

Q2 FYE Sep-2026

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# Financial Results Presentation Materials

14 May 2026

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

# Business Overview

**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

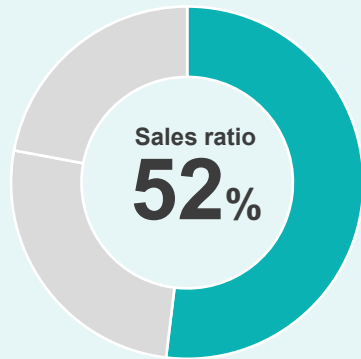
## Achieve zero IT failures

### Single segment

### Software and services-related business

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

#### License sales



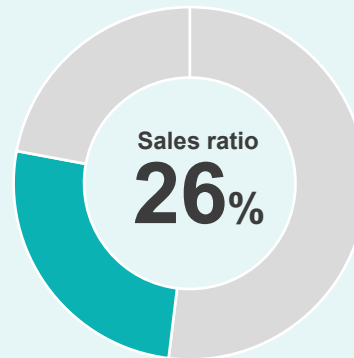
Business Contents

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



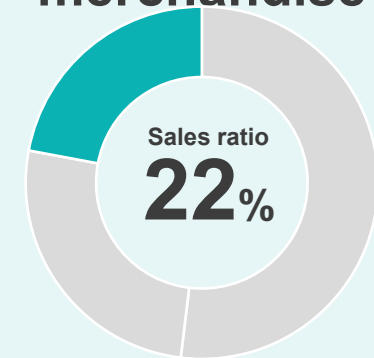
Business Contents

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

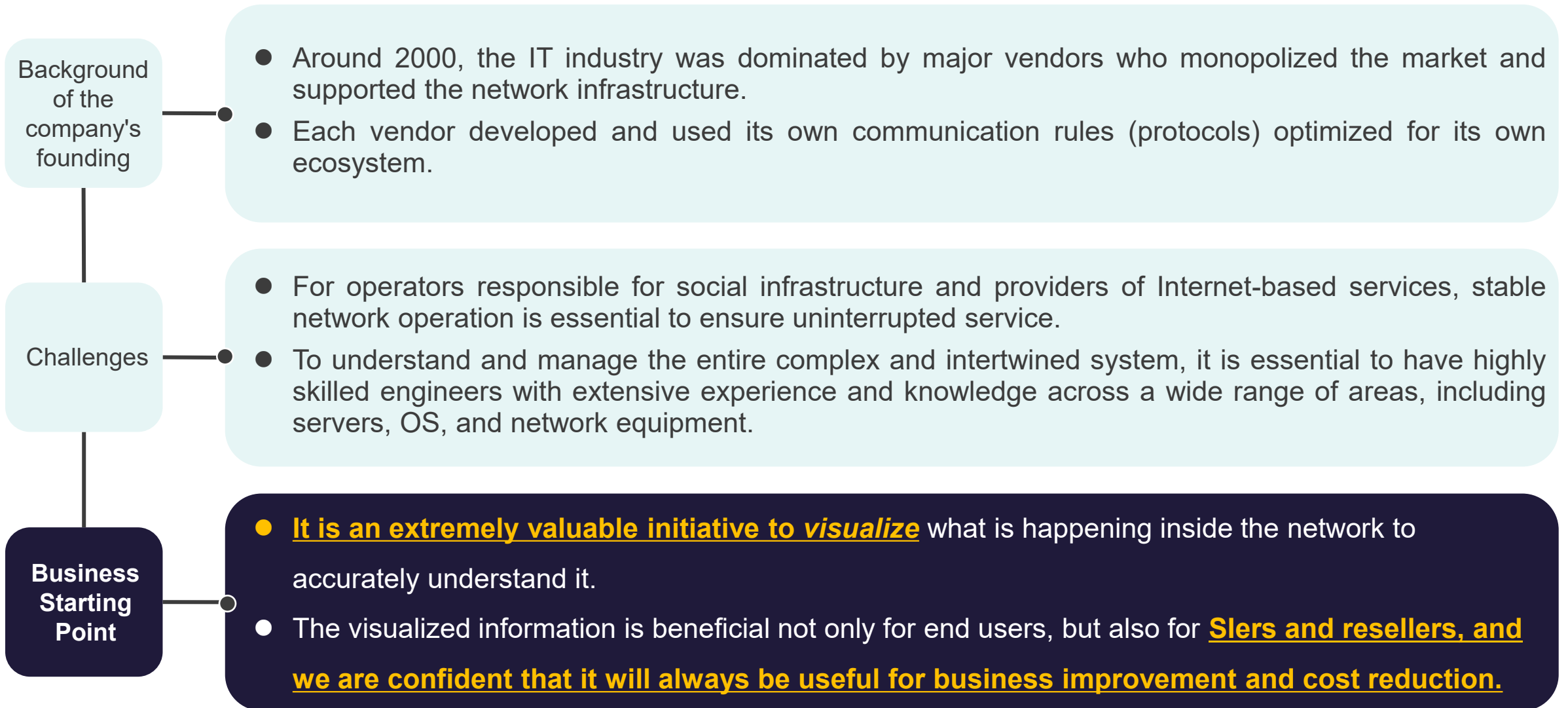


Business Contents

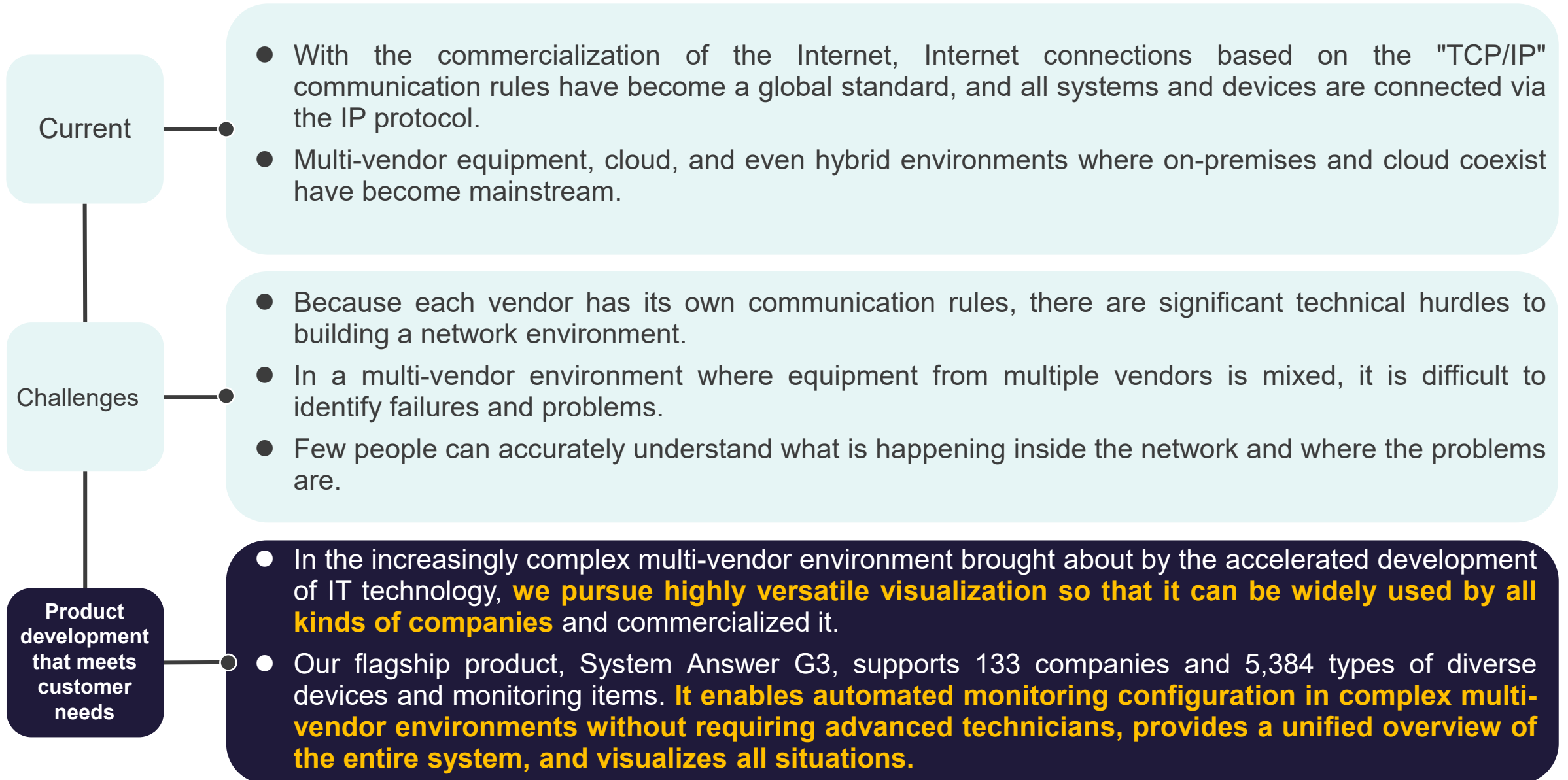
Provision of network, security, and server products

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.

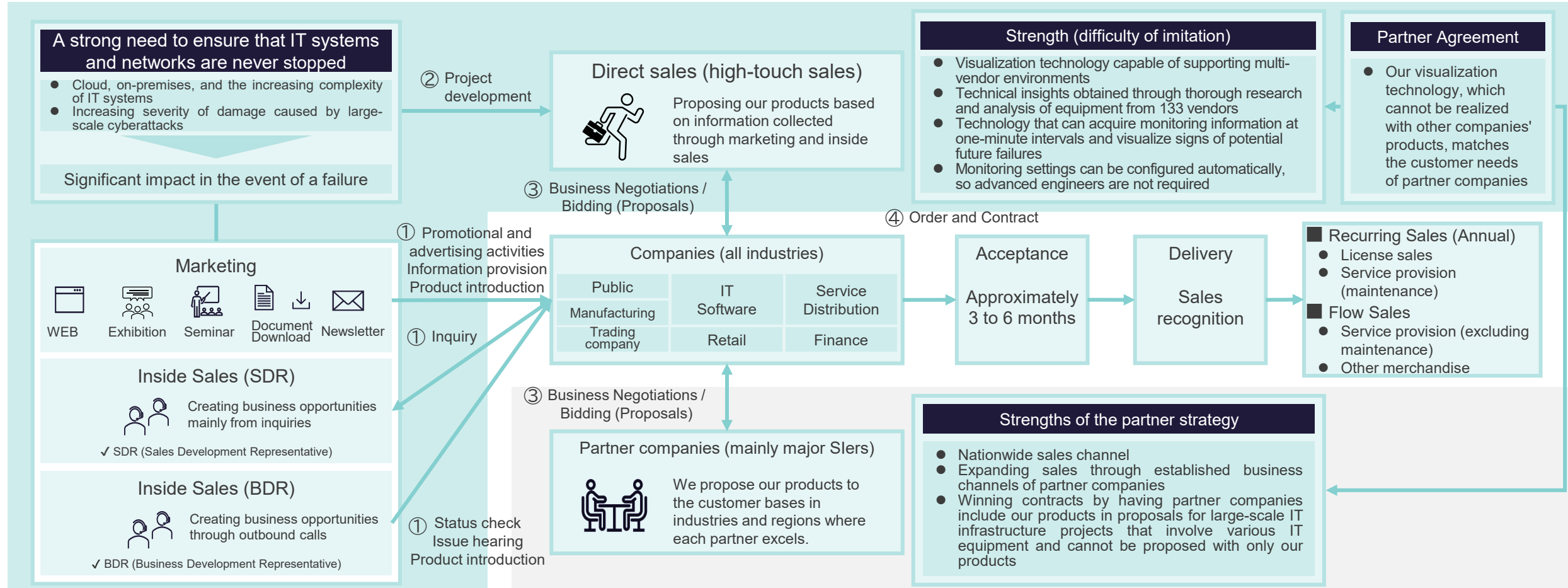


# — Product Development That Meets Customer Needs



# 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.



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  
IIJ 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"

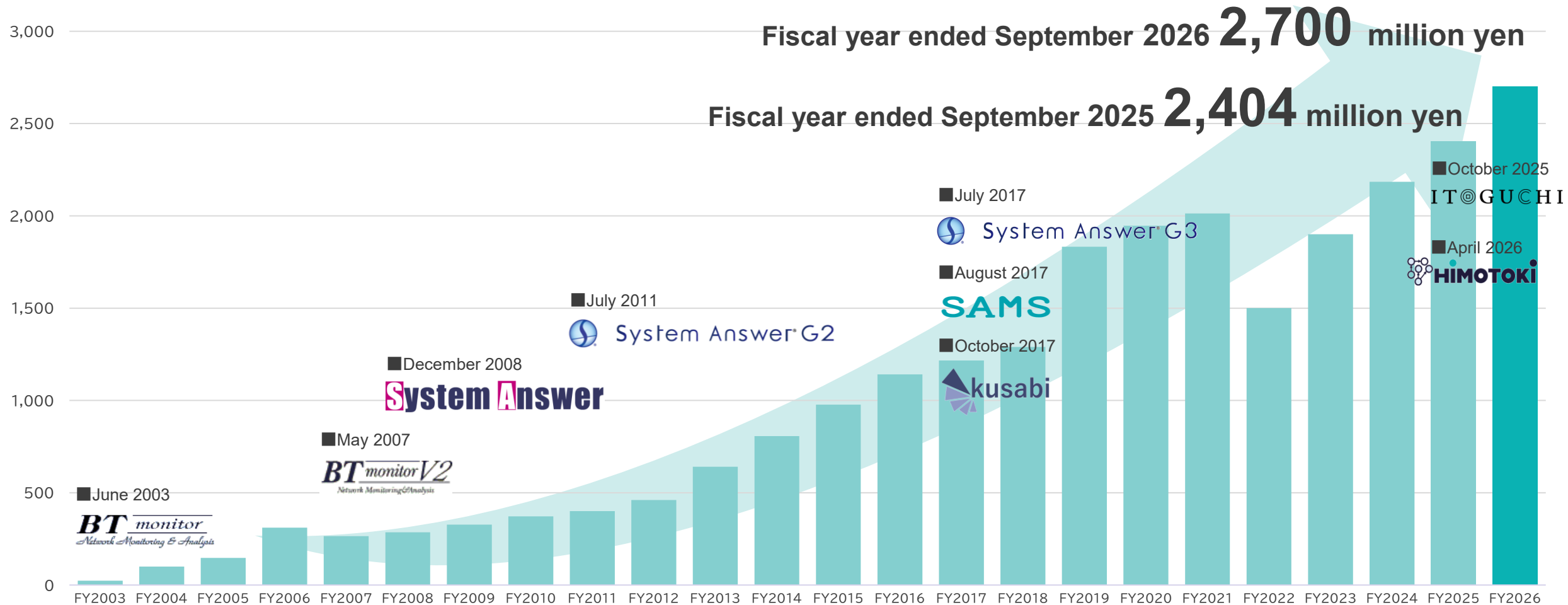
**IT@GUCHI**

April 2026  
Launched the communication quality visualization tool "HIMOTOKI"

 **HIMOTOKI**

# 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.





# Fiscal Year Ending September 2026 Second Quarter Results

## — Highlights

- In the second quarter, net sales exceeded the previous year's level; however, the interim earnings forecast (¥1,100 million) was missed because revenue of approximately ¥8 million from two projects scheduled to be recorded in March was deferred to April.
- Operating profit and net profit exceeded the interim earnings forecast (operating profit of ¥210 million and net profit of ¥145 million), supported by steady orders for high-profit margin System Answer (license sales).
- Due to solid demand for System Answer in the mid-sized enterprise and education markets, profit in the full-year earnings forecast has been revised upward.

	FYE Sep-2025 Q2 Results	FYE Sep-2026 Q2 Results	Year-on-year
Net sales	<b>1,073</b> million yen	<b>1,092</b> million yen	<b>+2%</b>
Operating profit	<b>252</b> million yen	<b>229</b> million yen	<b>-9%</b>
Net profit	<b>184</b> million yen	<b>160</b> million yen	<b>-13%</b>
SG&A expenses	<b>603</b> million yen	<b>626</b> million yen	<b>+4%</b>
Recurring net sales	<b>724</b> million yen	<b>745</b> million yen	<b>+3%</b>
System Answer renewal rate	<b>95%</b>	<b>95%</b>	<b>±0Pt</b>

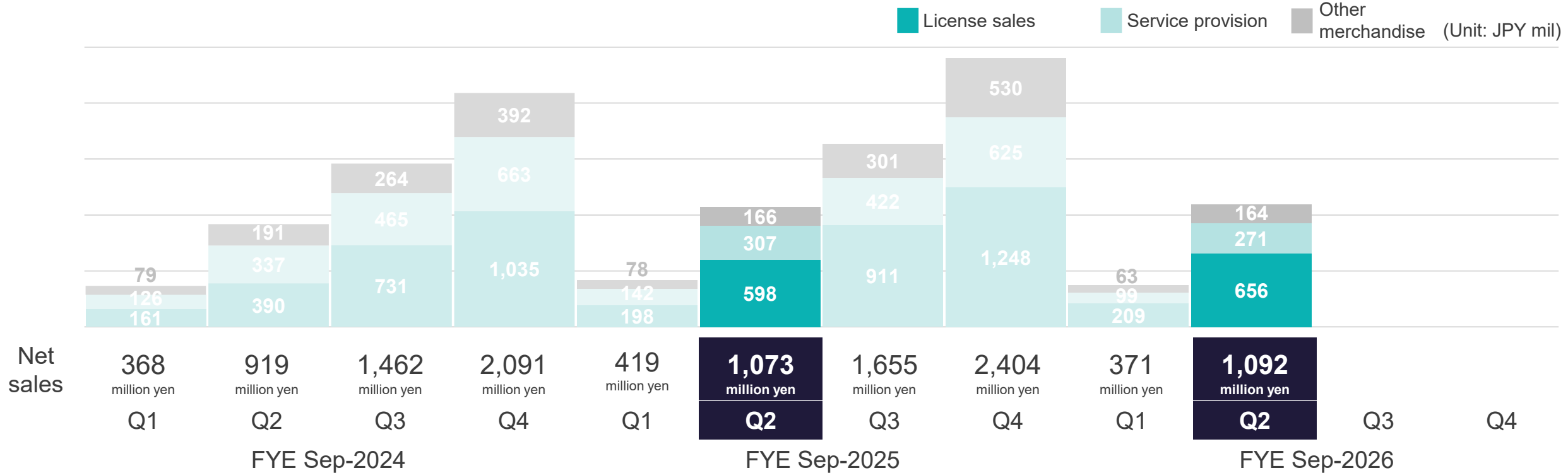
\*Numbers are rounded down to the nearest whole number, and percentages are rounded up or down (the same applies below).

# — Second Quarter Results and Progress

	FYE Sep-2025 Q2 Results	FYE Sep-2026 Q2 Results	FYE Sep-2026 Interim Earnings Forecast	FYE Sep-2026 Full-year Earnings Forecast	Full-year Earnings Forecast Progress
Net sales	<b>1,073</b> million yen	<b>1,092</b> million yen Up 2% YoY	<b>1,100</b> million yen 3% increase from previous period	<b>2,700</b> million yen 12% increase from previous period	<b>40%</b>
Operating profit	<b>252</b> million yen	<b>229</b> million yen Down 9% YoY	<b>210</b> million yen 17% decrease from previous period	Before revision <b>610</b> million yen 8% increase from previous period After revision <b>630</b> million yen 12% increase from previous period	<b>36%</b>
Net profit	<b>184</b> million yen	<b>160</b> million yen Down 13% YoY	<b>145</b> million yen 22% decrease from previous period	Before revision <b>418</b> million yen 2% increase from previous period After revision <b>430</b> million yen +5% increase from previous period	<b>37%</b>

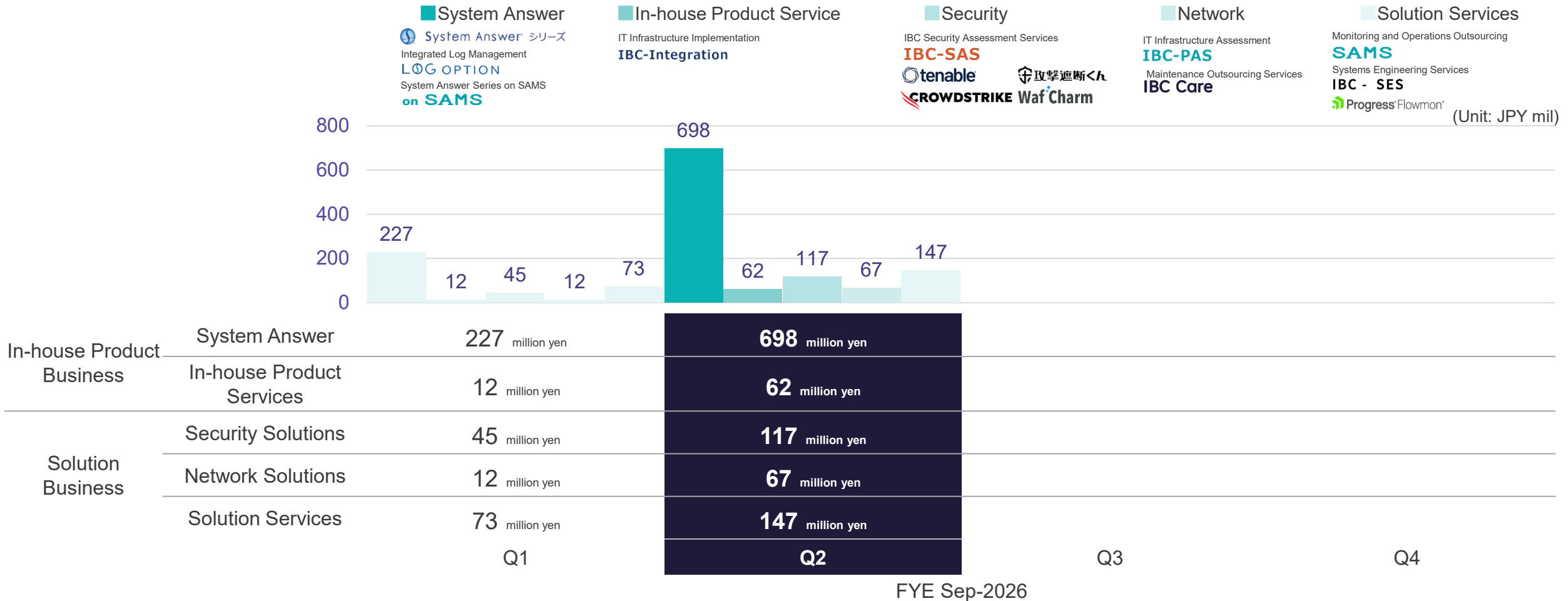
# Net Sales

- License sales continued to **increase, with switching from competitors remaining steady, resulting in higher net sales.**
- Sales from services and other merchandise declined year on year due to a rebound from the large-scale deals recorded in the previous year.
- Meanwhile, sales were secured in line with plan, supported by solid sales of security solutions amid growing needs for cybersecurity measures.
- **Sales from large-scale business negotiations are expected to be concentrated in the fourth quarter, resulting in a significant increase in sales in that quarter.** Sales in the third quarter are expected to be in line with the previous year.



# — Net Sales by Product Category

- Against the backdrop of a shortage of IT personnel among mid-sized companies, government agencies, and educational institutions, inquiries for **System Answer, which can be operated without advanced IT expertise, are increasing. We will also expand our product lineup for the education market and mid-sized companies, which are key focus areas, to drive further sales growth.**
- Security solutions continued to benefit from growing needs for cybersecurity measures. **Sales increased by 26% year on year, marking substantial growth.**

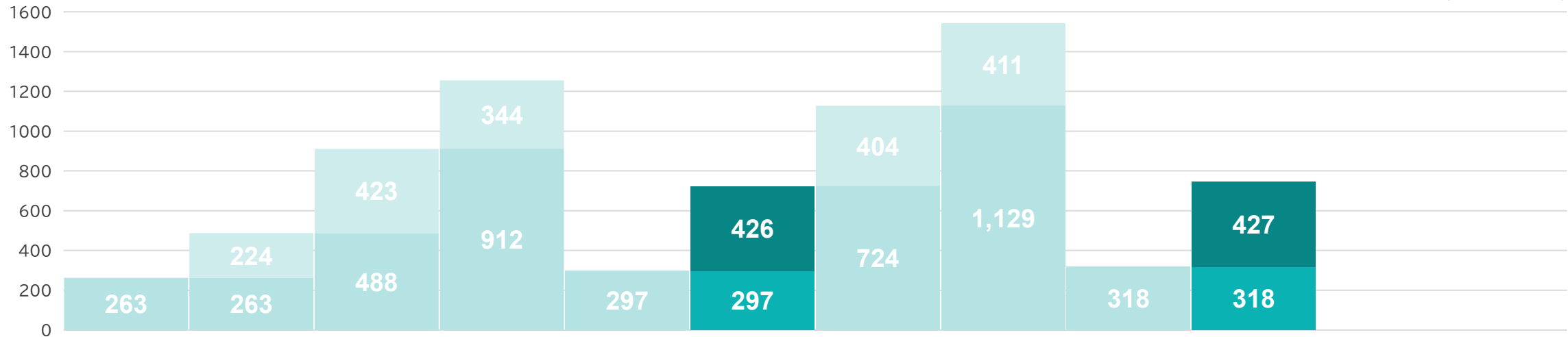


# — Recurring Net Sales

- 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.

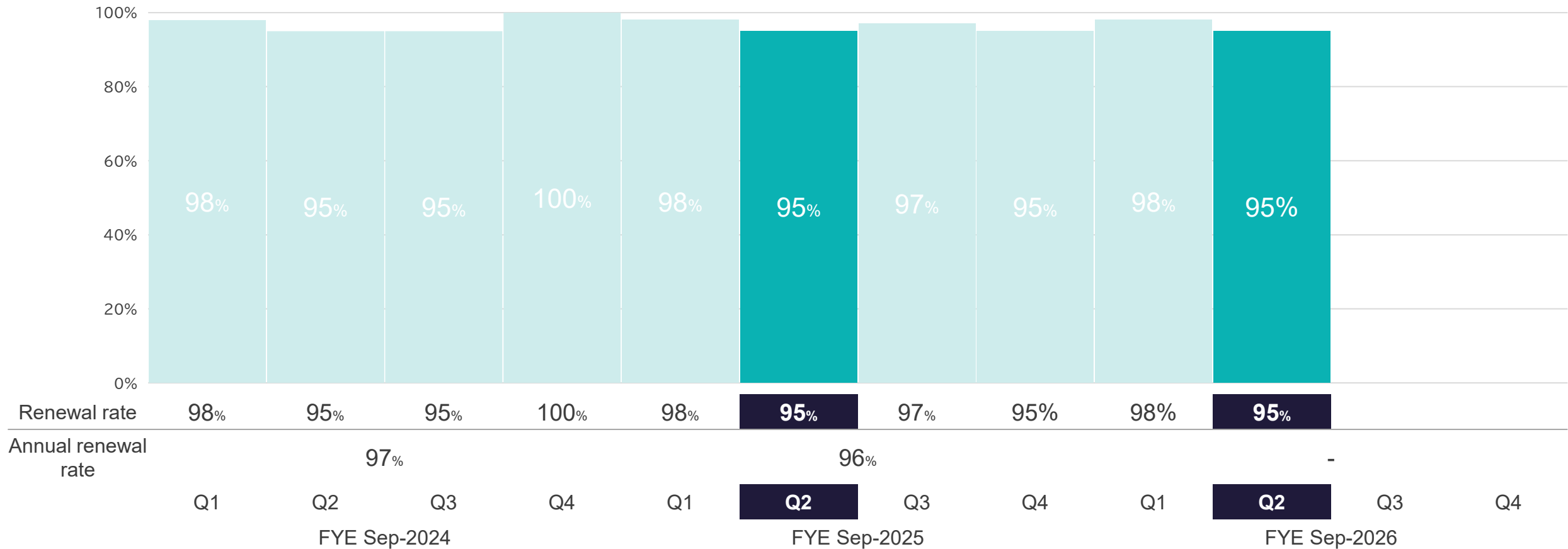
(Unit: JPY mil)



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	745 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	427 million yen		
Sales ratio	72%	53%	62%	60%	72%	68%	69%	64%	86%	77%		
Year-on-year	+17%	+7%	+23%	+28%	+13%	+48%	+24%	+23%	+7%	+16%		
	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

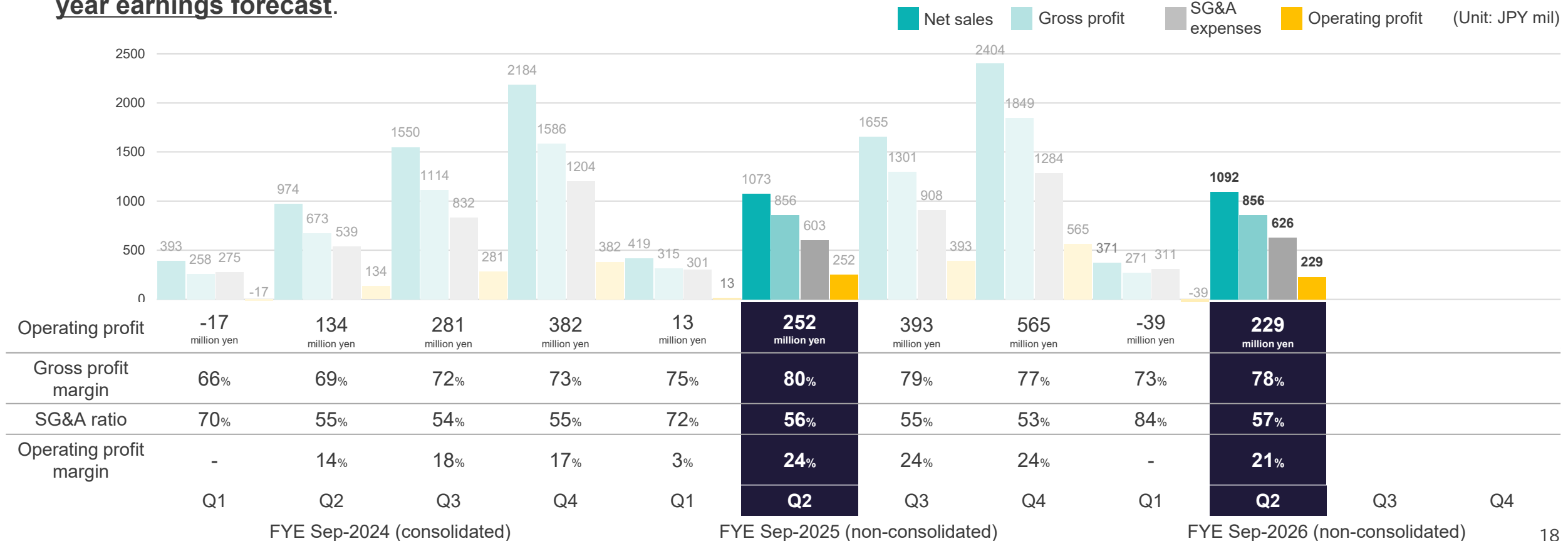
- The renewal rate for our in-house developed product, System Answer\*, is targeted at 95% or higher.
- In the second quarter, **the renewal rate was 95%, maintaining the same rate as in the same period of the previous year.**
- Contract renewals are progressing smoothly, and **we expect to maintain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



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

# — Operating Profit

- Operating profit exceeded the interim earnings forecast (operating profit of ¥210 million), supported by solid sales of System Answer.
- Although the operating profit margin declined by 3 percentage points year on year, it remained above 20%.
- As we continue to expand our security-focused solutions business, operating profit for the third quarter is expected to fall below the year-earlier level due to an increase in projects in this business. Meanwhile, in the fourth quarter, we expect operating profit to increase significantly due to the concentration of large-scale projects and System Answer projects.
- As a result, although progress is expected to vary between the third and fourth quarters, we expect to achieve our full-year 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.
- With regard to other expenses, depreciation increased due to newly recognized asset retirement obligations, but SG&A expenses remained at roughly the same level as in the previous year.

	FYE Sep-2025 Q2	FYE Sep-2026 Q2	Change	Percent change	Point
Personnel expenses <sup>*1</sup>	407 million yen	427 million yen	+20	+5%	The increase is due to an increase in employees and wage increases. Continued investment in human resources for business expansion.
Outsourcing expenses	26 million yen	24 million yen	-2	-8%	
Depreciation expenses	4 million yen	8 million yen	+4	+200%	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>	37 million yen	33 million yen	-4	-11%	
Office-related expenses <sup>*3</sup>	50 million yen	50 million yen	±0	0%	
Customer development- related expenses <sup>*4</sup>	13 million yen	15 million yen	+2	+15%	
Travel and transportation expenses	10 million yen	10 million yen	±0	0%	
Other	53 million yen	56 million yen	+3	+6%	
Total	603 million yen	626 million yen	+23	+4%	

\*1 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."

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

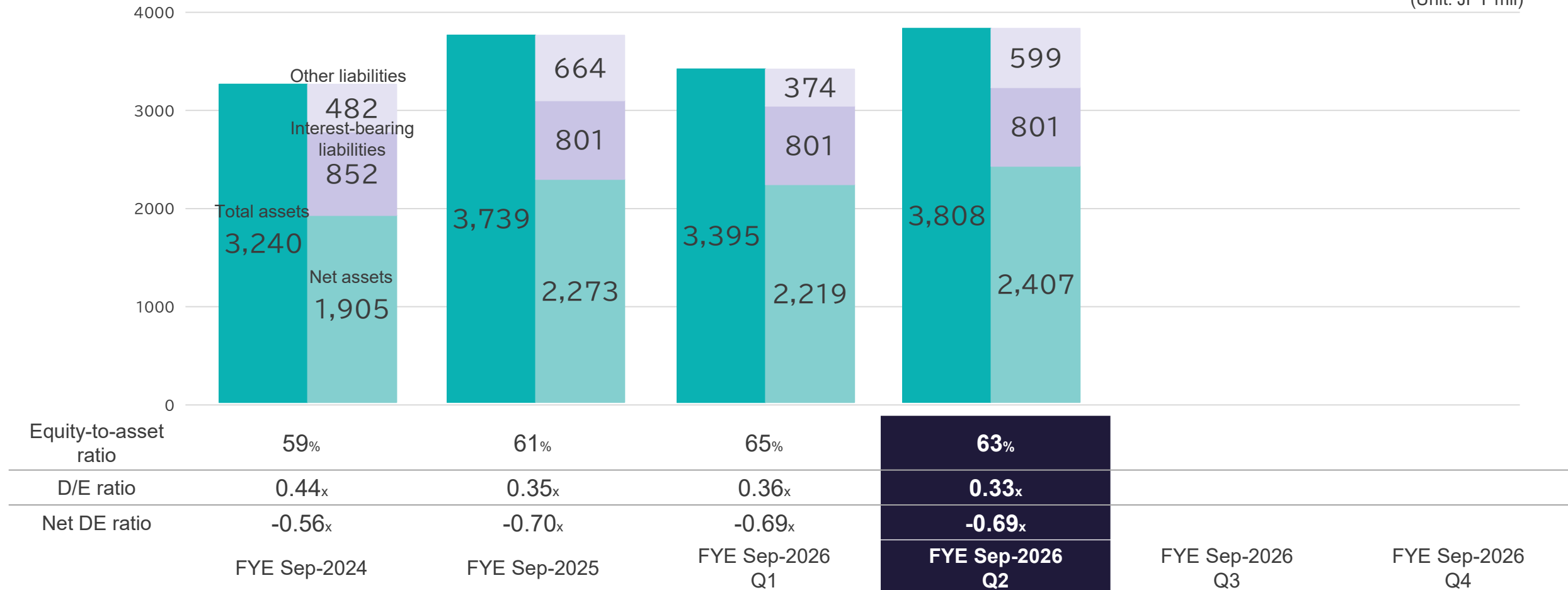
\*3 Office-related expenses are the total of land rent, repair expenses, office supplies expenses, communications expenses, utilities expenses, equipment expenses, and newspapers and books expenses.

\*4 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 63%.

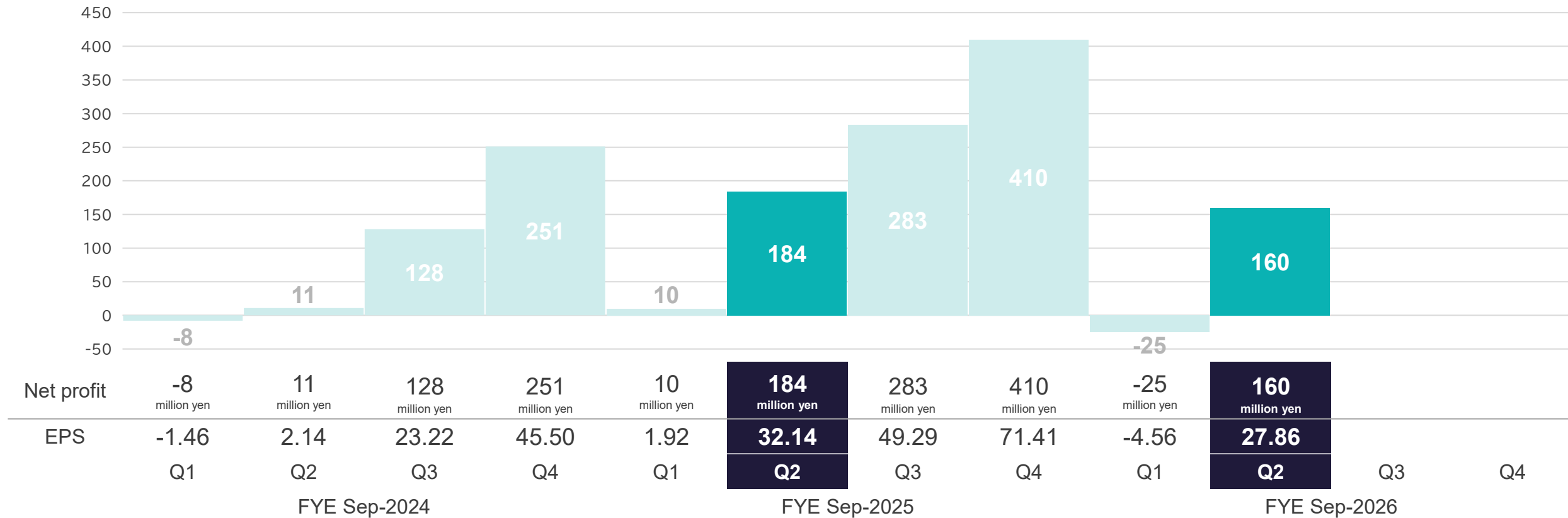
(Unit: JPY mil)



# — Net Profit and EPS

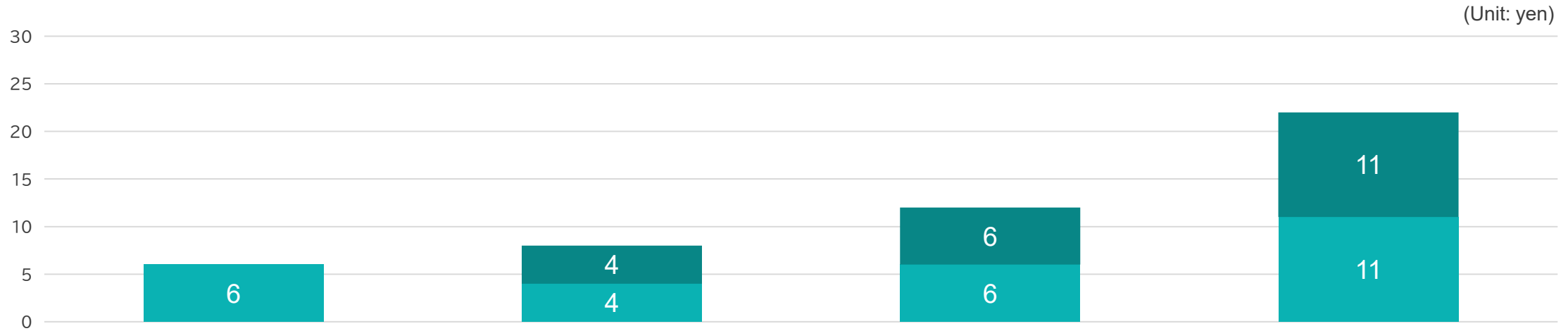
- Although profit decreased year on year, **net profit came in above the interim earnings forecast of ¥145 million.**
- For the same reasons as for operating profit, although progress is expected to vary between the third and fourth quarters, we expect to achieve the figures set out in the full-year earnings forecast.

(Unit: JPY mil)



# — Shareholder Returns

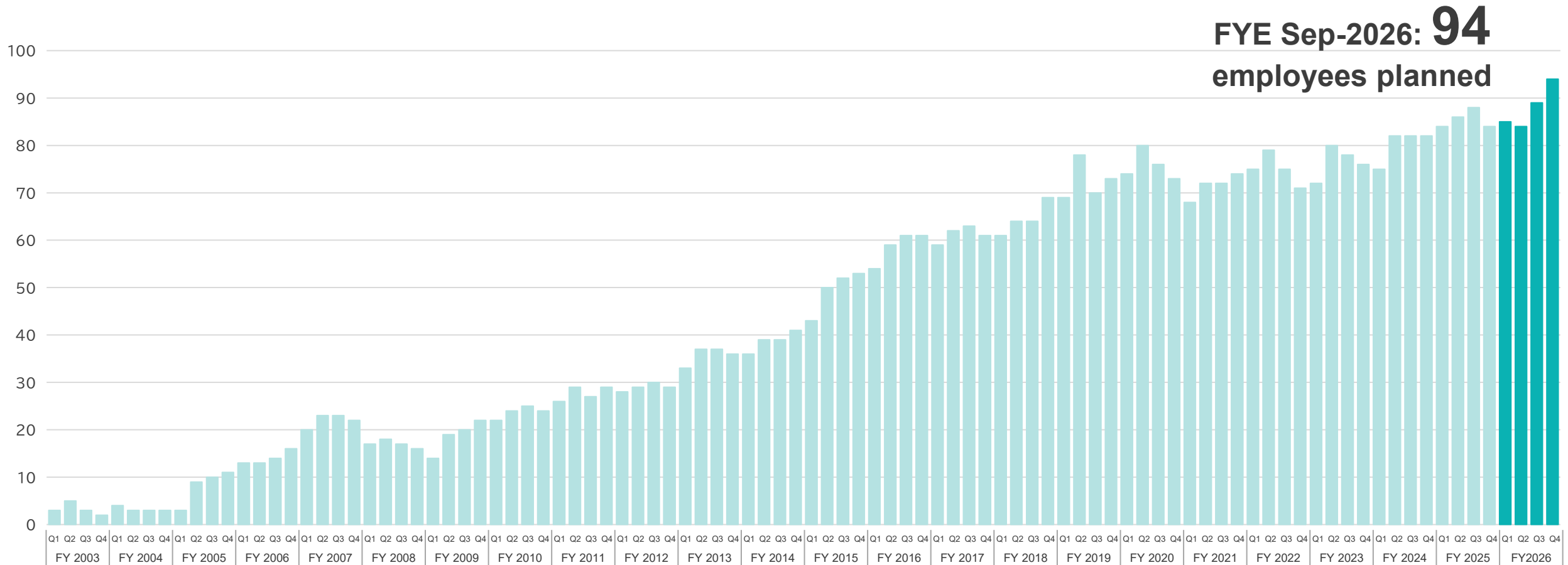
- Returning profits to shareholders is our top management priority, and we will implement progressive dividends.
- **The company has decided to pay an interim dividend of 11 yen for the fiscal year ending September 2026 as planned.** There is no change to the planned year-end dividend of 11 yen (22 yen for the year).
- **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.
- Two people were hired in the second 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

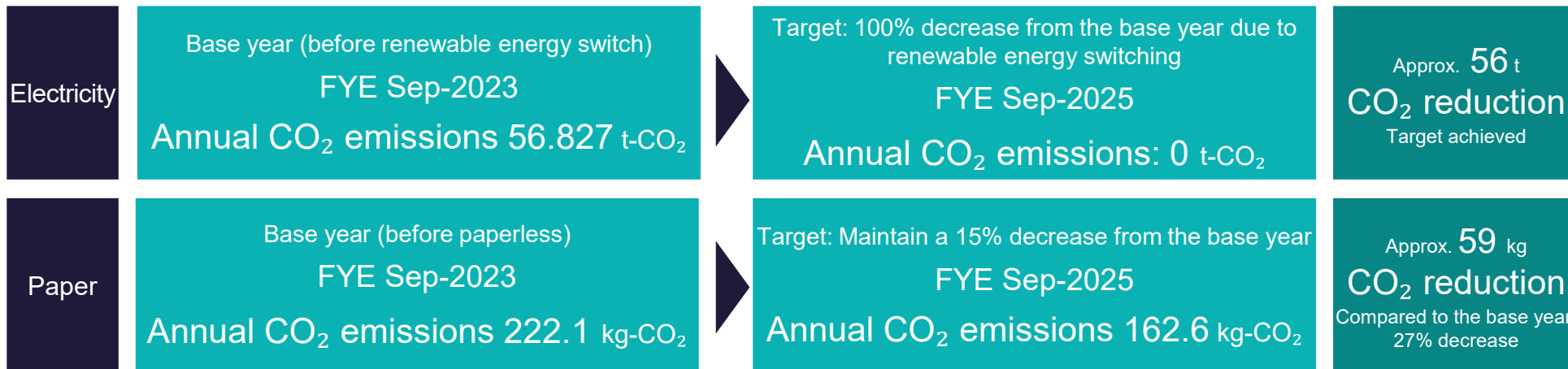
\*Annual CO<sub>2</sub> absorption by one cedar tree: **Approx. 14 kg**

\*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 x number of sheets used) ÷ 1,000) x 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

Q

Why did operating profit and net profit up to the second quarter decrease year on year?

A

License sales, driven by our core product System Answer, account for approximately 50% of both net sales and profit. On the other hand, we are working to expand our security-focused solutions business toward a further increase in corporate value. In this process, compared with System Answer that we developed in-house, sales of externally sourced products such as security products and network equipment have relatively lower profit margins, resulting in decreases in operating profit and net profit up to the end of the second quarter. However, while the operating profit margin in the information and communications industry is 11.7%\*, we have maintained a level exceeding 20%, thereby securing high profitability. As we see it, we are currently in the process of executing a growth strategy aimed at expanding sales by nurturing the next pillar of our business while maintaining a highly profitable structure.

Q

What is the status of HIMOTOKI (a solution that visualizes communication quality), which was launched on April 1?

A

HIMOTOKI has gotten off to a solid start, receiving numerous inquiries primarily from mid-sized companies and the education market. Given the large number of customers who need it, we will strengthen relationships with partner companies (sales agents) that specialize in mid-sized companies and boards of education, with the aim of further expanding our sales channels.

\*Data taken from the "Status of gross profit on sales, etc." in the "2025 Basic Survey on Information and Communication Industry (FY2024 Results)" by the Ministry of Internal Affairs and Communications' Information and Communications Bureau

# 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 In OSAKA" held on January 21, 2026

- Our first private exhibition in western Japan.
- Case study seminars were held by users, and the latest products and solutions from IBC and supporting companies were on display.



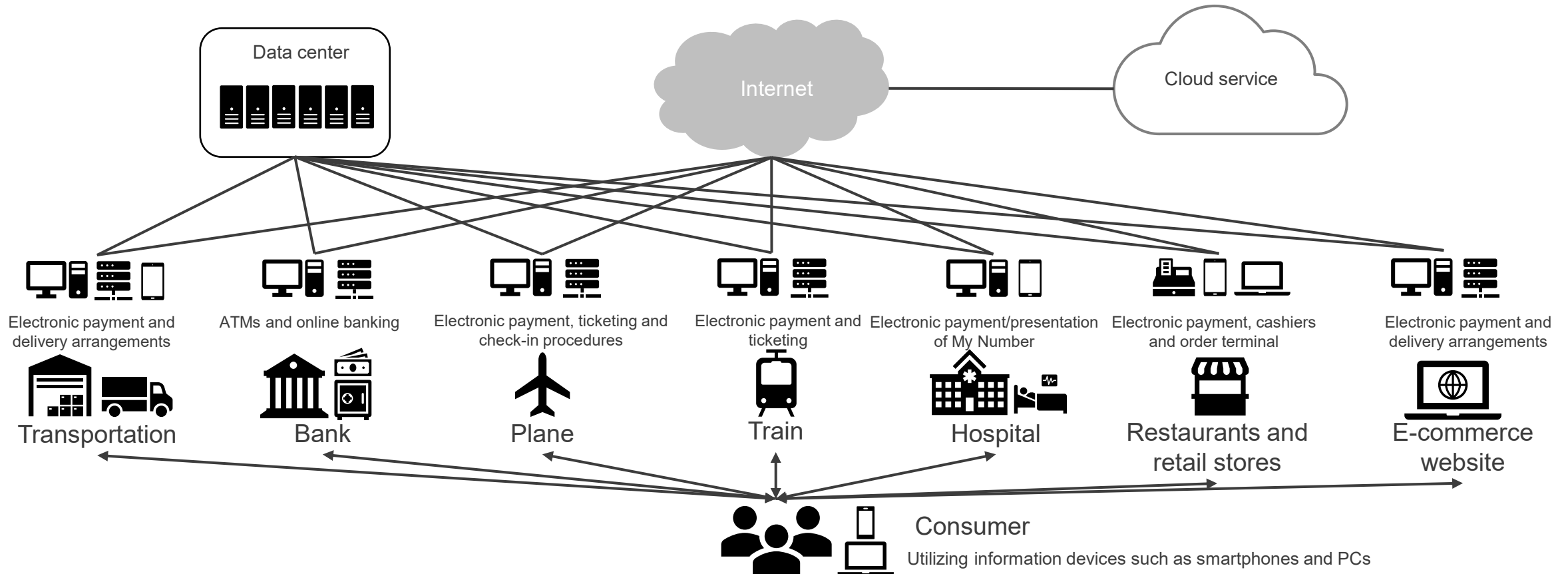
February 11–13, 2026 Exhibit at JANOG57 Meeting in Osaka

- This is a conference event that brings together network engineers and operators from across Japan.
- We showcased System Answer G3, our flagship product developed in-house that has seen orders from more than 1,000 companies across the series.



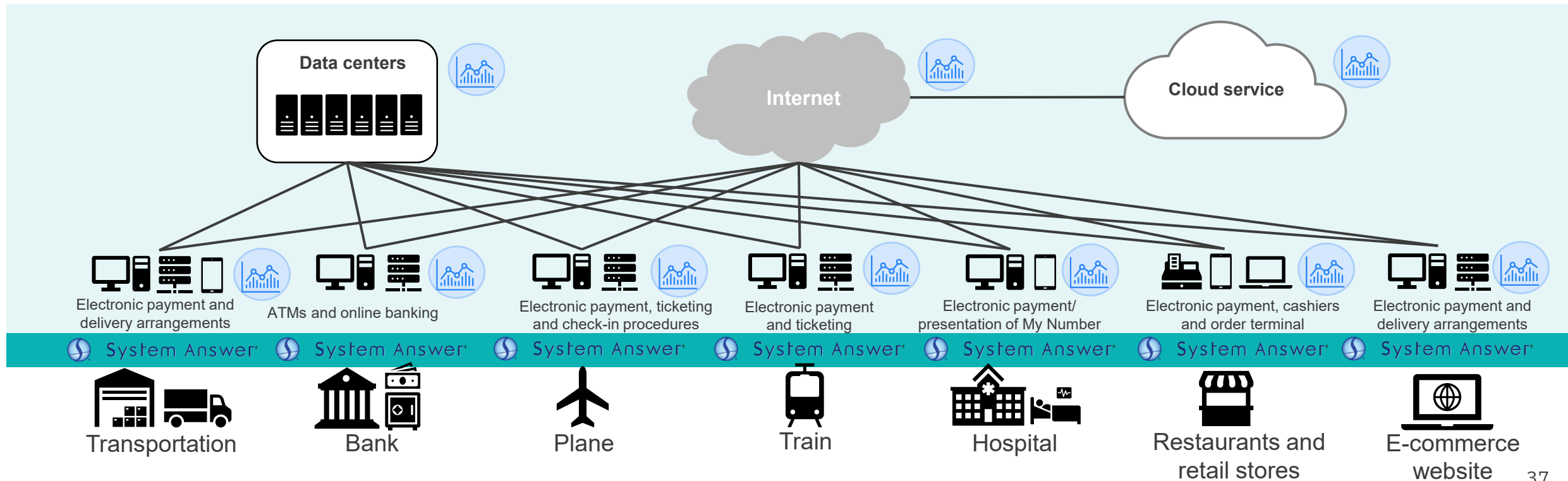
**IT is now used in almost everything we need in our daily lives**  
**IT is the computer infrastructure that supports social activities behind the scenes**

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



# 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



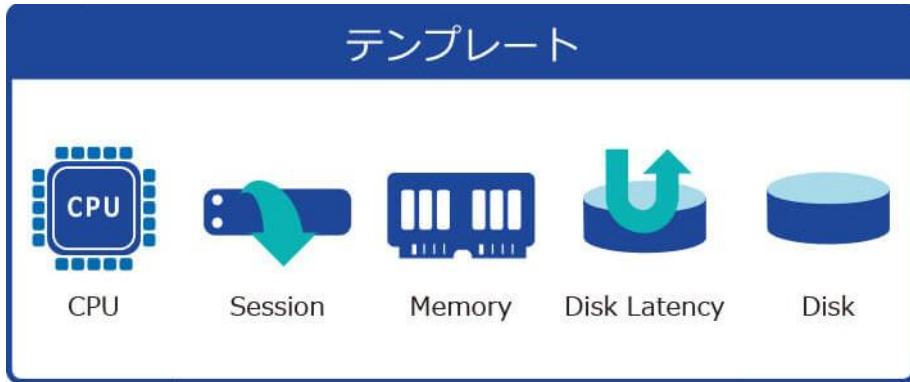
# What Is "System Answer G3," Our Flagship Product Developed In-house?

- It is a tool for monitoring whether a company's IT systems and networks are functioning properly.
- By simply connecting System Answer G3 to each device, monitoring settings are configured automatically without the need for advanced technical expertise. (Compatible with 5,384 devices from 133 companies)
- It automatically records the operating status of PCs, servers, network devices, cloud services, and other tools used in daily operations to detect early signs of failures.

 System Answer® G3



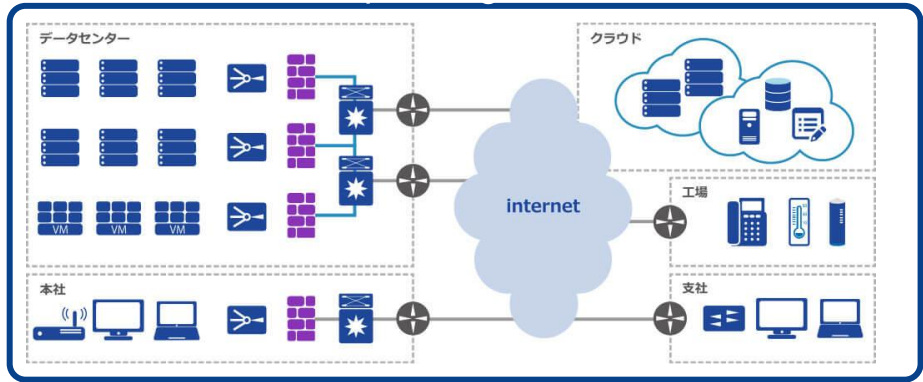
自動で設定



Use in IT systems



Visualize and Record Operating Status

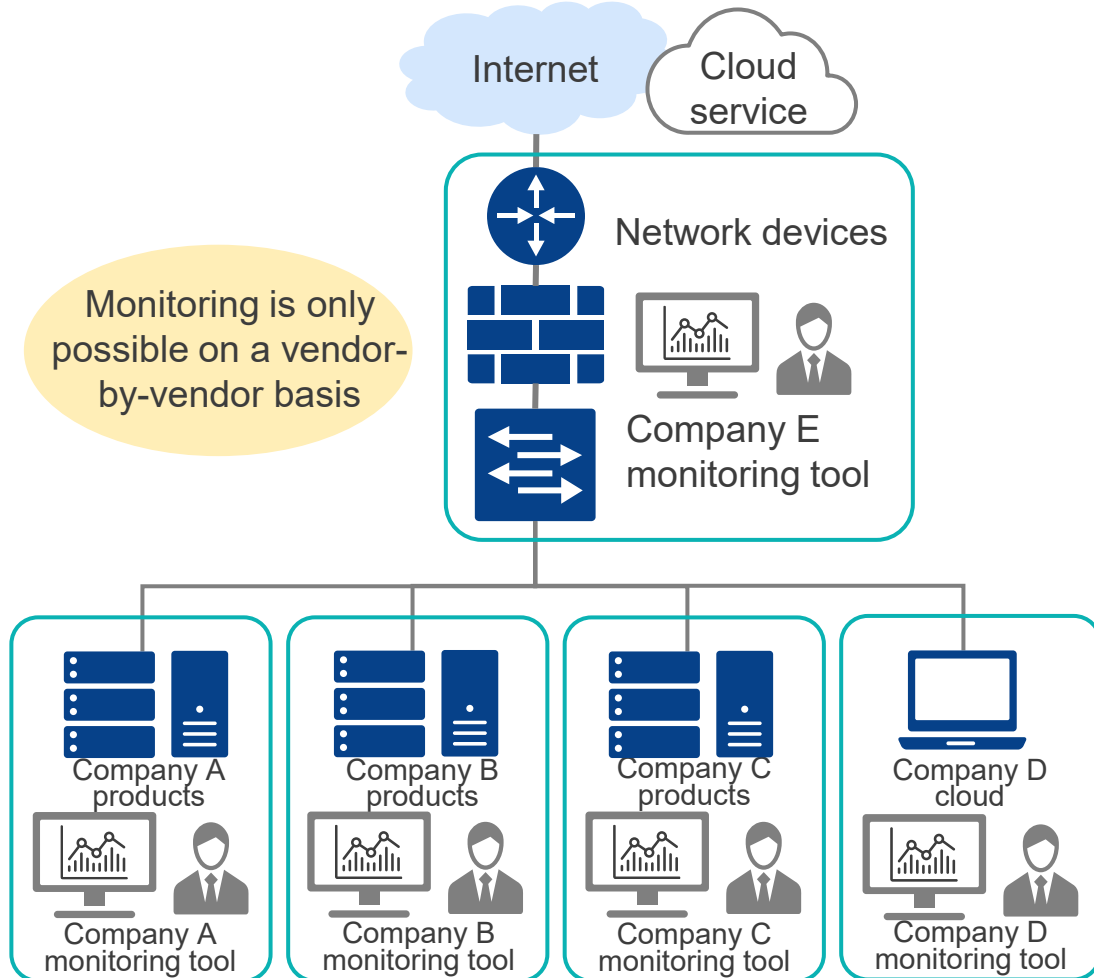


# Why Is System Answer G3 Adopted by So Many Companies?

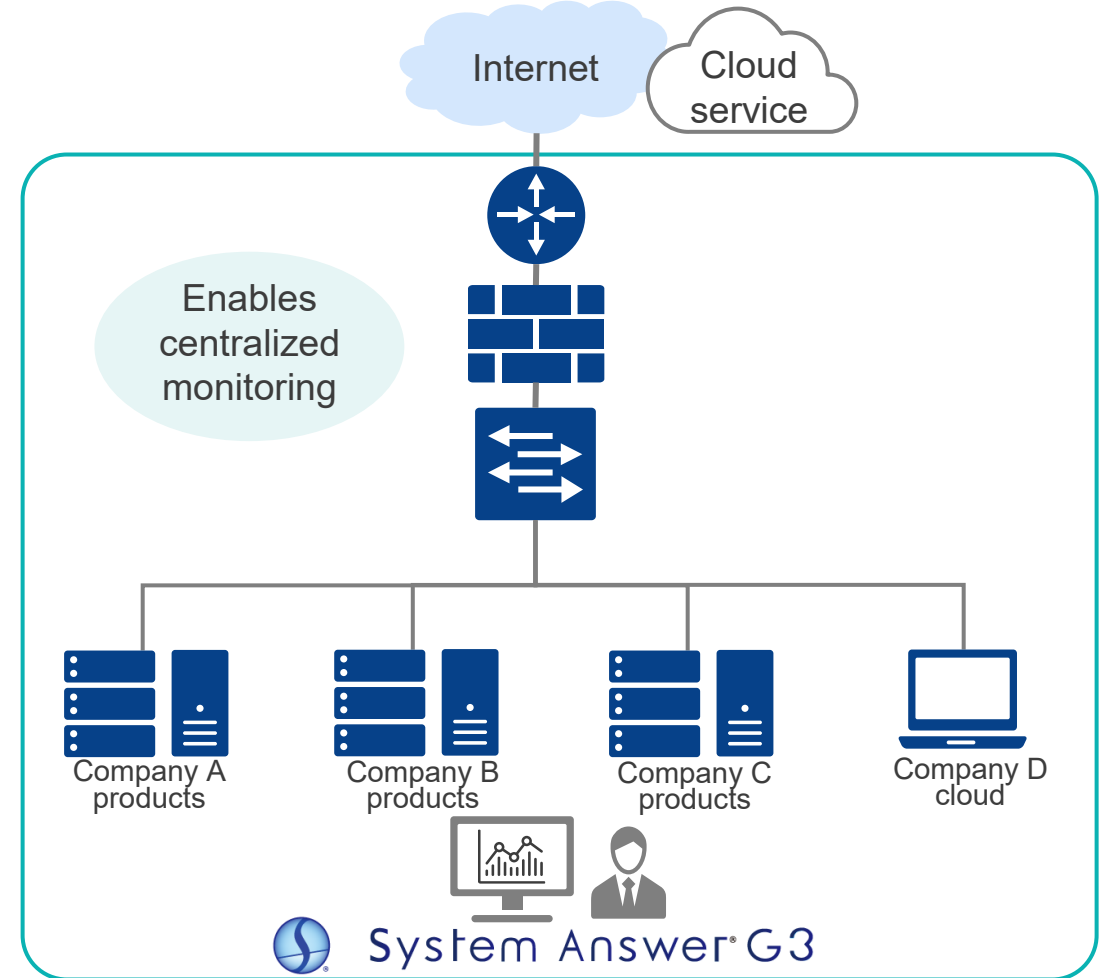
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Enables an at-a-glance understanding of the status of the entire IT system across multiple vendors on a single screen

## Before Implementing System Answer G3



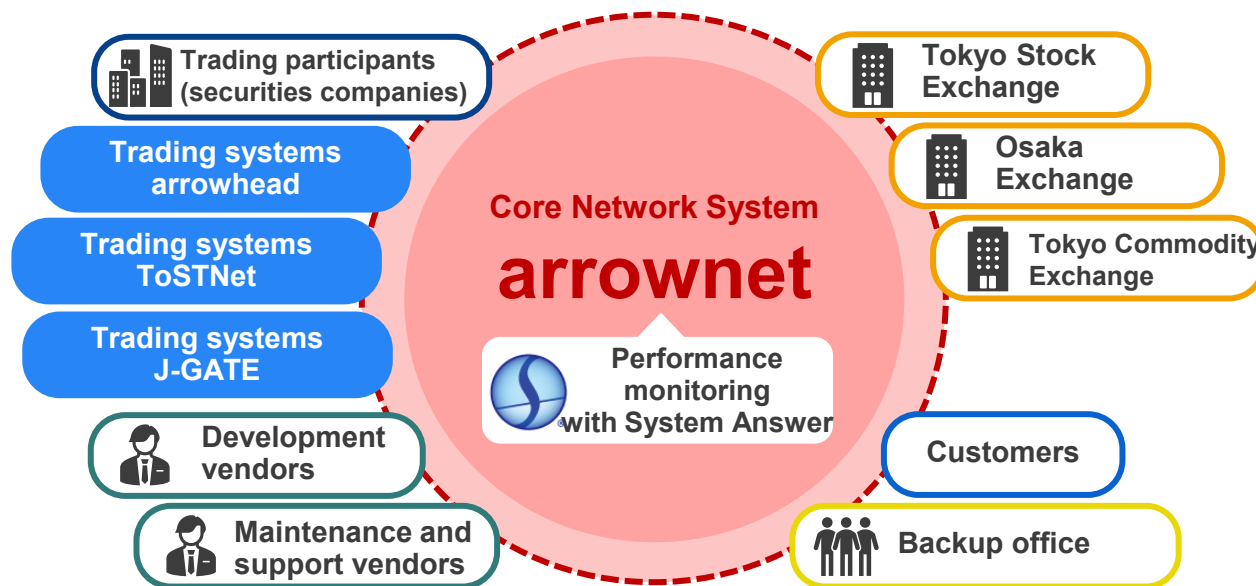
## After implementing System Answer G3



## 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



### 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.

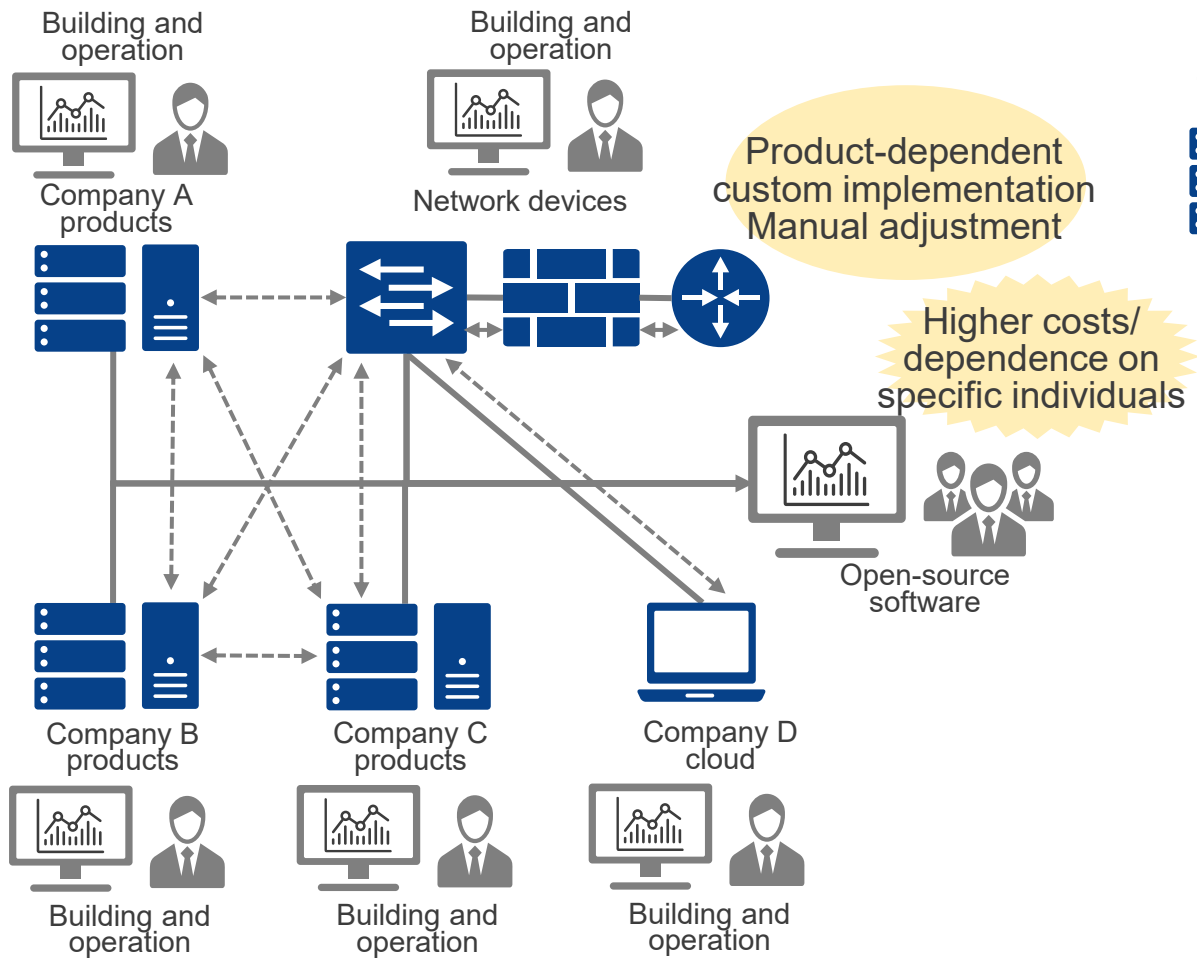
The company's System Answer G3 monitors the hundreds of network-related devices that make up arrownet. Information systems personnel in the IT Development Department of the Tokyo Stock Exchange are in charge of the setup and management of G3. In addition to information systems personnel, dozens of members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

# Why Is System Answer G3 Adopted by So Many Companies?

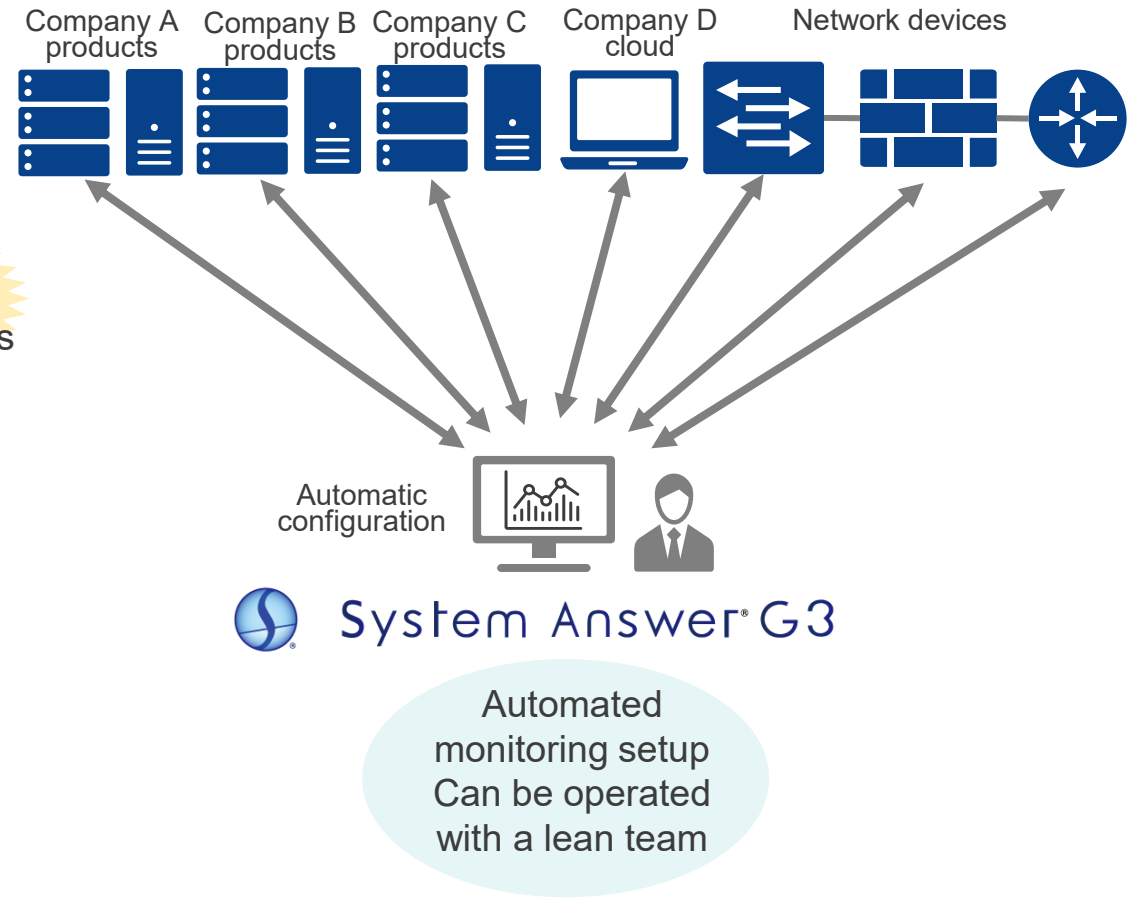
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No need for highly specialized engineers to build and operate monitoring configurations

## Open-source software



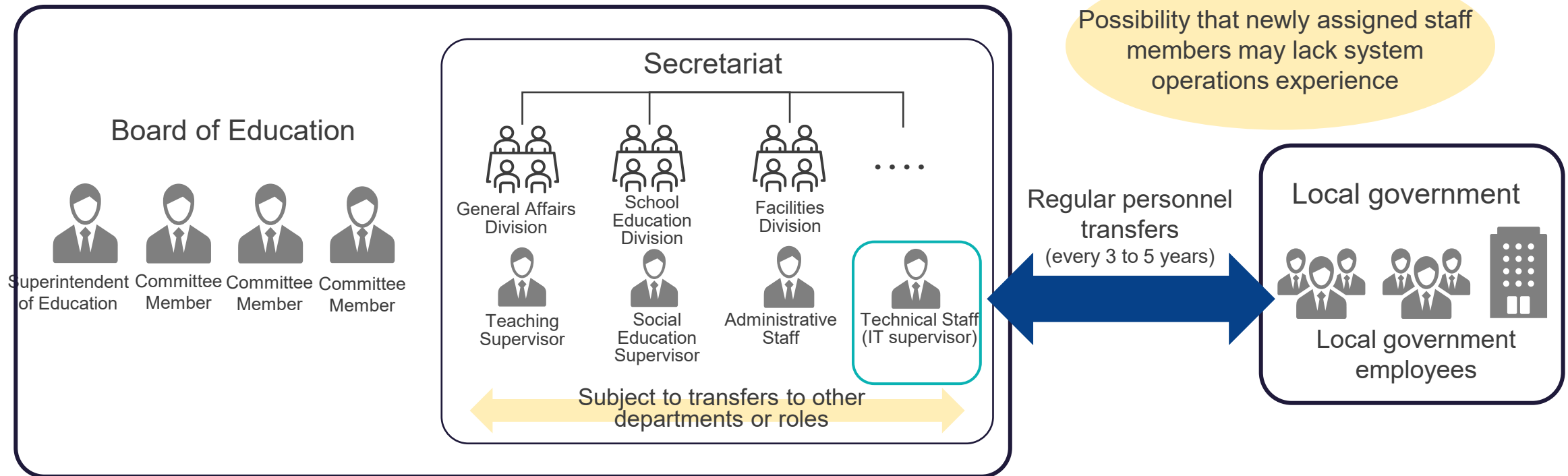
## System Answer G3



# Examples of Issues Faced by a Board of Education

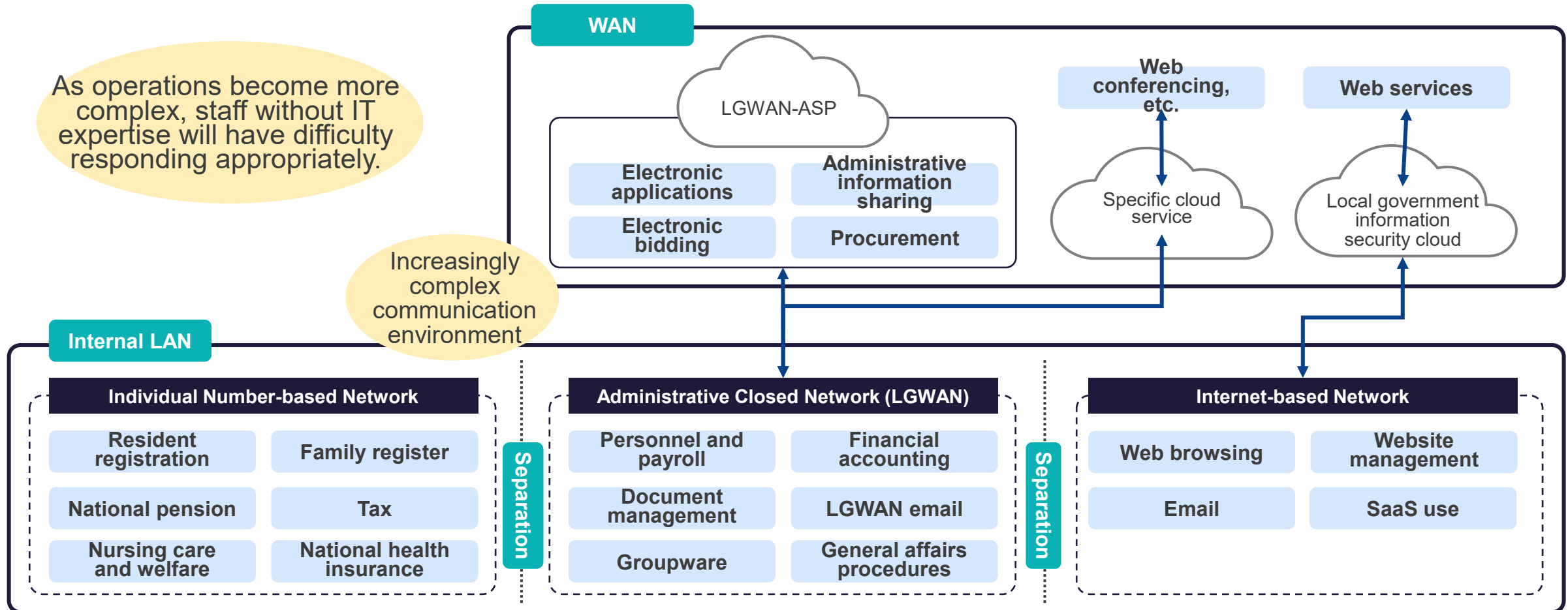
- Because Boards of Education undergo regular personnel changes, there is a risk that IT operations may become difficult if newly assigned staff members lack experience in system operations.

## Board of Education organizational structure



# Examples of Challenges in Government Administration

- Amendments to the Local Autonomy Act are driving DX in local governments, resulting in changes to the networks and tools they use. As operations become more complex, there is a risk that staff without IT expertise will have difficulty responding appropriately.

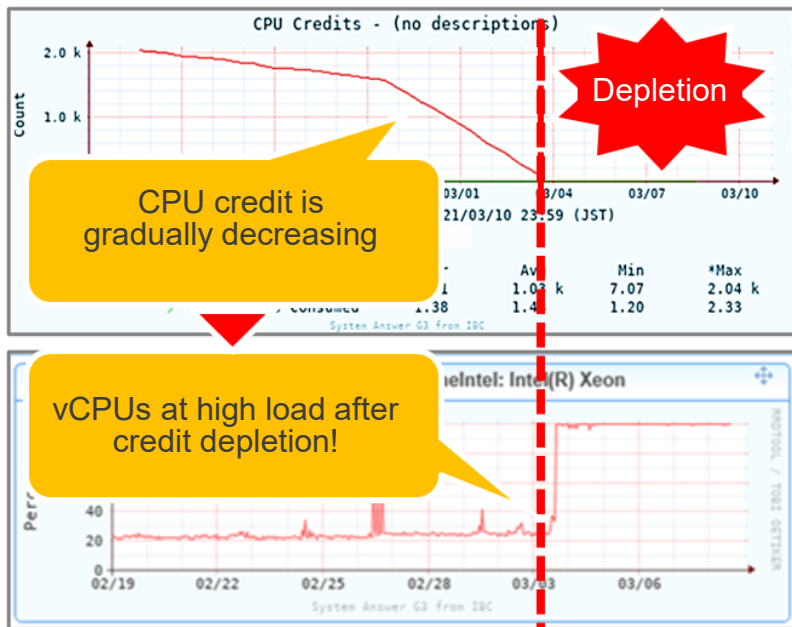


Protecting the infrastructure of 169 schools in the prefecture through proactive preventive maintenance!

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

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

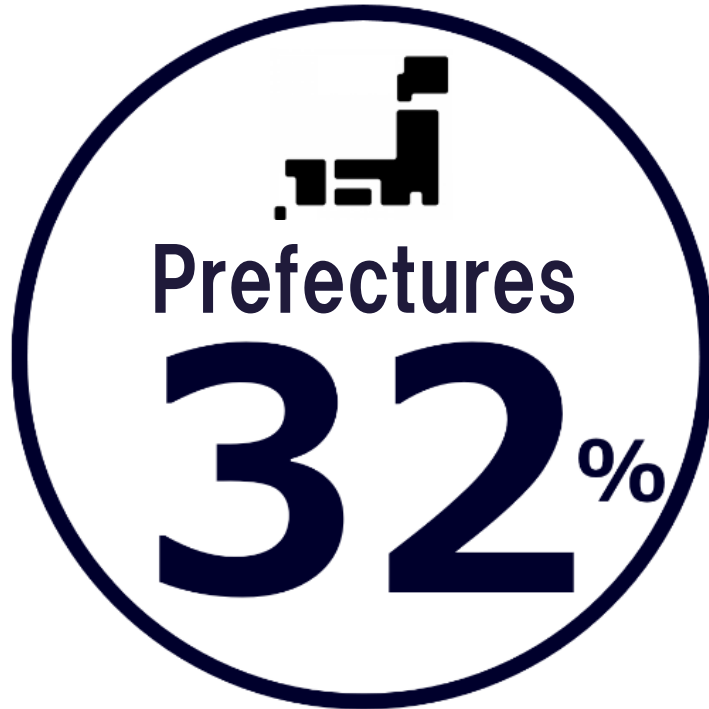
Azure Virtual Machines has multiple series. In the case of the B-series virtual machine, for example, if the CPU does not use the standard performance of 100%, the credit for the virtual machine instance will accumulate. Once the credit is sufficient, vCPU usage can be increased up to 100% when an application 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, it is important for stable system operation to monitor not only CPU usage (SNMP monitoring) but also CPU credits (Azure Monitor API monitoring).

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

## — System Answer Shares in Local Governments

- The adoption rate in prefectures is 32%, and 20% in government ordinance cities, etc..
- It is used not only by local government operations staff, but also by companies that undertake operations management for local governments.



### Reasons for adoption

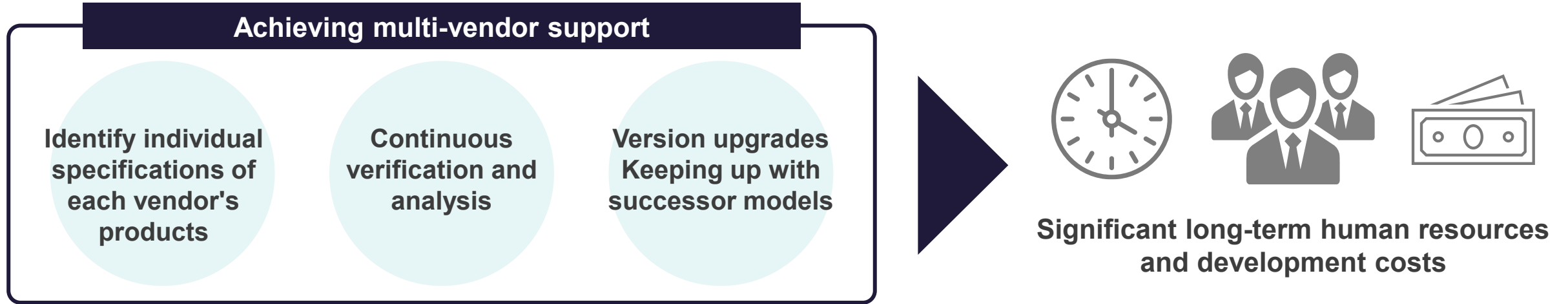
Japanese UI, intuitive interface, and support from our engineers (by telephone and email).

No specialized knowledge is required for use.

# — Why Is System Answer G3 Adopted by So Many Companies?

Point  
3

High barriers to entry make it difficult for other companies to undertake development and operations comparable to ours



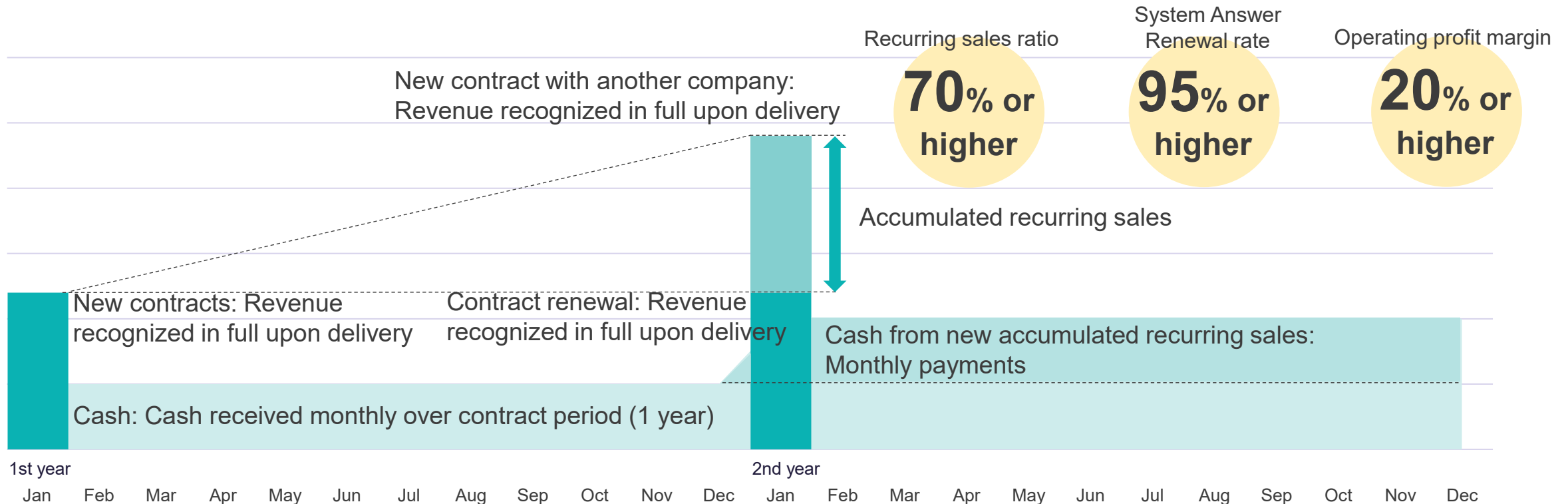
We have established a strong competitive position in the field of general-purpose performance monitoring software for multi-vendor environments, where barriers to entry are high for both existing players and new entrants

As this is a labor-intensive field requiring ongoing support for and validation of each vendor's products, only a limited number of companies actively engage in it, and we have established a niche-leading position in this challenging area

# Revenue Structure (Growth Drivers)

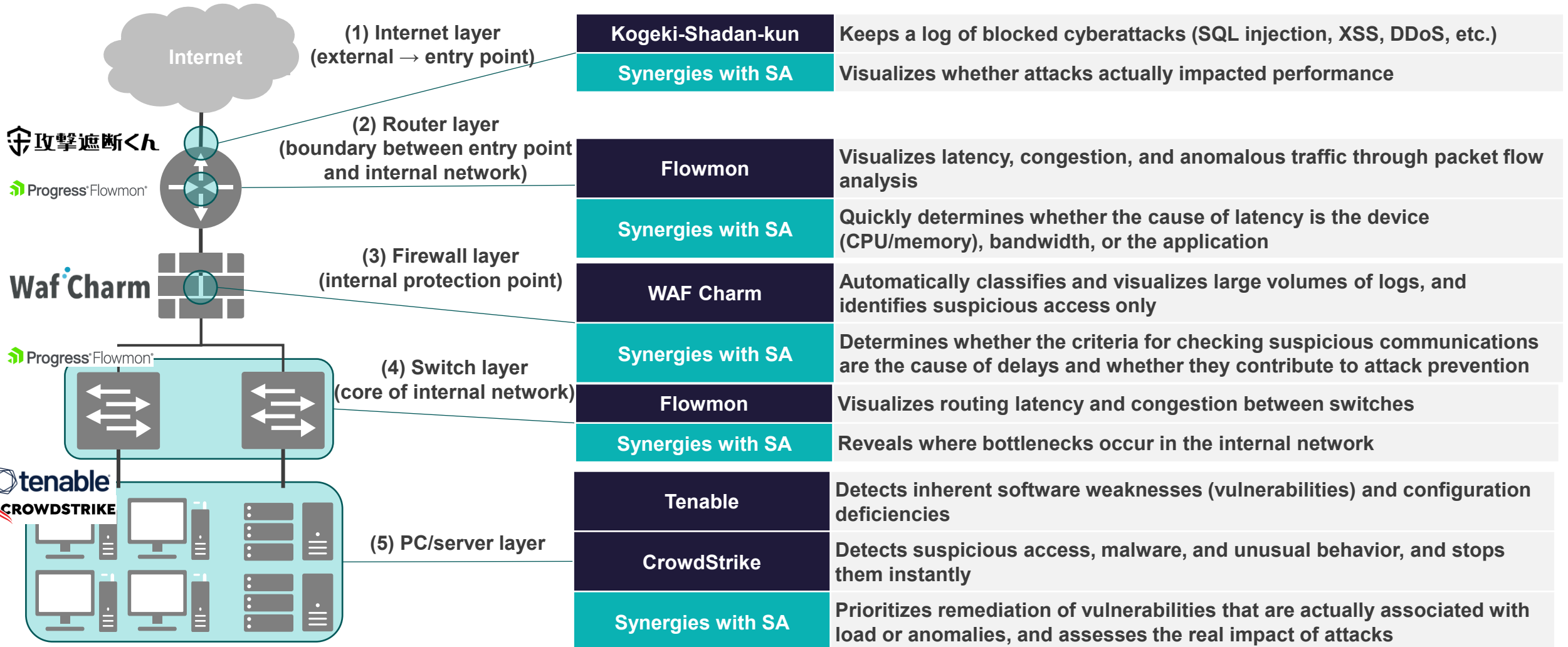
# Revenue Structure (Growth Drivers)

- Our revenue structure is supported by a business model that combines stability and high profitability, with a recurring sales ratio of over 70%, a System Answer renewal rate of over 95%, and an operating profit margin of over 20%, ensuring a strong business foundation and a high degree of certainty for future earnings growth.
- Our high profit margin license sales model recognizes revenue for one-year contracts in full upon delivery, while cash is received monthly over the contract period.
- This structure enables cash flow to accumulate steadily and continuously, establishing a revenue engine that generates sustained growth while combining stable earnings with a highly profitable structure.



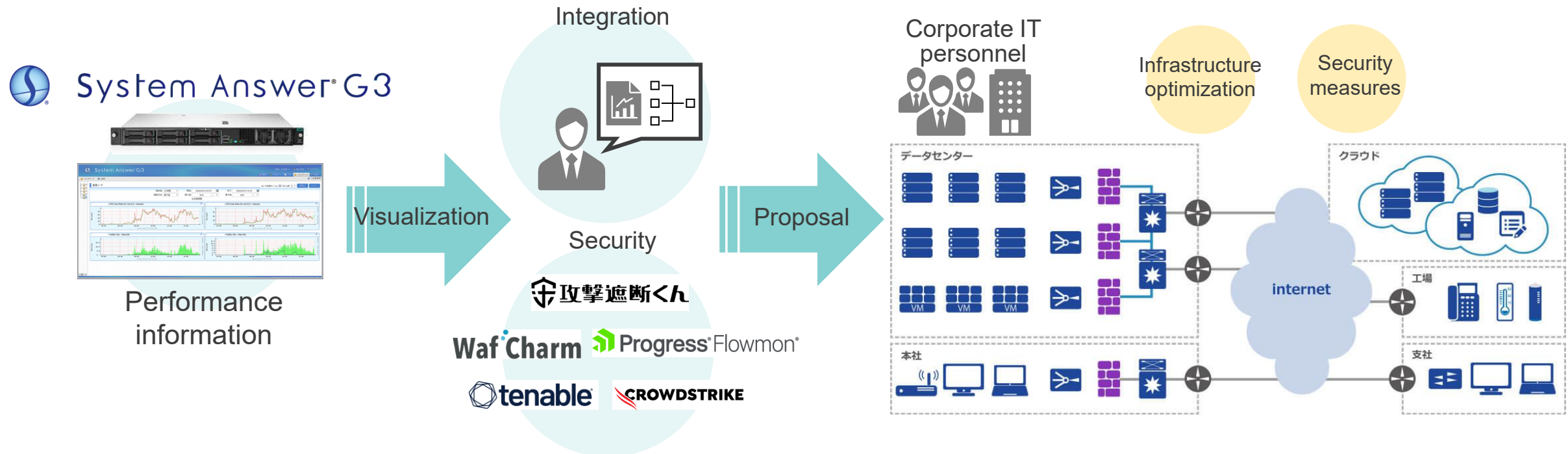
# — Synergies with Security Products

- By combining the server and network performance data collected by System Answer G3 (SA) with logs and detection information from various security products, we can more accurately assess the security situation and make proposals (upselling and cross-selling) for solving challenges faced by many companies.



# — Synergies with the Integration Business

- Provides a one-stop service for the design, construction, verification, and operation of IT infrastructure, including networks, servers, virtual platforms, and cloud environments.
- In addition to infrastructure optimization based on environment-specific performance characteristics identified with System Answer G3, such as the current configuration, load, and bottlenecks, it enables highly precise design and improvement incorporating security requirements, meaning we can provide highly profitable services through high-value-added proposals.



**High-value-added proposals linking security and integration based on performance data from System Answer G3**

IBC's Business Mission

Achieve zero IT  
failures



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

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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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