

# **FY2026 1st Quarter Financial Results and Business reports**

**e**BASE Co.,LTD.  
TSE code 3835

July, 2025

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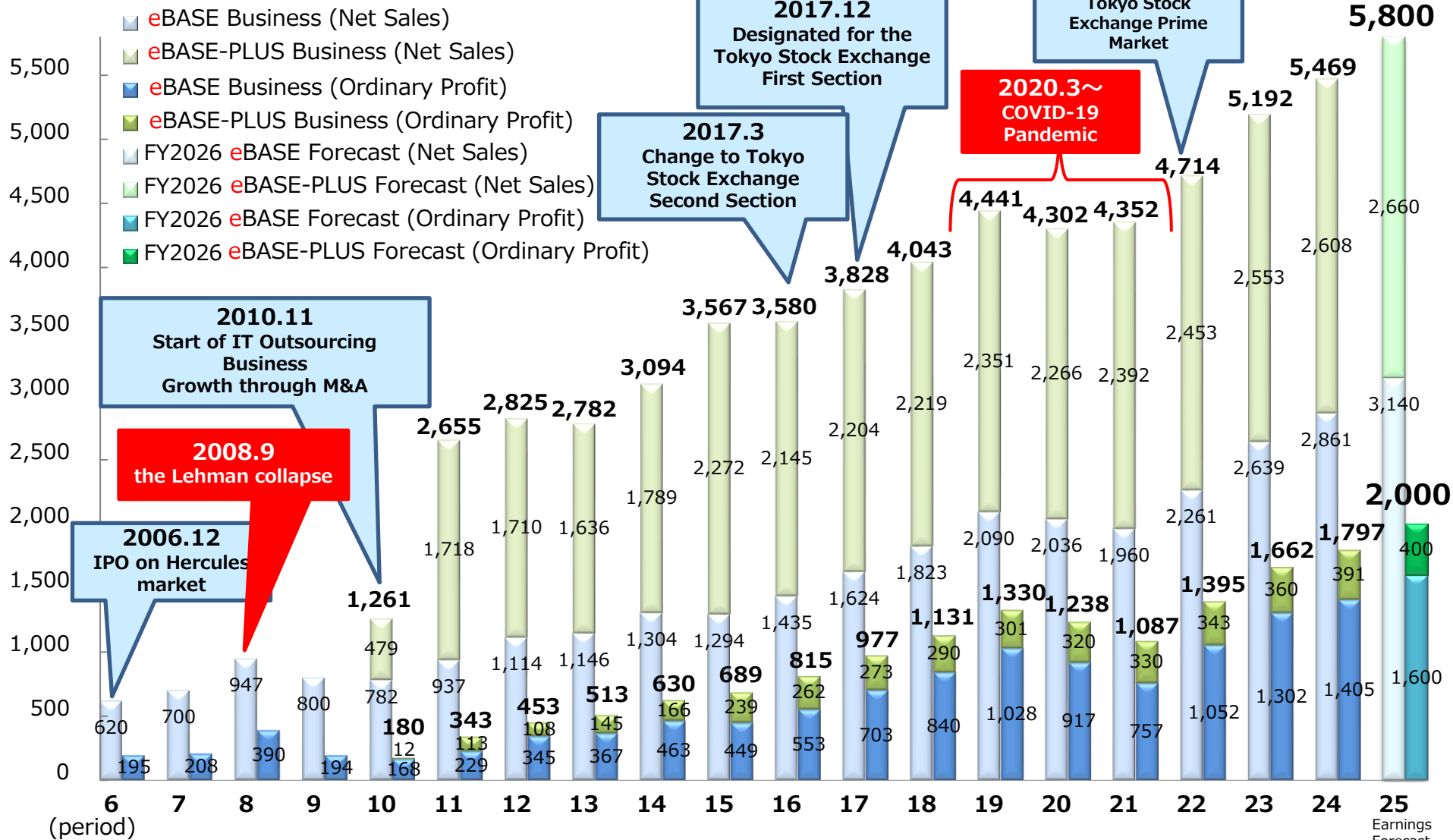
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# Company Overview

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

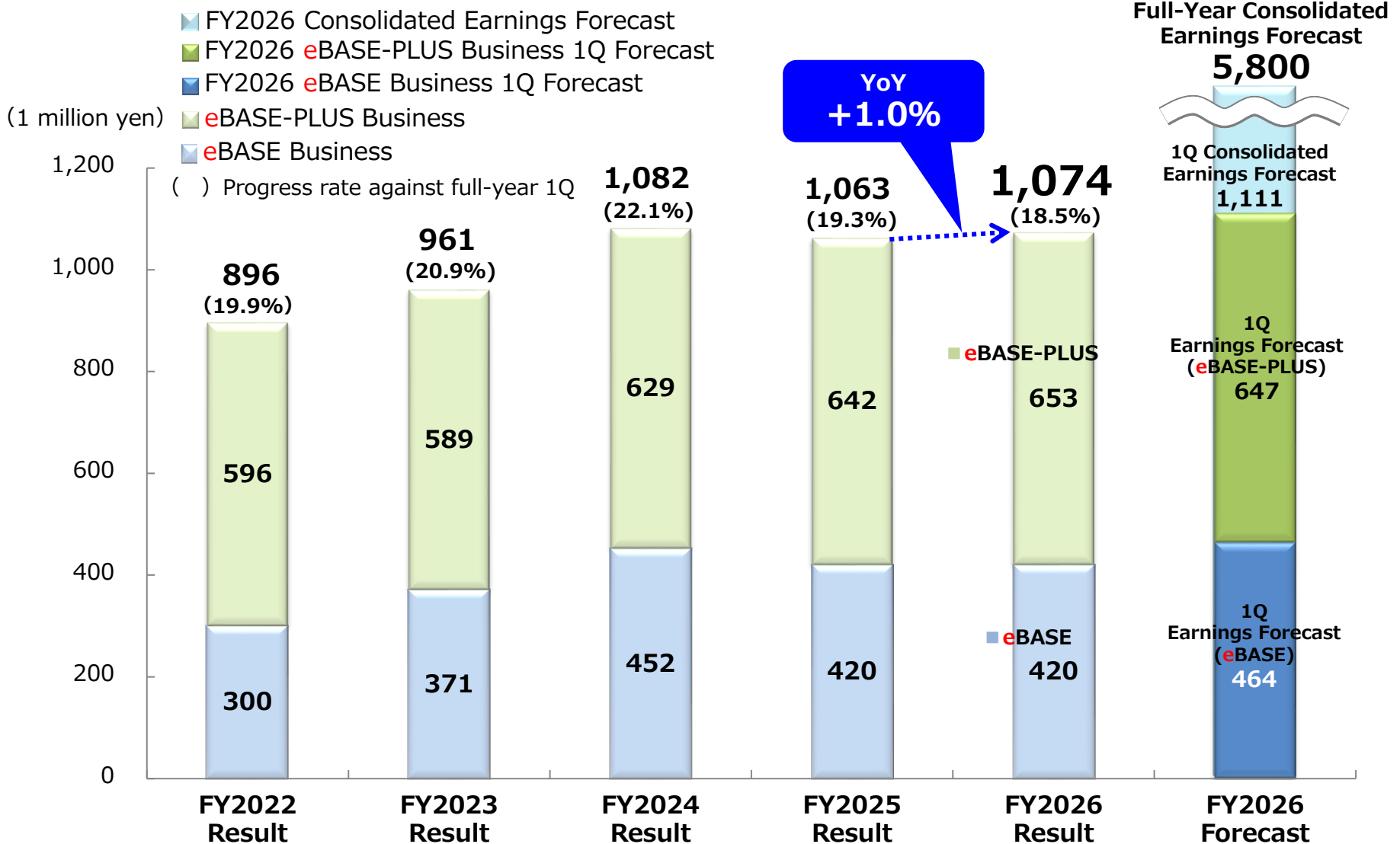
# Trends in sales and ordinary income since listing

(1 million yen)



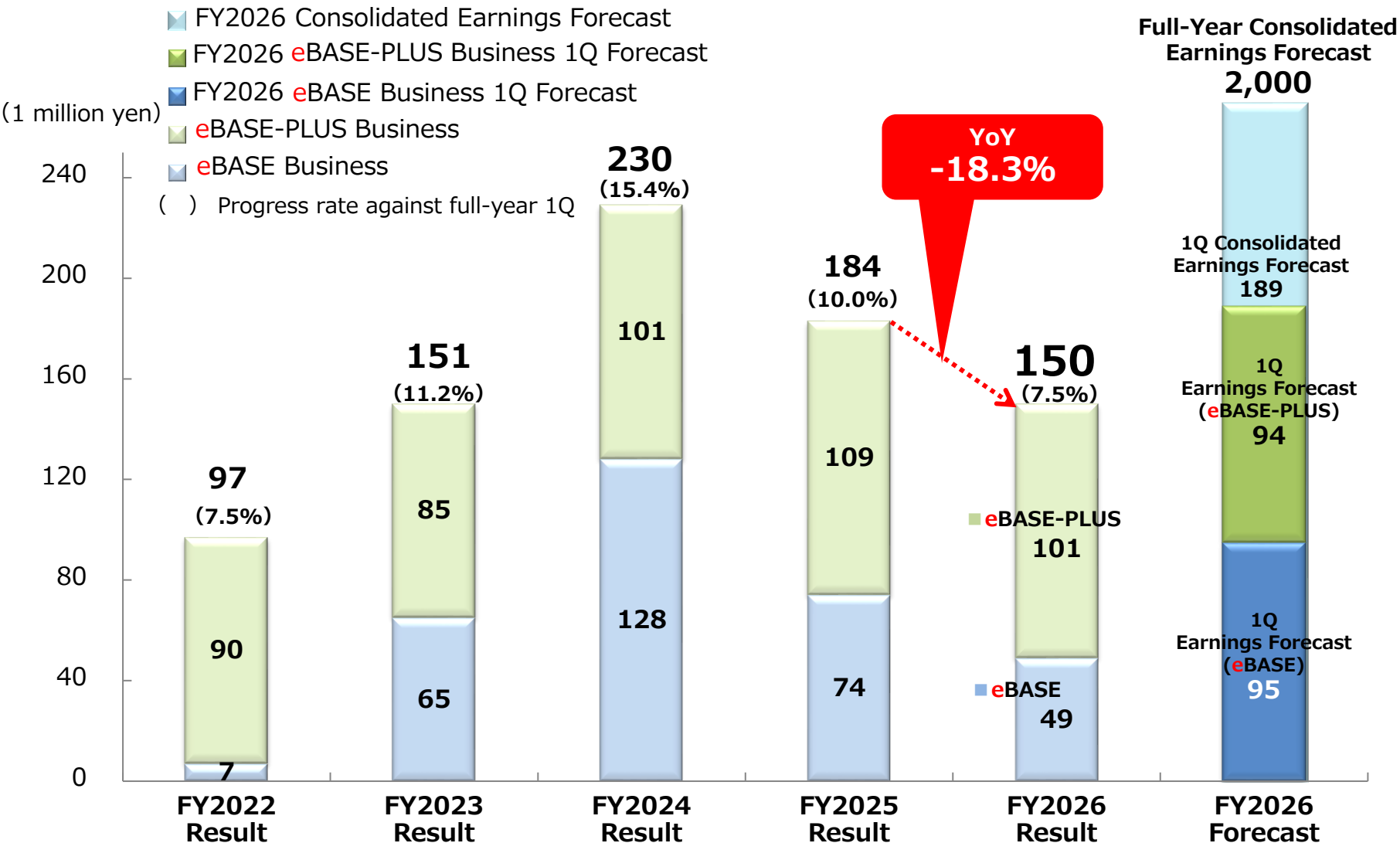
Note) For the notation of amounts, transactions between segments are offset and eliminated, and amounts less than one million yen are rounded down.

# FY2026/1Q Consolidated Net Sales



Note) Intersegment transactions are eliminated.

# FY2026/1Q Consolidated Ordinary profit



Note) Intersegment transactions are eliminated.

# FY2026/1Q Consolidated Results and Consolidated Balance Sheet

( 1 million yen )

	FY2022 Result	FY2023 Result	FY2024 Result	FY2025 Result	FY2026 Result
<b>Net sales</b>	896	961	1,082	1,063	<b>1,074</b>
(eBASE Business)	(300)	(371)	(452)	(420)	(420)
(eBASE-PLUS Business)	(596)	(590)	(630)	(646)	(656)
(Intersegment transactions)	(-0)	(-0)	(-0)	(-3)	(-2)
<b>Operating Income</b>	92	147	227	169	<b>147</b>
<b>Ordinary income</b>	97	151	230	184	<b>150</b>
(eBASE Business)	(7)	(65)	(128)	(74)	(49)
(eBASE-PLUS Business)	(90)	(85)	(101)	(109)	(101)
(Intersegment transactions)	(0)	(0)	(0)	(-)	(-)
<b>Net income*</b>	64	101	156	123	<b>100</b>

	Prior period (As of March 2025)	As of Jun. 30, 2025	Increased/ Decreased	* Quarterly Net Income Attributable to Owners of the Parent.
Current assets	6,422	<b>5,628</b>	-793	Cash and deposits -583, Accounts receivable - trade, and contract assets-323, Securities+105
Fixed assets	1,690	<b>1,752</b>	+62	
(Property, plant and equipment+Intangible assets)	(288)	<b>(297)</b>	(+8)	
(Other assets)	(1,401)	<b>(1,455)</b>	(+54)	
Total assets	8,112	<b>7,381</b>	-731	
Current liabilities	745	<b>547</b>	-197	Income taxes payable -229
Total liabilities	754	<b>554</b>	-199	
Total shareholder's equity	7,255	<b>6,731</b>	-523	Retained earnings -523 (Dividend payment -624) (Net income* +100)
Subscription rights to shares	2	<b>2</b>	-0	
Total net assets	7,357	<b>6,826</b>	-531	
Total liabilities and net assets	8,112	<b>7,381</b>	-731	

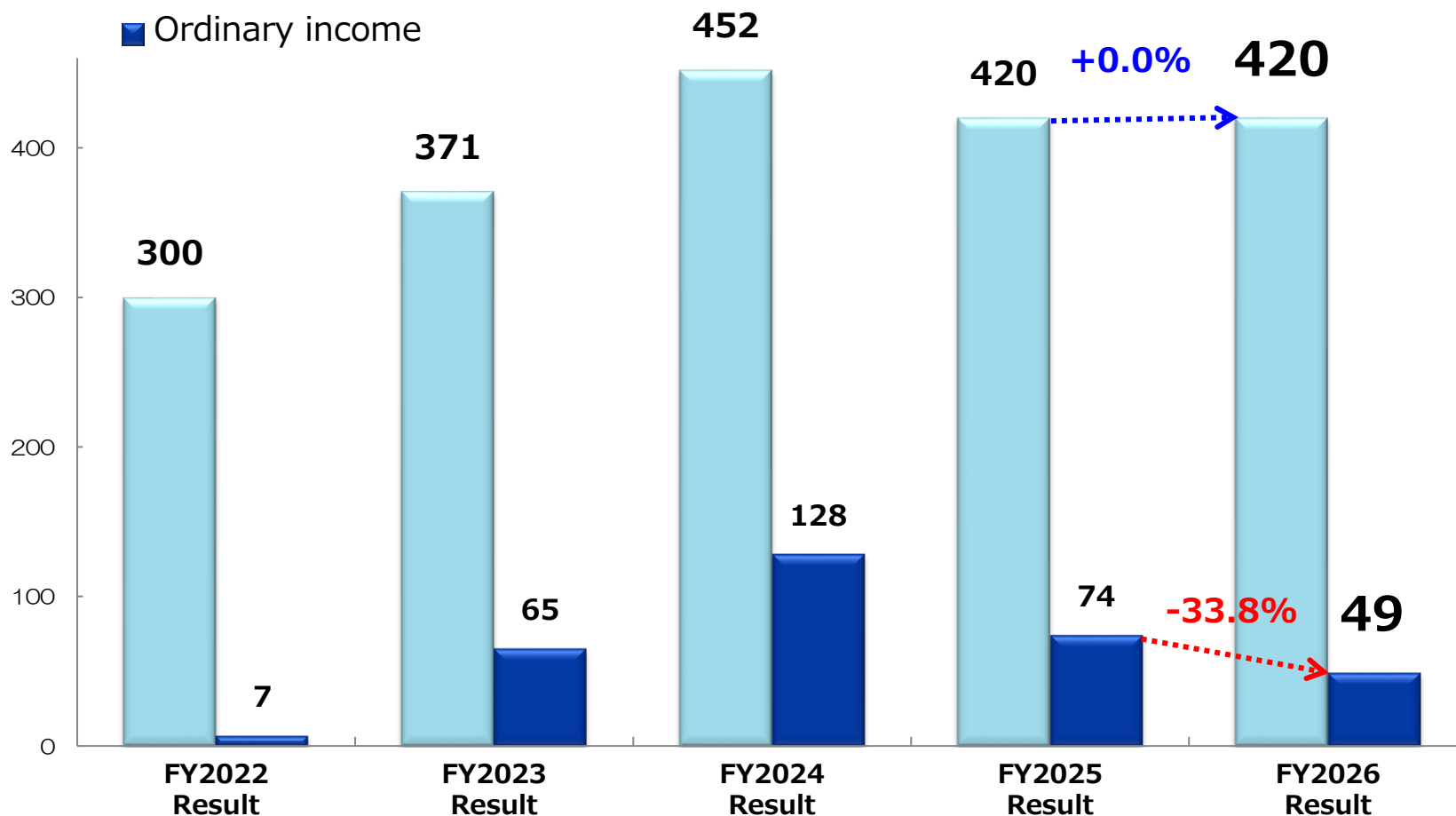
# FY2026/1Q Results by Segment / eBASE Business

## eBASE Business (Packaged software business)

(1 million yen)

Net sales

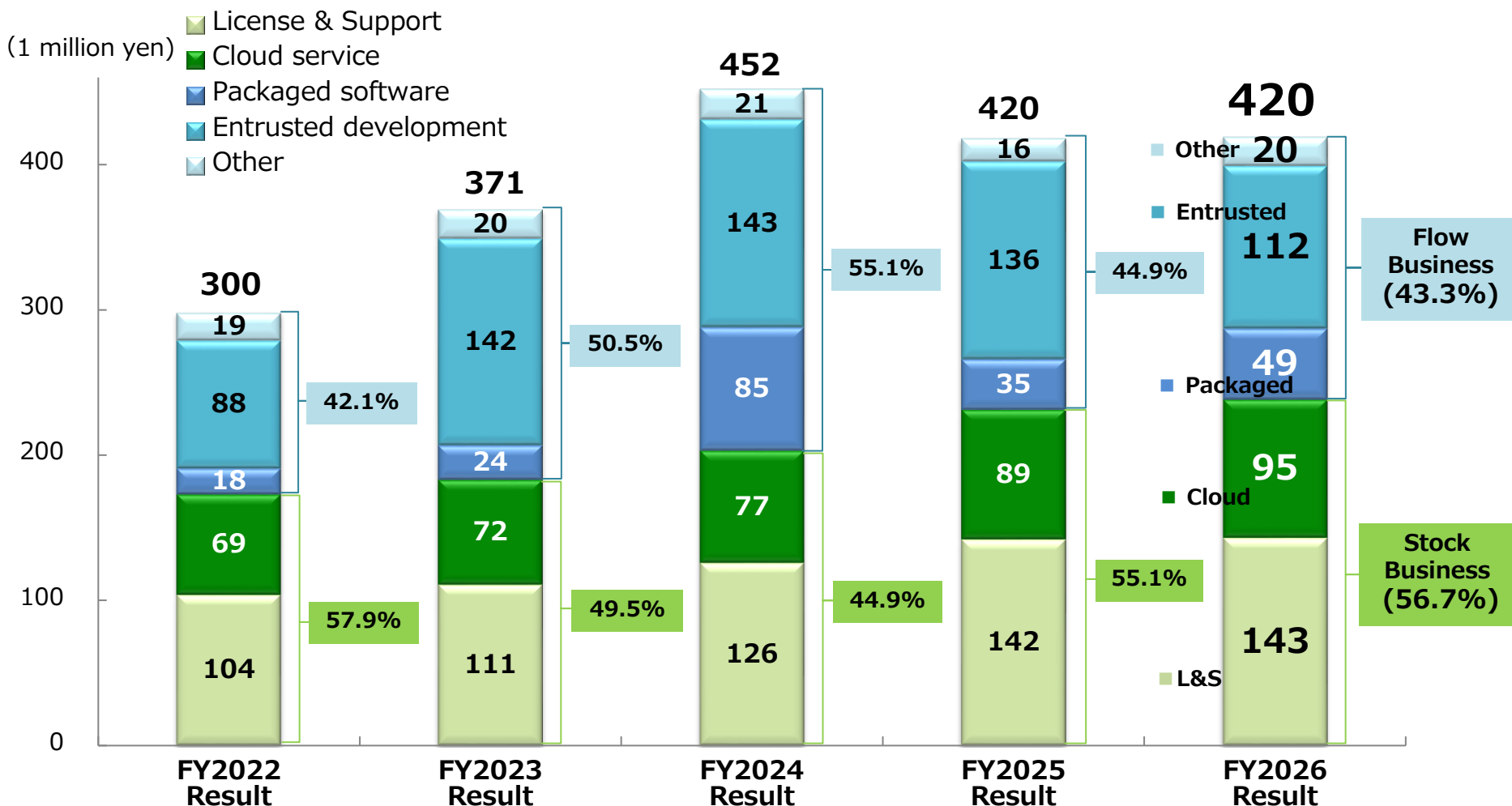
Ordinary income



Note) Intersegment transactions have not been offset or eliminated.

# FY2026/1Q Results by Segment / eBASE Business

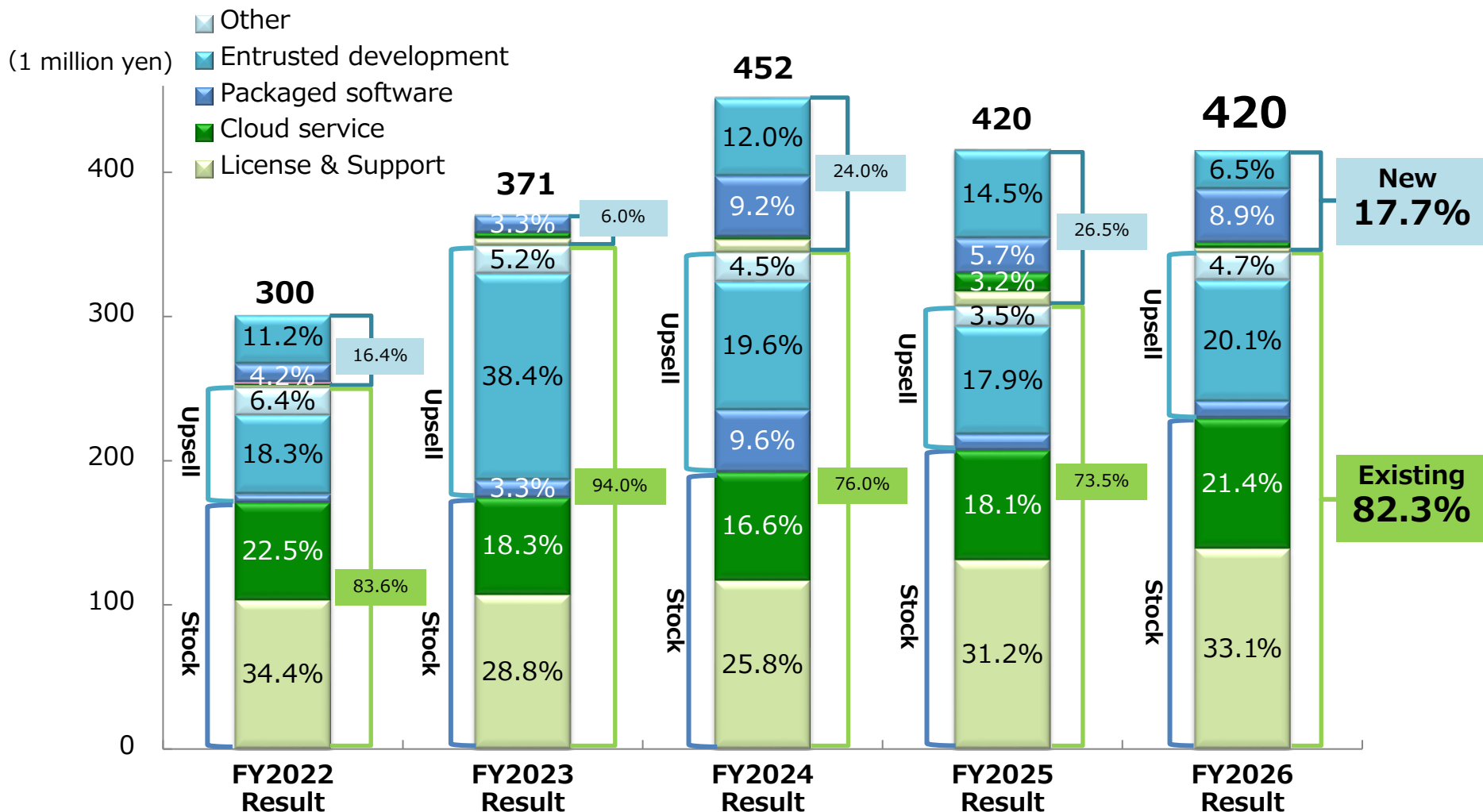
## Sales results by type



Note) Amounts less than one million yen are disregarded.

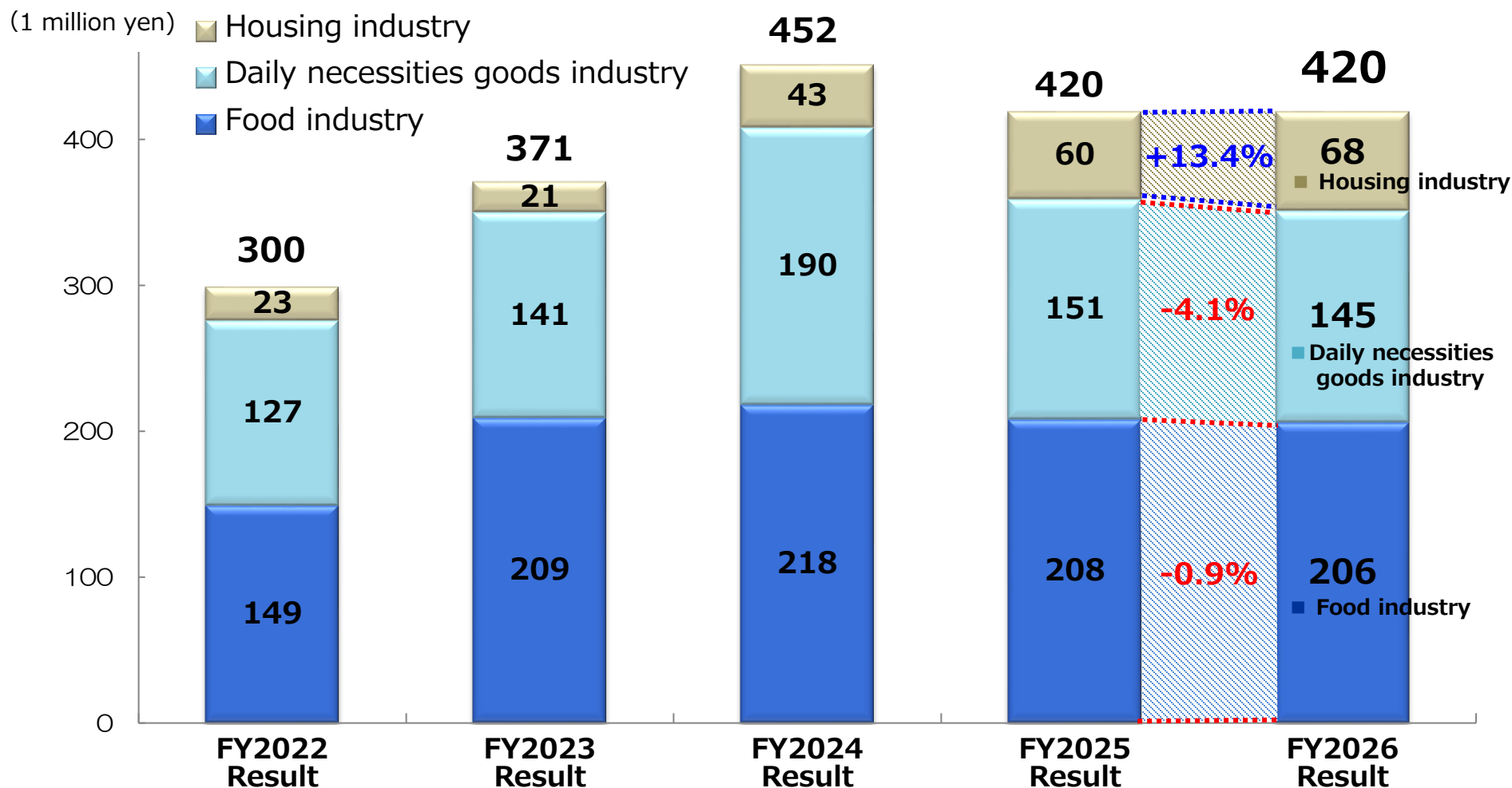
# FY2026/1Q Results by Segment / eBASE Business

## Sales results by new and existing



# FY2026/1Q Results by Segment / eBASE Business

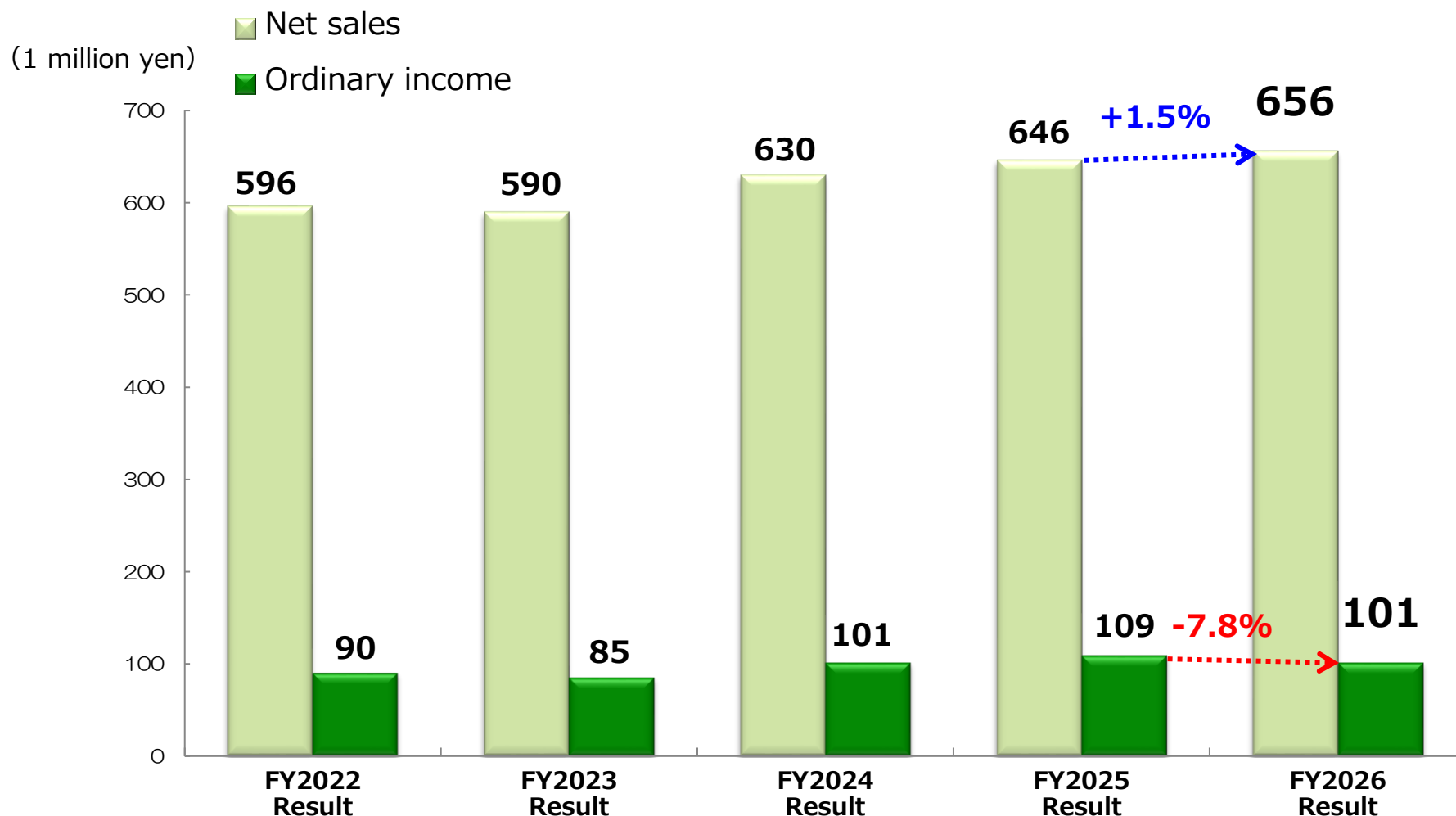
## Sales Results by Industry



Note) Amounts less than one million yen are disregarded.

# FY2026/1Q Results by Segment / eBASE-PLUS Business

## eBASE-PLUS Business (IT Outsourcing Business)

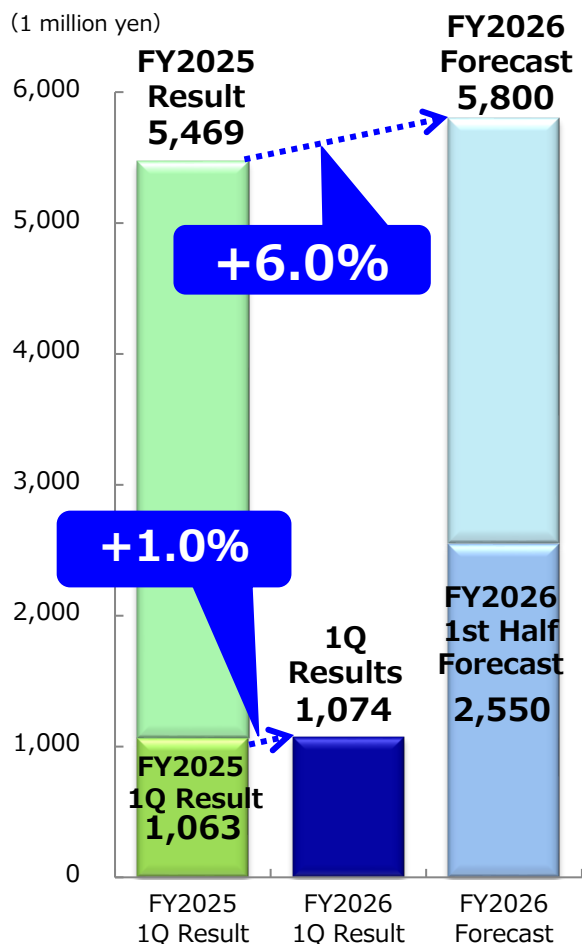


Note) Intersegment transactions have not been offset or eliminated.

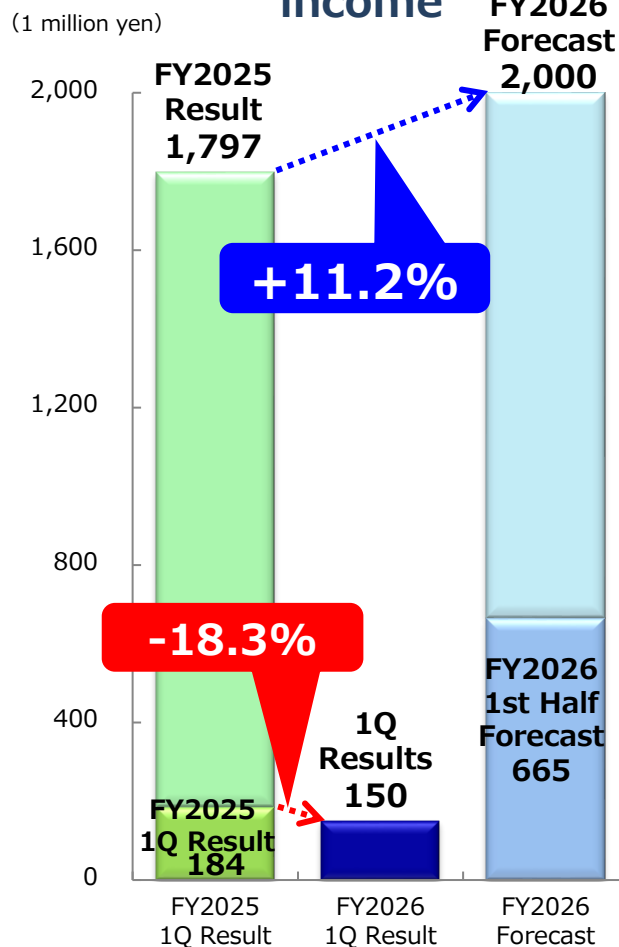
# Year ended March 2026 Earnings forecasts

■ FY2025 1st Quarter Result  
 ■ FY2025 Result  
 ■ FY2026 1st Quarter Result  
 ■ FY2026 1st Half Forecast  
 ■ FY2026 Forecast

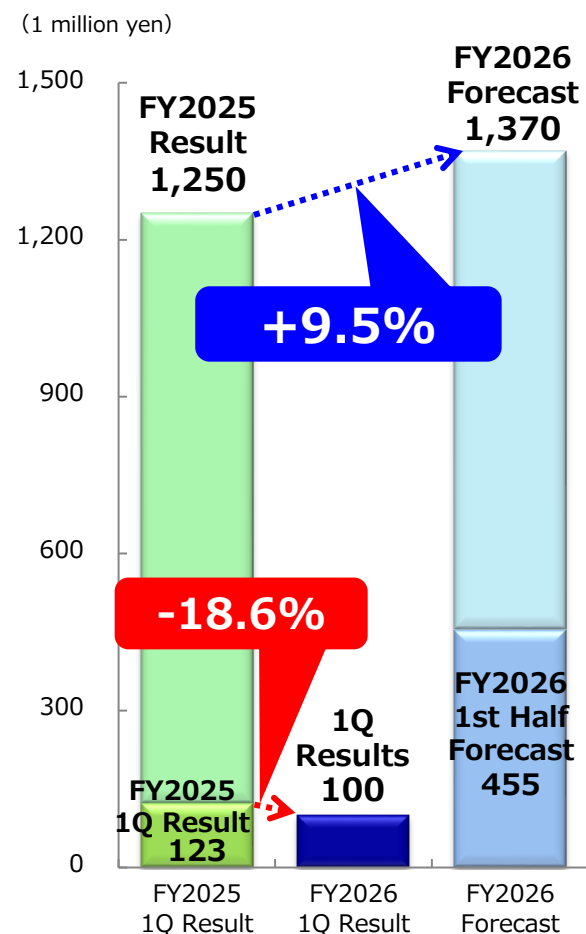
## Net sales



## Ordinary income

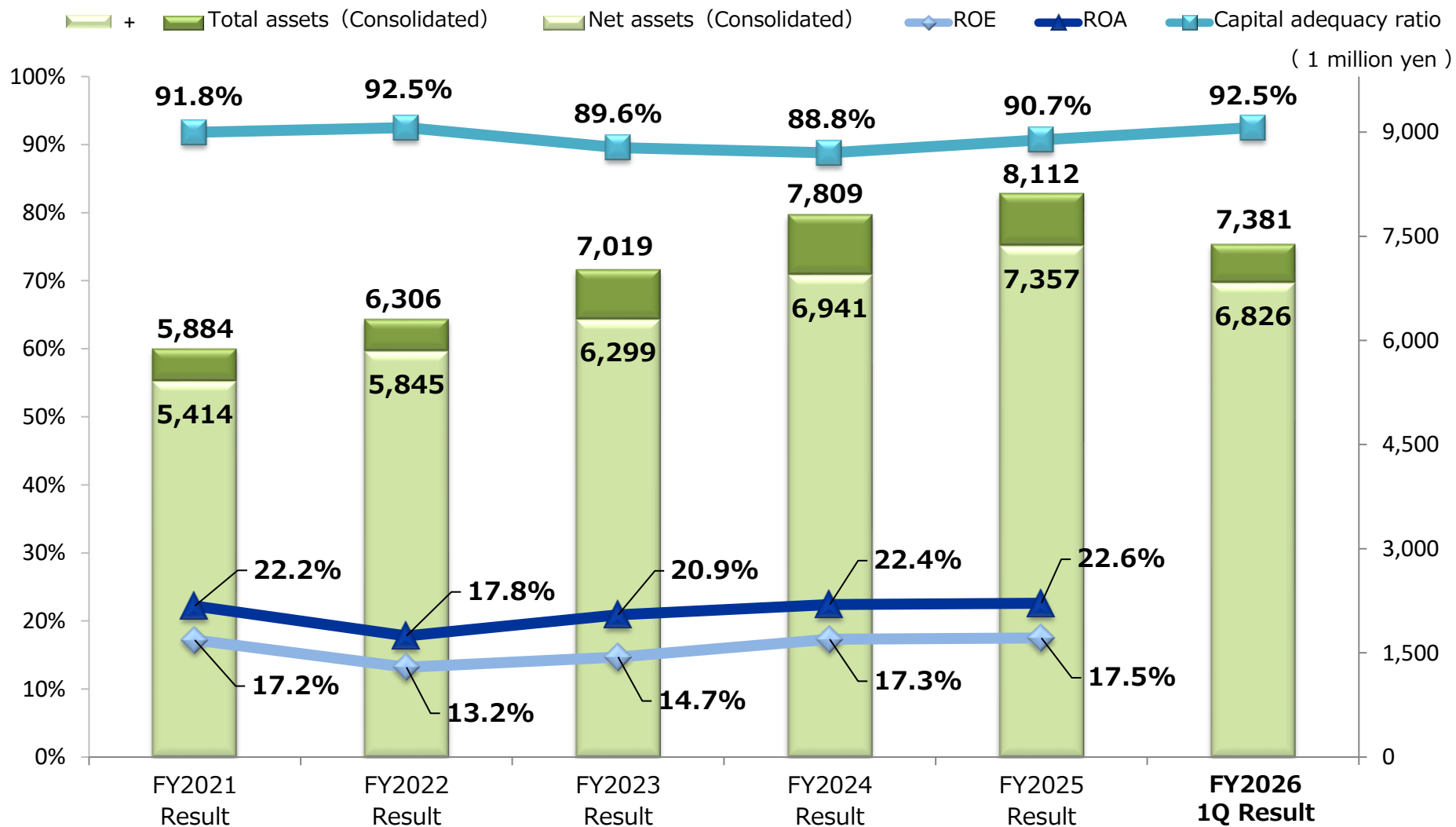


## Net income\*



\* Quarterly Net Income Attributable to Owners of the Parent.

# Capital Position (ROE and ROA, etc.)

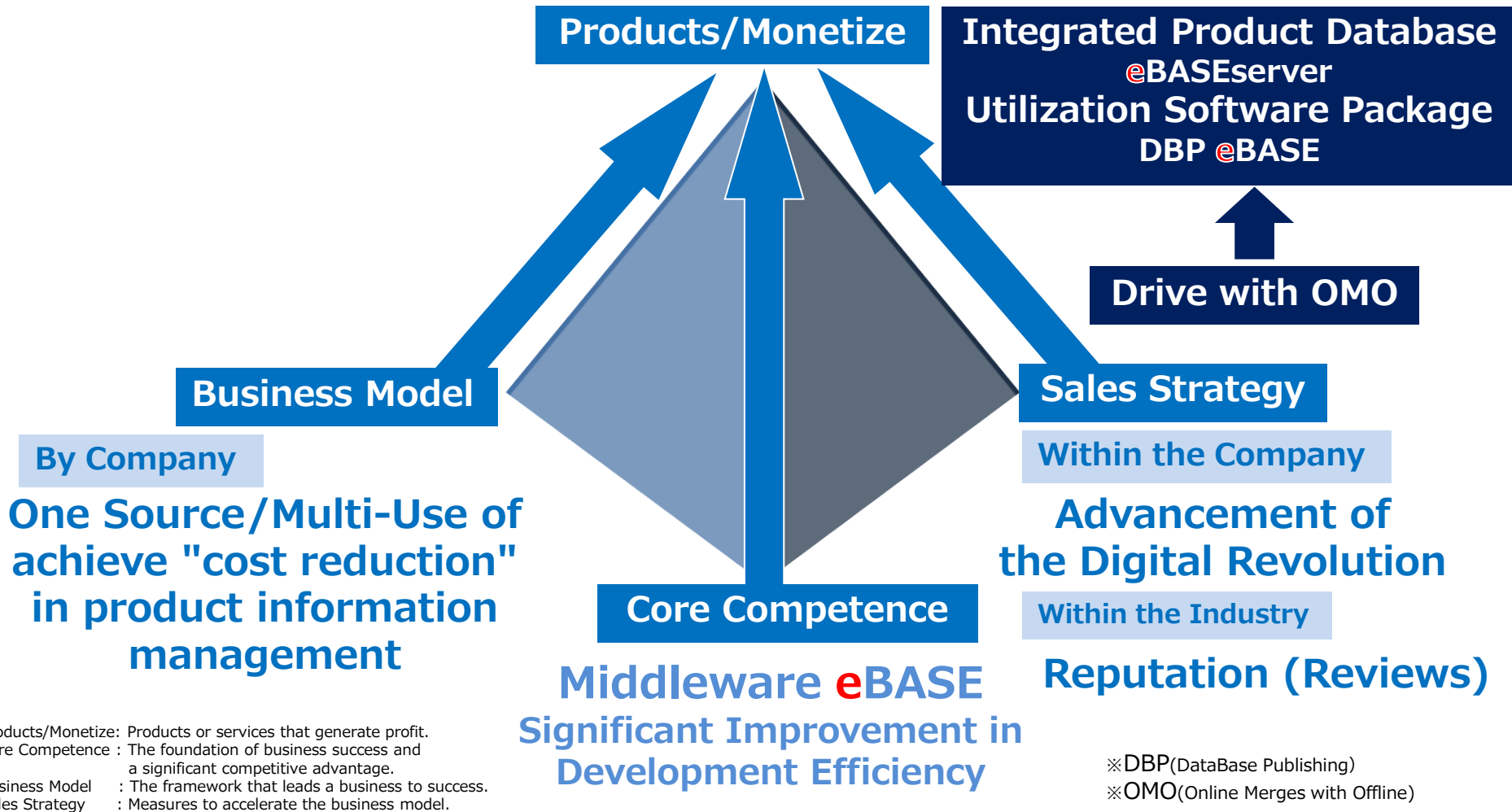


# **eBASE Business Strategy Overview**

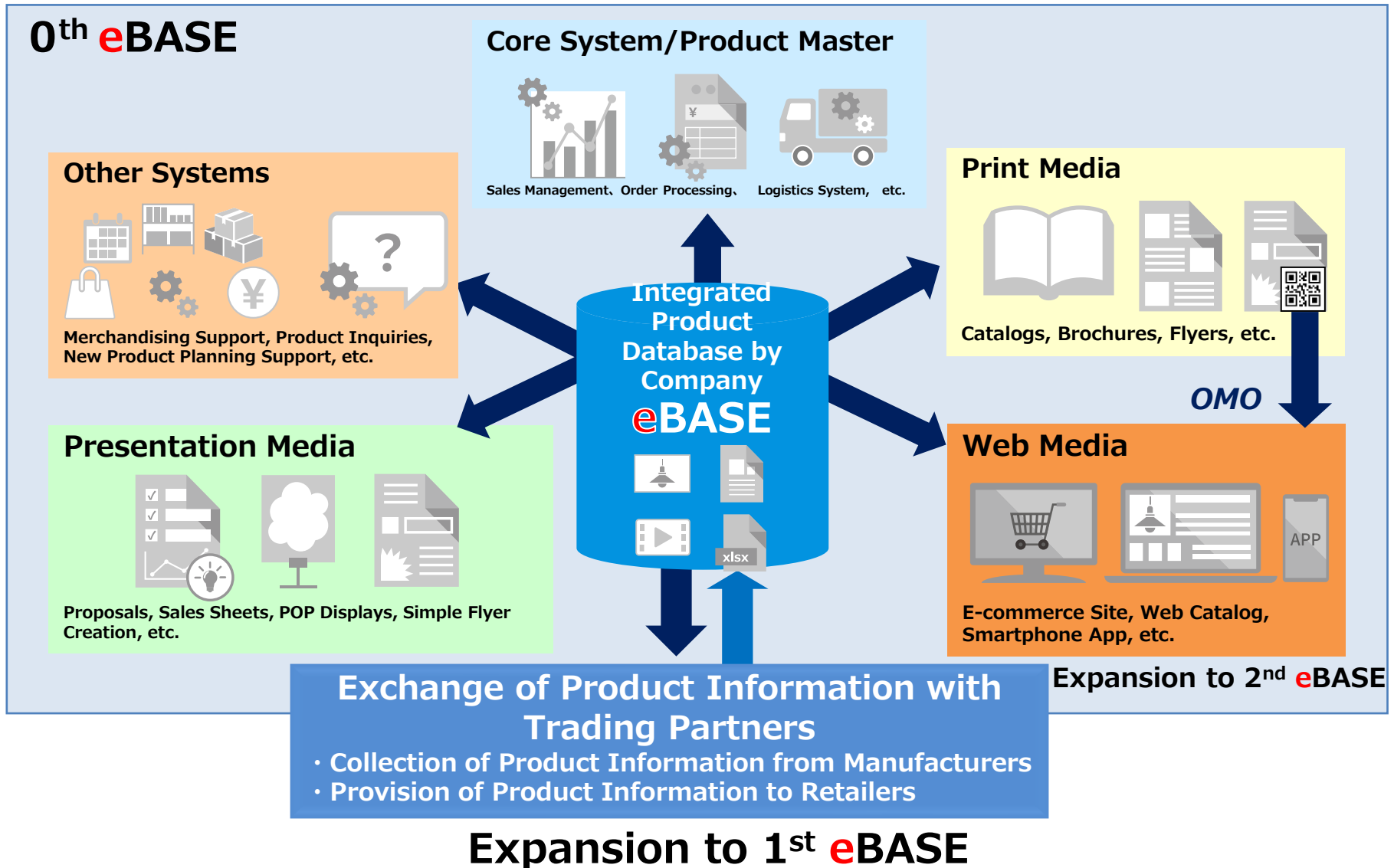
- **BtoB Business**      「0<sup>th</sup> eBASE」  
Product Information Management Solutions  
by Company  
「1<sup>st</sup> eBASE」  
Industry-Specific Product Information  
Management Solutions
- **BtoBtoC Business**      「2<sup>nd</sup> eBASE」  
Consumer-Focused Mobile App Solutions

By Company

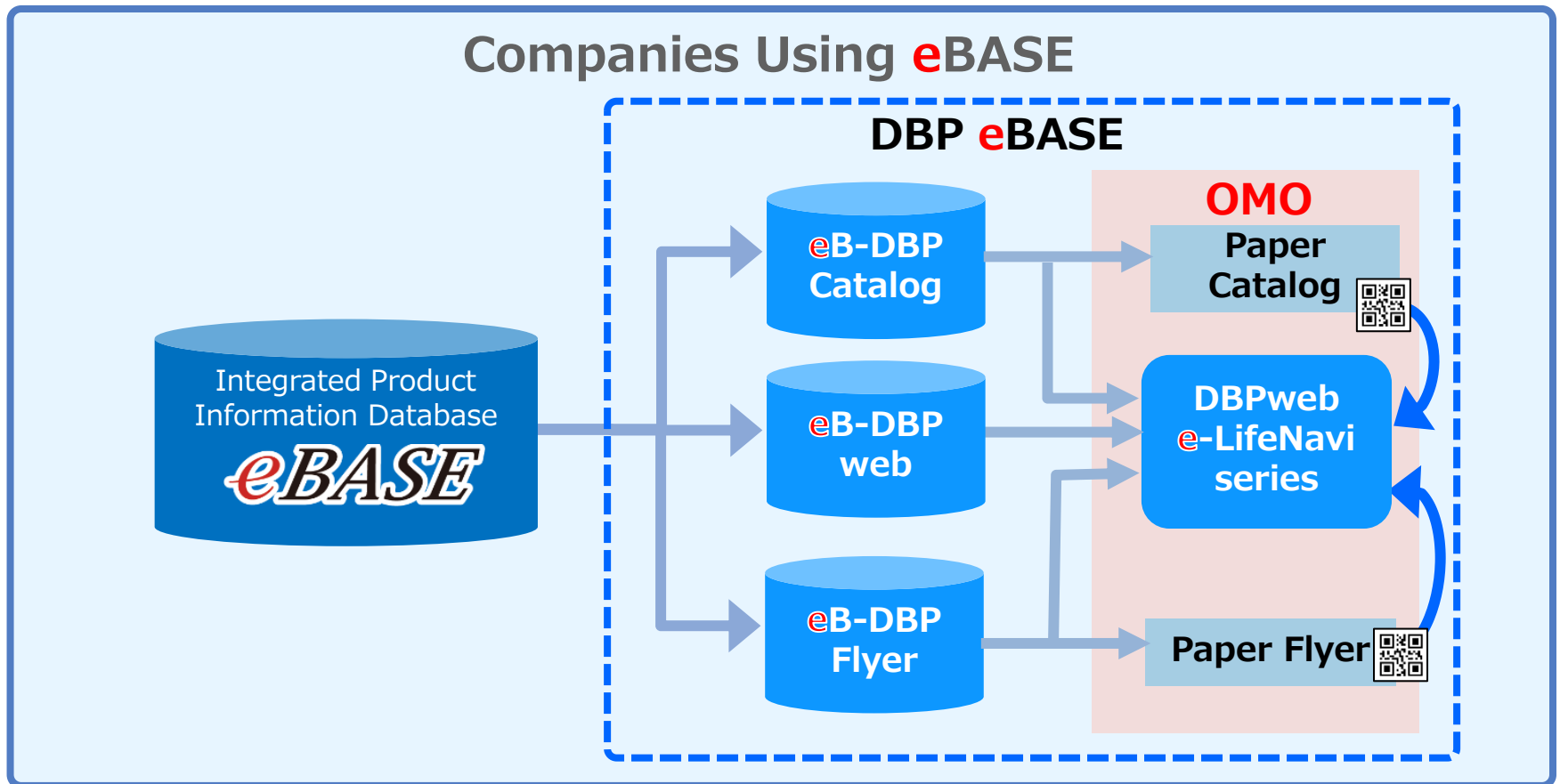
## Development and Expansion of an Integrated Product Database



# 0<sup>th</sup> eBASE The One Source/Multi-Use Business Model



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!

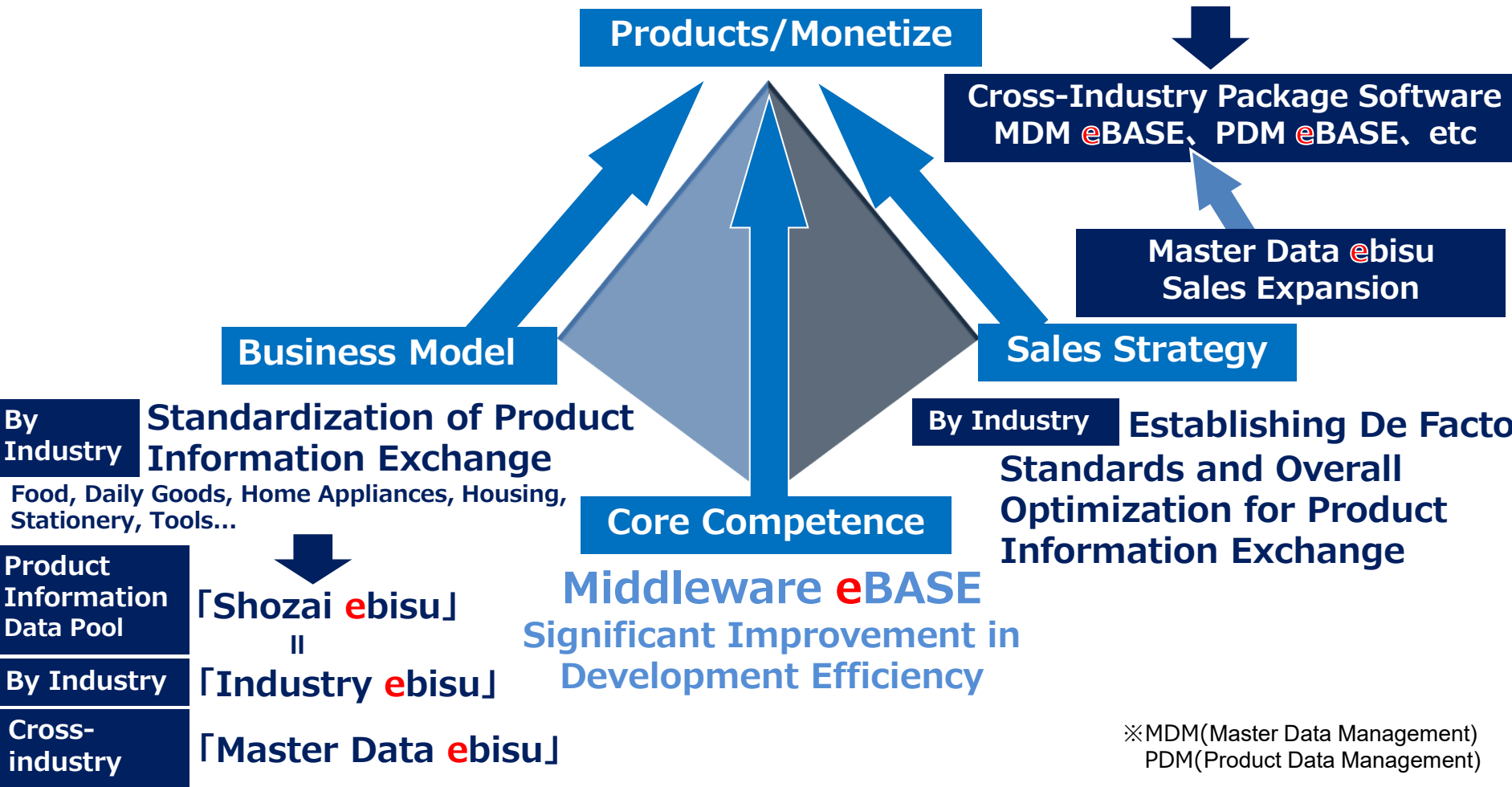


# BtoB/Business Strategy for Industry-Specific Product Information Exchange

By Industry

## Development and Expansion of an Integrated Product Database

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



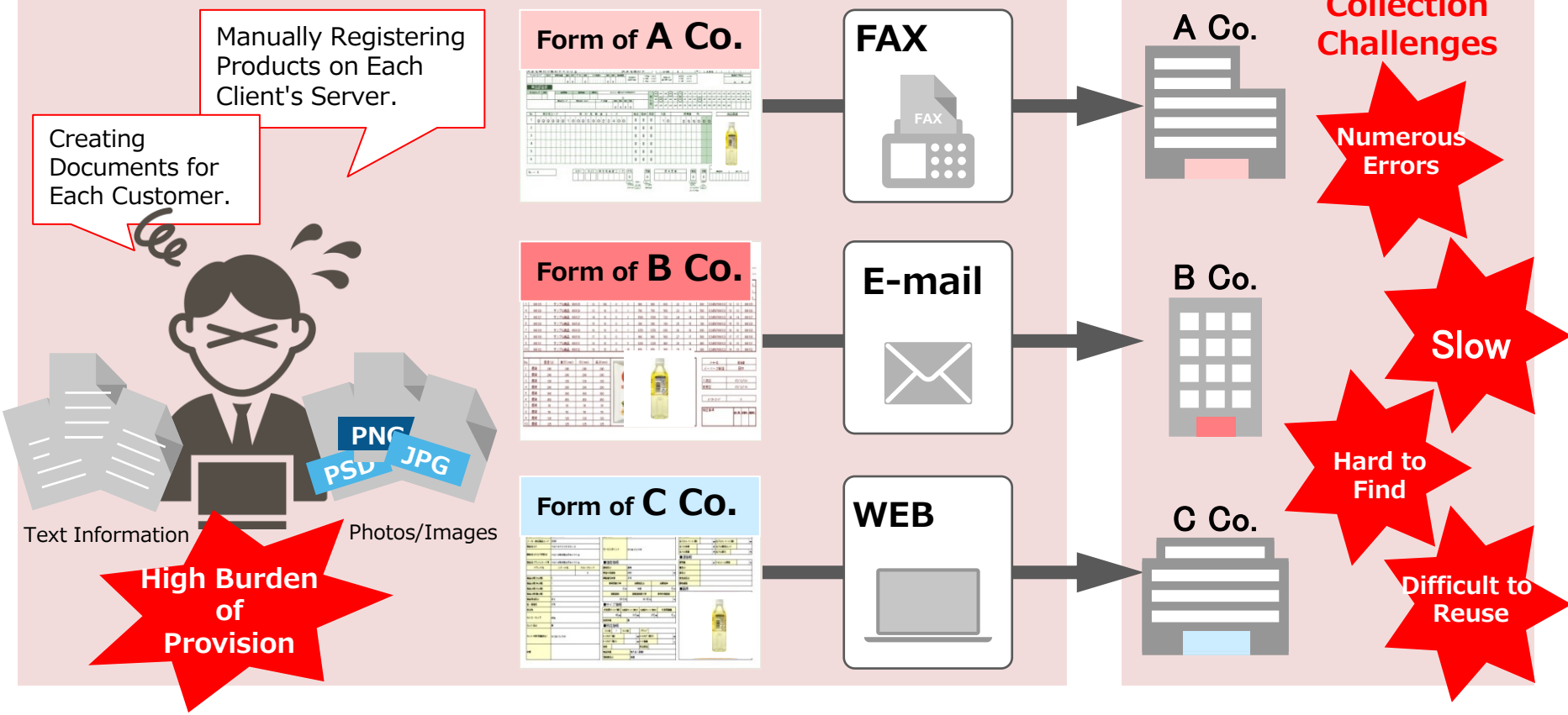
Product information exchange between manufacturers and retailers is inefficient!

Manufacturer

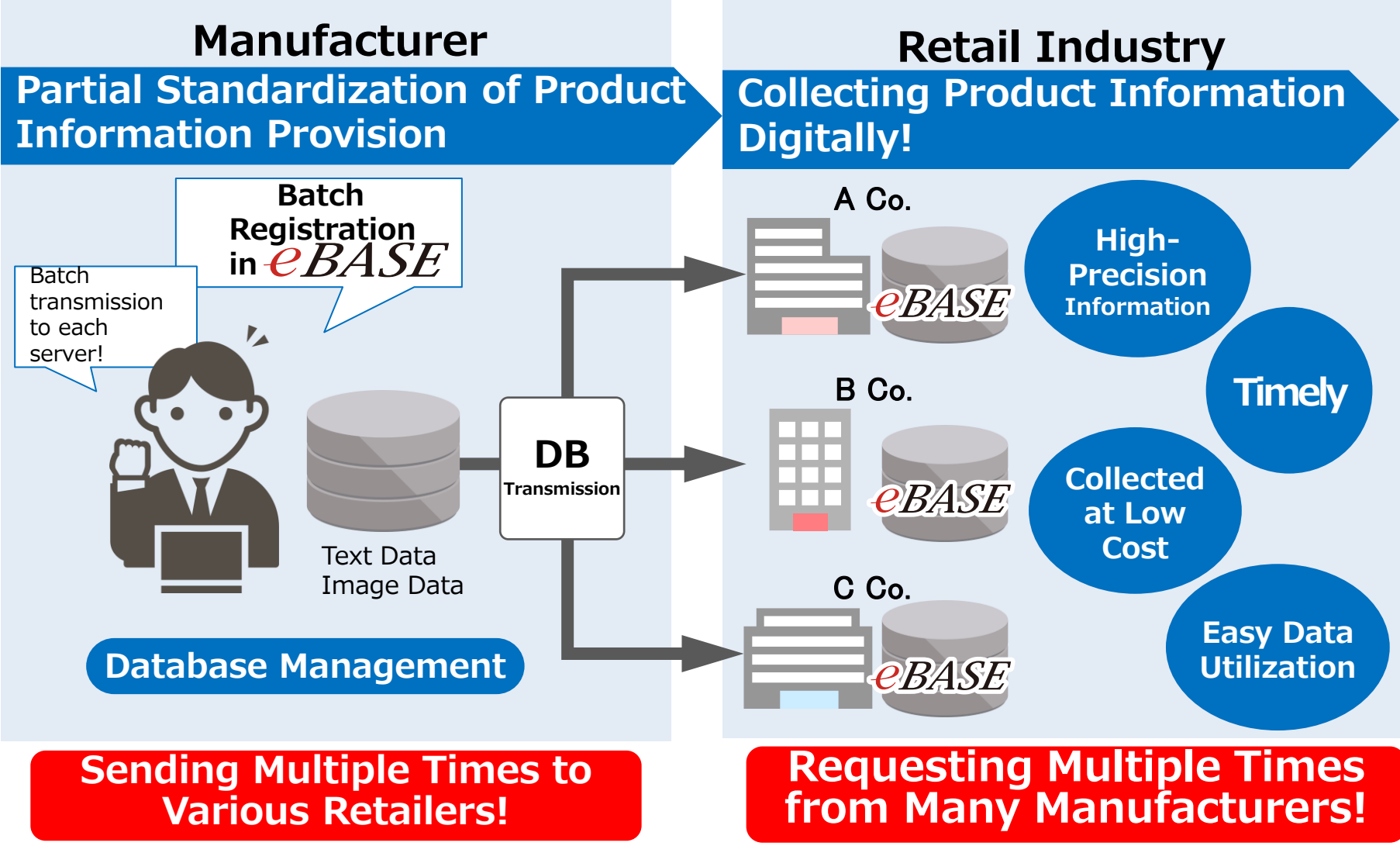
Retail Industry

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

Analog Information Collection



# Promoting Efficiency in Product Information Exchange between Manufacturers and Retail !



# 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!

Social needs

Food safety and security

**Freemium!**

Volunteerism

Adoption across the entire food retail sector

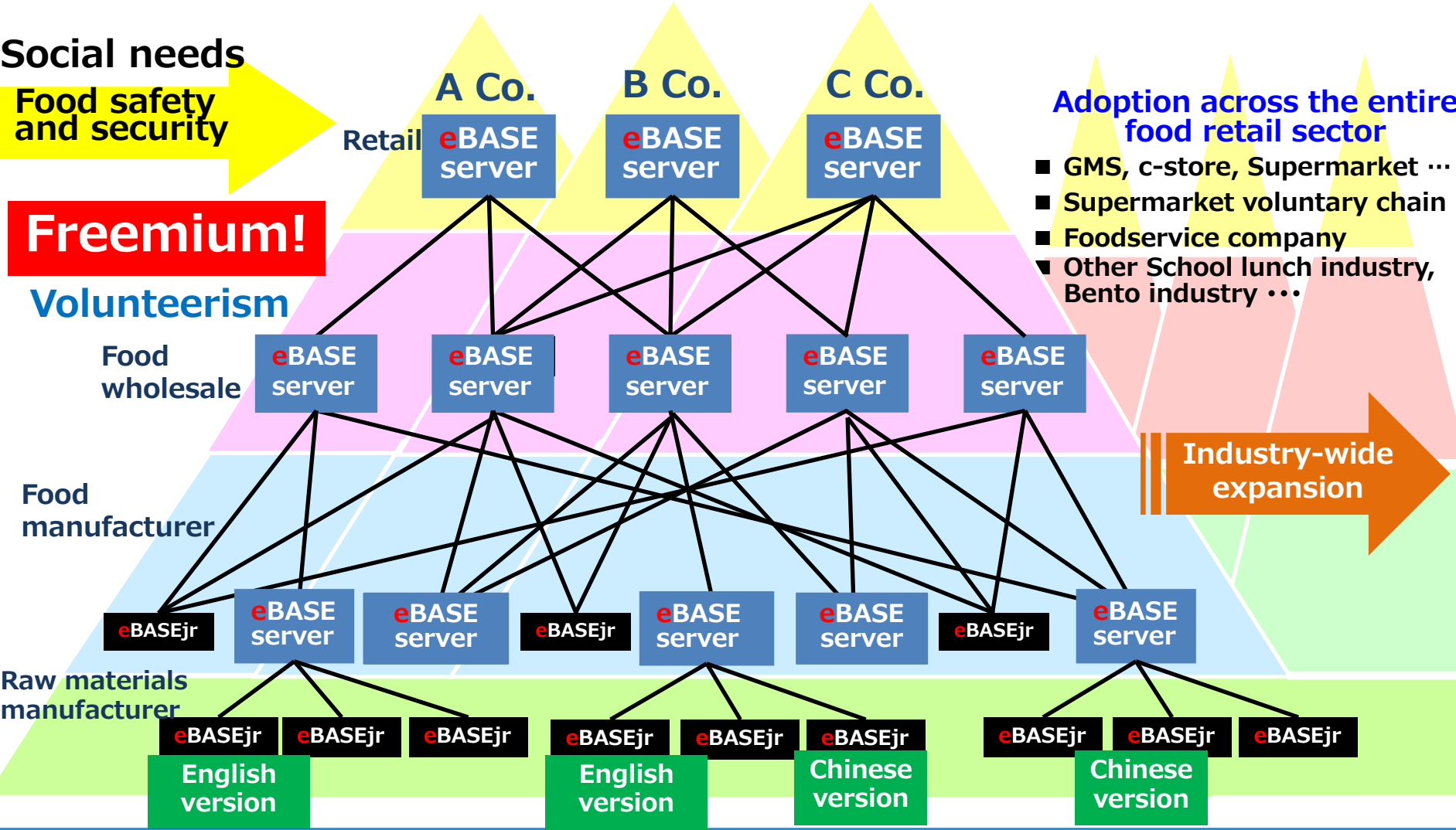
- GMS, c-store, Supermarket ...
- Supermarket voluntary chain
- Foodservice company
- Other School lunch industry, Bento industry ...

Food wholesale

Food manufacturer

Raw materials manufacturer

Industry-wide expansion



# 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)



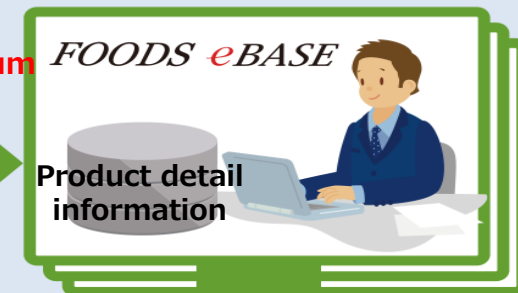
Product data pool  
Shokuzai ebisu

Product detail information

Premium

Download product detailed information.

Use member  
(Food retailing, etc)



Master Data ebisu

※ Basic Product Information

Expand to multiple industries  
Industry ebisu

Daily necessities industry

eB-goods

Nichizatsu  
ebisu



Pharmaceutical industry

eB-OTCdrug  
eB-medicine

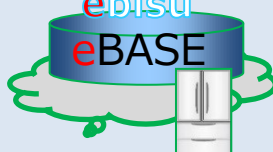
OTC ebisu  
Chozai ebisu



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



1<sup>st</sup> eBASE

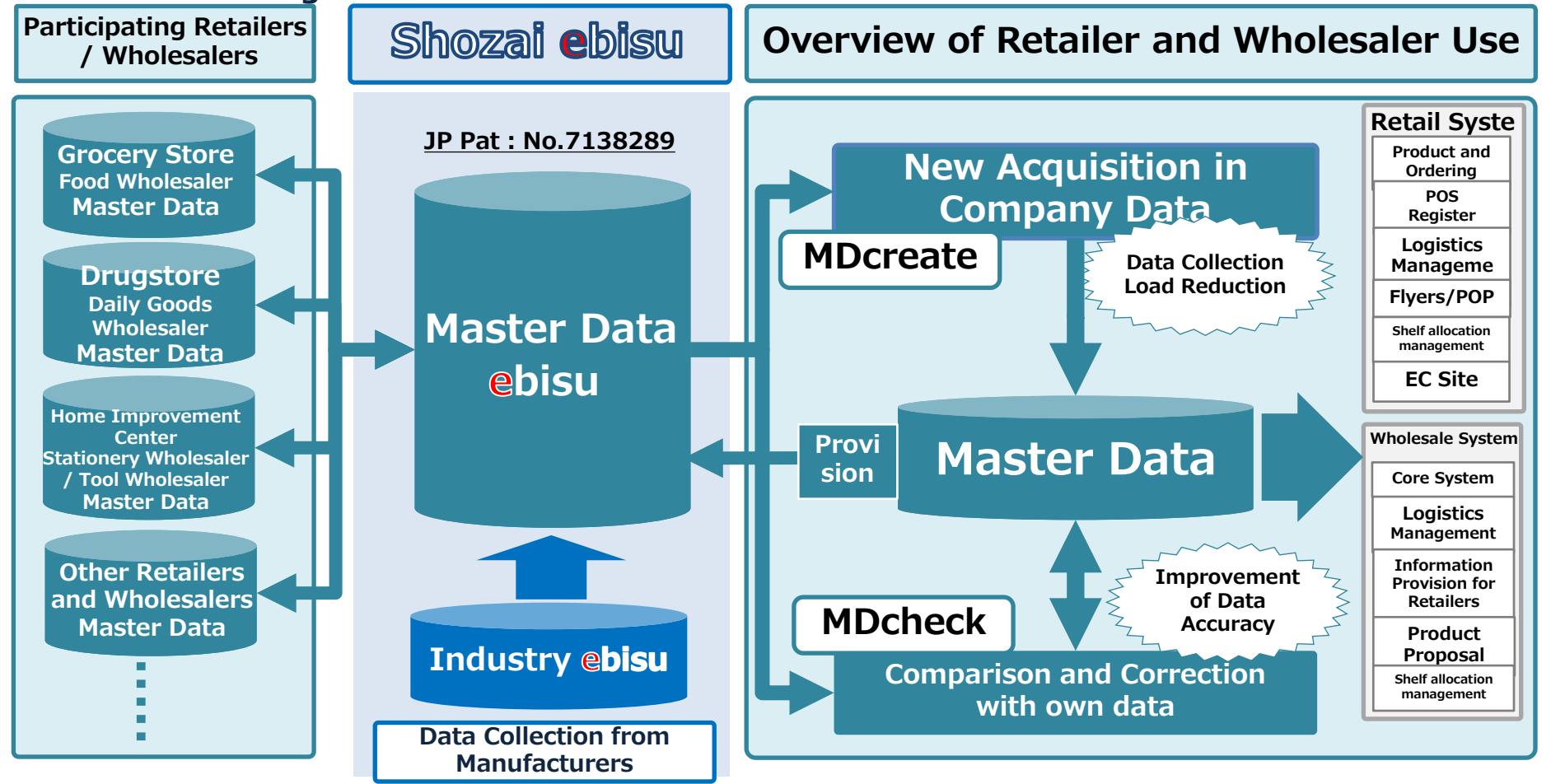
Cross-Industry

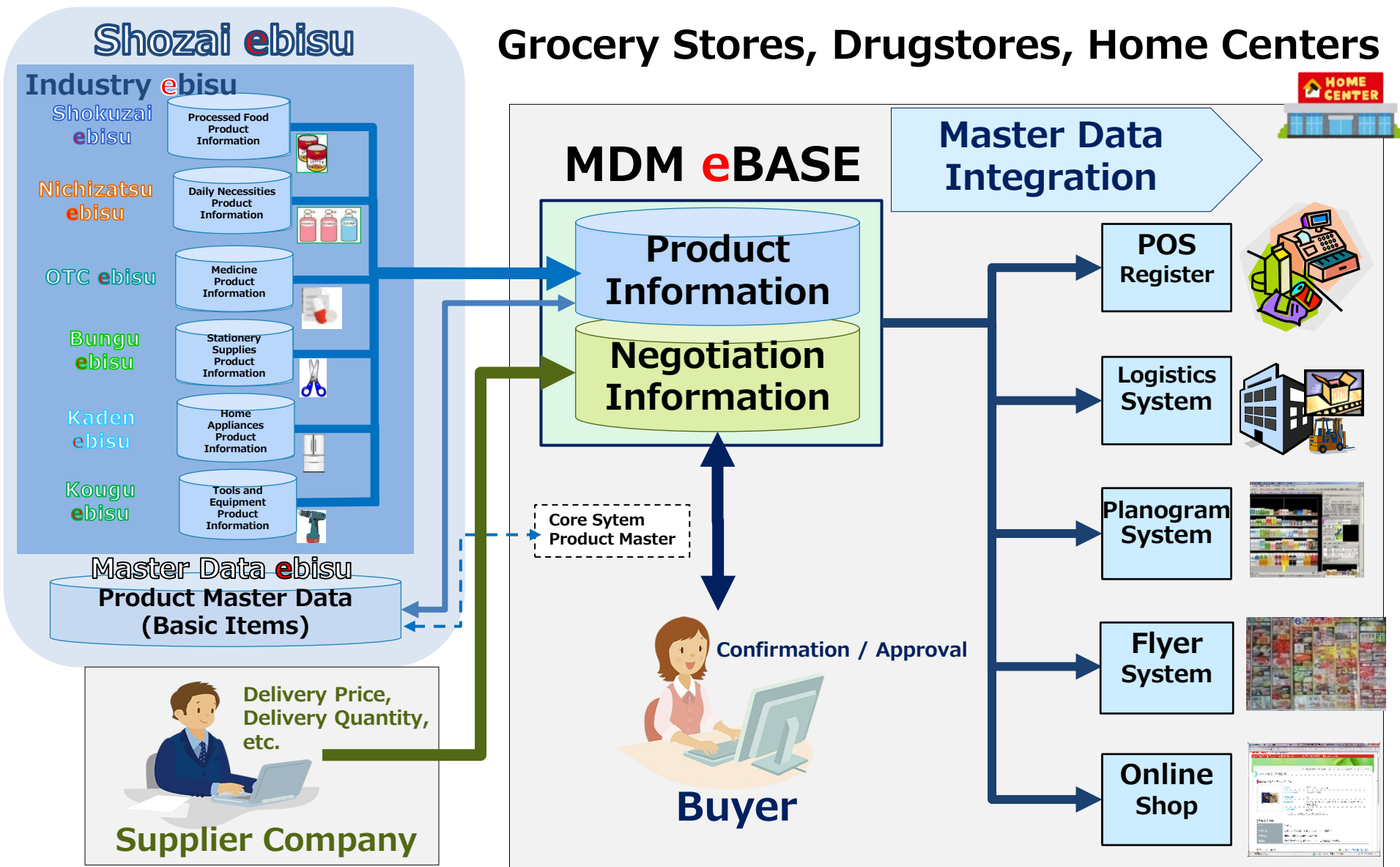
Product Master Data Pool Service

(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!

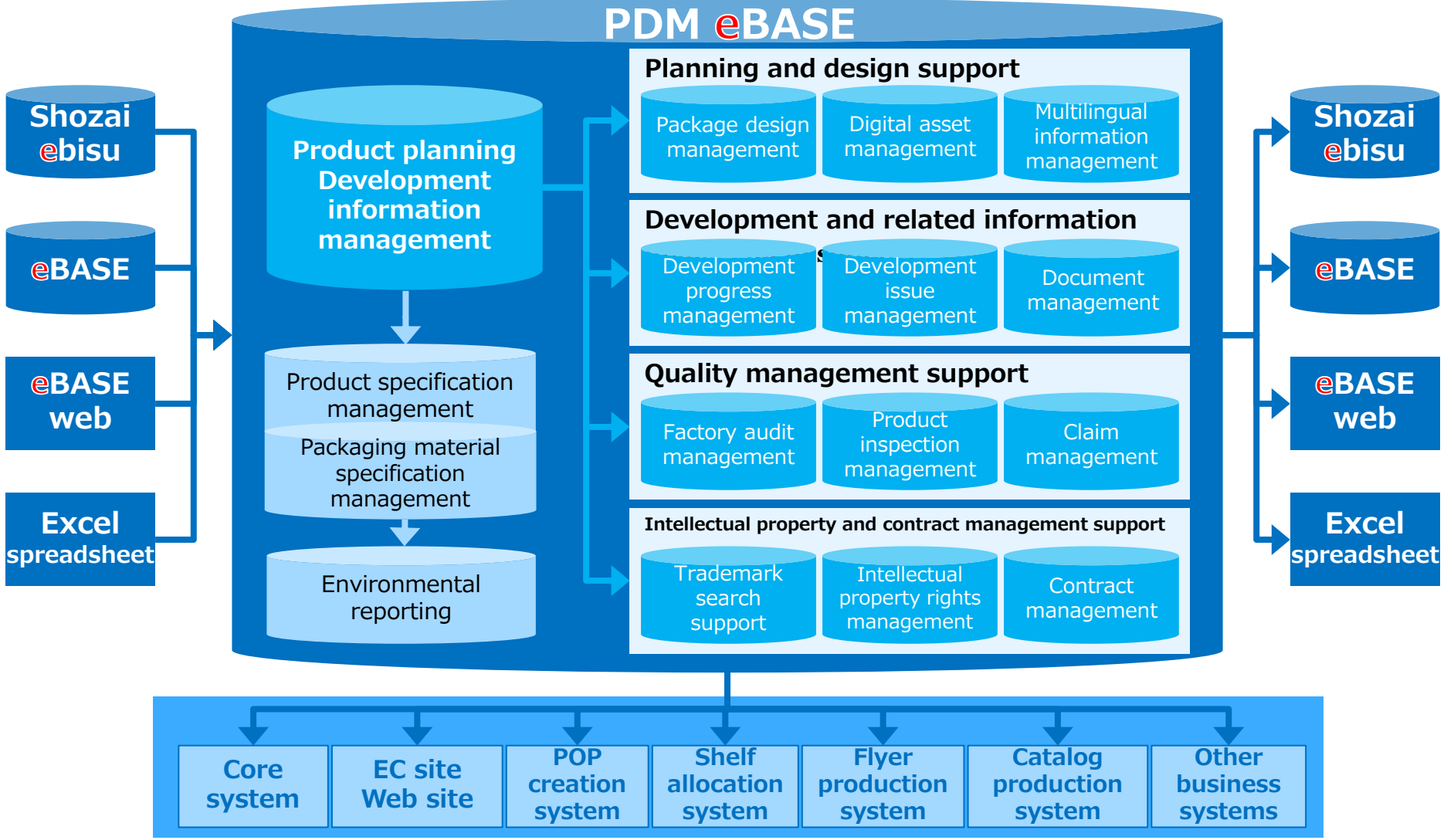




1<sup>st</sup> eBASE

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!

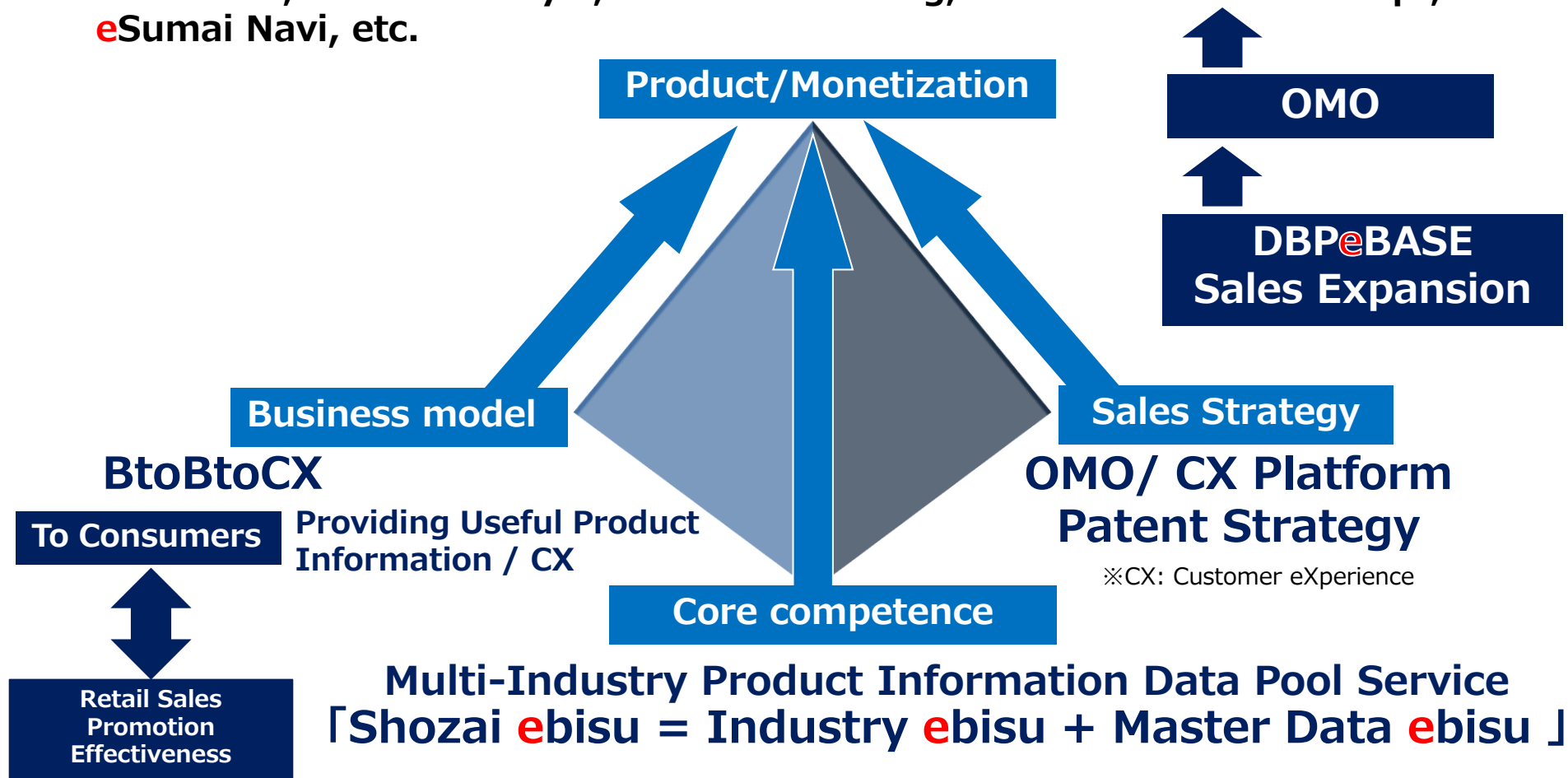


# 2<sup>nd</sup> eBASE BtoBtoC/ Business Strategy for Utilizing Consumer Product Information

For  
Consumers

## Distributing Lifestyle Applications to Consumers Through Retail

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



# 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

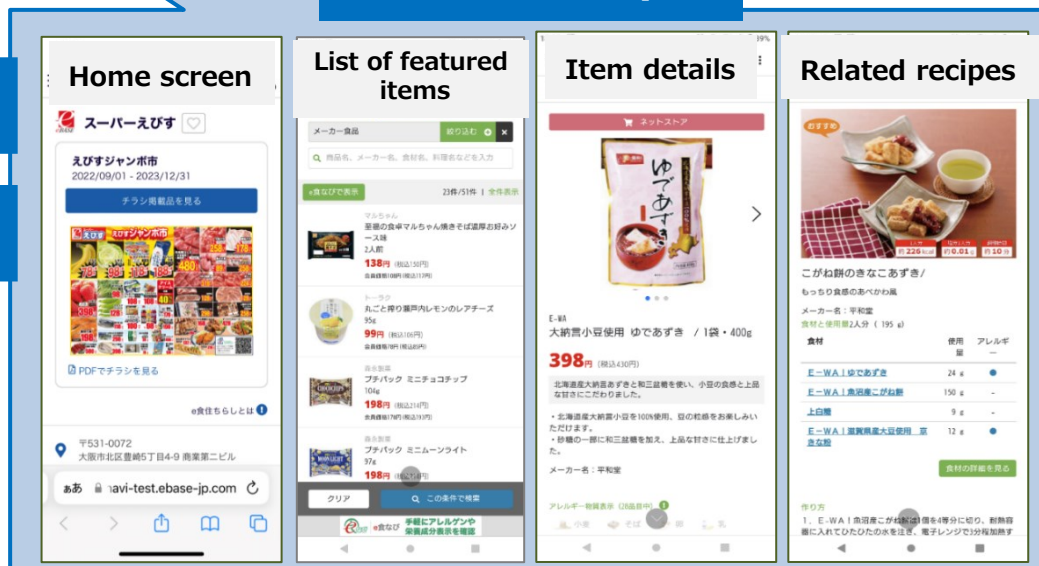


Encourage store visits

E-commerce site  
Online supermarket

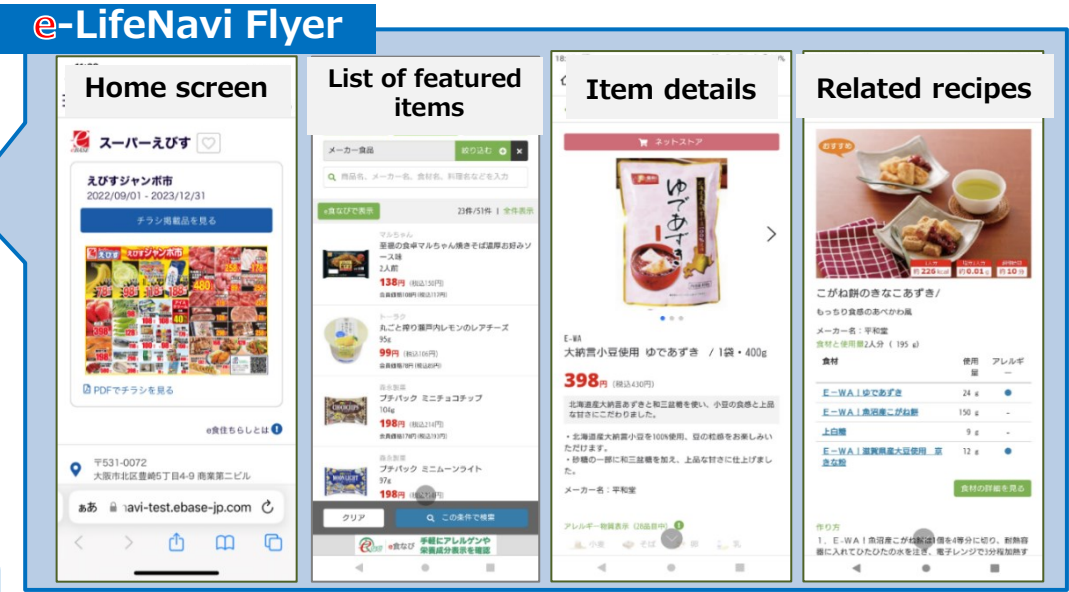
Promote usage

"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!



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!



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!

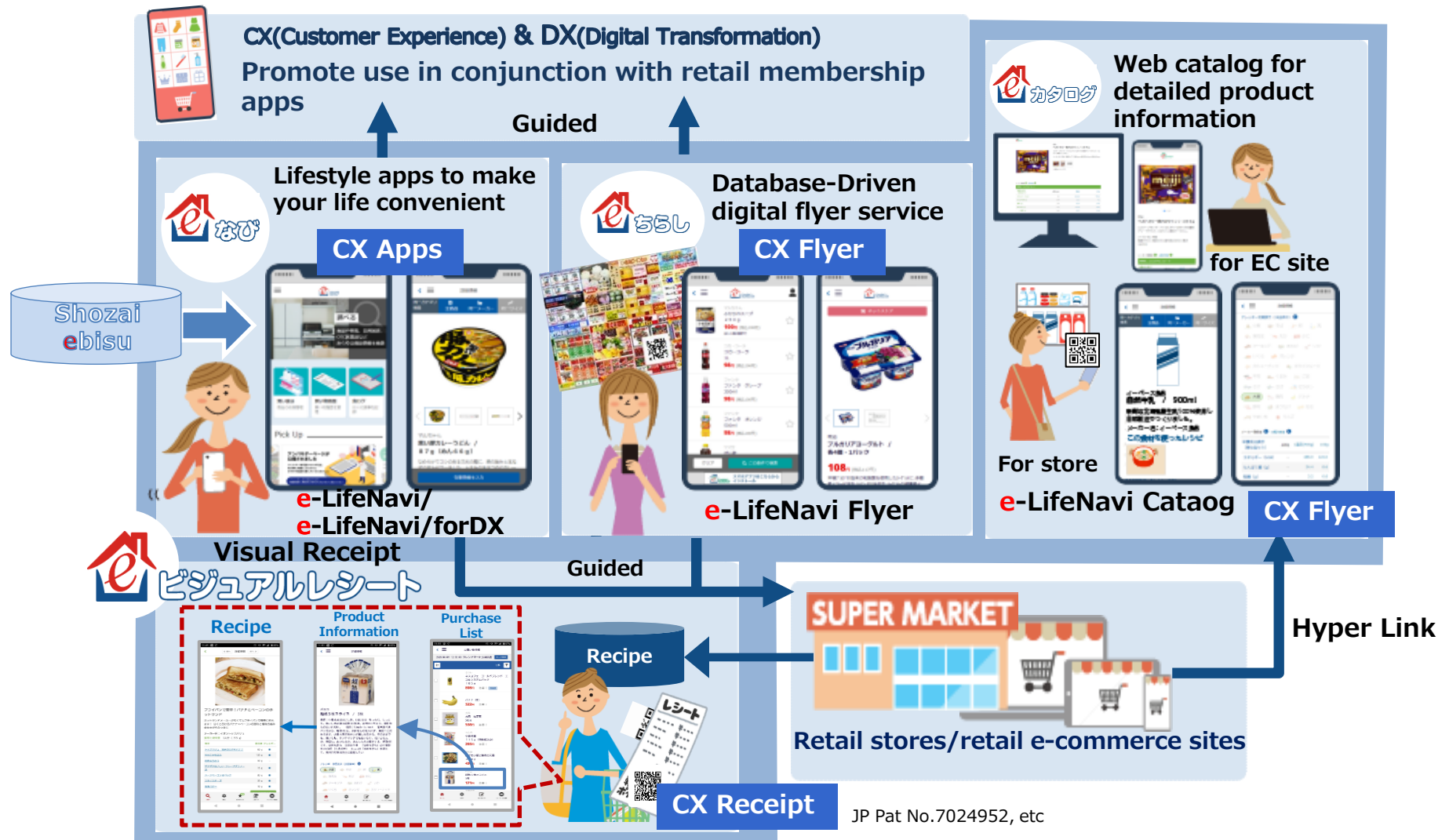
Shrink flyer sizes and use "e-LifeNavi Flyer" to include products that can't be listed!

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

Further DX!

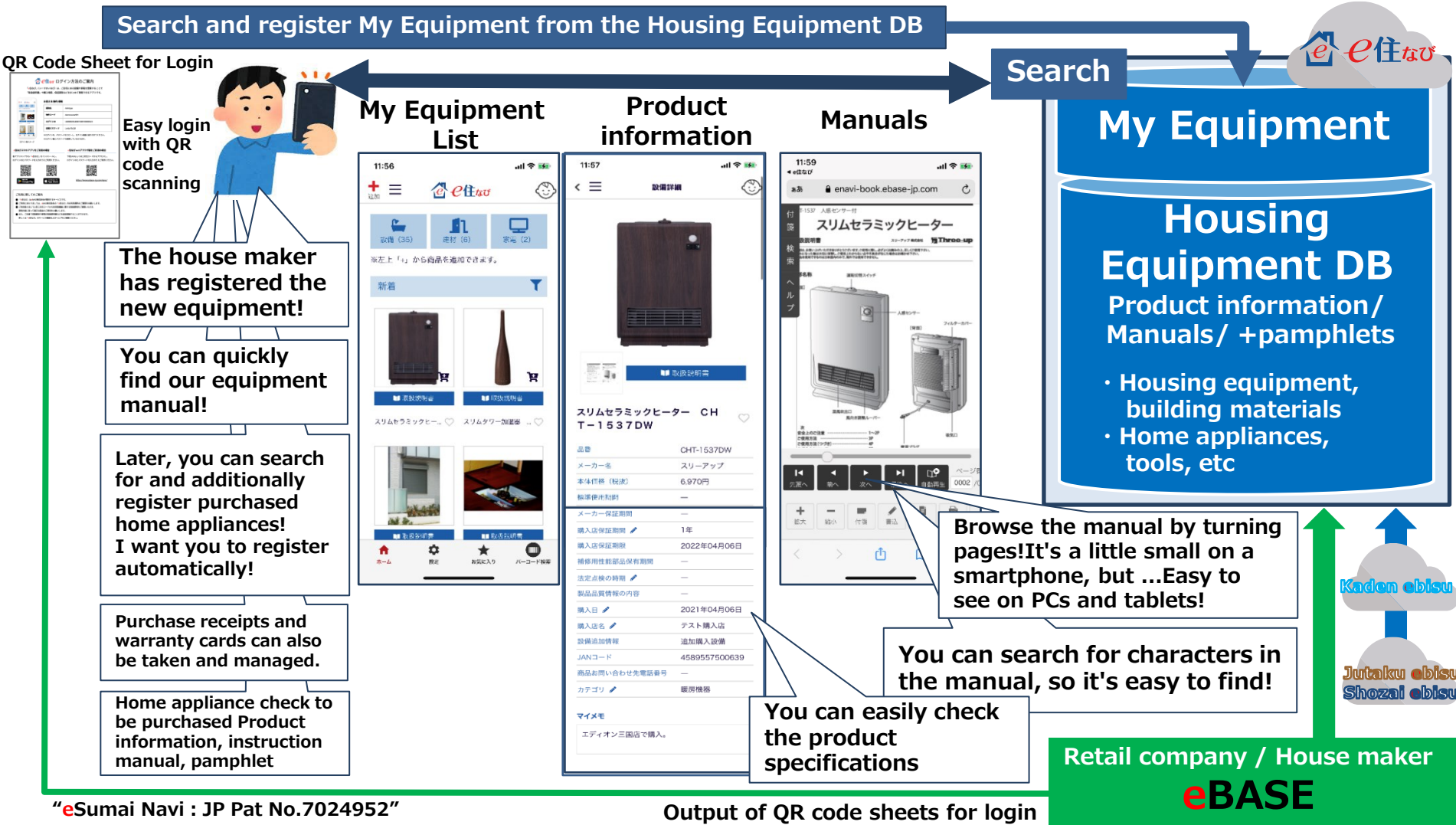
※DX(Digital Transformation)

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

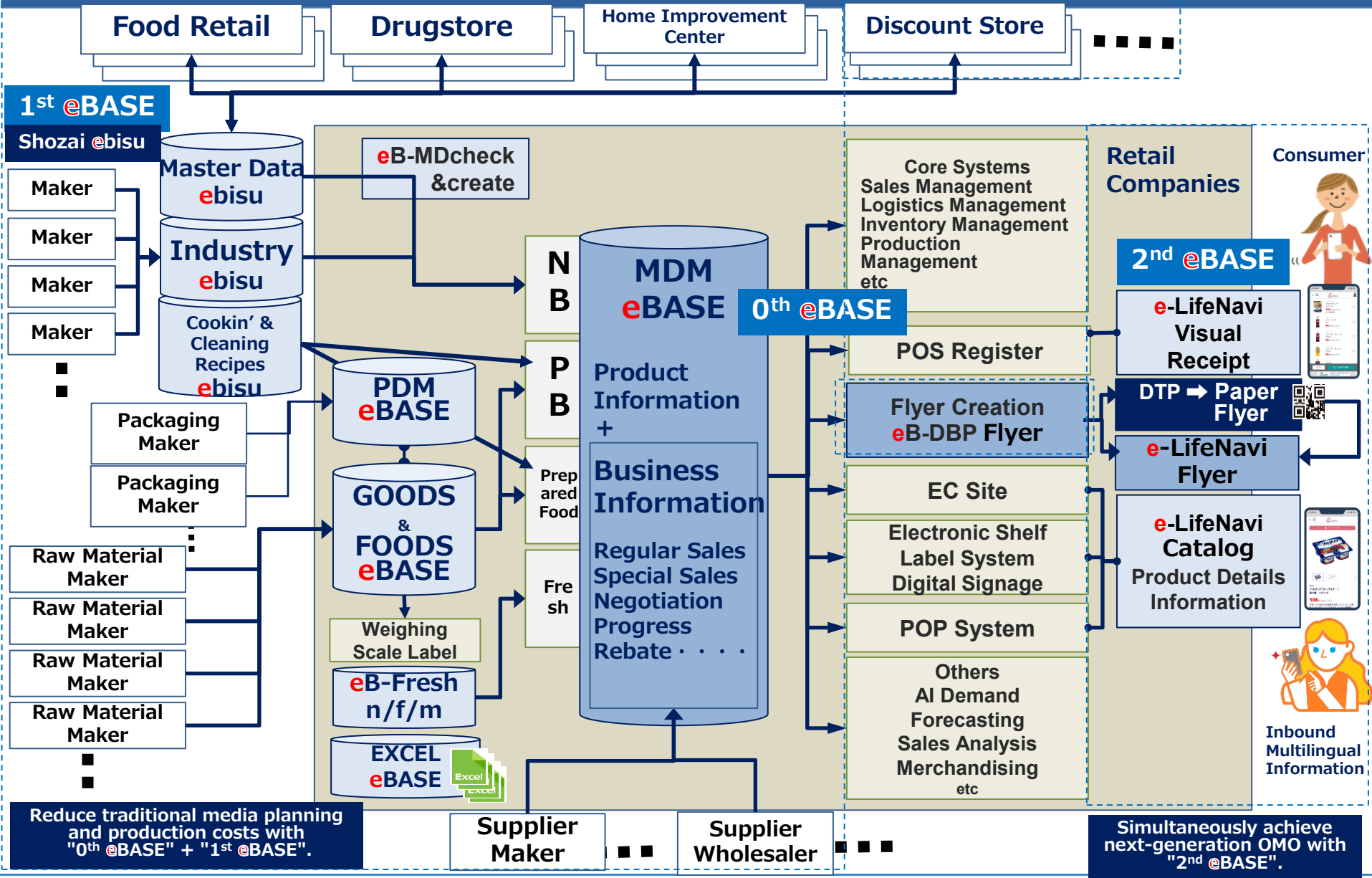


Note: "e-LifeNavi for DX" is a DX promotion tool for retailers and manufacturers. It is an easy-order type DX app that tailors the functionality of "e-LifeNavi" to the products handled by individual companies.

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



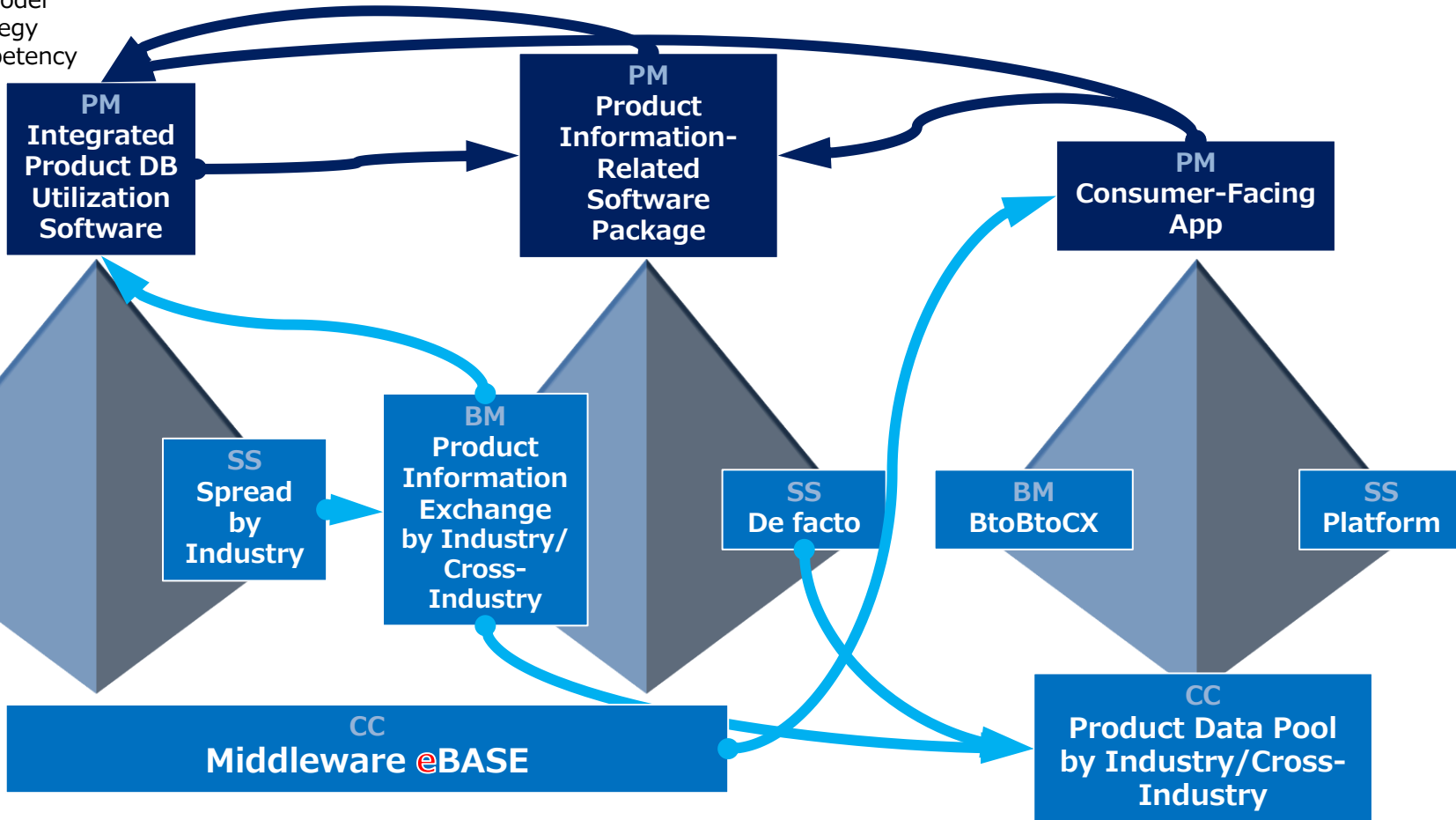
# Overview of eBASE Total Solution (Retail Company Case Study)



# 0<sup>th</sup> → 1<sup>st</sup> → 2<sup>nd</sup> eBASE Business Strategy and Synergies



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



# **eBASE Business Report**

## **BtoB Business Strategy (0<sup>th</sup>/1<sup>st</sup>) Progress**

### ■ 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.  
 YAKO 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 SHOKUJIN Co., Ltd.  
 Ishikawa Chuou syokuhin Co., Ltd.

ITOCHU-SHOKUJIN Co., Ltd.  
 KATO SANGYO CO., LTD.  
 Kankan Inc.  
 KOKUBU GROUP CORP.  
 GOGYOFUKU CO. LTD.  
 SHIDAX CORPORATION.  
 Japan Infores, 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.

Shikoku Nissin Food Products.  
 SHINOBU FOODS PRODUCTS CO., LTD.  
 Sugakiya foods Co., Ltd.  
 SUGIYO CO., LTD.  
 DyDo DRINCO, INC.  
 Takaki Bakery Co. Ltd.  
 TAKARA SHUZO CO., LTD.  
 Tokai Pickling Co., Ltd.  
 TOKATSU FOODS CO., LTD.  
 Toraku Foods Co., Ltd.  
 DONQ Co., LTD.  
 NAGATANIEN CO., LTD.  
 Izasa Nakatanihonpo, Inc.  
 NICKY FOODS CO., LTD.  
 NISSIN FOODS HOLDINGS CO., LTD.  
 HAKUTSURI 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

# 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 CHEMICAL CO., LTD.  
SEKISUI HOUSE, LTD.  
DAIWA HOUSE INDUSTRY CO., LTD.  
TOYOTA HOUSING CORPORATION,  
Panasonic Homes Co., Ltd.  
Mitsui Home Co.,Ltd.  
ANABUKI CONSTRUCTION INC.  
MAZROC. co.ltd.  
Sangetsu Corporation  
DAIKEN CORPORATION  
TOLI Corporation  
SUMITOMO FORESTRY INFORMATION  
SYSTEMS CO.,LTD.  
Electric Works Company,  
Panasonic Corporation  
Heating & Ventilation A/C Company,  
Panasonic Corporation
- **Home Center / Appliance Industry**  
YAMADA DENKI CO., LTD.  
EDION Corporation  
ARCLANDS CO.,LTD.  
CAINZ CORPORATION  
KOHNAN SHOJI CO., LTD.  
D C M Co., Ltd.  
Makiya co.,ltd
- **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.  
SAKURA COLOR PRODUCTS  
CORPORATION  
Shachihata Inc.  
OKAMURA CORPORATION  
Kaunet Co., Ltd.  
PLUS CORPORATION
- **Tool Industry**  
THE KIIICHI TOOLS Co., Ltd.  
Shimatsu co.,ltd  
Naito & Co.,Ltd.  
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**

1<sup>st</sup> eBASE Use Case of Generative AI: AI Inspection Support Service  
'eB-foods/AI Inspection'

「Example of a Food Label」

Processed Food Manufacturers/Retailer PB  
Packaging Label/Unified Label

名称	ドーナツ
原材料名	ミックス粉（国内製造）〔小麦粉、砂糖、でん粉（小麦を含む）、食用油脂（大豆を含む）、脱脂粉乳、デキストリン、食塩〕、食用油脂、液卵、加糖卵黄（卵を含む）、発酵バター（乳成分を含む） <div>Dairy-derived</div>
添加物名	加工でん粉（小麦を含む）、トランス脂肪酸、ベーキングパウダー、カゼインNa（乳由来）、乳化剤（乳成分・大豆を含む）、香料（乳成分を含む）、増粘剤（キサンタンガム）、酸化防止剤（V.E） <div>Thickeners</div>
内容量	6個 <div>6 pieces</div>
期限区分	賞味期限
賞味期限	パッケージ表面の上部に記載
保存方法	直射日光、高温多湿を避けて保存してください。
販売者	株式会社〇〇〇 大阪府大阪市〇〇〇

[Non-compliance]

There is a discrepancy between the basic information and the registered ingredient list, which may result in a violation of food labeling laws.

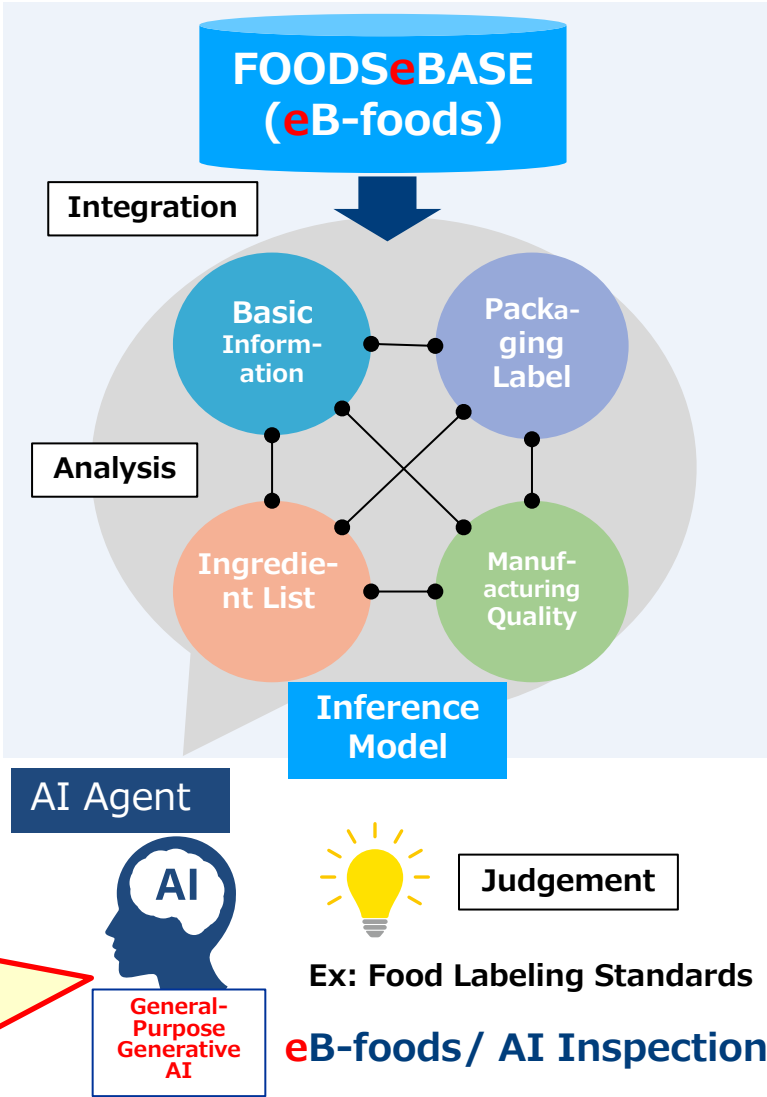
1. Additive Name :

- There is no allergen registration for 'Casein Sodium' in the ingredient list.
- The intended use of 'Xanthan Gum' in the ingredient list is 'thickening agent.'

2. Net Weight :

- The specification in the basic information is '5 pieces.'

eBASE's Proprietary Product Data



## Food industry

## FY2026 Result Policies

- Promoting the overall optimization of exchanging comprehensive product information, including food safety, business, and promotional information.
- Continued Promotion of the Food Quality Management (Product Specification Information Management) System 'FOODS eBASE.'
- Promotion of the Product Data Pool Service 'Shozai eBisu = Industry eBisu (Shokuzai eBisu) + Master Data eBisu.'
- Deployment of the Retail Product Master Management System 'MDM eBASE,' which integrates with 'Shozai eBisu.'
- Deployment of the Product Planning and Development Support System 'PDM eBASE' for Retail Private Brands and Manufacturers.
- Deployment of the Database Publishing Solution 'DBP eBASE (eB-DBP Flyers)' to Achieve OMO.
- 2nd eBASE (BtoBtoC): Integration and deployment to the 'e-LifeNavi' series.

## Its progress

- Sales results (1Q) : 206 million yen (YoY: -0.9%、 -1 million yen)
- Revenue slightly decreased compared to the same quarter last year due to ongoing progress in the adoption of '2nd eBASE.'

## 【Sales】

- A major project for server enhancement from a private brand subsidiary of an existing major retail customer.

## 【Orders】

- Secured an upsell order for a major project from an existing large convenience store client to build a product master information registration system, integrating 'MDM eBASE' and 'FOODS/GOODS eBASE' with 'Shozai eBisu.'
- Received an upsell order for the additional implementation of 'FOODS eBASE' from an existing customer, a cooperative federation primarily offering home delivery to 1.7 million members across Tokyo and 12 prefectures, following the introduction of 'GOODS eBASE.'

## 【Approach】

- Developed and released a new AI inspection option, 'eB-foods/AI Inspection,' to assist with determining compliance with food laws.

## Daily necessities goods industry

### FY2026 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.).
- Continued promotion of the product specification information management database for daily goods and miscellaneous items, 'GOODS eBASE.'
- Promotion of 'Shozai eBisu' focused on the product data pool service 'Industry eBisu (Nichizatsu eBisu).'
- Deployment of 'MDM/PDM/DBP eBASE (eB-DBP Catalog)' integrated with 'Shozai eBisu.'
- Enhanced deployment of the database publishing solution 'DBP eBASE' to achieve OMO.
- Deployment of customized eBASE integrated product databases developed for individual clients, as well as the construction of large-scale product database-driven websites 'DBP eBASE (eB-DBPweb).'
- 2<sup>nd</sup> eBASE (BtoBtoC): Integration and deployment to the 'e-LifeNavi' series.

### Its progress

- Sales results (1Q) : 145 million yen (YoY: -4.1%、 -6 million yen)
- Revenue slightly decreased compared to the same quarter last year due to the impact of promoting the adoption of '2<sup>nd</sup> eBASE.'

#### 【Sales】

- A development project for a product detail information maintenance feature using 'GOODS eBASE' from an existing major car accessories retail client.

#### 【Orders】

- Secured a contract from a major office supply e-commerce company for a private brand product planning and development specification management system related to 'FOODS/GOODS/PDM eBASE.'
- Secured a continuation project from a catalog gift company to build an integrated product database using 'eB-DBP Catalog' and 'MDM eBASE.'
- Secured a major contract from a drugstore chain in the Tokai, Hokuriku, and Kinki regions for 'MDM eBASE' linked with 'Shozai eBisu.'

## Housing industry

### FY2026 Result Policies

- Promoting the industry standardization of the product data pool service 'Shozai ebisu (Industry ebisu (Jutaku ebisu)).'
- Promote the marketing of 'Shozai ebisu' centered around 'HOUSING eBASE,' integrated with 'Jutaku 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'.
- In addition to housing manufacturers, promote 2<sup>nd</sup> eBASE "eSumai Navi" to residential equipment and building materials manufacturers.

### Its progress

- Sales results (1Q) : 68 million yen (YoY: +13.4%、 +8 million yen)
- Revenue increased compared to the same quarter last year as medium-sized projects progressed ahead of schedule, exceeding 1Q plan expectations.

#### 【Sales】

- A medium-sized upsell project utilizing a product database-driven web catalog, 'eB-DBPweb,' for a major building materials manufacturer."

#### 【Orders】

- Secured a major contract from a leading building materials manufacturer to build a product planning and development information system using 'PDM eBASE.'

# **eBASE Business Report**

## **BtoBtoC Business Strategy (2<sup>nd</sup>) Progress**

## 【 Market Deployment 】

- Continued to promote and expand the consumer lifestyle app series 'e-LifeNavi' (including e-LifeNavi, Catalog, Flyers, Visual Receipt, eSumai Navi, etc.) to achieve OMO. This utilizes product information content from 'Shozai ebisu' across various industries, such as food supermarkets, general retail, convenience stores, drugstores, home centers, discount shops, supercenters, electronics retailers, and more.
- Operation of 'e-LifeNavi Catalog for EC' has begun at the Hokkaido subsidiary of a major general retail company.
- Installed promotional cards for the multilingual app version of 'e-LifeNavi Catalog' at a new store of a major electronics retailer in Narita International Airport.
- Started operation of 'eSumai Navi' in three newly-built condominium buildings by a mid-sized developer.



### Case Study of Operating 'e-LifeNavi Catalog for EC'



### Multilingual Version of 'e-LifeNavi Catalog' Case Study at Narita Airport Terminal 1 Store

#### Customer's E-commerce Site

#### Product Detail Display

#### Cooking Recipe Suggestions

#### Cooking Recipe



# **eBASE-PLUS Business Report**

## **IT Development Outsourcing 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)

### FY2026 Result Policies

- Maintain the existing IT development outsourcing business.
- Promoting the continuation of existing measures as a stable low-growth model.
- Continued new hiring and training through our in-house developed online education system, 'eB-learning.'
- Linkage with eBASE business.
- Promote quality M&A deals.

### Its progress

- Sales results (1Q) : 656 million yen (YoY: +1.5%、 +9 million yen)
- Profit results (1Q) : 101 million yen (YoY: -7.8%、 -8 million yen)
- Revenue progressed roughly as planned compared to the year-on-year.
- Ordinary profit decreased compared to the year-on-year, partly due to non-recurring non-operating income from investment activities in the previous year.
- 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.
- Continued to enhance and expand our in-house developed online education system, 'eB-learning,' which includes Java programming, IT infrastructure education, IT operation support, and more.
- 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.

# Corporate Philosophy of the eBASE Group



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