

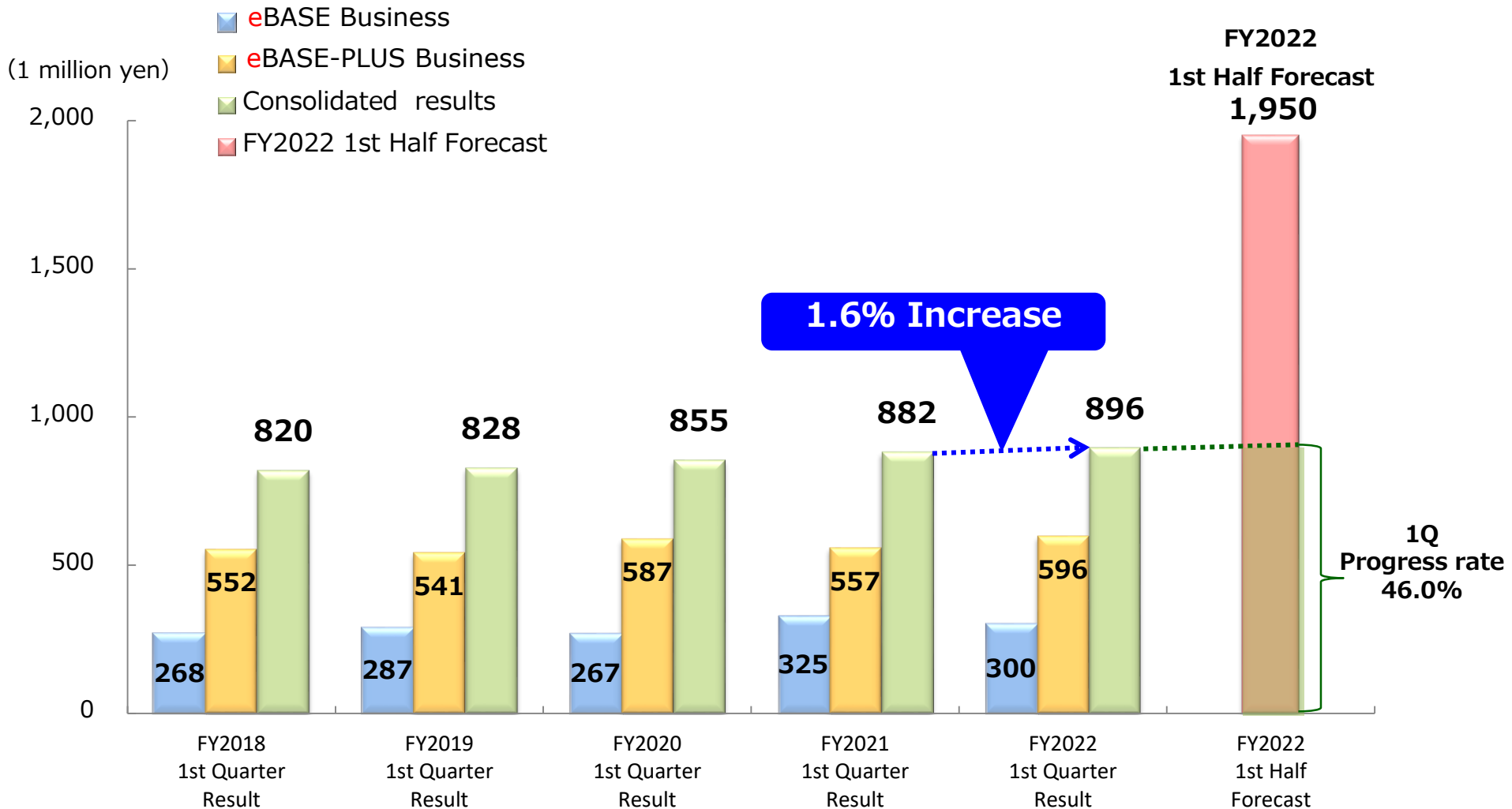
FY2022 1st Quarter Financial Results and Business reports

eBASE Co.,LTD.

TSE code 3835

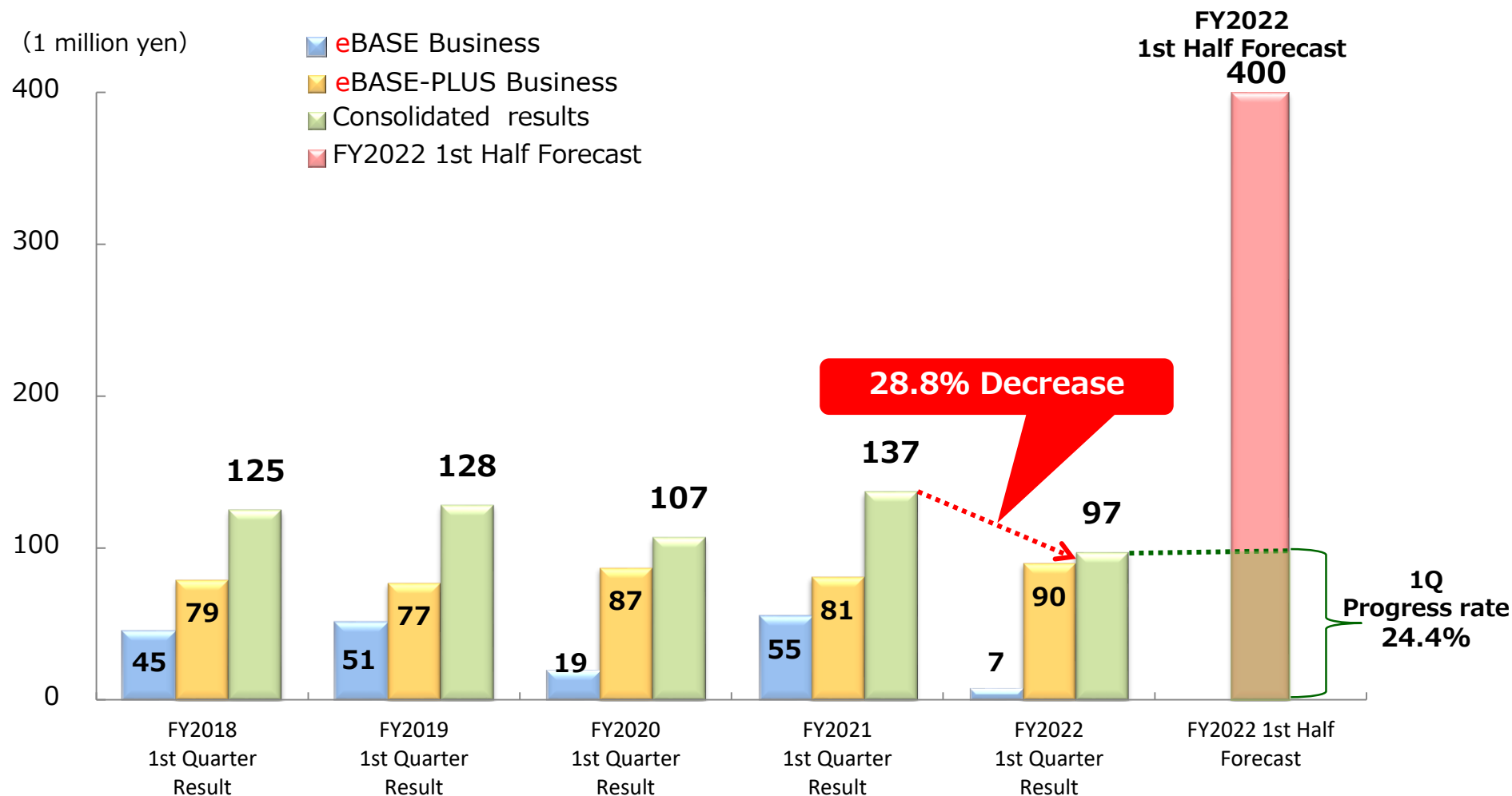
* Effective from the beginning of the first quarter of the current fiscal year, the Company has adopted the "Accounting Standard for Revenue Recognition," etc. Figures prior to the 20th fiscal year have not been retroactively adjusted.

FY2022/1Q Consolidated Net Sales



Note 1) Intersegment transactions are eliminated.

FY2022/1Q Consolidated Ordinary Income



Note 1) Intersegment transactions are eliminated.

Transition of Consolidated Balance Sheet for FY2022/1Q

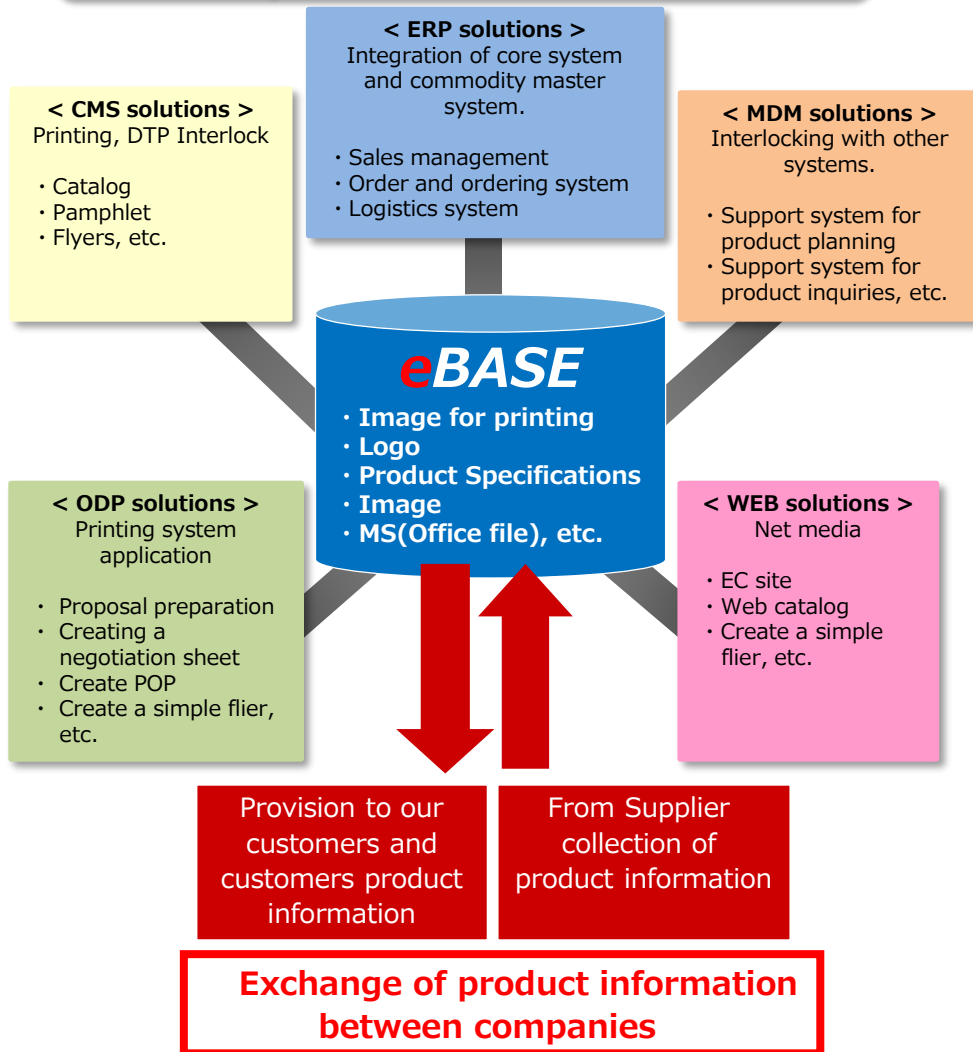
(1 million yen)

	FY2018 1st Quarter Result	FY2019 1st Quarter Result	FY2020 1st Quarter Result	FY2021 1st Quarter Result	FY2022 1st Quarter Result
Net sales	820	828	855	882	896
(eBASE Business)	(268)	(287)	(267)	(325)	(300)
(eBASE-PLUS Business)	(552)	(543)	(590)	(557)	(596)
(Intersegment transactions)	(-0)	(-2)	(-2)	(-1)	(-0)
Operating Income	118	118	98	129	92
Ordinary income	125	128	107	137	97
(eBASE Business)	(45)	(51)	(19)	(55)	(7)
(eBASE-PLUS Business)	(79)	(78)	(87)	(81)	(90)
(Intersegment transactions)	(0)	(-0)	(0)	(0)	(0)
Net income*	81	87	71	92	64

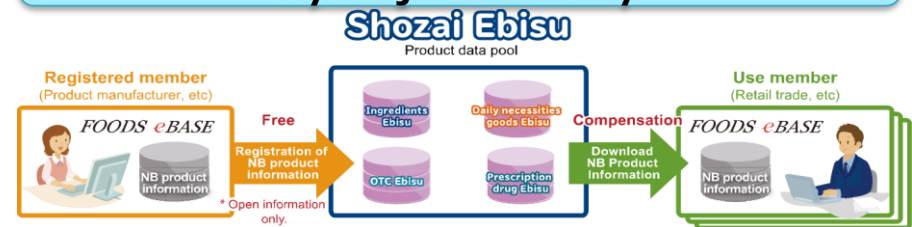
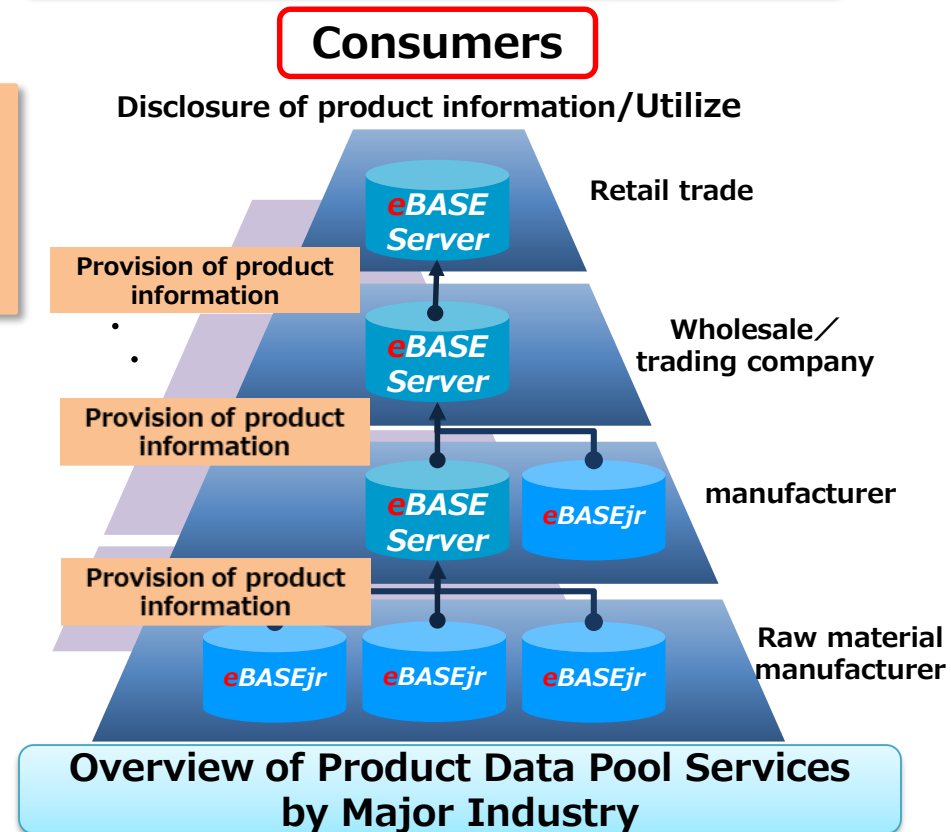
	As of March. 31, 2021	As of Jun. 30, 2021	Increase/ Decrease	* Quarterly net income attributable to owners of parent.
Current assets	4,471	4,131	-339	Cash and deposits +3, Notes and accounts receivable - trade, and contract assets -350, Securities +6, Work in process +2
Fixed assets	1,413	1,382	-31	
(Property, plant and equipment+Intangible assets)	(82)	(114)	(31)	
(Other assets)	(1,330)	(1,268)	(-62)	Investment securities -72, Other +9
Total assets	5,884	5,513	-371	
Current liabilities	470	389	-81	Accounts payable +1, Income taxes payable -162, Other +78
Total liabilities	470	389	-81	
Total shareholder's equity	5,363	5,064	-298	Retained earnings -298, Cumulative impact of applying revenue recognition accounting standards, etc. -100 (Dividend payment -262, Net income* +64)
Subscription rights to shares	10	11	0	
Total net assets	5,414	5,124	-289	
Total liabilities and net assets	5,884	5,513	-371	

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

Shokuzai Ebisu, Nichizatsu Ebisu, Kaden Ebisu, Jutaku Ebisu, OTC Ebisu, Bungu Ebisu, Car Accessories Ebisu, Sporting goods Ebisu, Kogu 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

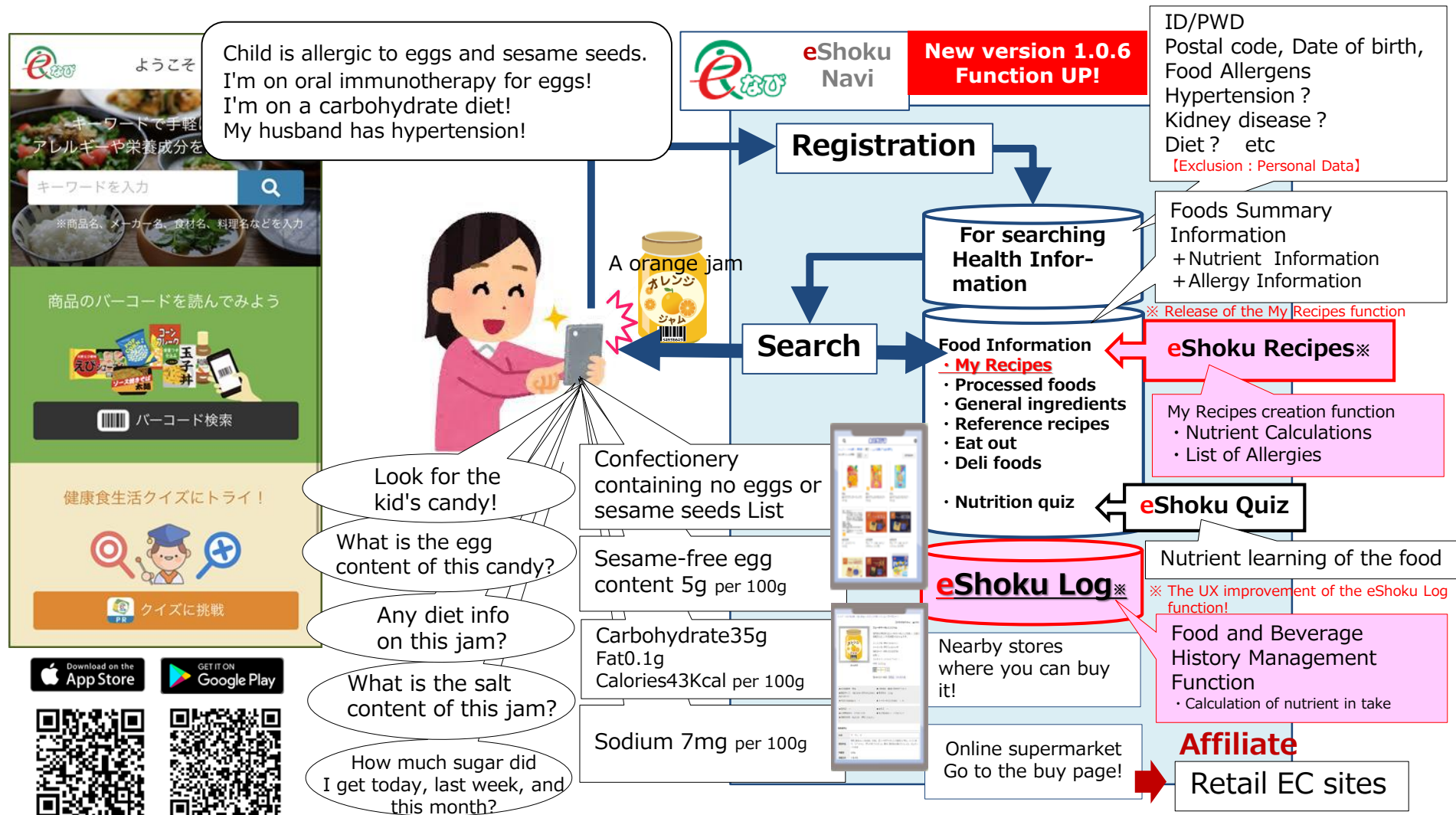
Patent Number:6820016

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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.

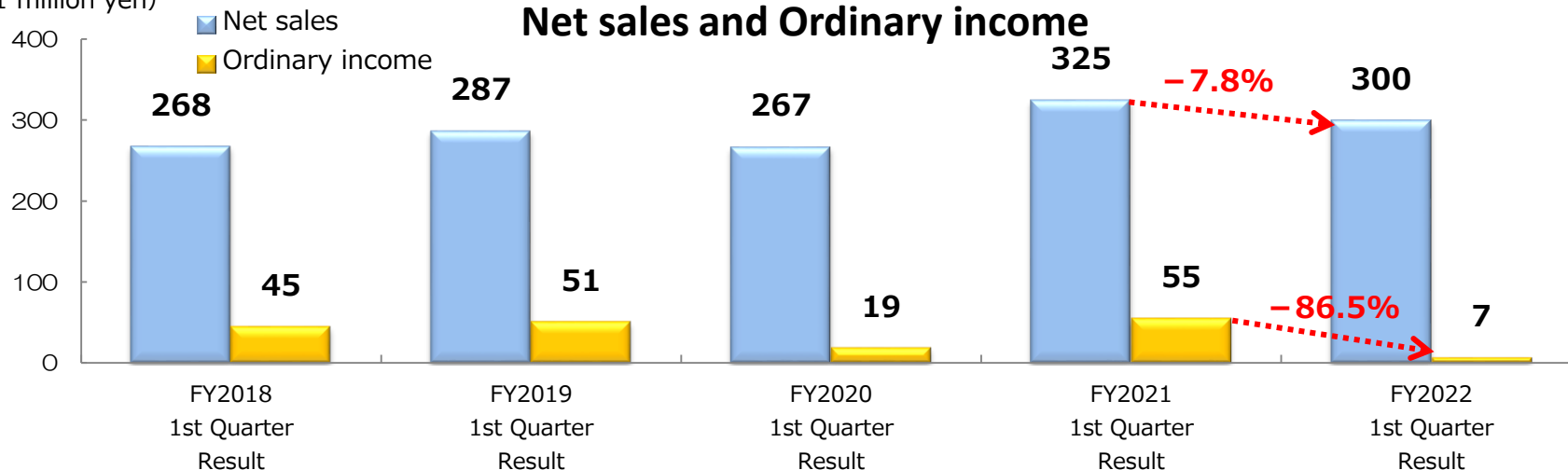


FY2022/1Q Results by Segment / eBASE Business

eBASE Business (Packaged software business)

(1 million yen)

Net sales and Ordinary income



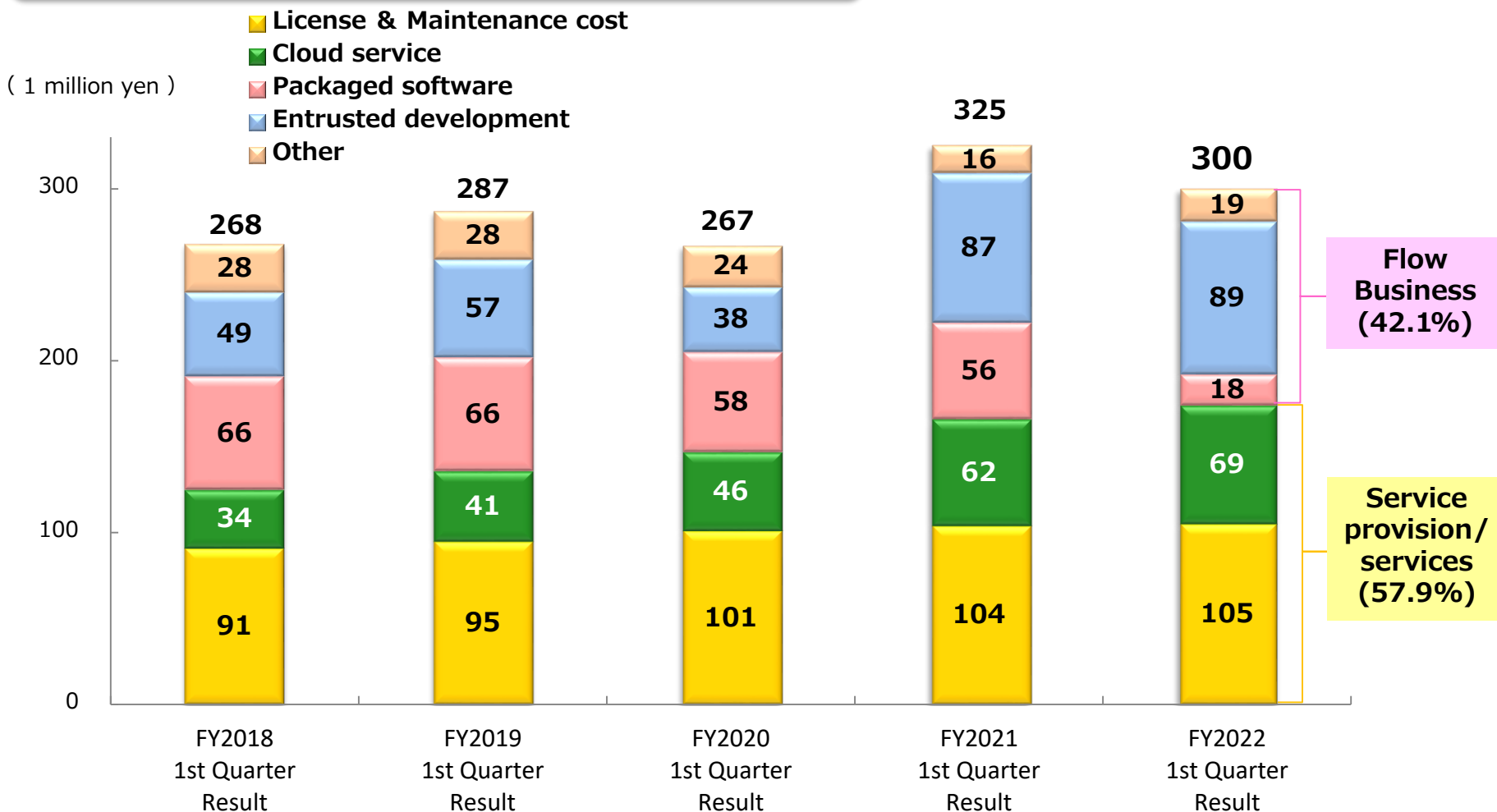
Summary

Note 1) Intersegment transactions have not been offset or eliminated.

- In the Food industry, although business negotiations with food supermarkets are on the increase compared to the year-on-year, there was a slight delay in the start of the fiscal year in the progress of projects, and year-on-year decrease in sales.
- The promotion the "BtoBtoC model" through smartphone app for consumers (e.g., eShoku Navi).
- Due to the influence of COVID 19, In the Daily necessities goods industry, business negotiations continued to stagnate in the capital area, year-on-year decrease in sales.
- Release "eB-goods(R)", a detailed product information management system for daily necessities manufacturers.
- In terms of sales promotion of the product master registration support system "MDM eBASE" using "Shozai Ebisu," a new major home center has started to introduce the system, and another major home center has also decided to orders.
- In the Housing industry, the opportunity loss for case studies had an impact, although projects continue to be postponed or prolonged, sales increased year-on-year due to growth in deep cultivation sales.

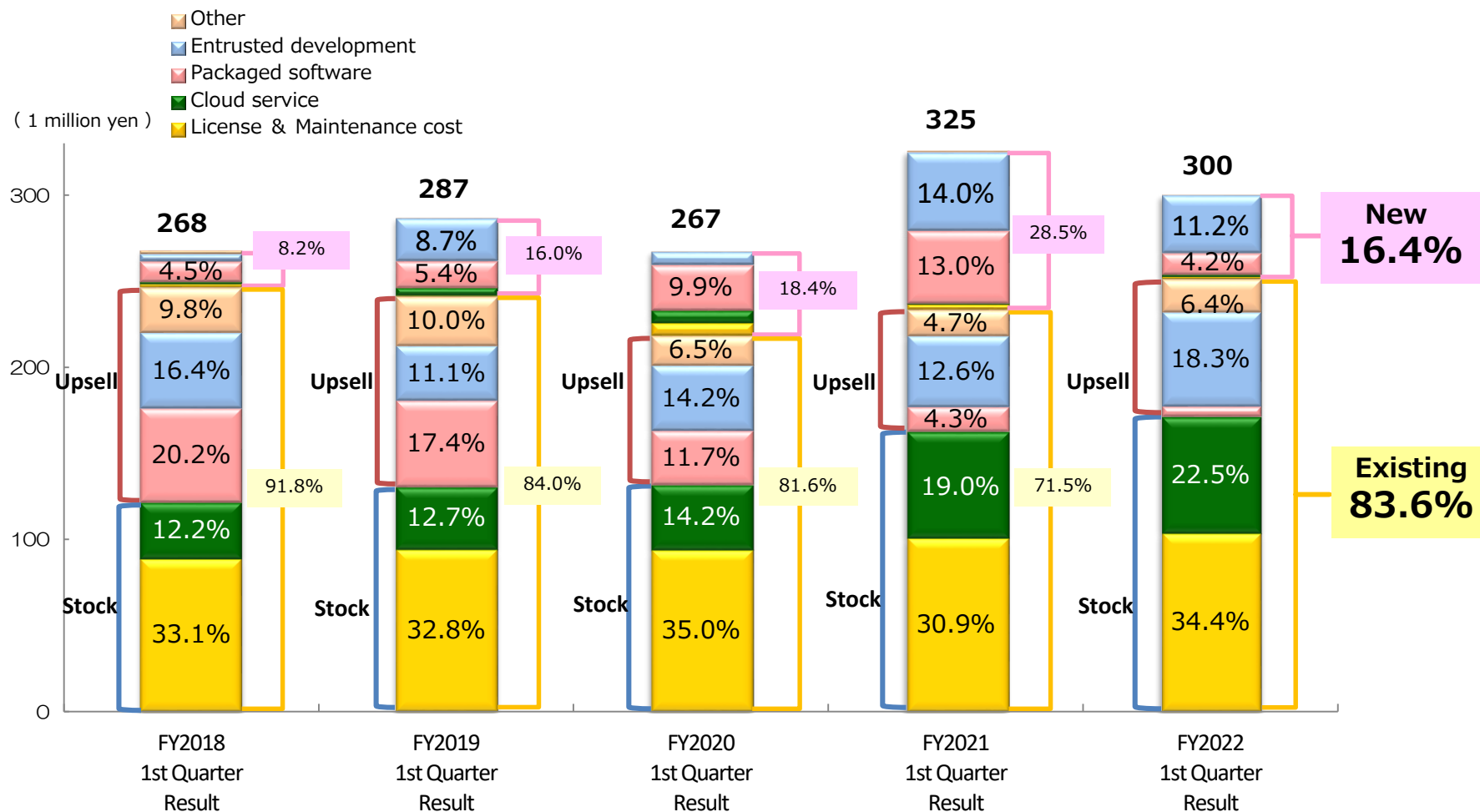
FY2022/1Q Results by Segment / eBASE Business

Sales results by type



FY2022/1Q Results by Segment / eBASE Business

Sales results by new and existing

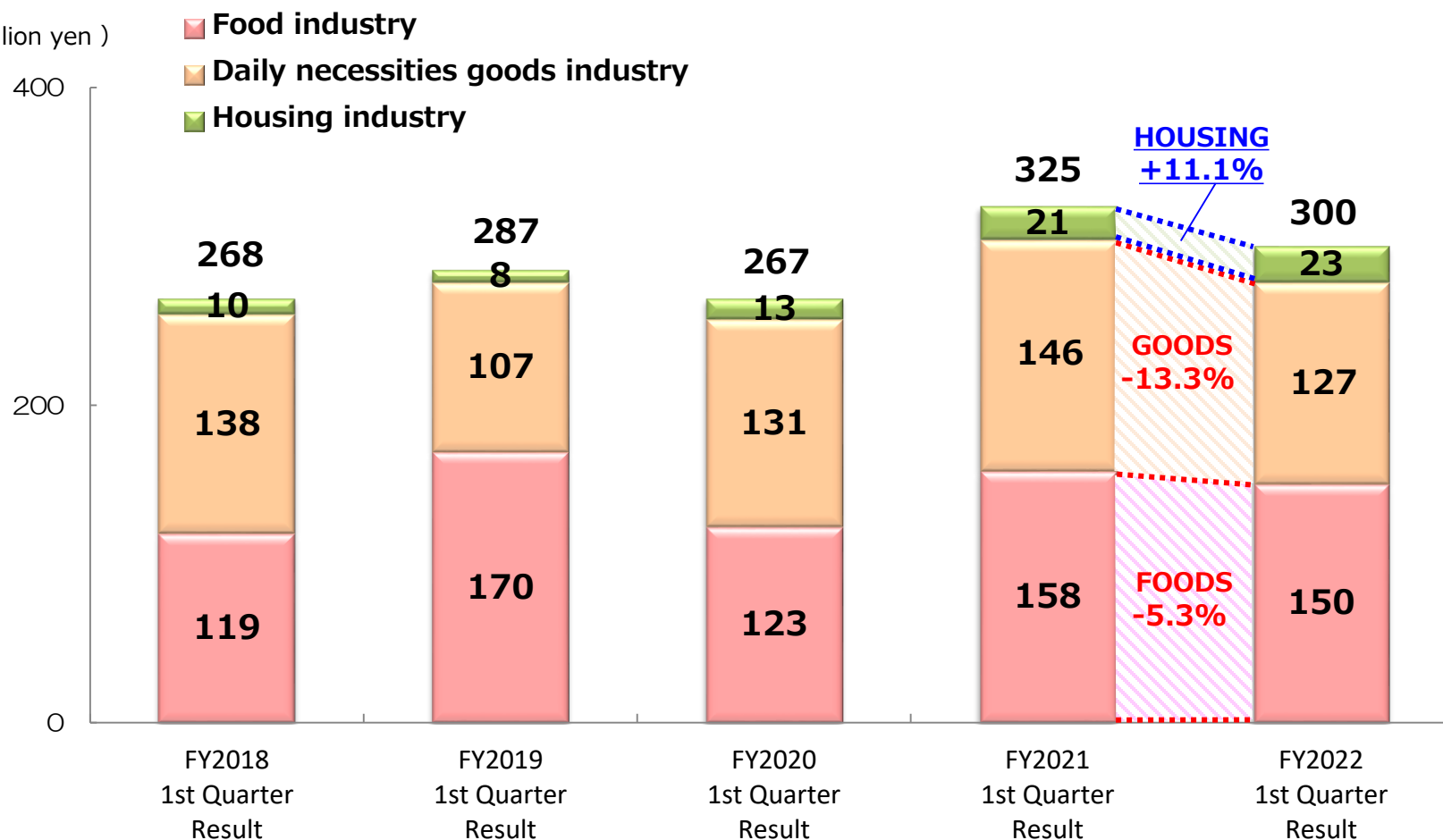


Note 1) Figures less than 3% are omitted.

FY2022/1Q Results by Segment / eBASE Business

Sales Results by Industry

(1 million yen)



FY2022/1Q Results by Segment / eBASE Business

Food industry

Policies for this fiscal year and their progress

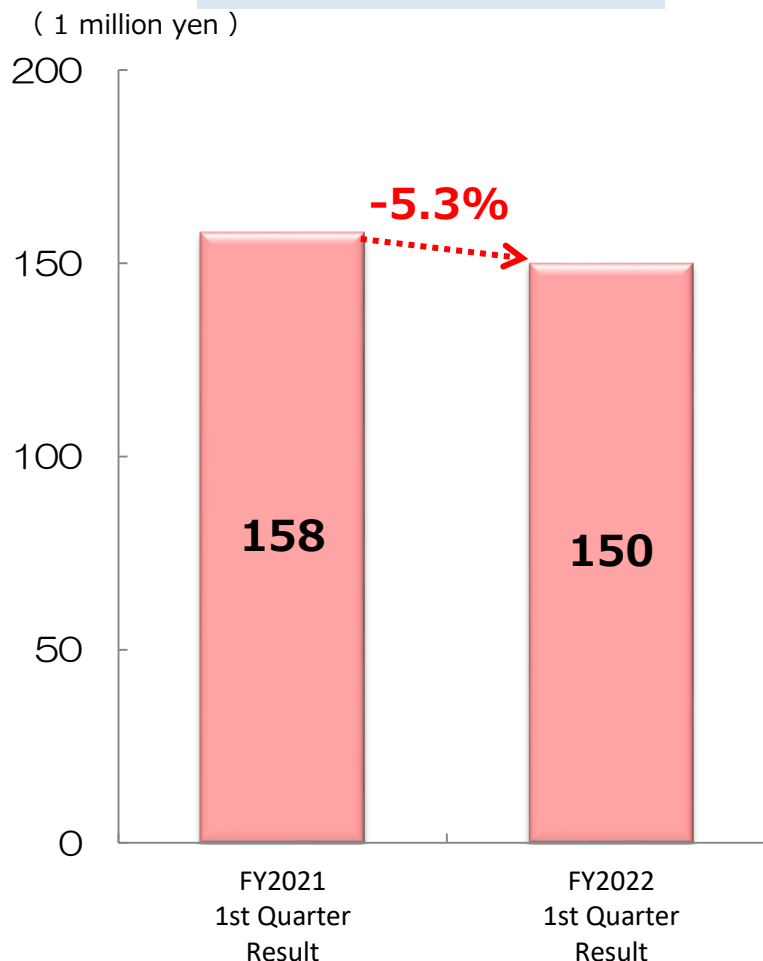
FY2022 Result Policies

- Continuous promotion the current business model "FOODS eBASE".
- Continuous promotion the de facto of the product data pooling service "Shokuzai 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 (1Q cumulative) : 150 millions yen
- "FOODS eBASE," standardization of eBASE product information exchange progressed, including the promotion of "Shokuzai Ebisu".
- Started wholesale membership service of "Shokuzai Ebisu", an automatic inspection function of quality labeling data and an inspection result notification service of inspection results to data registrants.
- The promotion the "BtoBtoC model" through smartphone app for consumers (e.g., eShoku Navi).
- Although business negotiations with food supermarkets are on the increase compared to the year-on-year, there was a slight delay in the start of the fiscal year in the progress of projects, and year-on-year decrease in sales.

Food industry Sales result (year on year)



FY2022/1Q Results by Segment / eBASE Business

Daily necessities goods industry

Policies for this fiscal year and their progress

FY2022 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 "Nichizatsu Ebisu".
- Promotion of contract development of customized integrated product database of client companies.

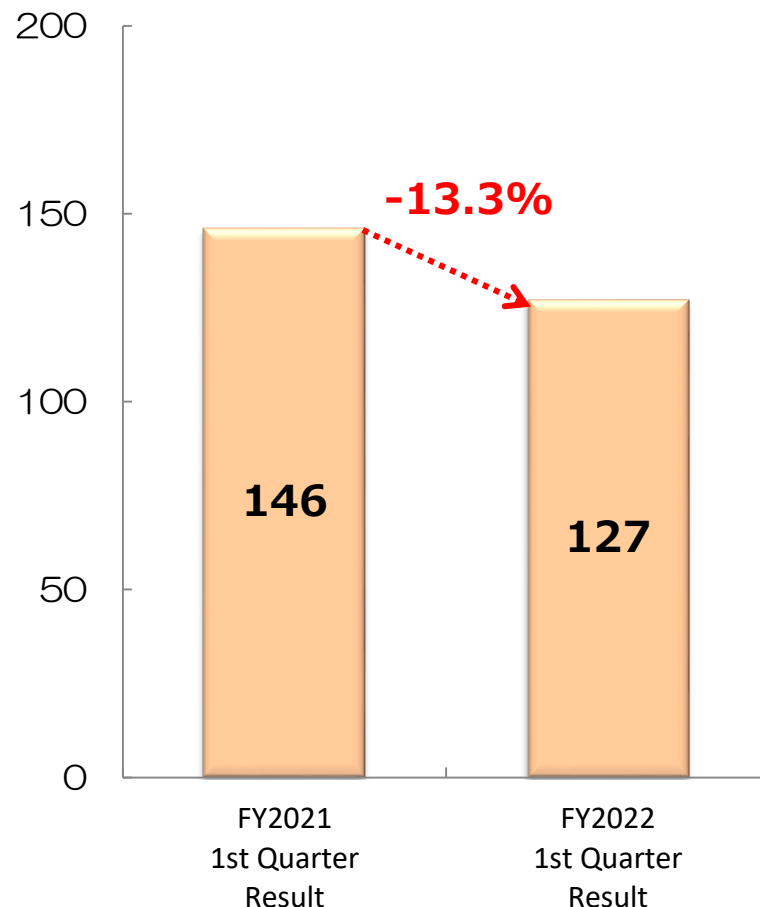
Its progress

- Sales results (1Q cumulative) : 127 millions yen
- Focused on sales promotion of "Nichizatsu Ebisu".
- In terms of sales promotion of the product master registration support system "MDM eBASE" using "Shozai Ebisu," a new major home center has started to introduce the system, and another major home center has also decided to orders.
- Due to the influence of COVID 19, business negotiations continued to stagnate in the capital area, year-on-year decrease in sales, but Large projects that had been stagnant are beginning to show signs move.

Daily necessities goods industry

Sales result (year on year)

(1 million yen)



FY2022/1Q Results by Segment / eBASE Business

Housing industry

Policies for this fiscal year and their progress

FY2022 Result Policies

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

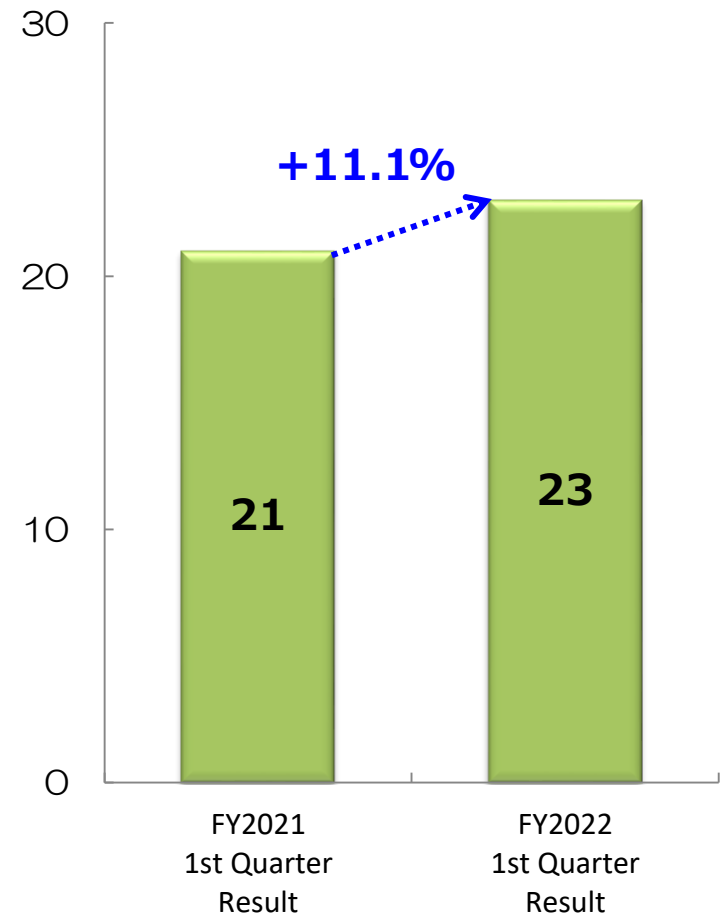
Its progress

- Sales results (1Q cumulative) : 23 millions yen
- "Jutaku 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 loss for case studies had an impact, although projects continue to be postponed or prolonged, sales increased year-on-year due to growth in deep cultivation sales.

Housing industry

Sales result (year on year)

(1 million yen)



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

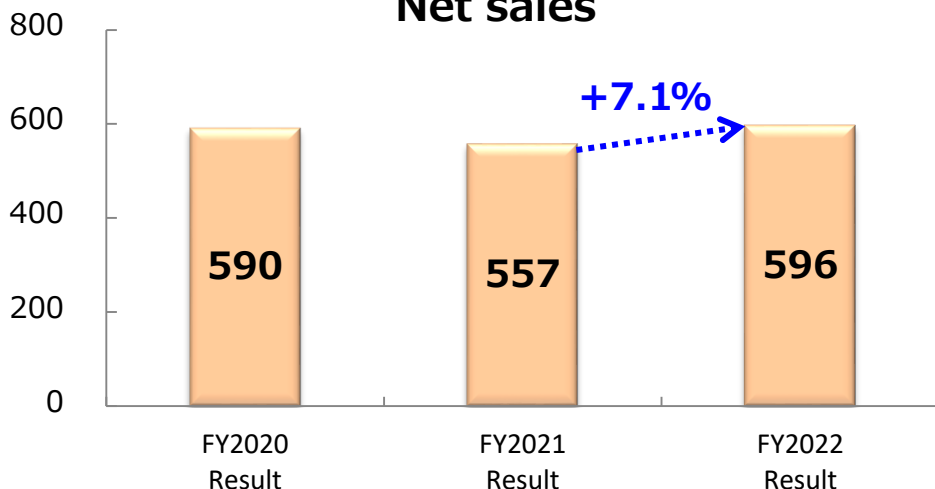
Help desk from primary support to secondary support that requires technical skills.

FY2022/1Q Results by Segment / eBASE-PLUS Business

eBASE-PLUS Business (IT Outsourcing Business)

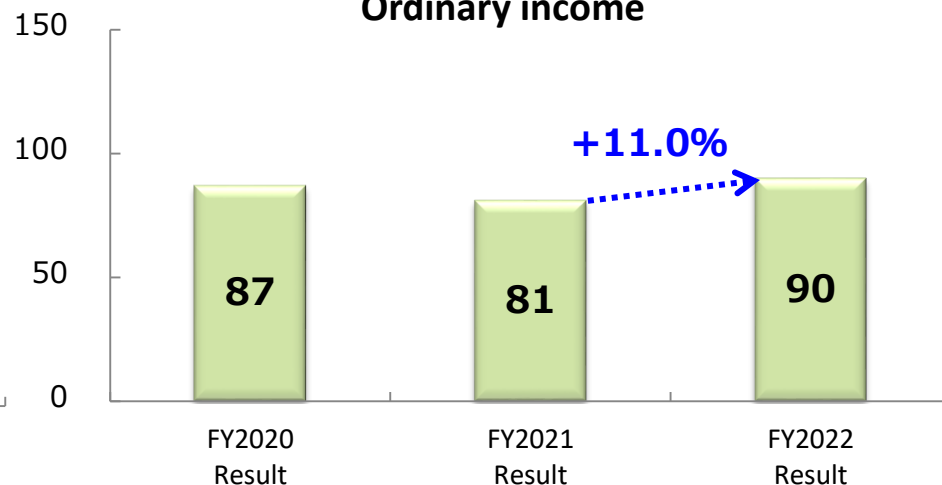
(One million yen)

Net sales



(One million yen)

Ordinary income



Summary

Note 1) Intersegment transactions have not been offset or eliminated.

FY2022 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

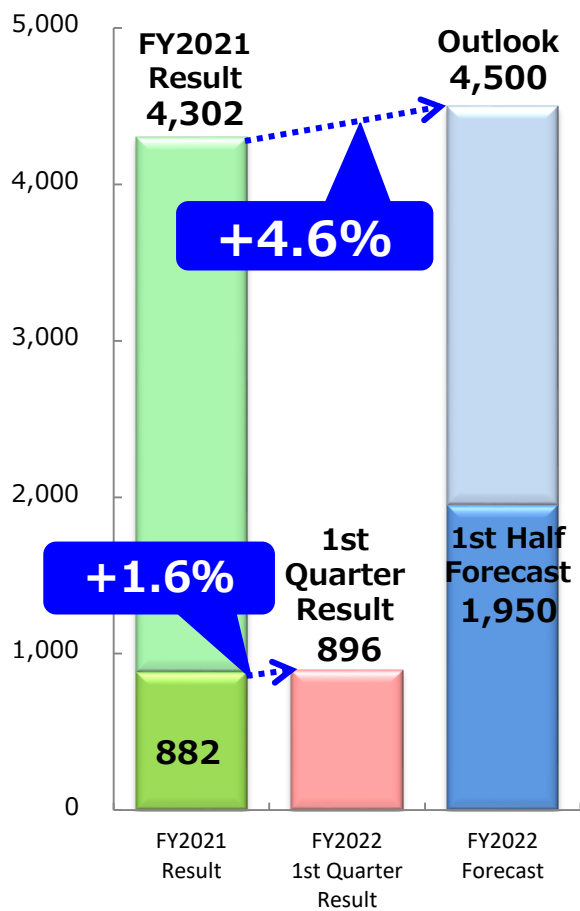
- Sales results (1Q cumulative) : 596 millions yen (Increased)
- Profit results (1Q cumulative) : 90 millions yen (Increased)
- Focus on acquiring projects by quickly grasping and responding to the needs of our customers.
- In order to increase total operating hours, we are promoting mid-career hiring, but it continues to be difficult to secure personnel to meet the inquiries.
- Continued unit price negotiations with customers.
- Due to a temporary increase in human capacity utilization caused by delays in the development of projects that have been ongoing since the previous fiscal year, both sales and profit increased year-on-year.

Year ended March 2022 Earnings forecasts

■ FY2021 1st Quarter Result
 ■ FY2021 Result
 ■ FY2022 1st Quarter Result
 ■ FY2022 1st Half Forecast
 ■ FY2022 Forecast

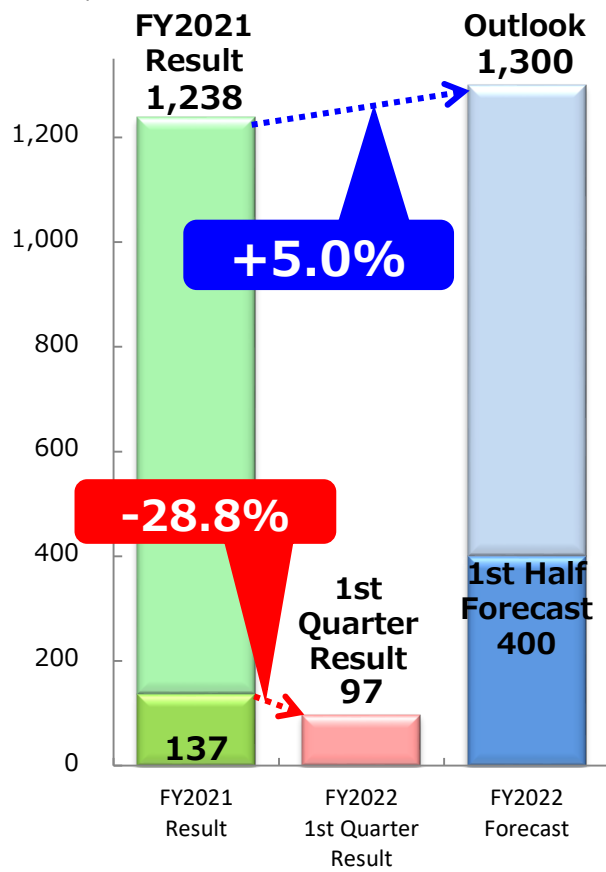
Net sales

(1 million yen)



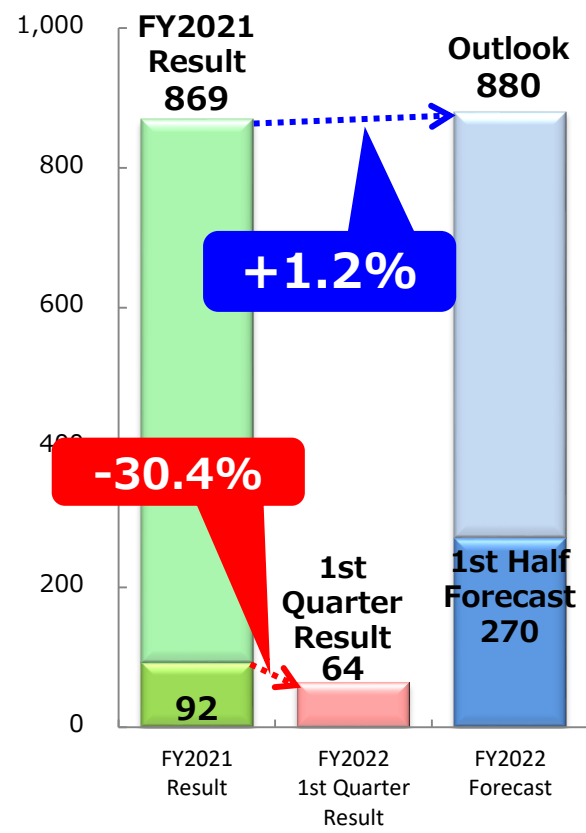
Ordinary income

(1 million yen)



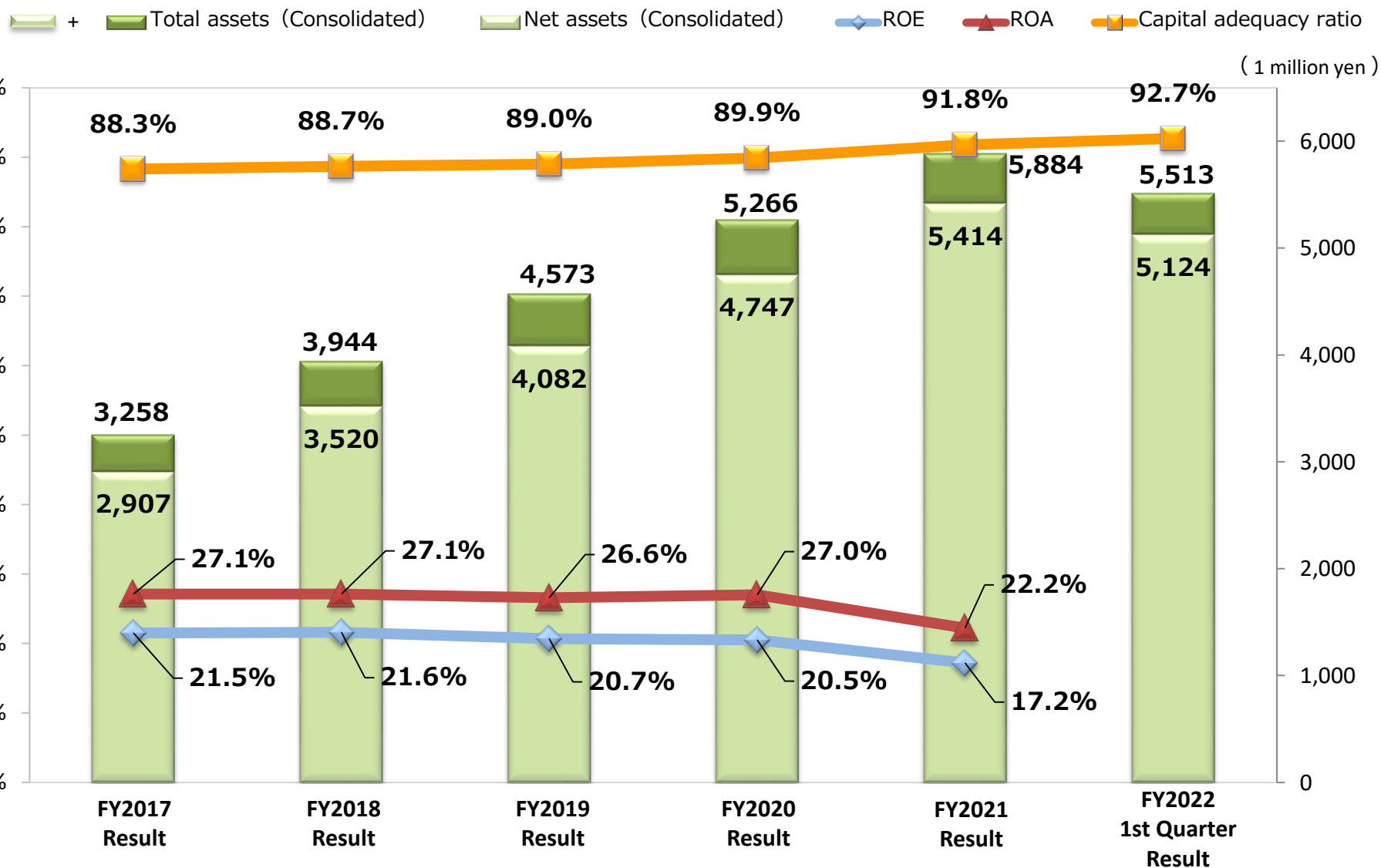
Net income*

(1 million yen)



Note 1) Quarterly net income attributable to owners of parent

Capital Position (ROE and ROA, etc.)



Precautions on handling of this document

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This document is prepared with care to ensure accuracy, but is not guaranteed to be complete. We are not responsible for any damage or damage caused by the information in this document.

The performance forecasts and future forecasts contained in this document were determined by the Company based on information available at the time of preparation of this document, and include potential risks and uncertainties. As a result, actual results may differ materially from the forward-looking statements referred to or described in the forward-looking statements due to various factors, including changes in the business environment.

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