FY2025 Consolidated Financial Results and Business reports

eBASE Co.,LTD.

TSE code 3835

May, 2025

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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	492（501/ Including Officers）(As of April 2025)
■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

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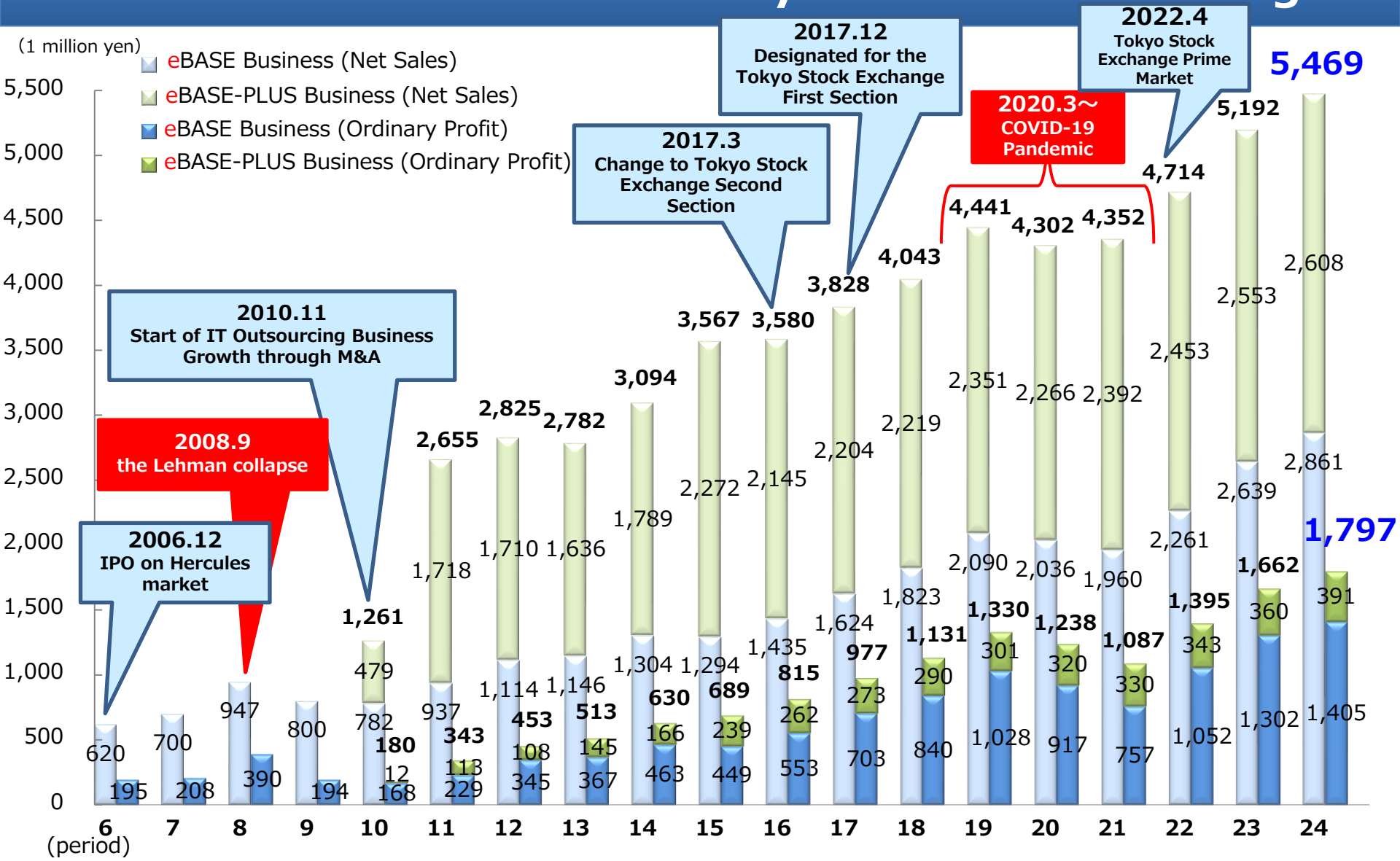
Trends in sales and ordinary income since listing



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

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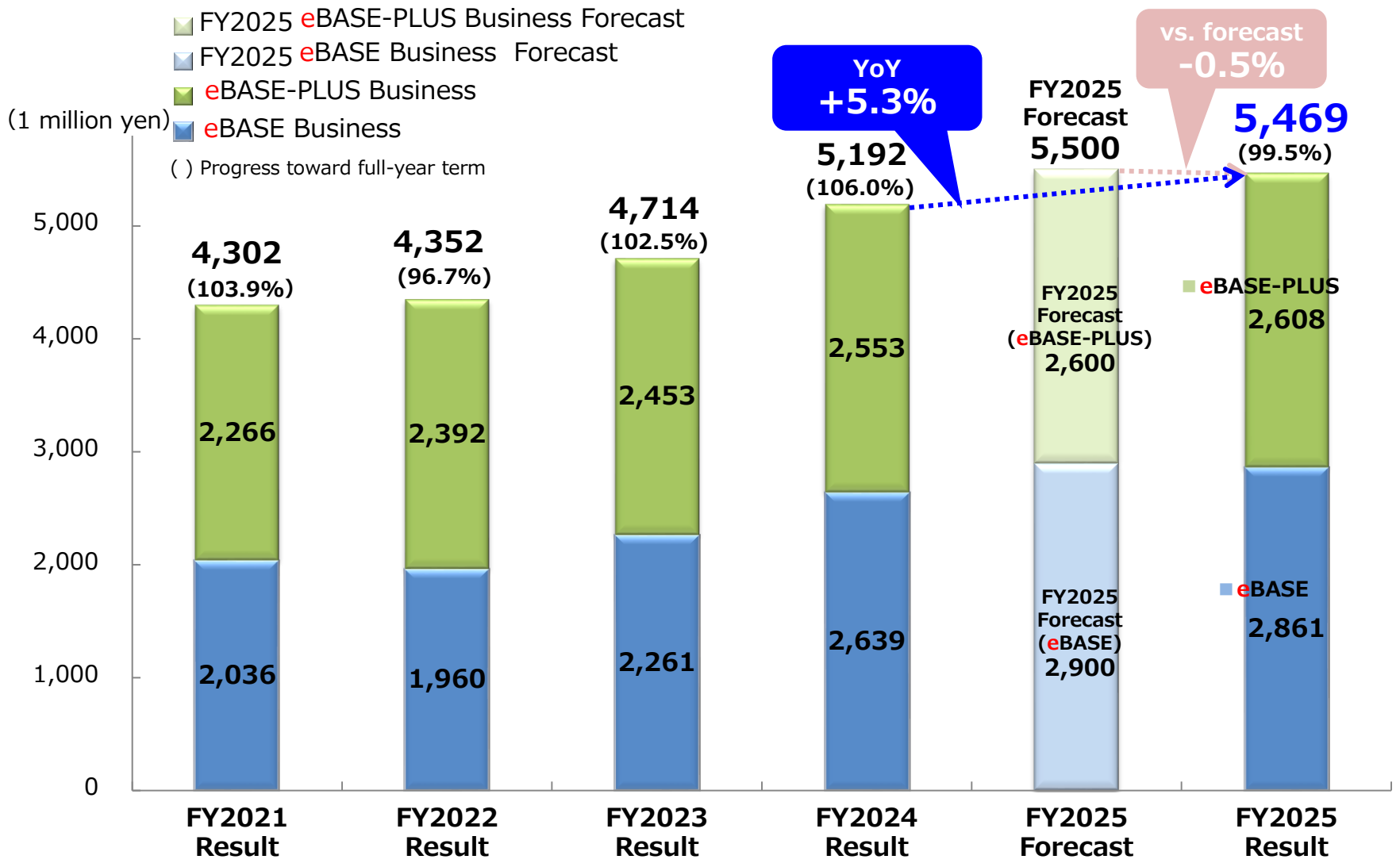
FY2025 Consolidated Net Sales



Note) Intersegment transactions are eliminated.

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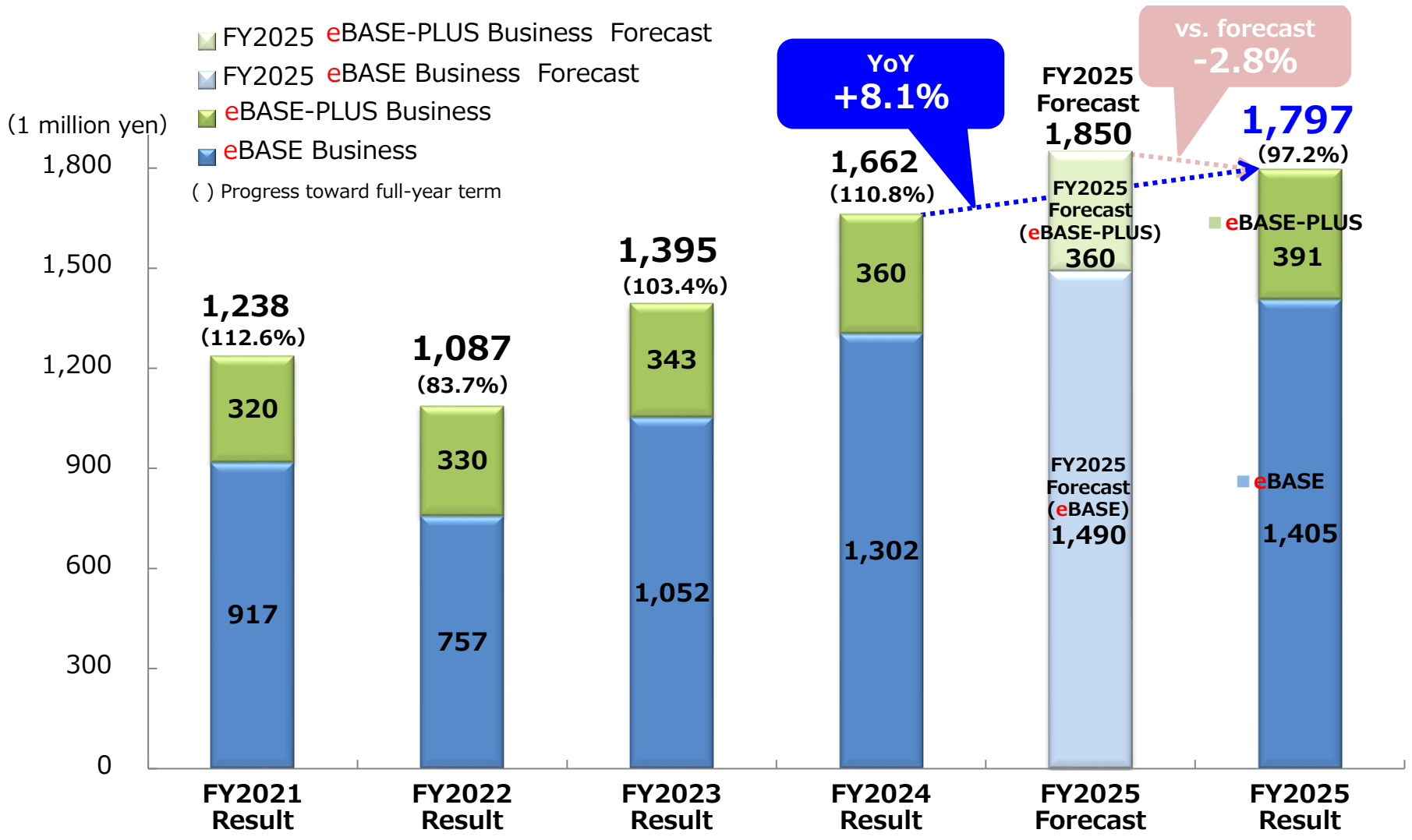
FY2025 Consolidated Ordinary profit



Note) Intersegment transactions are eliminated.

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FY2025 Consolidated Results and Consolidated Balance Sheet

(1 million yen)

	FY2021 Result	FY2022 Result	FY2023 Result	FY2024 Result	**FY2025 Result**
Net sales	4,302	4,352	4,714	5,192	**5,469**
(eBASE Business)	(2,036)	(1,960)	(2,261)	(2,639)	(2,861)
(eBASE-PLUS Business)	(2,269)	(2,394)	(2,455)	(2,555)	(2,626)
(Intersegment transactions)	(-2)	(-2)	(-2)	(-2)	(-17)
Operating Income	1,211	1,081	1,365	1,651	**1,731**
Ordinary income	1,238	1,087	1,395	1,662	**1,797**
(eBASE Business)	(917)	(757)	(1,052)	(1,302)	(1,405)
(eBASE-PLUS Business)	(320)	(330)	(343)	(360)	(391)
(Intersegment transactions)	(0)	(0)	(0)	(0)	(0)
Net income*	869	744	890	1,144	**1,250**

	Prior period (As of March 2024)	**As of March 31, 2025**	Increased/ Decreased	* Profit attributable to owners of parent.
Current assets	6,015	**6,422**	406	Cash and deposits +409
Fixed assets	1,793	**1,690**	-103	Investment securities-113
(Property, plant and quipment+Intangible assets)	(247)	**(288)**	(41)	
(Other assets)	(1,546)	**(1,401)**	(-145)	
Total assets	7,809	**8,112**	303	
Current liabilities	854	**745**	-109	
Total liabilities	867	**754**	-113	
Total shareholder's equity	6,837	**7,255**	417	Retained earnings +791 (Dividend payment -459) (Net income* +1,250) Treasury shares-370
Subscription rights to shares	7	**2**	-5	
Total net assets	6,941	**7,357**	416	
Total liabilities and net assets	7,809	**8,112**	303	

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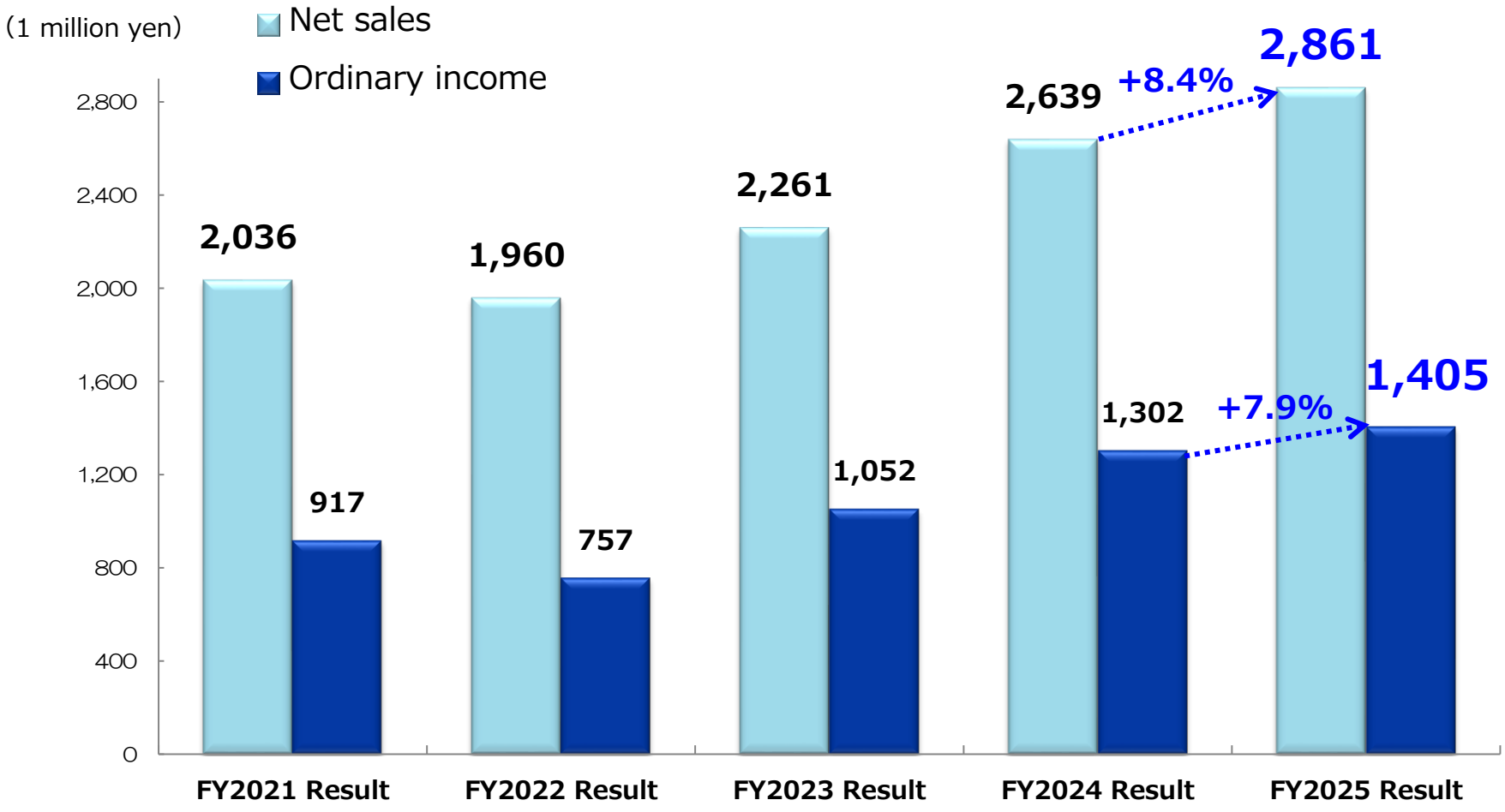
FY2025 Results by Segment / eBASE Business

eBASE Business （Packaged software business）



Note) Intersegment transactions have not been offset or eliminated.

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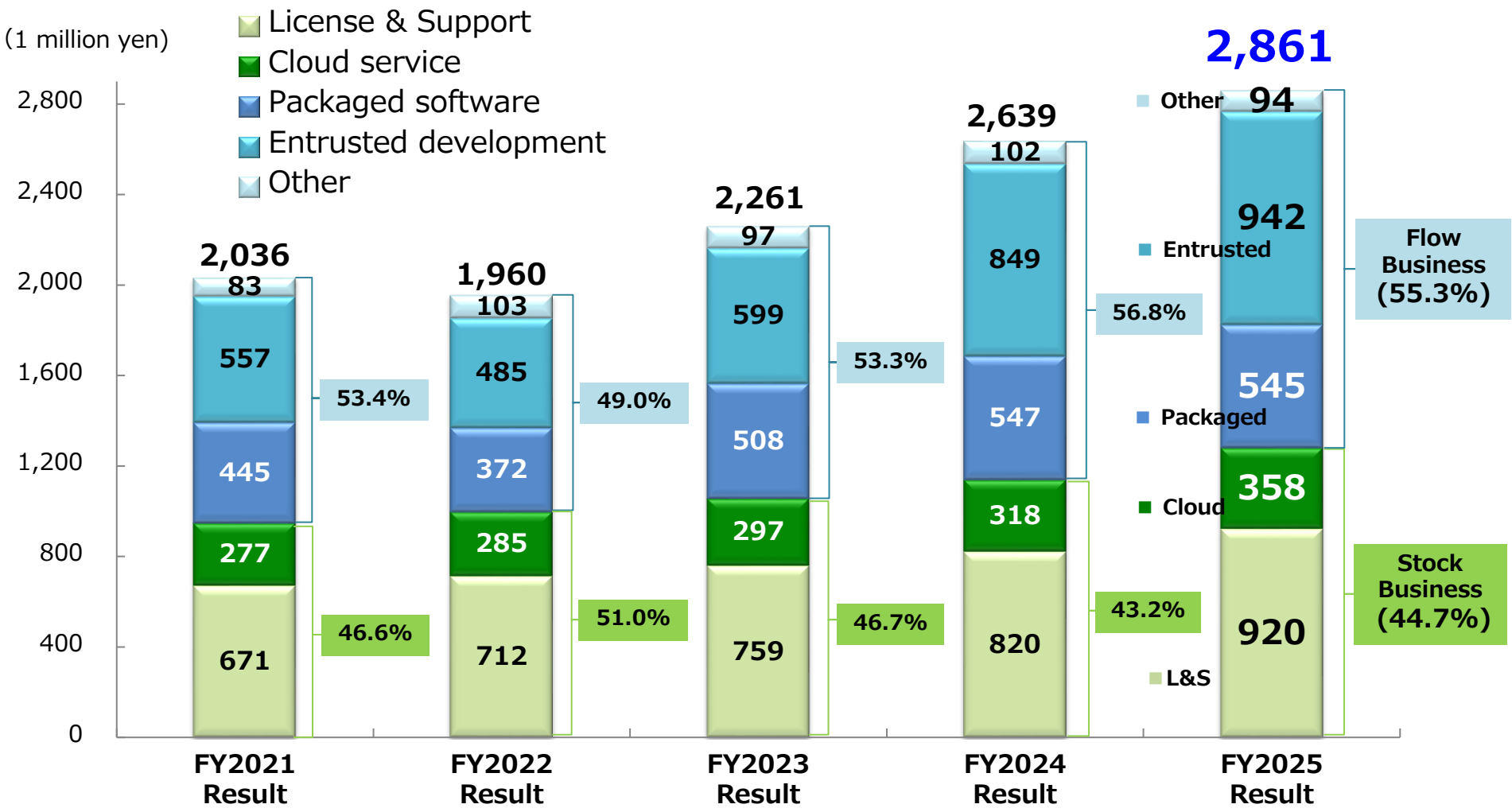
FY2025 Results by Segment / eBASE Business

Sales results by type



Note) Amounts less than one million yen are disregarded.

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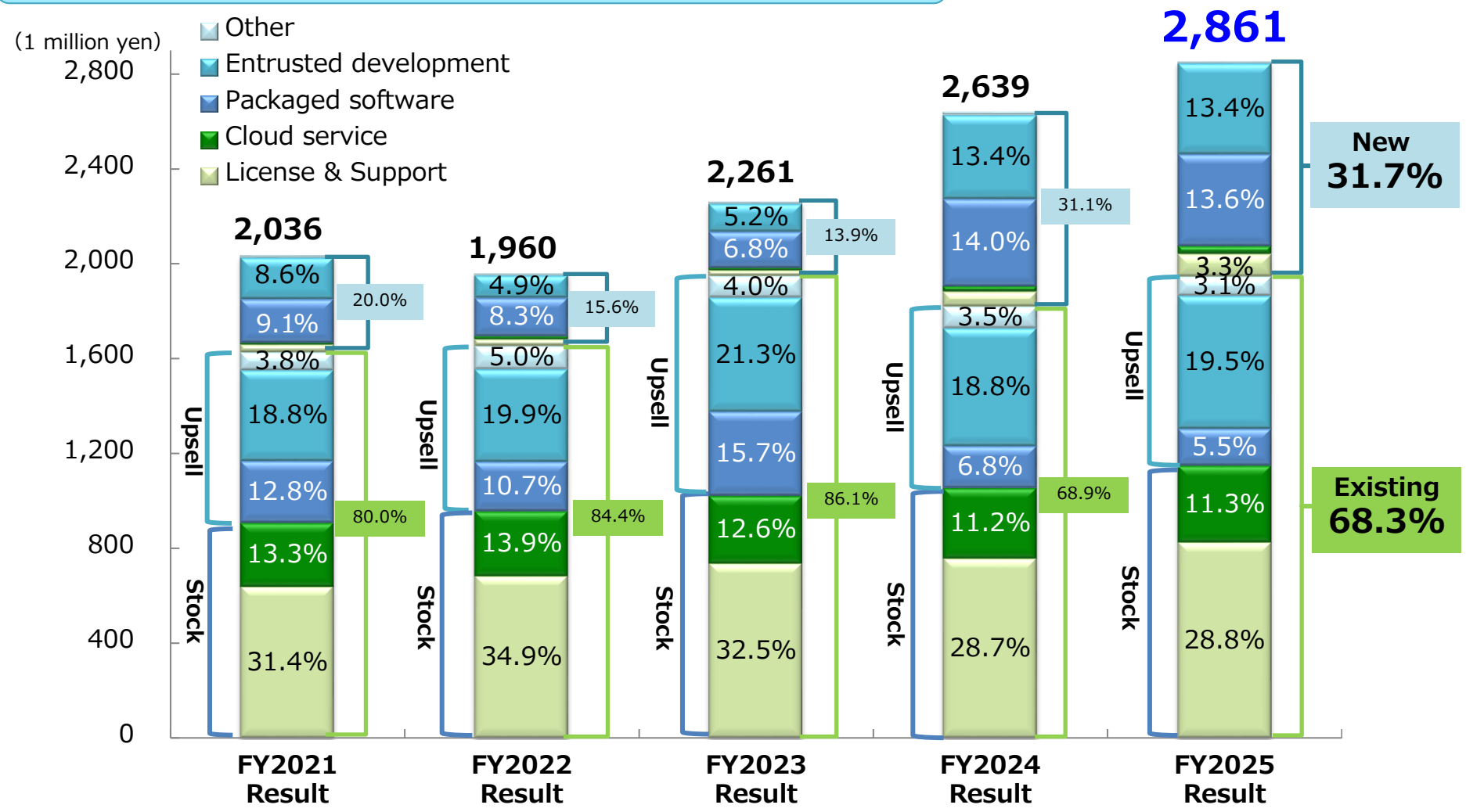
FY2025 Results by Segment / eBASE Business

Sales results by new and existing



Note) Figures less than 3% are omitted.

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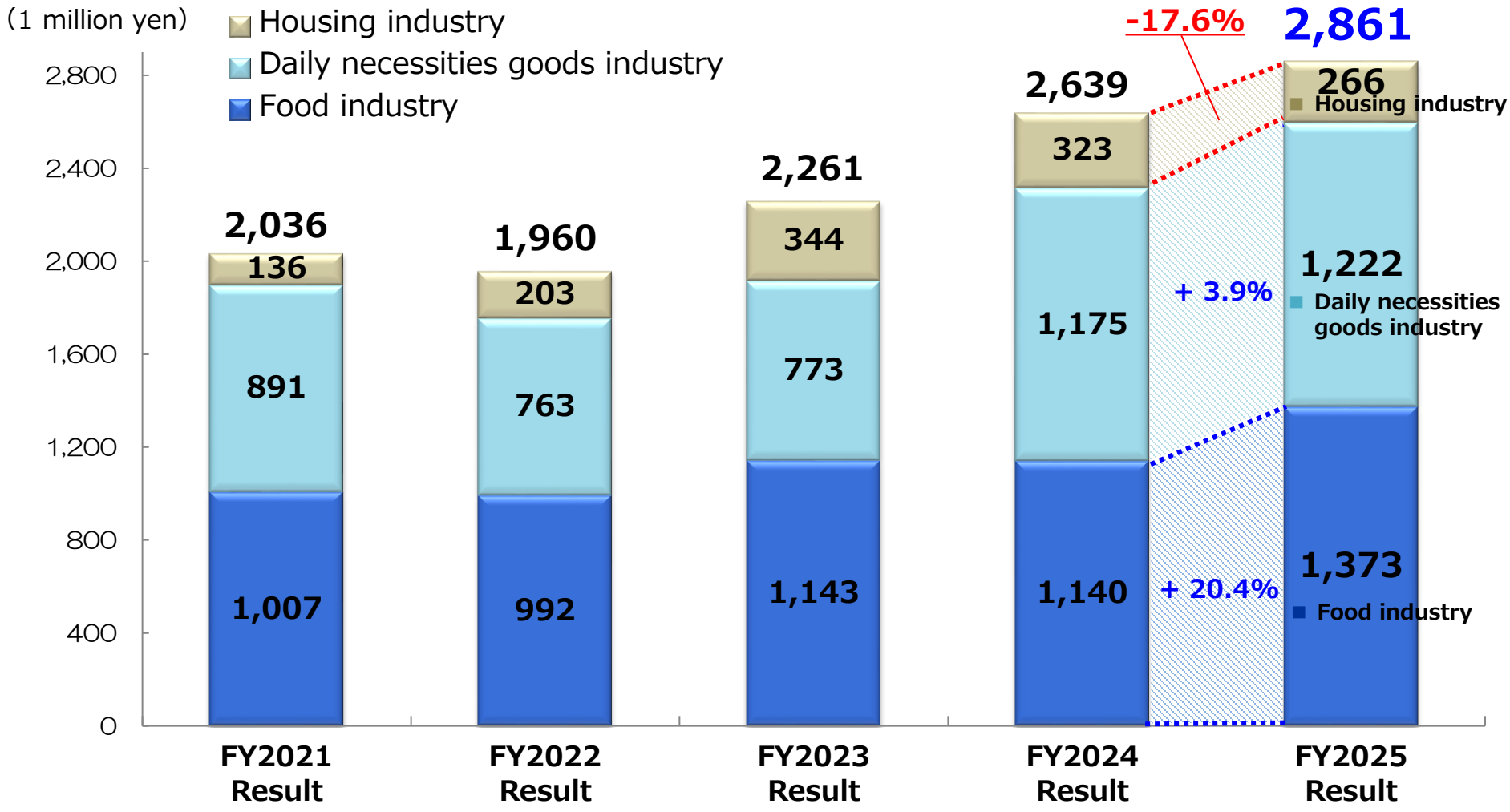
FY2025 Results by Segment / eBASE Business

Sales Results by Industry



Note) Amounts less than one million yen are disregarded.

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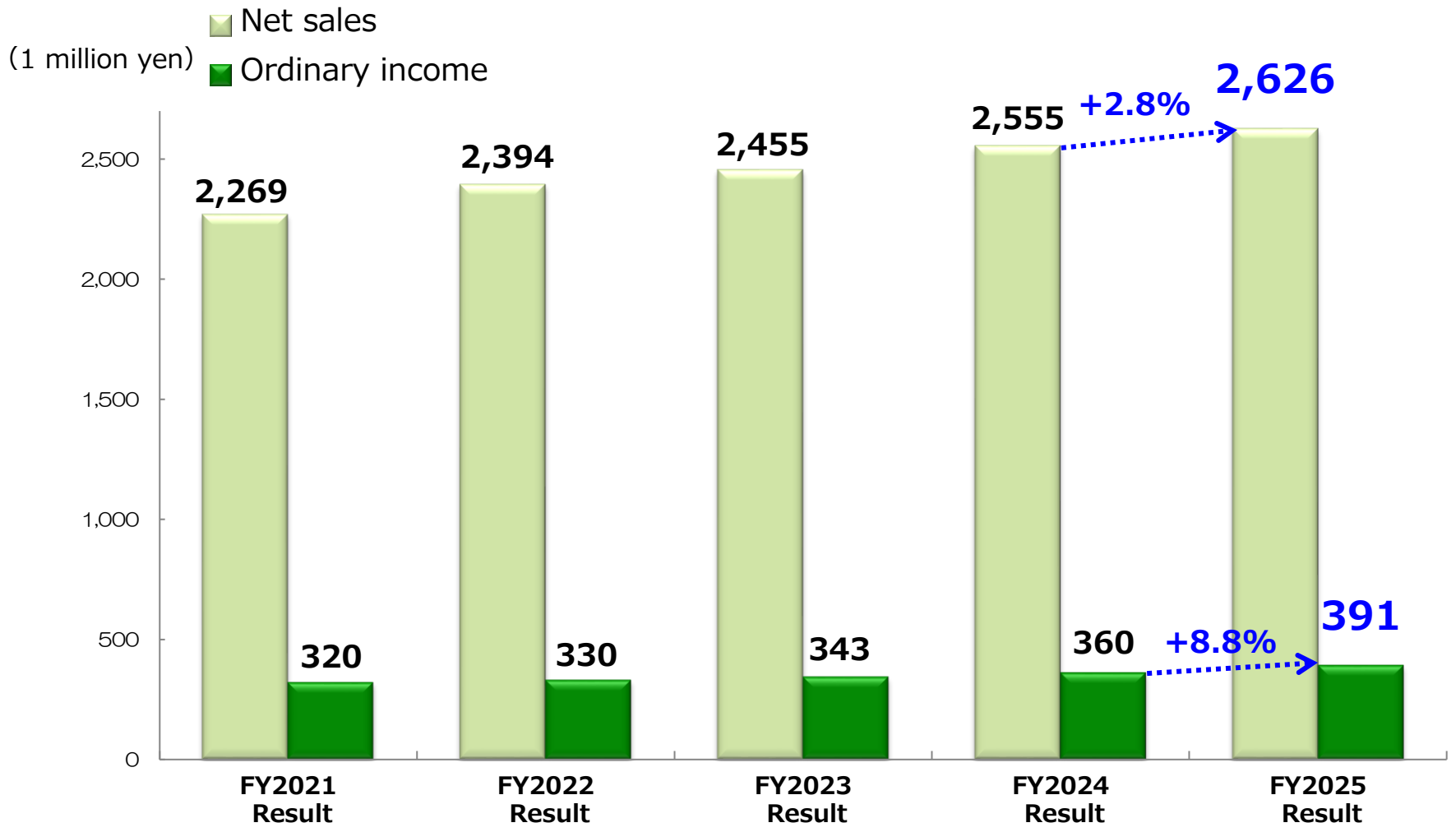
FY2025 Results by Segment / eBASE-PLUS Business

eBASE-PLUS Business（IT Outsourcing Business）



Note) Intersegment transactions have not been offset or eliminated.

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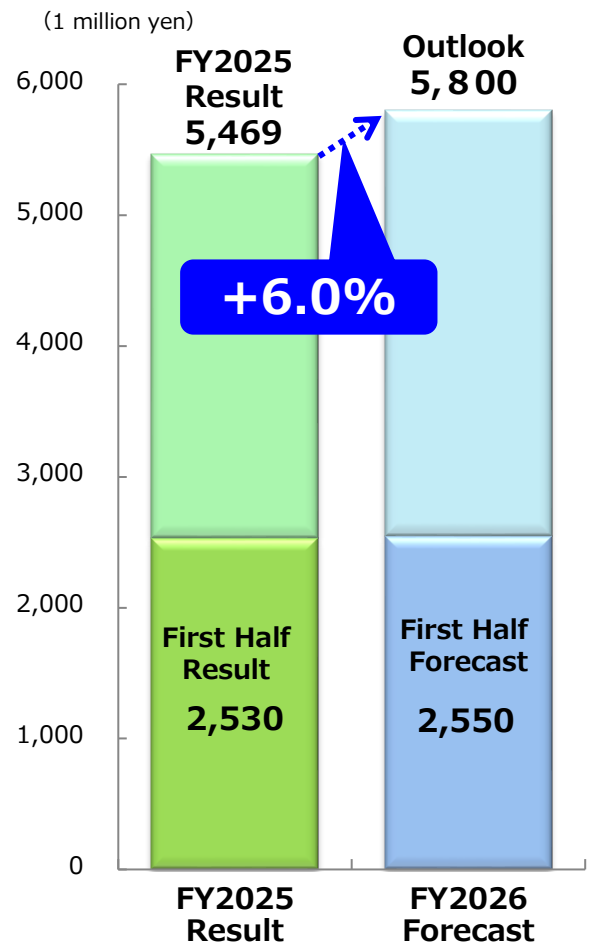
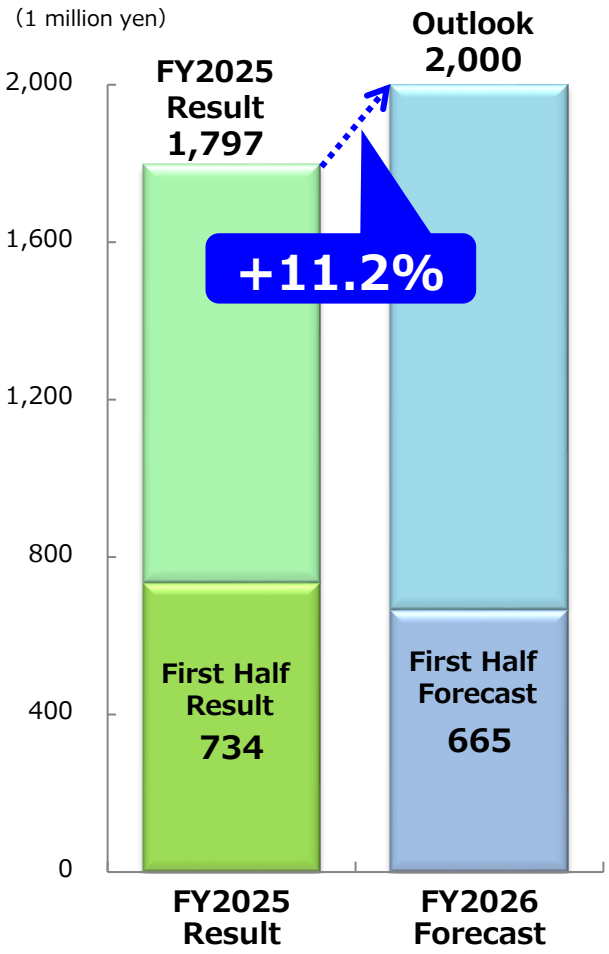
Full-year (Year ended March 2026) Earnings forecasts

FY2025 First Half Result　FY2025 Result　FY2026 First Half Forecast　FY2026 Forecast

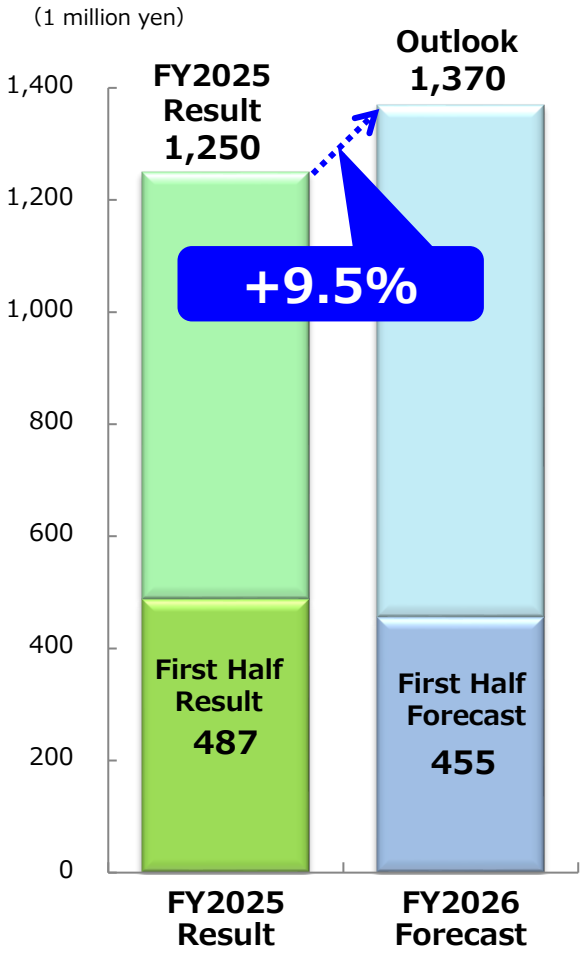
Net sales



Ordinary income



Net income*



Note) Profit attributable to owners of parent.

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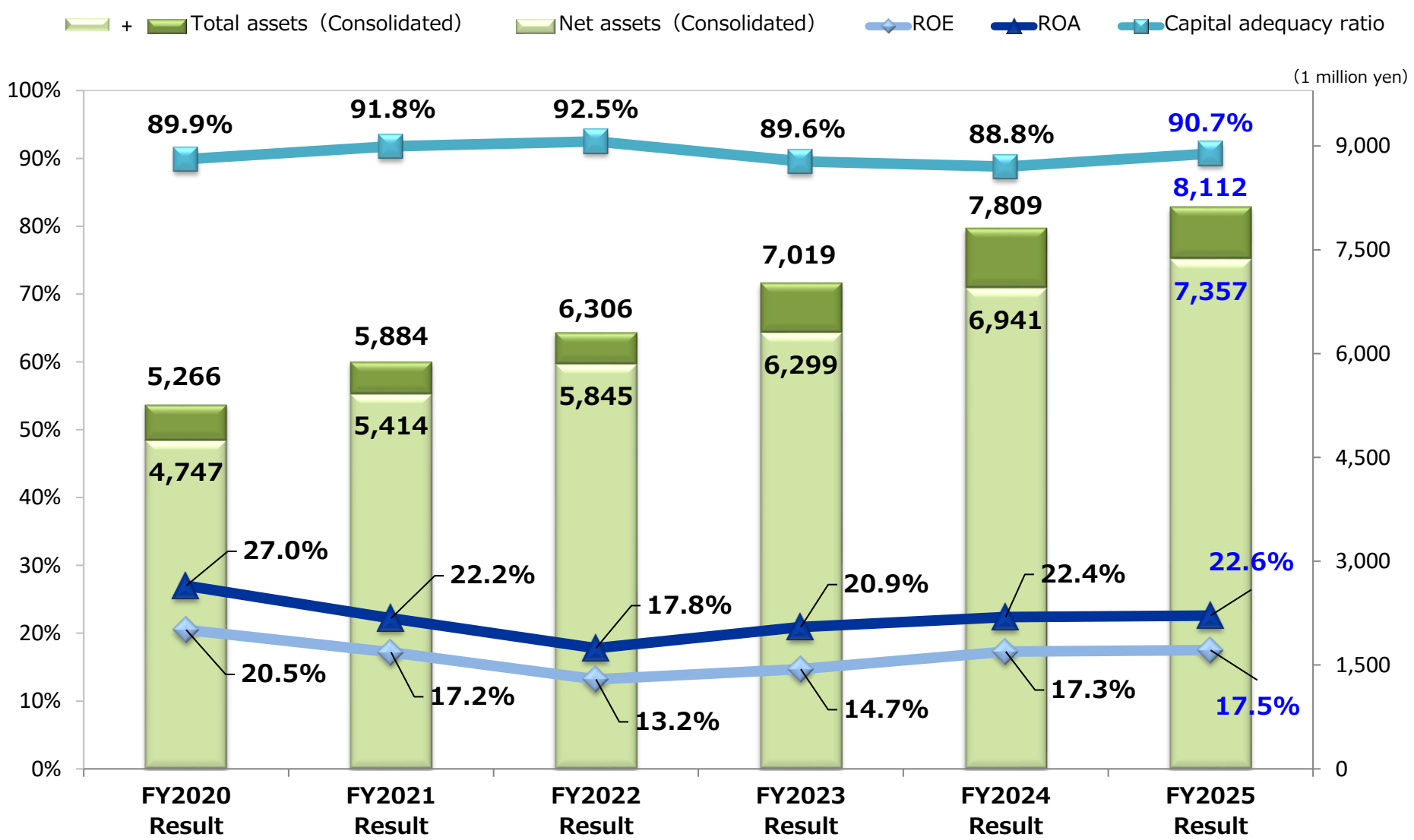
Capital Position (ROE and ROA, etc.)



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eBASE Business Strategy Overview

- **BtoB Business**
  「0th eBASE」
  Product Information Management Solutions by Company
  「1st eBASE」
  Industry-Specific Product Information Management Solutions

- **BtoBtoC Business**
  「2nd eBASE」
  Consumer-Focused Mobile App Solutions

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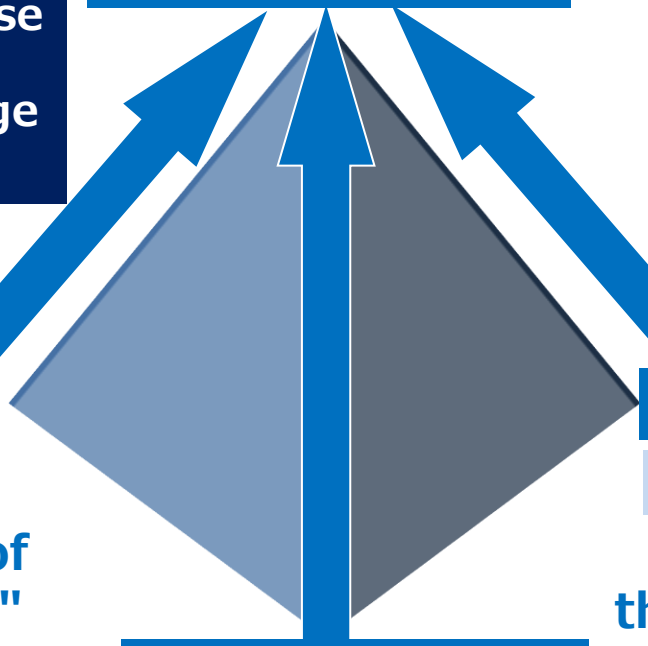
By Company

Development and Expansion of an Integrated Product Database

Integrated Product Database
eBASEserver
Utilization Software Package
DBP eBASE



By Company

One Source/Multi-Use of achieve "cost reduction" in product information management

Within the Company

Advancement of the Digital Revolution

Within the Industry

Reputation (Reviews)

Middleware eBASE
Significant Improvement in Development Efficiency

※DBP(DataBase Publishing)

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0th eBASE The One Source/Multi-Use Business Model

0th eBASE

Core System/Product Master
- Sales Management System
- Order Management System
- Logistics system, etc.

Other Systems
- Merchandising Support System
- Support system for product inquiries, etc

Presentation Media
- Proposal preparation
- Creating a negotiation sheet
- Create POP
- Create a simple flier, etc.

Integrated Product Database by Company eBASE
- Image for printing
- Logo
- Product Specifications
- Image
- MS(Office file), etc.

※OMO(Online Merges with Offline)

Print Media
- Catalog
- Pamphlet
- Flyers, etc.

※OMO

Web Content
- EC site
- Web catalog
- Smartphone App, etc.

Expansion to 2nd eBASE

Exchange of Product Information with Trading Partners
- Collection of Product Information from Manufacturers
- Provision of Product Information to Retailers

Expansion to 1st eBASE

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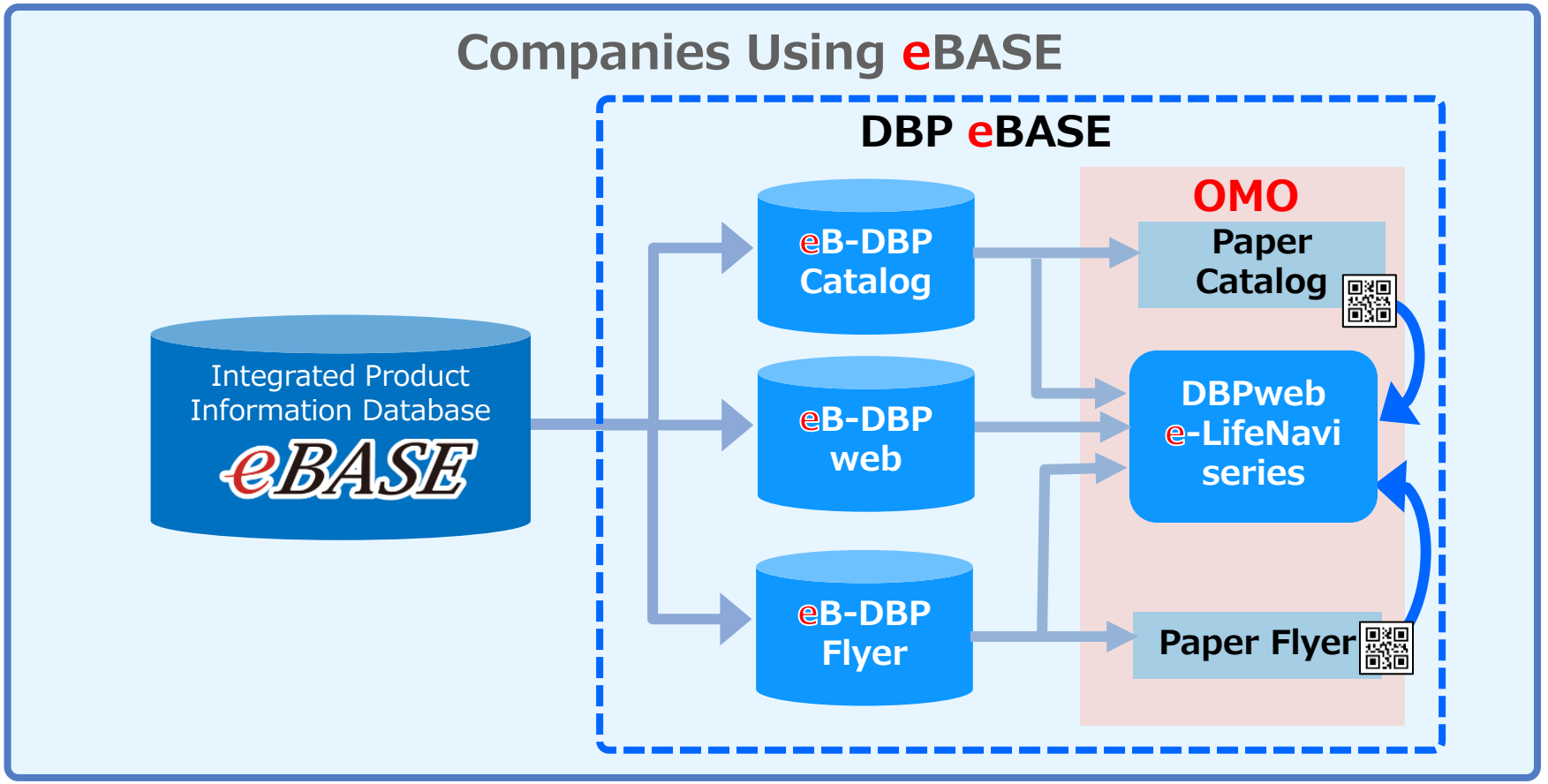
Achieve media DX with next-generation OMO by integrating an integrated product information database with "DataBase Publishing (DBP)" to simultaneously reduce traditional media planning and production costs!



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BtoB/Business Strategy for Industry-Specific Product Information Exchange

By Company

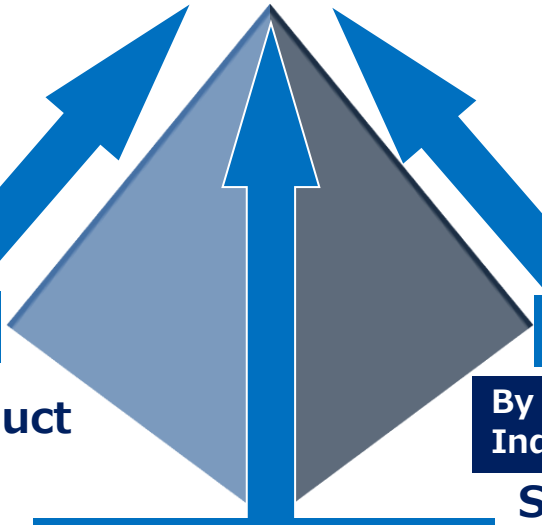
Development and Expansion of an Integrated Product Database

Foods Safety Information Management System/FOODS eBASE,
Daily necessities Information Management System /GOODS eBASE, etc

Cross-Industry Package Software
MDM eBASE、PDM eBASE、etc

※MDM(Master Data Management)
PDM(Product Data Management)

Products/Monetize



Business Model

Sales Strategy

By Industry Standardization of Product Information Exchange

Food, Daily Goods, Home Appliances, Housing, Stationery, Tools…

By Industry Product data pool 「Shozai ebisu」

Cross-industry 「Master Data ebisu」

Core Competence

Middleware eBASE

Significant Improvement in Development Efficiency

By Industry Establishing De Facto Standards and Overall Optimization for Product Information Exchange

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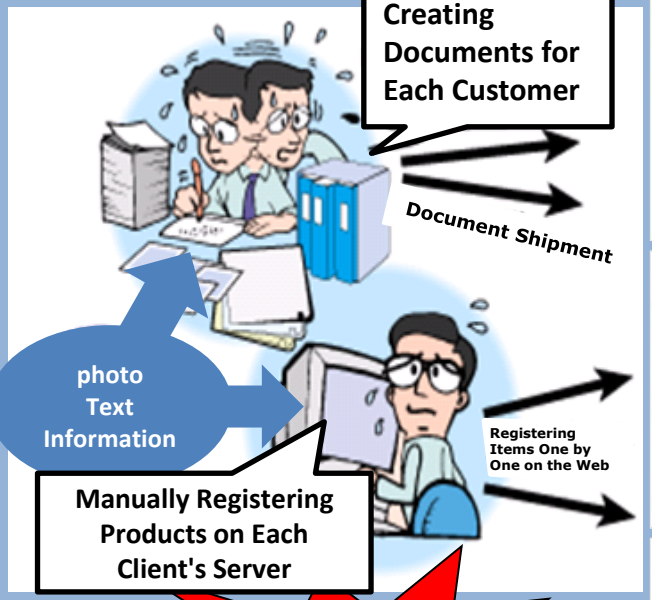
1st eBASE Challenges in Product Information Exchange by Industry

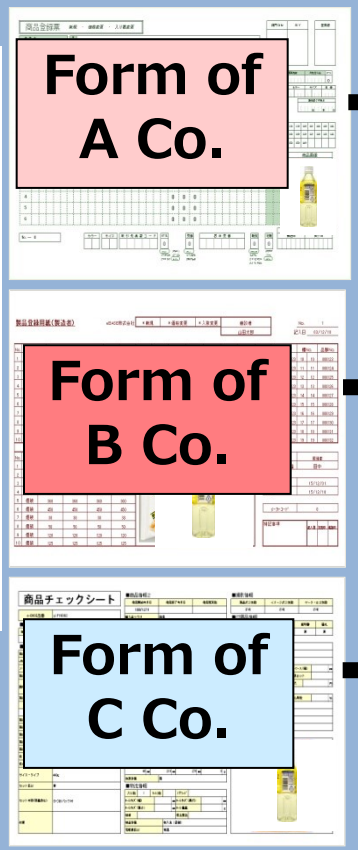
Product information exchange between manufacturers and retailers is inefficient!

Manufacturer

Providing information in different formats and through different methods for each retailer!



High Burden of Provision



Retail Industry

Analog Information Collection

A Co.

B Co.

C Co.

Collection Challenges:

Numerous Errors
Slow
Hard to Find
Difficult to Reuse

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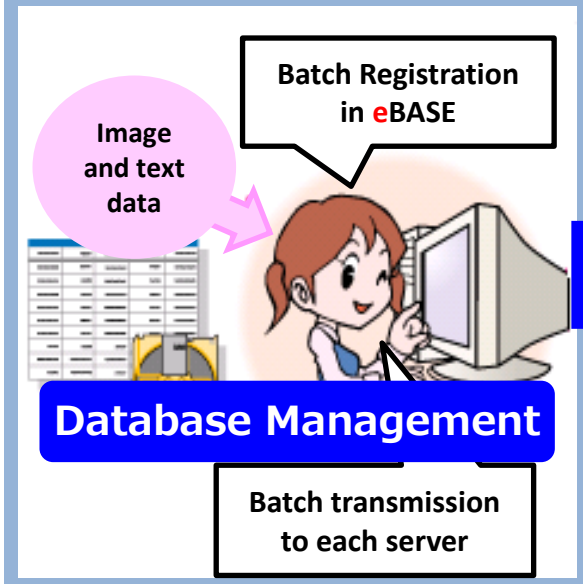
Promoting Efficiency in Product Information Exchange between Manufacturers and Retail !

Manufacturer

Partial Standardization of Product Information Provision



DB Transmission

Retail Industry

Collecting Product Information Digitally!

A Co./eBASE

B Co./eBASE

C Co./eBASE

Highly accurate information is collected in a timely and cost-effective manner! Easy to use as well!

Sending Multiple Times to Various Retailers!

Requesting Multiple Times from Many Manufacturers!

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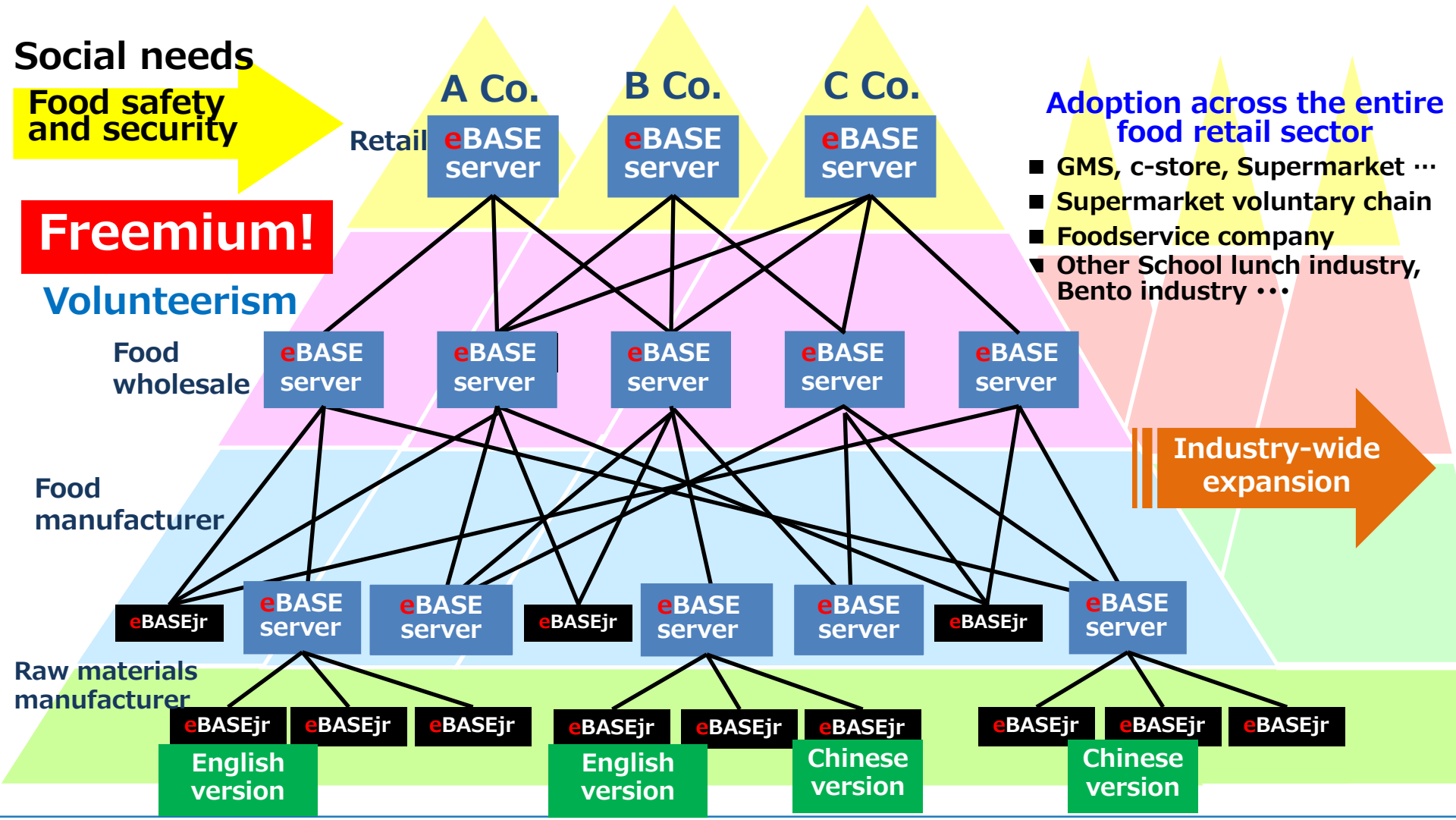
1st eBASE Promote the standardization of business model-specific product information exchange across industries.

Facilitate product information flow from upstream to downstream using a relay system!
Achieve increased efficiency for both buyers and suppliers!



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Overview of Product Data Pool Services by Major Industry

(Gathering Information from Manufacturers)

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)

Free

Register product detail information.

※Open information only.

Product data pool

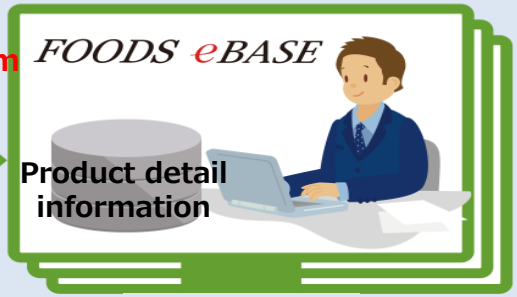
Shokuzai ebisu

Product detail information

Premium

Download product detailed information.

Use member
(Food retailing, etc)



Expand to multiple industries

Daily necessities industry	Pharmaceutical industry	Consumer electronics industry	Stationery industry	Housing industry	Tool industry
eB-goods	eB-OTCdrug eB-medicine	eB-appliance	eB-stationery	eB-housing	eB-tools
Nichizatsu ebisu eBASE	OTC ebisu Chozai ebisu eBASE	Kaden ebisu eBASE	Bungu ebisu eBASE	Jutaku ebisu eBASE	Kougu ebisu eBASE

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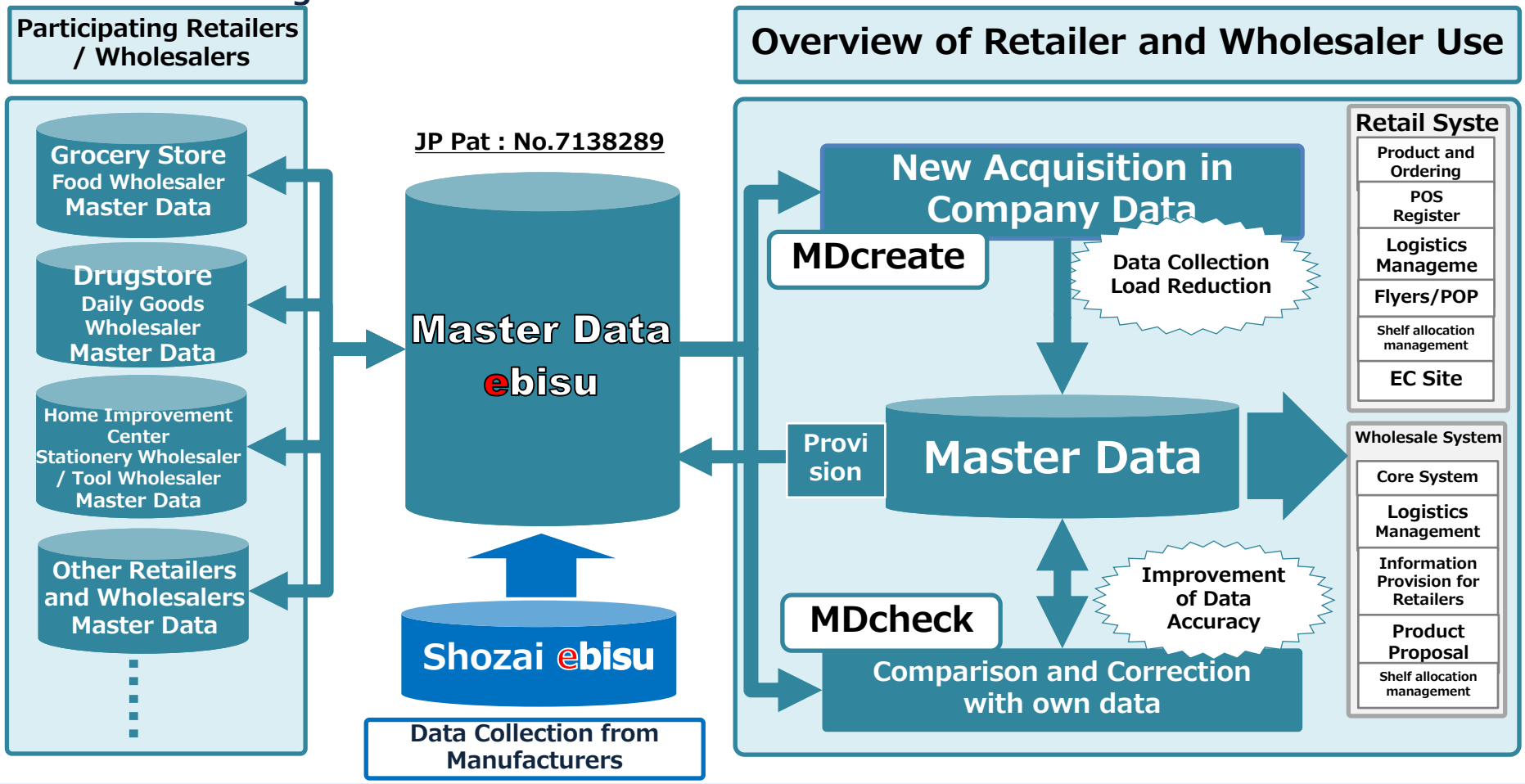
1st eBASE Cross-Industry Product Master Data Pool Service
(Collecting Information from Retailers and Wholesalers)

After collecting and normalizing product master data from participating retailers and wholesalers, build the "Master Data ebisu"!

MDcreate : Utilize the consensus-based champion data as your own master data!

MDcheck : Compare, check, and correct the company's master data using the majority voting method!



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Shozai ebisu

- Shokuzai ebisu — Processed Food Product Information
- Nichizatsu ebisu — Daily Necessities Product Information
- OTC ebisu — Medicine Product Information
- Bungu ebisu — Stationery Supplies Product Information
- Kaden ebisu — Home Appliances Product Information
- Kougu ebisu — Tools and Equipment Product Information

Master Data ebisu
Product Master Data (Basic Items)

Delivery Price, Delivery Quantity, etc.

Supplier Company

Grocery Stores, Drugstores, Home Centers

HOME CENTER

MDM eBASE

Product Information

Negotiation Information

Core Sytem Product Master

Confirmation / Approval

Buyer

Master Data Integration

- POS Register
- Logistics System
- Planogram System
- Flyer System
- Online Shop

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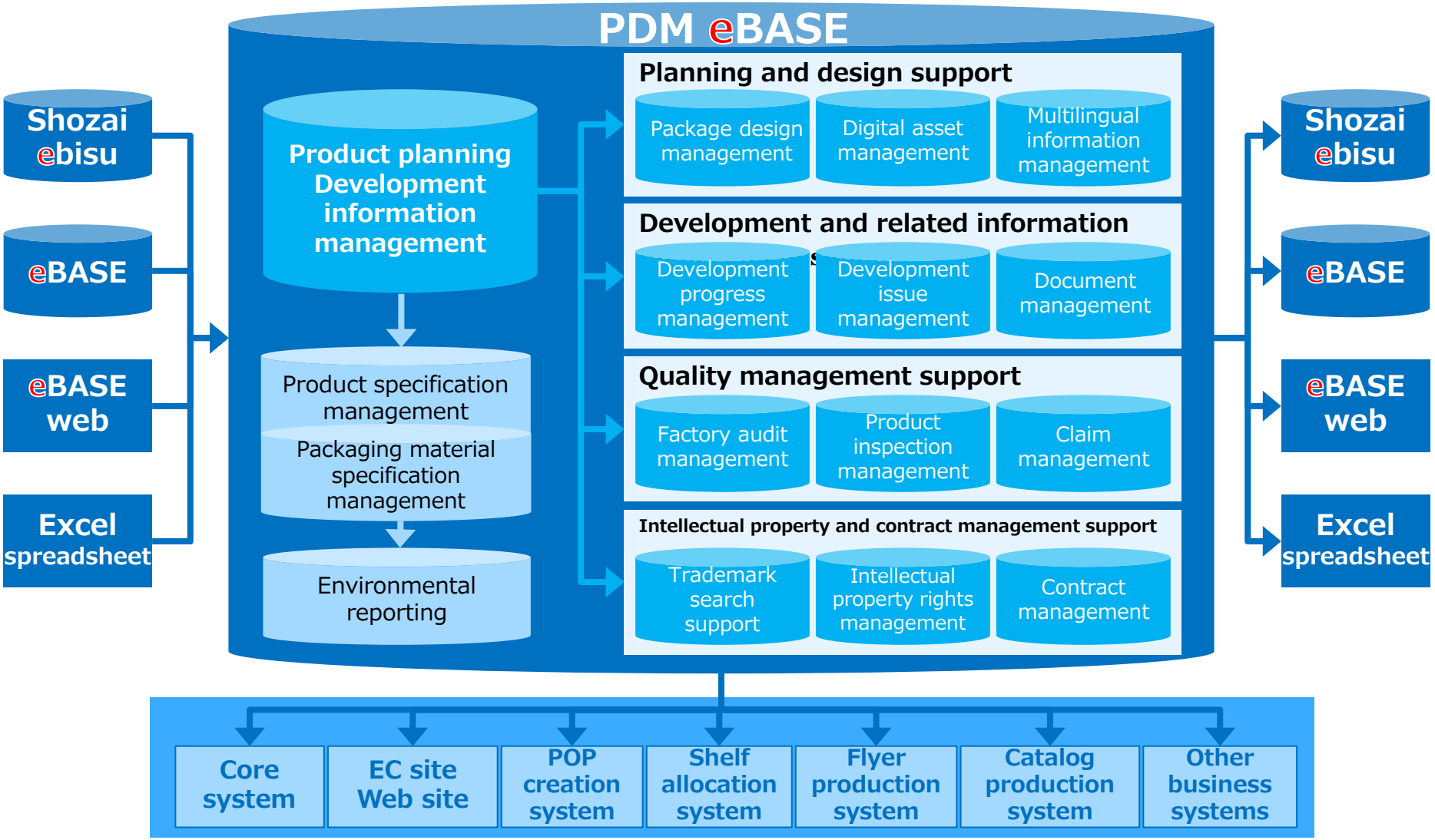
Cross-industry/Product Planning Management for Manufacturers and Retail Private Brands with PDM eBASE

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



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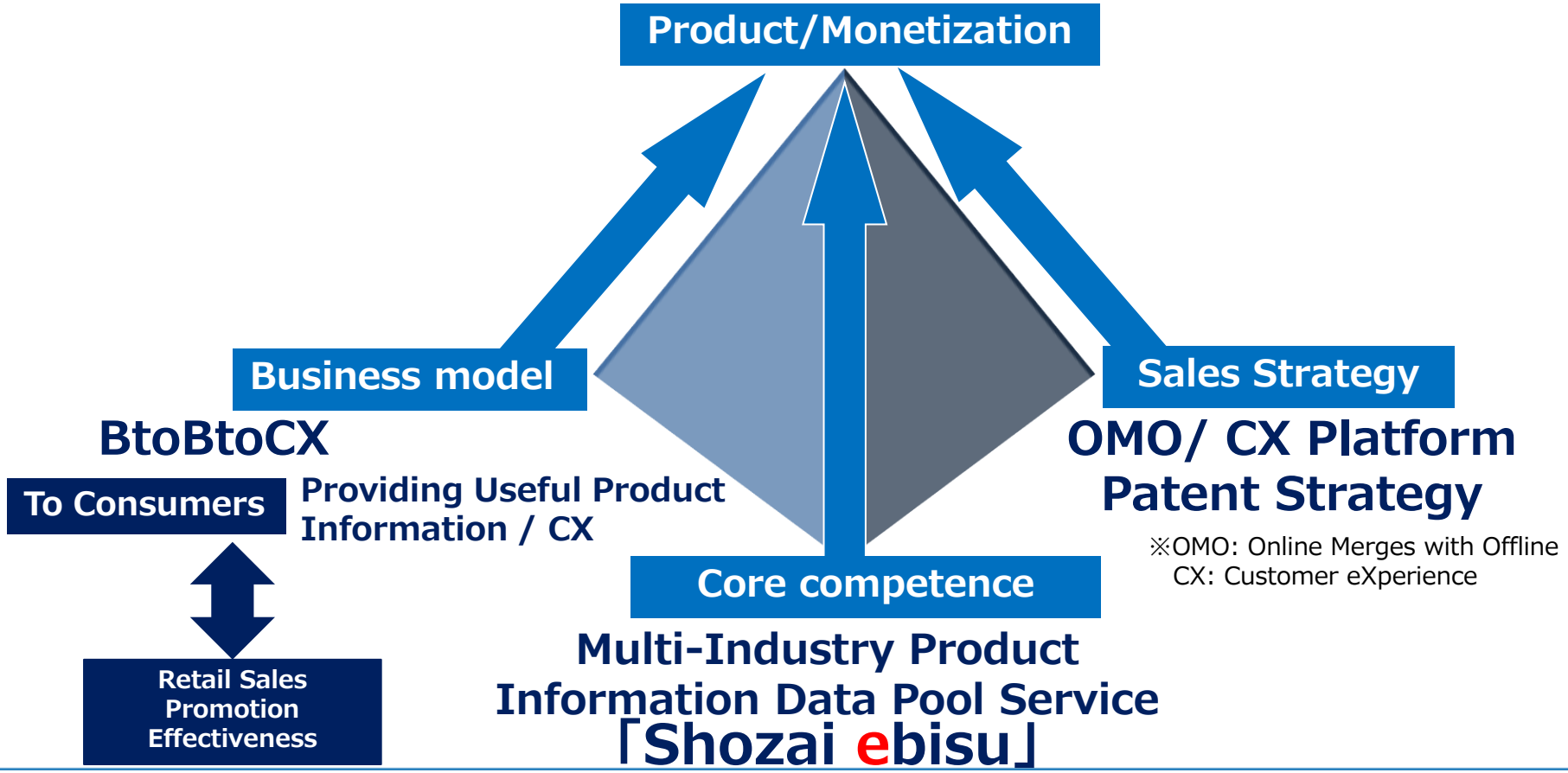
BtoBtoC/ Business Strategy for Utilizing Consumer Product Information

For Consumers

Distributing Lifestyle Applications to Consumers Through Retail

e-LifeNavi, e-LifeNavi Flyer, e-LifeNavi Cataog, e-LifeNavi Visual Receipt, eSumai Navi, etc.



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2nd eBASE BtoBtoC/ Integration of Paper Flyers and Digital Flyers with "e-LifeNavi Flyer"

Enhance consumer convenience and CX to promote the use of digital flyers!

Consumer

Find and discover deals on your smartphone!

Easy to compare with unit price display

View recipes for sale items, making meal planning easier

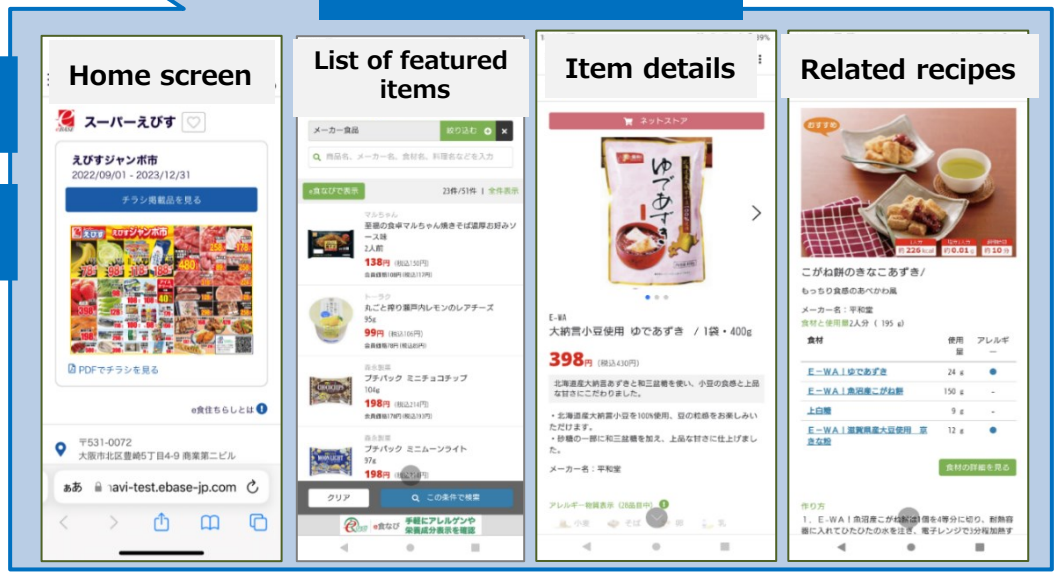
Get information on allergies and nutrients too!

There are also exclusive

Simple and convenient!

See the latest flyers! Register your favorite stores!

e-LifeNavi Flyer



Retail

Store

Encourage store visits

E-commerce site Online supermarket

Promote usage

"e-LifeNavi Flyer" allows for unlimited expansion of page size, enhancing the CX. Let's promote its adoption now with exclusive products and special incentives!

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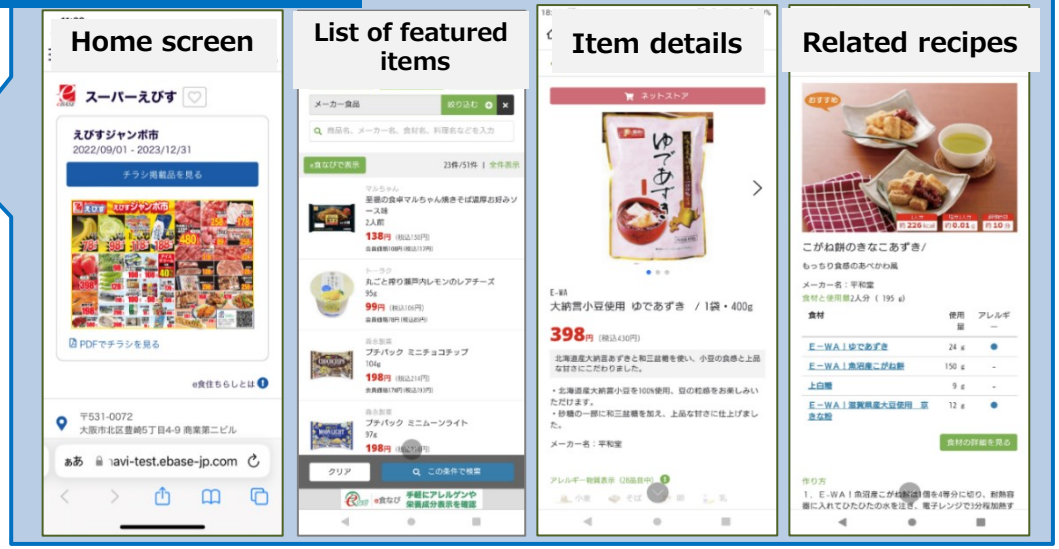
2nd eBASE BtoBtoC/ Achieve OMO with "e-LifeNavi Flyer" and gradually reduce flyer production costs.

Experiment with reducing paper flyer size and publication frequency to cut costs!

Consumer

e-LifeNavi Flyer



Obtain viewing logs by store, flyer, and product.

Retail marketing department

The number of views for "e-LifeNavi Flyer" is increasing!

Especially at the ○○ store, views are increasing!
Store visits and sales are up too!

Reduce the publication frequency and use "e-LifeNavi Flyer" to supplement during weeks without paper flyers!

Shrink flyer sizes and use "e-LifeNavi Flyer" to include products that can't be listed!

Enhance CX/consumer convenience! Increase consumer reach and attracting power!

Further DX!

※DX(Digital Transformation)

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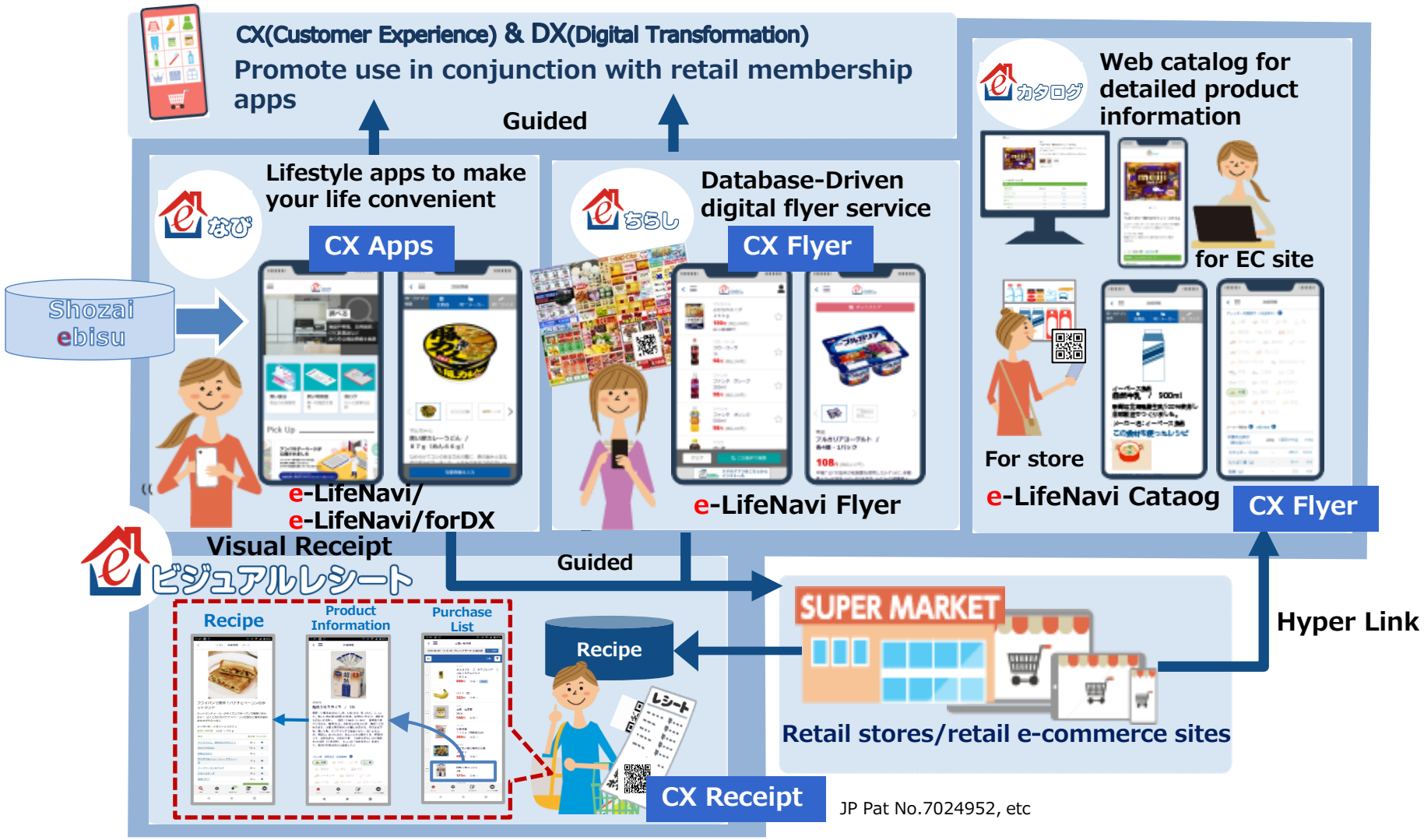
Seamless integration of print and digital! Collaboration across the e-LifeNavi series!



JP Pat No.7024952, etc

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

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Promotion of Living Life DX&OMO " eSumai 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

QR Code Sheet for Login

Easy login with QR code scanning

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!

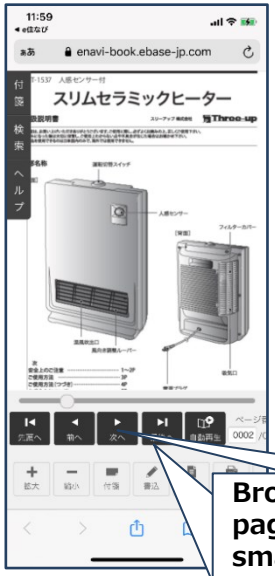
Purchase receipts and warranty cards can also be taken and managed.

Home appliance check to be purchased Product information, instruction manual, pamphlet

My Equipment List

Product information

Manuals



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

Search

My Equipment

Housing Equipment DB

Product information/ Manuals/ +pamphlets

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

Kaden ebisu

Jutaku ebisu
Shozai ebisu

Retail company / House maker

eBASE

"eSumai Navi : JP Pat No.7024952"

Output of QR code sheets for login

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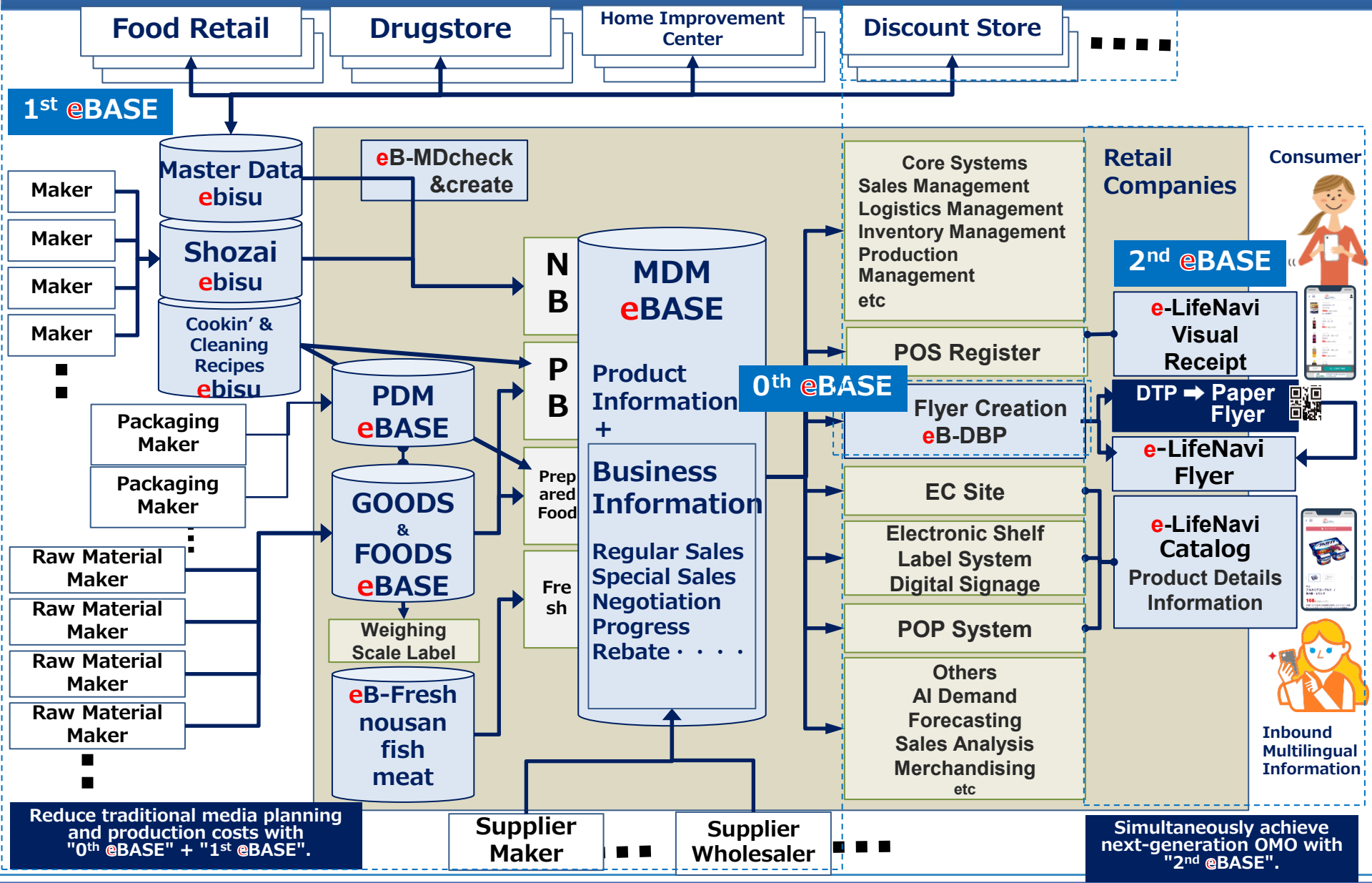
Overview of eBASE Total Solution (Retail Company Case Study)



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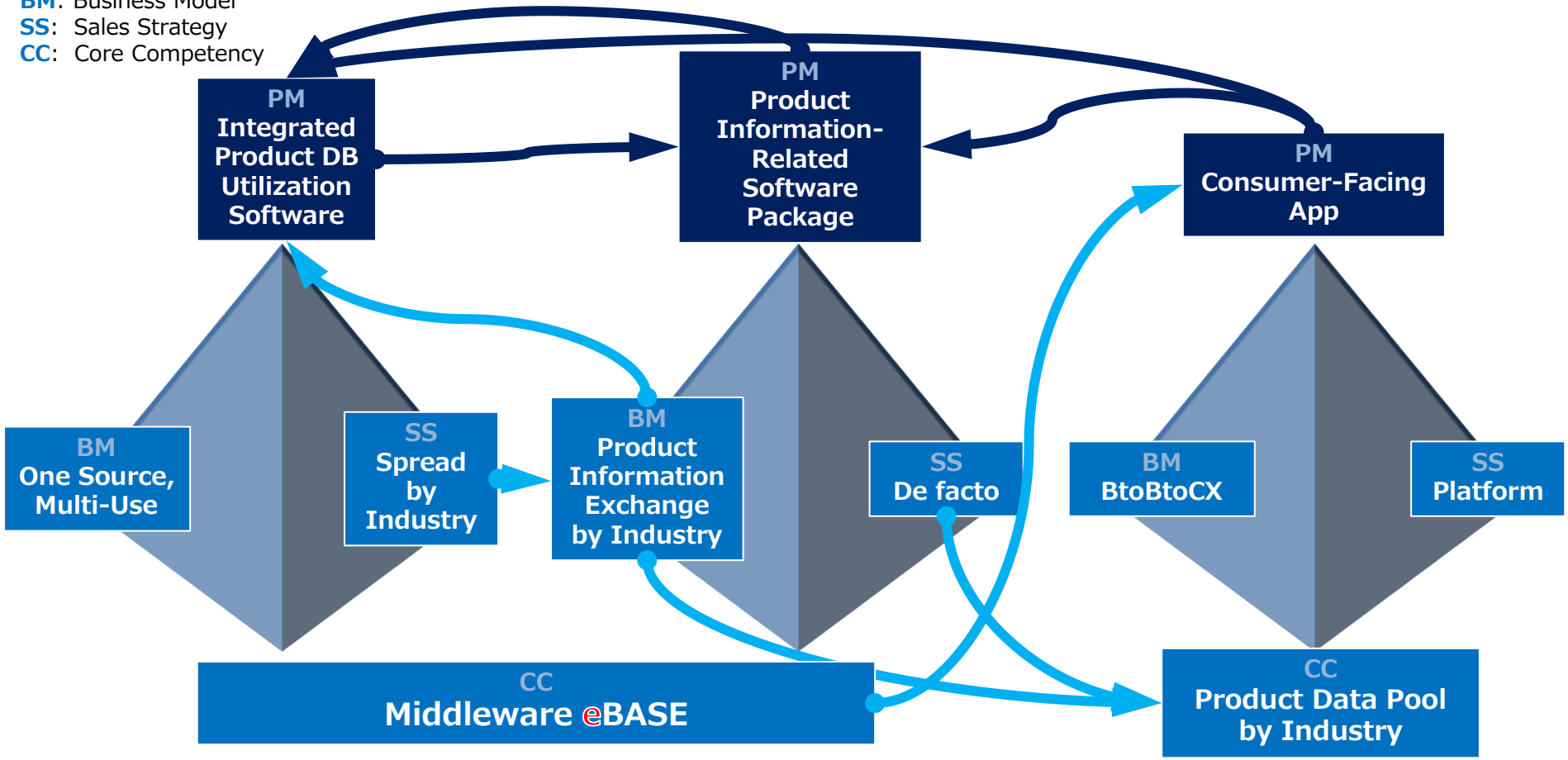
0th ➡1st ➡2nd eBASE Business Strategy and Synergies

0th eBASE | 1st eBASE | 2nd eBASE

PM: Products/Monetization
BM: Business Model
SS: Sales Strategy
CC: Core Competency



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eBASE Business Report

BtoB Business Strategy (0th/1st) Progress

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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.
FamilyMart Co., Ltd. Japanese Consumers' 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.
UCC COFFEE PROFESSIONAL CO., LTD.
Akagi Nyugyo Co., Ltd.
Azuma Foods Co., Ltd.
ALFHEIM 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.
Cookone Corporation
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.
yamamori 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 28,500 Companies

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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
SAPPORO DRUG STORE CO.,LTD.
SUNDRUG CO.,LTD.
MatsukiyoCocokara & Co.

■ Housing Industry
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
Heating & Ventilation A/C Company, Panasonic 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

■ Daily Necessities Industry
Akachan Honpo Co., Ltd.
RINGBELL Co.,Ltd
Kobayashi Pharmaceutical Co., Ltd.
Daio Paper Corporation
Unicharm Corporation

■ 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.
Mizuno Corporation

■ 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 12,600 Companies

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BtoB / Strategies and Progress

Food industry

FY2025 Result Policies

- Promoting the overall optimization of exchanging comprehensive product information, including food safety, business, and promotional information.
- Continuous promotion the current business model(1st eBASE) 'FOODS eBASE'.
- Continuous promotion the de facto of the product data pooling service 'Shokuzai ebisu/Master Data ebisu' and strengthen sales promotion.
- Promotion of non-food ebisu operation in the food retail industry and the deployment of 'MDM/PDM/DBP eBASE.'
- 2nd eBASE (BtoBtoC): Integration and deployment to the 'e-LifeNavi' series.

Its progress

- Sales results（Full Year）: 1,373 million yen (YoY: +20.4%、+233 million yen)
- Sales increased compared to the same period last year due to the smooth progress of large-scale project inspections.

【Sales】
- Revenue was recorded from a major project for an existing customer, a leading general retail private brand subsidiary, involving enhancements to "FOODS eBASE" for raw materials and allergen management, as well as server upgrades.
- Revenue was recorded from a major upsell project involving the migration to cloud servers for the information systems subsidiary of a leading general retail company.
- Revenue was recorded from a major project with an existing customer, a food supermarket in the Tohoku region, which involved using "MDM eBASE" for special sale product master registration and simultaneously achieving flyer creation efficiency and OMO deployment with "DBP eBASE/eB-DBP Flyer".
- Revenue was recorded from a major project involving a new rice-based food manufacturer and a leading general foodservice chain for a cost simulation system integrated with "FOODS eBASE".

【Orders】
- We received a major order from an existing customer, a general merchandise store, for a product master entry system using "MDM eBASE" integrated with “Shozai ebisu/Master Data ebisu".
- We secured an upsell project from a major food retailer for in-store product quality label creation using "FOODS eBASE".

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BtoB / Strategies and Progress

Daily necessities goods industry

FY2025 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/Master Data ebisu' with a focus on the product data pool service 'Nichizatsu ebisu'.
- Enhanced deployment of the database publishing solution 'DBP eBASE' to achieve OMO (Online Merges with Offline).
- Development and deployment of customized eBASE integrated product databases for clients and large-scale product database-driven websites
- 2nd eBASE (BtoBtoC): Integration and deployment to the 'e-LifeNavi' series.

Its progress

- Sales results（Full Year）: 1,222 million yen (YoY: +3.9%、+46 million yen)
- Sales generally remained within the planned range, showing a slight increase compared to the same period last year.

【Sales】
- Revenue was recorded from a major upsell project for an existing customer, a cutting tool wholesaler, to rebuild their product database-driven web search site.
- Revenue was recorded from a new project with a major electronics retailer for "MDM eBASE" integrated with “Shozai ebisu/Master Data ebisu".
- Revenue was recorded from a new project with a textile trading company for a new solution involving an import/export document management system for a shipping company.

【Orders】
- We received an order from new customers, a paint tool wholesaler, and a general sports equipment wholesaler, to build an integrated product information database linked to their core systems.
- We continued to secure upsell projects from the same new customer, a major electronics retailer, for feature expansions of "MDM eBASE" integrated with “Shozai ebisu/Master Data ebisu".

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BtoB / Strategies and Progress

Housing industry

FY2025 Result Policies

- Promotion of the de facto product data pool service 'Jutaku ebisu'.
- Promote the marketing of 'Shozai ebisu' centered around 'HOUSING eBASE,' integrated with '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.
- 2nd eBASE (BtoBtoC): Integration and deployment to the 'eSumai Navi'.
- In addition to housing manufacturers, promote 2nd eBASE "eSumai Navi" to residential equipment and building materials manufacturers.

Its progress

- Sales results (Full Year) : 266 million yen (YoY: −17.6%、−56 million yen)
- Sales decelerated in the latter half due to delays in the rollout of 2nd eBASE "eSumai Navi," resulting in a decline compared to the same period last year.

【Sales】
- Revenue was recorded from an upsell project for an existing customer, a major building materials manufacturer, involving a server replacement for their integrated product database, as well as a medium-sized upsell project for handling bundled products using a product database-driven web catalog.

【Orders】
- We received an order from a new customer, a mid-sized condominium builder, for the "HOUSING eBASE Cloud" service to provide user manuals to homeowners.

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eBASE Business Report

BtoBtoC Business Strategy (2nd) Progress

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BtoBtoC / Strategies and Summary

FY2025 Result Policies

Promote the adoption of the consumer-focused smartphone app "e-LifeNavi Series," which features the following characteristics.

- Utilize the "Product Data Pool/Shozai ebisu, Master Data ebisu" for items such as food, daily necessities, and electronics!
- Provide consumers with detailed product information, usage instructions, and other related information about the products they intend to purchase!
- Offer new services from a distinctive CX perspective, such as "e-LifeNavi Recipes" and "e-Food Log" for food-related services!
- Provide consumers with valuable services visually, such as retail flyer information and purchase history!
- Promote adoption through retailers as a consumer marketing tool for products they carry!
- Aim to integrate with offline media, such as paper flyers and receipts, to achieve OMO!
- Additionally, offer "Housing and Appliance Manual Management Service/e-LifeNavi" as part of housing-related services!

Summary

【Progress Status】

- Overall high ratings, including from retailers, confirming significant latent demand.
- Many retailers are hesitant to lead with innovative DX and CX proposals that lack precedent.
- As a result, there are only small-scale, exploratory implementations focused on risk hedging.

【Countermeasures】

- Continue promoting small-scale exploratory implementations and demonstrating their CX and DX effectiveness.
- Propose significant cost reductions through improved paper flyer production processes and OMO integration.
- Transition from improvement-based cost reduction to proving reform-based CX revenue enhancement!

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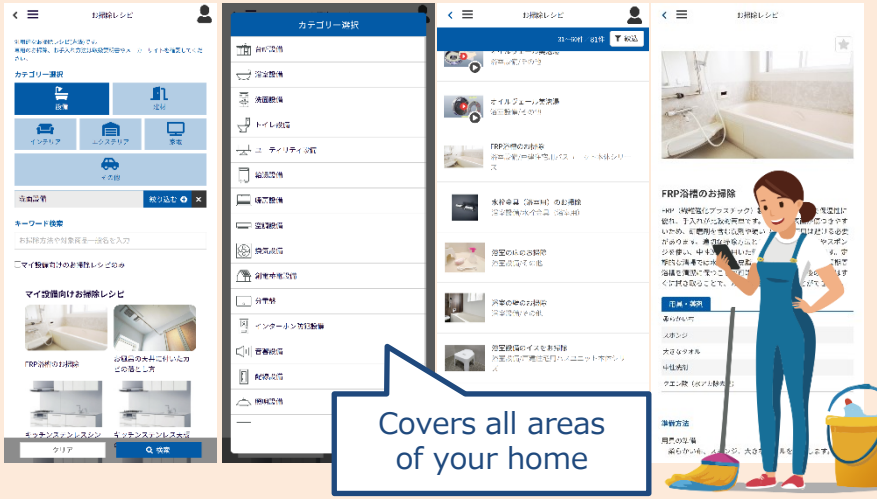
BtoBtoC / Its progress

- We promoted the adoption of the consumer lifestyle app "e-LifeNavi" as a new "OMO" solution.
- An existing customer, a major home improvement store, has decided to adopt "e-LifeNavi" for use in their overseas locations.
- Our partner, a major manufacturer of weighing and packaging machines, showcased the "e-LifeNavi Catalog for Electronic Shelf Labels/Multilingual Display."
- To enhance user operability, we improved the search UI and began offering "Manufacturer's Recipe" from food manufacturers.
- The existing customer, a major house manufacturer, provided the housing app "e-LifeNavi" to all units in newly built detached houses and apartment complexes.
- A new mid-sized condominium builder has decided to adopt "e-LifeNavi," with full operation scheduled to start in April 2025.
- The builder received an order for "HOUSING eBASE Cloud" to manage equipment by owner for the condominium.
- In addition to product and manual information, we released "Home Cleaning Information/Cleaning Recipes" on "e-LifeNavi."

e なび ※Manufacturer Cooking Recipes

e e住なび Cleaning Recipes



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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

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.

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eBASE-PLUS / Current Fiscal Measures and Progress

eBASE-PLUS Business（IT Outsourcing Business）

FY2025 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） : 2,626 million yen (YoY: +2.8%、+70 million yen)
- Profit results （Full Year） : 391 million yen (YoY: +8.8%、+31 million yen)
- Sales increased compared to the same period last year.
- Ordinary profit increased compared to the same period last year due to non-recurring, non-operating income from investment activities.

- We focused on acquiring projects that align with customer needs.
- Due to the increase in operating person-hour, we promoted mid-career recruitment of individuals with specialized knowledge and experience who can immediately contribute.
- Continue to enhance and expand our in-house developed online education system, "eB-learning.“
- Focus on training for new hires and existing employees to enhance skills, enabling a shift towards high-value, high-skill projects.
- In response to trends of rising costs and escalating labor expenses, we have continuously conducted price negotiations with our customers.

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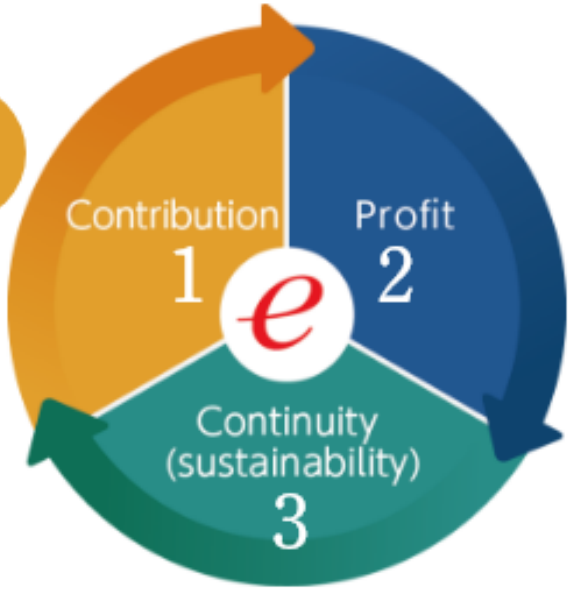
Corporate Philosophy of the eBASE Group

1 Corporate philosophy



No profit without contribution

Only businesses that can contribute to society can make a profit.

2 No continuation without profit

You can't continue unless you're a profitable business.

3 No contribution without continuation/Sustainability

Unless it is a sustainable business, it will not contribute to society.

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