

# **FY2024 2nd Quarter Financial Results and Business reports**

**e**BASE Co.,LTD.

TSE code 3835

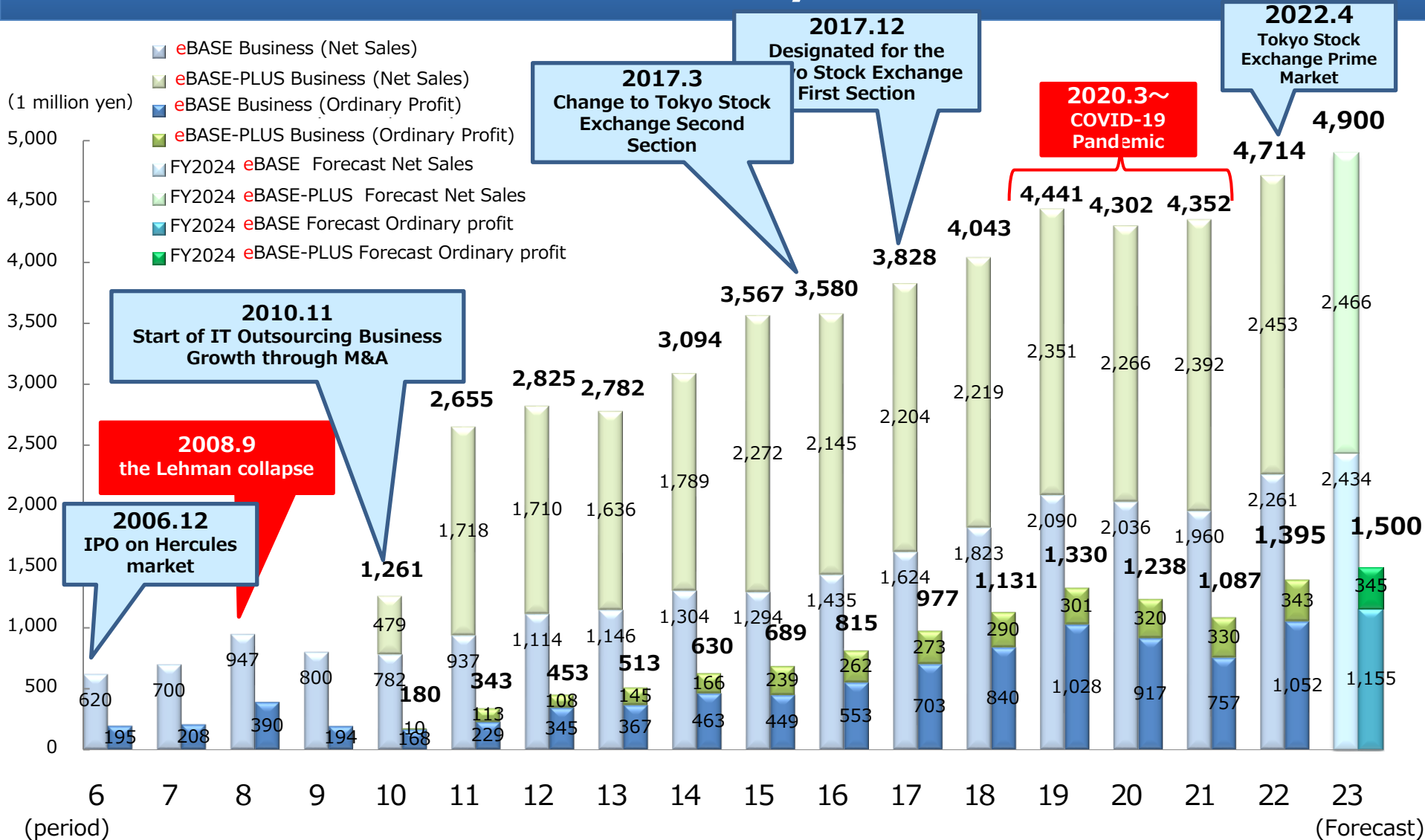
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# Company Overview

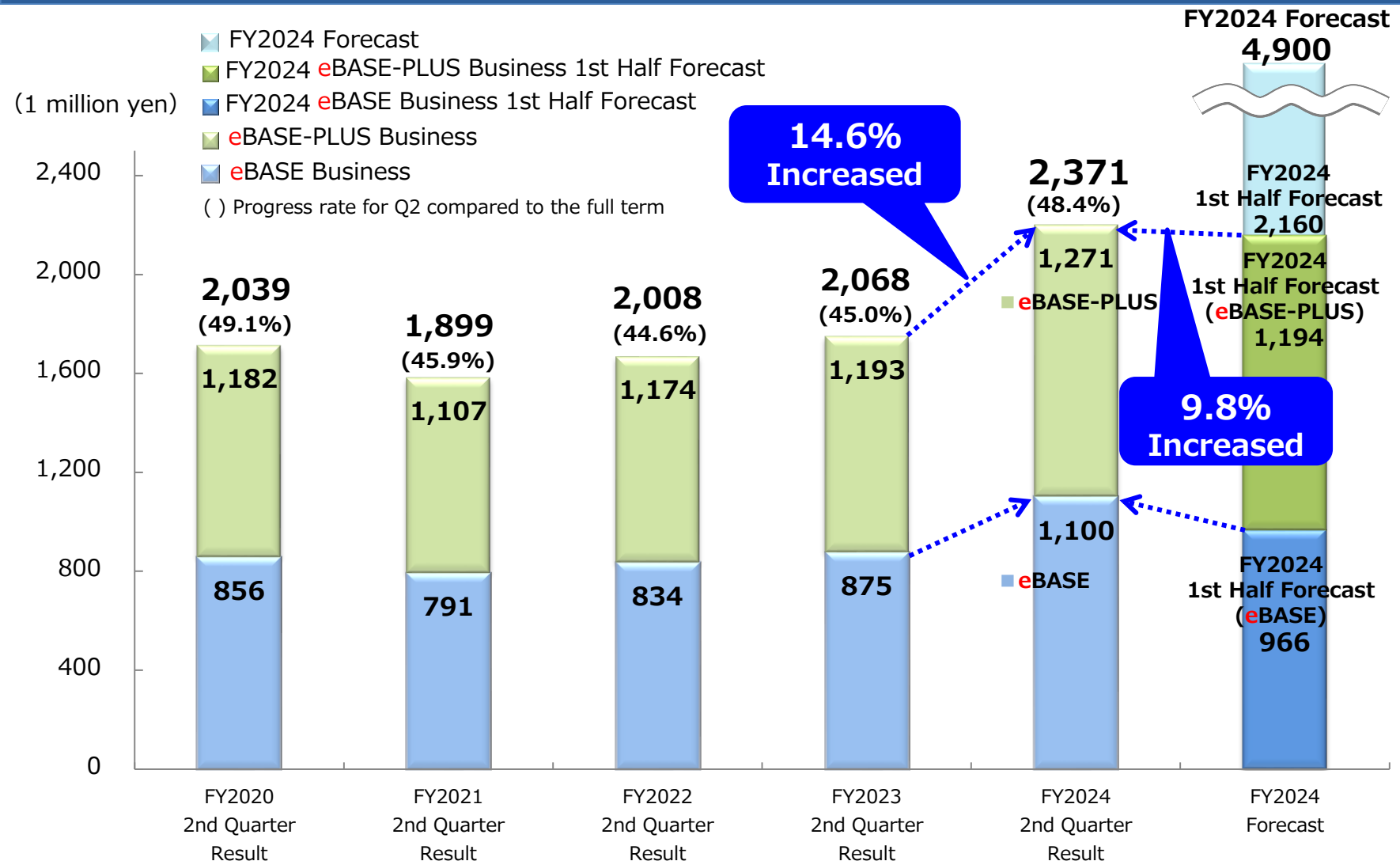
■ Company name	<b>eBASE Co., Ltd. ( Code number : 3835)</b>
■ Share capital	<b>190 million yen</b>
■ Headquarters Location	<b>Commercial Building No.2, 5-4-9, Toyosaki, Kita-ku, Osaka</b>
■ Business Description	
<b>eBASE Business</b>	<b>Business of Developing and Selling Product Information Management Systems</b>
<b>eBASE-PLUS Business</b>	<b>IT Development Outsourcing Business</b>
■ Total Number of Group Employees	<b>478 (486/ Including Officers) (As of April 2023)</b>
■ History	
October 2001	<b>Founding of eBASE Co., Ltd.</b>
December 2006	<b>IPO on the Osaka Securities Exchange Hercules Market</b>
October 2010	<b>Transitioned to JASDAQ Market Standard</b>
March 2017	<b>Market Transitioned to the Tokyo Stock Exchange Second Section</b>
December 2017	<b>Designated as a first-section stock on the Tokyo Stock Exchange</b>
April 2022	<b>Transitioned to Tokyo Stock Exchange Prime Market</b>

# Trends in sales and ordinary income since listing



Note 1) For the notation of amounts, transactions between segments are offset and eliminated, and amounts less than one million yen are rounded down.

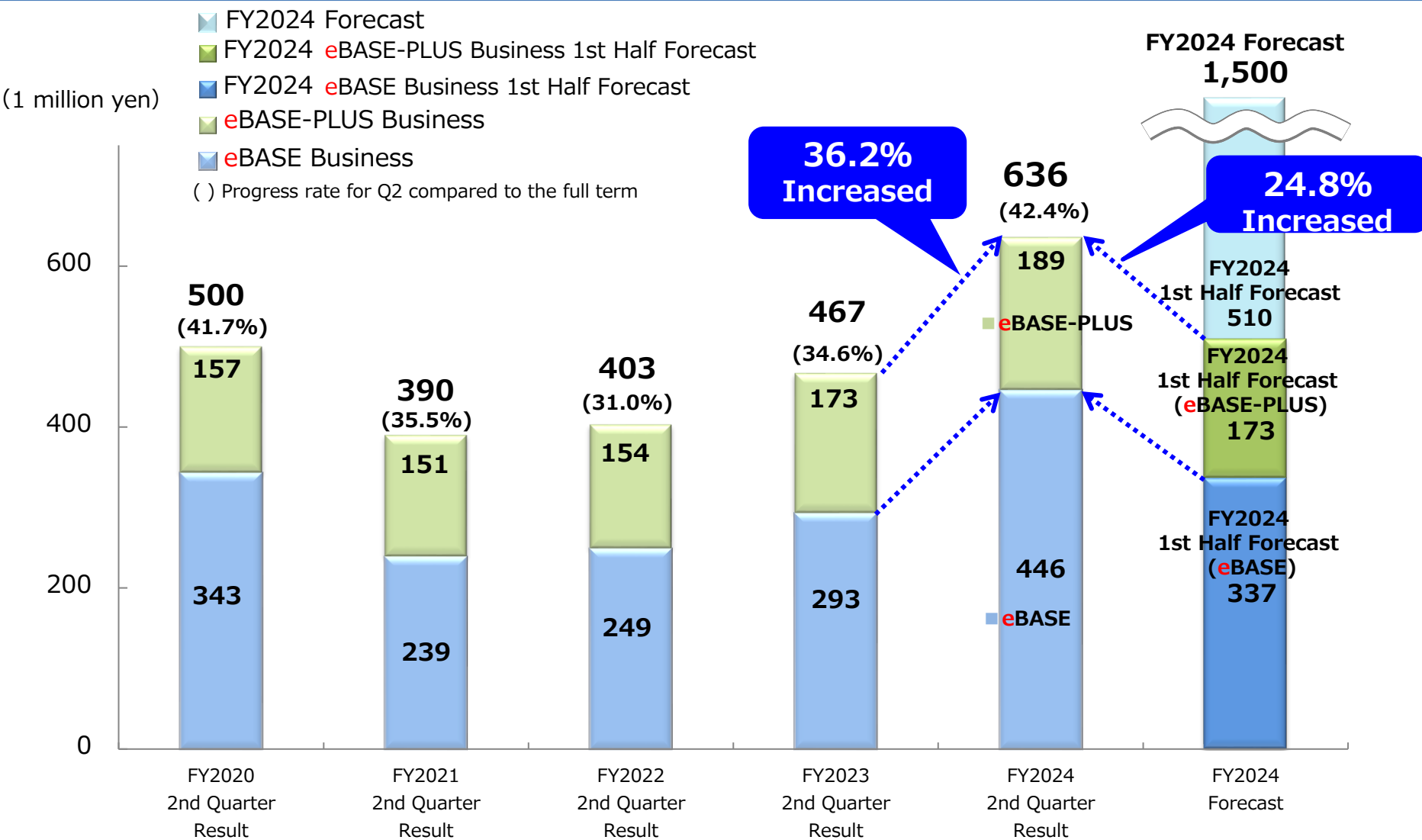
# FY2024/2Q Consolidated Net Sales



Note 1) Intersegment transactions are eliminated.

Note 2) The consolidated performance forecast for the cumulative Q2 of the fiscal year ending March 2024 is presented in the performance forecast announced on May 12.

# FY2024/2Q Consolidated Ordinary profit



Note 1) Intersegment transactions are eliminated.

Note 2) The consolidated performance forecast for the cumulative Q2 of the fiscal year ending March 2024 is presented in the performance forecast announced on May 12.

# FY2024/2Q Consolidated Results and Consolidated Balance Sheet

( 1 million yen )

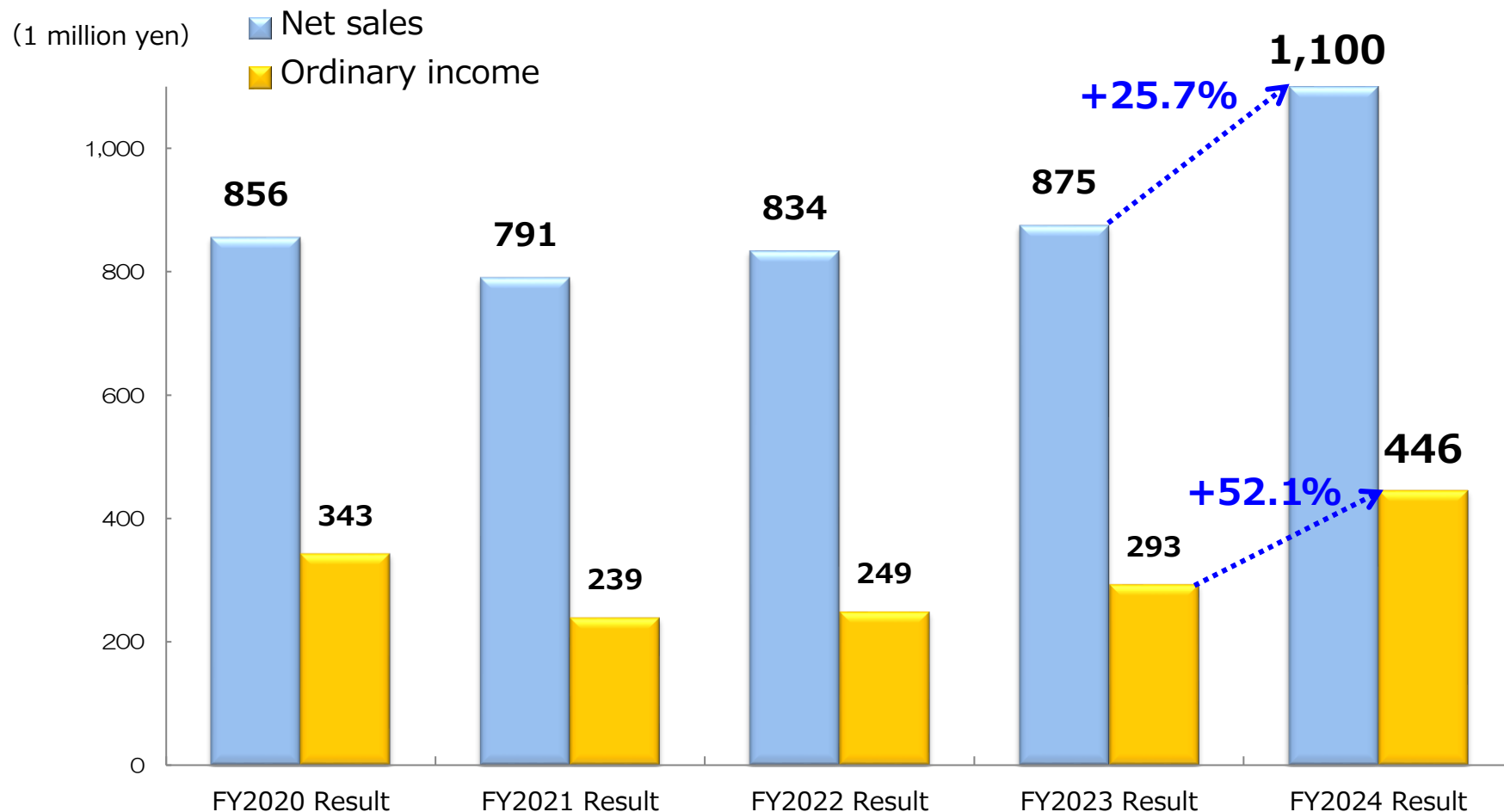
	FY2020 Result	FY2021 Result	FY2022 Result	FY2023 Result	FY2024 Result
<b>Net sales</b>	2,039	1,899	2,008	2,068	2,371
(eBASE Business)	(856)	(791)	(834)	(875)	(1,100)
(eBASE-PLUS Business)	(1,188)	(1,109)	(1,175)	(1,194)	(1,272)
(Intersegment transactions)	(-5)	(-1)	(-1)	(-1)	(-1)
<b>Operating Income</b>	481	374	406	446	628
<b>Ordinary income</b>	500	390	403	467	636
(eBASE Business)	(343)	(239)	(249)	(293)	(446)
(eBASE-PLUS Business)	(156)	(151)	(154)	(173)	(189)
(Intersegment transactions)	(0)	(0)	(0)	(0)	(0)
<b>Net income*</b>	343	267	277	318	434

\* Quarterly net income attributable to owners of parent.

	Prior period (As of March 2023)	As of Sep. 30, 2023	Increased/ Decreased	
Current assets	5,569	5,634	64	Cash and deposits +288, Notes and accounts receivable trade, and contract assets -233
Fixed assets	1,450	1,522	72	
(Property, plant and quipment+Intangible assets)	(197)	(210)	(13)	
(Other assets)	(1,252)	(1,311)	(58)	
Total assets	7,019	7,157	137	
Current liabilities	719	645	-74	
Total liabilities	719	651	-68	
Total shareholder's equity	6,253	6,425	172	Retained earnings +155 (Dividend payment -279) (Net income* +434)
Subscription rights to shares	12	7	-4	
Total net assets	6,299	6,506	206	
Total liabilities and net assets	7,019	7,157	137	

# FY2024/2Q Results by Segment / eBASE Business

## eBASE Business (Packaged software business)

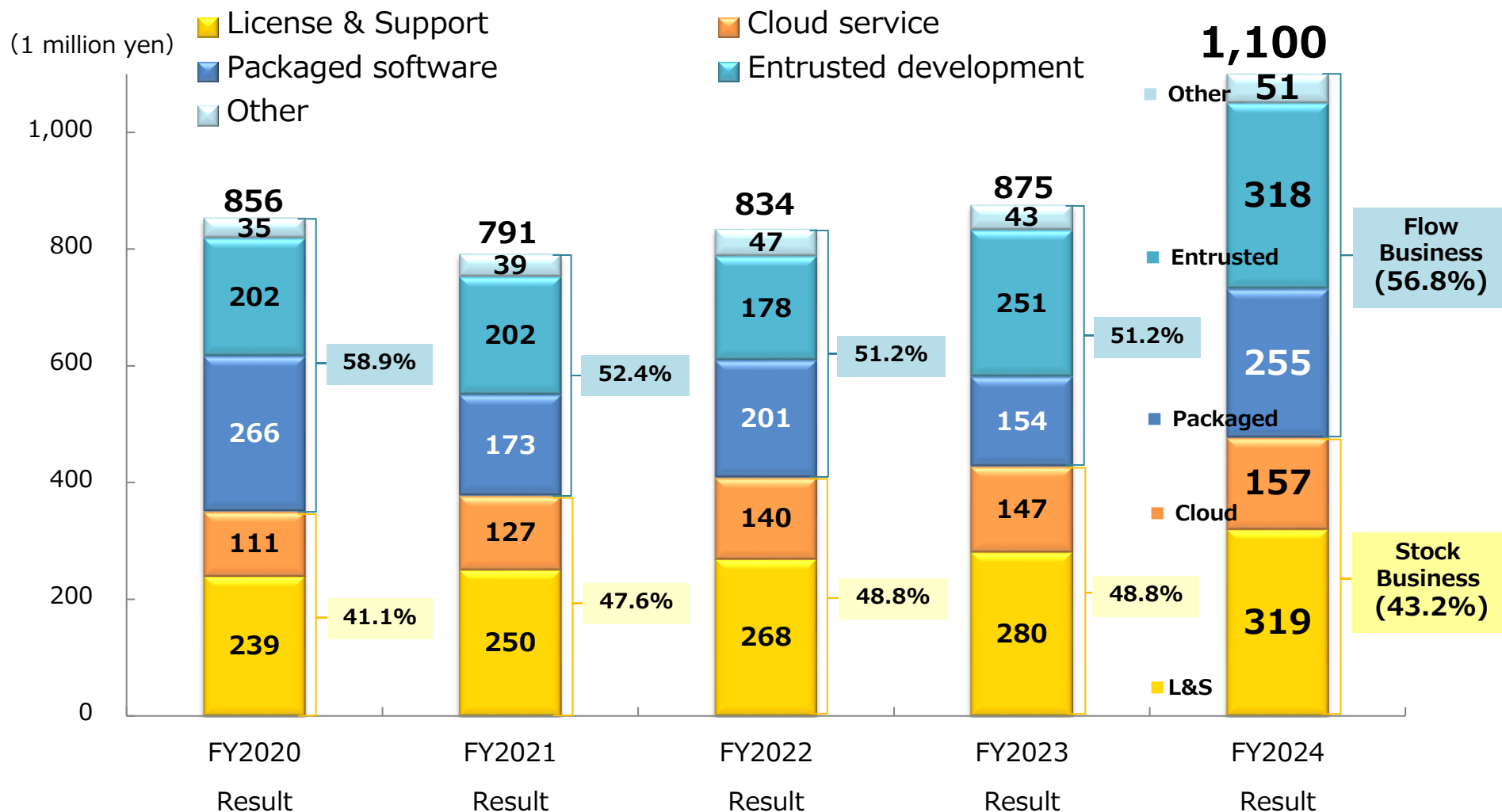


Note 1) Intersegment transactions have not been offset or eliminated.



# FY2024/2Q Results by Segment / eBASE Business

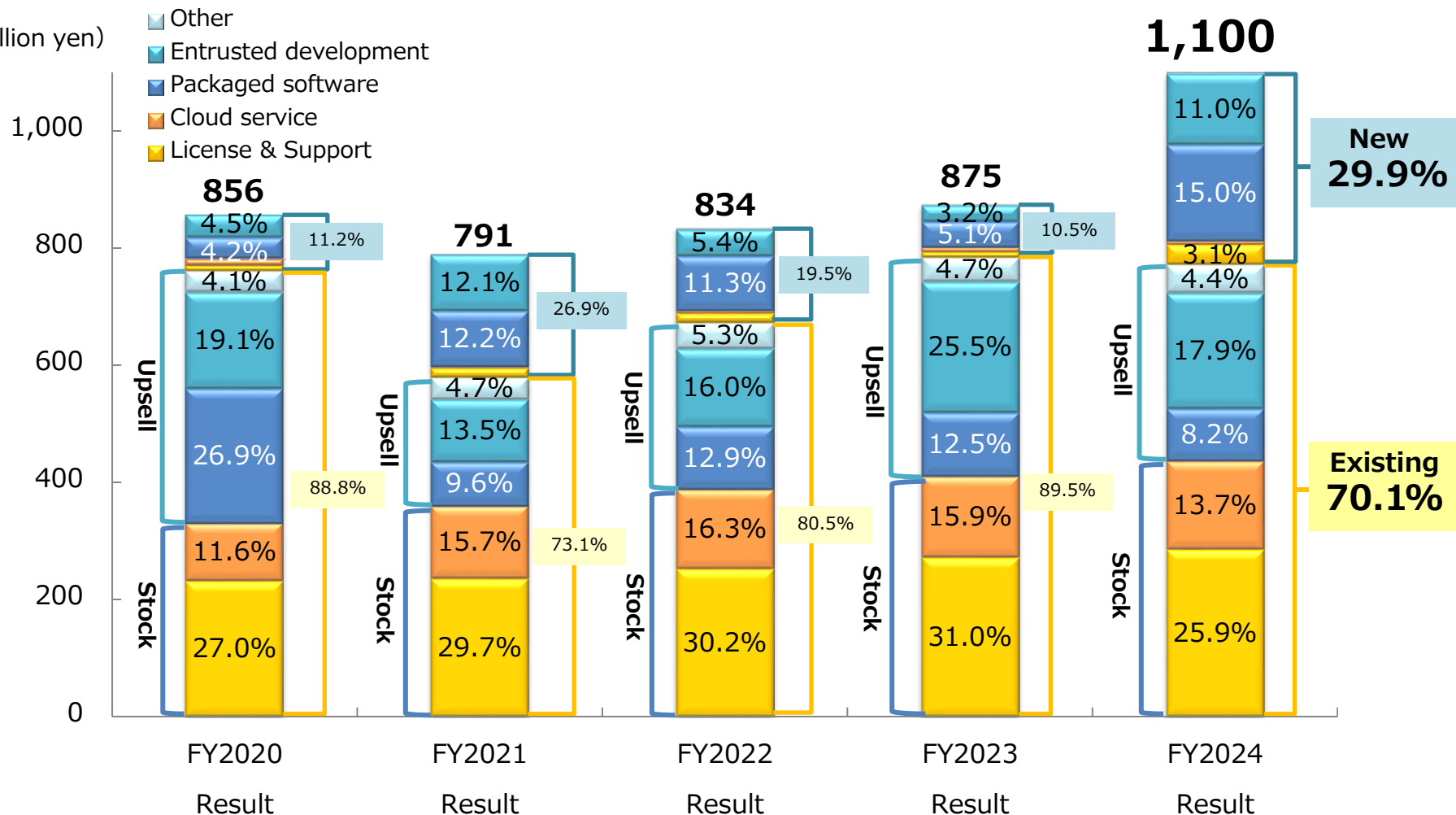
## Sales results by type



# FY2024/2Q Results by Segment / eBASE Business

## Sales results by new and existing

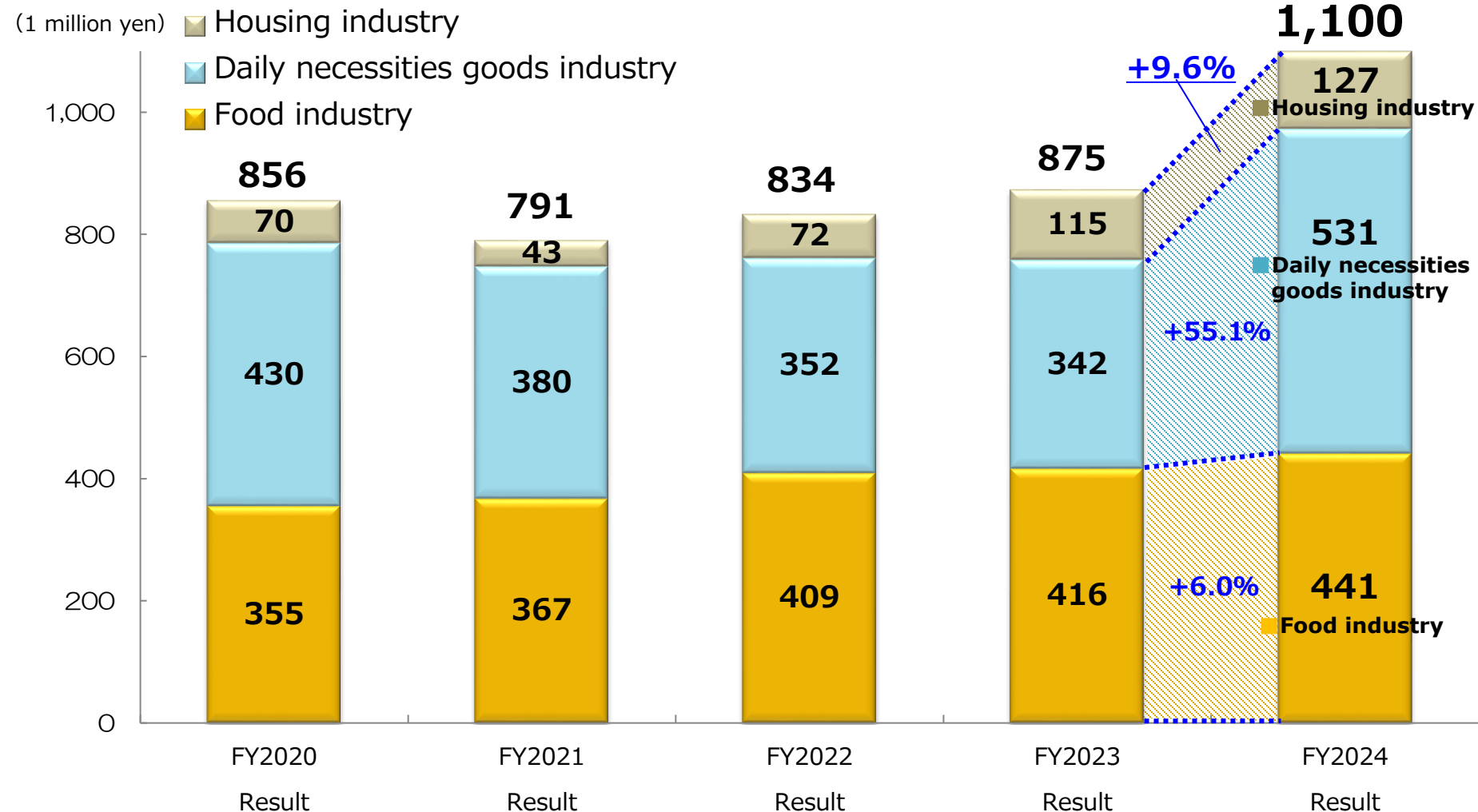
(1 million yen)



Note) Figures less than 3% are omitted.

# FY2024/2Q Results by Segment / eBASE Business

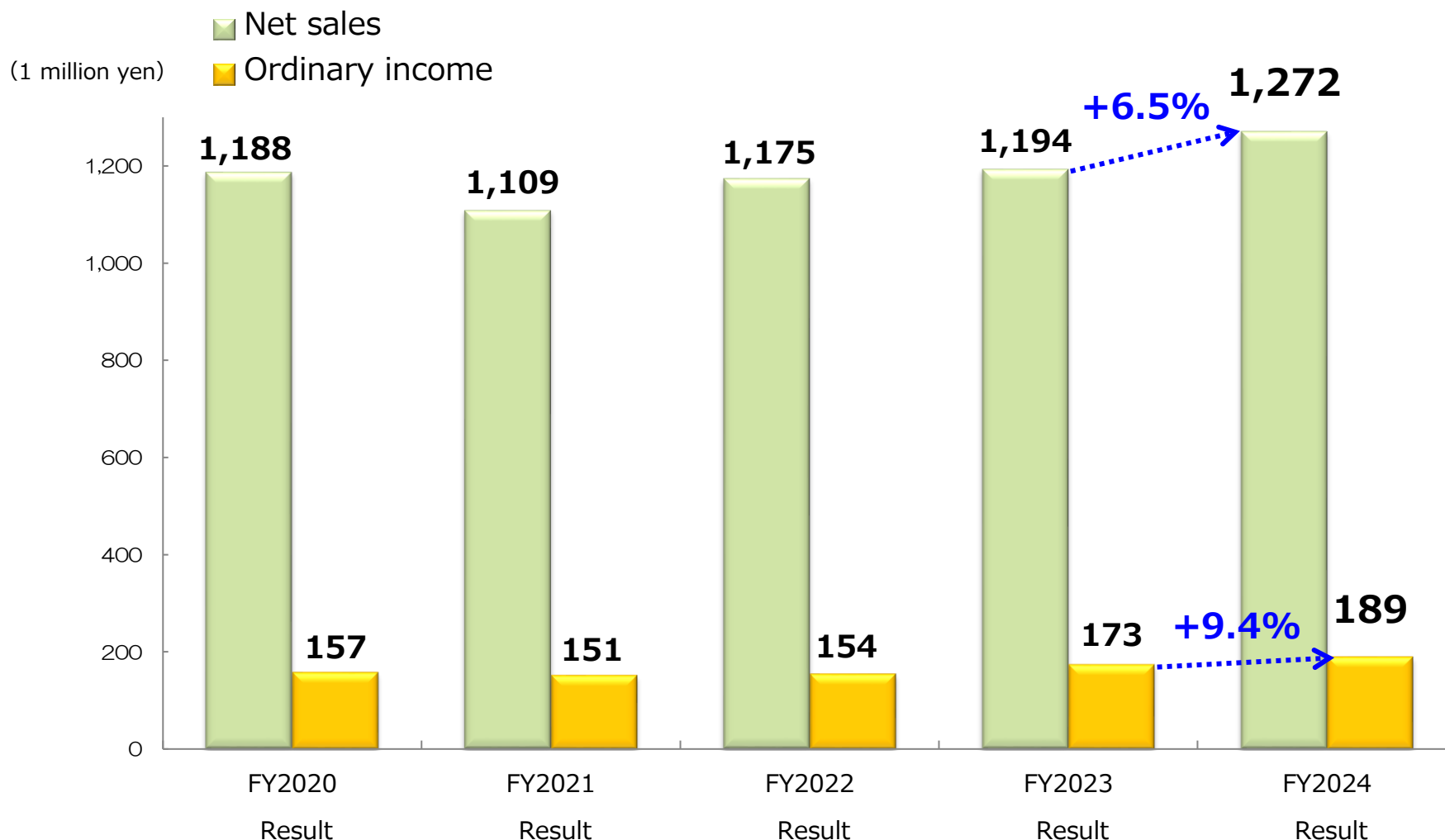
## Sales Results by Industry



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

# FY2024/2Q Results by Segment / eBASE-PLUS Business

## eBASE-PLUS Business (IT Outsourcing Business)



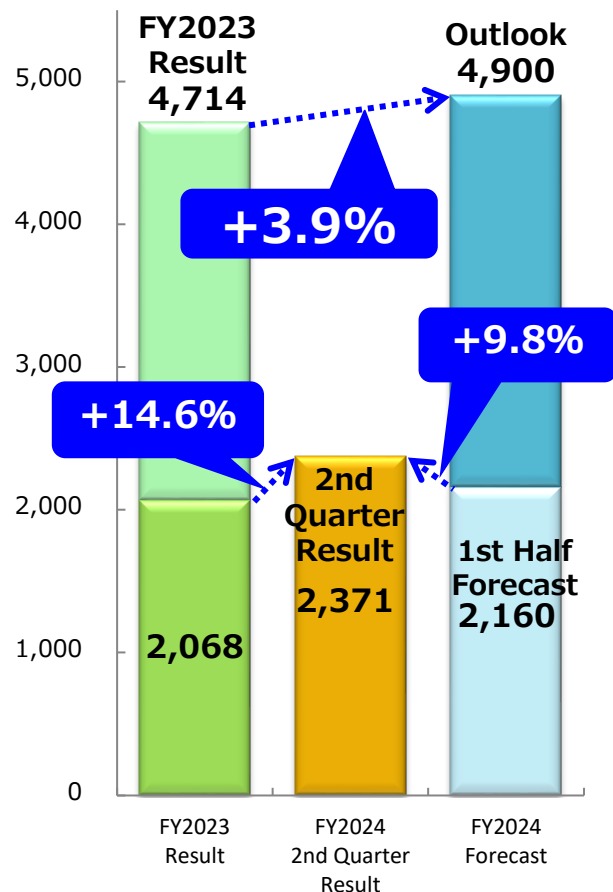
Note 1) Intersegment transactions have not been offset or eliminated.

# Year ended March 2024 Earnings forecasts

■ FY2023 2<sup>nd</sup> Quarter Result  
 ■ FY2023 Result  
 ■ FY2024 2<sup>nd</sup> Quarter Result  
 ■ FY2024 1<sup>st</sup> Half Forecast  
 ■ FY2024 Forecast

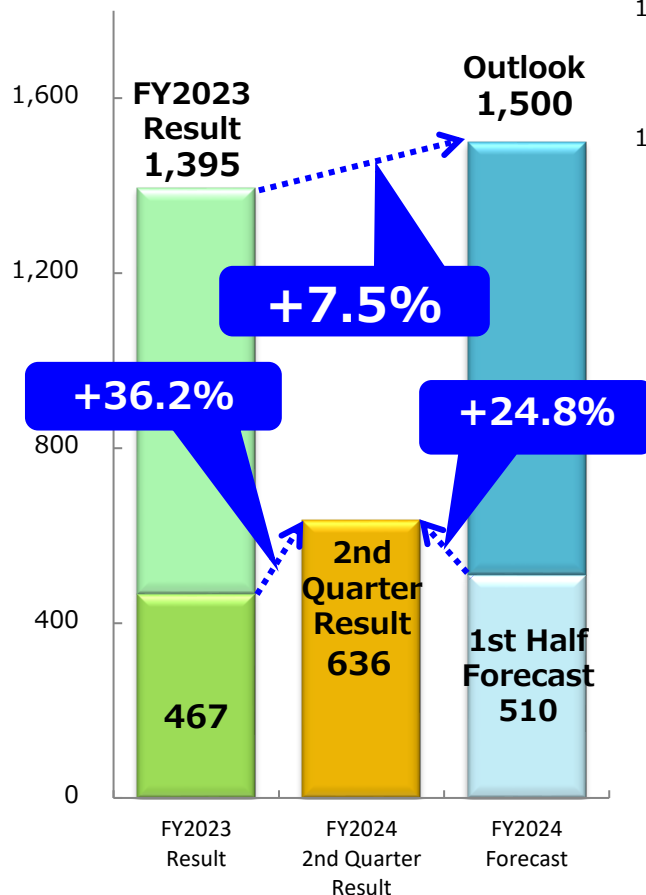
## Net sales

(1 million yen)



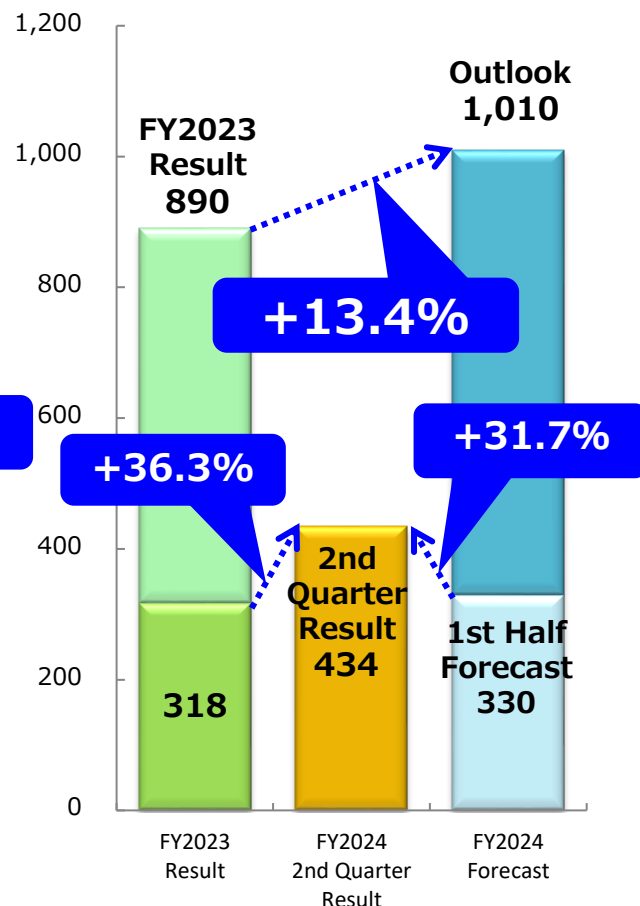
## Ordinary income

(1 million yen)



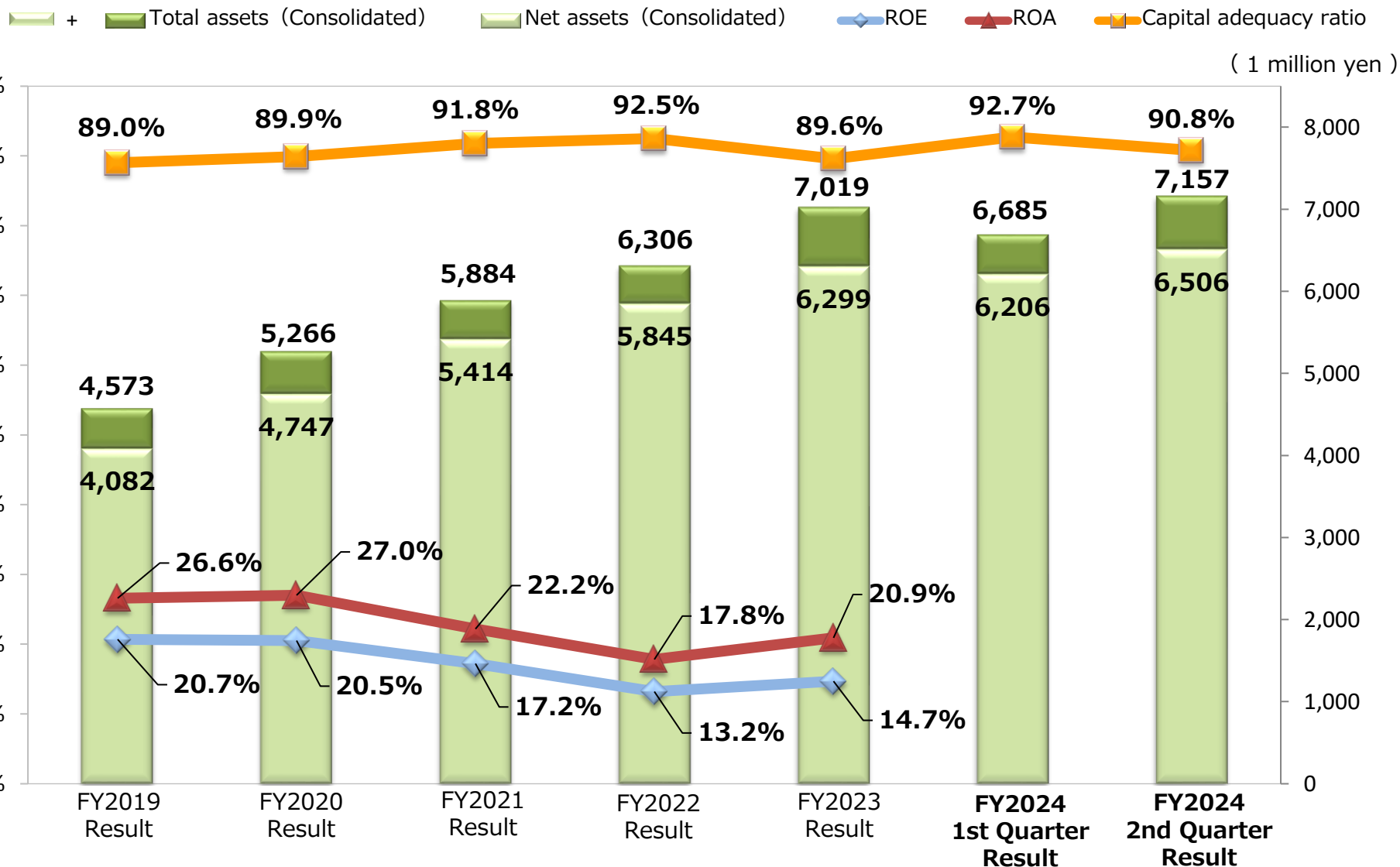
## Net income\*

(1 million yen)



Note) Quarterly net income attributable to owners of parent

# Capital Position (ROE and ROA, etc.)

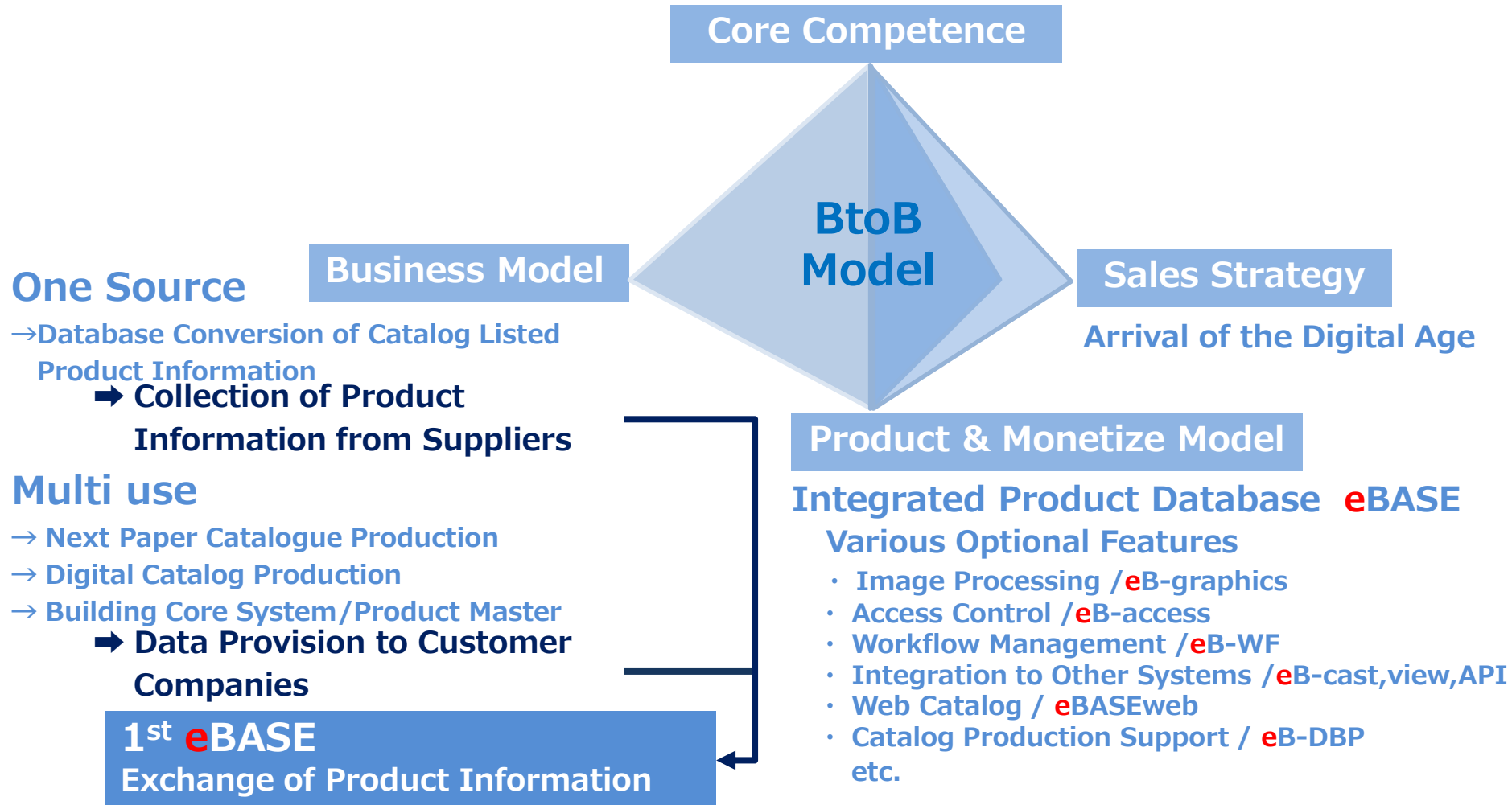


# **eBASE Business Report**

## **Overview and Progress of BtoB Business Strategy**

## Middleware eBASE Founding Period

Flexible Database Structure + Print Image Management

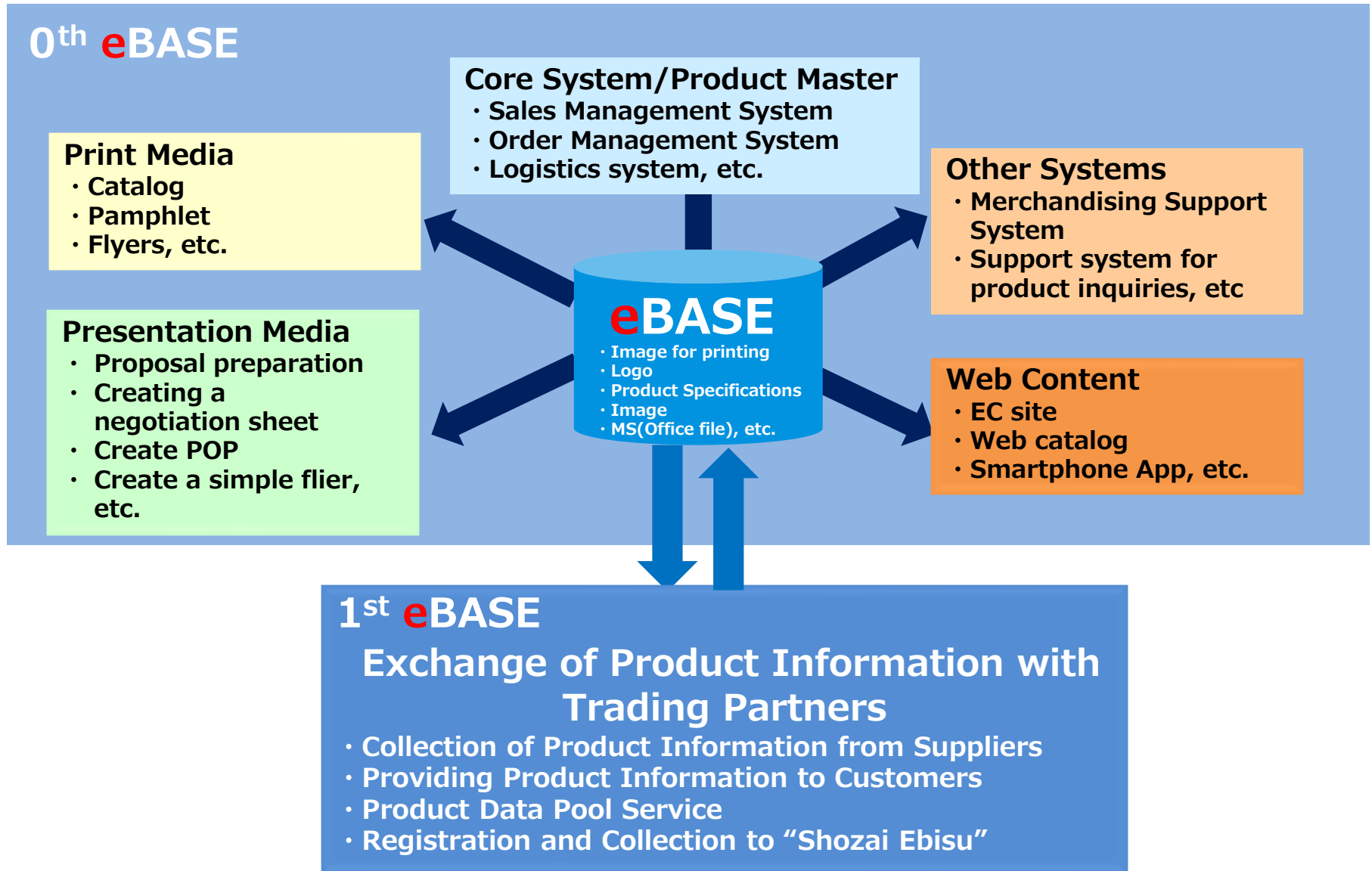


Note) Our founding business model in 0<sup>th</sup> eBASE, "One Source Multi Use," is a concept primarily advocated in the printing industry since around the 1990s, before our company was founded.



# Overview of eBASE Integrated Product Database by Company

0<sup>th</sup> / 1<sup>st</sup> eBASE



## ◆ Current Middleware eBASE

Overwhelming efficiency  
of system development.

Core competence

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

Sales Strategy

BtoB  
Model

Business model

Product/Monetization

## ◆ Integrated product database 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  
.....

## ◆ 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 , .....



## ◆ Product Information Data Pooling Service

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

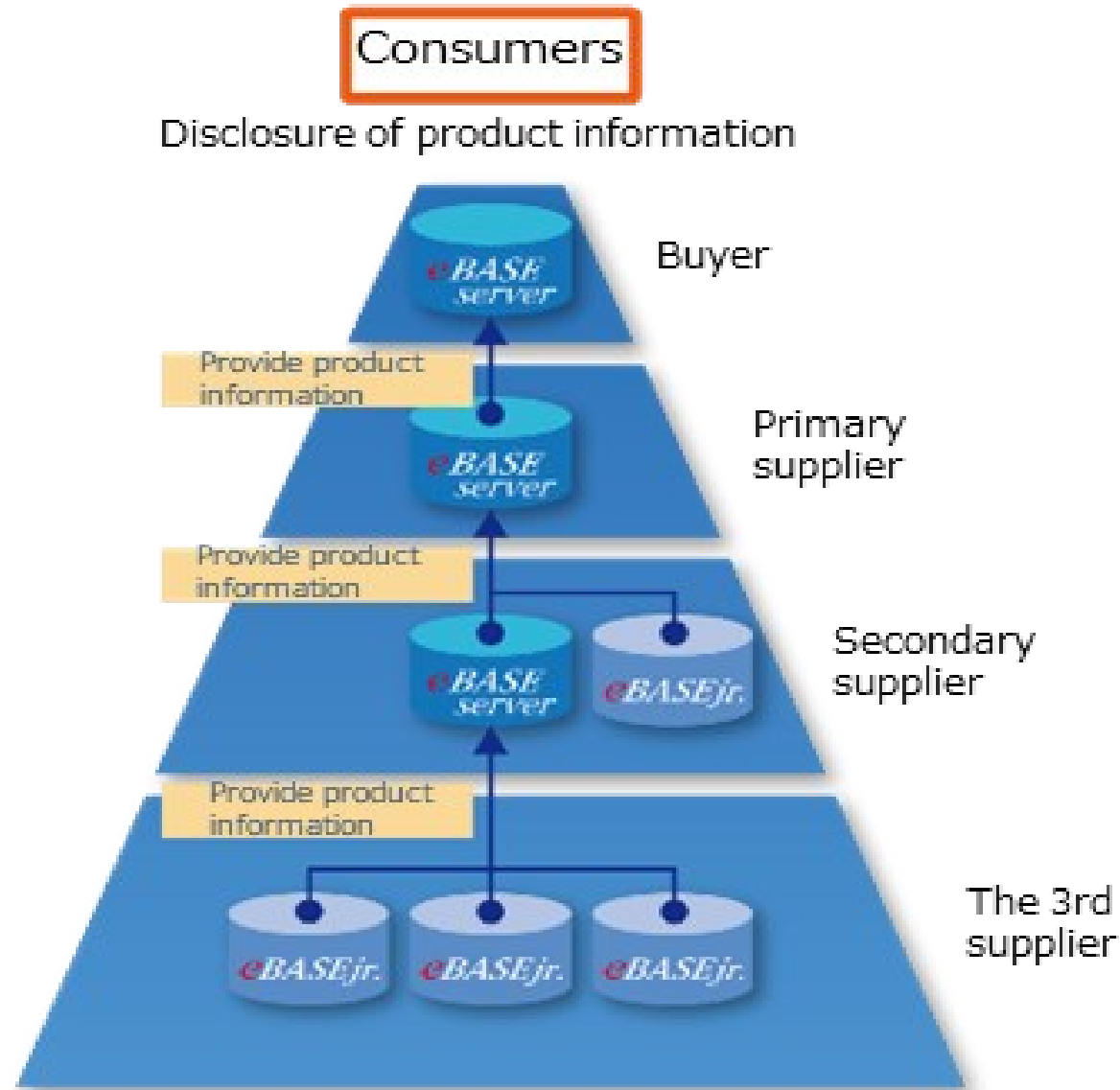
Patents related to BtoB services  
JP Pat No. 7138289



2<sup>nd</sup> eBASE Expansion  
into the content business

# Overview of Product Information Exchange Services by Industry

1<sup>st</sup> eBASE



# Overview of Product Data Pool Services by Major Industry

1st eBASE

## Shozai Ebisu

Provide efficient product details information !

Update product information at any time !

Effective collection of detailed information of the product !

Registered member  
(Food manufacturer, etc)



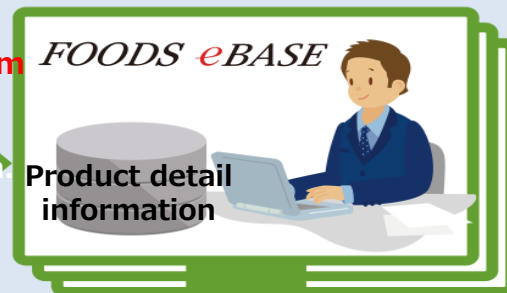
Product data pool  
Shokuzai Ebisu

Product detail information

Premium

Download product detailed information

Use member  
(Food retailing, etc)



Expand to multiple industries

Daily necessities industry

eB-goods

Nichizatsu Ebisu



Pharmaceutical industry

eB-OTCdrug  
eB-medicine

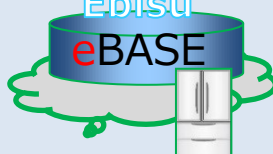
OTC Ebisu  
Chozai Ebisu



Consumer electronics industry

eB-appliance

Kaden Ebisu



Stationery industry

eB-stationery

Bungu Ebisu



Housing industry

eB-housing

Jutaku Ebisu



Tool industry

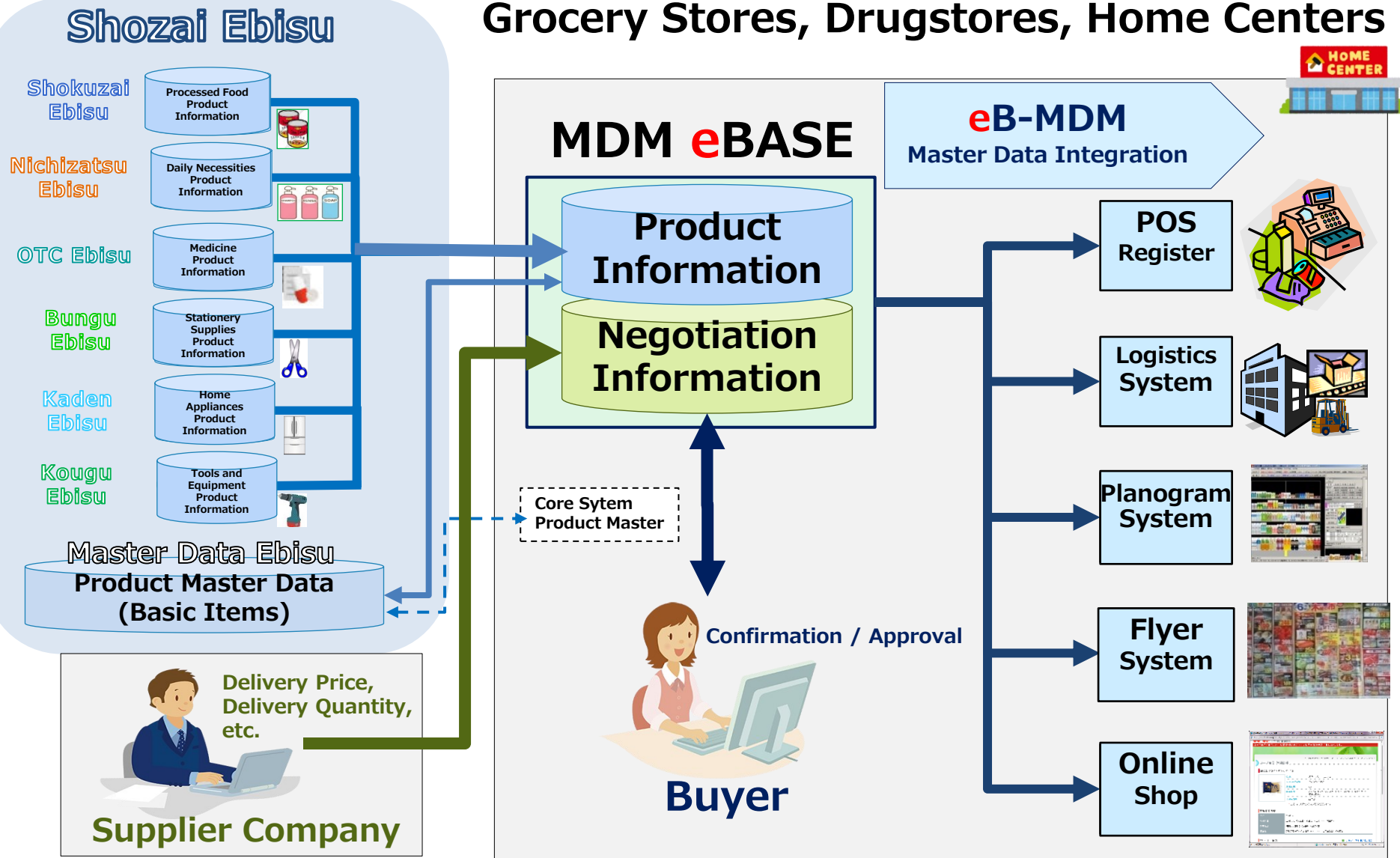
eB-tools

Kougu Ebisu



# Application of Shōzai Ebisu in the Retail Industry 1<sup>st</sup> eBASE

Grocery Stores, Drugstores, Home Centers



## ■ Food Industry

Kansai Super Market Ltd.  
 COPRO Corporation  
 SUMMIT, INC.  
 CGC JAPAN Co., Ltd.  
 Shizutetsu Store  
 Seiyu Co., Ltd.  
 SOTETSU ROSEN Co., Ltd.  
 The Daiei, Inc.  
 Tenmaya Store Co., Ltd.  
 Tobu Store  
 Nihon Ryutsu Sangyo Co., Ltd.  
 Valor Holdings Co., Ltd.  
 FRESTA Co., Ltd.  
 Beisia Co., Ltd.  
 Belc CO., LTD.  
 MARUKYOU, Inc.  
 MANDAI Co., Ltd.  
 YAOKO Co., Ltd.  
 LIFE CORPORATION.  
 Secoma Company, Ltd.  
 FamilyMart Co., Ltd.  
 Japanese Consumers' Co-operative Union.  
 CO-OP DELI CONSUMERS' CO-OPERATIVE UNION.  
 U CO-OP.  
 TOKAI CO-OP.  
 CO-OP Hokuriku.  
 CO-OP KINKI.  
 CONSUMERS CO-OPERATIVE KOBE.  
 COOP KYUSHU  
 Oisix ra daichi Inc.  
 Costco Wholesale Japan, Ltd  
 Japan Agricultural Cooperatives  
 EAT&FOODS Co., Ltd.  
 KFC HOLDINGS JAPAN, LTD.  
 HACHI-BAN CO., LTD.  
 YOSHINOYA CO., LTD.

Watami Co., Ltd.  
 ASAHI SHOKUHUIN Co., Ltd.  
 Ishikawa Chuou syokuhin Co., Ltd.  
 ITOCHU-SHOKUHUIN Co., Ltd.  
 KATO SANGYO CO., LTD.  
 Kanan Inc.  
 KOKUBU GROUP CORP.  
 GOGYOFUKU CO. LTD.  
 SHIDAX CORPORATION.  
 Japan Inforex, Inc.  
 TAKAYAMA Co., Ltd.  
 TANESEI Co., Ltd.  
 TOKAN Co., Ltd.  
 TOKYO COLD CHAIN  
 DOSHISHA CORPORATION.  
 Tominaga Boeki Kaisha, Ltd.  
 NISSIN HEALTHCARE FOOD SERVICE CO., LTD  
 NIPPON ACCESS, INC.  
 Nosui Corporation  
 Mitsubishi Shokuhin Co., Ltd  
 Yamaboshiya Co., Ltd.  
 UCC COFFEE PROFESSIONAL CO., LTD.  
 Akagi Nyugyo Co., Ltd.  
 Azuma Foods Co., Ltd.  
 Andersen Institute of Bread & Life Co., Ltd.  
 ITOHAM FOODS Inc.  
 IMURAYA GROUP CO., LTD.  
 Izutsu Maisen Co., Ltd.  
 EBARA FOODS INDUSTRY , INC.  
 The Oyatsu Company, Ltd.  
 Kasugai Seika Co., Ltd.  
 Kataoka & Co., Ltd.  
 KANEKA CORPORATION  
 Kanetetsu Delica Foods, Inc.  
 Kanemi Co., Ltd.  
 Kabaya Foods Corporation

KIBUN FOODS INC.  
 CRESTRADE CO. LTD.  
 COMO Co., Ltd.  
 JR-CENTRAL PASSENGERS CO., LTD.  
 JA ZEN-NOH MEAT FOODS CO., LTD.  
 SHINOBU FOODS PRODUCTS CO., LTD.  
 Sugakiya foods Co., Ltd.  
 SUGIYO CO., LTD.  
 DyDo DRINCO, INC.  
 Takaki Bakery Co. Ltd.  
 TAKARA SHUZO CO., LTD.  
 TOKATSU FOODS CO., LTD.  
 Toraku Foods Co., Ltd.  
 DONQ Co., LTD.  
 NAGATANIEN CO., LTD.  
 Izasa Nakatanihonpo, Inc.  
 HAKUTSURU SAKE BREWING CO., LTD.  
 PICKLES CORPORATION  
 FOODLINK CORPORATION  
 Hokugan Inc.  
 HOTEI FOODS CORPORATION co., ltd  
 Andersen Institute of Bread & Life Co., Ltd.  
 Marudai Food Co., Ltd.  
 yamamori inc.  
 YURAKU CONFECTIONERY CO., LTD.  
 FINET, INC.

**Approximately  
26,500 Companies**

# Companies in Industries Other than Food that Adopt eBASE

0<sup>th</sup>/1<sup>st</sup> eBASE

## ■ Hotel Industry

Keihan Hotels & Resorts  
SOTETSU HOTEL Co.,Ltd.  
Tobu Hotel Management Co., Ltd.  
Resorttrust, Inc.

## ■ Drugstore Industry

Cocokarafine Group Co., Ltd.  
SUNDRUG CO.,LTD.  
MatsukiyoCocokara & Co.

## ■ Housing Industry

SWEDEN HOUSE Co.,Ltd.  
SEKISUI HOUSE, LTD.  
DAIWA HOUSE INDUSTRY CO., LTD.  
TOYOTA HOUSING CORPORATION,  
Panasonic Homes Co., Ltd.  
Mitsui Home Co.,Ltd.  
MAZROC. co.ltd.  
Sangetsu Corporation  
DAIKEN CORPORATION  
SUMITOMO FORESTRY INFORMATION  
SYSTEMS CO.,LTD.  
Panasonic Electric Works Creates Co., Ltd.

## ■ Home Center / Appliance Industry

CAINZ CORPORATION  
KOHNAN SHOJI CO., LTD.  
D C M Co., Ltd.  
Makiya co.,ltd  
EDION Corporation  
Tiger Corporation.

## ■ Daily Necessities Industry

Akachan Honpo Co., Ltd.  
RINGBELL Co.,Ltd  
Kobayashi Pharmaceutical Co., Ltd.  
Daio Paper Corporation  
Unicharm Corporation  
PLANET,INC.

## ■ Stationery / Office Furniture Industry

KOKUYO Co.,Ltd.  
Shachihata Inc.  
OKAMURA CORPORATION  
Kaunet Co., Ltd.  
PLUS CORPORATION

## ■ Tool Industry

THE KIICHI TOOLS Co., Ltd.  
G-NET CORPORATION  
Naito & Co.,Ltd.  
HISHIHIRA CORPORATION  
Fujiwara Sangyo Co., Ltd.  
YAMAZEN CORPORATION  
TONE CO., LTD.

## ■ Fashion / Apparel Industry

SHIMADA SHOJI CO., LTD.  
MoonStar Company.  
FIN, INC  
RABOKIGOSHI CO., LTD.

## ■ Sports Equipment Industry

Mega Sports Co., LTD  
ZETT Corporation  
DESCENTE LTD.  
NIKKI CO.,LTD.

## ■ Automobile Parts and Accessories Industry

AUTOBACS SEVEN CO.,LTD.

## ■ Environmental / Green Industry

GomunoInaki Co., Ltd.  
KATAYAMA CHEMICAL, INC.  
DIC Corporation

## ■ Other Industry

SAGAWA PRINTING CO.,LTD.  
CONSUMER PRODUCT END-USE  
RESEARCH INSTITUTE CO., LTD.  
HORIAKI CO., LTD.  
Wakisangyo Co.,Ltd

**Approximately  
10,000 Companies**

## Food industry

### FY2024 Result Policies

- Promoting the overall optimization of food safety information exchange.
- Continuous promotion the current business model(1<sup>st</sup> eBASE) 'FOODS eBASE'.
- Continuous promotion the de facto of the product data pooling service 'Shokuzai Ebisu' and strengthen sales promotion.
- Promotion of non-food Ebisu operation in the food retail industry.
- 2<sup>nd</sup> eBASE (BtoBtoC): Integration and deployment to the 'eShoku Ju Navi' series.

### Its progress

- Sales results (2Q cumulative total) : 441 million yen (YoY: Increased by 6.0%)
- Sales increased compared to the year-on-year.

#### 【Sales】

- We have partially recognized revenue from the ongoing project of system replacement for production and processed goods management at a major convenience store.
- We have recognized revenue from several ongoing medium-sized existing projects, including the server replacement of 'FOODS eBASE'.

#### 【Orders】

- We received a large-scale project to introduce a product information database from a new wine import company, and recognized the requirement definition phase as revenue.
- We received a large-scale project from a new processed food manufacturer for a cost simulation system that works in conjunction with 'FOODS eBASE'.



## Daily necessities goods industry

### FY2024 Result Policies

- Promote total optimization of the product information exchange environment in the Daily necessities goods industry (Drugstore industry, Home center industry, Home appliance 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'.
- Deployment of customized integrated product database development for client companies, as well as the construction of large-scale product database type websites.
- 2<sup>nd</sup> eBASE (BtoBtoC): Integration and deployment to the 'eShoku Ju Navi' series.

### Its progress

- Sales results (2Q cumulative total) : 531 million yen (YoY: Increased by 55.1%)
- Sales revenue has significantly increased compared to the same quarter of the previous year, due to the smooth progress of orders in various industries and the expedited acceptance of a large-scale project at a major home center.

#### [Sales]

- We have recognized the revenue from the large-scale ongoing project of 'PDM eBASE' implementation at a major home center.
- We have partially recognized revenue from the large-scale ongoing project of building a simple estimate creation website for an office furniture manufacturer.

#### [Orders]

- We received an order for the construction of an integrated product database utilizing the catalog production support system 'eB-DBP' and the product master system 'MDM eBASE' from a catalog gift operator, and recognized part of it as revenue.
- We received an order for the 'MDM eBASE' project that links with 'Shozai Ebisu' from a new major home center, and recognized part of it as revenue.

## Housing industry

### FY2024 Result Policies

- Promotion of the de facto product data pool service 'Jutaku Ebisu'.
- Promoting the sale of 'Shozai Ebisu' mainly through 'Housing Ebisu'.
- Deployment of customized integrated product database development for building material manufacturers, component manufacturers, and others, as well as the construction of large-scale product database type websites.
- 2<sup>nd</sup> eBASE (BtoBtoC): Integration and deployment to the 'eSumai Navi'.
  - Expansion of 'eSumai Navi' for general building material purposes based on 'Jutaku Ebisu'.

### Its progress

- Sales results (2Q cumulative total) : 127 million yen (YoY: Increased by 9.6%)
- Sales increased compared to the year-on-year.

#### 【Sales】

- We have recognized part of the additional customization development for the product database-type web catalog site as revenue from a major integrated building material manufacturer.
- We completed and recognized the revenue for an integrated product information database construction project for a major building materials manufacturer of flooring and wall materials.

#### 【Orders】

- We received an order from a new third major house manufacturer for the construction of an electronic manual system for homeowners using 'eSumai Navi', and recognized part of it as revenue.

# **eBASE Business Report**

## **Overview and Progress of BtoBtoC Business Strategy**

## ◆ 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  
Model

## ◆ Ecosystem

Sales 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	JP Pat No.7302803	JP Pat No.7345810
.....		

# 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! )**

**"e-LifeNavi" for overseas markets.**

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



Guided



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



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



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



**eShoku Ju Chirashi**



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



**for EC site**



**For store**

**eShoku Ju Catalog**

**OMO(Online Merges with Offline)**

Guided



Hyper Link

**Shozai  
Ebisu**

"eShoku Ju Chirashi : JP Pat No.6943382" "eShoku Recipe : JP Pat No.7198461、JP Pat No.6758734、JP Pat No.7089251、JP Pat No.7302803"  
"eShoku Ju Navi : JP Pat No.7089252"

Search and register My Equipment from the Housing Equipment DB



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

"eSumai Navi : JP Pat No.7024952"

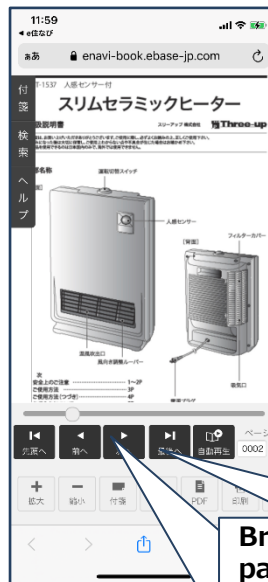
My Equipment List



Product information



Manuals



Search

My Equipment

Housing Equipment DB

Product information / Manuals / +pamphlets

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

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



Kaden Ebisu

Jutaku Ebisu  
Shozai Ebisu



## 【BtoBtoC】

- It has been decided to newly deploy 'eShoku Ju Chirashi' in the discount store business of Makiya Co., Ltd. and to roll it out within the year in the supermarket format.
- At a major electronics retailer, we have started the actual operation of the 'eShoku Ju Catalog Multilingual Version'.
- In the housing industry, we held a supplier briefing for the operation of 'eSumai Navi' at a major house manufacturer.

## 【 Patent Strategy 】

- We have newly acquired the food log function linked to electronic receipts (JP Patent No. 7345810).

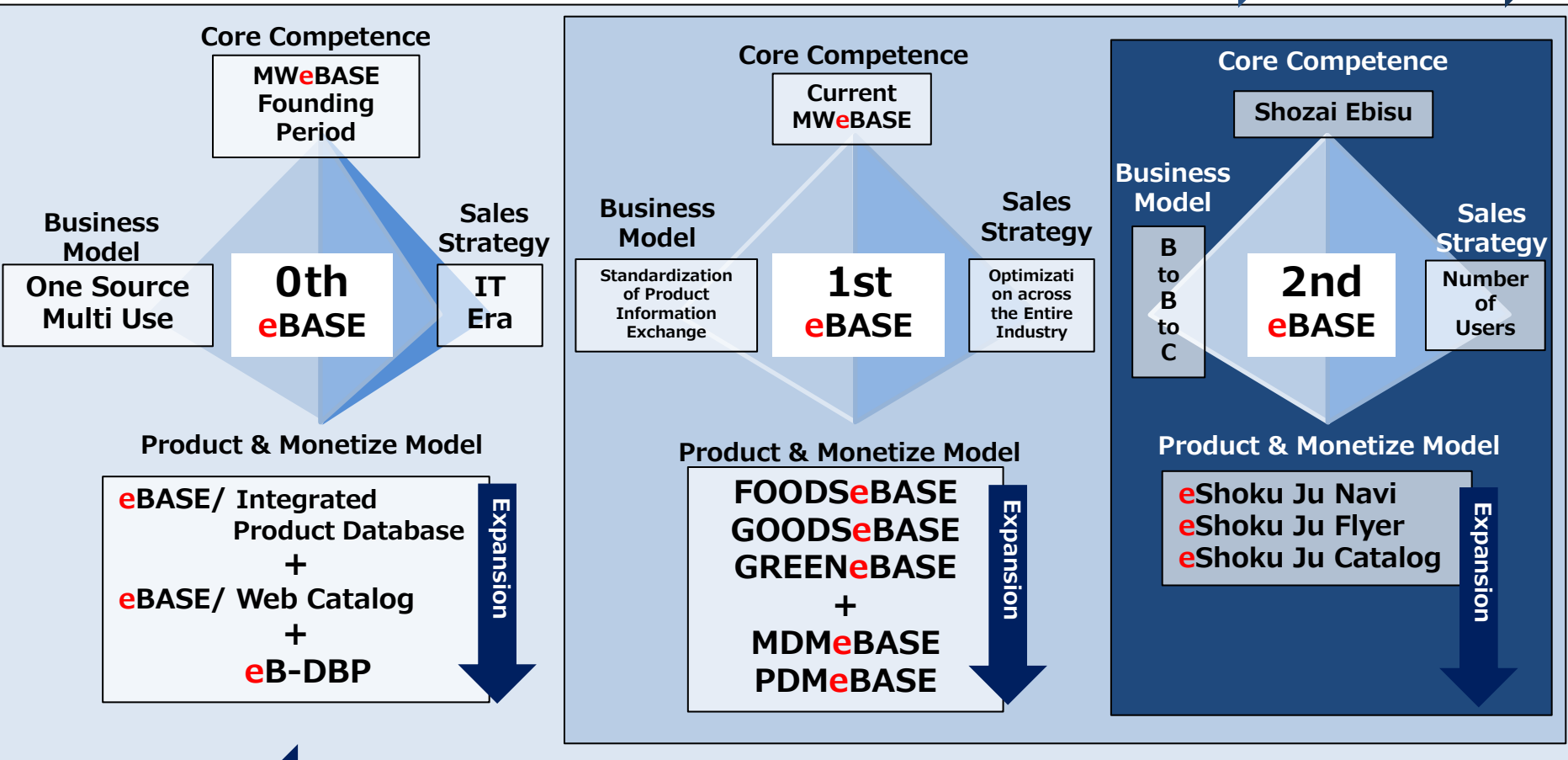
## ※Topics Case study of "eShoku Ju Navi for DX" at Makiya co.,ltd's ESPOT



[https://www.ebase.co.jp/news/news2023/news\\_2023\\_07\\_03.html](https://www.ebase.co.jp/news/news2023/news_2023_07_03.html)

## Evolution of the Business Model

3<sup>rd</sup> eBASE





# **eBASE-PLUS Business Report**

## **Business Overview and Progress**

# Overview of eBASE-PLUS Business

“IT development outsourcing business” including contracted development, contracted operation, and contracted server maintenance for 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.

# eBASE-PLUS / Current Fiscal Measures and Progress

## eBASE-PLUS Business (IT Outsourcing Business)

### FY2024 Result Policies

- Maintain the existing IT development outsourcing business.
- Promoting the continuation of existing measures as a stable low-growth model.
- 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 total) : 1,272 million yen (YoY: Increased by 6.5%)
- Profit results (2Q cumulative total) : 189 million yen (YoY: Increased by 9.4%)
- Sales and profit increased compared to the year-on-year.
- We focused on acquiring projects that align with customer needs.
- We promoted mid-career hiring to increase working hours, but the trend of difficulty in securing talent that meets the demand continued.
- We continued to strengthen our own online education system, focusing on educating new employees and existing employees, aiming to shift to high-priced projects requiring high skills through skill improvement.
- We continuously conducted price negotiations with customers.

# Corporate Philosophy of the eBASE Group



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