

# FY2022 Consolidated Financial Results and Business reports

eBASE Co.,LTD.

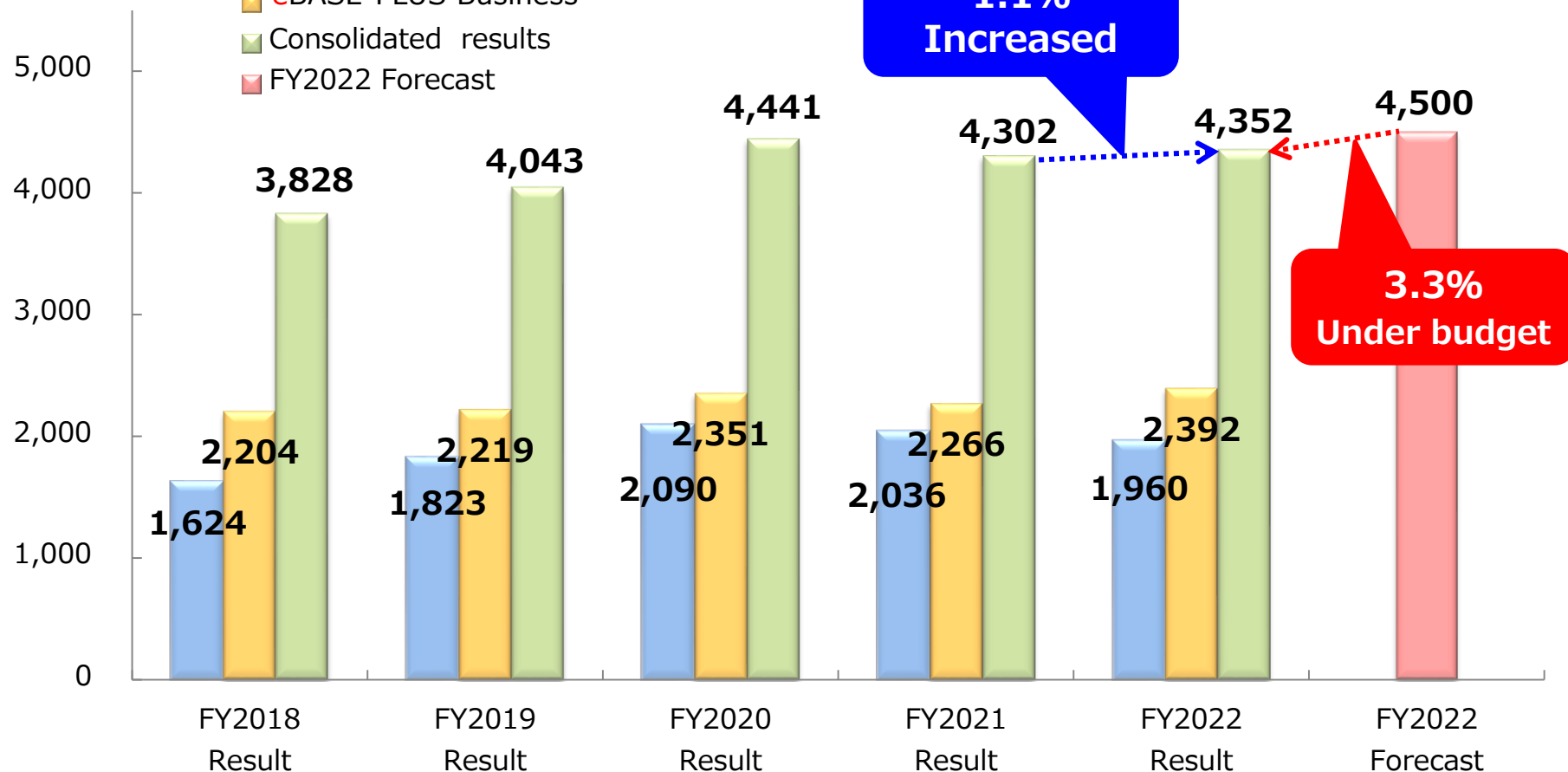
TSE code 3835

\* Effective from the beginning of the first quarter of the current fiscal year, the Company has adopted the "Accounting Standard for Revenue Recognition," etc. Figures prior to the 20th fiscal year have not been retroactively adjusted.

# FY2022 Consolidated Net Sales

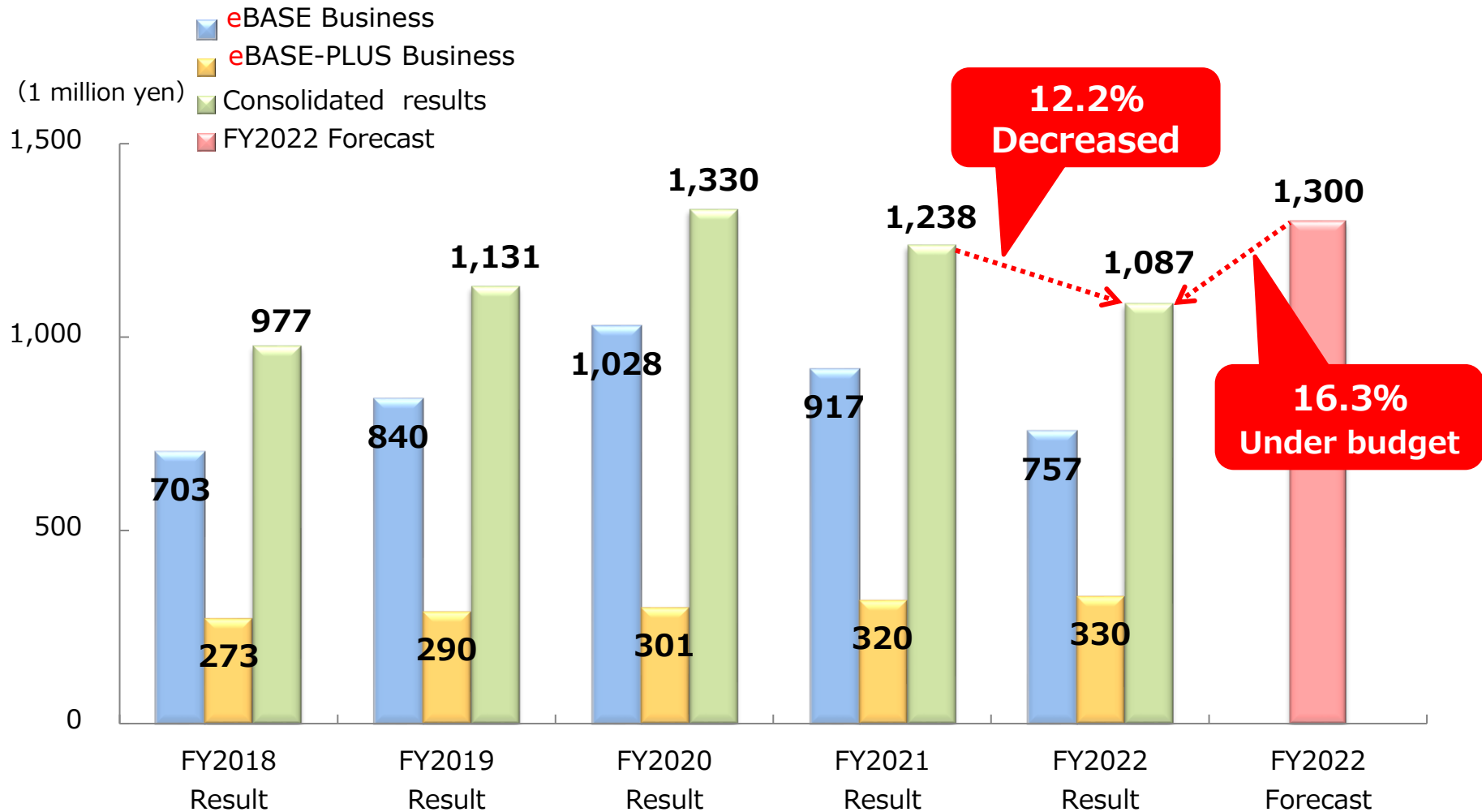
(1 million yen)

- eBASE Business
- eBASE-PLUS Business
- Consolidated results
- FY2022 Forecast



Note 1) Intersegment transactions are eliminated.

# FY2022 Consolidated Ordinary profit



Note 1) Intersegment transactions are eliminated.

# FY2022 Consolidated Results and Consolidated Balance Sheet

( 1 million yen )

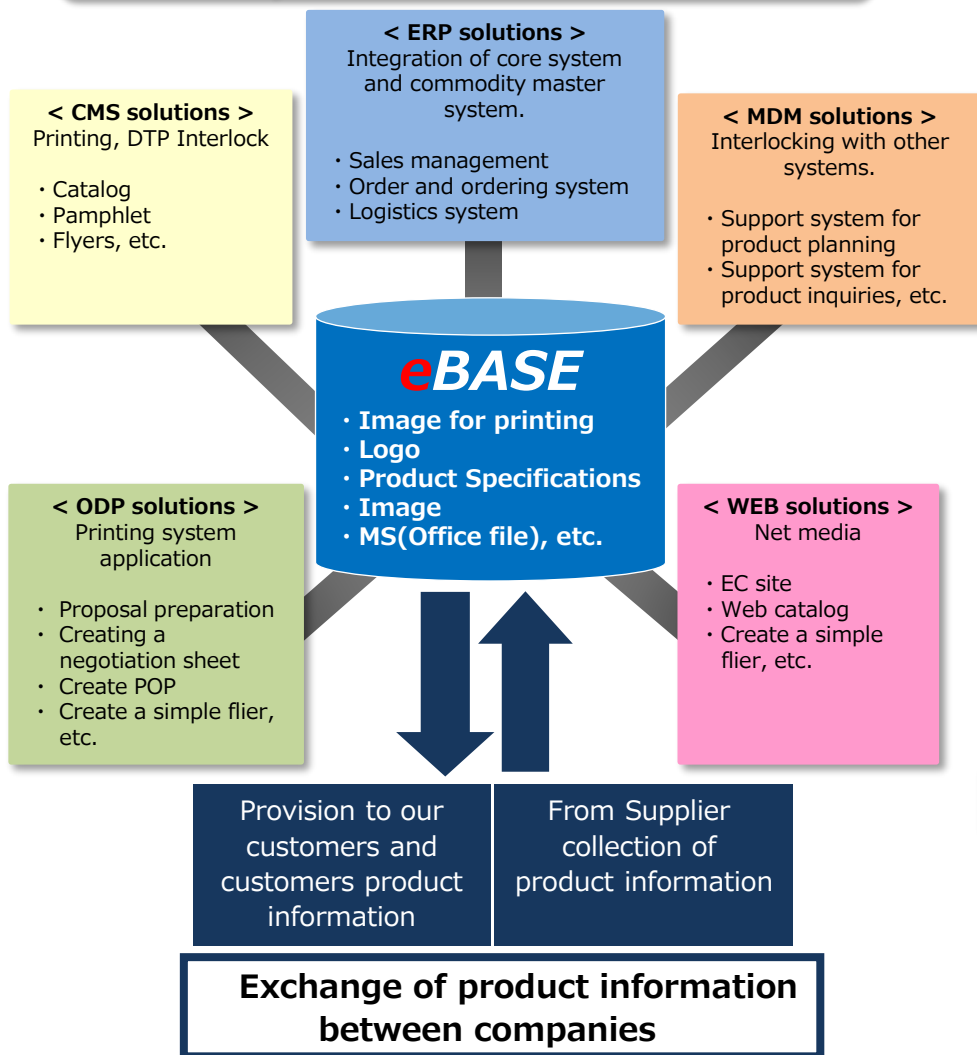
	FY2018 Result	FY2019 Result	FY2020 Result	FY2021 Result	FY2022 Result
<b>Net sales</b>	3,828	4,043	4,441	4,302	<b>4,352</b>
(eBASE Business)	(1,625)	(1,823)	(2,090)	(2,036)	(1,960)
(eBASE-PLUS Business)	(2,209)	(2,231)	(2,359)	(2,269)	(2,392)
(Intersegment transactions)	(-6)	(-12)	(-9)	(-2)	(-2)
<b>Operating Income</b>	958	1,099	1,291	1,211	<b>1,081</b>
<b>Ordinary income</b>	977	1,131	1,330	1,238	<b>1,087</b>
(eBASE Business)	(703)	(840)	(1,028)	(917)	(757)
(eBASE-PLUS Business)	(273)	(291)	(301)	(320)	(330)
(Intersegment transactions)	(-)	(1)	(0)	(0)	(0)
<b>Net income*</b>	688	784	904	869	<b>744</b>

\* Belong to the parent company Net income

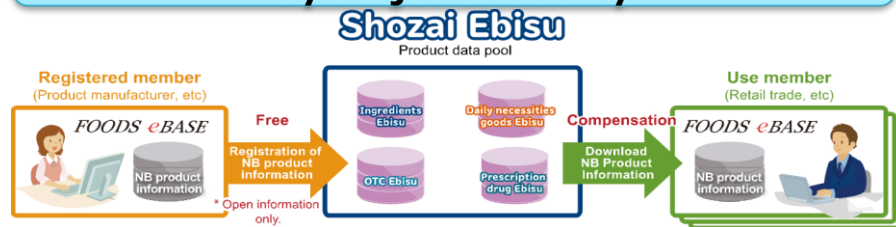
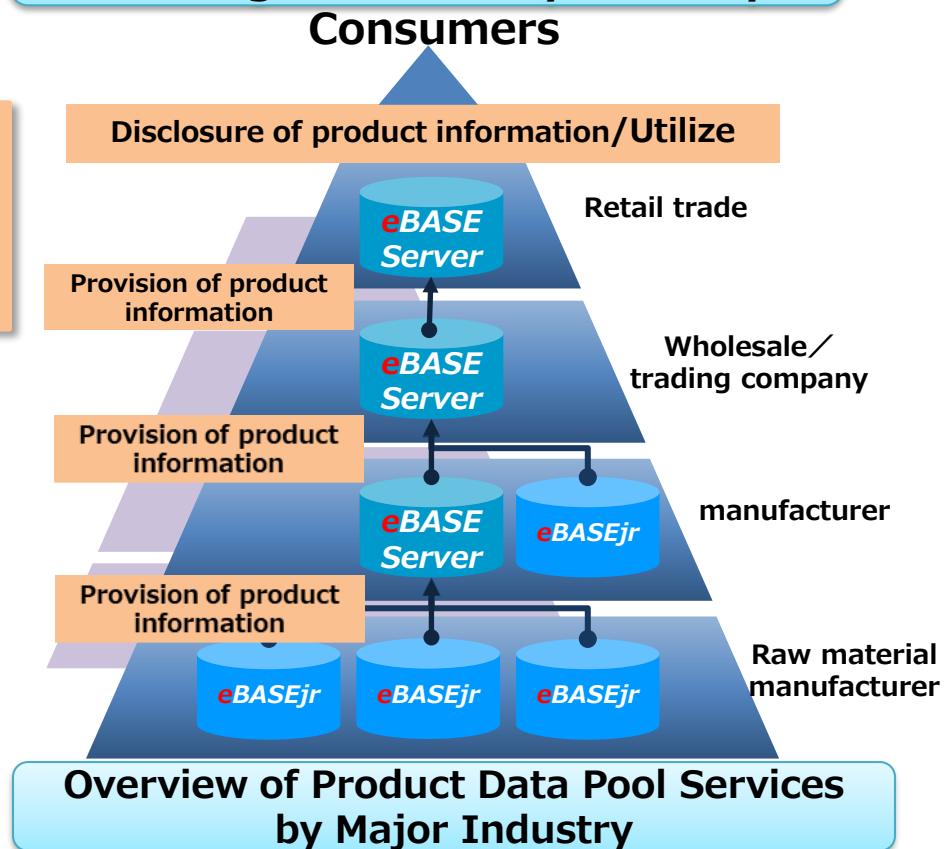
	Prior period (As of March 2021)	Current term (March 2022)	Increased/ Decreased	
Current assets	4,471	4,963	492	Cash and deposits +440, Notes and accounts receivable trade, and contract assets △58
Fixed assets	1,413	1,342	△70	
(Property, plant and equipment+Intangible assets)	(82)	(135)	(52)	Building +18, land +18
(Other assets)	(1,330)	(1,207)	(△123)	Investment securities -133
Total assets	5,884	6,306	421	
Current liabilities	470	455	△15	Income taxes payable -66
Total liabilities	470	460	△10	
Total shareholder's equity	5,363	5,778	414	Retained earnings +412, Cumulative impact of applying revenue recognition accounting standards, etc. -69 (Dividend payment -262, Net income* +744)
Subscription rights to shares	10	11	0	
Total net assets	5,414	5,845	431	
Total liabilities and net assets	5,884	6,306	421	

# Overview of eBASE Business (BtoB Model)

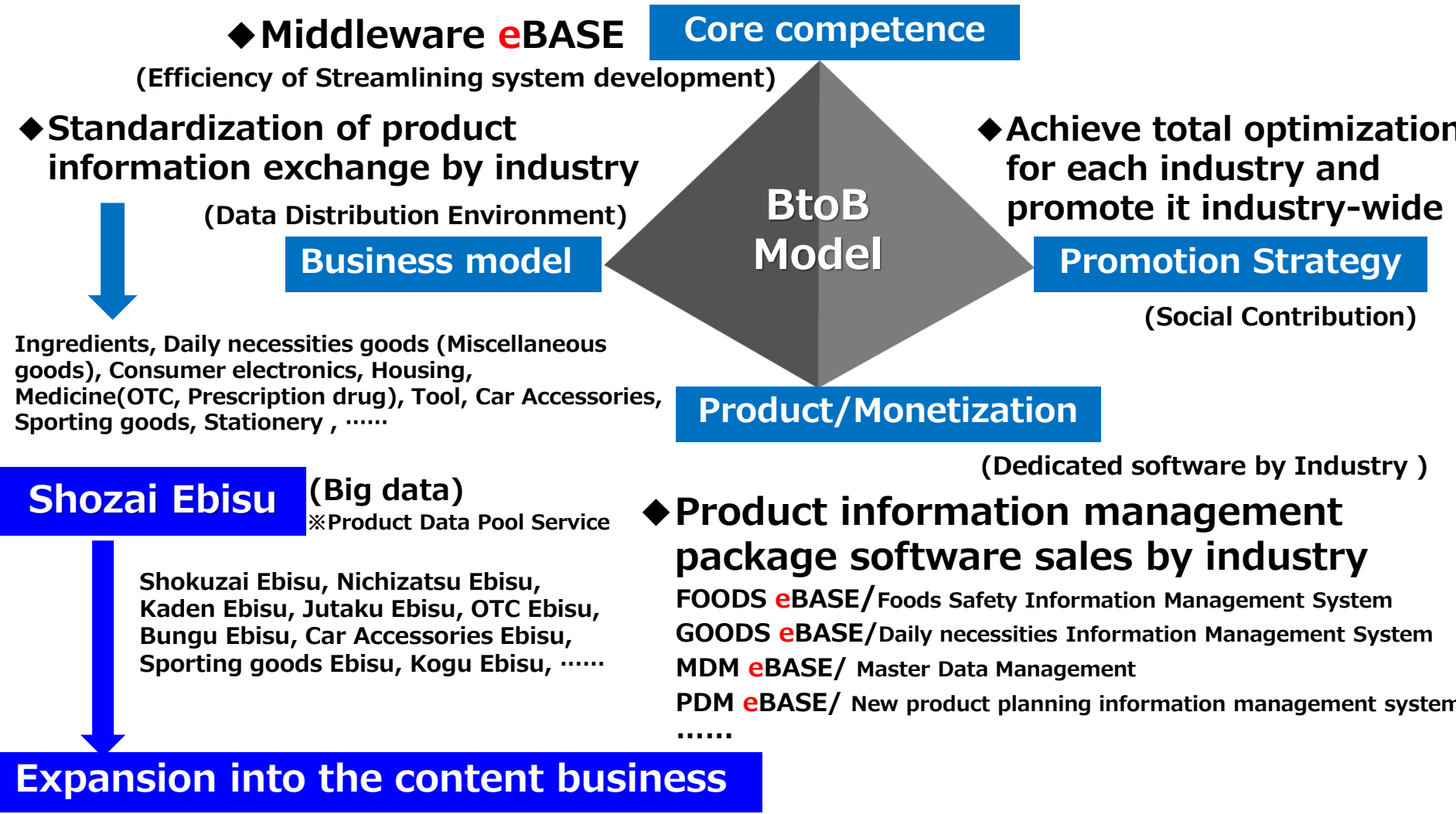
## Overview of eBASE integrated product database



## Outline of product information exchange services by industry



# 「Middleware eBASE」 + 「Total optimization of product information exchange by industry」



# Medium-to-Long-Term Strategy / eBASE Business (2nd eBASE)

## Further DX&OMO Utilization and Deployment in "Shozai Ebisu" + "Patent" + "Middleware eBASE"

※OMO=Online Merges with Offline

### ◆ Shozai Ebisu

※Product Data Pool Service  
(Big data)

### Core competence

### ◆ Promotion of product data utilization of Retail companies(B) and Consumers(C)

### Promotion Strategy

(Retail company DX / OMO / Marketing)

### Business model

### BtoBtoC Model

DX support for retail companies (B)

Increased sales promotion (B) effect

Adoption retail promotion of dissemination (BtoC)

Consumers (C)  
Increase in users

### Product/Monetization (Consumers needs)

Group of consumer apps that use product data

eShoku Navi, eShoku Quiz, eShoku Catalog,  
eShoku Chirashi, eShoku Recipe, Drugstore Navi,  
eSumai Navi ...

### Middleware eBASE/smartphone app

Patent strategy as a basis for various new services

Patent Number:6758734

Patent Number:6798741

Patent Number:6807105

Patent Number:6820016

Patent Number:6943382

Patent Number:7024952.....

To Personal Profile Business

# Provide new UX / CX by promoting DX in OMO environment (BtoBtoC)

## Realize OMO with integrated product DB (eBASE / Shozai Ebisu) !

※OMO= 「Offline Merges with Online」 and 「Online Merges with Offline」

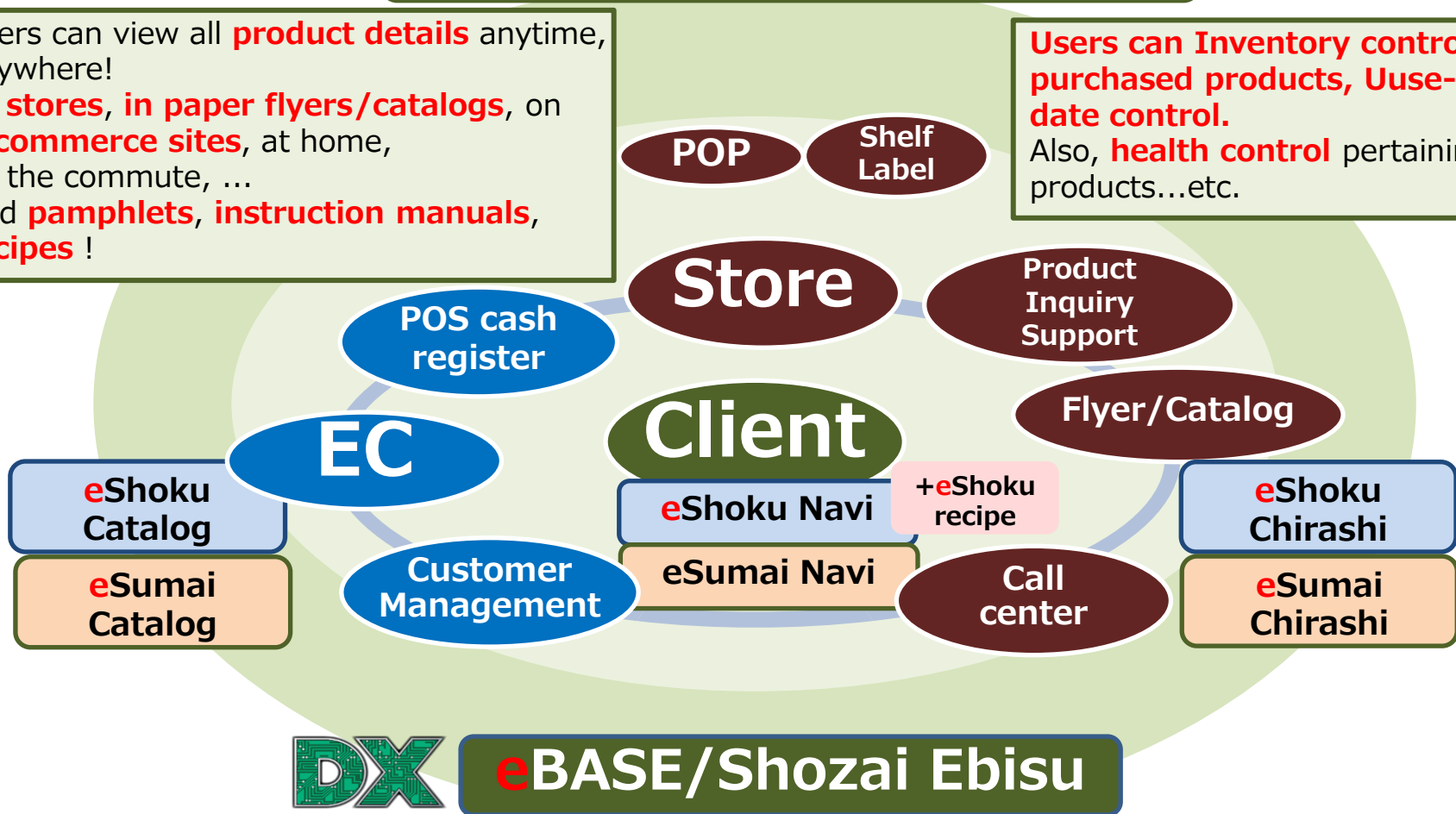
### Provide new UX/CX !

Users can view all **product details** anytime, anywhere!

**In stores, in paper flyers/catalogs**, on **e-commerce sites**, at home, on the commute, ...  
And **pamphlets, instruction manuals, recipes** !

**Users can Inventory control of purchased products, Use-by date control.**

Also, **health control** pertaining to products...etc.





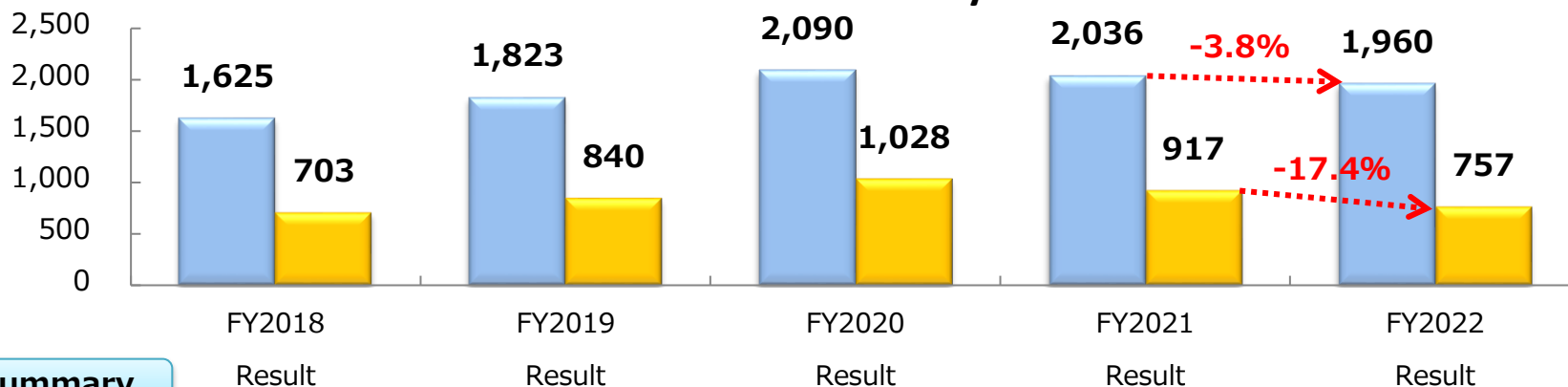
# FY2022 Results by Segment / eBASE Business

## eBASE Business (Packaged software business)

(1 million yen)

Net sales

### Net sales and Ordinary income



### Summary

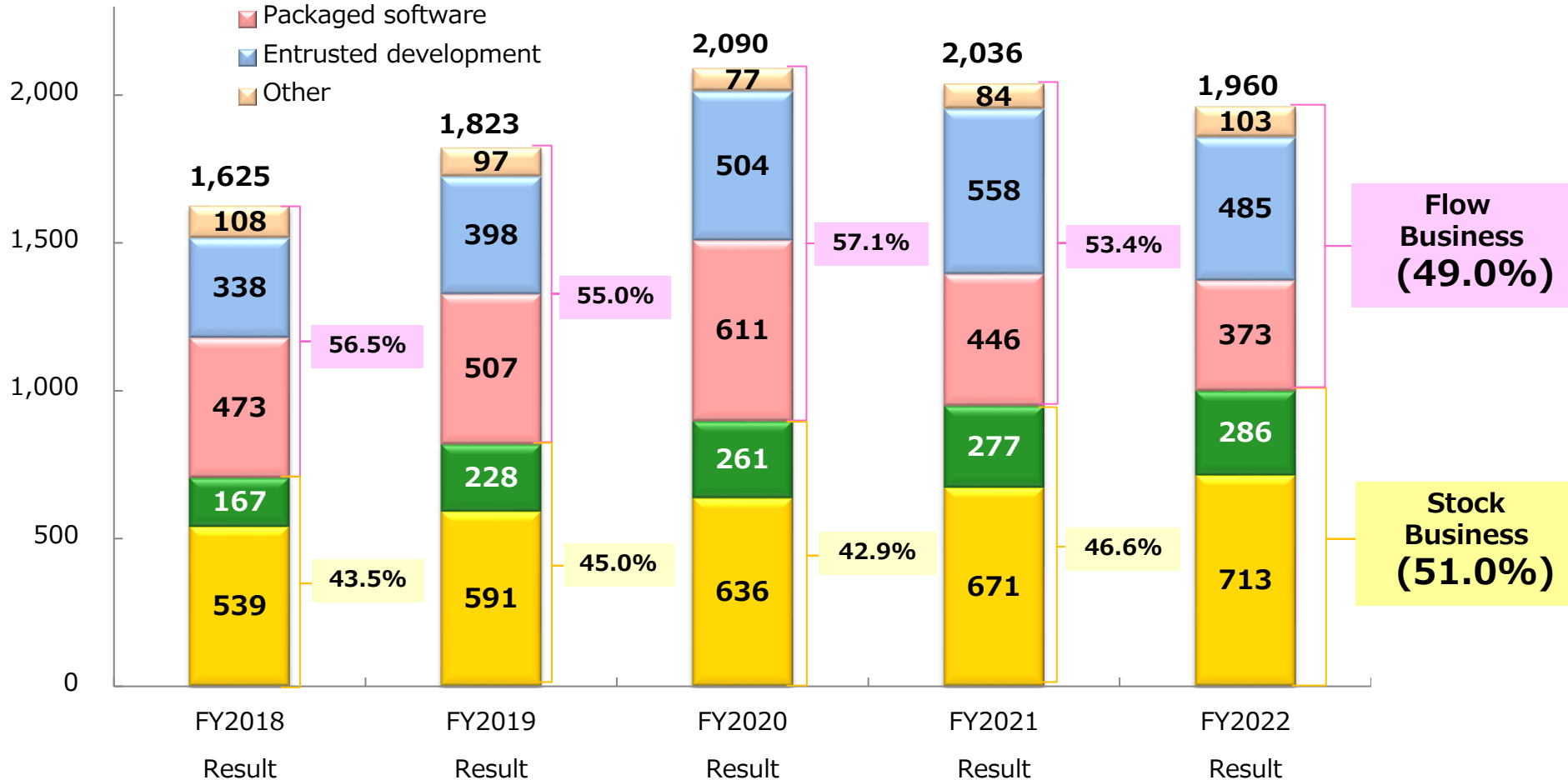
- In the food industry, we have received orders for “ eShoku Catalogs ” that connect “online supermarkets (e-commerce sites)” and “electronic shelf labels” of several retail companies, as well as informal orders.
- In the daily necessities goods industry, we have received new orders for product planning and development support solution “PDM eBASE” for product manufacturers and PB vendors at major convenience stores and major drug stores.
- In the housing industry, the production operation of equipment information disclosure for owners using “Jutaku Ebisu ” and “eSumai Navi” started in February 2022 at a major house maker. Inquiries from several major house makers and small and medium-sized house builders are also increasing.
- In addition to delays and stagnation in business negotiations and acceptance inspection work due to the recurrence of new corona infections after January 2022, some businesses projects have been postponed or postponed to the next fiscal year or later. In addition, some orders, deliveries, and acceptance inspections have been postponed to the following fiscal year or later.
- Due to the unexpectedly high load response of the one of large-scale projects that have been delivered and inspected by the third quarter, the negotiations for the next project have been delayed (Trouble was over).

# FY2022 Results by Segment / eBASE Business

## Sales results by type

- License & Support
- Cloud service
- Packaged software
- Entrusted development
- Other

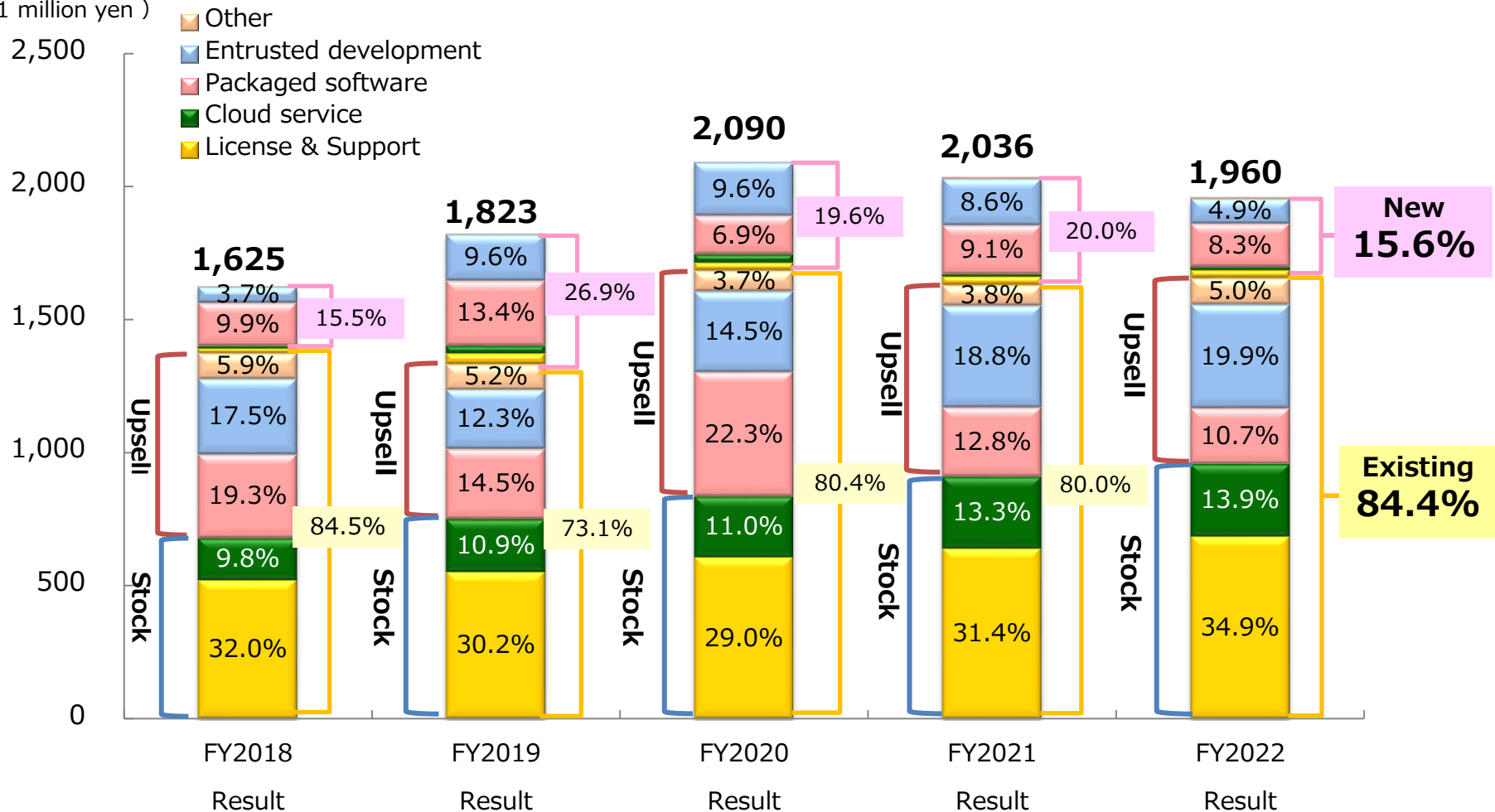
( 1 million yen )



# FY2022 Results by Segment / eBASE Business

## Sales results by new and existing

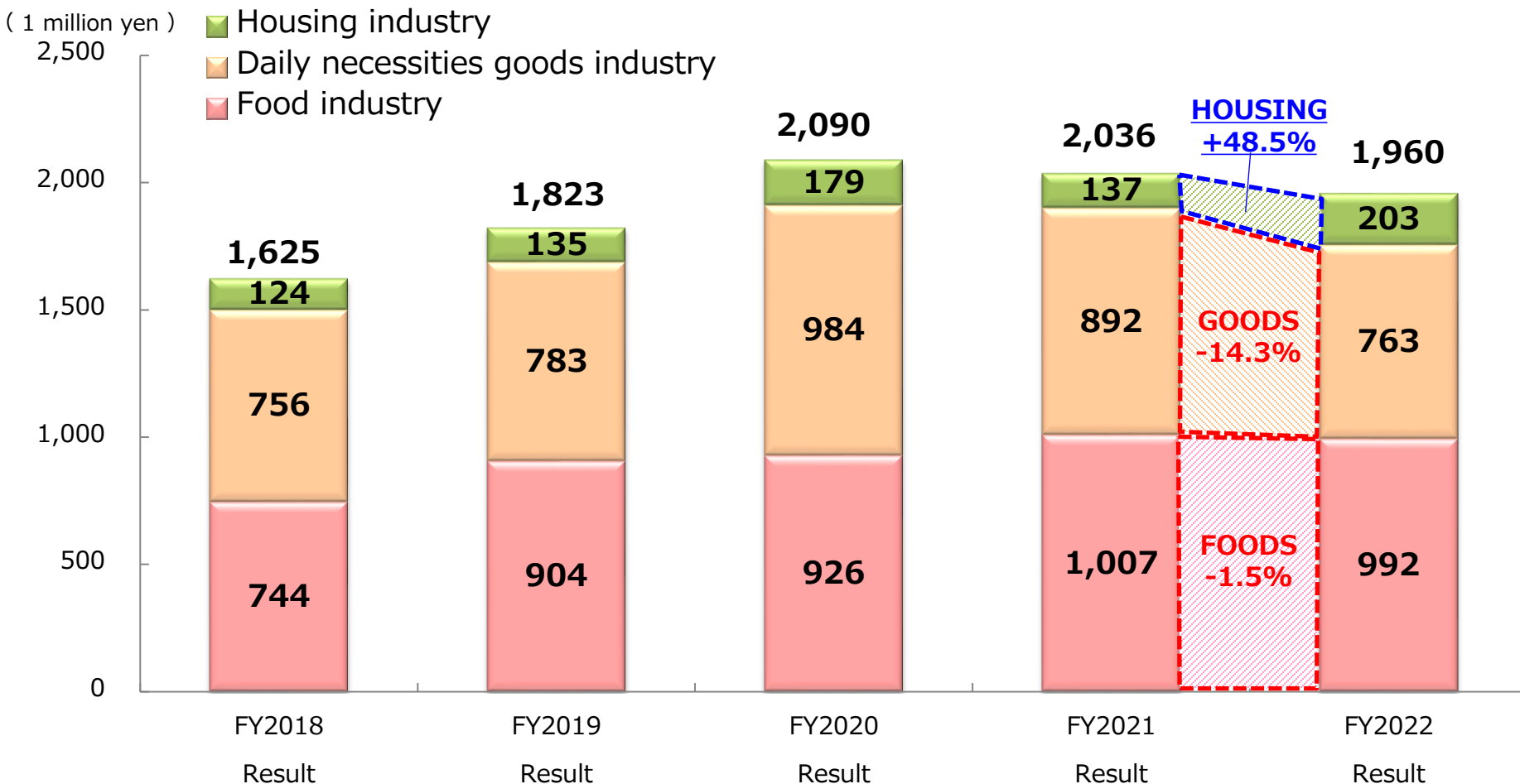
( 1 million yen )



Note 1) Figures less than 3% are omitted.

# FY2022 Results by Segment / eBASE Business

## Sales Results by Industry



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

# FY2022 Results by Segment / eBASE Business

## Food industry

### Policies for this fiscal year and their progress

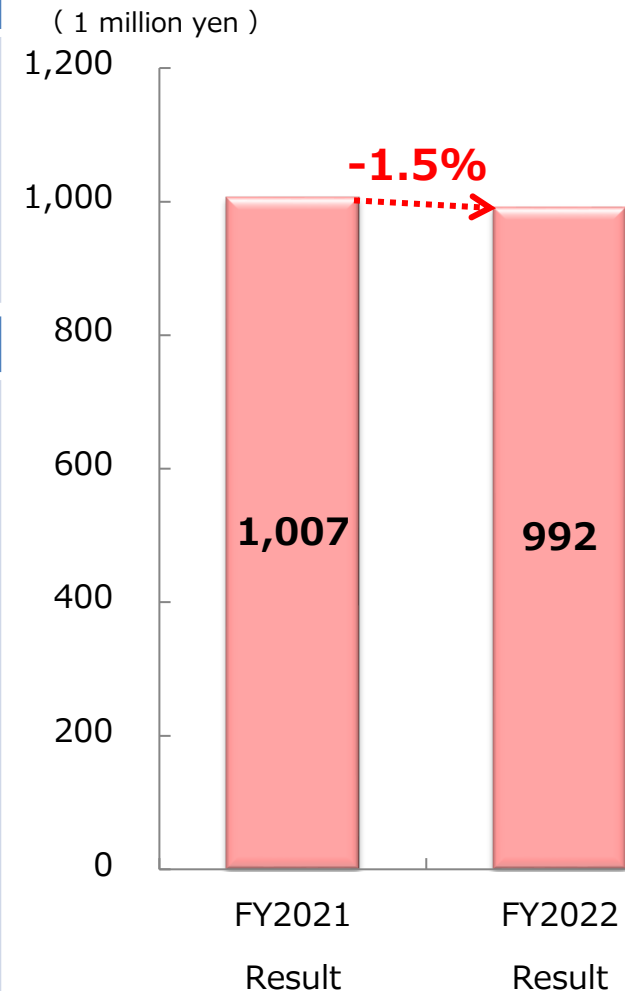
#### FY2022 Result Policies

- Continuous promotion the current business model "FOODS eBASE".
- Continuous promotion the de facto of the product data pooling service "Shokuzai Ebisu" and strengthen sales promotion.
- Expand into the "BtoBtoC model" through smartphone app for consumers (e.g., eShoku Navi).
- Development of various new services based on patent strategy.

#### Its progress

- Sales results (Full year) : 992 millions yen
- Continued promotion and sales development of "eShoku Navi", "eShoku Catalog", and "eShoku Chirashi", sales promotion support services for food retailers.
- Began provided "RECIPE eBASE Cloud", a cloud service that supports the registration of recipe information on "Recipe Ebisu" and the generation of recipe data for the food industry in general, regardless of whether it is a retailer, food manufacturer, or food service.
- Obtained patent rights to "eShoku Chirashi" and "eShoku Kuizu" and to a system for identifying products using textual information and photographed images.
- Due to the impact of COVID-19 rapid expansion the postponement of some new large projects and project delays caused delays in the acceptance inspection period.
- Net sales decreased year-on-year.

#### Food industry Sales result (year on year)



# FY2022 Results by Segment / eBASE Business

## Daily necessities goods industry

### Policies for this fiscal year and their progress

#### FY2022 Result Policies

- Promote total optimization of the product information exchange environment in the Daily necessities goods industry (Drugstore industry, Home center industry, Stationery industry, Sporting goods industry, Car accessory industry, Mail order industry, etc.).
- Promote sales promotion of "Shozai Ebisu" with a focus on the product data pool service "Nichizatsu Ebisu".
- Promotion of contract development of customized integrated product database of client companies.

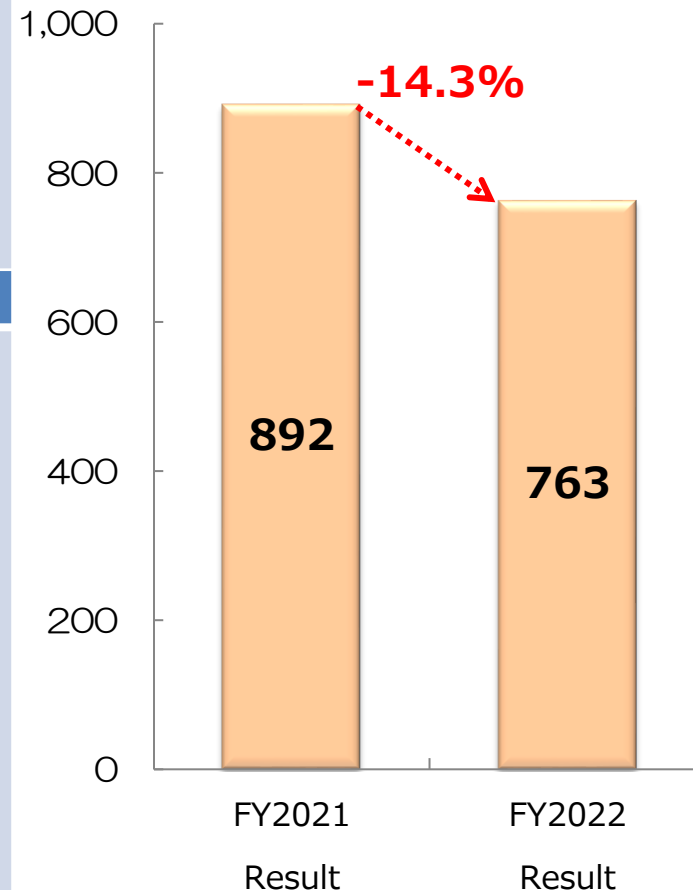
#### Its progress

- Sales results (Full year) : 763 millions yen
- Existing customer drugstores have newly adopted "Shozai Ebisu" as a new addition to their e-commerce sites.
- Received new orders for "eB-goods(R)", a product detail information management system for daily necessities and lifestyle-related products, at a retailer, and completed system replacements at several daily necessities manufacturers and major retailers.
- Acquired patent rights to be able to analogize body size information with a high degree of accuracy and recommend products of suitable sizes.
- Due to the rapid spread of the Omicron variant of COVID-19 strain infections in the Tokyo metropolitan area, orders, deliveries, and acceptance inspections for several projects were postponed or postponed to the next fiscal year or later.
- Net sales decreased year-on-year.

## Daily necessities goods industry

Sales result (year on year)

( 1 million yen )



# FY2022 Results by Segment / eBASE Business

## Housing industry

### Policies for this fiscal year and their progress

#### FY2022 Result Policies

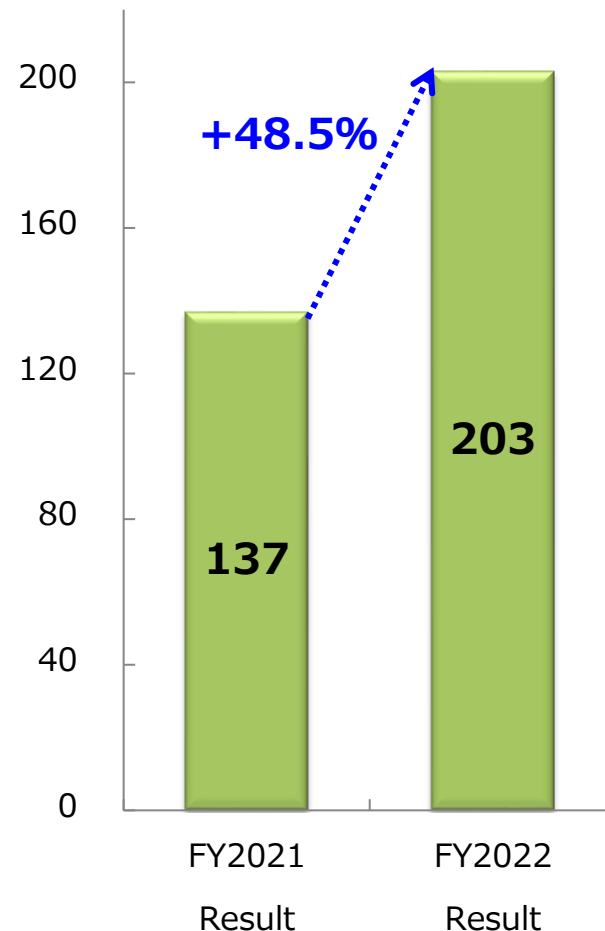
- Promotion of the de facto product data pool service "Jutaku Ebisu".
- Promotion of contract development of customized integrated product database of client companies.

#### Its progress

- Sales results (Full year) : 203 millions yen
- Housebuilders are sales promotion of "Jutaku Ebisu" not only for conventional maintenance parts management, but also for use in general parts management for new equipment/building material specification selection and initial proposal applications.
- Developed and released the smartphone application "eSumai Navi" and obtained patent rights.
- In February 2022, major housebuilders will begin full-scale operation of facility information disclosure for owners using "Jutaku Ebisu" and "eSumai Navi", and inquiries from several major housebuilders and small to medium housebuilders are increasing.
- Although the number of meetings for projects still under consideration has decreased, resulting in prolonged delays in progress, the number of projects for additional modifications by existing customers has increased.
- Net sales increased year-on-year.

Housing industry  
Sales result (year on year)

( 1 million yen )



# Overview of eBASE-PLUS Business

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

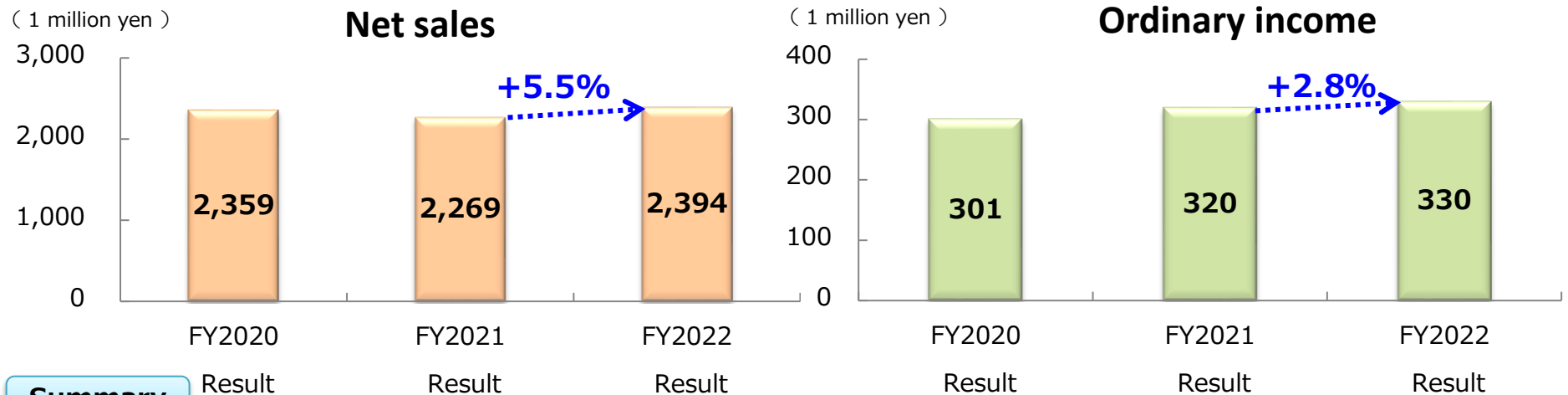
### ② Help Desk Services

Help desk from primary support to secondary support that requires technical skills.



# FY2022 Results by Segment / eBASE-PLUS Business

## eBASE-PLUS Business (IT Outsourcing Business)



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

### FY2022 Result Policies

- Maintain the existing IT development outsourcing business.
- Consideration of measures to shift from a model of stable decline to a model of low growth.
- Linkage with eBASE Business.
- Continuation of new recruitment of human resources and the development of human resources.
- Promote quality M&A deals.

### Its progress

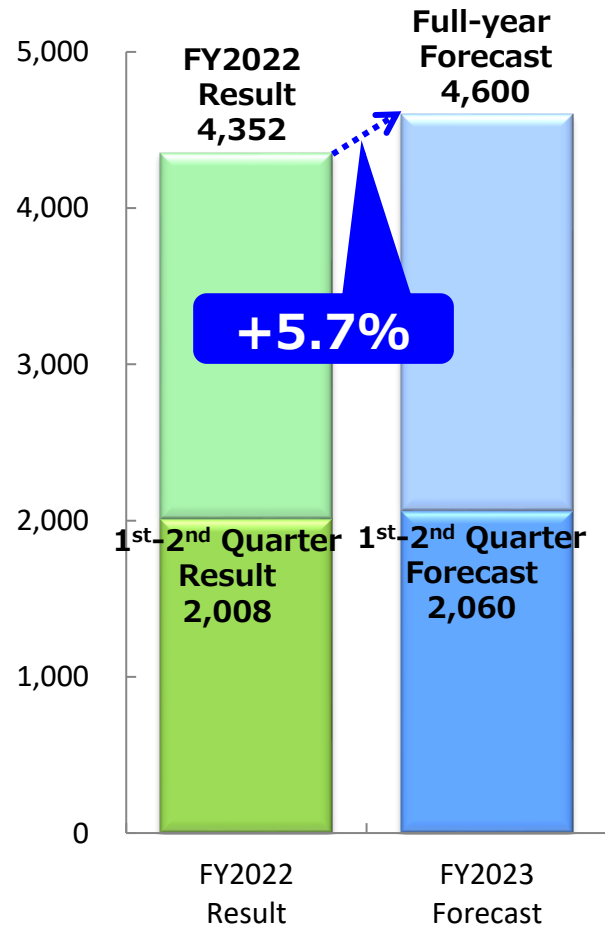
- Sales results (Full year) : 2,394 millions yen (Increased)
- Profit results (Full year) : 330 millions yen (Increased)
- Focus on acquiring projects that meet customer needs.
- We continued to negotiate unit prices with our customers.
- In order to increase the man-hours, we promoted mid-career recruitment with specialized knowledge and experience, and worked to secure, train and develop human resources.
- Since the business model is a stock-type business model based on quarterly contracts with less seasonality, the impact of COVID-19 was generally small, and the business was as planned.

# Full-year (Year ended March 2023) Earnings forecasts

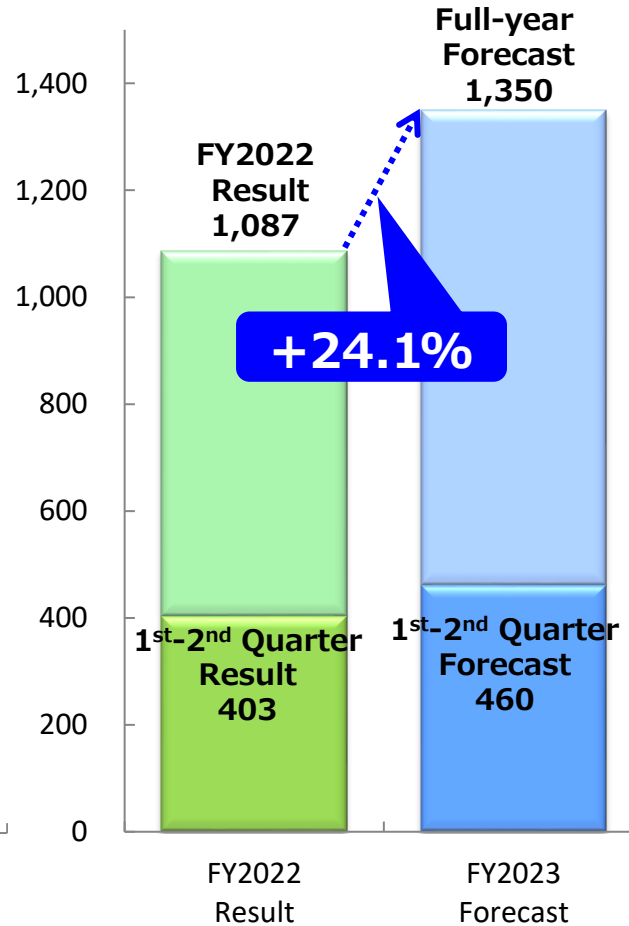
- FY2023 Forecast
- FY2023 1st-2nd Quarter Forecast
- FY2022 Result
- FY2022 1st-2nd Quarter Result

(1 million yen)

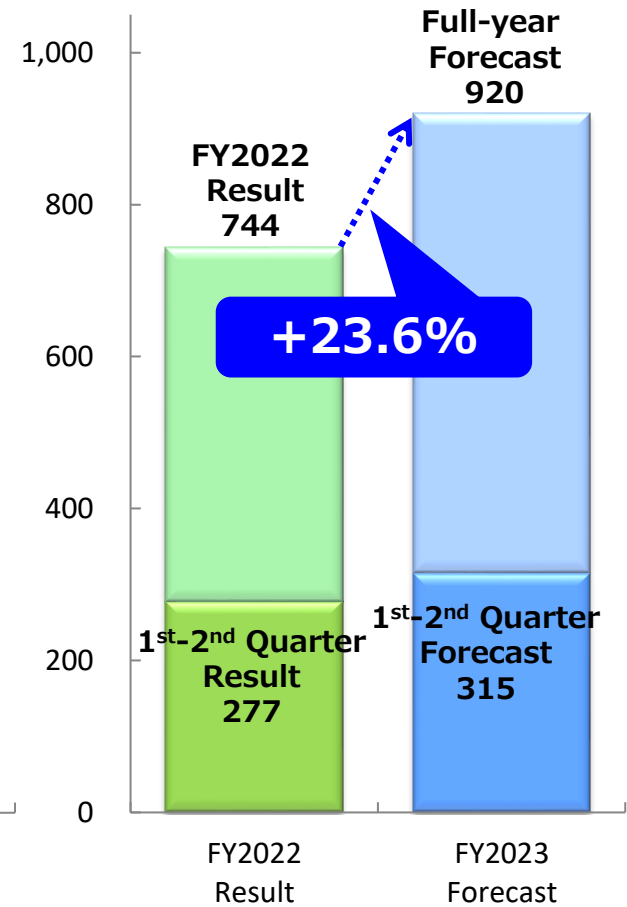
## Net sales



## Ordinary profit

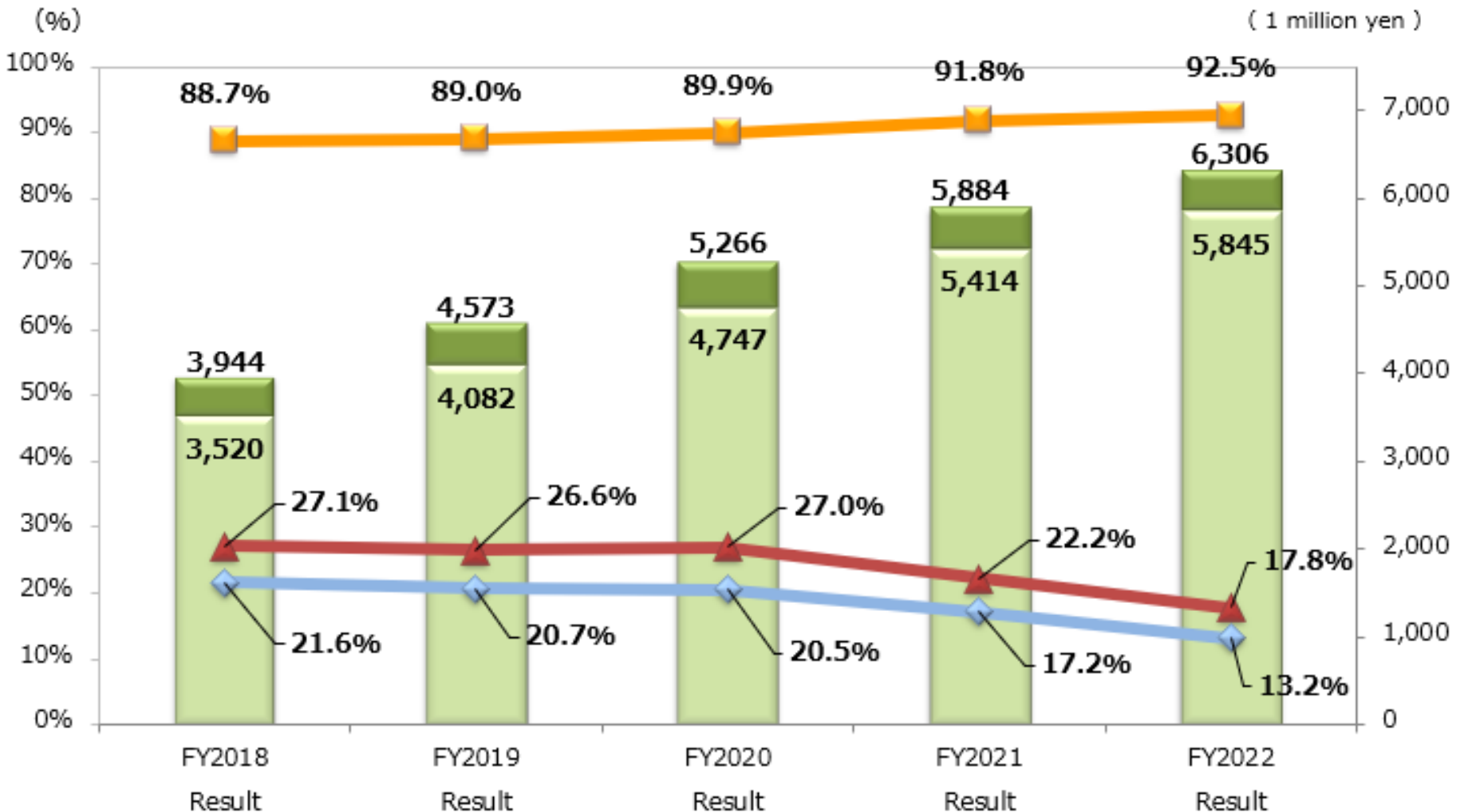


## Belong to the parent company Net income



# Capital Position (ROE and ROA, etc.)

■ + ■ Total assets (Consolidated)   
 ■ Net assets (Consolidated)   
 ◆ ROE   
 ▲ ROA   
 ■ Capital adequacy ratio



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**The performance forecasts and future forecasts contained in this document were determined by the Company based on information available at the time of preparation of this document, and include potential risks and uncertainties. As a result, actual results may differ materially from the forward-looking statements referred to or described in the forward-looking statements due to various factors, including changes in the business environment.**

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