

FY2024 3rd Quarter Financial Results and Business reports

eBASE Co.,LTD.

TSE code 3835

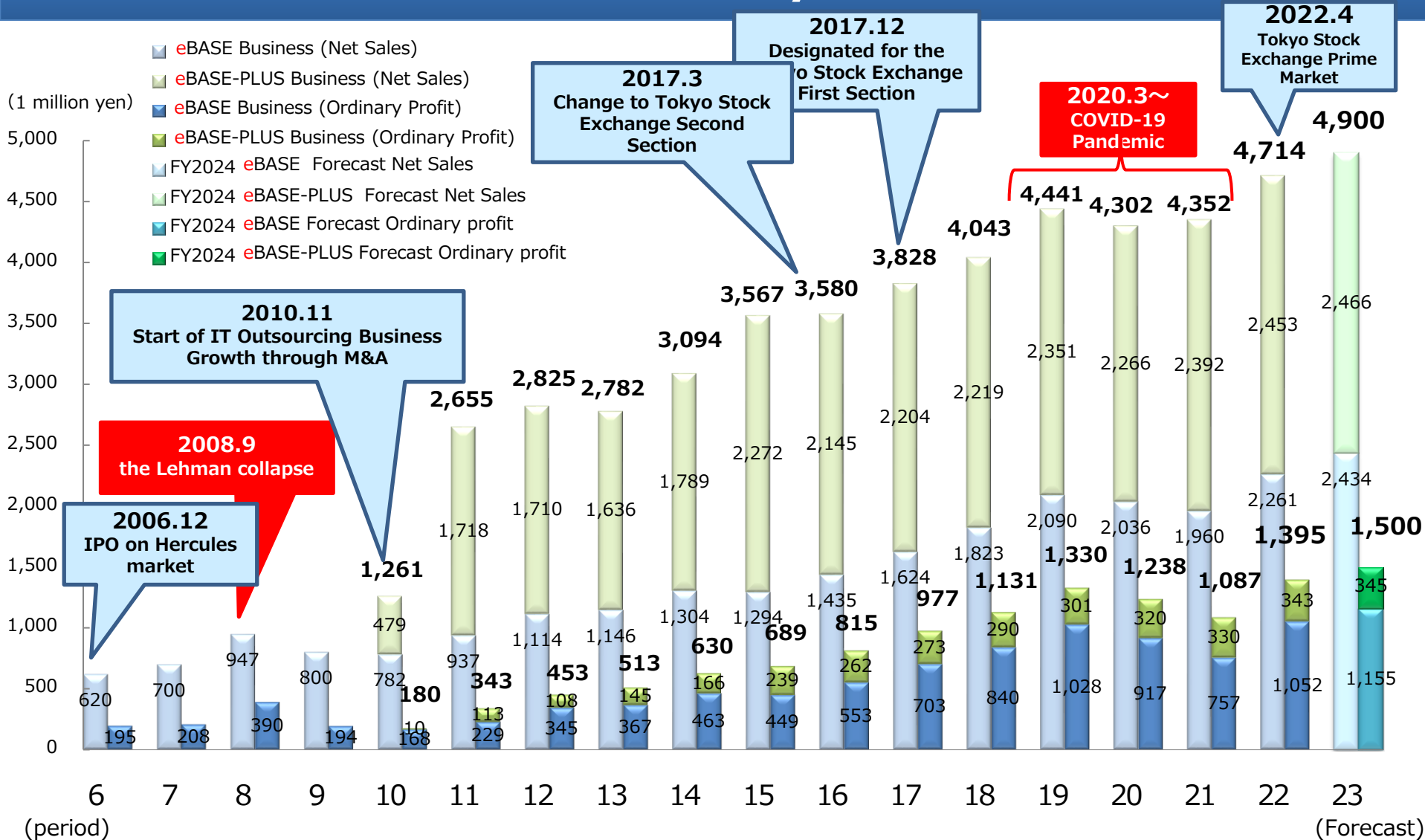
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Company Overview

■ 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	478 (486/ Including Officers) (As of April 2023)
■ History	
October 2001	Founding of eBASE Co., Ltd.
December 2006	IPO on the Osaka Securities Exchange Hercules Market
October 2010	Transitioned to JASDAQ Market Standard
March 2017	Market Transitioned to the Tokyo Stock Exchange Second Section
December 2017	Designated as a first-section stock on the Tokyo Stock Exchange
April 2022	Transitioned to Tokyo Stock Exchange Prime Market

Trends in sales and ordinary income since listing



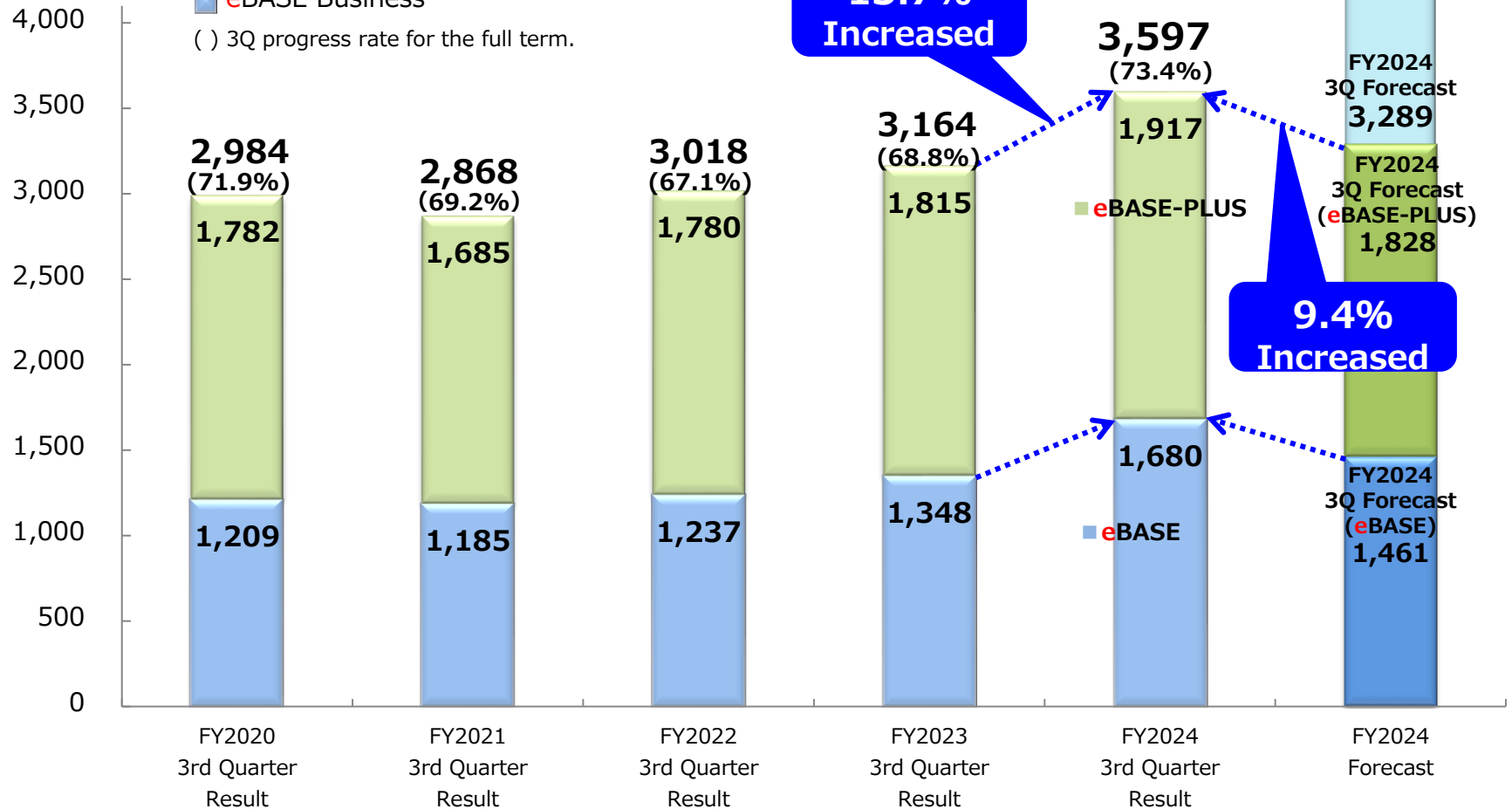
Note 1) For the notation of amounts, transactions between segments are offset and eliminated, and amounts less than one million yen are rounded down.

FY2024/3Q Consolidated Net Sales

- FY2024 Forecast
- FY2024 eBASE-PLUS Business 3Q Forecast
- FY2024 eBASE Business 3Qf Forecast
- eBASE-PLUS Business
- eBASE Business

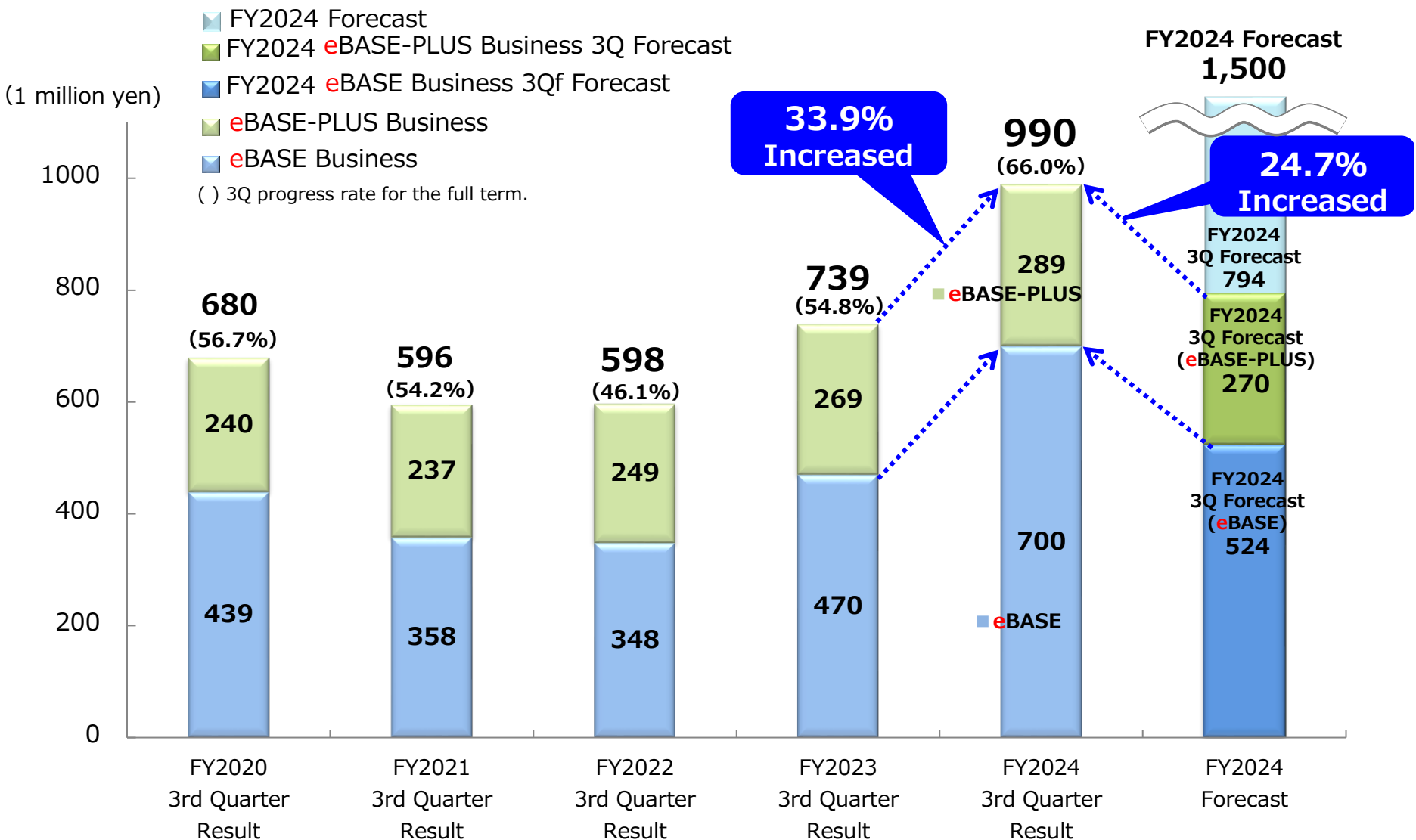
() 3Q progress rate for the full term.

(1 million yen)



Note 1) Intersegment transactions are eliminated.

FY2024/3Q Consolidated Ordinary profit



Note 1) Intersegment transactions are eliminated.

FY2024/3Q Consolidated Results and Consolidated Balance Sheet

(1 million yen)

	FY2020 Result	FY2021 Result	FY2022 Result	FY2023 Result	FY2024 Result
Net sales	2,984	2,868	3,018	3,164	3,597
(eBASE Business)	(1,209)	(1,185)	(1,237)	(1,348)	(1,680)
(eBASE-PLUS Business)	(1,782)	(1,685)	(1,782)	(1,817)	(1,918)
(Intersegment transactions)	(-7)	(-2)	(-2)	(-1)	(-1)
Operating Income	652	575	598	714	981
Ordinary income	680	596	598	739	990
(eBASE Business)	(439)	(358)	(348)	(470)	(700)
(eBASE-PLUS Business)	(240)	(237)	(249)	(269)	(289)
(Intersegment transactions)	(0)	(0)	(0)	(0)	(0)
Net income*	464	409	410	504	676

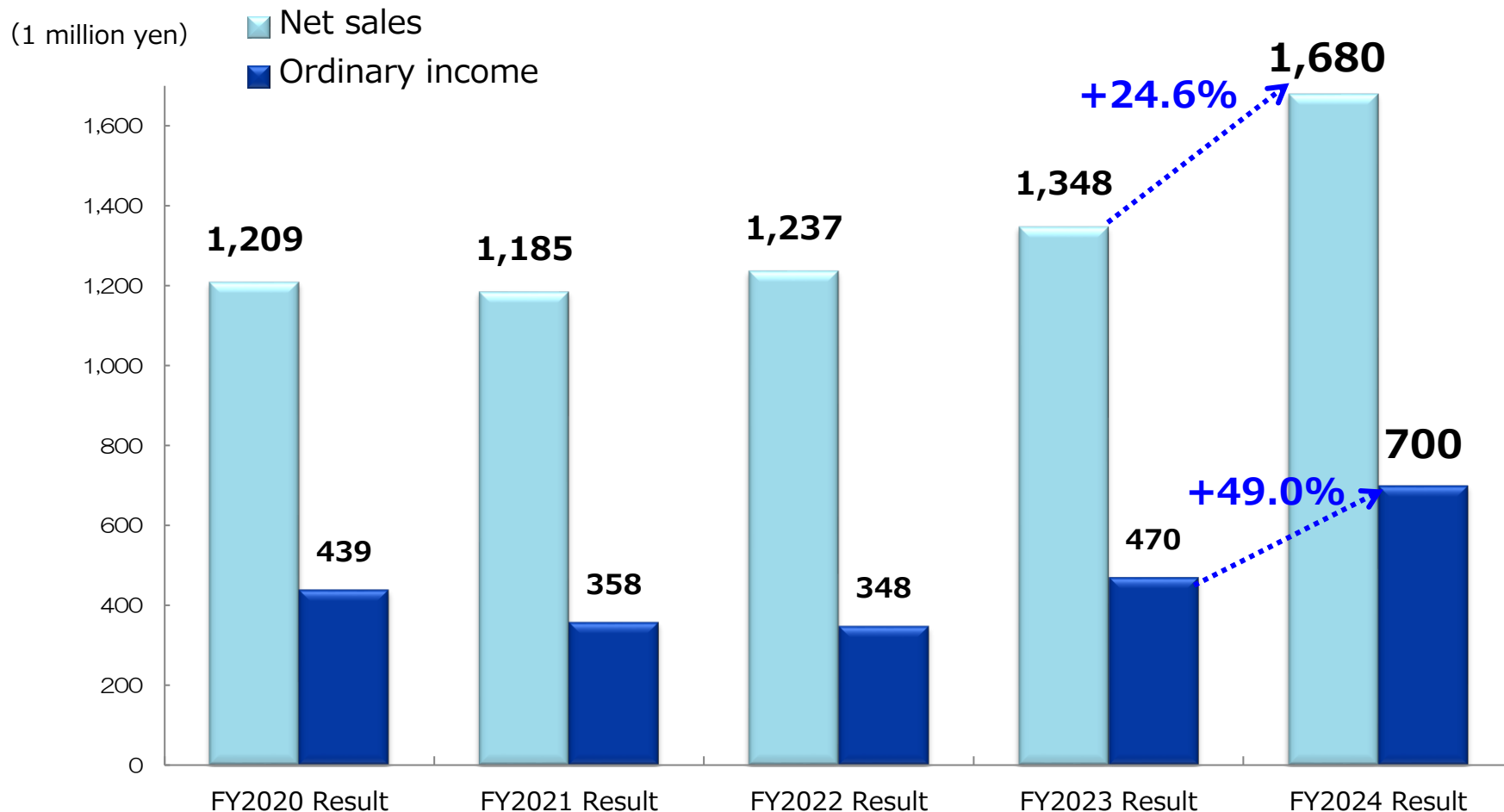
* Quarterly net income attributable to owners of parent.

	Prior period (As of March 2023)	As of Dec. 31, 2023	Increased/ Decreased	
Current assets	5,569	5,552	-17	Cash and deposits +162, Notes and accounts receivable trade, and contract assets -294, Other +103
Fixed assets	1,450	1,526	76	
(Property, plant and equipment+Intangible assets)	(197)	(217)	(20)	
(Other assets)	(1,252)	(1,309)	(56)	
Total assets	7,019	7,078	59	
Current liabilities	719	533	-186	Income taxes payable -178
Total liabilities	719	538	-181	
Total shareholder's equity	6,253	6,461	208	Retained earnings +396 (Dividend payment -279) (Net income* +676)
Subscription rights to shares	12	7	-4	
Total net assets	6,299	6,540	240	
Total liabilities and net assets	7,019	7,078	59	

Note) Amounts less than one million yen are disregarded.

FY2024/3Q Results by Segment / eBASE Business

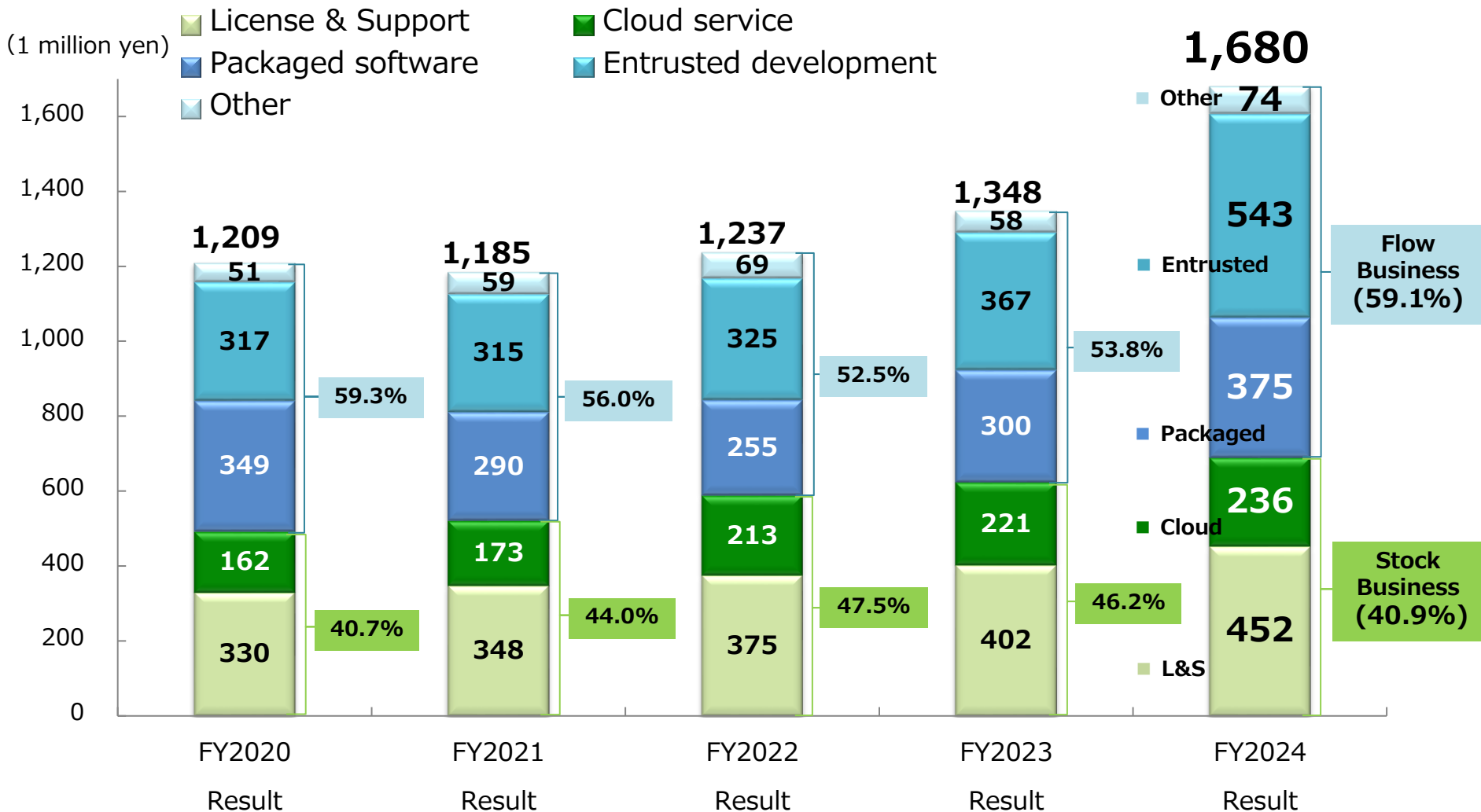
eBASE Business (Packaged software business)



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

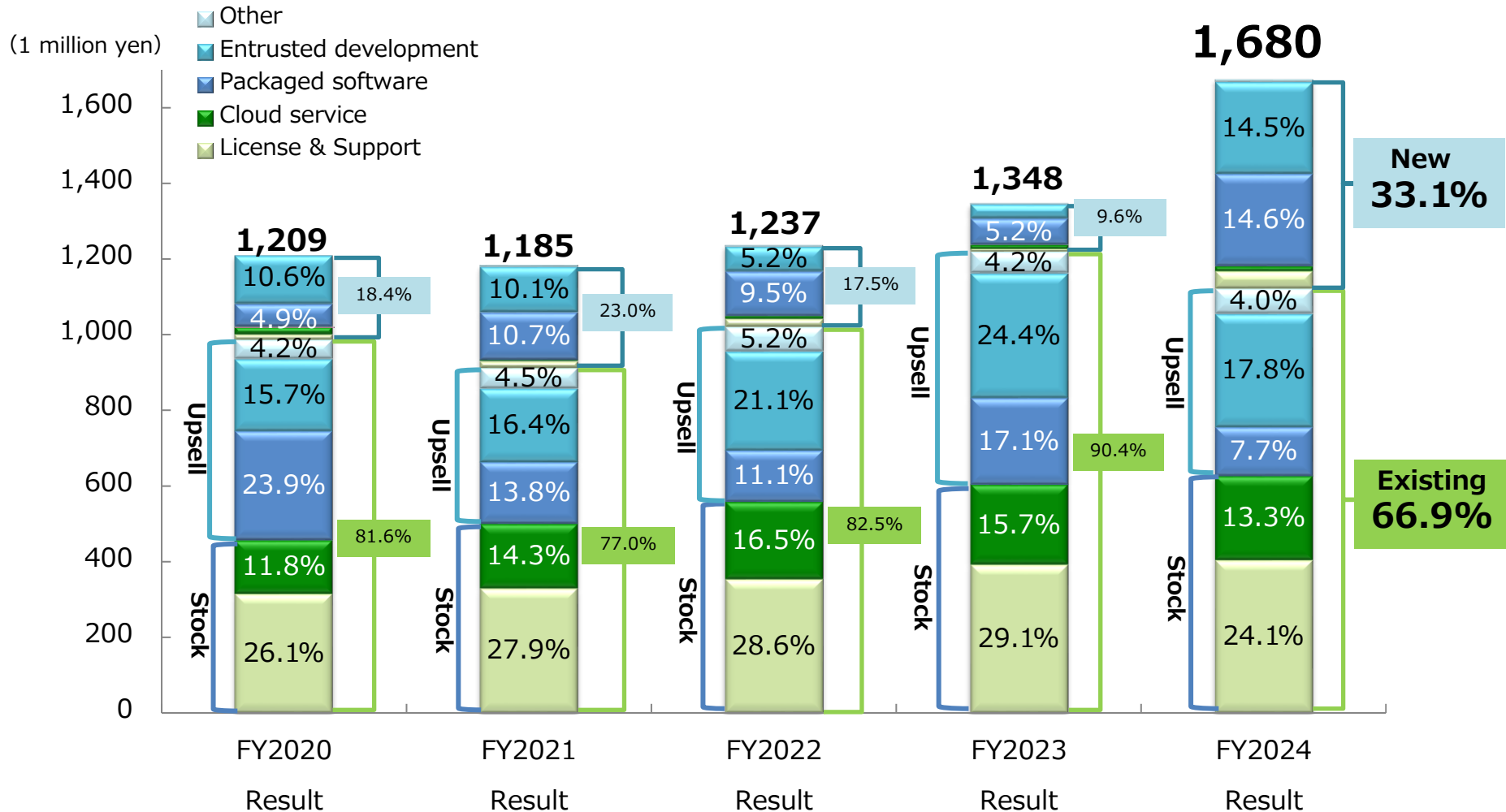
FY2024/3Q Results by Segment / eBASE Business

Sales results by type

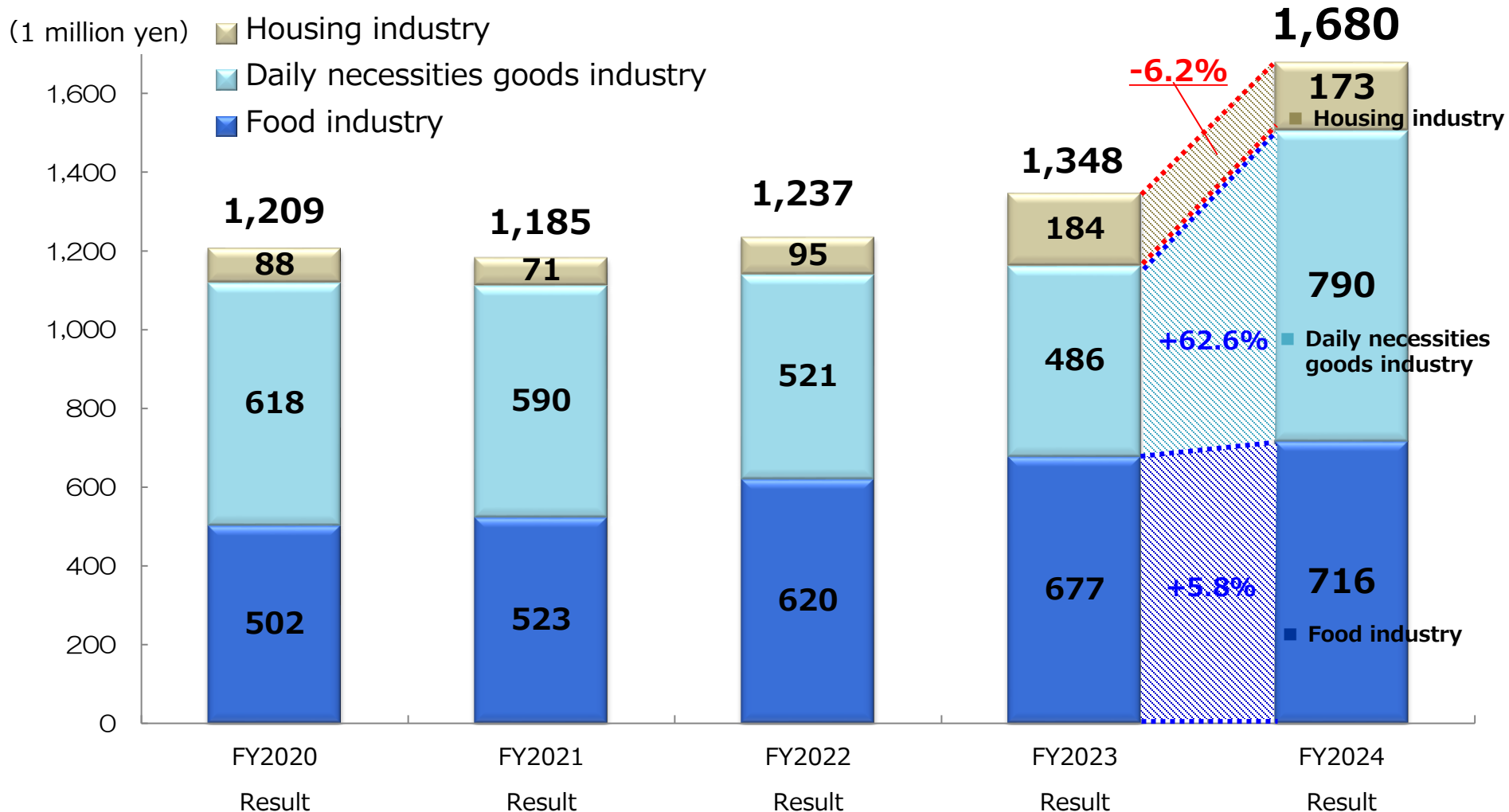


FY2024/3Q Results by Segment / eBASE Business

Sales results by new and existing



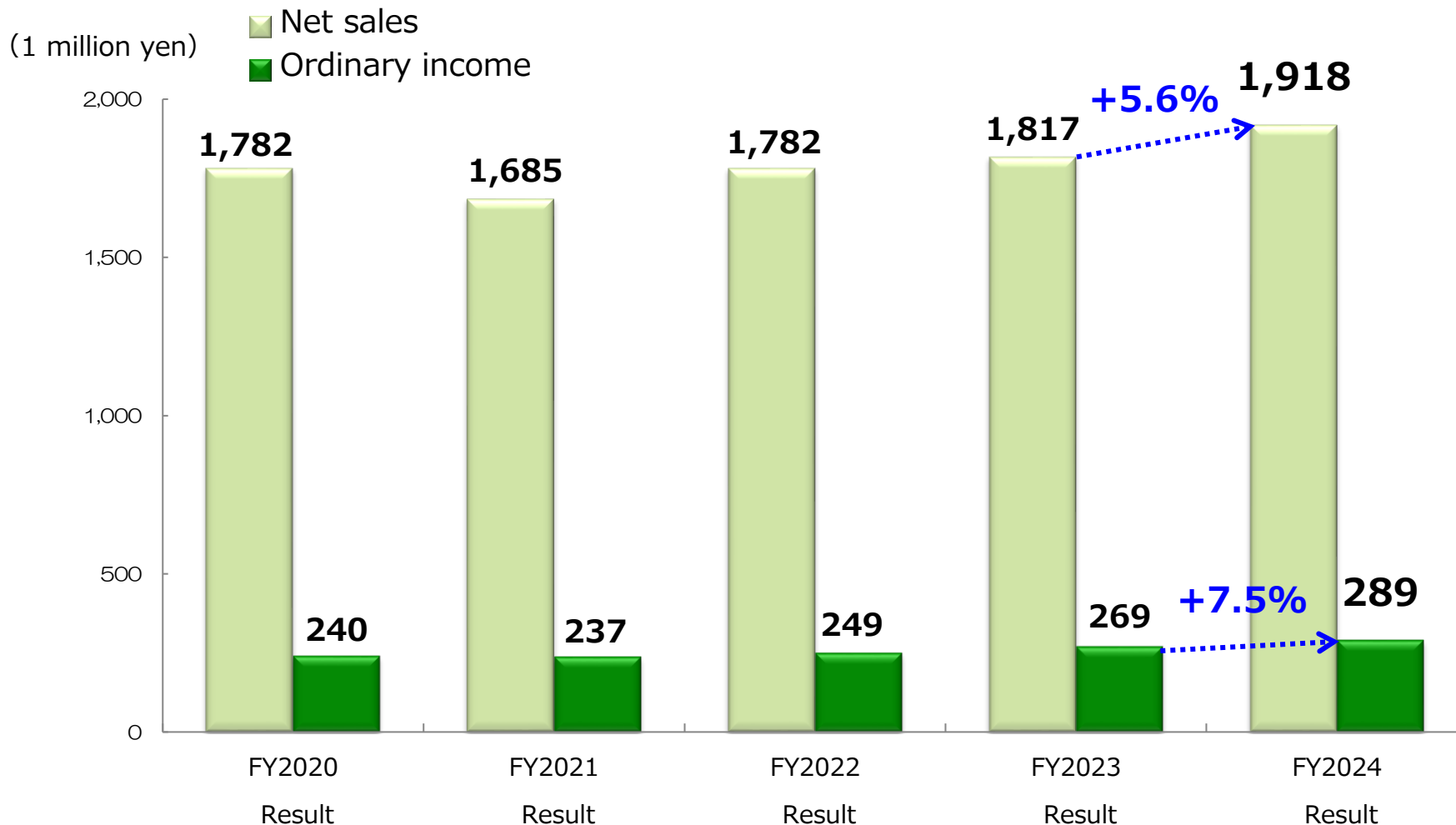
Sales Results by Industry



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

FY2024/3Q Results by Segment / eBASE-PLUS Business

eBASE-PLUS Business (IT Outsourcing Business)



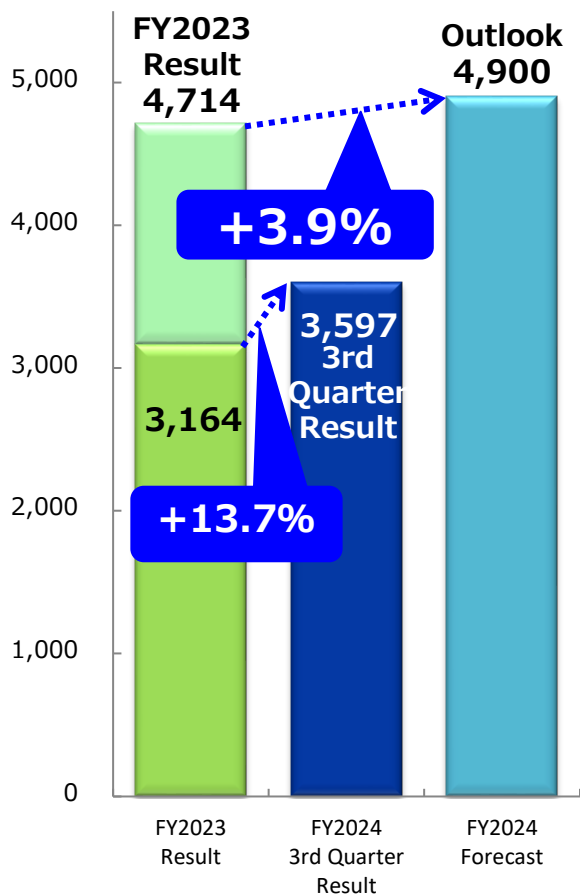
Note 1) Intersegment transactions have not been offset or eliminated.

Year ended March 2024 Earnings forecasts

■ FY2023 3rd Quarter Result
 ■ FY2023 Result
 ■ FY2024 3rd Quarter Result
 ■ FY2024 Forecast

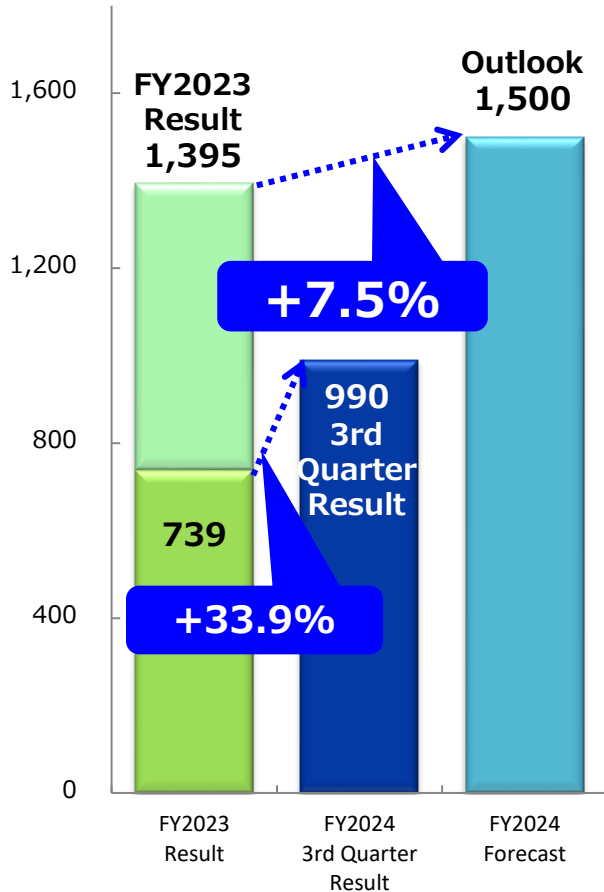
Net sales

(1 million yen)



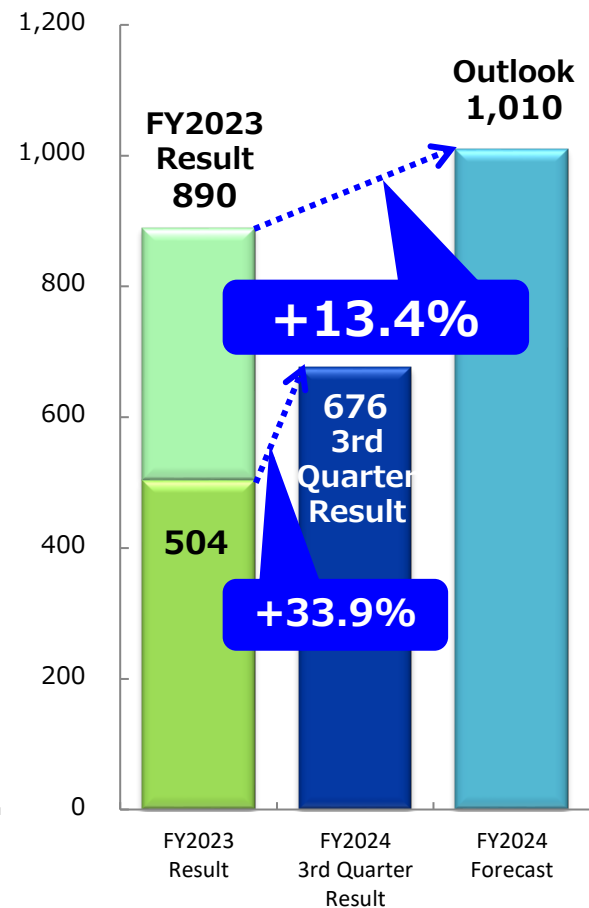
Ordinary income

(1 million yen)



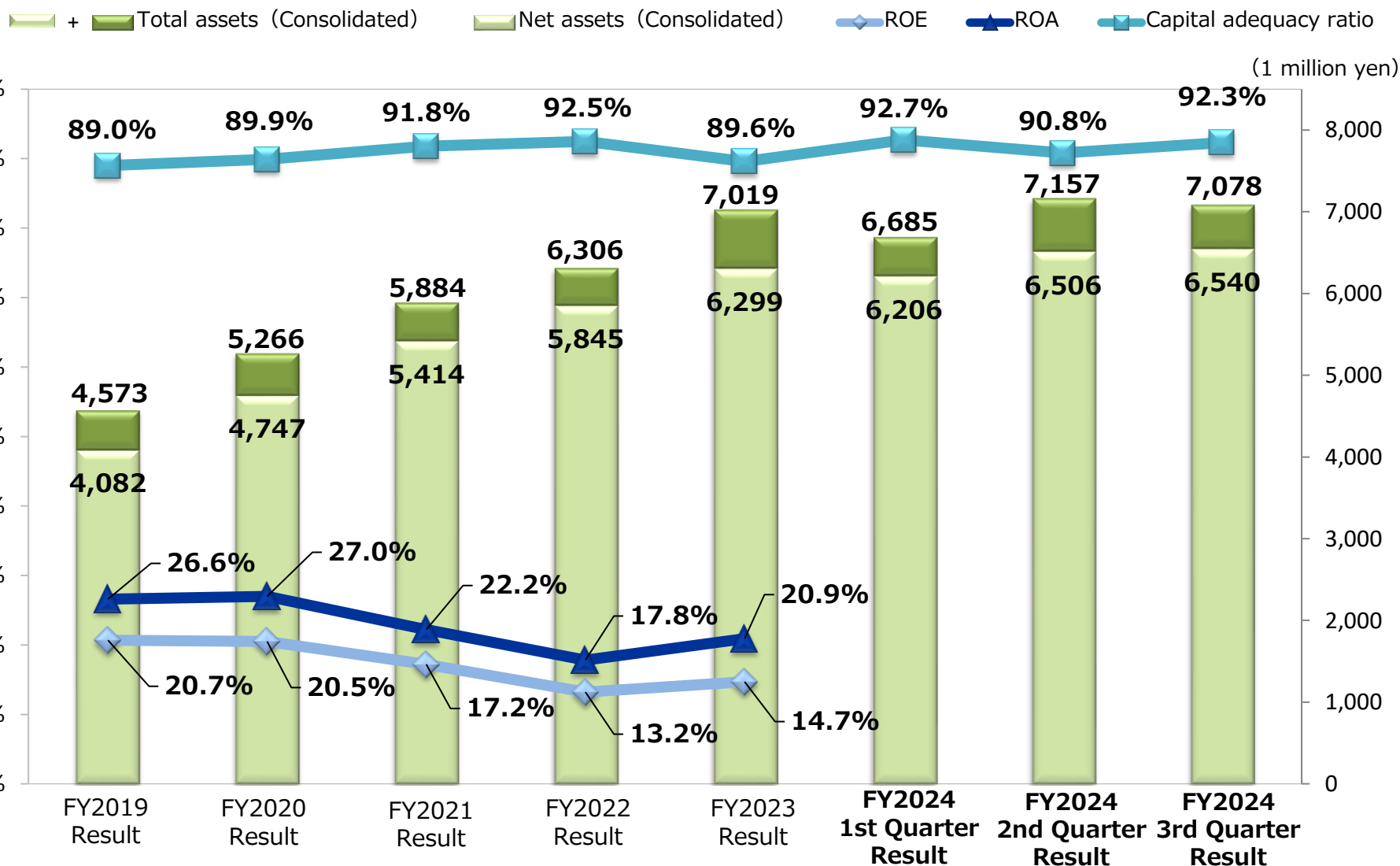
Net income*

(1 million yen)



Note) Quarterly net income attributable to owners of parent

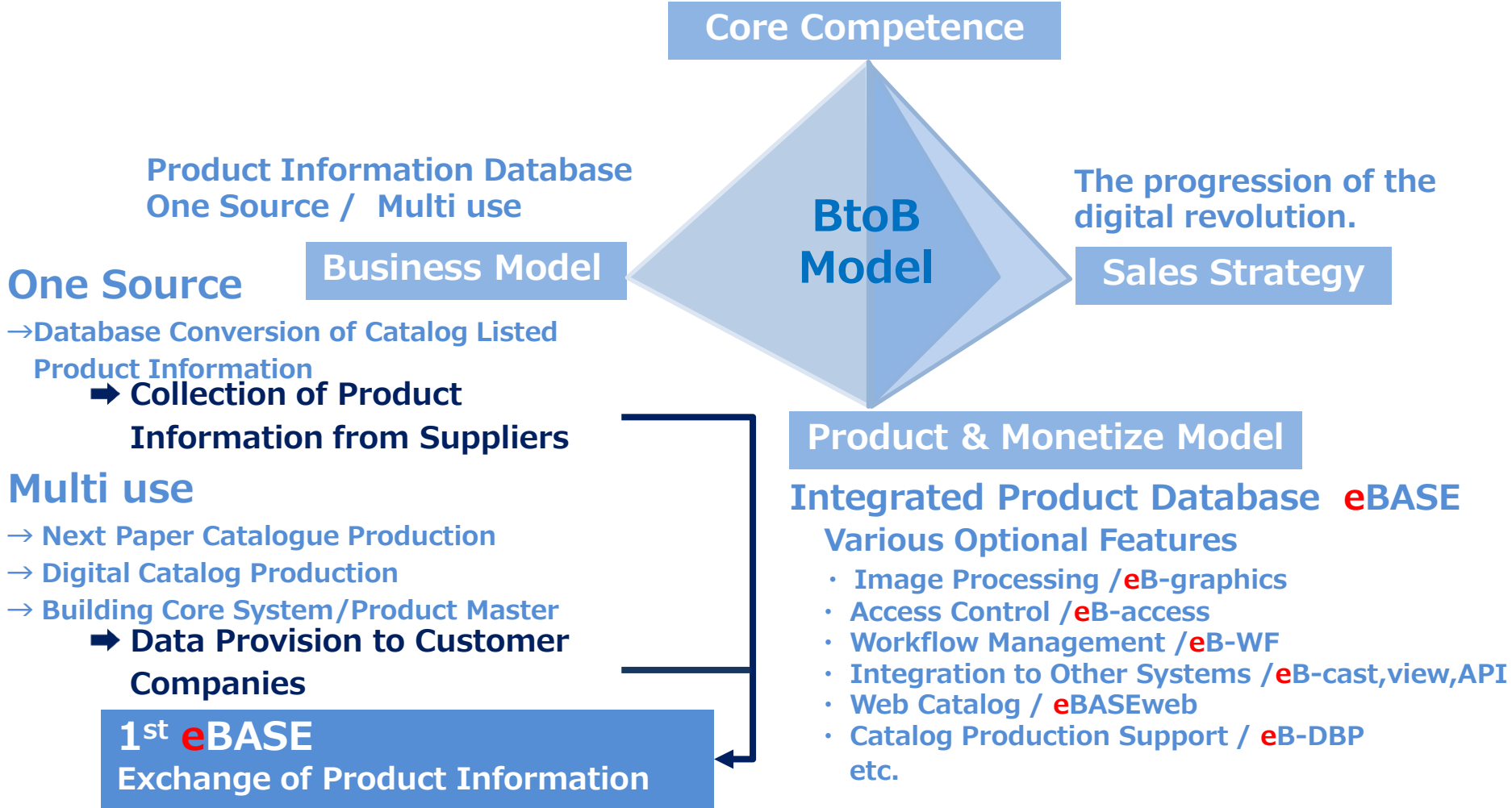
Capital Position (ROE and ROA, etc.)



eBASE Business Report

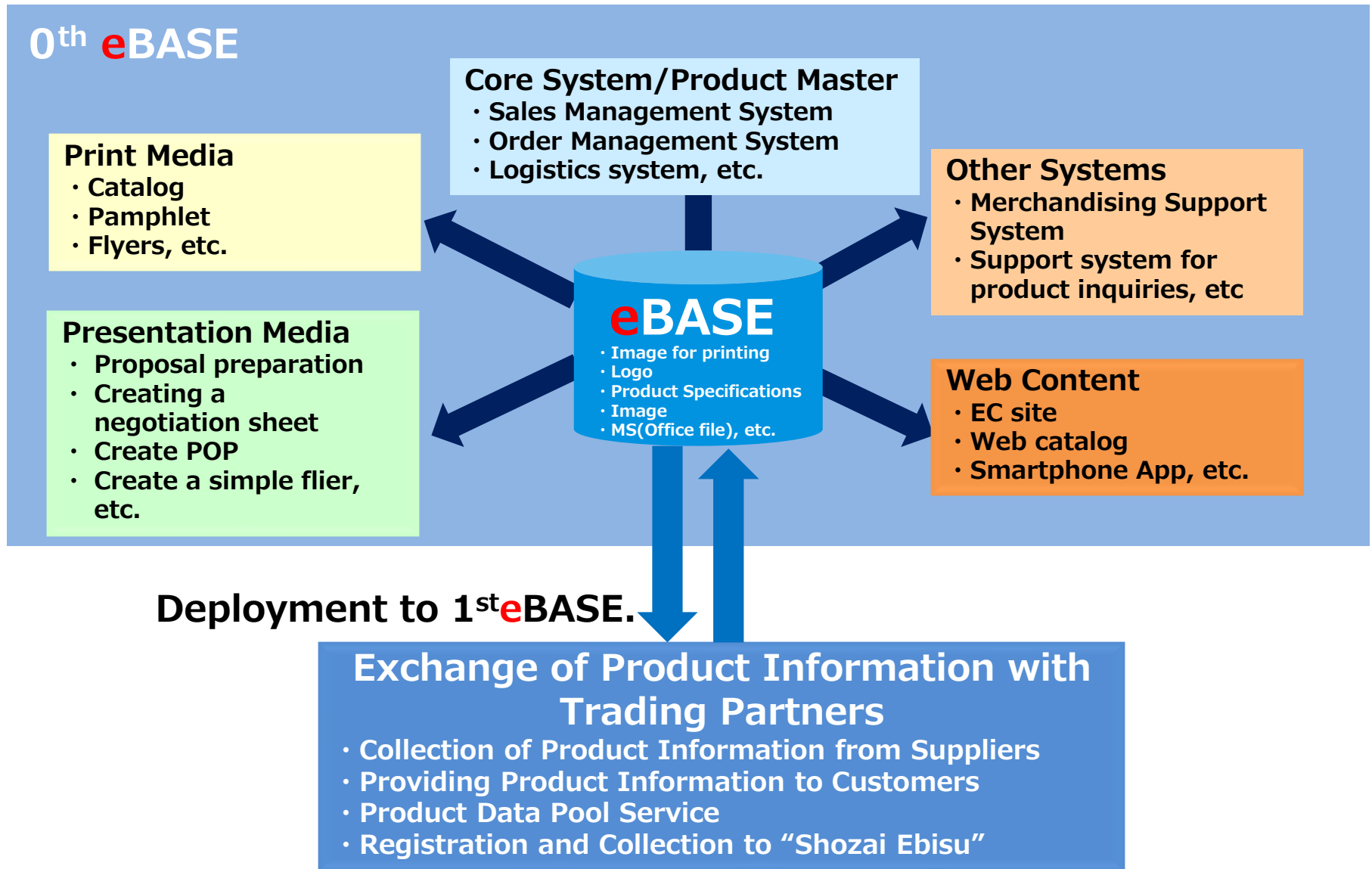
Overview and Progress of BtoB Business Strategies (0th/1st)

Middleware eBASE Founding Period Flexible Database Structure + Print Image Management



Note) Our founding business model in 0th eBASE, "One Source Multi Use," is a concept primarily advocated in the printing industry since around the 1990s, before our company was founded.

Overview of eBASE Integrated Product Database by Company



BtoB/ Industry-specific Product Information Exchange Business Strategy

◆ Current Middleware eBASE

Overwhelming efficiency of system development.

Core competence

◆ Standardization of product information exchange by each industry.

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

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

Business model

BtoB Model

Sales Strategy

◆ Product Information Data Pooling Service

Shokuzai Ebisu, Raw material Ebisu , Recipe Ebisu, Nichizatsu Ebisu, Kaden Ebisu, Jutaku Ebisu, OTC Ebisu, Bungu Ebisu, Kogu Ebisu, Car Accessories Ebisu, Sporting goods Ebisu, Master data Ebisu

Patents related to BtoB services
JP Pat No. 7138289 JP Pat No. 7369392

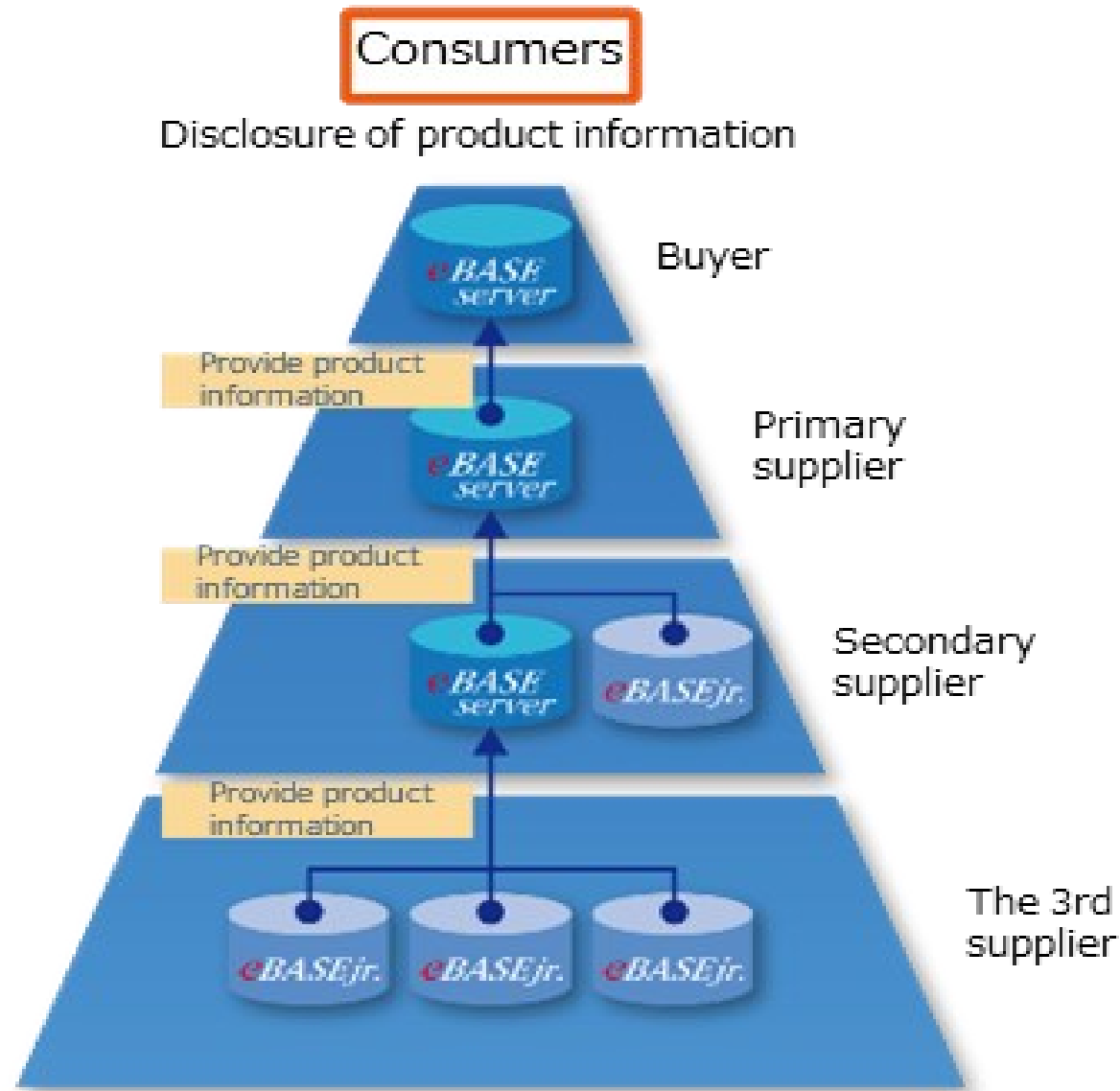
Product/Monetization

◆ Integrated product database Package software sales

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

2nd eBASE Expansion into the content business

Overview of Product Information Exchange Services by Industry



Overview of Product Data Pool Services by Major Industry

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)

FOODS eBASE
Product detail information

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)

FOODS eBASE
Product detail information

Expand to multiple industries

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

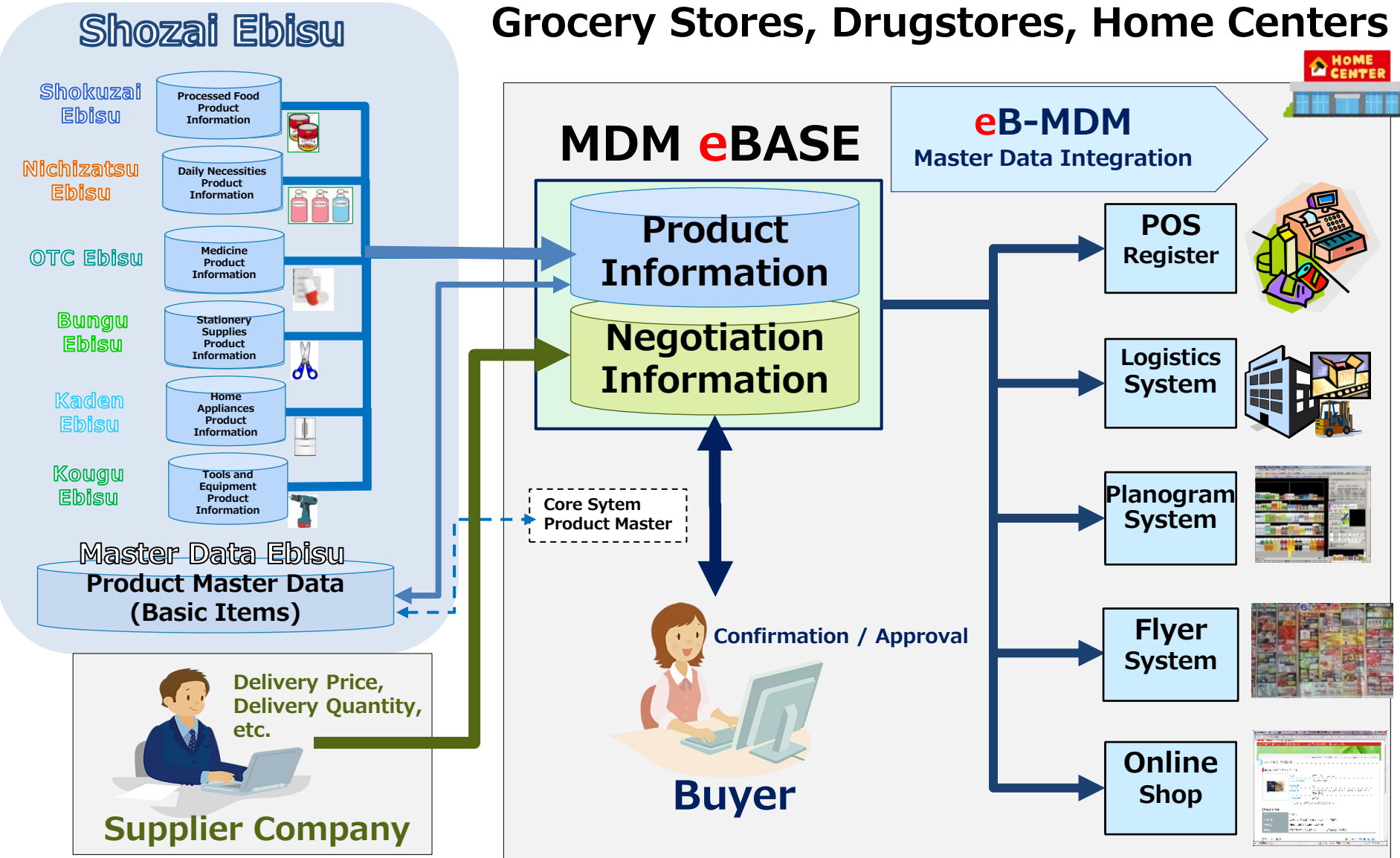
eB-tools

Kougu Ebisu



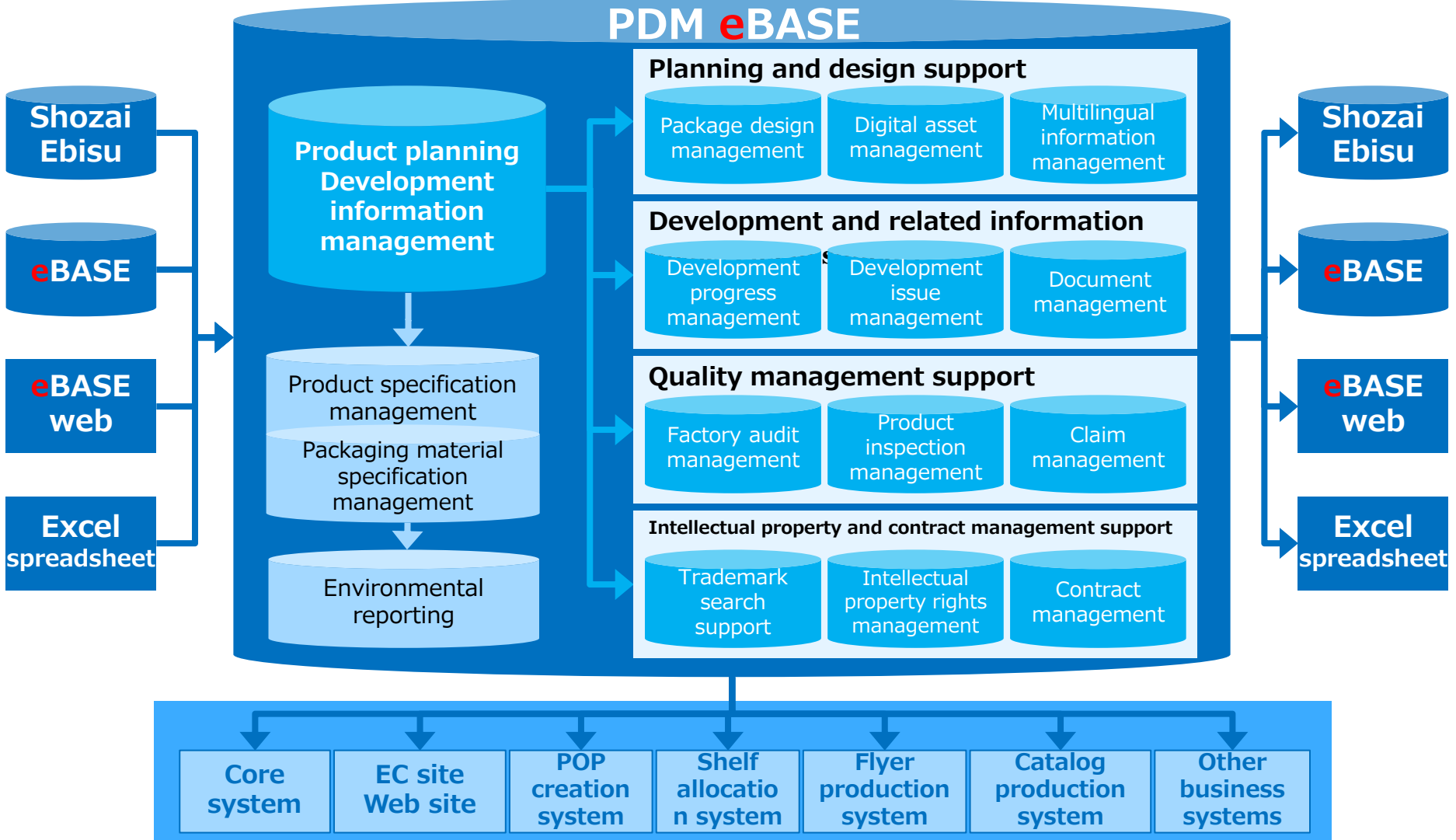
Application of Shōzai Ebisu in the Retail Industry

Grocery Stores, Drugstores, Home Centers



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

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



■ 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 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 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.
 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.

CRESTRAD 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
27,000Companies**

- **Hotel Industry**
Keihan Hotels & Resorts
SOTETSU HOTEL Co.,Ltd.
Tobu Hotel Management Co., Ltd.
Resorttrust, Inc.
- **Drugstore Industry**
SUNDRUG CO.,LTD.
MatsukiyoCocokara & Co.
- **Housing Industry**
SWEDEN HOUSE Co.,Ltd.
SEKISUI HOUSE, LTD.
DAIWA HOUSE INDUSTRY CO., LTD.
TOYOTA HOUSING CORPORATION,
Panasonic Homes Co., Ltd.
Mitsui Home Co.,Ltd.
MAZROC. co.ltd.
Sangetsu Corporation
DAIKEN CORPORATION
SUMITOMO FORESTRY INFORMATION
SYSTEMS CO.,LTD.
Panasonic Electric Works Creates
Co., Ltd.
- **Home Center / Appliance Industry**
CAINZ CORPORATION
KOHNAN SHOJI CO., LTD.
D C M Co., Ltd.
Makiya co.,ltd
EDION Corporation
Tiger Corporation.
- **Daily Necessities Industry**
Akachan Honpo Co., Ltd.
RINGBELL Co.,Ltd
Kobayashi Pharmaceutical Co., Ltd.
Daio Paper Corporation
Unicharm Corporation
PLANET,INC.
- **Stationery / Office Furniture Industry**
KOKUYO Co.,Ltd.
Shachihata Inc.
OKAMURA CORPORATION
Kaunet Co., Ltd.
PLUS CORPORATION
- **Tool Industry**
THE KIICHI TOOLS Co., Ltd.
G-NET CORPORATION
Naito & Co.,Ltd.
HISHIHIRA CORPORATION
Fujiwara Sangyo Co., Ltd.
YAMAZEN CORPORATION
TONE CO., LTD.
- **Fashion / Apparel Industry**
SHIMADA SHOJI CO., LTD.
MoonStar Company.
FIN, INC
RABOKIGOSHI CO., LTD.
- **Sports Equipment Industry**
Mega Sports Co., LTD
ZETT Corporation
DESCENTE LTD.
NIKKI CO.,LTD.
- **Automobile Parts and Accessories Industry**
AUTOBACS SEVEN CO.,LTD.
- **Environmental / Green Industry**
GomunoInaki Co., Ltd.
KATAYAMA CHEMICAL, INC.
DIC Corporation
- **Other Industry**
SAGAWA PRINTING CO.,LTD.
CONSUMER PRODUCT END-USE
RESEARCH INSTITUTE CO., LTD.
HORIAKI CO., LTD.
Wakisangyo Co.,Ltd

**Approximately
10,000 Companies**

Food industry**FY2024 Result Policies**

- Promoting the overall optimization of food safety information exchange.
- Continuous promotion the current business model(1st eBASE) 'FOODS eBASE'.
- Continuous promotion the de facto of the product data pooling service 'Shokuzai Ebisu' and strengthen sales promotion.
- Promotion of non-food Ebisu operation in the food retail industry.
- 2nd eBASE (BtoBtoC): Integration and deployment to the 'eShoku Ju Navi' series.

Its progress

- Sales results (3Q cumulative total) : 716 million yen (YoY: Increased by 5.8%)
 - Revenue increased compared to the same quarter of the previous year due to accelerated progress in acceptance inspections for some large-scale ongoing projects.
- [Sales]**
- Revenue was recognized for a part of the large-scale project involving the implementation of the "FOODS eBASE/eB-DAM" product information database, central to a new wine import trading company.
 - Revenue was recognized for a portion of the ongoing project to replace the production and processing product management system for an existing major convenience store chain, as well as for the food retail public cloud migration project.
- [Orders]**
- A large contract was secured for a cost simulation system that integrates with "FOODS eBASE" from a new food supermarket.
 - A large development contract for a packaging design check function for prepared foods and deli items, such as side dishes and bento boxes, was secured from another major convenience store chain separate from the one mentioned earlier.

Daily necessities goods industry

FY2024 Result Policies

- Promote total optimization of the product information exchange environment in the Daily necessities goods industry (Drugstore industry, Home center industry, Home appliance industry, Stationery industry, Sporting goods industry, Car accessory industry, Mail order industry, etc.).
- Promote sales promotion of 'Shozai Ebisu' with a focus on the product data pool service 'Nichizatsu Ebisu'.
- Deployment of customized integrated product database development for client companies, as well as the construction of large-scale product database type websites.
- 2nd eBASE (BtoBtoC): Integration and deployment to the 'eShoku Ju Navi' series.

Its progress

- Sales results (3Q cumulative total) : 790 million yen (YoY: Increased by 62.6%)
- Sales significantly increased compared to the same quarter of the previous year, due to the smooth progress of orders in various industries and the advance in acceptance inspections for multiple large projects.

[Sales]

- Revenue was recognized for a portion of the large upsell continuing project for constructing a simple quotation creation site from an existing office furniture manufacturer.
- Revenue was recognized for a portion of the ongoing project for the construction of an integrated product database using the catalog production support system "eB-DBP" and the product master system "MDM eBASE," which were newly ordered by a catalog gift business operator.
- Revenue was recognized from one new major home center and two new major drugstore chains for "MDM eBASE," which connects with "Shozai Ebisu Master Data Ebisu." Additionally, for one of these companies, revenue was also recognized for "PDM eBASE" packaged as a set for private label (PB) products.
- Revenue was recognized for a project involving the construction of an integrated product information database from an existing tools and electrical materials wholesaler, billed as a "Middleware eBASE" project.

[Orders]

- An order was received from a new tool and electrical material wholesaler for the construction of an integrated product information database as a "Middleware eBASE" project, and revenue was recognized for the requirements definition stage.

Housing industry

FY2024 Result Policies

- Promotion of the de facto product data pool service 'Jutaku Ebisu'.
- Promoting the sale of 'Shozai Ebisu' mainly through 'Housing Ebisu'.
- Deployment of customized integrated product database development for building material manufacturers, component manufacturers, and others, as well as the construction of large-scale product database type websites.
- 2nd eBASE (BtoBtoC): Integration and deployment to the 'eSumai Navi'.
→ Expansion of 'eSumai Navi' for general building material purposes based on 'Jutaku Ebisu'.

Its progress

- Sales results (3Q cumulative total) : 173 million yen (YoY: Decrease by 6.2%)
- Sales slightly decreased compared to the same quarter of the previous year, due to delays in receiving orders for large projects and in rolling out promotional campaigns.

【Sales】

- Revenue was recognized for the environmental setup of an electronic owner's manual system for homeowners utilizing "eSumai Navi" at a newly introduced third major house manufacturer.

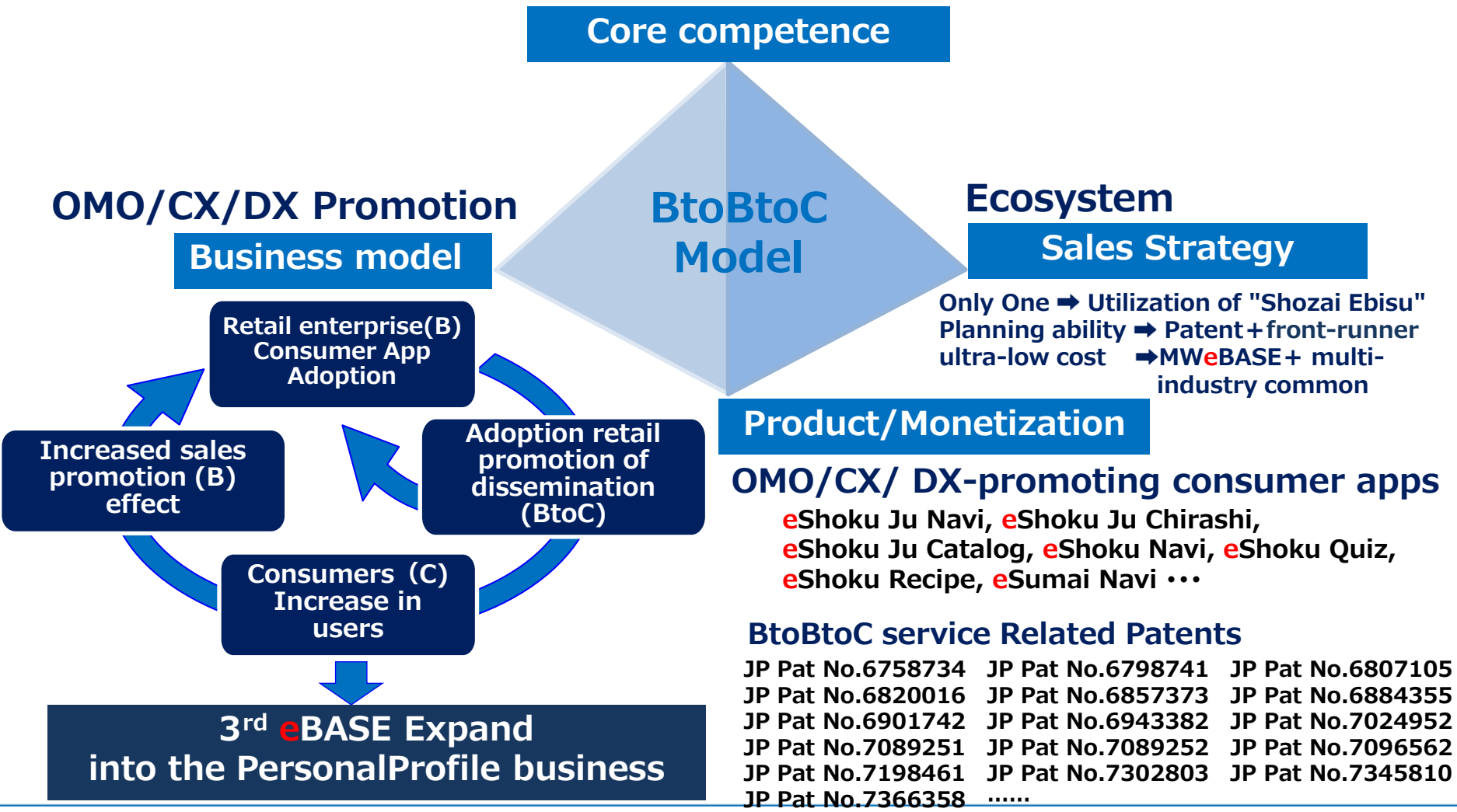
【Orders】

- We have received a new project to replace the product database-type web catalog site for a major lighting equipment manufacturer.

eBASE Business Report

Overview and Progress of BtoBtoC Business Strategies (2nd)

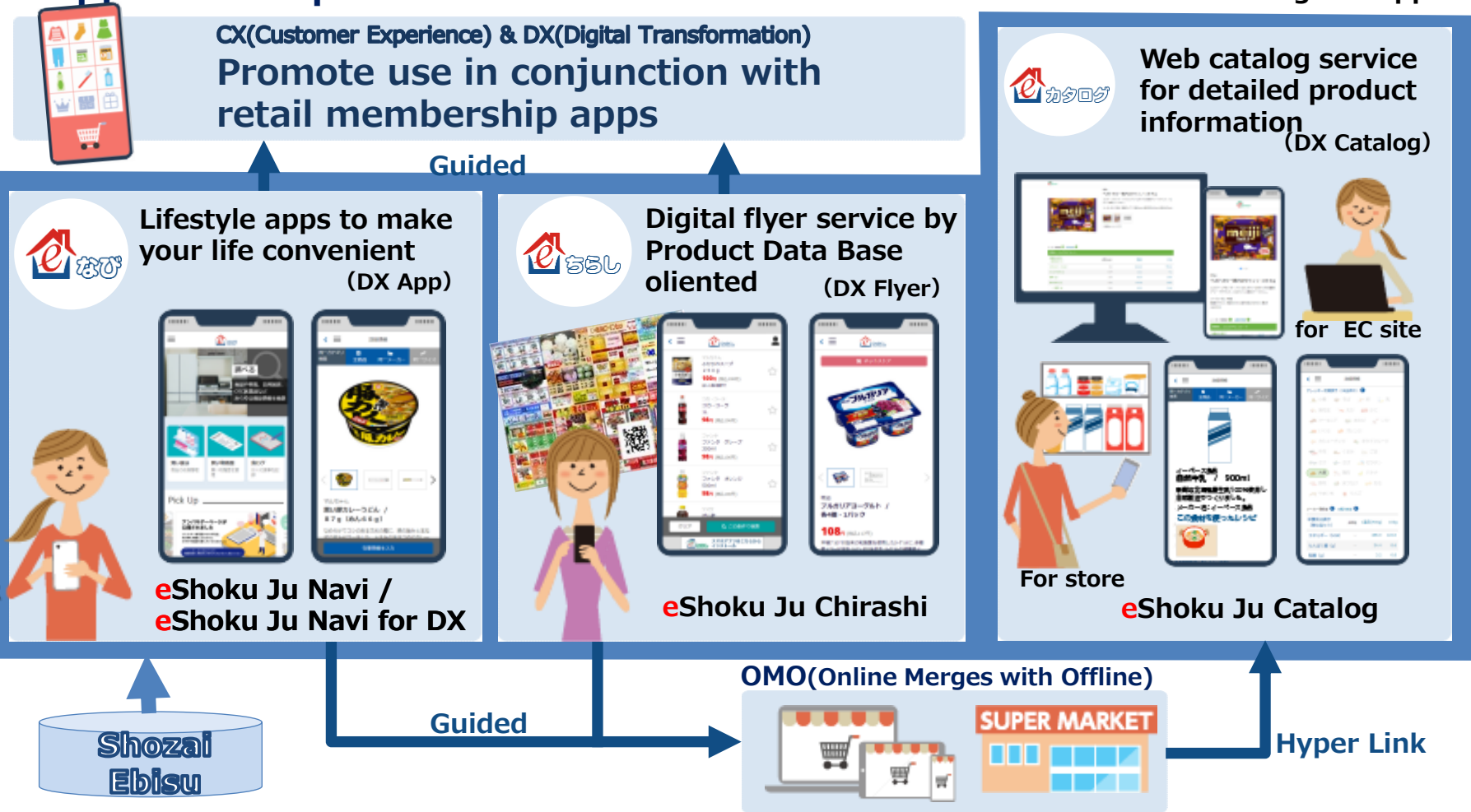
Product information data pooling service by industry "Shozai Ebisu"



A consumer lifestyle app that integrates all product categories "eShoku Ju Navi"

Overwhelmingly high cost performance, Support CX improvement and DX in the retail with OMO! (Multilingual support!)

"e-LifeNavi" for overseas markets.



"eShoku Ju Chirashi : JP Pat No.6943382" "eShoku Recipe : JP Pat No.7198461, JP Pat No.6758734, JP Pat No.7089251, JP Pat No.7302803" "eShoku Ju Navi : JP Pat No.7089252"
Note) "eShoku ju Navi for DX" is a DX (Digital Transformation) promotion tool for retailers and manufacturers, and it's an easy-order style DX app that tailors the functions of "eShoku ju Navi" to the individual company's products.

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

Search



My Equipment

Housing Equipment DB

Product information / Manuals / +pamphlets

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



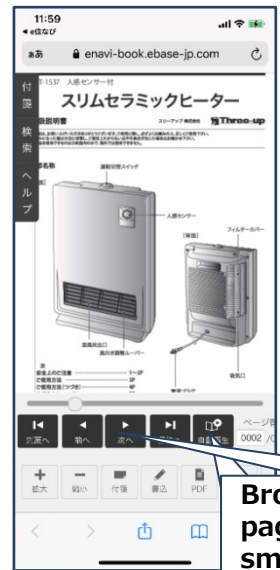
My Equipment List



Product information



Manuals



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

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

Retail company / House maker
eBASE



"eSumai Navi : JP Pat No.7024952"

【BtoBtoC】

- Costco Wholesale Japan Ltd. is continuously operating "eShoku ju Navi for DX" in the food courts of all 32 stores nationwide.
- Makiya Co., Ltd. is currently developing the "eShoku ju Chirashi" for its launch in February 2024.
- A proof of concept (PoC) for the "eShoku ju Catalog for Stores" is currently being conducted in the vegetable and produce sections of select grocery retail stores.
- A Proof of Concept (PoC) for the "eShoku ju Catalog for Stores" has been initiated in the processed food sections of select general retail stores.
- In the housing industry, the "eSumai Navi" service for owners of subdivision houses has been launched by the second major housebuilder.
- The third major housebuilder also held a briefing for suppliers in preparation for the operation of "eSumai Navi."

【 Patent Strategy 】

- Receipt Database Information Matching and Analysis Advisory System (JP Patent No. 7366358).
- Processed Food Recipe Automatic Generation System (JP Patent No. 7369392)

※Costco Wholesale Corporation 'eShoku Ju Navi' case study.

アレルギー 栄養成分
Allergen information, Nutrition facts

Bilingual Support

フードコート
の
食物アレルギー物質、栄養成分は
こちらからご確認ください。
Food court allergy and nutritional information is available from here.

※Makiya Co., Ltd. 'eShoku Ju Chirashi' case study.

Step 1

Step 2

チラシ掲載商品一覧

商品詳細情報

オリオン 75BEER 350ml×6本 1,170円 (税込1,287円)

オリオン 75BEER 350ml 350ml×6 1,170円 (税込1,287円)

オリオン 75BEER 350ml×6 1,170円 (税込1,287円)

オリオン 75BEER 350ml 350ml×6 1,170円 (税込1,287円)

eBASE business strategy and its implementation

Business strategy 0theBASE → 1steBASE → 2ndeBASE → 3rdeBASE

0theBASE

Core Competence

MWeBASE
Founding
Period

Business
Model

One Source
Multi Use

Sales
Strategy

IT
Era

Product & Monetize Model

eBASE/ Integrated
Product Database
+
eBASE/ Web Catalog
eB-DataBasePublishing

Expansion

1steBASE

Core Competence

Current
MWeBASE

Business
Model

Standardization
of Product
Information
Exchange

Sales
Strategy

Optimizati
on across
the Entire
Industry

Product & Monetize Model

FOODSeBASE
GOODSeBASE
GREENeBASE
+
MDMeBASE
PDMeBASE

Expansion

2ndeBASE

Core Competence

Shozai Ebisu

Business
Model

B
to
B
to
C

Sales
Strategy

Number
of
Users

Product & Monetize Model

eShoku Ju Navi
eShoku Ju Flyer
eShoku Ju Catalog

Expansion

Further development and strengthening of the existing business strategy.

eBASE-PLUS Business Report

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)

FY2024 Result Policies

- Maintain the existing IT development outsourcing business.
- Promoting the continuation of existing measures as a stable low-growth model.
- Continuation of new talent recruitment and development through an education system.
- Linkage with eBASE Business.
- Promote quality M&A deals.

Its progress

- Sales results (3Q cumulative total) : 1,918 million yen (YoY: Increased by 5.6%)
- Profit results (3Q cumulative total) : 289 million yen (YoY: Increased by 7.5%)
- Sales and profit increased compared to the year-on-year.
- We focused on acquiring projects that align with customer needs.
- We are continuously enhancing our proprietary online education system to focus on the training of new recruits and existing employees, aiming to upscale their skills for a shift towards high-value projects that require high-level expertise.
- We are continuously engaging in diligent price negotiations with our customers.

Corporate Philosophy of the eBASE Group

1 Corporate philosophy



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