

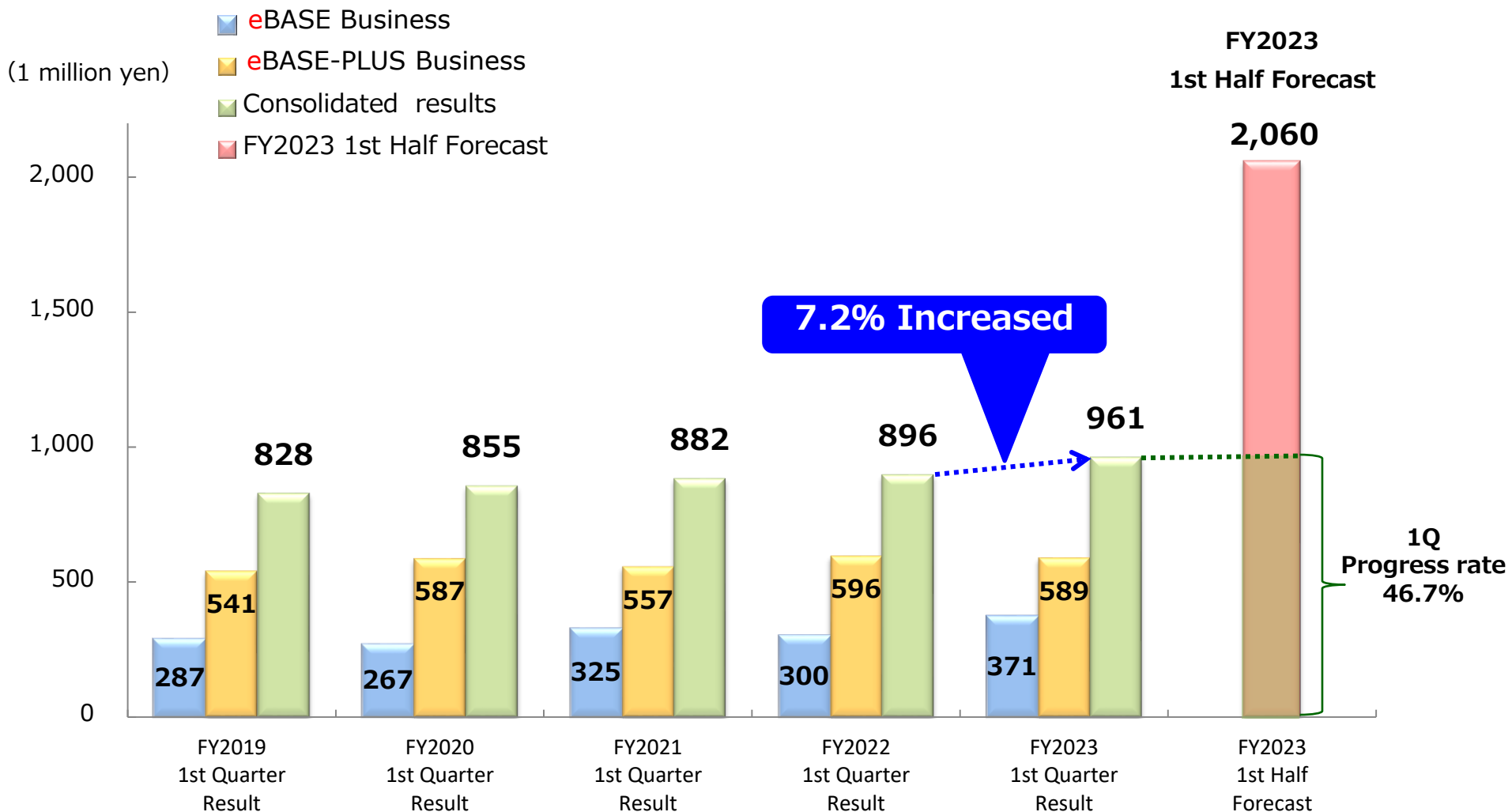
FY2023 1st Quarter Financial Results and Business reports

eBASE Co.,LTD.

TSE code 3835

Note) Figures for changes in amount percentages have been calculated using data denominated in ¥1 units.

FY2023/1Q Consolidated Net Sales

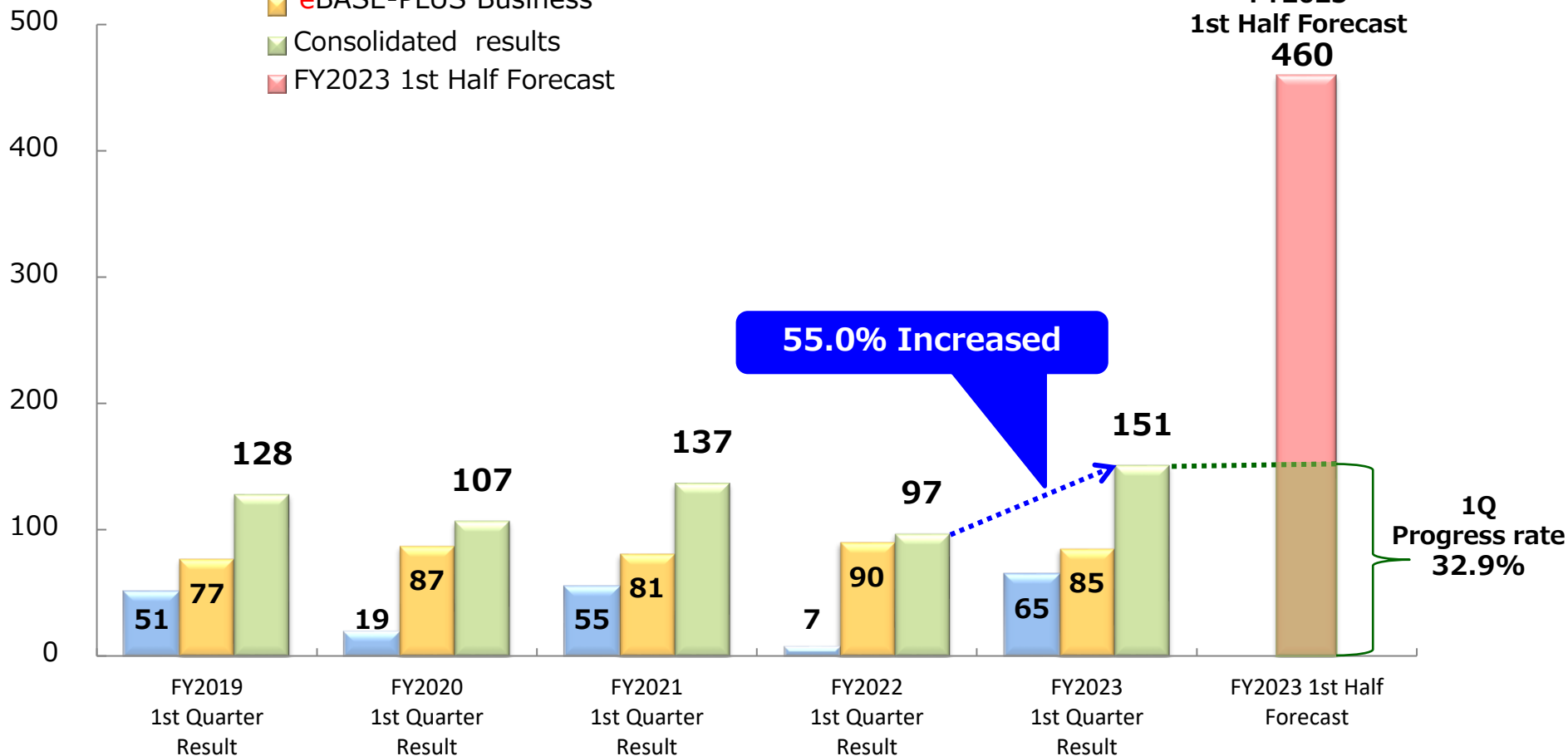


Note 1) Intersegment transactions are eliminated.

FY2023/1Q Consolidated Ordinary Income

(1 million yen)

- eBASE Business
- eBASE-PLUS Business
- Consolidated results
- FY2023 1st Half Forecast



Note 1) Intersegment transactions are eliminated.

Transition of Consolidated Balance Sheet for FY2023/1Q

(1 million yen)

	FY2019 1st Quarter Result	FY2020 1st Quarter Result	FY2021 1st Quarter Result	FY2022 1st Quarter Result	FY2023 1st Quarter Result
Net sales	828	855	882	896	961
(eBASE Business)	(287)	(267)	(325)	(300)	(371)
(eBASE-PLUS Business)	(543)	(590)	(557)	(596)	(590)
(Intersegment transactions)	(-2)	(-2)	(-1)	(-0)	(-0)
Operating Income	118	98	129	92	147
Ordinary income	128	107	137	97	151
(eBASE Business)	(51)	(19)	(55)	(7)	(65)
(eBASE-PLUS Business)	(78)	(87)	(81)	(90)	(85)
(Intersegment transactions)	(-0)	(0)	(0)	(0)	(0)
Net income*	87	71	92	64	101

* Belong to the parent company Net income

	Prior period (As of March 2022)	As of Jun. 30, 2022	Increased/ Decreased	
Current assets	4,963	4,695	-268	Notes and accounts receivable trade, and contract assets -293
Fixed assets	1,342	1,358	15	
(Property, plant and equipment+Intangible assets)	(135)	(146)	(11)	
(Other assets)	(1,207)	(1,211)	(4)	
Total assets	6,306	6,053	-252	
Current liabilities	455	439	-15	
Total liabilities	460	447	-13	
Total shareholder's equity	5,778	5,531	-246	Retained earnings -165 (Dividend payment -267)(Net income* +101) Treasury stock, at cost -81
Subscription rights to shares	11	12	0	
Total net assets	5,845	5,606	-239	
Total liabilities and net assets	6,306	6,053	-252	

Overview of eBASE Business (BtoB Model)

Overview of eBASE integrated product database

< CMS solutions >

- Catalog
- Pamphlet
- Flyers, etc.

< ERP solutions >

Integration of core system and commodity master system.

- Sales management
- Order and ordering system
- Logistics system

< MDM solutions >

Interlocking with other systems.

- Support system for product planning
- Support system for product inquiries, etc.

eBASE

- Image for printing
- Logo
- Product Specifications
- Image
- MS(Office file), etc.

< ODP solutions >

Printing system application

- Proposal preparation
- Creating a negotiation sheet
- Create POP
- Create a simple flier, etc.

< WEB solutions >

Net media

- EC site
- Web catalog
- Create a simple flier, etc.

Provision to our customers and customers product information

From Supplier collection of product information

Exchange of product information between companies

Outline of product information exchange services by industry

Consumers

Disclosure of product information/Utilize

Retail trade

eBASE Server

Provision of product information

eBASE Server

Wholesale/trading company

Provision of product information

eBASE Server

eBASEjr

manufacturer

Provision of product information

eBASEjr

eBASEjr

eBASEjr

Raw material manufacturer

Overview of Product Data Pool Services by Major Industry

Shozai Ebisu

Product data pool

Registered member
(Product manufacturer, etc.)



Free

Registration of product information

* Open information only.



Compensation

Download Product Information

Use member
(Retail trade, etc.)



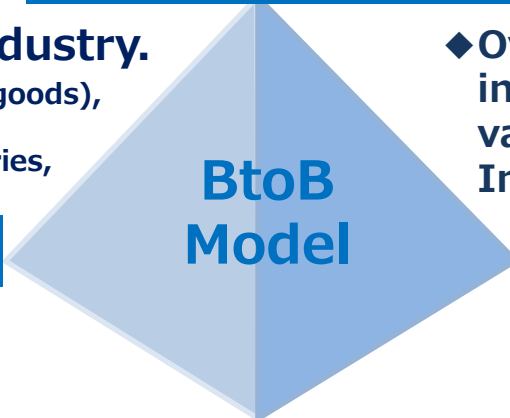
◆ **Middleware eBASE**
Overwhelming efficiency of system development.

Core competence

◆ **Standardization of product information exchange by each industry.**

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

◆ Overall optimization of product information exchange for various industries and Improved productivity.



Business model

Promotion Strategy

Product/Monetization

◆ **Product Information Data Pooling Service**

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

◆ **Integrated product database by each industry. Package software sales.**

FOODS eBASE / Foods Safety Information Management System
 RECIPE eBASE / Cooking recipe information management system
 GOODS eBASE / Daily necessities Information Management System
 MDM eBASE / Master Data Management
 PDM eBASE / New product planning information management system

2nd eBASE Expansion into the content business

Medium-to-Long-Term Strategy / eBASE Business (2nd eBASE)

◆ Product information data pooling service by industry "Shozai Ebisu"

Core competence

◆ OMO/CX/DX Promotion

Business model

Retail enterprise(B)
Consumer App
Adoption

Increased sales
promotion (B)
effect

Adoption retail
promotion of
dissemination
(BtoC)

Consumers (C)
Increase in
users

3rd eBASE Expand
into the PersonalProfile business

BtoBtoC
モデル

◆ Ecosystem

Promotion Strategy

Only One → Utilization of "Shozai Ebisu"
Planning ability → Patent+front-runner
ultra-low cost → MWeBASE+ multi-
industry common

Product/Monetization

◆ OMO/CX/ DX-promoting consumer apps

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

BtoBtoC service Related Patents

JP Pat No.6758734	JP Pat No. 6798741
JP Pat No. 6807105	JP Pat No. 6820016
JP Pat No. 6943382	JP Pat No. 7024952
.....	

DX(Digital transformation) by eBASE (1st eBASE with 2nd eBASE)

1.5 eBASE

Shozai Ebisu

Shokuzai Ebisu Nichizatsu Ebisu Kaden Ebisu Jutaku Ebisu ... Master data Ebisu

1st eBASE

Integrated product database eBASE

Media
Digitalization



E-commerce
Digitalization



Mission critical
system
Digitalization



OMO

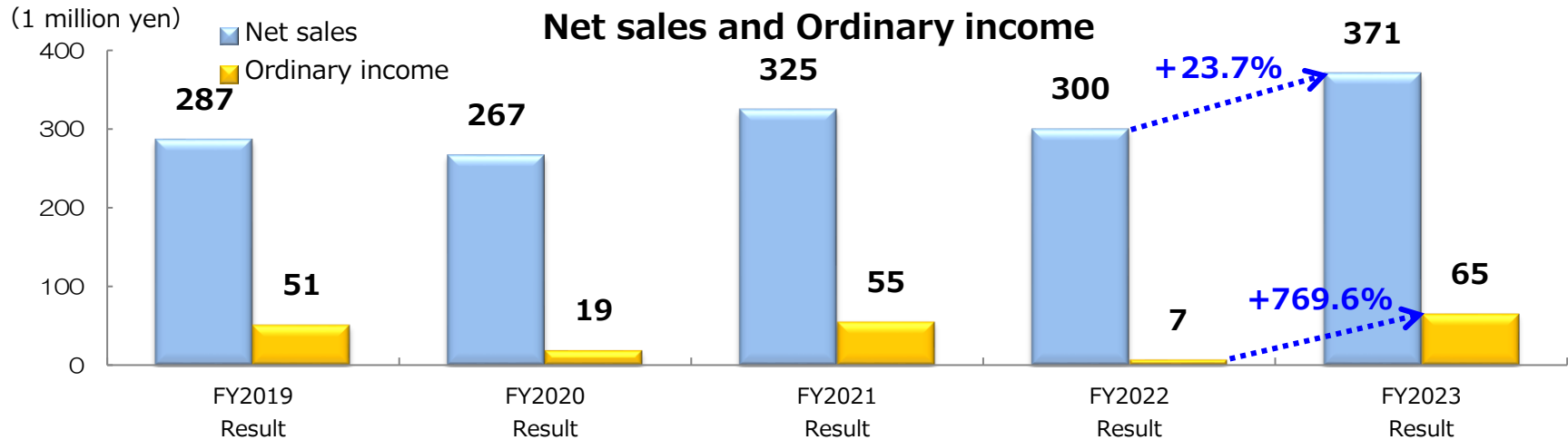
(Online Merges with Offline)

2nd eBASE

CX(Customer Experience) & DX(Digital Transformation)

FY2023/1Q Results by Segment / eBASE Business

eBASE Business (Packaged software business)

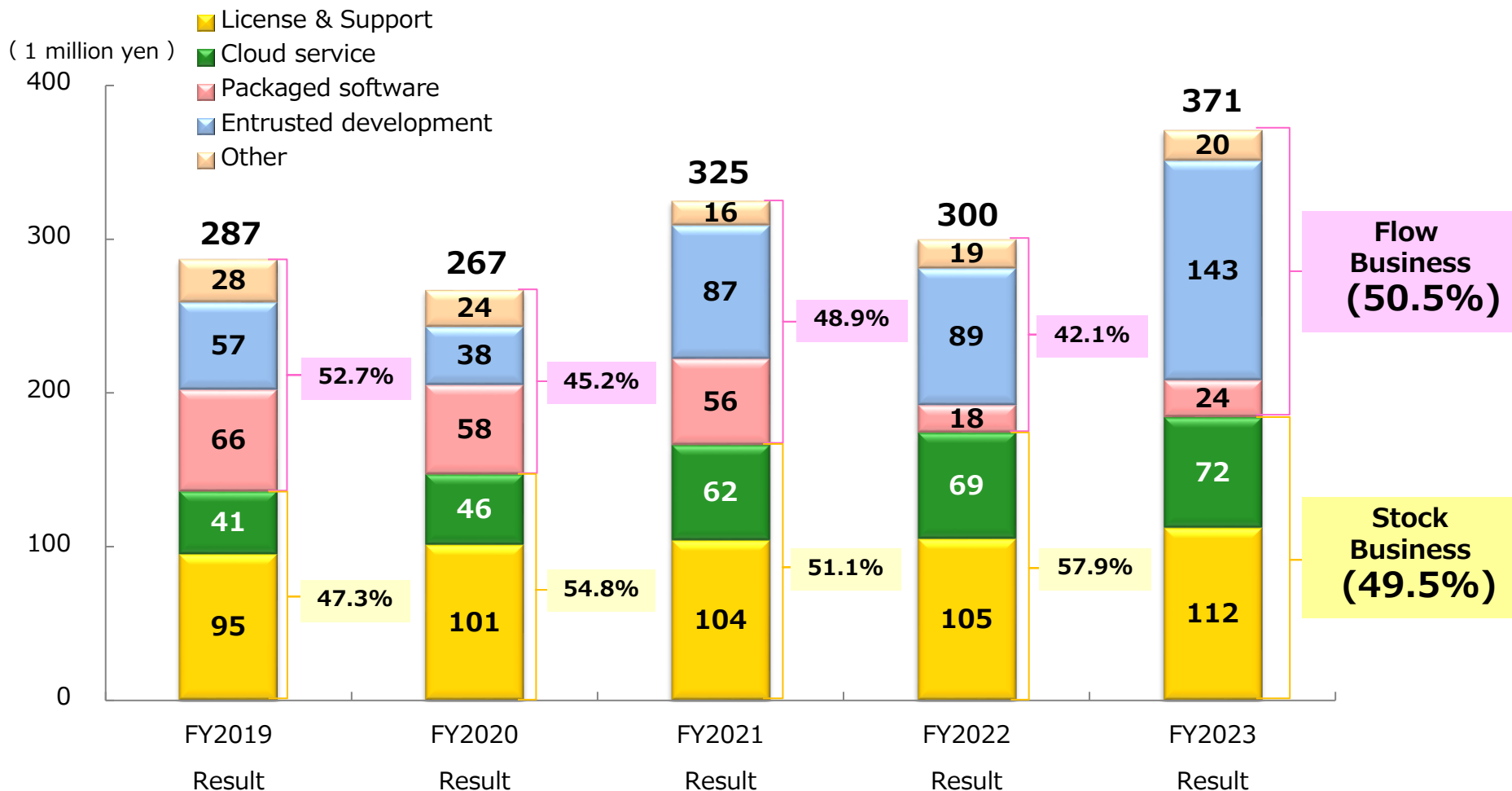


Summary

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

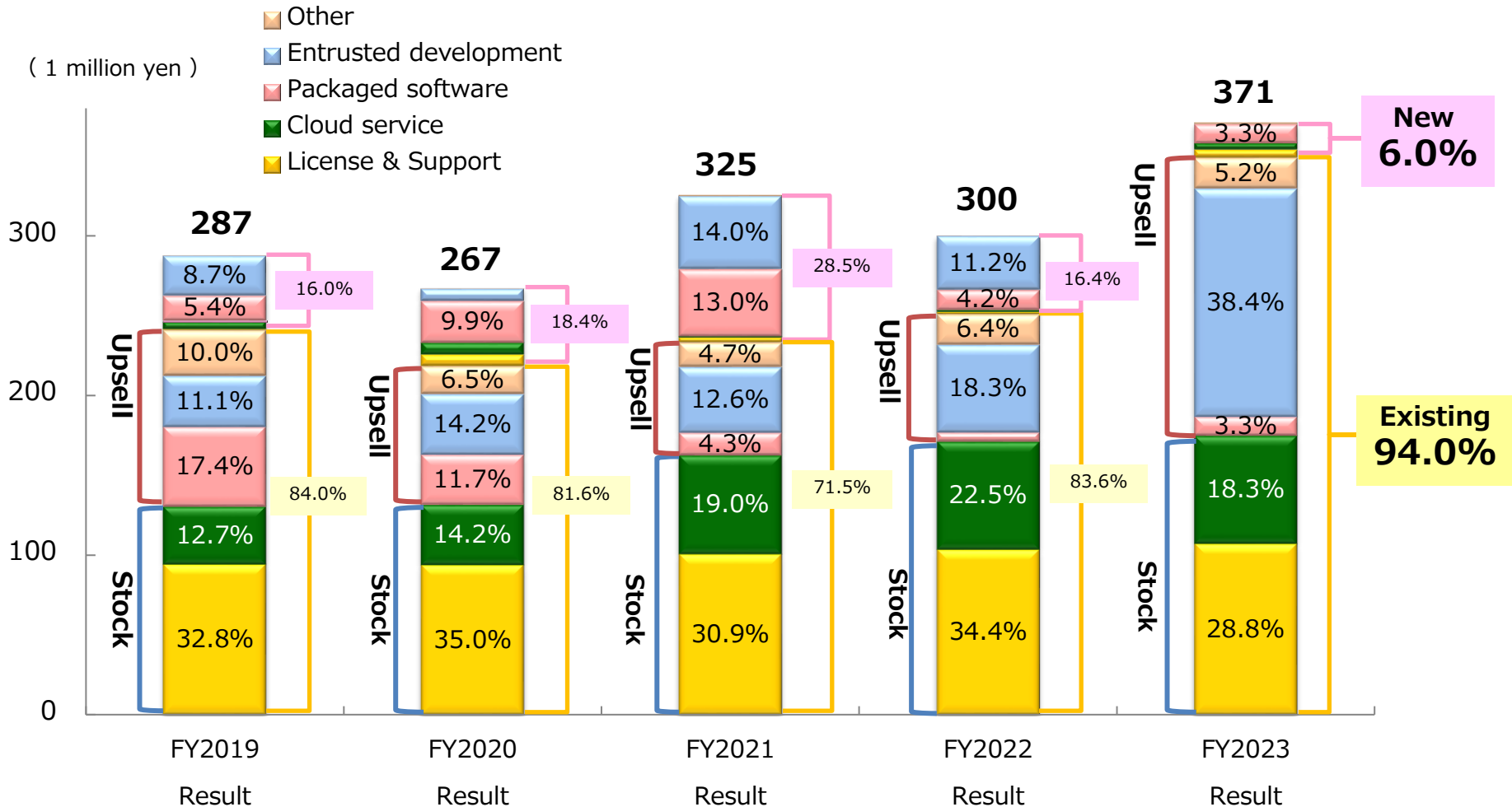
- Both sales and profits increased due to the progress of several large-scale projects scheduled to be accepted in the previous fiscal year.
- In the food industry, we continued to propose "FOODS eBASE" and continued to increase orders from supermarkets and convenience stores.
- In the daily necessities goods industry, we received large orders and sales from the tools, sporting goods, stationery, and clothing retail industries based on proposals to existing and new customers, we also received orders for large-scale expansion projects at drug stores and home centers.
- In the housing industry, we continue to propose the smartphone app "eSumai Navi" that manages information such as housing-related products such as housing equipment and home appliances, instruction manuals, and pamphlets.

Sales results by type



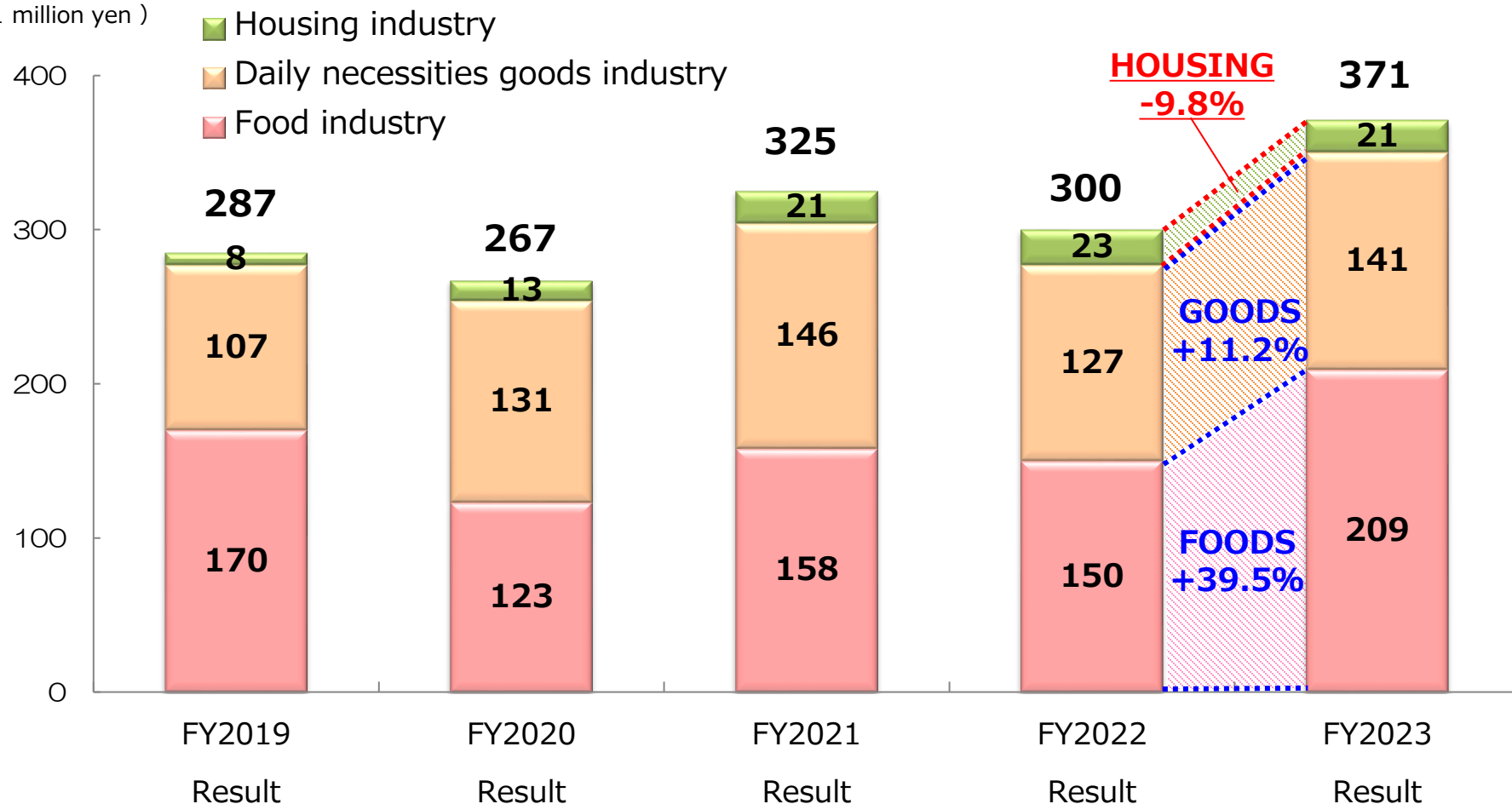
FY2023/1Q Results by Segment / eBASE Business

Sales results by new and existing



Sales Results by Industry

(1 million yen)



FY2023/1Q Results by Segment / eBASE Business

Food industry

Policies for this fiscal year and their progress

FY2023 Result Policies

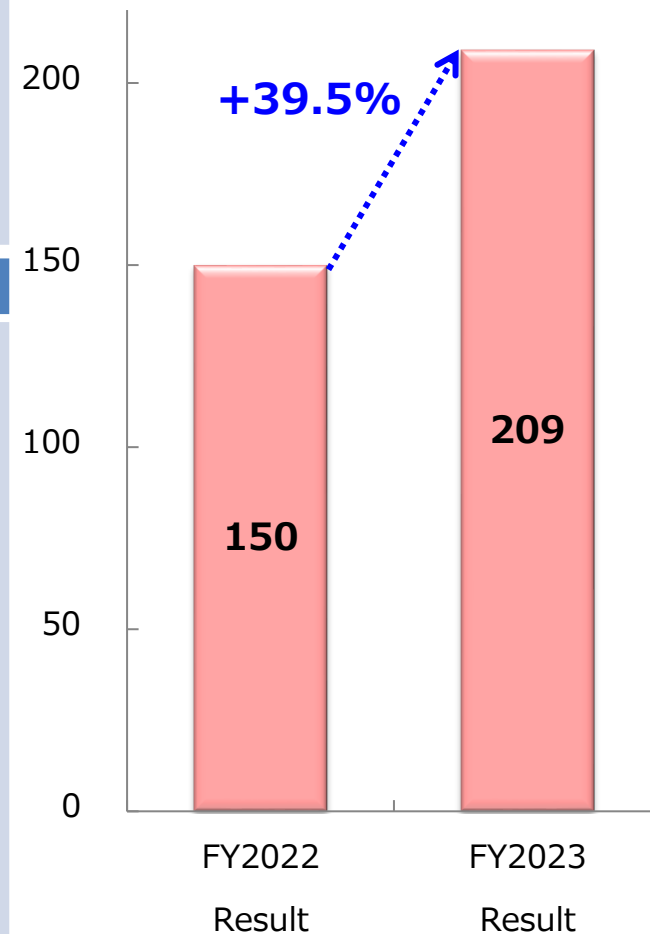
- Continuous promotion the current business model "FOODS eBASE".
- Continuous promotion the de facto of the product data pooling service "Shokuzai Ebisu" and strengthen sales promotion.
- Expand into the "BtoBtoC model" through smartphone app for consumers (e.g., eShoku Navi).
- Development of various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

Its progress

- Sales results (1Q cumulative) : 209 millions yen
- The Consumer Affairs Agency has published the "Guidebook for Providing Food Labeling Information for Internet Sales". In addition, due to the social background of strengthening food labeling on e-commerce sites, inquiries from companies regarding the use of "Shokuzai Ebisu" on online supermarkets and e-commerce sites are increasing.
- Continued promotion and sales development of "eShoku Navi", "eShoku Catalog", and "eShoku Chirashi", sales promotion support services for food retailers.
- Demand for "FOODS eBASE" remained strong, and sales were significantly higher than in the same period of the previous year due to the progress of large-scale projects scheduled to be accepted in the previous fiscal year.

Food industry Sales result (year on year)

(1 million yen)



FY2023/1Q Results by Segment / eBASE Business

Daily necessities goods industry

Policies for this fiscal year and their progress

FY2023 Result Policies

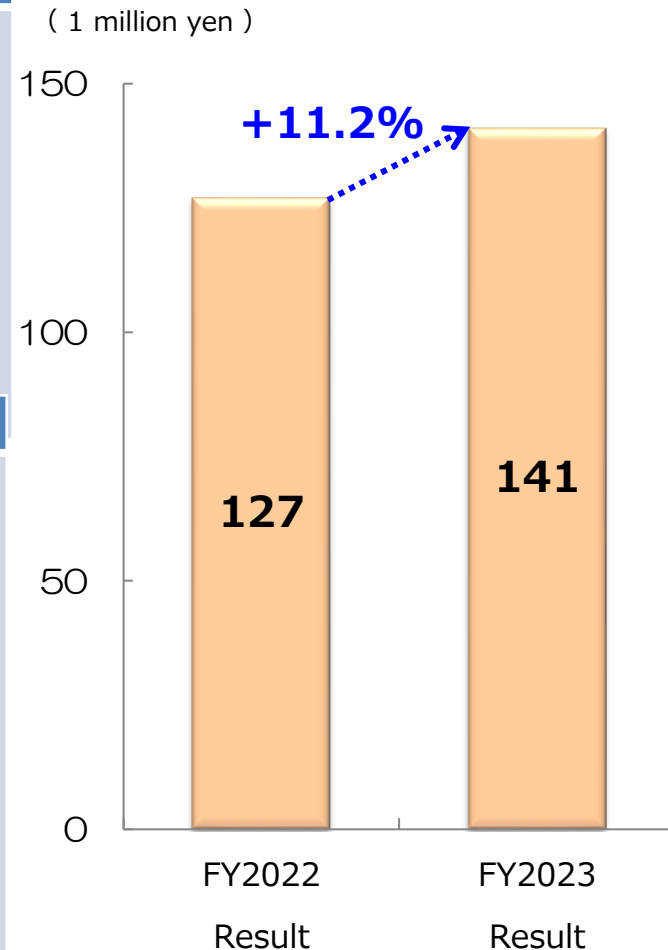
- Promote total optimization of the product information exchange environment in the Daily necessities goods industry (Drugstore industry, Home center industry, Stationery industry, Sporting goods industry, Car accessory industry, Mail order industry, etc.).
- Promote sales promotion of "Shozai Ebisu" 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) : 141 millions yen
- Focused on sales promotion activities centering on "Nichizatsu Ebisu".
- Continued to receive large orders from existing customers in the sporting goods, stationery, drugstore, and home center industries.
- New large orders from the tool industry and clothing retailers.
- "eB-goods(R)" operation started at a new retailer.
- "Master Data Ebisu," which shares product master data between retail stores, has collected 8 million product master data from 10 stores and launched the service.
- Sales increased year-on-year due to efforts to develop and promote "Shozai Ebisu" such as "Nichizatsu Ebisu".

Daily necessities goods industry

Sales result (year on year)



FY2023/1Q Results by Segment / eBASE Business

Housing industry

Policies for this fiscal year and their progress

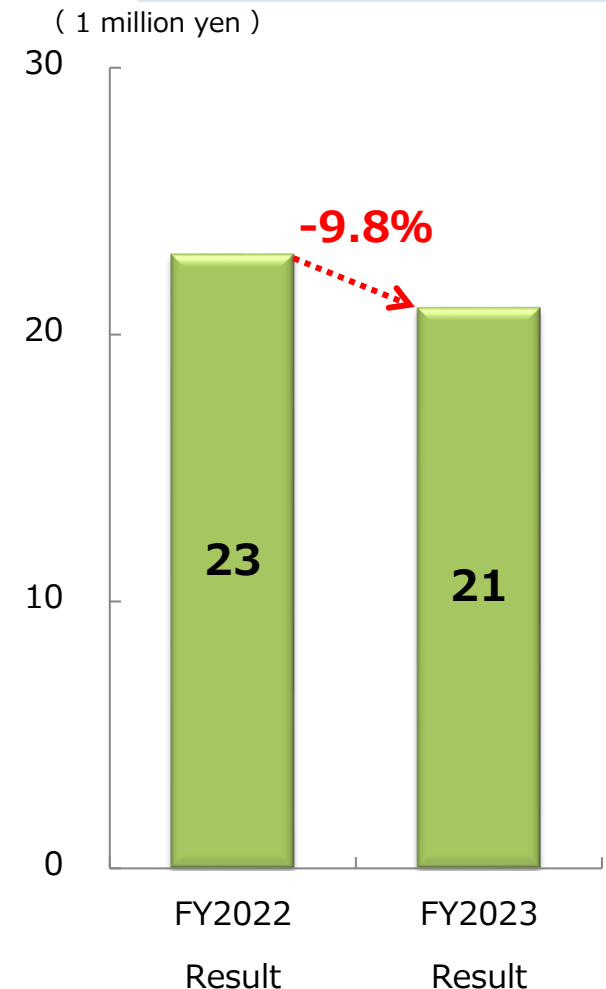
FY2023 Result Policies

- 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) : 21 millions yen
- At major house makers, the actual operation of equipment information disclosure for owners using "Jutaku Ebisu" and "eSumai Navi" continued, and inquiries from multiple major house makers and small and medium-sized house builders increased.
- Proposed the case study of "eSumai Navi" to 5 major house makers.
- Started to propose to medium homebuilders the use of low-cost cloud services as an environment for disclosing instruction manual data to clients using "eSumai Navi".
- Received an order to requirement definition for a large-scale project to build an integrated product information database using "eBASE" for a major building materials manufacturer.
- Net sales decreased 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

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

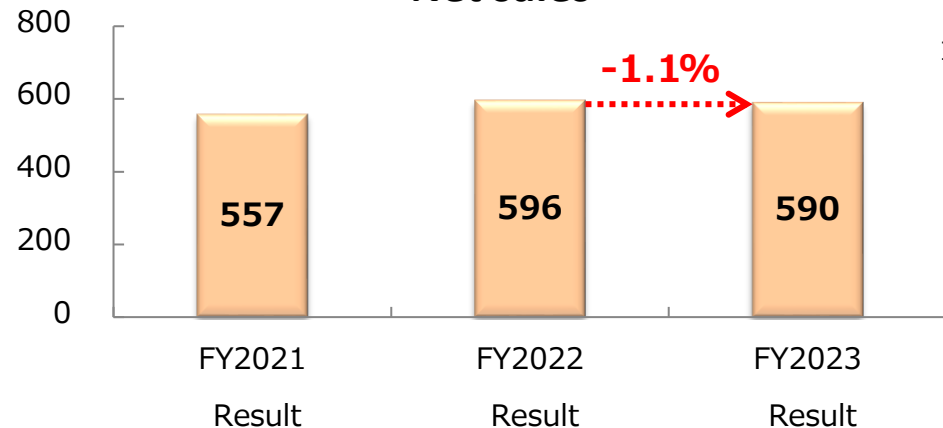
Help desk from primary support to secondary support that requires technical skills.

FY2023/1Q Results by Segment / eBASE-PLUS Business

eBASE-PLUS Business (IT Outsourcing Business)

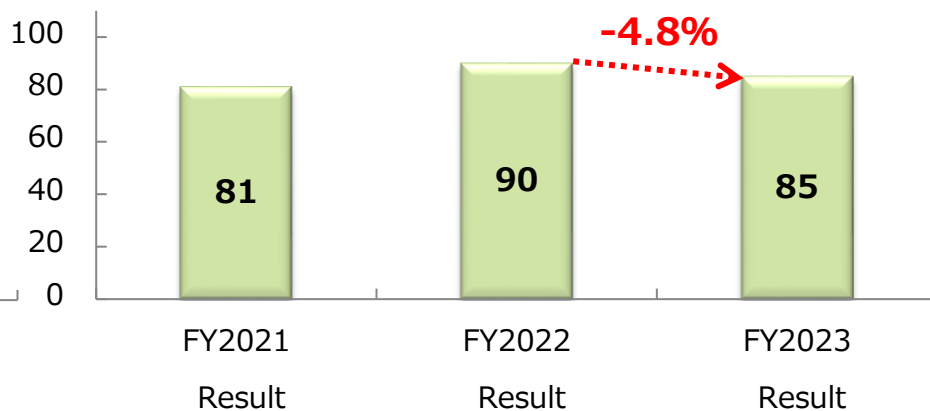
(1 million yen)

Net sales



(1 million yen)

Ordinary income



Summary

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

FY2023 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

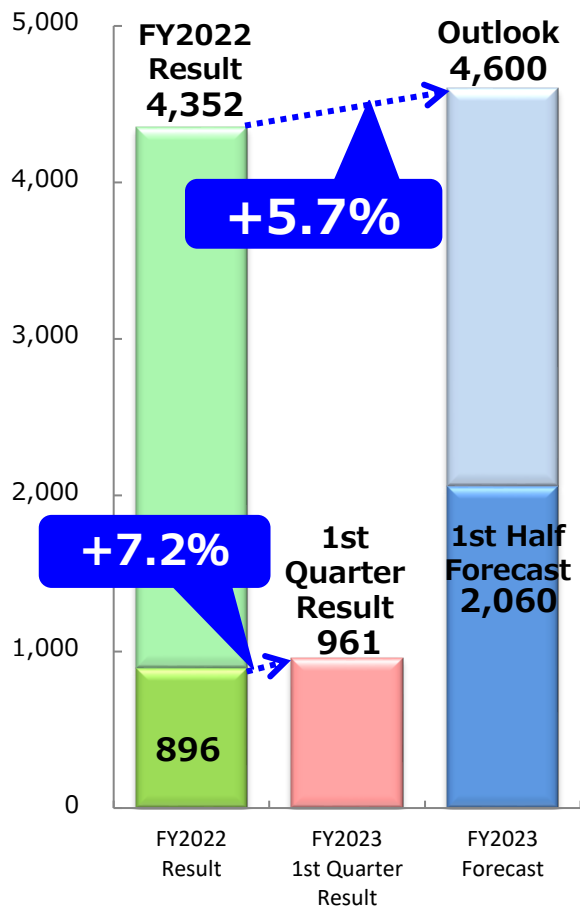
- Sales results (1Q cumulative) : 590 millions yen (Decreased)
- Profit results (1Q cumulative) : 85 millions yen (Decreased)
- Focus on acquiring projects that meet customer needs.
- Impact of retiring development engineers and delays in hiring replacements.
- Scaling down occurred in some projects.

Year ended March 2023 Earnings forecasts

■ FY2022 1st Quarter Result
 ■ FY2022 Result
 ■ FY2023 1st Quarter Result
 ■ FY2023 1st Half Forecast
 ■ FY2023 Forecast

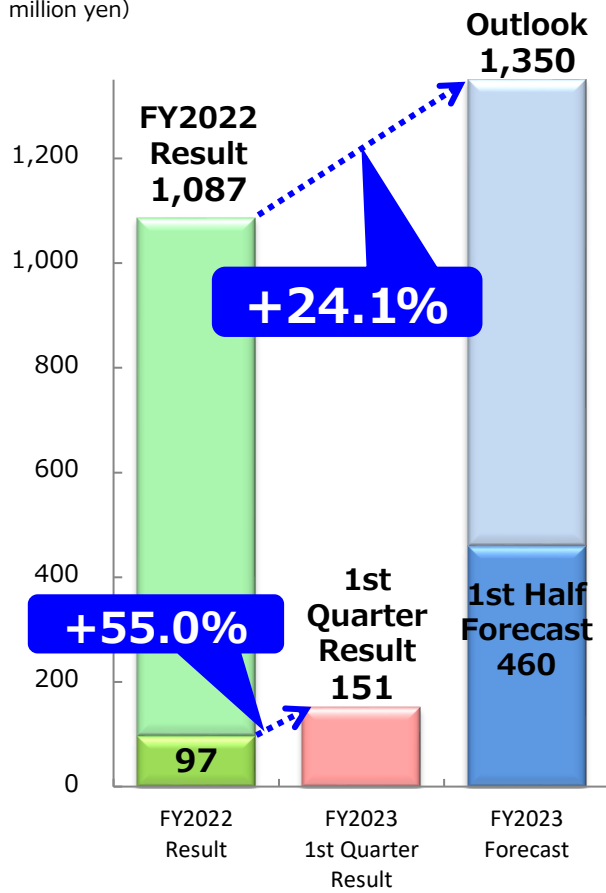
Net sales

(1 million yen)



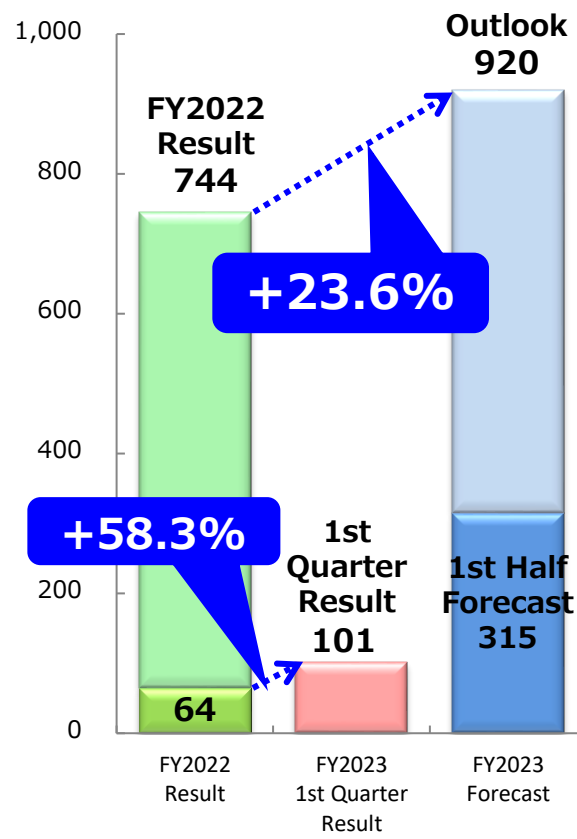
Ordinary income

(1 million yen)



Net income*

(1 million yen)

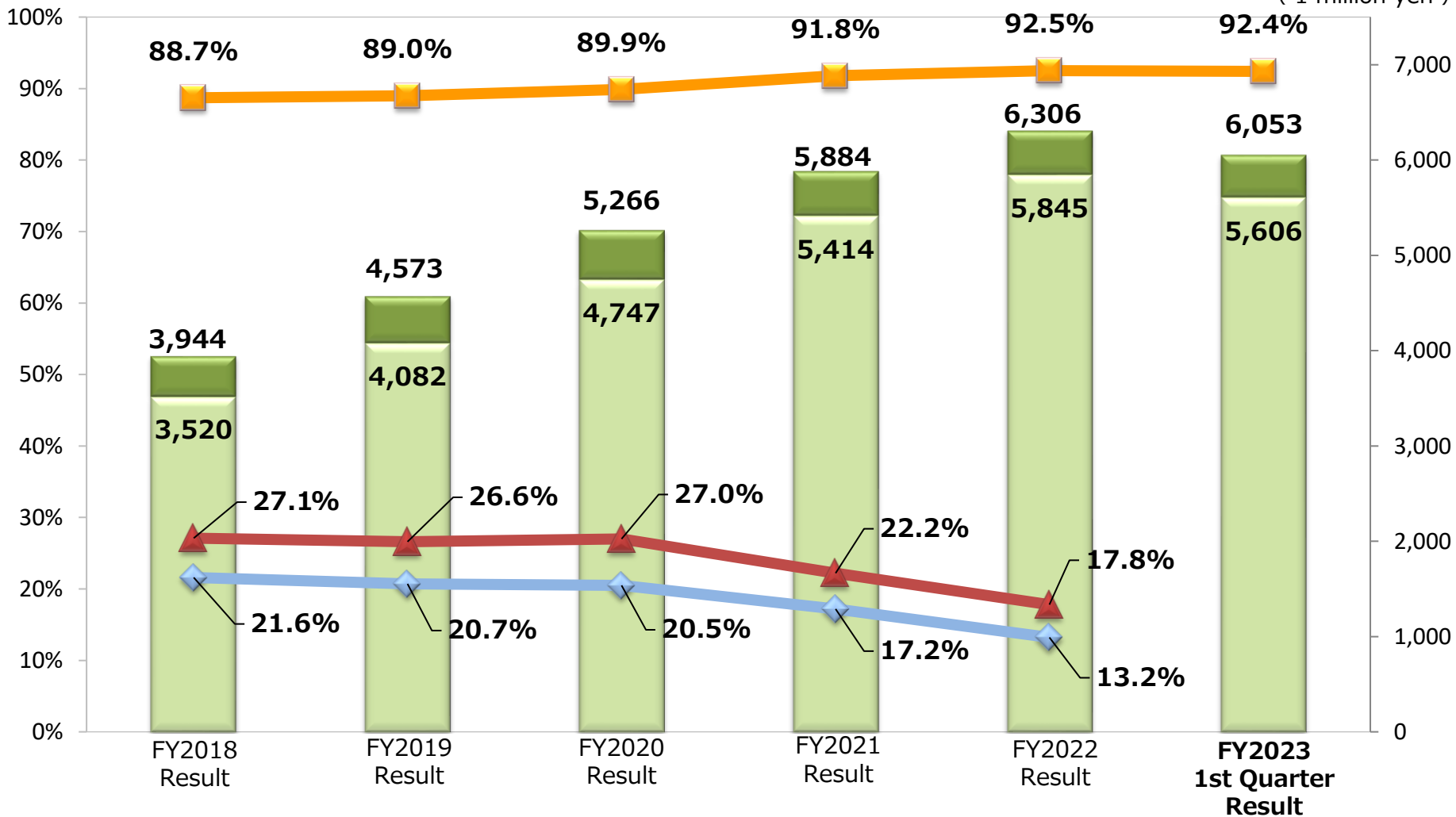


Note 1) Quarterly net income attributable to owners of parent

Capital Position (ROE and ROA, etc.)

■ + ■ Total assets (Consolidated)
 ■ Net assets (Consolidated)
 ◆ ROE
 ▲ ROA
 ■ Capital adequacy ratio

(1 million yen)



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