

FY2025 2nd Quarter (First Half) Financial Results and Business reports

eBASE Co.,LTD.
TSE code 3835

October, 2024

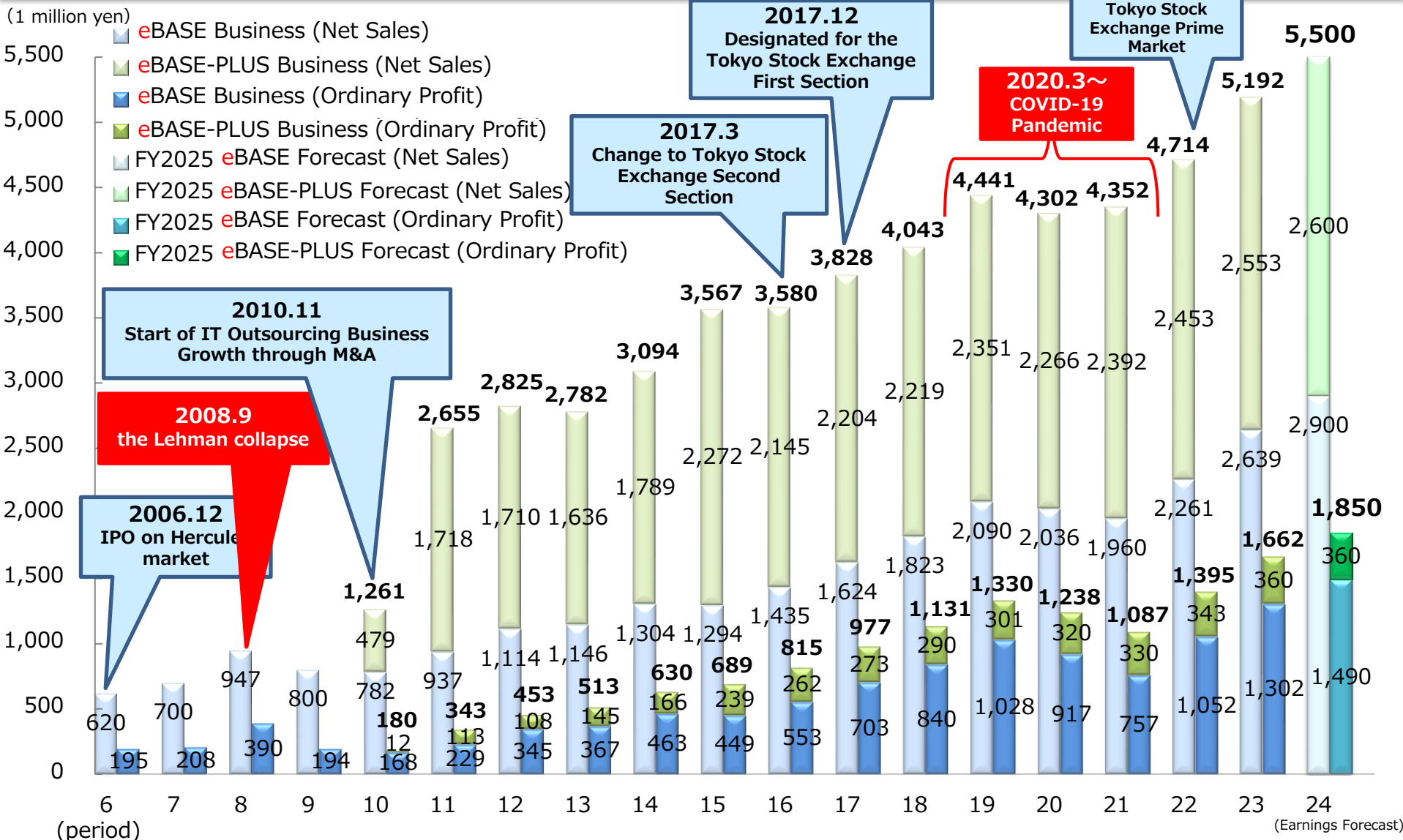
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Company Overview

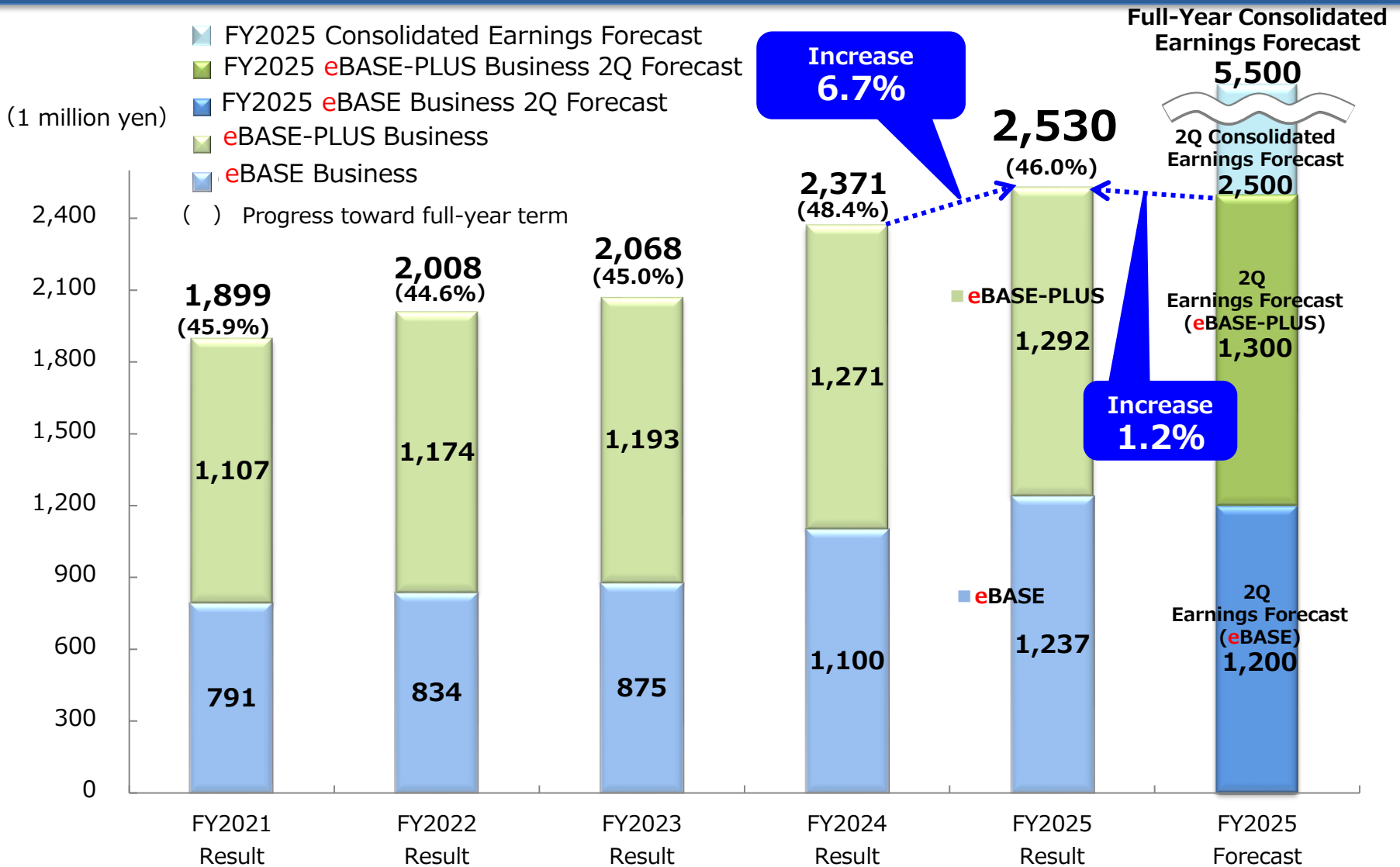
■ Company name	eBASE Co., Ltd. (Code number : 3835)
■ Share capital	190 million yen
■ Headquarters Location	Commercial Building No.2, 5-4-9, Toyosaki, Kita-ku, Osaka
■ Business Description	
eBASE Business	Business of Developing and Selling Product Information Management Systems
eBASE-PLUS Business	IT 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



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

FY2025/2Q Consolidated Net Sales



Note 1) Intersegment transactions are eliminated.

FY2025/2Q Consolidated Results and Consolidated Balance Sheet

(1 million yen)

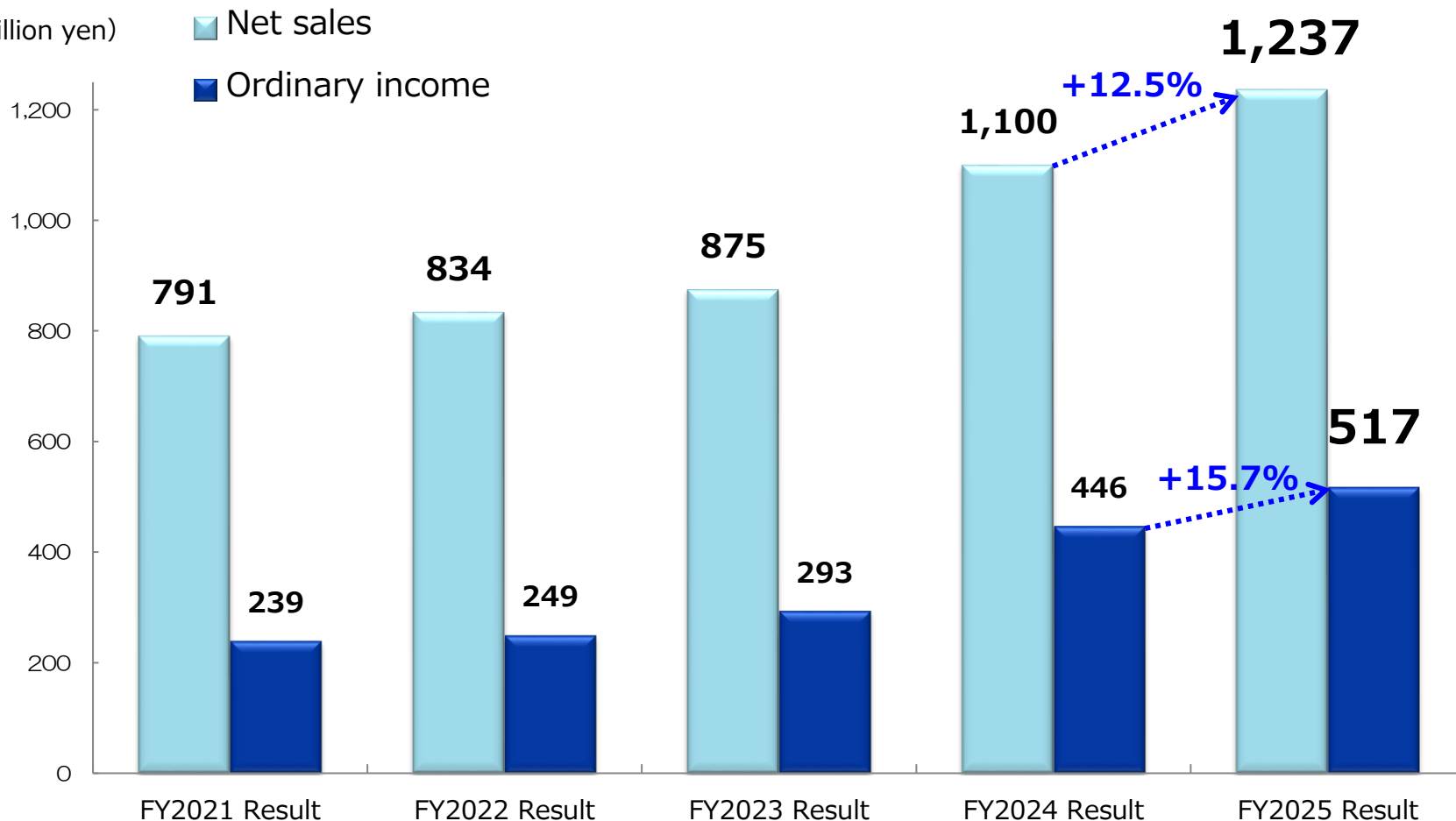
	FY2021 Result	FY2022 Result	FY2023 Result	FY2024 Result	FY2025 Result
Net sales	1,899	2,008	2,068	2,371	2,530
(eBASE Business)	(791)	(834)	(875)	(1,100)	(1,237)
(eBASE-PLUS Business)	(1,109)	(1,175)	(1,194)	(1,272)	(1,302)
(Intersegment transactions)	(-1)	(-1)	(-1)	(-1)	(-9)
Operating Income	374	406	446	628	701
Ordinary income	390	403	467	636	734
(eBASE Business)	(239)	(249)	(293)	(446)	(517)
(eBASE-PLUS Business)	(151)	(154)	(173)	(189)	(217)
(Intersegment transactions)	(0)	(0)	(0)	(0)	(0)
Net income*	267	277	318	434	487

	Prior period (As of March 2024)	As of Sep. 30, 2024	Increased/ Decreased	* Interim net profit attributable to owners of the parent company.
Current assets	6,015	5,773	-242	Cash and deposits -284, Notes and accounts receivable - trade, and contract assets-59, Other+98
Fixed assets	1,793	1,617	-176	
(Property, plant and equipment+Intangible assets)	(247)	(269)	(22)	
(Other assets)	(1,546)	(1,347)	(-198)	
Total assets	7,809	7,390	-418	
Current liabilities	854	609	-244	
Total liabilities	867	617	-250	
Total shareholder's equity	6,837	6,686	-151	Purchase of treasury shares -176 Retained earnings +28 (Dividend payment -459) (Net income* +487)
Subscription rights to shares	7	2	-5	
Total net assets	6,941	6,773	-168	
Total liabilities and net assets	7,809	7,390	-418	

FY2025/2Q Results by Segment / eBASE Business

eBASE Business (Packaged software business)

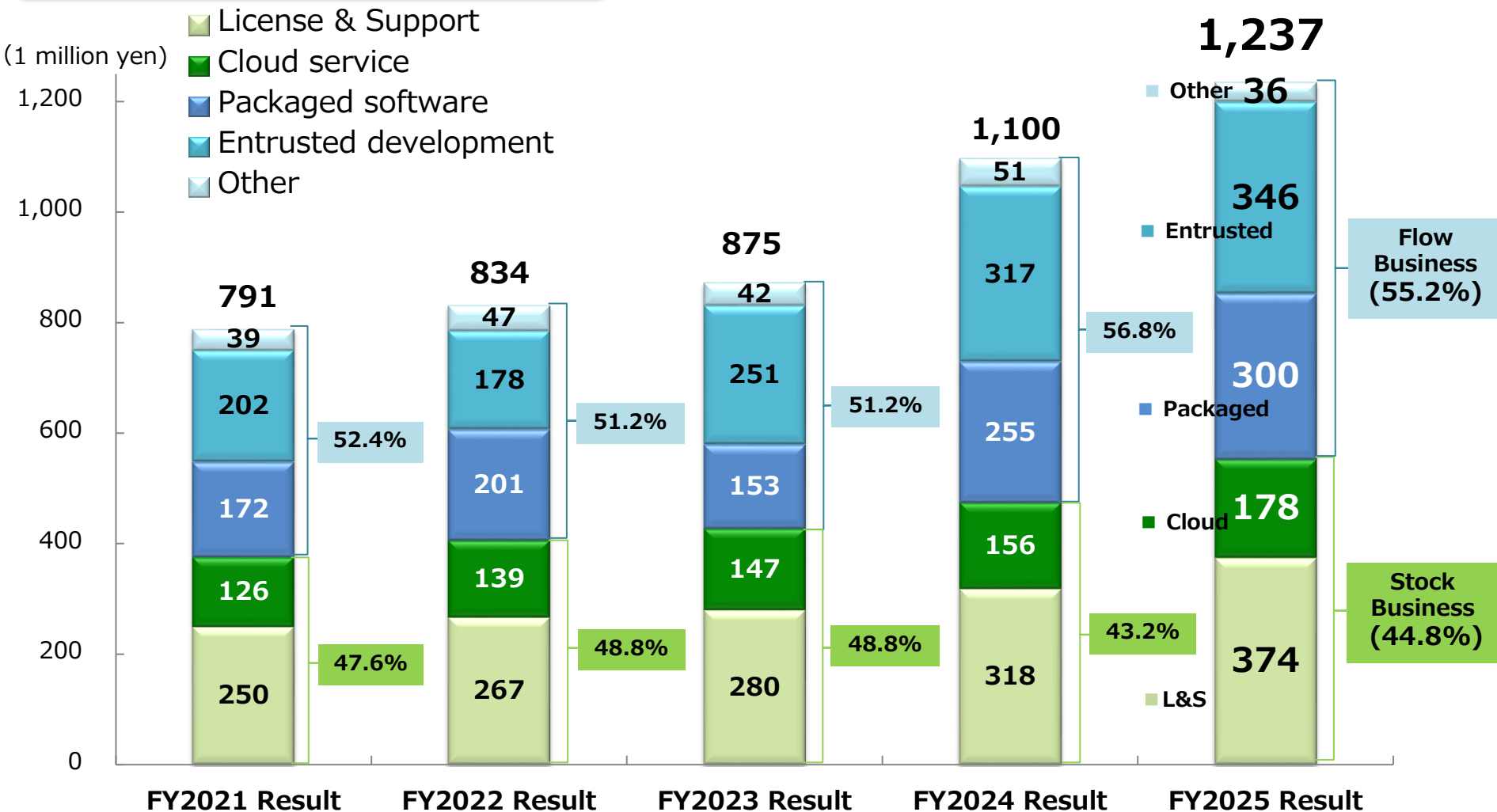
(1 million yen)



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

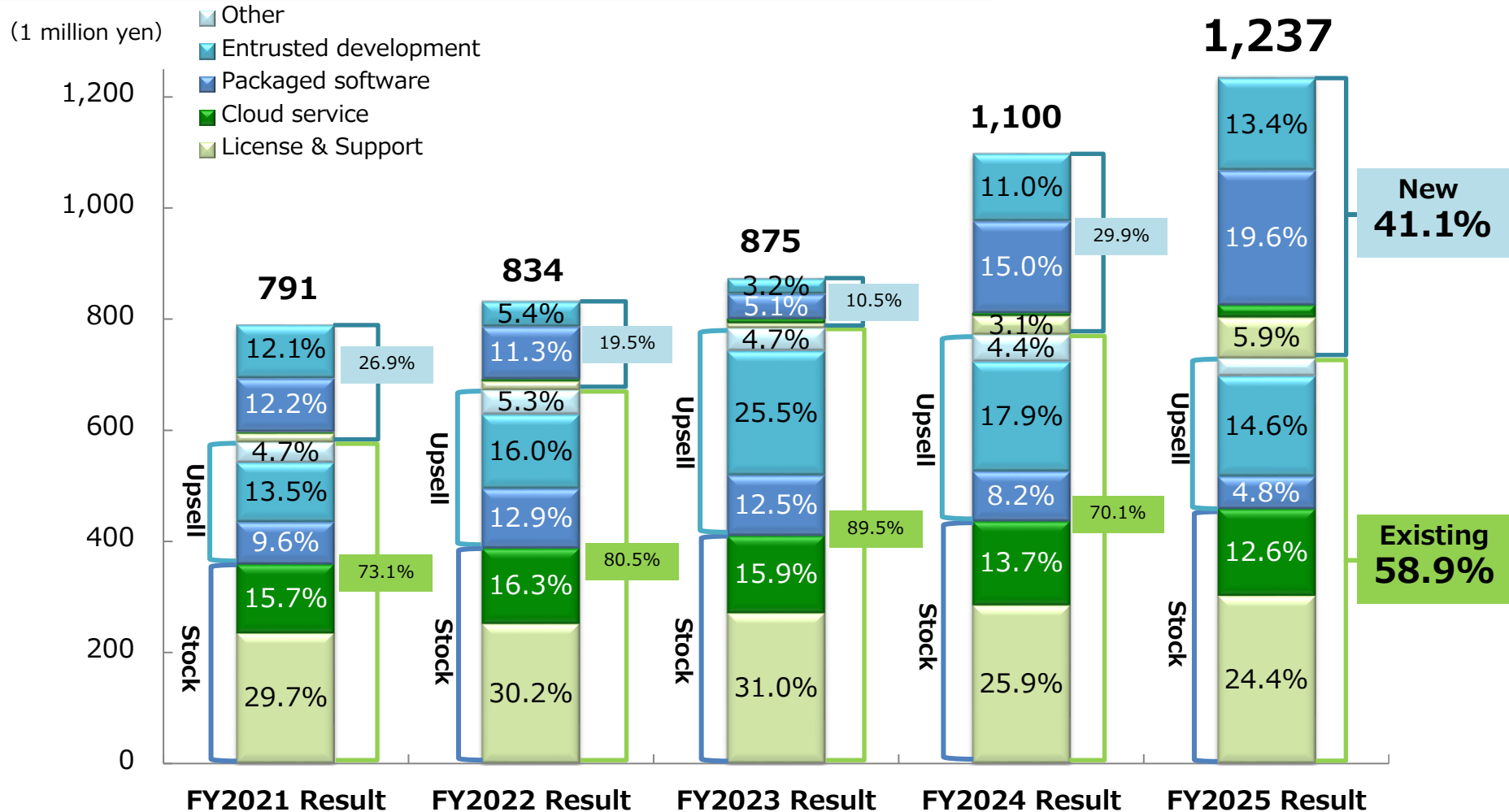
FY2025/2Q Results by Segment / eBASE Business

Sales results by type



FY2025/2Q Results by Segment / eBASE Business

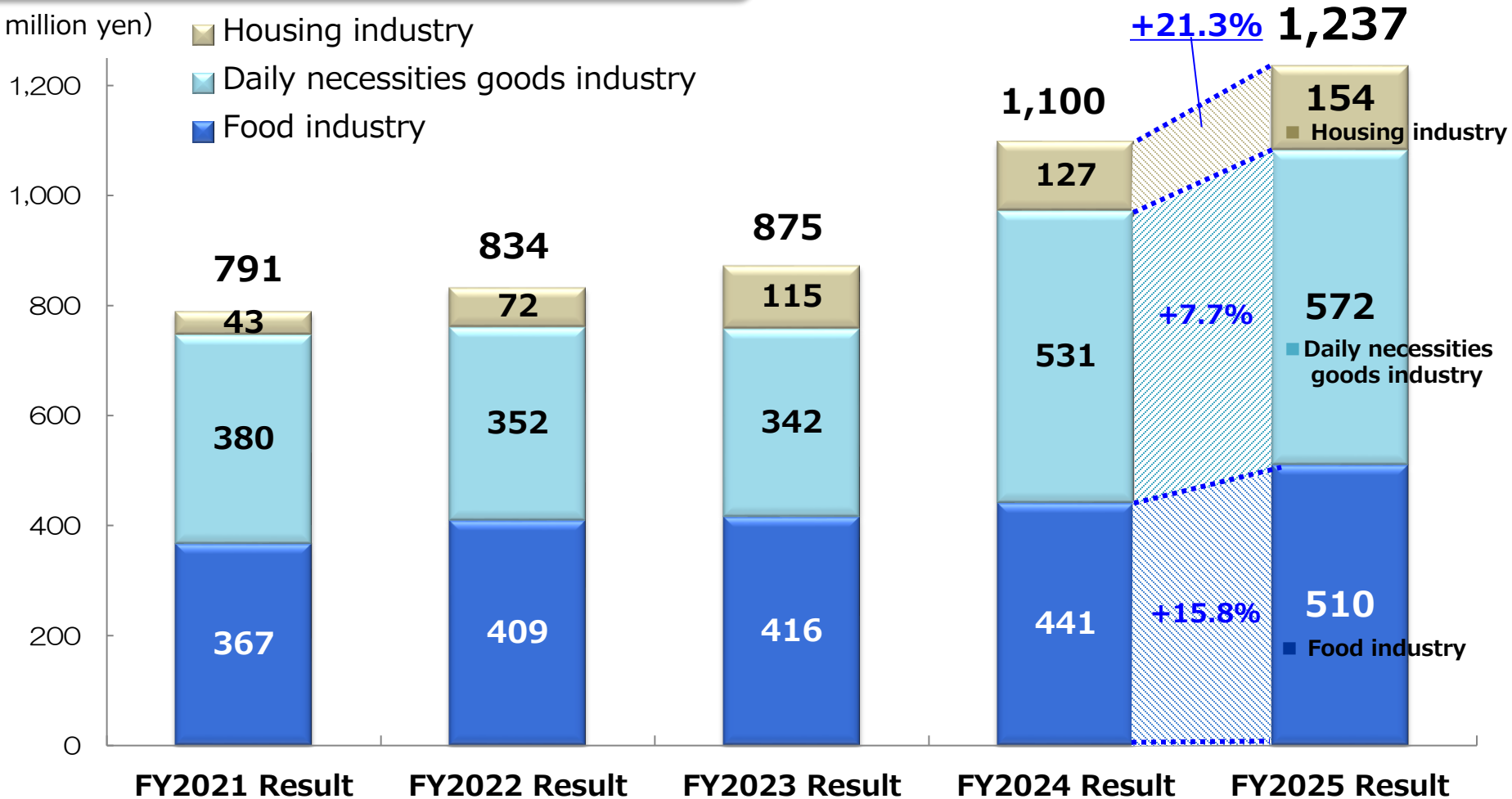
Sales results by new and existing



Note) Figures less than 3% are omitted.

Sales Results by Industry

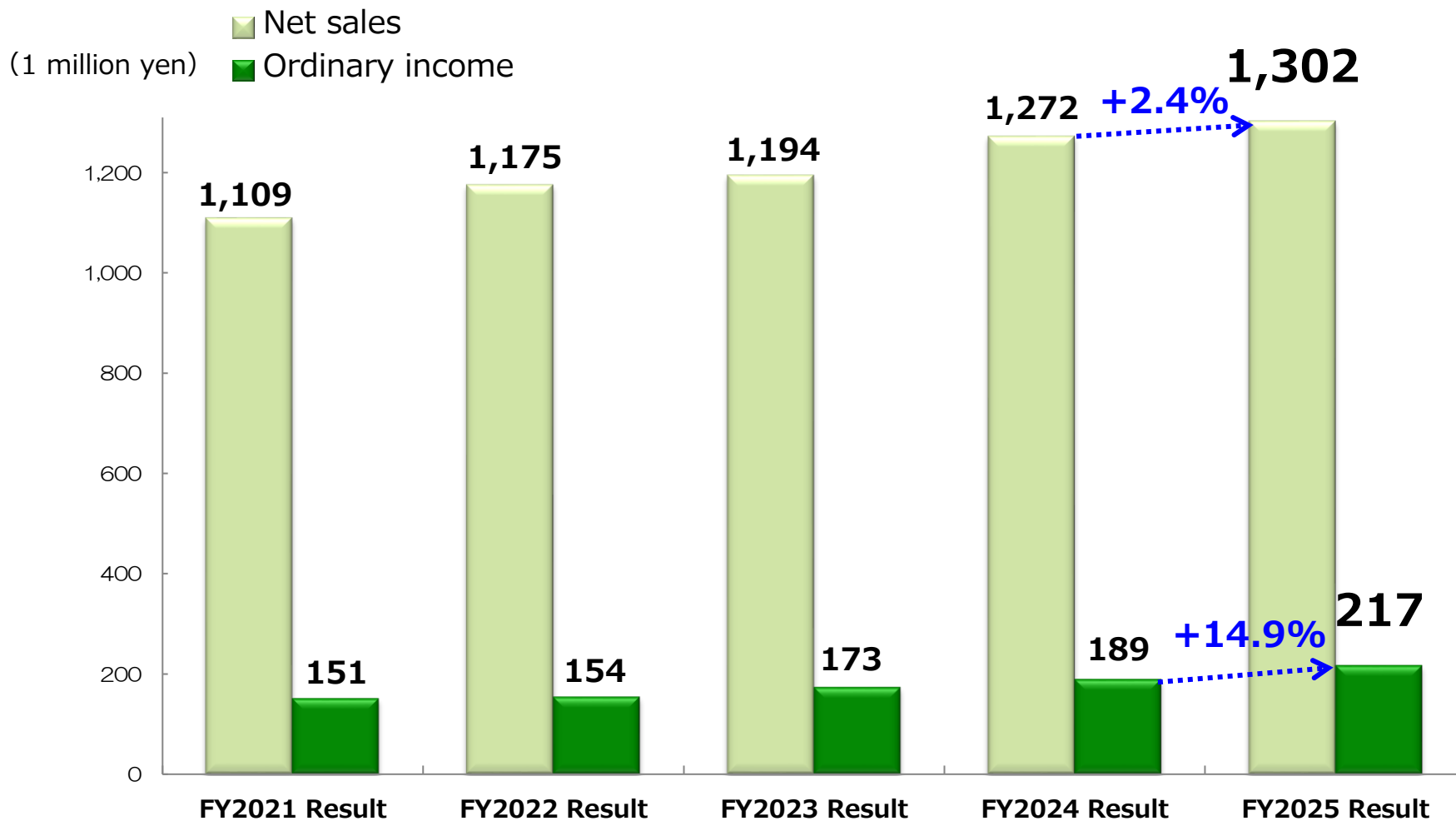
(1 million yen)



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

FY2025/2Q 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 2025 Earnings forecasts

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

Net sales

(1 million yen)

FY2025 Forecast

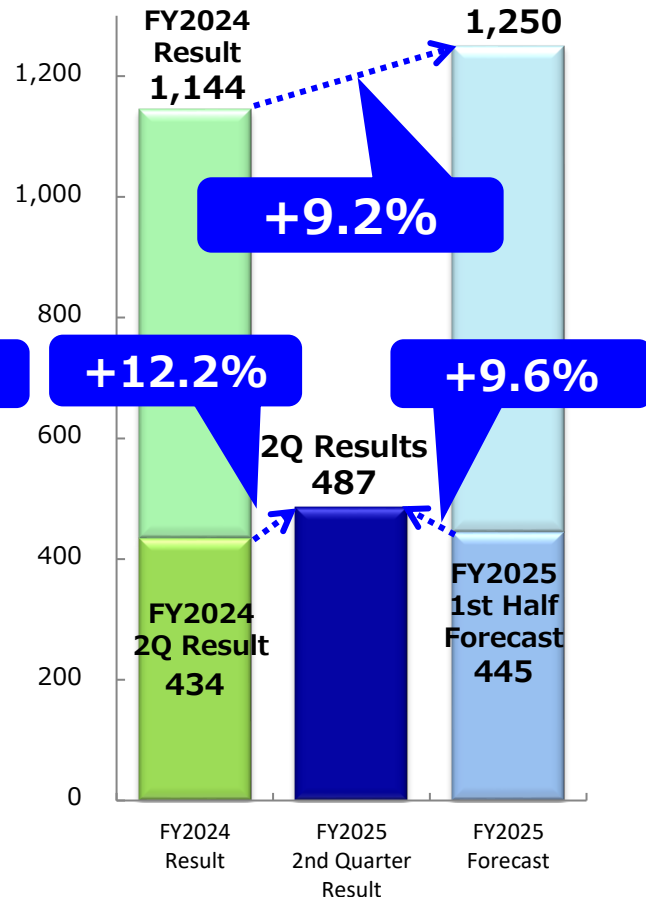
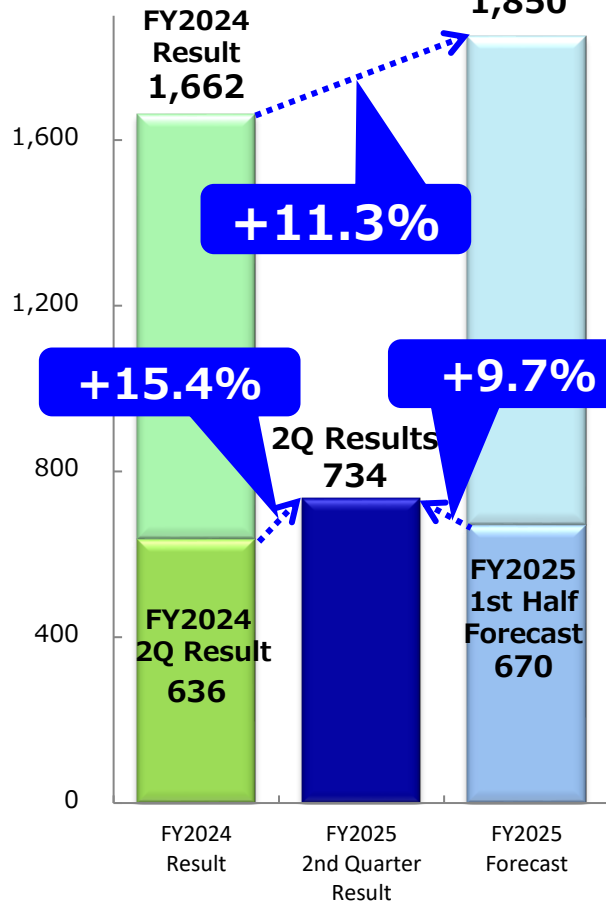
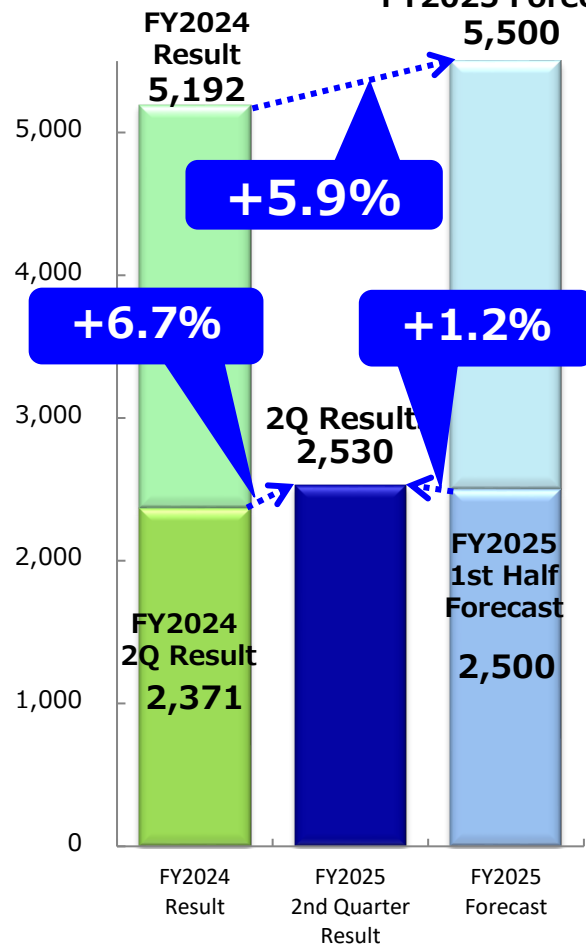
(1 million yen)

Ordinary income

FY2025 Forecast (1 million yen)

Net income*

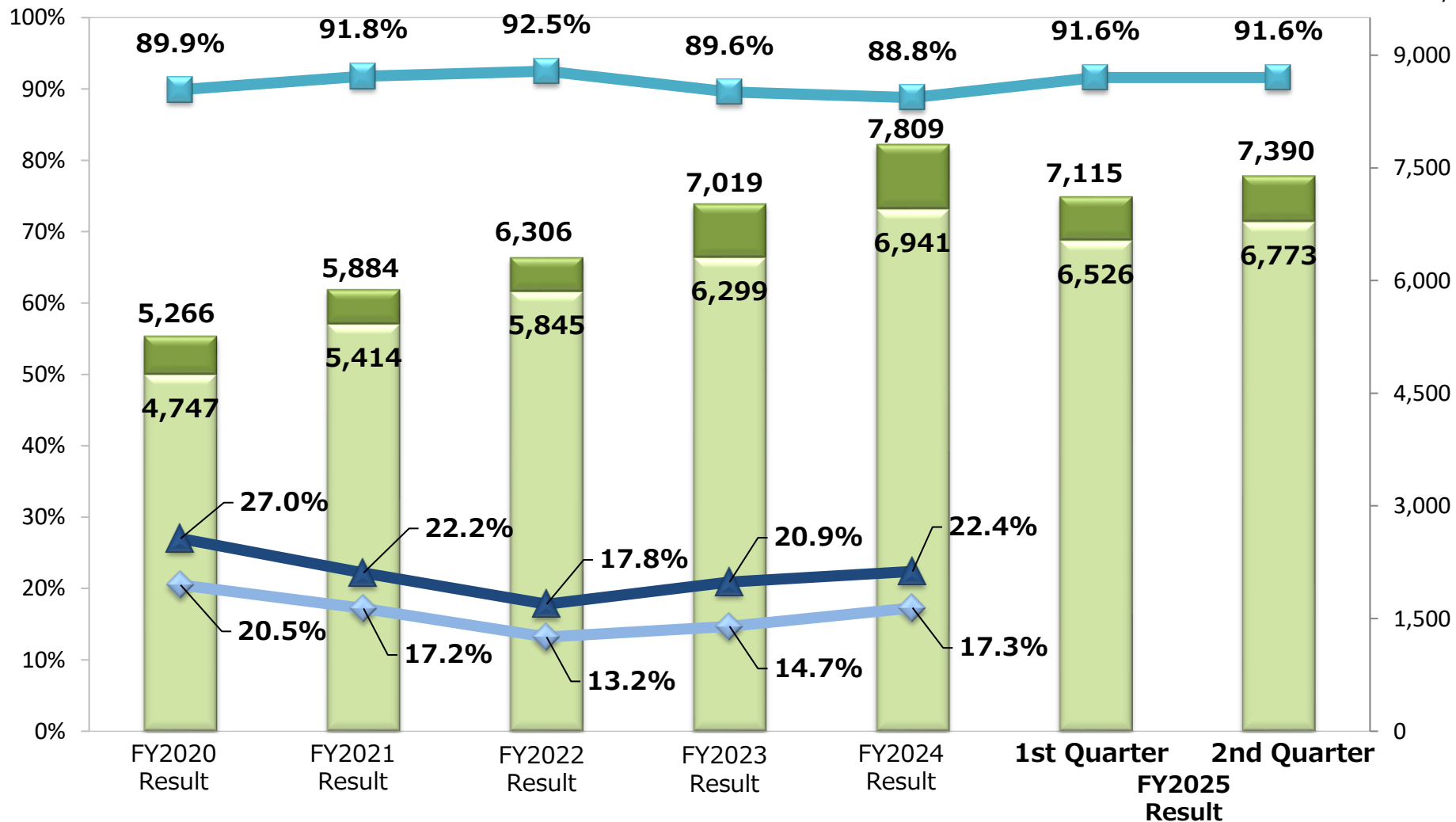
FY2025 Forecast



* Interim net profit attributable to owners of the parent company.

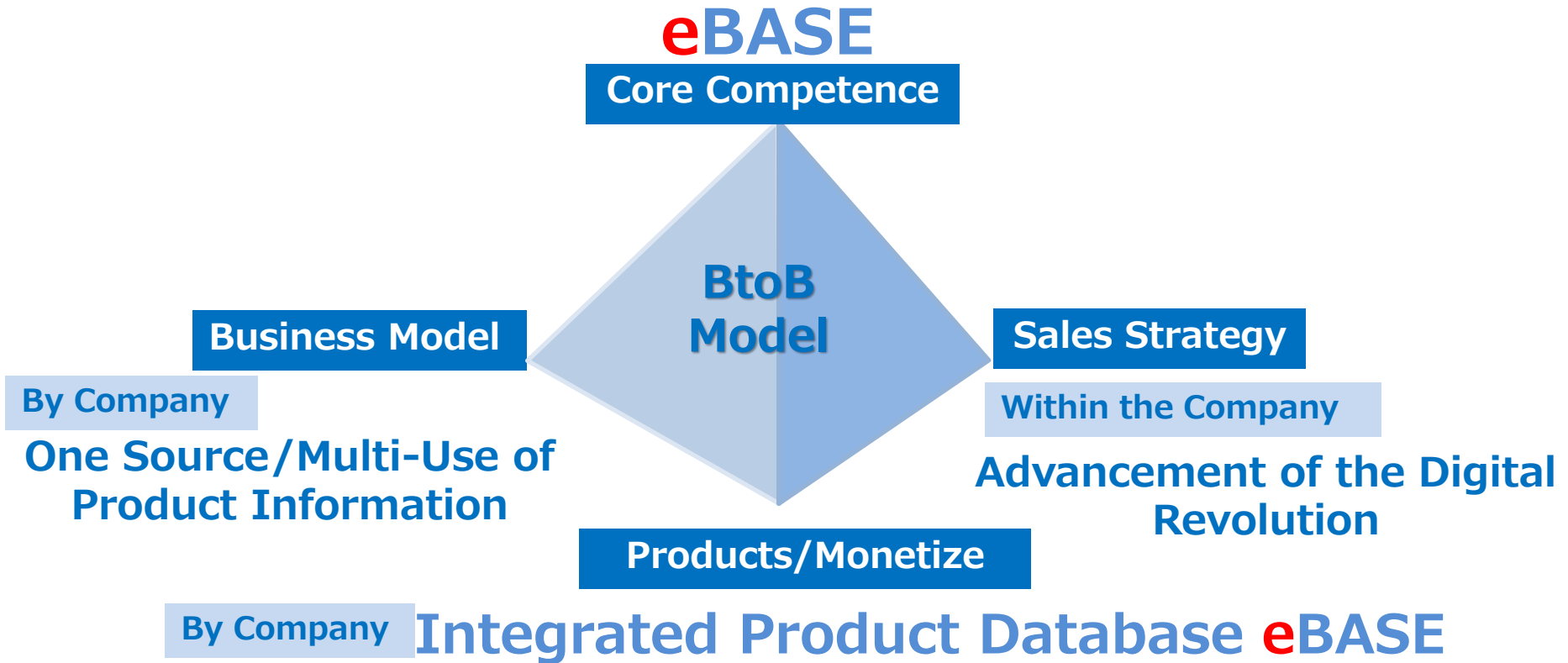
Capital Position (ROE and ROA, etc.)

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



eBASE Business Strategy Overview

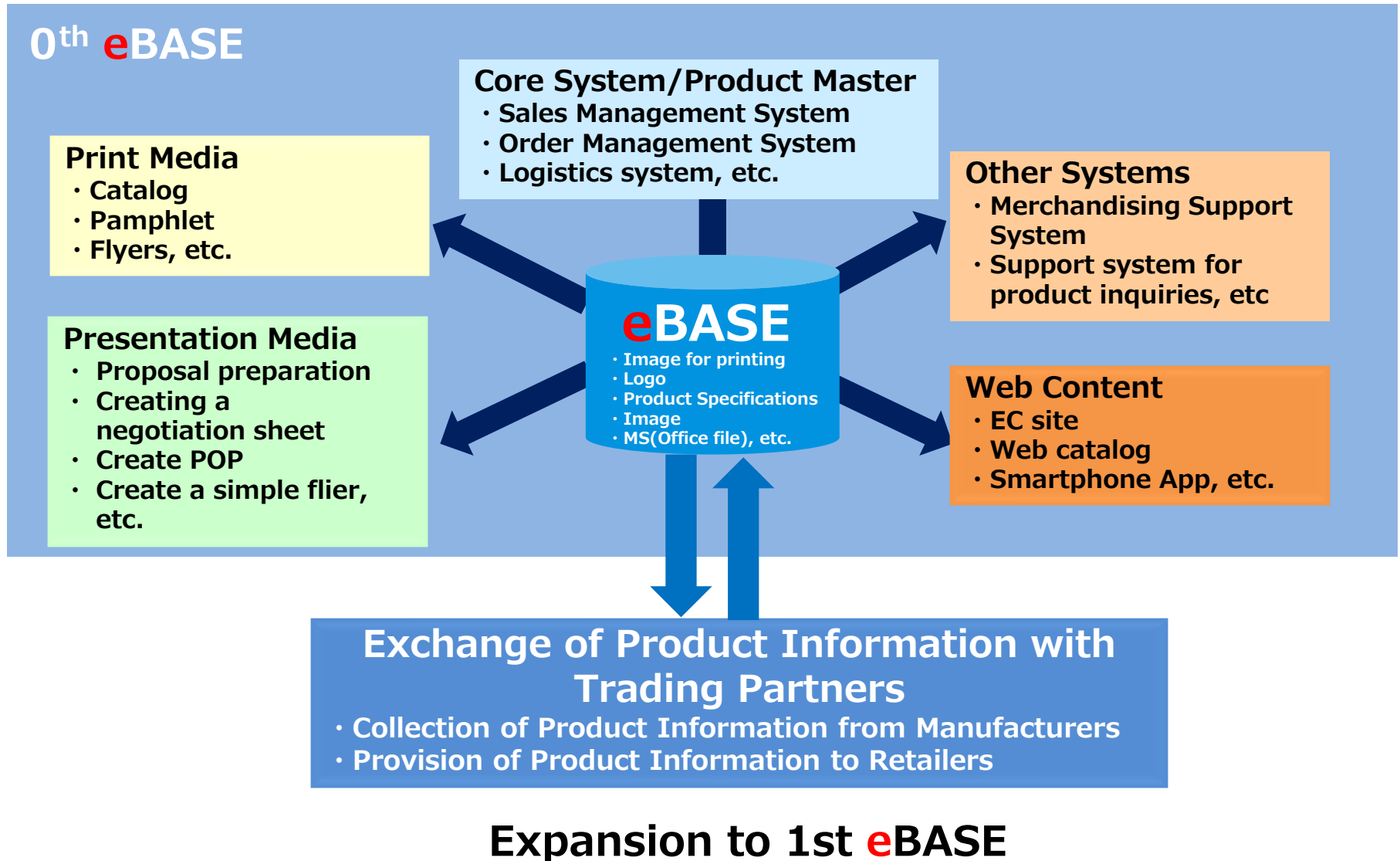
- **BtoB Business** 「0th eBASE」
Product Information Management Solutions
by Company
「1st eBASE」
Industry-Specific Product Information
Management Solutions
- **BtoBtoC Business** 「2nd eBASE」
Consumer-Focused Mobile App Solutions



Note1) TrianglePyramid : eBASE's unique business strategy planning method evaluates the following four points as criteria.

- Core Competence : Capabilities and advantages that overwhelmingly surpass those of other companies
- Business Model : A framework that demonstrates how to provide value and generate revenue from customers
- Products/Monetize : "Products" refers to the goods or services offered, while "Monetization" refers to the methods of generating revenue from the offered products.
- Sales Strategy : Plans and means to effectively sell products or services and maximize revenue

Note2) 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.

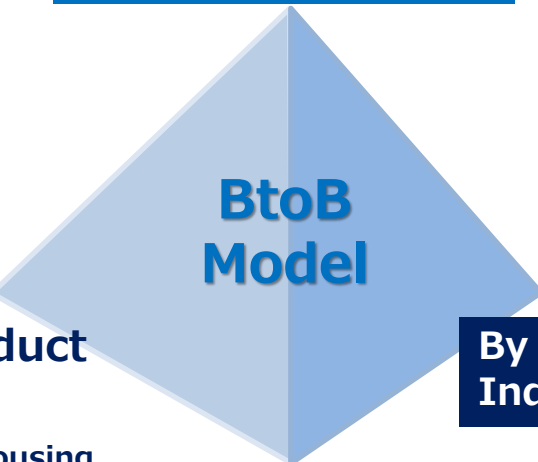


BtoB/Business Strategy for Industry-Specific Product Information Exchange

Middleware eBASE

Dramatic Improvement in Development Efficiency

Core Competence



Business Model

Sales Strategy

By Industry

Standardization of Product Information Exchange

Food, Daily Necessities, Home Appliances, Housing, Stationery, Tools...



By Industry

Product Information Data Pool Service "Shouzai Ebisu"

Shokuzai Ebisu, Nichizatsu Ebisu, Kaden Ebisu, Jutaku Ebisu, Bungu Ebisu, Kogu Ebisu,

By Industry

Overall Optimization of Product Information Exchange

Products/Monetize

By Industry

Integrated Product Database

Foods Safety Information Management System /FOODS eBASE
Daily necessities Information Management System /GOODS eBASE
.....

1st eBASE Challenges in Product Information Exchange by Industry

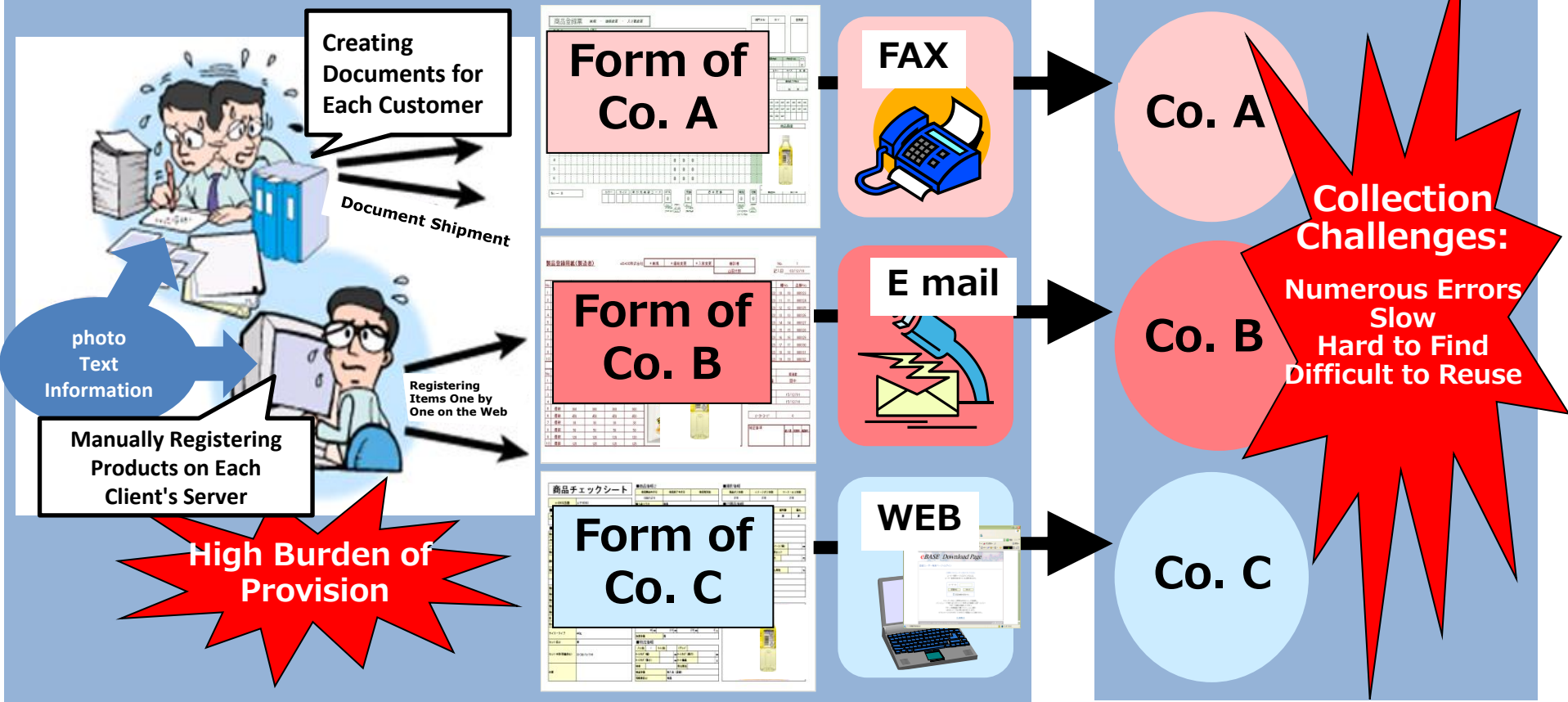
Product information exchange between manufacturers and retailers is inefficient!

Manufacturer

Retail Industry

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

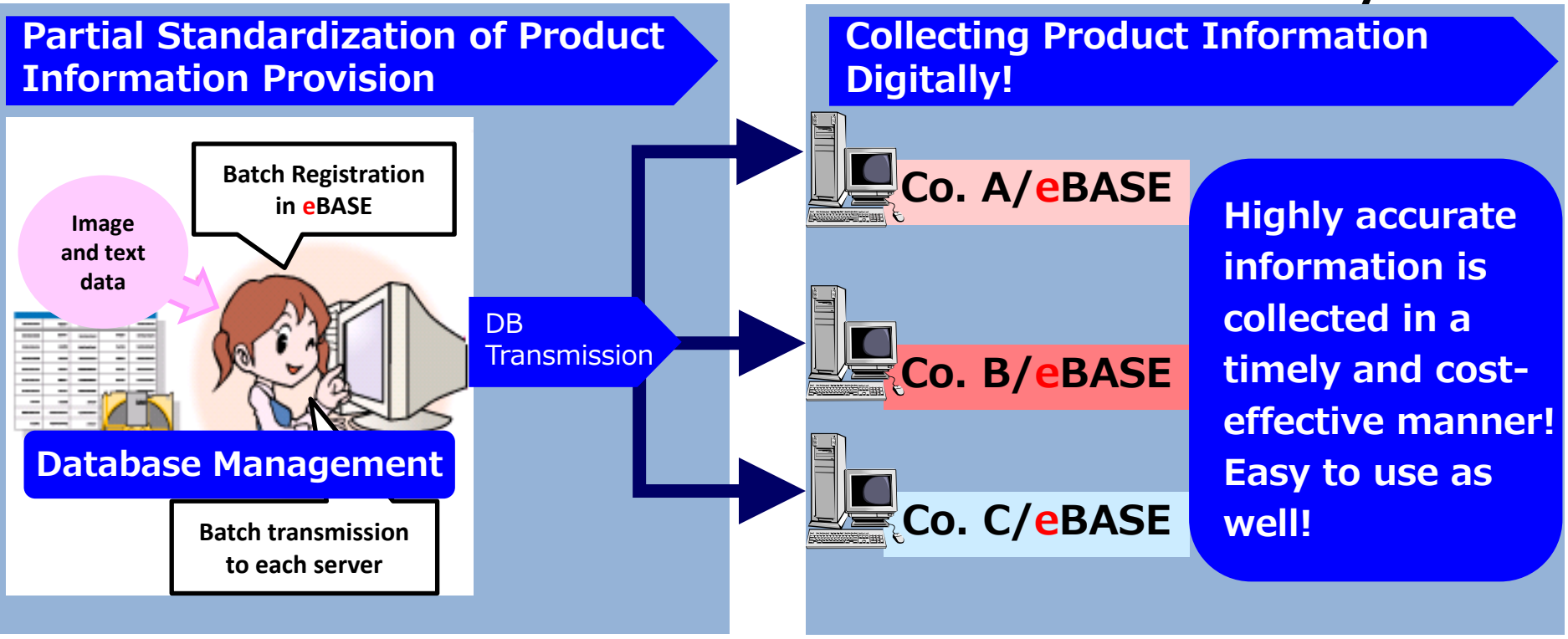
Analog Information Collection



Promoting Efficiency in Product Information Exchange between Manufacturers and Retail !

Manufacturer

Retail Industry



Sending Multiple Times to Various Retailers!

Requesting Multiple Times from Many Manufacturers!

Overview of Product Data Pool Services by Major Industry

(Gathering Information from Manufacturers)

Shozai Ebisu

Provide efficient product details information !

Update product information at any time !

Effective collection of detailed information of the product !

Registered member
(Food manufacturer, etc)

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

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

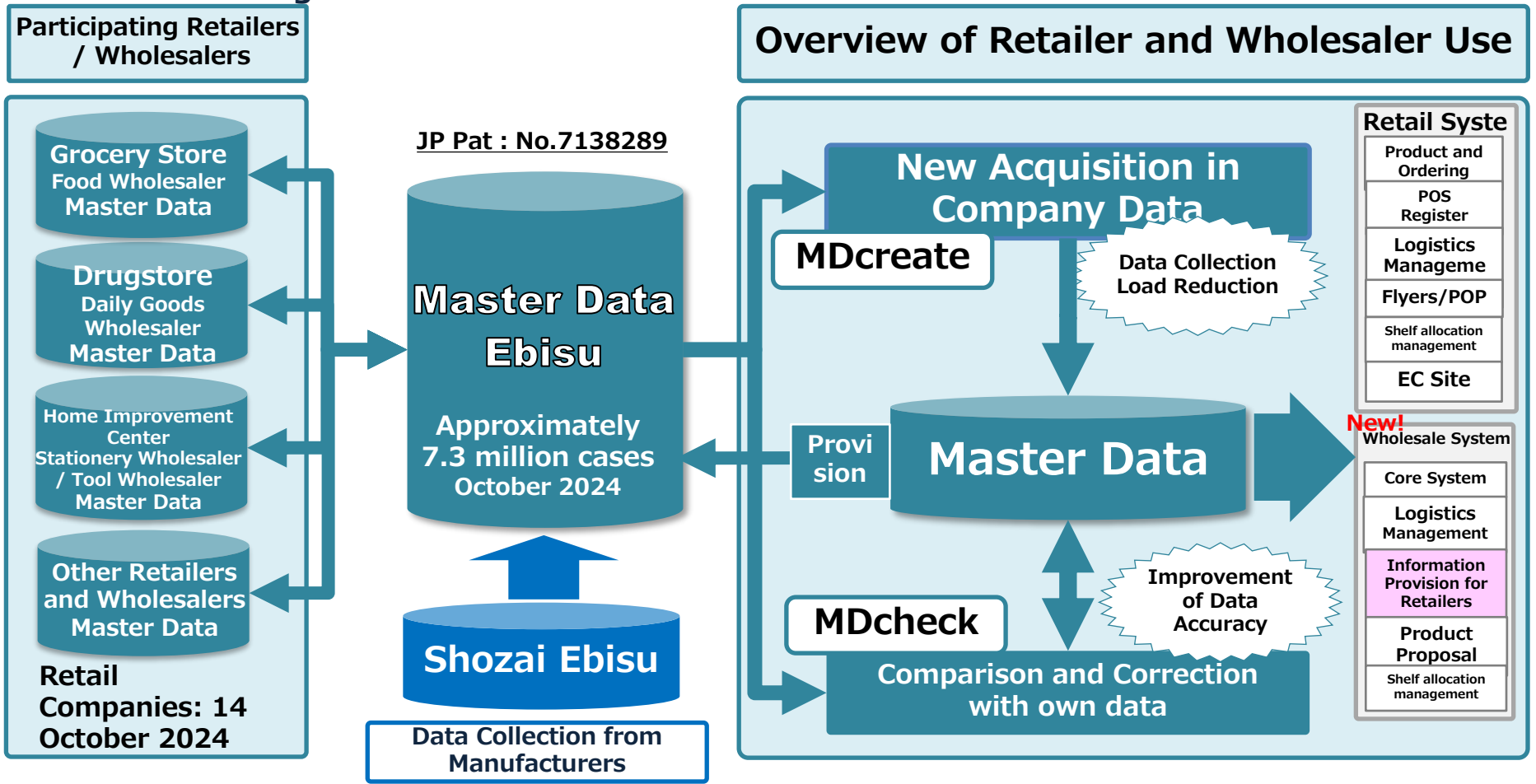
eBASE



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

MDcreate : Utilize the consensus-based champion data as your own master data!

MDcheck : Compare, check, and correct the company's master data using the majority voting method!



BtoBtoC/ Business Strategy for Utilizing Consumer Product Information

Product information data pooling service by industry
“Shozai Ebisu”

Core competence

BtoBtoC

Consumer's Improved Convenience/CX

Business model

eBASE(B)

Planning, Developing, and Providing Consumer Apps

Retail Companies(B)

Adopting and Distributing Consumer Apps

Consumer (C)

Using Consumer Apps to Enhance Convenience

Promotion Effectiveness

BtoBtoC Model

Ecosystem

Sales Strategy

Retail Promotion Effectiveness

Increased Consumer Use

Product/Monetization

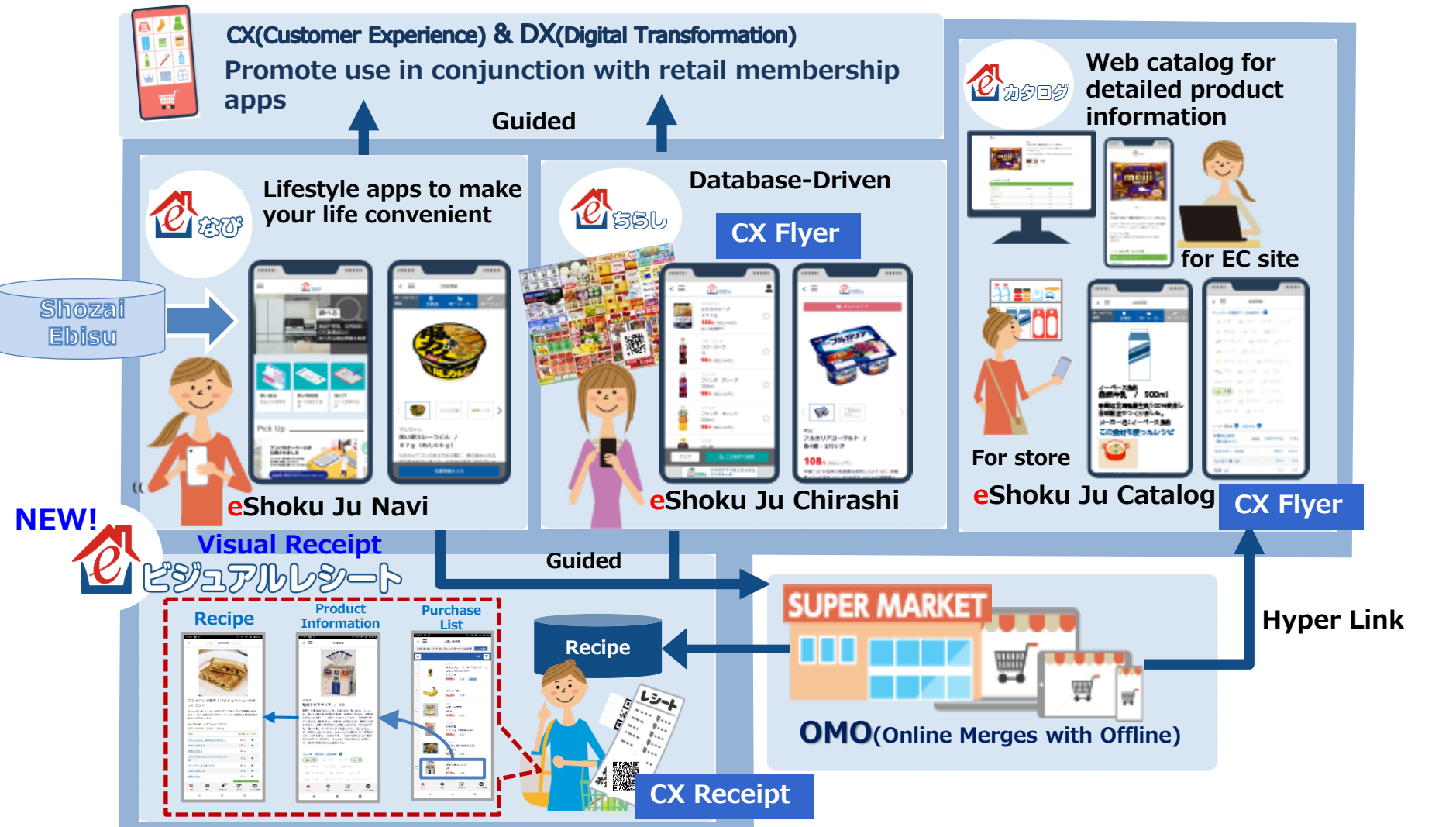
For Consumer Lifestyle App

eShoku Ju Navi, eShoku Ju Chirashi, eShoku Ju Catalog, eShoku Ju Visual Receipt, eSumai Navi, ...

BtoBtoC service Related Patents

- | | | |
|--------------------|--------------------|--------------------|
| JP Pat No. 6758734 | JP Pat No. 6798741 | JP Pat No. 6807105 |
| JP Pat No. 6820016 | JP Pat No. 6857373 | JP Pat No. 6884355 |
| JP Pat No. 6901742 | JP Pat No. 6943382 | JP Pat No. 7024952 |
| JP Pat No. 7089251 | JP Pat No. 7089252 | JP Pat No. 7096562 |
| JP Pat No. 7487910 | | |

eShoku Ju Navi Product Information-Based Consumer Lifestyle App



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 List



Product information



Manuals



My Equipment

Housing Equipment DB

Product information / Manuals / +pamphlets

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

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!

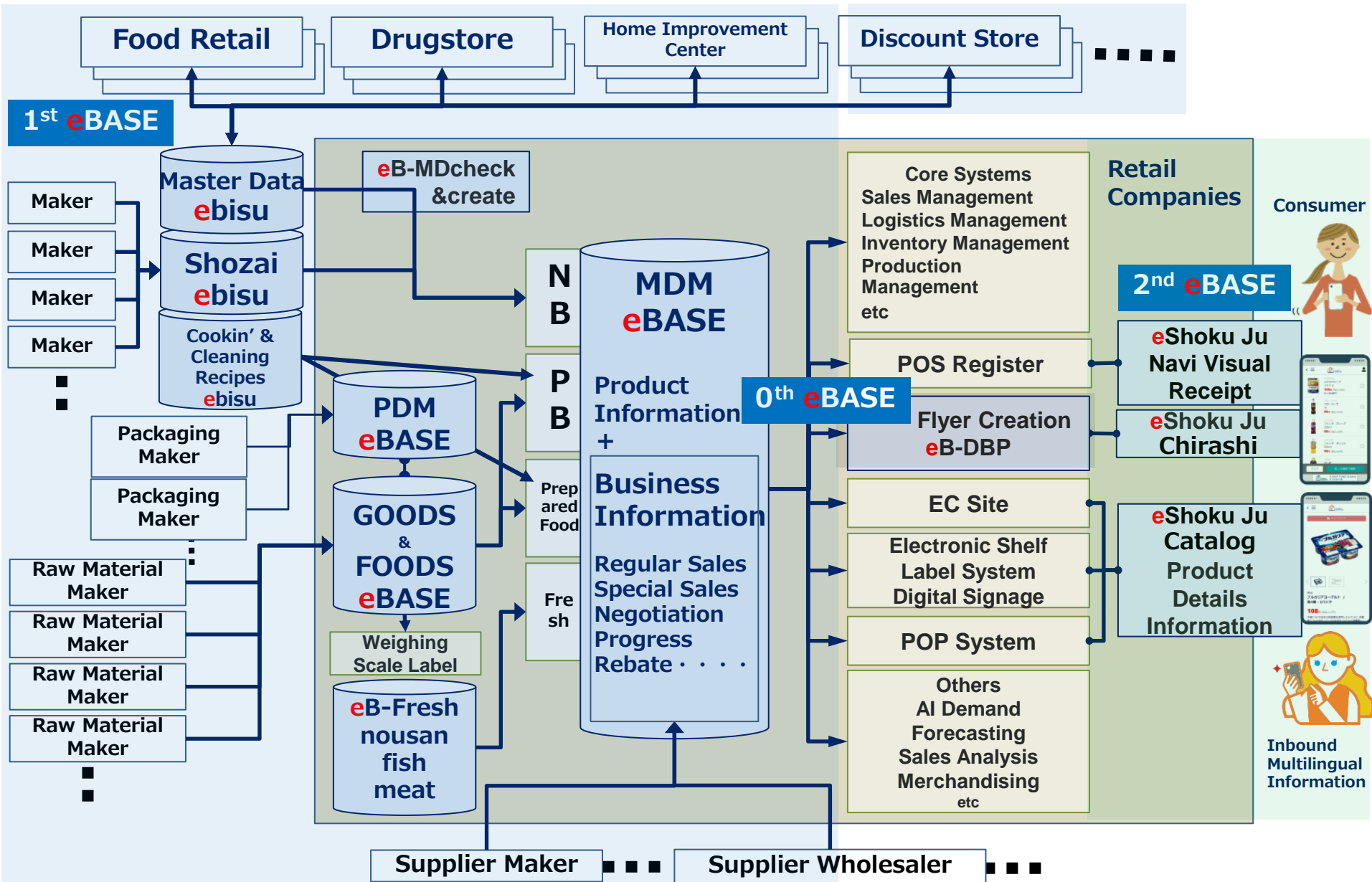
You can easily check the product specifications

Kaden Ebisu
Jutaku Ebisu
Shozai Ebisu

Retail company / House maker
eBASE

"eSumai Navi : JP Pat No.7024952"

Overview of eBASE Total Solution (Retail Company Case Study)



eBASE business strategy and its implementation

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

0theBASE

Core Competence

eBASE

Business Model

One Source
Multi Use

Sales Strategy

Advance
ment of
DX

Product & Monetize Model

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

Expansion

1steBASE

Core Competence

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 Chirashi
eShoku Ju Catalog
eShoku Ju Visual Receipt

Expansion

Further development and strengthening of the existing business strategy.

eBASE Business Report

BtoB Business Strategy (0th/1st) 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.
 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
28,000 Companies**

- **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.
Mizuno Corporation
- **Automobile Parts and Accessories Industry**
AUTOBACS SEVEN CO.,LTD.
- **Environmental / Green Industry**
GomunoInaki Co., Ltd.
KATAYAMA CHEMICAL, INC.
DIC Corporation
- **Other Industry**
SAGAWA PRINTING CO.,LTD.
CONSUMER PRODUCT END-USE
RESEARCH INSTITUTE CO., LTD.
HORIAKI CO., LTD.
Wakisangyo Co.,Ltd

**Approximately
12,000 Companies**

Food industry**FY2025 Result Policies**

- Promoting the overall optimization of exchanging comprehensive product information, including food safety, business, and promotional information.
- 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 (Cumulative for 2Q) : 510 million yen (YoY: Increase by 15.8%)
- Sales progressed within the expectations of the interim plan and increased compared to the same period year on year.

[Sales]

- Recorded sales from a major project involving the "FOODS eBASE" quality labeling system for a new customer, a food supermarket in the Kanto region.
- Recorded sales for part of a private brand product information collection and management system, based on "FOODS eBASE," to a general food wholesaler.
- Recorded sales from a major project for a cost simulation system integrated with "FOODS eBASE" for a large comprehensive restaurant chain.

[Orders]

- Secured an upsell order for a major project from an existing customer, a food supermarket in the Tohoku region, for a special sale product master management system and a flyer creation support system using "MDM eBASE."

Daily necessities goods industry

FY2025 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 (Cumulative for 2Q) : 572 million yen (YoY: Increase by 7.7%)
- Sales progressed within the expectations of the interim plan and increased compared to the same period year on year.

【Sales】

- Recorded sales from an ongoing project for catalog gift businesses, involving the construction of an integrated product database and a catalog creation support system using the "MDM eBASE" product master system.
- Sales were recorded for a large project to build an integrated product DB utilizing "eB-DAM" for a new manufacturer of flower arrangement and gardening materials.
- Recorded sales from a new order for an integrated product information management system using "PDM eBASE" for a manufacturer of household goods and lifestyle products.
- Recorded sales from a major project for an existing sports equipment manufacturer involving the construction of an integrated product database.

【Orders】

- Continued to secure an upsell order for a major project from an office furniture manufacturer, involving the construction of a simple quote creation website.
- Secured a major order for the construction of an integrated product database from an educational publishing company.

Housing industry

FY2025 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 (Cumulative for 2Q) : 154 million yen (YoY: Increased by 21.3%)
- Sales increased compared to the same First Half year on year, primarily due to the accelerated inspection of a major project for building a product database-type website using "0th eBASE."
【Sales】
- Developed a technical information search site for a major HVAC equipment manufacturer using an integrated product information DB and a product DB-type Web catalog, and recorded ongoing sales.
- Recorded sales from a project involving the construction of an internal product information site using a product database-type web catalog for a major building materials manufacturer.
【Orders】
- Received an early order for the third quarter portion of the technical information search site construction project from the aforementioned major air conditioning equipment manufacturer.

eBASE Business Report

BtoBtoC Business Strategy (2nd) Progress

2nd eBASE BtoBtoC / Current Term Initiatives and Their Progress

【BtoBtoC Model】

- Continued to promote and expand sales of the consumer lifestyle app "eShoku Ju Navi," which integrates all product categories.
- Continued to focus on and promote the "eShokuJu Visual Receipt" service as a new initiative for advancing store digital transformation and enhancing customer experience in the retail sector.
- We are continuing the proof of concept (PoC) for "eShoku Catalog (linked with electronic shelf labels)/for Stores" at some general retail locations and food retailers.
- Makiya Co., Ltd. is continuously operating "eShoku Ju Navi for DX" integrated with a LINE mini-app in their discount store business. As a further development, we have also started a proof of concept (PoC) for "eShoku Ju Chirashi" at select stores.
- We promoted the use of the multilingual version of "eShoku Ju Catalog" at major electronics retailers to capture strong inbound demand.
- At an existing major housing manufacturer, the number of user accounts for "eJu Navi" has been progressing smoothly, achieving the cumulative total initially planned.
- A proof of concept (PoC) was initiated with a mid-sized condominium builder for using the cloud service "HOUSING eBASE Cloud" to provide owners with access to user manuals.

※PoC : Proof of Concept

※ eShoku Ju Chirachi : PoC at Makiya co.,Ltd. /ESPOT.



View flyers on a smartphone

※eJu Navi: Providing access to user manuals at SEKISUI HOUSE, LTD..



Viewing on PC or smartphone

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 (Cumulative for 2Q) : 1,302 million yen (YoY: Increased by 2.4%)
- Profit results (Cumulative for 2Q) : 217 million yen (YoY: Increased by 14.9%)
- Sales and profits increased compared to the same First Half year on year.
- We focused on acquiring projects that align with customer needs.
- Due to the increase in operating person-hour, we promoted mid-career recruitment of individuals with specialized knowledge and experience who can immediately contribute.
- We continue to strengthen and expand our online education system, focusing on training for recruitment, new hires, and existing employees. This aims to shift towards high-skill, high-value projects through skill enhancement.
- 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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