

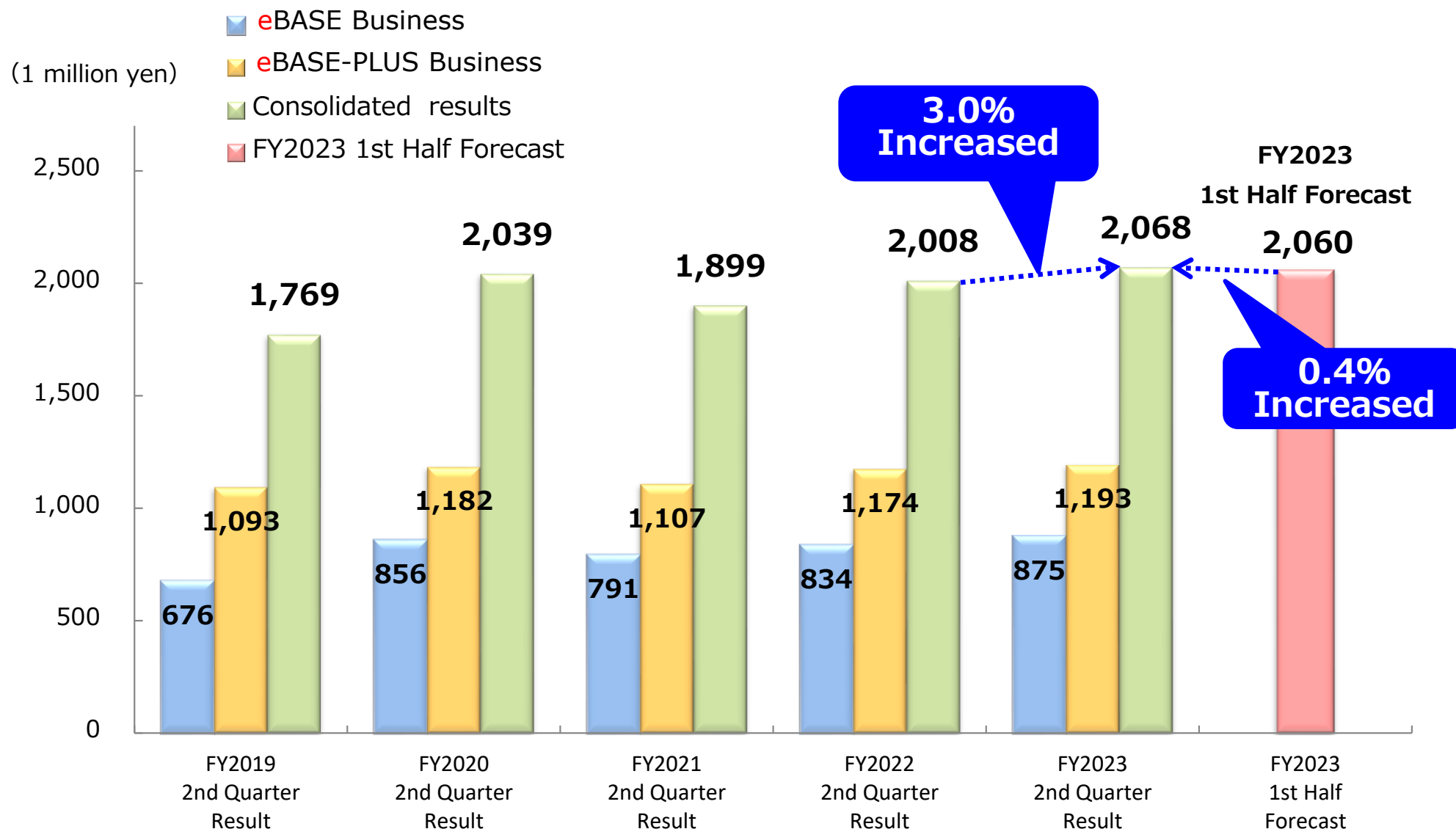
FY2023 2nd Quarter Financial Results and Business reports

eBASE Co.,LTD.

TSE code 3835

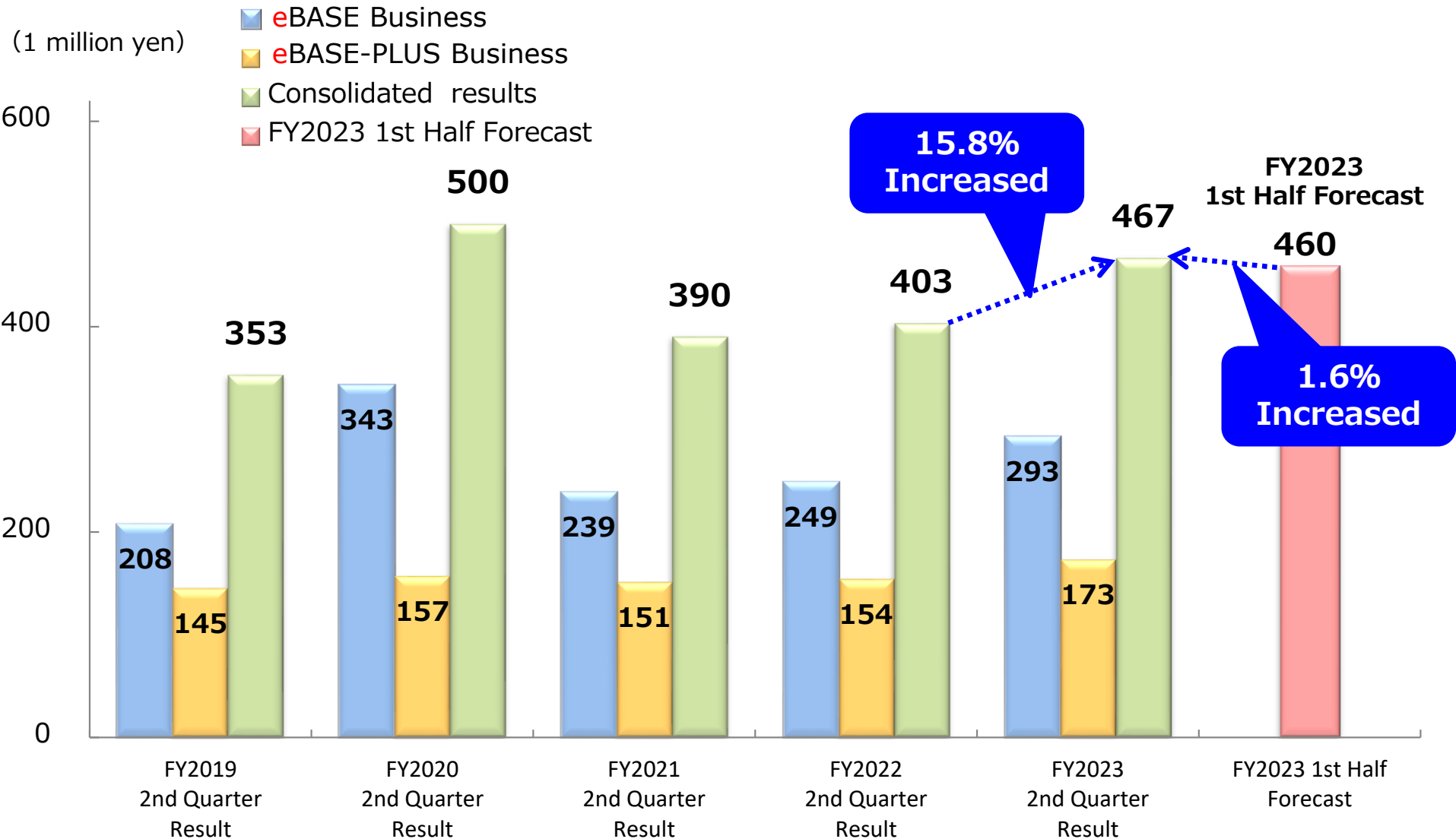
Note) Figures for changes in amount percentages have been calculated using data denominated in ¥1 units.

FY2023/2Q Consolidated Net Sales



Note 1) Intersegment transactions are eliminated.

FY2023/2Q Consolidated Ordinary Income



Note 1) Intersegment transactions are eliminated.

Transition of Consolidated Balance Sheet for FY2023/2Q

(1 million yen)

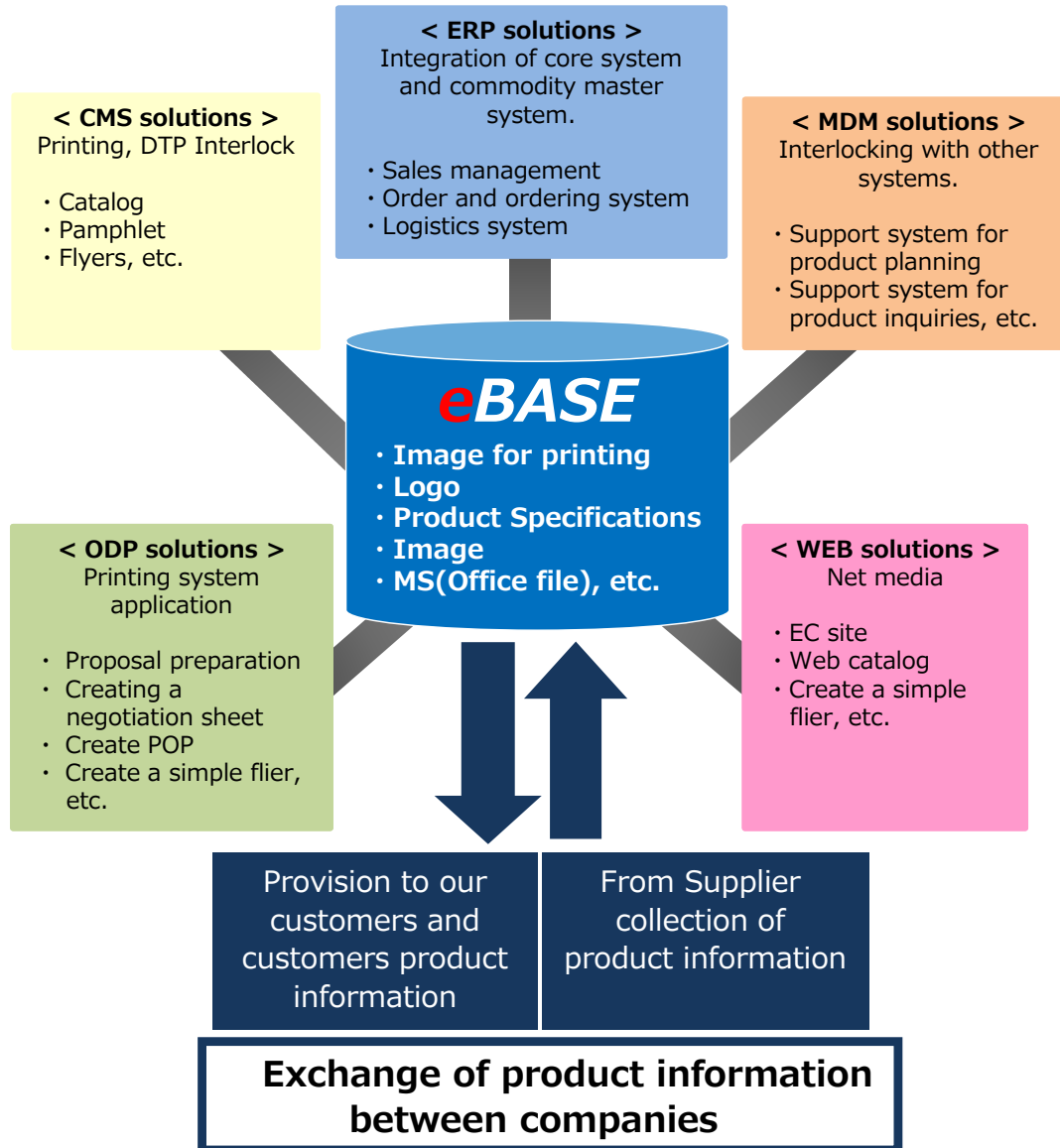
	FY2019 2nd Quarter Result	FY2020 2nd Quarter Result	FY2021 2nd Quarter Result	FY2022 2nd Quarter Result	FY2023 2nd Quarter Result
Net sales	1,769	2,039	1,899	2,008	2,068
(eBASE Business)	(676)	(856)	(791)	(834)	(875)
(eBASE-PLUS Business)	(1,099)	(1,188)	(1,109)	(1,175)	(1,194)
(Intersegment transactions)	(-6)	(-5)	(-1)	(-1)	(-1)
Operating Income	337	481	374	406	446
Ordinary income	353	500	390	403	467
(eBASE Business)	(208)	(343)	(239)	(249)	(293)
(eBASE-PLUS Business)	(146)	(156)	(151)	(154)	(173)
(Intersegment transactions)	(-0)	(0)	(0)	(0)	(0)
Net income*	242	343	267	277	318

* Belong to the parent company Net income

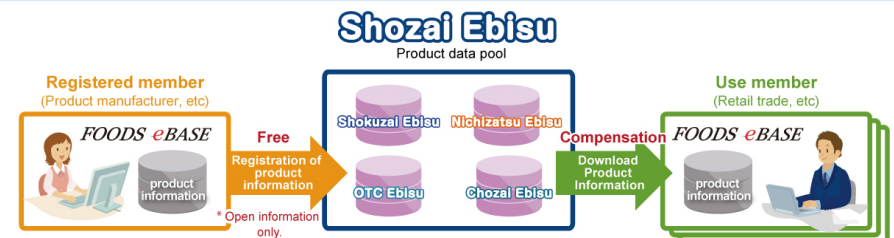
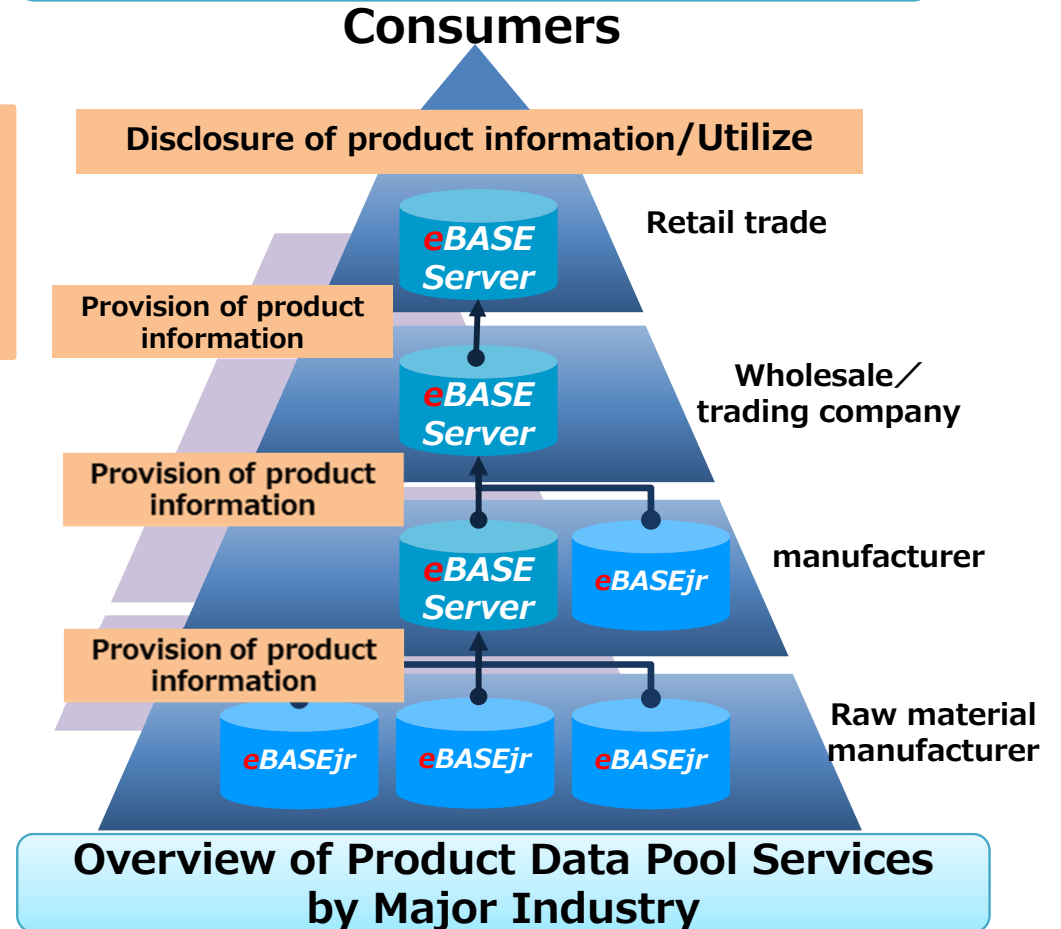
	Prior period (As of March 2022)	As of Sep. 30, 2022	Increased/ Decreased	
Current assets	4,963	4,862	-101	Notes and accounts receivable trade, and contract assets -154
Fixed assets	1,342	1,372	30	
(Property, plant and quipment+Intangible assets)	(135)	(163)	(28)	
(Other assets)	(1,207)	(1,209)	(1)	
Total assets	6,306	6,235	-71	
Current liabilities	455	480	25	
Total liabilities	460	485	25	
Total shareholder's equity	5,778	5,681	-96	Retained earnings -51 (Dividend payment -267)(Net income* +318) Treasury stock, at cost -148
Subscription rights to shares	11	12	0	
Total net assets	5,845	5,749	-96	
Total liabilities and net assets	6,306	6,235	-71	

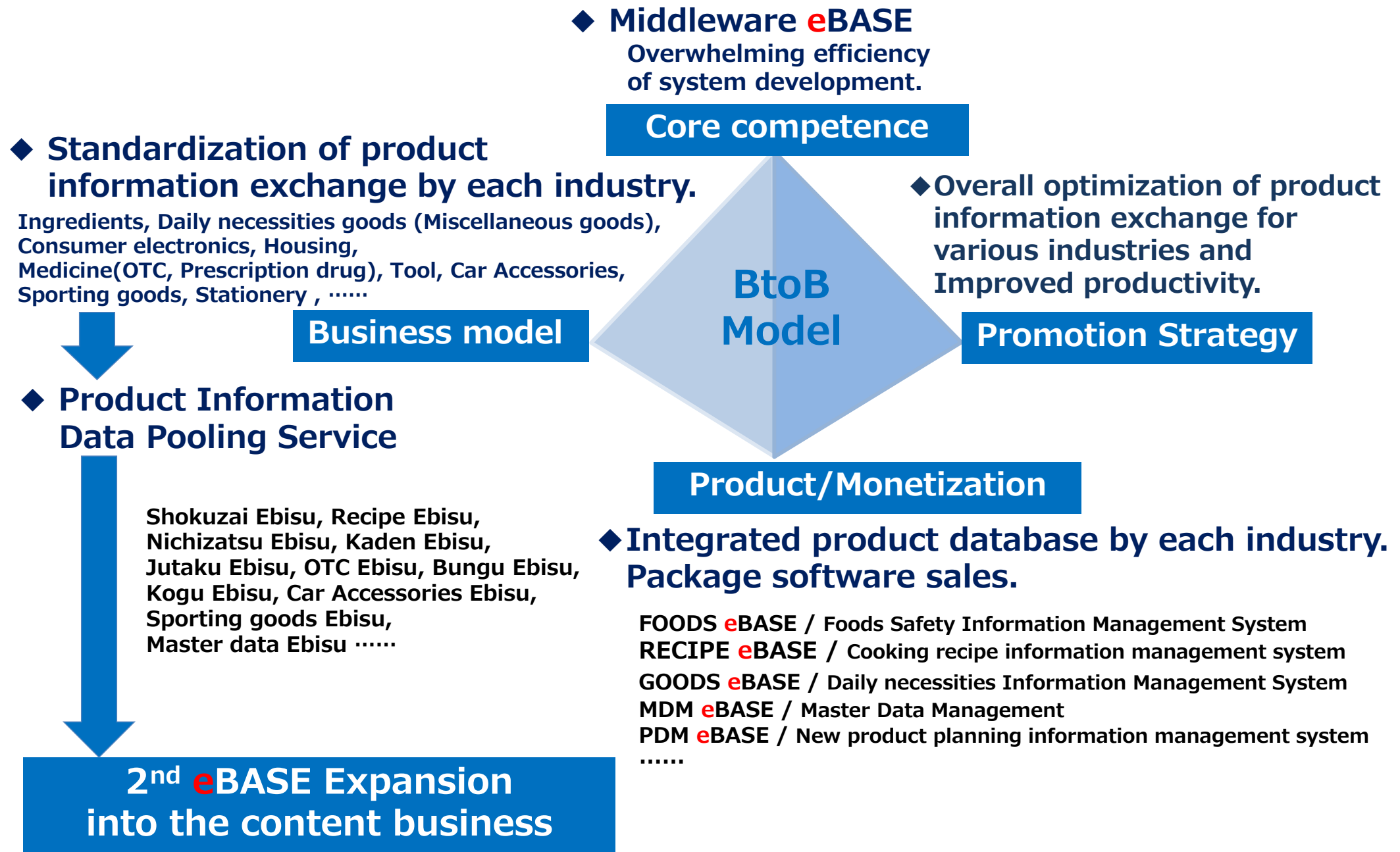
Overview of eBASE Business (BtoB Model)

Overview of eBASE integrated product database



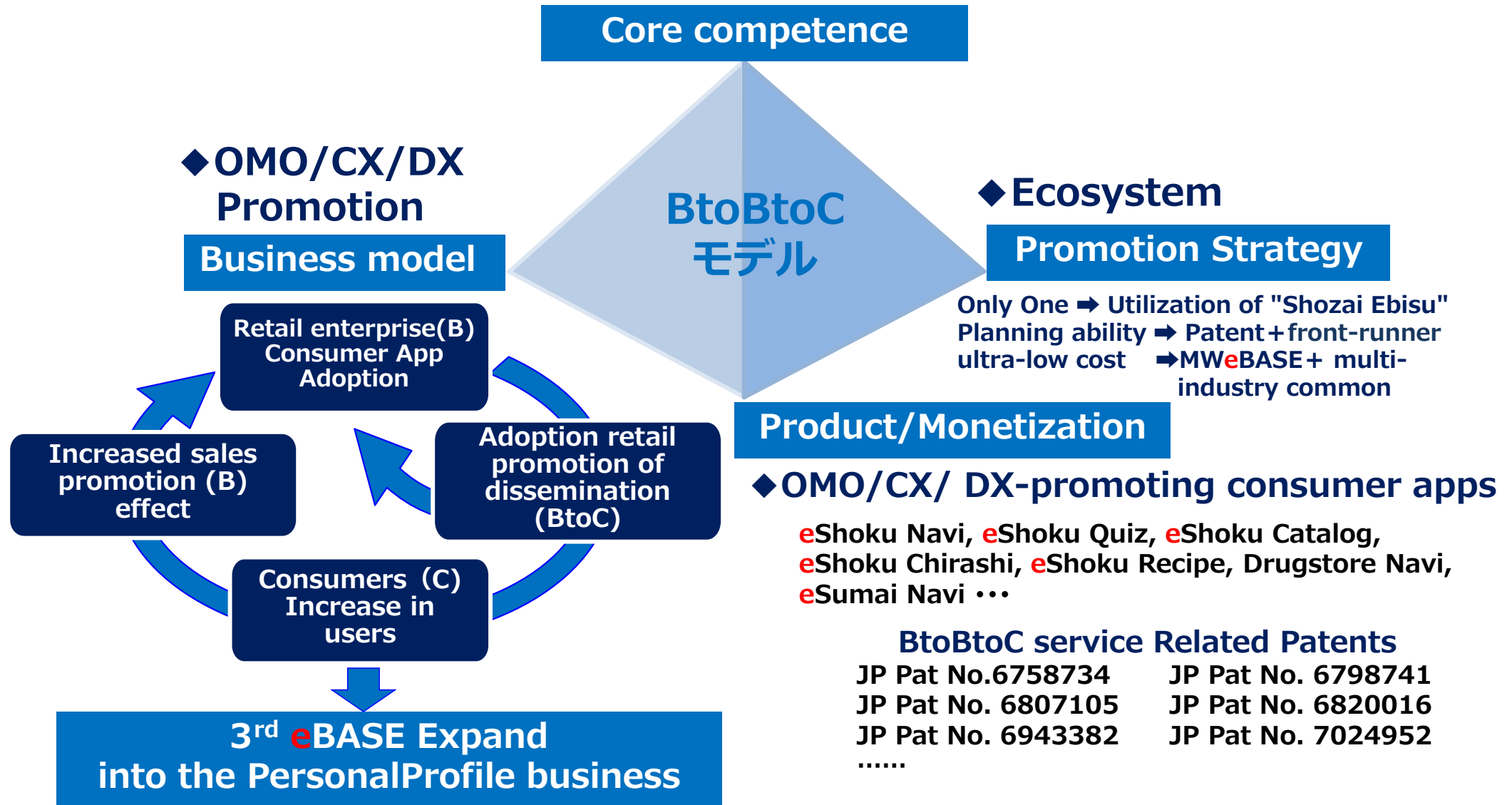
Outline of product information exchange services by industry





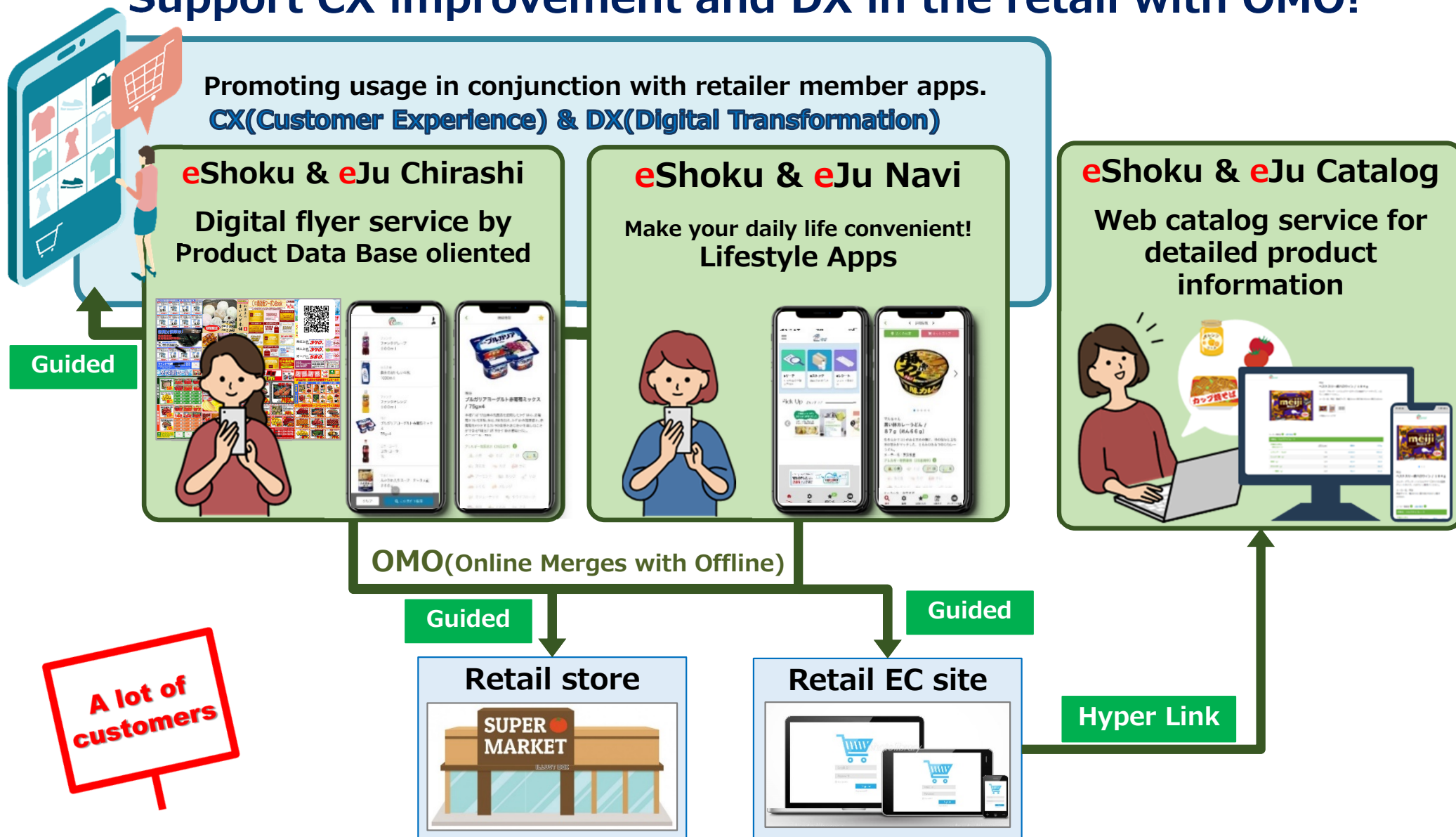
Medium-to-Long-Term Strategy / eBASE Business (2nd eBASE)

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



DX(Digital Transformation) by eBASE (2nd eBASE)

Overwhelmingly high cost performance,
Support CX improvement and DX in the retail with OMO!



FY2023/2Q Results by Segment / eBASE Business

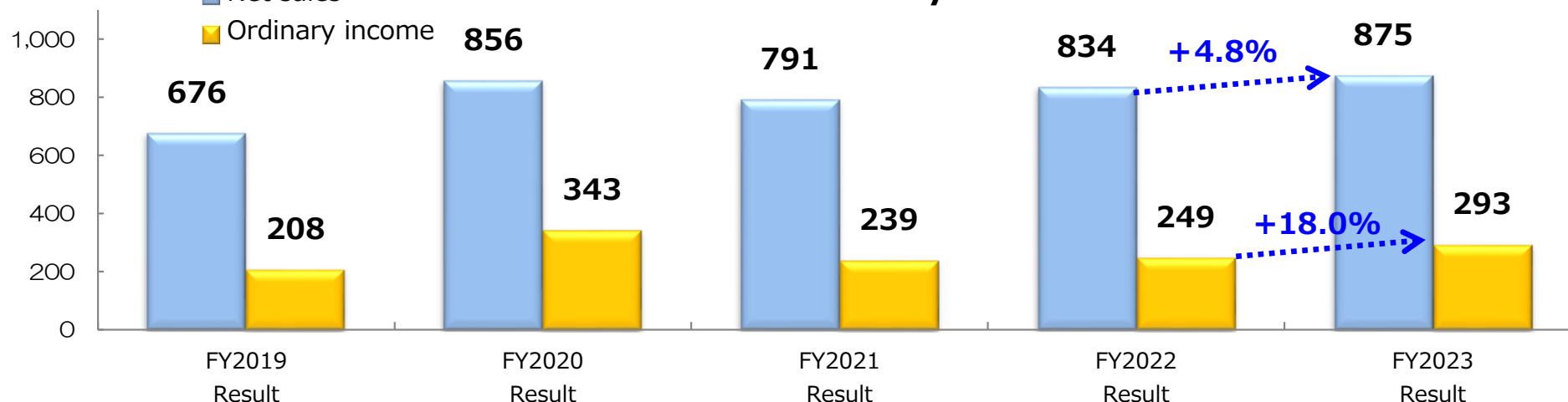
eBASE Business (Packaged software business)

(1 million yen)

Net sales

Ordinary income

Net sales and Ordinary income



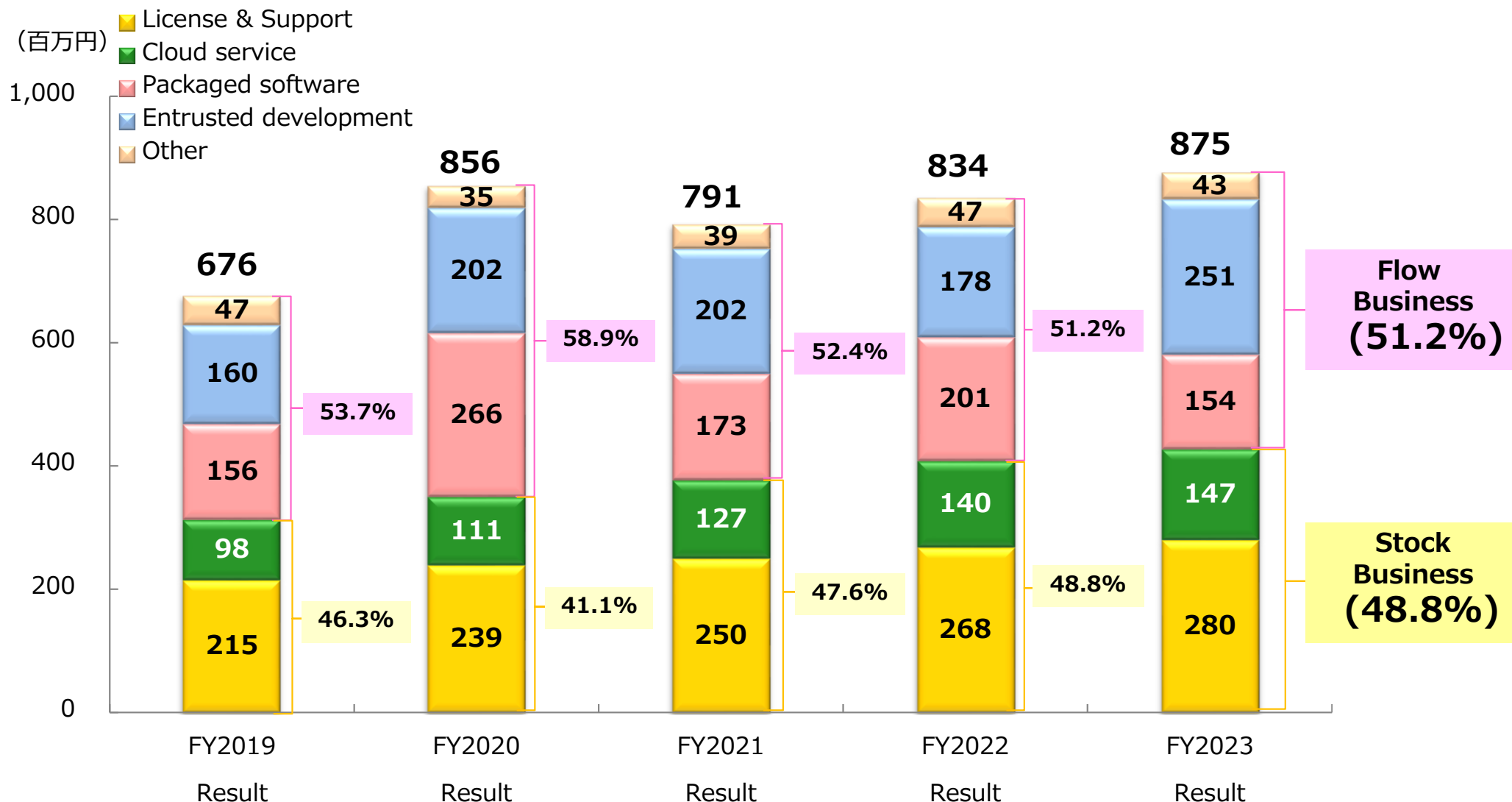
Note 1) Intersegment transactions have not been offset or eliminated.

Summary

- In the food industry, we continued to develop proposal activities for “FOODS eBASE” and continued to receive orders for large-scale projects for supermarkets and convenience stores. We have received a large-scale new order from a major restaurant company. We also received orders for large-scale upselling from our existing customers as major retailers and food manufacturers.
- We have concluded a business alliance with “TOSHIBA TEC CORPORATION”, a major POS system company, regarding the utilization of product information.
- In the daily necessities industry, sales were recorded as a large-scale project to continue a product DataBase-oriented web catalog site for one of the major office furniture manufacturer.
- In the housing industry, we received a large-scale order from the major building material manufacturer for building an integrated product information database using eBASE, and booked a portion of the sales.

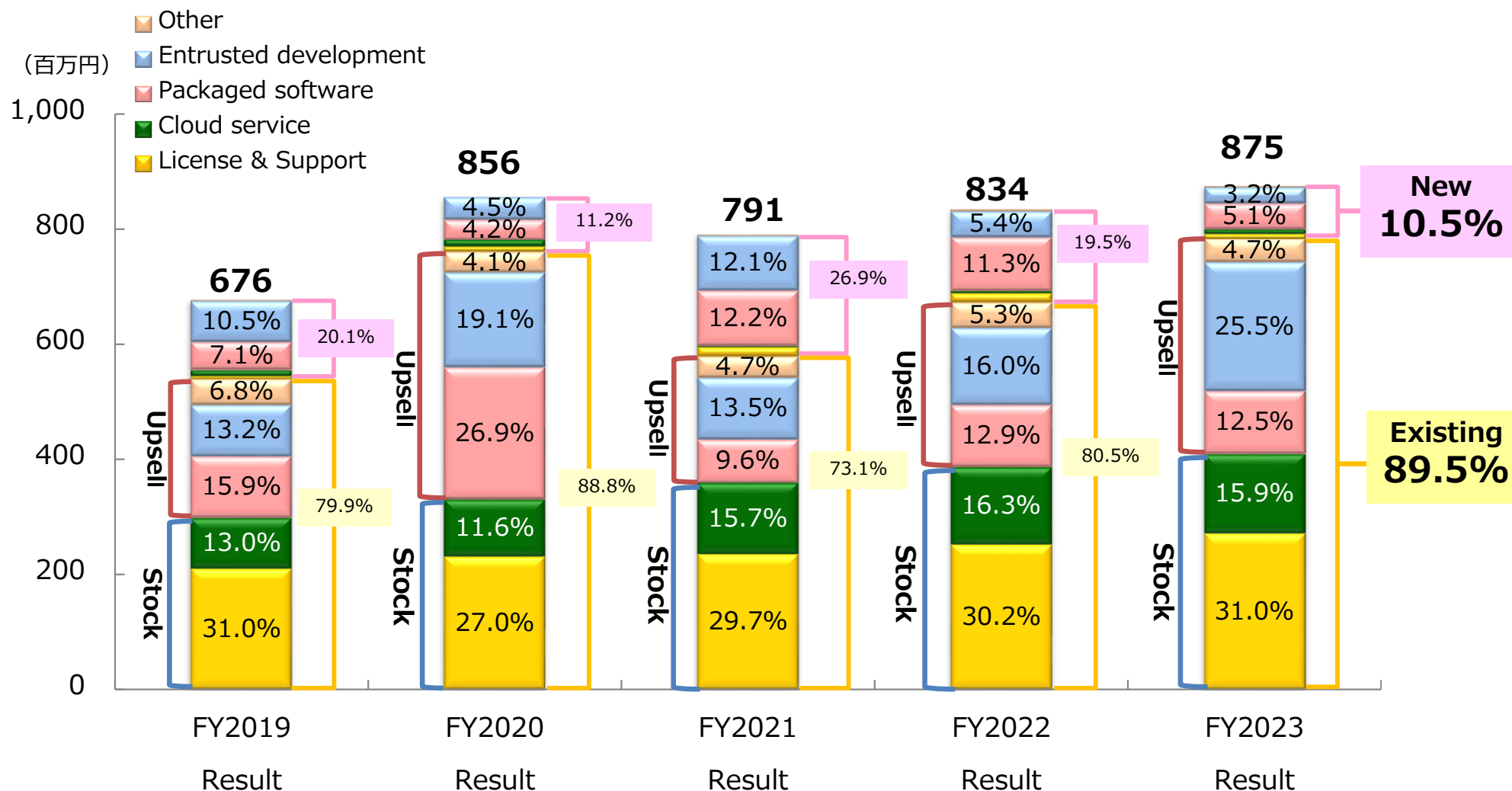
FY2023/2Q Results by Segment / eBASE Business

Sales results by type



FY2023/2Q Results by Segment / eBASE Business

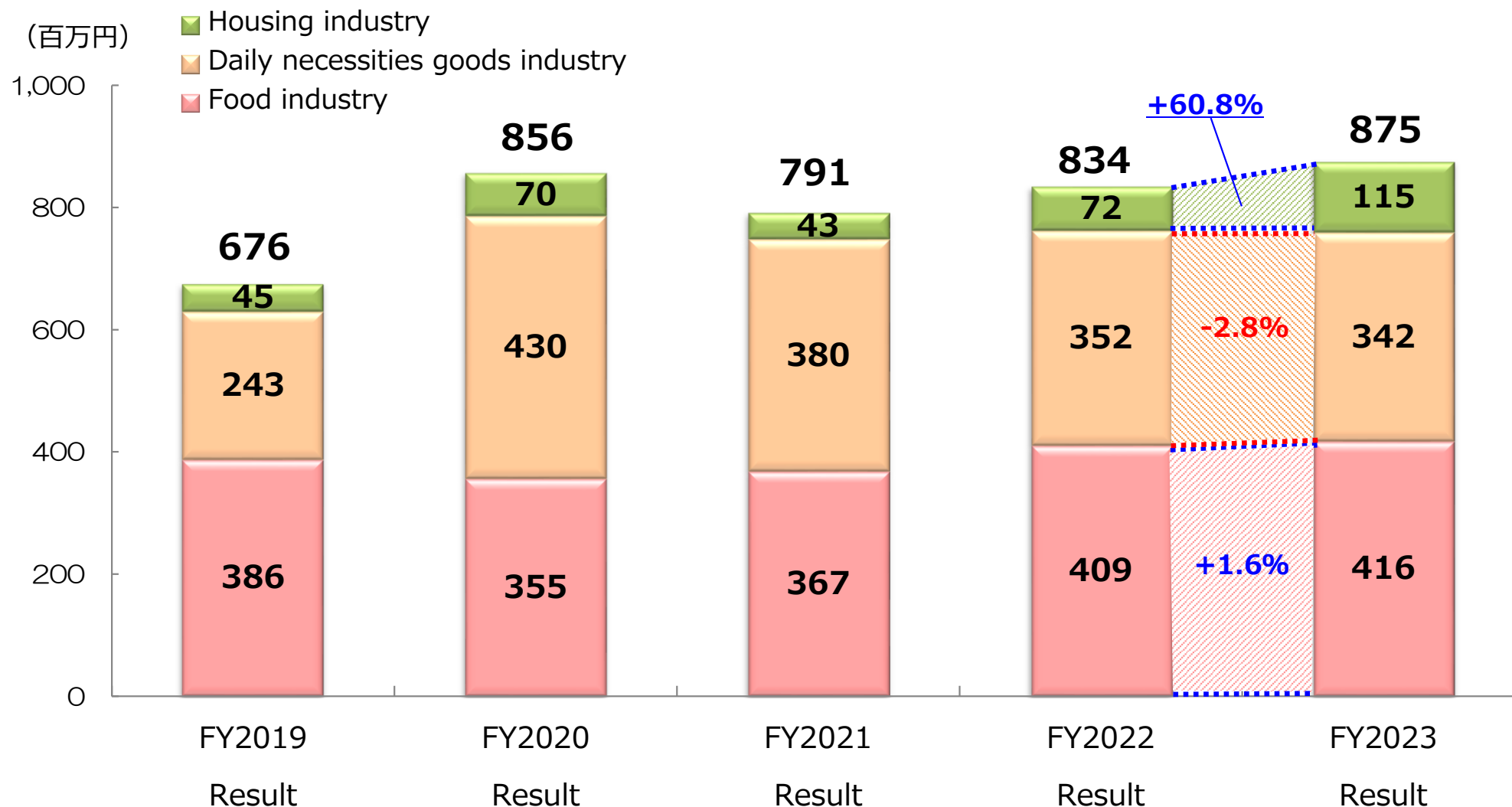
Sales results by new and existing



Note 1) Figures less than 3% are omitted.

FY2023/2Q Results by Segment / eBASE Business

Sales Results by Industry



Note 1) Amounts less than one million yen are disregarded.

FY2023/2Q Results by Segment / eBASE Business

Food industry Policies for this fiscal year and their progress

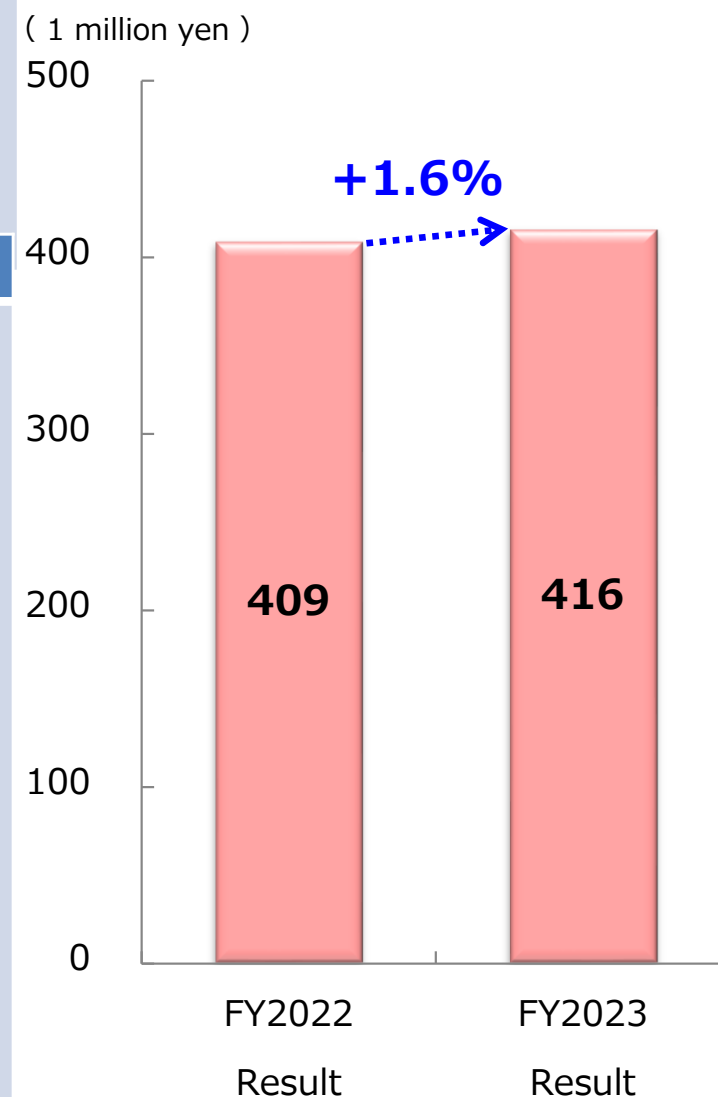
FY2023 Result Policies

- 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 (2Q cumulative) : 416 millions yen
- we continued to develop proposal activities for "FOODS eBASE" and continued to receive orders for large-scale projects for supermarkets and convenience stores. We have received a large-scale new order from a major restaurant company. We also received orders for large-scale upselling from our existing customers as major retailers and food manufacturers.
- We have concluded a business alliance with "TOSHIBA TEC CORPORATION", a major POS system company, regarding the utilization of product information.
- Received an order from a major retail PB department for an upsell of the product planning and development support system "PDM eBASE".
- Received a new large-scale order from a major retailer for the product master management system "MDM eBASE" linked to "Shozai (Shokuzai / Nichizatsu) Ebisu"
- Demand for "FOODS eBASE" remained firm as planned, and net sales increased slightly year-on-year.

Food industry
Sales result (year on year)



FY2023/2Q 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.

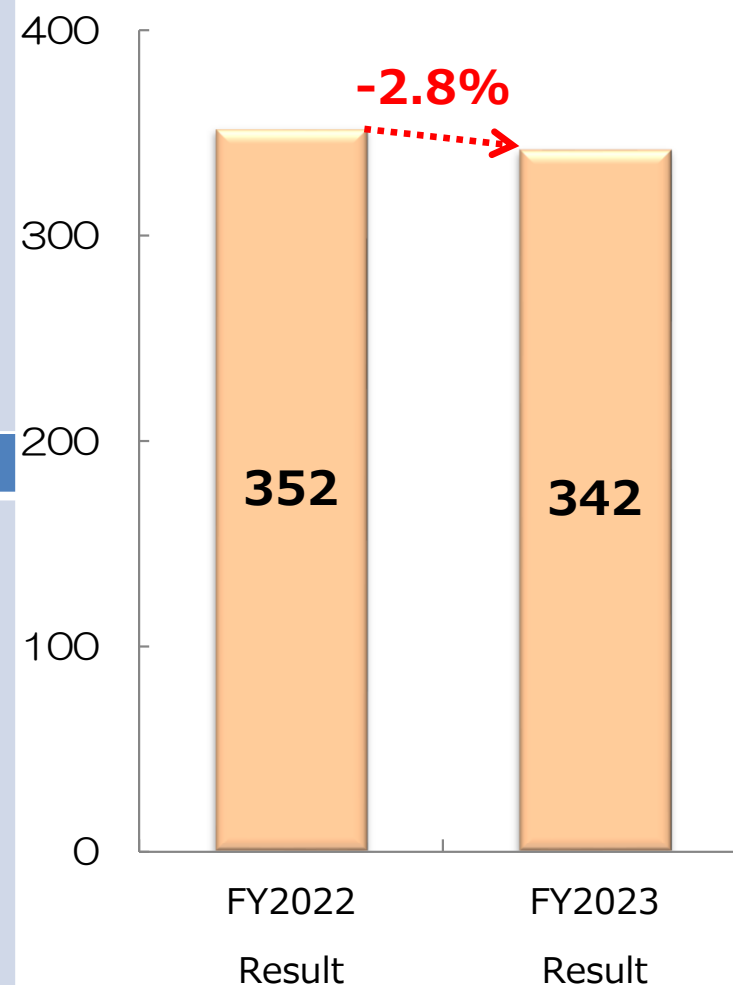
Its progress

- Sales results (2Q cumulative) : 342 millions yen
- Sales were recorded as a large-scale project to continue a product DataBase-oriented web catalog site for one of the major office furniture manufacturer.
- Recorded sales for a large-scale integrated product information Database project for a cutting tool manufacturer and a DIY-related wholesaler/manufacturer.
- Record sales as upselling of large-scale projects from existing customers of drugstores and clothing retailers.
- Focused on sales promotion related to "Shozai Ebisu" such as "Nichizatsu Ebisu" and net sales decrease slightly year-on-year.

Daily necessities goods industry

Sales result (year on year)

(1 million yen)



FY2023/2Q Results by Segment / eBASE Business

Housing industry

Policies for this fiscal year and their progress

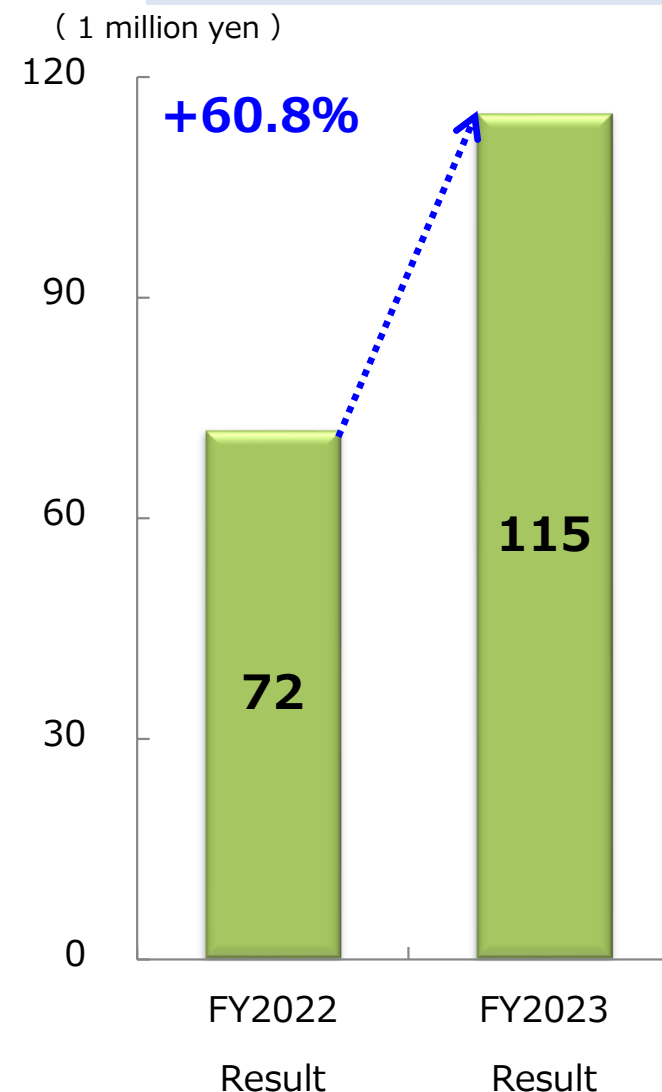
FY2023 Result Policies

- 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 (2Q cumulative) : 115 millions yen
- we received a large-scale order from the major building material manufacturer for building an integrated product information database using eBASE, and booked a portion of the sales.
- Received an order to define the requirements for building a product database-oriented web catalog for a major manufacturer of housing and building materials, mainly for exterior products, as a way to further utilize the integrated product information database that has already been introduced.
- Received a new order for defining requirements for building an integrated product information database for a major building material manufacturer, mainly for flooring and wall materials.
- A major house builder has been using "Jutaku Ebisu" and "eSumai Navi" at its sales offices nationwide, and the registration of owner users has progressed smoothly.
- Sales increased significantly year-on-year due to the steady progress in building an integrated product information database for a major building materials manufacturer.

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

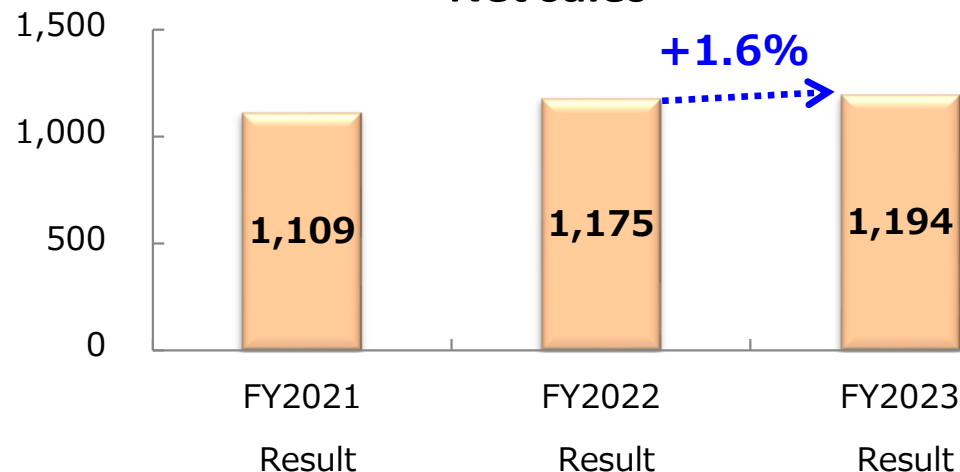
Help desk from primary support to secondary support that requires technical skills.

FY2023/2Q Results by Segment / eBASE-PLUS Business

eBASE-PLUS Business (IT Outsourcing Business)

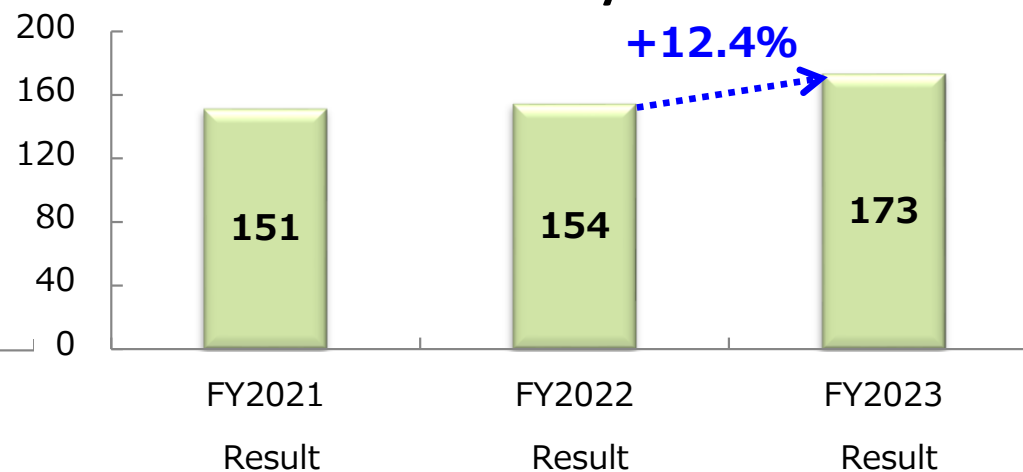
(1 million yen)

Net sales



(1 million yen)

Ordinary income



Summary

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

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

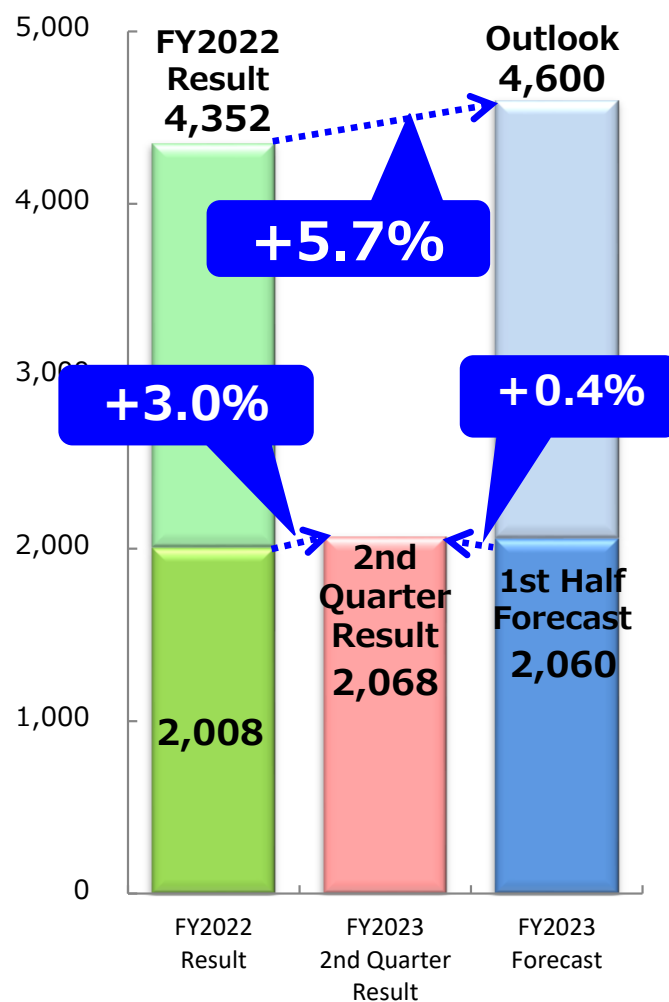
- Sales results (2Q cumulative) : 1,194 millions yen (Increased)
- Profit results (2Q cumulative) : 173 millions yen (Increased)
- Focus on acquiring projects that meet customer needs.
- Promoting mid-career hiring for work-ready, but the trend of difficulty in securing employees will continue.
- Focus on educating existing employees and plan to shift to higher unit price projects by improving their skills.

Year ended March 2023 Earnings forecasts

■ FY2022 2nd Quarter Result
 ■ FY2022 Result
 ■ FY2023 2nd Quarter Result
 ■ FY2023 1st Half Forecast
 ■ FY2023 Forecast

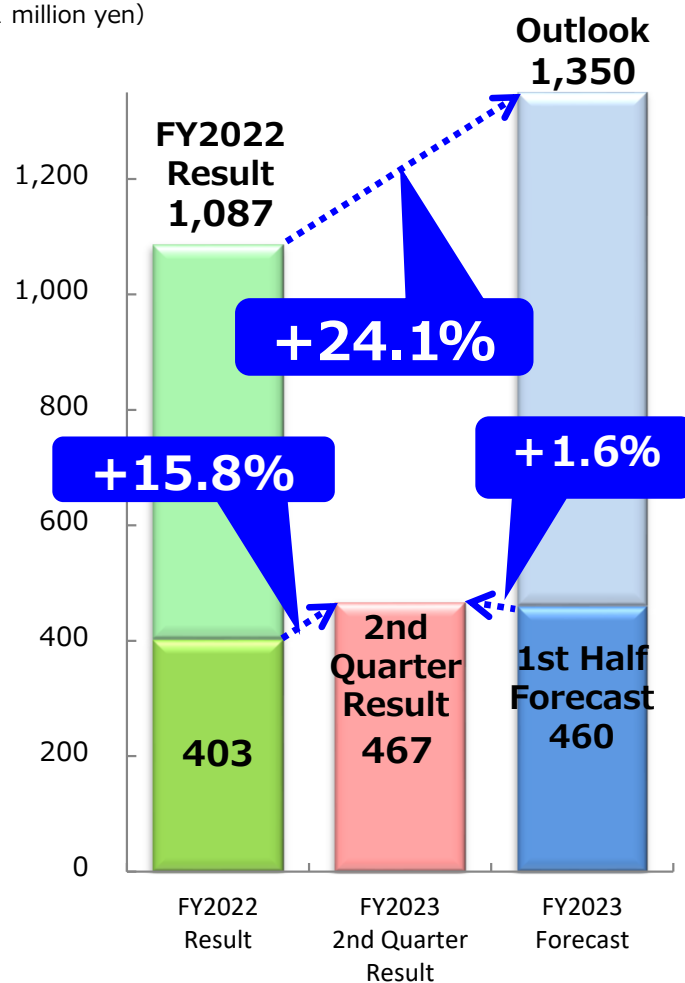
Net sales

(1 million yen)



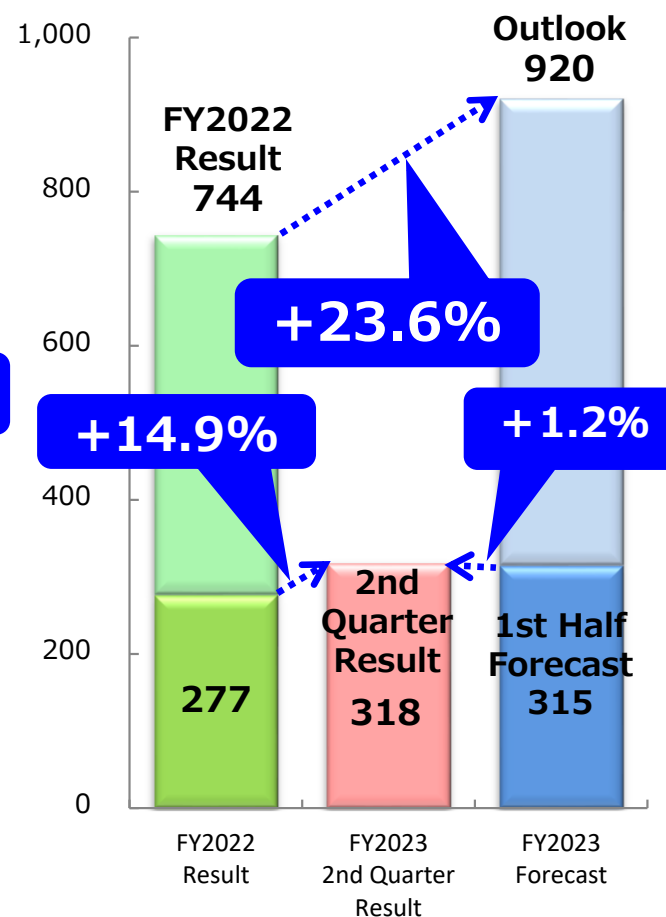
Ordinary income

(1 million yen)



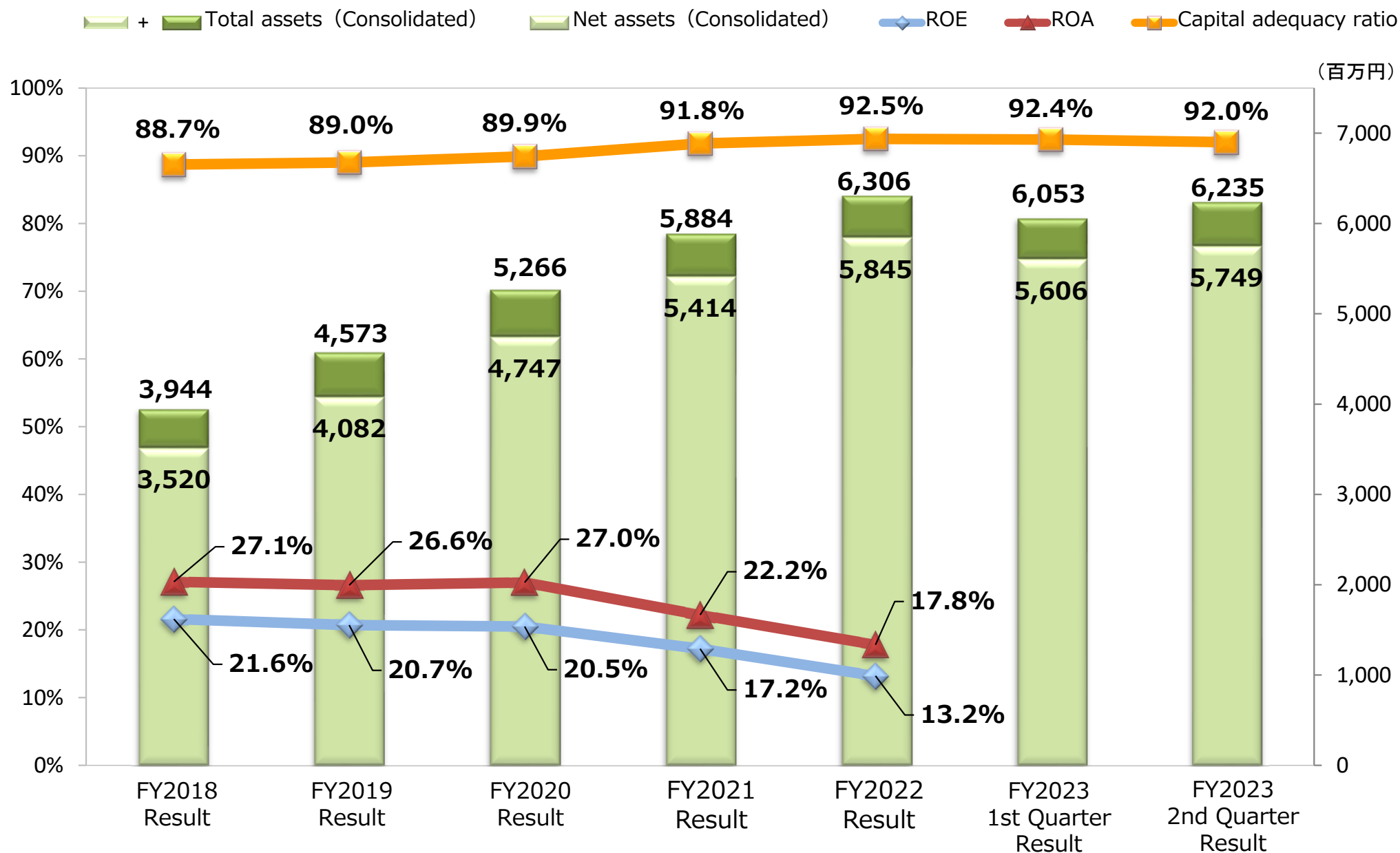
Net income*

(1 million yen)



Note 1) Quarterly net income attributable to owners of parent

Capital Position (ROE and ROA, etc.)



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