

Q1 FYE Sep-2026

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# Financial Results Presentation Materials

13 February 2026

Internetworking and Broadband Consulting Co., Ltd. (Securities code: 3920)

# Business Overview

## — What is IBC?

**Specialized in the professional field of "network visualization"  
The only company in Japan offering "failure prevention monitoring solutions"  
to achieve stable system operation**

### Field

A high-growth market driven by digitalization  
and DX

**Operation management market  
Domestic information security  
market**

### Business

Achieving stable operation of social  
infrastructure IT systems

**Provision of proprietary  
performance monitoring tools  
IT operations based on 20 years of  
monitoring and operational  
expertise  
Provision of information security  
products**

### Features

The only company in Japan that centrally  
monitors IT equipment from 133 companies

**Automating monitoring  
configuration and analysis  
Visualizing the operational status  
of IT systems  
Visualizing signs of potential  
future failures**

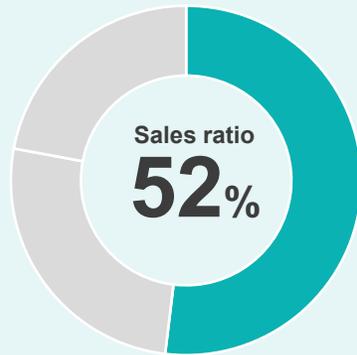
# — Mission and Business Overview

## Mission Achieve zero IT failures

### Single segment Software and services-related business

\* Full-year results for the fiscal year ended  
September 2025

#### License sales



Business Contents

Development and sales of software for centralized monitoring of IT systems and prevention of IT failures

Issues to be solved

Prevent IT system failures before they occur and avoid major losses caused by system downtime and similar issues.

#### Service provision



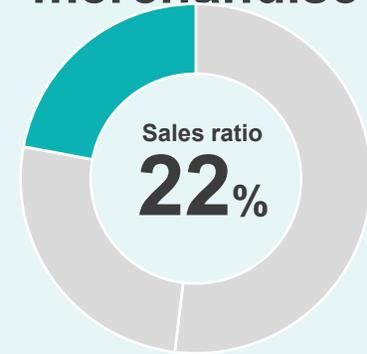
Business Contents

IT operation outsourcing, network, security, and cloud construction

Issues to be solved

By having our company design, operate, and propose improvements, the information systems department can focus on its core tasks, and previously person-dependent operations become visible.

#### Other merchandise



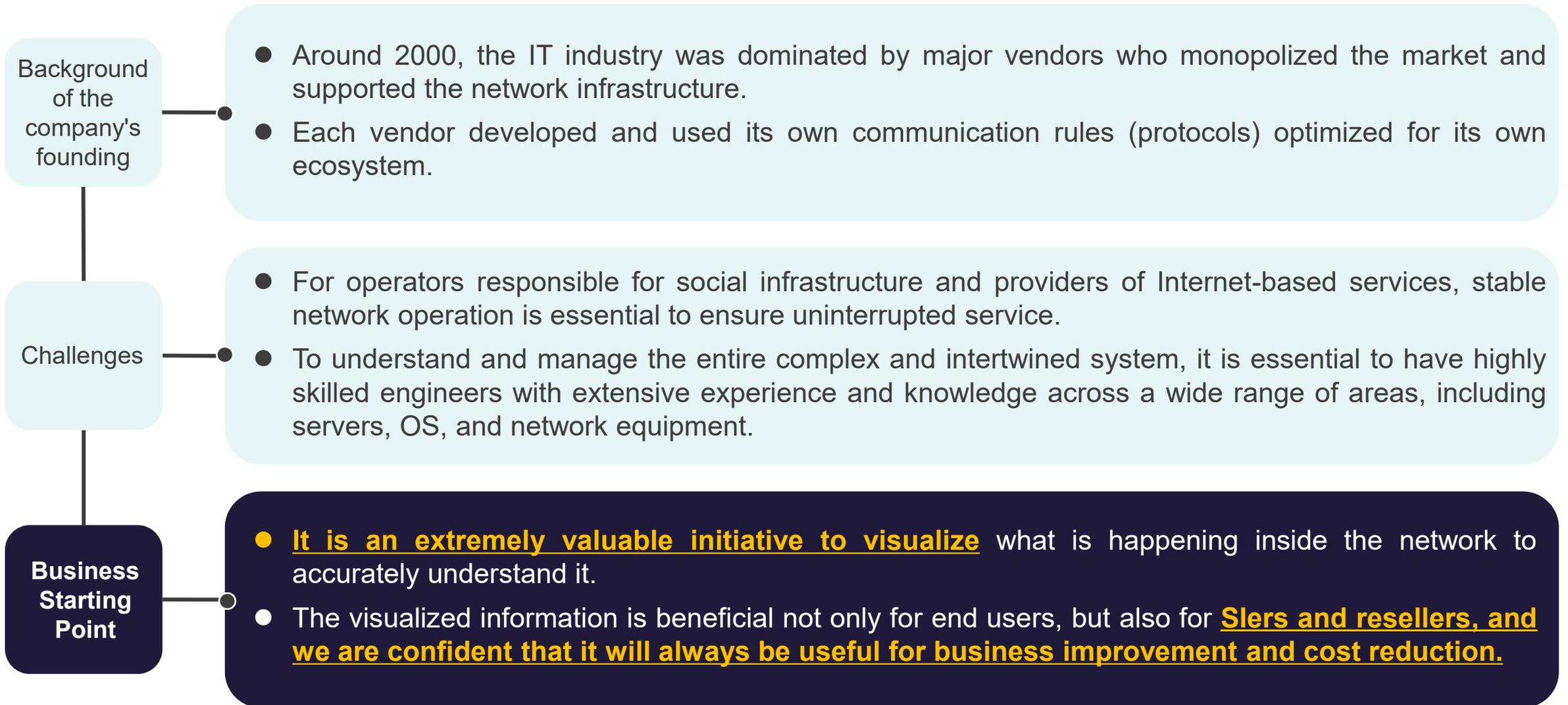
Business Contents

Provision of network, security, and server products

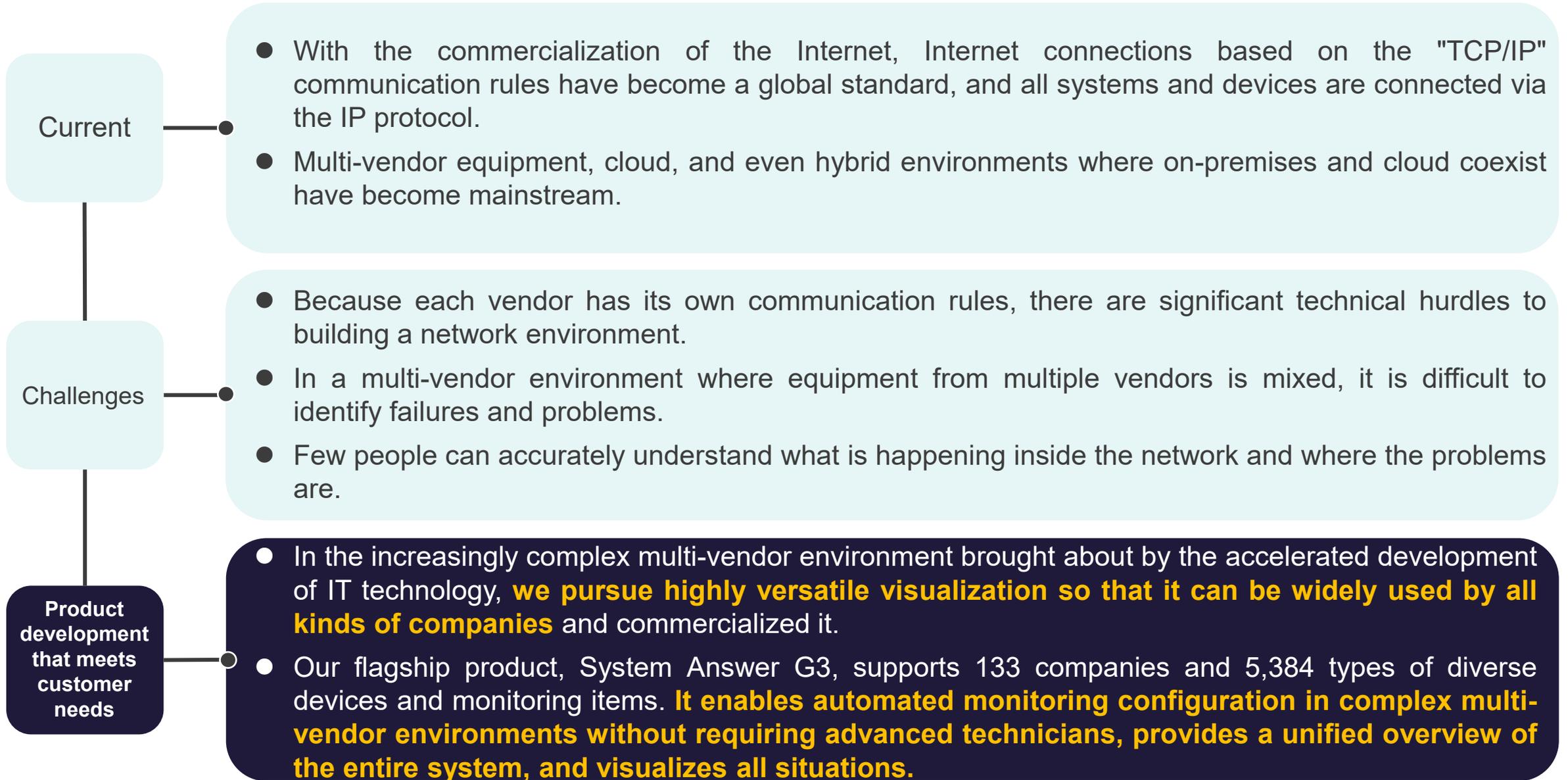
Issues to be solved

By implementing IT systems and security measures optimized for customer environments, security can be enhanced, operational efficiency improved, and costs reduced.

# — Business Starting Point

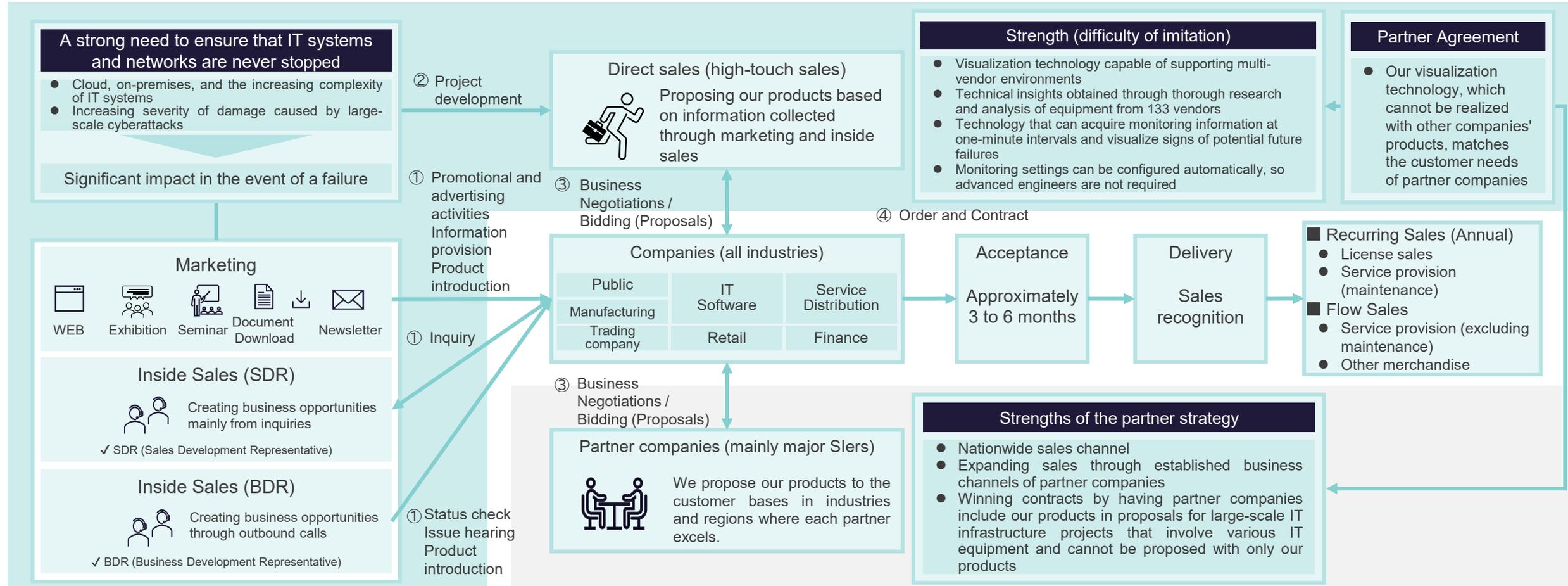


# — Product development that meets customer needs



# Business Model

- With strong customer demand, sales have expanded through a sales strategy involving both direct sales and partner companies (sales agents).
- License sales (System Answer), our key business driver, generate recurring revenue, producing a stable cash flow.



# History

2002

- October 2002  
IBC Co., Ltd. established

- June 2003  
Network monitoring appliance "BTmonitor" released

**BT monitor**  
Network Monitoring & Analysis



- June 2005  
"BTmonitor" becomes an NEC UNIVERGE CERTIFIED product

- May 2007  
Network monitoring appliance "BTmonitor V2" released

**BT monitor V2**  
Network Monitoring & Analysis

- December 2008  
Network monitoring appliance "System Answer" released

**System Answer**



2010

- July 2011  
Network monitoring software "System Answer G2" released

 **System Answer G2**

- September 2015  
Listed on the Tokyo Stock Exchange Mothers market

- November 2016  
Listed on the First Section of the Tokyo Stock Exchange

- July 2017  
System information management software "System Answer G3" released

 **System Answer G3**

- August 2017  
Launch of Next-gen MSP services "SAMS (Speedy Action Management Services)"

**SAMS**

- October 2017  
Started demonstration experiment of security electronic certification infrastructure service "kusabi"

 **kusabi**

- May 2018  
Obtained a patent for new PKI technology that is an electronic certification system using the "kusabi" blockchain

2020

- September 2020  
Launch of multi-tenant compatible product "System Answer G3-XC"

- September 2021  
Obtained a U.S. patent for an electronic certification system, a new PKI technology utilizing the "kusabi" blockchain

- September 2021  
Launch of "System Answer G3 Future Prediction Option" to predict the future of your system

- November 2021  
IJJ Global Solutions begins offering IoT trust services using "kusabi" technology

- April 2022  
Transitioned to the Tokyo Stock Exchange Standard Market

- May 2022  
US patent acquired for device provisioning system that realizes OTA by software to eliminate passwords from "Kusabi" IoT devices

- June 2023  
"System Answer G3 CX Monitoring Option" received the Interop Tokyo 2023 Best of Show Award Jury Special Prize

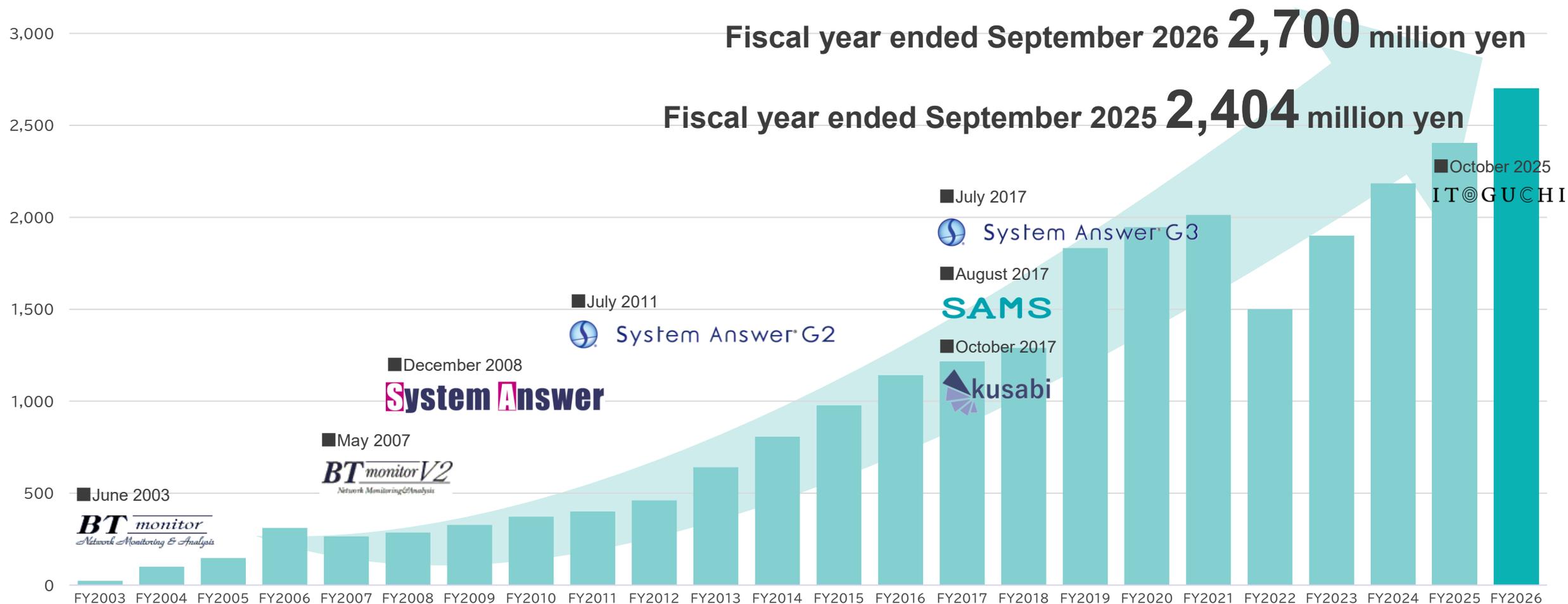
- May 2024  
Launched "System Answer G3" performance evaluation service

- October 2025  
Started providing the multi-cloud and infrastructure configuration management tool, "ITOGUCHI"

**IT@GUCHI**

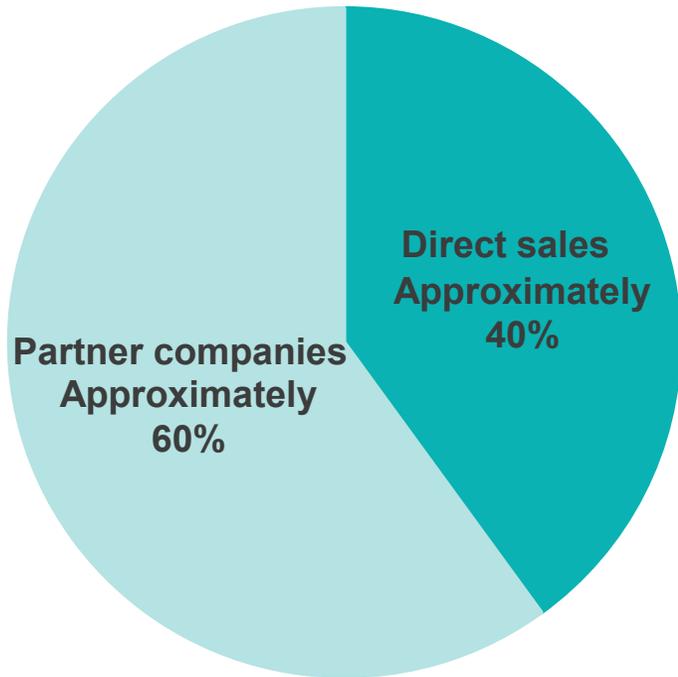
# Earnings Trends

- Net sales have reached record highs for two consecutive fiscal years since the fiscal year ended September 2024.
- For the fiscal year ending September 2026, we plan record-high sales for the third consecutive year.



# Sales Format

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



<b>CITIZEN</b> システム情報株式会社 製造業向け「ERP」から「CRM」まで、あらゆる業種・業種に合わせたシステム開発・導入支援	<b>SONY</b> ソニーセミコンダクタソリューションズ株式会社 汎用性の高い半導体ソリューションを提供する	<b>CP</b> Cyber Connect2 株式会社サイバーコンネクト 人事・労務・給与・福利厚生に関するシステム開発・導入支援	<b>TCM</b> 株式会社TCM システム開発・導入支援 人事・労務・給与・福利厚生に関するシステム開発・導入支援	<b>住みか</b> 住みか株式会社 不動産・建設・不動産に関するシステム開発・導入支援	<b>相模屋株式会社</b> 株式会社相模屋 不動産・建設・不動産に関するシステム開発・導入支援	<b>BOOK-OFF</b> ブックオフコーポレーション株式会社 書店・書店・書店に関するシステム開発・導入支援	<b>VRVM</b> 株式会社VRVM VR・ARに関するシステム開発・導入支援	<b>OIS</b> Ois Information Systems Co., Ltd. 情報システム開発・導入支援	<b>ANY</b> イオンモール株式会社 小売・小売に関するシステム開発・導入支援
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<b>TIS</b> TIS INTEC Group TIS株式会社 システム開発・導入支援	<b>DAIKIN</b> ダイキン工業株式会社 / ダイキン情報システム株式会社 空調・空調に関するシステム開発・導入支援	<b>JPX</b> 株式会社JPX 金融・金融に関するシステム開発・導入支援	<b>千代田区</b> 千代田区 自治体・自治体に関するシステム開発・導入支援	<b>OTC</b> 株式会社OTC システム開発・導入支援	<b>大阪直良大学</b> 大阪直良大学 教育・教育に関するシステム開発・導入支援	<b>TATSUNO</b> 株式会社タツノ システム開発・導入支援	<b>ヤマシシステム株式会社</b> ヤマシシステム株式会社 システム開発・導入支援	<b>外貨ex</b> 外貨ex by GMO株式会社 外貨・外貨に関するシステム開発・導入支援	
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# **Fiscal year ending September 2026 First quarter results**

## — Highlights

- In the first quarter, **recurring sales and contract renewals remained solid**, but we were in a transitional phase toward the next stage of growth, resulting in lower sales and profit year on year. However, **results came in above expectations**.
- The decrease in sales and profit was due to the timing shift in a major contract from the previous fiscal year (scheduled to be recorded in the second quarter) and the expiration of another major contract from the previous fiscal year. Meanwhile, **new contracts are increasing due to customers switching from competitors and new market development**, and **we expect to achieve our first-half performance forecast, as we are also scheduled to win a new major contract in the second quarter**.

	FYE Sep-2025 Q1 Results	FYE Sep-2026 Q1 Results	Year-on-year
Sales	<b>419</b> million yen	<b>371</b> million yen	<b>-11%</b>
Operating profit	<b>13</b> million yen	<b>-39</b> million yen	<b>-52</b> million yen
Net profit	<b>10</b> million yen	<b>-25</b> million yen	<b>-35</b> million yen
SG&A expenses	<b>301</b> million yen	<b>311</b> million yen	<b>+10%</b>
Recurring net sales	<b>297</b> million yen	<b>318</b> million yen	<b>+7%</b>
System Answer renewal rate	<b>98%</b>	<b>98%</b>	<b>0%</b>

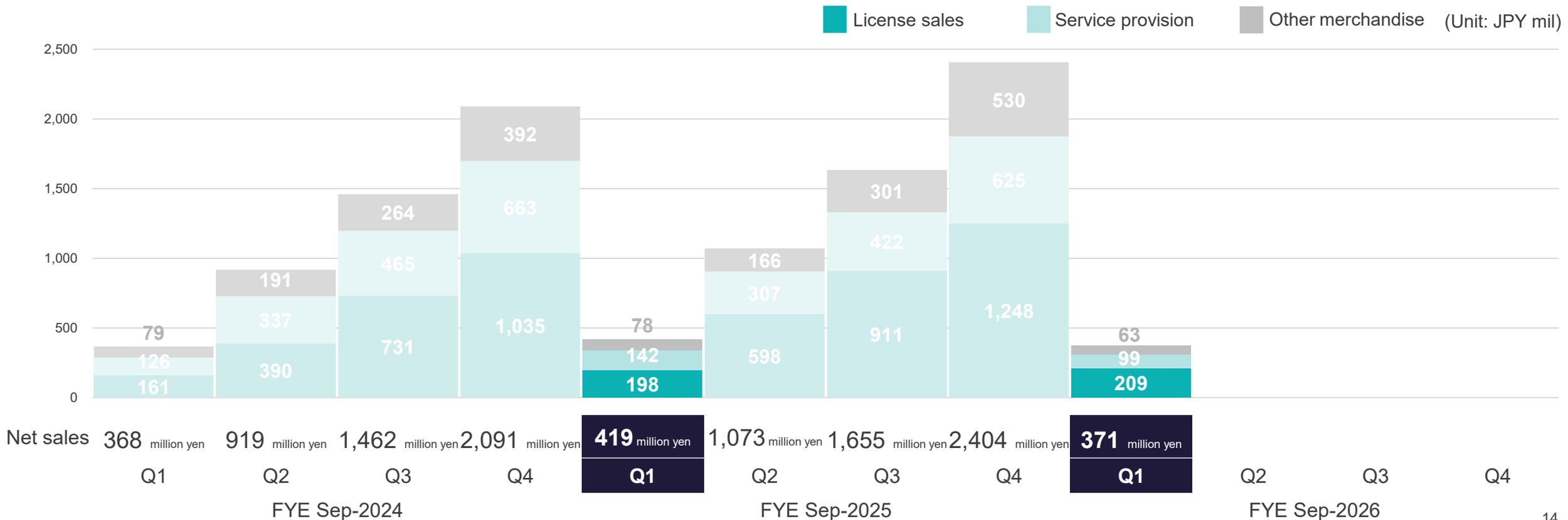
\*Numbers are rounded down to the nearest whole number, and percentages are rounded up or down (the same applies below).

# — First Quarter Results and Progress

	FYE Sep-2025 Q1 Results	FYE Sep-2026 Q1 Results	FYE Sep-2026 Interim Earnings Forecast	FYE Sep-2026 Full-year Earnings Forecast	Full-year Earnings Forecast Progress
Net sales	<b>419</b> million yen	<b>371</b> million yen Down 11% YoY	<b>1,100</b> million yen 3% increase from previous period	<b>2,700</b> million yen 12% increase from previous period	<b>14%</b>
Operating profit	<b>13</b> million yen	<b>-39</b> million yen Down 52 million yen YoY	<b>210</b> million yen 17% decrease from previous period	<b>610</b> million yen 8% increase from previous period	<b>0%</b>
Net Profit	<b>10</b> million yen	<b>-25</b> million yen Down 35 million yen YoY	<b>145</b> million yen 22% decrease from previous period	<b>418</b> million yen 2% increase from previous period	<b>0%</b>

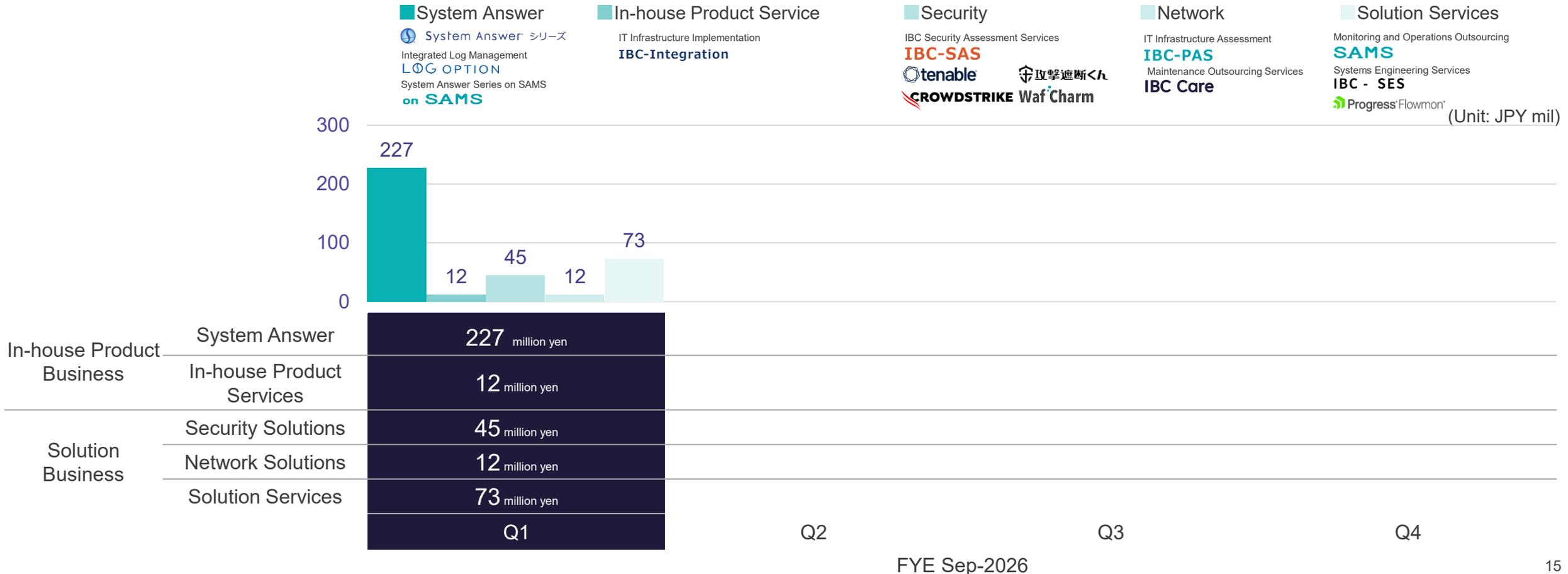
## — Net sales

- License sales increased, with switching from competitors remaining steady, resulting in higher net sales. Expected to remain solid going forward.
- Sales of services declined, as they were insufficient to offset the impact of the expiration of a major contract in the previous period. Rebuilt the business model and shifted to a volume sales model for the SAMS (outsourced IT system monitoring and operations) performance evaluation report service. Aim to expand recurring sales over the medium to long term.
- Other merchandise sales declined due to the deferral of planned deals (scheduled to be recorded in Q2). Strengthen customer relationships and aim to increase sales by expanding sales of security-centric solutions, which are expected to enable upselling and cross-selling.



# — Net sales by product category

- System Answer has been steadily winning new projects as customers switch from competitors, and expects sales to continue to expand going forward.
- Security continues to expand sales, with contracts reaching 125% year on year, driven by tailwinds from growing demand in recent years for measures against cyberattacks as well as inquiries from existing customers and new approaches to the mid-market.
- Network inquiries are increasing, but first-quarter sales were sluggish due to the postponement of projects scheduled to generate revenue. Sales growth is expected for the full year.

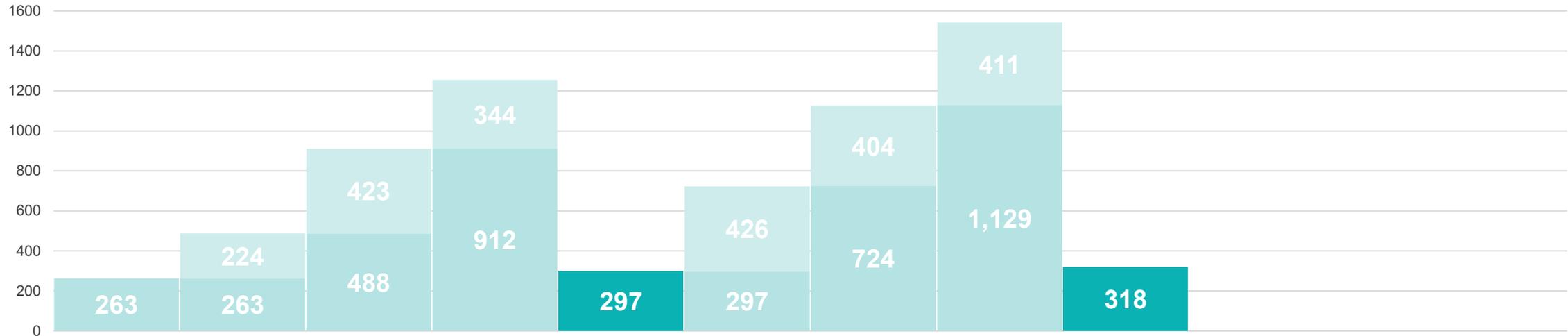


# — Recurring Net Sales

- Steady license sales drove performance, and **both recurring sales and the recurring sales ratio increased.**
- Recurring sales have maintained stable contract renewals and **are expected to continue increasing, driven by customers switching from competitors.**

\*The main component of recurring sales is the one-year license renewal.

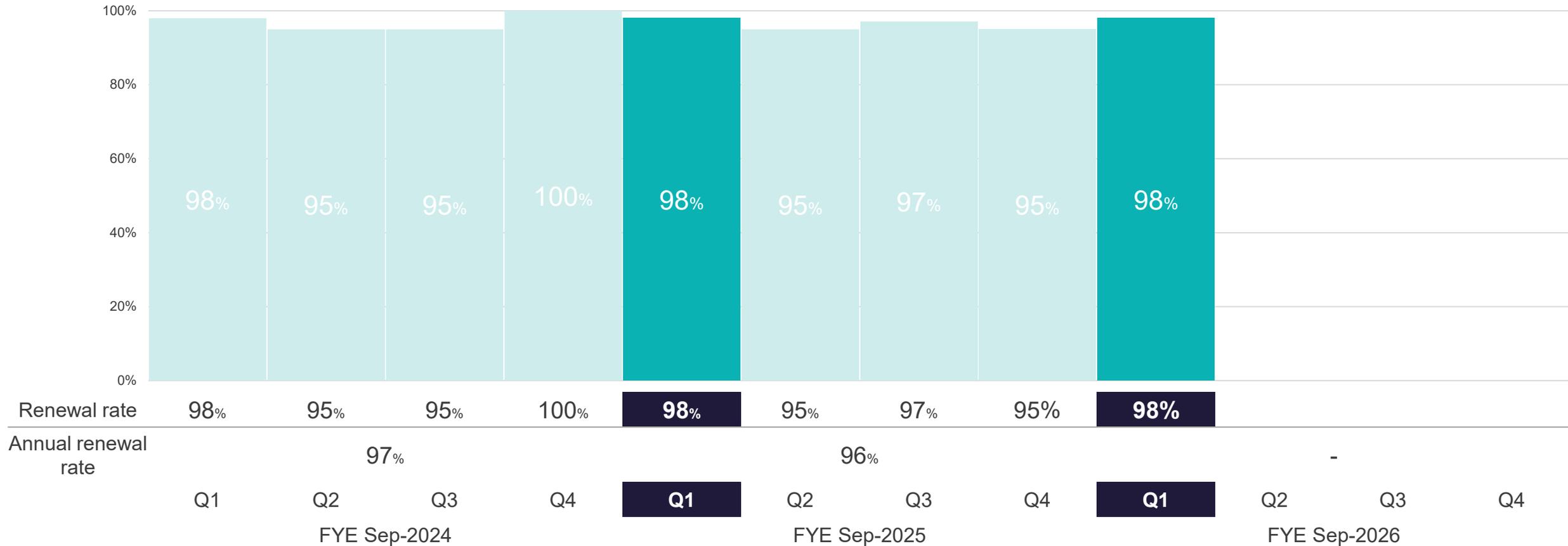
(Unit: JPY mil)



Recurring net sales	263 million yen	488 million yen	912 million yen	1,256 million yen	297 million yen	724 million yen	1,129 million yen	1,540 million yen	318 million yen			
Quarterly recurring net sales (single-quarter basis)	263 million yen	224 million yen	423 million yen	344 million yen	297 million yen	426 million yen	404 million yen	411 million yen	318 million yen			
Sales ratio	72%	53%	62%	60%	72%	68%	69%	64%	86%			
Year-on-year	+17%	+7%	+23%	+28%	+13%	+48%	+24%	+23%	+7%			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	FYE Sep-2024				FYE Sep-2025				FYE Sep-2026			

# System Answer Renewal Rate

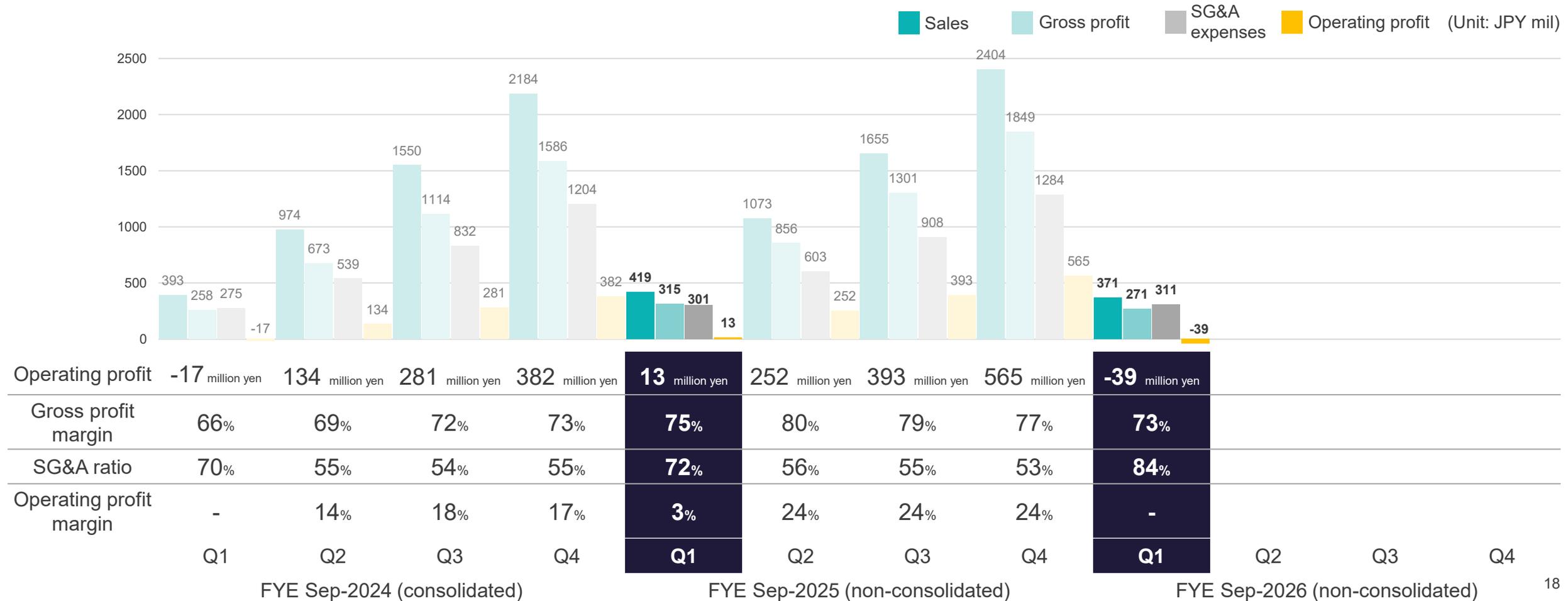
- The renewal rate for our in-house developed product, System Answer\*, is targeted at 95% or higher.
- In the first quarter, **the renewal rate was 98%, maintaining the same rate as in the same period of the previous year.**
- Contract renewals are progressing smoothly, and **we expect to maintain a level comparable to the same period of the previous year in the second quarter as well.**



\*System Answer contracts are renewed annually except for those concluded through bidding

# Operating profit

- Due to the timing shift in a major contract from the previous period, first-quarter sales and profit were held down and we were unable to absorb the increase in SG&A expenses (higher personnel expenses); however, the operating loss recorded was within plan.
- As sales and profits from the second quarter onward are expected to progress steadily, there is no change to the earnings forecast.



## — Breakdown of SG&A Expenses

- To expand the business, we have continued to invest in human resources (increasing headcount and raising wages), and personnel expenses increased as planned. We expect personnel expenses to continue increasing to some extent going forward, as we will secure talented personnel and raise wages in line with ongoing inflation.
- Outsourcing expenses decreased because we were able to handle the work in-house and therefore put outsourcing orders on hold.

	FYE Sep-2025 Q1	FYE Sep-2026 Q1	Change	Percent change	Point
Personnel expenses <sup>*1</sup>	207 million yen	214 million yen	+7	+3%	The increase is due to an increase in employees and wage increases. Continued investment in human resources for business expansion.
Outsourcing expenses	13 million yen	11 million yen	-2	-15%	As we became able to handle the work in-house, we put outsourcing orders on hold.
Depreciation expenses	2 million yen	4 million yen	+2	+100%	This increase was due to newly recording asset retirement obligations after we became able to obtain estimates for removal costs when vacating the head office building, etc. *For details, please refer to the securities report.
In-house system costs, etc. <sup>*2</sup>	18 million yen	17 million yen	-1	-6%	
Office-related expenses <sup>*3</sup>	25 million yen	24 million yen	-1	-4%	
Customer development- related expenses <sup>*4</sup>	8 million yen	7 million yen	-2	-13%	
Travel and transportation expenses	4 million yen	5 million yen	+1	+25%	
Other	21 million yen	15 million yen	-6	-29%	
Total	301 million yen	311 million yen	+10	+3%	

<sup>\*1</sup> Personnel expenses are the total of "Remuneration for directors (and other officers)," "Payroll and allowances," "Employees' bonuses," "temporary staffing expenses," "Legal welfare expenses," "Welfare expenses," "Hiring expenses," and "Training expenses."

<sup>\*2</sup> Internal system costs, etc. are the total of internal system costs and rental costs

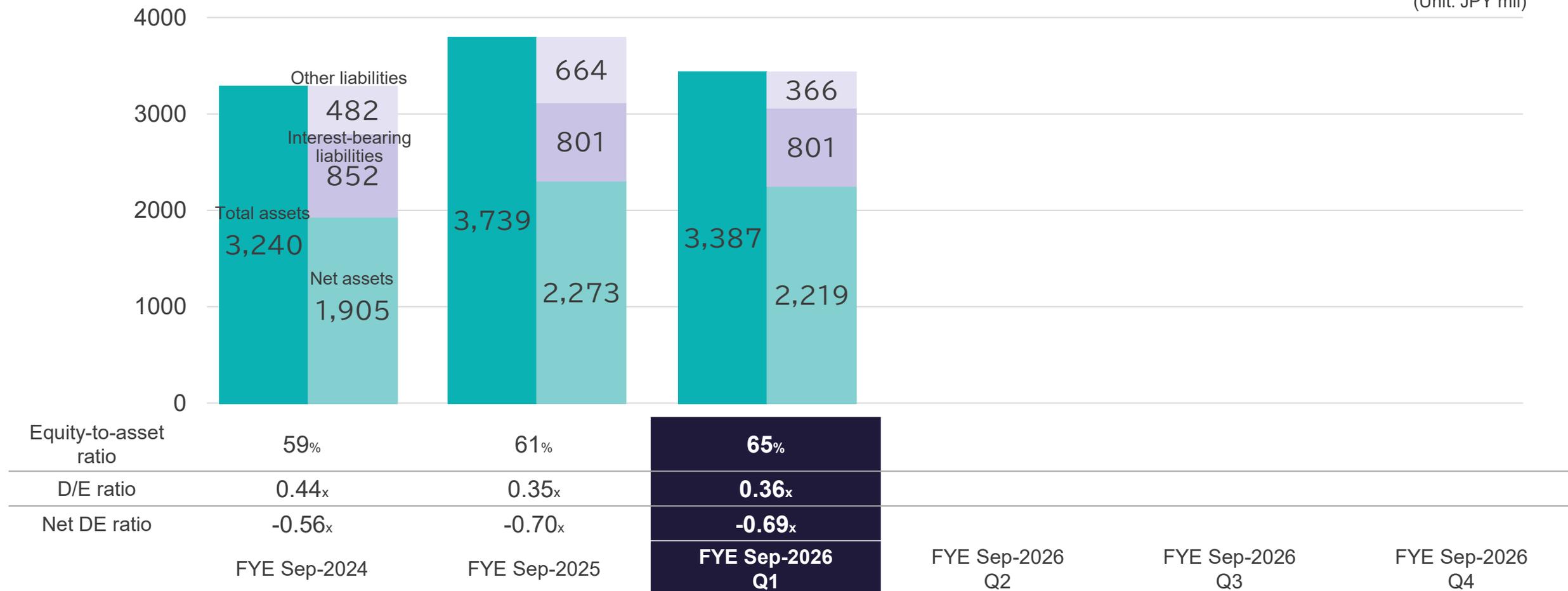
<sup>\*3</sup> Office-related expenses are the total of land rent, repair expenses, office supplies expenses, communications expenses, utilities expenses, equipment expenses, and newspapers and books expenses.

<sup>\*4</sup> Customer development-related expenses are the total of advertising and promotion expenses, entertainment expenses, and membership fees.

# Balance Sheet & Equity-to-Asset Ratio (Non-Consolidated)

- Stable cash flow is secured through recurring revenue, and a sound financial structure is maintained with an equity-to-asset ratio of 65%.

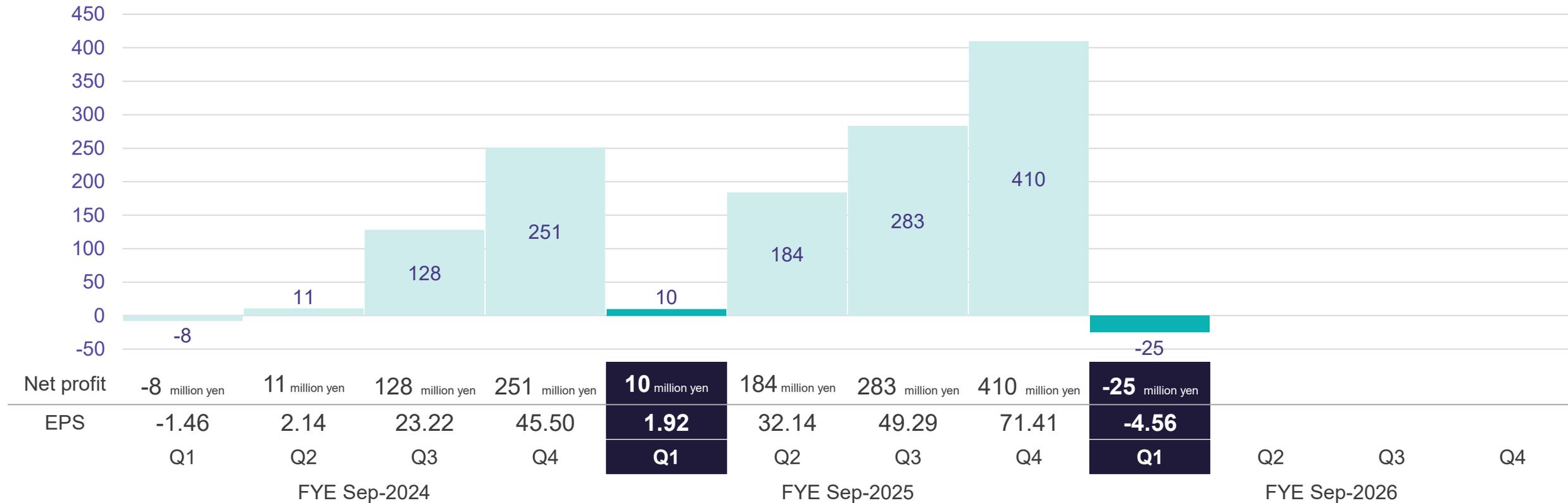
(Unit: JPY mil)



## — Net profit and EPS

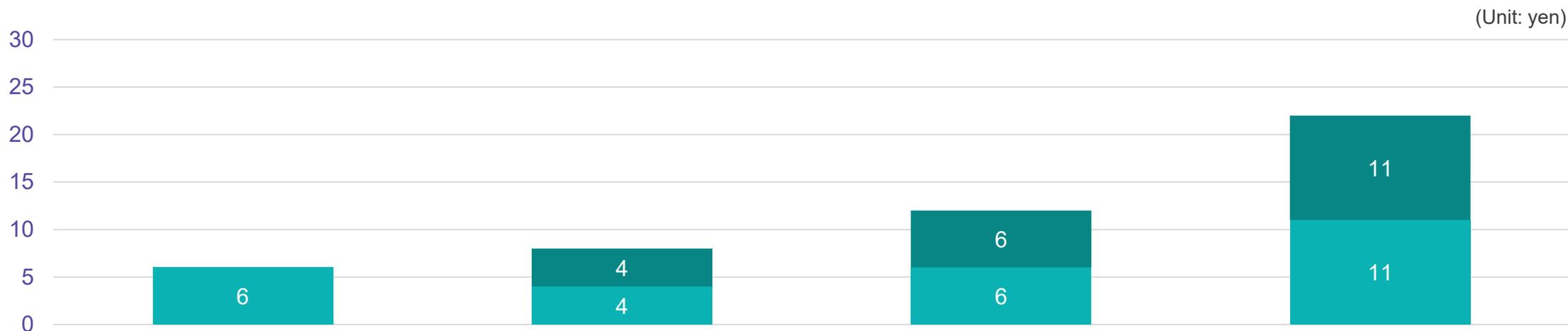
- Profit decreased year on year due to a temporary factor: the timing shift in a major contract.
- Profit attributable to the timing shift is scheduled to be recorded in the second quarter, and **there will be no impact on the interim or full-year results.**

(Unit: JPY mil)



## — Shareholder Returns

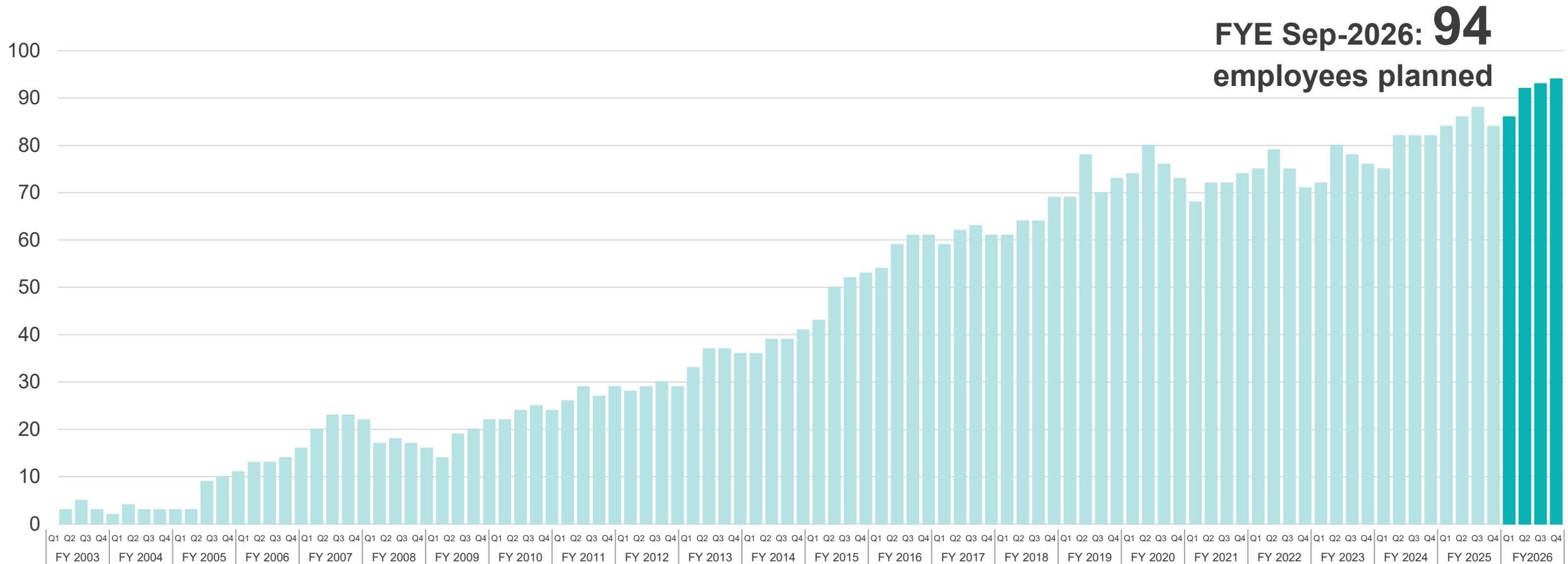
- Returning profits to shareholders is our top management priority, and we will implement progressive dividends.
- For the fiscal year ending September 2026, the planned annual dividend is 22 yen, with an interim dividend of 11 yen and a year-end dividend of 11 yen.
- **We aim for stable and continuous profit distribution with a dividend payout ratio of 30%**, taking into account earnings trends.



	FYE Sep-2023	FYE Sep-2024	FYE Sep-2025	FYE Sep-2026 plan
Total dividend allocation (Based on resolution)	33 million yen	44 million yen	66 million yen	122 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)	22 yen (interim 11 yen/year-end 11 yen)
Payout ratio	47.1%	17.6%	16.2%	29.2%

## Human Resources Strategy

- In the fiscal year ending September 30, 2026, we plan to hire a total of ten people, mainly in engineering and sales positions, to further accelerate growth.
- Three people were hired in the first quarter.
- We will continue to bolster human resource development. (Level-based training, in-house certification system, support for obtaining national qualifications and AWS/CISCO-related qualifications, etc.)



## — Market Size

- The overall market continues to expand due to IT investment driven by digitalization and DX promotion.
- High potential for further growth.

# Domestic IT Market

## 27.8953 trillion yen

2025 forecast / CAGR (2024–2029): 6.4%

License sales business  
Operation management market  
**189.4 billion yen**

2023 forecast / CAGR (2023–2027): 10.6%

Service provision business and other  
merchandise sales business  
Domestic information security market

**1.6665 trillion yen**

Estimated 2023 actuals / CAGR (2024–2025): 8.1%

IBC

Sales **2.7 billion yen**

Forecast for FYE Sep-2026: 12% increase  
from the previous year

Source: ITR Corporation "ITR Market View: Operation Management Market 2023"

NPO Japan Network Security Association "Japan Information Security Market 2024 Research Report"

IDC Japan "The latest Forecast Data for Domestic IT Market by Industry Sector, Employee Number, and Region" (May 29, 2025)

# Approach to future growth

## — Approach to future growth

- Although the market for monitoring tools such as simple alive monitoring is saturated, there is strong replacement demand for tools that automate and enhance incident response through the adoption of AI, DX and the cloud shift; overall, the market is expanding and becoming more sophisticated.
- In this context, to drive further growth, **we will achieve average annual sales growth of 115% or more by promoting the retention and expansion of existing customers, winning customers switching from competitors, developing the mid-market, capturing the priority education market (boards of education), and executing M&A; and over the medium term, including M&A, we aim to double sales.**

### Key initiatives

1	Retain and expand existing customers	Set a target System Answer renewal rate of 95% or higher, and promote upselling and cross-selling in line with contract renewals.
2	Promote switching from competitors	Promote our advantages, focusing on customers of competitors with high market share, and encourage switching from other vendors.
3	Develop the mid-market	In addition to expanding our existing footprint with large-scale users, we will drive development of the mid-market. Expand our product lineup for the mid-market and collaborate with partners that are strong in this segment to achieve further sales growth.
4	Capture the education market (boards of education)	Expand add-on business for network upgrades in the boards of education market, leveraging the NEXT GIGA initiative. In collaboration with partners that are strong in the boards of education market, we will promote an approach that leverages the CX Monitoring Option (visualizing response times from user devices to cloud services).
5	Expand the security business	Expand our security-focused solutions business. We will drive proposal activities for customers through the System Answer× security solution, which enables us to leverage our strengths.
6	Execute M&A	To accelerate the growth of the integration business, for which there is strong demand, we will execute M&A of an SE company focused on IT infrastructure integration.

# — Cash Allocation

- We will use operating cash flow and cash on hand to accelerate business growth through the creation of new products and services and aggressive M&A. While ensuring financial soundness, we will also strive to enhance corporate value, shareholder value, and return on capital.



# Initiatives for a Sustainable Society



# Reduction in the amount of equipment reduces electricity consumption and contributes to reduction of CO<sub>2</sub> emissions

- By introducing our in-house developed products System Answer and ITOGUCHI, we are able to visualize the overall network performance. (Status of network equipment and server equipment operation, frequency of system usage, load, etc.)
- By reviewing the network configuration, we have eliminated unnecessary equipment and reduced costs, electricity consumption, and CO<sub>2</sub> emissions.

[Case]

The introduction of System Answer has enabled the visualization of network conditions and the consolidation of equipment, resulting in the number of equipment units (switches) decreasing from 60 to 40, a decrease of 20 (a reduction of approximately 35%).

[Expected annual CO<sub>2</sub> emissions reduction]

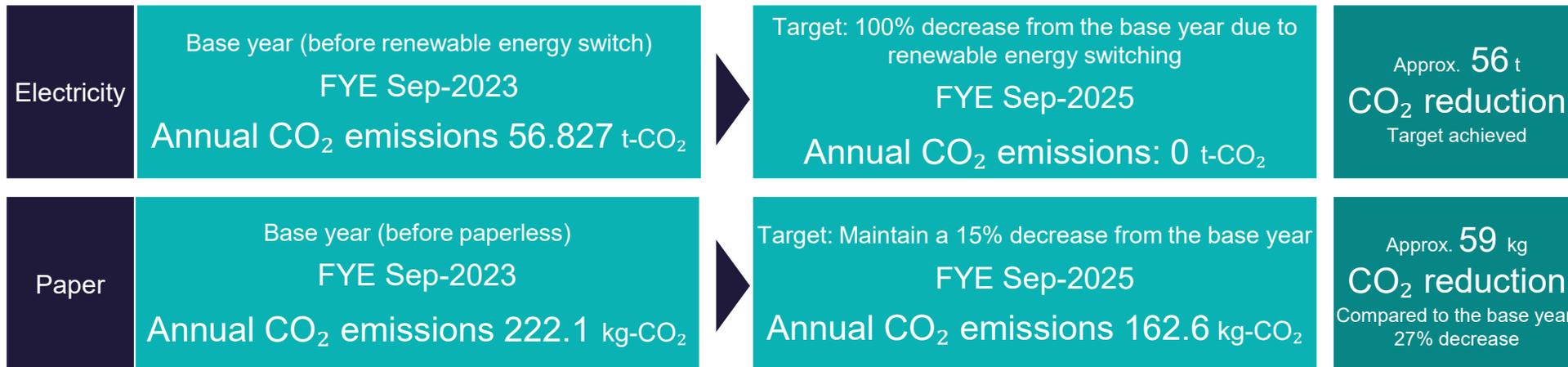
Equipment	Power consumption (for 1 unit)	Annual electricity consumption (for 1 unit)	Annual electricity consumption (for 20 units)	Annual CO <sub>2</sub> emissions reduction (for 1 unit)	Annual CO <sub>2</sub> emissions reduction (for 20 units)	Converted to annual CO <sub>2</sub> absorption by cedar trees (for 20 units)	Converted to annual electricity consumption of ordinary households (for 20 units)
L2 switch	Approx. 10 to 30 W	Approx. 88 to 263 kWh	Approx. 1,752 to 5,256 kWh	Approx. 37 to 112 kg-CO <sub>2</sub>	Approx. 0.74 to 2.22 t-CO <sub>2</sub>	Approx. 52 to 158 trees	Approx. 0.4 to 1 household
L3 switch	Approx. 40 to 80 W	Approx. 350 to 700 kWh	Approx. 7,008 to 14,016 kWh	Approx. 149 to 298 kg-CO <sub>2</sub>	Approx. 2.96 to 5.92 t-CO <sub>2</sub>	Approx. 211 to 423 trees	Approx. 1 to 3 households
Core switch	Approx. 100 to 300 W	Approx. 875 to 2,625 kWh	Approx. 17,520 to 52,560 kWh	Approx. 372 to 1,115 kg-CO <sub>2</sub>	Approx. 7.41 to 22.23 t-CO <sub>2</sub>	Approx. 529 to 1,588 trees	Approx. 4 to 13 households

\*Source of calculation method: Ministry of the Environment's "Manual for Calculation and Reporting of Greenhouse Gas Emissions"  
 CO<sub>2</sub> emissions (t) = Electricity consumption (kWh) × CO<sub>2</sub> emission coefficient (0.423 kg-CO<sub>2</sub>/kWh) ÷ 1,000  
 \*Annual CO<sub>2</sub> absorption by one cedar tree: **Approx. 14 kg**  
 \*Annual electricity consumption per household: **Approx. 4,000 kWh**



## Switch to renewable energy and promote paperless operations

- All electricity used at the Company's sites has been switched to renewable energy, which does not emit CO<sub>2</sub>.
- As an initiative to achieve both reduction of environmental impact and improvement of operational efficiency, we promoted paperless operations, reducing CO<sub>2</sub> generated in the paper manufacturing, transportation, and disposal processes, and contributing to the protection of forest resources that absorb CO<sub>2</sub> by reducing paper use.
- We have introduced a "Mamoru-kun" (collection box) for confidential document disposal, and the documents put into the box are processed safely without being seen by third parties, and then recycled as paper resources, reducing CO<sub>2</sub> emissions from incineration and contributing to resource circulation.



Mamoru-kun / Nihon Purple Co., Ltd.

\*Source of calculation method: Ministry of the Environment's "Manual for Calculation and Reporting of Greenhouse Gas Emissions"  
 Electricity: CO<sub>2</sub> emissions (t) = Electricity consumption (kWh) × CO<sub>2</sub> emission coefficient (0.423 kg-CO<sub>2</sub>/kWh) ÷ 1,000  
 Paper: CO<sub>2</sub> emissions (kg) = ((4 grams/A4 sheet × number of sheets used) ÷ 1,000) × CO<sub>2</sub> emission coefficient (0.24 kg-CO<sub>2</sub>/kWh)

## Fostering opportunities and a corporate culture where diverse human resources mutually recognize and accept each other

- We invested in AlonAlon, a non-profit organization that operates a Type B Support for Continuous Employment business, and supported projects such as moth orchid cultivation.
- In addition to investing in AlonAlon, we also encourage employees to visit our production sites and help with their work to promote exchanges to create opportunities and a culture where diverse human resources recognize and accept each other.



### ■ AlonAlon (Futtsu City, Chiba)

This organization operates a Type B Support for Continuous Employment business and hires people with disabilities to grow and sell moth orchids and mangoes.

In fiscal 2023, the national average monthly wage at Type B Support for Continuous Employment businesses was 23,053 yen, which is far from enough for an individual to live independently. Under these circumstances, the guardians of people with disabilities wanted to somehow create a system for the disabled to earn enough income to live a bright life, even if it was not so luxurious. This is the context in which AlonAlon was created with the goal of a monthly income of 100,000 yen for people with disabilities.

At AlonAlon, they stably produce and sell fresh moth orchids and other plants throughout the year under thorough temperature control in greenhouses. Because moth orchids have high, stable unit prices and are often purchased by companies, growing them can function as an employment program in which disabled people can earn a certain profit.

We support this initiative in AlonAlon and buy moth orchids from AlonAlon whenever we use them as gifts in the hope that it will help people with disabilities.

# Financial Results FAQs

## — Financial Results FAQs

**Q** Why did sales and profit in the first quarter decrease year on year?

**A** Such as plans to record substantial sales from the second quarter onward due to timing shifts in major contracts, we are seeing a greater concentration in the second half than usual.

As a result, sales and profit in the first quarter decreased year on year. Even as of the end of the first quarter, as our sales activities remain solid, there is no change to our full-year plan to achieve record-high sales and profits.

**Q** Every year, the first quarter has a lower progress rate than the other quarters. Is this due to seasonality?

**A** Many Japanese companies have a fiscal year ending in March (one year from April to the following March). By contrast, because our fiscal year ends in September (one year from October to the following September), our first quarter (October to December) overlaps with many companies' budgeting for the next fiscal year and their IT system acceptance periods, making it a period in which it is difficult to time contract signings. Accordingly, while we strive to smooth the timing of sales recognition, performance tends to be lower in the first quarter.

## — Financial Results FAQs

Q

How is the M&A progressing?

A

We are currently researching and analyzing potential M&A candidates, but we are not in concrete negotiations with any companies at this time. To achieve further growth, we aim to complete an M&A of an SE company focused on IT infrastructure integration as early as possible, but we are making careful decisions to maximize synergies.

Q

What is the status of inquiries for ITOGUCHI?

A

ITOGUCHI has been receiving many inquiries, and we are currently proceeding with business discussions primarily with existing customers. In addition, as was the case when we began offering System Answer, we are currently proceeding with development in parallel, while closely confirming each customer's current situation as they implement ITOGUCHI, in order to enhance functionality to better meet customer needs. Accordingly, this fiscal year we are allocating resources to customer-facing promotions and the development of enhanced functionality aimed at expanding sales, and we expect contributions to sales and profit to come from next fiscal year onward.

# Appendix

# Strengthening customer touchpoints

- By participating in trade shows and large-scale conferences, we will create touchpoints with information systems departments and management, increase awareness of our company and products, and strengthen our presence within the industry, thereby expanding sales channels.

Q1			Q2			Q3			Q4		
October	November	December	January	February	March	April	May	June	July	August	September
											



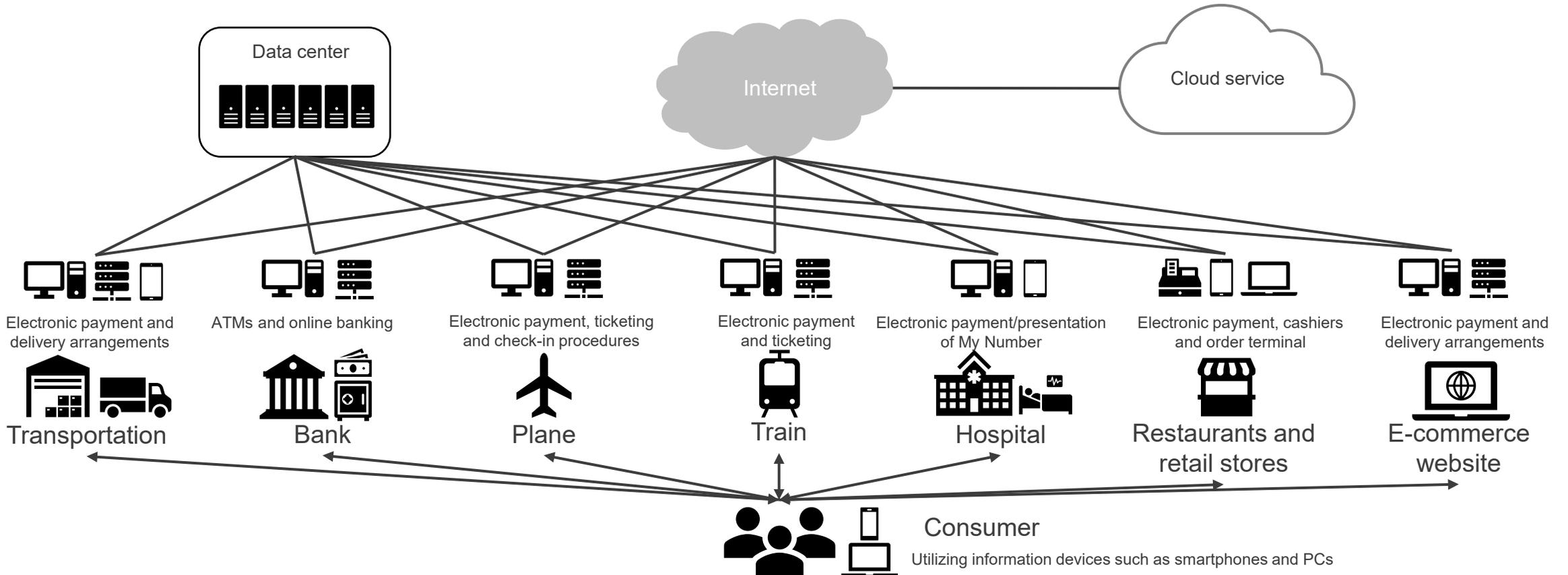
Private Exhibition "IBC DAY 2025" held on October 10, 2025

- "IBC Day 2025" was held at the Steel Executive Lounge & Conference Room.
- Case study seminars were held by users, and the latest products and solutions from IBC and supporting companies were on display.

# — 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**

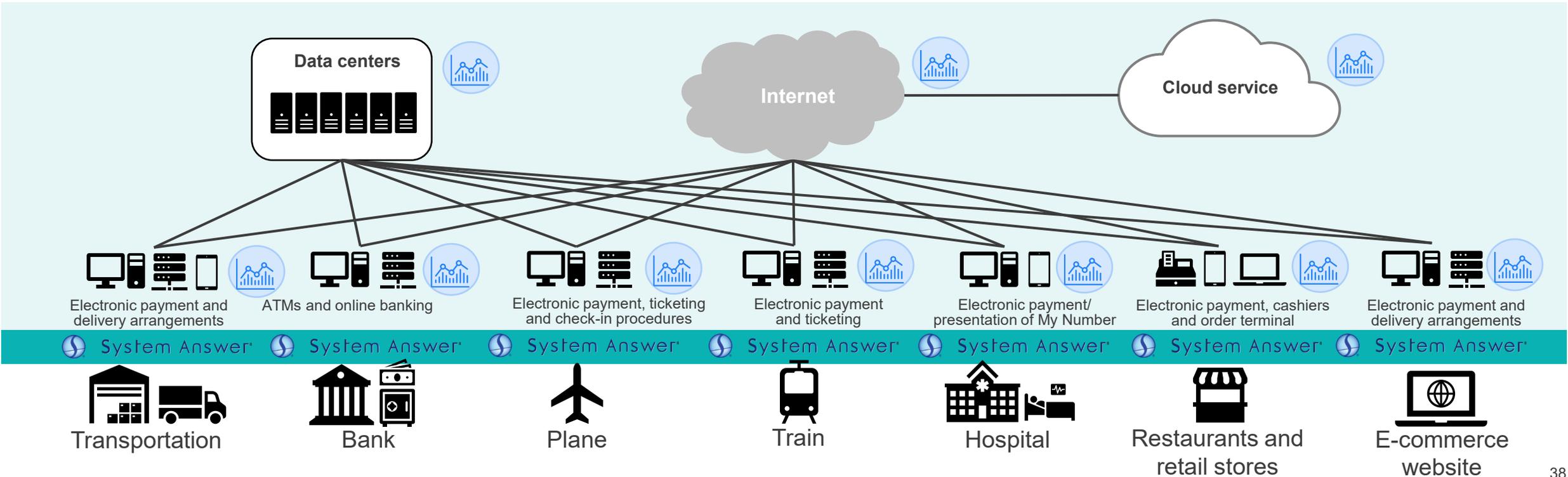
- IT is essential for businesses to provide services and conduct business, and for consumers to live their lives.



# — 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



# — Case Study: Tokyo Stock Exchange

## Stable Operation of the Network that Supports Japan's Largest Securities Trading Market: 13 years of protecting the JPX Group's core network "arrownet"

System Answer G3

Finance/Insurance

### Start

- ▼ System Answer start of use: July 2009
- ▼ System Answer G2 start of use: February 2015
- ▼ System Answer G3 start of use: April 2022



### ■ System overview

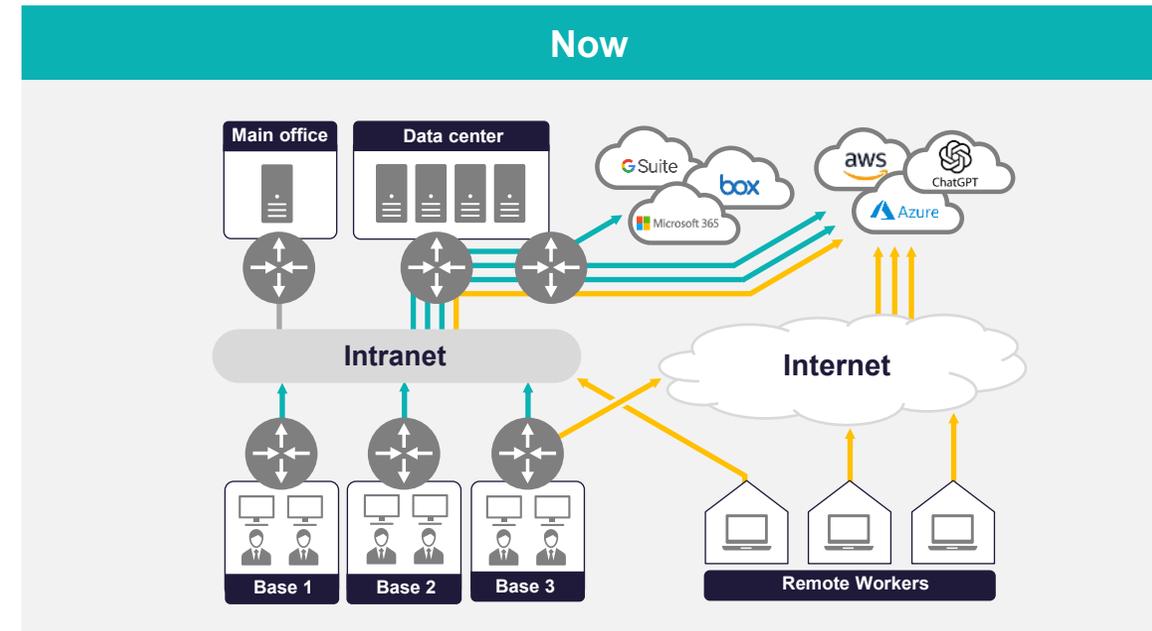
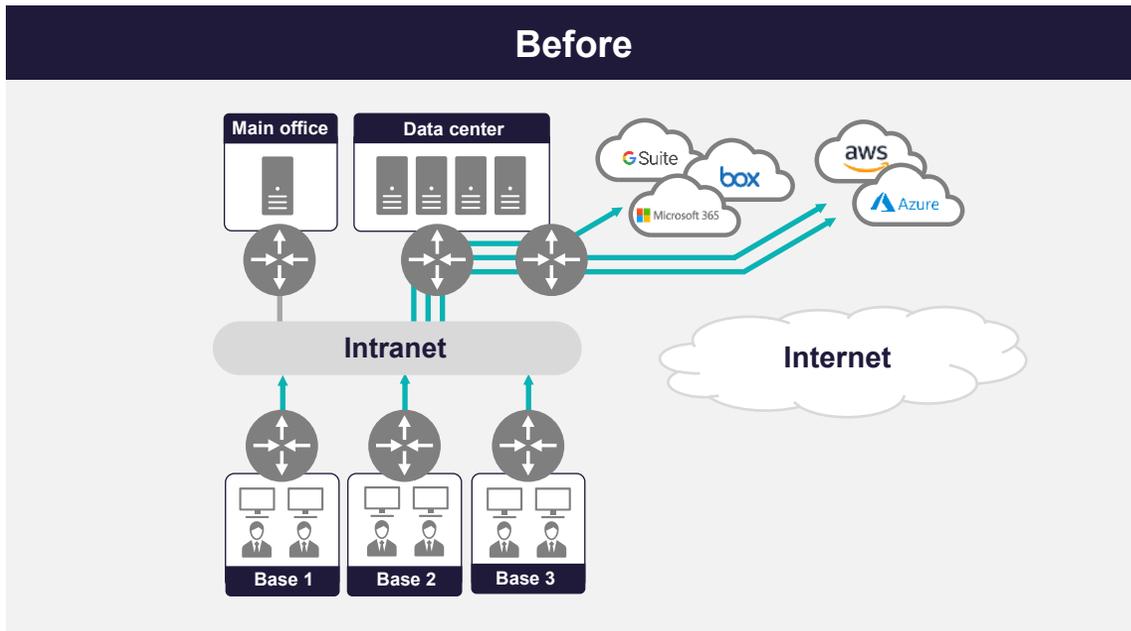
All communications within the Japan Exchange Group (including the Tokyo Stock Exchange, Osaka Exchange, and Tokyo Commodity Exchange) operate on a network system called **arrownet** as the core. This includes trading systems such as arrowhead and ToSTNet for physical stock trading, J-GATE for derivatives trading, as well as other clearing systems and information systems. Communication with trading participants and vendors, communication between systems, and connection of monitoring terminals, etc. are also performed through arrownet.

The company's System Answer G3 monitors the hundreds of network-related devices that make up arrownet. Information systems personnel in the IT Development Department of the Tokyo Stock Exchange is in charge of the setup and management of G3. In addition to information systems personnel, dozens of members in the IT Service Department and other operation departments, as well as related vendors, use G3 for daily operations.

# Changes in the Environment Surrounding IT Systems

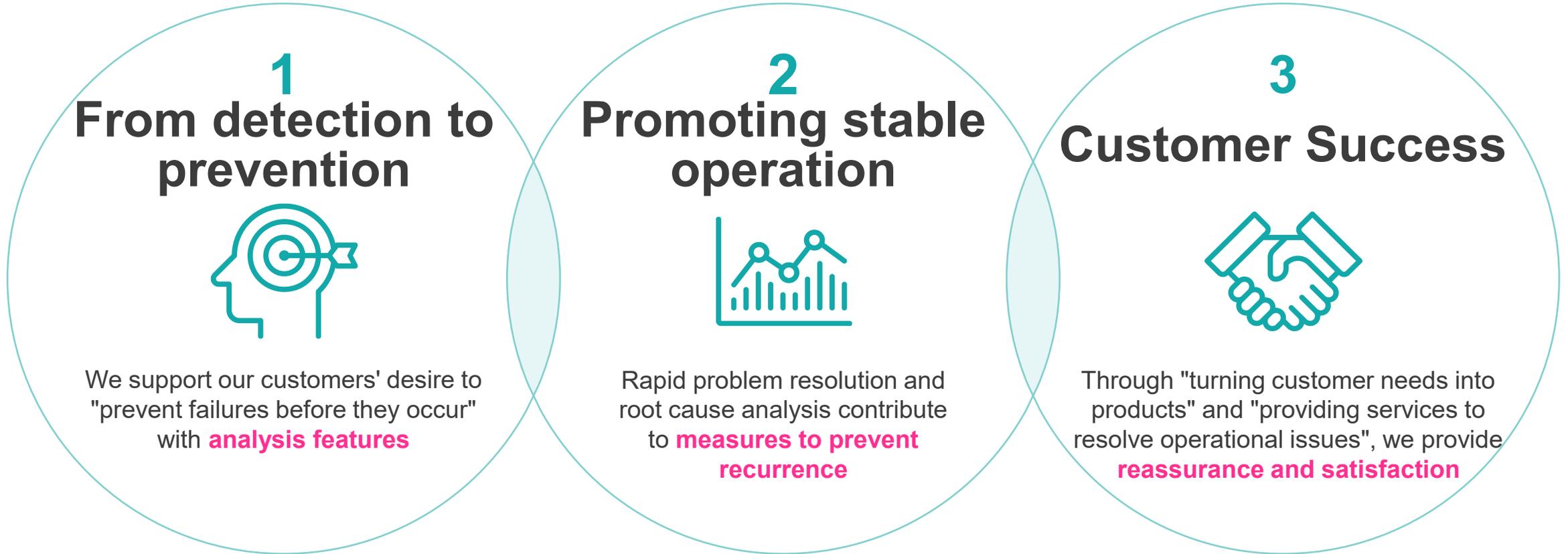
Since the COVID-19 pandemic, work styles and in-company communication methods have changed, and the corporate network environment has changed dramatically

- 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.



\*The company names, service names, etc. mentioned are trademarks or registered trademarks of their respective companies.

# — System Answer G3: Three Advantages



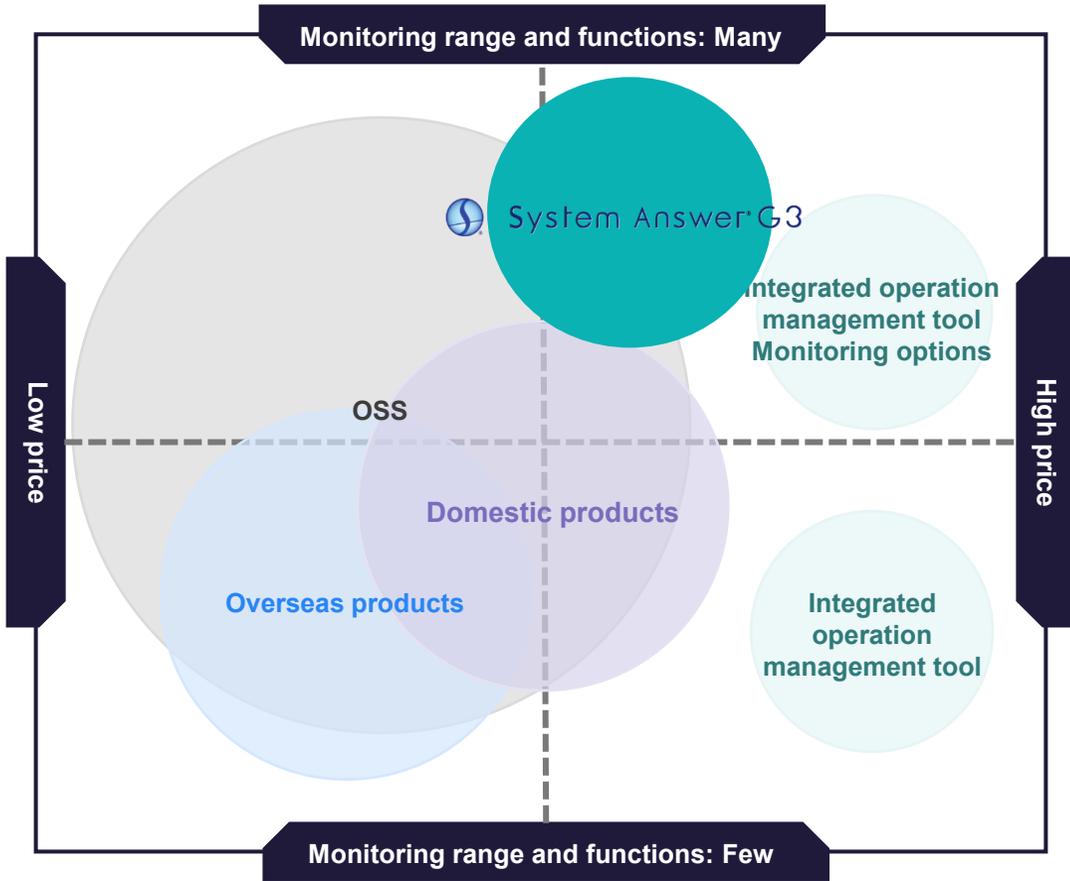
A typical monitoring system **detects** the occurrence of an abnormality. Their role is to investigate and analyze the causes of problems and respond quickly to them. System Answer automatically analyzes the information obtained from monitoring. This enables it to make **predictions** and implement functions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

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.

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.**



Failure prevention	<h2>System Answer G3 Coverage</h2> <div style="border: 1px solid white; padding: 10px; display: inline-block;"> <h3>General surveillance products</h3> </div>																
Fundamental measures																	
Problem identification																	
Cause analysis																	
Maintenance support	<table border="1"> <tr> <td>Alive monitoring</td> <td>Performance monitoring</td> <td>Threshold monitoring</td> <td>Correlation analysis</td> <td>Trend analysis</td> <td>Fluctuation detection</td> <td>Future predictions</td> <td>Reports</td> </tr> </table>									Alive monitoring	Performance monitoring	Threshold monitoring	Correlation analysis	Trend analysis	Fluctuation detection	Future predictions	Reports
Alive monitoring										Performance monitoring	Threshold monitoring	Correlation analysis	Trend analysis	Fluctuation detection	Future predictions	Reports	
Fault detection																	

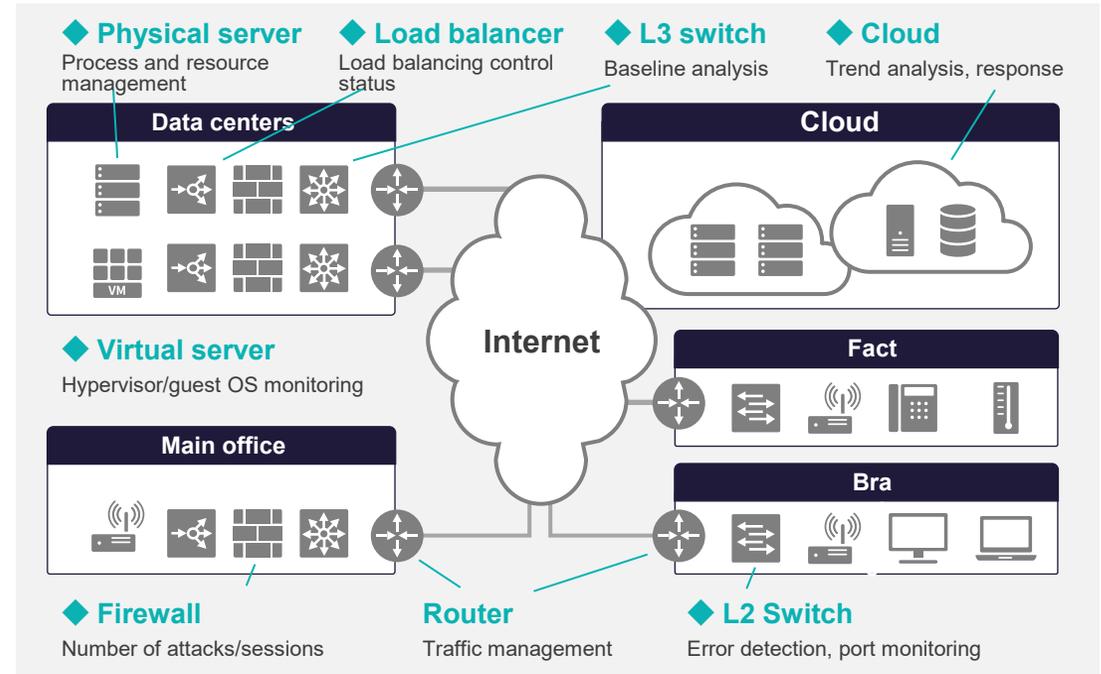
# - In-house product development

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 -



System Answer G3

Available format Software Appliance Cloud

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# — Case Study: Kanagawa Prefectural Board of Education

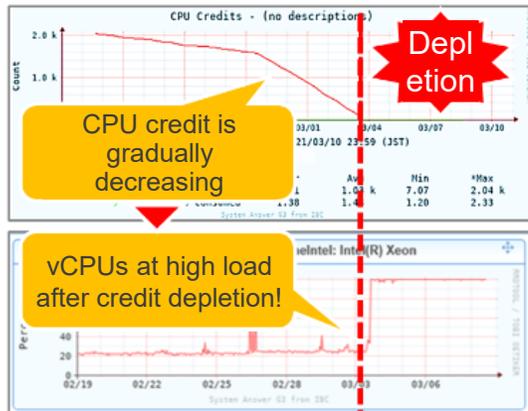
Protecting the infrastructure of 169 schools in the prefecture through proactive preventive maintenance!

Eliminating dependency on specific individuals: To pass on and maintain a high operational standard for the next five to ten years

Start	August 2020
Use	Network center, cloud system, and L3 switch for 169 prefectural schools
Scale and scope	20,000 items

System Answer G3

Government, local governments, and public interest corporations



## ■ Examples of G3 utilization in Azure environments: Detecting a decrease in CPU Credit on Azure Virtual Machines

Azure Virtual Machines has multiple series. For example, in the case of the B-series virtual machine, if the CPU does not use the standard performance of 100%, the credit for the virtual machine instance will accumulate.

Once the credit is sufficient, vCPU usage can be increased up to 100% when an application needs high CPU performance. While the system is capable of handling rapid increases in load and is reasonably priced, performance is limited when CPU credit is depleted. Therefore, when CPU credit is about to be depleted, it must be detected quickly to avoid the timing of high-performance requirements coinciding with periods of reduced credit.

Therefore, monitoring of CPU credit (Azure Monitor SNMP monitoring) is also important for stable system operation.

By using the trend analysis and predictive capabilities of System Answer G3, users can expect to solve this challenge and leverage Azure more flexibly.

# 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



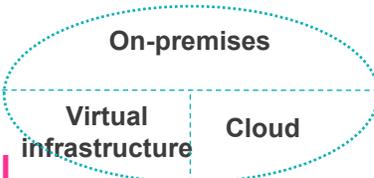
## Firewall

- CheckPoint
- Cisco Systems
- Fortinet
- Juniper Networks
- Palo Alto Networks
- MacAfee



## Wireless AP

- Aruba Networks
- Cisco Systems
- GoNet Systems
- ICOM
- Rucks Wireless
- Symbol



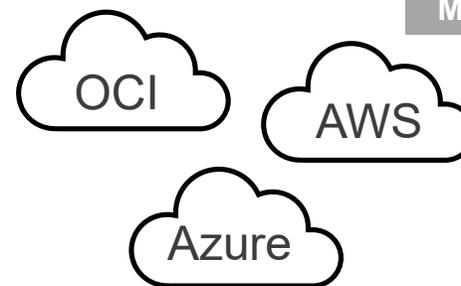
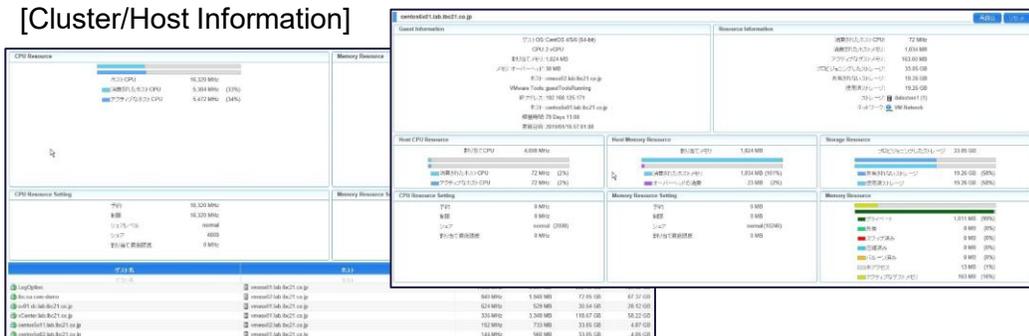
The Vsphere API information template function makes it easy to obtain detailed information on **virtual infrastructure environment**.

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

Monitoring item example (AWS)

[Cluster/Host Information]

[Guest OS information]



[EC2]



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

[EBS]



\*The company names, service names, etc. mentioned are trademarks or registered trademarks of their respective companies.

# 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

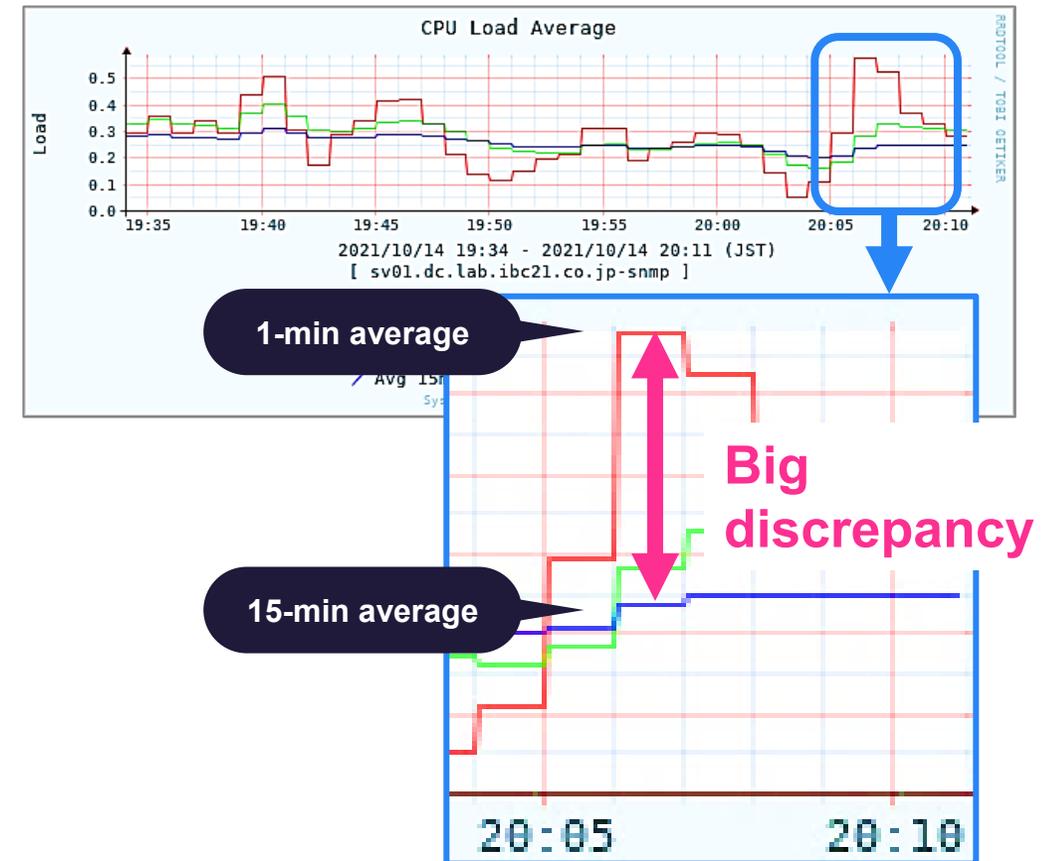
By conducting analysis based on detailed past data, highly accurate analysis can be performed, leading to preventive maintenance and early detection of problems.

## 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 averaged or those that delete data after a certain period of time are unsuitable for long-term analysis.



A hiker in a red jacket and backpack stands on a rocky peak, looking out over a vast landscape at dusk. The sky is a deep blue, and the ground is dark and rugged. The hiker is positioned in the center of the frame, slightly to the left of the main text.

IBC's Business Mission

**Achieve zero IT  
failures**

## — Disclaimer

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

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.

Please be aware in advance that future performance may differ from forecasts depending on business operations, economic conditions, and various other factors.

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