



# Q1 FYE Sep-2025 Financial Results Presentation Materials

13 Feb 2025

Internetworking & Broadband Consulting Co., Ltd.

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**Securities code: 3920**

# Fiscal Year Ending September 2025 First Quarter Results

# ● First Quarter Highlights



- Sales increased by 7% compared to the same period last year, setting a new record for the first quarter.
- Operating profit increased by 31 million yen compared to the same period last year, and net profit increased by 18 million yen compared to the same period last year, both showing significant growth.
- SG&A expenses are progressing within plan.
- Recurring sales ratio is 72% and stable.
- The system answer update rate was 98%, remaining at a high level.

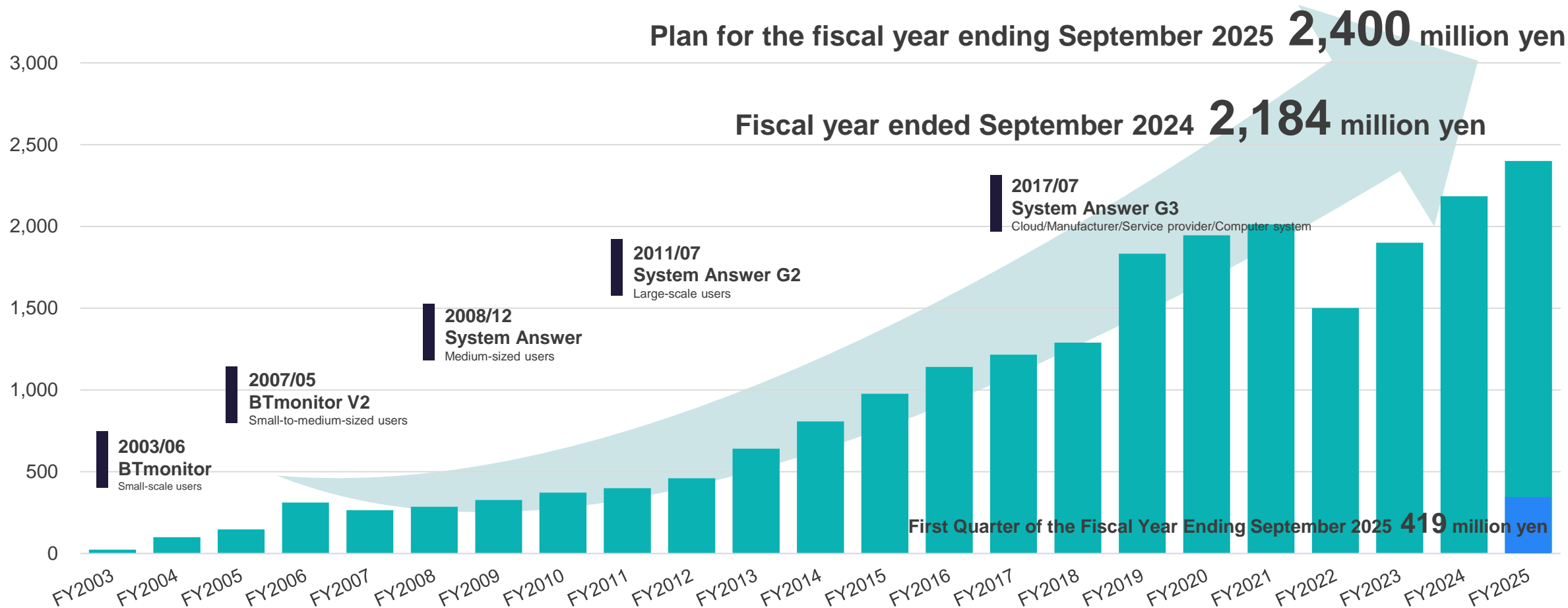
\*Year-on-year comparisons are calculated on a consolidated basis

Sales	Operating Income	Net Profit
<b>419 million yen</b> Increased by 7% compared to the same period last year	<b>13 million yen</b> Increased by 31 million yen compared to the same period last year	<b>10 million yen</b> Increased by 18 million yen compared to the same period last year
SG&A expenses	Recurring Sales Ratio	System Answer Update Rate
<b>301 million yen</b> Increased by 10% compared to the same period last year	<b>72%</b> Unchanged from the same period last year	<b>98%</b> Unchanged from the same period last year

# Earnings Trends



- The company has continued to grow steadily since its founding.
- Sales for the fiscal year ended in September 2024 were at an all-time high. Further expansion is planned for the fiscal year ending in September 2025.



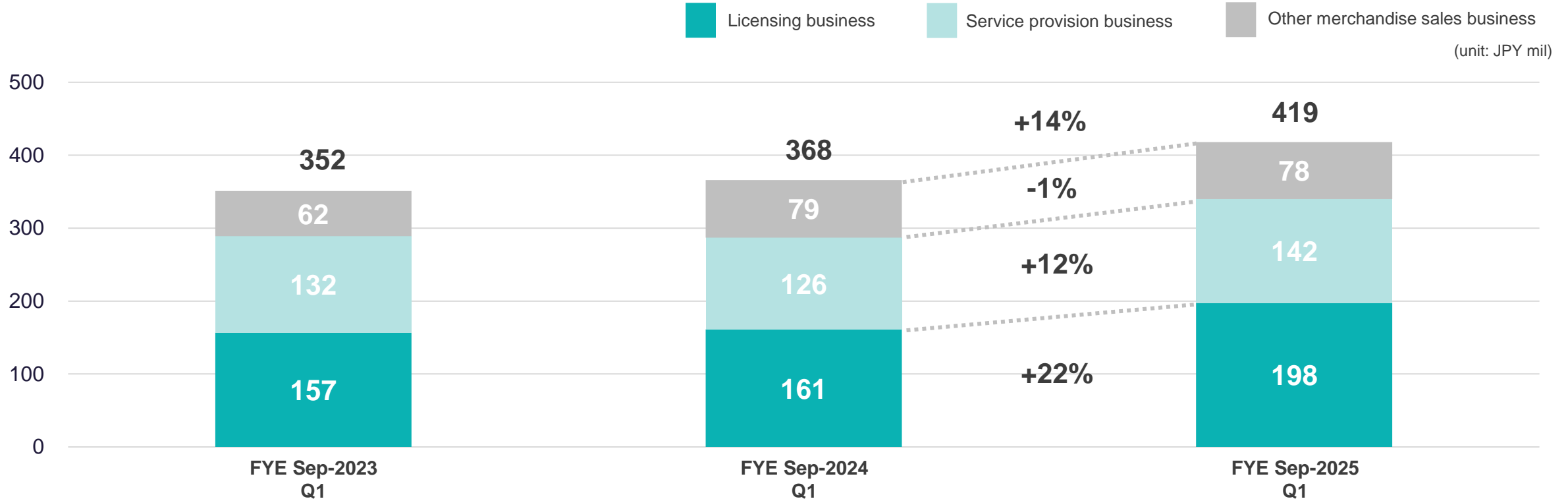
# ● First Quarter Results

	FYE Sep-2024 Q1 Results	FYE Sep-2025 Q1 Results	FYE Sep-2025 Full-year Earnings Forecast	Progress
Sales	393	419 <small>Increased by 7% compared to the same period last year</small>	2,400 <small>10% increase from previous period</small>	17%
Operating Income	-17	13 <small>Increased by 31 million yen compared to the same period last year</small>	450 <small>18% increase from previous period</small>	3%
Net Profit	-8	10 <small>Increased by 18 million yen compared to the same period last year</small>	358 <small>42% increase from previous period</small>	3%

## ● First Quarter Sales (Non-consolidated)



- The company's main license sales business grew significantly, up 22% compared to the same period last year.
- The service provision business has been focusing on solution sales, which have been steadily increasing sales, up 12% year on year.





# Sales Format



- Approximately 40% of sales are direct sales and approximately 60% are sales through partner companies.
- It has been adopted by over 1,000 companies.
- Partner companies are primarily major vendors. There are many examples of large companies and local governments adopting this system.

事業の DX を支える、IT インフラの健全性を獲得！

～ 年間のネットワーク負荷傾向とユーザー利用状況を予測し、トラブルを未然に防止 ～



**ダイキン工業株式会社 / ダイキン情報システム株式会社**

1924 年に大阪で創業して以来、ダイキンは今、空調事業を中心に、世界 160 力国以上で事業を展開している。社会や地域が抱える課題の解決、そして、事業の成長。この 2 つの両立で人々の健康と快適を支え、空気と環境の新しい価値を創るグローバル企業として、世界中の期待に応え続けていく。



設立	1934 年 2 月 11 日
資本金	85,032,436,655 円
従業員数	単独 7,732 名、連結 84,870 名 (2021 年 3 月 31 日現在)
所在地	大阪府北区中崎西 2-4-12 梅田センタービル
事業内容	空調・冷凍機、化学、油機、特機、電子システム

運用支援の最大活用で的確なシステム改善を実現する

～ ボトルネックの早期発見と事前対処を実現し、IT 障害ゼロを目指す ～

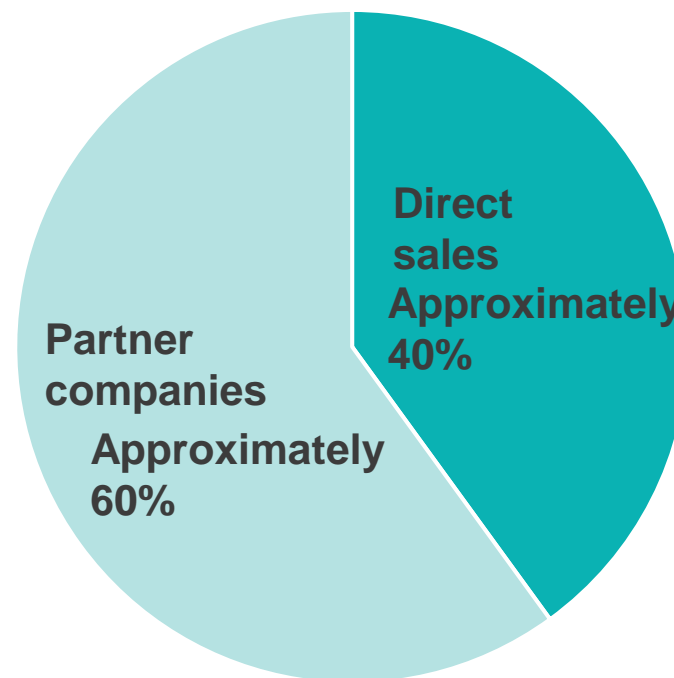


**マックス株式会社**

マックス株式会社は、釘打ち機、ガンタック、ねじ打ち機、ステーブルなどのインダストリアル機器と福祉キスなどのオフィス用品および車いすなど福祉用品を製造販売するメーカー。「世界中の暮らしや仕事をもっと楽に、楽しくする」というコーポレートビジョンのもと、使う人が満足するモノづくりにこだわり、国産初となる福祉キスをはじめとする文具・オフィス機器、釘打ち機や鉄筋結束機をはじめとする建築建設工機を基盤に、浴室暖房・換気乾燥機など住環境機器、車いすなどの介護福祉機器へと事業を拡大している。



設立	1942 年 11 月 26 日
資本金	123 億 67 百万円
従業員数	連結 2,508 人
所在地	東京都中央区日本橋箱崎 (本社) 群馬県佐波郡玉村町 (システム統括部)



年々増加するサイバーセキュリティリスクに対応するため、

IT 資産の脆弱性対策を「診断」から「管理」へ切り替え、一歩進んだ対策を推進



**シチズン時計株式会社**

シチズン時計株式会社は、「市民に愛され市民に貢献する」を企業理念として創業から 100 年以上の歴史を持つ時計メーカーです。様々な分野のグループ企業を持つシチズングループの中核企業であり、各種時計類およびその部品の製造・販売を行っています。



設立	1930 年 5 月 28 日
従業員数	14,817 名 (連結 / 2024 年 3 月 31 日時点)
所在地	東京都西東京市田無町 6-1-12 (本社)

障害切り分けと設備投資のための明確なエビデンス

～ 大規模社内インフラシステムの予兆検知、障害調査、安定稼働を実現 ～



**TIS株式会社**

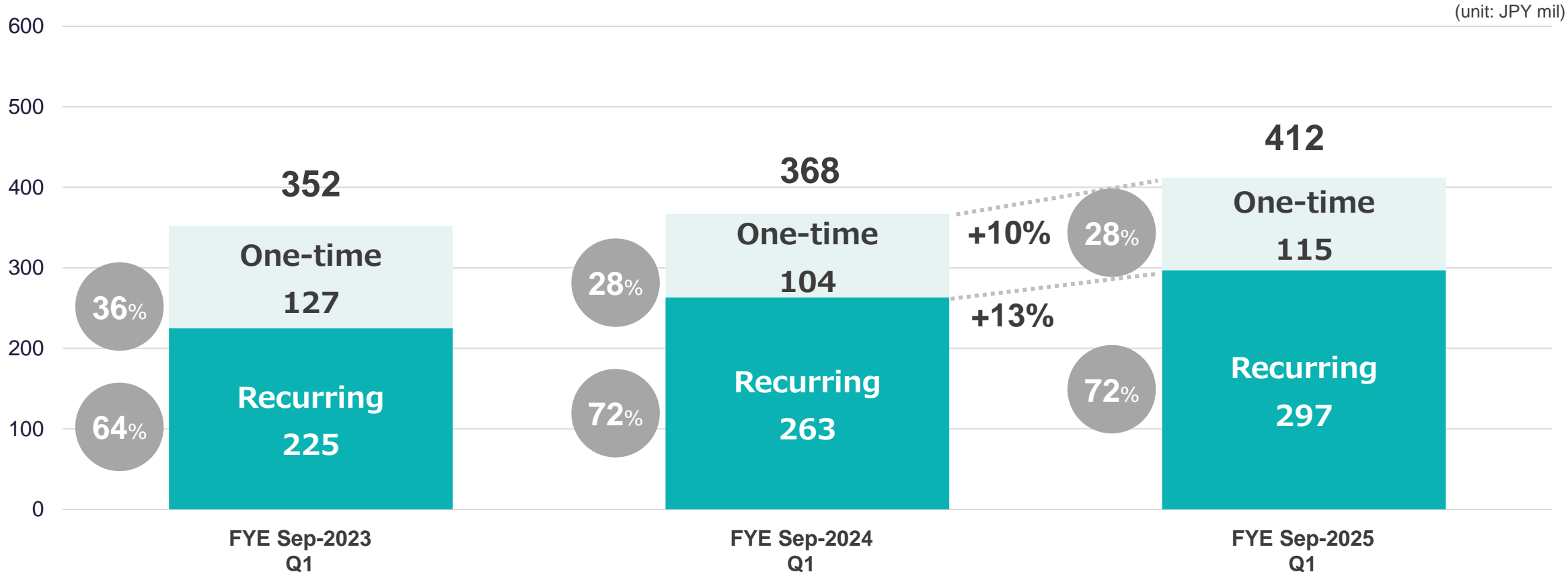
TIS株式会社は、ビジネスを支える基幹システムから、高い競争力を生むアプリケーション、さらにはシステムの基盤となるプラットフォームまで、幅広い業界・分野で IT サービスを提供する総合 IT サービス企業である。長年にわたって培ってきた経験と技術により、常にお客様の経営課題を把握し、潜在的なニーズを先取りしたサービスをお届けすることで、お客様のデジタルビジネス変革に貢献する。



創業	1971 年 4 月 28 日
資本金	100 億円
従業員数	連結 21,817 名、単体 5,838 名 (2021 年 3 月 31 日現在)
所在地	東京都新宿区西新宿 8 丁目 17 番 1 号
事業内容	コンサルティングサービス、システムインテグレーションサービス、アウトソーシングサービス、IT 基盤構築サービス、先端技術の研究と提供

# ● First Quarter Recurring Sales Ratio (Non-consolidated)

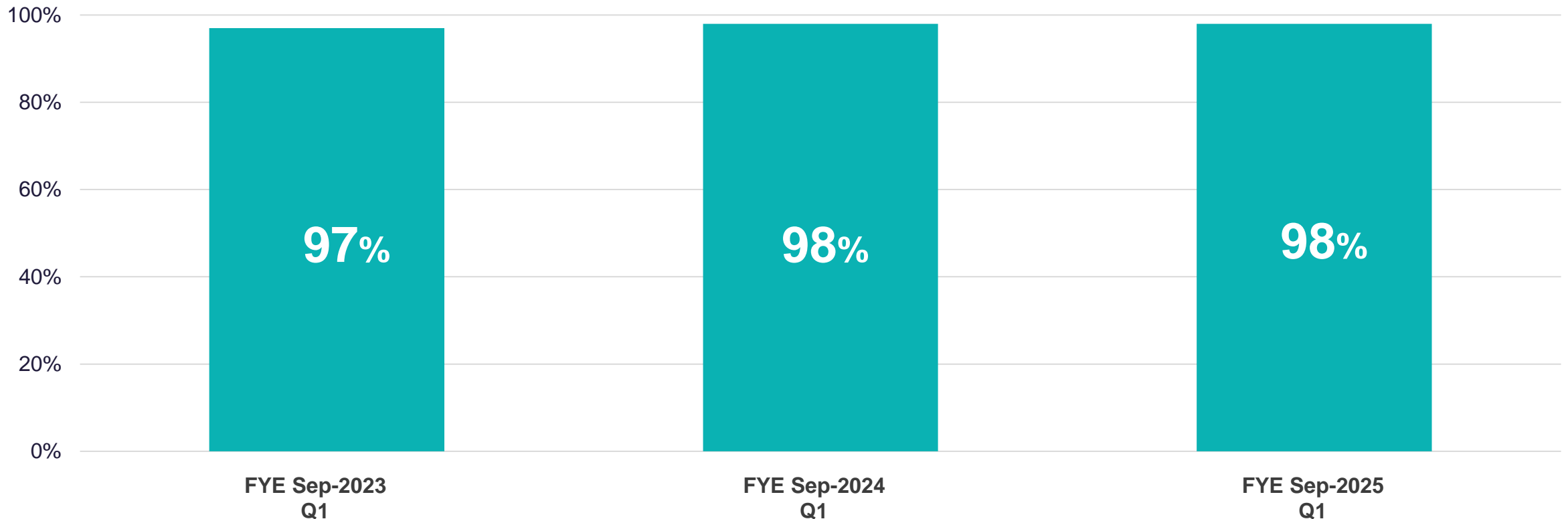
- The recurring sales ratio in the first quarter remained unchanged at 72%, maintaining a stable earnings structure.
- Recurring sales increased by 13% compared to the same period last year.





# ● First Quarter System Answer Update Rate

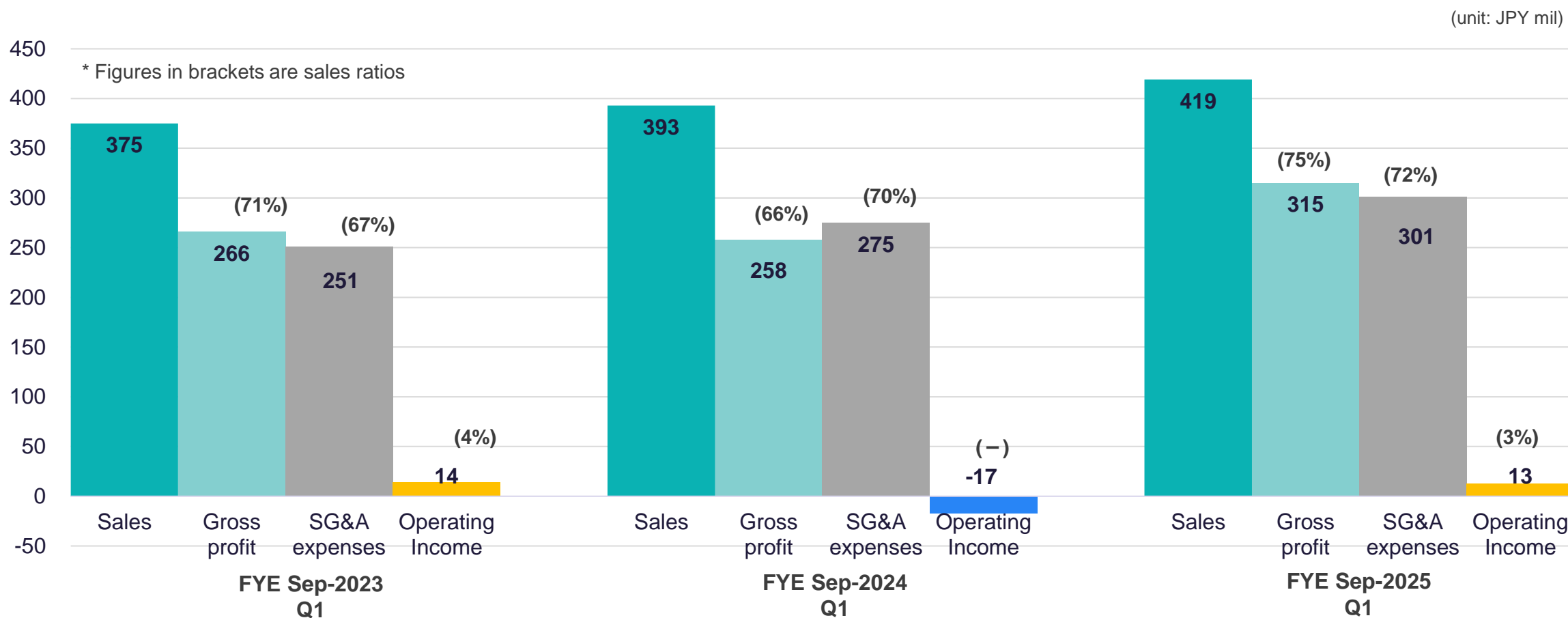
- The system answer update rate for the first quarter is progressing at a high level of 98%.
- We are seeing stable long-term profits.



# ● First Quarter Operating Income



- Sales increased and gross profit margin improved, resulting in a significant increase in gross profit compared to the previous fiscal year.
- The introduction of management accounting and SG&A expenses are progressing as planned, resulting in improved operating profit.

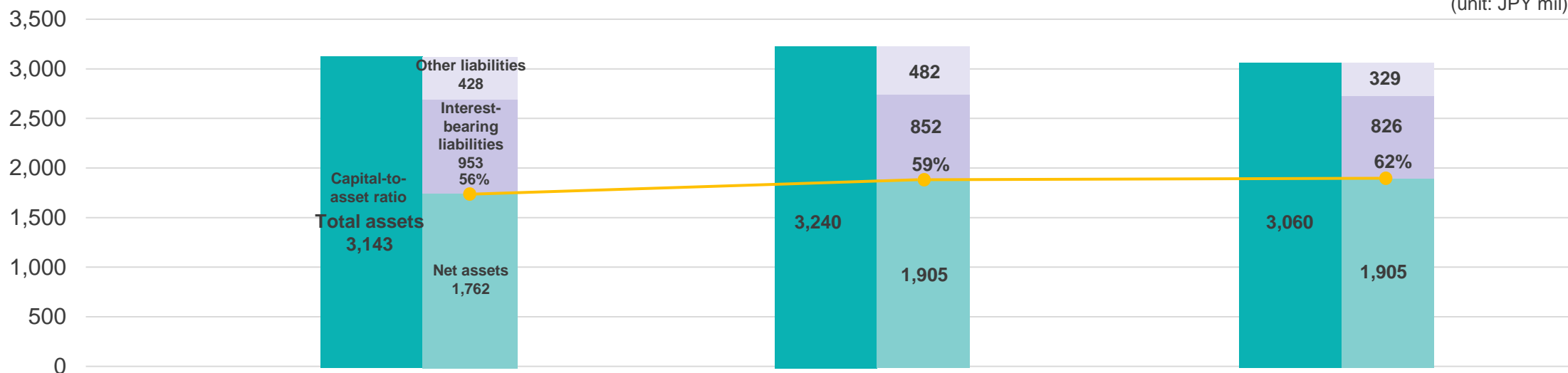


# ● Balance Sheet and Capital Adequacy Ratio (Non-consolidated)



- The capital-to-asset ratio is gradually increasing due to the continued accumulation of profits and the reduction of interest-bearing liabilities.
- Our financial position remains sound.

(unit: JPY mil)



	FYE Sep-2023	FYE Sep-2024	Q1 FYE Sep-2025
Total Assets	3,143	3,240	3,060
Interest-bearing liabilities	953	852	826
Other liabilities	428	482	329
Net Assets	1,762	1,905	1,905
Capital-to-asset ratio	56%	59%	62%

# ● First Quarter: Net Profit/Shareholder Return



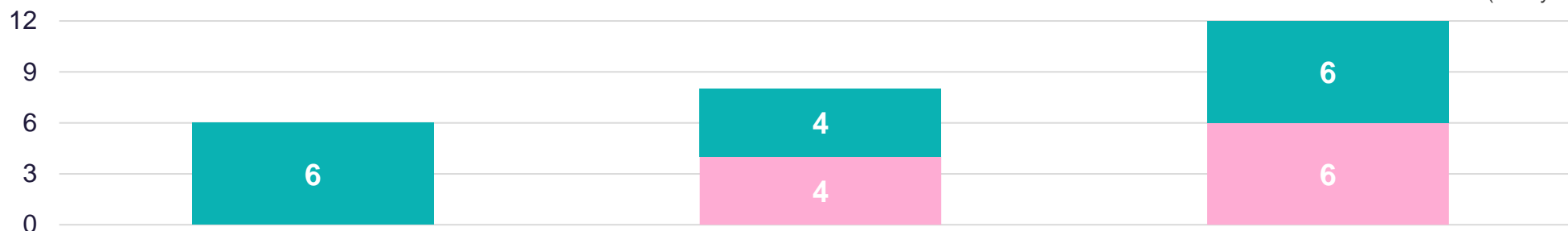
- Due to increased sales and improved gross profit margin, net profit increased by 18 million yen compared to the same period last year.

(unit: JPY mil)

	Q1 FYE Sep-2023	Q1 FYE Sep-2024	Q1 FYE Sep-2025	Full-year plan for the fiscal year ending September 2025
Net Profit	Consolidated 14	Consolidated 8	Non-consolidated 10	Non-consolidated 358

- Returning profits to shareholders is our top management priority, and we will implement progressive dividends from the fiscal year ending September 2025.
- For the fiscal year ending September 2025, the planned dividend is 12 yen per year, with an interim dividend of 6 yen and a year-end dividend of 6 yen.

(unit: yen)

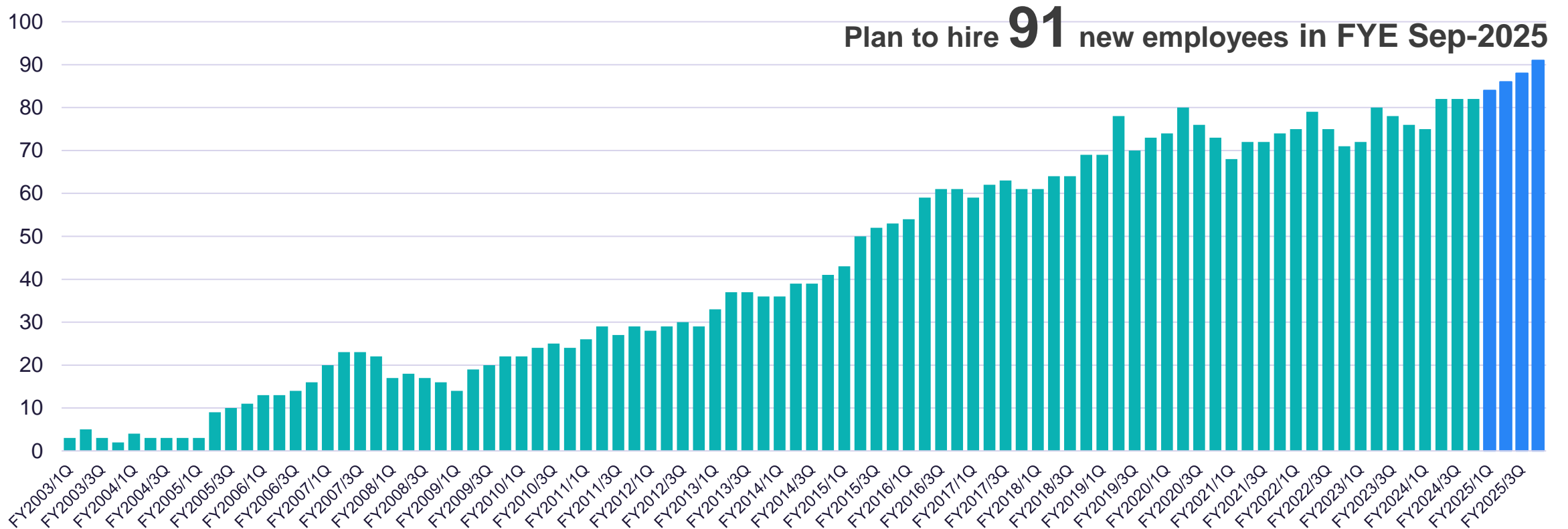


	FYE Sep-2023	FYE Sep-2024	Full-year plan for the fiscal year ending September 2025
Total dividend allocation (Based on resolution)	33 million yen	44 million yen	66 million yen
Dividend amount/share	6 yen	8 yen (interim 4 yen/year-end 4 yen)	12 yen (interim 6 yen/year-end 6 yen)

# ● Human Resources Strategy



- Expand human capital, with plan to add nine employees in FYE Sep-2025.
- Increase staff, mainly in technical positions.
- Bolster human resource development. (In-house certification system, new employee training, etc.)



# Q1 FYE Sep-2025

# Topics

# ● System Answer G3 Price Revision



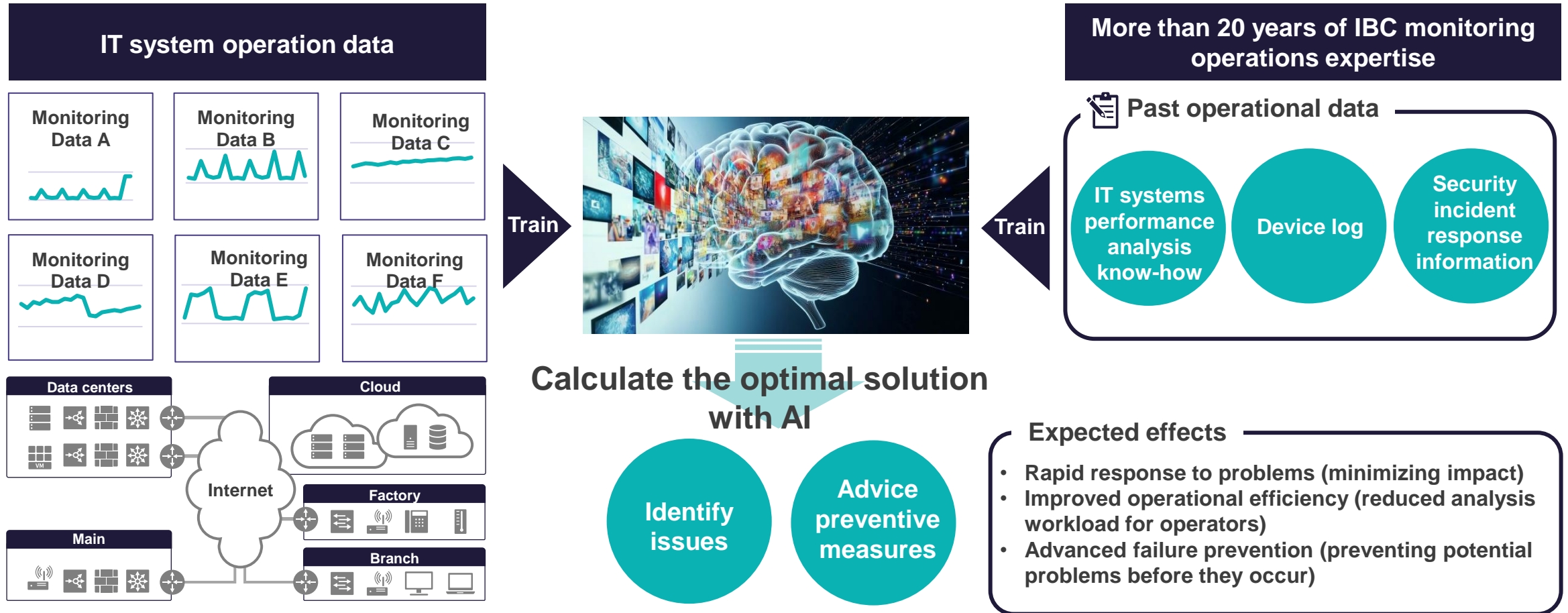
- Prices will be revised from December 2024 due to changes in the external environment, such as rising prices and labor costs.
- Sales from new orders and contract renewals after the price revision will be reflected from the first quarter of the fiscal year ending September 2025.

New price effective from	Subject to price revision
Orders received on Monday, December 2, 2024	<ul style="list-style-type: none"><li>• System Answer G3 License</li><li>• System Answer G3-XC License</li><li>• System Answer G3 24/7 Support</li><li>• System Answer G3 Log Option</li><li>• System Answer G3 Stats Option</li></ul>



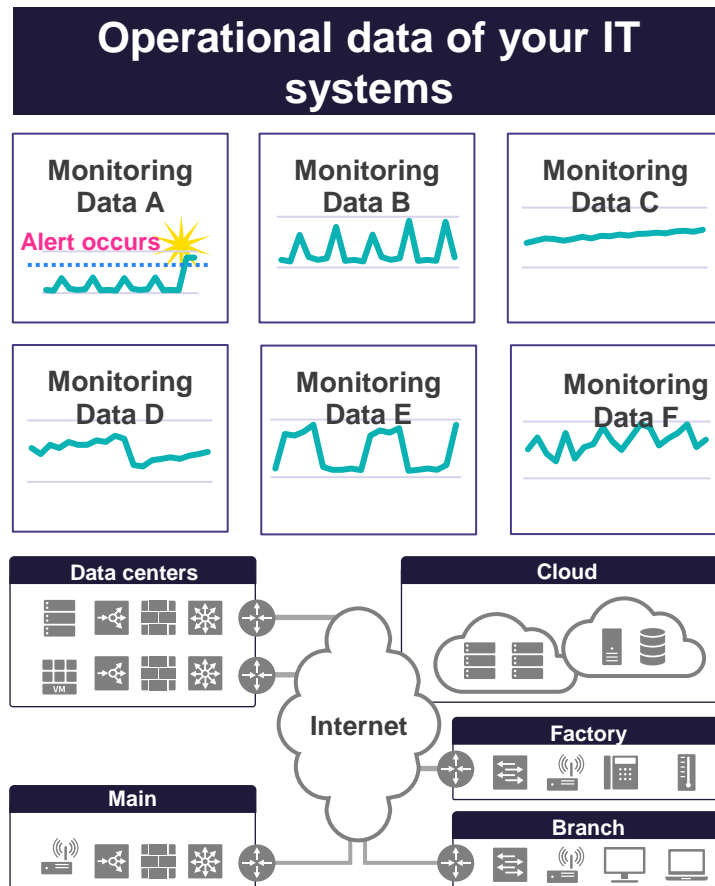
# ● Development of New Functions (AI Technology)

- Utilizing over 20 years of know-how, we use AI technology to calculate optimal solutions.
- Achieve efficient problem solving.

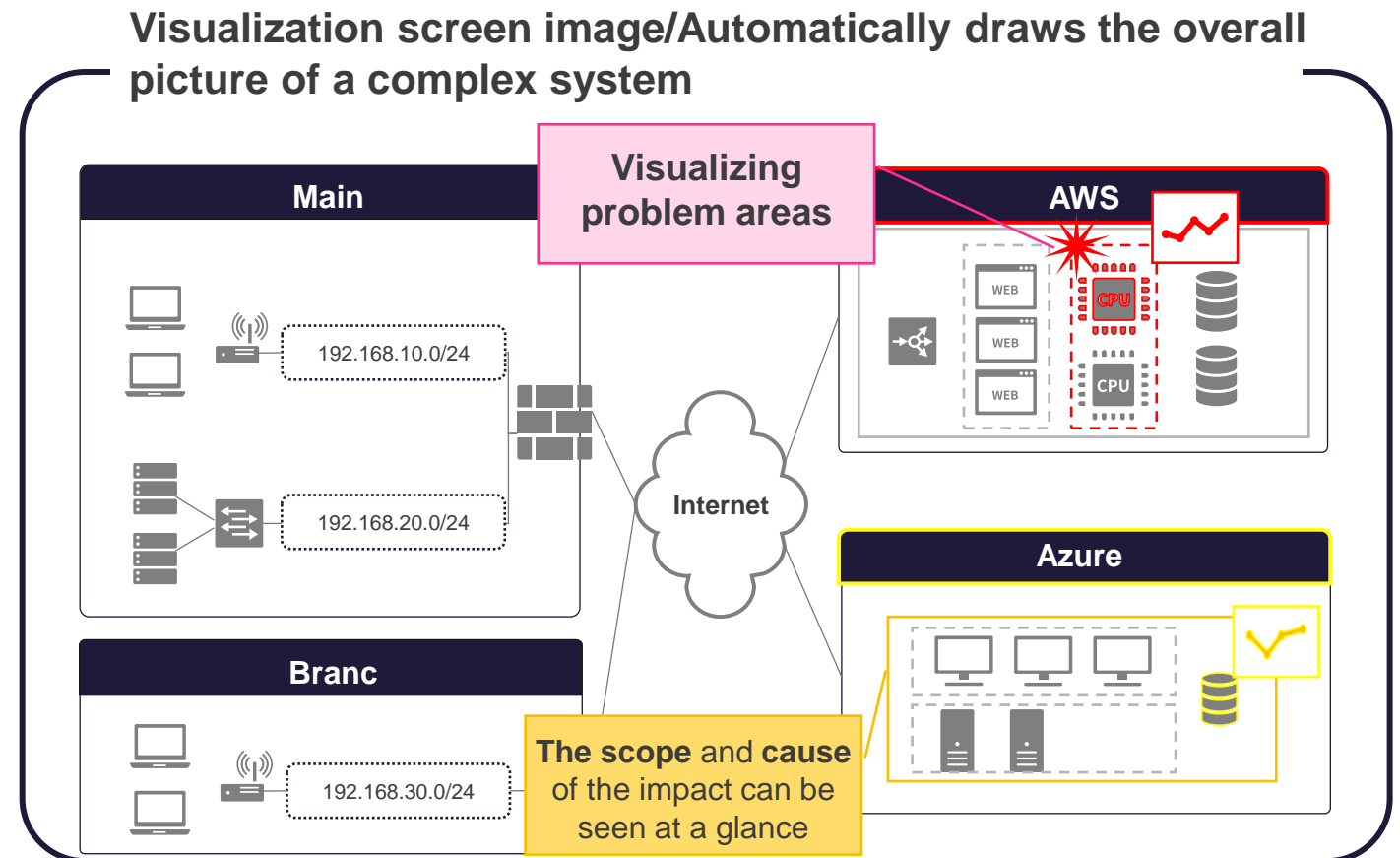


# ● Development of New Features (Multi-cloud)

- Visualize multi-cloud (combined use of Microsoft Azure, Amazon Web Services, Google Cloud Platform, etc.).
- It helps you grasp the overall picture of complex systems at a glance and improves business efficiency.

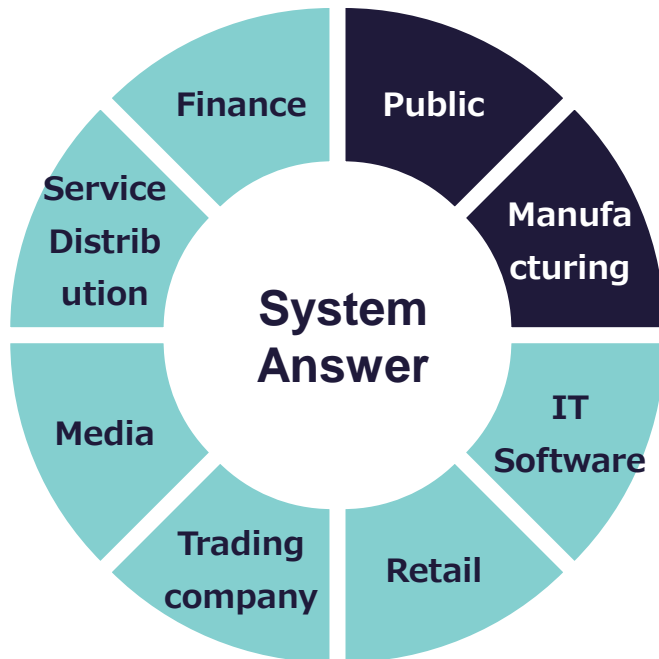


Visualization



# ● Approaching Growing Markets

- Our products are in demand across all industries.
- We aim to expand sales and increase market shares in growing markets.



## Public

### Education

The digitalization of school affairs and learning has progressed through the "GIGA School Initiative."  
The Ministry of Education, Culture, Sports, Science and Technology also recommends the "Network Assessment Promotion Project."

## Public

### Local government

Digital transformation of local governments under the revised Local Autonomy Act. Municipal government networks are undergoing rapid change, with the need to optimize data sharing between the national and local governments.

## Manufacturing

### Manufacturing

The Ministry of Economy, Trade and Industry has published the "Smart Factory Roadmap" and is actively promoting this initiative. Digital transformation is progressing rapidly in manufacturing sites.

# ● The GIGA School Project is Heading to NEXT GIGA



- In order to fully implement digital transformation in education, it is urgent to resolve issues (such as malfunctions of information terminals and network delays).
- As part of the second phase of the GIGA School Project (NEXT GIGA), information terminal updates and network assessments have been carried out.

GIGA School Project Phase 1

## GIGA School Initiative (FY2019)

The Ministry of Education, Culture, Sports, Science and Technology has announced a plan to provide one information terminal (PC, tablet, etc.) per student in elementary and junior high schools across the country in order to realize a new style of learning in schools.

## Improving the environment (FY2020-FY2021)

Digital transformation of school affairs and learning

Providing an information terminal for each student and a high-speed, large-capacity communication network environment from elementary school to high school

## Challenges of digitalization of school affairs and learning (until FY2024)

"Increase in information terminal failures" and "Deterioration of batteries" \*Lifespan of about 4 to 5 years

"Some students cannot access classes," "Connection to the school system is slow," "It is difficult to connect when all students connect to the network at the same time"

Second Phase

## NEXT GIGA Information terminal updates and promotion and support for improving school networks (from FY2024)

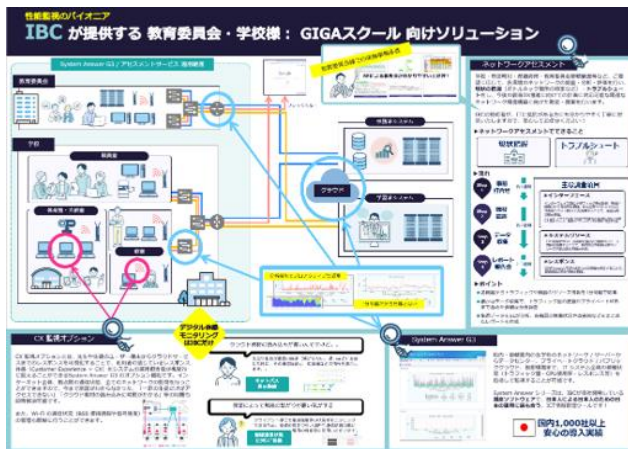
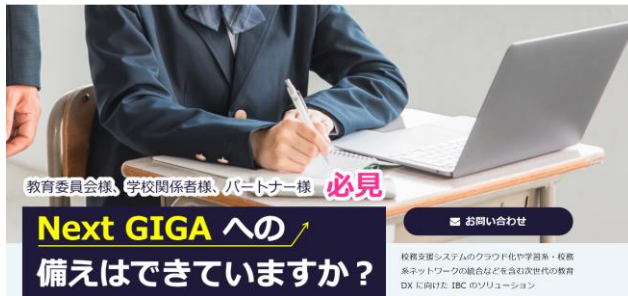
Each student will be provided with a replacement information terminal (due to deterioration)

Network development plan (requirements for financial assistance for updating information terminals)

→ **Conducting assessment (survey and diagnosis) of school networks**

# ● Initiatives toward NEXT GIGA

- A special NEXT GIGA page has been created for boards of education and school officials.
- Utilizing the know-how gained from performance monitoring that has been cultivated for over 20 years since the company was founded, IBC will introduce various solutions to prepare for NEXT GIGA.



## ①Network Assessment

Assessment unique to IBC, a pioneer in performance monitoring



Grasp of the current situation

Troubleshooting

## ②Network Monitoring Tools

Centralized monitoring of operational status with System Answer G3

Stable operation without the need for specialized knowledge by understanding the entire system within the school and its jurisdiction.



## ③Visualization of user experience

New monitoring with CX monitoring option



Visualize teachers and students' "difficulty connecting to the internet"



## ④24/7/365 manned monitoring service

Customize and outsource monitoring operations

Reliable MSP\* services that incorporate our know-how as a monitoring tool developer and manufacturer.

\* Services to perform monitoring and operation tasks on behalf of the client



# ● System Answer Shares in Local Governments

- The adoption rate in prefectures is 33%, and 40% in government ordinance cities (20 cities).
- It is used not only by local government operations staff, but also by companies that undertake operations management for local governments.



## Reasons for adoption

Japanese UI, intuitive interface, and support from our engineers (by telephone and email).  
No specialized knowledge is required for use.



# ● Private Exhibition "IBC DAY 2024"



- A private exhibition "IBC Day 2024" was held in October 2024.
- Case study seminars were held by users, and the latest products and solutions from our company and supporting companies were on display.

## The purpose

Advertise our products and services, increase brand recognition, and strengthen relationships with customers and partners through private exhibitions.

We aim to improve customer satisfaction by directly communicating product features and benefits.

### ■ Case Study Seminar

Five companies using IBC solutions were invited to speak at the event, sharing how they use the solutions in a way that is unique to their respective industries.



### ■ Product and solution exhibits

The latest products and solutions from supporting companies were exhibited.

There was a demonstration exhibit where you could actually touch the device to experience how it works.





## ● CSR Activities Visit to NPO AlonAlon

- As part of our CSR activities, in December 2012, 11 employees visited AlonAlon, an NPO that runs a Type B business that provides support for continuing employment in Futtsu City, Chiba Prefecture.

### ■ Support activities

During the tour, our employees observed people with disabilities working energetically and cheerfully growing the Phalaenopsis orchids, and also provided support activities, mainly pulling weeds on the farm.



- Through these and similar activities, we aim to develop the character of each employee to be kind and to help those in need, and will continue to contribute to the realization of the sustainable society that the SDGs aim for.

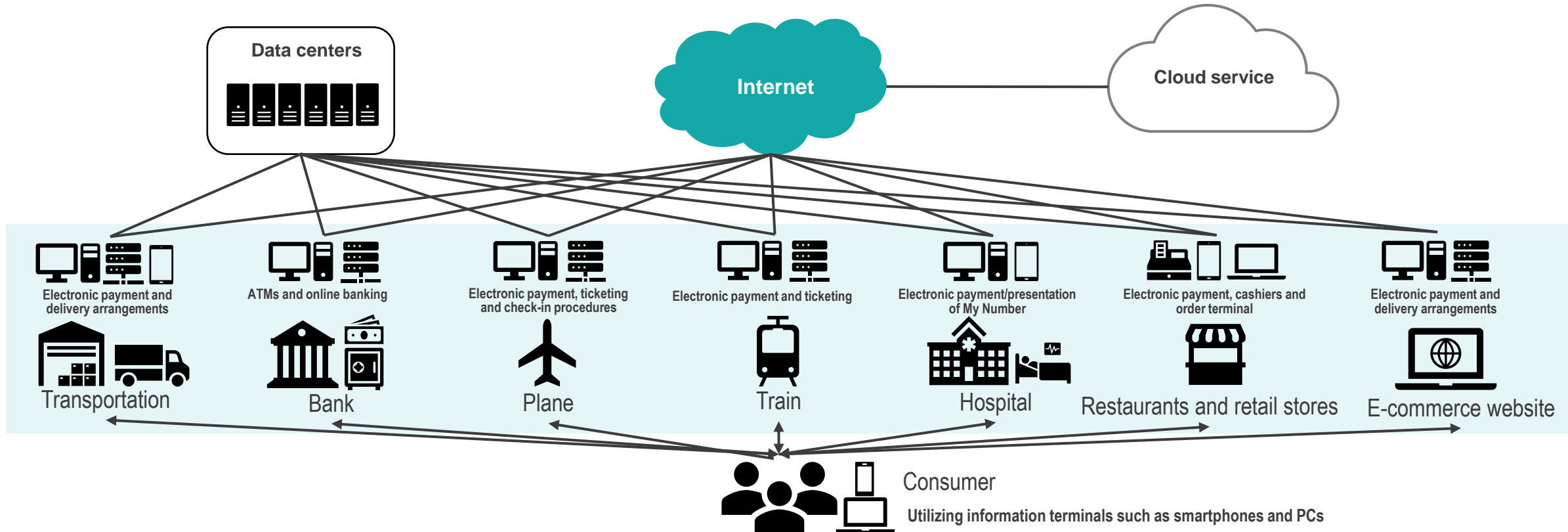
# Appendix

# ● Social Infrastructure Supported by IT

IT is now used in almost everything we need in our daily lives

IT is the computer infrastructure that supports social activities behind the scenes

- IT is essential for businesses to provide services and conduct business, and for consumers to live their lives.

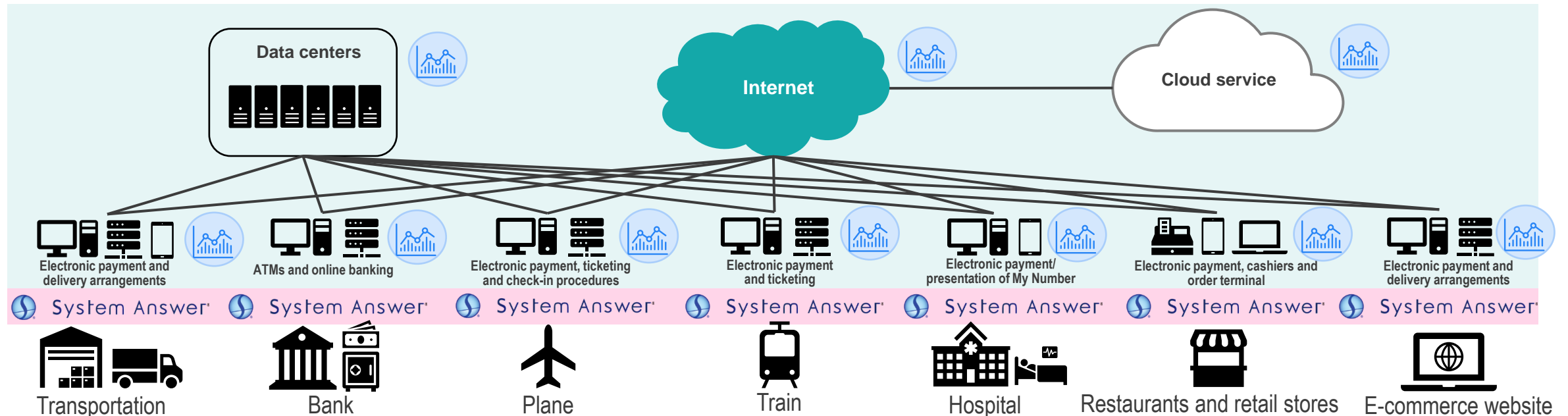


# ● The Need for IT System and Network Monitoring

An IT failure will have a major impact on the lives of many people.  
IT systems must always operate normally.

- When an IT failure occurs, it can have an impact such as not being able to withdraw money from banks, not being able to shop at stores, or not being able to use public transportation.
- For society to keep functioning, it is necessary for us to monitor IT systems and networks and keep them operating normally at all times.

➤ System Answer monitors IT systems and networks, contributing to the stabilization of social infrastructure



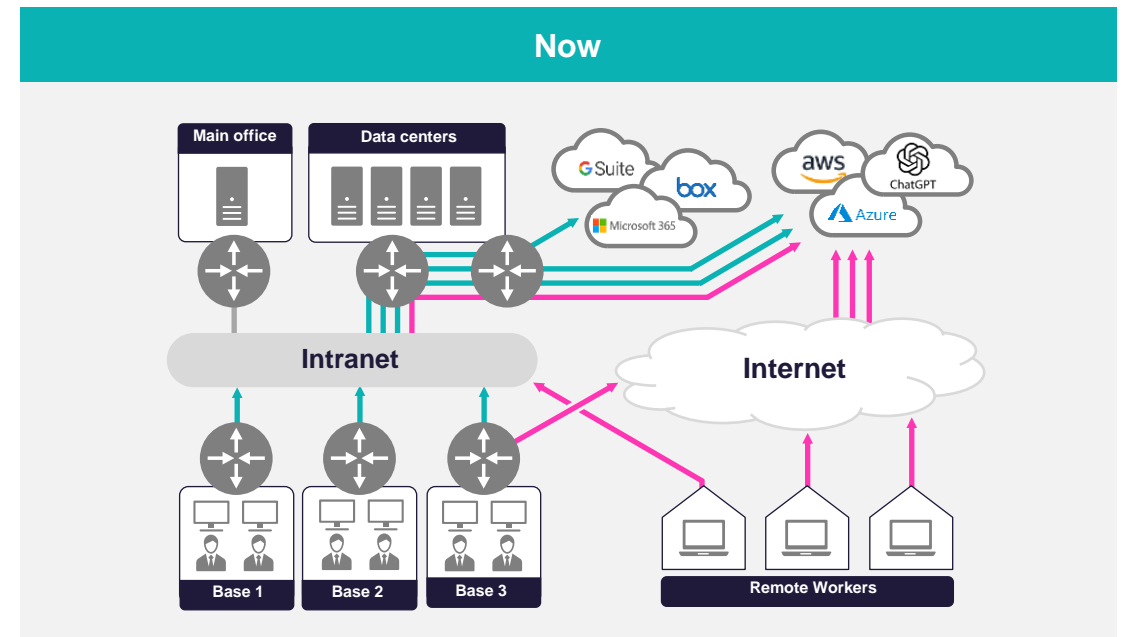
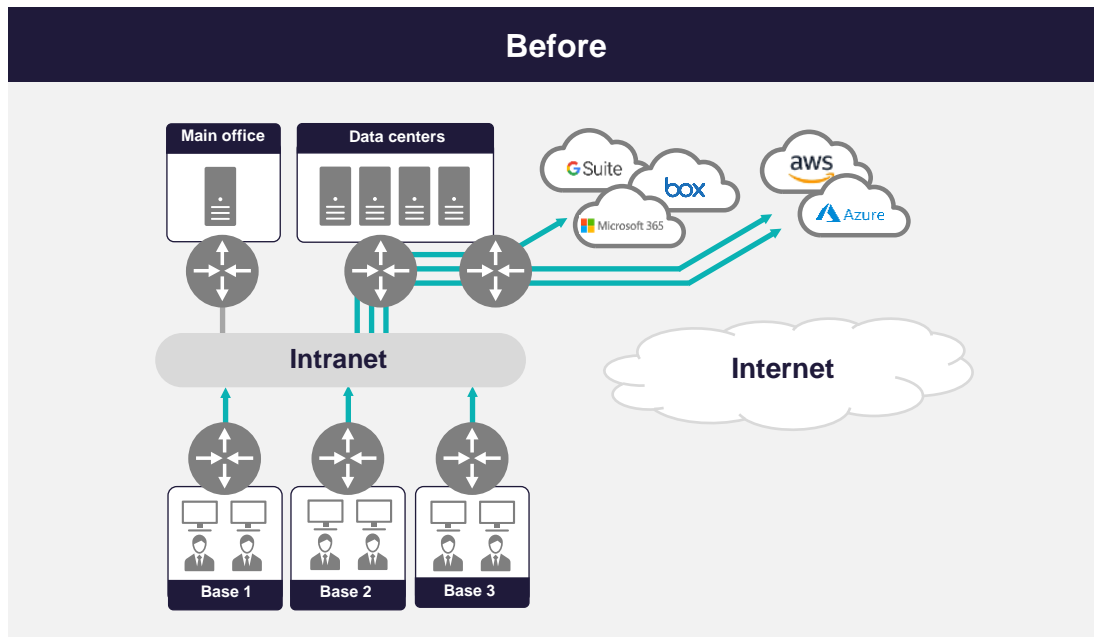


# Changes in the Environment Surrounding IT Systems



Changes in work styles and in-company communication methods due to the COVID-19 pandemic have brought major changes in the corporate network environment

- Network traffic is rapidly increasing due to increasing digitalization, data utilization, teleworking, and the spread of AI.
- For stable network operation, it is essential to monitor traffic volume on a daily basis and understand whether the network bandwidth is being strained and whether users are able to use the network without stress.



# ● System Answer G3: Three Advantages

1

## From detection to prevention



We support our customers' desire to "prevent failures before they occur" with **analysis features**

A typical monitoring system **detects** the occurrence of an abnormality. Their role is to investigate and analyze the causes of problems and respond quickly to them. System Answer automatically analyzes the information obtained from monitoring. This enables it to make **predictions** and implement functions to **prevent** possible future failures.

2

## Promoting stable operation



Rapid problem resolution and root cause analysis contribute to **measures to prevent recurrence**

System Answer is equipped with a function called **Troubleshooting Assistant** that functions as a performance analysis know-how that IBC has accumulated over 20 years. This supports customers' fault recovery responses. Also, By utilizing **Dynamic Bookmarks (Correlation Analysis)**, you can identify potential failure risks and take measures early on.

3

## Customer Success



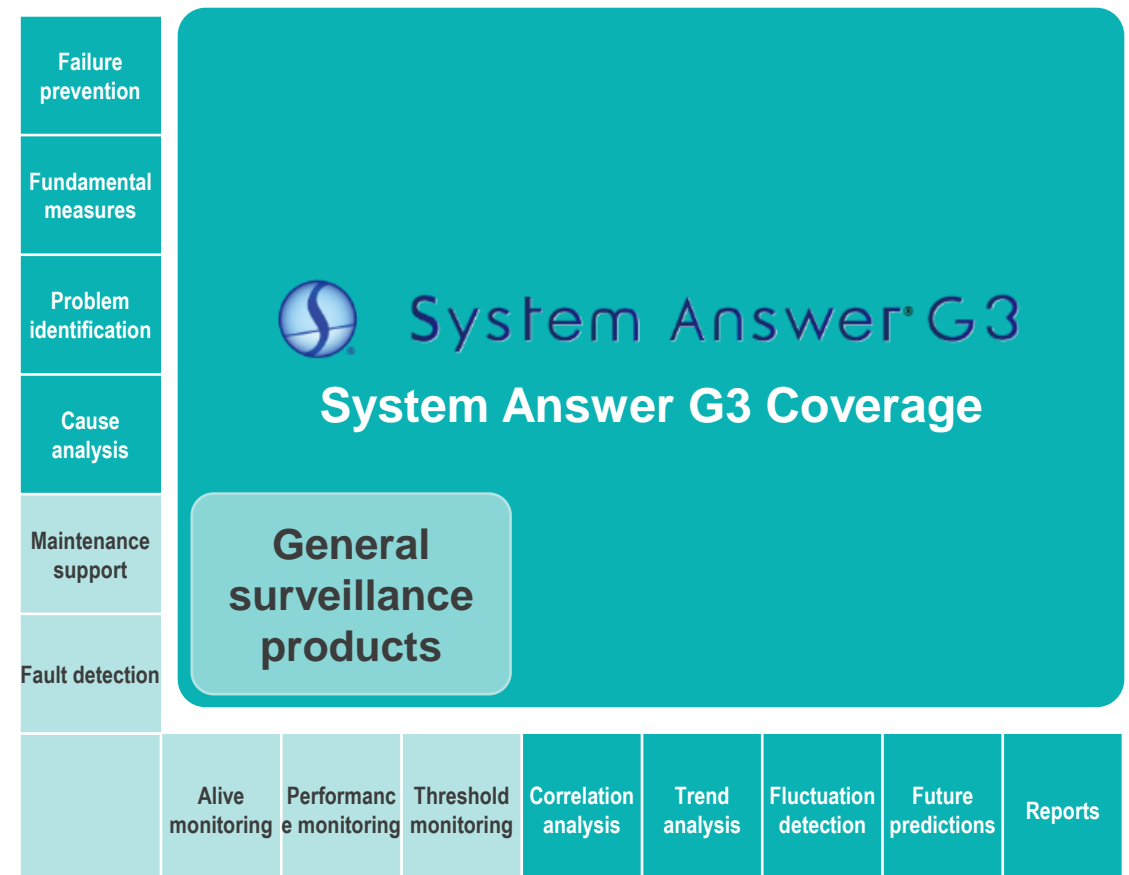
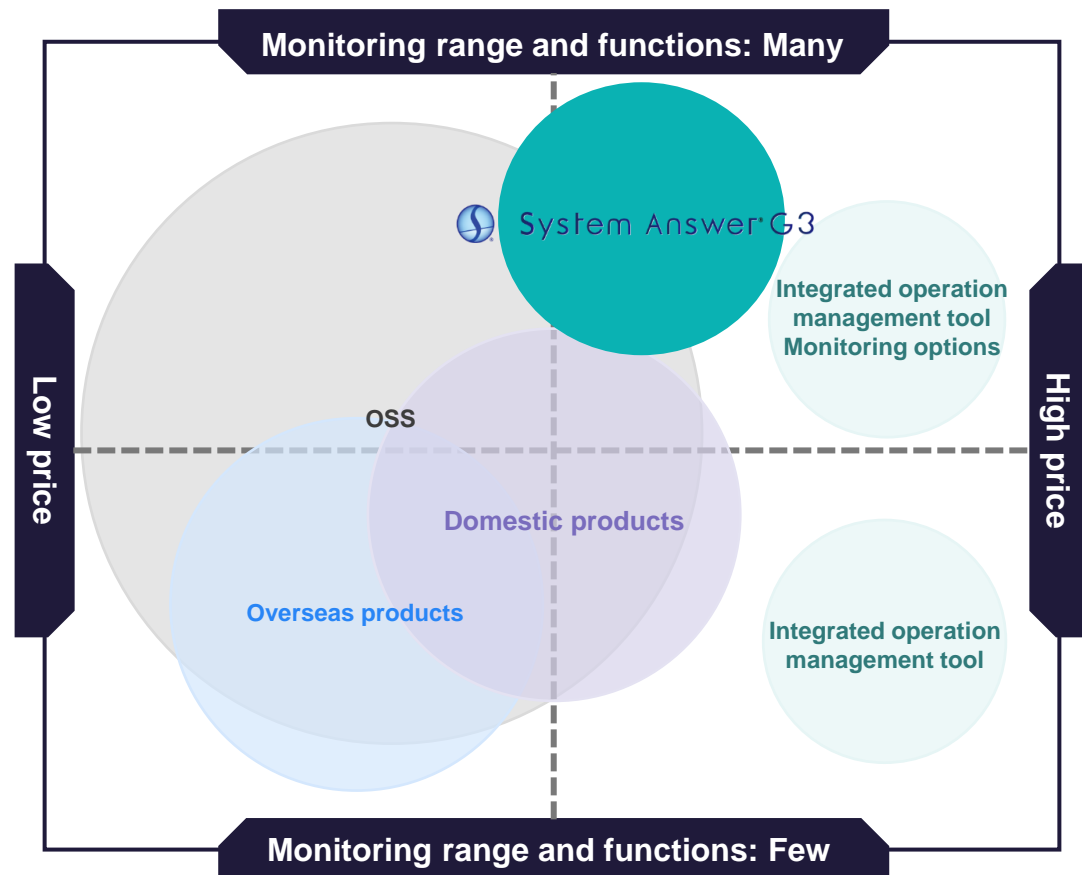
Through "turning customer needs into products" and "providing services to resolve operational issues", we provide **reassurance and satisfaction**

It is our pride and joy to develop products that are **truly helpful** for those who use them. We will **actively support the use of** System Answer. In addition, we also provide one-stop value-added services to resolve our customers' system operation issues. Through services that are tailored to our customers, we support their "successful" system operation.

# ● System Answer G3's Position in the Market

In addition to various analyses, it is also possible to perform everything from preventing failures to making predictions

The only product in Japan that can visualize multi-clouds, etc.





# ● In-house Product Development

Capable of centralized monitoring of infrastructure environments that evolve and become more complex with the times  
Not only does it "visualize" the operating status, but it also contributes to "failure prevention" through its analysis function

## - Various monitoring methods -

SNMP monitoring

Response monitoring

App monitoring

Status monitoring

Startup monitoring

Script monitoring

API monitoring

VMware monitoring

WMI monitoring

Cloud monitoring

Web scenario monitoring

IPMI monitoring

## - Flexible notification integration -

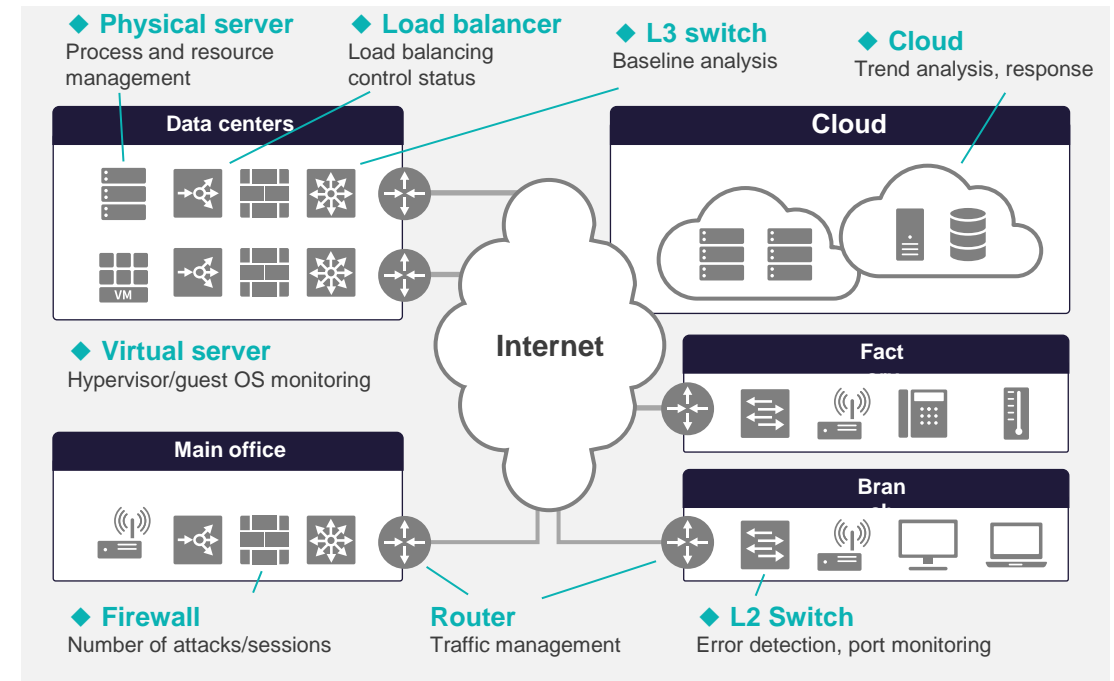
servicenow™

Microsoft Teams

REDMINE

slack

SMS



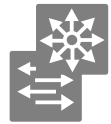
System Answer® G3

Available format

Software Appliance Cloud

# Monitoring Range

Supports 133 vendors as standard, covering approximately 90% of domestic vendors  
Template function makes it easy to obtain detailed information



## Switches/Routers

APRESIA Systems  
Alaxala  
Alcatel Lucent  
Allied Telesis  
Cisco Systems  
Fujitsu  
Hp  
Juniper Networks



## Load balancer

A10 Networks  
Citrix  
Fujitsu  
F5 Networks  
Nortel



## Firewall

CheckPoint  
Cisco Systems  
Fortinet  
Juniper Networks  
Palo Alto Networks  
MacAfee



## Wireless AP

Aruba Networks  
Cisco Systems  
GoNet Systems  
ICOM  
Rucks Wireless  
Symbol

## On-premises

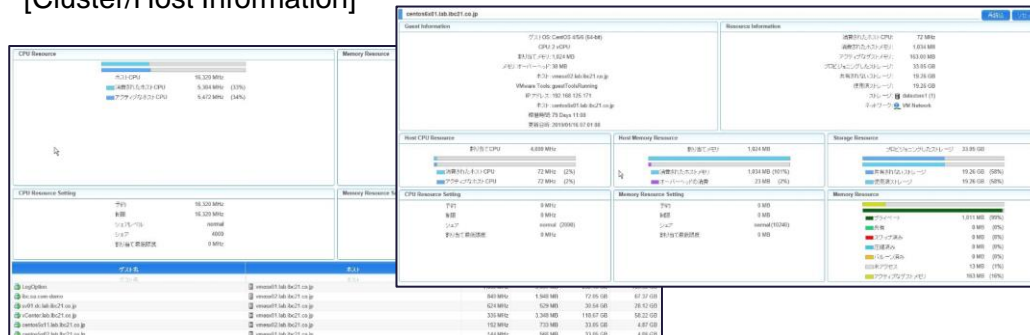
Virtual  
infrastructure

Cloud

The Vsphere API information template function makes it easy to obtain detailed information on **virtual infrastructure environment**.

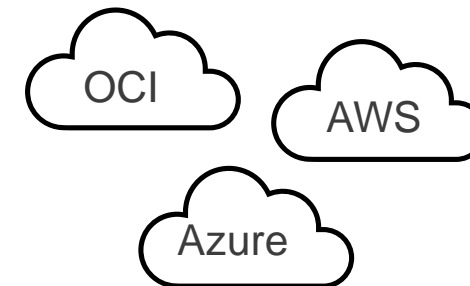
[Cluster/Host Information]

[Guest OS information]



The cloud infrastructure API information template function makes it easy to obtain detailed information on **cloud environment**.

Monitoring item example (AWS)



[EC2]



CPU Utilization  
Disk IO Count  
Network IO Size  
Status Check Failed  
:

[EBS]



# Monitoring Interval and Future Prediction

Data are monitored and acquired at 1-minute intervals and stored uncompressed for up to 5 years  
The world's first feature capable of predicting future failures

## Why is it necessary to obtain information at 1-minute intervals?



### Detect changes every minute

It is possible to notice events that cannot be detected at 5- or 10-minute intervals.



### Realization of highly accurate analysis such as future predictions

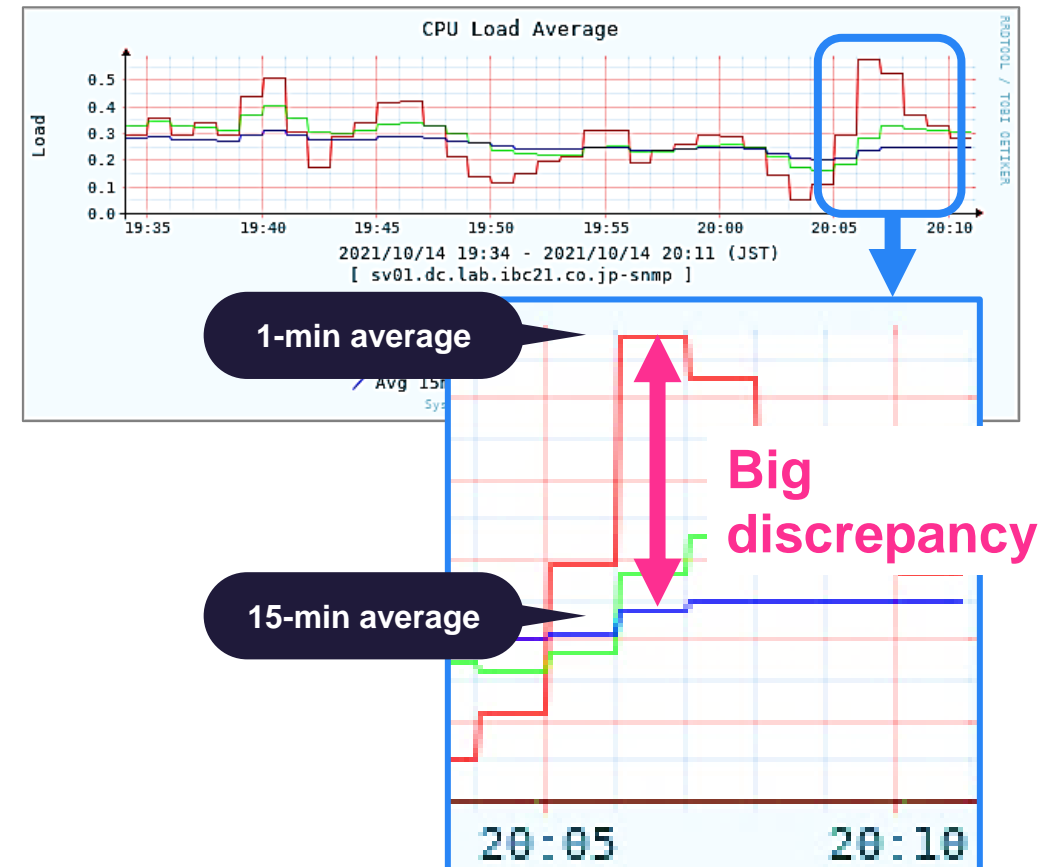
By conducting analysis based on detailed past data, highly accurate analysis can be performed, leading to preventive maintenance and early detection of problems.

## Why is it necessary to store data for 5 years in an uncompressed format?



### Accurately understand long-term trends

Tools and services in which past data are aggregated and rounded or those that delete data after a certain period of time are unsuitable for long-term analysis.



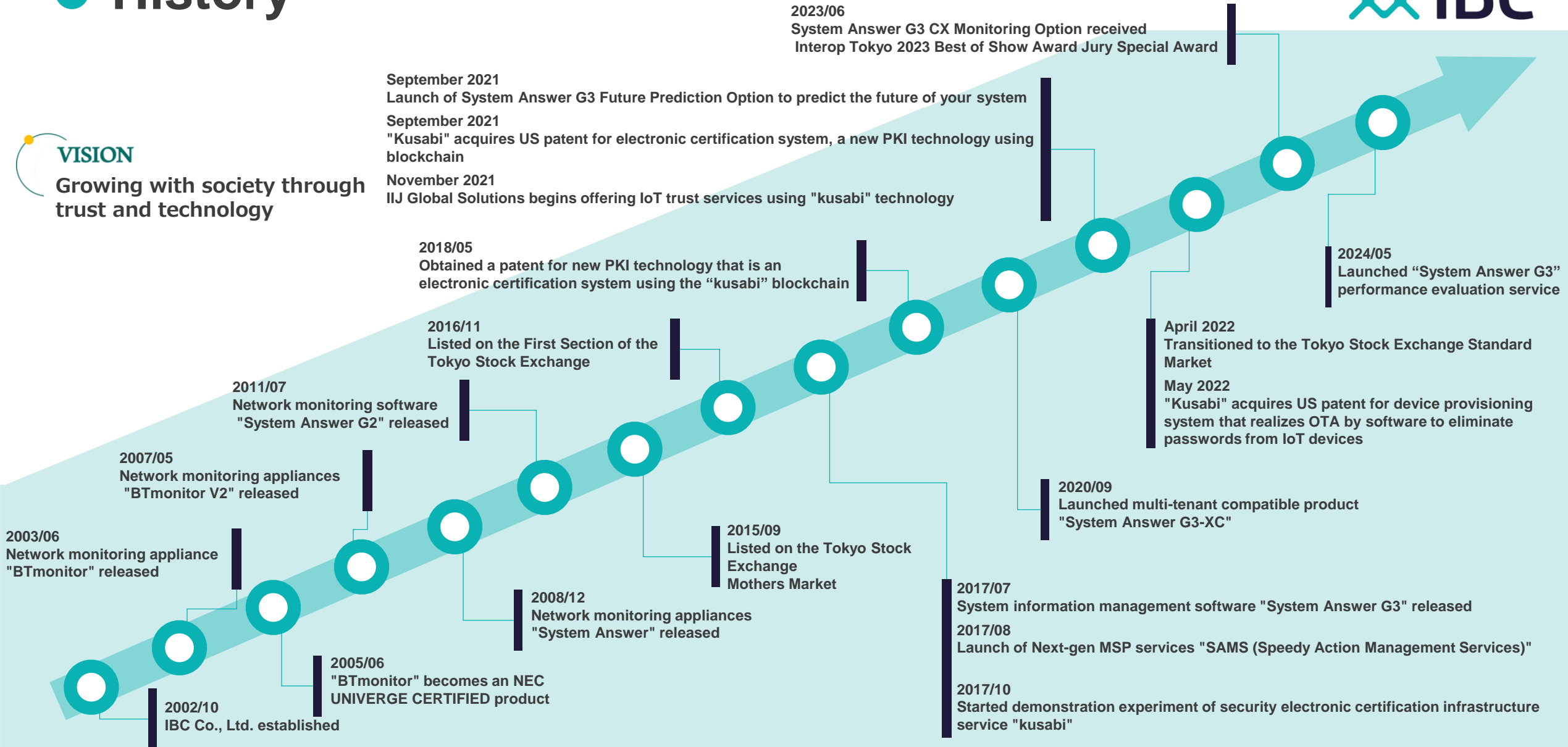
# About Us

# History



## VISION

Growing with society through trust and technology



1

## License sales business

Development of software for operating, diagnosing and preventing IT

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2

## Service provision business

A service in which we carry out IT operations on behalf of our customers

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3

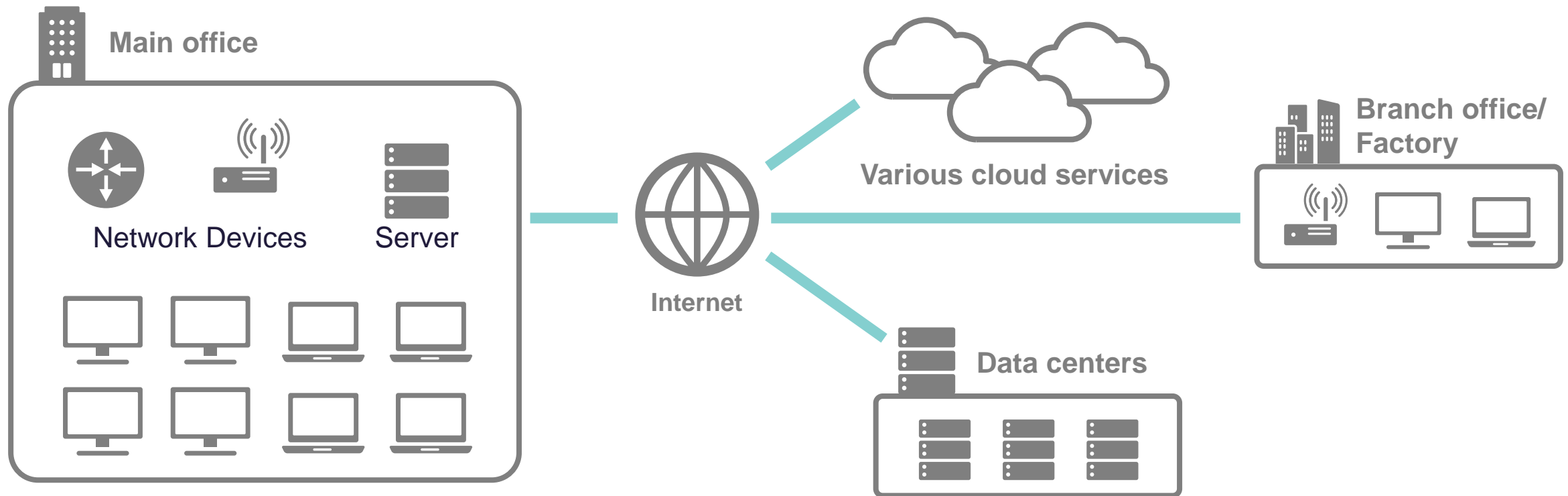
## Other merchandise sales business

Services for building safe and secure networks, security, and clouds

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# ● License Sales Business

**"System Answer G3" is an internally developed IT operation management software that centrally monitors the status of your IT environment (servers, networks, and clouds)**

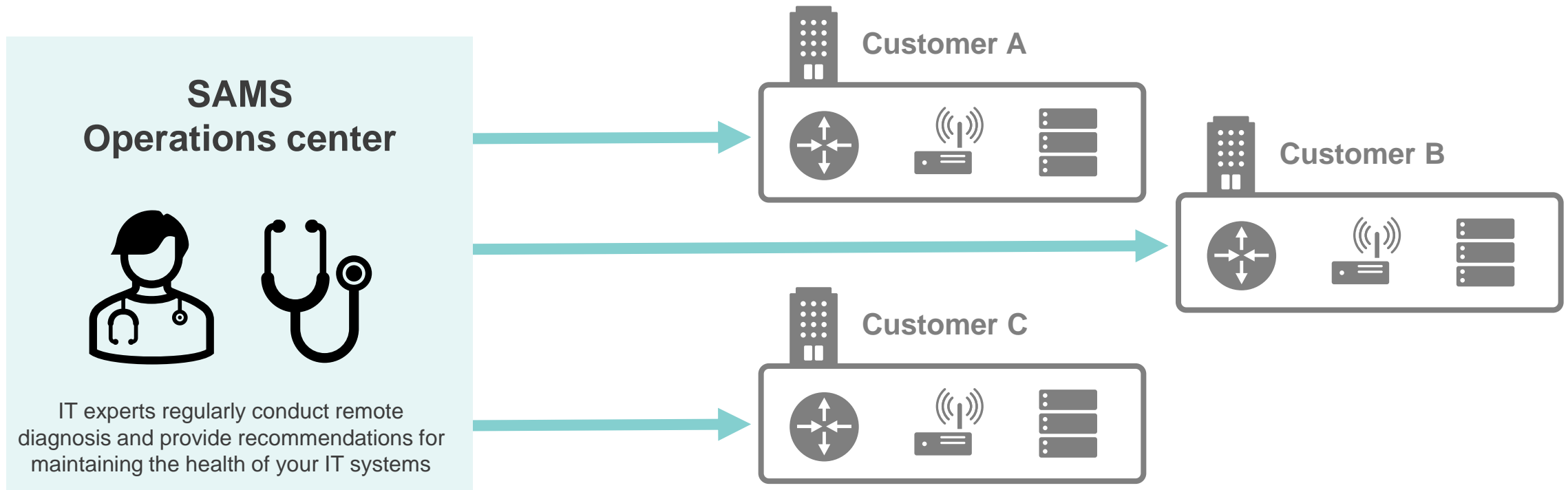




# ● Service Provision Business

Operation management service in which IBC carries out the IT operations on behalf of the customers

"SAMS ( Speedy Action Management Services)"



## ● Other Merchandise Sales Business

**Proposal for an optimal system (network construction, security measures, and cloud migration) made by experts who are familiar with the health of your IT system, and provision of such a system**



- Highly responsive network
- Safe and secure security measures
- Cost-optimized cloud utilization

➤ Sales of various system equipment and software associated with solution services

IBC's Business Mission

**Achieve zero IT failures**



# ● Disclaimer



## [Disclaimer and Caution Regarding Forward-Looking Statements]

This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

This document is intended to provide financial and management information about our company and does not provide any guarantees regarding the content.

The information contained in this document relating to companies other than our company and information created by third parties other than our company has been quoted from public sources, etc. Our company has not verified the accuracy, completeness, appropriateness, etc. of such information and does not guarantee it either. The forecasts, projected figures and other forward-looking statements contained in this document are based on information available as of the date of publication.

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