

FY2024 Consolidated Financial Results and Business reports

eBASE Co.,LTD.

TSE code 3835

May, 2024

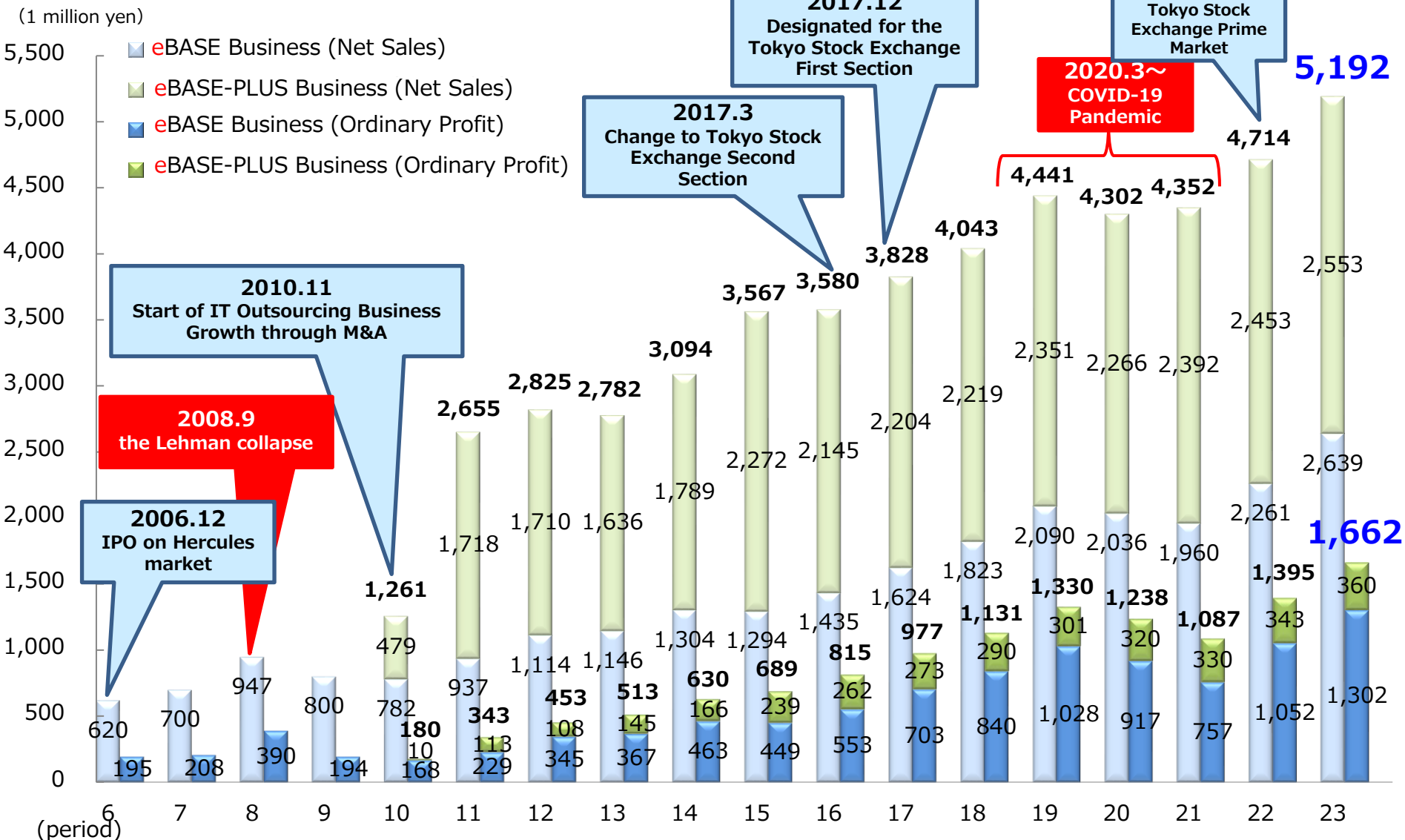
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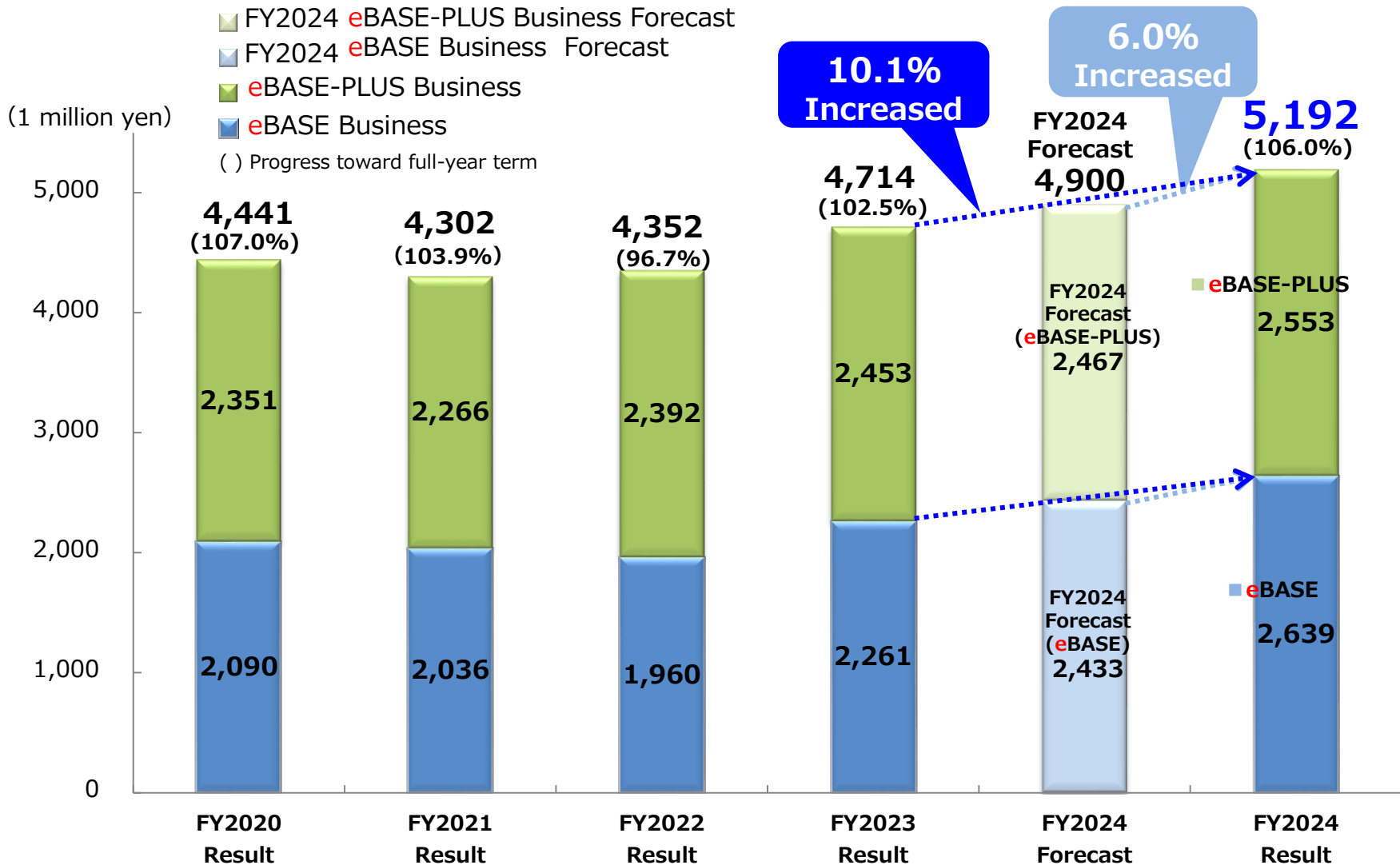
Company Overview

■ 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	485 (493/ Including Officers) (As of April 2024)
■ 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

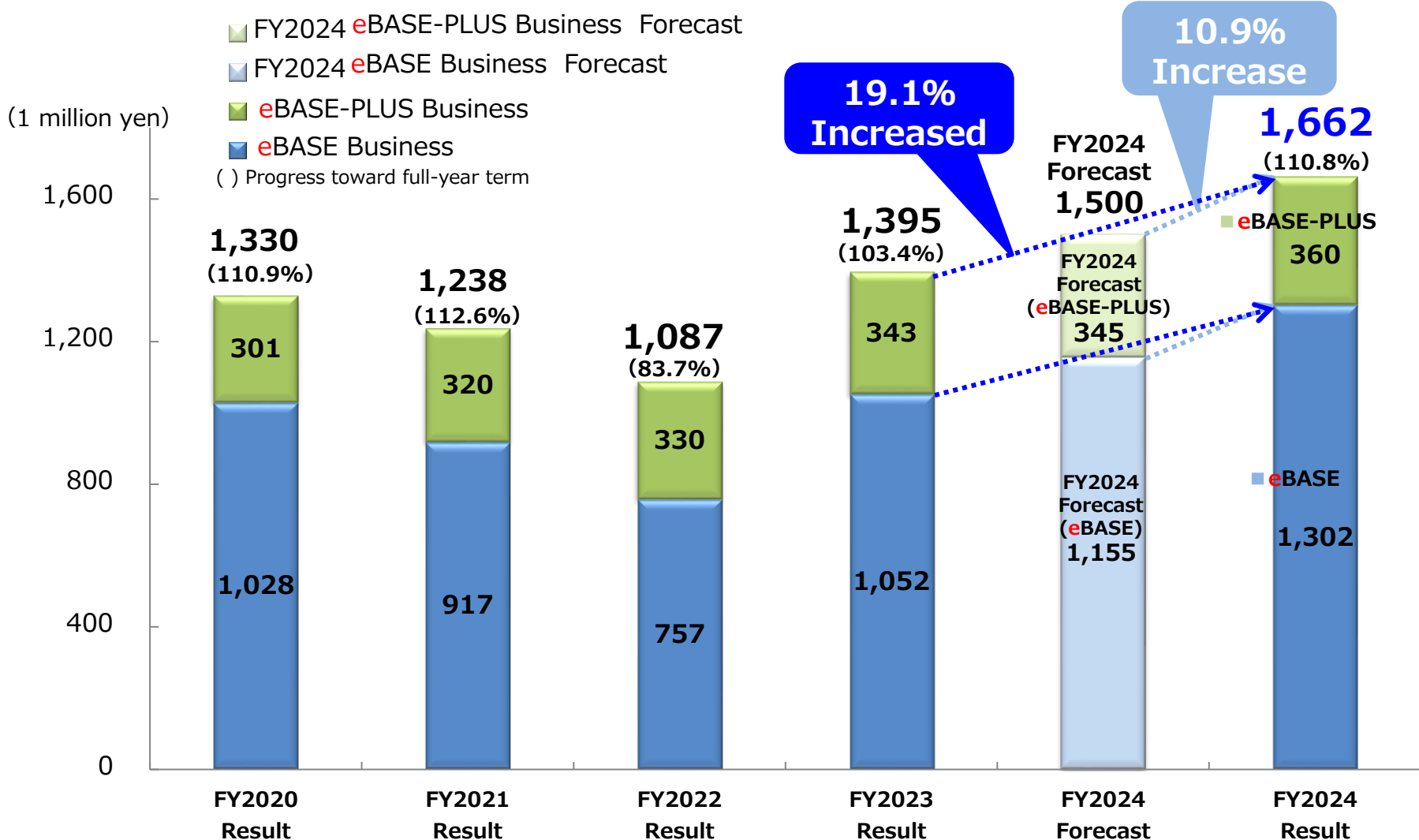


FY2024 Consolidated Net Sales



Note 1) Intersegment transactions are eliminated.

FY2024 Consolidated Ordinary profit



Note 1) Intersegment transactions are eliminated.

FY2024 Consolidated Results and Consolidated Balance Sheet

(1 million yen)

	FY2020 Result	FY2021 Result	FY2022 Result	FY2023 Result	FY2024 Result
Net sales	4,441	4,302	4,352	4,714	5,192
(eBASE Business)	(2,090)	(2,036)	(1,960)	(2,261)	(2,639)
(eBASE-PLUS Business)	(2,359)	(2,269)	(2,394)	(2,455)	(2,555)
(Intersegment transactions)	(-9)	(-2)	(-2)	(-2)	(-2)
Operating Income	1,291	1,211	1,081	1,365	1,651
Ordinary income	1,330	1,238	1,087	1,395	1,662
(eBASE Business)	(1028)	(917)	(757)	(1,052)	(1,302)
(eBASE-PLUS Business)	(301)	(320)	(330)	(343)	(360)
(Intersegment transactions)	(0)	(0)	(0)	(0)	(0)
Net income*	904	869	744	890	1,144

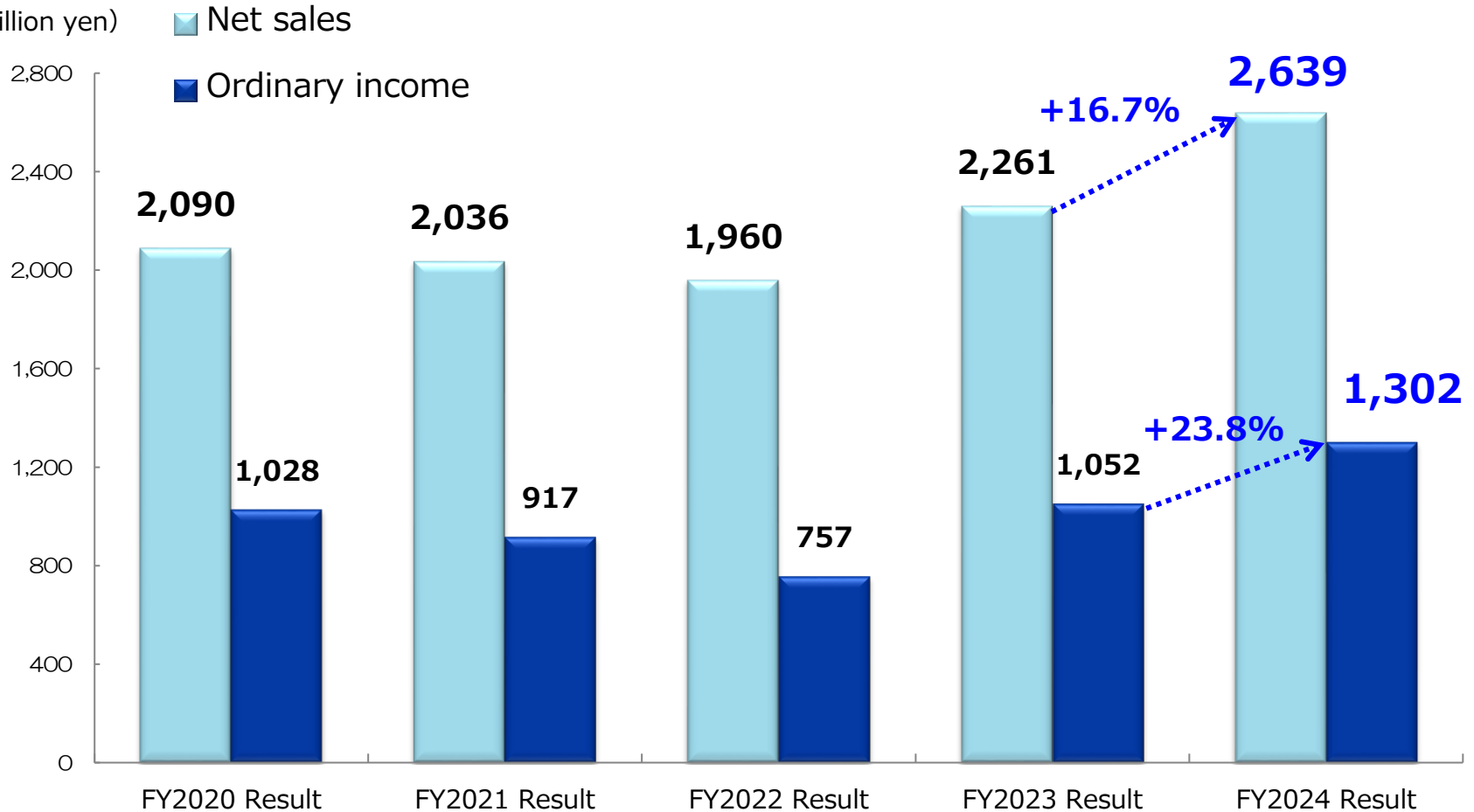
* Quarterly net income attributable to owners of parent.

	Prior period (As of March 2023)	As of Dec. 31, 2023	Increased/ Decreased	
Current assets	5,569	6,015	446	Cash and deposits +455
Fixed assets	1,450	1,793	343	
(Property, plant and equipment+Intangible assets)	(197)	(247)	(50)	
(Other assets)	(1,252)	(1,546)	(293)	
Total assets	7,019	7,809	789	
Current liabilities	719	854	134	
Total liabilities	719	867	148	
Total shareholder's equity	6,253	6,837	584	Retained earnings +865 (Dividend payment -279) (Net income* +1,144)
Subscription rights to shares	12	7	-4	
Total net assets	6,299	6,941	641	
Total liabilities and net assets	7,019	7,809	789	

FY2024 Results by Segment / eBASE Business

eBASE Business (Packaged software business)

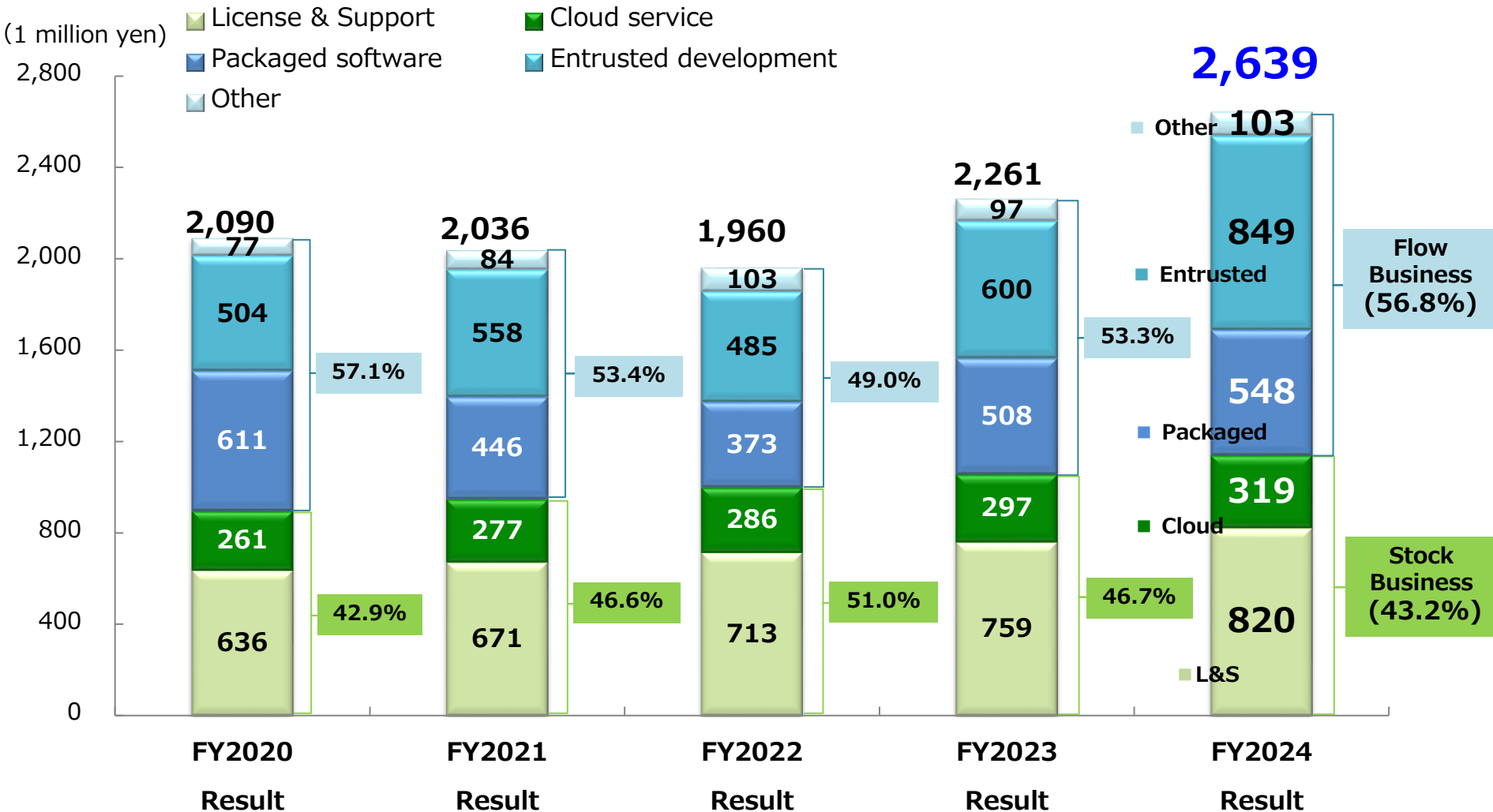
(1 million yen)



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

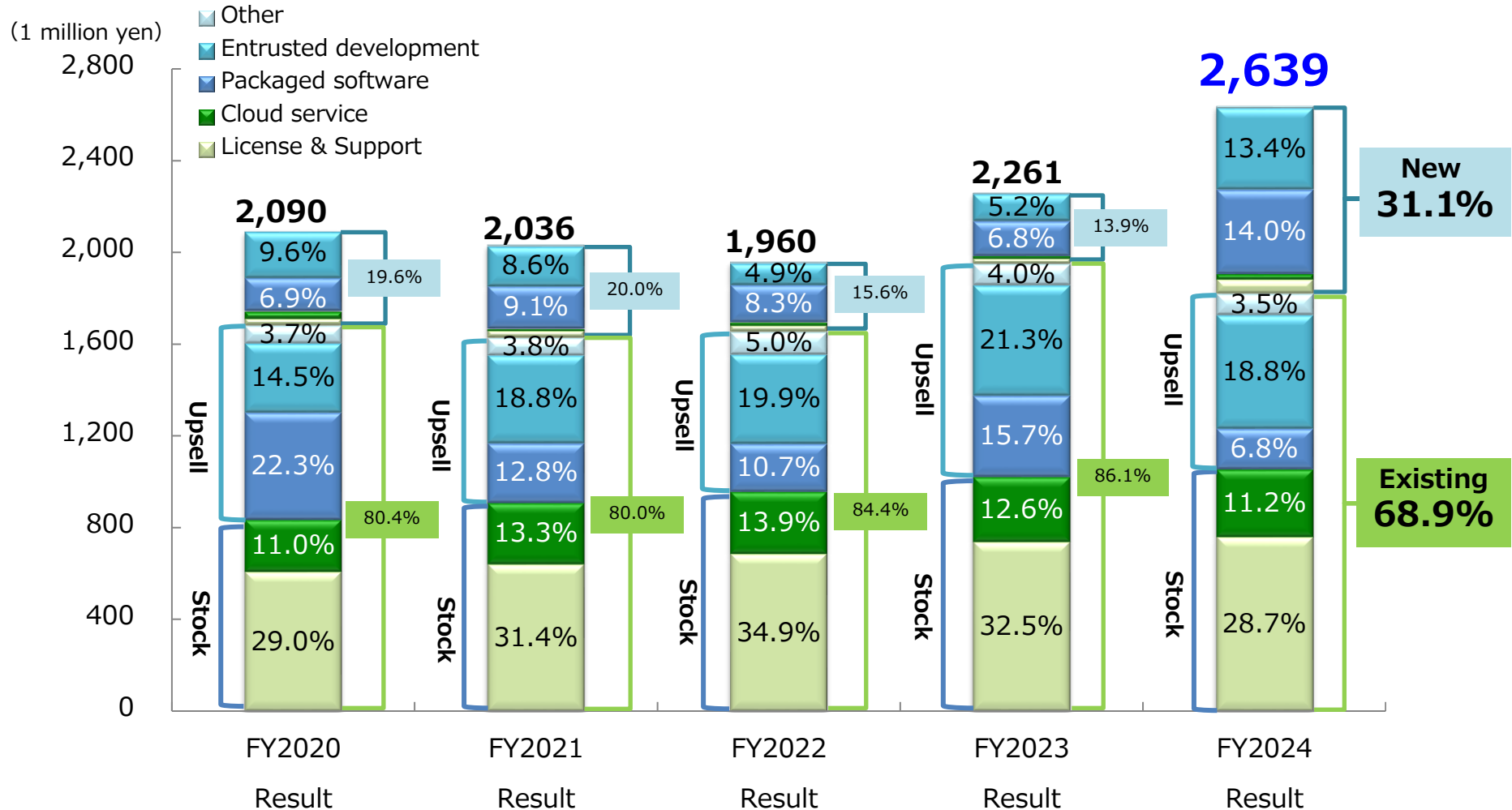
FY2024 Results by Segment / eBASE Business

Sales results by type



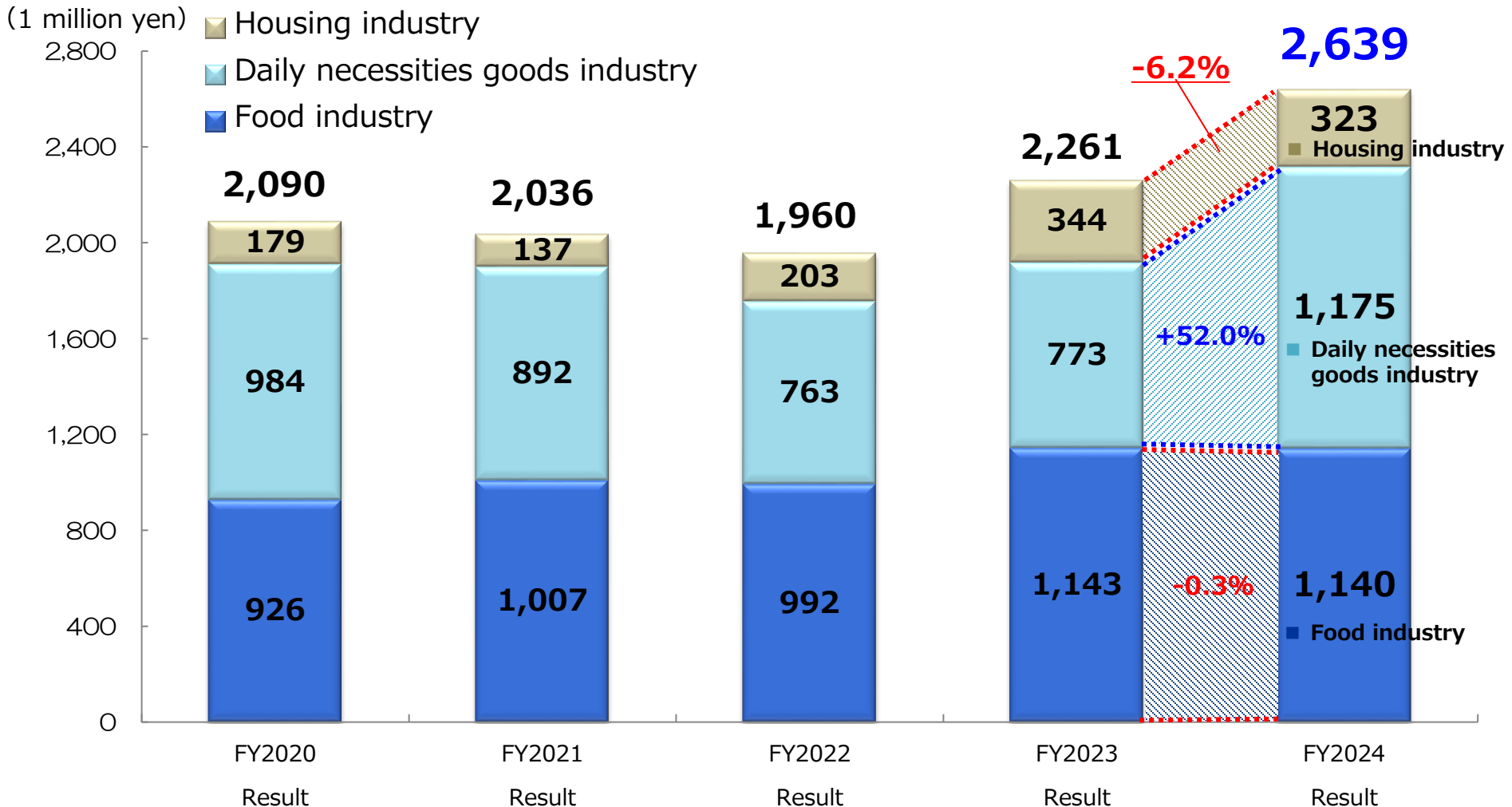
FY2024 Results by Segment / eBASE Business

Sales results by new and existing



Note) Figures less than 3% are omitted.

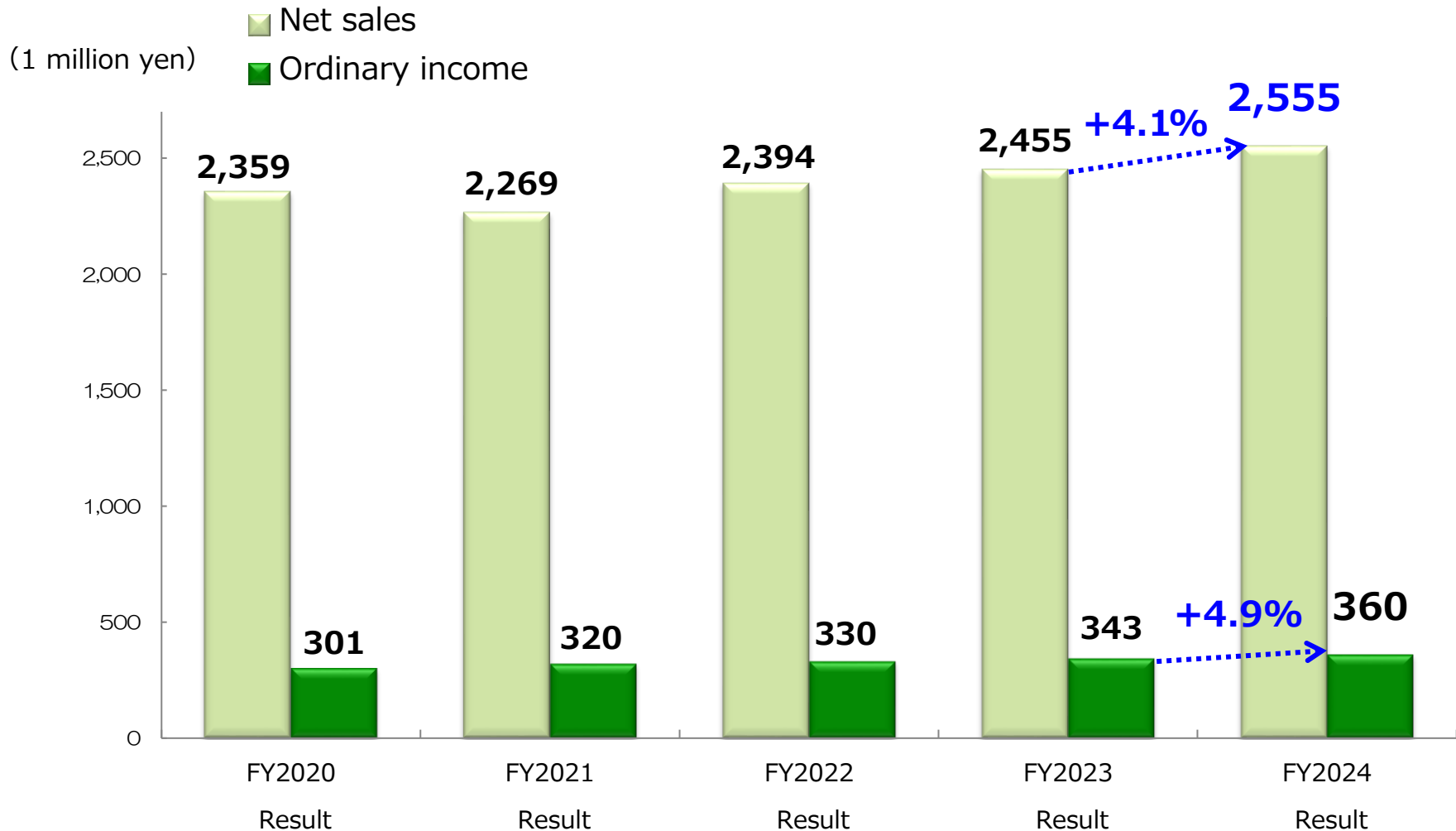
Sales Results by Industry



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

FY2024 Results by Segment / eBASE-PLUS Business

eBASE-PLUS Business (IT Outsourcing Business)



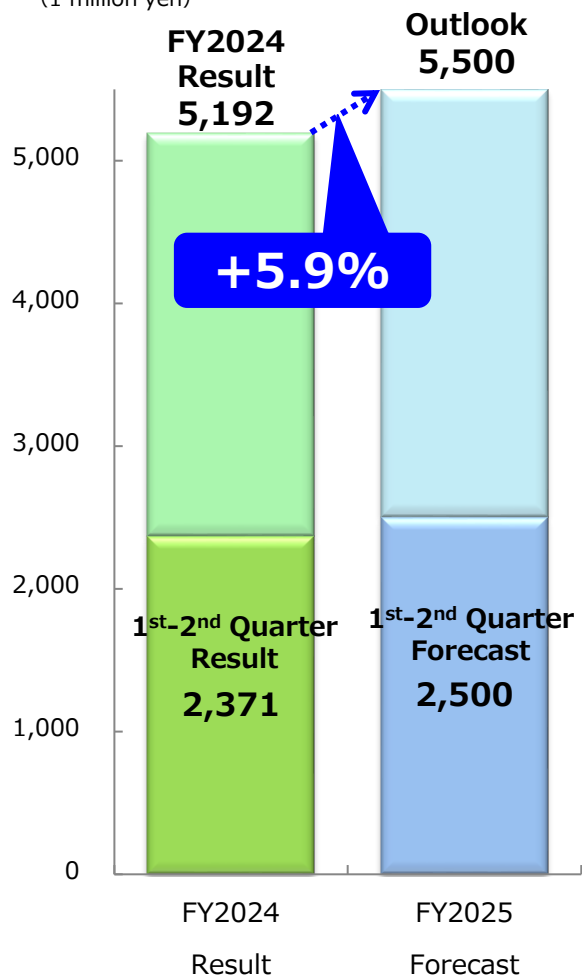
Note 1) Intersegment transactions have not been offset or eliminated.

Full-year (Year ended March 2025) Earnings forecasts

■ FY2024 1st-2nd Quarter Result
 ■ FY2024 Result
 ■ FY2025 1st-2nd Quarter Forecast
 ■ FY2025 Forecast

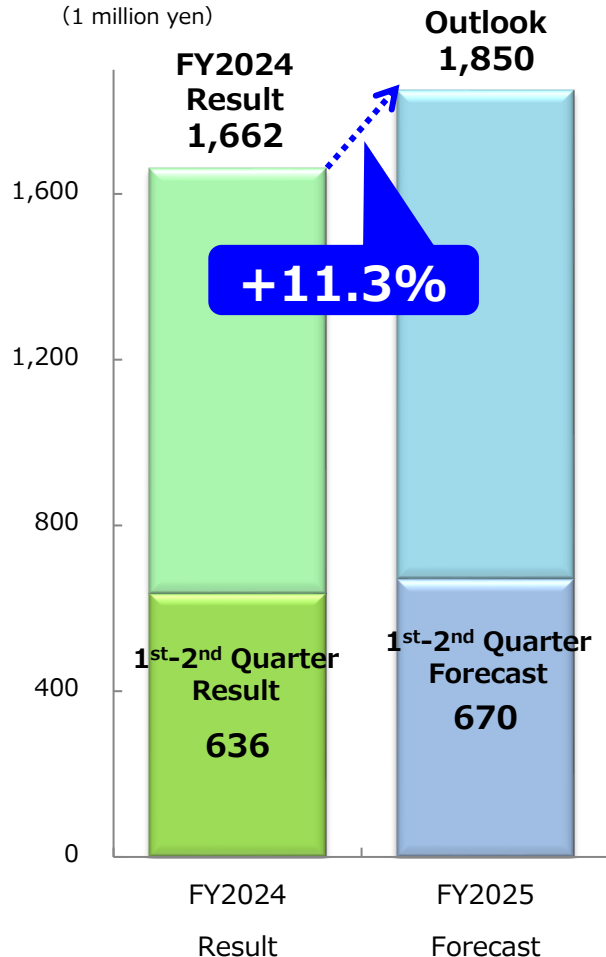
Net sales

(1 million yen)



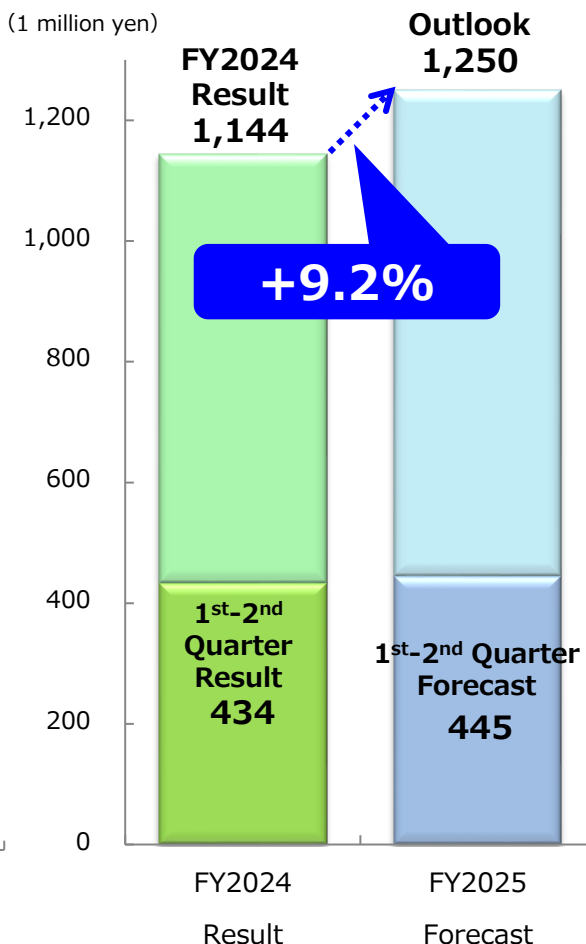
Ordinary income

(1 million yen)



Net income*

(1 million yen)

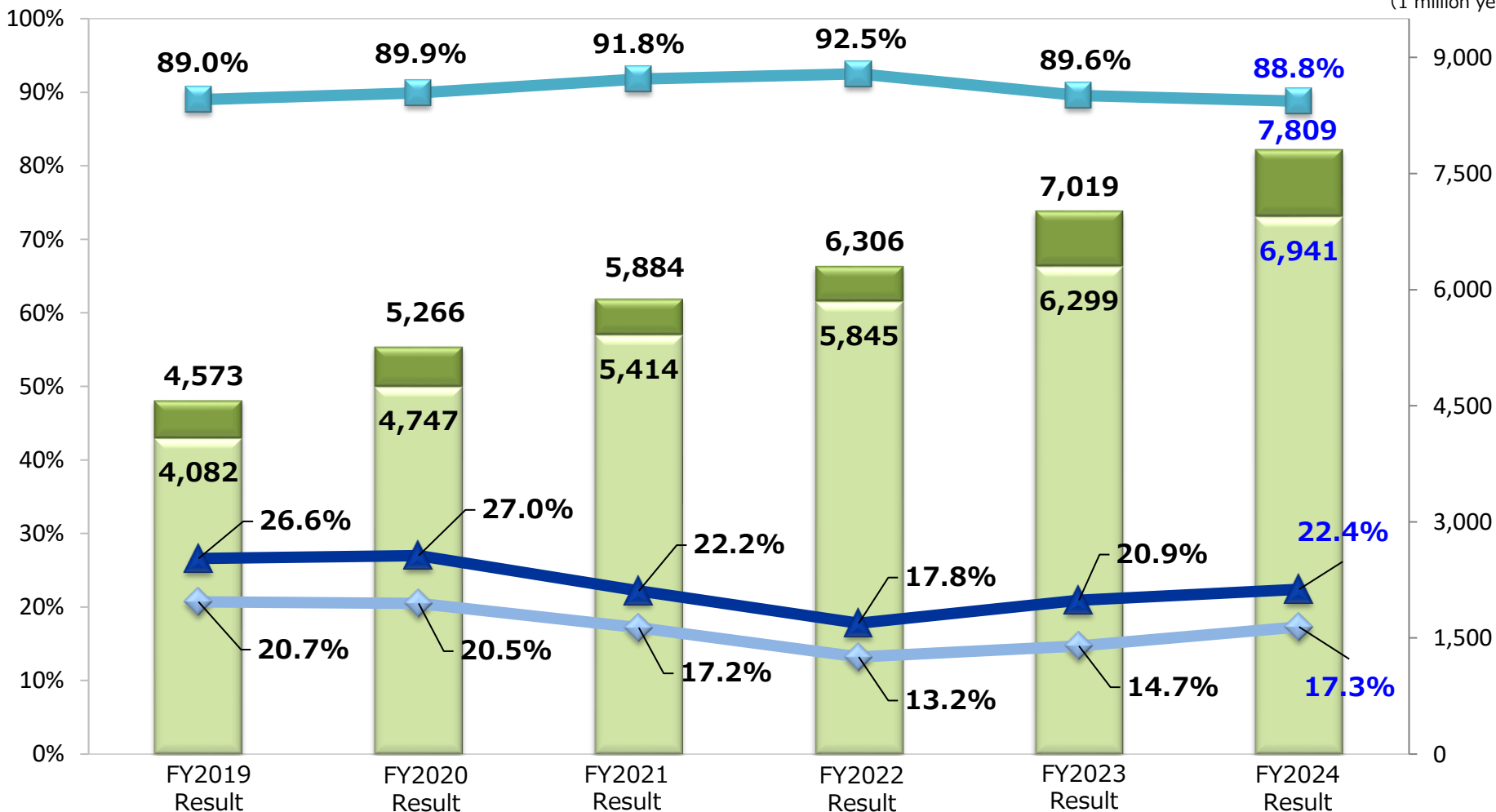


Note) Quarterly net income attributable to owners of parent

Capital Position (ROE and ROA, etc.)

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

(1 million yen)

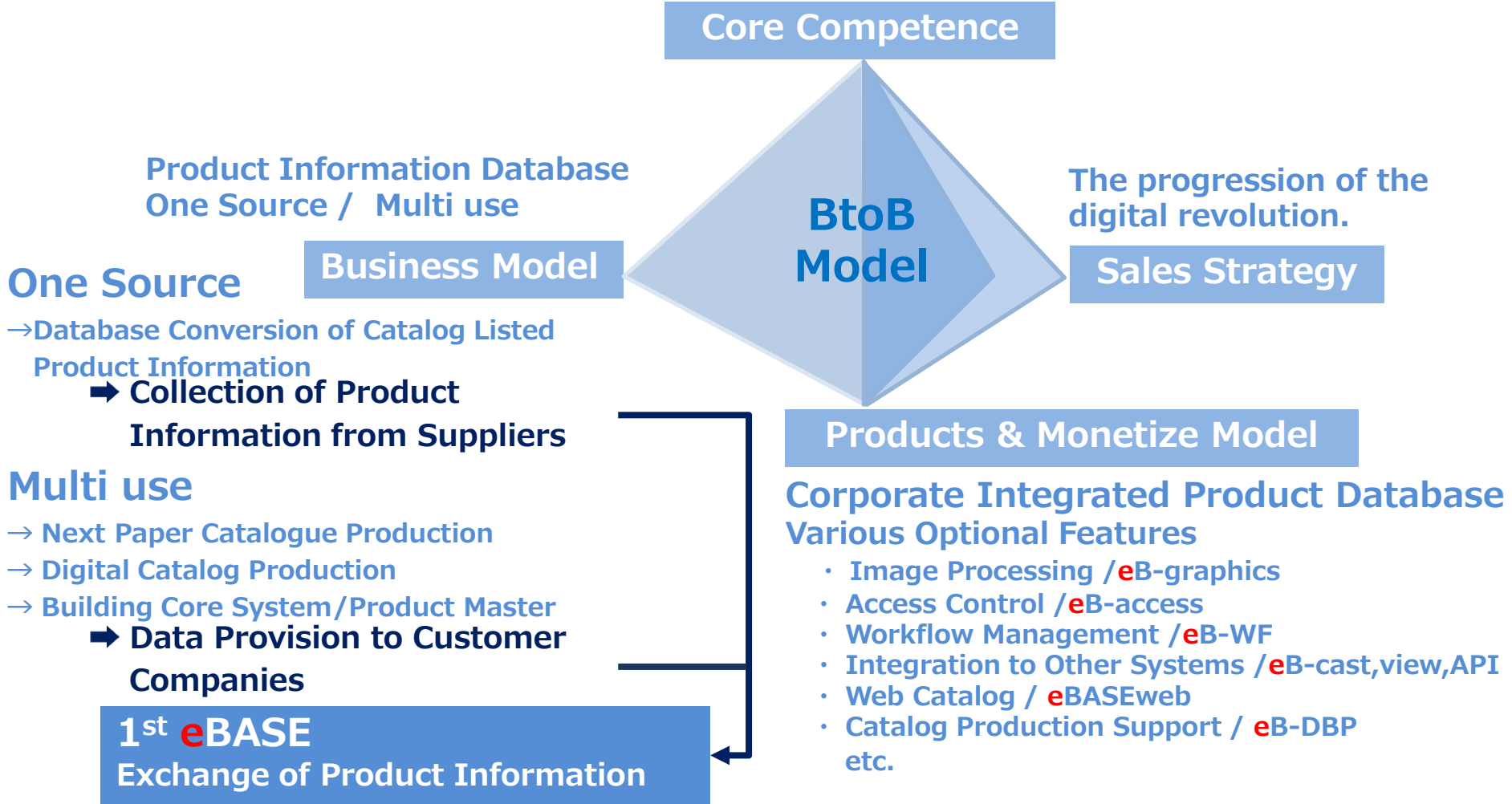


eBASE Business Report

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

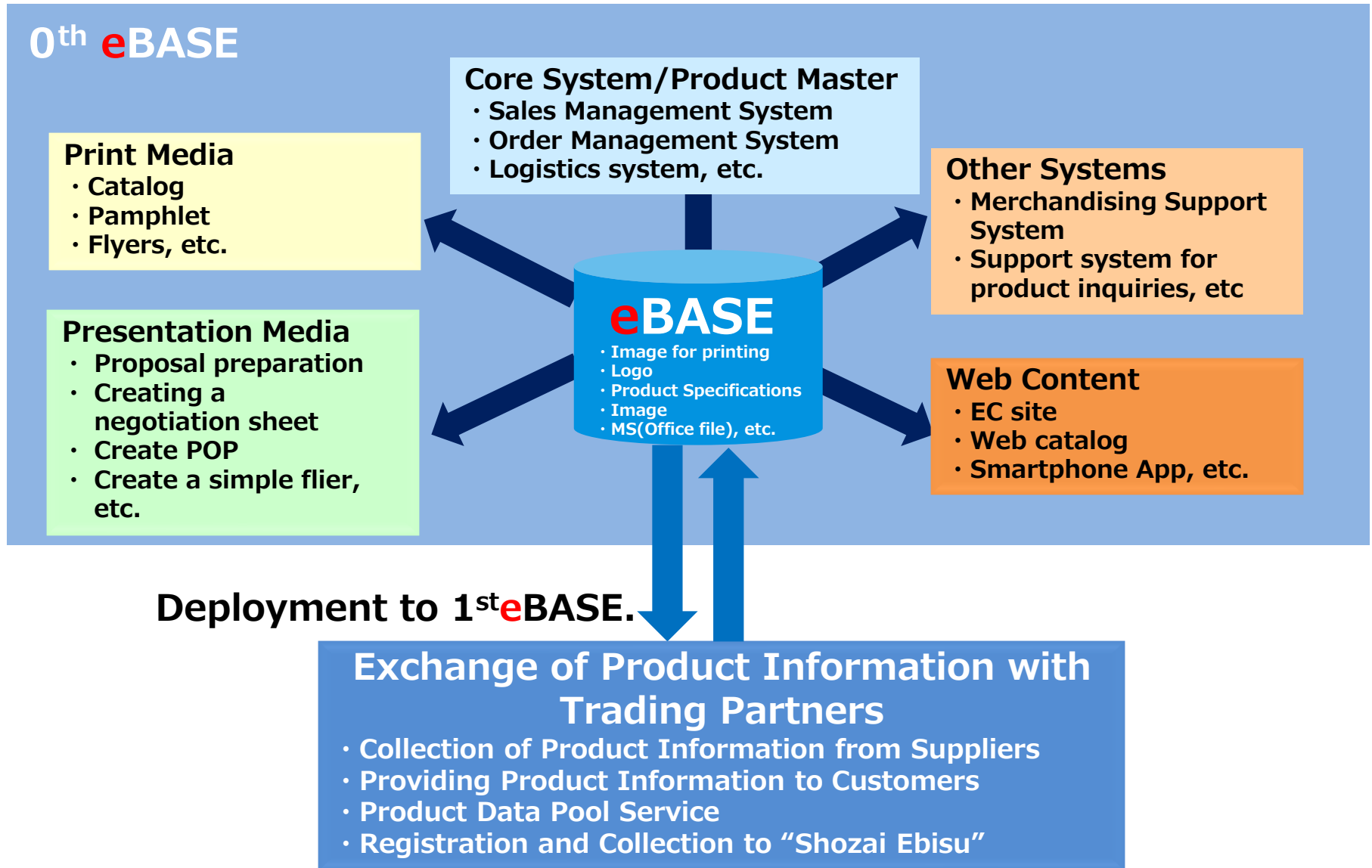
Middleware eBASE Founding Period

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
 JP Pat No. 7403140

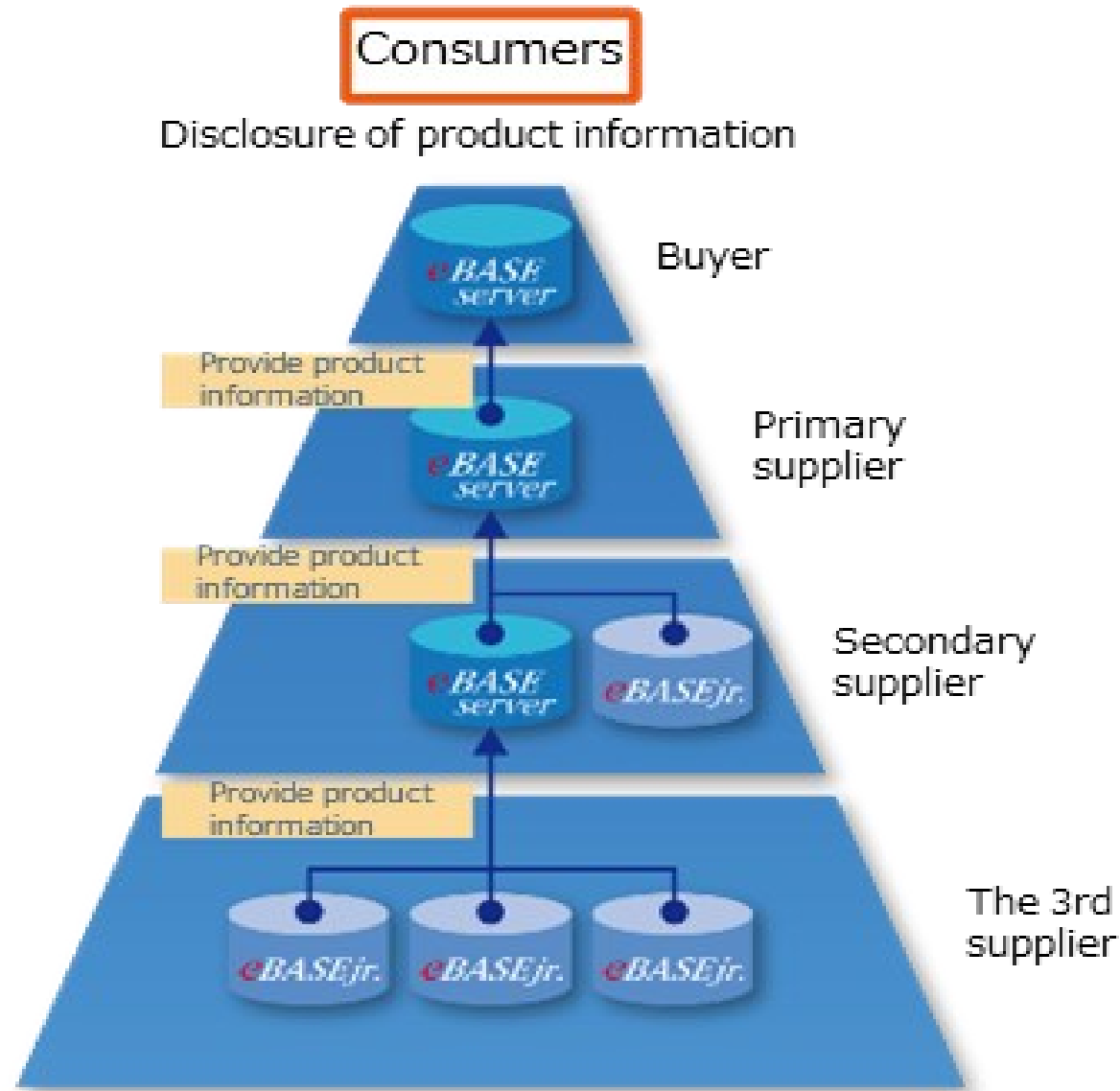
Product/Monetization

◆ Industry-Specific Integrated Product Database

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

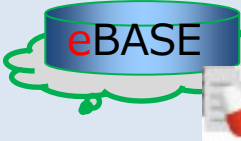
Nichizatsu Ebisu



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

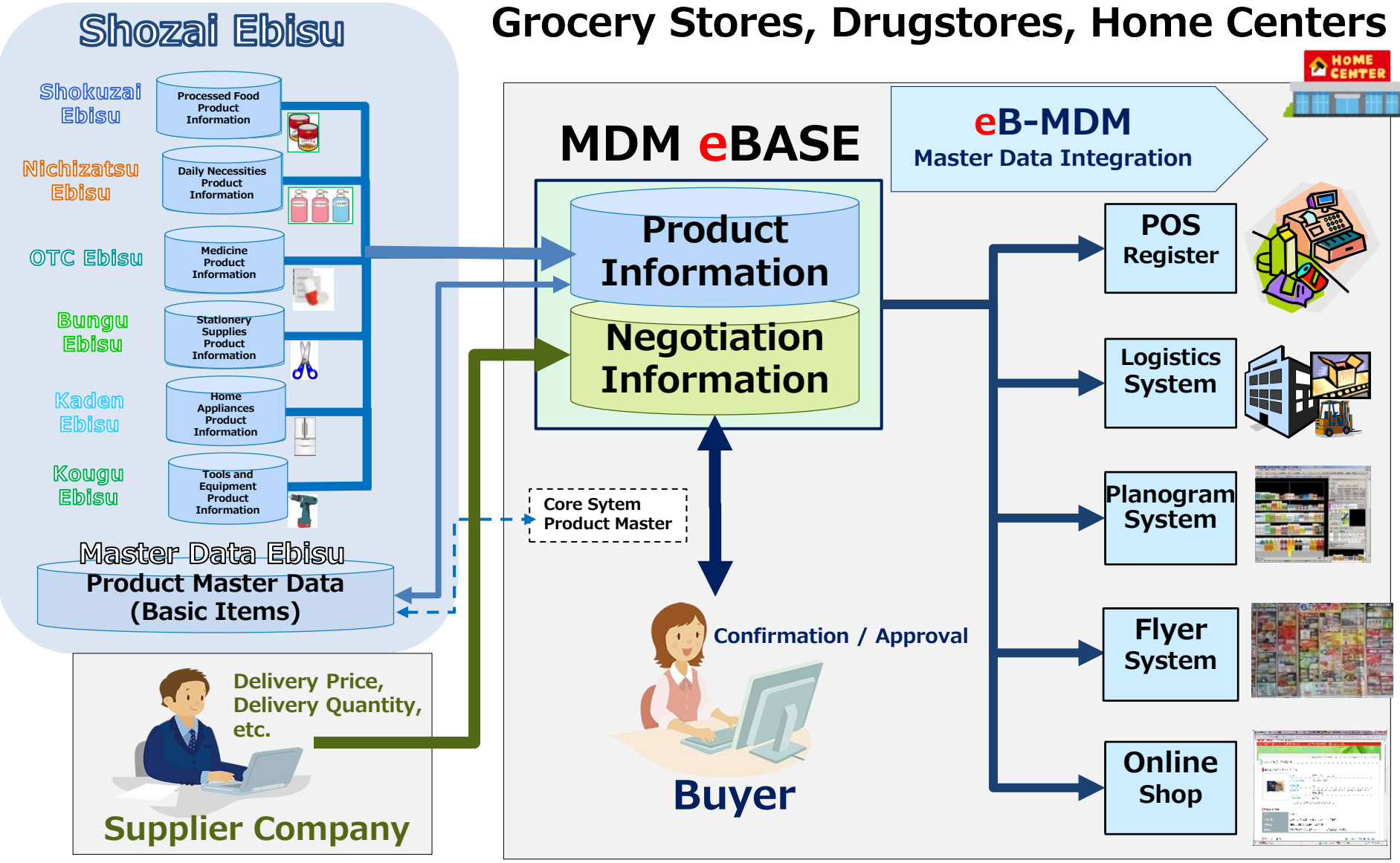
eB-tools

Kougu Ebisu



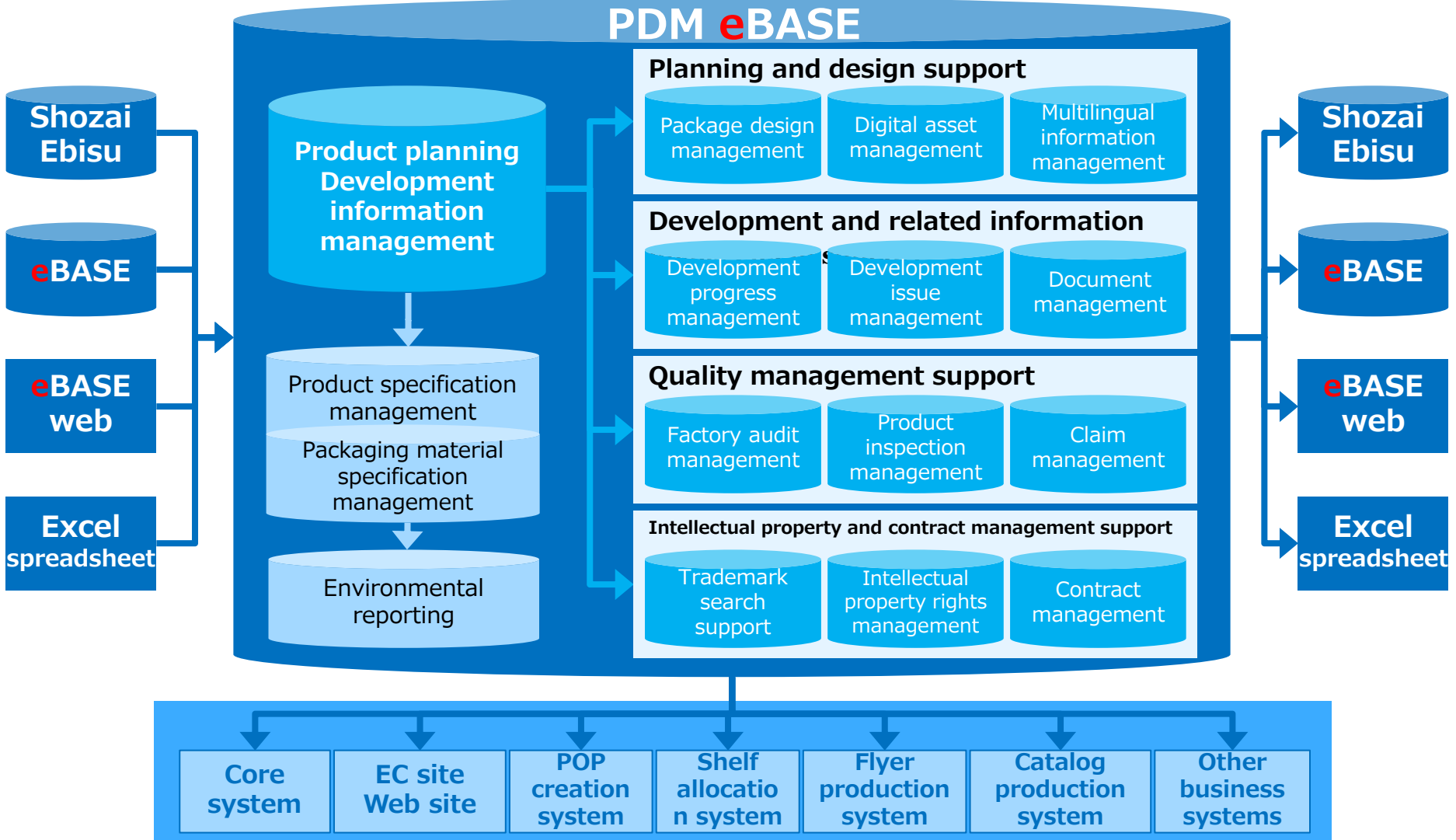
Application of Shōzai Ebisu in the Retail Industry

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.
 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
27,500Companies**

- **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
12,000 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 (Full year) : 1,140 million yen (YoY: Decreased by 0.3%)
 - Revenue slightly decreased compared to the same period last year.
- [Sales]**
- Revenue was partially recognized for a major ongoing project involving the implementation of a product information database centered around 'FOODS eBASE/PDM eBASE (eB-DAM)' for a new wine import company.
 - Revenue was partially recognized from an ongoing project to replace the production and processing product management system for an existing major convenience store chain.
 - Revenue was recognized from a major development project for a packaging design check feature for ready-to-eat meals (such as side dishes and bento boxes) at another major convenience store chain.
 - Revenue was recognized from the development of a new container recycling compliance system for a major general retail customer.
 - Revenue was recognized for the core system replacement project at an established food processing manufacturer, as well as for the management of specification document collection for private label products of a food wholesaler.
- [Orders]**
- Orders were secured for the upcoming fiscal year to implement the 'FOODS eBASE' system with multiple food manufacturers and regional cooperatives.

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 (Full year) : 1,175 million yen (YoY: Increased by 52.0%)
- 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 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 partially recognized for the 'MDM eBASE' project, which integrates with 'Shozai Ebisu/Master Data Ebisu', from a new major home center.
- Revenue was partially recognized from a major upsell project for the construction of a simplified quotation creation site for an existing office furniture manufacturer.
- Revenue was recognized for the reconstruction of the integrated product information database for an existing major tool wholesaler.
- Revenue was recognized for the 'Middleware eBASE' integrated product database construction project from a tool and electrical material wholesaler, as well as for the construction of an integrated product database for a separate catalog gift business operator.

[Orders]

- Revenue was partially recognized from an order received for data integration support for the e-commerce site of a major existing electronics retailer customer.

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 (Full year) : 323 million yen (YoY: Decreased 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 from a new customer, an interior manufacturer of wallpaper, curtains, and flooring materials, for the construction of an integrated product information database project.
- Revenue was partially recognized from a project to replace the product database-type web catalog site for a new major lighting fixture manufacturer.

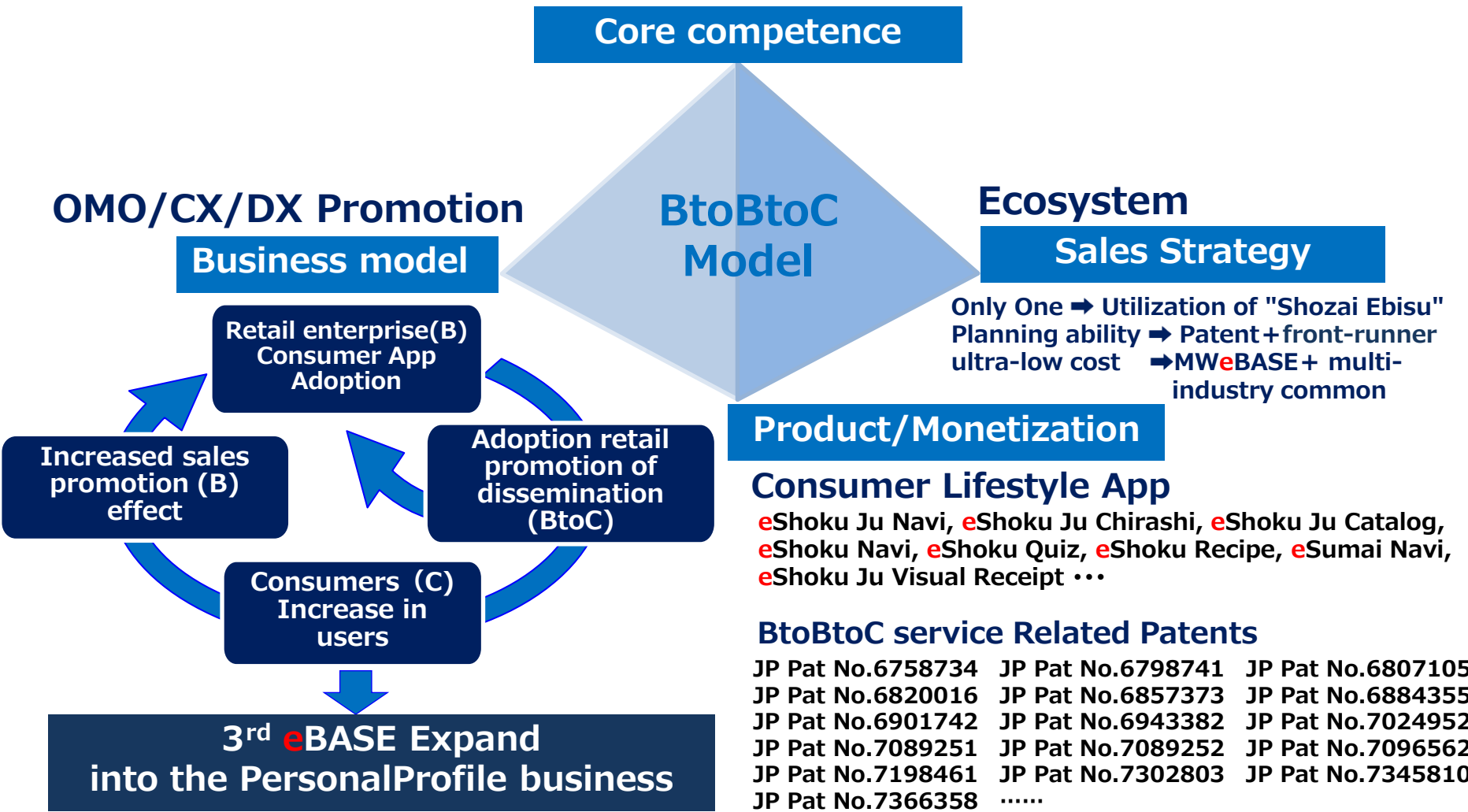
【Orders】

- Revenue was partially recognized for an order received to construct a technical information search site for a new major air conditioning equipment manufacturer.
- An order was received for the construction of a non-residential product database-type web catalog environment for a major building materials manufacturer.

eBASE Business Report

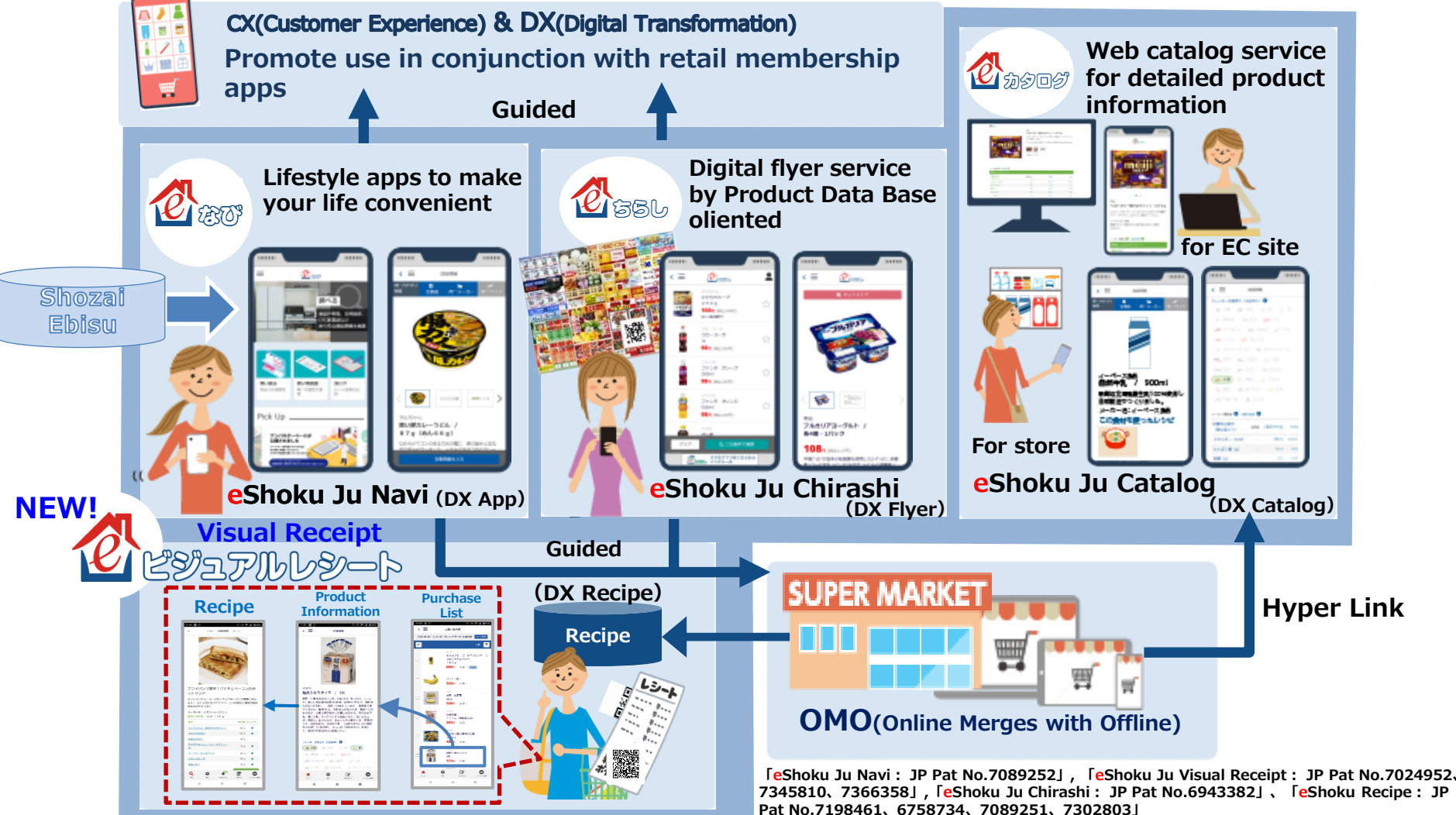
Overview and Progress of BtoBtoC Business Strategies (2nd)

Product information data pooling service by industry "Shozai Ebisu"



eShoku Ju Navi Product Information-Based Consumer Lifestyle App

(Supports Multiple Languages!)



「eShoku Ju Navi : JP Pat No.7089252」, 「eShoku Ju Visual Receipt : JP Pat No.7024952, 7345810、7366358」, 「eShoku Ju Chirashi : JP Pat No.6943382」, 「eShoku Recipe : JP Pat No.7198461、6758734、7089251、7302803」

Note: "eShokuju Navi for DX" is a DX promotion tool for retailers and manufacturers. It is an easy-order type DX app that tailors the functionality of "eShoku Ju Navi" 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.

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 Model]

- As a new step towards promoting store DX and improving CX in the retail format, we have released a receipt information visualization service, "eShoku Ju Visual Receipt." Makiya Corporation has provisionally decided to adopt this for its Proof of Concept (PoC).
- Some stores in the general retail sector continued the Proof of Concept (PoC) for "eShoku Catalog (electronic shelf label integration).
- In the food retail sector, the Proof of Concept (PoC) for "eShoku Ju Catalog for Stores" was also continued.
- Two new food retailers have started considering the implementation of the "eShoku Ju Catalog.
- At a major electronics retailer, a Proof of Concept (PoC) is currently underway at two flagship stores for the "eShoku Ju Catalog Multilingual Edition," targeting inbound customers.
- In the housing industry, a major house manufacturer has begun operating "eJu Navi" for tenants of rental properties.

[Patent Strategy]

- Digital Plan Board Generation System for Housing Equipment and Building Materials (JP Pat No.7403140)



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
eShoku Ju Visual Receipt

Expansion

Further development and strengthening of the existing business strategy.

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)

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 (Full year) : 2,555 million yen (YoY: Increased by 4.1%)
- Profit results (Full year) : 360 million yen (YoY: Increased by 4.9%)
- Sales and profit increased compared to the year-on-year.
- We focused on acquiring projects that align with customer needs.
- In response to an increase in required work hours, we are actively promoting mid-career recruitment to secure immediately effective personnel and continuously ensuring we have the talent to meet demand.
- We continue to enhance our proprietary online education system, focusing on the training of new hires and existing employees. This concentration on skill development aims to transition towards high-skill, high-value 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

1 Corporate philosophy



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