

# **FY2026 3rd Quarter Financial Results and Business reports**

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

January, 2026

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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>

# 【For Individual Investors】 Announcement of Online Earnings Briefing / IR Webinar

**For Individual Investors**

## Announcement of Online Earnings Briefing / IR Webinar

### FY2026 3rd Quarter Financial Results and Business reports



**Representative Director  
and President**

**Takao Iwata**

**S1 Feb. 5 (Thu)**  
19 : 00~20 : 30 JST

**S2 Feb. 14 (Sat)**  
14 : 00~15 : 30 JST

\*Choose one date / Same content



**Director and Operating  
officer, CFO**

**Katsuyasu Kubota**

**Free to attend/Pre-registration required/  
Live Q&A session included**

**On-demand Replay: Available on our YouTube  
channel from late February.**

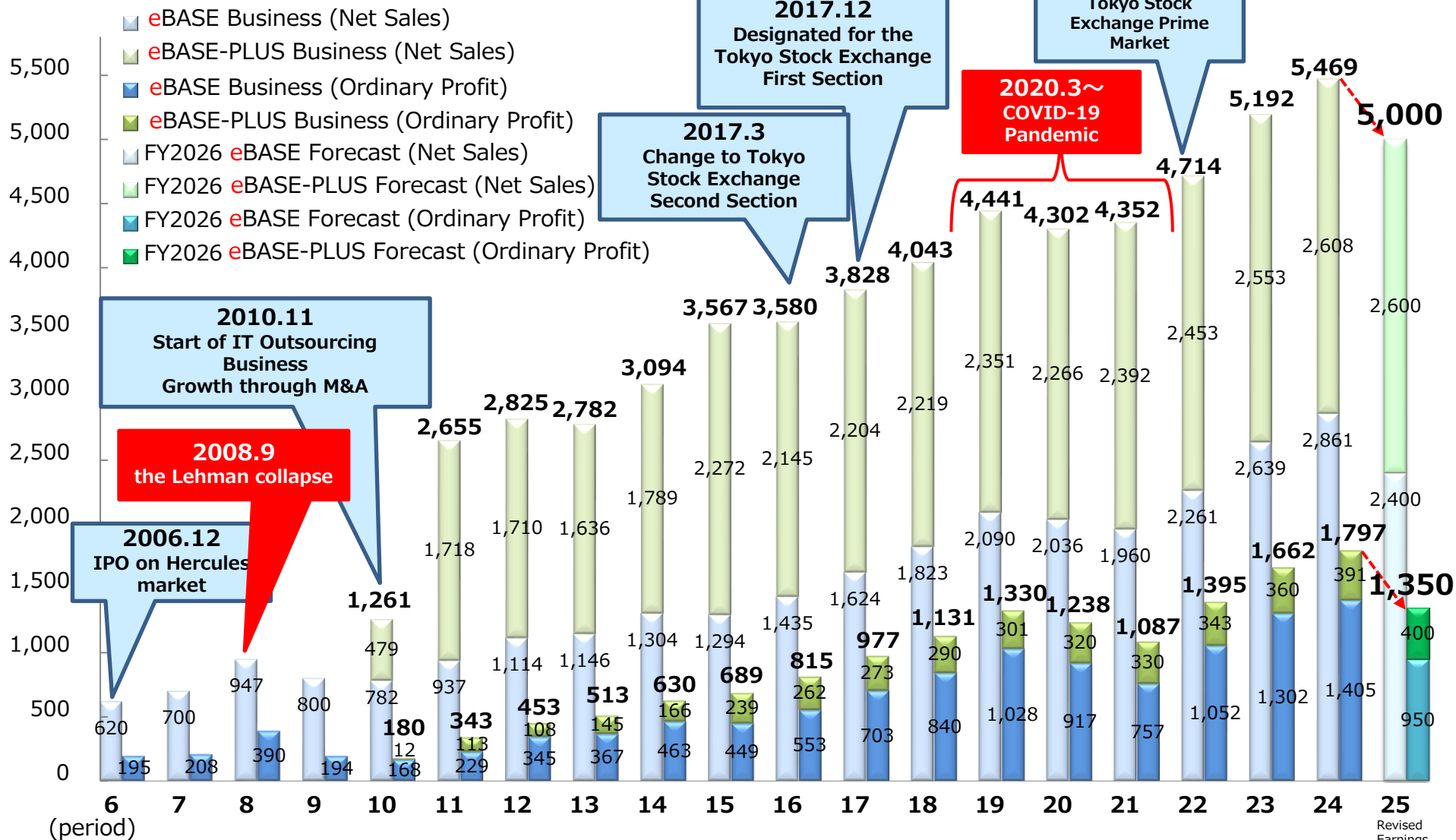


**Register Here ⇒**

<https://www.ebase.co.jp/individual-investor-briefing/index.html>

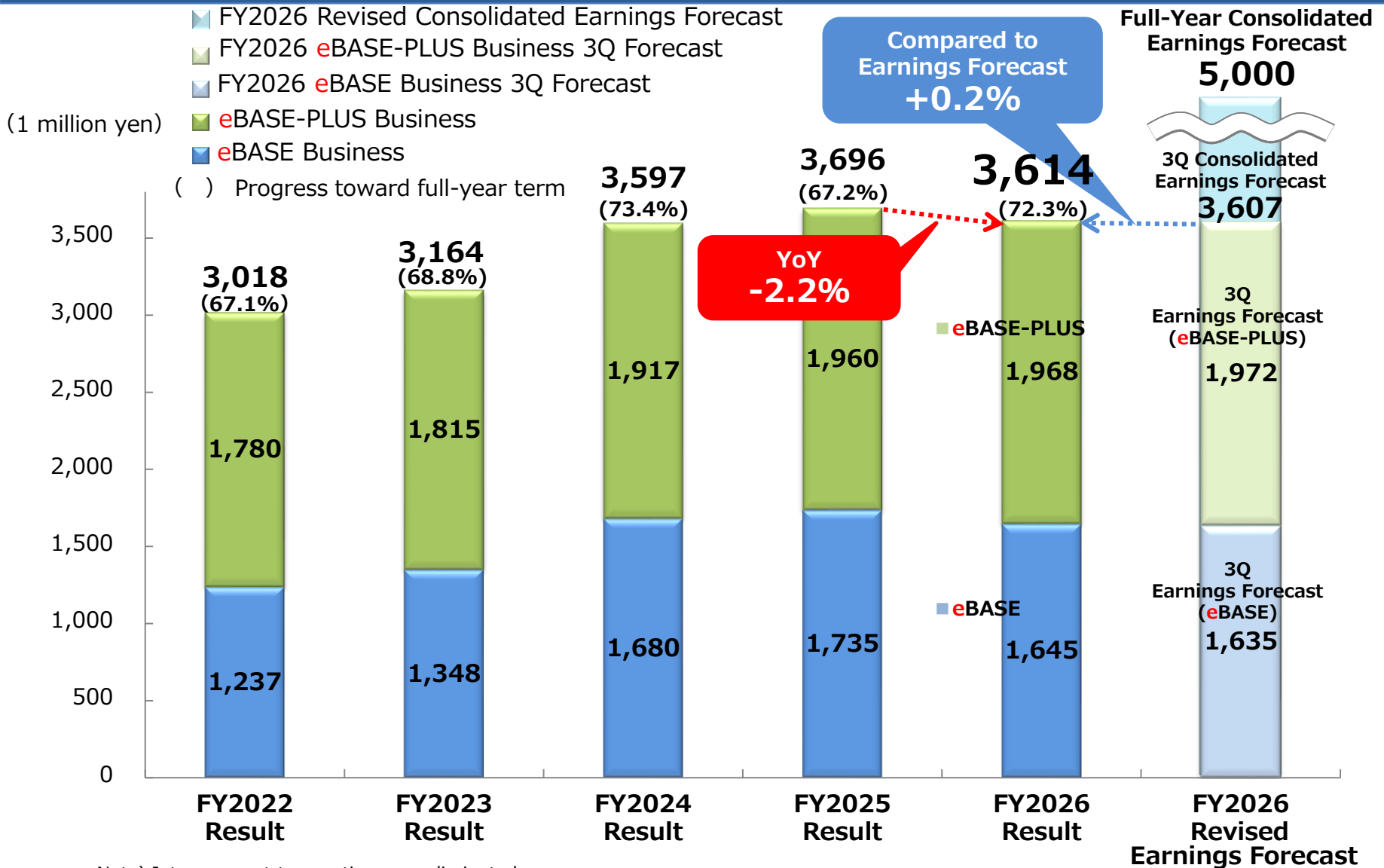
# Trends in sales and ordinary income since listing

(1 million yen)

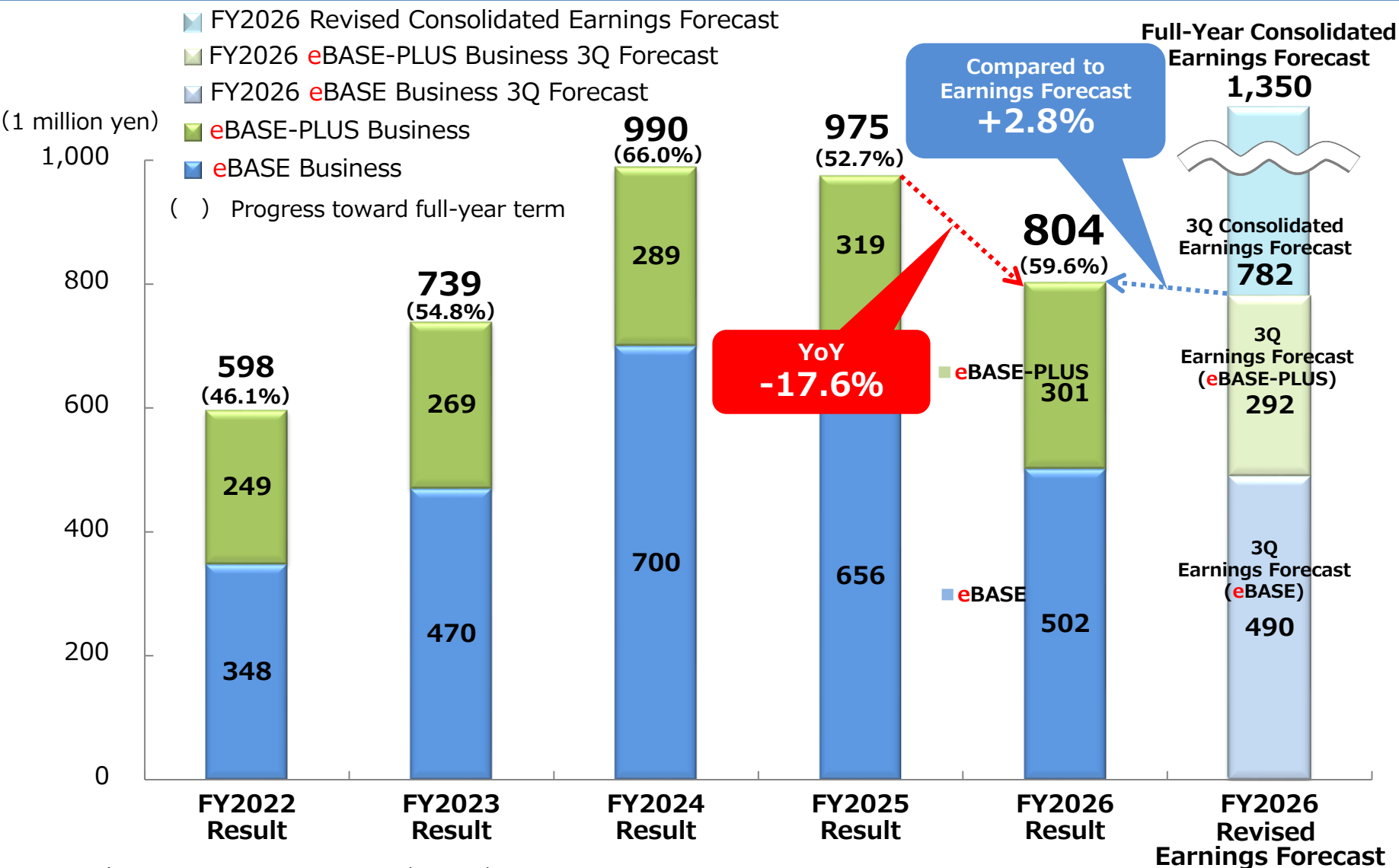


Note) For the notation of amounts, transactions between segments are offset and eliminated, and amounts less than one million yen are rounded down.

# FY2026/3Q Consolidated Net Sales



# FY2026/3Q Consolidated Ordinary profit



Note) Intersegment transactions are eliminated.

# FY2026/3Q Consolidated Results and Consolidated Balance Sheet

( 1 million yen )

	FY2022 Result	FY2023 Result	FY2024 Result	FY2025 Result	FY2026 Result
<b>Net sales</b>	3,018	3,164	3,597	3,696	<b>3,614</b>
(eBASE Business)	(1,237)	(1,348)	(1,680)	(1,735)	(1,645)
(eBASE-PLUS Business)	(1,782)	(1,817)	(1,918)	(1,975)	(1,976)
(Intersegment transactions)	(-1)	(-1)	(-1)	(-14)	(-8)
<b>Operating Income</b>	598	714	981	940	<b>782</b>
<b>Ordinary income</b>	598	739	990	975	<b>804</b>
(eBASE Business)	(348)	(470)	(700)	(656)	(502)
(eBASE-PLUS Business)	(249)	(269)	(289)	(319)	(301)
(Intersegment transactions)	(0)	(0)	(0)	(0)	(-)
<b>Net income*</b>	410	504	676	650	<b>546</b>

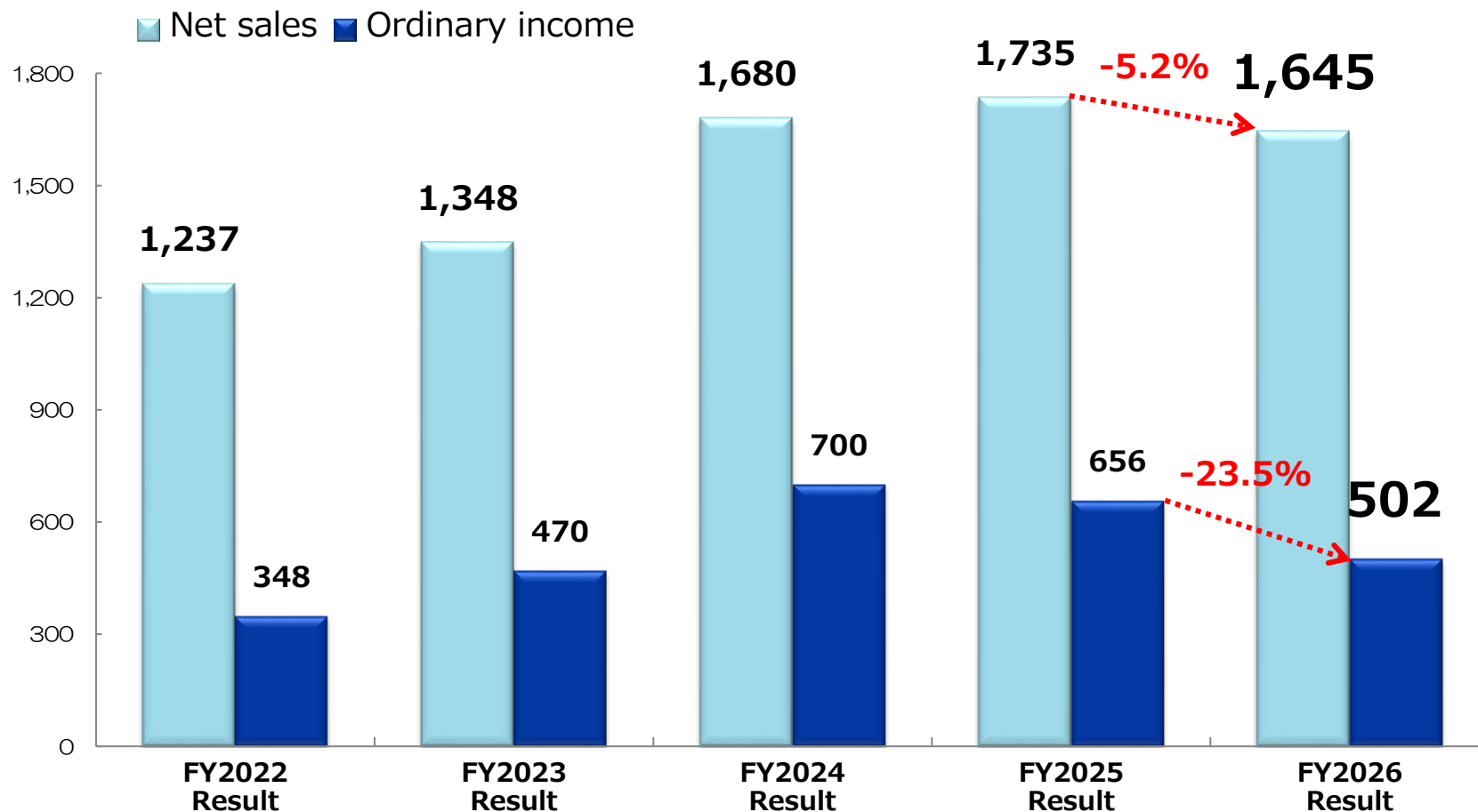
	Prior period (As of March 2025)	As of Dec. 31, 2025	Increased/ Decreased	* Quarterly Net Income Attributable to Owners of the Parent.
Current assets	6,422	<b>5,604</b>	-818	Cash and deposits -792, Accounts receivable - trade, and contract assets-226, Securities+107, Other+127
Fixed assets	1,690	<b>2,003</b>	+313	
(Property, plant and equipment+Intangible assets)	(288)	<b>(312)</b>	(+23)	
(Other assets)	(1,401)	<b>(1,691)</b>	(+290)	Investment securities+288
Total assets	8,112	<b>7,608</b>	-504	
Current liabilities	745	<b>496</b>	-248	
Total liabilities	754	<b>522</b>	-231	
Total shareholder's equity	7,255	<b>6,948</b>	-306	Purchase of treasury shares -228 Retained earnings -77 (Dividend payment -624) (Net income* +546)
Subscription rights to shares	2	<b>0</b>	-2	
Total net assets	7,357	<b>7,085</b>	-272	
Total liabilities and net assets	8,112	<b>7,608</b>	-504	



# FY2026/3Q Results by Segment / eBASE Business

## eBASE Business (Packaged software business)

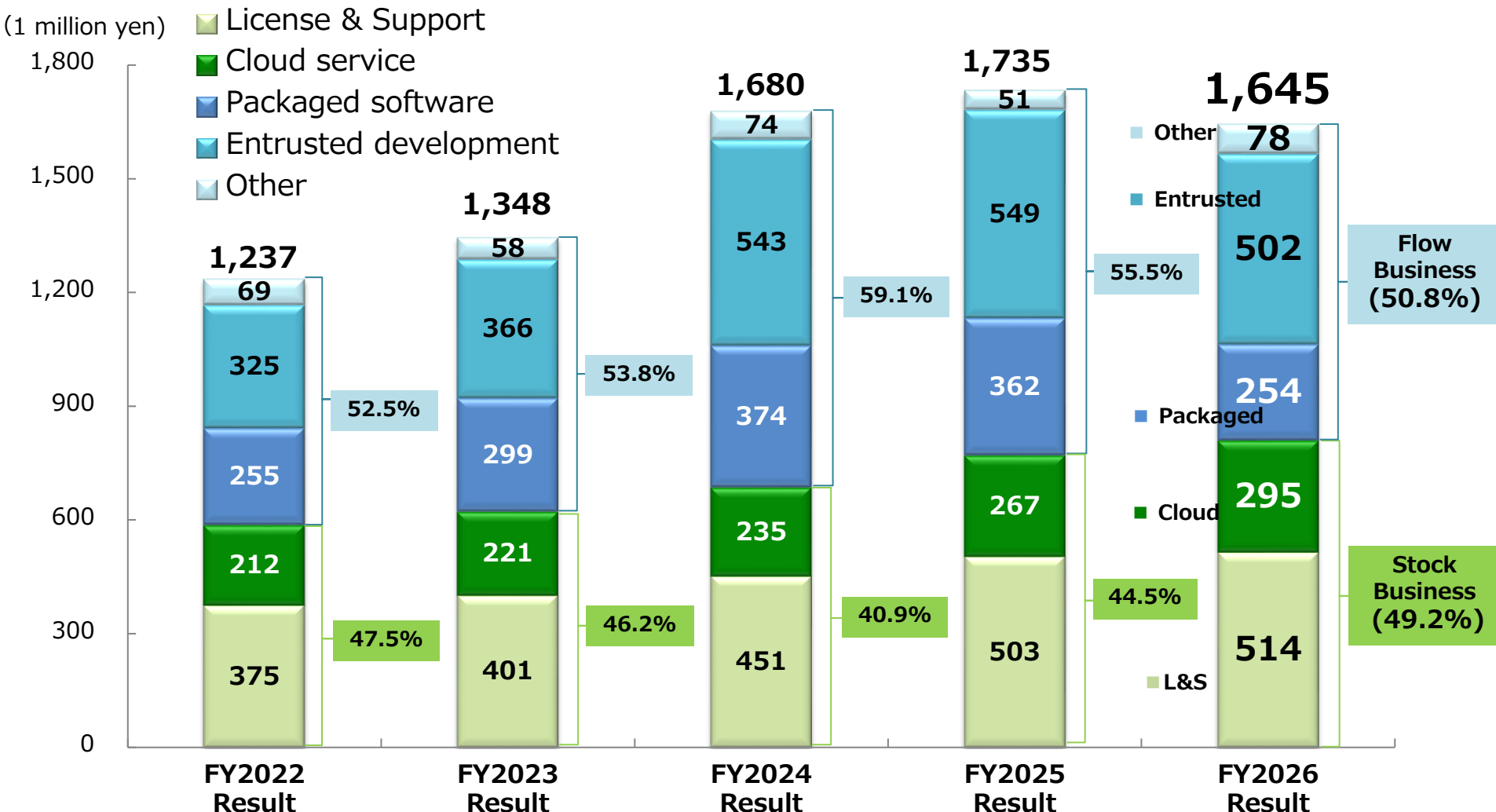
(1 million yen)



Note) Intersegment transactions have not been offset or eliminated.

# FY2026/3Q Results by Segment / eBASE Business

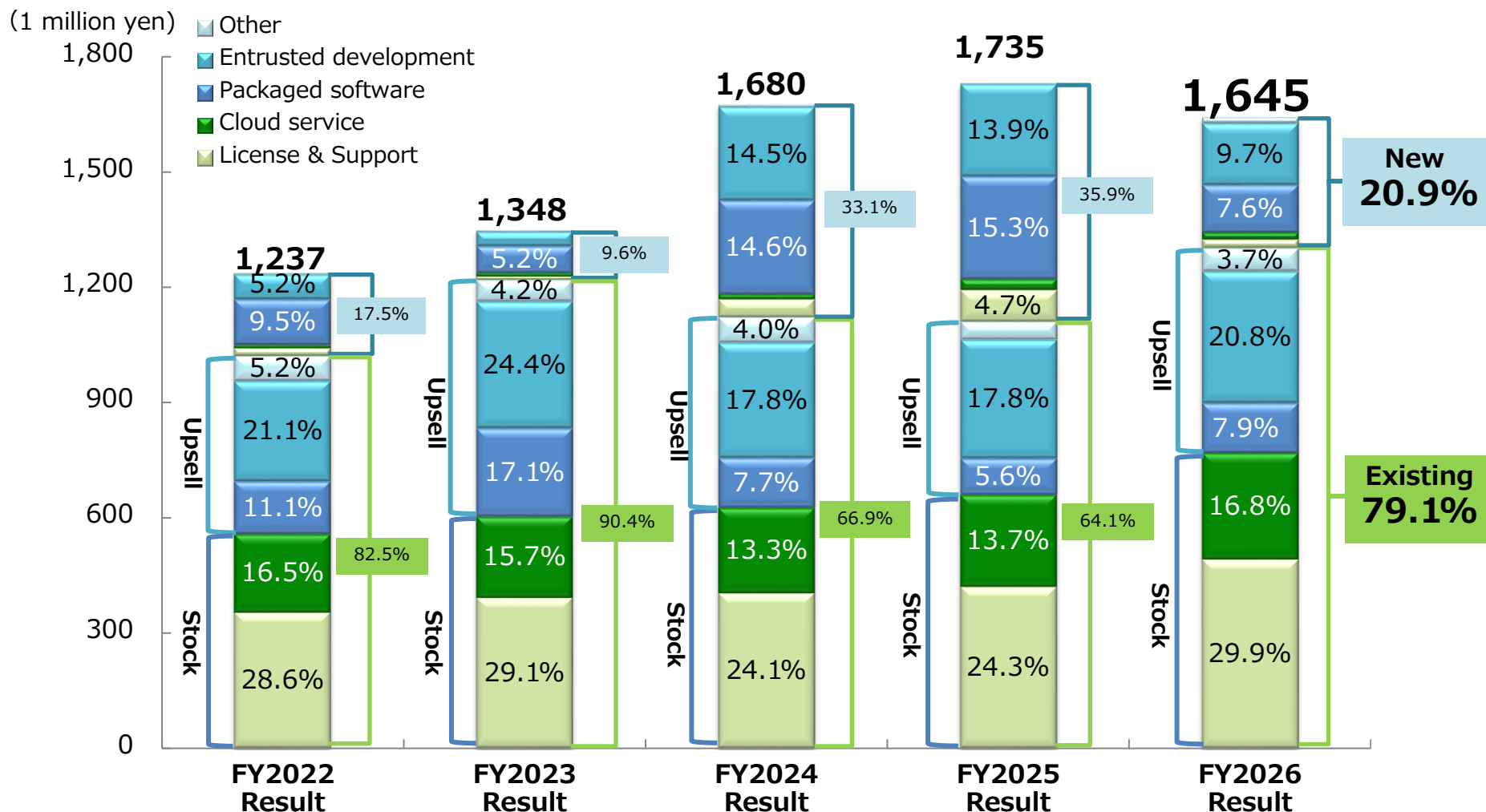
## Sales results by type



Note) Amounts less than one million yen are disregarded.

# FY2026/3Q Results by Segment / eBASE Business

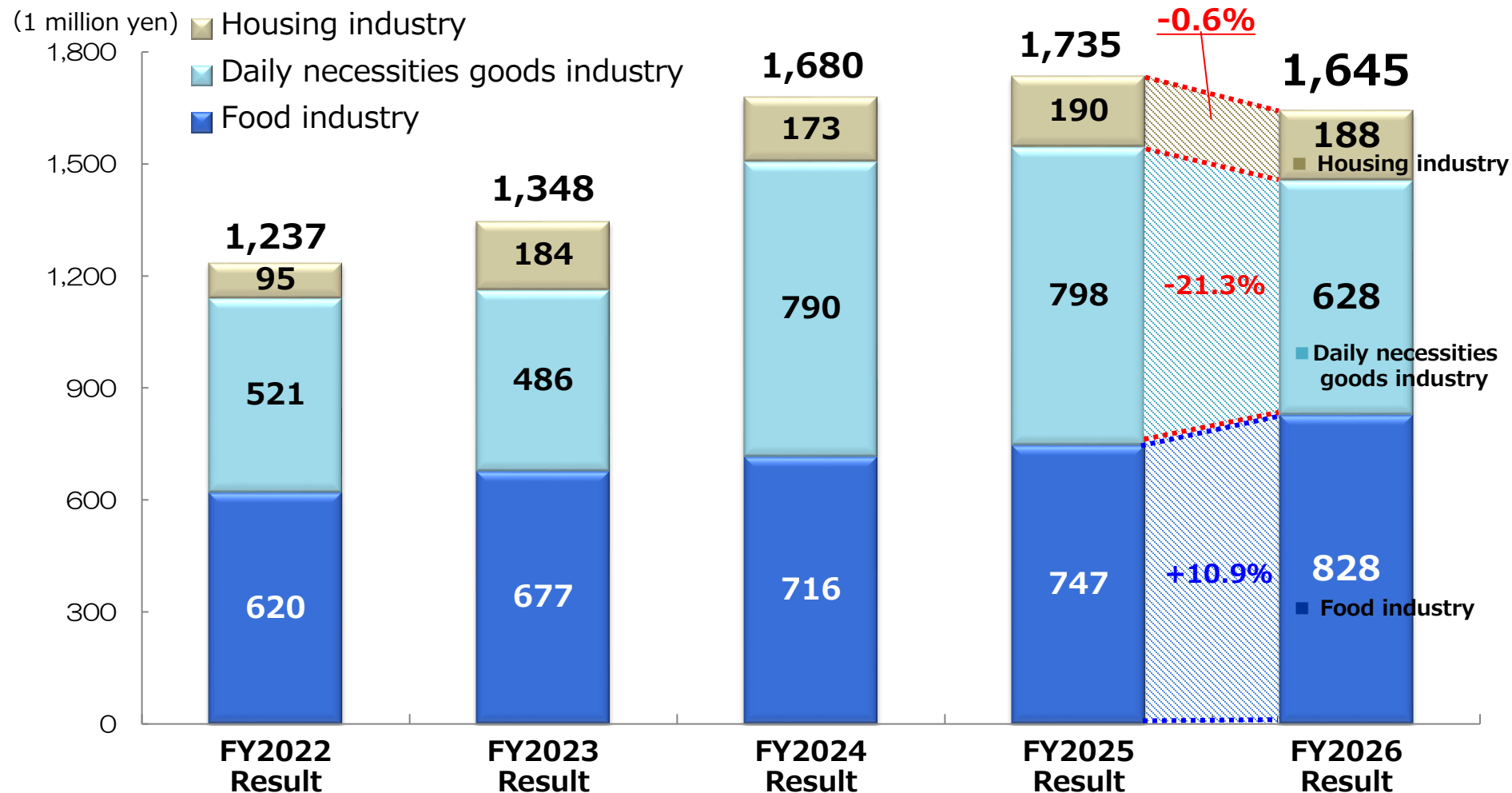
## Sales results by new and existing



Note) Figures less than 3% are omitted.

# FY2026/3Q Results by Segment / eBASE Business

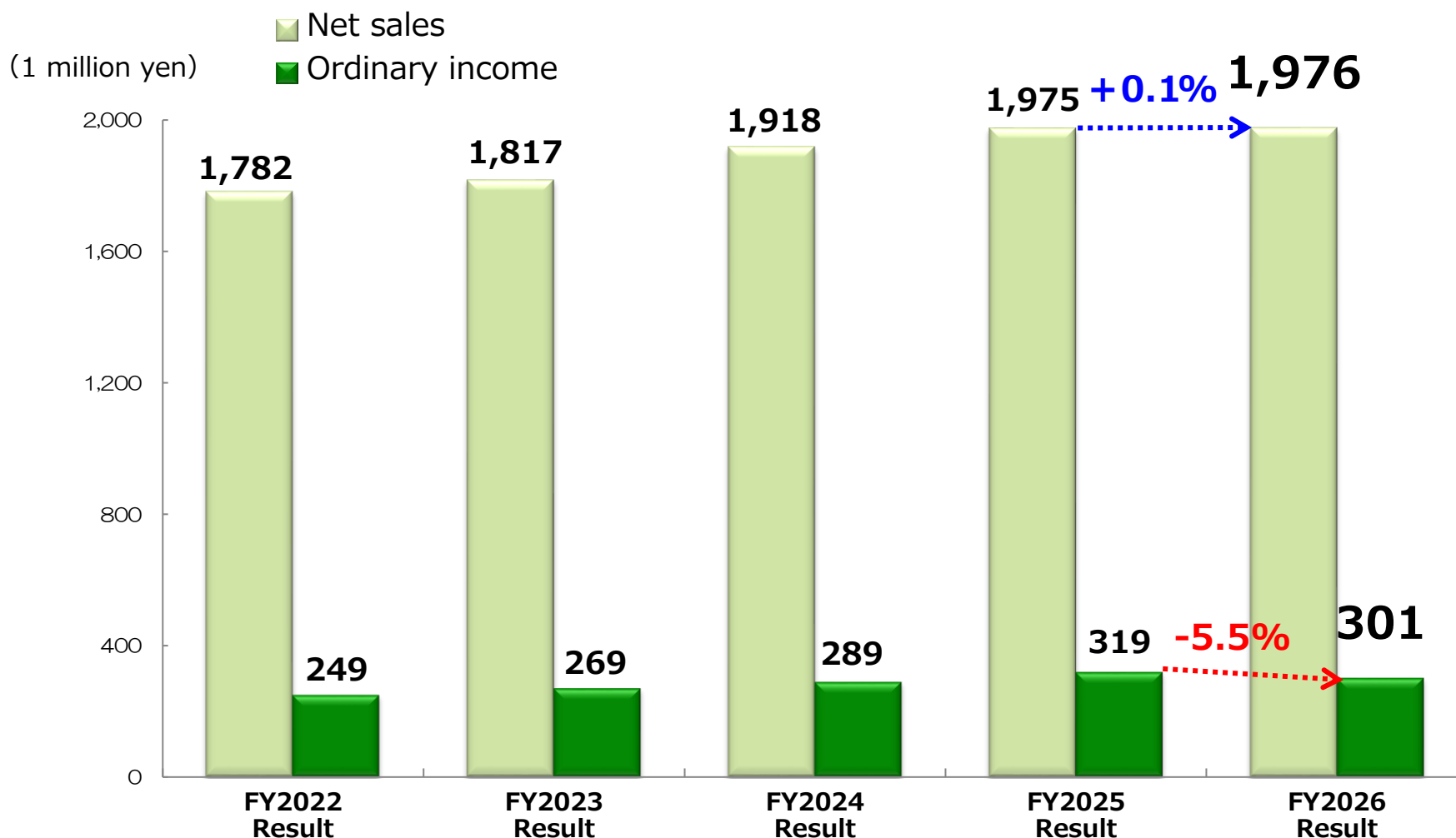
## Sales Results by Industry



Note) Amounts less than one million yen are disregarded.

# FY2026/3Q Results by Segment / eBASE-PLUS Business

## eBASE-PLUS Business (IT Outsourcing Business)

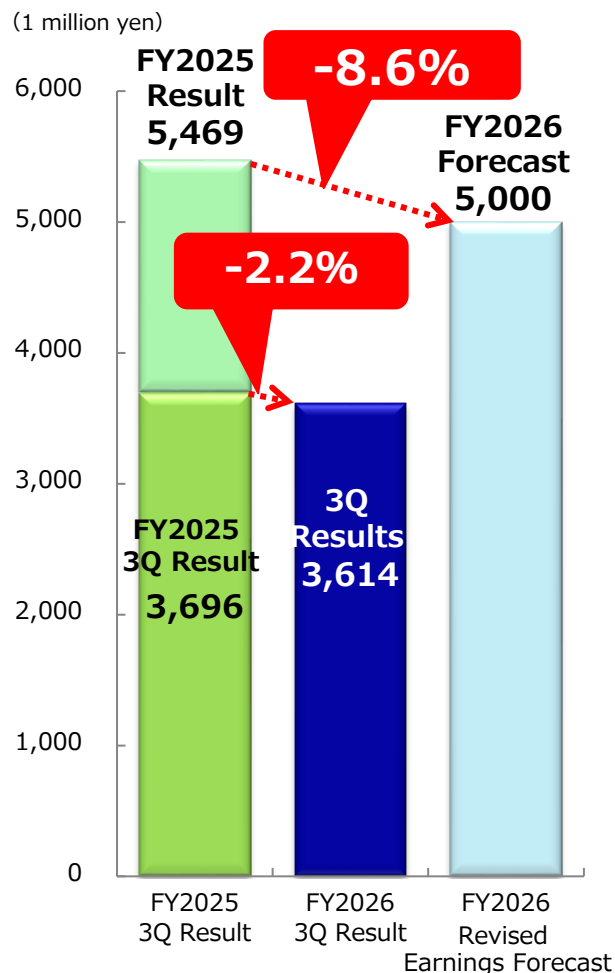


Note) Intersegment transactions have not been offset or eliminated.

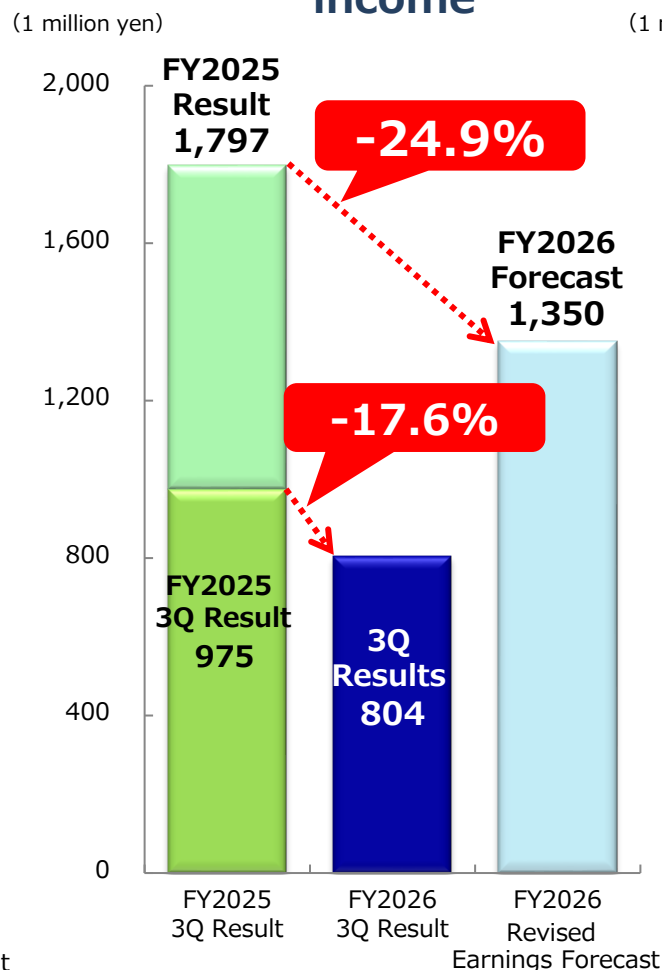
# Year ended March 2026 Earnings forecasts

■ FY2025 3rd Quarter Result  
 ■ FY2025 Result  
 ■ FY2026 3rd Quarter Result  
 ■ FY2026 Forecast

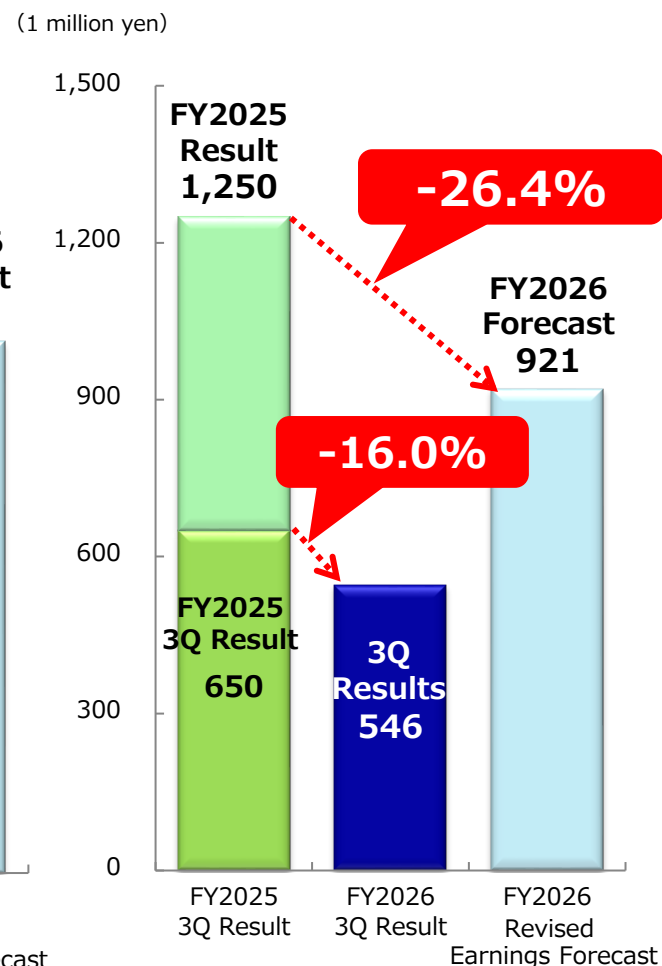
## Net sales



## Ordinary income

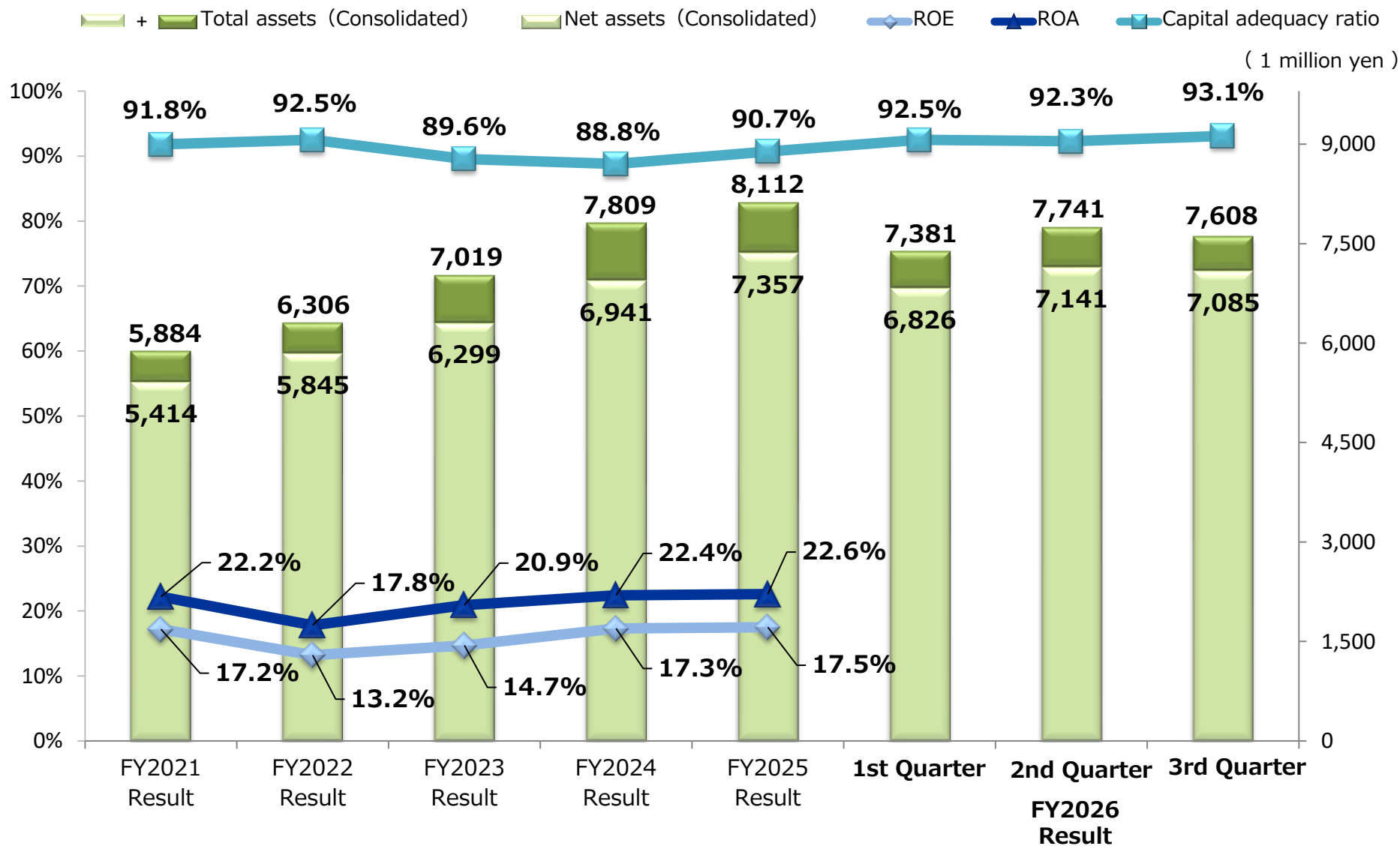


## Net income\*



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

# Capital Position (ROE and ROA, etc.)



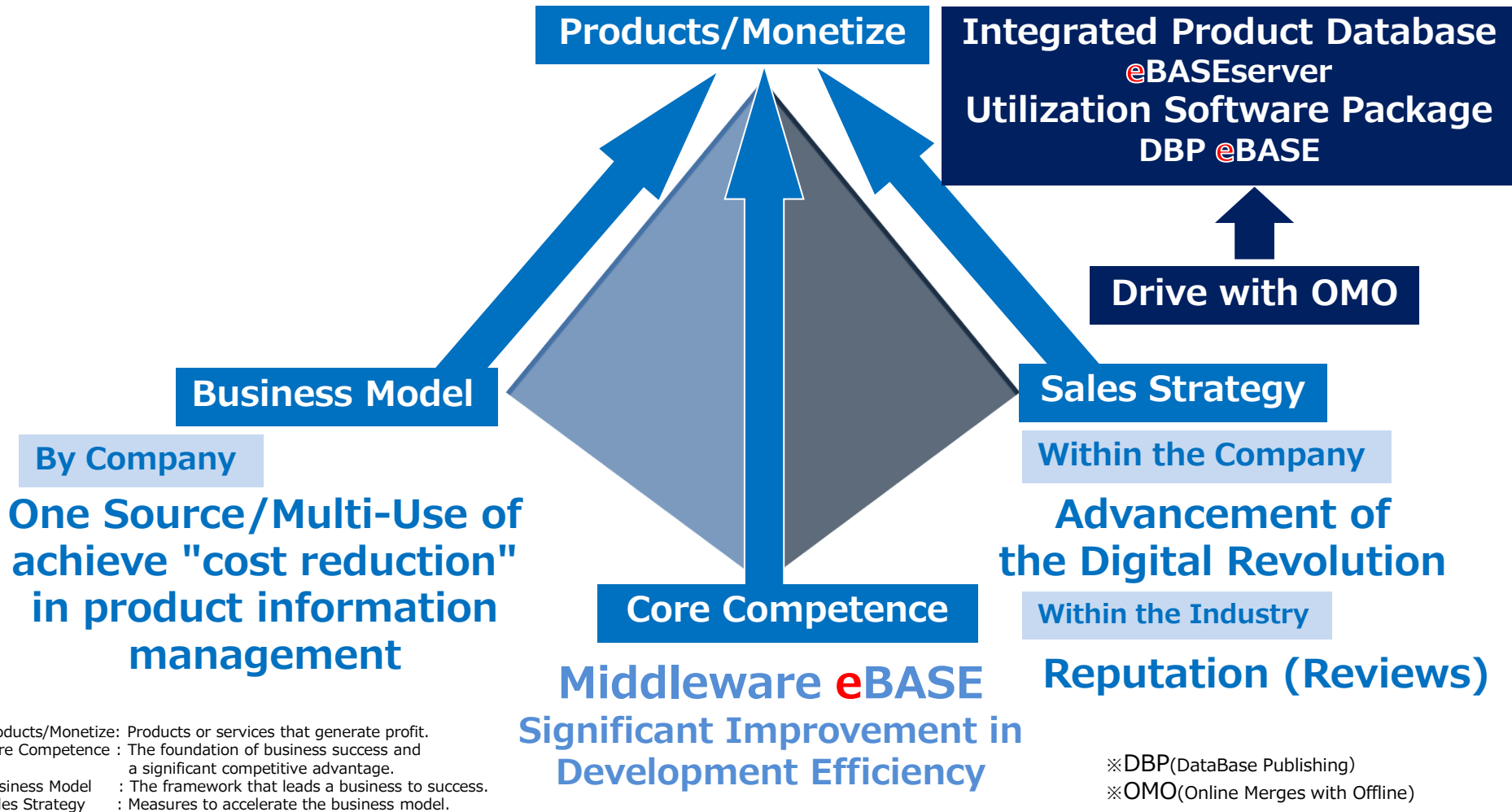
# **eBASE Business Strategy Overview**

- **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

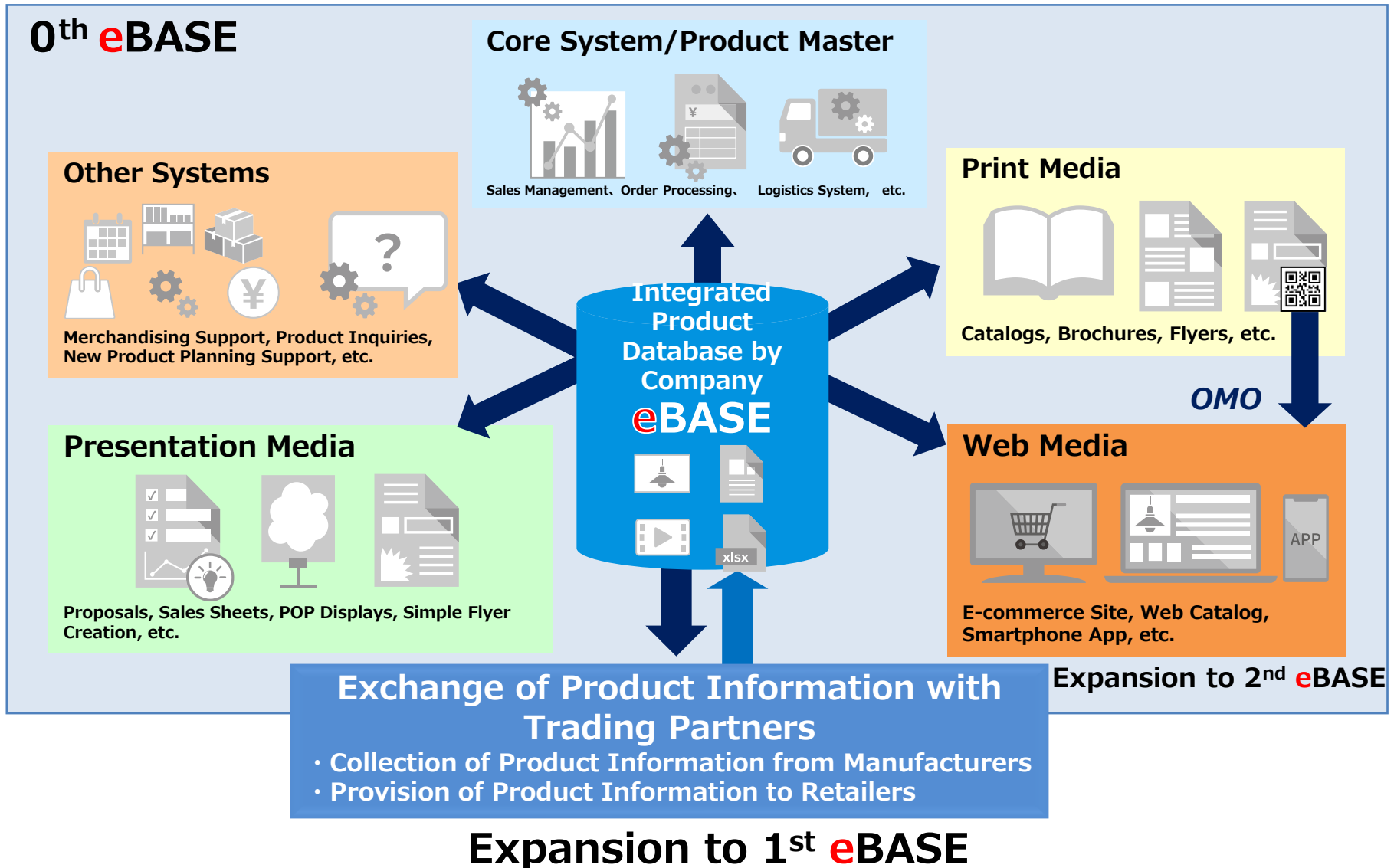


By Company

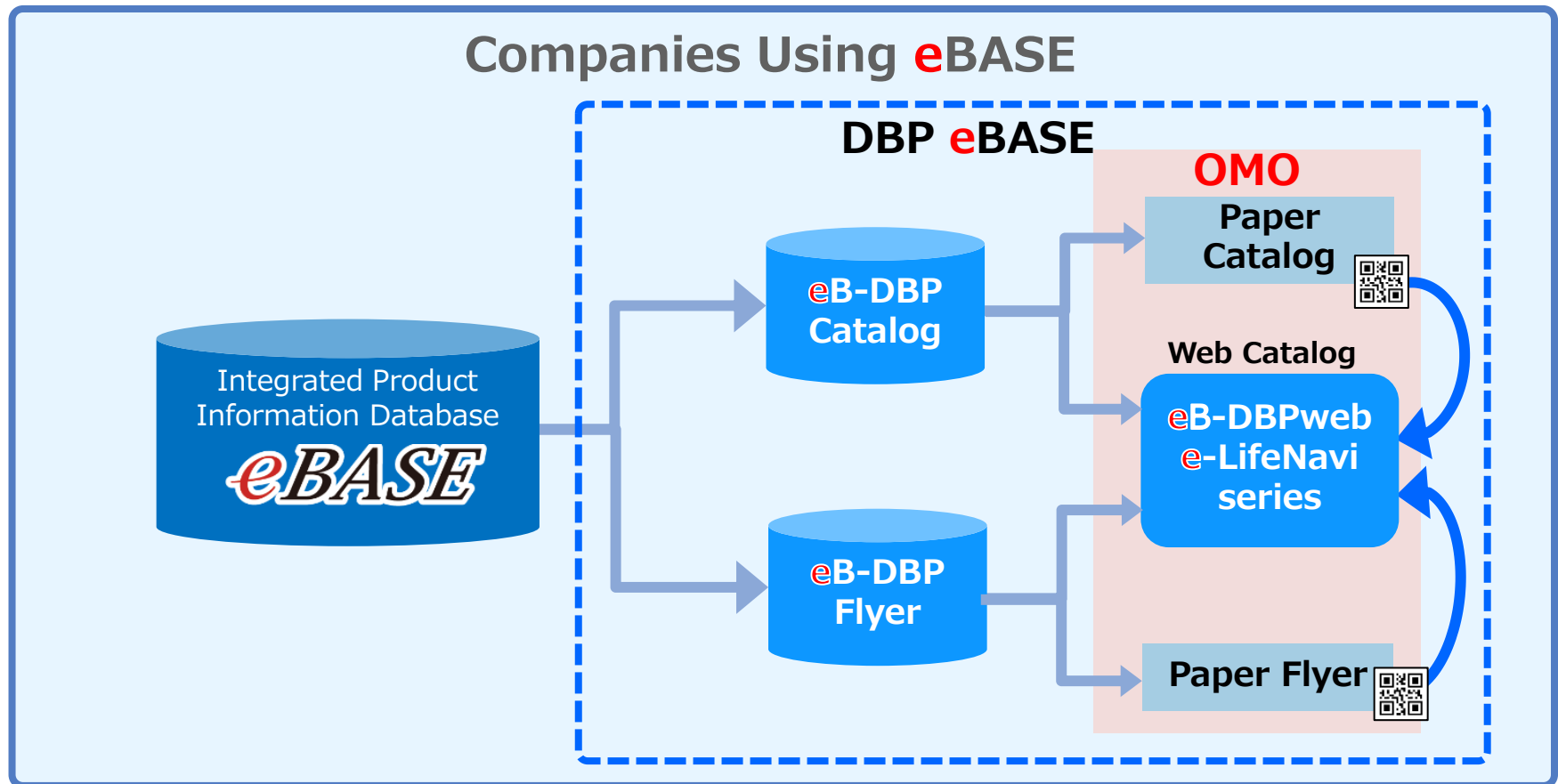
## Development and Expansion of an Integrated Product Database



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

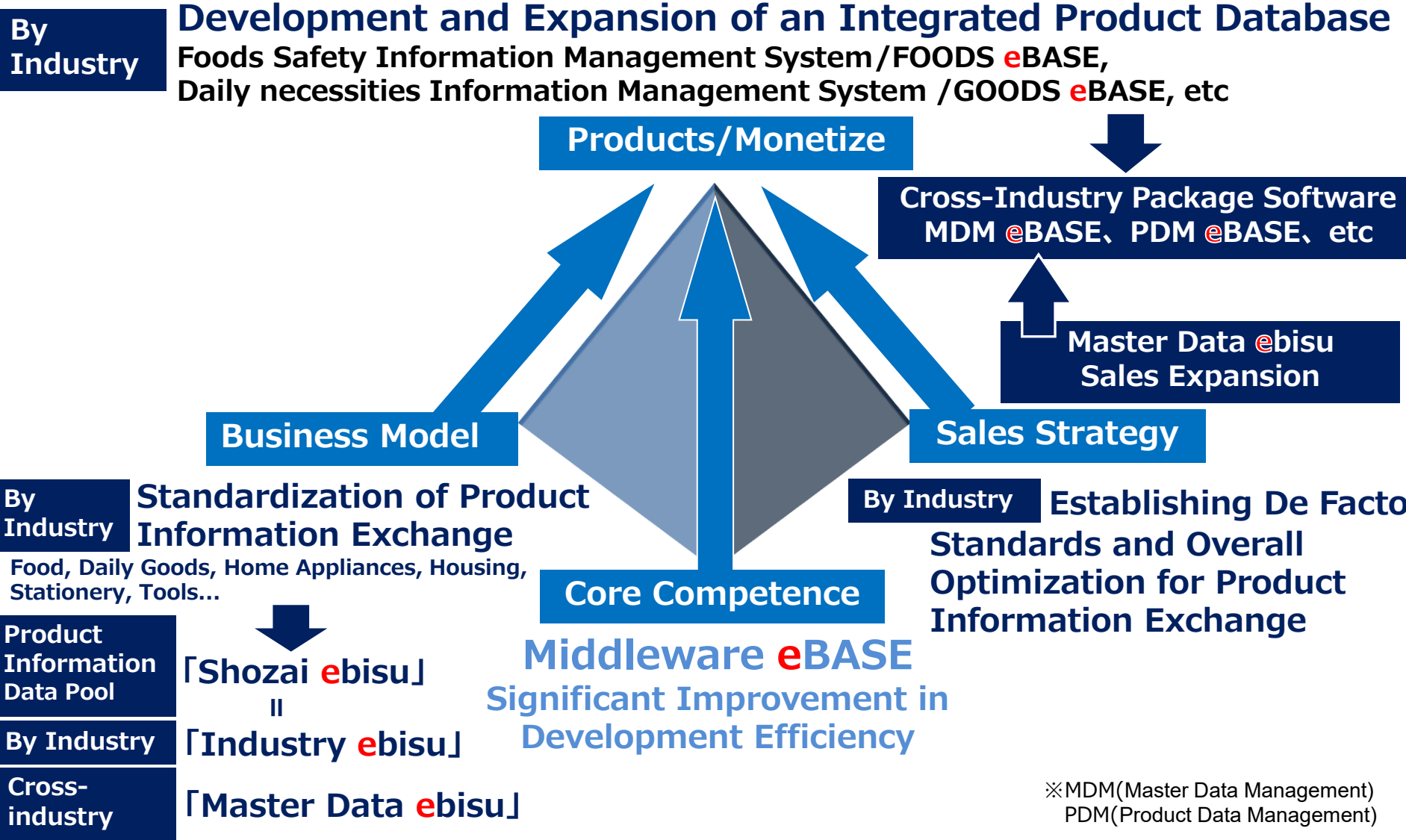


Achieve media DX with next-generation OMO by integrating an integrated product information database with "DataBase Publishing (DBP)" to **simultaneously reduce** traditional media planning and production costs!



1<sup>st</sup> eBASE

BtoB/Business Strategy for Industry-Specific Product Information Exchange



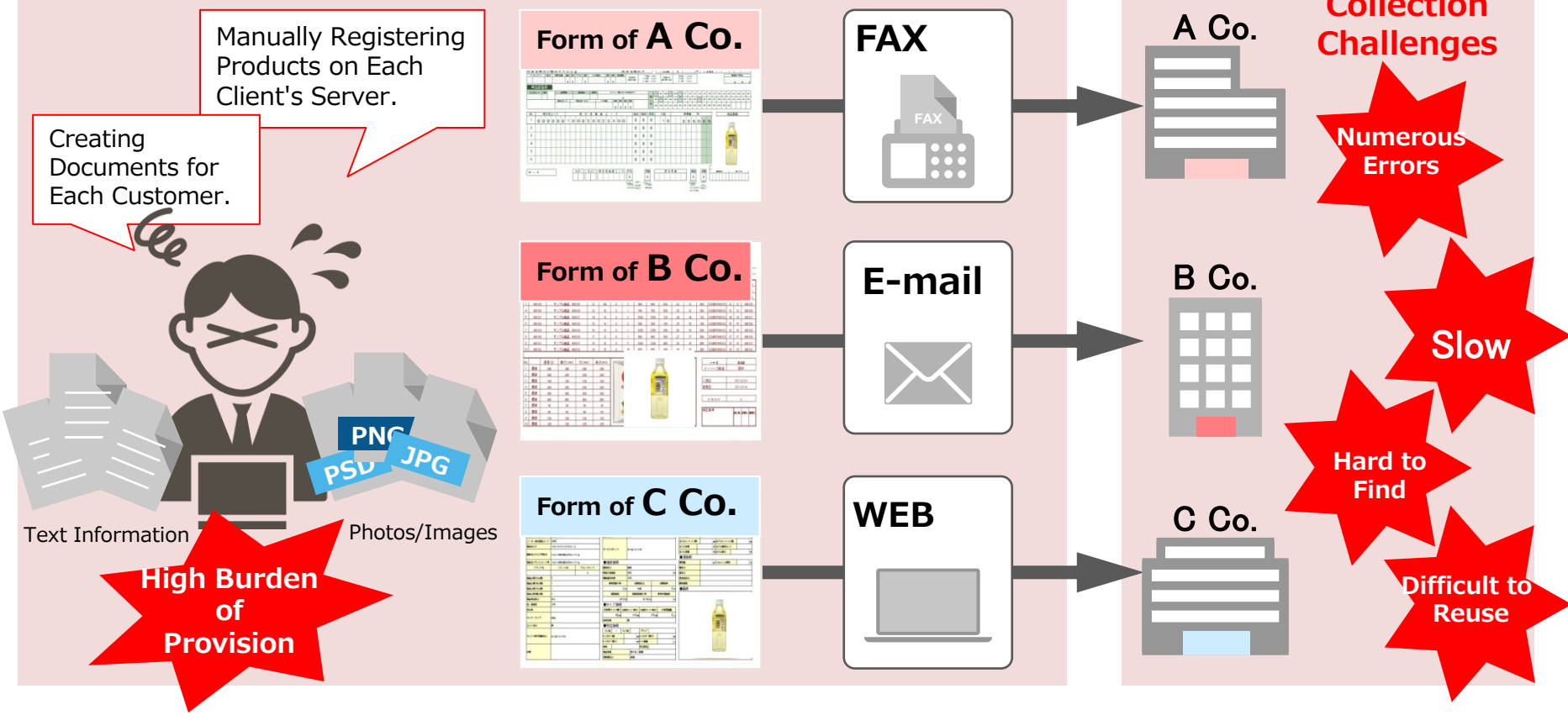
Product information exchange between manufacturers and retailers is inefficient!

Manufacturer

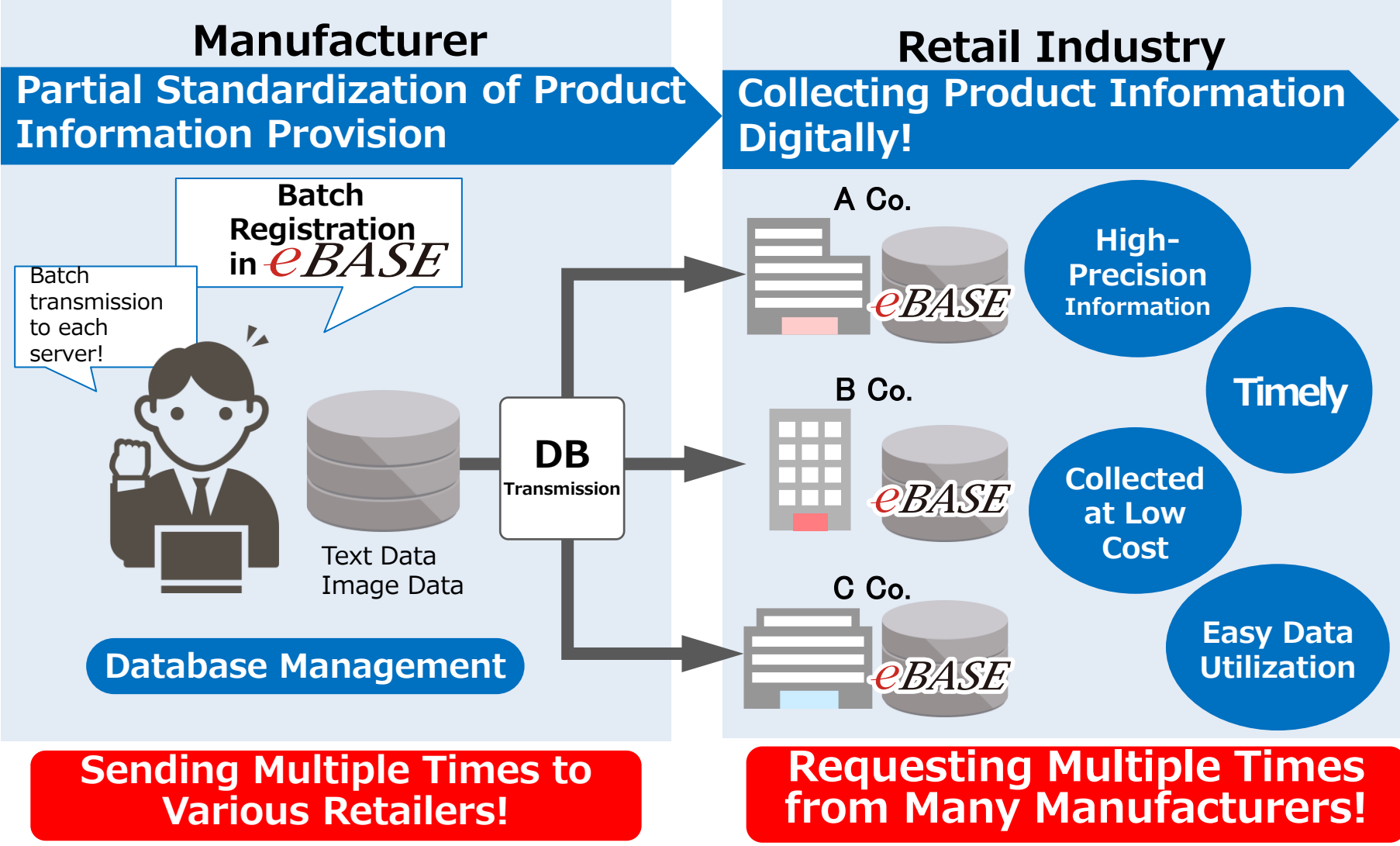
Retail Industry

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

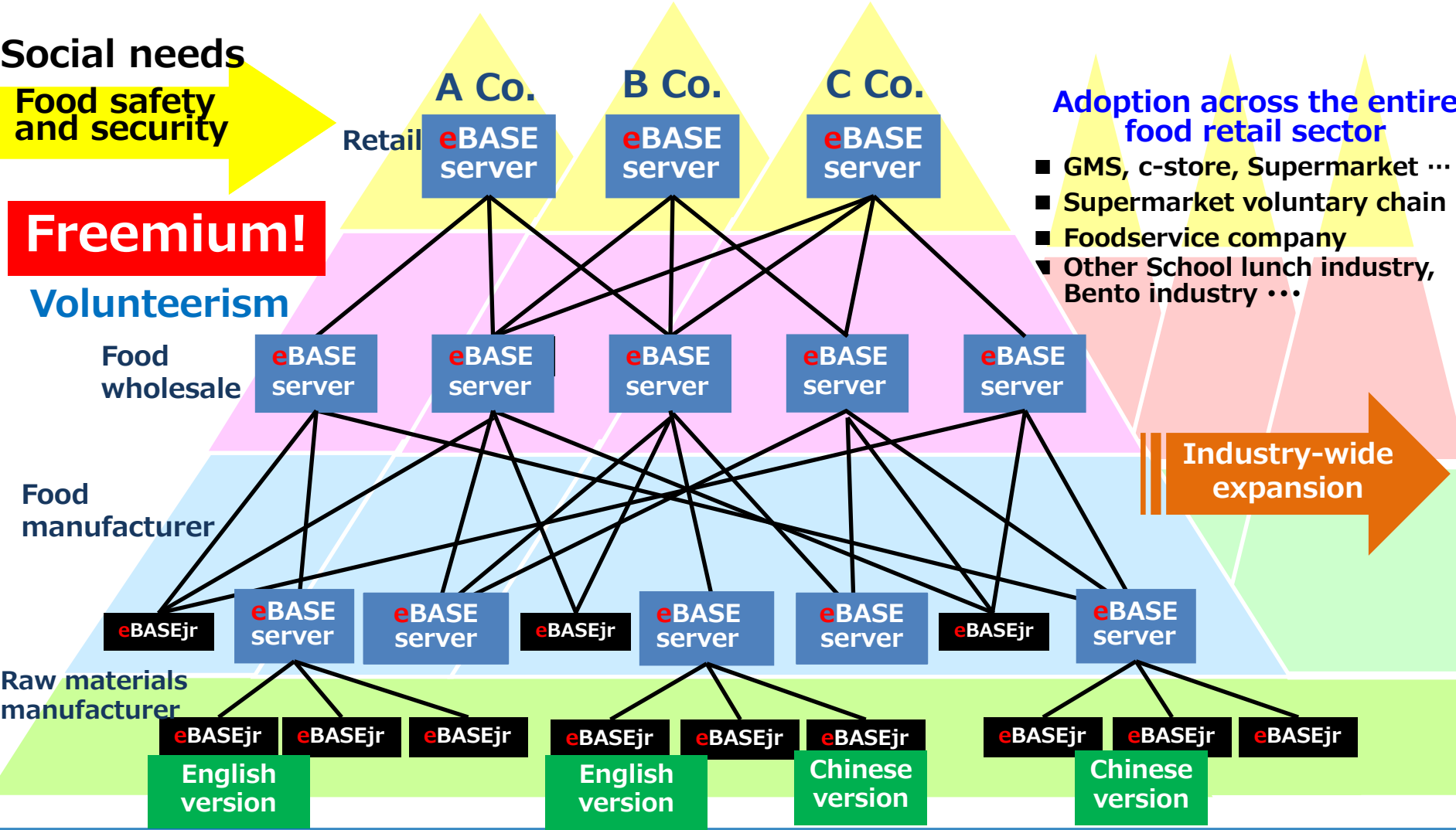
- GMS, c-store, Supermarket ...
- Supermarket voluntary chain
- Foodservice company
- Other School lunch industry, Bento industry ...

Food wholesale

Food manufacturer

Raw materials manufacturer

Industry-wide expansion



# Industry-specific Product Information Data Pool "Shozai ebisu"

(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)



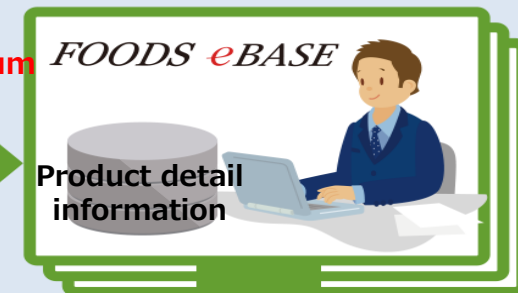
Product data pool  
Shokuzai ebisu

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

eBASE



Pharmaceutical industry

eB-OTCdrug  
eB-medicine

OTC ebisu  
Chozai ebisu

eBASE



Consumer electronics industry

eB-appliance

Kaden ebisu

eBASE



Stationery industry

eB-stationery

Bungu ebisu

eBASE



Housing industry

eB-housing

Jutaku ebisu

eBASE



Tool industry

eB-tools

Kougu ebisu

eBASE



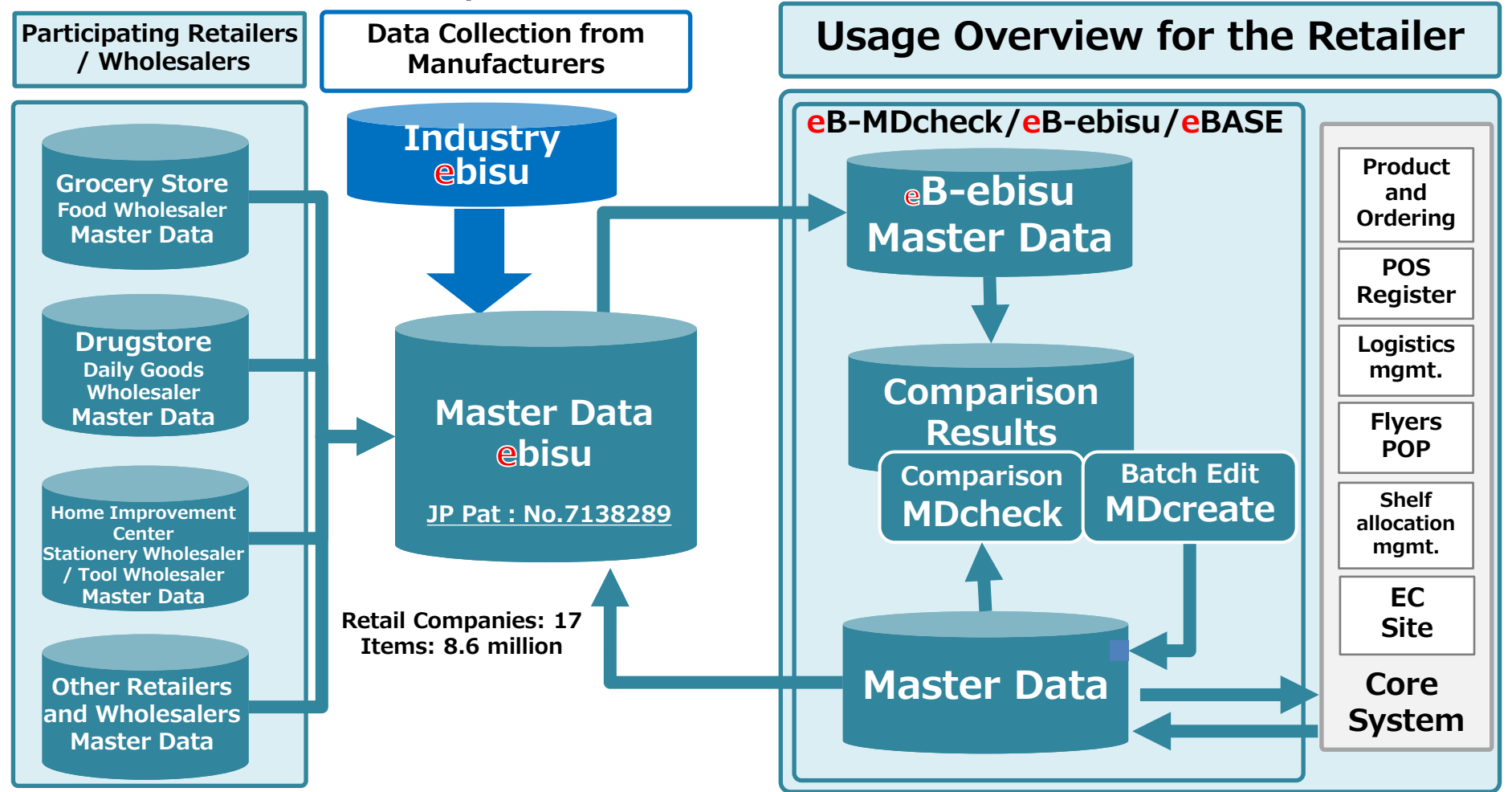


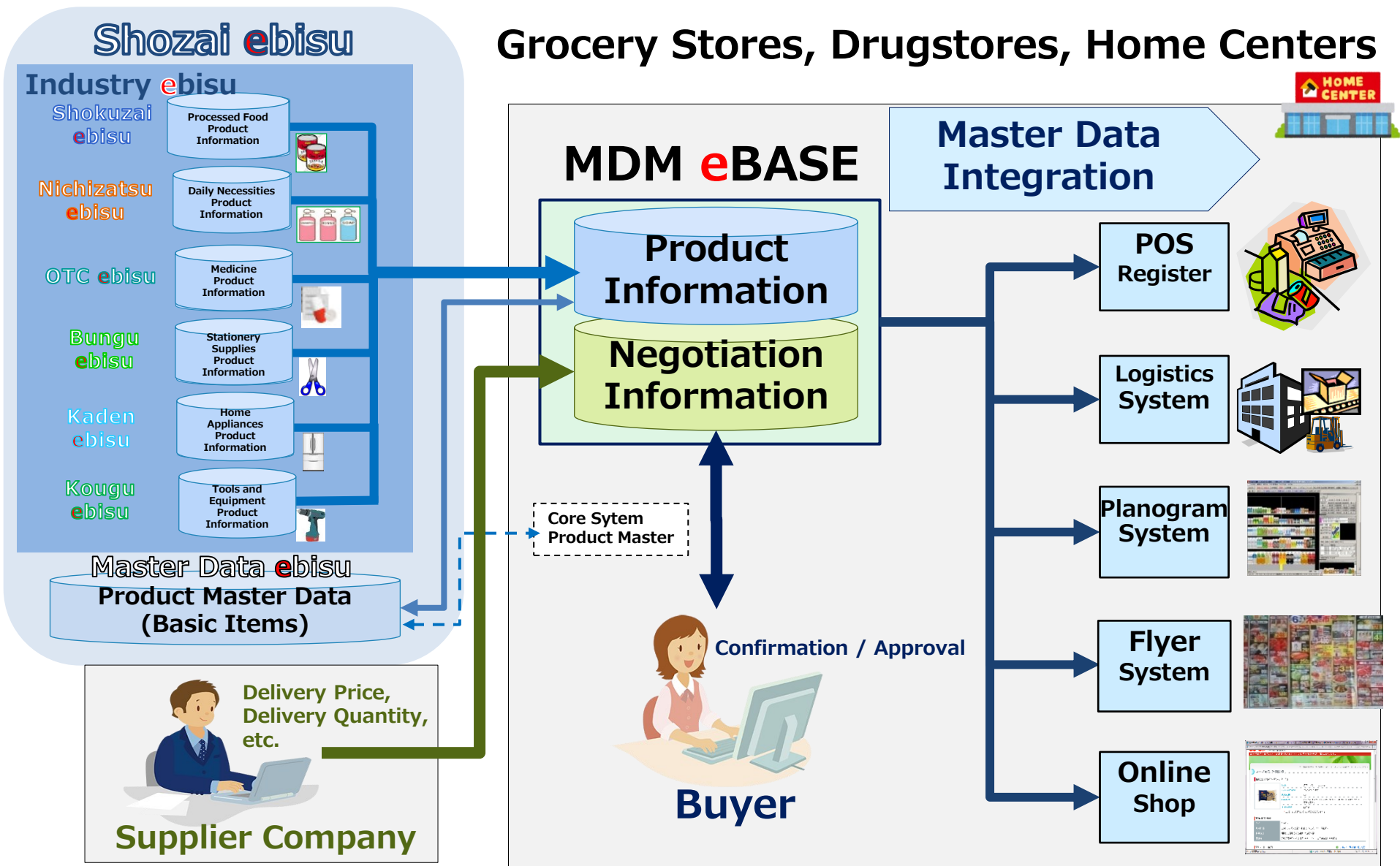
# 1<sup>st</sup> eBASE Master Product Data Pool "Master Data ebisu" and Usage Overview

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

MDcreate : Compare the majority-rule champion data with the relevant retail master data!

MDcheck : Review the comparison results and use them as the Retail Master Data!

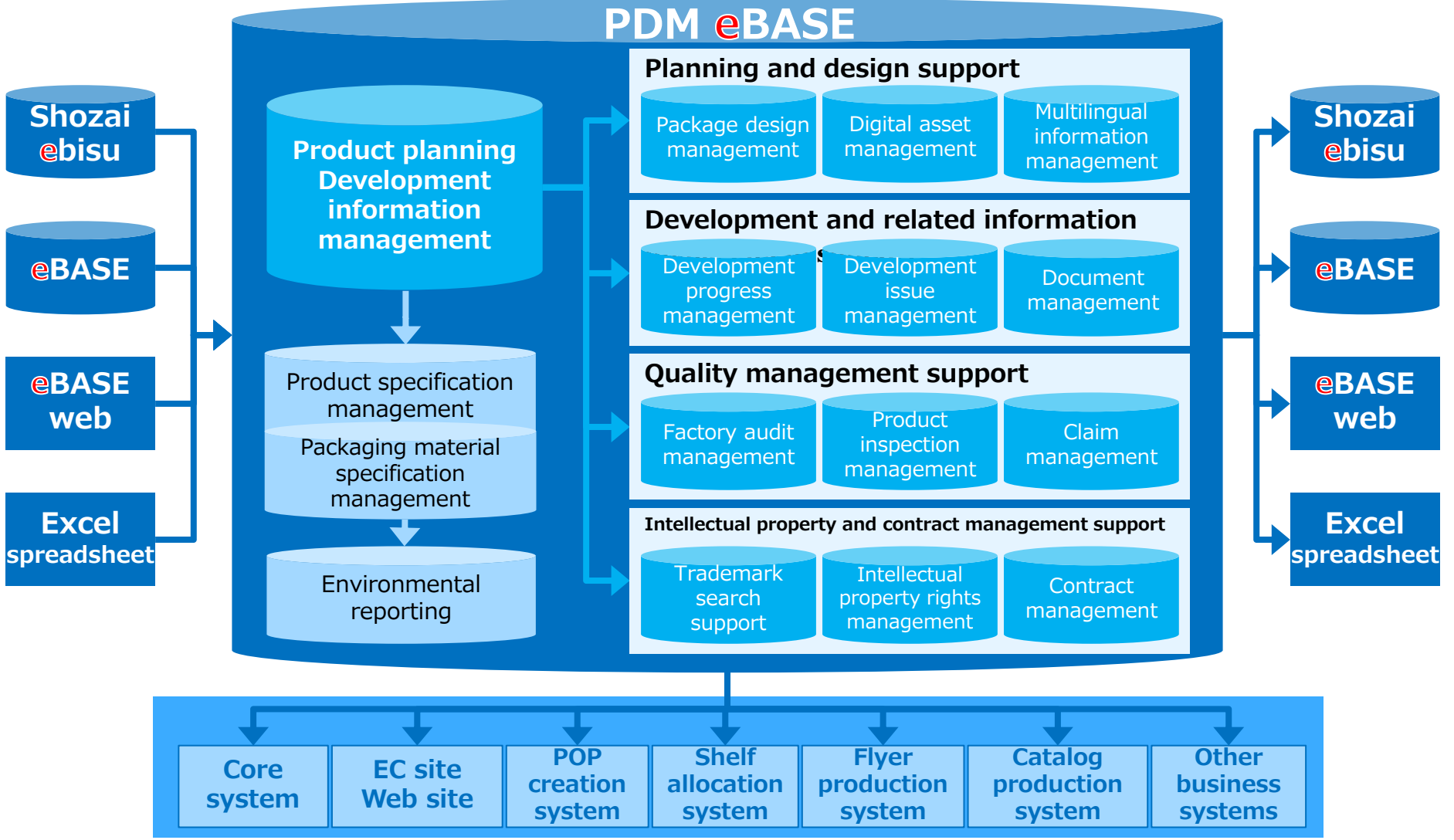




1<sup>st</sup> eBASE

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!

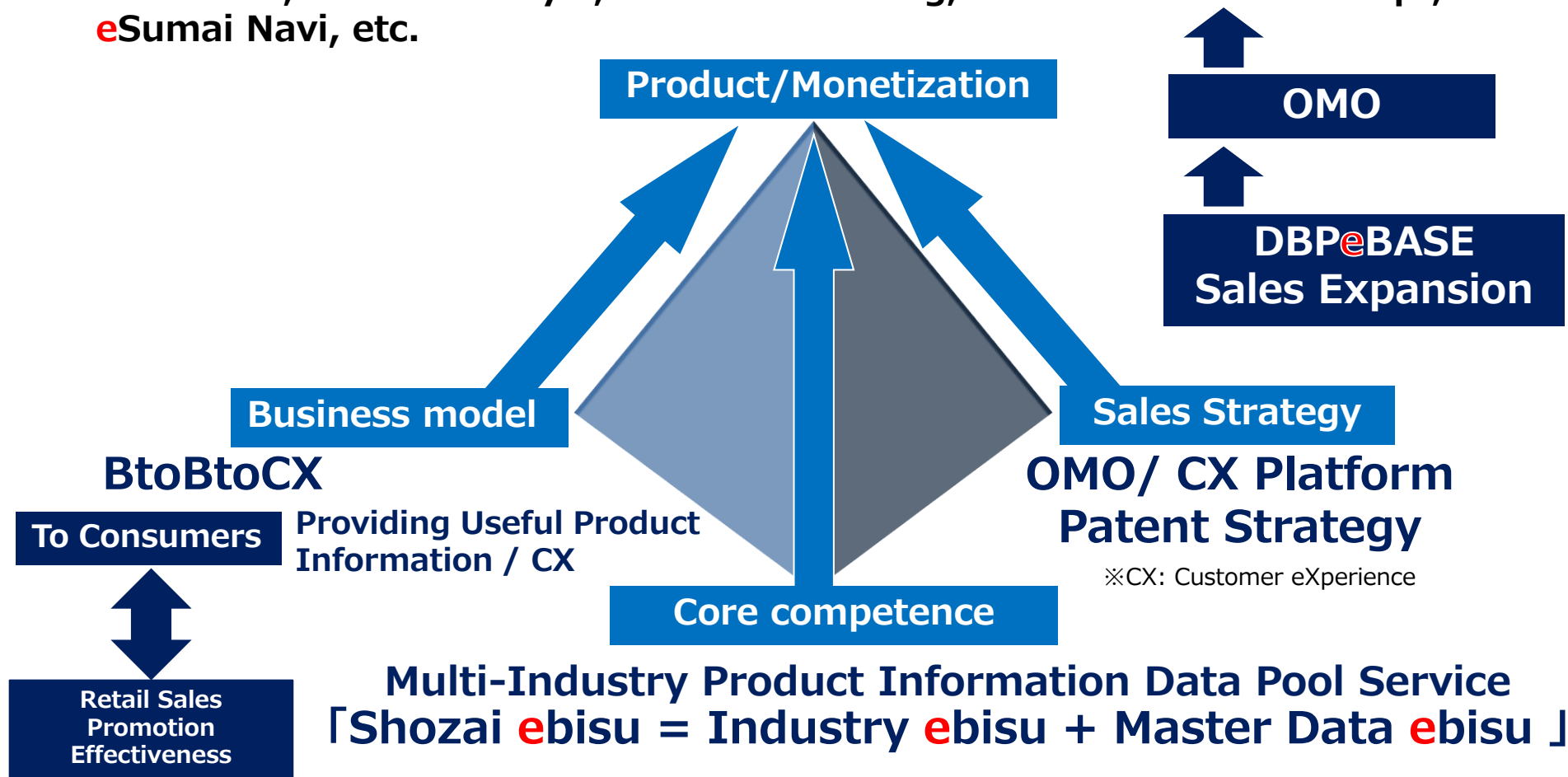


# 2<sup>nd</sup> eBASE BtoBtoC/ Business Strategy for Utilizing Consumer Product Information

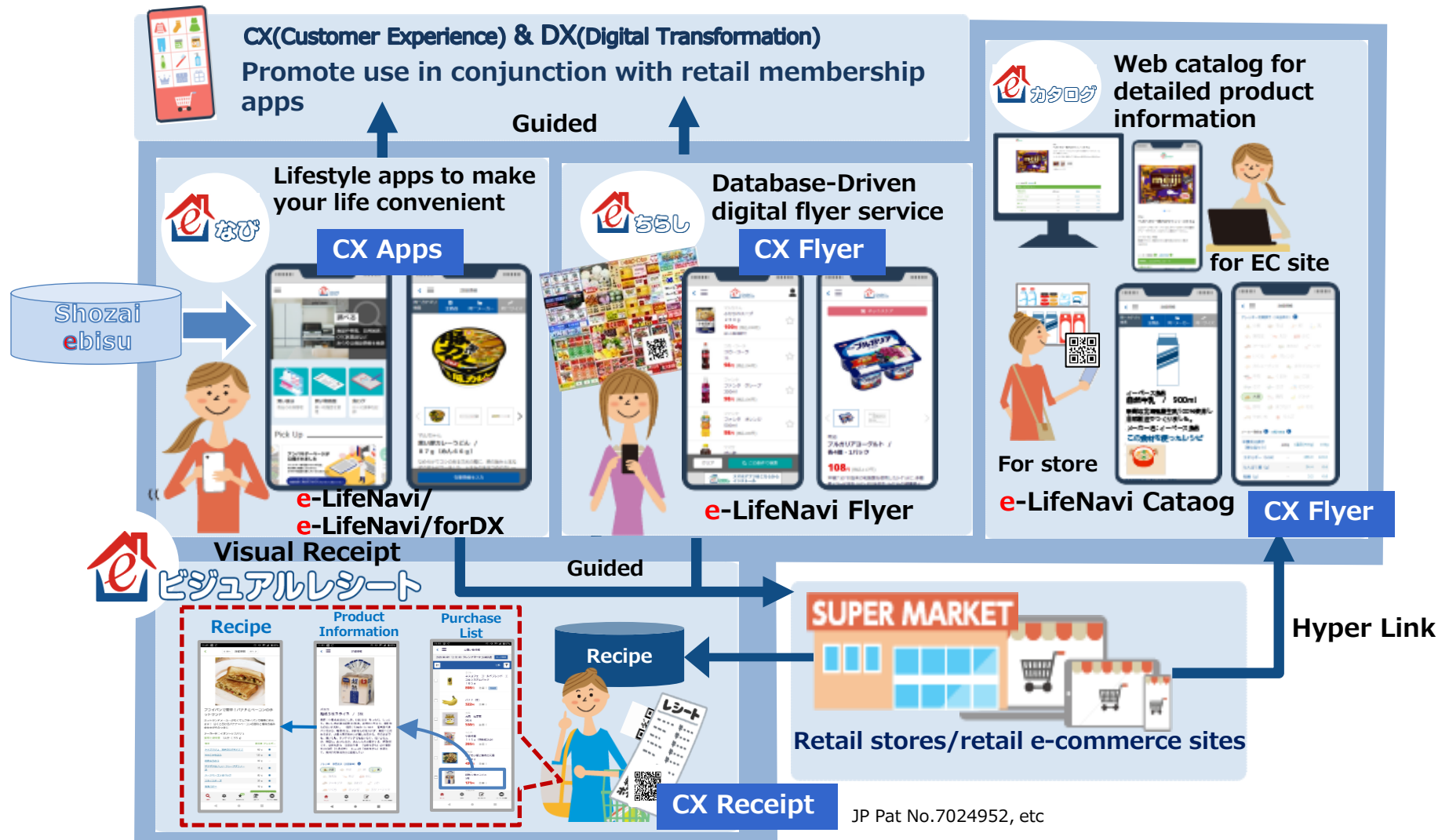
For  
Consumers

## Distributing Lifestyle Applications to Consumers Through Retail

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

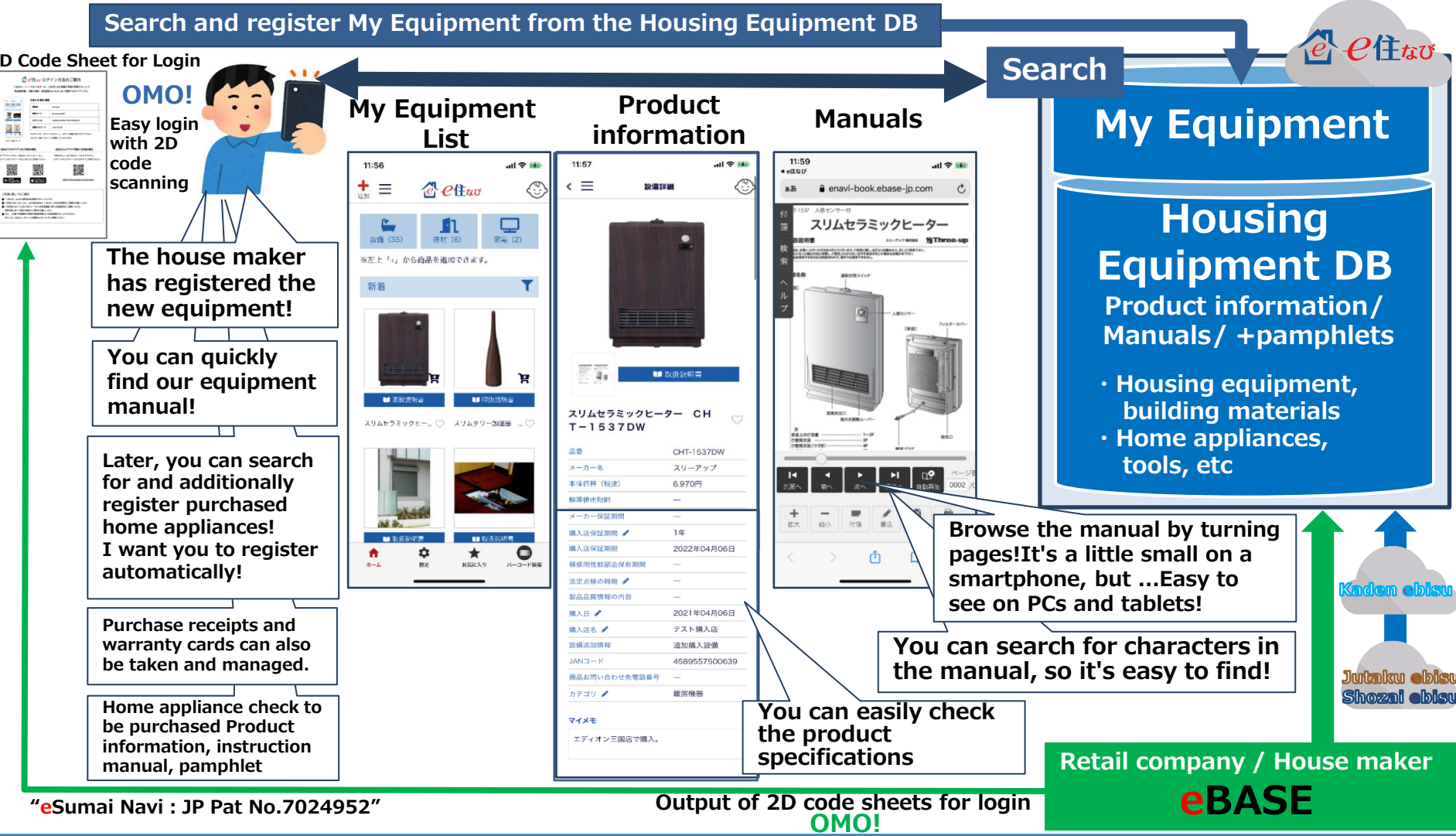


## Seamless integration of print and digital! Collaboration across the e-LifeNavi series!



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.

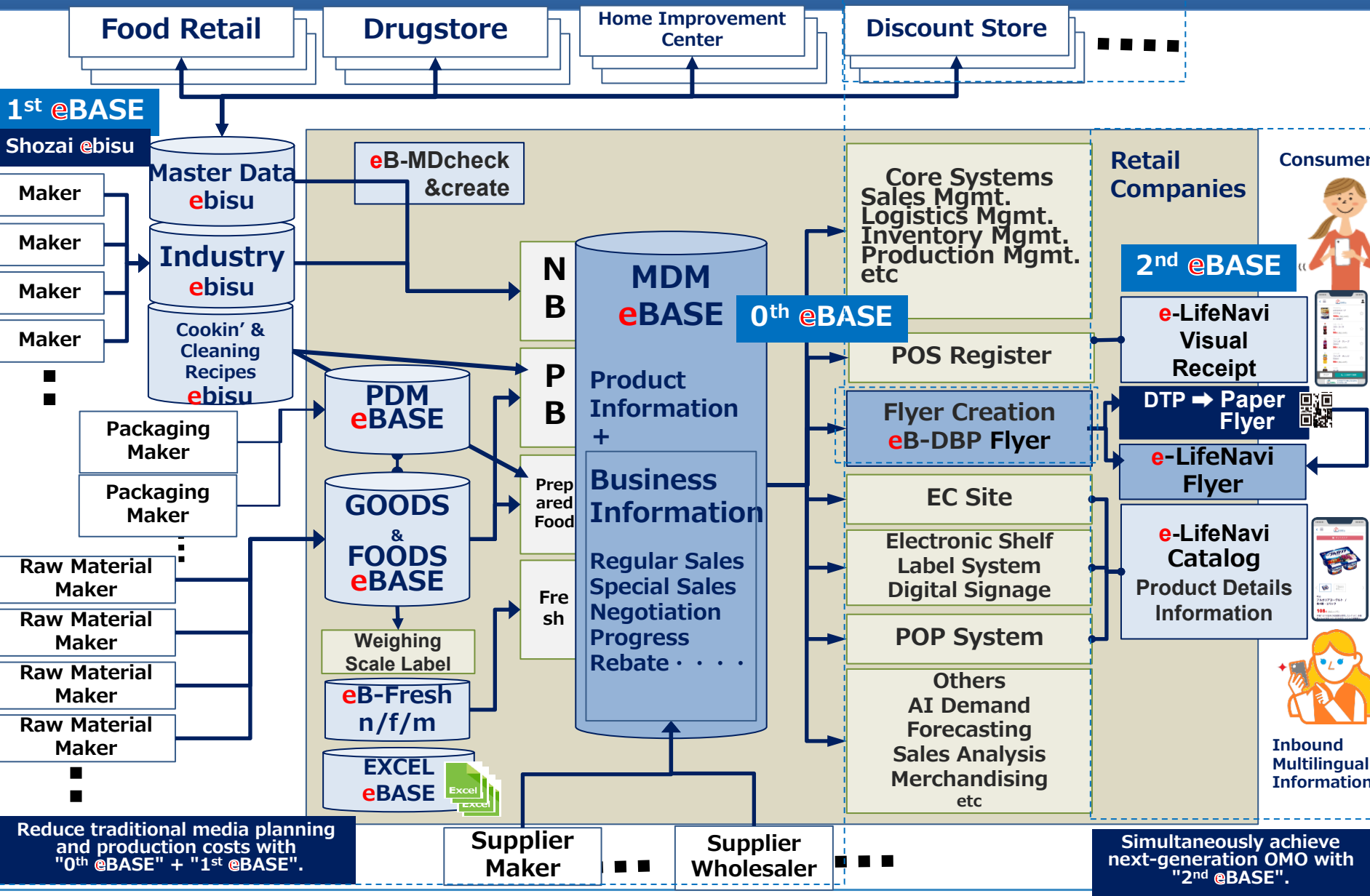


"eSumai Navi : JP Pat No.7024952"

Output of 2D code sheets for login  
OMO!



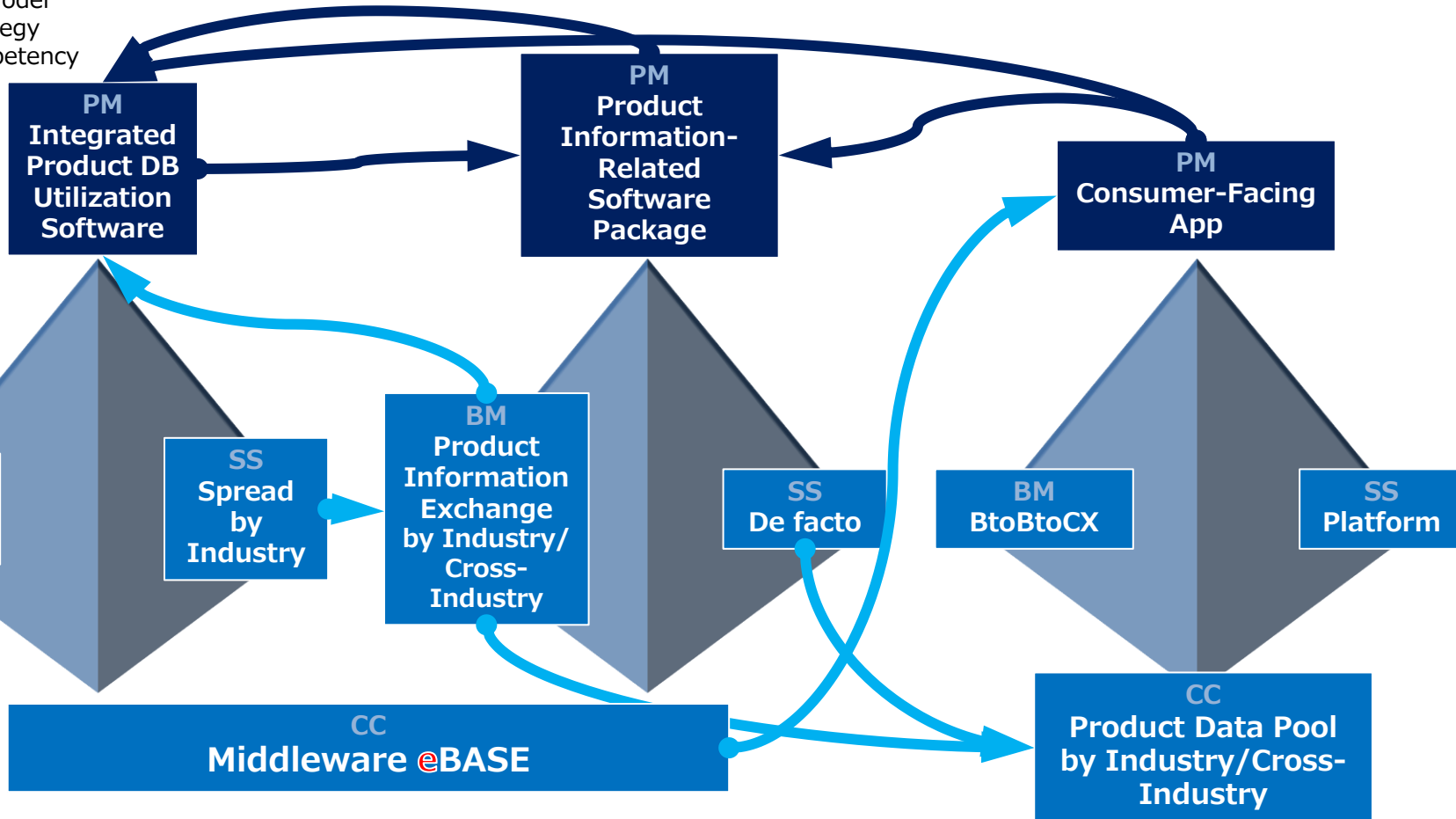
# Overview of eBASE Total Solution (Retail Company Case Study)



# 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-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 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  
 Mitsui & Co. Retail Trading Ltd.  
 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 SAKI 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  
29,000 Companies**

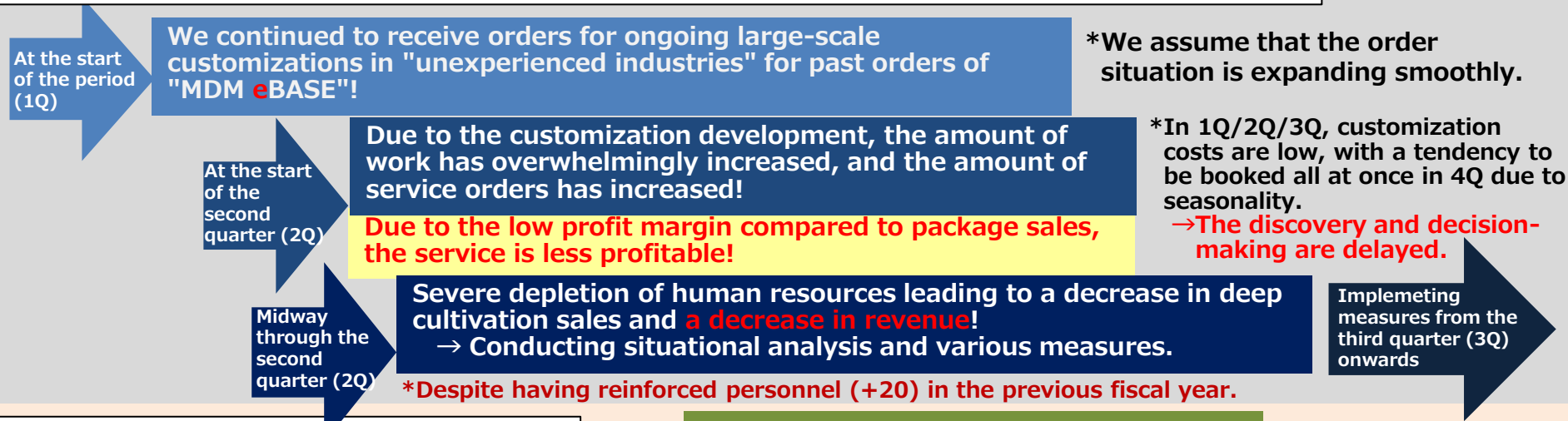
# Companies in Industries Other than Food that Adopt eBASE

- **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** ■ **Environmental / Green Industry**  
KOKUYO Co.,Ltd.  
SAKURA COLOR PRODUCTS  
CORPORATION  
Shachihata Inc.  
OKAMURA CORPORATION  
Kaunet Co., Ltd.  
PLUS CORPORATION  
GomunoInaki Co., Ltd.  
KATAYAMA CHEMICAL, INC.  
DIC Corporation
- **Tool Industry**  
THE KIICHI 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.
- **Other Industry**  
SAGAWA PRINTING CO.,LTD.  
CONSUMER PRODUCT END-USE  
RESEARCH INSTITUTE CO., LTD.  
HORIAKI CO., LTD.  
Wakisangyo Co.,Ltd

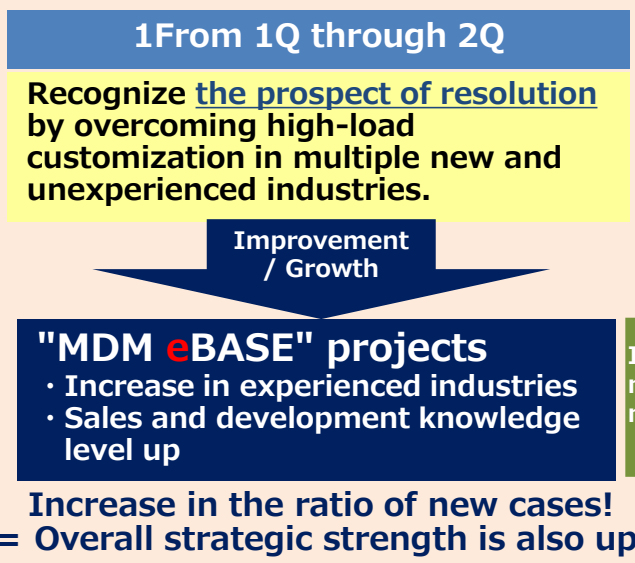
**Approximately  
13,100 Companies**

# Analysis of Factors Behind Revenue and Profit Decline in FY March 2026 and Countermeasures

◆ The circumstances that led to the discovery of the causes of reduced revenue and profit.



◆ Direction of response and measures.



## Measures from mid-2Q to 3Q onwards

- ① Package enhancement
    - Industry-specific templates
    - Packaging of customization features
    - Enhanced features targeting future needs
  - ② Design tool enhancement
    - Efficiency for Fit&Gap and functional specifications
    - Integration with other systems / eB-SystemLink
    - Document creation support / eB-FRD
  - ③ Guidance for customization reduction
    - Thorough education for sales, SE, and de
    - Proposing customization-less options to customers
    - Price increase for customization cost (mark-up)
- <Sales & Promo>**
- ① Event Promos
    - eBASE Conf.
    - DXbyDB Study Mtg.
  - ② Press Releases etc.
    - Press Rls.
    - Patent IR
  - ③ Top Sales Activities
    - Pres. Negotiation tour
    - Strengthening partner collaboration

# eBASE product price revision announced (Jan 5, '26)

Implemented first price adjustment since establishment in response to increased external costs.

Aiming for sustainable growth and shareholder returns through profit securing and enhancing service quality.

»**Date of revision:** Apr 1, '26 (Wed).

\*Yearly L&S (maintenance cost) and cloud services for existing users will be applied sequentially from the 2027 fiscal year renewal.

»**Subject:** All product licenses/annual L&S/cloud services and service services, excluding some content services.

»**Revision width:** The eBASE license system is calculated at the "basic license unit price" price revision.

The annual L&S (maintenance fee) will be 20% of the price after revision.

	Current Price	New Price
Basic Software License Unit Price	1,000,000 yen	1,200,000 yen
Optional Software License Unit Price	700,000 yen	800,000 yen
Service Unit Price / Day	60,000 yen	90,000yen

\*Please check the details from this URL.⇒ [https://www.ebase.co.jp/news/price\\_revision/index.html](https://www.ebase.co.jp/news/price_revision/index.html)

## 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.
- 2<sup>nd</sup> eBASE (BtoBtoC): Integration and deployment to the 'e-LifeNavi' series.

## Its progress

- Sales results (1Q-3Q) : 828 million yen (YoY: +10.9%、+81 million yen)
- The eBASE business's revenue was impacted by the heavy workload from a large-scale "MDM eBASE" project in a new industry.
- However, sales to the food retail sector met expectations, driving a YoY increase.

## [Sales]

- Continued to recognize revenue from an ongoing, large-scale system implementation project for a major convenience store chain, which integrates our "Shozai eBisu," "MDM eBASE," and "FOODS/GOODS eBASE" solutions.
- Revenue was also booked from a successful "FOODS eBASE" upsell to a co-operative federation that serves 1.7 million members in Tokyo and 12 prefectures.

## [Orders]

- Won a "FOODS eBASE" contract for PB specification management from a food wholesaler, a joint venture of multiple Kanto-based railway supermarket chains.

## [Approach]

- After a six-year hiatus, our flagship "eBASE Conference 2025" returned as a hybrid event, offering both on-site and virtual participation.

## 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-3Q) : 628 million yen (YoY: -21.3%、 -170 million yen)
- Revenue decreased significantly YoY. This was primarily driven by a surge in custom development for multiple large-scale "MDM eBASE" projects in industries new to us during the first half of the year. This intense workload severely strained our human resources, which in turn led to a reduction in upselling and cross-selling activities with our existing clients.

## 【Sales】

- Recorded revenue from a large-scale upsell project building a web catalog for a major stationery manufacturer.
- Recorded revenue from an upsell renovation project for a web quotation system from an office furniture manufacturer.

## 【Orders/Approach】

- Implemented the integrated product media DB for the catalog gift company, Harmonic, with our eBASE solution, 'MDM/DBP eBASE'. In addition, we received ongoing upsell orders and have issued a press release as a case study.

## 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-3Q) : 188 million yen (YoY: -0.6%、 -1 million yen)
- Revenue saw a slight decrease compared to the same quarter of the previous year.

#### 【Sales】

- Recorded revenue from a large-scale project for building a web catalog for residential equipment for a major air conditioning equipment manufacturer, an existing client.

#### 【Orders】

- Received an order for the construction of a PoC system for "HOUSING eBASE", a product specification management system for condominiums, from a medium-sized general contractor.

#### 【Approach】

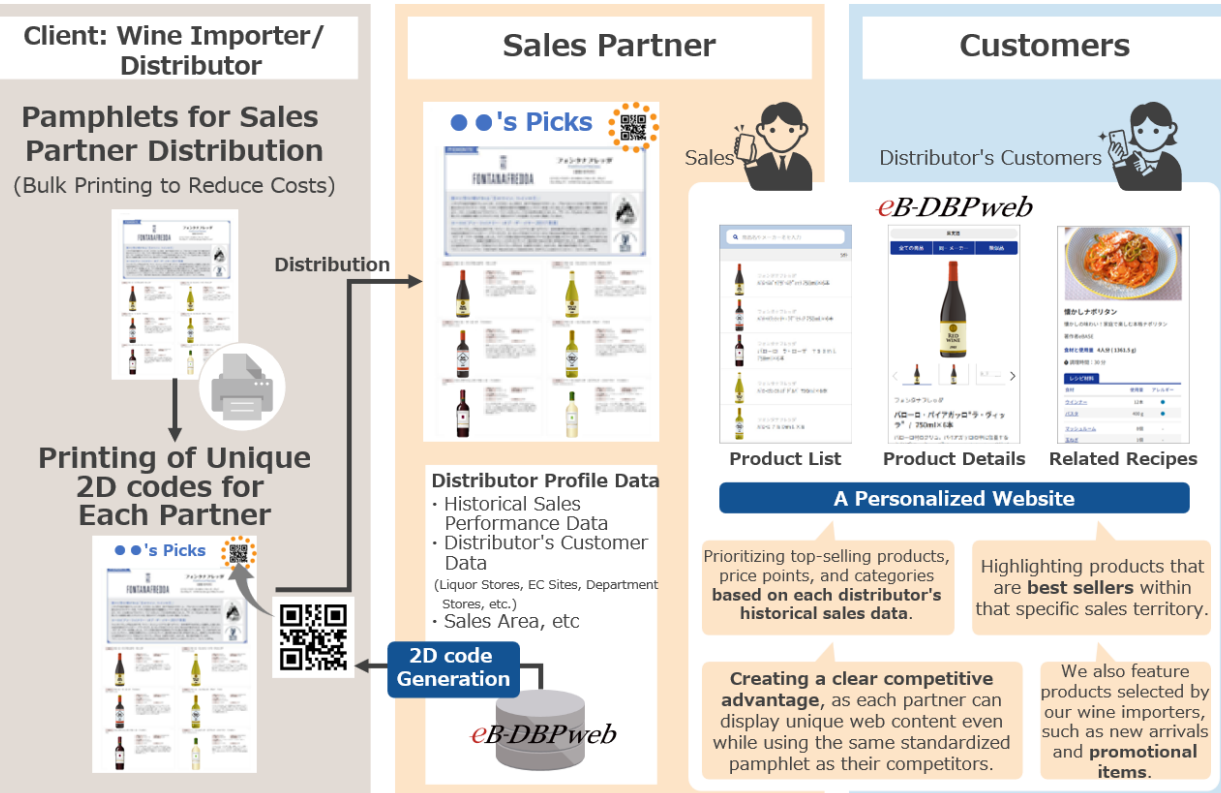
- Launched the first in-house seminar, "DX by DB Study Meeting", aimed at the housing industry to promote the diffusion of "2nd eBASE".



# [Patent Granted]

## Parametric OMO Catalogs, customized for each reseller.

Identifying users by scanning unique 2D codes assigned to each distributor.  
Automatically displaying a web catalog tailored to that specific distributor.

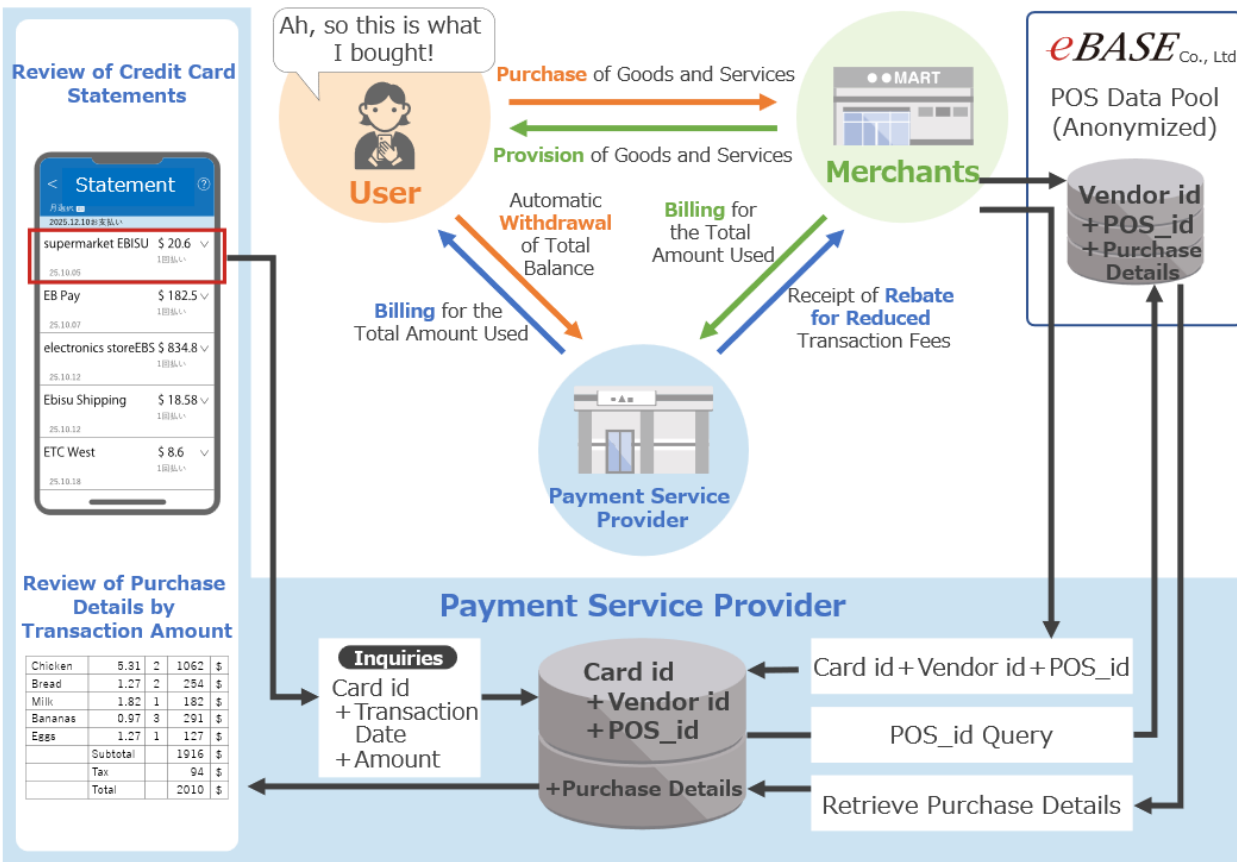


\*Illustrative example: A wine importer/distributor with a partner sales model.

- **Seamless User Identification**  
Identifies pamphlet-based visitors as a specific distributor's customer—no login required.
- **Dynamic Page Optimization**  
Leveraging each sales partner's historical data, including product and regional sales performance.  
To dynamically generate a webpage that is automatically optimized for their specific market and customer base.
- **Fostering Competitive Differentiation**  
Even when nearby competitors use the exact same pamphlets, our system displays unique online content for each sales partner. This allows them to effectively showcase their distinct strengths and value proposition, creating a clear point of difference.
- **Cost Efficiency**  
Achieving cost efficiency by standardizing physical pamphlets while handling all personalization digitally.

**Automatically matching transaction data (e.g., item name, quantity, unit price) with detailed product information.**

**Providing enriched and detailed digital statements.**



### ● Crystal-Clear Transaction Details

**Featuring statements featuring item-level details (e.g., "ABC Bread"), not just the date, merchant, and amount. Allowing for effortless and accurate recall of spending.**

## ● Providing Rich Product Details

Depending on the item, users can also receive detailed information specific to their purchase—such as nutritional facts for food, or user manuals and specifications for electronics. This streamlines post-purchase product management and makes it easier for users to get the most out of their items!

## ● Easy Fraud Identification

**If users spot an unrecognized charge on their statement, they can instantly review the associated product details. This makes it easy to determine whether a transaction is legitimate or fraudulent, enabling them to report unauthorized use promptly.**

# **eBASE Business Report**

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

- Continued to promote and expand sales of the consumer-oriented lifestyle app "e-Life Series", which realizes OMO by utilizing product information content from the cross-industry "Shozai ebisu".
- Actively conducted live promos to promote "2nd eBASE", including the "DXbyDB Study Group" (Retail 3rd edition on Oct 24, '25, and Housing 1st edition on Nov 27, '25) and the "eBASE Conference '25" (on Nov 28, '25).
- Released the cooking recipe service "e-LifeNavi / AI Menu Proposal Service". It's now possible to propose weekly menus using AI.
- Agreed to collaborate with Teraoka Seiko Co., Ltd. on the receipt information visualization service, "e-LifeNavi Visual Receipt".
- The diffusion of "2nd eBASE" is delayed, with no clear execution steps for the reformative (DX type) "e-LifeNavi", leading to a stagnation in progress. However, through cooperation with the improved "DBP eBASE (0th eBASE)", concrete introductions to multiple retail companies are progressing.

## DX by DB

\*Oct 24, '25: "3rd DX by DB Study Meeting/Retail Industry Edition"  
 \*Nov 27, '25: "1st DX by DB Study Meeting/Housing Industry Edition"  
 \*Nov 28, '25: "eBASE Conference 2025"

### eBASE Food Industry Conference 2025



Oct 24, '25:  
Retail, 32 part.



Nov 27, '25:  
Housing, 44 part.



Nov 28, '25:  
Food, 95 part.

DX by DB

eBASE 食品業界向け  
カンファレンス 2025



"e-LifeNavi / AI Menu Proposal Service"  
started offering weekly menu recommendations  
using AI (as of October 30, 2025).



Generative AI Recipe Suggestions



Here are some perfect recipes for a fall afternoon, from savory dishes to crisp salads. We've prioritized simple meals that highlight seasonal ingredients. Enjoy!

Prioritized recipes using sale items and your pantry inventory.



Potato Salad

40 min

Uses On-Sale Items

Pantry-Friendly

Added to Meal Plan



Agreed to collaborate with Teraoka Seiko Co., Ltd. on the receipt information visualization service, "e-LifeNavi Visual Receipt" (as of December 18, 2025).

# **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-3Q) : 1,976 million yen (YoY: +0.1%、 +1 million yen)
- Profit results (1Q-3Q) : 301 million yen (YoY: -5.5%、 -17 million yen)
- Sales generally progressed as planned compared to the same interim period of the previous year.
- Ordinary profit decreased compared to the same interim period of the previous year, partly due to the impact of non-recurring non-operating income from last year's 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.
- 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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