



LIFENET INSURANCE COMPANY

Full Year Financial Results Briefing for the Fiscal Year Ended March 2026

May 13, 2026

[Speaker]

Junpei Yokozawa

President and Representative Director

Takeshi Kawasaki

Director, Executive Vice President, CFO

Presentation

Yokozawa : Thank you very much for taking time today to join us at LIFENET INSURANCE COMPANY's financial results briefing for FY2025.

Today, the CFO and I will provide an overview of the financial results.

Executive Summary



Results for FY2025

- Comprehensive Equity (CE) representing corporate value **up 5% YoY**, annualized premiums of policies-in-force **up 8% YoY**, and insurance service results **up 21% YoY, growing strongly**
- Under the new management team, **the turnaround in individual life and improved expense efficiency drove significant CSM increase, enhancing the certainty of profit growth, while GCL established a partnership with a second new bank**

Future Initiatives

- Advance business strategies in FY2026, the 3rd year of the mid-term business plan, **adapting to technological integration and changing interest rate trends**
- **Further expand partner business via a capital & business alliance with JAL¹, accessing a massive ecosystem comparable to the KDDI Group and SMBC¹ Group**

1. JAL stands for Japan Airlines Co., Ltd. and SMBC stands for Sumitomo Mitsui Banking Corporation. The same will apply hereafter

1

Let us begin with the explanation.

Please refer to page 1. First, here is an executive summary of today's briefing.

Regarding results for FY2025, we achieved strong performance growth in individual life and announced a new alliance partner, making it a year of accelerating future growth.

As stated in the first point, the most important management indicator of corporate value, Comprehensive Equity ("CE"), was up 5%, while annualized premium of policies-in-force and insurance service results also grew strongly at 8% and 21%, respectively, compared to the end of the previous fiscal year.

Second, starting in June 2025, under a new management structure, we were able to accelerate our efforts in the priority areas of our mid-term business plan and achieve the re-growth of individual life performance.

In addition, the impact of assumption changes, etc. has led to significant growth in CSM, a source of future profits, as we have improved its operating expense efficiency.

Furthermore, in the group credit life insurance ("GCL") business, in addition to au Jibun Bank, we have welcomed THE KYOTO SHINKIN BANK as a new partner and are steadily implementing the horizontal development of our strategy.

As for future initiatives, in FY2026, the third year of our mid-term business plan, we intend to move up to another level of growth by promoting business strategies based on the spread of AI and other technologies and interest rate trends.

Furthermore, the capital and business alliance with Japan Airlines Co., Ltd., announced on April 30, will further enhance our growth.

We aim to create new customer experiences and enhance corporate value by expanding access to ecosystems alongside the KDDI Group and SMBC Group and maximizing synergies with partners. We hope you will look forward to our future challenges.

Fiscal 2025 Key Highlights



Key Indicators

Corporate Value	Growth	Profitability
Comprehensive Equity¹ (CE) ¥176,149_{mn} (YoY 105.4%)	Annualized premium² of policies-in-force ¥37,290_{mn} (YoY 108.0%)	Insurance service results ¥11,606_{mn} (YoY 121.2%)

Notable Achievements

- **Enhanced competitive advantage through continuous service launches, aiming to deliver the “Ultimate insurance experience”**
- **Drove youth acquisition and growth by expanding the term product lineup**
- **Achieved first non-group partnership with THE KYOTO SHINKIN BANK in GCL³**

1. Comprehensive Equity is an indicator defined by the Lifenet Group. It is the sum of “Equity (attributable to owners of the Company)” on the IFRS consolidated statement of financial position (B/5), “CSM”, a liability representing unearned profit that the Group expects to earn as it provides insurance services (insurance contracts and reinsurance contracts are aggregated and tax-adjusted), and “GCL contracts value”, which is the value of future IFRS earnings, including future renewals for GCL policies-in-force.
 2. The amount of money is equivalent to what is to be paid to have the insurance coverage for one year. All payments are monthly installments, thus the annualized premium is calculated as multiplying the monthly premium (for GCL, expected premium income for the next month based on the in-force business) by 12. Annualized premium of policies-in-force for GCL as of the end of March 2026 is calculated applying premium rate as of March 2026. (The same will apply hereafter)
 3. GCL stands for Group Credit Life Insurance

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Kawasaki : Please refer to page 3.

From here, I will first explain an overview of the financial results for FY2025.

First, CE, the most important management indicator of corporate value, increased 5.4% from the end of the previous fiscal year to JPY176,149 million.

Next, annualized premium of policies-in-force, an indicator of growth, increased 8.0% from the end of the previous fiscal year to JPY37,290 million.

And insurance service results, which correspond to the operating profit of general business companies and represent the profitability of our insurance business, increased 21.2% from the previous fiscal year to JPY11,606 million.

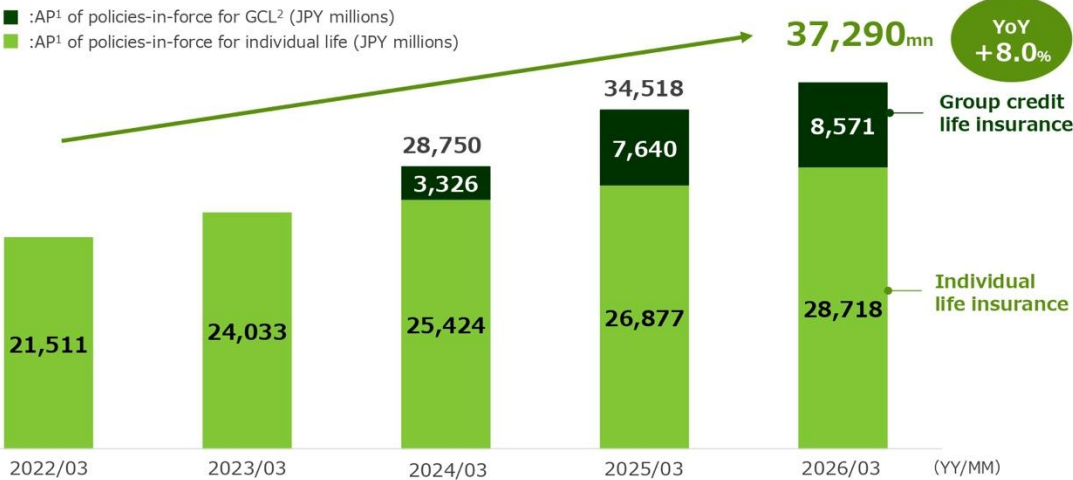
In addition, while we report its financials under IFRS, this was also a milestone year in which we were able to achieve profitability for the first time under Japanese GAAP, the statutory accounting standard.

Details of each item will be explained later.

Annualized Premium of Policies-in-Force



■ Resulted in ¥37,290mn and achieved steady growth of 8.0% YoY



1. AP stands for Annualized premium. (The same will apply hereafter)

2. GCL stands for Group Credit Life Insurance

Please refer to page 4.

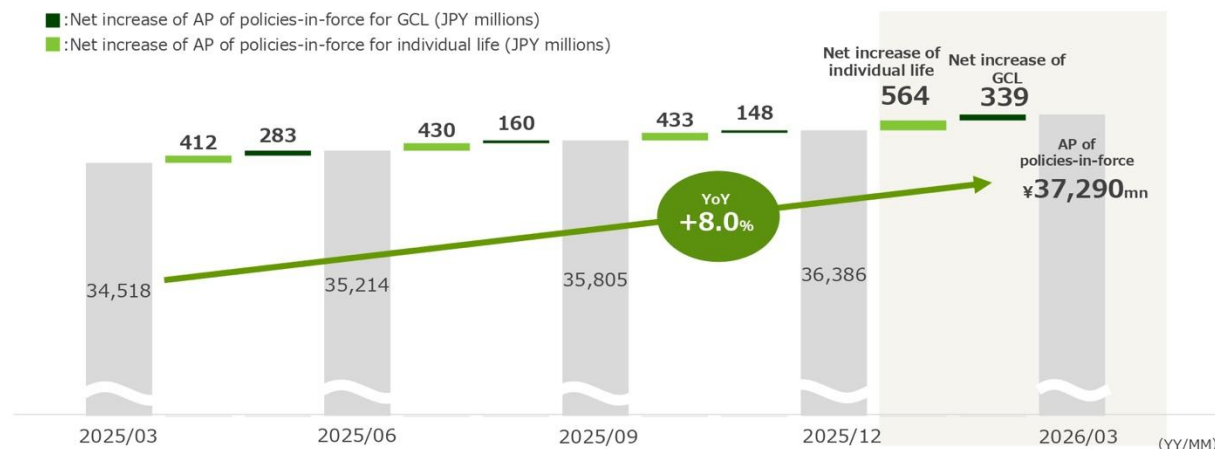
First, annualized premium of policies-in-force as of March 31, 2026 increased 8.0% from the end of the previous fiscal year to JPY37,290 million, continuing steady growth.

Policies-in-Force Movement



- Individual life **further accelerated growth**
- GCL expanded in 4Q supported by seasonal factors, despite sluggish growth earlier due to external factors

■ : Net increase of AP of policies-in-force for GCL (JPY millions)
 ■ : Net increase of AP of policies-in-force for individual life (JPY millions)



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Please refer to page 5.

Page 5 shows the changes in annualized premium of policies-in-force on a quarterly basis.

Individual life recovered strongly in FY2025, and Q4 saw a further acceleration of the re-growth.

GCL is a business that represents one of our priority areas, “Embedded”, and has characteristics that are influenced by trends in the mortgage business of our partners.

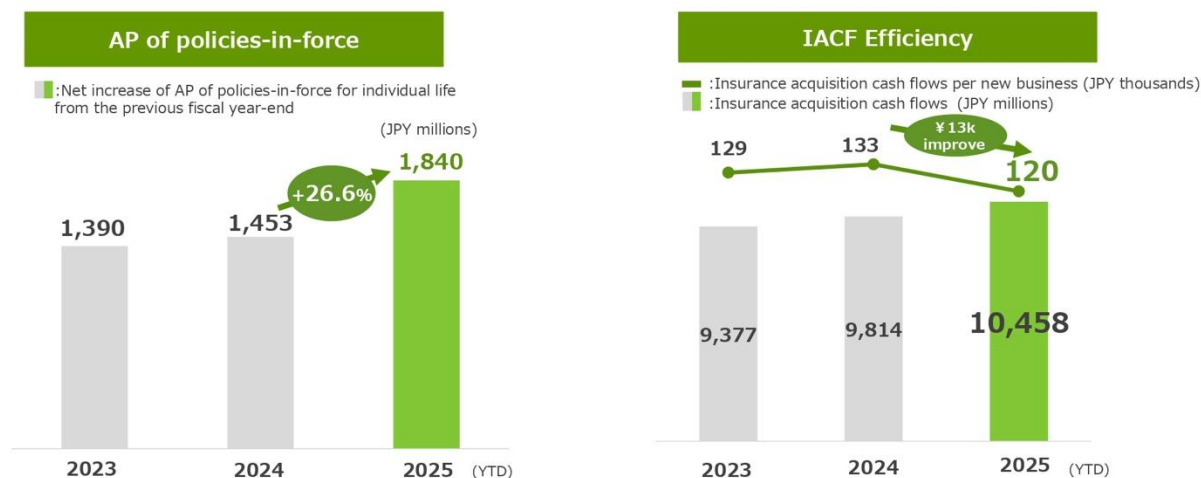
As a result, although the pace of growth slowed in FY2025, Q4 saw a significant increase from Q3, as Q4 is a period of increased demand for mortgage loans.

In addition to the already announced partnership with THE KYOTO SHINKIN BANK, we intend to further build on this by expanding our GCL partners.

Strong Growth in Individual Life



- Enhanced marketing strategies drove top-line growth and improved efficiency through evolved marketing strategies **enhancing both quality and quantity**



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Please refer to page 6.

I will explain the strong growth in individual life performance.

First, with respect to the net increase in annualized premium of policies-in-force, in FY2025, we have evolved our marketing strategy and focused on improving quality by reviewing our brand message and operating our online advertising in-house, in addition to increasing the volume of advertising we have traditionally used.

As a result, we achieved strong growth of 26.6% compared to the previous fiscal year.

At the same time, as shown in the graph on the right, while increasing insurance acquisition cash flows ("IACF"), we were able to improve IACF efficiency, which is the efficiency of policy acquisition, and this contributed significantly to the increase in new business CSM, which will be discussed later.

Summary IFRS P/L



- Insurance service results reached **¥11.6bn**, surpassing the **¥10bn** mark with net income showing a major jump to **¥8 bn**

(JPY millions)

Items	FY2024	FY2025	Change
Insurance service results	9,576	11,606	2,029
Financial results ¹	(33)	266	300
Other results	(363)	(483)	(119)
Profit before tax	9,179	11,389	2,210
Net income attributable to owners of the Company	5,993	8,041	2,048

1. Total of investment results from financial assets, insurance finance income or expense and reinsurance finance income or expense

7

Please refer to page 7.

This is a summary of the IFRS-based P/L.

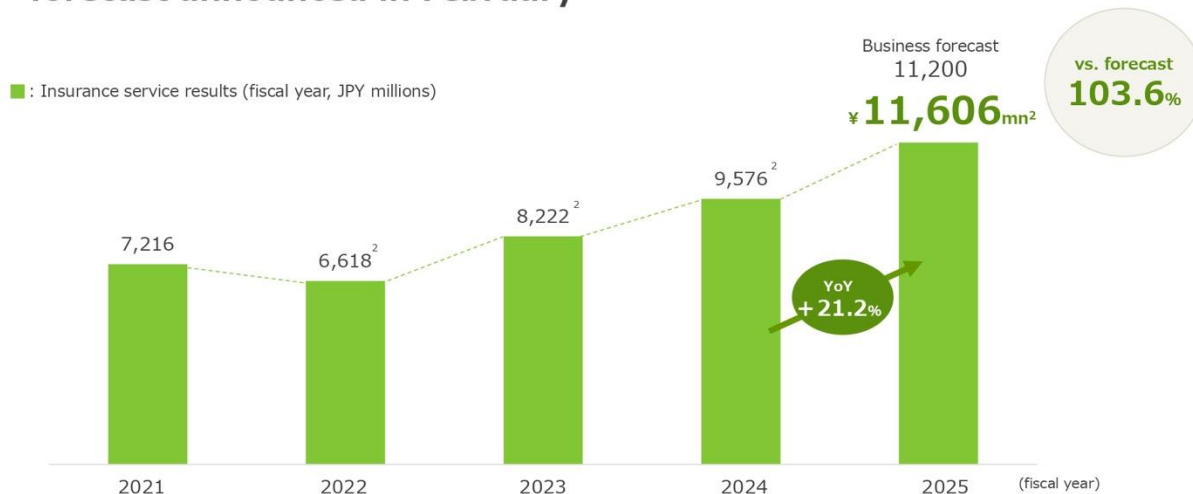
Insurance service results correspond to the so-called operating profit of general business companies, and for a life insurance company like us which mainly focuses on protection-type products, insurance service results account for the majority of profits.

In FY2025, insurance service results surpassed the JPY10,000 million mark for the first time, reaching JPY11,606 million and the final profit, net income attributable to owners of the Company, was at JPY8,041 million, both achieving significant profit growth.

Insurance Service Results¹



- **Substantially grew by 21.2% YoY, surpassing the upwardly revised forecast announced in February**



1. Figures for FY2021 are for reference use only as they are before date of transition to IFRS

2. COVID-19 related claims was ¥1,378mn in FY2022 and ¥36mn in FY2023. It is also included in FY2024 onwards, but detailed calculation has not been performed.

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Page 8 shows the movement of insurance service results.

Over the past five years, insurance service results have grown steadily, and in FY2025, it exceeded the business forecast of JPY11,200 million revised upward in February, resulting in JPY11,606 million, as explained earlier.

The factors behind the changes will be explained on the next page.

Insurance Service Results Analysis



- Grew strongly driven by lower-than-expected incurred claims of individual life and GCL



1. Insurance service results related to contracts measured under the Premium Allocation Approach (excluding reinsurance results)

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Please refer to page 9.

Page 9 presents an analysis of the factors contributing to changes in insurance service results.

The table on the left shows the components of insurance service results, and the graph on the right shows their increase or decrease.

First, one of the reasons for the strong growth compared to the previous fiscal year is that individual life claims and benefit payments were lower than expected at the beginning of the period, as shown in the "Expected claims minus incurred claims" item at the top.

Also, in GCL, claims and benefit payments were lower than initial estimates, which contributed significantly to profit growth.

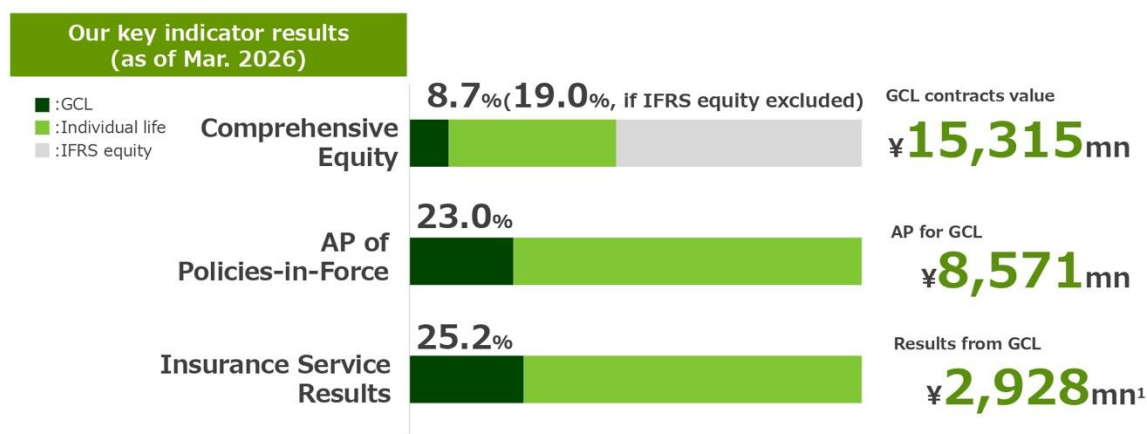
Individual life in FY2025 was on a strong recovery track and we feel a positive response to the transition to a re-growth phase.

By further accelerating this momentum and bringing it to a full-fledged growth phase, we aim to achieve further profit growth through the expansion of CSM releases as well as the growth of GCL results.

GCL Business Performance



- Sales through au Jibun Bank **strongly contributed to key indicators**
- Collaboration with Kyoto Shinkin Bank will launch **in July 2026**



1. Insurance service results related to contracts measured under the Premium Allocation Approach (Excluding reinsurance results)

10

Next is the progress of the GCL business.

Please refer to page 10.

The GCL offered to au Jibun Bank's mortgage loan borrowers makes a strong contribution to our key indicators, CE, annualized premium of policies-in-force, and insurance service results.

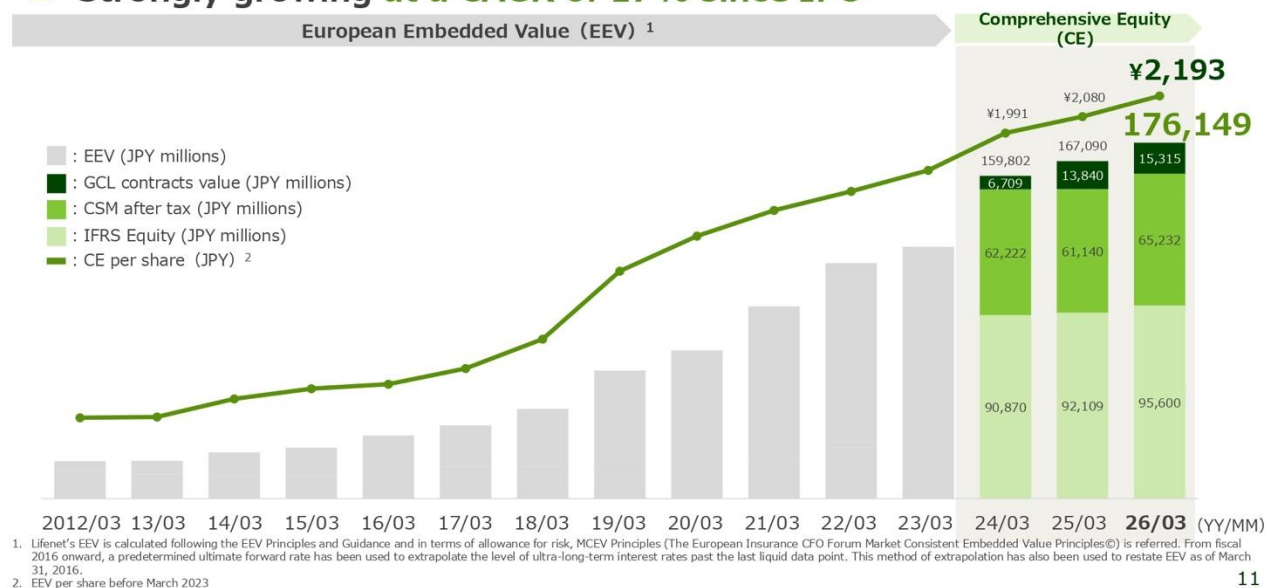
The partnership with THE KYOTO SHINKIN BANK, announced as the second partner of GCL, is also making steady progress toward the launch of business in July this year.

The collaboration with THE KYOTO SHINKIN BANK is our first partnership beyond the framework of our existing cooperative group, and is a very significant step toward further business expansion in the future.

Movement of Management Indicators



■ Strongly growing at a CAGR of 17% since IPO



11

Please refer to page 11.

CE at the end of March 2026 was JPY176,149 million, and management indicators have achieved high growth since IPO, with a CAGR of 17%.

The line graph also shows the change in CE per share.

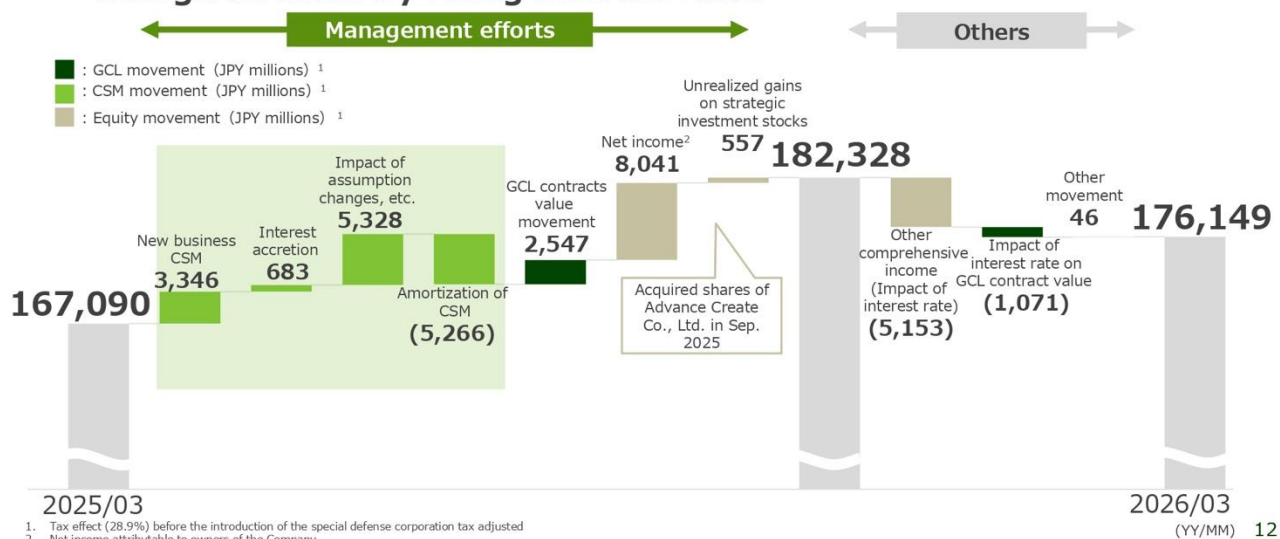
As of March 31, CE per share was JPY2,193, and the growth rate of corporate value per share increased by 5.4% compared to the end of the previous fiscal year.

We will continue to work toward the 10% CE growth rate per share in FY2028 as stated in our mid-term business plan.

Changing Factors of Comprehensive Equity (CE)



■ Increased due to new business CSM and assumption changes though affected by rising interest rates



Please refer to page 12. This is a factor analysis of changes in CE from the end of March 2025 to the end of March 2026.

Among "Others" on the right side, "Other comprehensive income" was negative due to the impact of rising interest rates, which pushed down CE.

However, we would like you to recognize that this is due to valuation losses on held bonds and insurance contract assets and is expected to be resolved in the long term as time passes.

Assuming that rising interest rates and inflation will continue to rise to a certain degree, we aim to increase CE by further accelerating the current trend of re-growth through continued management efforts.

On top of that, what we would like to draw investors to focus on is "Management efforts" on the left side.

Of this, CE increased mainly due to "new business CSM" and "impact of assumption changes, etc."

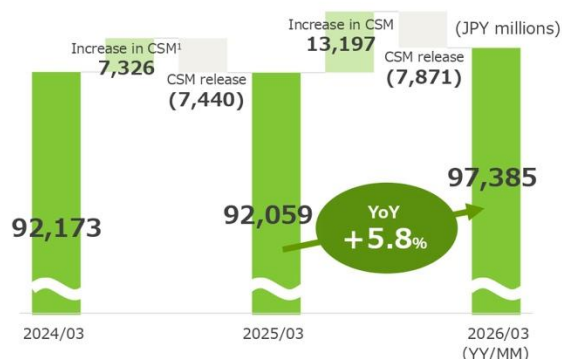
In FY2025, we were able to improve operating expense efficiency through management efforts to expand business scale and reduce operating expenses, and the positive impact of these efforts is reflected in "impact of assumption changes, etc."

CSM Movement and Future Allocation



- **Strong increase in pre-tax CSM**, supported by highly efficient new business acquisition in individual life and assumption changes
- **Expansion of CSM through new business growth.etc enhanced the certainty for profit growth**

Pre-tax CSM movement



1. The increase in CSM is composed of new business CSM, accretion of interest, and adjustments for changes in assumptions

(JPY billions)

	In-force CSM	Expected timing when CSM is recognized in PL					
		year 1	year 2	year 3	year 4	year 5	year 6 and more
As of Mar. 2026	97.3	7.8	7.5	7.1	6.8	6.3	61.5
As of Mar. 2025	92.0	7.2	6.9	6.6	6.3	6.0	58.7

13

Please refer to page 13.

We present the changes in pre-tax CSM and the estimated amount of CSM release to be recognized in profit.

The expansion of business performance with favorable acquisition efficiency in individual life, coupled with improved operating expense efficiency, enabled us to significantly increase the CSM balance by JPY5,300 million this fiscal year, after a slight decline in the previous fiscal year.

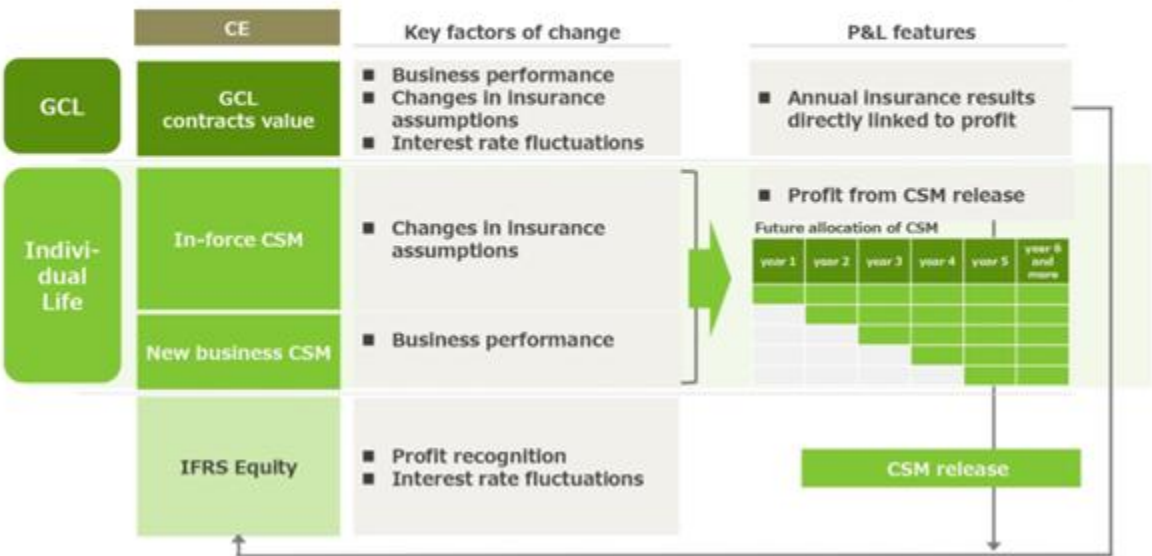
Also, as shown in the table on the right, the estimated amount of CSM release in each period has increased in line with the growth of the CSM balance.

We evaluate this year as one in which we were able to increase the probability of achieving profit growth through our management efforts.

Key Drivers of CE Changes and Linkage to P&L



■ Current CSM growth in individual life drives future annual profit



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Please refer to page 14.

In our discussions with investors, we are often asked about the relationship between CE and P/L, so we would like to take this opportunity to explain it again.

The expansion of CSM in individual life is realized as profit through CSM release, as shown in the middle, and ultimately recorded in IFRS Equity.

And together with the GCL contracts value shown at the top, it acts as an incremental component of CE.

Although there are differences in the characteristics of the P/L, with individual life recording profit through CSM release and GCL being directly linked to profit from insurance results in a single year, we would like you to understand that for both individual life and GCL, expansion of business performance and improvement in efficiency will lead to growth in profit and CE.

Initiatives for FY2025



■ Accelerating initiatives to enhance the value of online life insurance and create a unique competitive advantage under new leadership



1. Annual notice sent to policyholders regarding their policy details

15

Please refer to page 15.

In FY2025, under the new management structure, we steadily implemented initiatives based on the priority areas of the mid-term business plan.

As a foundation for future business growth, listing on the TSE Prime Market and achieving profitability for the first time under Japanese GAAP expand management strategy options aiming to enhance corporate value, representing the first step toward a new stage.

Progress toward FY2028 Goals (FY2025)



		FY2024 Results	FY2025 Results	FY2028 Goals
<div> <div>Increase in corporate value</div> <div>×</div> <div>Improve-ment of market evaluation</div> </div>	Management Goal			
	Comprehensive Equity	¥167bn	¥176bn	¥200-240bn
	Financial Targets			
	Annual growth rate of CE per share	4.5%	5.4%	approx.10%
	Stock price	¥1,742 ¹	¥2,011 ¹	¥3,000+
	Non-financial Targets (Human capital)			
	Engagement score (Overall)	72	72	continuous improvement
	Diversity²			
	Ratio of decision-makers:			
	Women	28.6%	27.3%	30%+
	30s and under	5.7%	9.1%	15%+
	Growth Opportunities			
	Engagement score (Growth)	69	69	continuous improvement

1. Closing price as of the end of March

2. As of April 1, 2025, women accounted for 32.4% of those in decision-making positions, while individuals aged 30 or younger represented 11.8%

16

Please refer to page 16.

Page 16 shows the progress toward the goals of our mid-term business plan ending in FY2028.

FY2025 was a year in which we made steady progress toward our financial and non-financial targets through the initiatives I have described and others.

Toward FY2028, we will further raise the stage of growth and strive to achieve our goals.

Consolidated Business Forecasts for FY2026



- **Projecting steady growth in policies-in-force;**
insurance service results will increase, excluding the impact of favorable claims experience in FY2025



17

Please refer to page 17. This is the business forecasts for FY2026.

First, as a growth indicator, we expect annualized premium of policies-in-force as of March 31, 2027 to be JPY41,300 million.

Then, as a profitability indicator, we project insurance service results of JPY11,200 million for FY2026.

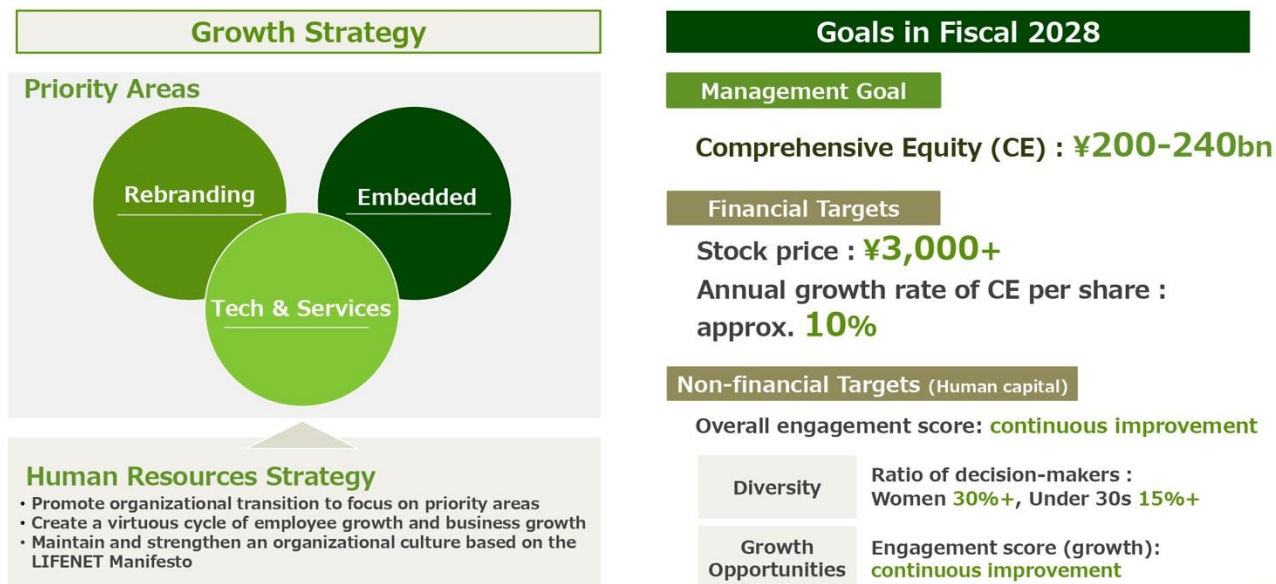
On top of that, the final profit, net income attributable to owners of the Company, is expected to be JPY8,200 million.

Although the forecast for insurance service results is expected to decrease, the plan is to increase in real terms, excluding the approximately JPY1,000 million impact of extremely favorable insurance claims and benefit payments in FY2025.

We will continue to achieve essential growth through the expansion of business performance in both individual life and GCL businesses.

In the second half of the presentation, President Yokozawa will explain our initiatives to achieve this.

FY2024-2028 Mid-term Business Plan



19

Yokozawa : In the second half of the presentation, I will explain the direction of our strategy for FY2026 and beyond.





Please refer to page 19.

Regarding the mid-term business plan ending in FY2028, we are focusing on the three priority areas.

Business Environment Assessment



■ Tech adoption and shifting interest rates impacting the online life insurance landscape

 Online finance penetration across all generations	Online finance going mainstream across all generations
 Widespread AI adoption in business and daily life	Potential for efficiency gains and operational transformation
 Realignment of financial and online ecosystems	Accelerating trend of reward-based ecosystem lock-in
 Rising interest rates and continuation of inflation	Individual and corporate behavioral shifts impacting individual insurance and GCL

20

Please refer to page 20.

Page 20 describes the business environment that we currently recognize as we promote our mid-term business plan.

First, we feel that online finance is becoming more familiar to all ages, not just the younger generation, and that there is a growing need to improve its convenience of this service and to provide products and services for a wide range of ages, not limited to life insurance.

Second, the spread of AI into business and daily life is advancing widely, and it is recently reported that AI agents have the potential to dramatically change business operations.

Third, we believe that the reorganization of the financial and online ecosystems sphere is accelerating, and that players who are advancing businesses that take advantage of point-based ecosystems are becoming more significant.

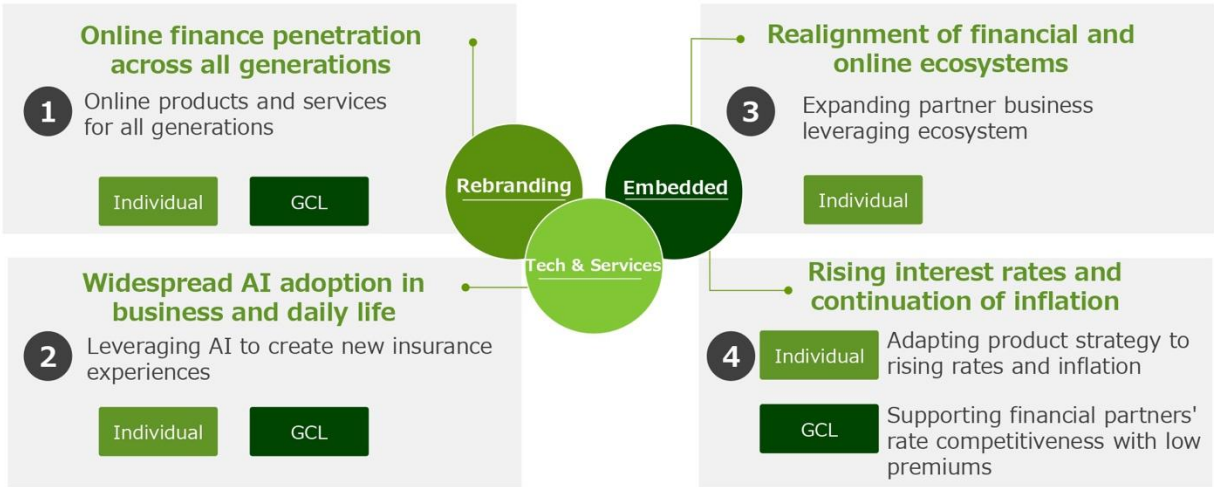
Fourth and finally, the continued rise in interest rates and inflation is an important change in the external environment for the life insurance industry.

We recognize that this is a trend that will affect our strategies for individual life and GCL.

Strategic Direction Based on Business Environment



■ Promoting strategies adapted to environmental changes to achieve mid-term business targets



21

Please refer to page 21.

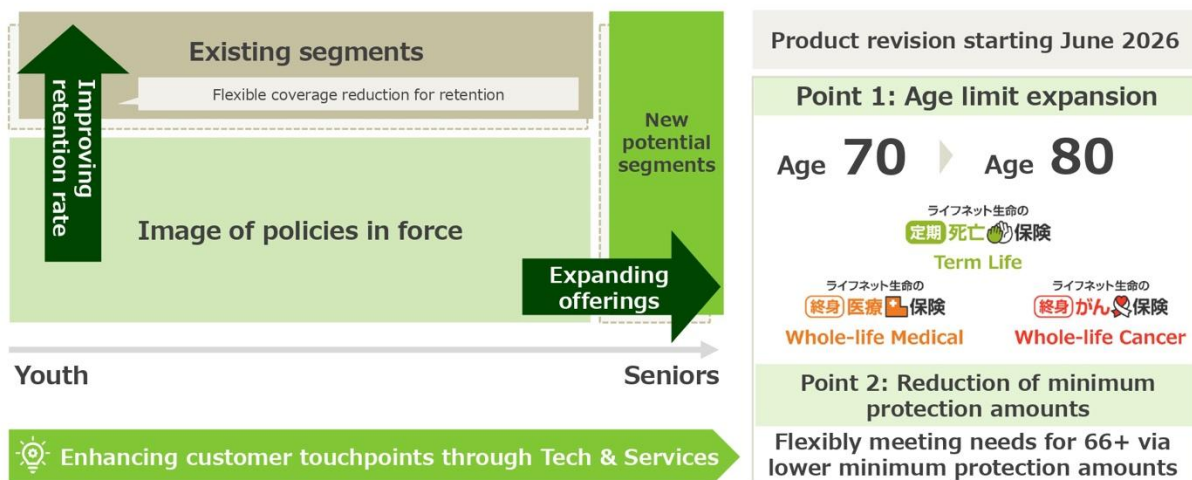
Based on this recognition of the business environment, we intend to promote initiatives based on each of these priority areas.

I will explain each item in turn.

1 Online Products and Services for All Generations



■ Delivering the ultimate insurance experience to all potential customers



22

Please refer to page 22.

The first is online products and services for all generations.

The willingness to purchase online life insurance has increased over the years, and one of the most distinctive features of this trend is the age spread.

Online finance is becoming more prevalent and familiar to a wide range of generations, not just to the younger generation we originally envisioned.

Traditionally, we have offered products and services to a core target of the younger generation, but in light of this background, we felt the need to deliver the “Ultimate Insurance Experience” to everyone who wants to purchase insurance online.

As part of our efforts to achieve this goal, we today announced product revisions to expand the age range of coverage for our flagship products and to increase the range of coverage options.

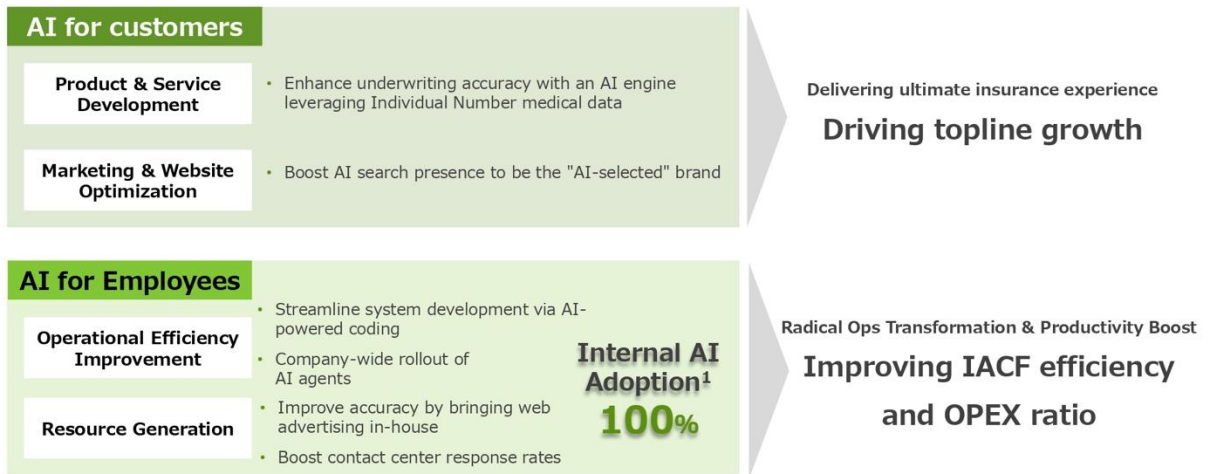
With this product revision scheduled for June 2026, the contract age will be raised to 80 years old and the minimum coverage amount will be lowered, making it easier for customers to flexibly review their coverage in accordance with their life stages.

We hope you will look forward to this as the first step toward our goal of delivering the “Ultimate Insurance Experience” to all those who want to purchase insurance online.

2 Leveraging AI to Create New Insurance Experience



■ Driving productivity via internal adoption and transforming industry operations with Individual Number System integration



1. Percentage of full-time employees (excluding those on leave) who have used AI tools (in-house LLM tools, Google Workspace with Gemini) as of March 31, 2026.

23

Next, please refer to page 23.

This is the creation of a new insurance experience and operational transformation utilizing AI.

We recognize that the use of AI in our company will improve the environment for our employees and lead to improved operational efficiency, which in turn will lead to the development of further products and services for our customers.

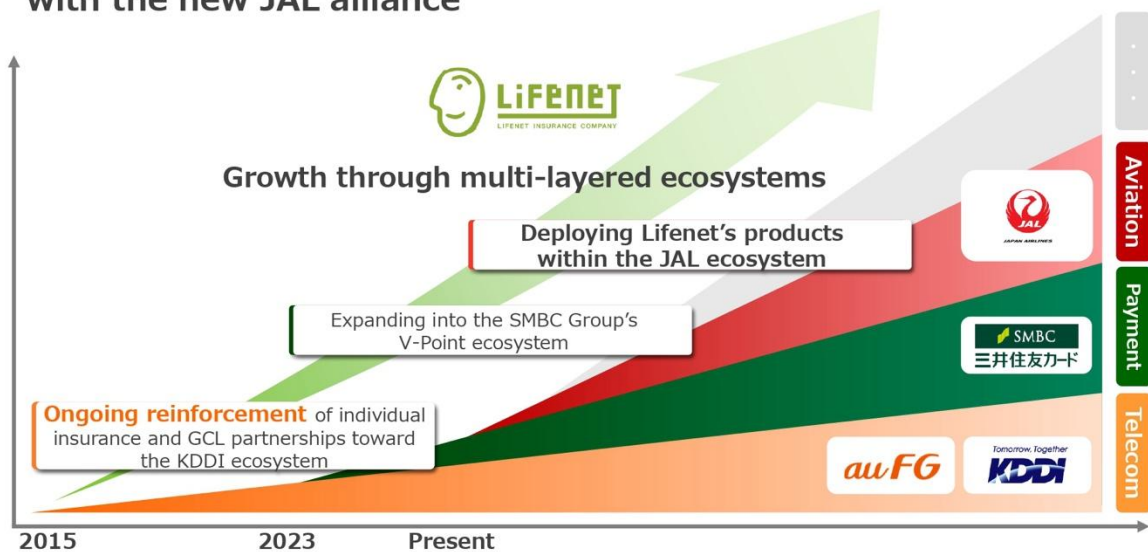
Our internal AI tool adoption rate is 100%, and this widespread and well-established use of AI is the foundation for utilizing new technologies in a flat and agile organization.

In the future, we will continue to take on the challenge of delivering the "Ultimate Insurance Experience" to our customers by enhancing the accuracy of underwriting with an AI underwriting engine through linkage with medical information from the Individual Number system and improving our website by introducing a design system.

3 Expanding Partner Business Leveraging Ecosystem



■ Accelerating access to vast ecosystems of cross-industry leaders with the new JAL alliance



24

Please refer to page 24.

Page 24 shows the development of partner businesses by leveraging point and mileage-based ecosystems.

On April 30, we announced the signing of a capital and business alliance agreement with Japan Airlines Co., Ltd. ("JAL").

This new alliance represents the integration into a third new group ecosystem following our existing partners, KDDI Group and SMBC Group, and is a major step forward in further accelerating business growth through our priority area "Embedded".

Although JAL is scheduled to acquire all of Lifenet's common shares held by au Financial Holdings Corporation, our major shareholder, through the over-the-counter transaction, we plan to continue our collaboration with the KDDI Group in both the individual life and GCL businesses under a new business alliance agreement with them.

Strategic Goals and Initiatives with JAL



■ Leveraging synergies for strategic growth and business expansion



1. Number of JAL Mileage Bank (JMB) members (as of March 31, 2026).

25

Please refer to page 25.

I will explain the strategic goals and main initiatives of the alliance with JAL.

In the "JAL Group Management Vision 2035" announced in March this year, the JAL Group aims to expand into non-aeronautical areas.

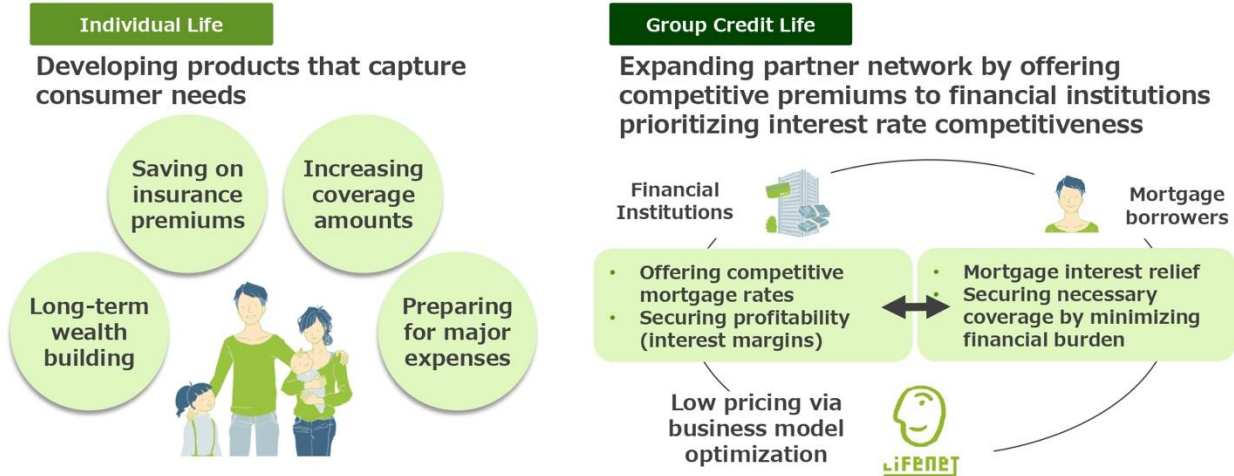
We believe that the potential for maximizing synergies through this alliance will greatly expand, as we are strengthening "Embedded", a priority area of our mid-term business plan.

Specifically, we will co-create products and services that support the safety and security of customers' lives by combining our overwhelming No.1 presence and partner alliance know-how cultivated as an online life insurance company, and the UI/UX we have continued to refine, with JAL's leading brand power in Japan and its strong loyalty programs, including approximately 41 million JAL Mileage Bank members.

4 Product Strategy Responding to Interest Rate Trends



- In response to rising interest rates and inflation, we aim to provide products that address the respective challenges faced by individuals and financial institutions



26

Please refer to page 26.

Page 26 shows our product strategy to respond to rising interest rates and inflation.

First, in individual life, we believe that needs for long-term asset building, premium savings, increased coverage, and preparation for sudden major expenses are becoming more apparent with the current acceleration of rising interest rates and inflation.

Going forward, we plan to consider new product offerings based on these needs and develop a product strategy that is tailored to the needs of our customers, along with the services we deliver through the "Ultimate Insurance Experience."

Also, in the area of GCL, the competitiveness of interest rates in the mortgage loan business is becoming increasingly important for both customers and financial institutions.

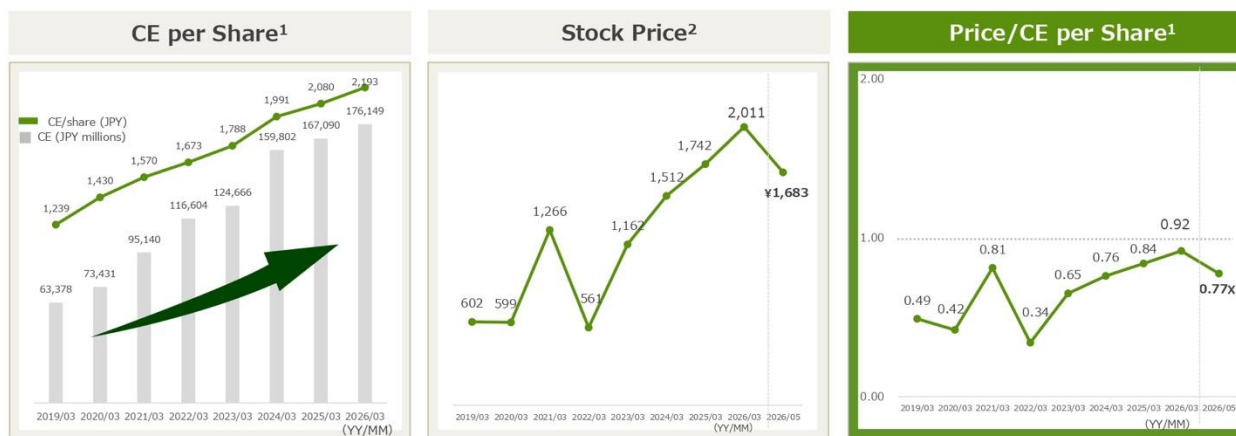
In this environment, we are leveraging the business efficiency unique to our online business model to provide GCL with low premiums, enabling financial institutions to offer more competitive mortgage loans, which in turn allows mortgage loan borrowers to secure the coverage they need while minimizing their financial burden, creating a virtuous cycle.

By providing GCL at low premiums, we will support financial institutions in their mortgage loan business and aim to further expand new partner financial institutions.

Current Market Evaluation



- With our PCE ratio below 1.0x, we recognize significant room for valuation upside



1. EEV per share and price/EEV before the end of March 2023
2. Closing price

27

Please refer to page 27.

These are the movement of various indicators related to our market valuation.

The graph on the left side shows changes in CE and CE per share, which represent corporate value.

The graph on the right side shows the P/CE ratio, which is the ratio of the stock price divided by CE per share.

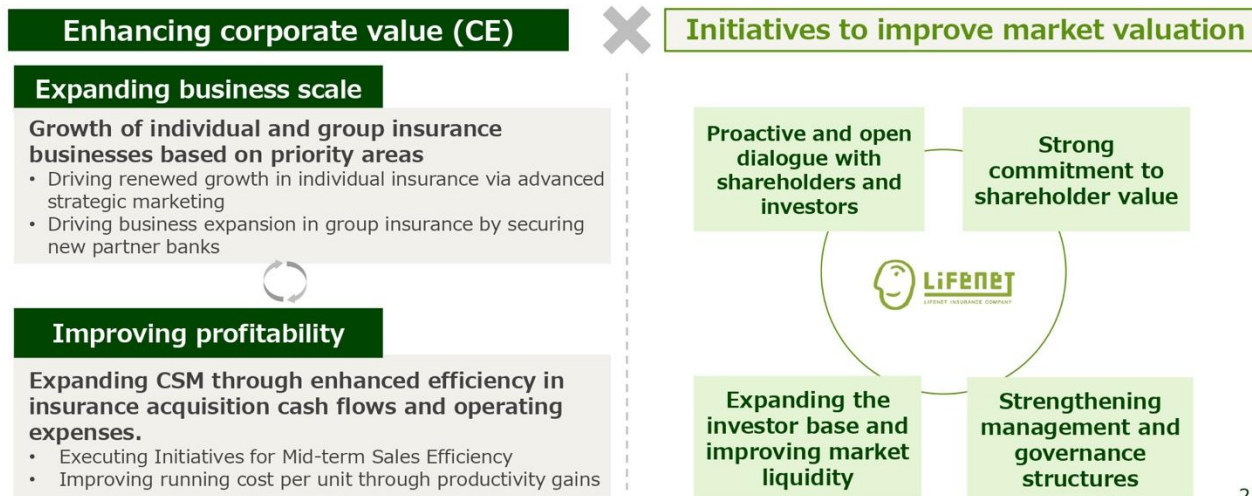
Regarding the P/CE ratio, we take seriously the fact that it has recently declined due to the recent drop in the stock price, but we have been able to create strong momentum in terms of fundamentals, including the financial results announced today.

Through continued dialogue with the capital market and efforts to improve market evaluation, we will first aim to recover to the 1x level.

Initiatives to Improve the PCE Ratio



- Increasing the PCE ratio by enhancing corporate value and market valuation **through individual and group insurance**



28

Please refer to page 28.

Page 28 shows our efforts to improve the P/CE ratio.

We recognize that improving the P/CE multiple requires addressing both efforts to increase CE, which represents corporate value, and efforts to improve market evaluation.

Regarding the enhancement of corporate value, on the left side, along with the expansion of scale through the re-growth of individual life insurance, we will improve profitability by improving IACF per policy and the operating expense ratio excluding IACF, which will lead to growth of CE.

We recognize the importance of actively promoting initiatives to improve our evaluation from the capital market on the right side, by making a strong commitment to maximizing shareholder value, and engaging in dialogue with investors to ensure that this value is properly communicated to the market.

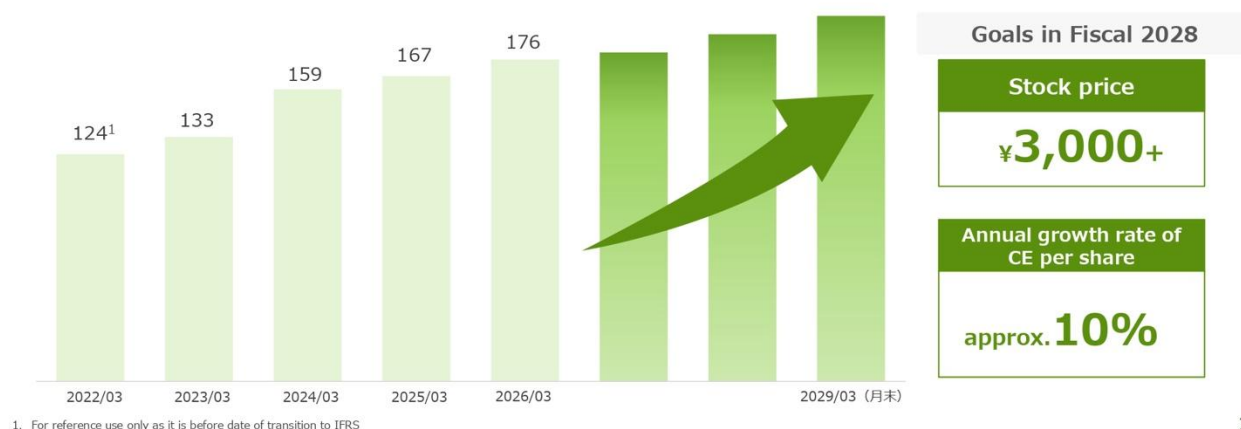
Achieving Mid-term Business Plan



- **Aim to achieve the FY2028 management targets** by realizing sustainable growth through growth investments in priority areas

CE growth image

¥200-240bn



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Please refer to page 29.

We will continue to focus on the initiatives in our priority areas to achieve Comprehensive Equity of JPY200 billion to JPY240 billion set forth in our mid-term business plan.

We hope that all our shareholders and investors will look forward to our new challenges and continue to support us.

This concludes with the presentation of the financial results for FY2025.

Thank you for your attention.