

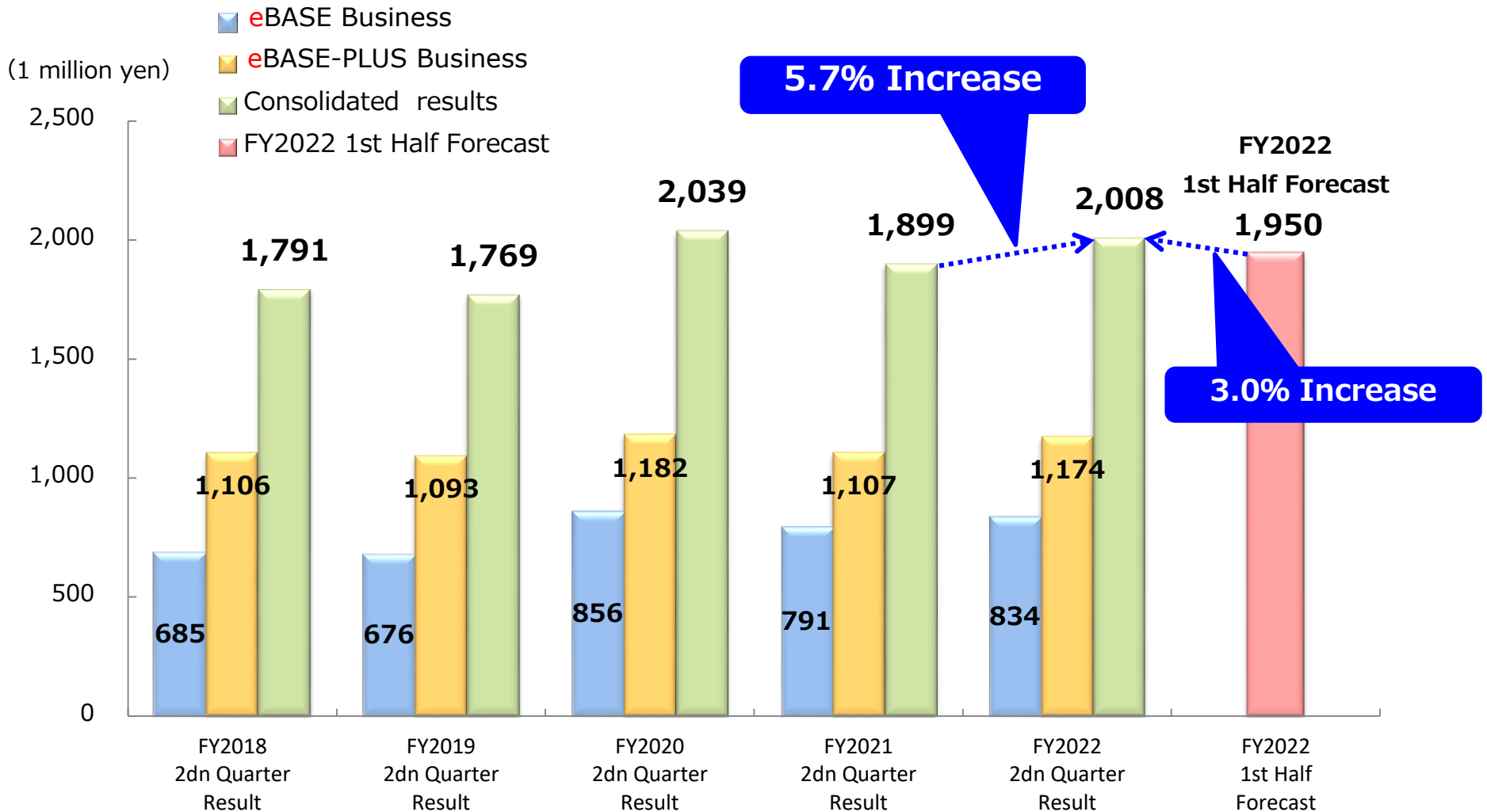
FY2022 2nd Quarter Financial Results and Business reports

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.

FY2022/2Q Consolidated Net Sales



Note 1) Intersegment transactions are eliminated.

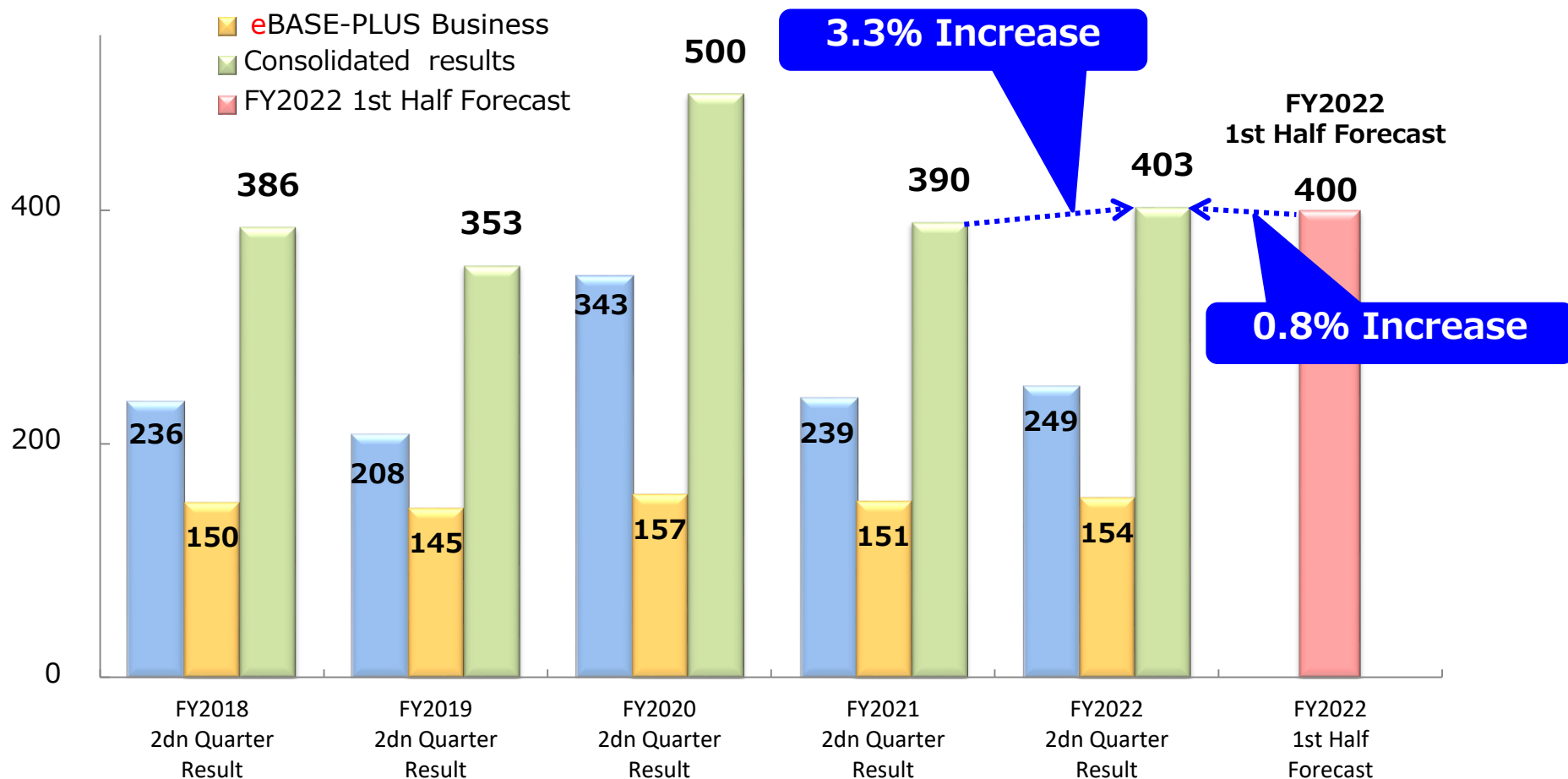
FY2022/2Q Consolidated Ordinary Income

(1 million yen) ■ eBASE Business

■ eBASE-PLUS Business

■ Consolidated results

■ FY2022 1st Half Forecast



Note 1) Intersegment transactions are eliminated.

Transition of Consolidated Balance Sheet for FY2022/2Q

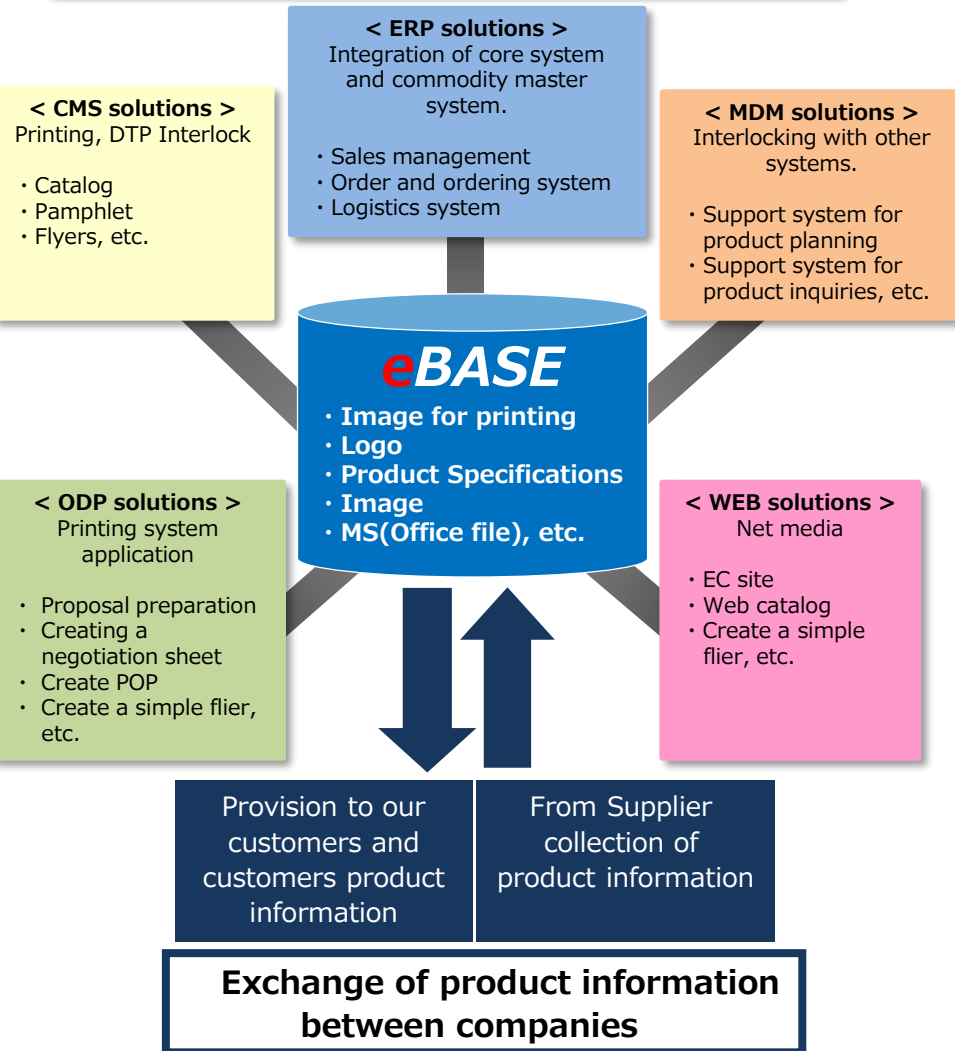
(1 million yen)

	FY2018 2dn Quarter Result	FY2019 2dn Quarter Result	FY2020 2dn Quarter Result	FY2021 2dn Quarter Result	FY2022 2nd Quarter Result
Net sales (eBASE Business) (eBASE-PLUS Business) (Intersegment transactions)	1,791 (685) (1,108) (-2)	1,769 (676) (1,099) (-6)	2,039 (856) (1,188) (-5)	1,899 (791) (1,109) (-1)	2,008 (834) (1,175) (-1)
Operating Income	373	337	481	374	406
Ordinary income (eBASE Business) (eBASE-PLUS Business) (Intersegment transactions)	386 (236) (150) (-)	353 (208) (146) (-0)	500 (343) (156) (0)	390 (239) (151) (0)	403 (249) (154) (0)
Net income*	259	242	343	267	277

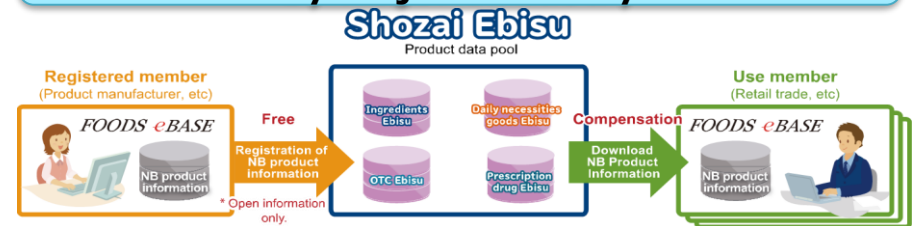
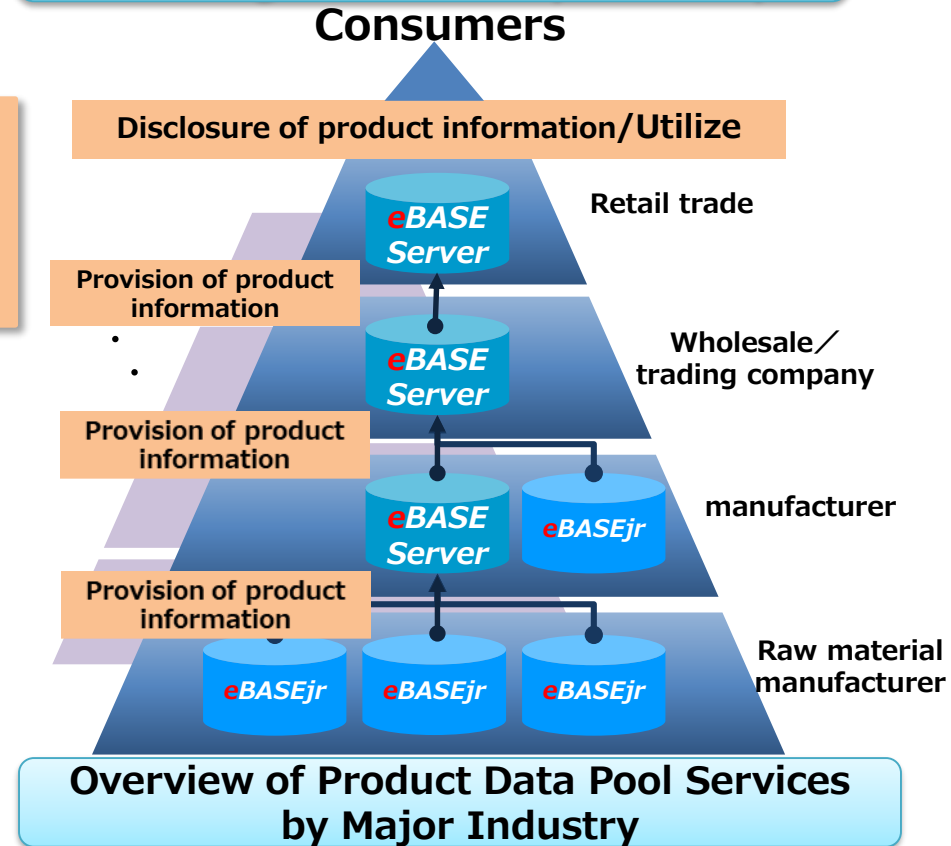
	As of March. 31, 2021	As of September. 30, 2021	Increase/ Decrease	* Quarterly net income attributable to owners of parent.
Current assets	4,471	4,465	-5	Cash and deposits +168, Notes and accounts receivable - trade, and contract assets -190
Fixed assets	1,413	1,312	-100	
(Property, plant and equipment+Intangible assets)	(82)	(127)	(44)	
(Other assets)	(1,330)	(1,185)	(-145)	Investment securities -154
Total assets	5,884	5,778	-106	
Current liabilities	470	434	-35	Income taxes payable -64
Total liabilities	470	434	-35	
Total shareholder's equity	5,363	5,280	-82	Retained earnings -85, Cumulative impact of applying revenue recognition accounting standards, etc. -100 (Dividend payment -262, Net income* +277)
Subscription rights to shares	10	11	0	
Total net assets	5,414	5,343	-70	
Total liabilities and net assets	5,884	5,778	-106	

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&OMO 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

(Retail company DX / OMO / Marketing)

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)

Group of consumer apps that use product data

eShoku Navi, eShoku Quiz, eShoku Catalog,
eShoku Flyer, eShoku Recipe, Inbound support ,
Drugstore Navi ...

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

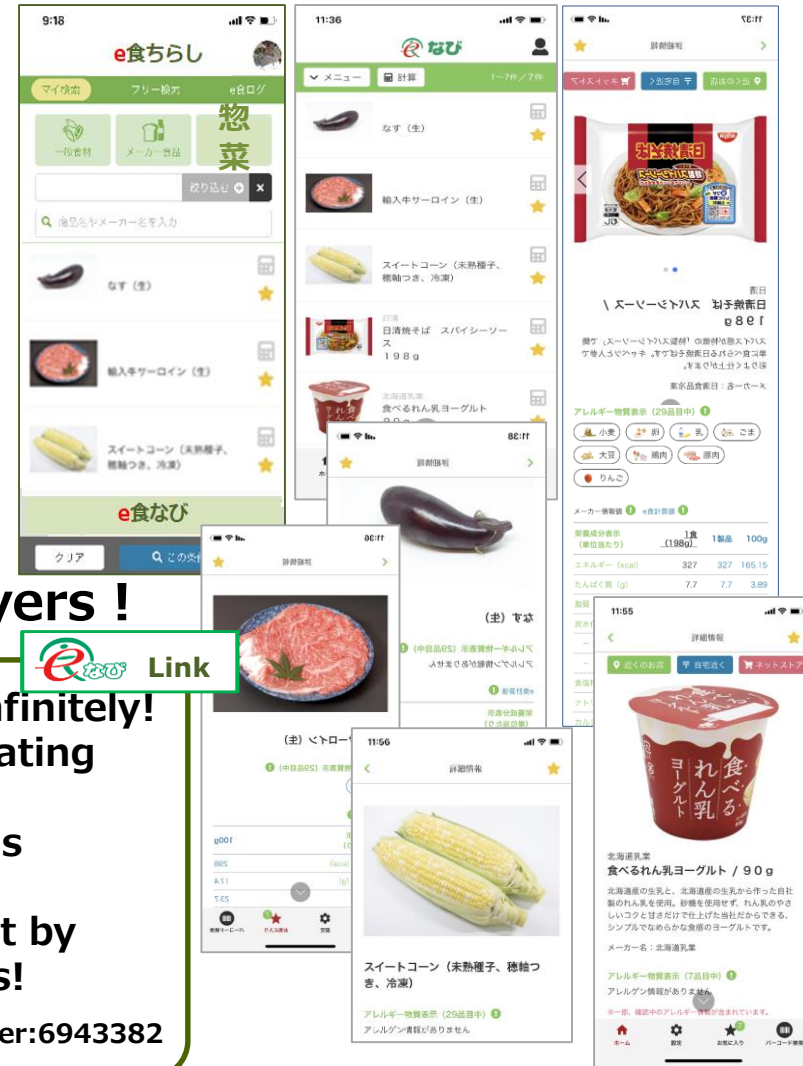
Patent Number:6943382

To Personal Profile Business

Focus on sales promotion DX & OMO for retail companies (BtoBtoC)

※OMO=Online Merges with Offline

"eShoku Flyer" will guide from paper flyers to electronic flyers!



An auxiliary medium to link the paper flyers !

- The paper size limit of the flyer can be expanded infinitely!
- Able to provide health information in consumers' eating habits!
- Can provide useful functions for consumers, such as shopping lists!
- With the consumers' browsing history management by product, it's possible to measure the effect of flyers!
- Lead to online membership!

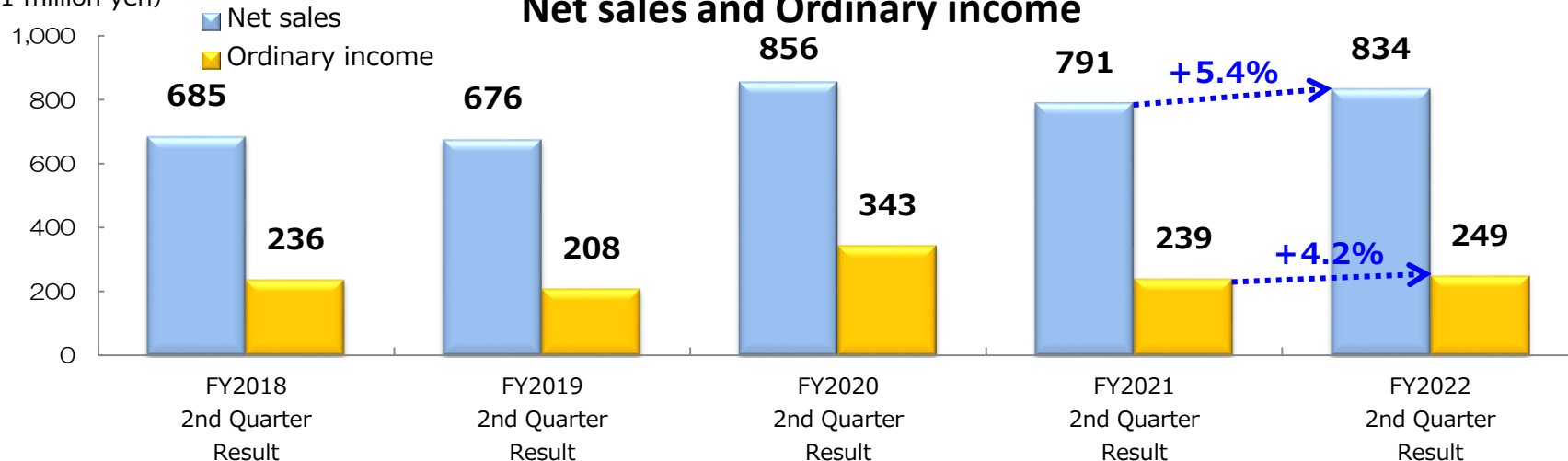
Patent Number:6943382

FY2022/2Q Results by Segment / eBASE Business

eBASE Business (Packaged software business)

(1 million yen)

Net sales and Ordinary income



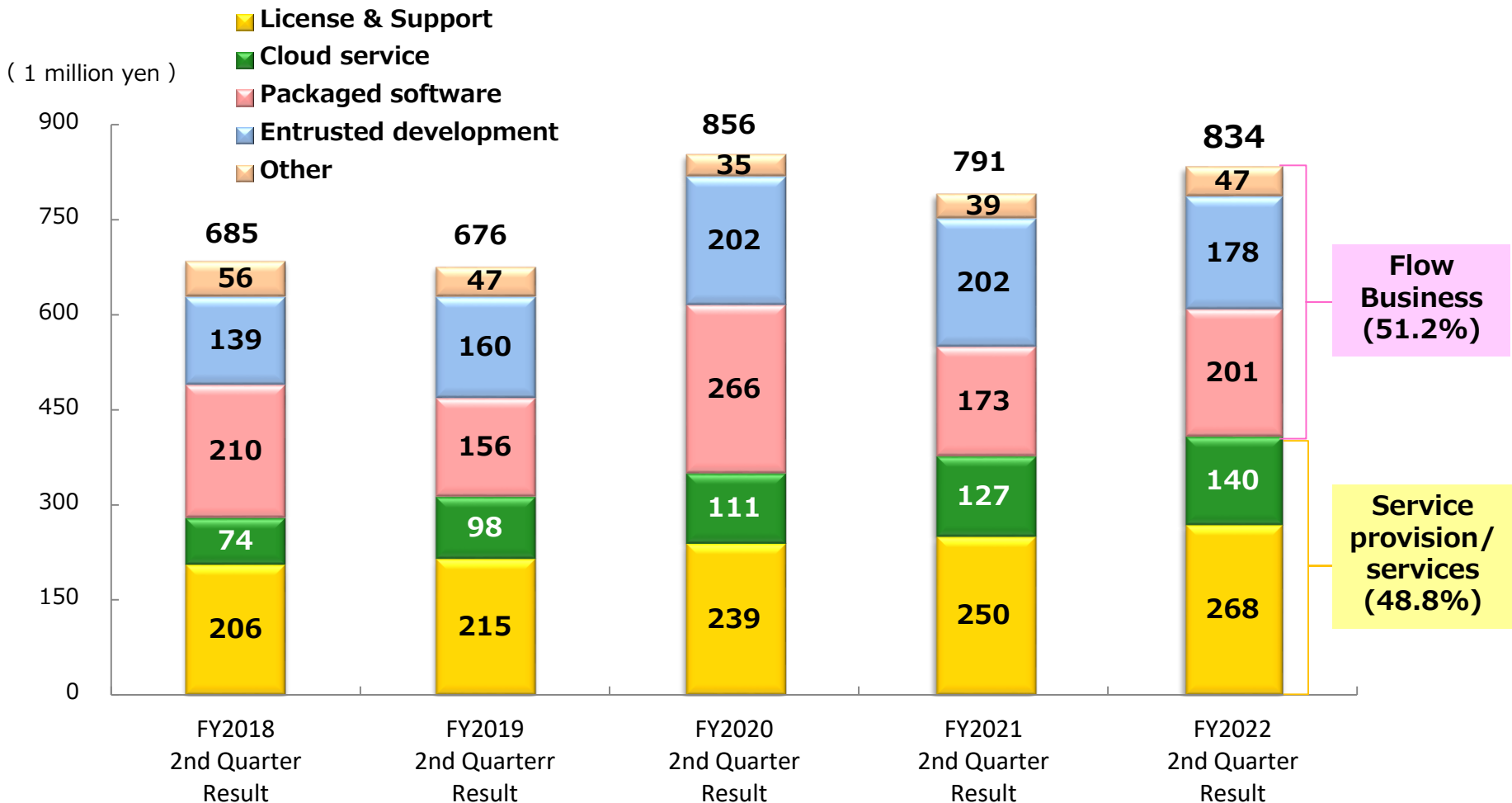
Summary

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

- BtoBtoC model sales promotion support services for food retailers, continued to promote and expand sales of "eShoku Catalog", "eShoku Flyer" and "eShoku Navi".
- The Food company adopted the "eShoku Catalog for Makers" using the contents of "Shokuzai Ebisu" and started its operation.
- Development and release of "Drugstore Navi" a multilingual product information search service.
- The increased burden of dealing with the COVID 19 on many of our clients in various industry businesses has caused postponement of projects and delays in progress.

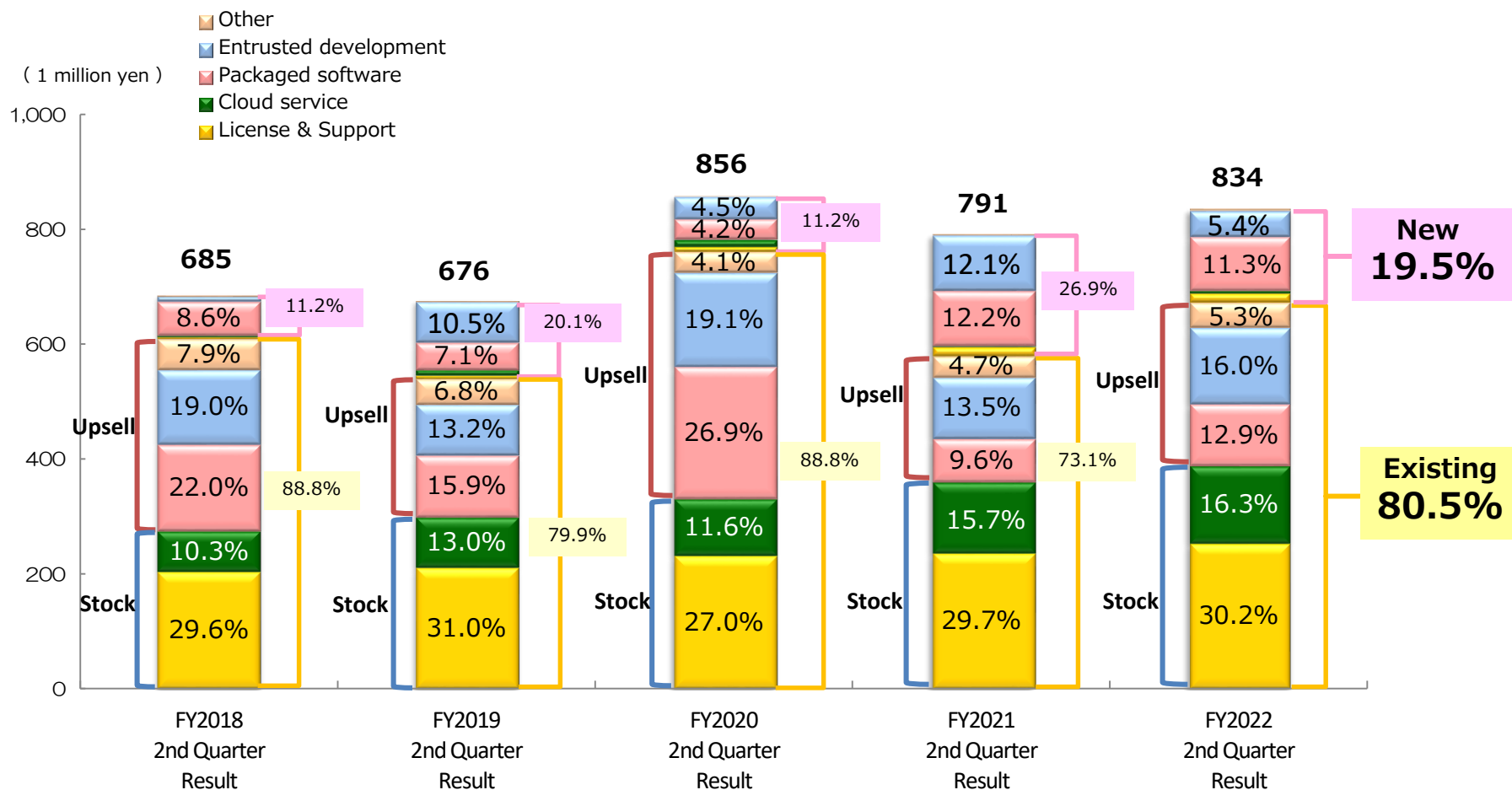
FY2022/2Q Results by Segment / eBASE Business

Sales results by type



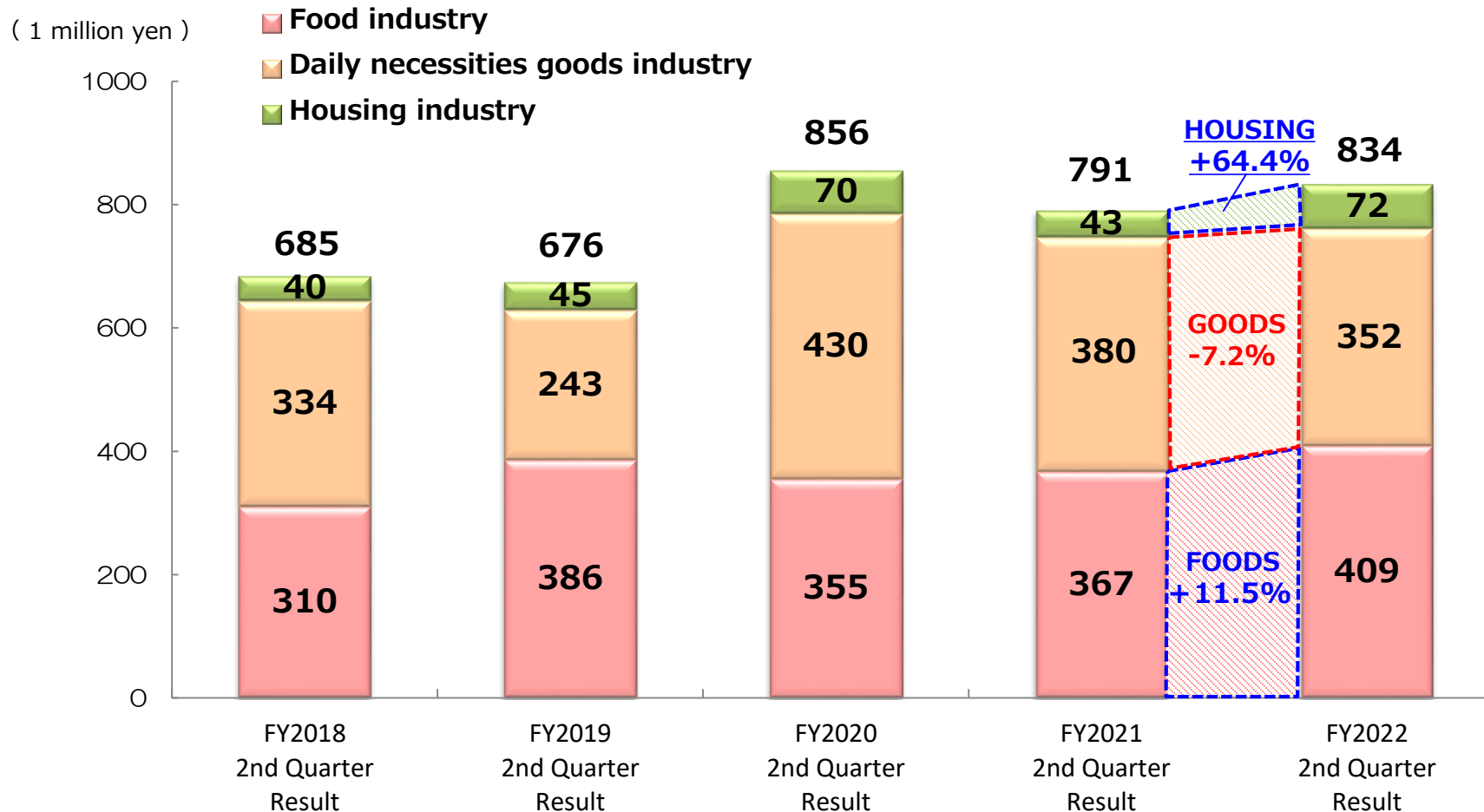
FY2022/2Q Results by Segment / eBASE Business

Sales results by new and existing



Note 1) Figures less than 3% are omitted.

Sales Results by Industry



FY2022/2Q Results by Segment / eBASE Business

Food industry

Policies for this fiscal year and their progress

FY2022 Result Policies

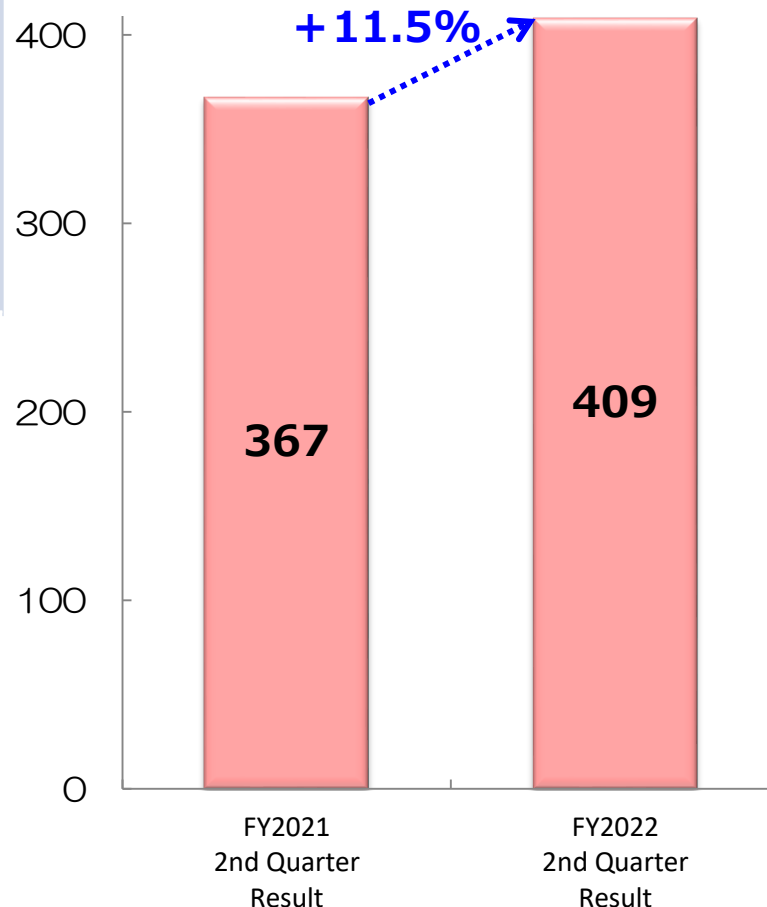
- Continuous promotion the current business model "FOODS eBASE".
- Continuous promotion the de facto of the product data pooling service "Shokuzai Ebisu" and strengthen sales promotion.
- Expand into the "BtoBtoC model" through smartphone app for consumers (e.g., eShoku Navi).
- Development of various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

Its progress

- Sales results (2Q) : 409 millions yen
- With the increase in demand for online supermarkets and e-commerce sites, inquiries from e-commerce site operators and web service providers are increasing for "Shokuzai Ebisu".
- Developed and released a function that consumers to create their own original cooking recipes (My Recipe) using cooking recipes, manufacturer foods, and general food ingredients registered in "eShoku Navi".
- Business meeting with collaborative partners such as food retailers and IT service vendors are on the rise.
- Net sales increased year-on-year.

Food industry Sales result (year on year)

(1 million yen)



FY2022/2Q 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.

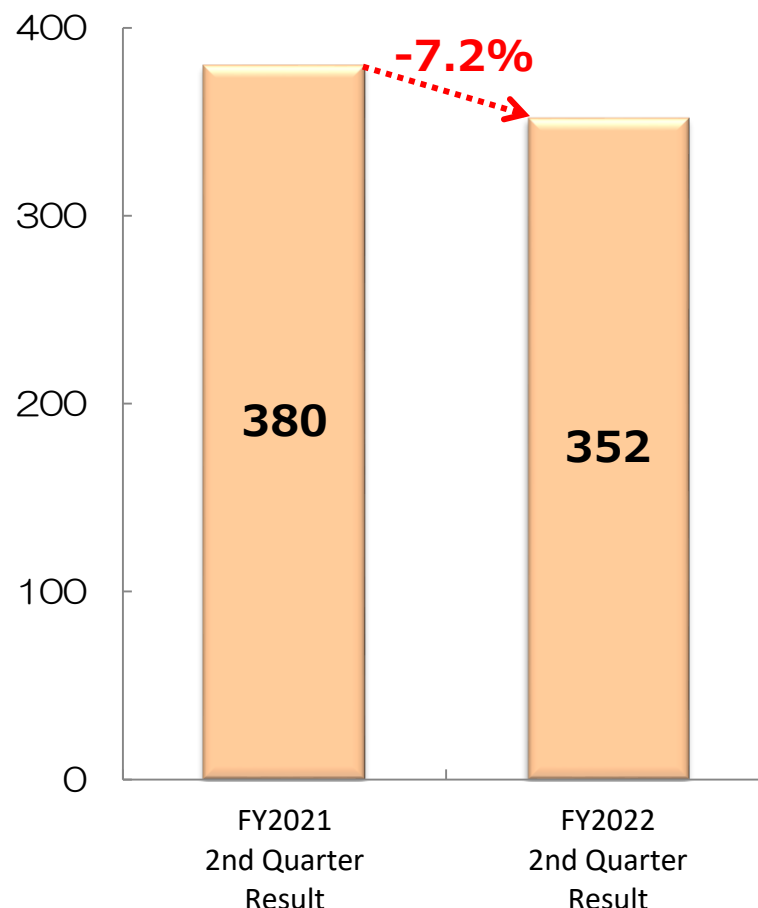
Its progress

- Sales results (2Q) : 352 millions yen
- Focus on sales promotion of "Nichizatsu Ebisu".
- The detailed product information management system for daily necessities manufacturers "eB-goods(R)", introduced to an existing customer for replacement, and a new customer was informally introduced.
- Development and release of "Drugstore Navi" a multilingual product information search service.
- Net sales decreased year-on-year due to delays in business negotiations and project progress.

Daily necessities goods industry

Sales result (year on year)

(1 million yen)



FY2022/2Q 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.

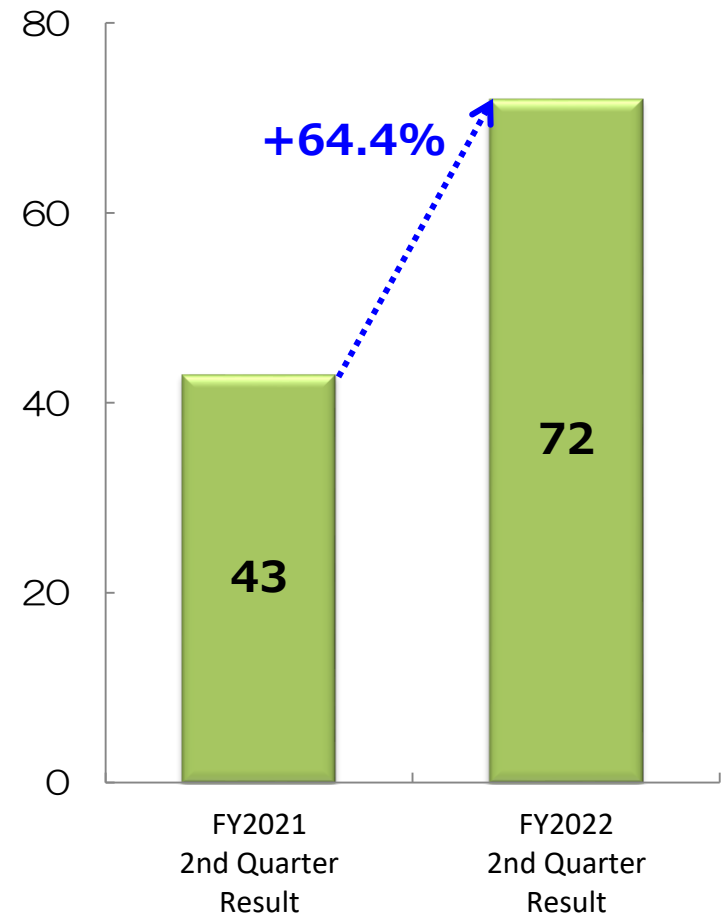
Its progress

- Sales results (2Q) : 72 millions yen
- "Jutaku Ebisu" which is used by major house building company, another new major house building company have started to use the system, promoting its spread.
- The new product information disclosure service using "Jutaku Ebisu" is now in production.
- Although the delay in progress is prolonged due to a decrease in the number of meetings for projects that are still under consideration, the number of additional repair projects for existing customers increased.
- Net sales increased year-on-year.

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

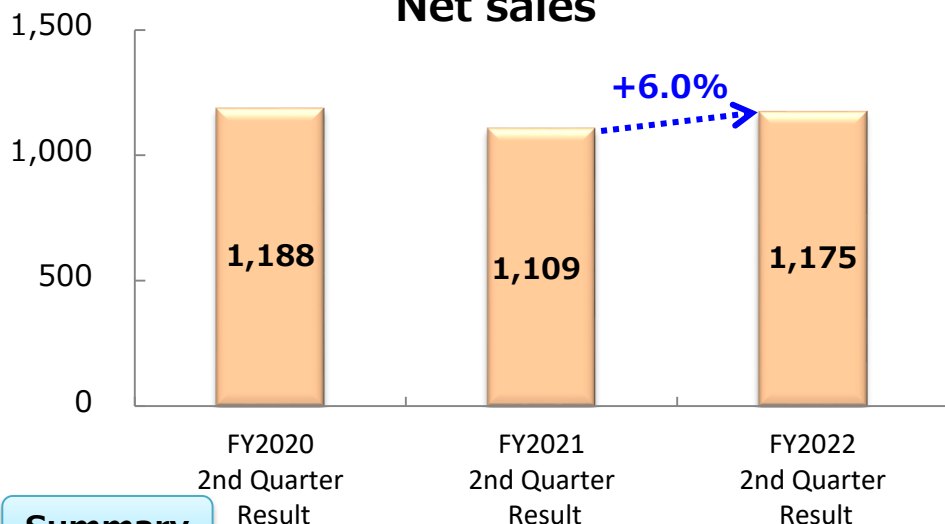
Help desk from primary support to secondary support that requires technical skills.

FY2022/2Q Results by Segment / eBASE-PLUS Business

eBASE-PLUS Business (IT Outsourcing Business)

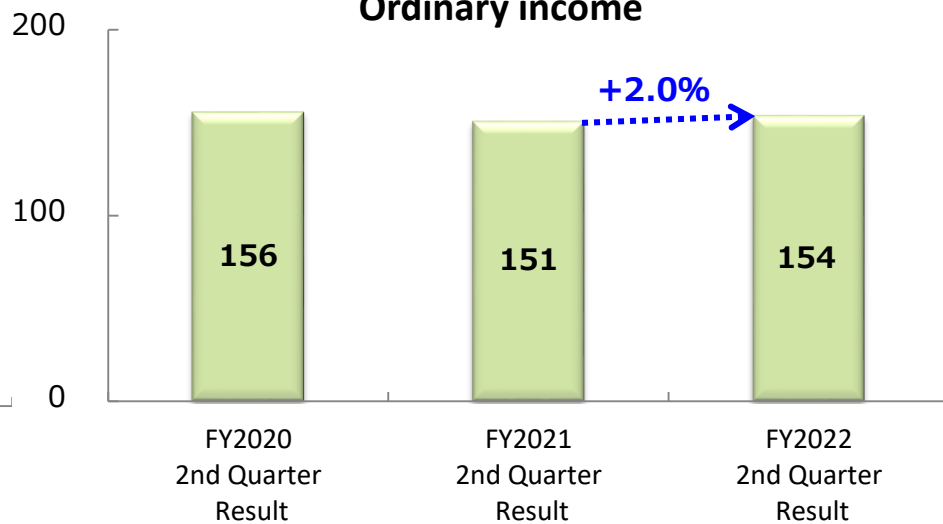
(1 million yen)

Net sales



(1 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.

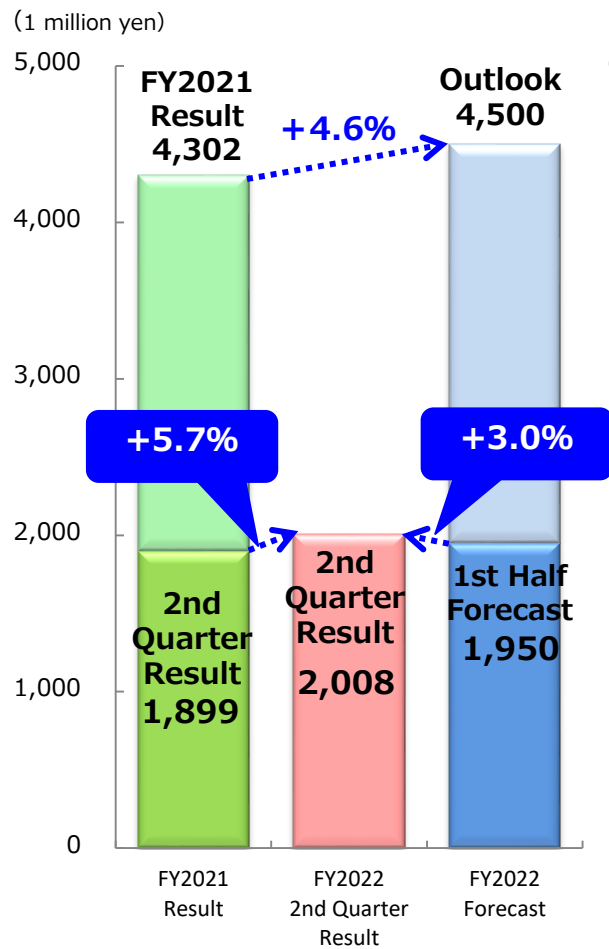
Its progress

- Sales results (2Q) : 1,175 millions yen (Increased)
- Profit results (2Q) : 154 millions yen (Increased)
- Focus on acquiring projects that meet customer needs.
- Focus on utilizing business partners.
- Due to delays in the development of projects that have been ongoing since the previous fiscal year and other factors, there was a temporary increase in utilization, net sales increased year-on-year.
- Ordinary income increased slightly due to the recording of investment business association investment loss.

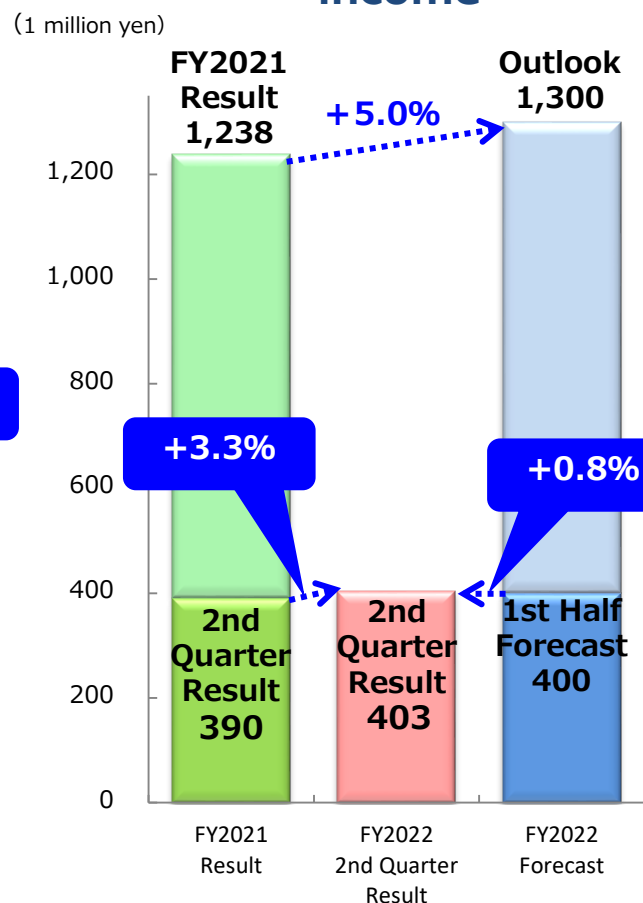
Year ended March 2022 Earnings forecasts

■ FY2021 2nd Quarter Result
 ■ FY2021 Result
 ■ FY2022 2nd Quarter Result
 ■ FY2022 1st Half Forecast
 ■ FY2022 Forecast

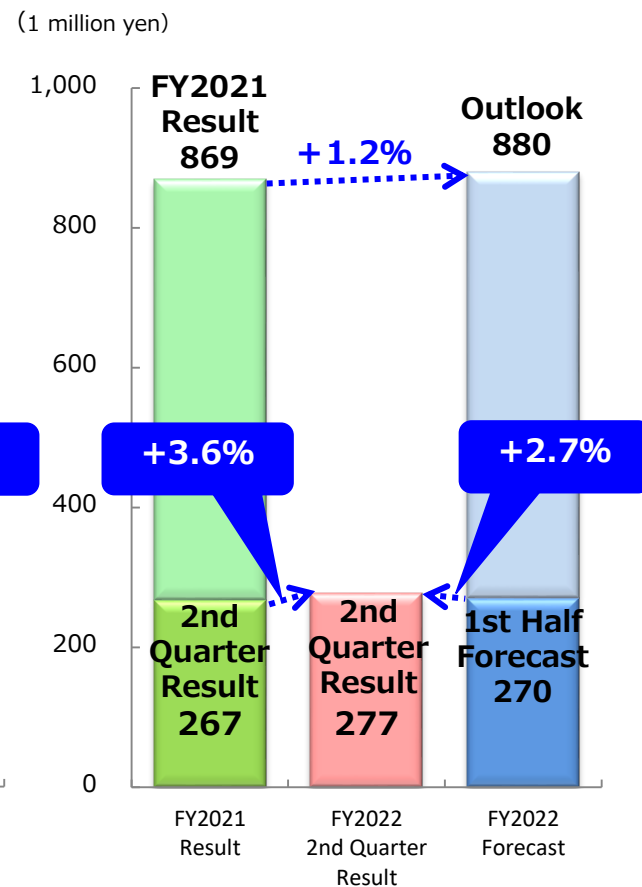
Net sales



Ordinary income

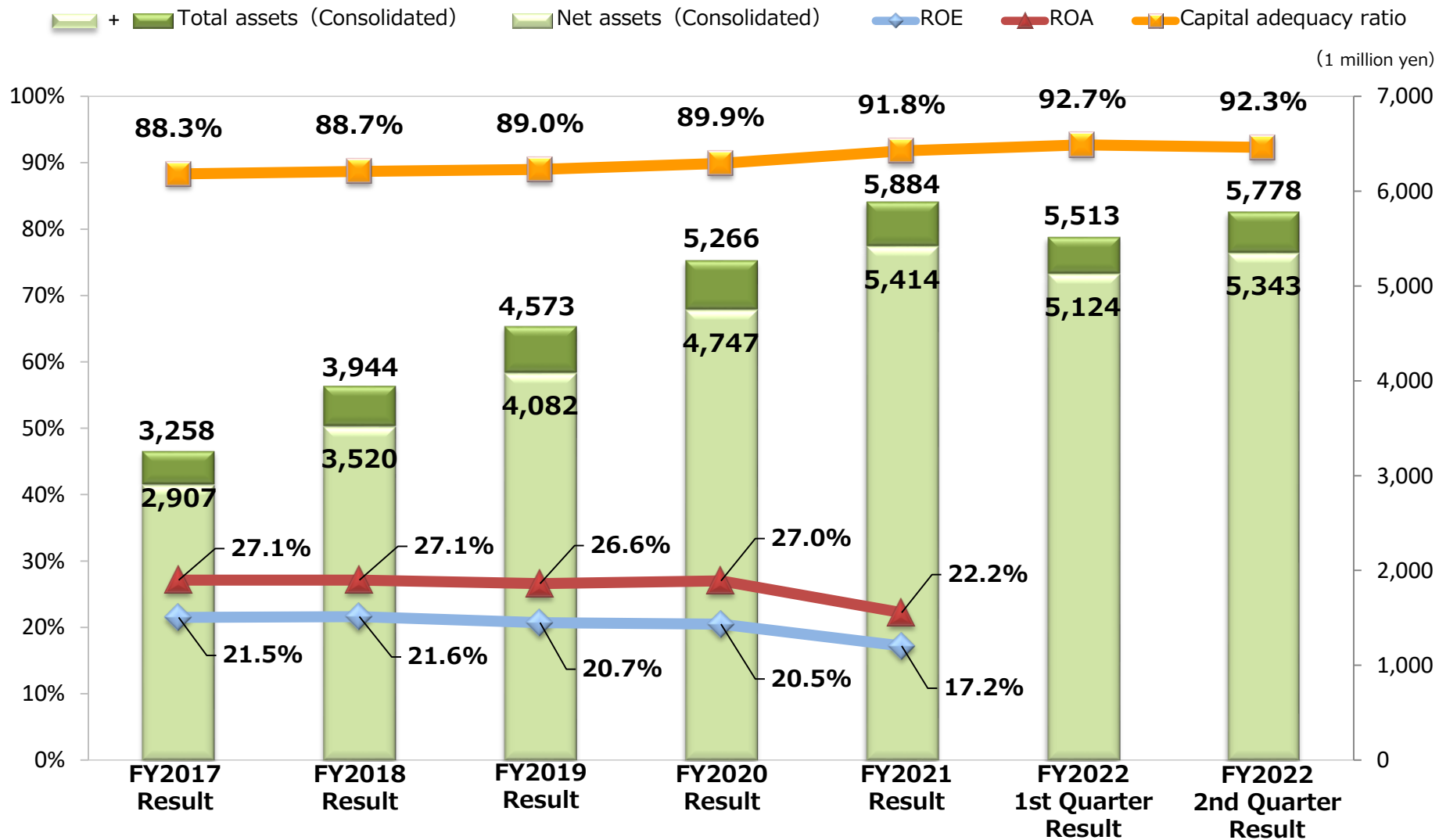


Net income*



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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