

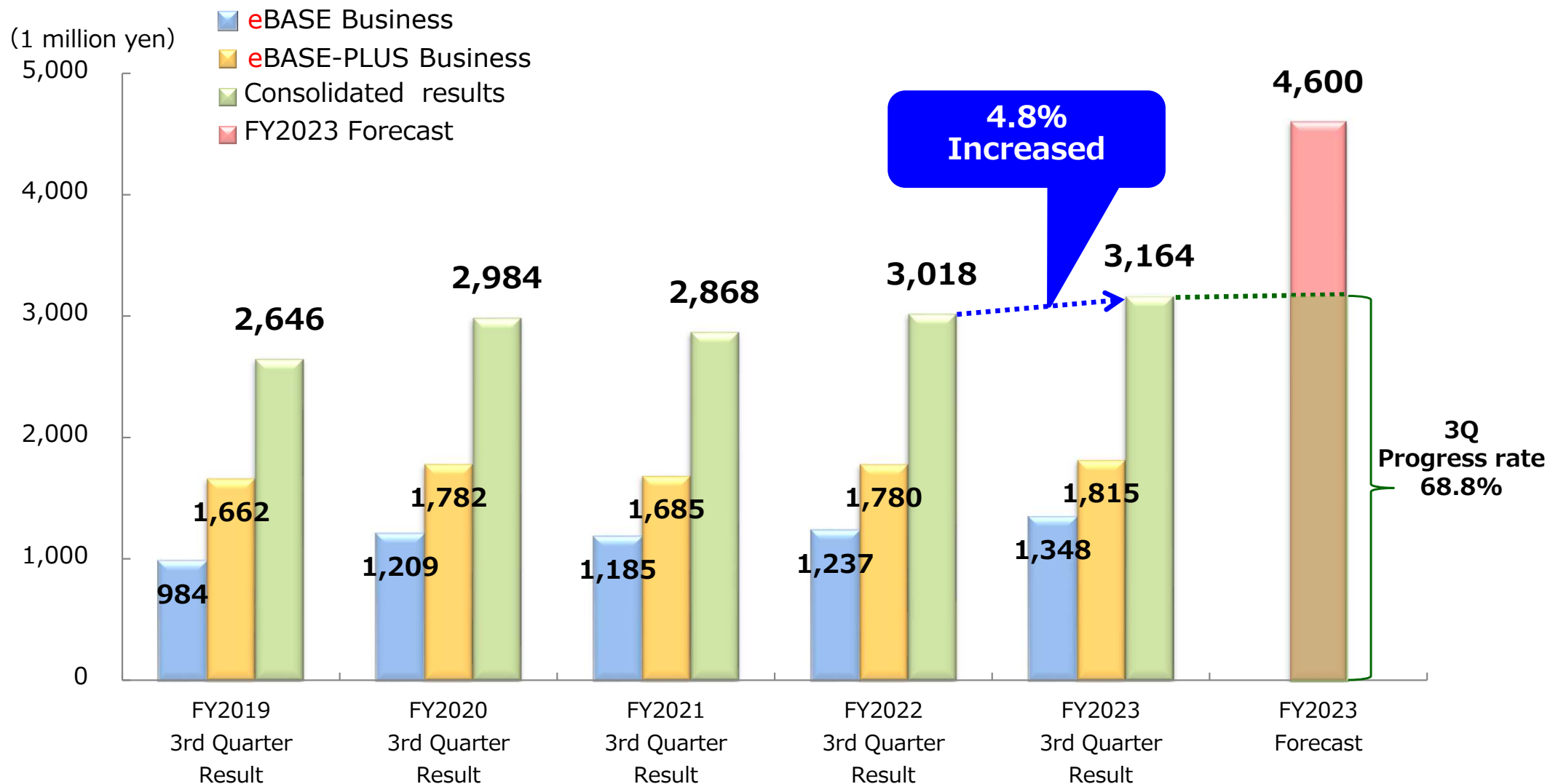
FY2023 3rd Quarter Financial Results and Business reports

eBASE Co.,LTD.

TSE code 3835

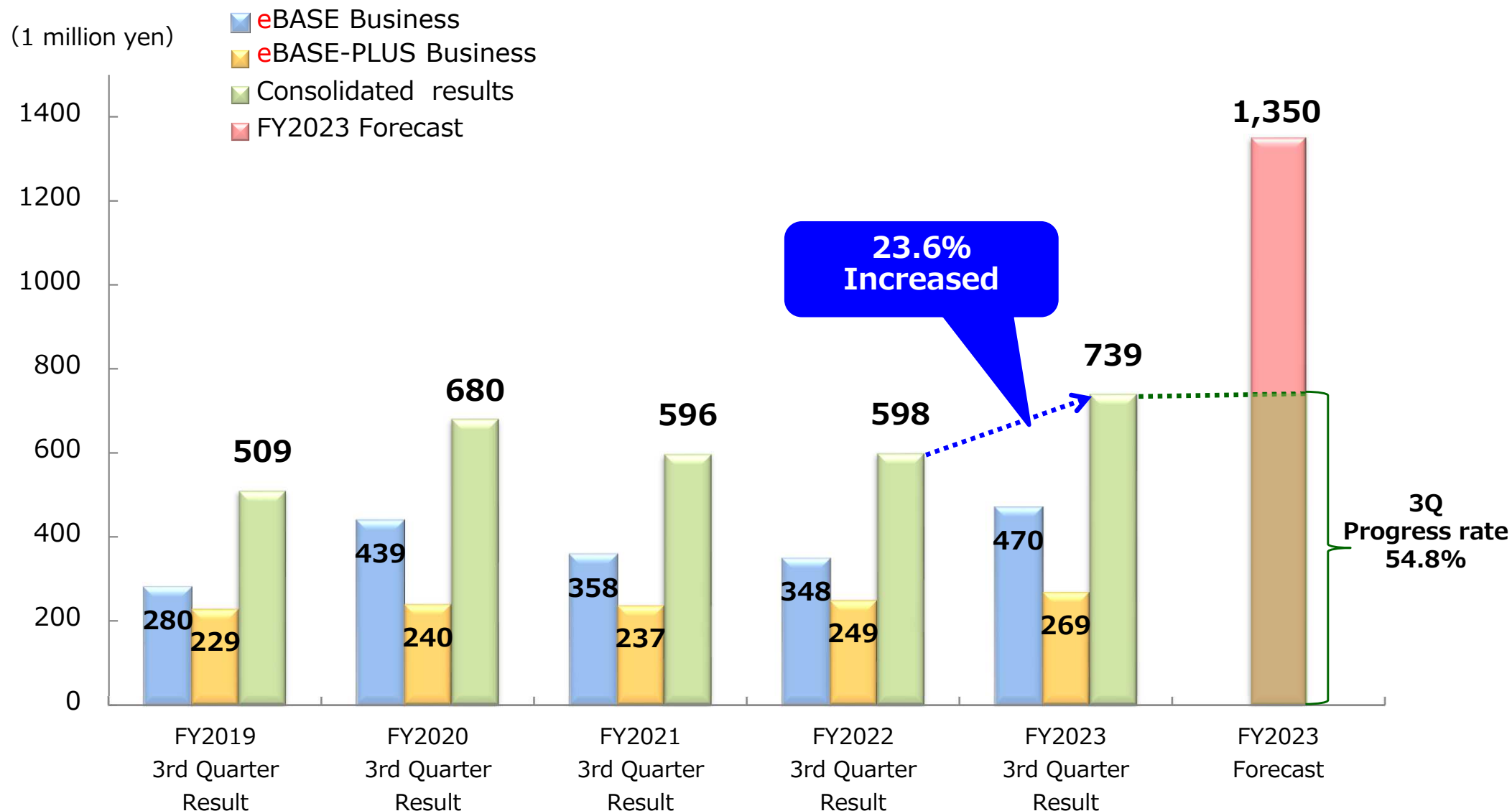
Note) Figures for changes in amount percentages have been calculated using data denominated in ¥1 units.

FY2023/3Q Consolidated Net Sales



Note 1) Intersegment transactions are eliminated.

FY2023/3Q Consolidated Ordinary Income



Note 1) Intersegment transactions are eliminated.

Transition of Consolidated Balance Sheet for FY2023/3Q

(1 million yen)

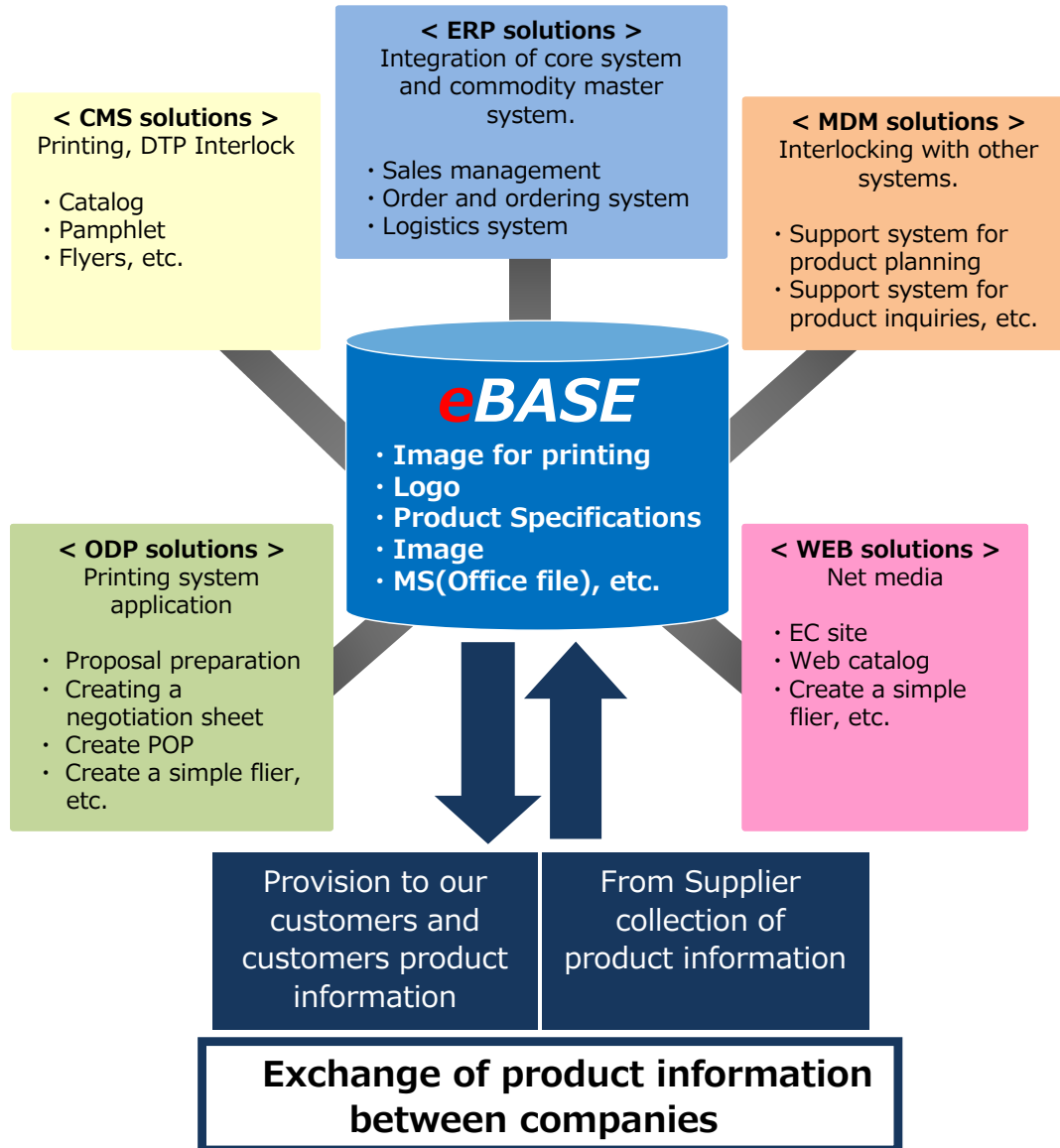
	FY2019 3rd Quarter Result	FY2020 3rd Quarter Result	FY2021 3rd Quarter Result	FY2022 3rd Quarter Result	FY2023 3rd Quarter Result
Net sales	2,646	2,984	2,868	3,018	3,164
(eBASE Business)	(984)	(1,209)	(1,185)	(1,237)	(1,348)
(eBASE-PLUS Business)	(1,670)	(1,782)	(1,685)	(1,782)	(1,817)
(Intersegment transactions)	(-8)	(-7)	(-2)	(-2)	(-1)
Operating Income	487	652	575	598	714
Ordinary income	509	680	596	598	739
(eBASE Business)	(280)	(439)	(358)	(348)	(470)
(eBASE-PLUS Business)	(230)	(240)	(237)	(249)	(269)
(Intersegment transactions)	(-1)	(0)	(0)	(0)	(0)
Net income*	348	464	409	410	504

* Quarterly net income attributable to owners of parent.

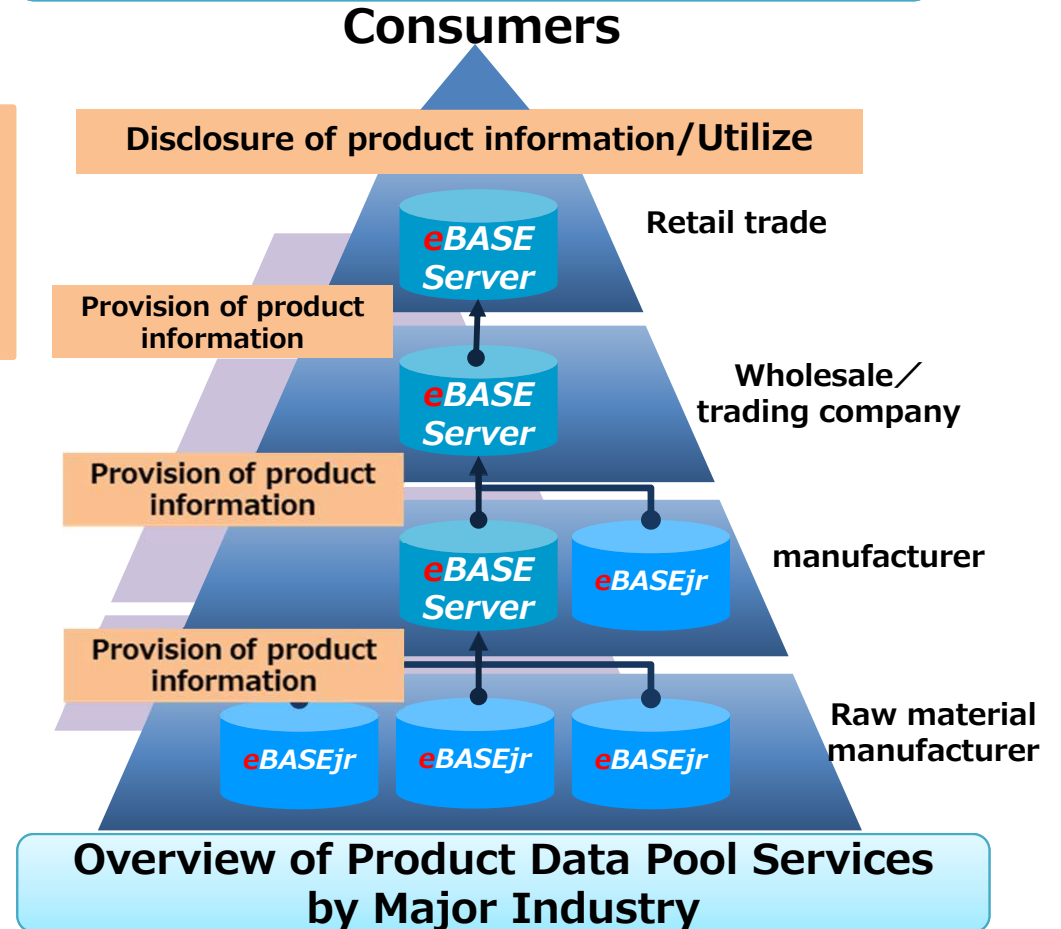
	Prior period (As of March 2022)	As of December 31, 2022	Increased/ Decreased	
Current assets	4,963	5,002	38	Notes and accounts receivable trade, and contract assets +158, Securities -135
Fixed assets	1,342	1,396	53	
(Property, plant and equipment+Intangible assets)	(135)	(188)	(53)	
(Other assets)	(1,207)	(1,207)	0	
Total assets	6,306	6,398	92	
Current liabilities	455	479	24	
Total liabilities	460	479	19	
Total shareholder's equity	5,778	5,867	89	Retained earnings +237 (Dividend payment -267)(Net income* +504) Treasury stock, at cost -148
Subscription rights to shares	11	12	0	
Total net assets	5,845	5,918	72	
Total liabilities and net assets	6,306	6,398	92	

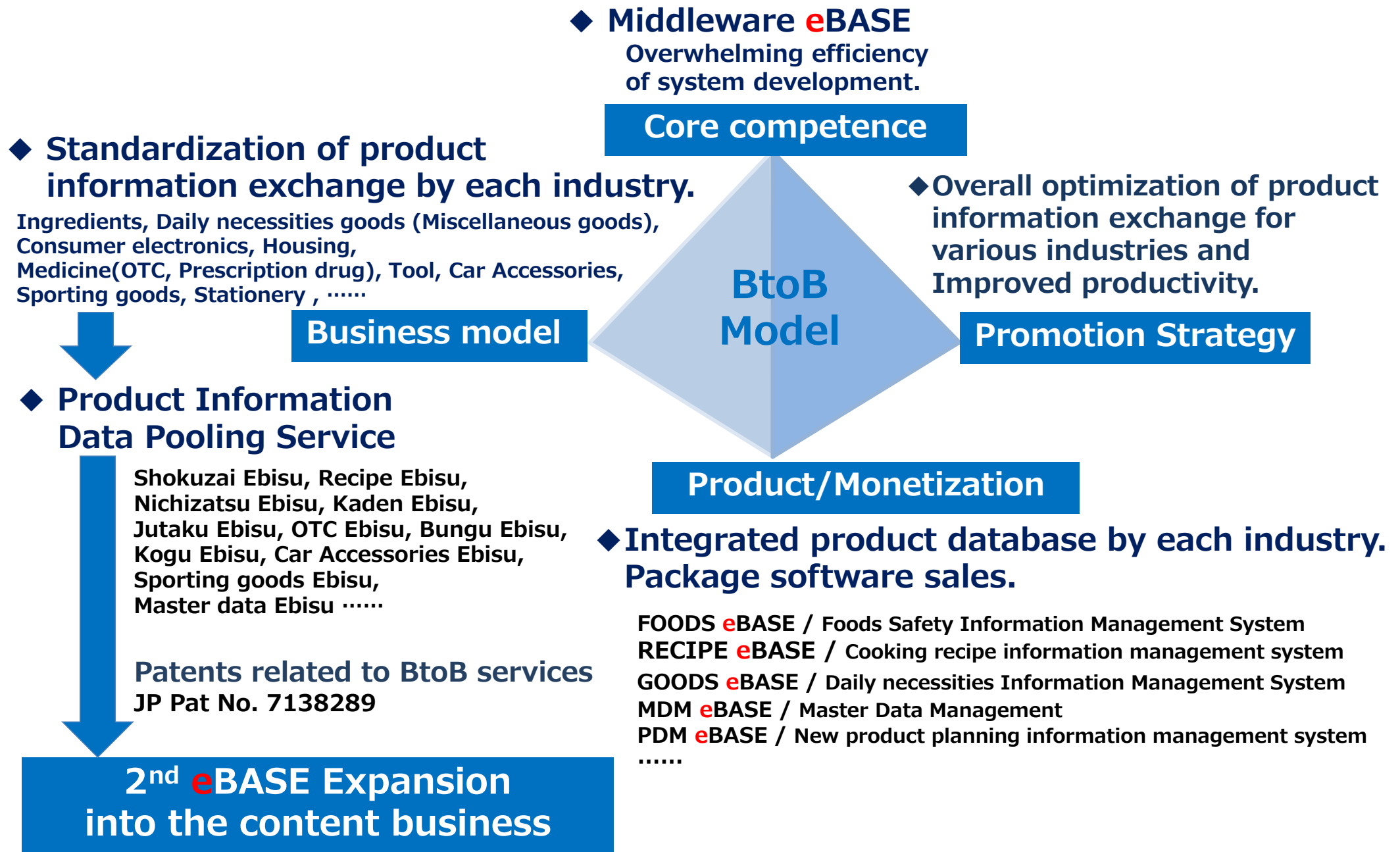
Overview of eBASE Business (BtoB Model)

Overview of eBASE integrated product database



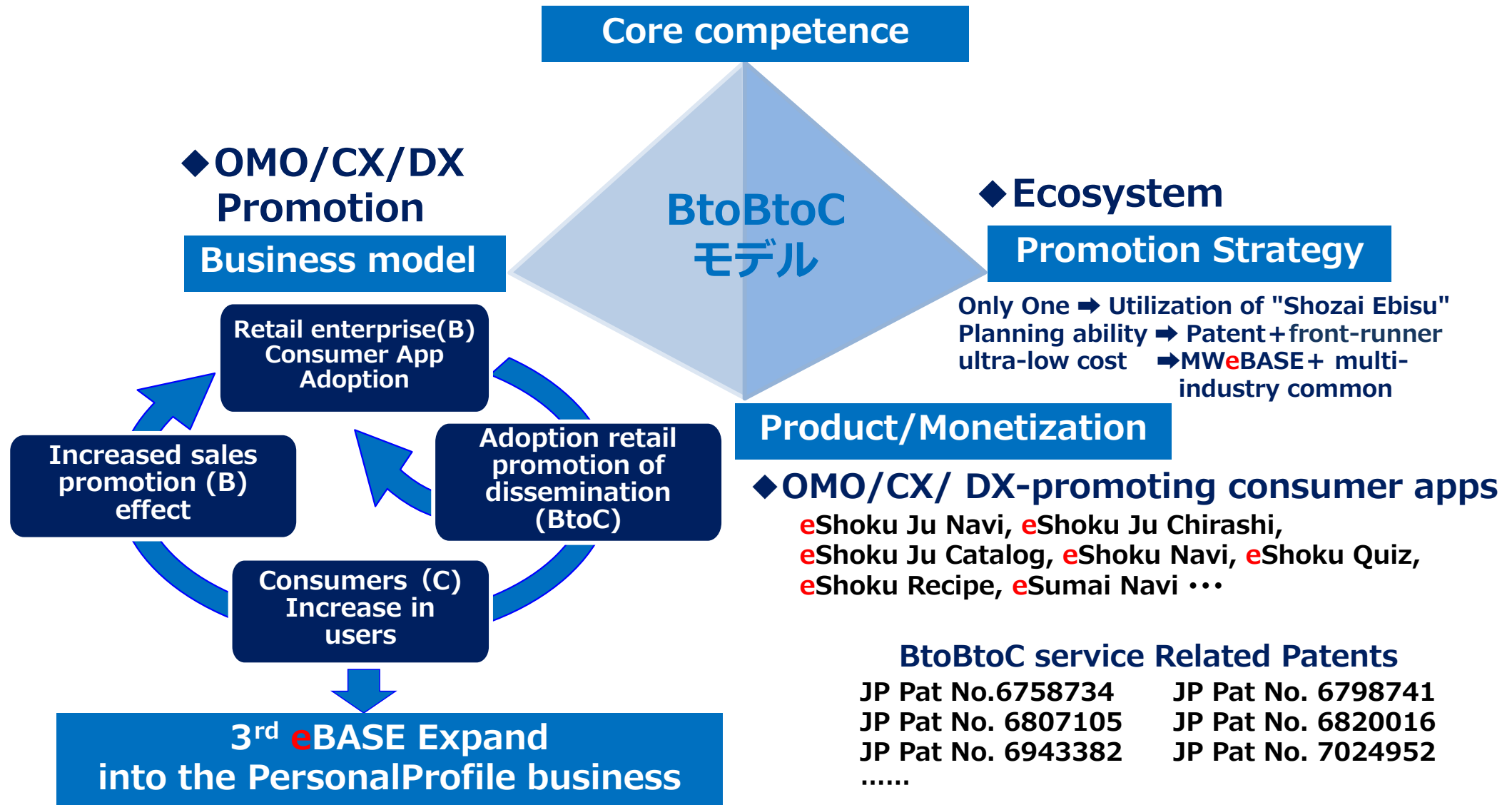
Outline of product information exchange services by industry





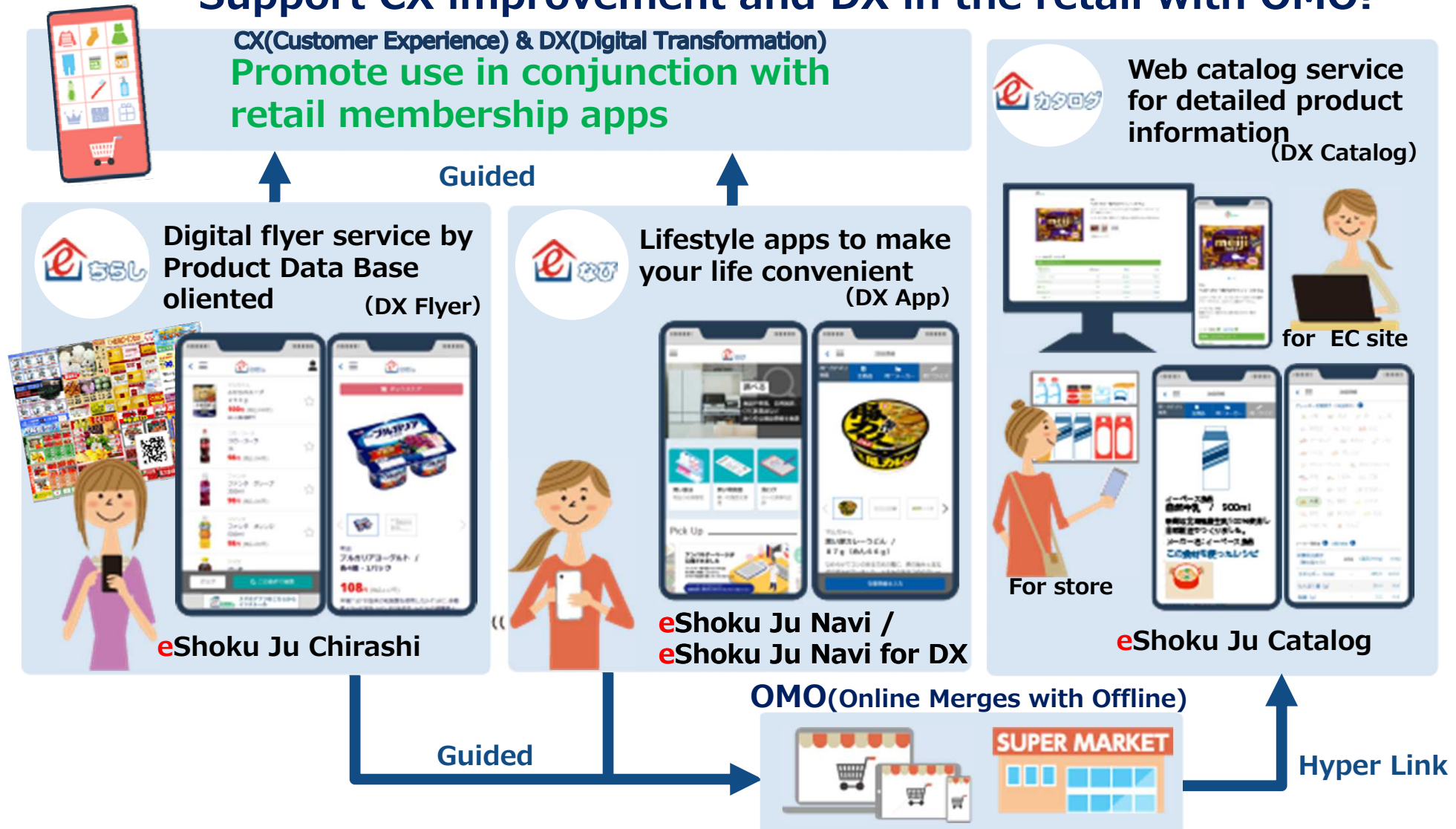
Medium-to-Long-Term Strategy / eBASE Business (2nd eBASE)

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



A consumer lifestyle app that integrates all product categories
“eShoku Ju Navi” (2nd eBASE)

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



“eShoku Ju Chirashi : JP Pat No.6943382” “eShoku Recipe : JP Pat No.7198461, JP Pat No.6758734, JP Pat No.7089251” “eShoku Ju Navi : JP Pat No.7089252”

Promotion of Living Life DX&OMO "eSumai Navi" (2nd eBASE)

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

Retail company / House maker
eBASE

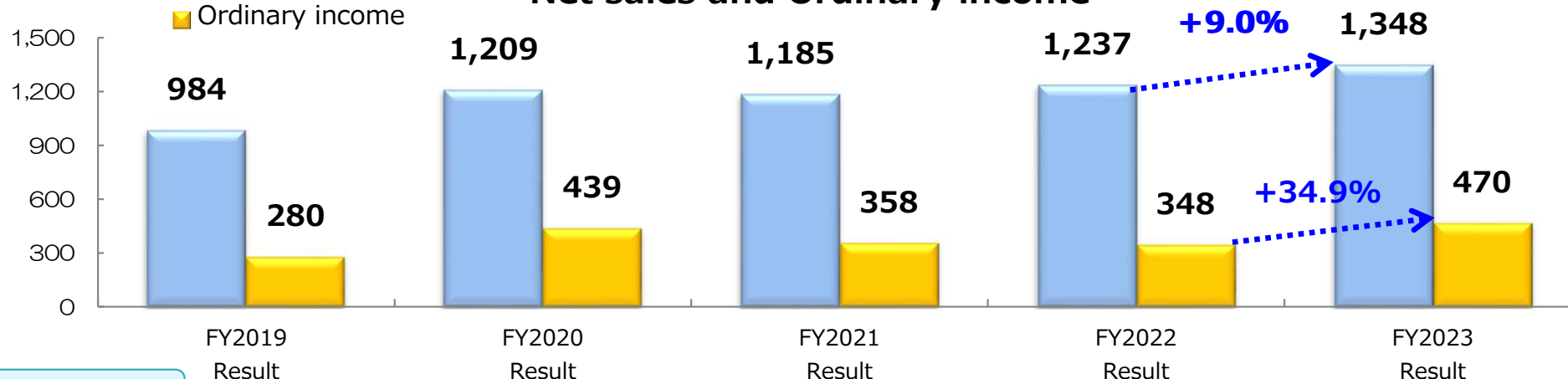
"eSumai Navi : JP Pat No.7024952"

FY2023/3Q Results by Segment / eBASE Business

eBASE Business (Packaged software business)

(1 million yen) ■ Net sales
■ Ordinary income

Net sales and Ordinary income



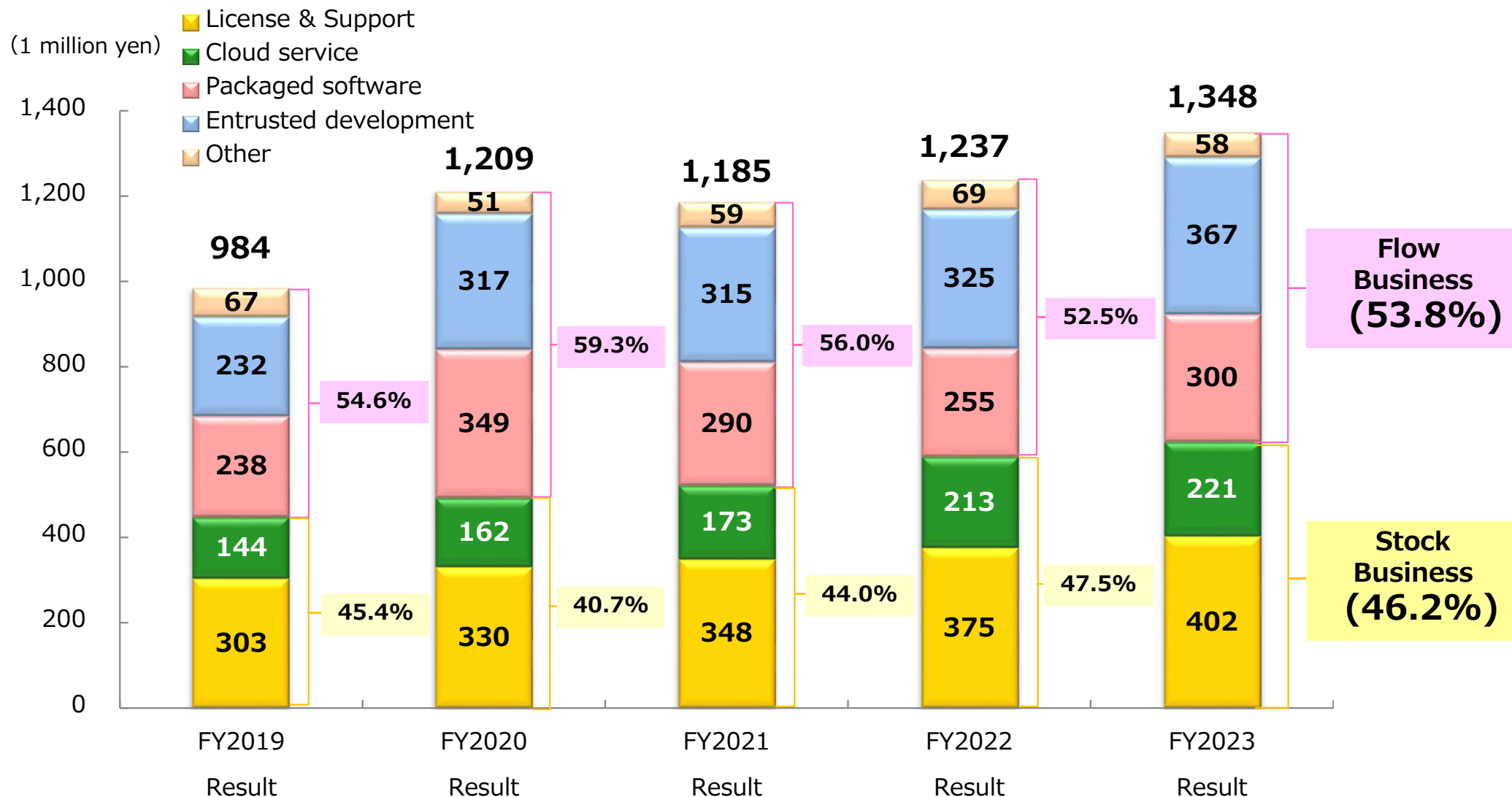
Note 1) Intersegment transactions have not been offset or eliminated.

Summary

- Developed and released “eShoku Ju Navi”, a lifestyle app for consumers that integrates all product categories.
- In the food industry, sales of “FOODS eBASE” and “PDM eBASE”, a product planning and development support system, were recorded as large-scale projects for a major convenience store.
- Recorded sales of large-scale upselling and continuing a product from multiple major general retailers.
- In the daily necessities industry, Recorded sales of large-scale projects from drugstores, clothing retailers and cutting tool manufacturers.
- Sales of a product DataBase-oriented web catalog site for one of the major office furniture manufacturer were also recorded as an continuing large-scale project.
- In the housing industry, the spread of “eSumai Navi” at major house manufacturers has progressed smoothly.
- We continued to receive a large-scale order from the major building material manufacturer for building an integrated product information database using “eBASE”, and recorded sales.
- We patented relate to “Master Data Ebisu,” a service that allows retail members in different industries to share product master data (JP Pat No. 7138289).

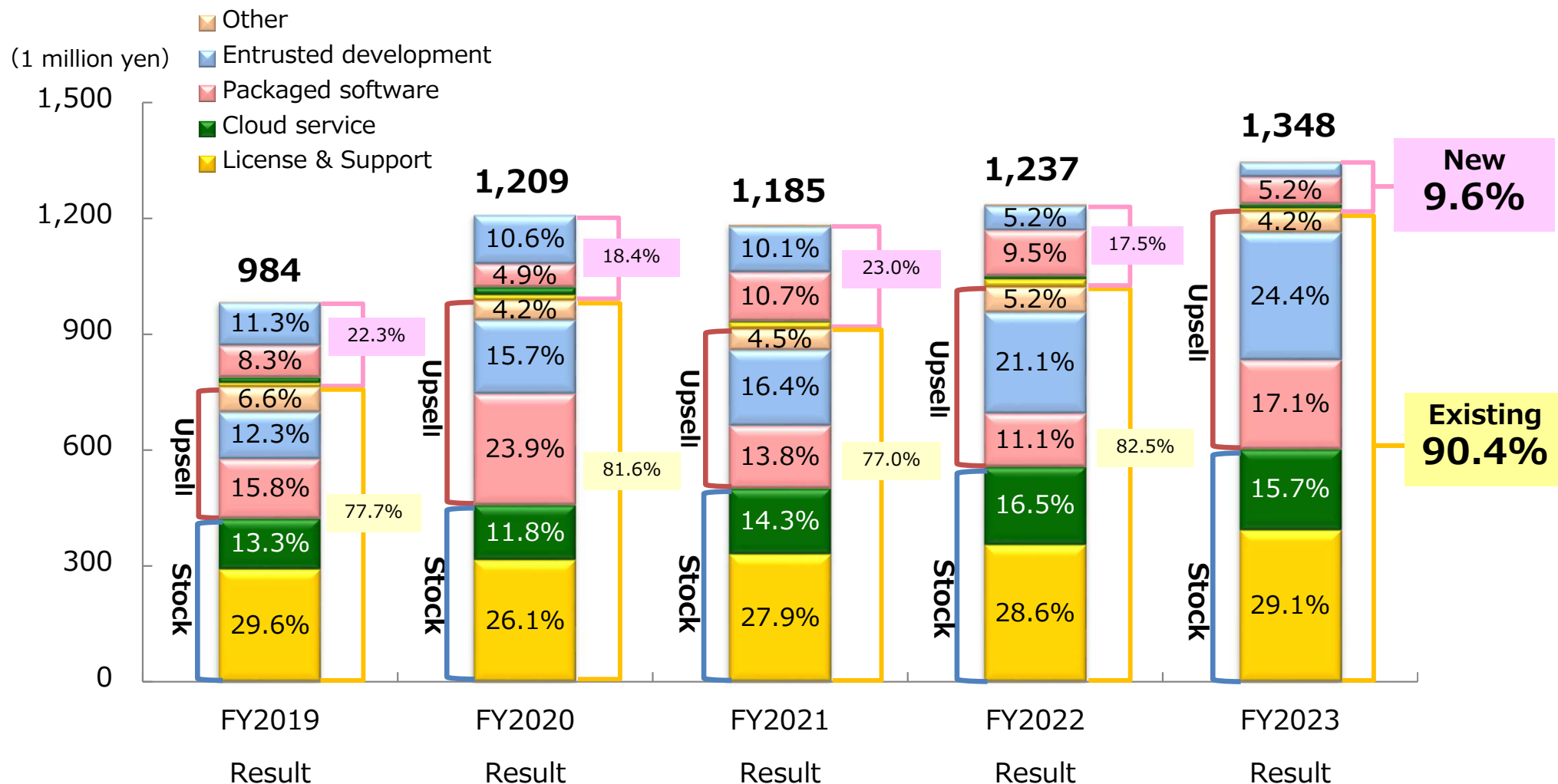
FY2023/3Q Results by Segment / eBASE Business

Sales results by type



FY2023/3Q Results by Segment / eBASE Business

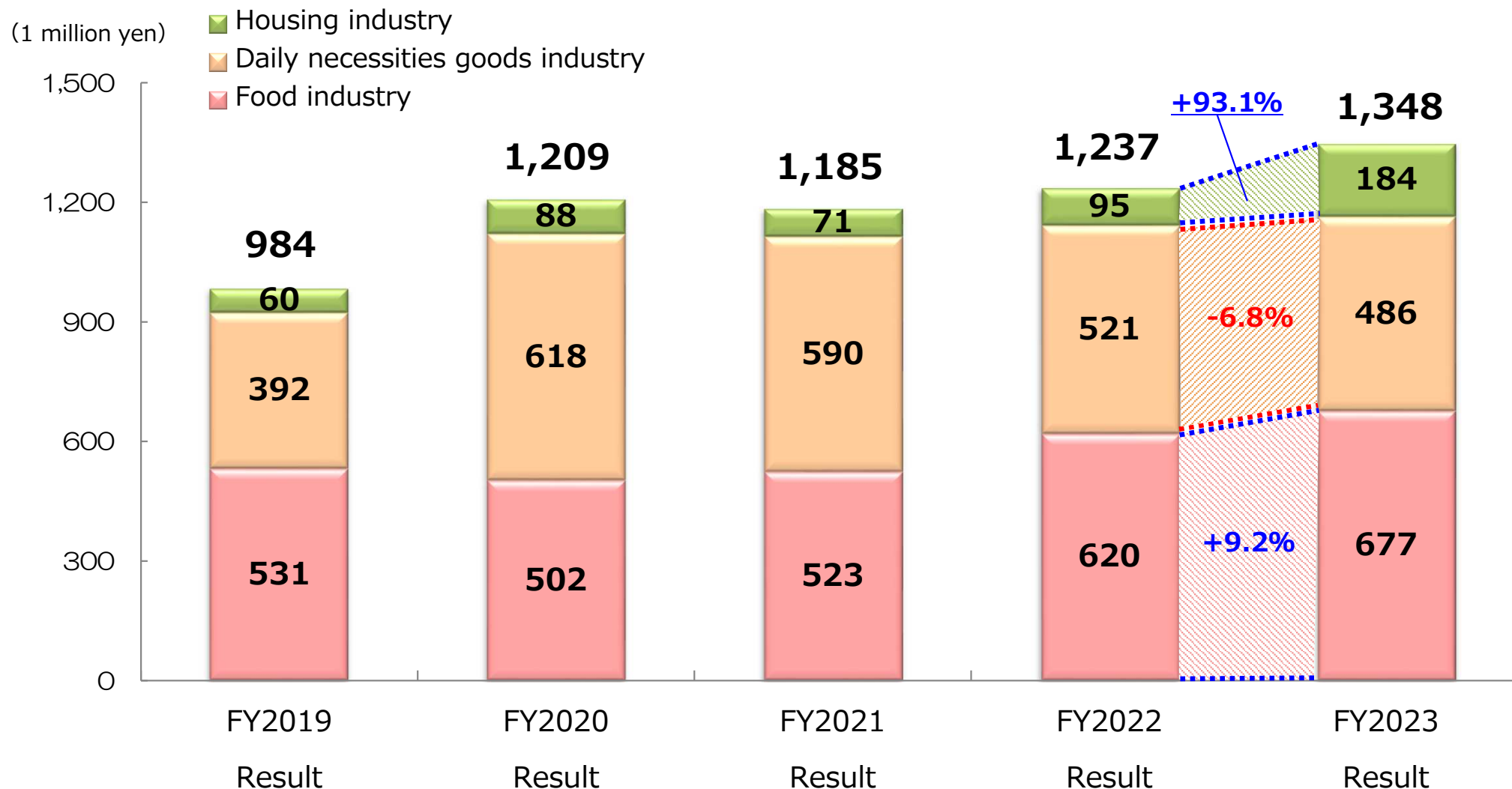
Sales results by new and existing



Note 1) Figures less than 3% are omitted.

FY2023/3Q Results by Segment / eBASE Business

Sales Results by Industry



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

FY2023/3Q Results by Segment / eBASE Business

Food industry Policies for this fiscal year and their progress

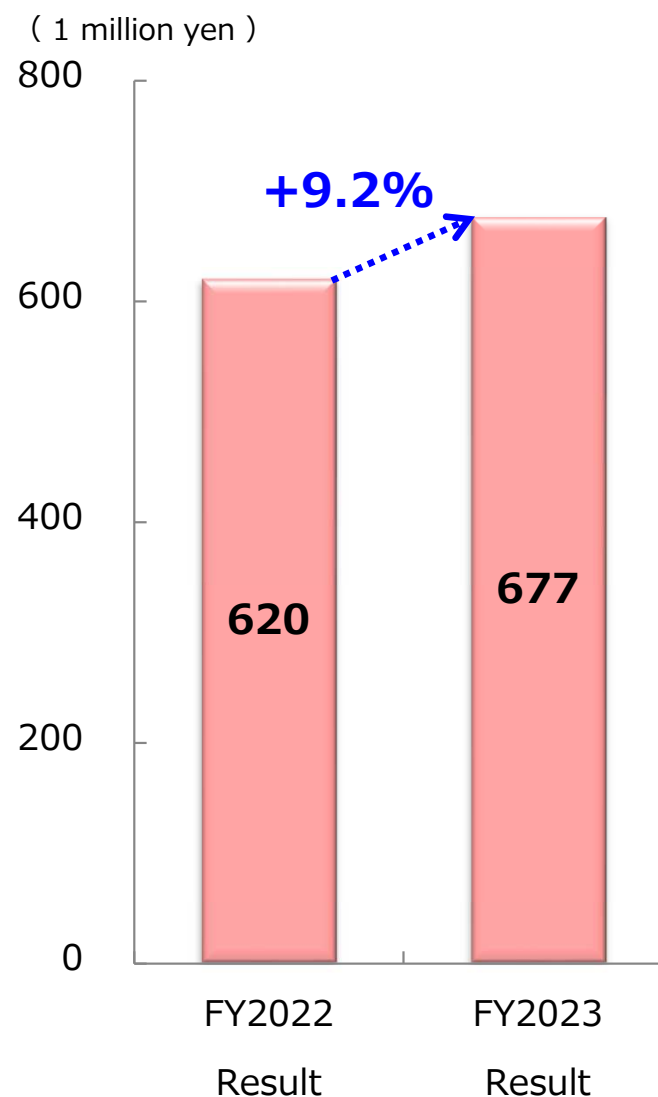
FY2023 Result Policies

- 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 (3Q cumulative) : 677 millions yen
- <BtoBtoC Model>
- Continue to actively promote the spread of "eShoku Navi", "eShoku Catalog" and "eShoku Chirashi". → Integrated into the "eShoku ju Navi"
- <BtoB Model>
- Sales of "FOODS eBASE" and "PDM eBASE", a product planning and development support system, were recorded from a major convenience store.
 - Recorded sales of large-scale upselling and continuing a product from multiple major general retailers.
 - Receives large-scale upselling order for "MDM eBASE" from major supermarket.
 - Also received a continuation order from a food processing manufacturer.
 - Sales of part of the product recipe system from a pickle food processing manufacturer.
 - Received an order for "FOODS eBASE" from a major conveyor belt sushi chain company and a major fast food chain company.
 - Net sales increased year-on-year due to accelerated progress in the acceptance inspection of a large-scale project scheduled for the fourth quarter.

Food industry Sales result (year on year)



FY2023/3Q Results by Segment / eBASE Business

Daily necessities goods industry Policies for this fiscal year and their progress

FY2023 Result Policies

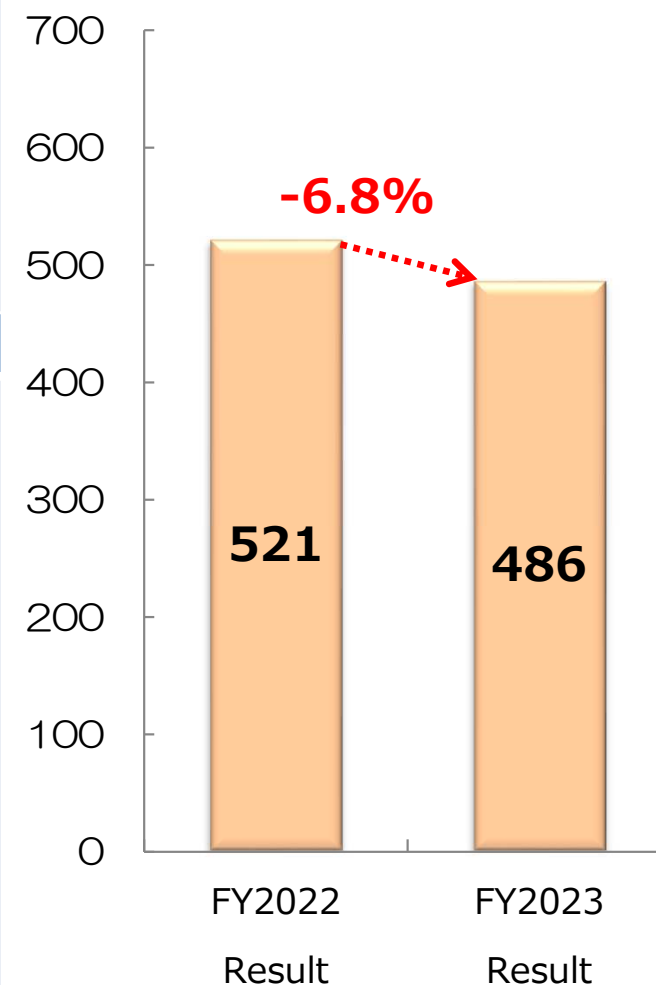
- Promote total optimization of the product information exchange environment in the Daily necessities goods industry (Drugstore industry, Home center industry, Stationery industry, Sporting goods industry, Car accessory industry, Mail order industry, etc.).
- Promote sales promotion of "Shozai Ebisu" with a focus on the product data pool service "Nichizatsu Ebisu".
- Promotion of contract development of customized integrated product database of client companies.
- Promotion of the BtoBtoC model through "eShoku ju Navi", a smartphone app for consumers.

Its progress

- Sales results (3Q cumulative) : 486 millions yen
- <BtoBtoC Model>
- Developed and released a new consumer lifestyle app "eShoku ju Navi" that integrates all product categories.
 - We have started to offer a special version of "eShoku ju Navi for DX" that is easy to customize, short delivery time and inexpensive for specific companies.
- <BtoB Model>
- Recorded sales of large-scale projects for drugstores, clothing retailers and cutting tool manufacturers.
 - Sales of a product database-oriented web catalog site for one of the major office furniture manufacturer were also recorded as an continuing large-scale project.
 - Received orders for DIY-related wholesalers and manufacturers, office furniture manufacturers, major home centers, and general trading companies of precision measuring instruments.
 - Net sales decreased year-on-year due to circumstances timing of some acceptance inspections.

Daily necessities goods industry
Sales result (year on year)

(1 million yen)



FY2023/3Q Results by Segment / eBASE Business

Housing industry

Policies for this fiscal year and their progress

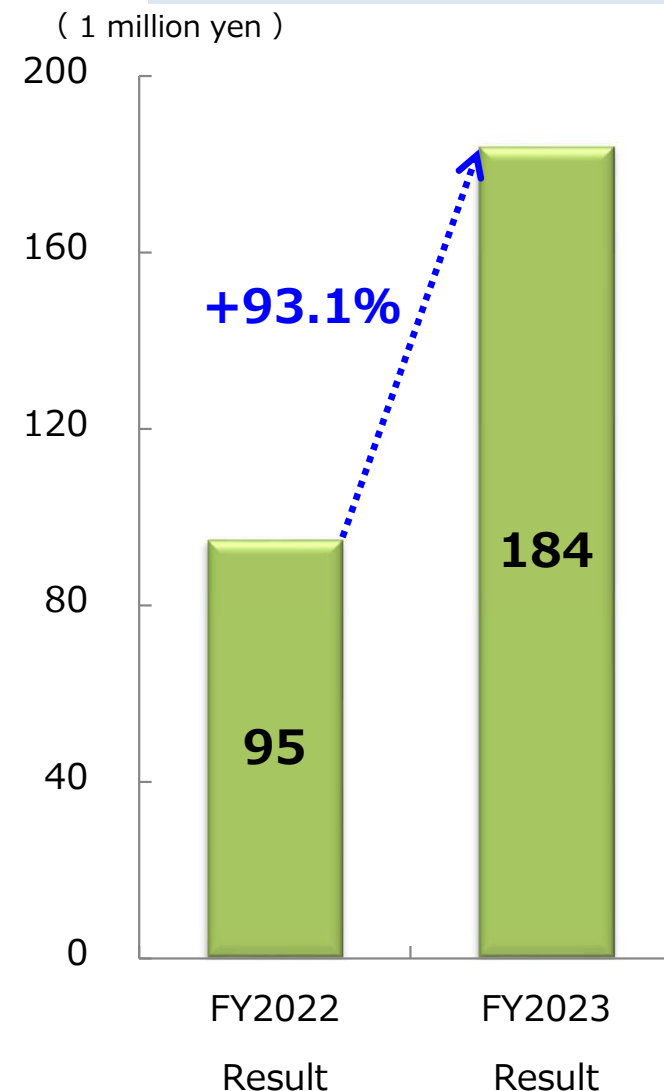
FY2023 Result Policies

- Promotion of the de facto product data pool service "Jutaku Ebisu".
- Promotion of contract development of customized integrated product database of client companies.
- Promotion of the BtoBtoC model through the "eSumia Navi" smartphone application for house owners.

Its progress

- Sales results (3Q cumulative) : 184 millions yen
<BtoBtoC Model>
- Received a new order for a major house manufacturer for a large-scale upselling project to build an environment for disclosing instruction manual data to the house owners using "eSumai Navi".
- A Major house manufacturers that already operating "Jutaku Ebisu" and "eSumai Navi" has made steady progress in the disclosure of the instruction Manual to house owners, and has achieved its initial target number of registrations.
- <BtoB Model>
- Recorded sales of a continue large-scale project by major building materials manufacturers.
- Received an order for building a product database-oriented web catalog for a major manufacturer of housing and building materials.
- Received an order for building an integrated product information database for a major building material manufacturer, mainly for flooring and wall materials.
- Net sales increased significantly 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

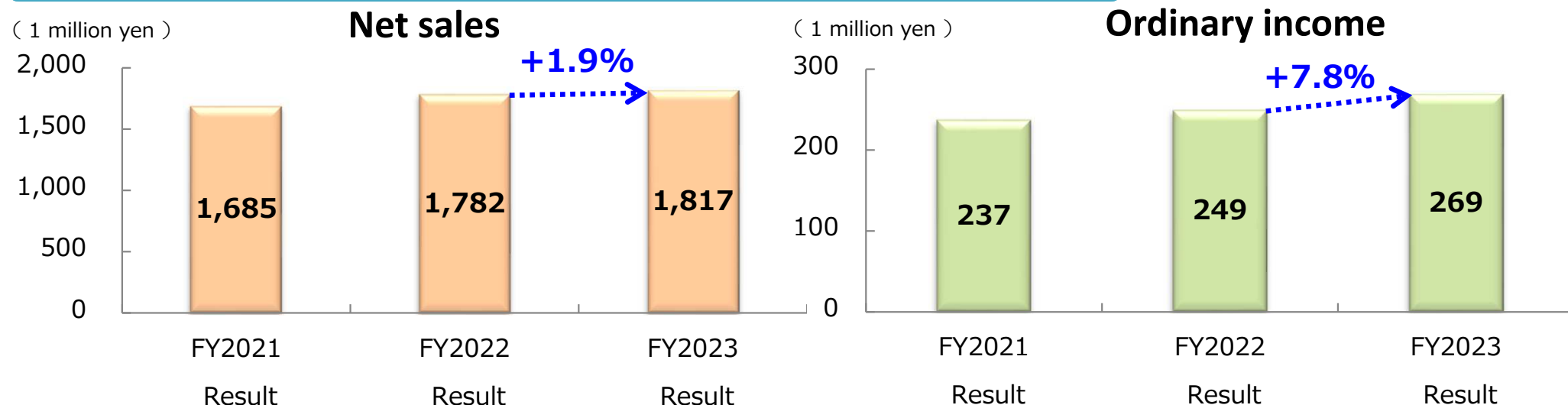
Supports the operation of IT systems.

②Help Desk Services

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

FY2023/3Q Results by Segment / eBASE-PLUS Business

eBASE-PLUS Business (IT Outsourcing Business)



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

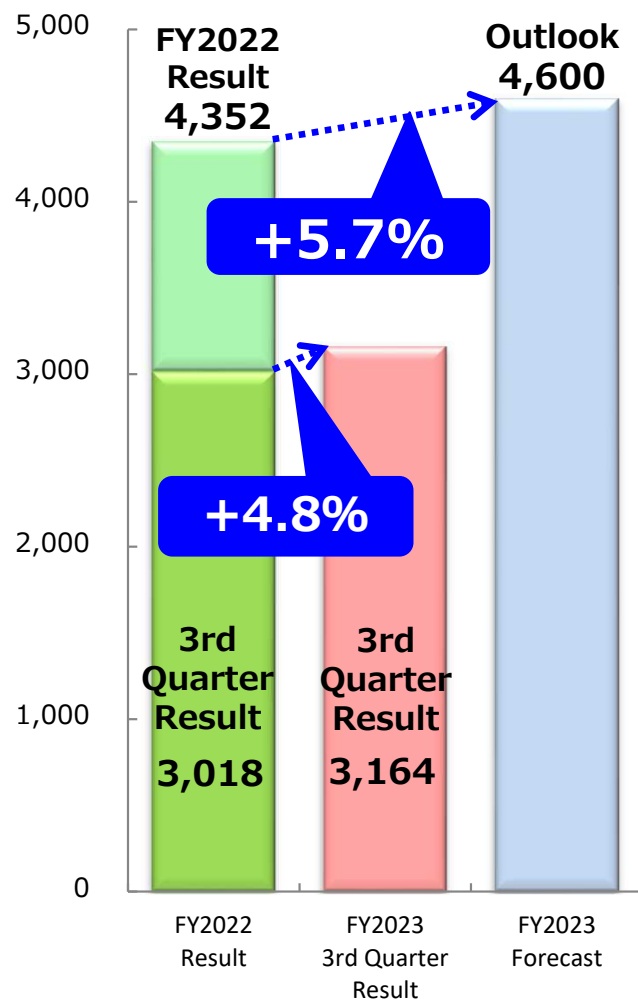
- Sales results (3Q cumulative) : 1,817 millions yen (Increased)
- Profit results (3Q cumulative) : 269 millions yen (Increased)
- Focus on acquiring projects that meet customer needs.
- Continuously negotiated unit prices with customers in response to the era of rapid inflation.
- Focus on educating existing employees and plan to shift to high skill, higher unit price projects by improving their skills.
- Net sales were generally in line with plans.

Year ended March 2023 Earnings forecasts

■ FY2022 3rd Quarter Result ■ FY2022 Result ■ FY2023 3rd Quarter Result ■ FY2023 Forecast

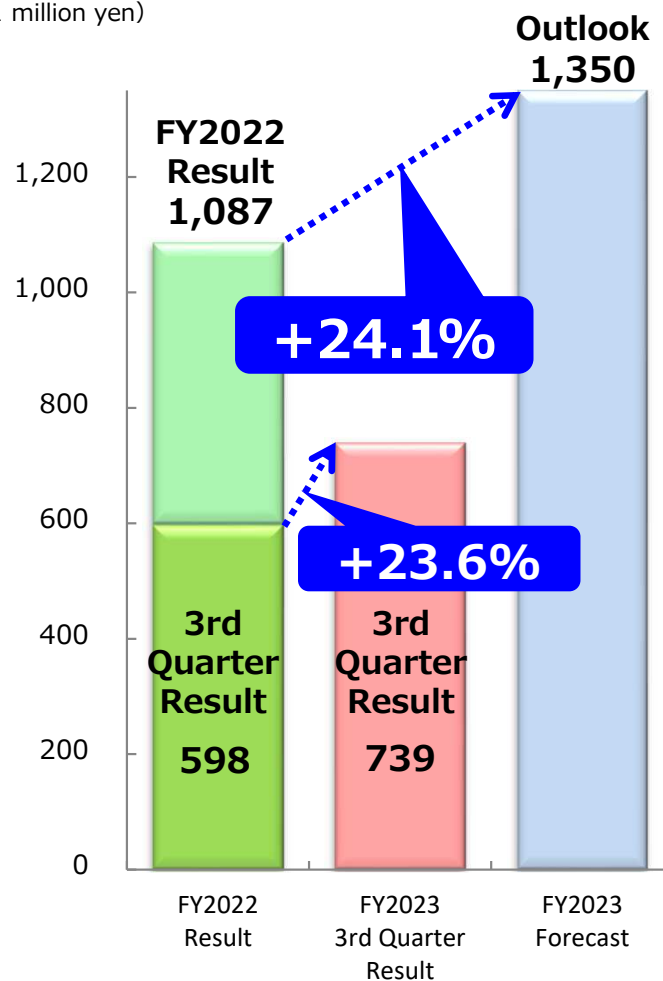
Net sales

(1 million yen)



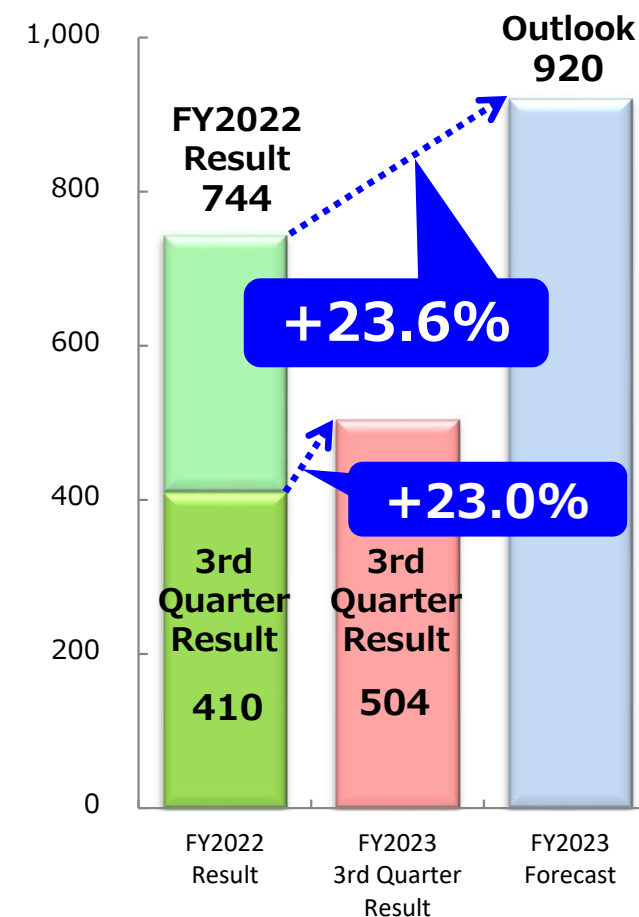
Ordinary income

(1 million yen)



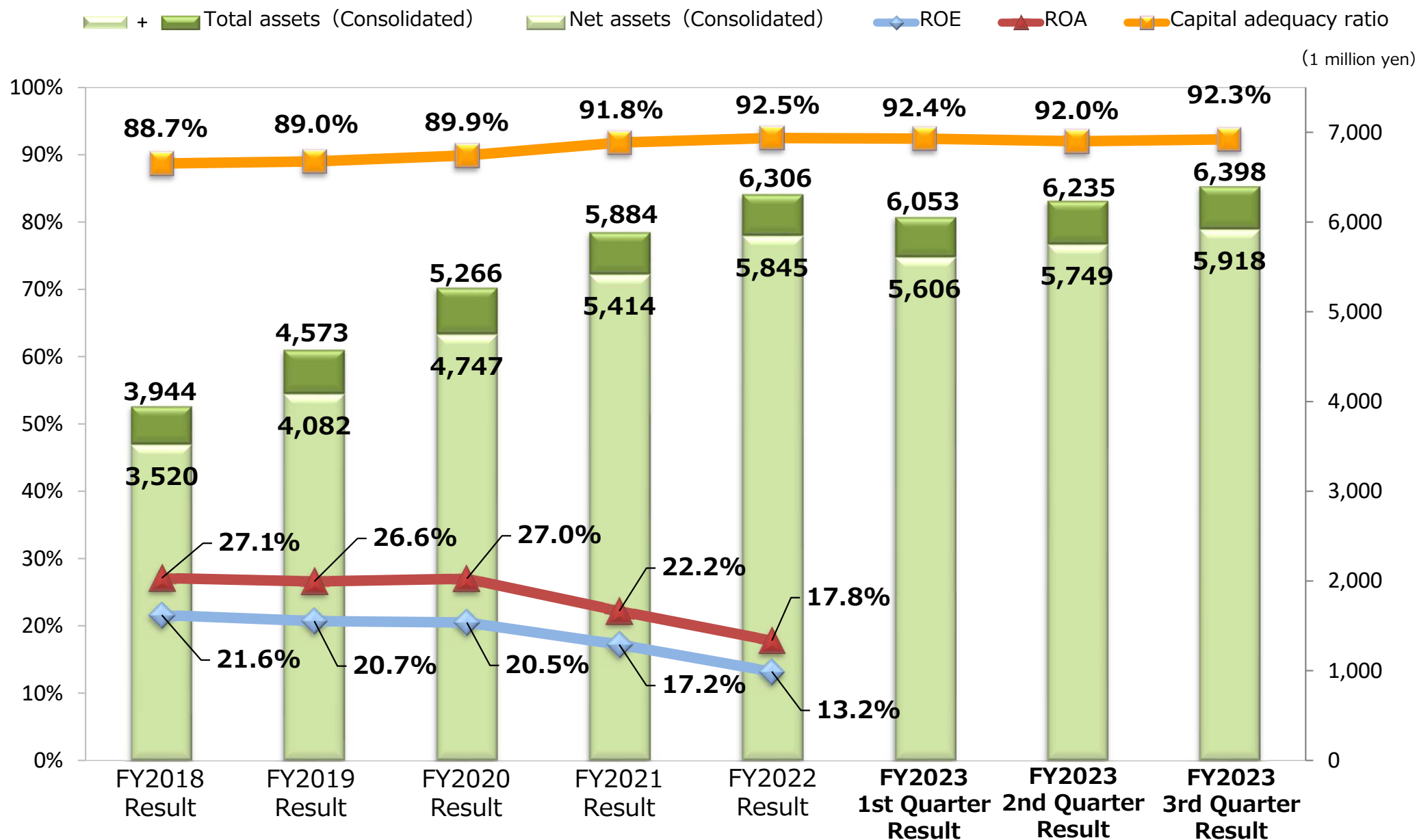
Net income*

(1 million yen)



Note 1) Quarterly net income attributable to owners of parent

Capital Position (ROE and ROA, etc.)



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