# FY2024 Consolidated Financial Results and Business reports

# eBASE Co.,LTD.

TSE code 3835

## May, 2024

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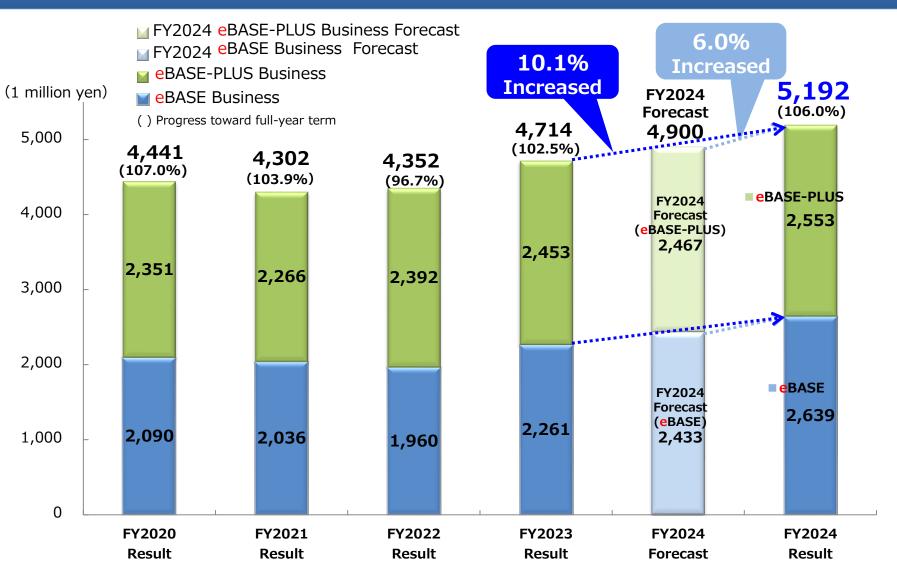
## **Company Overview**

■Company name	eBASE Co., Ltd. (Code number : 3835)						
■Share capital	190 million yen						
Headquarters Location	Commercial Building No.2, 5-4-9, Toyosaki, Kita-ku, Osaka						
Business Description							
eBASE Business	Business of Developing and Selling Product Information Management Systems						
eBASE-PLUS Business	IT Development Outsourcing Business						
Total Number of Group Employees	485 (493/ Including Officers) (As of April 2024)						
■ History							
October 2001	Founding of eBASE Co., Ltd.						
December 2006	IPO on the Osaka Securities Exchange Hercules Market						
October 2010	Transitioned to JASDAQ Market Standard						
March 2017	Market Transitioned to the Tokyo Stock Exchange Second Section						
December 2017	Designated as a first-section stock on the Tokyo Stock Exchange						
April 2022	Transitioned to Tokyo Stock Exchange Prime Market						

#### Trends in sales and ordinary income since listing 2022.4 2017.12 **Tokyo Stock** (1 million yen) Designated for the **Exchange Prime** eBASE Business (Net Sales) **Tokyo Stock Exchange** Market 5,500 5,192 First Section $2020.3 \sim$ ■ eBASE-PLUS Business (Net Sales) COVID-19 2017.3 5,000 Pandemic eBASE Business (Ordinary Profit) **Change to Tokyo Stock** 4,714 **Exchange Second** eBASE-PLUS Business (Ordinary Profit) 4,441 4,302 <sup>4,352</sup> Section 4,500 4,043 4,000 3,828 2,553 3,567 <sup>3,580</sup> 2010.11 Start of IT Outsourcing Business 3,500 2,453 Growth through M&A 3,094 2,351 2,266 2,392 3,000 2,825 2,782 2,219 2,655 2,204 2008.9 2,<mark>27</mark>2 2,145 the Lehman collapse 2,500 2,639 1,789 2,261 2,000 2006.12 1,710 1,636 2,090 2,036 1,960 1,662 1,718 **IPO on Hercules** market 1,823 1,395 1,500 1,330 360 1,261 1,238 1,624 1,131 1,087 1,435 343 301 977 1,304 1,294 479 1,000 815 290 1,114 1,146 330 689 273 630 947 937 262 513 1,302 453 800 239 782 1,052 166 500 1,028 343 700 917 145 840 108 180 757 620 703 553 463 449 10 390 367 345 208 194 95 0 8 12 13 15 17 18 21 22 23 7 9 10 11 14 16 19 20 (period)

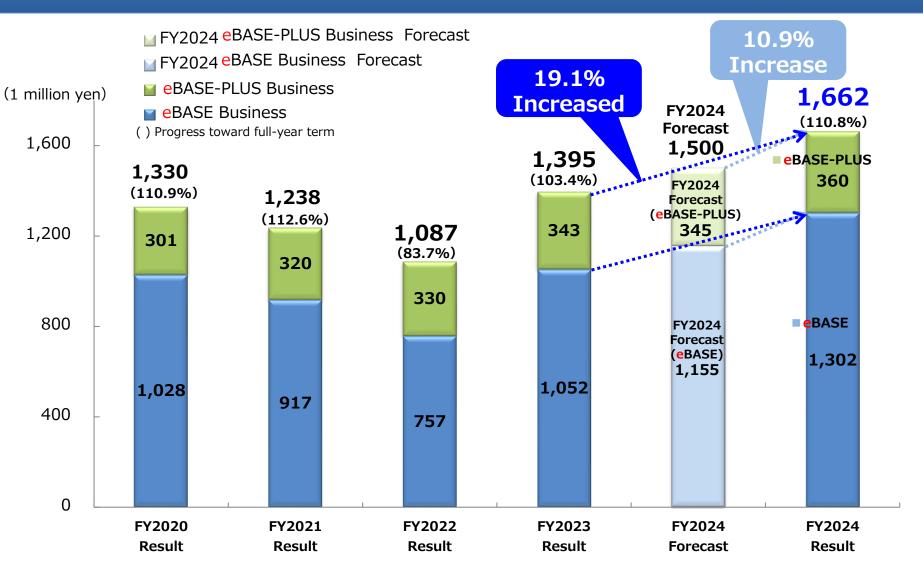
Note 1) For the notation of amounts, transactions between segments are offset and eliminated, and amounts less than one million yen are rounded down.

## **FY2024 Consolidated Net Sales**



Note 1) Intersegment transactions are eliminated.

## FY2024 Consolidated Ordinary profit



Note 1) Intersegment transactions are eliminated.

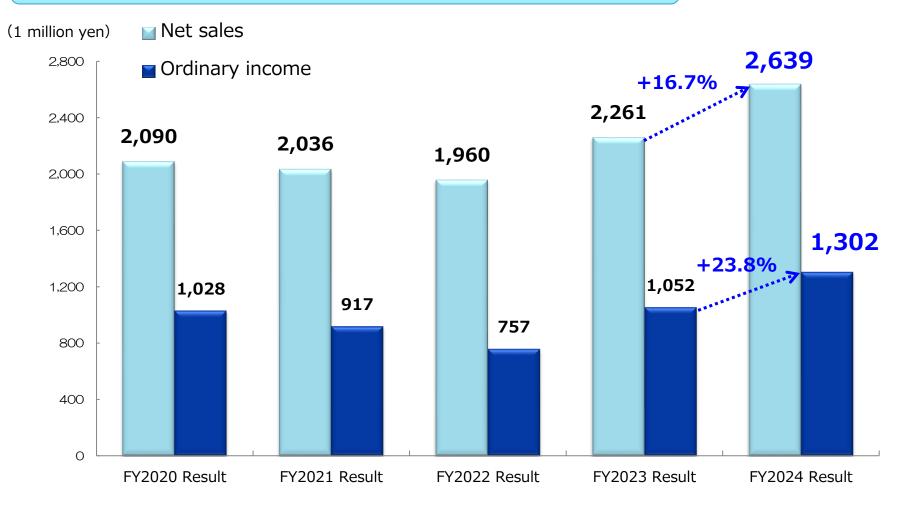
### FY2024 Consolidated Results and Consolidated Balance Sheet

	( 1 million ven )							
	FY2020 Result		FY2021 Result		FY2022 Result		FY2023 Result	FY2024 Result
Net sales (eBASE Business) (eBASE-PLUS Business) (Intersegment transactions)		4,441 (2,090) (2,359) (-9)		4,302 (2,036) (2,269) (-2)		4,352 (1,960) (2,394) (-2)	4,714 (2,261) (2,455) (-2)	<b>5,192</b> (2,639) (2,555) (-2)
Operating Income	1,291		1,211		1,081		1,365	1,651
Ordinary income (eBASE Business) (eBASE-PLUS Business) (Intersegment transactions)		1,330 (1028) (301) (0)		1,238 (917) (320) (0)		1,087 (757) (330) (0)	1,395 (1,052) (343) (0)	<b>1,662</b> (1,302) (360) (0)
Net income*		904		869		744	890	1,144
		* Quarterl					* Quarterly net income	e attributable to owners of parent.
		Prior period (As of March 2023)		As of March 31, 2024		Increased/ Decreased		
Current assets		5,569		6,015		446	Cash and deposits +455	
Fixed assets		1,450		1,793		343		
(Property, plant and quipment+Intangible as	ssets)	(197		(	247)	(50)		
(Other assets)		(1,25		1,252) <b>(1,</b>		(293)		
Total assets			7,019	-		789		
Current liabilities			719	719		134		
Total liabilities		719			867	148		
Total shareholder's equi	-	6,253		6	,837	584	Retained earnings +865 (Dividend payment -279) (Net income* +1,144)	
Subscription rights to sh	nares	12			7	-4		
Total net assets		6,299		6,94		641		
Total liabilities and net a	assets	7,019		7,809		789		



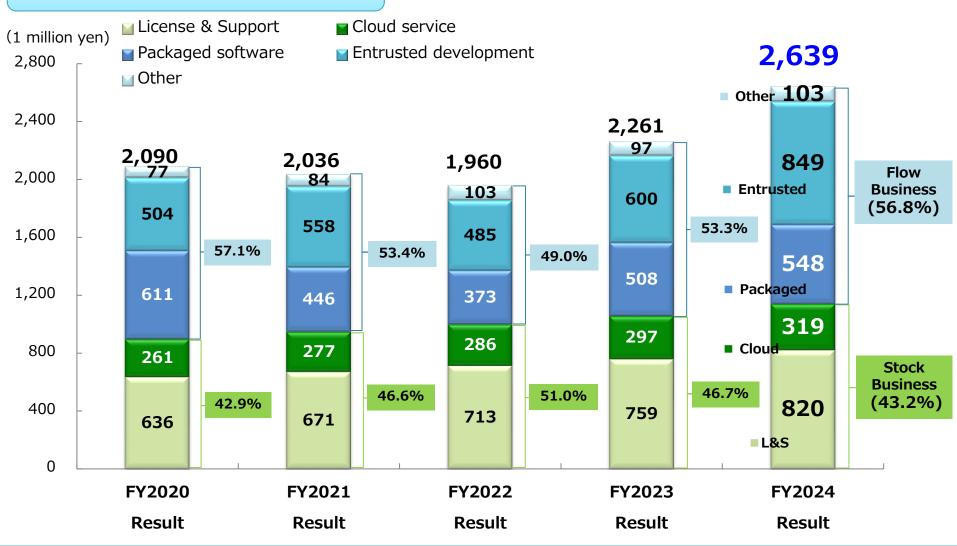
Note) Amounts less than one million yen are disregarded.

#### **eBASE Business (Packaged software business)**

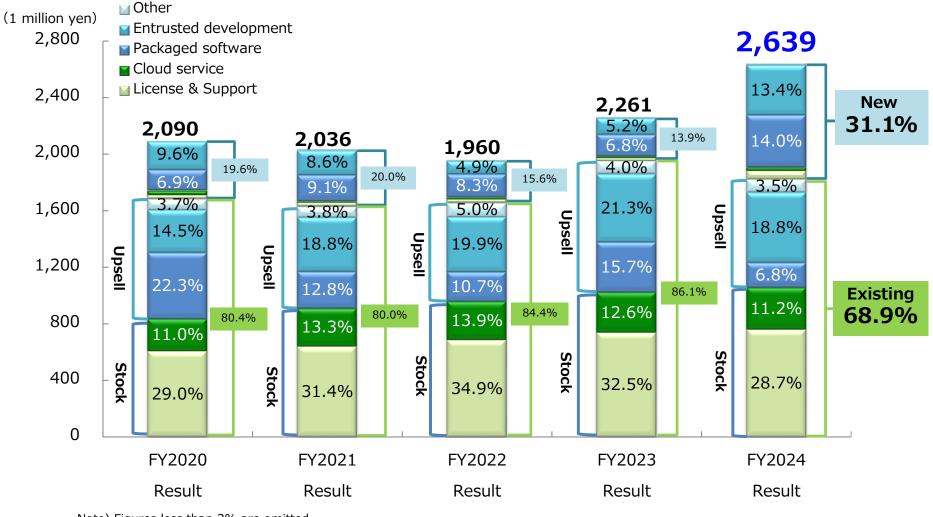


Note 1) Intersegment transactions have not been offset or eliminated.

## Sales results by type

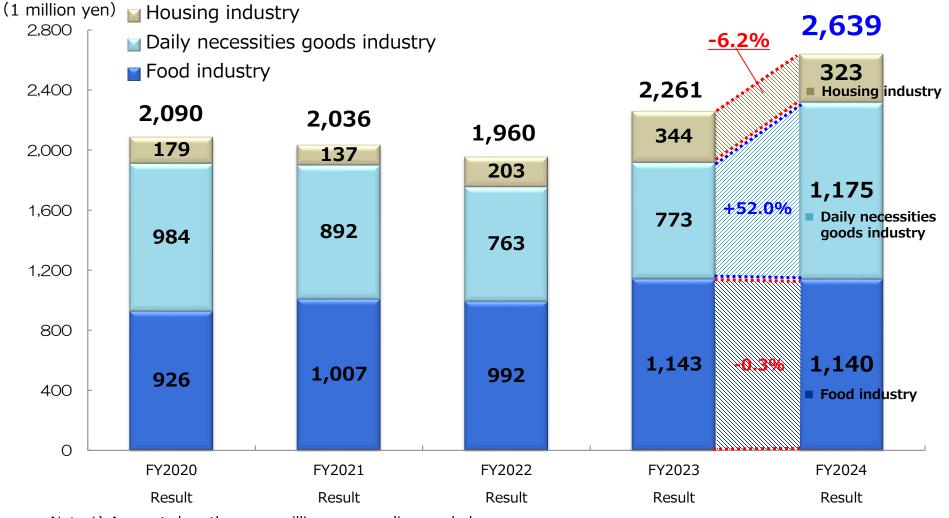


## Sales results by new and existing



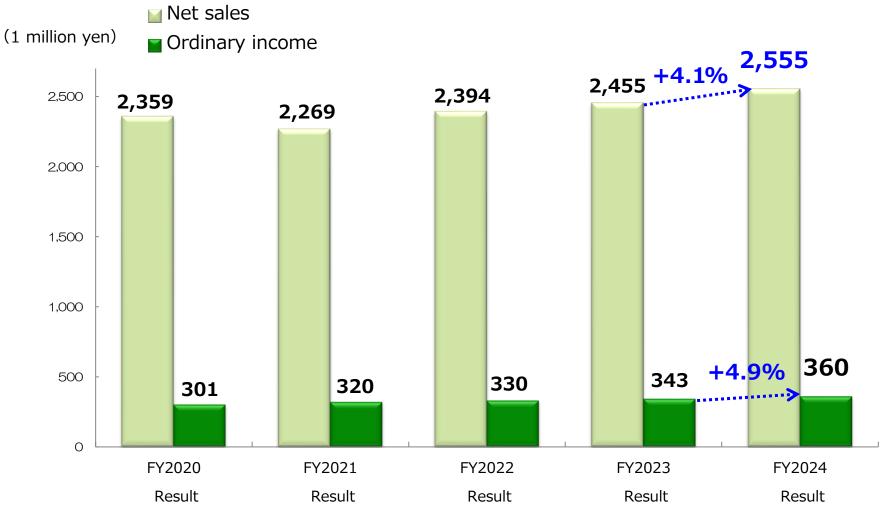
Note) Figures less than 3% are omitted.

## Sales Results by Industry



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

#### **eBASE-PLUS Business (IT Outsourcing Business)**



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

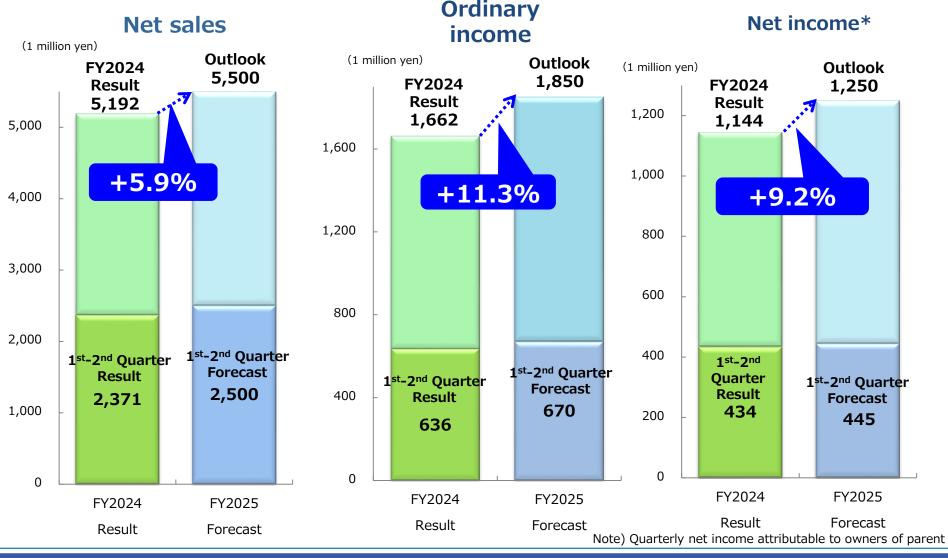
## Full-year (Year ended March 2025) Earnings forecasts

📔 FY2024 1st-2nd Quarter Result 🛛 📔 FY2024 Result

Result FY202

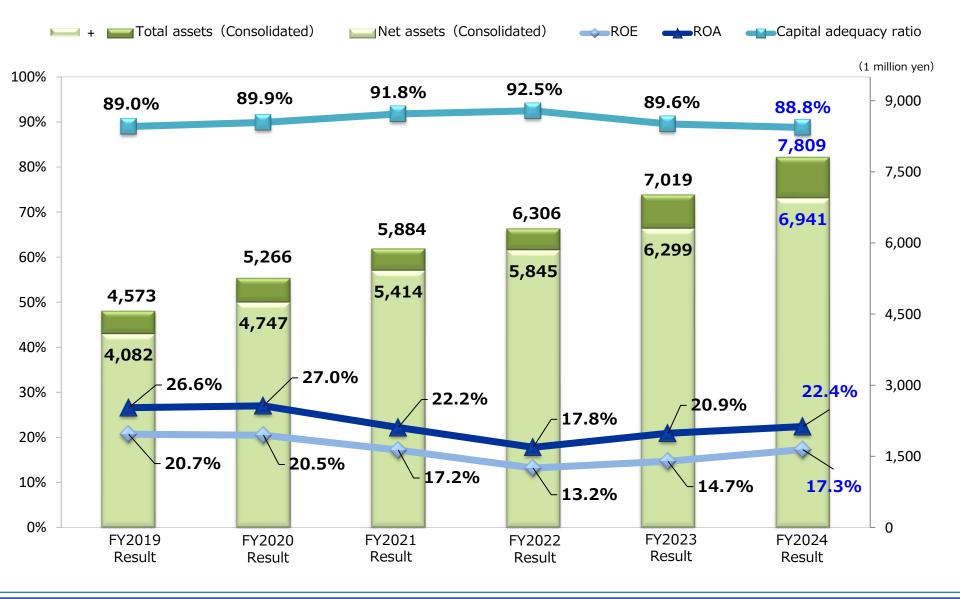
FY2025 1st-2rd Quarter Forecast

FY2025 Forecast



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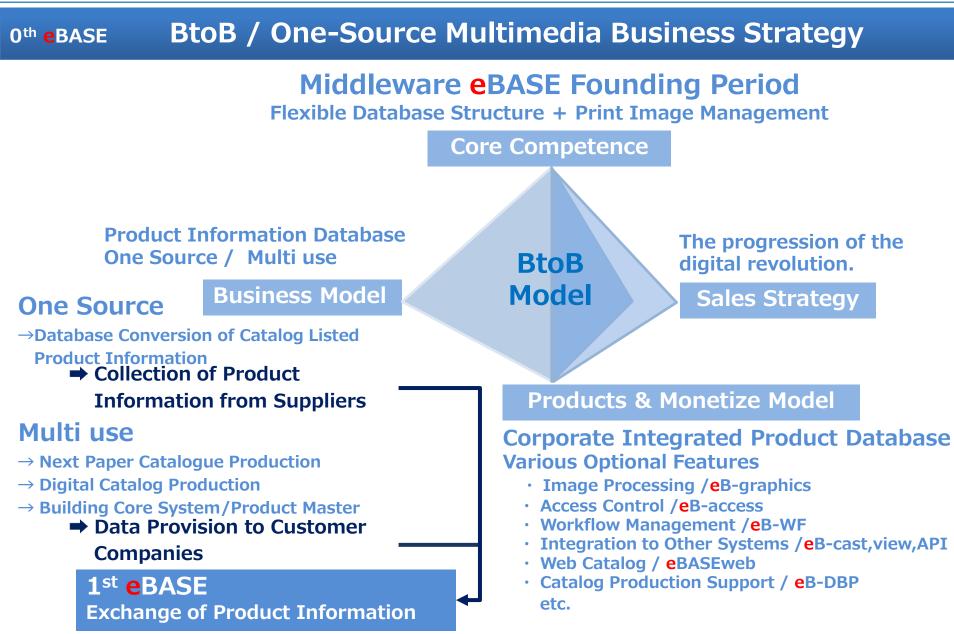
## Capital Position (ROE and ROA, etc.)



# **eBASE Business Report**

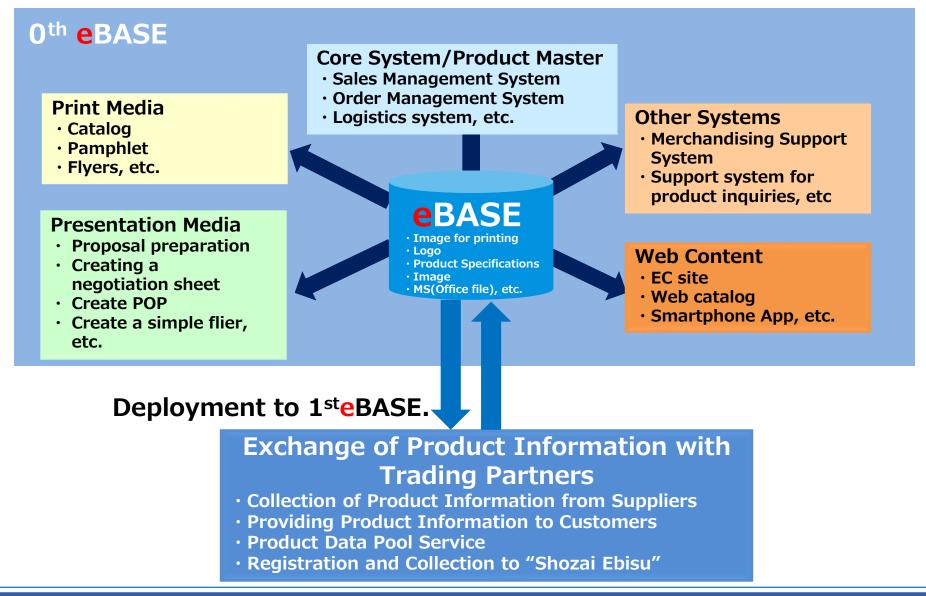
## Overview and Progress of BtoB Business Strategies (0<sup>th</sup>/1<sup>st</sup>)

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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



#### 1<sup>st</sup> eBASE

#### **BtoB/ Industry-specific Product Information Exchange Business Strategy**

#### Current Middleware eBASE

Overwhelming efficiency of system development.

Model

# Standardization of product Core competence information exchange by each industry.

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

**Business model** 

## 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 JP Pat No. 7369392 JP Pat No. 7403140

#### 2<sup>nd</sup> **e**BASE Expansion into the content business

#### Product/Monetization

#### Industry-Specific Integrated Product Database

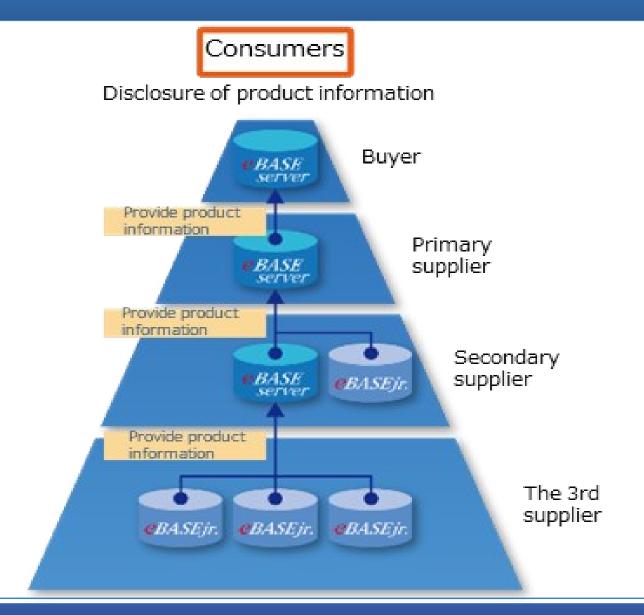
FOODS eBASE / Foods Safety Information Management System RECIPE eBASE / Cooking recipe information management system GOODS eBASE / Daily necessities Information Management System MDM eBASE / Master Data Management

PDM eBASE / New product planning information management system

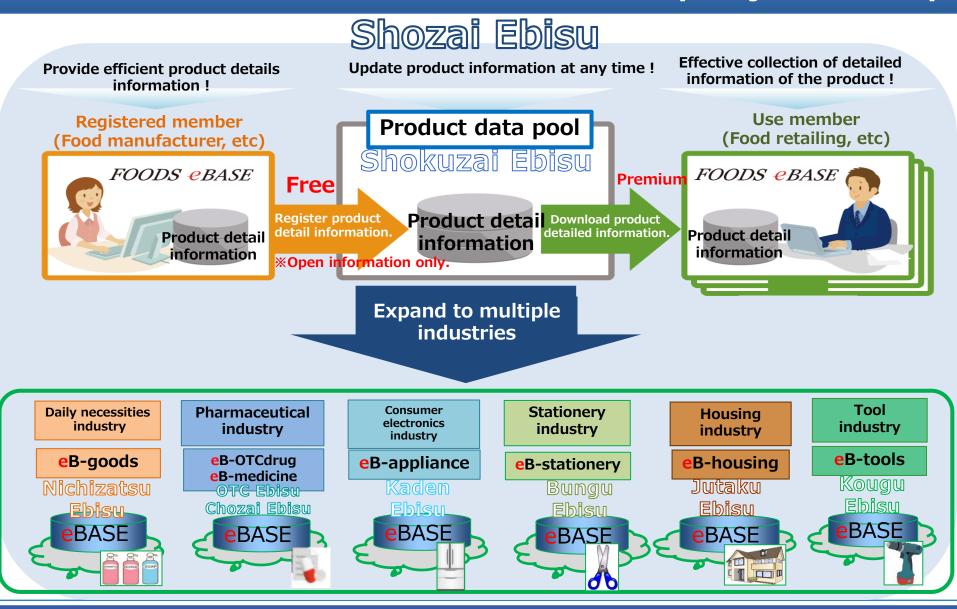
y. Overall optimization of product information exchange for various industries and Improved productivity.

Sales Strategy

#### <sup>1st</sup> **e**BASE **Overview of Product Information Exchange Services by Industry**

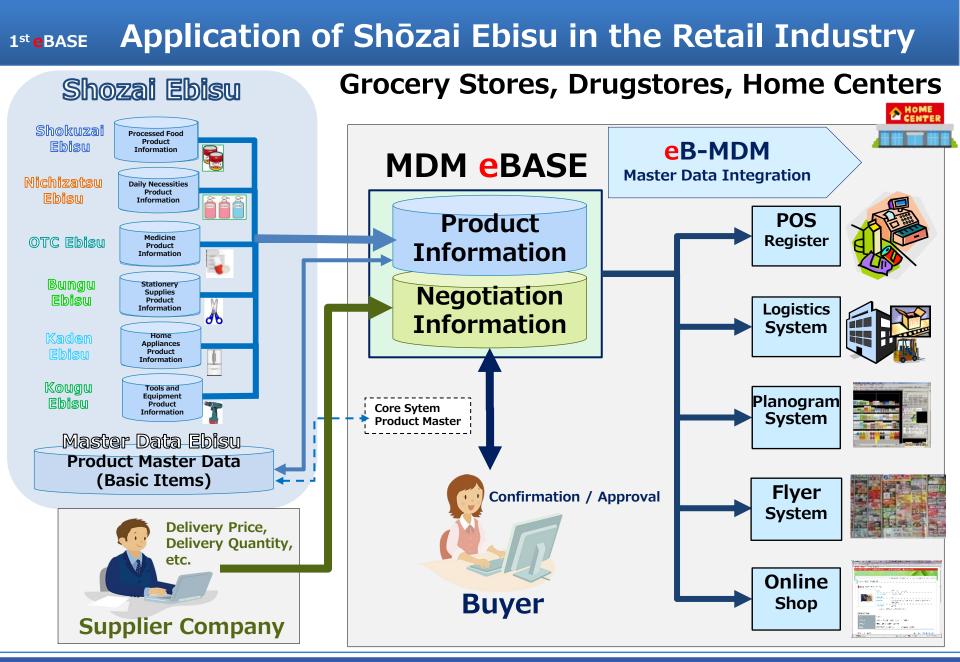


1st eBASE Overview of Product Data Pool Services by Major Industry



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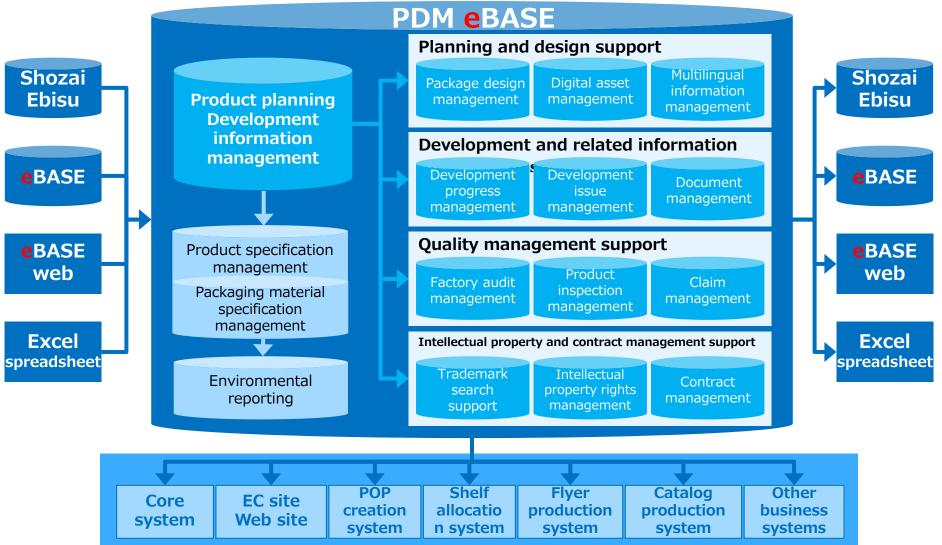


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1<sup>st</sup>eBASE

#### Product planning and development support solutions for manufacturers / private label (PB) retailers.

Integrated management and promotion of the use of product information throughout the entire planning, design, and development process!



#### 0<sup>th</sup>/1<sup>st</sup> eBASE Food Safety Management / Companies that Adopt FOODSeBASE

■ 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. Co-operative Union. CO-OPDELI 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 SHOKUHIN Co., Ltd. Ishikawa Chuou syokuhin Co.,Ltd. **ITOCHU-SHOKUHIN Co., Ltd.** KATO SANGYO CO., LTD. Kanakan 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. FamilyMart Co., Ltd. Japanese Consumers' UCC COFFEE PROFESSIONAL CO., LTD. Akagi Nyugyo Co., Ltd. Azuma Foods Co., Ltd. ANDERSEN Co.,Ltd ANDERSEN SERVICE 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 RETAILING PLUS 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. vamamori inc. YURAKU CONFECTIONERY CO., LTD. FINET, INC.

Restaurant industry ICHIBANYA CO., LTD. EAT&FOODS Co.,Ltd. **KFC HOLDINGS JAPAN, LTD.** HACHI-BAN CO., LTD. YOSHINOYA CO., LTD. Watami Co., Ltd.

**Approximately** 27,500Companies

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

#### Companies in Industries Other than Food that Adopt eBASE

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

Drugstore Industry 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 12,000 Companies

## **Oth/1st eBASE BtoB / Current Fiscal Measures and Progress**

#### **Food industry**

#### FY2024 Result Policies

- $\cdot$  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 (Full year) : 1,140 million yen (YoY: Decreased by 0.3%)
- Revenue slightly decreased compared to the same period last year. [Sales]
- Revenue was partially recognized for a major ongoing project involving the implementation of a product information database centered around 'FOODS eBASE/PDM eBASE (eB-DAM)' for a new wine import company.
- Revenue was partially recognized from an ongoing project to replace the production and processing product management system for an existing major convenience store chain.
- Revenue was recognized from a major development project for a packaging design check feature for ready-to-eat meals (such as side dishes and bento boxes) at another major convenience store chain.
- Revenue was recognized from the development of a new container recycling compliance system for a major general retail customer.
- Revenue was recognized for the core system replacement project at an established food processing manufacturer, as well as for the management of specification document collection for private label products of a food wholesaler.
- [Orders]
- Orders were secured for the upcoming fiscal year to implement the 'FOODS eBASE' system with multiple food manufacturers and regional cooperatives.

## **Oth/1st eBASE BtoB / Current Fiscal Measures and Progress**

#### 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 (Full year) : 1,175 million yen (YoY: Increased by 52.0%)
- Sales significantly increased compared to the same quarter of the previous year, due to the smooth progress of orders in various industries and the advance in acceptance inspections for multiple large projects.

#### [Sales]

- Revenue was recognized for a portion of the ongoing project for the construction of an integrated product database using the catalog production support system "eB-DBP" and the product master system "MDM eBASE," which were newly ordered by a catalog gift business operator.
- Revenue was partially recognized for the 'MDM eBASE' project, which integrates with 'Shozai Ebisu/Master Data Ebisu', from a new major home center.
- Revenue was partially recognized from a major upsell project for the construction of a simplified quotation creation site for an existing office furniture manufacturer.
- Revenue was recognized for the reconstruction of the integrated product information database for an existing major tool wholesaler.
- Revenue was recognized for the 'Middleware eBASE' integrated product database construction project from a tool and electrical material wholesaler, as well as for the construction of an integrated product database for a separate catalog gift business operator.

[Orders]

• Revenue was partially recognized from an order received for data integration support for the e-commerce site of a major existing electronics retailer customer.

## **Oth/1st eBASE BtoB / Current Fiscal Measures and Progress**

#### 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'.
- $\rightarrow$  Expansion of 'eSumai Navi' for general building material purposes based on 'Jutaku Ebisu'.

#### Its progress

- Sales results (Full year) : 323 million yen (YoY: Decreased by 6.2%)
- Sales slightly decreased compared to the same quarter of the previous year, due to delays in receiving orders for large projects and in rolling out promotional campaigns.

#### [Sales]

- Revenue was recognized from a new customer, an interior manufacturer of wallpaper, curtains, and flooring materials, for the construction of an integrated product information database project.
- Revenue was partially recognized from a project to replace the product database-type web catalog site for a new major lighting fixture manufacturer.
  [Orders]
- Revenue was partially recognized for an order received to construct a technical information search site for a new major air conditioning equipment manufacturer.
- An order was received for the construction of a non-residential product database-type web catalog environment for a major building materials manufacturer.

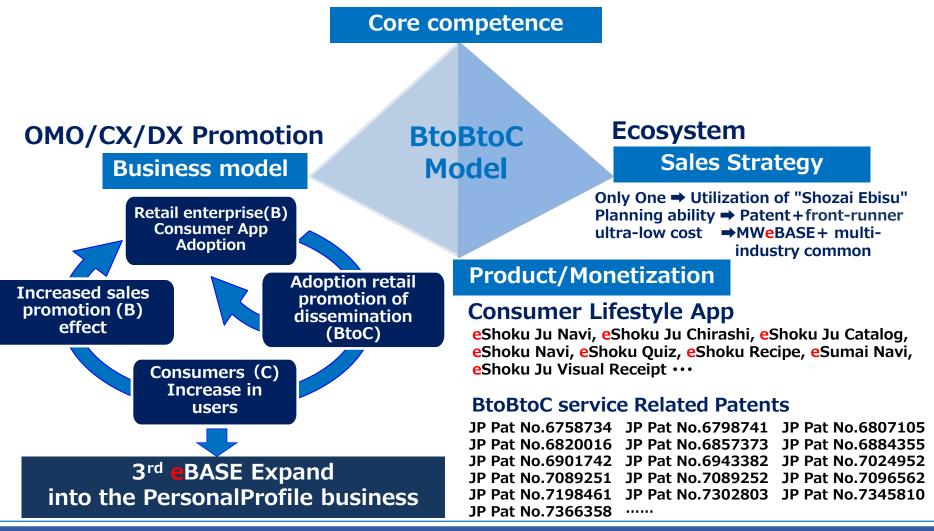
# **eBASE Business Report**

## **Overview and Progress of BtoBtoC Business Strategies (2<sup>nd</sup>)**

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<sup>2<sup>nd</sup> eBASE</sup> BtoBtoC/ Business Strategy for Utilizing Consumer Product Information

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





#### 2<sup>nd</sup>eBASE Enhancing Consumer CX & Supporting OMO/DX/CX for Retailers!

#### eShoku Ju Navi Product Information-Based Consumer Lifestyle App (Supports Multiple Languages!)

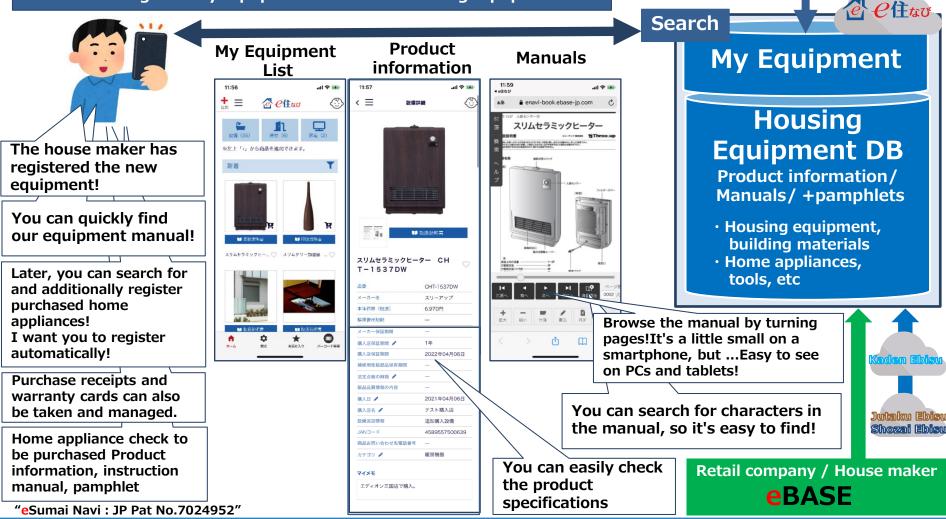
CX(Customer Experience) & DX(Digital Transformation) Web catalog service Promote use in conjunction with retail membership 2 70000 for detailed product apps information Guided **Digital flyer service** Lifestyle apps to make by Product Data Base your life convenient TE PRITA oliented for EC site Shozai Ebisu の動材を使ったいられ For store eShoku Ju Catalog eShoku Ju Chirashi eShoku Ju Navi (DX App) **NEW!** (DX Catalog) (DX Flyer) Visual Receipt Guided SIATUBL SUPER MARKE (DX Recipe) Purchase **Hyper Link** Recipe Information I ist Recipe **OMO**(Online Merges with Offline) [eShoku Ju Navi : JP Pat No.7089252], [eShoku Ju Visual Receipt : JP Pat No.7024952、 7345810、7366358」,「eShoku Ju Chirashi: JP Pat No.6943382」、「eShoku Recipe: JP Pat No.7198461、6758734、7089251、7302803」

Note: "eShokuju Navi for DX" is a DX promotion tool for retailers and manufacturers. It is an easy-order type DX app that tailors the functionality of "eShoku Ju Navi" to the products handled by individual companies.

### 2<sup>nd</sup> **e**BASE Promotion of Living Life DX&OMO "**e**Sumai Navi"

## **eSumai Navi** Disclosure of product information and manuals for home appliances and housing equipment to consumers in one go.

Search and register My Equipment from the Housing Equipment DB



### 2<sup>nd</sup> **eBASE** BtoBtoC / Current Fiscal Measures and Progress

[BtoBtoC Model ]

- As a new step towards promoting store DX and improving CX in the retail format, we have released a receipt information visualization service, "eShoku Ju Visual Receipt." Makiya Corporation has provisionally decided to adopt this for its Proof of Concept (PoC).
- Some stores in the general retail sector continued the Proof of Concept (PoC) for "eShoku Catalog (electronic shelf label integration).
- In the food retail sector, the Proof of Concept (PoC) for "eShoku Ju Catalog for Stores" was also continued.
- Two new food retailers have started considering the implementation of the "eShoku Ju Catalog.
- At a major electronics retailer, a Proof of Concept (PoC) is currently underway at two flagship stores for the "eShoku Ju Catalog Multilingual Edition," targeting inbound customers.
- In the housing industry, a major house manufacturer has begun operating "eJu Navi" for tenants of rental properties.

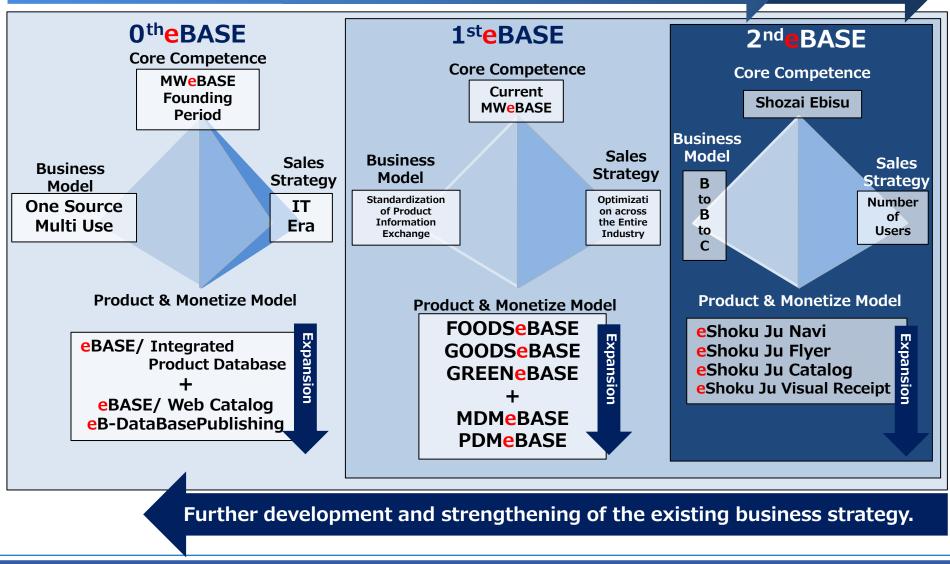
[Patent Strategy ]

Digital Plan Board Generation System for Housing Equipment and Building Materials (JP Pat No.7403140)



## **e**BASE business strategy and its implementation

#### Business strategy 0<sup>the</sup>eBASE → 1<sup>st</sup>eBASE → 2<sup>nd</sup>eBASE 3<sup>rd</sup>eBASE



# **eBASE-PLUS Business Report**

## IT Development Outsourcing Business Overview and Progress

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## **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.

**②Infrastructure construction** 

Supports server and client environment construction work.

♦ Support Service

**①Integrated 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.
- Continuation of new talent recruitment and development through an education system.
- Linkage with **eBASE** Business.
- Promote quality M&A deals.

#### Its progress

- Sales results (Full year) : 2,555 million yen (YoY: Increased by 4.1%)
- Profit results (Full year) : 360 million yen (YoY: Increased by 4.9%)
- Sales and profit increased compared to the year-on-year.
- $\cdot$  We focused on acquiring projects that align with customer needs.
- In response to an increase in required work hours, we are actively promoting midcareer recruitment to secure immediately effective personnel and continuously ensuring we have the talent to meet demand.
- We continue to enhance our proprietary online education system, focusing on the training of new hires and existing employees. This concentration on skill development aims to transition towards high-skill, high-value projects.
- In response to trends of rising costs and escalating labor expenses, we have continuously conducted price negotiations with our customers.

## Corporate Philosophy of the eBASE Group



## Precautions on handling of this document

This document was prepared for the purpose of explaining the results of operations and understanding of the Company, and is not intended to solicit investment from the Company.

This document is prepared with care to ensure accuracy, but is not guaranteed to be complete. We are not responsible for any damage or damage caused by the information in this document.

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