

FY2021 Consolidated Financial Results and Business reports

(Fiscal year ended March 31, 2021)

May 2021

eBASE Co.,LTD.

TSE code 3835

FY2021 Consolidated Net Sales

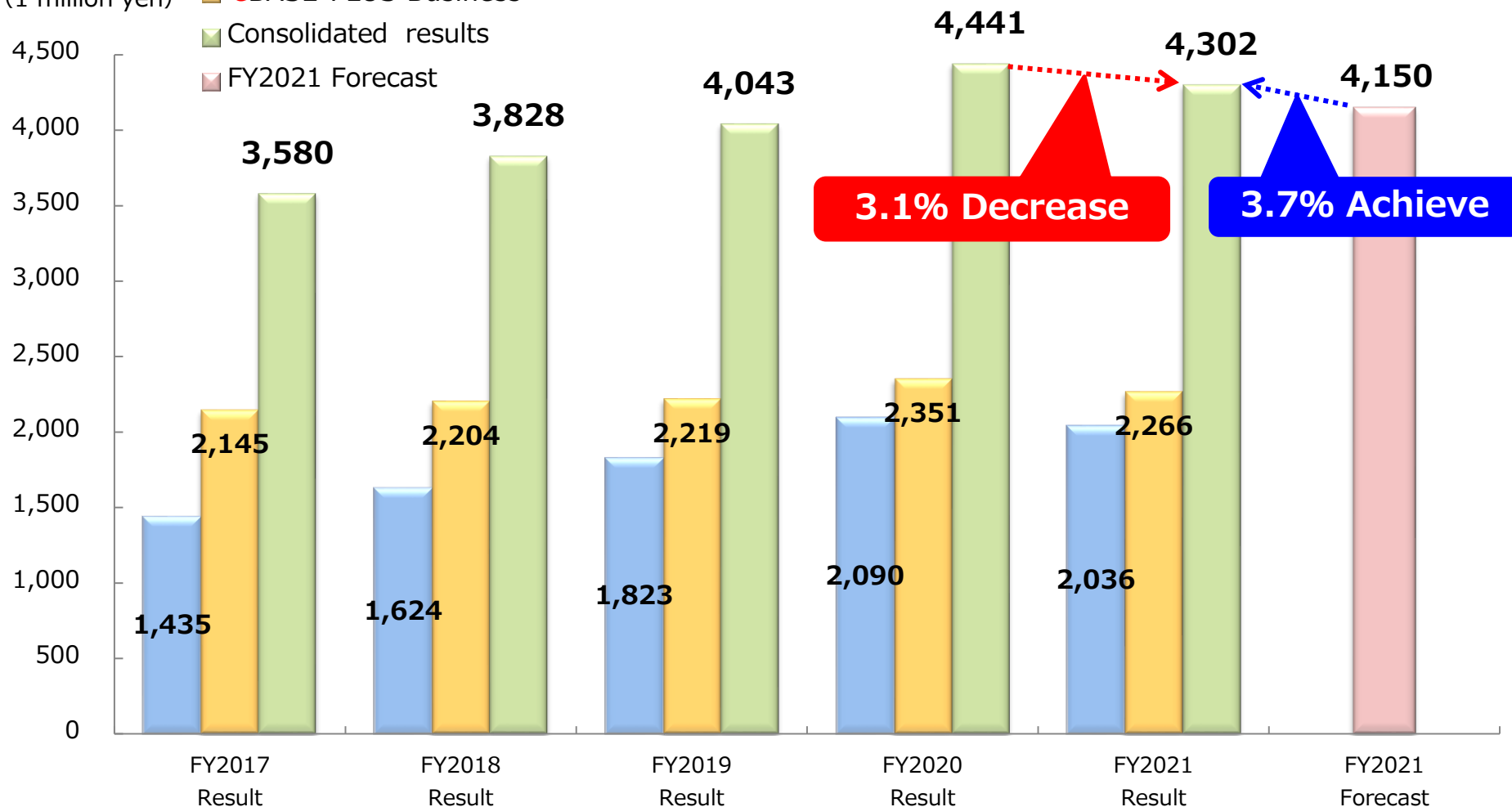
■ eBASE Business

■ eBASE-PLUS Business

■ Consolidated results

■ FY2021 Forecast

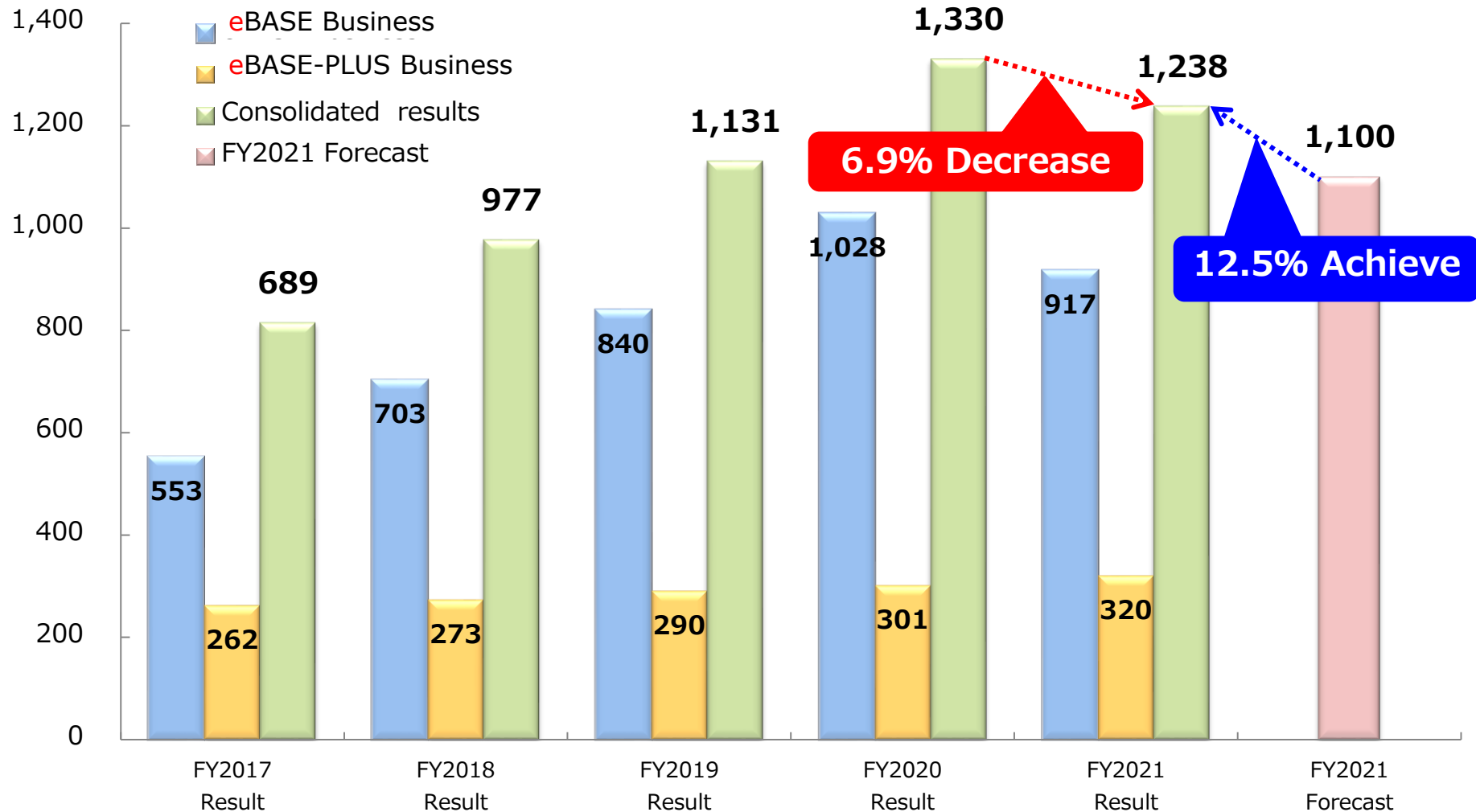
(1 million yen)



Note 1) Intersegment transactions are eliminated.

FY2021 Consolidated Ordinary profit

(1 million yen)



Note 1) Intersegment transactions are eliminated.

FY2021 Consolidated Results and Consolidated Balance Sheet

(One million yen)

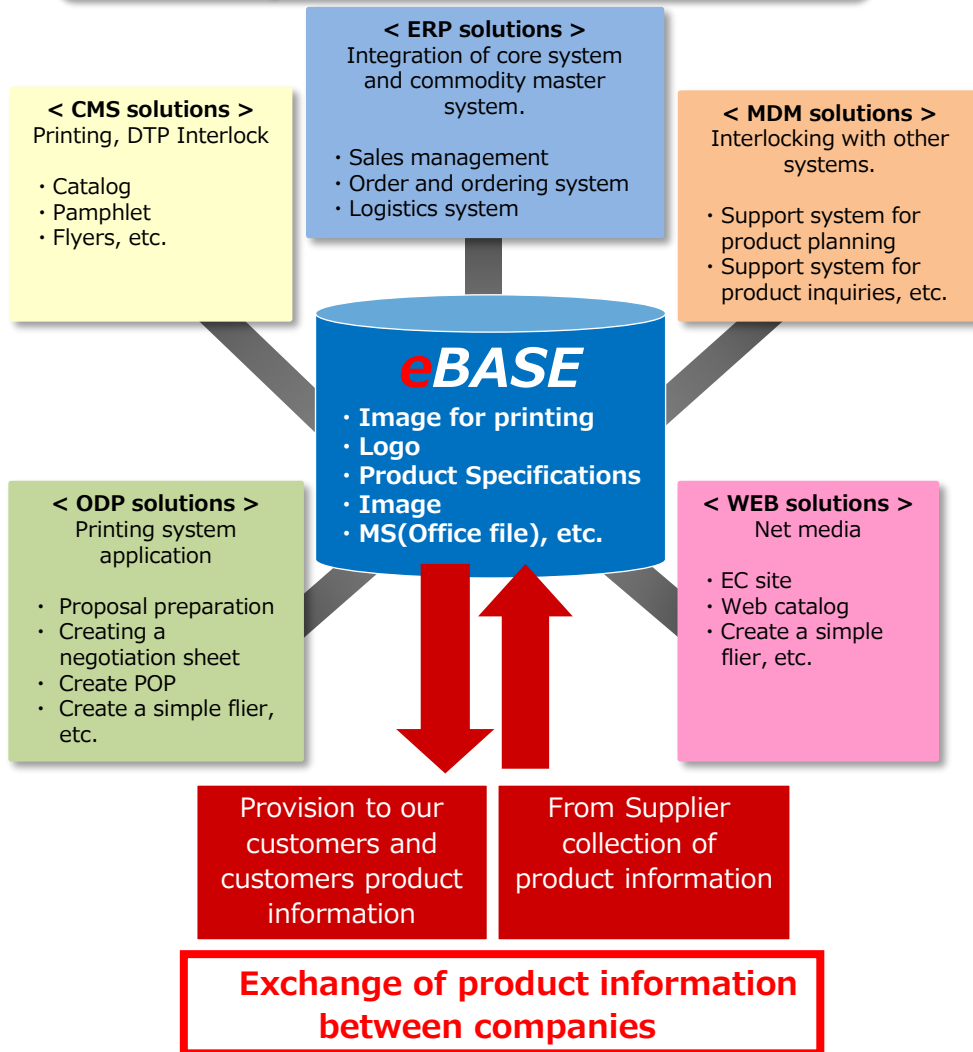
	FY2017 Result	FY2018 Result	FY2019 Result	FY2020 Result	FY2021 Result
Net sales	3,580	3,828	4,043	4,441	4,302
(eBASE Business)	(1,435)	(1,625)	(1,823)	(2,090)	(2,036)
(eBASE-PLUS Business)	(2,147)	(2,209)	(2,231)	(2,359)	(2,269)
(Intersegment transactions)	(△2)	(△6)	(△12)	(△9)	(△2)
Operating Income	828	958	1,099	1,291	1,211
Ordinary income	815	977	1,131	1,330	1,238
(eBASE Business)	(553)	(703)	(840)	(1,028)	(917)
(eBASE-PLUS Business)	(262)	(273)	(291)	(301)	(320)
(Intersegment transactions)		(-)	(1)	(0)	(0)
Net income*	566	688	784	904	869

* Belong to the parent company Net income

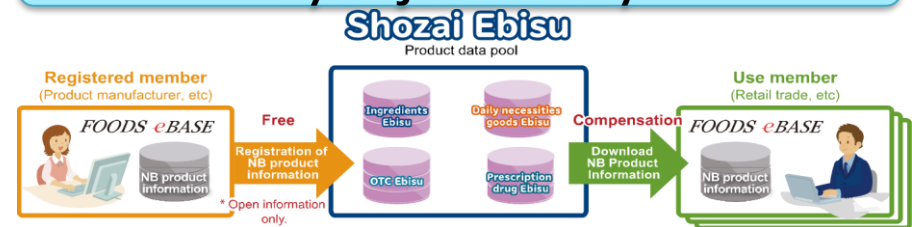
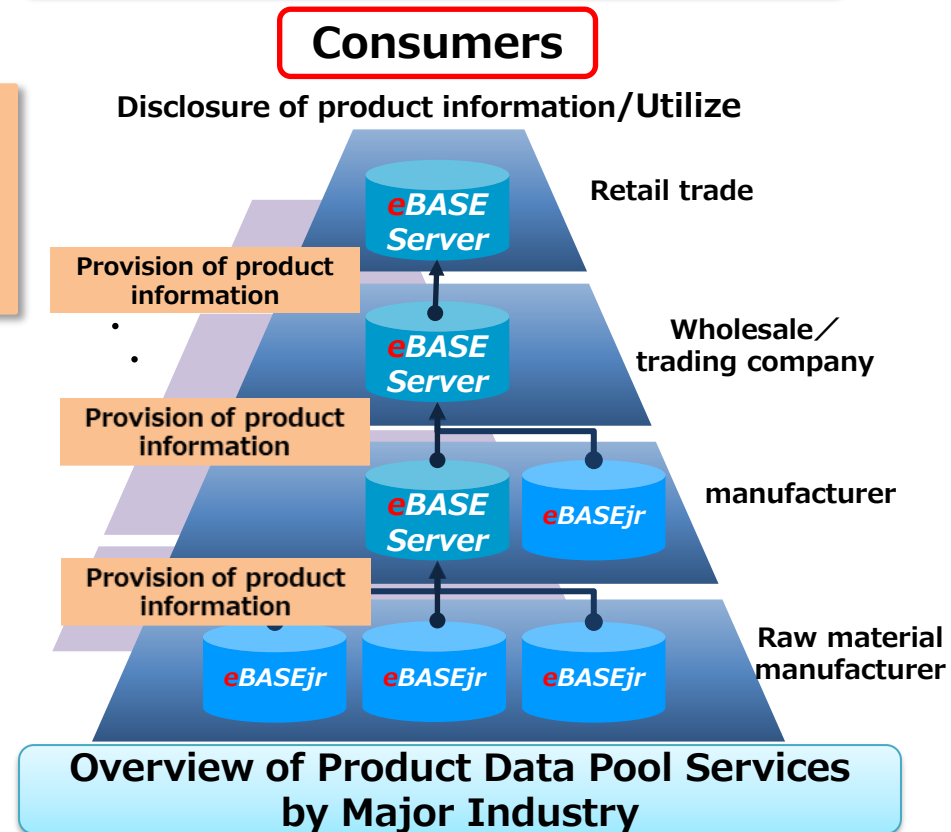
	Prior period (As of March 2020)	Current term (March 2021)	Increase/ Decrease	
Current assets	3,859	4,471	611	Cash and deposits +721 Notes and accounts receivable △120
Fixed assets	1,406	1,413	7	
(Property, plant and equipment+Intangible assets)	80	82	2	
(Other assets)	1,325	1,330	5	Investment securities +28
Total assets	5,266	5,884	618	
Current liabilities	518	470	△47	Income taxes payable△39、Accrued consumption taxes△20、Other +22
Total liabilities	518	470	△47	
Total shareholder's equity	4,752	5,363	611	Retained earnings +596 (Dividend payment △273) (Net income* +869)
Subscription rights to shares	13	10	△2	
Total net assets	4,747	5,414	666	
Total liabilities and net assets	5,266	5,884	618	

Overview of eBASE Business

Overview of eBASE integrated product database



Outline of product information exchange services by industry



「Middleware eBASE」 + 「Total optimization of product information exchange by industry」

◆ Middleware eBASE Core competence

(Efficiency of Streamlining system development)

◆ Standardization of product information exchange by industry

(Data Distribution Environment)

Business model

◆ Achieve total optimization for each industry and promote it industry-wide

Promotion Strategy

(Social Contribution)

Ingredients, Daily necessities goods (Miscellaneous goods), Consumer electronics, Housing, Medicine(OTC, Prescription drug), Tool, Car Accessories, Sporting goods, Stationery, ...

Product/Monetization

(Dedicated software by Industry)

Shozai Ebisu (Big data)

※Product Data Pool Service

Ingredients Ebisu, Daily necessities goods Ebisu, Consumer electronics Ebisu, Housing Ebisu, OTC Ebisu, Stationery Ebisu, Car Accessories Ebisu, Sporting goods Ebisu, Tool Ebisu, ...

◆ Product information management package software sales by industry

FOODS eBASE/ Foods Safety Information Management System

GOODS eBASE/ Daily necessities Information Management System

MDM eBASE/ Master Data Management

PDM eBASE/ New product planning information management system

...

Expansion into the content business

Medium-to-Long-Term Strategy / eBASE Business

Further DX Utilization and Deployment in "Shozai Ebisu" + "Patent" + "Middleware eBASE"

◆ Shozai Ebisu

※Product Data Pool Service
(Big data)

Core competence

◆ BtoBtoC Model

Business model

◆ Promotion of product data utilization of Retail companies(B) and Consumers(C)

Promotion Strategy

(DX and Marketing of Retail companies)

DX support for retail companies (B)

Increased sales promotion (B) effect

Adoption retail promotion of dissemination (BtoC)

Consumers (C)
Increase in users

Product/Monetization (Consumers needs)

A group of consumer applications that utilize product data

eshoku Navi, eshoku Quiz, eshoku Catalog, eshoku Flyer, eshoku Recipe, Inbound support , ...

Middleware eBASE/smartphone app

Patent strategy as a basis for various new services

Patent Number:6758734

Patent Number:6798741

Patent Number:6807105

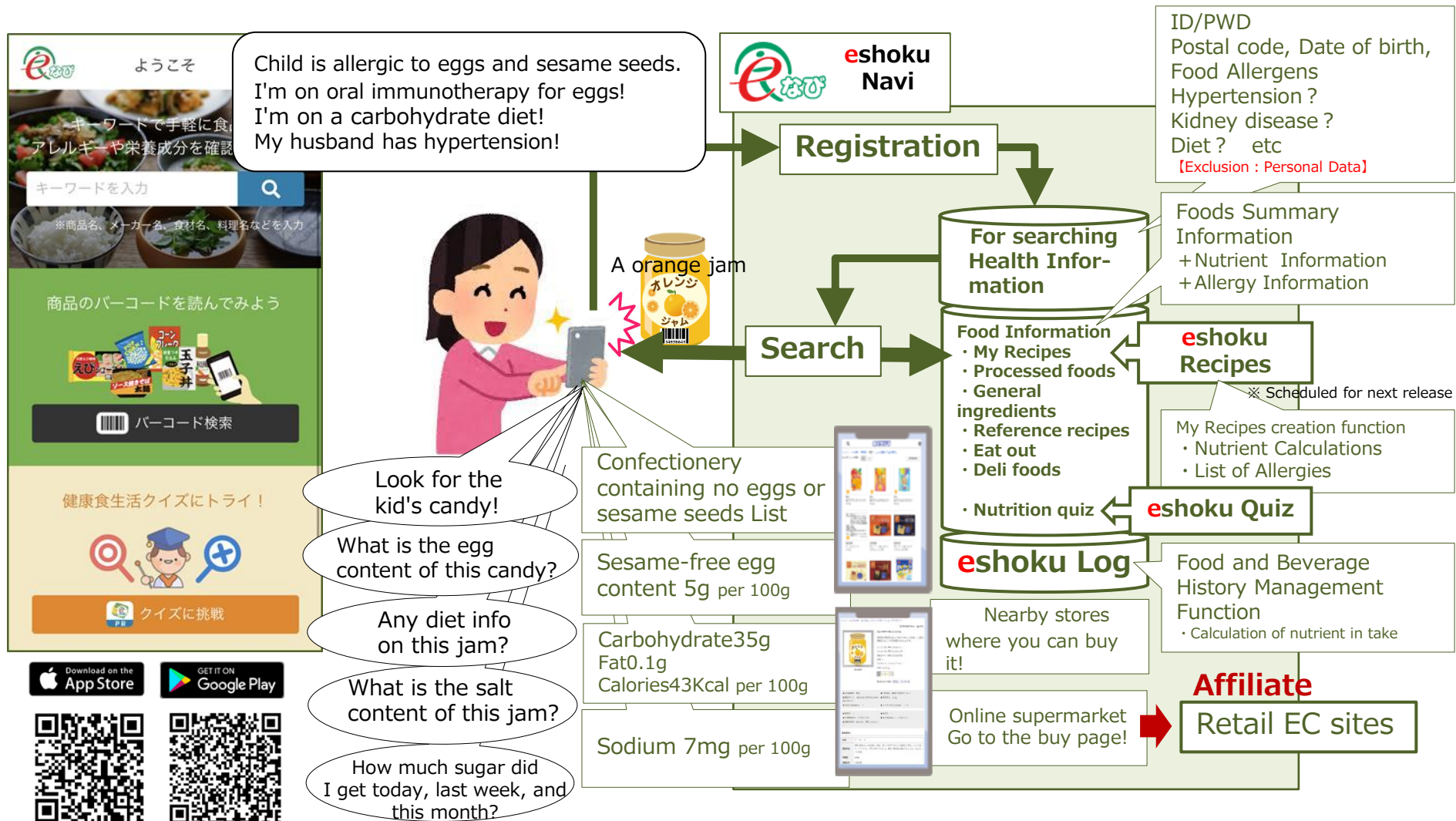
Patent Number:6820016

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To Personal Profile Business

A case study of a consumer health support smartphone application

"eshoku Navi", a health support smartphone app for consumers that allergens and nutrition Facts with got consensus of 11 retail companies.



FY2021 Results by Segment / eBASE Business

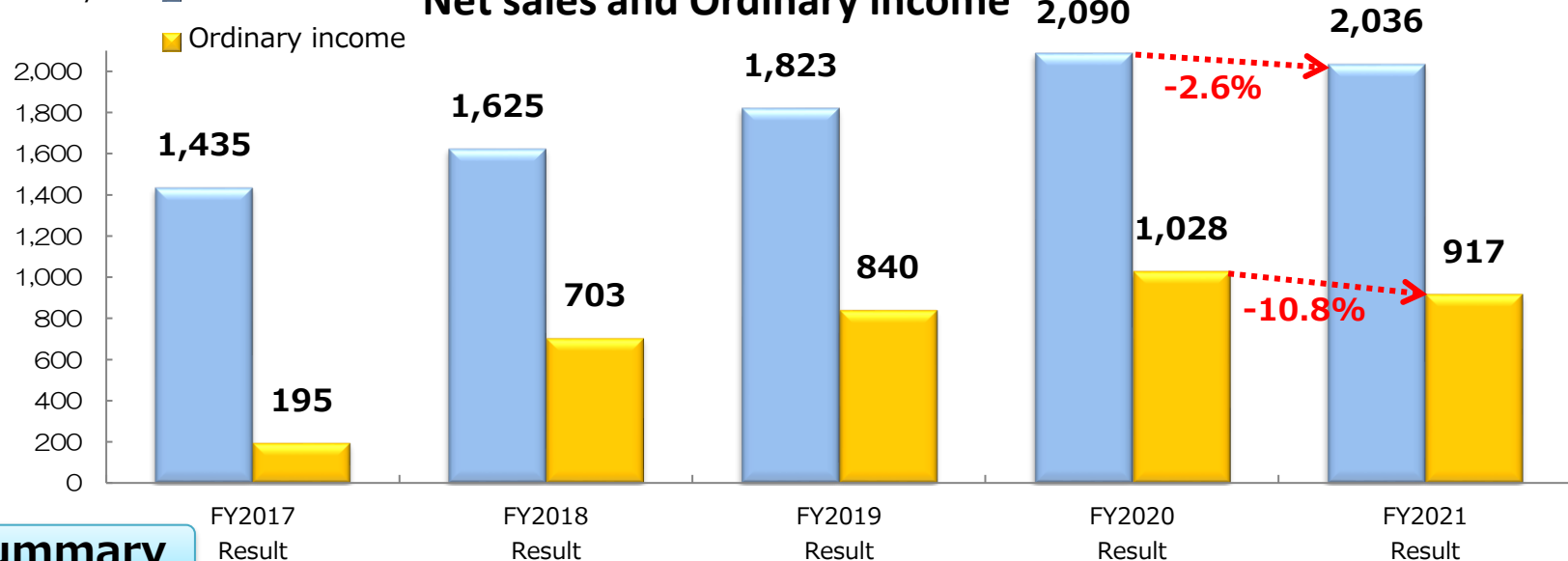
eBASE Business (Packaged software business)

(One million yen)

Net sales

Ordinary income

Net sales and Ordinary income

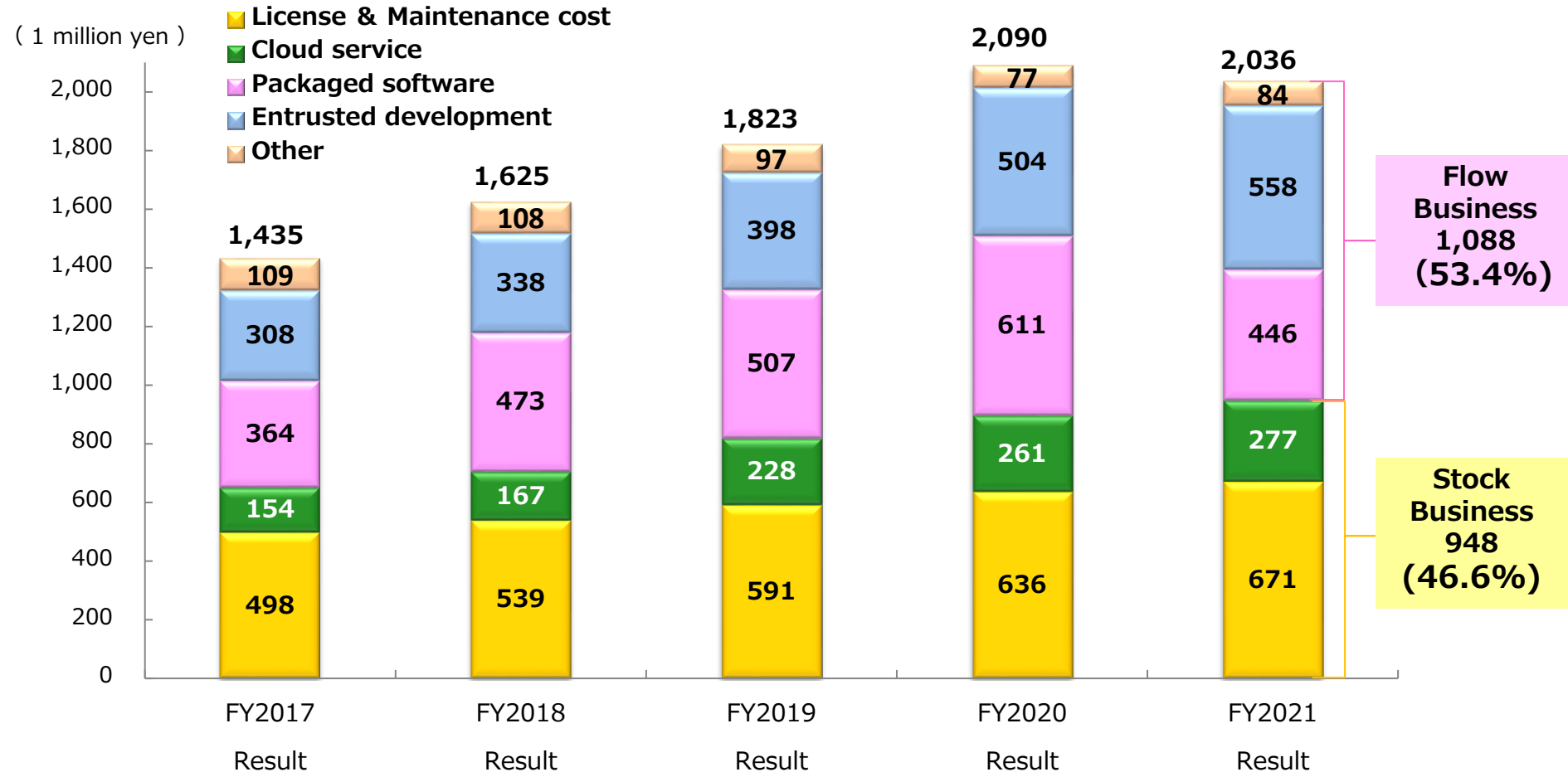


Summary

- Expand into the "BtoBtoC model" through smartphone app for consumers (e.g., **eshoku Navi**).
- Developed various new services based on patent strategy.
- Release and deployed "PDM **eBASE**" that integrates product information in the process of product planning and development.
- Developed "**eB-goods(R)**", a detailed product information management system for daily necessities manufacturers.
- Due to the influence of COVID 19, business negotiations and meetings were restricted, causing delays in ordering, delivery, and acceptance. In the Daily necessities goods industry, business negotiations continued to stagnate in the capital area, and in the Housing industry, the opportunity loss for case studies had an impact.

FY2021 Results by Segment / eBASE Business

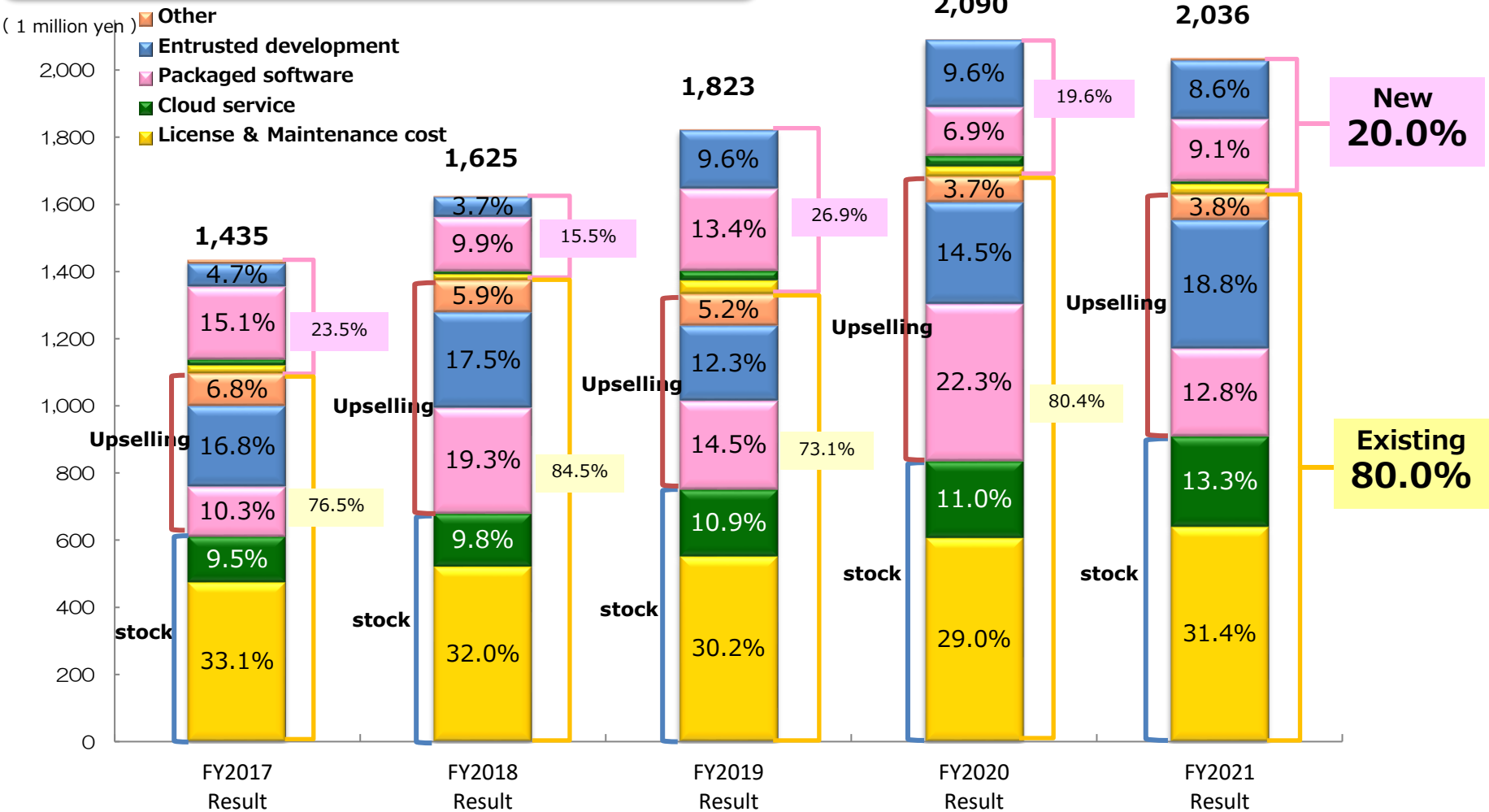
Sales results by type



FY2021 Results by Segment / eBASE Business

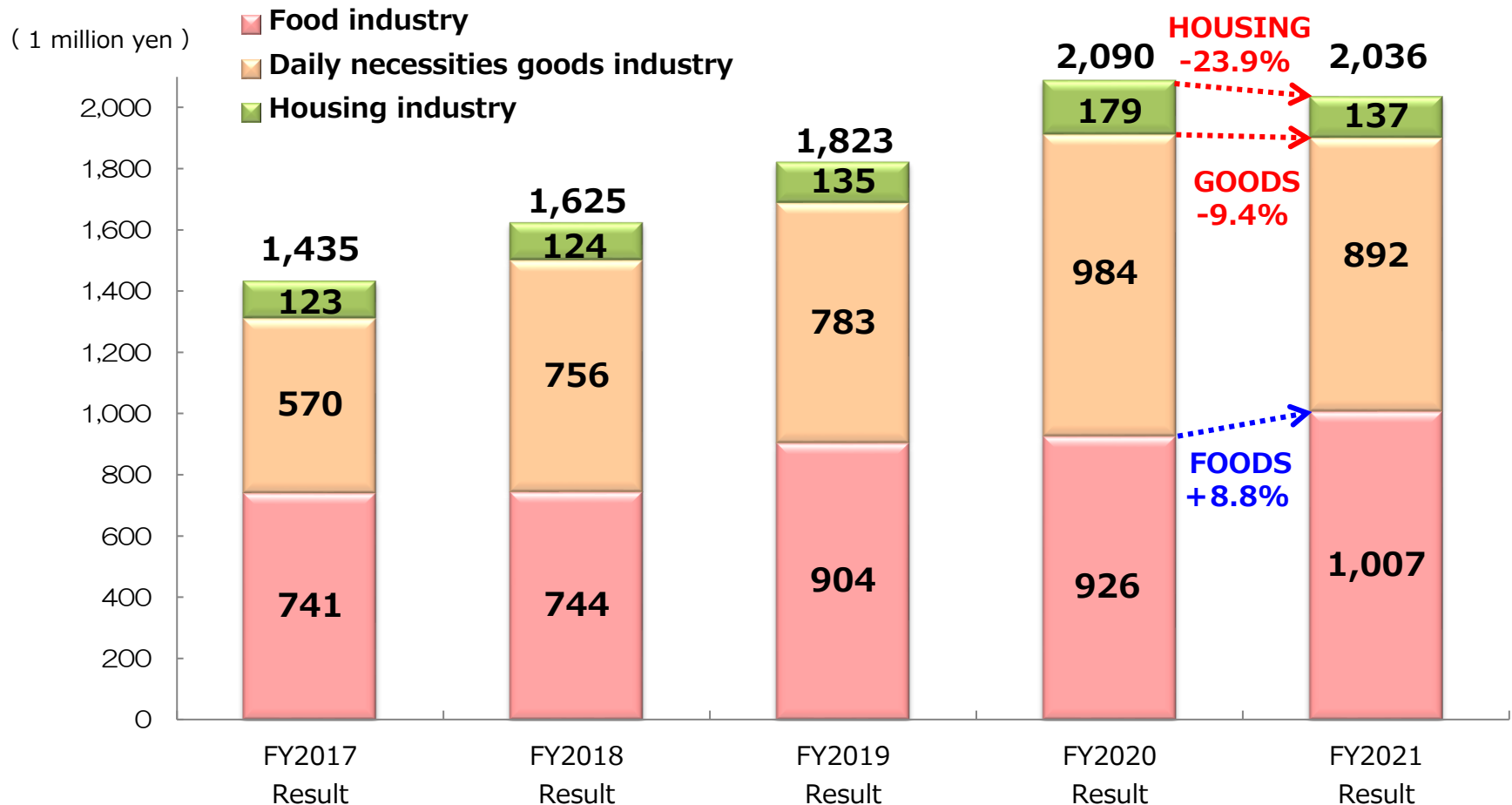
Sales results by new and existing

※Figures less than 3% are omitted.



※There is an error in the ratio notation for the fiscal year ending March 2021 and it has been corrected. (May 19, 2021)

Sales Results by Industry



Overview of Full Year Results by Segment / eBASE Business

Food industry

Policies for this fiscal year and their progress

FY2021 Result Policies

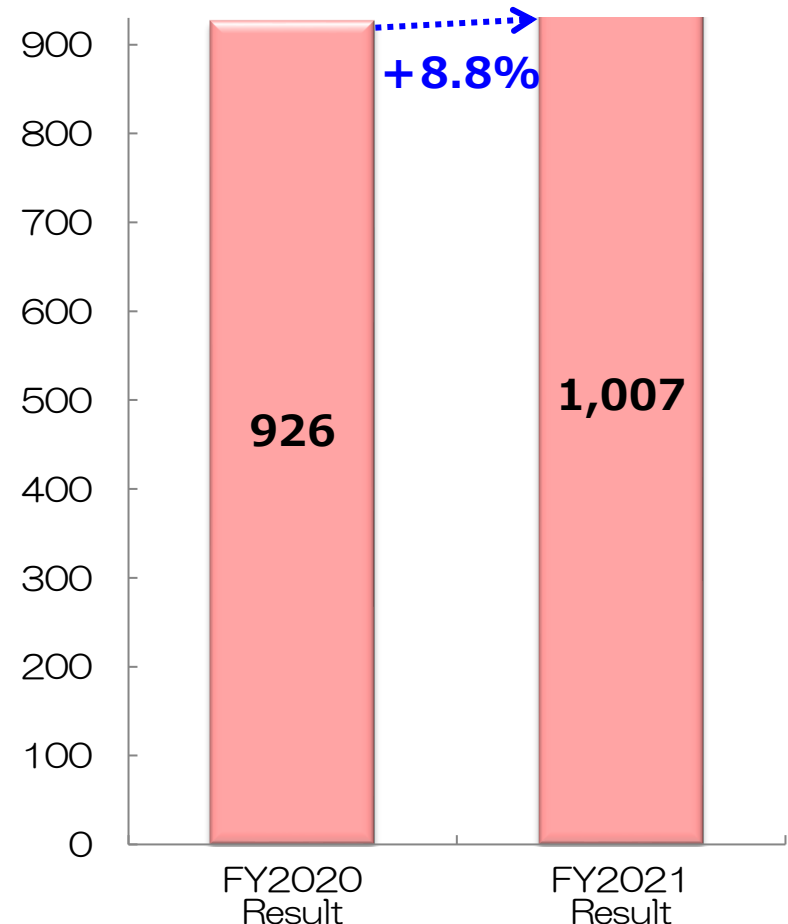
- Continuous promotion the current business model "FOODSeBASE".
- Continuous promotion the de facto of the product data pooling service "Products Ebisu" and strengthen sales promotion.
- Expand into the "BtoBtoC model" through smartphone app for consumers (e.g., eshoku Navi).
- Development of various new services based on patent strategy.

Its progress

- Sales results (4Q cumulative) : 1,007 millions yen
- Released "Product Search/Ingredients Search" to support the MD operations of retail companies and the expansion of sales channels for manufacturers.
- As part of our foray into the BtoBtoC model, we released "eshoku Navi" and "eshoku quiz," a health support smartphone app for consumers that allergens and nutrition Facts with got consensus of 11 retail companies.
- Developed and released "eshoku Catalog", "eshoku Flyer", "Deli Foods / Eat out / Recipe Ebisu" and "RECIPE eBASE", sales promotion support services for retail and eat out service.
- Due to the influence of COVID 19, sales increased slightly year on year due to the impact of order delays caused.

Food industry Sales result (year on year)

(1 million yen)



Overview of Full Year Results by Segment / eBASE Business

Daily necessities goods industry

Policies for this fiscal year and their progress

FY2021 Result Policies

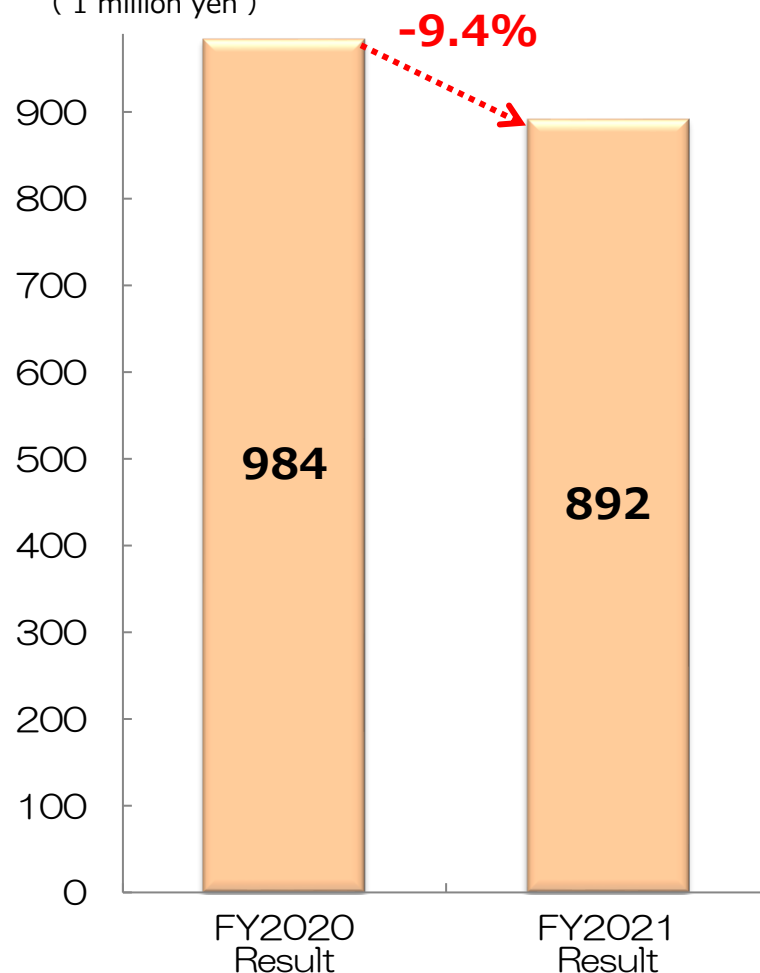
- Promote total optimization of the product information exchange environment in the Daily necessities goods industry (Drugstore industry, Home center industry, Stationery industry, Sporting goods industry, Car accessory industry, Mail order industry, etc.).
- Promote sales promotion of "Shozai Ebisu" with a focus on the product data pool service "Daily necessities goods Ebisu".
- Promotion of contract development of customized integrated product database of client companies.

Its progress

- Sales results (4Q cumulative) : 892 millions yen
- Focused on sales promotion of "Daily necessities goods Ebisu".
- Developed "PDM eBASE", which unifies product information in the product planning and development process, and "eB-goods(R)", a detailed product information management system for daily necessities manufacturers.
- Received new and continuing orders for large projects from the drugstore industry, home center industry, and major publishing companies.
- Due to the influence of COVID 19, sales were affected by delays in business negotiations and a trend of stagnation, especially in the capital area.

Daily necessities goods industry Sales result (year on year)

(1 million yen)



Overview of Full Year Results by Segment / eBASE Business

Housing industry

Policies for this fiscal year and their progress

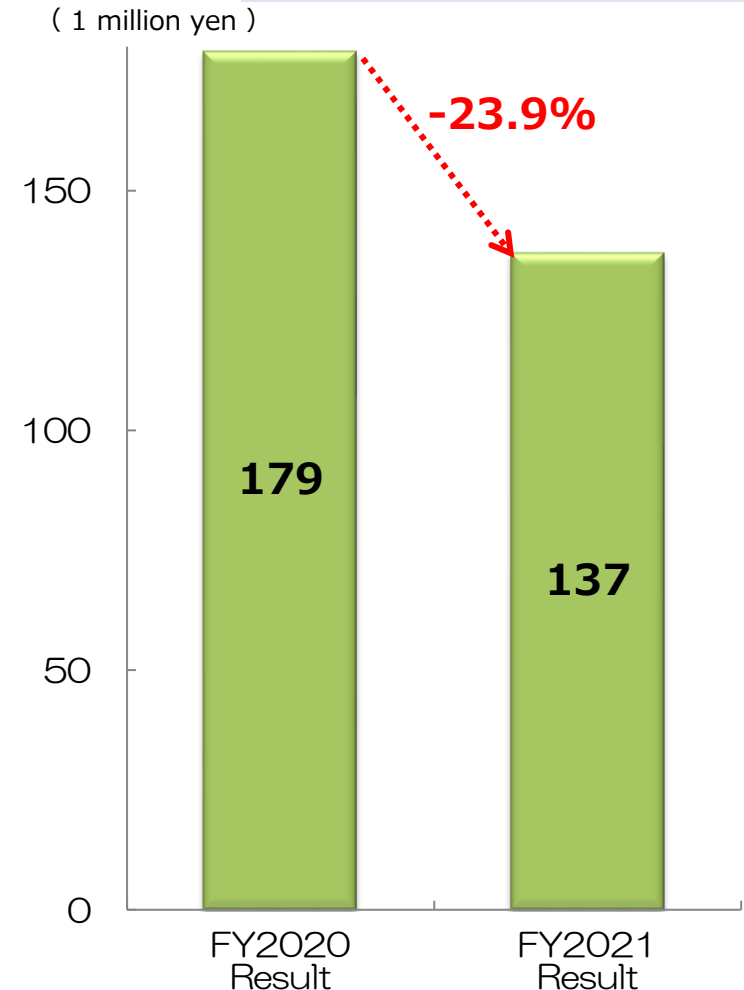
FY2021 Result Policies

- Promotion of the de facto product data pool service "Housing Ebisu".
- Promotion of contract development of customized integrated product database of client companies.

Its progress

- Sales results (4Q cumulative) : 137 millions yen
- "Housing Ebisu", which is currently in operation at a major house building company, is now being start used by other major house building company.
- Due to the influence of COVID 19, the postponement or cancellation of industry meetings attended by house builders throughout the year, opportunities to introduce case studies were lost and the consideration of the introduction of ongoing projects was significantly prolonged, resulting in a significant year-on-year decrease in sales.

Housing industry Sales result (year on year)



Overview of eBASE-PLUS Business

“IT development outsourcing business” including contracted development, contracted operation, and contracted server maintenance for eBASE and client companies.

◆ IT system solutions

① Software Development

Supports planning, analysis, design, construction, introduction, operation management, and maintenance.

② Infrastructure construction

Supports server and client environment construction work.

◆ Support Service

① Integrated operation management

Supports the operation of IT systems.

② Help Desk Services

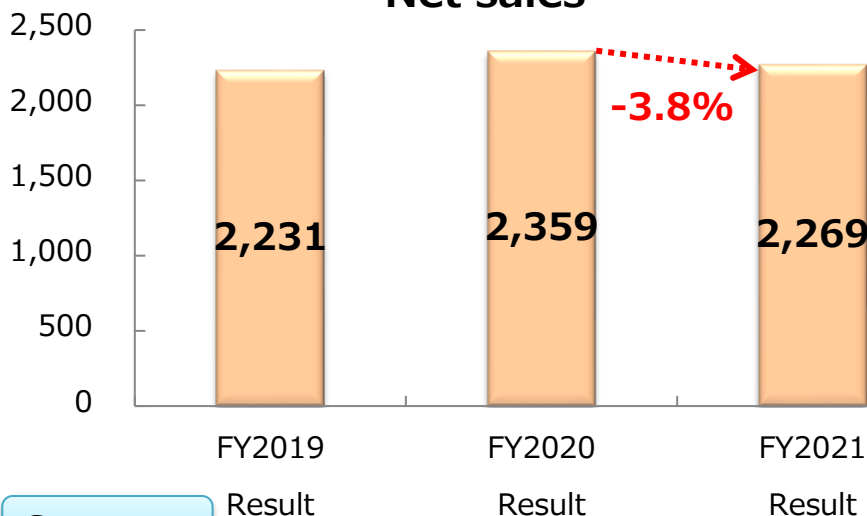
Help desk from primary support to secondary support that requires technical skills.

FY2021 Results by Segment / eBASE-PLUS Business

eBASE-PLUS Business (IT Outsourcing Business)

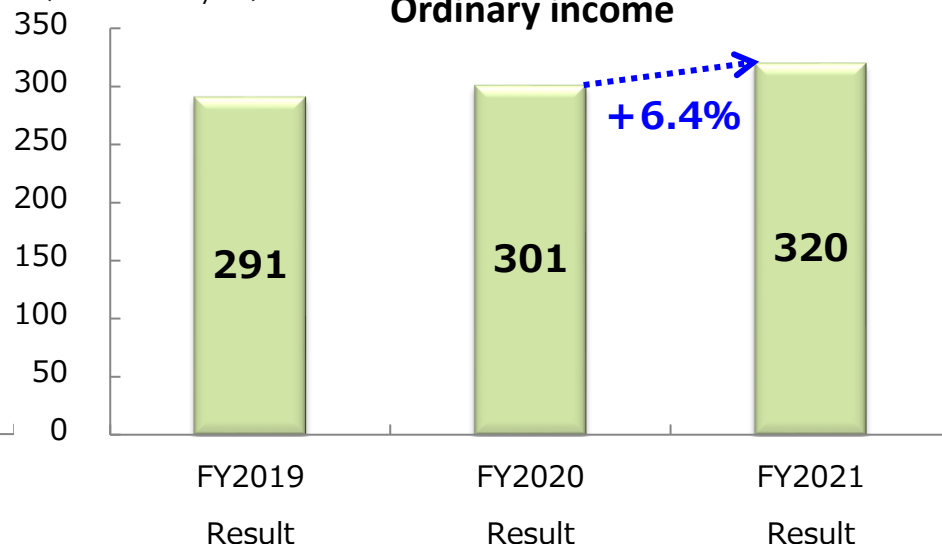
(One million yen)

Net sales



(One million yen)

Ordinary income



Summary

FY2021 Result Policies

- Maintain the existing IT development outsourcing business.
- Consideration of measures to shift from a model of stable decline to a model of low growth.
- Linkage with eBASE Business.
- Continuation of new recruitment of human resources and the development of human resources.
- Promote quality M&A deals.

Its progress

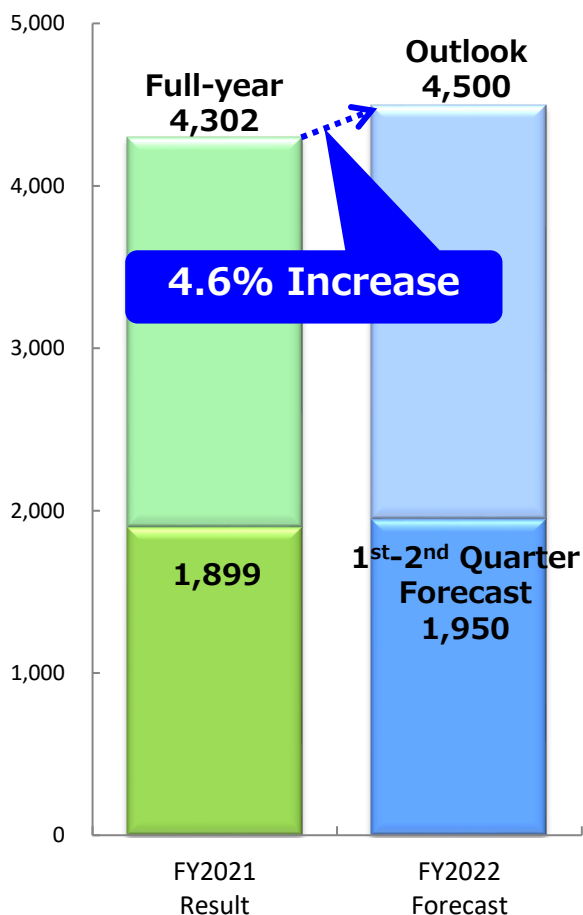
- Sales results(4Q cumulative) : 2,269 millions yen (Decreased)
- Profit results(4Q cumulative) : 320 millions yen (Increased)
- Continuously focus on hiring and training human resources in line with customer needs.
- Although unit price negotiations were conducted with customers, progress stagnated under the severe market environment, combined with a decrease in overtime reimbursements, resulting in a year-on-year decrease in sales.
- Ordinary income increased year on year due to cost reduction by improving efficiency of operations such as remote work.

Full-year (Year ended March 2022) Earnings forecasts

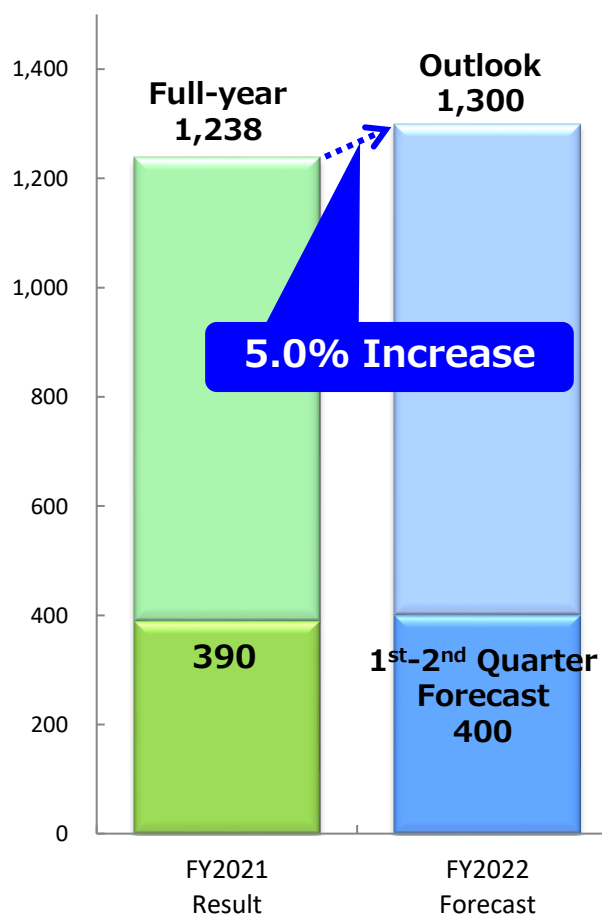
- FY2022 Forecast
- FY2022 1st-2nd Quarter Forecast
- FY2021 Result
- FY2021 1st-2nd Quarter Result

(1 million yen)

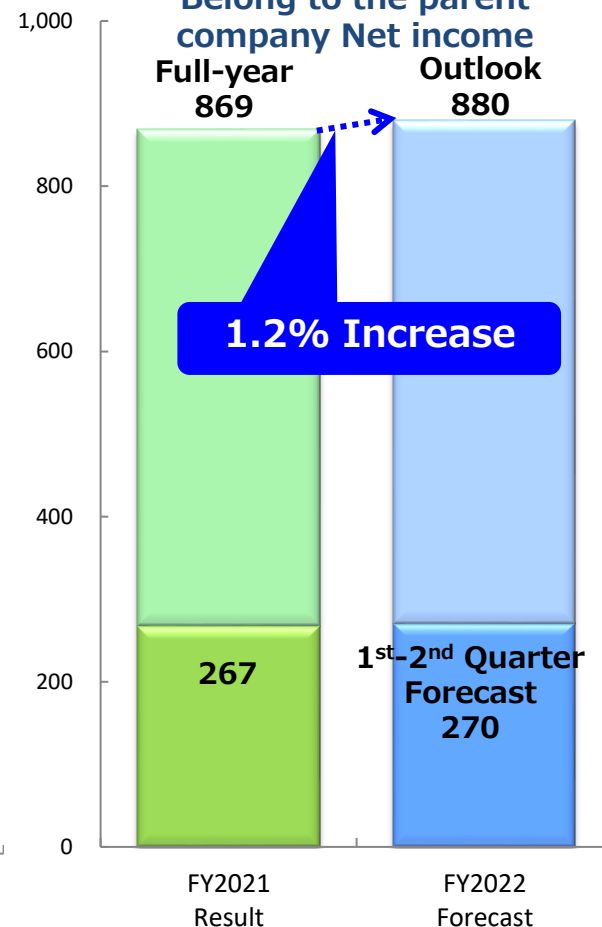
Net sales



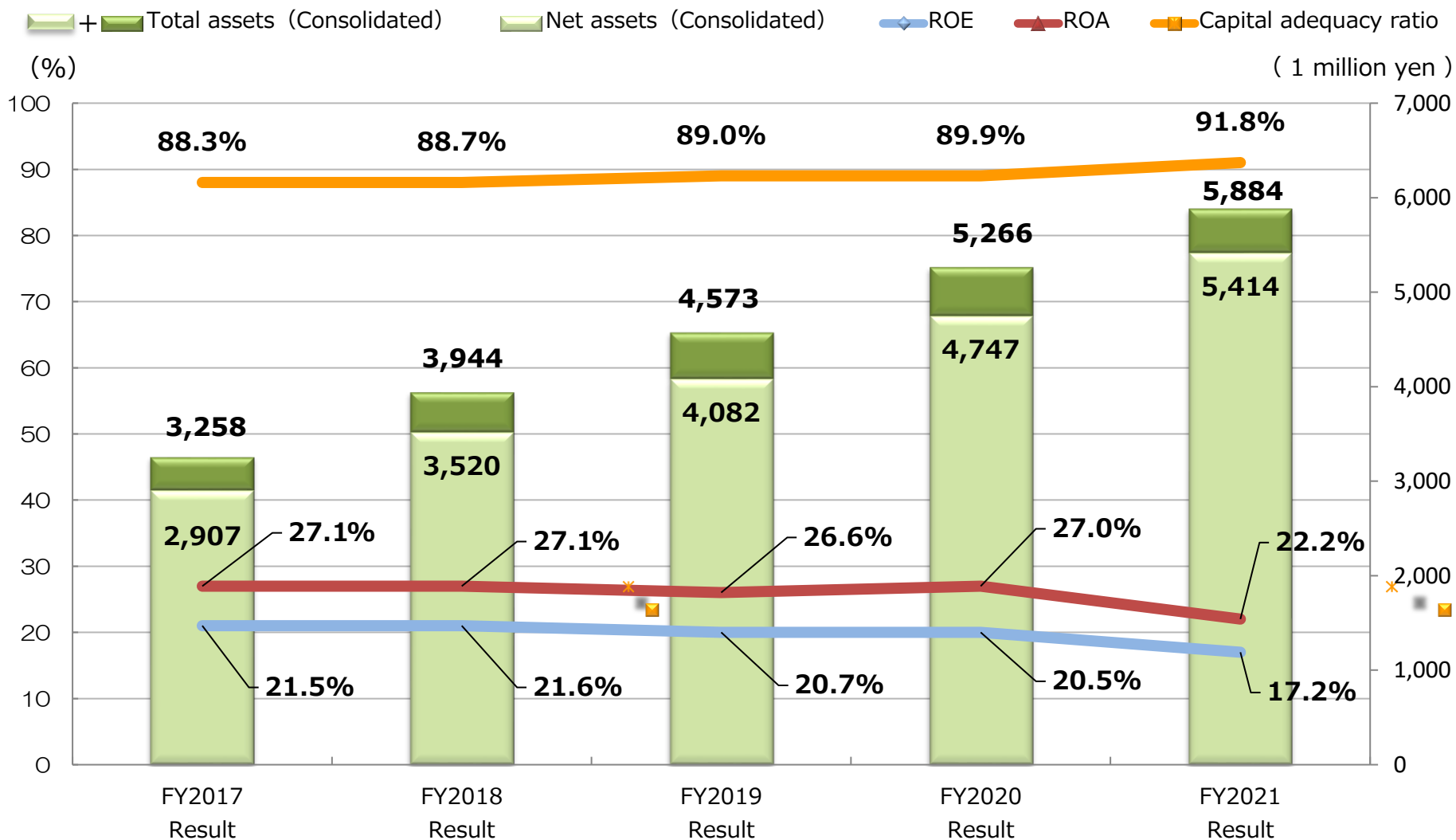
Ordinary profit



Belong to the parent company Net income



Capital Position (ROE and ROA, etc.)



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