



Q3 FYE Sep-2025

Supplementary Explanation of Financial Results

20 August 2025

Internetnetworking & Broadband Consulting Co., Ltd.

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Securities Code: 3920

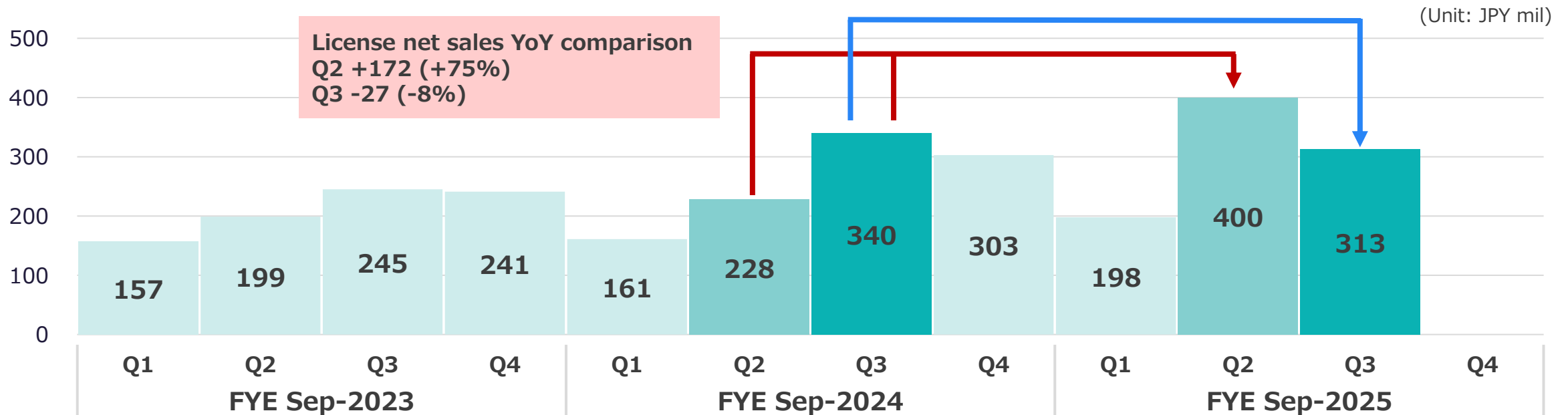
Third Quarter License Sales Performance(Single-Quarter Basis)

Factors contributing to the year-on-year decline

● Third Quarter License Net Sales (Single-Quarter Basis)



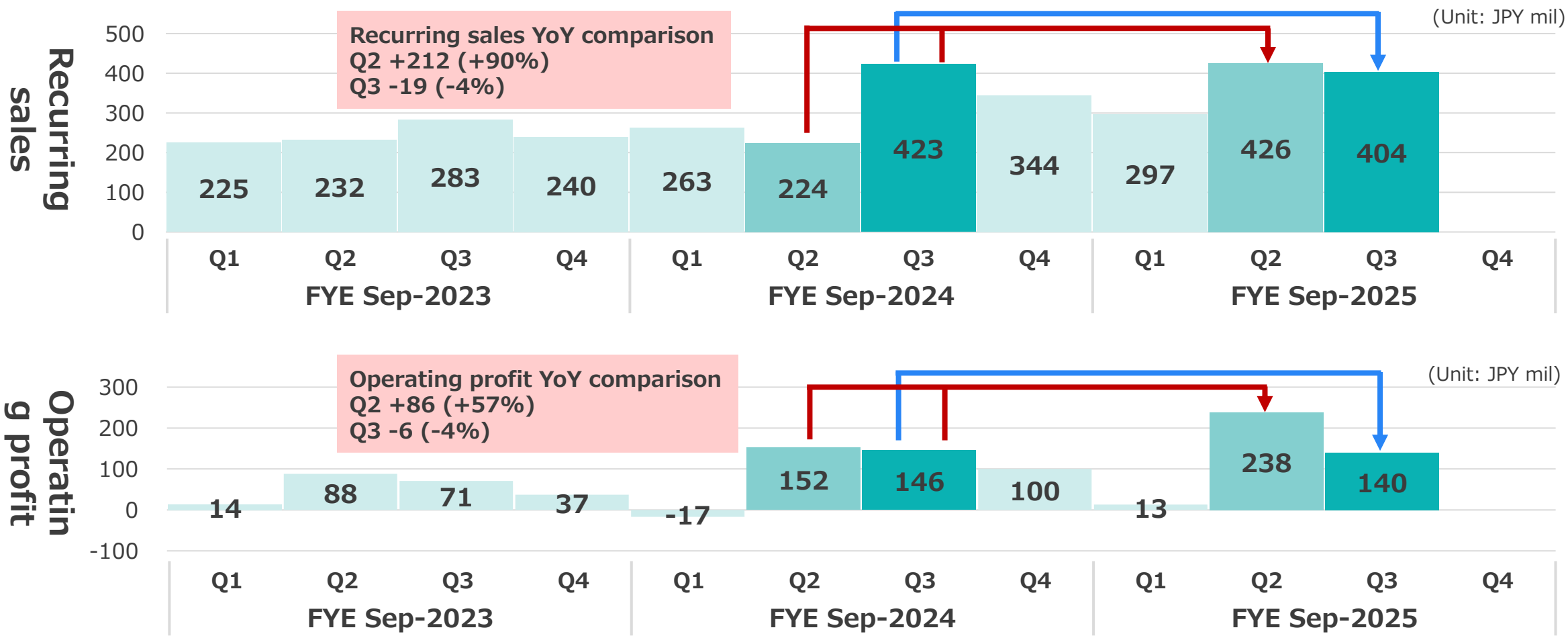
- In the third quarter of the previous fiscal year, we built an environment identical to a planned contract for a large-scale license sales (recurring sales) project, conducted verification tests over several months, and recorded sales from licenses granted for verification testing purposes.
- As a result of the verification tests, the system was officially introduced and delivered in the second quarter of this fiscal year, and the license sales for this large-scale project were recorded.
- Therefore, on a year-on-year, single-quarter basis, quarterly license net sales were significantly larger in the second quarter of this fiscal year and smaller in the third quarter, due to the timing difference between sales from verification tests and sales from the official introduction.



Third Quarter Recurring Sales and Operating Profit (Single-Quarter Basis)



- Recurring sales and operating profit for the third quarter (single-quarter basis) were also affected by the timing difference in sales of the large-scale project, resulting in a significant positive impact in the second quarter and a negative impact in the third quarter of this fiscal year.



● Disclaimer



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