

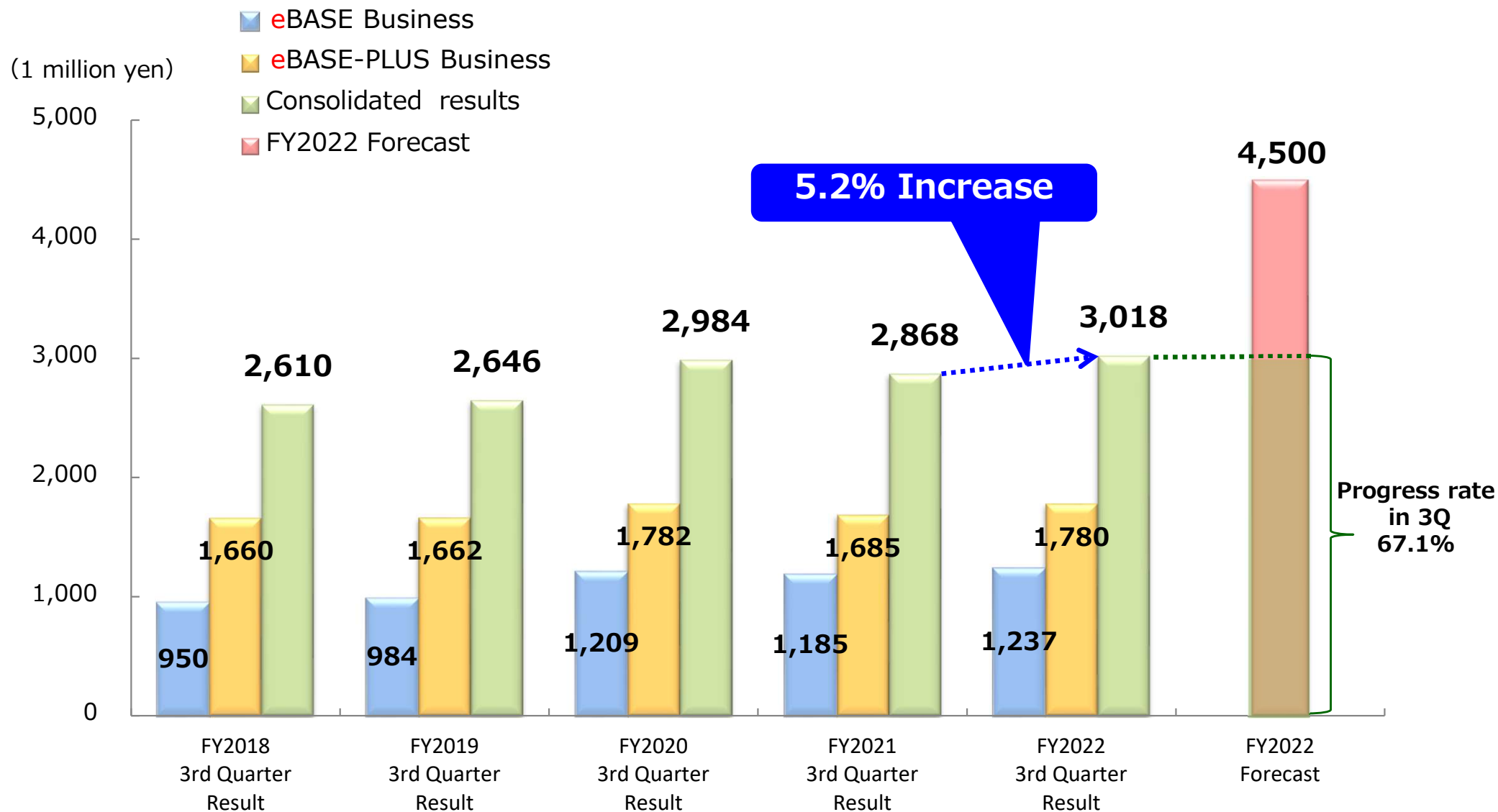
FY2022 3rd Quarter Financial Results and Business reports

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.

FY2022/3Q Consolidated Net Sales

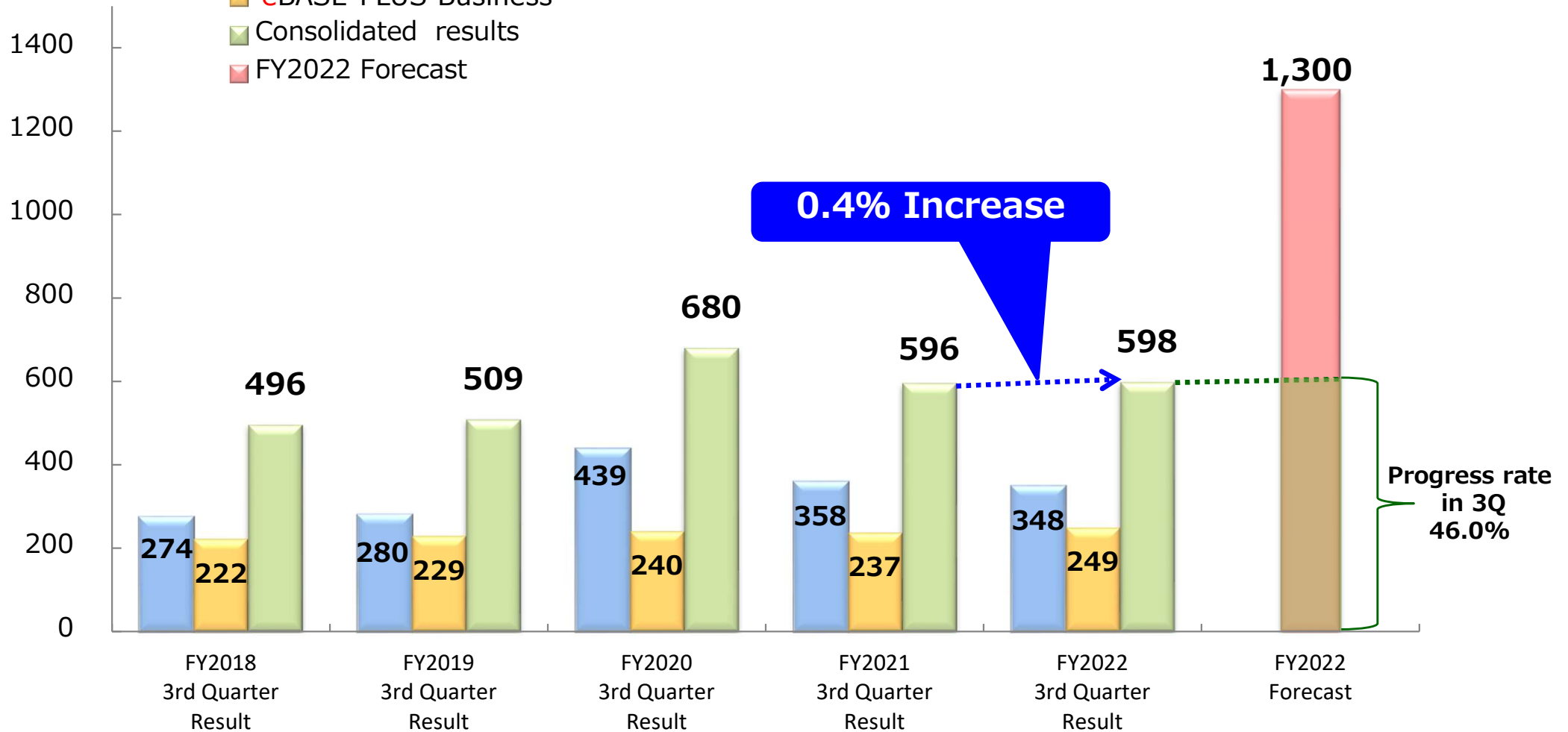


Note 1) Intersegment transactions are eliminated.

FY2022/3Q Consolidated Ordinary Income

(1 million yen)

- eBASE Business
- eBASE-PLUS Business
- Consolidated results
- FY2022 Forecast



Note 1) Intersegment transactions are eliminated.

Transition of Consolidated Balance Sheet for FY2022/3Q

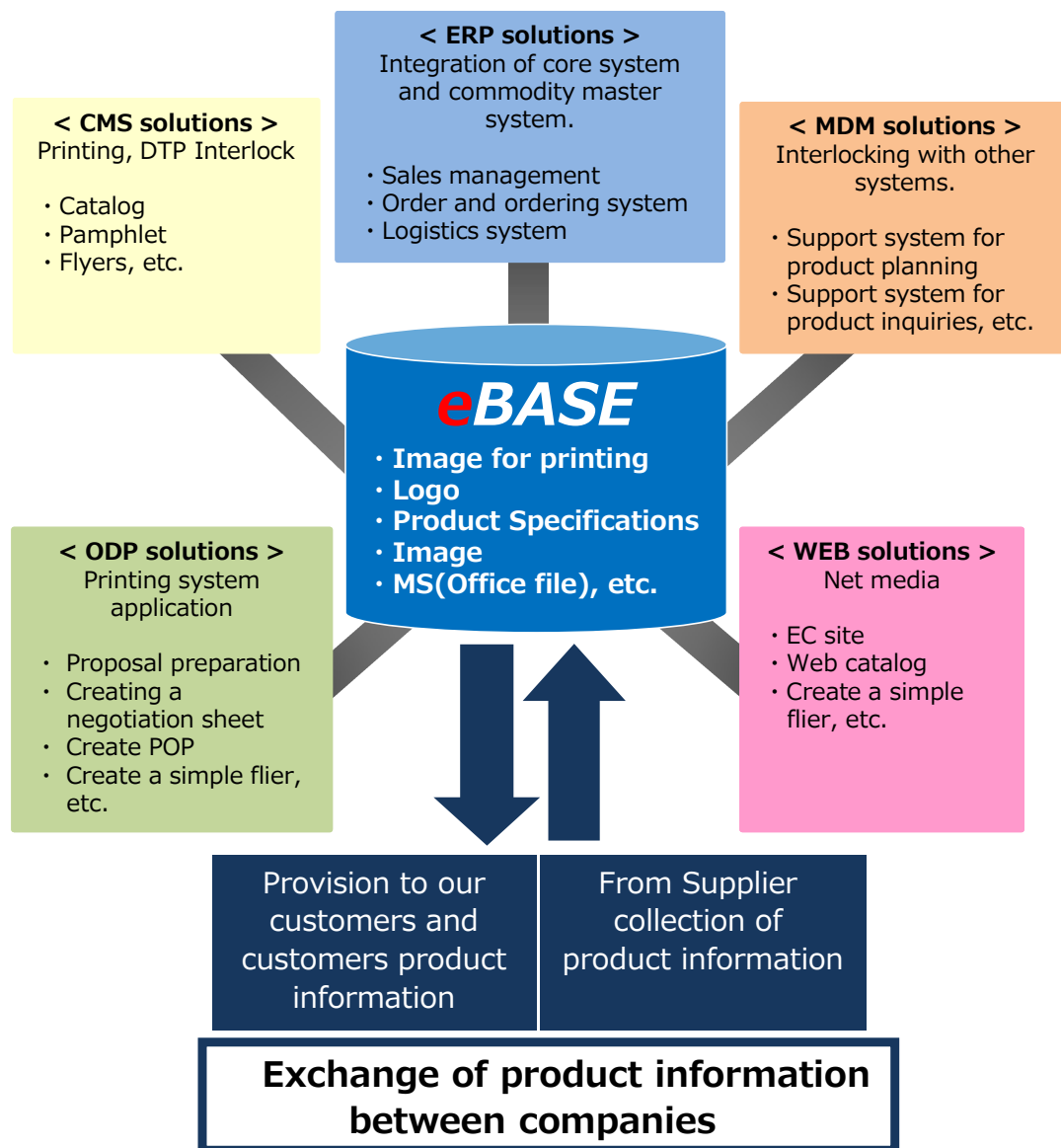
(1 million yen)

	FY2018 3rd Quarter Result	FY2019 3rd Quarter Result	FY2020 3rd Quarter Result	FY2021 3rd Quarter Result	FY2022 3rd Quarter Result
Net sales	2,610	2,646	2,984	2,868	3,018
(eBASE Business)	(950)	(984)	(1,209)	(1,185)	(1,237)
(eBASE-PLUS Business)	(1,663)	(1,670)	(1,782)	(1,685)	(1,782)
(Intersegment transactions)	(-3)	(-8)	(-7)	(-2)	(-2)
Operating Income	481	487	652	575	598
Ordinary income	497	509	680	596	598
(eBASE Business)	(274)	(280)	(439)	(358)	(348)
(eBASE-PLUS Business)	(222)	(230)	(240)	(237)	(249)
(Intersegment transactions)	(-)	(-1)	(0)	(0)	(0)
Net income*	332	348	464	409	410

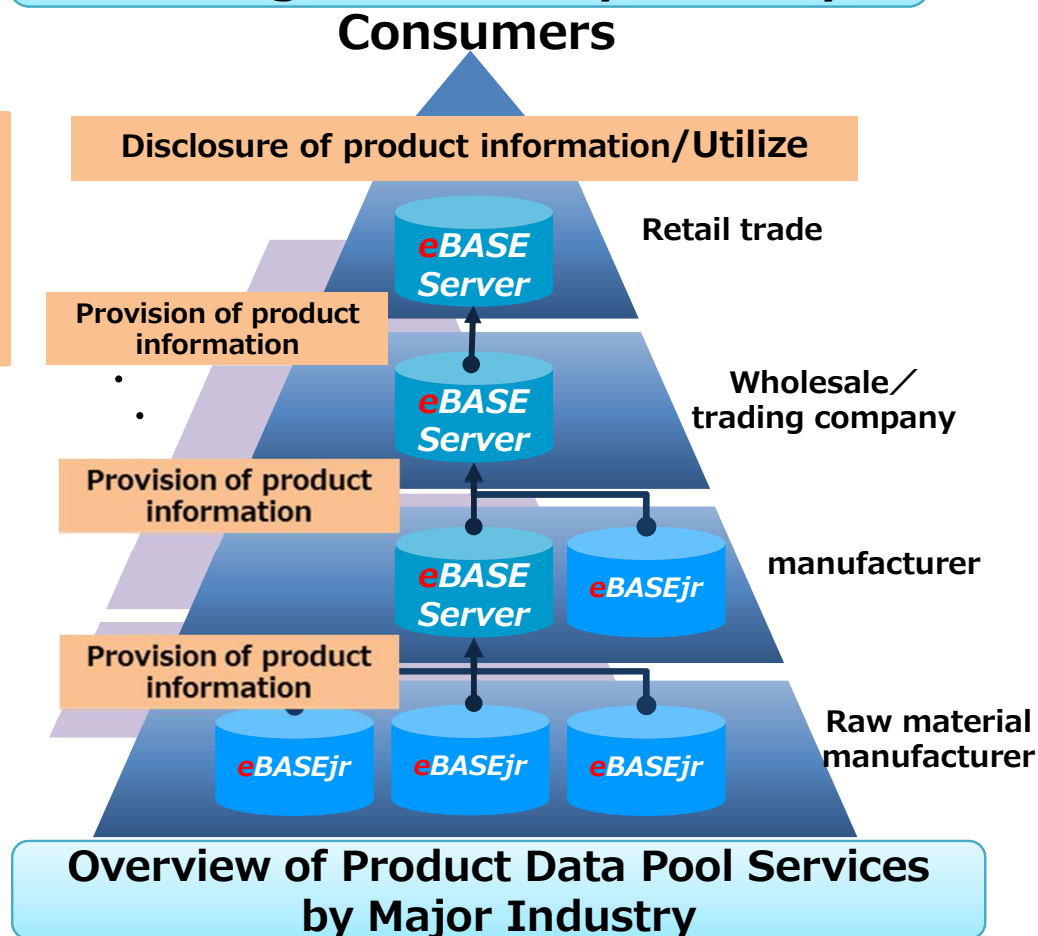
	As of March. 31, 2021	As of December 31, 2021	Increase/ Decrease	* Quarterly net income attributable to owners of parent.
Current assets	4,471	4,445	- 25	Cash and deposits +155, Notes and accounts receivable - trade, and contract assets -228
Fixed assets	1,413	1,422	9	
(Property, plant and quipment+Intangible assets)	(82)	(127)	(44)	Building +17, land +18
(Other assets)	(1,330)	(1,295)	(- 35)	Investment securities -48
Total assets	5,884	5,868	- 16	
Current liabilities	470	384	- 85	Income taxes payable -165
Total liabilities	470	385	- 85	
Total shareholder's equity	5,363	5,414	50	Retained earnings +47, Cumulative impact of applying revenue recognition accounting standards, etc. -100 (Dividend payment -262, Net income* +410)
Subscription rights to shares	10	11	0	
Total net assets	5,414	5,482	68	
Total liabilities and net assets	5,884	5,868	- 16	

Overview of eBASE Business

Overview of eBASE integrated product database



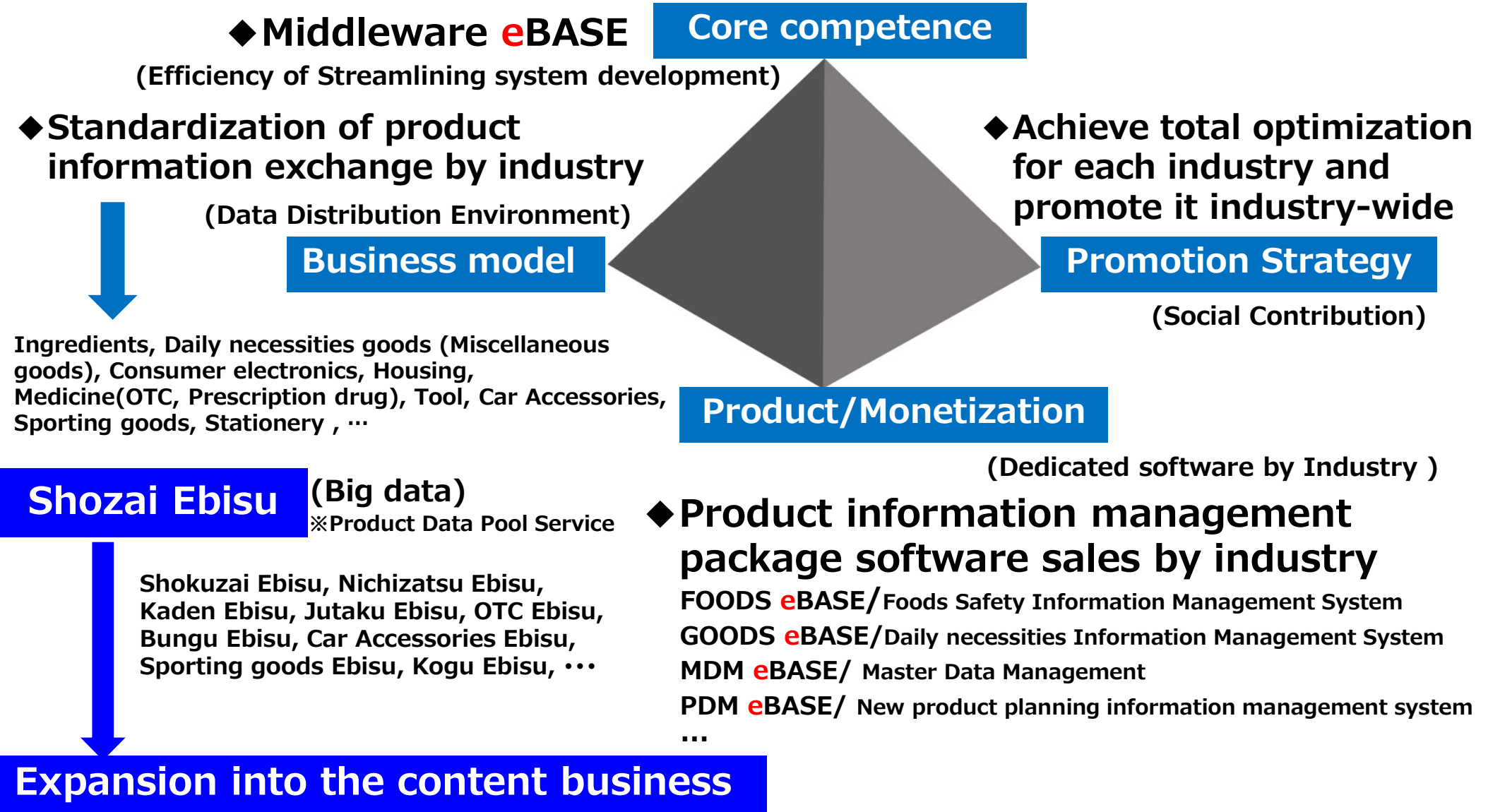
Outline of product information exchange services by industry



Overview of Product Data Pool Services by Major Industry



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



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

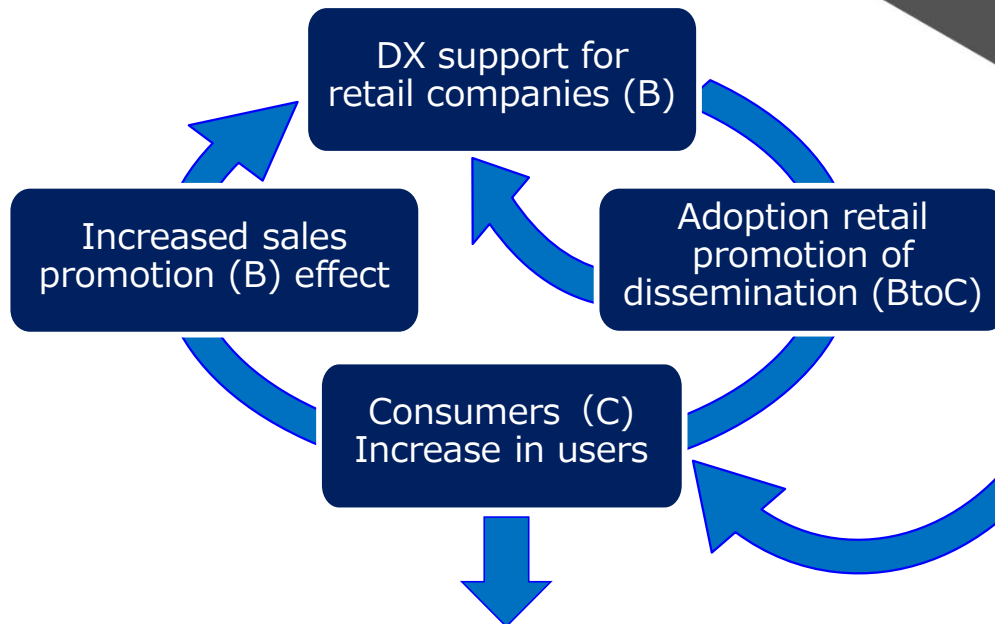
◆ BtoBtoC Model

Business model

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

Promotion Strategy

(Retail company DX / OMO / Marketing)



Product/Monetization (Consumers needs)

Group of consumer apps that use product data

eShoku Navi, eShoku Quiz, eShoku Catalog,
eShoku Chirashi, eShoku Recipe, Drugstore Navi,
eSumai 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

Promotion of Living Life DX&OMO "eSumai Navi"(BtoBtoC)

※OMO=Online Merges with Offline

Search and register My Equipment from the Housing Equipment DB



My Equipment List

Product information

Manuals

Search

My Equipment

Housing Equipment DB

Product information / Manuals / +pamphlets

- Housing equipment, building materials
- Home appliances, tools, etc

The house maker has registered the new equipment!

You can quickly find our equipment manual!

Later, you can search for and additionally register purchased home appliances!
I want you to register automatically!

Purchase receipts and warranty cards can also be taken and managed.

Home appliance check to be purchased Product information, instruction manual, pamphlet



Browse the manual by turning pages! It's a little small on a smartphone, but ... Easy to see on PCs and tablets!

You can search for characters in the manual, so it's easy to find!

You can easily check the product specifications



Kaden Ebisu

Jutaku Ebisu

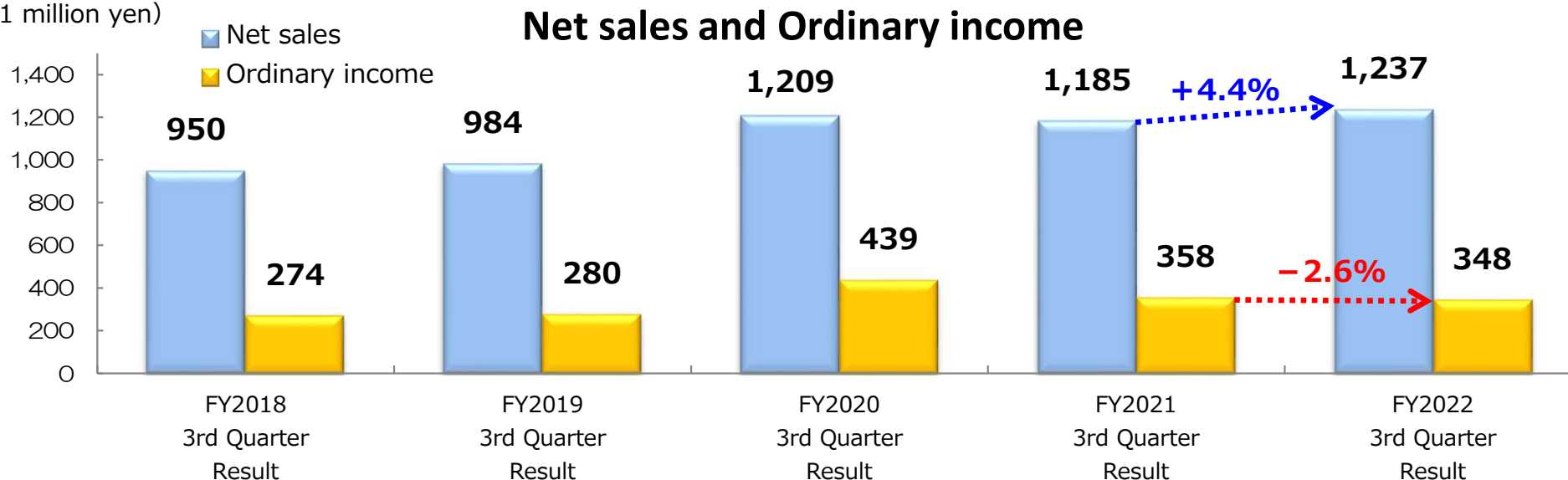
Retail company / House maker

eBASE

FY2022/3Q Results by Segment / eBASE Business

eBASE Business (Packaged software business)

(1 million yen)



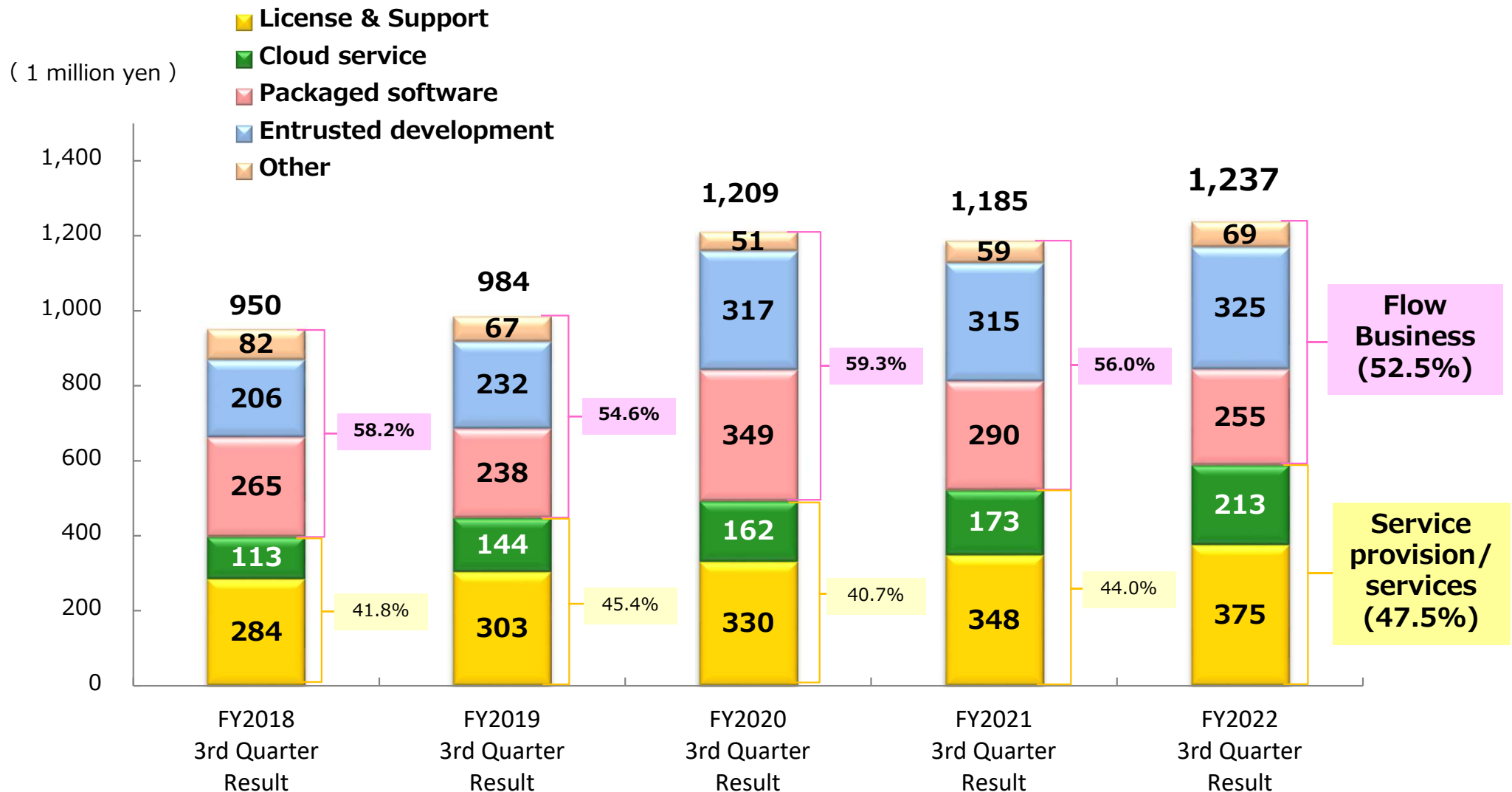
Summary

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

- Received an order for sales promotion support service "eShoku Catalog" of the BtoBtoC model of food retailers for EC sites.
- We continued to propose "FOODS eBASE" and received new large orders from supermarkets, convenience stores, and wholesalers (trading companies).
- The number of new inquiries from the drugstore industry, whose sales expansion has been stagnant, and the number of additional sales proposals to existing customers are gradually recovering.
- In the Daily necessities goods industry, some large projects have had unexpectedly high workloads, which keeps negotiations delayed and stagnant.
- As the first step of the BtoBtoC model centered on the housing and home appliances industry, we have developed and released "eSumai Navi" that can manage home appliance-related product information such as housing and home appliances, instruction manuals, and pamphlets.
- A major housing manufacturer has started producing information disclosure for customers using "Jutaku Ebisu" and "eSumai Navi".

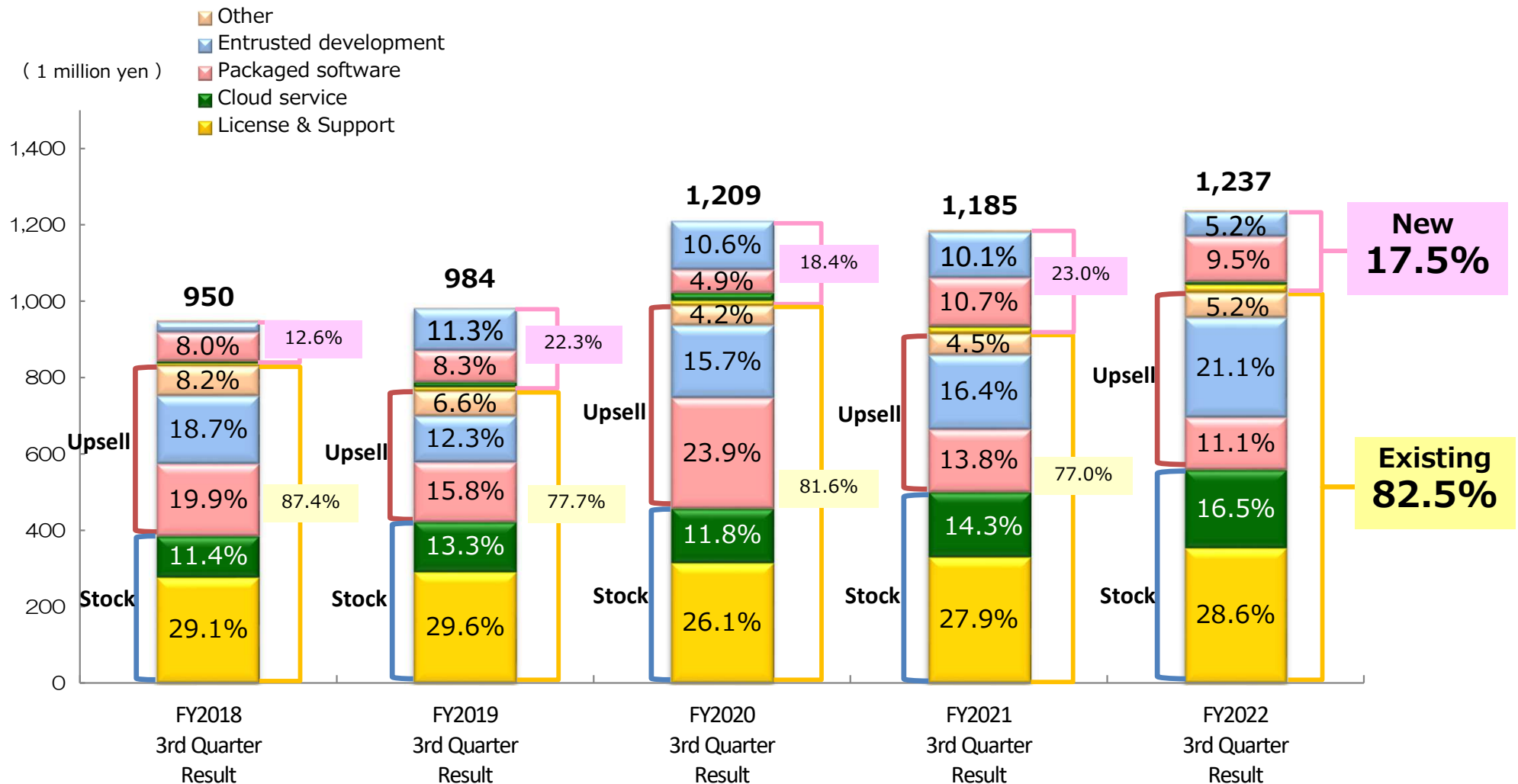
FY2022/3Q Results by Segment / eBASE Business

Sales results by type



FY2022/3Q Results by Segment / eBASE Business

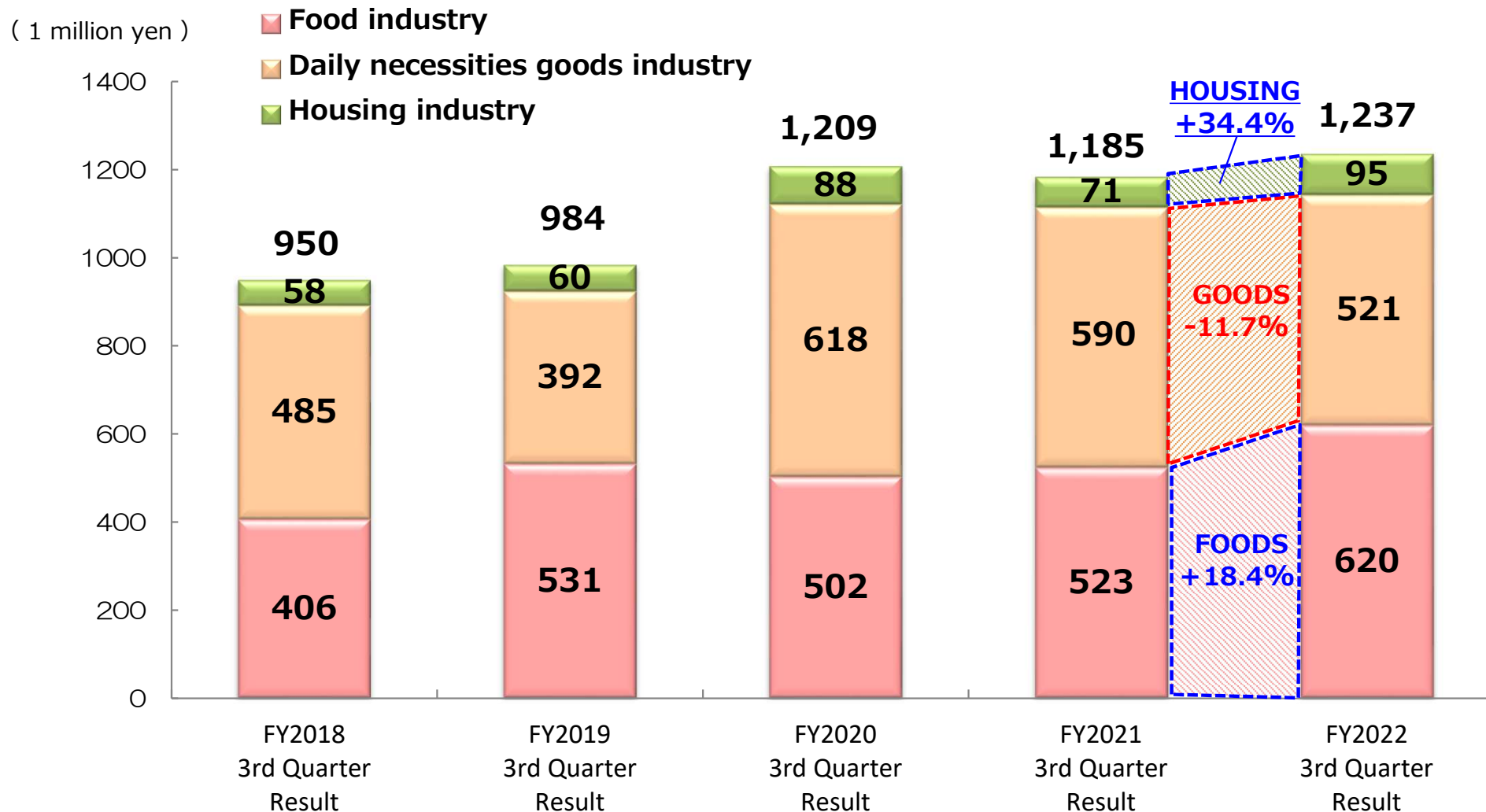
Sales results by new and existing



Note 1) Figures less than 3% are omitted.

FY2022/3Q Results by Segment / eBASE Business

Sales Results by Industry



FY2022/3Q Results by Segment / eBASE Business

Food industry

Policies for this fiscal year and their progress

FY2022 Result Policies

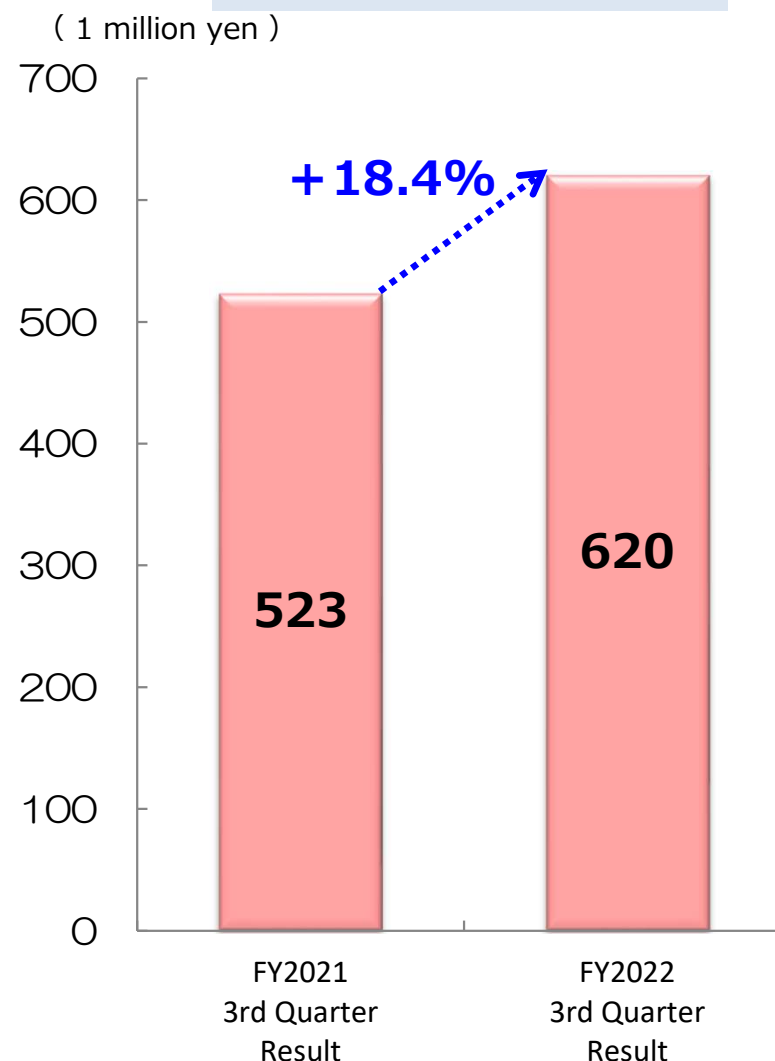
- Continuous promotion the current business model "FOODS eBASE".
- Continuous promotion the de facto of the product data pooling service "Shokuzai Ebisu" and strengthen sales promotion.
- Expand into the "BtoBtoC model" through smartphone app for consumers (e.g., eShoku Navi).
- Development of various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

Its progress

- Sales results (3Q) : 620 millions yen
- Received an order for sales promotion support service "eShoku Catalog" of the BtoBtoC model of food retailers for EC sites.
- We continued to propose "FOODS eBASE" and received new large orders from supermarkets, convenience stores, and wholesalers (trading companies).
- In order to spread the OMO environment as quickly as possible, we have started a project with a printing company as a sales partner to expand the sales of "eShoku Chirashi".
- Participated in a joint project with LINE / Microsoft to support DX in the retail industry.
- Net sales increased year-on-year.

Food industry

Sales result (year on year)



FY2022/3Q 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.

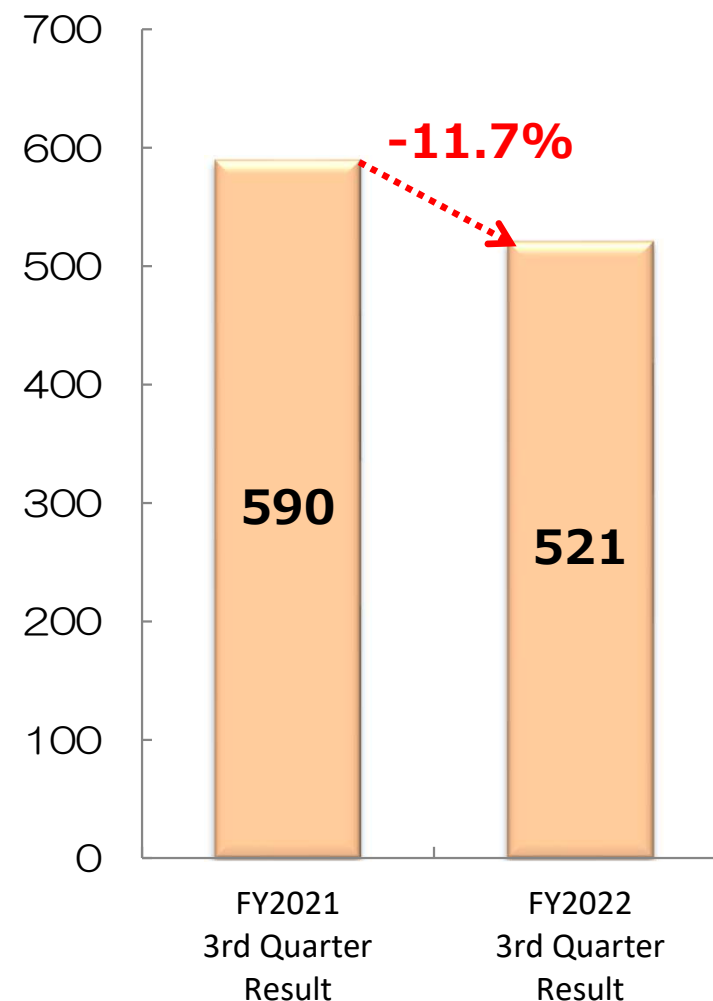
Its progress

- Sales results (3Q) : 521 millions yen
- We received an order from a major tool trading company to build a total product information database in synchronization with the rebuilding of the ERP system.
- Received an order for a total product information database project for DIY-related wholesalers and manufacturers.
- Focus on expanding sales of "GOODS (FOODS) eBASE" and product planning / development support solution "PDM eBASE".
We succeeded in an unofficial order from a major drug store.
- The impact of COVID-19 on delays in new business negotiations and development and design meetings is slowly recovering.
- In the stationery industry, although we received orders for large-scale projects, the load of handling was unexpectedly large, which hindered the sales and development of new and existing projects for people in charge of the daily necessities industry.
- Net sales decreased year-on-year.

Daily necessities goods industry

Sales result (year on year)

(1 million yen)



FY2022/3Q Results by Segment / eBASE Business

Housing industry

Policies for this fiscal year and their progress

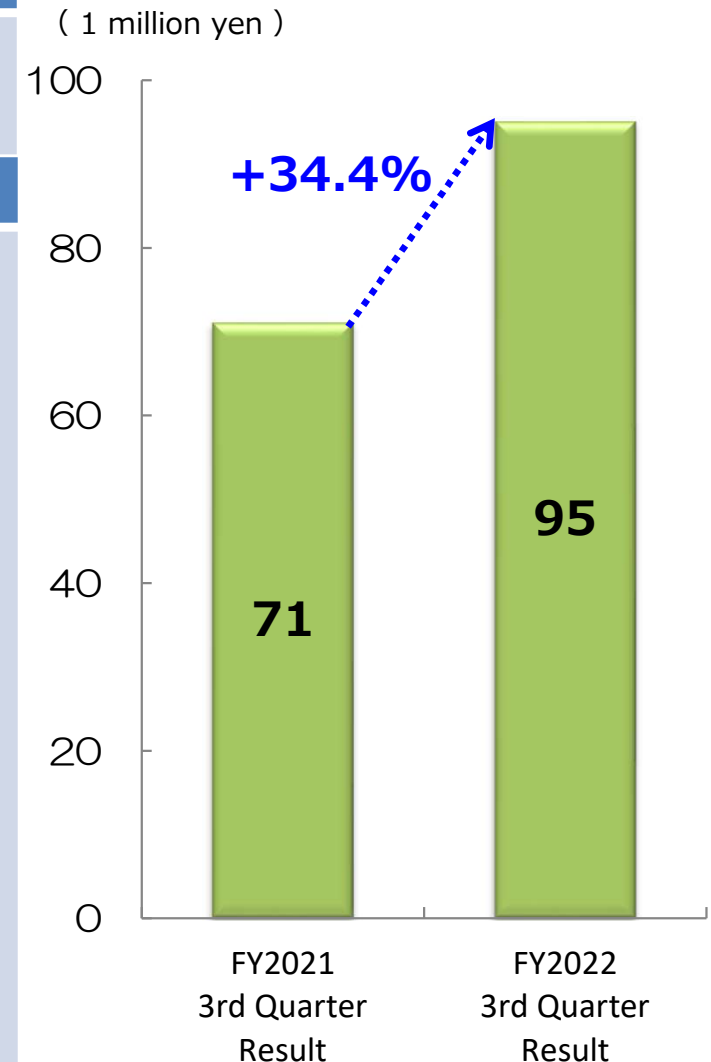
FY2022 Result Policies

- 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 (3Q) : 95 millions yen
- As the first step of the BtoBtoC model centered on the housing and home appliances industry, we have developed and released "eSumai Navi" that can manage home appliance-related product information such as housing, appliances, other life products of instruction manuals and pamphlets.
- A major housing manufacturer has started producing information disclosure for customers using "Jutaku Ebisu" and "eSumai Navi".
- Continued to use "Jutaku Ebisu", which has been used by major house builders, at other major house builders, and increased the number of additional repair projects for existing customers.
- The introduction of an integrated product information management system linked to "Jutaku Ebisu" by major house builders has been steady.
- Due to the impact of COVID-19, the impact has postponed and canceled meetings attended by homebuilders, resulting in a loss of opportunity to present case studies and a reduction in the number of ongoing project meetings, resulting in a prolonged delay in progress.
- Net sales increased year-on-year.

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

①Software Development

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

②Infrastructure construction

Supports server and client environment construction work.

◆Support Service

①Integrated operation management

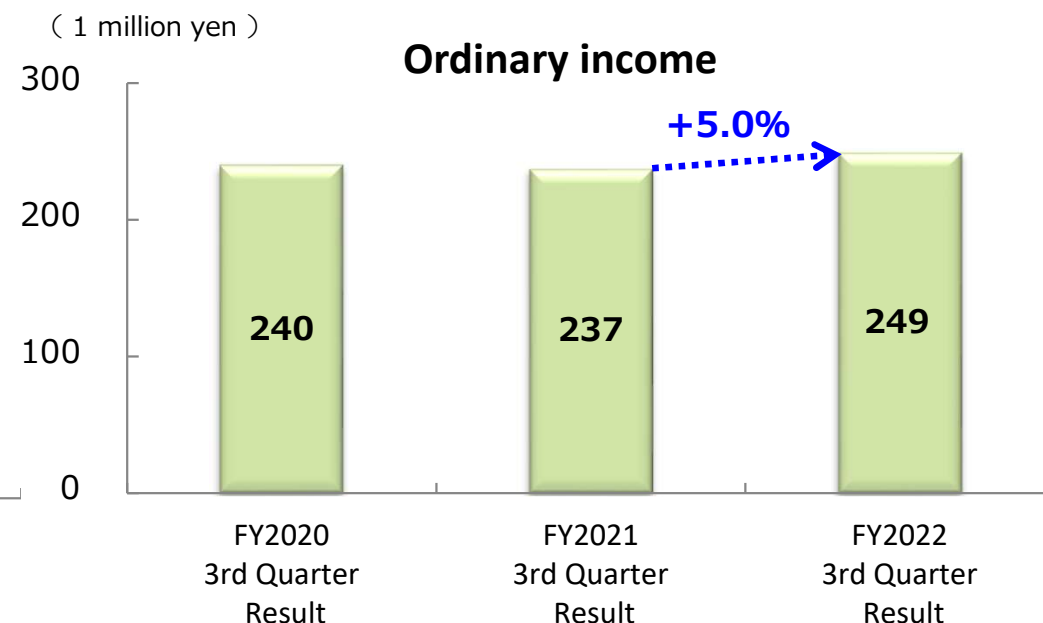
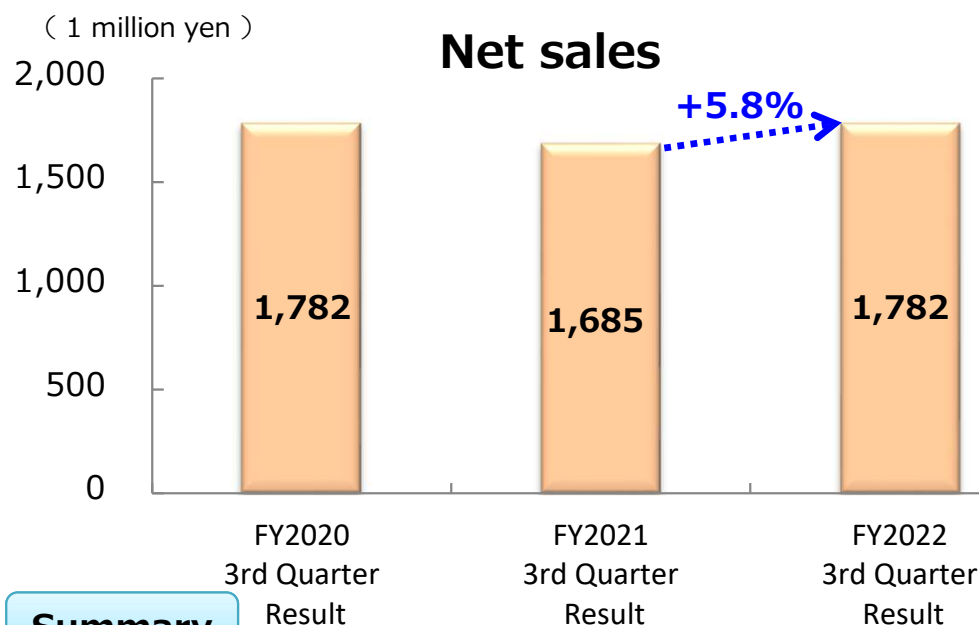
Supports the operation of IT systems.

②Help Desk Services

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

FY2022/3Q Results by Segment / eBASE-PLUS Business

eBASE-PLUS Business (IT Outsourcing Business)



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.

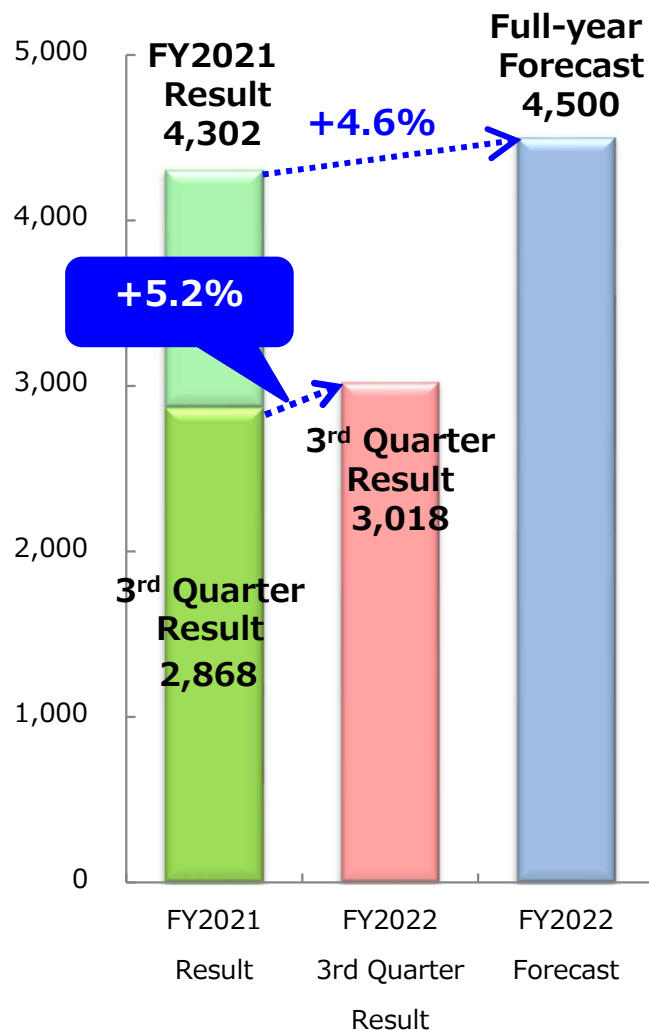
Its progress

- Sales results (3Q) : 1,782 millions yen (Increased)
- Profit results (3Q) : 249 millions yen (Increased)
- Focus on acquiring projects that meet customer needs.
- We continued to negotiate unit prices with our customers.
- The number of new graduates hired has increased compared to the previous year, and educational expenses have increased due to the transfer from operation operators to system engineers.
- Due to the delay in project development as in the previous year, sales increased due to temporary business expansion.

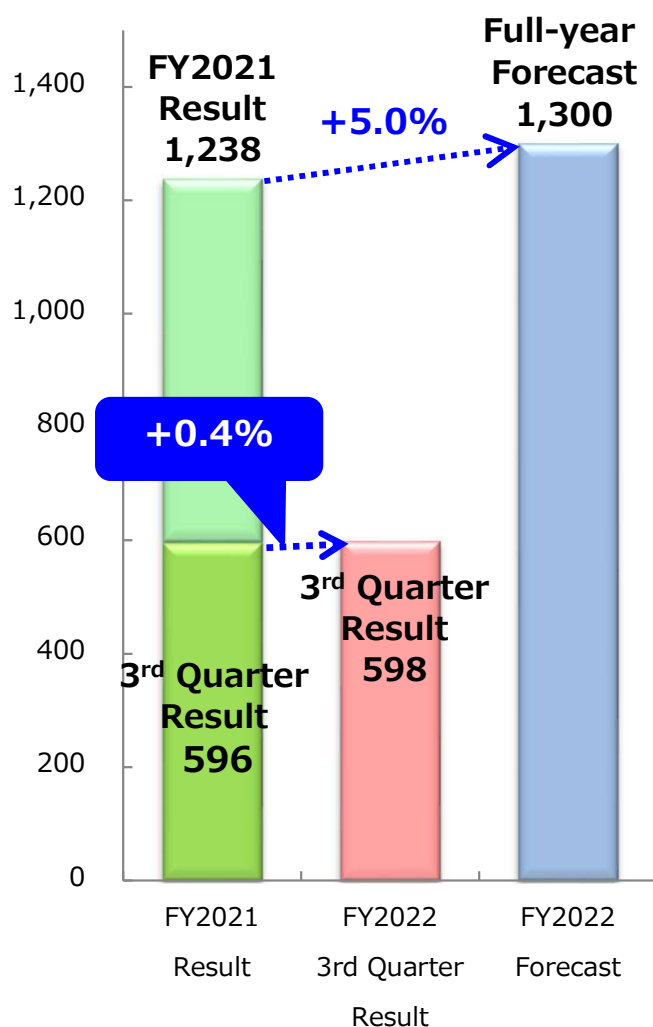
Year ended March 2022 Earnings forecasts

■ FY2021 3rd Quarter Result
 ■ FY2021 Result
 ■ FY2022 3rd Quarter Result
 ■ FY2022 Forecast

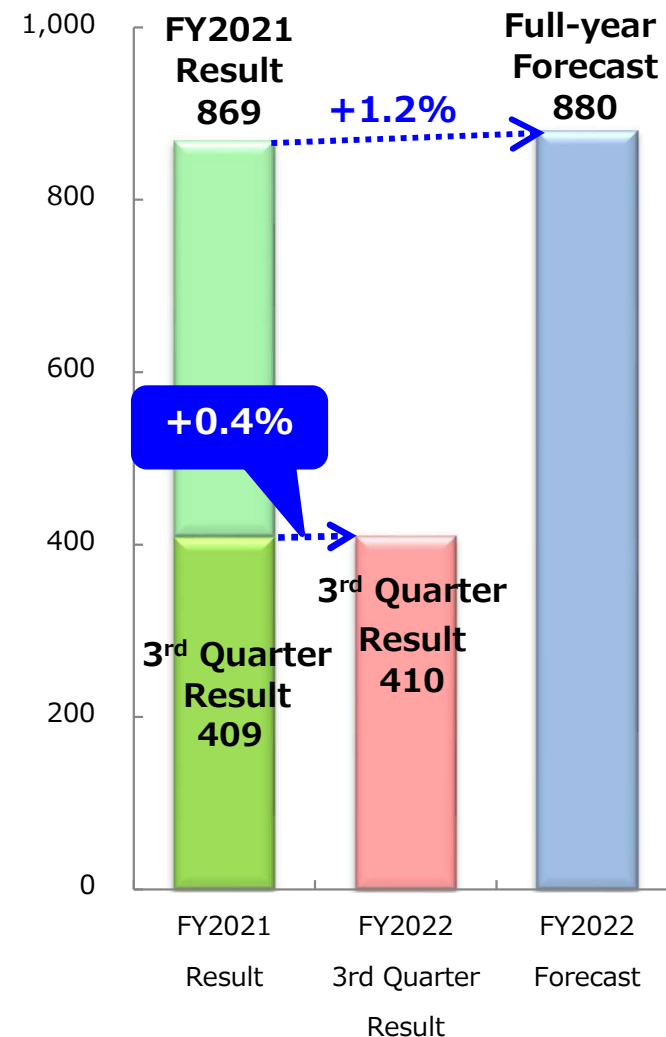
(1 million yen) **Net sales**



Ordinary income

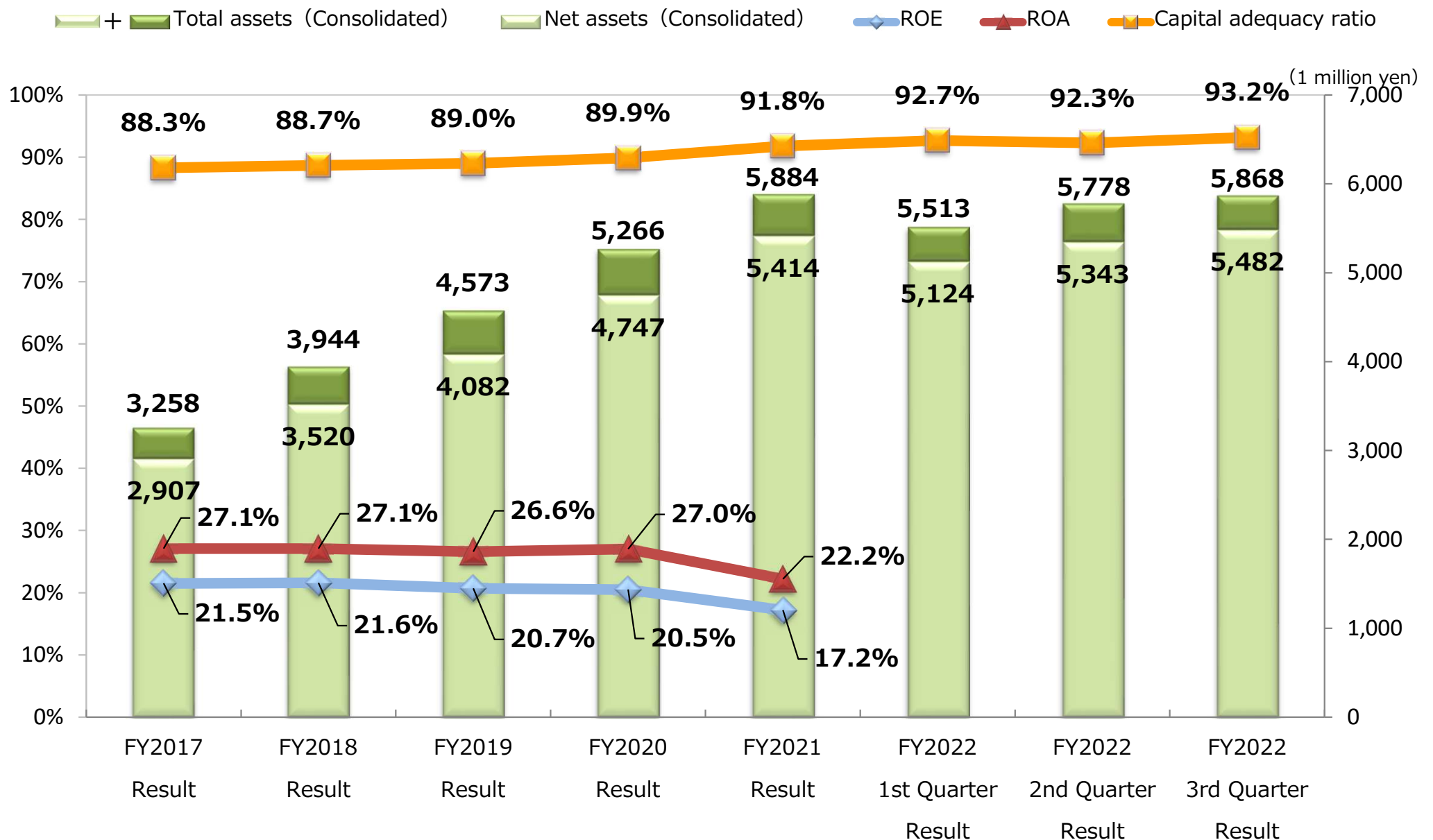


Net income*



Note 1) Quarterly net income attributable to owners of parent

Capital Position (ROE and ROA, etc.)



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