

FY2023 Consolidated Financial Results and Business reports

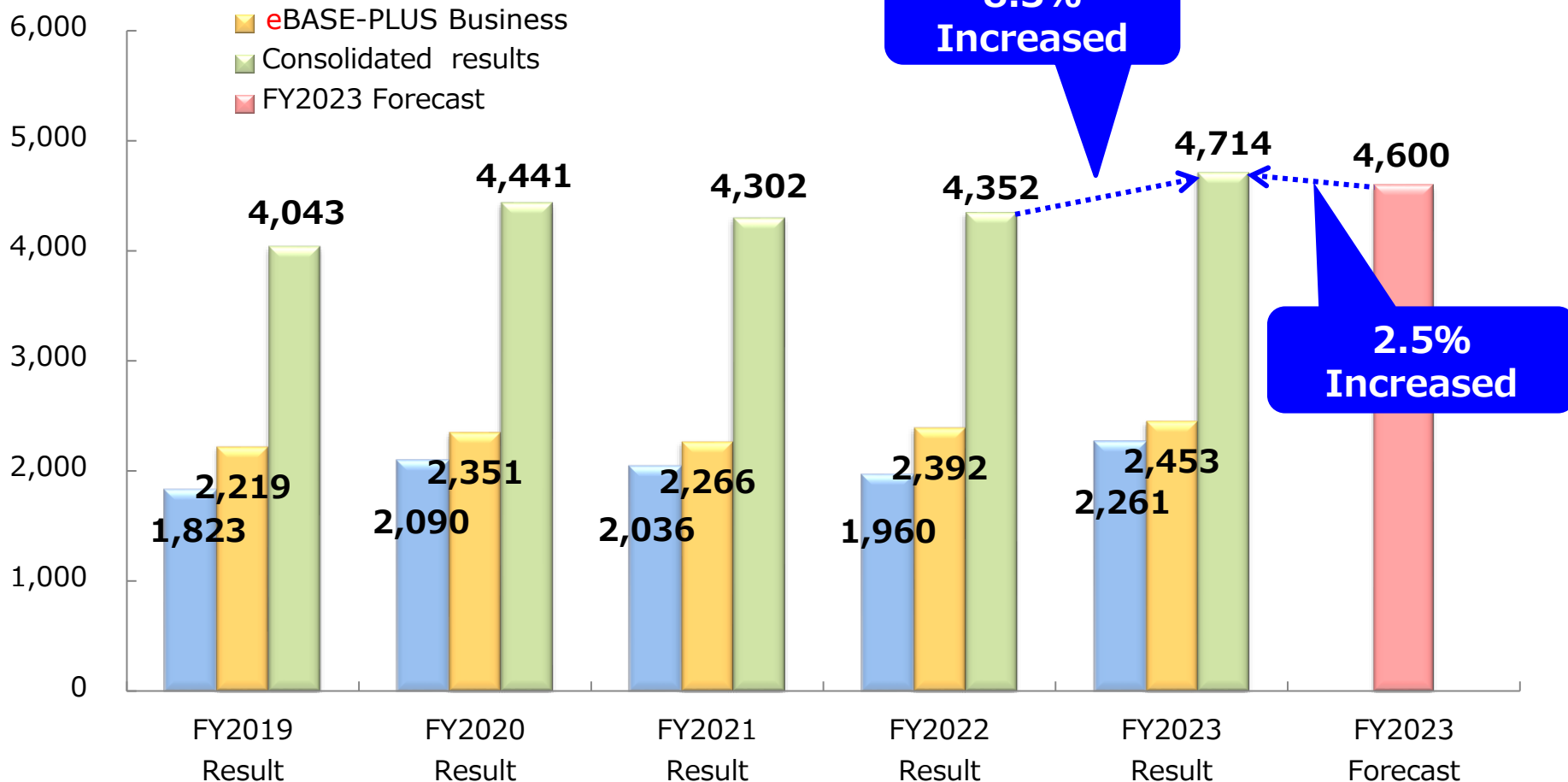
eBASE Co.,LTD.

TSE code 3835

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

FY2023 Consolidated Net Sales

(1 million yen)

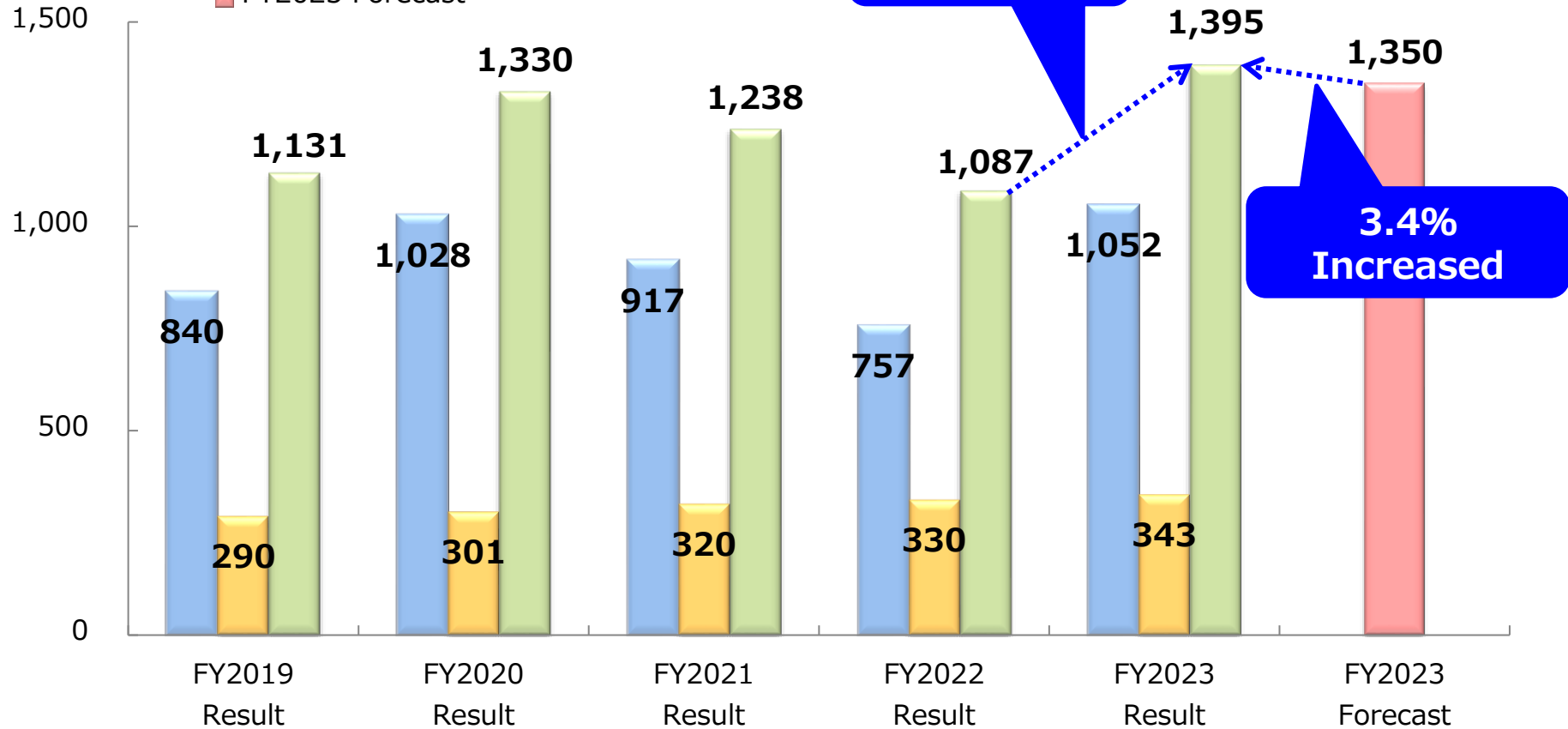


Note 1) Intersegment transactions are eliminated.

FY2023 Consolidated Ordinary profit

- eBASE Business
- eBASE-PLUS Business
- Consolidated results
- FY2023 Forecast

(1 million yen)



Note 1) Intersegment transactions are eliminated.

FY2023 Consolidated Results and Consolidated Balance Sheet

(1 million yen)

	FY2019 Result	FY2020 Result	FY2021 Result	FY2022 Result	FY2023 Result
Net sales	4,043	4,441	4,302	4,352	4,714
(eBASE Business)	(1,823)	(2,090)	(2,036)	(1,960)	(2,261)
(eBASE-PLUS Business)	(2,231)	(2,359)	(2,269)	(2,394)	(2,455)
(Intersegment transactions)	(-12)	(-9)	(-2)	(-2)	(-2)
Operating Income	1,099	1,291	1,211	1,081	1,365
Ordinary income	1,131	1,330	1,238	1,087	1,395
(eBASE Business)	(840)	(1028)	(917)	(757)	(1,052)
(eBASE-PLUS Business)	(291)	(301)	(320)	(330)	(343)
(Intersegment transactions)	(1)	(0)	(0)	(0)	(0)
Net income*	784	904	869	744	890

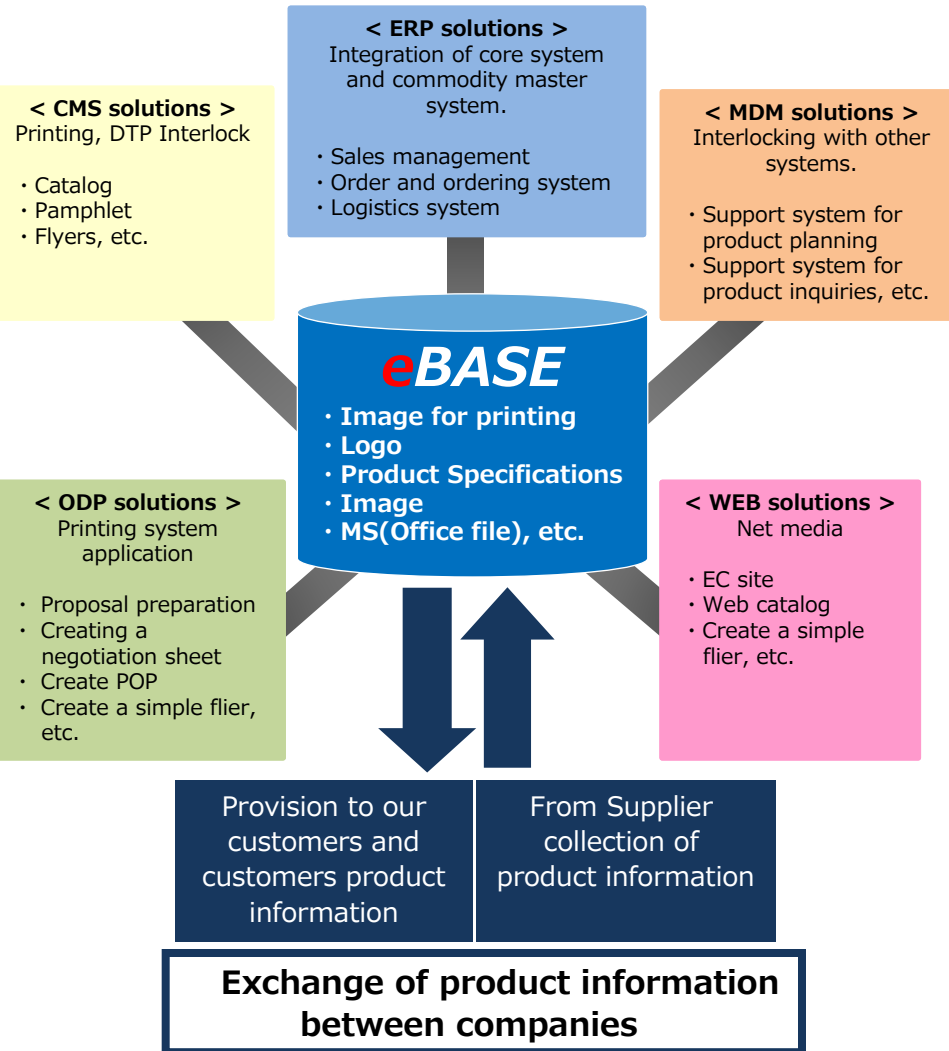
* Quarterly net income attributable to owners of parent.

	Prior period (As of March 2022)	Current term (March 2023)	Increased/ Decreased	
Current assets	4,963	5,569	605	Cash and deposits +462, Notes and accounts receivable trade, and contract assets +221, Securities -133
Fixed assets	1,342	1,450	107	
(Property, plant and equipment+Intangible assets)	(135)	(197)	(61)	
(Other assets)	(1,207)	(1,252)	(45)	
Total assets	6,306	7,019	713	
Current liabilities	455	719	264	Income taxes payable +154
Total liabilities	460	719	259	
Total shareholder's equity	5,778	6,253	475	Retained earnings +623 (Dividend payment -267)(Net income* +890) Treasury stock, at cost -148
Subscription rights to shares	11	12	0	
Total net assets	5,845	6,299	454	
Total liabilities and net assets	6,306	7,019	713	

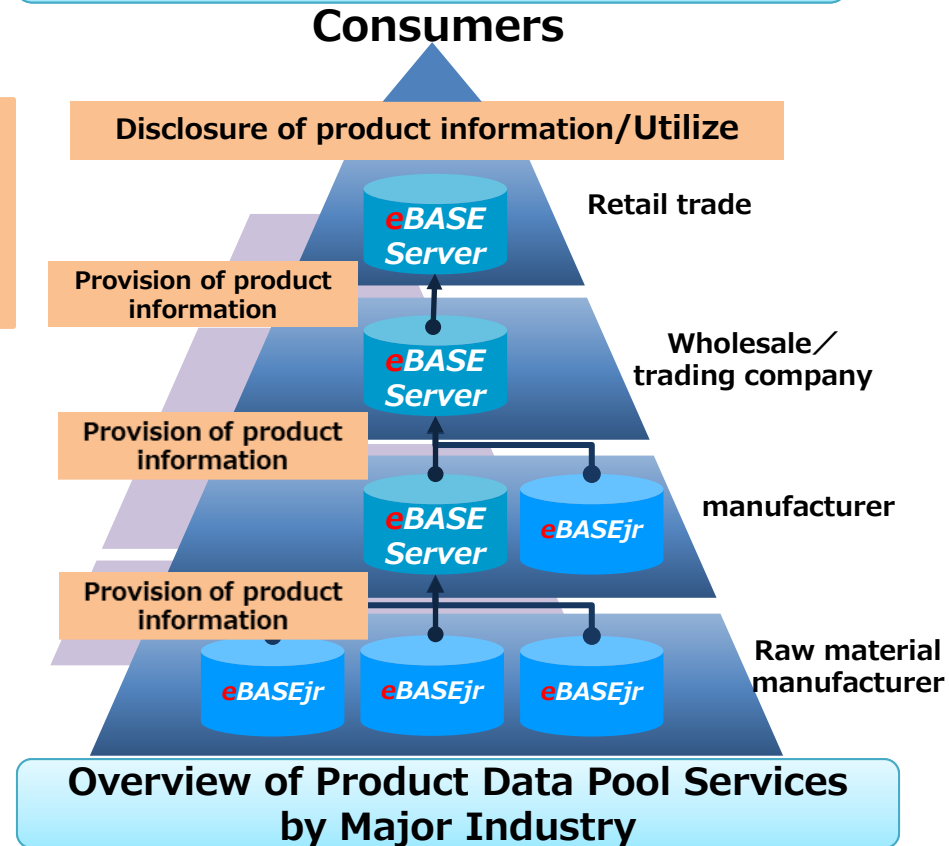
Note 1) Amounts less than one million yen are disregarded.

Overview of eBASE Business (BtoB Model)

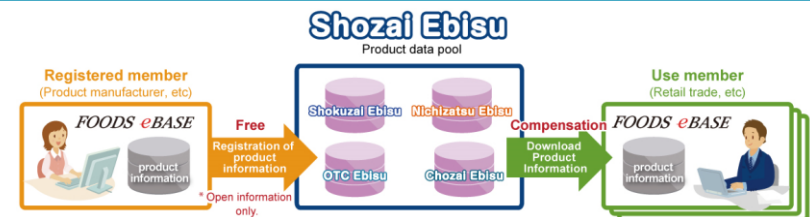
Overview of eBASE integrated product database

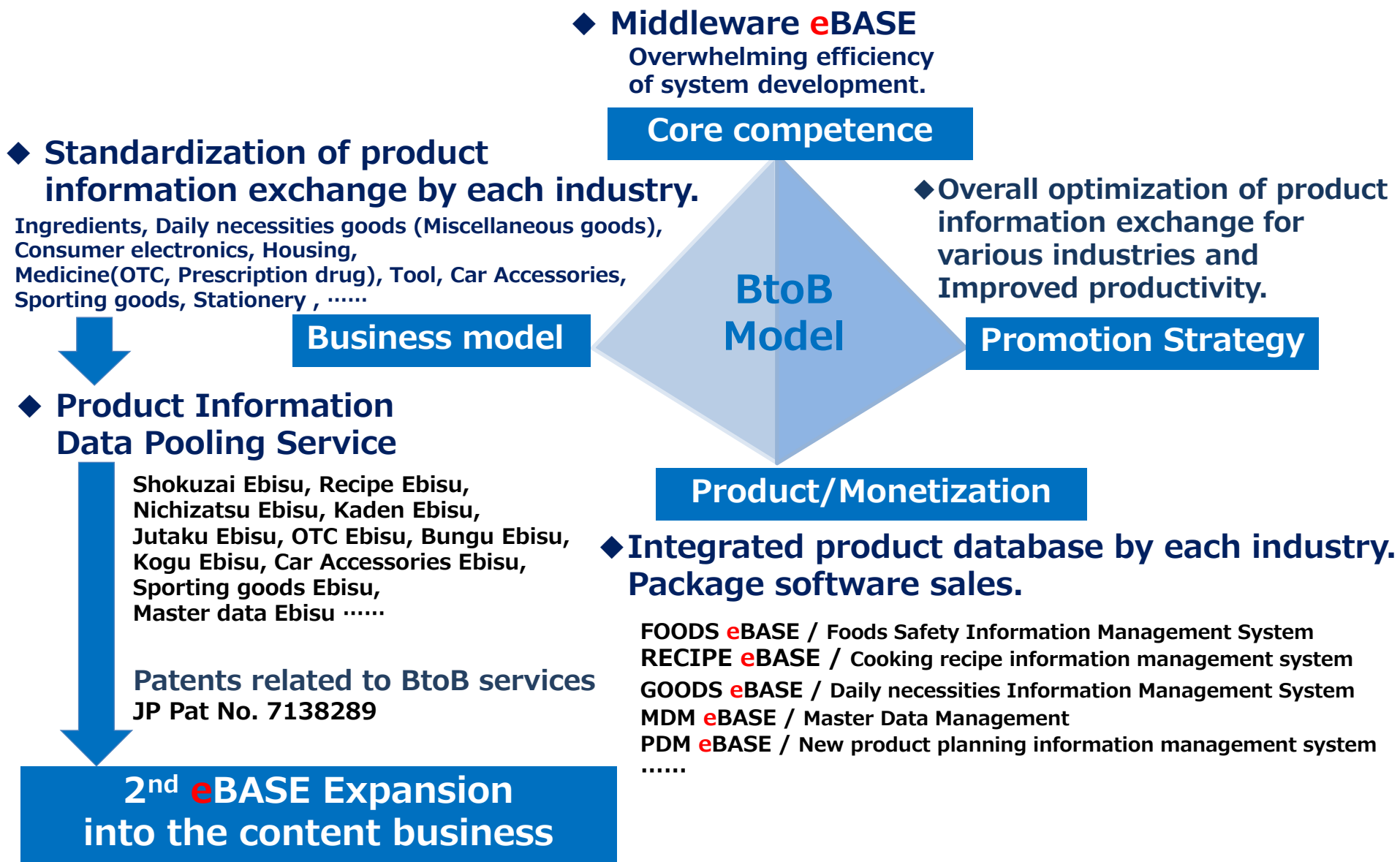


Outline of product information exchange services by industry



Overview of Product Data Pool Services by Major Industry





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 Ju Navi, eShoku Ju Chirashi,
eShoku Ju Catalog, eShoku Navi, eShoku Quiz,
eShoku Recipe, 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.6857373	JP Pat No.6884355
JP Pat No.6901742	JP Pat No.6943382	JP Pat No.7024952
JP Pat No.7089251	JP Pat No.7089252	JP Pat No.7096562
JP Pat No.7198461		

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! (Multilingual support!)



**CX(Customer Experience) & DX(Digital Transformation)
Promote use in conjunction with
retail membership apps**

Guided



**Digital flyer service by
Product Data Base
oriented (DX Flyer)**



eShoku Ju Chirashi



**Lifestyle apps to make
your life convenient
(DX App)**



**eShoku Ju Navi /
eShoku Ju Navi for DX**



**Web catalog service
for detailed product
information
(DX Catalog)**



for EC site



For store



eShoku Ju Catalog

Guided

OMO(Online Merges with Offline)



Hyper Link

“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

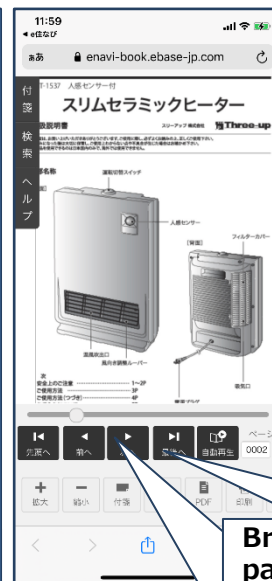
The house maker has registered the new equipment!

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

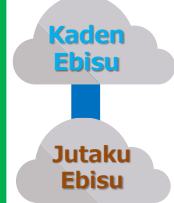


Browse the manual by turning pages! It's a little small on a smartphone, but ... Easy to see on PCs and tablets!

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

You can easily check the product specifications

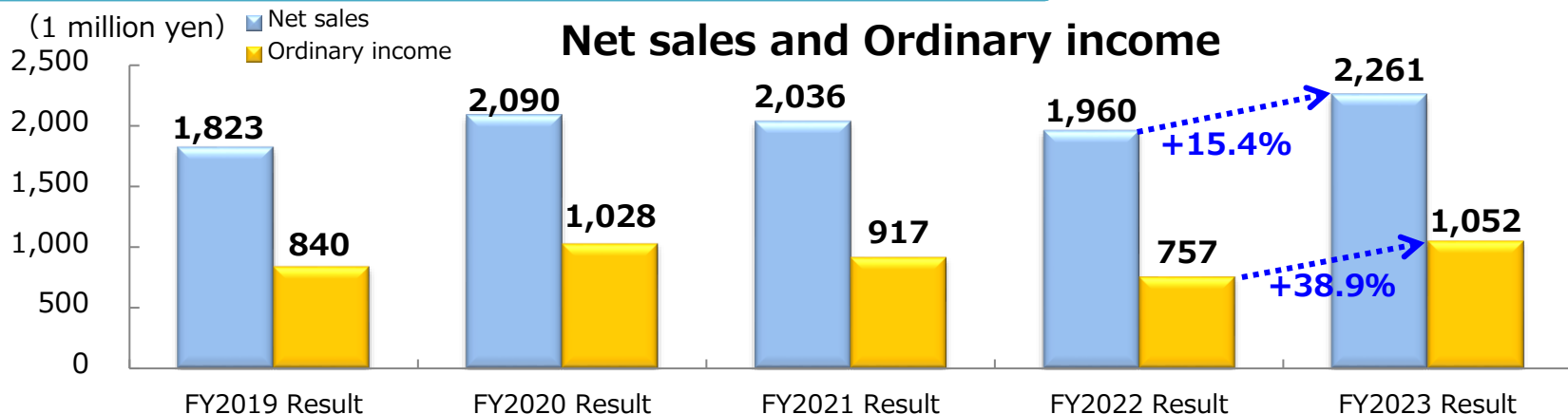
"eSumai Navi : JP Pat No.7024952"



Retail company / House maker
eBASE

FY2023 Results by Segment / eBASE Business

eBASE Business (Packaged software business)



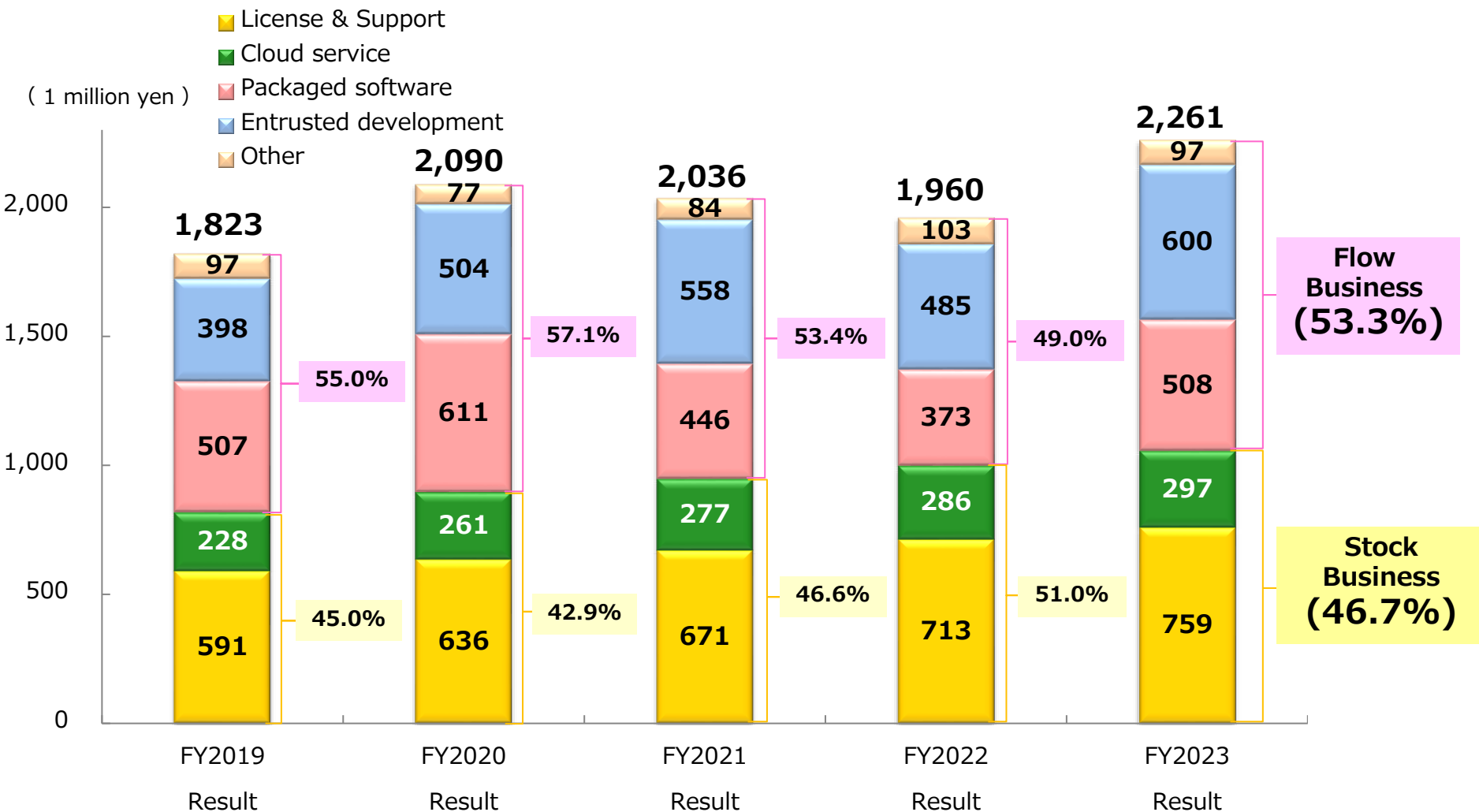
Note 1) Intersegment transactions have not been offset or eliminated.

Summary

- The newly integrated and developed "eShoku Ju Navi", a lifestyle app for consumers that integrates all product categories, including multilingual support, is now available for free download.
- "eShoku Navi for DX (paid version)," which can be used as a dedicated version of the DX promotion tool that can be easily customized for specific retailers/manufacturers, was developed and released simultaneously.
- In the food industry, sales of "FOODS eBASE" and "PDM eBASE", a product planning and development support system, were recorded from a major convenience store.
- In the daily necessities industry, received a large-scale project order for "PDM eBASE", a product planning and development support system for a major home improvement center, and development of a large-scale continuing a product to build an integrated product information DB for DIY-related wholesalers and manufacturers was also largely completed, and a portion of both were recorded as sales.
- In the housing industry, continued to expand sales of "eSumai Navi", a smartphone app that manages product information, instruction manuals, pamphlets, etc, and a major building materials manufacturer recorded sales from a large-scale upselling project for the construction of an integrated product information database and web catalog.

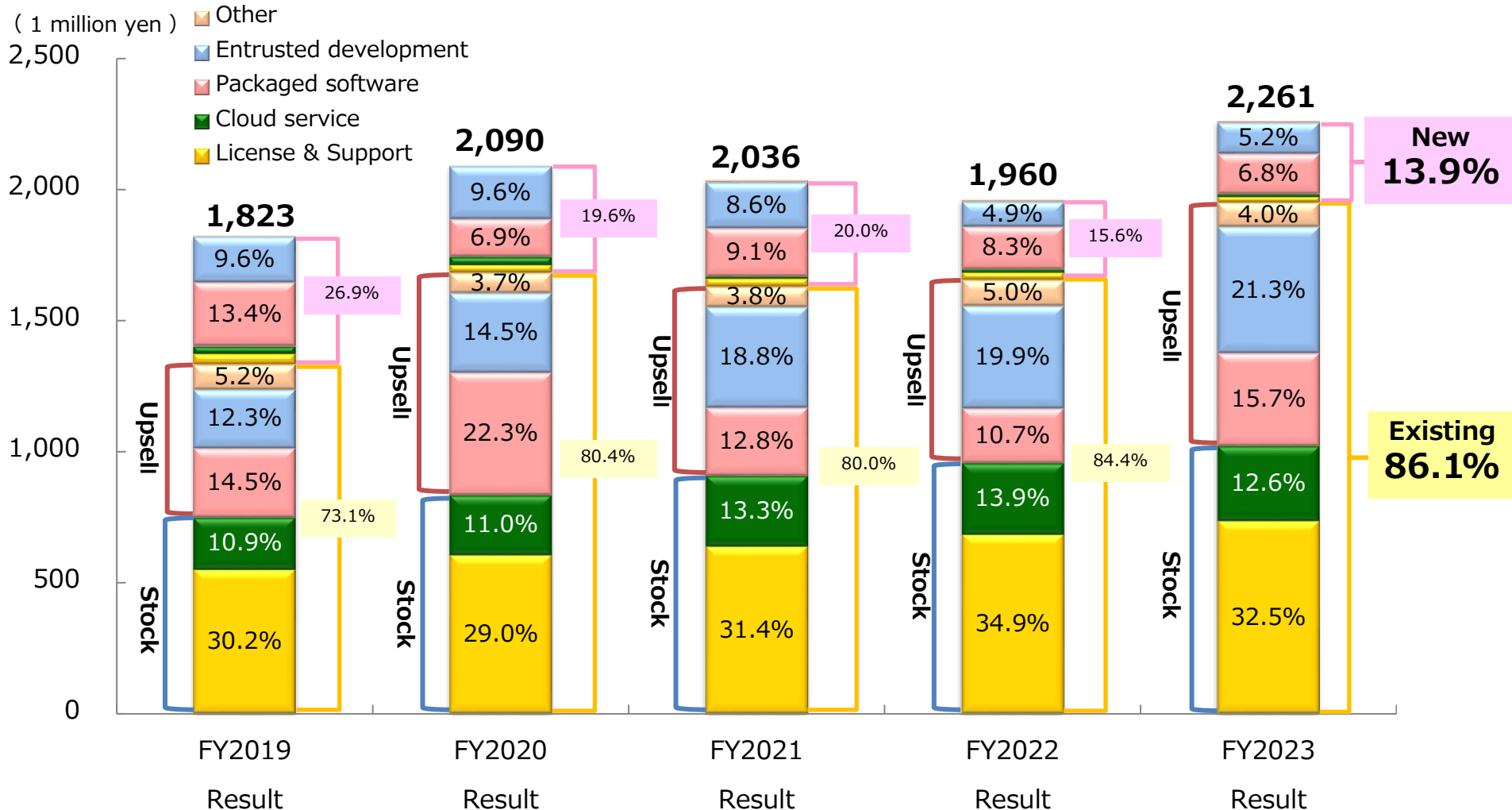
FY2023 Results by Segment / eBASE Business

Sales results by type



FY2023 Results by Segment / eBASE Business

Sales results by new and existing



Note 1) Figures less than 3% are omitted.

FY2023 Results by Segment / eBASE Business

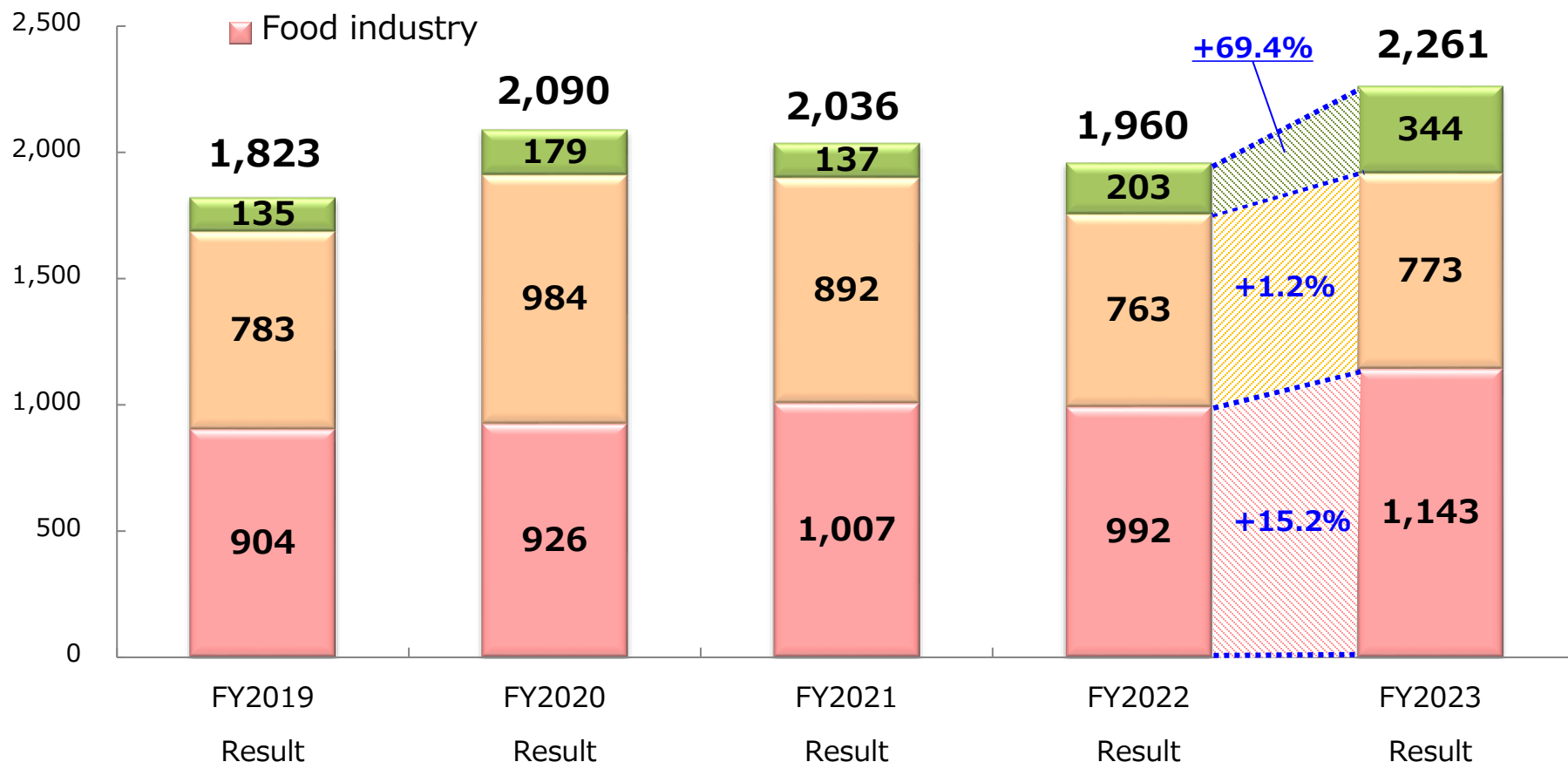
Sales Results by Industry

■ Housing industry

■ Daily necessities goods industry

■ Food industry

(1 million yen)



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

FY2023 Results by Segment / eBASE Business

Food industry Policies for this fiscal year and their progress

FY2023 Result Policies

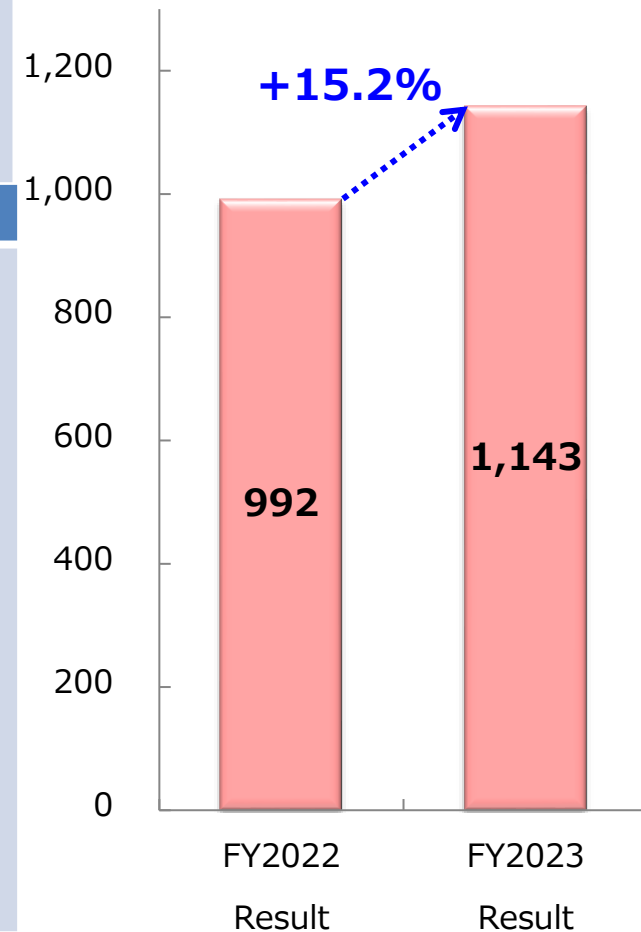
- Continuous promotion the current business model "FOODS eBASE".
- Continuous promotion the de facto of the product data pooling service "Shokuzai Ebisu" and strengthen sales promotion.
- Expand into the "BtoBtoC Model" through smartphone app for consumers (e.g., eShoku Navi).
- Development of various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

Its progress

- Sales results (Full year) : 1,143 millions yen
- <BtoBtoC Model>
- We Continue to actively promote the spread of "eShoku Navi", "eShoku Catalog" and "eShoku Chirashi" which have been integrated into a single release as "eShoku ju Navi"
 - We have taken measures to comply with the Consumer Affairs Agency's "Guidebook for Strengthening Food Labeling on EC Websites, etc."
- <BtoB Model>
- Sales were recorded for "FOODS eBASE" and "PDM eBASE", a product planning and development support system, from a major convenience store.
 - Sales were recorded for ongoing projects associated with the replacement of a core system ordered by a major retailer.
 - Sales were recorded for an up-sell project associated with server replacement (hardware enhancement) ordered by a processed food manufacturer.
 - We received a large order from a major food retailer for "PDM eBASE", a product planning and development support system for PB products, and recorded some sales.
 - Net sales increased year-on-year due to smooth progress in the acceptance inspection of several large-scale projects.

Food industry Sales result (year-on-year)

(1 million yen)



FY2023 Results by Segment / eBASE Business

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

FY2023 Result Policies

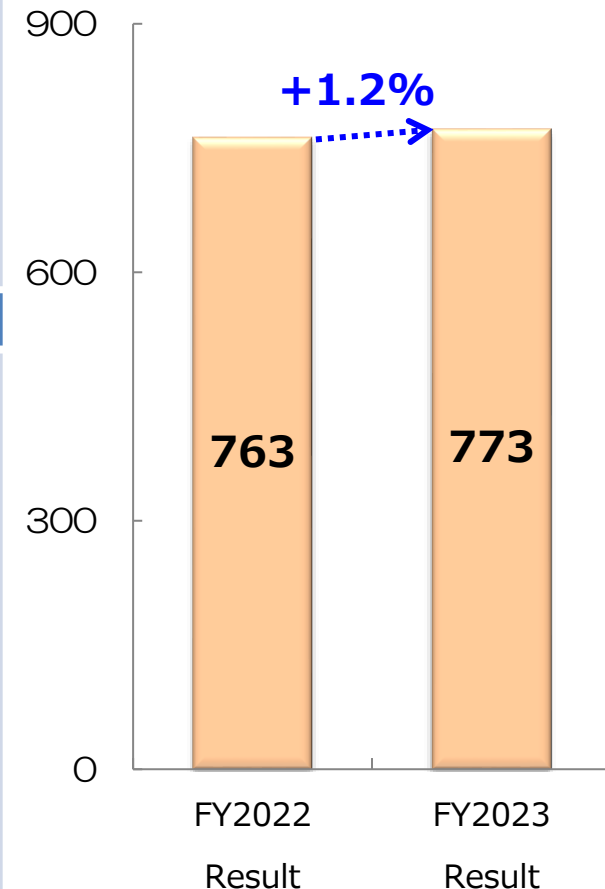
- Promote total optimization of the product information exchange environment in the Daily necessities goods industry (Drugstore industry, Home center industry, Stationery industry, Sporting goods industry, Car accessory industry, Mail order industry, etc.).
- Promote sales promotion of "Shozai Ebisu" 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 (Full year) : 773 millions yen
- <BtoBtoC Model>
- We have newly developed the "eShoku ju Navi" lifestyle app for consumers that integrates all product categories, which is now available for free download.
 - Simultaneously we released "eShoku ju Navi for DX (paid version)" as a dedicated version of the DX promotion tool including multilingual support for specific retailers/manufacturers.
- <BtoB Model>
- We received a large-scale project order for "PDM eBASE", a product planning and development support system for a major home improvement center, Additionally, development of a large-scale continuing a product to build an integrated product information DB for DIY-related wholesalers and manufacturers was also largely completed, and a portion of both were recorded as sales.
 - Sales were recorded for the construction of an integrated product information DB for a tool and electronic materials company.
 - Net sales increased slightly year-on-year.

Daily necessities goods industry
Sales result (year-on-year)

(1 million yen)



FY2023 Results by Segment / eBASE Business

Housing industry

Policies for this fiscal year and their progress

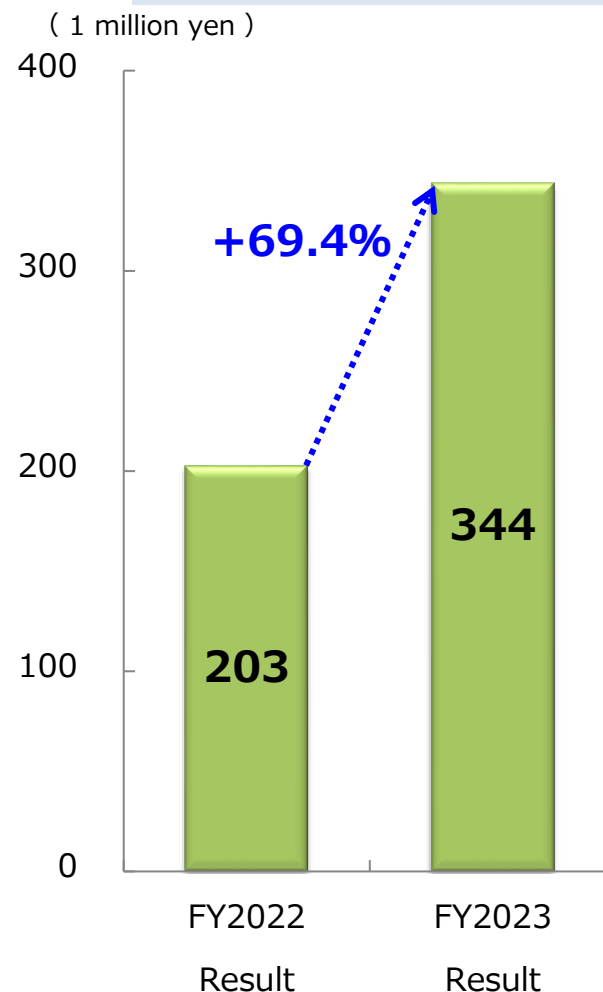
FY2023 Result Policies

- 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 (Full year) : 344 millions yen
<BtoBtoC Model>
- We are pleased to report that a major housebuilder who is an existing customer of "eSumai Navi" is expanding the use of the system to their users as planned.
- We received an order from a new major house builder for an instruction manual disclosure system for house owners, and sales were recorded.
- <BtoB Model>
- A major building materials manufacturer recorded sales from a large-scale upselling project for the construction of an integrated product information database and web catalog.
- We continued to receive upselling orders for the construction of a product database-oriented web catalog site for a major housing and construction materials manufacturer.
- We received a new order from a major building materials manufacturer for the construction of an integrated product information database, mainly for flooring and wall material products, and recorded a portion of the order as sales.
- 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

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

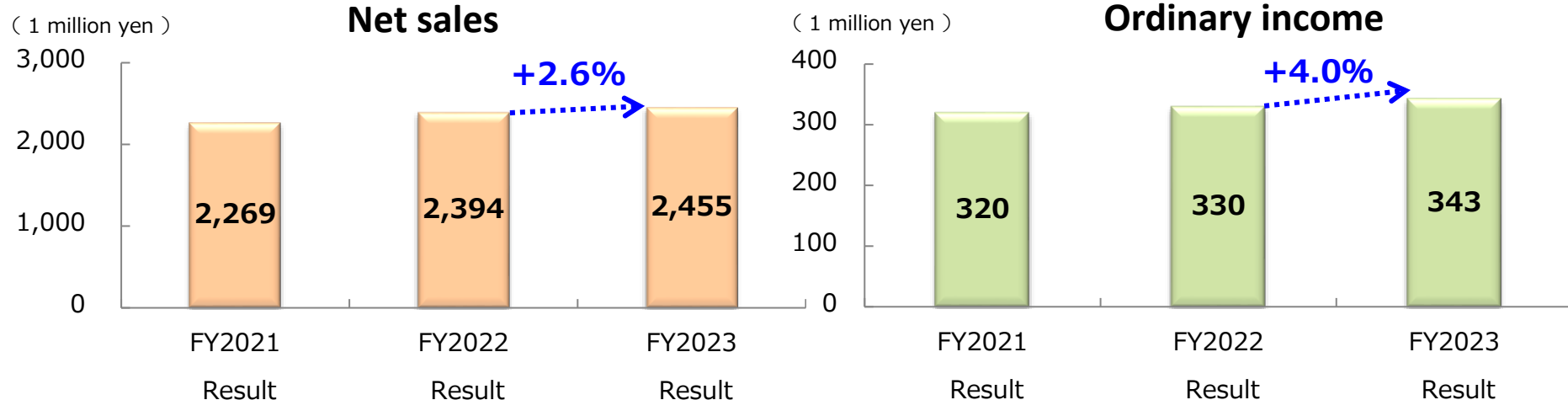
Supports the operation of IT systems.

② Help Desk Services

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

FY2023/3Q 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

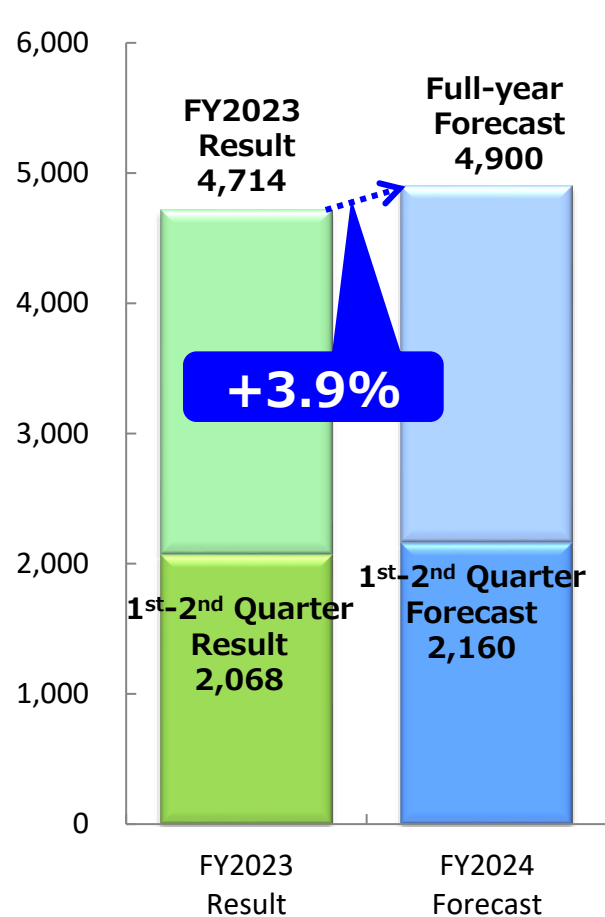
- Sales results (Full year) : 2,455 millions yen (Increased)
- Profit results (Full year) : 343 millions yen (Increased)
- We focus on acquiring projects that meet customer needs.
- We made efforts to secure, train, and educate human resources that can be immediately effective.
- We strengthened the company's online training system (Java programming/IT infrastructure training, etc.), focus on educating existing employees. We plan to shift to high skill, higher unit price projects by improving their skills.
- Continued unit price negotiations with customers.
- Net sales were in line with plans.

Full-year (Year ended March 2024) Earnings forecasts

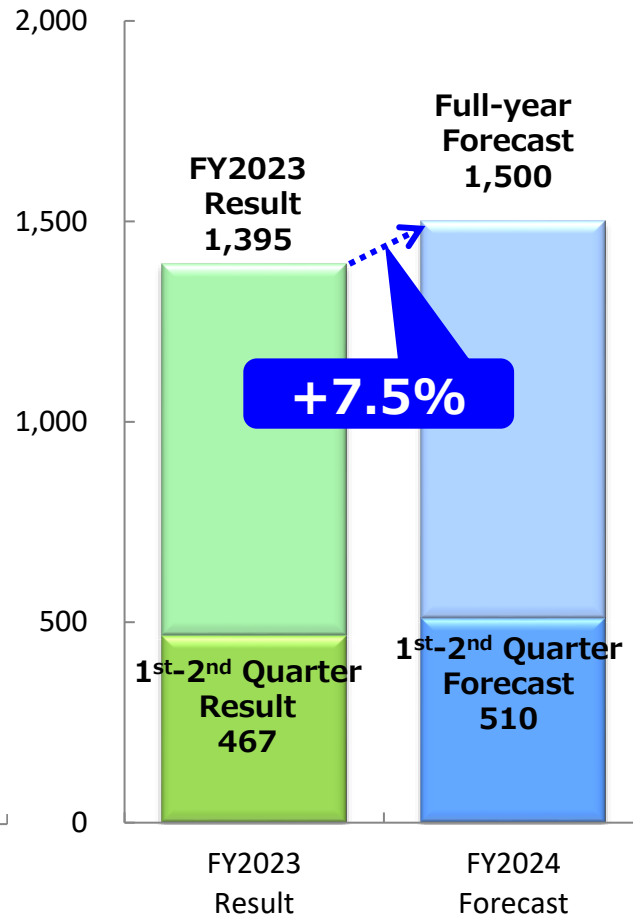
- FY2024 Forecast
- FY2024 1st-2nd Quarter Forecast
- FY2023 Result
- FY2023 1st-2nd Quarter Result

Net sales

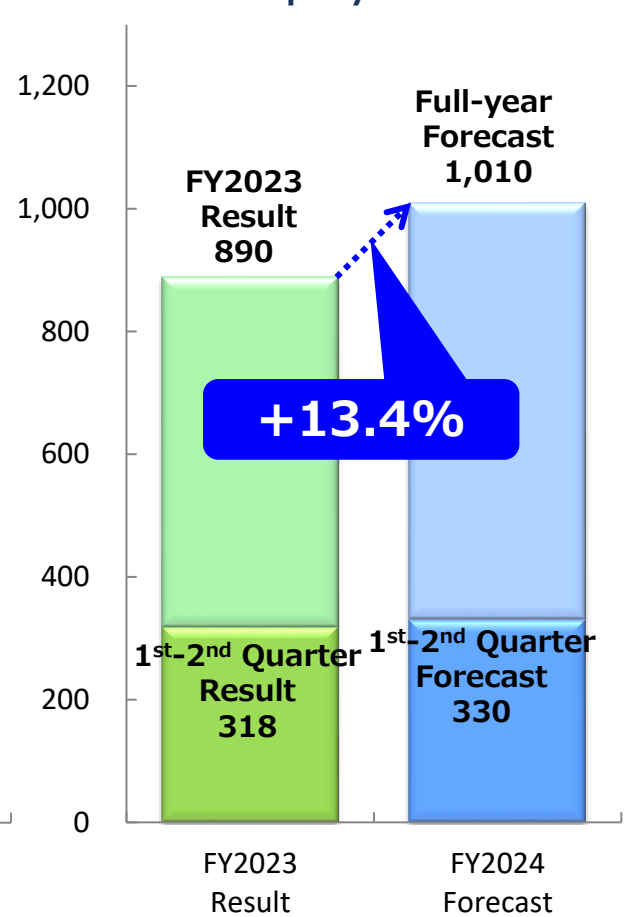
(1 million yen)



Ordinary profit

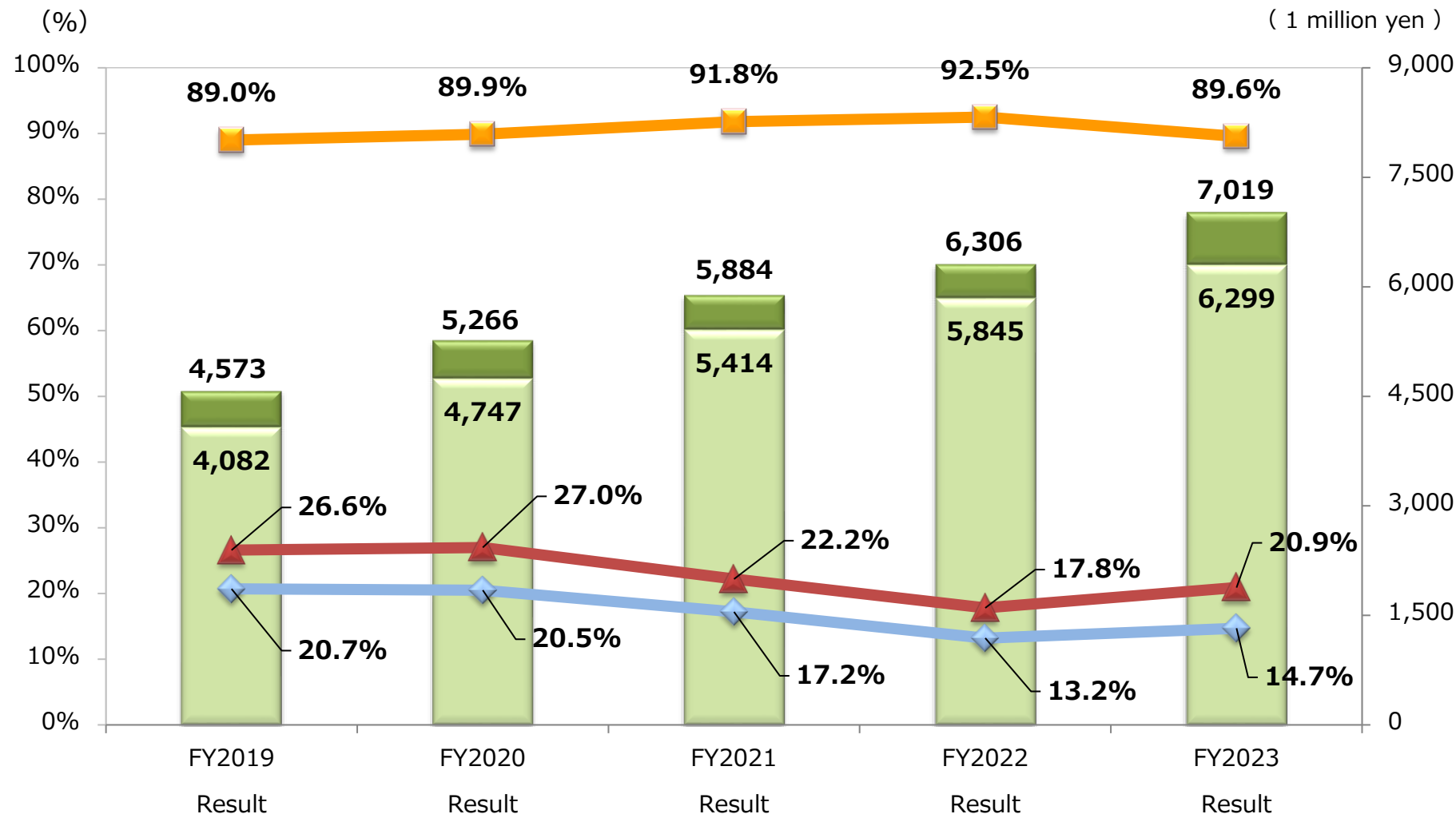


Belong to the parent company Net income



Capital Position (ROE and ROA, etc.)

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



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