 2024年3月期業績予想



売上高37,700百万円、現中期経営計画2025年3月期計数目標を1年前倒し  
営業利益は前期比29.2%増の2,750百万円、当期純利益は50.3%増の2,020百万円と予想

(単位：百万円)	2023年3月期 実績	2024年3月期 業績予想	前期比増減率
売上高	34,988	37,700	7.7%
営業利益	2,129	2,750	29.2%
経常利益	2,175	2,900	33.3%
親会社株主に帰属する 当期純利益	1,343	2,020	50.3%
営業利益率	6.1%	7.3%	+1.2ポイント
経常利益率	6.2%	7.7%	+1.5ポイント
当期純利益率	3.8%	5.4%	+1.6ポイント

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I would like to continue with the forecast for the fiscal year ending March 31, 2024.

Net sales are JPY37,700 million, up 7.7% from the previous year. Operating profit is JPY2,750 million, up 29.2% from the previous year. Ordinary profit is JPY2,900 million, up 33.3% from the previous year. Net income is expected to be JPY2,020 million, up 50.3% from the previous year.

In response to the cost increase, particularly in electricity prices, from the previous fiscal year, the Company has been reviewing sales prices related to cloud computing and data centers, and has also been making aggressive capital investments in energy-saving equipment. In addition, since the beginning of this year, the increase in electricity prices for commercial use has calmed down.

Based on the above, we expect a significant turnaround in performance for the fiscal year ending March 31, 2024, with net sales of JPY37,700 million.

Although the macroeconomic environment surrounding the Company continues to be challenging, we are determined to make a concerted effort to achieve this forecast.

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## 中期経営計画（2022年4月-2025年3月）計数目標の修正



直近業績を踏まえ、2025年3月期計数目標を40,000百万円に上方修正しました。

(単位：百万円)	2025年3月期計数目標		2023年3月期 直近実績
	当初計画	修正計画	
売上高	37,700	40,000	34,988
営業利益	3,200	3,200	2,129
営業利益率	8.5%	8.0%	6.1%
自己資本当期純 利益率（ROE）	10%以上	10%以上	7.7%

2023年5月9日発表の中期経営計画(2022年4月-2025年3月) 修正計数目標

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Based on the results for the fiscal year ended March 31, 2023 and the forecast for the fiscal year ending March 31, 2024, we have decided to raise the numerical target for the fiscal year ending March 31, 2025 in our medium-term management plan to JPY40,000 million in net sales.

In the fiscal year ending March 31, 2024, we expect sales to continue to be strong as in the previous fiscal year, and we expect to achieve the planned sales of JPY37,700 million in the final fiscal year, March 2025, one year ahead of schedule. For this reason, we have raised our numerical sales target for the fiscal year ending March 31, 2025 to JPY40,000 million.

On the other hand, we have decided to maintain the operating profit target of JPY3,200 million, the same as initially planned. In addition to the fact that the business environment has become more challenging than originally anticipated, as in successive days, we also took into consideration the fact that the depreciation burden will also increase as a result of aggressive forward-looking capital investment, mainly for the purpose of increasing data center capacity. The operating profit rate is expected to be 8%.

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## 配当



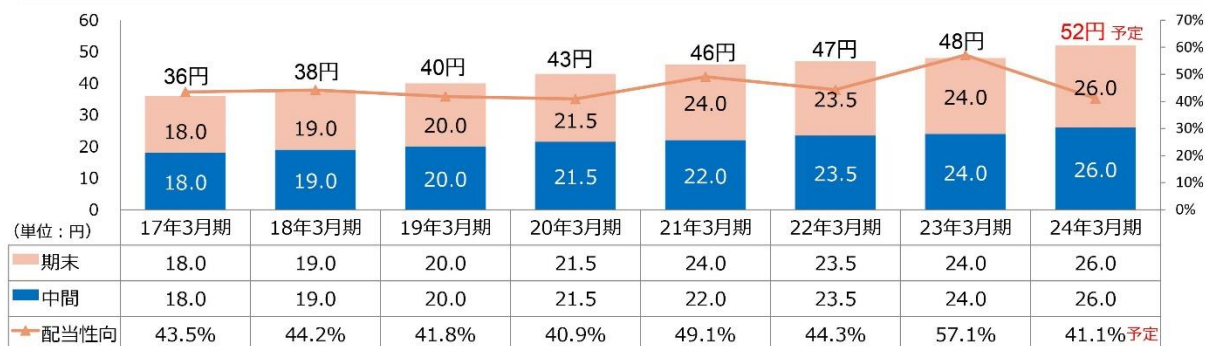
2023年3月配当金：1株当たり配当額24円（年間配当額48円）  
1株当たり年間配当金は、11期連続増配を達成、配当性向40%以上を継続

### 2024年3月期 年間配当金額の予定

**1株当たり年間配当額52円、前期比で4円増、12期連続増配**

#### 配当政策

「安定的な配当を継続して実施するとともに、内部留保に努めて、今後発生する資金需要などの対応を図る」



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Next, our dividend policy is to continue to pay stable dividends and to retain earnings to meet future capital needs.

For the fiscal year ended March 31, 2023, we have decided to pay a dividend of JPY24 per share. This represents an annual dividend of JPY48 per share. The dividend payout ratio is 57.1%, and the dividend has increased for 11 consecutive terms.

For the fiscal year ending March 31, 2024, we expect to pay a total dividend of JPY52 per share for the full year, an increase of JPY4 from the previous year. We will continue to strive to pay stable dividends.

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## 2023年3月期業績



(単位：百万円)	2022年3月期		2023年3月期		前期比		予想対比			
	金額	売上対比	金額	売上対比	増減額	増減率	2022年5月6日公表		2023年1月31日公表	
							増減	達成率	増減	達成率
売上高	31,169	100.0%	34,988	100.0%	3,819	12.3%	1,489	104%	△ 11	100%
売上原価	24,018	77.1%	27,814	79.5%	3,796	15.8%	--	--	--	--
売上総利益	7,151	22.9%	7,174	20.5%	22	0.3%	--	--	--	--
販管費	4,783	15.3%	5,044	14.4%	260	5.5%	--	--	--	--
営業利益	2,367	7.6%	2,129	6.1%	△ 238	△10.1%	△ 511	81%	329	118%
経常利益	2,542	8.2%	2,175	6.2%	△ 366	△14.4%	△ 595	79%	300	116%
親会社株主に帰属する 当期純利益	1,694	5.4%	1,343	3.8%	△ 351	△20.7%	△ 486	73%	201	118%

注) 金額は小数点以下切り捨て、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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For your reference, we have attached a summary of our financial results for the fiscal year ended March 31, 2023. The following table shows the achievement compared to the forecast.

Although net sales exceeded the initial forecast, operating profit, ordinary profit, and net income did not reach the forecast.

Compared to the forecast announced on January 31, 2023, net sales were in line with the forecast, and operating profit and net income exceeded the forecast by 18% each.

### Support

Japan 050.5212.7790  
Tollfree 0120.966.744

North America 1.800.674.8375  
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## 2023年3月期四半期業績



(単位：百万円)	第1四半期		第2四半期		第3四半期		第4四半期	
	金額	売上対比	金額	売上対比	金額	売上対比	金額	売上対比
売上高	7,905	100.0%	8,902	100.0%	8,711	100.0%	9,468	100.0%
売上原価	6,309	79.8%	6,968	78.3%	7,104	81.5%	7,432	78.5%
売上総利益	1,595	20.2%	1,934	21.7%	1,607	18.5%	2,036	21.5%
販管費	1,272	16.1%	1,198	13.5%	1,314	15.1%	1,259	13.3%
営業利益	323	4.1%	736	8.3%	292	3.4%	776	8.2%
経常利益	360	4.6%	714	8.0%	312	3.6%	788	8.3%
親会社株主に帰属する 当期純利益	215	2.7%	433	4.9%	202	2.3%	492	5.2%

注) 金額は小数点以下切り捨て、売上対比は小数第2位まで四捨五入。

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These are the results for Q4 of the fiscal year ended March 31, 2023.

Cost of sales in Q3 was 81.5% of sales, a higher ratio than in other quarters. You can see that this is the reason for the drop in profit for the full year. In Q4, profit margins recovered to the same level as before.

## 2023年3月期通期サービス別業績



(単位：百万円)		2022年3月期		2023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	12,464	--	13,749	--	1,284	10.3%
	売上総利益	2,949	24%	2,381	17%	注2) △ 567	△ 19.2%
	営業利益*	988	8%	252	2%	注2) △ 736	△ 74.5%
システム開発サービス	売上高	17,511	--	19,806	--	2,295	13.1%
	売上総利益	4,001	23%	4,548	23%	547	13.7%
	営業利益*	1,376	8%	1,848	9%	472	34.3%
システム機器販売	売上高	1,193	--	1,432	--	239	20.0%
	売上総利益	200	17%	243	17%	42	21.4%
	営業利益*	3	0%	28	2%	25	833.3%
合計	売上高	31,169	--	34,988	--	3,819	12.3%
	売上総利益	7,151	23%	7,174	21%	22	0.3%
	営業利益	2,367	8%	2,129	6%	△ 238	△ 10.1%

(\*) 営業利益は概算で算出した参考値です。

注1) 金額は小数点以下切り捨て、利益率は小数点以下、増減率は小数第2位まで四捨五入。  
注2) 電気料金高騰による影響、P.3、P.7をご参照ください。

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These are the full-year results by service.

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Operating profit for each service is calculated and presented for reference. In the fiscal year ended March 31, 2023, the decline in operating profit from information processing services was larger due to the impact of higher electricity prices.

## ESG/SDGsの取組（環境）



### データセンター利用で省エネ

当社のデータセンターは、建築物総合環境性能評価（CASBEE横浜）で「Aランク」を獲得。サーバをデータセンターのクラウドに集約すると約73.5%の電力削減効果(\*)。

**再生可能エネルギーの更なる利用も検討中。**



日傘・打ち水で工口

空調室外機には日除け、周りには噴霧器を設置



階高 5 mのフラットな天井を導入、室内の空気をよどみなく、緩やかに流すことが出来ます。

空調室外機は架台に置かれ、屋上のコンクリート面は打ち水効果を狙い、水が流れています。

\*) 経済産業省「平成26年度中小企業等エネルギー型クラウド利用実証支援事業「事業成果報告」より。






### スペースサステナビリティに協賛

2022年8月、宇宙デブリ除去を含む軌道上サービスに取り組み株式会社アストロスケールホールディングスが提唱するスペースサステナビリティ（\*宇宙の持続可能性）に賛同して、商業デブリ除去実証衛星「ADRAS-J」（アドラスジェー、Active Debris Removal by Astroscale-Japan の略称）に関するマーケティングパートナーシップ契約を同社の子会社と締結しました。アイネットは宇宙のことまで考えています。



#SpaceSustainability

宇宙のゴミ掃除、はじめます。



「ADRAS-J」



\*) スペースサステナビリティ（宇宙の持続可能性）  
宇宙デブリがもたらす日常生活への影響や人類の将来への影響を見据え、この課題を一人でも多くの人々と共有し、ともに考え、行動して行くことを目的としています。アストロスケールはその先頭に立っています。

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I will now explain our ESG management and promotion of the SDGs.

Using data centers saves energy. Our data center has received an A rank in the Comprehensive Assessment System for Built Environment Efficiency, Yokohama. According to a demonstration experiment conducted by the Ministry of Economy, Trade and Industry, consolidating servers in offices and other locations into the cloud at a data center can reduce electricity consumption by approximately 73.5%.

Our data center is equipped with a variety of unique innovations to enhance energy efficiency.

Energy conservation in data centers depends on how to cool the heat generated by the servers inside. We have placed the outdoor units of the air conditioners on the roof of the data center high on shelves, and when it gets hot in summer, we run water under them and install awnings to reduce the temperature rise. In summer, our data center is covered with parasols and sprinkled with water, so to speak.

In the future, we intend to make efforts to achieve carbon neutrality by introducing renewable energy to our data centers.

Next, I would like to explain I-NET's contribution to space sustainability, a term that may be unfamiliar to you.

We are also specialists in the production and operation of small satellites. We have been deeply involved in Japanese space development for many years. Astroscale Holdings Inc. or Astroscale, which is engaged in on-orbit services including space debris removal, has been advocating the idea of space sustainability, and in August 2022, Astroscale's Japanese subsidiary, Astroscale Japan Inc., and we entered into a partnership regarding Astroscale's space debris removal demonstration satellite, Active Debris Removal by Astroscale-Japan, or ADRAS-J.

### Support

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In the outer space surrounding the Earth, there is a large amount of debris, including the wreckage of many rockets launched by various countries and other man-made garbage called debris. The debris is on the rise and is becoming a major obstacle to space exploration.

At the G7 Technology Ministers' Meeting held from May 12 to May 14, this year, it was decided to promote research and development for space debris reduction through international cooperation. Astroscale is a progressive Japanese start-up company that is working as a private company to recover this debris. It is also a leading global company. I-NET is developing corporate activities that consider not only the Earth but also the space environment.

In addition to our direct investment in Astroscale Holdings, we have been commissioned by Astroscale Holdings to perform a number of services, including satellite manufacturing, operational testing, data reception, and analysis.

## ESG/SDGsの取組（社会貢献）



### 神奈川県と横浜市、其々に500万円を寄付

右：神奈川県知事 黒岩 祐治 様  
左：弊社代表取締役兼社長執行役員 坂井 勇

右：横浜市長 山中 竹青 様  
左：弊社代表取締役兼社長執行役員 坂井 勇

創立50周年記念活動の一環として、「生活に困窮する若者の社会への巣立ち」を応援する目的で神奈川県に、「気候変動に具体的な対策」を応援する目的で横浜市、其々に500万円、合計1000万円寄付しました。

神奈川県は、この寄付金を活用して、生活困窮する若者の進学や、就職自立を支援する施策を実施しました。

### 横浜国立大学とのデータサイエンス・インターンシップ・プログラムを開始

2019年12月、国立大学法人横浜国立大学と「包括連携協定」を締結、共同研究や人材の交流など、多面的な関係を構築中です。

2023年3月期より、データサイエンス・インターンシップのプログラムを開始し、以降、毎年横浜国立大学経営学部のData Science Education Program（DSEP：ディーセップ）に属する学生を受け入れ、人材育成面において協力することで、新たに合意いたしました。

横浜国立大学  
<https://www.ynu.ac.jp/>

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Next, I will explain our social contributions.

We donated JPY5 million each to Kanagawa Prefecture and Yokohama City. Kanagawa Prefecture is using this fund to support needy young people to pursue higher education and find independent employment.

We have agreed to start a data science internship program in the fiscal year ended March 31, 2023, and thereafter to accept students belonging to the Data Science Education Program at Yokohama National University's Faculty of Business Administration every year to cooperate in human resource development.

### Support

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North America 1.800.674.8375  
Email Support support@scriptasia.com



**【障がい者雇用の促進：  
アイネット・データサービス】**

2009年4月、障がい者雇用の促進を目的に特例子会社（厚生労働大臣認定）を設立。  
※特例子会社は全国に579社、神奈川県に49社（2022年6月1日時点）あり、株式会社アイネット・データサービスはその中の1社。

■主な業務

データ入力  
スキャニング

軽作業  
名刺作成 他

**【子育て支援サイト：働くママ応援し隊】**

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」を開設・運営  
2022年6月にリニューアル、子育てブログもスタート

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Next, I would like to talk about the establishment of I-NET DATA SERVICE CORP. in April 2009, 13 years ago, as a special subsidiary for the purpose of promoting the employment of people with disabilities. In short, the main feature of services is data entry and light work, and all of the personnel are full-time employees.

In addition, the childcare facility search engine website using the open data of Yokohama City, Working Moms Supporter, was renewed in June 2022. We would like to continue our efforts to support childcare and promote women's activities.

**Support**

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North America 1.800.674.8375  
Email Support support@scriptasia.com



## ESG/SDGsの取組（社会貢献）



公益財団法人アイネット地域振興財団は、地域社会の発展に貢献する社会活動を支援していくことで、ESG活動・社会貢献を実施しています。

### 設立以降の実績

2022年度：27団体  
2021年度：22団体  
2020年度：14団体



### 神奈川県域で以下の事業を行っております

- 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

アイネット地域振興財団は、当社創業者の池田典義が、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に設立し、当社が支援している公益財団法人です。2019年3月に一般財団として発足、2020年1月に神奈川県より公益認定を取得しました。

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



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The Inet Foundation, which started as a general incorporated foundation in March 2019 and acquired an authorization of public interest from Kanagawa Prefecture in January 2020, supports and subsidizes the activities of NPOs and other organizations engaged in poverty alleviation, global environmental protection, and other activities. We hope to carry out stable activities over the long term and contribute to the development of a better community.

The Inet Foundation is a public interest incorporated foundation established by Noriyoshi Ikeda, founder of the Company, with the aim of supporting and subsidizing the sustainable activities of organizations engaged in social contribution activities in Kanagawa Prefecture, and supported by the Company. In March 2019, it was established as a general foundation. It acquired an authorization of public interest in January 2020.

The number of organizations supported increased from 13 in FY2019 to 27 in FY2022. We will carry out stable activities over the long term and contribute to the development of local communities.

### Support

Japan 050.5212.7790  
Tollfree 0120.966.744

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





## ESG/SDGsの取組（ダイバシティ）



社員が経営における最大の財産であるという考えのもと、社員が心身ともに健康であることが、持続的な企業価値向上の源泉であると考え、健康経営を推進しています。社員みんなが安心して力を発揮できる労働環境をつくるため、ワークスタイルの変革を推進します。

**ハタラクエール2023**  
最上位「優良福利厚生法人（総合）」受賞



**ホワイト500**  
(5年連続認定)



**PRIDE指標2022**  
最高ランク「ゴールド」受賞



### 「健康に関する主な取り組み」

- 健康経営を宣言
- 人事部・健康支援室・健康保険組合が連携



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We believe that our employees are our greatest asset in management. We promote health management based on the belief that healthy employees, both physically and mentally, are the source of improving sustainable corporate value.

For the fifth year in a row, the Company has been awarded the Health and Productivity Management Award and selected as one of the White 500 corporations in 2023 by the Nippon Kenko Kaigi, and this year was awarded the highest honor in the Hataraku Eru, the Excellent Employee Benefit Corporation award. In addition, as part of its diversity promotion efforts, the Company received the highest ranking of Gold in the PRIDE Index, which evaluates LGBTQ initiatives.

We will also work to increase the ratio of female managers from the current 6% to 12% by 2025, and the ratio of foreign nationals from 0.5% to 1.5%. We also encourage male employees to take childcare leave and aim to create an environment in which each and every one of our diverse employees can fulfill their potential.

### Support

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## 会社概要



自社データセンターを活用した「ストック型ビジネスの情報処理サービス」と「フロー型ビジネスのシステム開発サービス」を展開する「ハイブリット型システム会社」

- 商号 株式会社アイネット
- 設立 1971年4月22日
- 本社 横浜市西区みなとみらい3-3-1
- 資本金 3,203百万円
- 創業者 創業者会長 池田 典義
- 代表者 代表取締役 兼 社長執行役員 坂井 満
- 社員数 1,774名（連結）1,021名（単独）2023年4月1日現在
- 事業所/支店/データセンター  
東京事業所、札幌支店、仙台支店、中部支店、大阪支店、中四国支店、福岡支店



本社（横浜市）



第1データセンター

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第2データセンター

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Next, I will give an overview of our company. The following is a step-by-step explanation starting from the company profile.

We are a hybrid system company that provides subscription-based information processing services using our own data center, and pay-per-use-based system development services. Our head office is located in Minatomirai, Yokohama. The number of employees is 1,774 on a consolidated basis and 1,021 on a non-consolidated basis. In addition to branch offices in major cities throughout Japan, we also have two data centers in Yokohama with four buildings.

### Support

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North America 1.800.674.8375  
Email Support support@scriptasia.com





# History

**1971**  
 株式会社フジコンサルタント  
 (アイネットの前身) を設立  
 ・ サービスステーション (SS)  
 向け受託計算事業を開始  
 (創業ビジネス)



**1976**  
 ・ 出光興産株式会社、共同石油  
 株式会社 (現 ENEOS 株式会社)  
 の地域指定計算センターとなる

**1977**  
 ・ モービルPOSシステム開発と  
 ともに、モービル石油株式会社  
 (現 ENEOS 株式会社) の全国指  
 定計算センターとなる

**1983**  
 ・ 昭和シェル石油株式会社 (現  
 出光興産株式会社) の地域  
 指定計算センターとなる

**1985**  
 ・ キグナス石油株式会社の  
 全国指定計算センターとなる

**1986**  
 ・ モービル石油株式会社 (現  
 ENEOS 株式会社) よりモー  
 ビルクレジット処理業務を  
 全面受託

**1988**  
 ・ 三井石油株式会社 (現 ENEOS  
 株式会社) の全国指定計算セ  
 ンターとなる

**1989**  
 ・ 三菱石油株式会社 (現  
 ENEOS 株式会社) の全国指  
 定計算センターとなる

**1995**  
 ・ 店頭公開

**1997**  
 ・ 東京証券取引所市場第二部に上場

**1998**  
 ・ 三井石油株式会社 (現 ENEOS  
 株式会社) の全国指定計算セ  
 ンター (IX 権限センター) となる

**1999**  
 ・ 第 1 データセンター第 1 期棟  
 稼働 (自社データセンター)



**2001**  
 ・ 株式会社ソフトサイエンスと合  
 併 (宇宙、制御へ業務範囲拡大)

**2002**  
 ・ 第 1 データセンター (旧日本海  
 産物)



**2003**  
 ・ 九州石油株式会社 (現 ENEOS  
 株式会社) の指定系計算セン  
 ターの指定を受ける

**2006**  
 ・ 東京証券取引所市場第一部に上場



**2009**  
 ・ 株式会社アイネット・データサービス  
 設立 (障がい者雇用特例子会社)  
 ・ 第 2 データセンター第 1 期棟稼働

**2009**  
 ・ 株式会社アイネット・データサービス  
 設立 (障がい者雇用特例子会社)  
 ・ 第 2 データセンター第 1 期棟稼働



**2014**  
 ・ 太陽石油株式会社の指定系計算セン  
 ターの指定を受ける  
 ・ 第 2 データセンター第 2 期棟稼働



**2017**  
 ・ ドローン飛行場「Dream Drone  
 Flying Field」を千葉県君津市に開設



**2017**  
 ・ 医療施設検索ウェブサイト  
 「働くママ応援し隊」を開設、  
 運営を開始

**2018**  
 ・ 株式会社ソフトウェアコントロールを  
 連結子会社化

**2019**  
 ・ 2019年3月に創業者最高顧問の  
 池田が一般財団法人 NPO 法人等支  
 援池田財団を設立。  
 2020年1月より公益認定を取得  
 し、公益財団法人アイネット地域振  
 興財団に改称

**2021**  
 ・ 創立50周年



**2022**  
 ・ 東京証券取引所プライム市場に移行

## 1971

**1977**  
 ・ 自社メインフレーム導入

**1980**  
 ・ SS の POS カード作成ビジネス開始

## 1981

**1983**  
 ・ 石油販売業総合オンラインシステム  
 (SS-TOLS) を開発

**1985**  
 ・ モービル石油提携クレジットカード  
 システムを開発し、全国の SS へオ  
 ンラインを開始

**1987**  
 ・ 地域総合クレジットシステム (CC21)  
 を開発

**1991**  
 ・ 封入封紙ビジネスを開始

## 1991

**1994**  
 ・ 新石油販売業総合オンラインシステム  
 (NEW SS-TOLS) システム稼働

**2001**  
 ・ 宇宙、制御へ業務範囲拡大

## 2001

**2009**  
 ・ 業界に先駆けてクラウドサービスを開始

**2012**  
 ・ 北海道地区でデータセンター  
 「Inet north」のサービスを開始

**2013**  
 ・ ビッグデータ時代の新クラウドサービス  
 「Dream Cloud」のサービス開始

**2015**  
 ・ 中部地区で展開するデータセンター  
 「Inet east」の稼働を開始

**2016**  
 ・ 次世代型クラウド基盤「Next Generation  
 EASY Cloud」を稼働開始

**2018**  
 ・ AIクラウドサービスの開発を開始

**2019**  
 ・ 関西地区で展開するデータセンター  
 「Inet west」の稼働を開始

**2021**  
 ・ AIクラウドサービスの開発を開始

## Service

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We will explain the history of the Company.

It was established in 1971 by Noriyoshi Ikeda, the current Founder and Chairman, to streamline payment operations at gas stations. Currently, there are approximately 28,000 gas stations nationwide. Of these, more than 30% of gas stations use our commissioned calculation services. Thanks to this, our domestic market share is number one.

The Company went public on the then OTC market in 1995 and was listed on the second section of the Tokyo Stock Exchange in 1997. Later, in 2006, it was listed on the first section of the Tokyo Stock Exchange. Since April 2022, we have been transitioning to Prime Market.

### Support

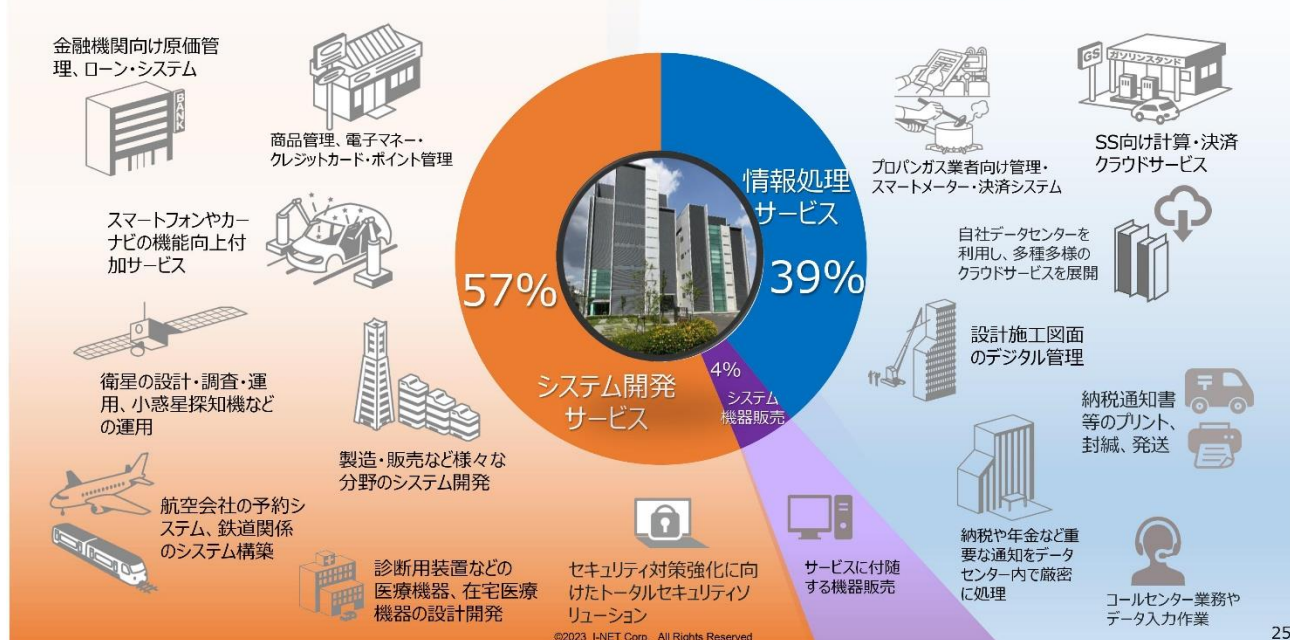
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## システム開発サービス

## 情報処理サービス



Here we introduce some of I-NET's main services. Although you may not have many opportunities to see or hear about our services directly, we believe that many people actually use our systems through various social infrastructures.

I-NET offers two main services to corporate users. One is system development services and the other is information processing services. Based on sales information for the most recent fiscal year, system development services accounted for approximately 57% of sales and information processing services for 39%.

System development services are mainly done in the form of development work for projects that have been ordered or in a pay-per-use-based business, so to speak. The other is information processing services, which is a subscription-based business, in which customers are charged monthly for services operated at the Company's data center.

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### 【その1】 4300社の顧客を抱える技術者集団

- ✓ 業歴51年、4300社の顧客を開発技術者1200人が支える。
- ✓ 特に、エネルギー産業、流通業（コンビニなど）、金融業（銀行、ノンバンクなど）及び人工衛星開発など、実績は多数、深く長い取引関係を構築。

### 【その2】 社会インフラを支えるストックビジネス

- ✓ 自社所有データセンターを活用したクラウドサービス
- ✓ エネルギー産業のバックボーンを支えるプラットフォーム・サービス
- ✓ 金融機関向け業務システム（カードローン、原価管理など）は多くの銀行、ノンバンクで採用。

### 【その3】 情報処理・開発・BPO\*のワンストップサービス

- ✓ クラウドサービスの提供、データ処理、計算に留まらず、関連するシステムの開発から、処理結果の顧客宛て通知（電子メール、郵便）など、一連のプロセスを自社で対応することが可能。
- ✓ 既存顧客からは、合理化、DX化の力強いパートナーとして評価。

\*BPO: Business Process Outsourcing (業務の企画・設計・実施までを一括してアウトソーシングすること)

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I would like to explain the strengths of I-NET.

First, I would like to mention that I-NET is a group of engineers with 4,300 customers. Our 1,200 engineers are working day and night to meet your needs. Our main clients include customers in the energy industry such as gas stations, distribution companies such as convenience stores, financial institutions such as banks and non-banks, general manufacturing companies, and space-related businesses such as satellites. We have a long history of doing business with many of these customers and have established long and deep relationships with them.

Second, we are engaged in subscription-based businesses that support social infrastructure. We offer a number of cloud services that use applications located in our own data centers in four buildings in Yokohama via the Internet. For example, we take care of a wide variety of electronic data, from web-based scheduling software, emails, and business chat, to providing systems for online shopping used by individuals.

In addition, the commissioned calculation services for gas stations, which we have handled since our establishment, are all handled on our system, from sales management to billing and credit card billing. We have many visitors who are unaware of our system by refueling their automobiles. You may be doing business with financial institutions through our system.

Third, we do not only take care of your data, but we also combine all the services of printing, e-mailing, and shipping the results of system development data processing. We are a very easy-to-use system company for our clients, who can entrust us with their data and we will handle everything on a one-stop basis, with all operations outsourced to us.

In addition, we are recognized as a strong DX partner. ENEOS Diginet, a joint venture with ENEOS Corporation, the largest company in the energy industry, established in October 2021, contributes to the streamlining of ENEOS' office operations. The Company also receives many other legal jobs from government agencies and public offices.

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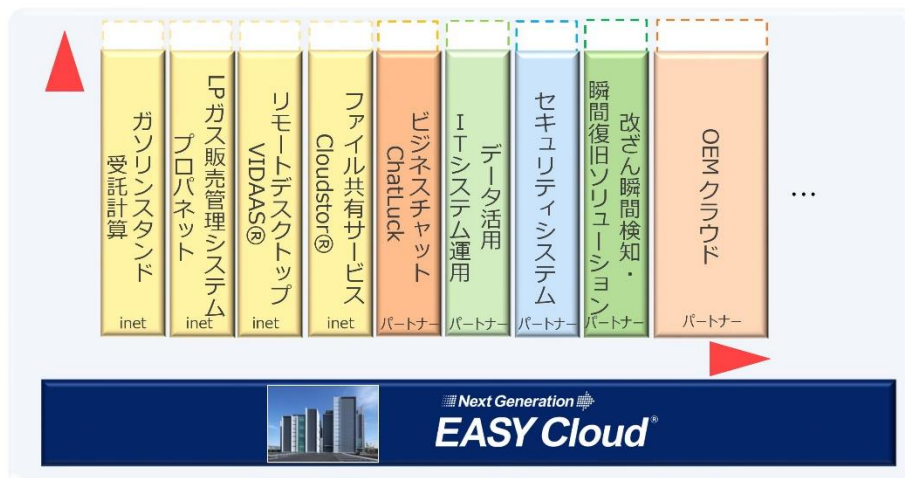
In the issue of new COVID-19 infections that began in 2020, we have prepared, based on requests from many local governments, the rapid dispatch of vaccination coupons. We are proud that we were able to contribute to society in some way by taking advantage of our company's capabilities.

## 情報処理サービス

ストックビジネス・DX化



クラウド基盤（NGEC：Next Generation EASY Cloud）の提供と自社アプリ・サービスを展開中。クラウドサービスは同業他社にもOEMで提供、高稼働率を維持。当社クラウドパートナーは、株式会社ネオジャパン様、株式会社ユニリタ様、株式会社電算様、株式会社WorkVision様 など約20社に及びます。



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Now I would like to explain our main services in detail.

We have four data centers of our own and have been providing advanced cloud computing environments as IT infrastructure for our clients. Since we have our own data centers, our strength is the flexibility to tailor our pricing and service offerings to the needs of our customers and partners.

Taking advantage of our strength as a platformer, we provide cloud services on our cloud platform, not only with our own services but also with applications from other companies that are strong in their respective fields of expertise. We will grow what has been promoted by each company as a packaged business as a cloud service.

For example, business chat of NEOJAPAN Inc. is running on our cloud infrastructure. At the same time, we work with NEOJAPAN as partners by becoming its distributor and selling its services.

Through these various collaborations, we would like to increase the number of sales partners and cloud OEM partners to deploy a wide range of services and products in a speedy and agile manner. We intend to continue to increase and aggressively expand services offered on the cloud together with alliance partners who are strong in their respective fields.

## Support

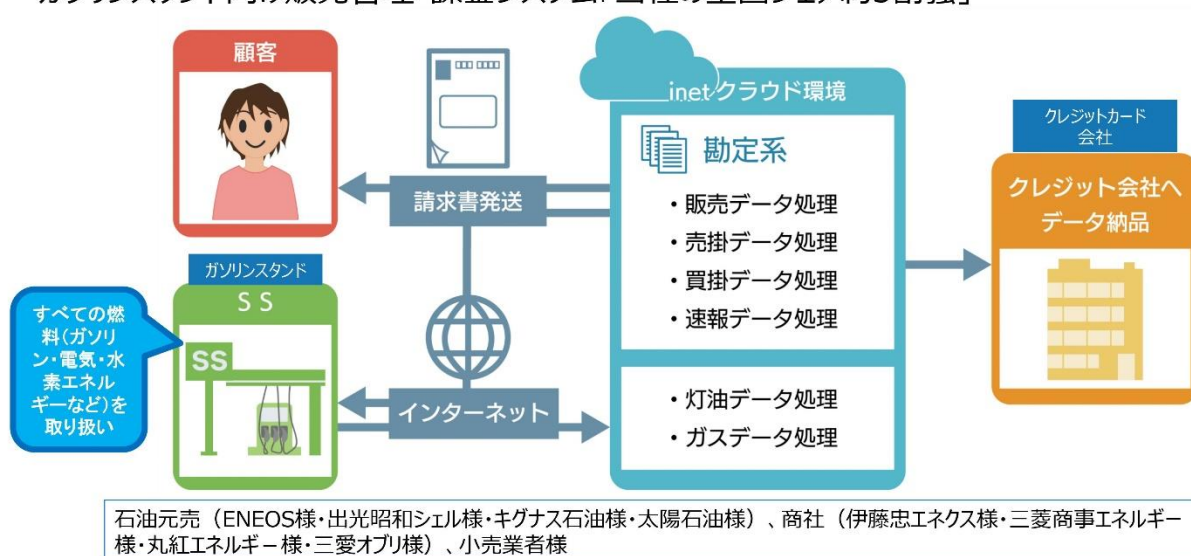
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社会インフラを支えるエネルギー産業向けプラットフォーム  
ガソリンスタンド向け販売管理・課金システム「当社の全国シェア約3割強」



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Since we have the industry's leading cloud-based management system for gas stations, we provide a one-stop service that receives sales data from retailers via the Internet, processes calculations, creates invoices, and sends bills to users. We, as a credit card merchant, bill and process payments to credit card companies for the user's credit card billing.

The number of gas stations is on a long-term downward trend. However, our energy-related sector sales have turned from flat to increase over the past few years. This is because a number of retailers that previously used their own computers to manage sales and bill funds have switched to the cloud-based system we provide.

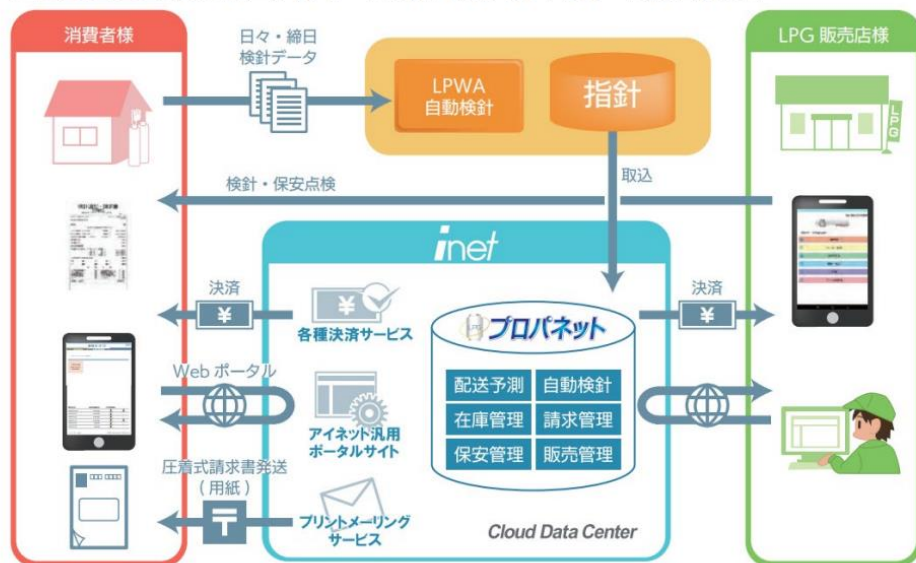
Currently, we provide account-based credit card processing to approximately 6,000 gas stations nationwide that are affiliated with petroleum wholesalers and major trading company sales companies.

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当社サービス「プロパネット」：LPガス業者向け販売管理・課金システム  
 社会インフラを支えるエネルギー産業向けプラットフォームで200社



2023年2月、ガスメータ製造大手の愛知時計電機株式会社様と業務提携をしました。当社の「プロパネット」と愛知時計電機株式会社様のデータ配信サービス「アイチクラウド」がシステム連携することで、予約登録した日時に、自動で、LPガスボンベの閉開を行うことが出来るようになりました。これを機に、愛知時計電機株式会社様経由で「プロパネット」の契約が増えております。

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This is a service for propane gas suppliers that we are currently focusing on.

This is a cloud-type sales management and billing system using smart meters, Propanet, for propane gas retailers. The system uses smart meters that automatically measure gas usage, enabling propane gas retailers that have installed the system to significantly improve the efficiency of their operations.

We renewed our service in 2020 with significant improvements as the new Propanet service. In February 2023, we also entered into a partnership with Aichi Tokei Denki Co., Ltd., a major gas meter manufacturer, and are aggressively expanding sales. The number of contracted businesses at this time is approximately 200. Thanks to the positive response, there were zero cancellations in FY2022. We continue to receive many inquiries and expect this business to grow in the future.

**Support**

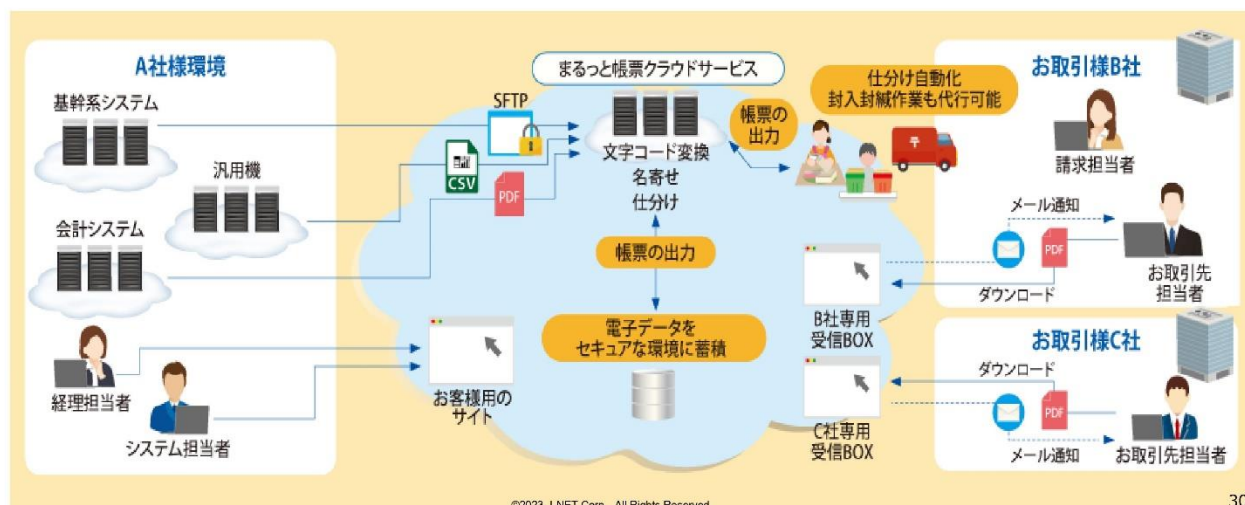
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紙の帳票と電子版の帳票両方に対応可能な新帳票ソリューション

- 印刷と電子配信のメリットを併せ持つ運用により帳票業務のDX化を実現
- お客様のタイミングに応じて送付手段の選択に柔軟に対応
- 当社データセンター内での処理完結によるデータの外部流出リスク極小化



In June 2022, we launched a new solution service, Marutto Forms Cloud Service, which combines our mailing service with Unirita Inc., an excellent provider of electronic form system products.

By combining the services of both companies, a hybrid operation of forms that combines e-mail and print delivery of forms will be possible, enabling the DX of cumbersome forms operations. These services are completed within our data center. It enables the risk of external leakage of data to minimize. Under such a secure security environment, we would like to meet the various needs of our customers.

Support

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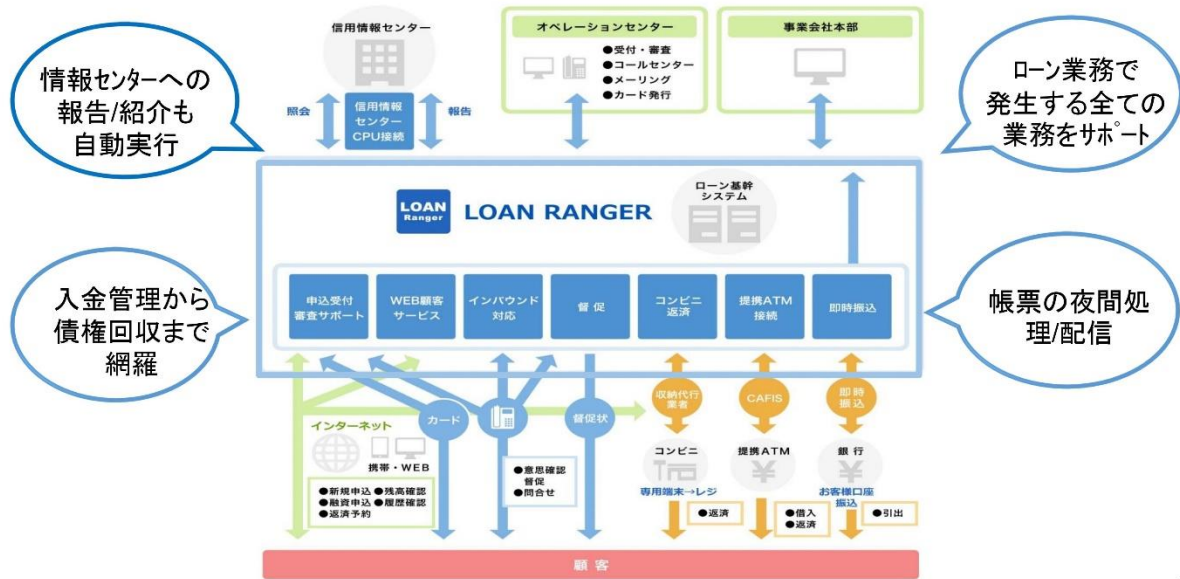
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## システム開発サービス

DX化



銀行・ノンバンク向けカードローン型無担保融資システム「LOAN RANGER」  
 営業店で発生する全てのローン業務を処理することができます。



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Let us introduce one of our business systems for the financial industry. It is a software package called LOAN RANGER, our comprehensive credit card loan system.

This system was created based on the abundant know-how gained from our involvement in the construction of many loan systems. It is also sold outside of Japan and already has a proven track record of sales.

This system covers the entire sequence of events, from enrollment management to credit collection for cardholders, to mailing services and card creation and dispatch at the operations center. It can also be linked to internal systems, allowing a highly flexible system to be built according to customer requirements.

In the future, we will also work on cashless and point-card support to meet new needs. We are also working to further improve our system to link the trend toward openness and cloud computing to the convenience of our customers.

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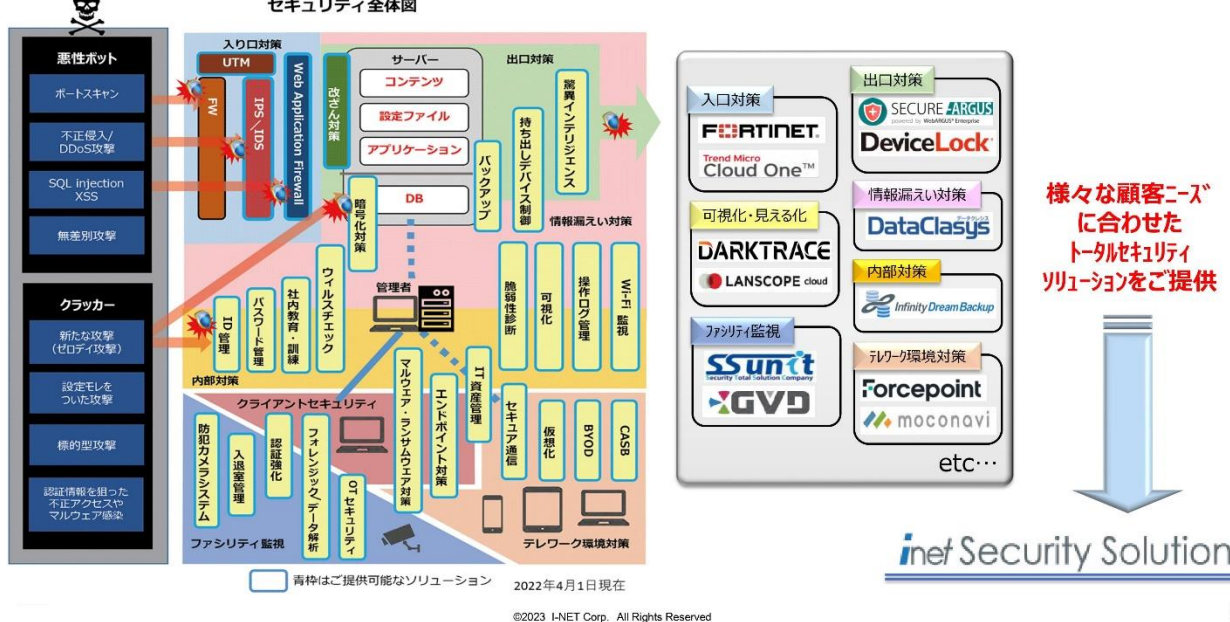


# システム開発サービス

DX化



多彩なセキュリティ商品群を提供、顧客の現状を分析し、最適なプランをご提示



様々な顧客ニーズ  
に合わせた  
トータルセキュリティ  
ソリューションをご提供

inet Security Solution

In recent years, cyber-attacks have become more sophisticated and skillful day by day. Some incidents have caused serious consequences, such as companies losing more than half of their net income due to cyber-attacks. The threat is increasing every year. Cybersecurity has become such an era that it is now positioned as a management issue.

In this environment, our security services cover not only entrance and exit measures, but also a full range of measures for telework environments as reforms in work styles progress. We analyze the current status of your security measures and provide total security solutions tailored to your various needs.

**Support**

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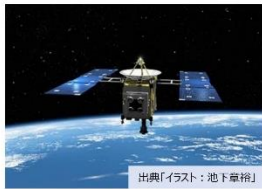


## システム開発サービス

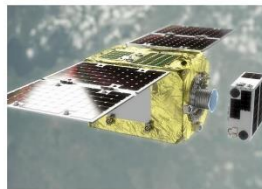


小型人工衛星の設計・組み立て・運用の請け負い。

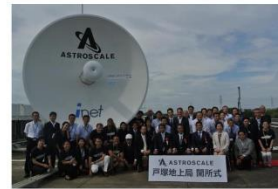
実績：「気象衛星ひまわり」から始まり「はやぶさ」「はやぶさ2」などに参画



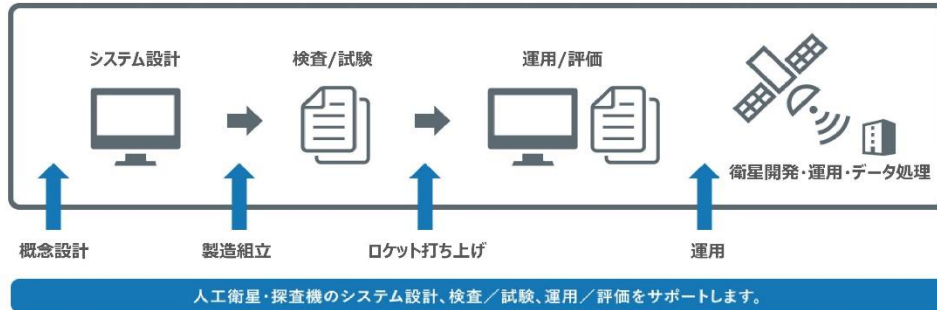
小惑星探査機「はやぶさ」



宇宙デブリ除去 実証衛星



地上局運営（※当社敷地内に設置）



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Next is space-related business. Until now, the government and national space agencies have spent huge sums of money to implement these programs.

In recent years, however, private companies have taken up the challenge one after another, and startup companies engaged in space-related businesses are emerging one after another. This can be attributed to technological advances that have led to smaller and lower costs in the satellite field, as well as to the influence of the US, which has a large number of start-up companies.

We have been involved in the space development business since the first Weather Satellite “Himawari” in 1977, and have knowledge based on nearly half a century of technology and experience in this field. In recent years, we have received satellite development work from many space start-ups. We will continue to strengthen our efforts in the promising satellite business.

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## 情報技術で*Enjoy Life*を応援します

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E-Mail contact\_ir@inet.co.jp

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The above is our explanation of the financial results for the full fiscal year ended March 31, 2023.

We look forward to your continued support of I-NET, which supports Enjoy Life through information technology. That is all I have to say. Thank you very much for your kind attention.

**Moderator:** Thank you, President Sakai. This is the end of the explanation of financial results.

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## Question & Answer

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**Moderator [M]:** I 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 earnings presentation, please contact us at 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]

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