



FY12/23 Second Quarter Financial Results

Infomart Corporation

TSE Prime Market (2492)

July 31, 2023

I .	About Infomart	• • •	P3
II .	FY12/23 Second Quarter Financial Results	• • •	P10
III .	Segment Information	• • •	P19
IV .	Medium-term management policy	• • •	P28
V .	Revision of Consolidated Business Forecasts for FY12/23	• • •	P36
VI .	Return Profits to Shareholders	• • •	P45

I . About Infomart

- Company Name Infomart Corporation
(TSE Prime Market / Stock code: 2492)
- Representative President and CEO Ken Nakajima
- Headquarters 13th Floor, Shiodome Shibarikyu Building,
1-2-3 Kaigan, Minato-ku, Tokyo, 105-0022, Japan
Nishinohon sales office Yodogawa-ku, Osaka-city
Fukuoka sales office Hakata-ku, Fukuoka-city
- Established February 13, 1998
- Capital 3.2 billion 12.51 million yen Consolidated
- Business Content Business to Business EC Trade Platform
- Subsidiaries Restartz Co., Ltd.
- Employees (consolidated) 767 (full-time 575 / temporary 192)
- URL <https://corp.infomart.co.jp/>

▼ Please enjoy the video showing the world we envision with our BtoB Platforms.
<https://www.infomart.co.jp/movie/>



Since its founding, we specialize in **B^{to}B Platform**

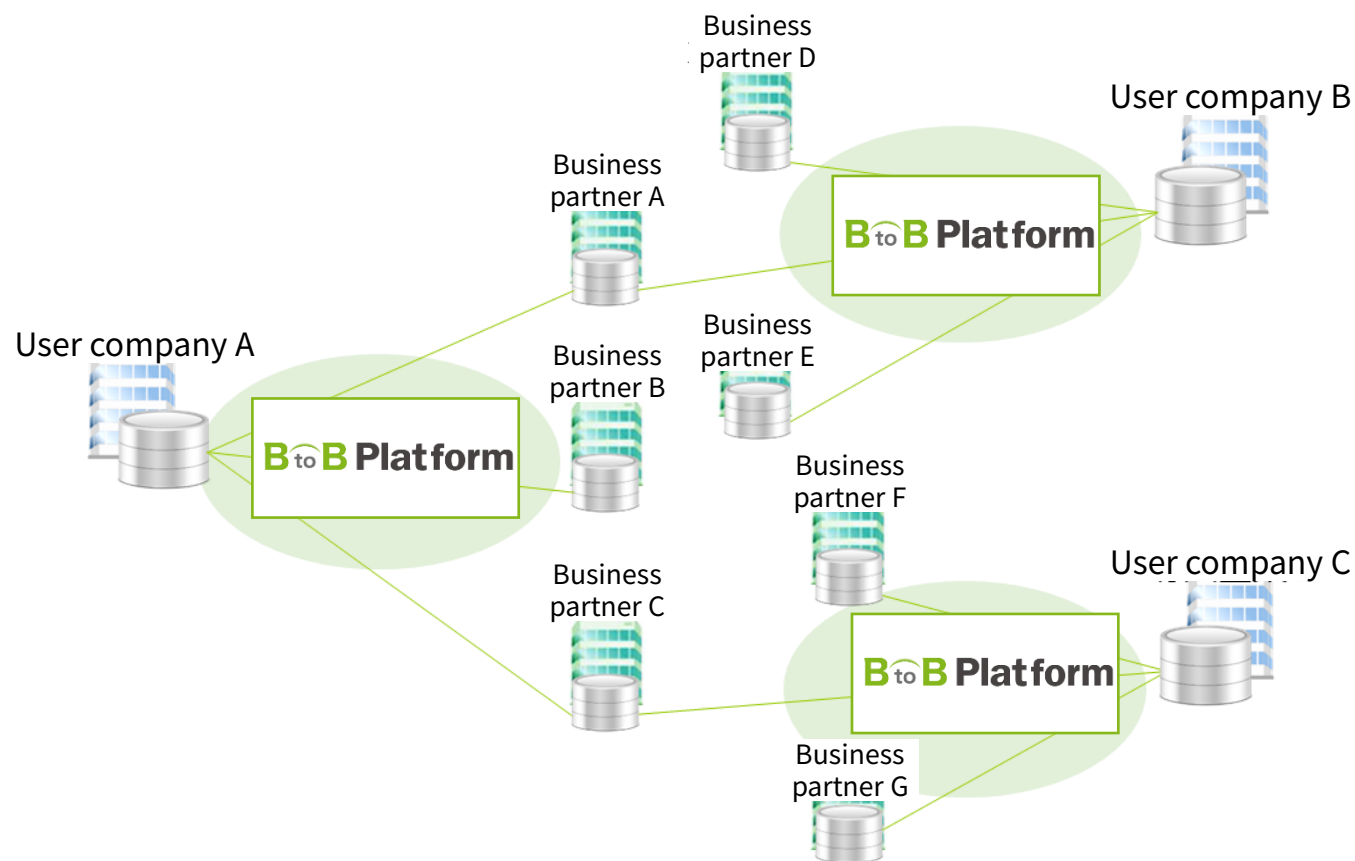
B^{to}B Platform = Services to digitise transactions between companies

Providing a standardized common platform that realizes paperless transaction information, which was conventionally done on paper

"One-to-one"
service provision



Building and providing
a valuable "place"



Characteristics of **B to B Platform**

B to B Platform

Cloud-based systems :
Companies can use the same screen with their business partners for daily operations

Standardization

Not customized



Participation of many companies



Defactorization

Digitization

Efficiency enhancement



Management advancement

+

Minimize environmental impact

Low Rate

Increase in number of users \neq
Increase in proportional cost



High cost effectiveness

Continued use = Customer's natural choice

Stable recurring revenues: 90% of sales are from monthly system usage fees

▶ Profit margin increases when the number of customers exceeds a certain level

BtoB-PF FOOD

Service	Overview
BtoB Platform Ordering From February 2003	Electronic ordering between restaurants, wholesalers, and manufacturers. Significant efficiency was achieved from orders received and placed by telephone and fax. Decreased verification work due to daily sharing of transaction data, and greatly reduced monthly verification work.
BtoB Platform Standards Database From April 2005	A tool for managing allergens and origin information to promote food safety and security. Efficiency is improved by electronically managing merchandise standard documents managed in different formats in a unified format.

BtoB-PF ES

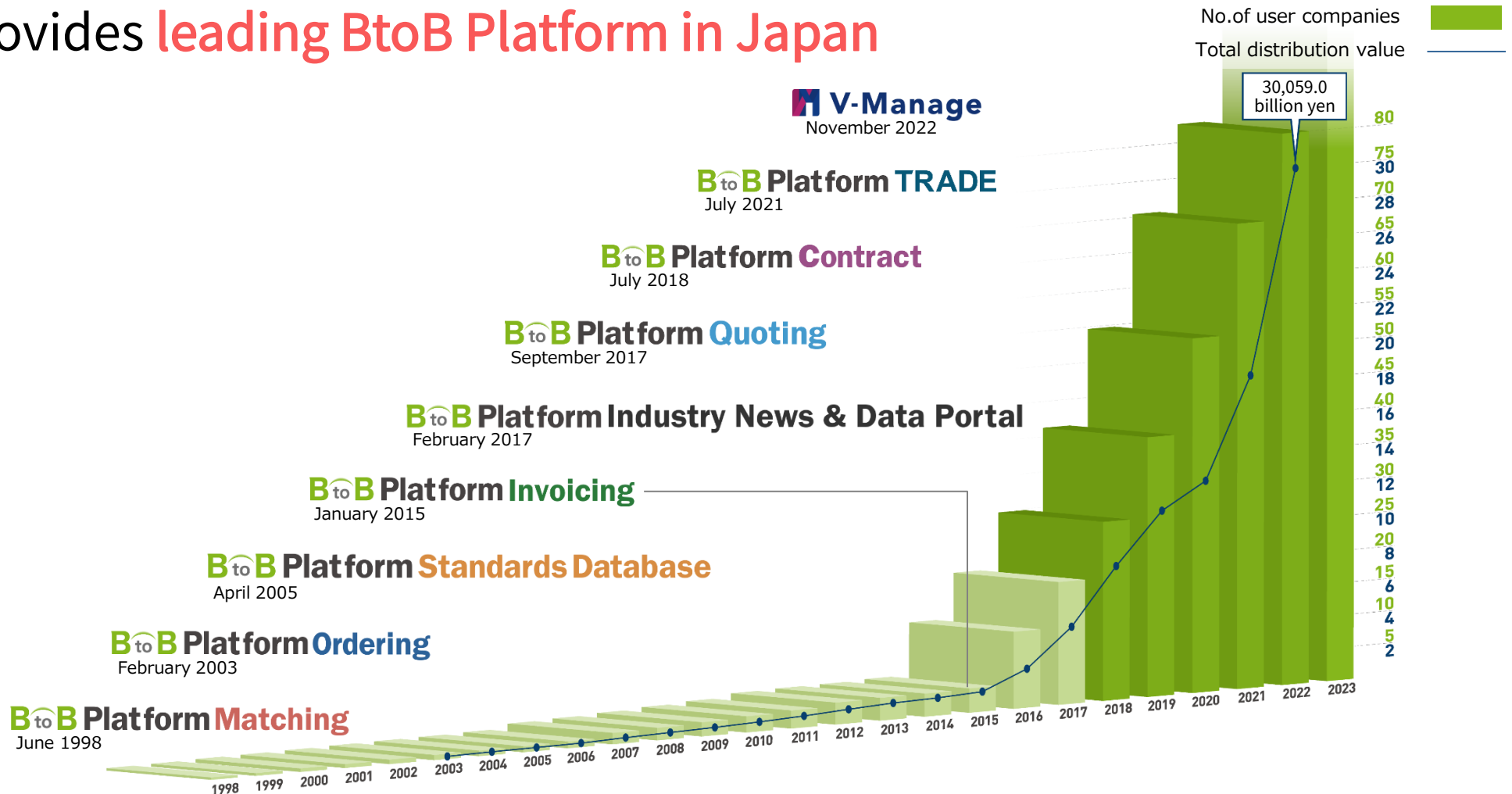
Service	Overview
BtoB Platform Invoicing From January 2015	A system that digitizes both invoicing and receipt operations, regardless of industry. Realize more efficient accounting operations.
BtoB Platform Contract From July 2018	Signing of business-to-business agreements on a blockchain platform. It also incorporates an internal workflow function to further improve the convenience of business-to-business transactions and achieve paperless operations.
BtoB Platform Matching From June 1998	A website where buyers and sellers of foodstuffs can match up on the Internet. Offers one-stop services ranging from the development of business partners to business negotiations, estimates, ordering and receipt, and settlement.

Fee Structure by Service

as of end-June 2023

Business	Service	Fees (excluding taxes)		
BtoB-PF FOOD	BtoB Platform Ordering	<u><Buyer Company></u> 《Monthly usage fee》 • Head office : JPY18,000 • Store : JPY1,300 《Initial fee》 from JPY300,000 (depending on store count)		<u><Seller Company></u> 《Monthly usage fee》 (choice: fixed fee or pay-for-use fee) • Fixed fee : JPY30,000 • Pay-for-use : 1.2% of monthly transaction amount (up to JPY100,000 transactions for free) • Adding IDs : JPY800 per ID
	BtoB Platform Standards Database	<u><Buyer Company></u> 《Monthly system usage fee》 JPY50,000 《Initial fee》 from JPY300,000	<u><Wholesaler Ordering Function></u> 《Monthly system usage fee》 JPY35,000 《Initial fee》 from JPY300,000	<u><Wholesaler Ordering Seller Function></u> 《Monthly system usage fee》 • Fixed fee : JPY35,000 or JPY50,000 • Pay-for-use : JPY3,000 to JPY20,000
BtoB-PF ES	BtoB Platform Invoicing	《Monthly system usage fee》〔Fixed fee〕 JPY20,000 (Note) Applicable from new contracts in January 2022 + 〔Pay-for-use fee①〕 Number of invoices receiving invoices per month (Up to 50 invoices included in the fixed fee) • 51 to 1,000 transactions: JPY100 per transaction • 1,001 transactions and over: JPY90 per transaction + 〔Pay-for-use fee②〕 Number of invoices issued per month (Up to 100 invoices included in the fixed fee) • 101 to 1,000 invoices: JPY60 per invoice • 1,001 invoices or more: JPY50 per invoice 《Initial fee》 from JPY100,000		
	BtoB Platform Contract	<u><Gold Plan></u> 《Monthly system usage fee》 〔Fixed fee〕 JPY30,000 + 〔Pay-for-use fee〕 Number of contract issued and received per month • Up to 100 contracts are included in the fixed fee. • 101 or more: JPY50 per contract • In-house storage: Unlimited 《Initial fee》 estimate separately	<u><Silver Plan></u> 《Monthly system usage fee》 〔Fixed fee〕 JPY10,000 + 〔Pay-for-use fee〕 Number of contract issued and received per month • 1 or more: JPY50 per contract • In-house storage: Up to 3 contracts/month 《Initial fee》 estimate separately	
	BtoB Platform Matching	<u><Buyer Company></u> 〔Fixed fee〕 JPY5,000	<u><Seller Company></u> 〔Fixed fee〕 JPY25,000	

Provides **leading BtoB Platform in Japan**



No. of user companies
(as of end-June 2023)

901,715 companies

No. of offices
(as of end-June 2023)

1,685,343 offices

Total distribution value
(2022 result)

30,059.0 billion yen

II . FY12/23 Second Quarter Financial Results

FY12/23 Second Quarter Financial Results

Sales steadily increased, and sales growth rate accelerated.

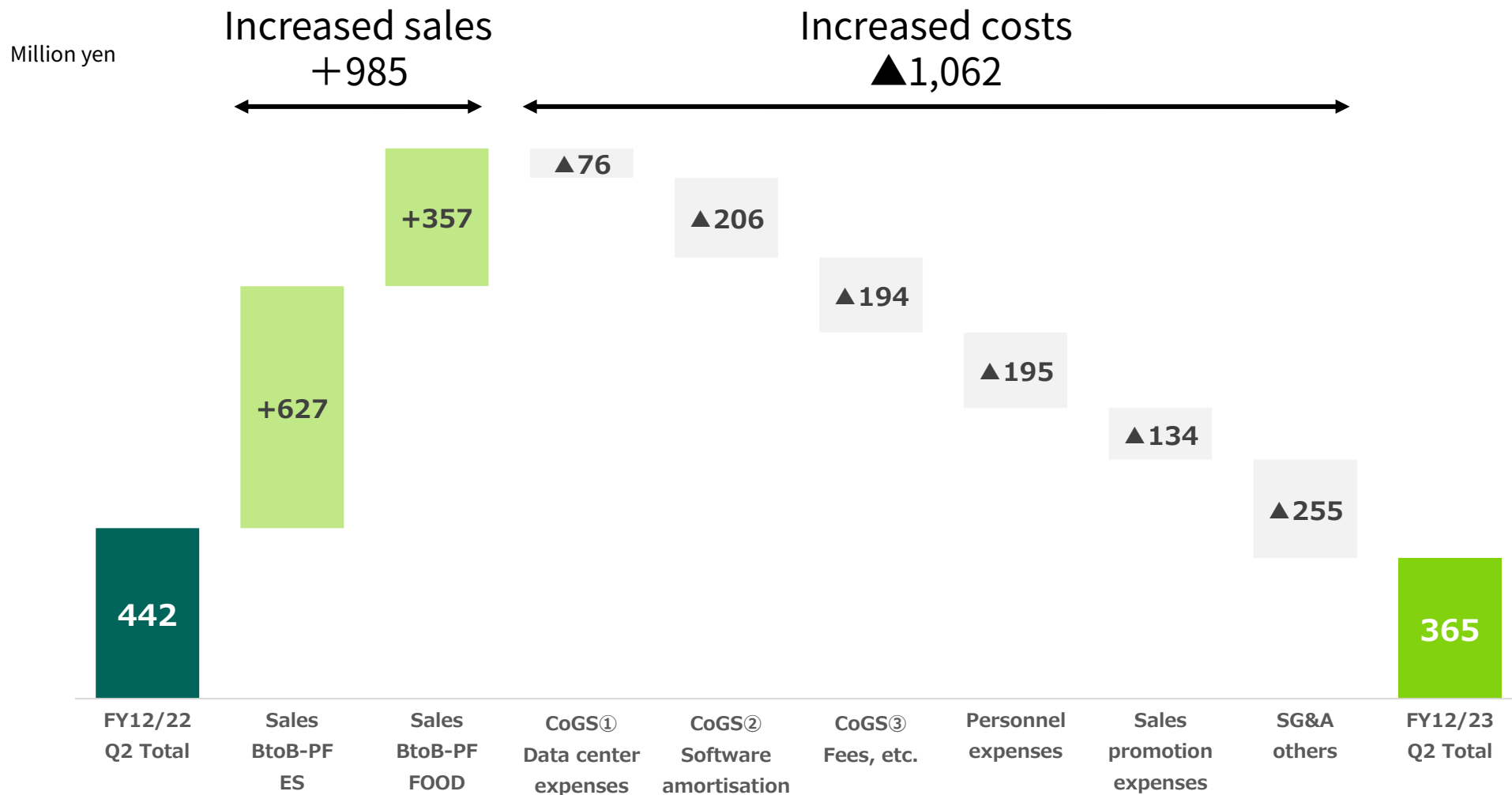
(Note) Q2 Total Plan for the FY12/23, which were announced on April 28, 2023

	FY12/22 Q2 Total Actual	FY12/23 Q2 Total Plan	FY12/23 Q2 Total Actual	YoY	Against Plan	Million yen Full-year plan progress rate
Sales	5,283	6,118	6,269	18.7%	2.5%	48.5%
CoGS	2,222	2,688	2,700	21.5%	0.4%	47.5%
Gross Profit	3,061	3,429	3,569	16.6%	4.1%	49.3%
High gross profit margin	57.9%	56.0%	56.9%			
SG&A	2,619	3,228	3,204	22.3%	-0.8%	46.2%
Operating Profit	442	200	365	-17.3%	82.5%	121.8%
Operating profit margin	8.4%	3.3%	5.8%			
Recurring Profit	413	163	310	-24.9%	89.5%	143.0%
Recurring profit margin	7.8%	2.7%	4.9%			
Corporate tax	143	-22	30	-78.9%	-	620.2%
Net Income	274	120	217	-20.8%	80.5%	148.8%

(Note) Net income denotes net income attributable to owners of the parent

Factors of increase / decrease in consolidated operating profit from the previous fiscal year

Appropriate investment of costs for sales growth; increase in data center expenses has run its course.



FY12/23 Second Quarter (YoY)

(Million yen / % : YoY)

	FY12/23 Q1		FY12/23 Q2		FY12/23 Q2 Total	
	Actual	YoY	Actual	YoY	Actual	YoY
BtoB-PF FOOD	2,003	10.9%	2,091	8.4%	4,094	9.6%
BtoB-PF ES	1,012	34.3%	1,162	46.5%	2,175	40.6%
【Sales】	3,016	17.8%	3,253	19.5%	6,269	18.7%
BtoB-PF FOOD	785	7.0%	778	9.6%	1,564	8.3%
BtoB-PF ES	529	42.4%	609	48.7%	1,138	45.7%
【CoGS】	1,313	19.0%	1,386	24.0%	2,700	21.5%
BtoB-PF FOOD	1,217	13.5%	1,312	7.7%	2,530	10.4%
BtoB-PF ES	483	26.5%	553	44.2%	1,036	35.3%
【Gross Profit】	1,702	16.8%	1,867	16.4%	3,569	16.6%
BtoB-PF FOOD	740	27.0%	801	30.9%	1,541	29.0%
BtoB-PF ES	796	15.0%	865	17.8%	1,661	16.4%
【SG&A】	1,536	20.7%	1,667	23.9%	3,204	22.3%
BtoB-PF FOOD	477	-2.6%	511	-15.8%	988	-9.9%
BtoB-PF ES	-312	-	-312	-	-625	-
【Operating Profit】	166	-9.6%	199	-22.9%	365	-17.3%
【Recurring Profit】	149	-12.1%	161	-33.9%	310	-24.9%
【Net Income】 ※	98	-10.4%	118	-27.7%	217	-20.8%

※Net income denotes net income attributable to owners of the parent

BtoB-PF FOOD	60.8%		62.8%		61.8%	
BtoB-PF ES	47.7%		47.6%		47.7%	
High gross profit margin	56.4%		57.4%		56.9%	
BtoB-PF FOOD	23.8%		24.4%		24.1%	
OPM	5.5%		6.1%		5.8%	
RPM	4.9%		5.0%		4.9%	

■ Sales

〔BtoB-PF FOOD〕

In the BtoB Platform Ordering, system usage fee sales from buyer companies increased thanks to an increase in the number of new contracts with food industry seeking management and cloud systems (restaurant chains, hotels, school meal services, etc) and their stores.

For seller companies, pay-for-use fee sales increased due to an increase in the distribution amount of foodstuffs in line with the recovery in the restaurant industry. The use of Ordering Light and TANOMU also expanded, resulting in an increase in system usage fee sales.

〔BtoB-PF ES〕

The number of companies using BtoB Platform Invoicing increased for both the receiving and issuing models due to a significant increase in customer demand toward the promotion of corporate digitization, the launch of the Invoice System, and revisions to the Electronic Bookkeeping Act. In addition, operations (digitization of invoices) mainly for major companies progressed steadily. As a result of the above, system usage fee sales and initial fee sales increased.

The use of TRADE expanded, resulting in an increase in system usage fee sales.

■ CoGS

Software amortization expenses increased due to the development of new functions that promote the digitization of companies and the development of software to enhance security.

In addition, referral commissions to alliance partners for BtoB Platform Invoicing increased.

■ SG&A expenses

Commissions fee increased due to the outsourcing of operations in BtoB Platform Ordering and BtoB Platform Invoicing. In addition, sales promotion expenses increased due to aggressive promotional activities to raise awareness of each BtoB platform service, and personnel expenses increased due to reinforcement of sales and sales support personnel required for business expansion.

■ Operating profit

Profits declined as increase in sales was used for upfront investments for business expansion.

FY12/23 Second Quarter (vs. Previous Plan)

(Note) Q2 Total Previous Plan for the FY12/23, which were announced on April 28, 2023

(Million yen)

	FY12/23	FY12/22	FY12/23		
	Q1	Q2	Q2 Total		
	Actual	Actual	Previous Plan	Actual	Diff
BtoB-PF FOOD	2,003	2,091	4,058	4,094	35
BtoB-PF ES	1,012	1,162	2,059	2,175	116
【Sales】	3,016	3,253	6,118	6,269	151
BtoB-PF FOOD	785	778	1,609	1,564	-44
BtoB-PF ES	529	609	1,079	1,138	58
【CoGS】	1,313	1,386	2,688	2,700	11
BtoB-PF FOOD	1,217	1,312	2,449	2,530	80
BtoB-PF ES	483	553	979	1,036	57
【Gross Profit】	1,702	1,867	3,429	3,569	140
BtoB-PF FOOD	740	801	1,586	1,541	-45
BtoB-PF ES	796	865	1,642	1,661	19
【SG&A】	1,536	1,667	3,228	3,204	-24
BtoB-PF FOOD	477	511	862	988	125
BtoB-PF ES	-312	-312	-662	-625	37
【Operating Profit】	166	199	200	365	165
【Recurring Profit】	149	161	163	310	146
【Net Income】 ※	98	118	120	217	97

※Net income denotes net income attributable to owners of the parent

BtoB-PF FOOD	60.8%	62.8%	60.4%	61.8%	-1.4%
BtoB-PF ES	47.7%	47.6%	47.6%	47.7%	-0.1%
High gross profit margin	56.4%	57.4%	56.0%	56.9%	-0.9%
BtoB-PF FOOD	23.8%	24.4%	21.3%	24.1%	-2.9%
OPM	5.5%	6.1%	3.3%	5.8%	-2.6%
RPM	4.9%	5.0%	2.7%	4.9%	-2.3%

■ Sales

〔BtoB-PF FOOD〕

The number of buyer companies of BtoB Platform Ordering remained steady, and initial fee sales exceeded the plan. For seller companies, pay-for-use fee sales exceeded the plan due to higher-than-expected distribution amounts for foodstuffs.

〔BtoB-PF ES〕

In the BtoB Platform Invoicing, system usage fee sales and initial fee sales exceeded plans thanks to steady growth in the number of the number of new paid contracts for receiving and issuing models.

■ CoGS

Progressed generally as planned.

■ SG&A expenses

Progressed generally as planned.

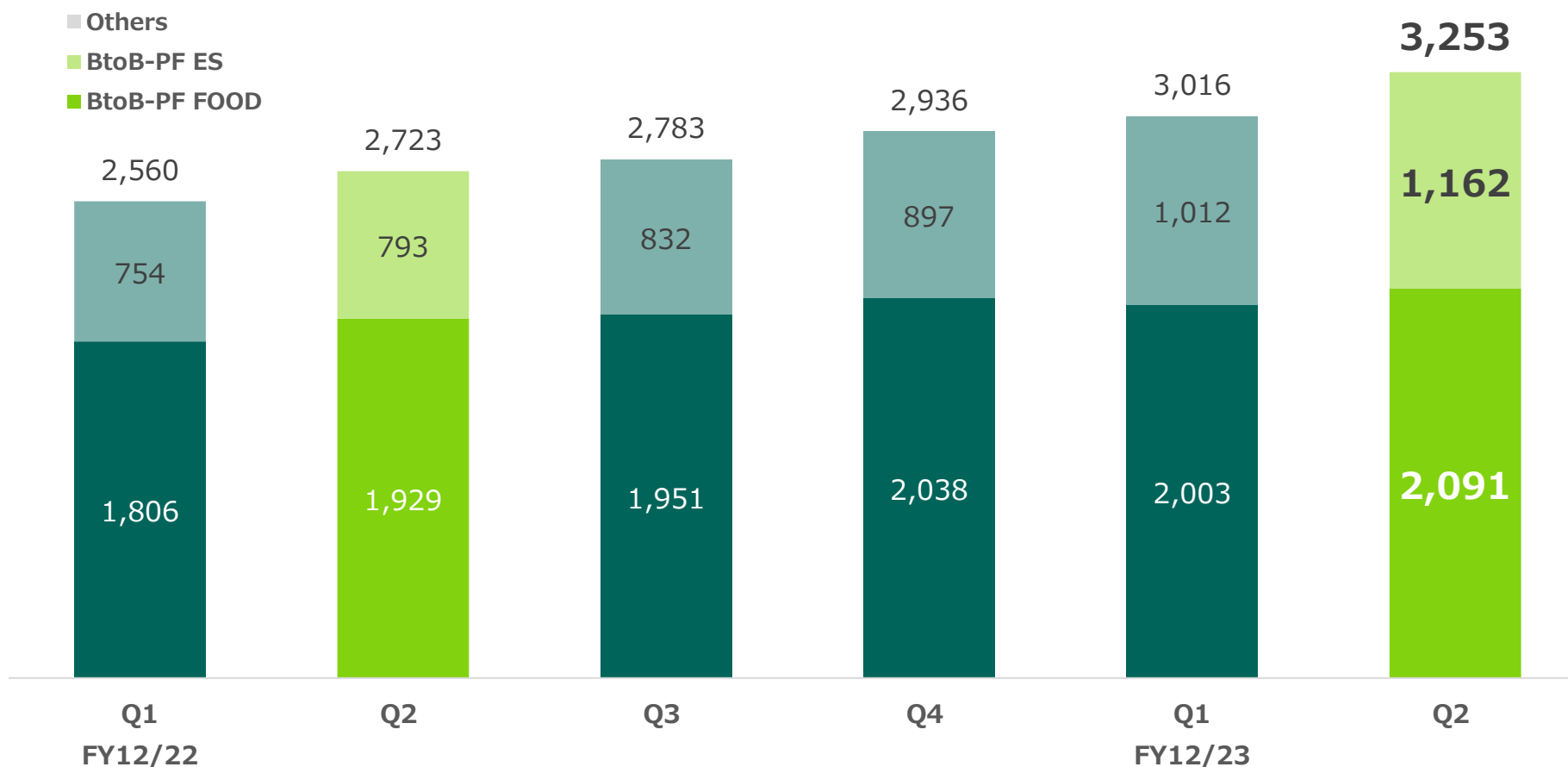
■ Operating profit

Sales in both the FOOD and ES businesses exceeded the plan thanks to increased sales.

Sales trends (quarterly)

Sales in the FOOD business recovered and sales related to BtoB Platform Invoicing in the ES business grew significantly.

Million yen

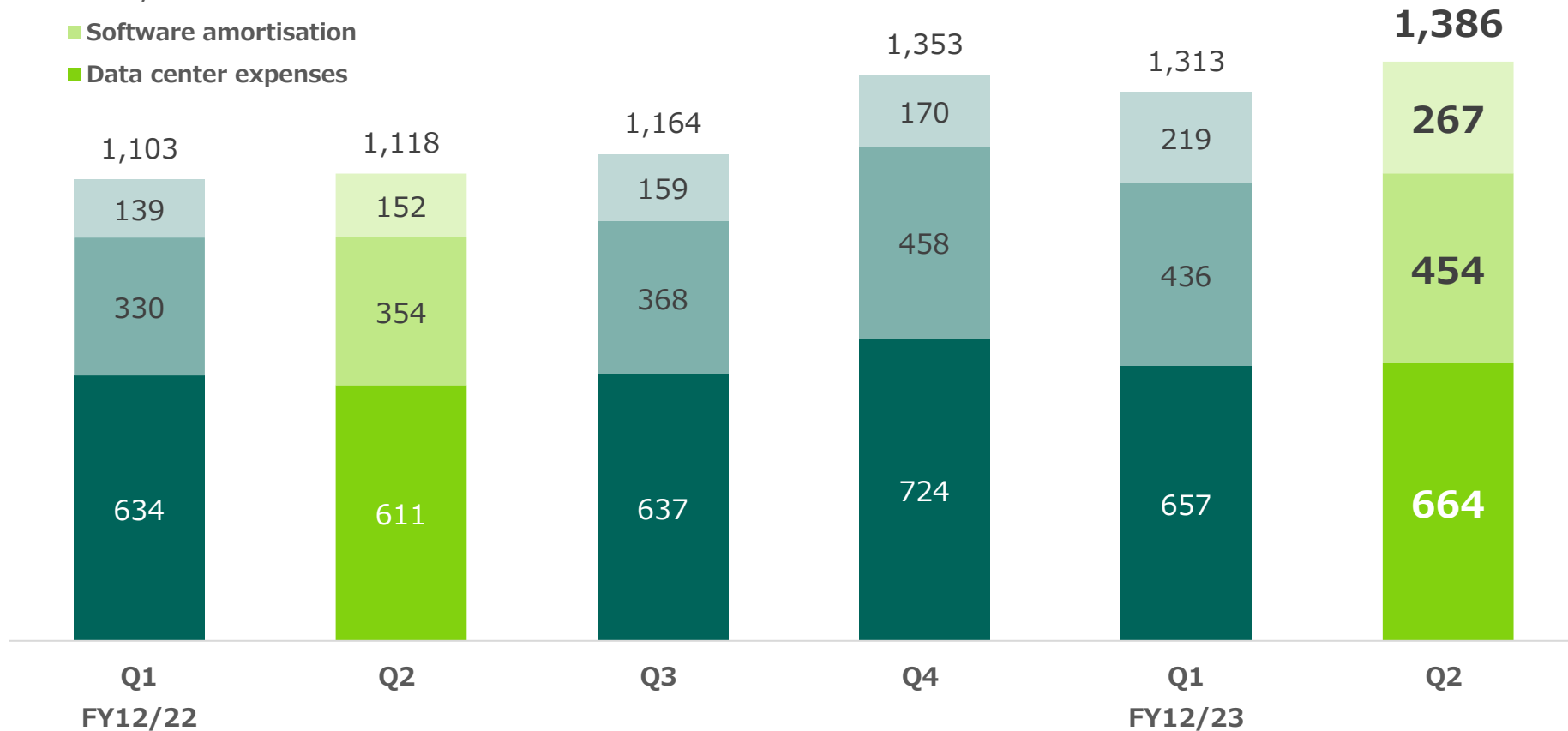


CoGS trends (quarterly)

Increased data center expenses due to strategic server expansion have run their course.

Million yen

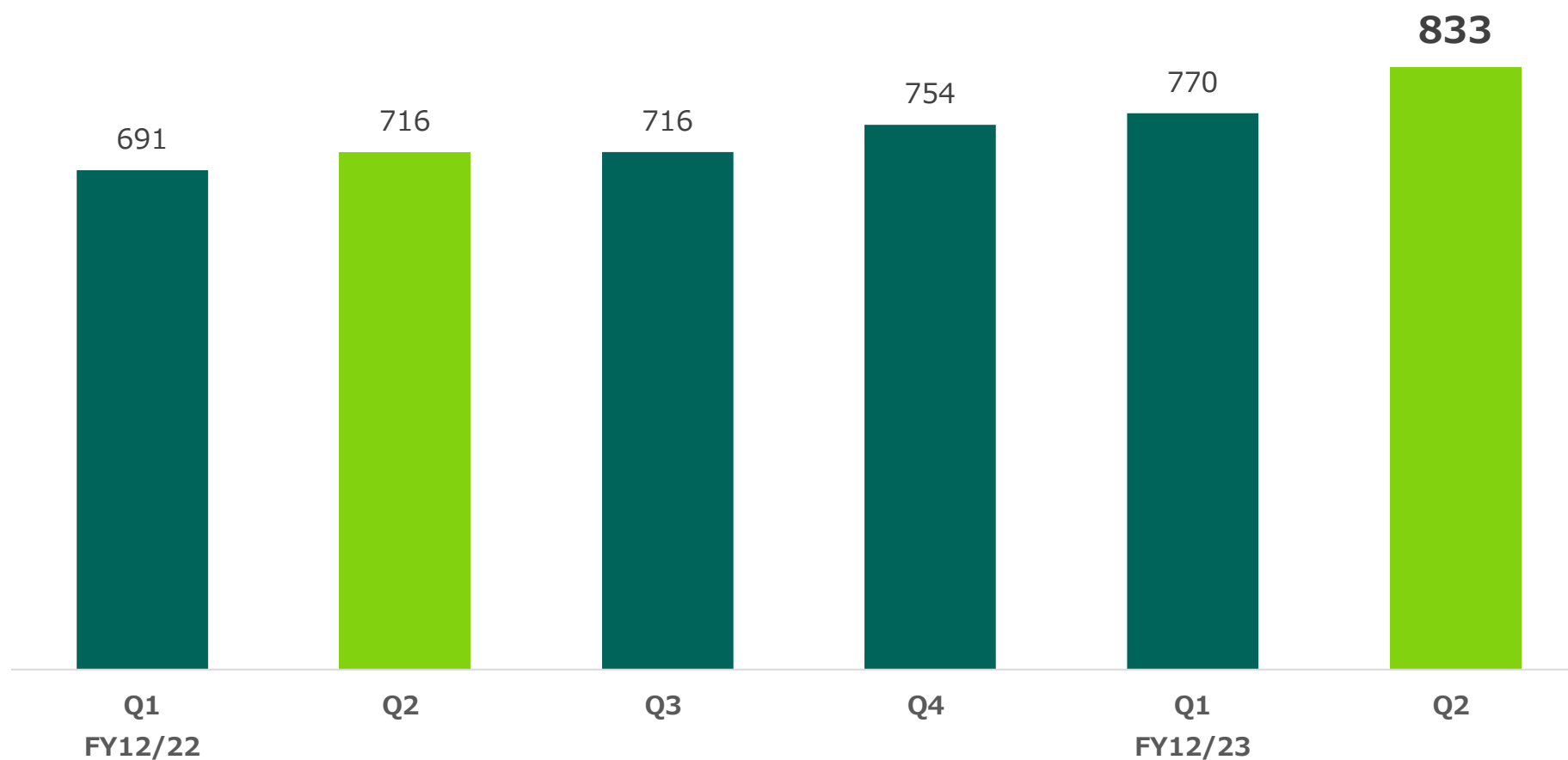
- Fees, etc.
- Software amortisation
- Data center expenses



Personnel expenses trends (quarterly)

Increased due to reinforcement of sales and sales support personnel required for business expansion.

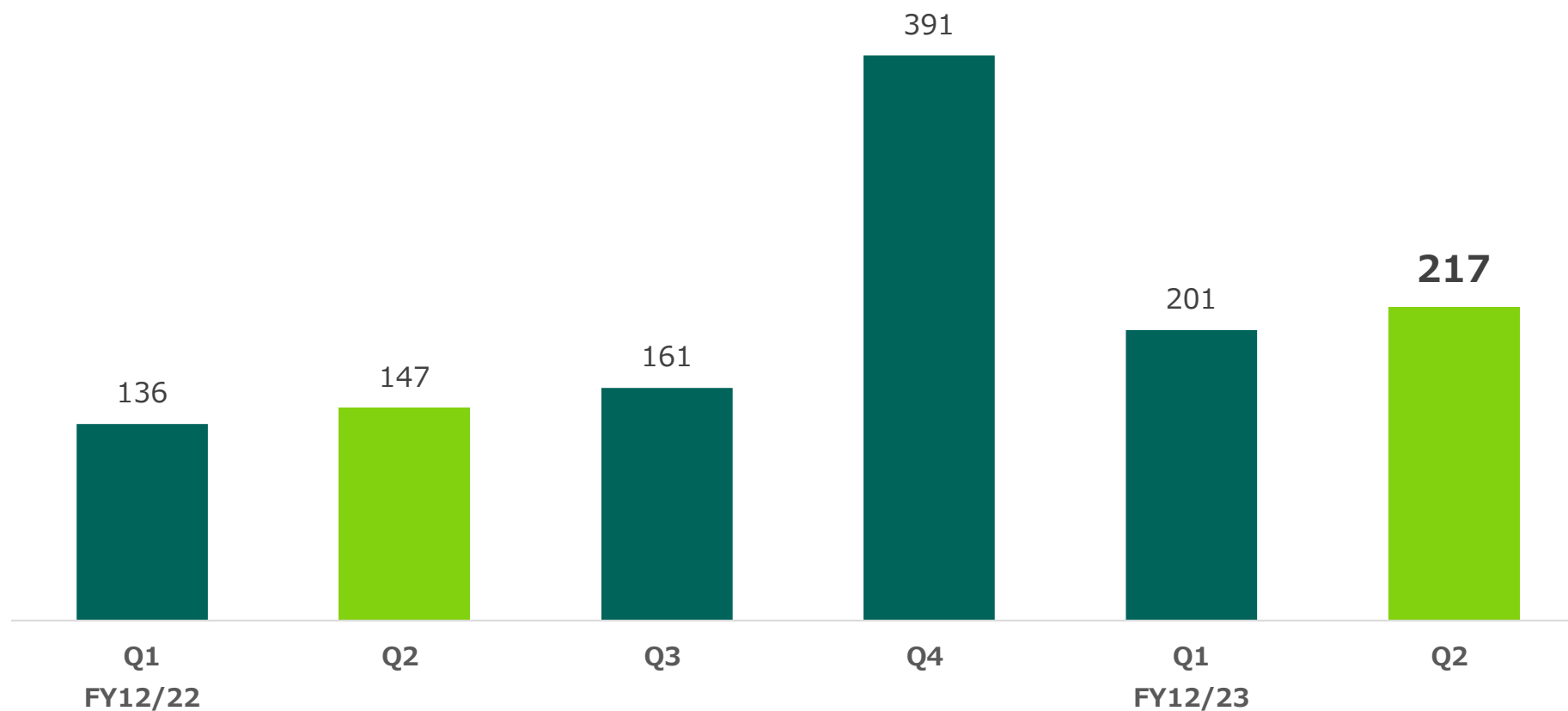
Million yen



Sales promotion expenses trends (quarterly)

Aggressive promotional activities to raise awareness of each BtoB platform service.

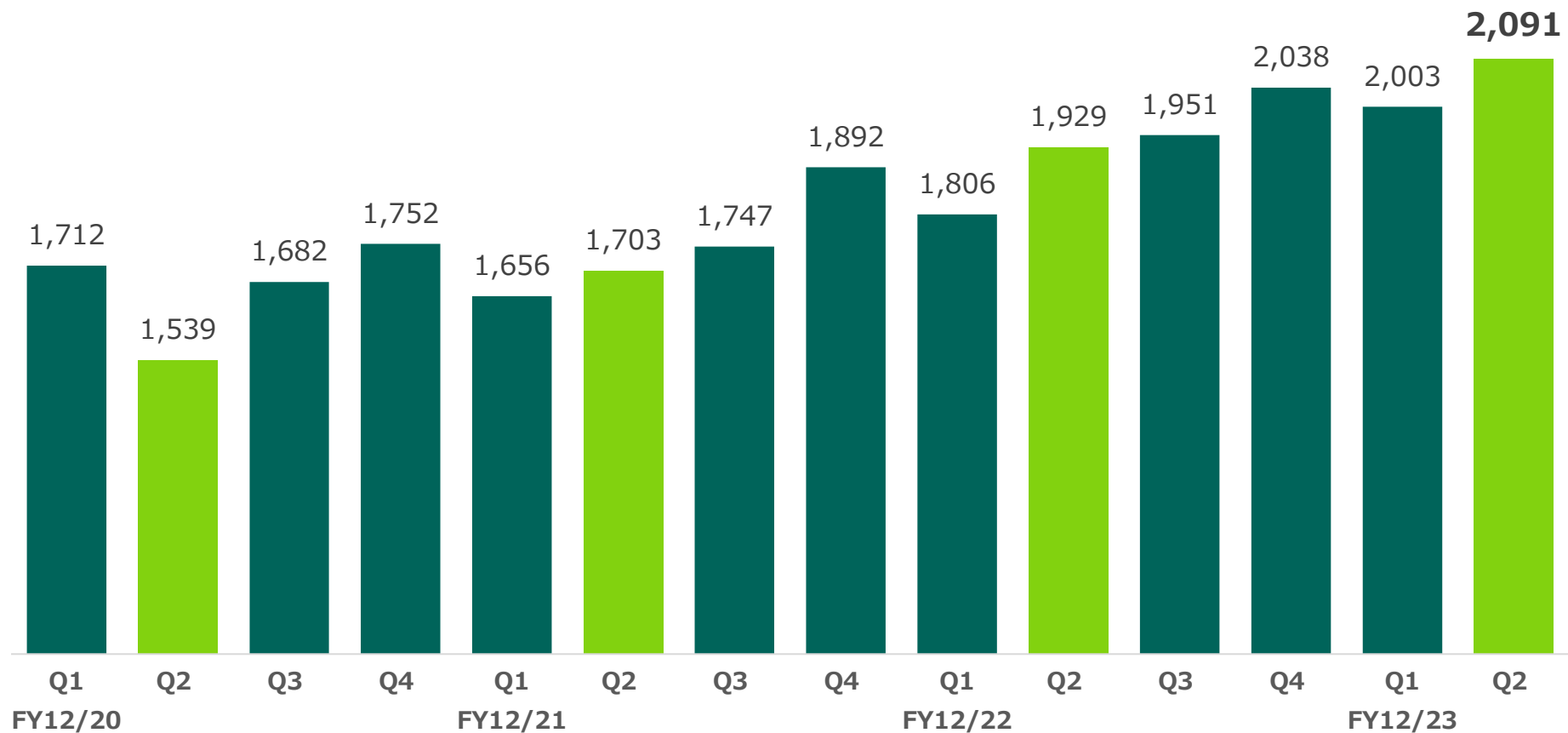
Million yen



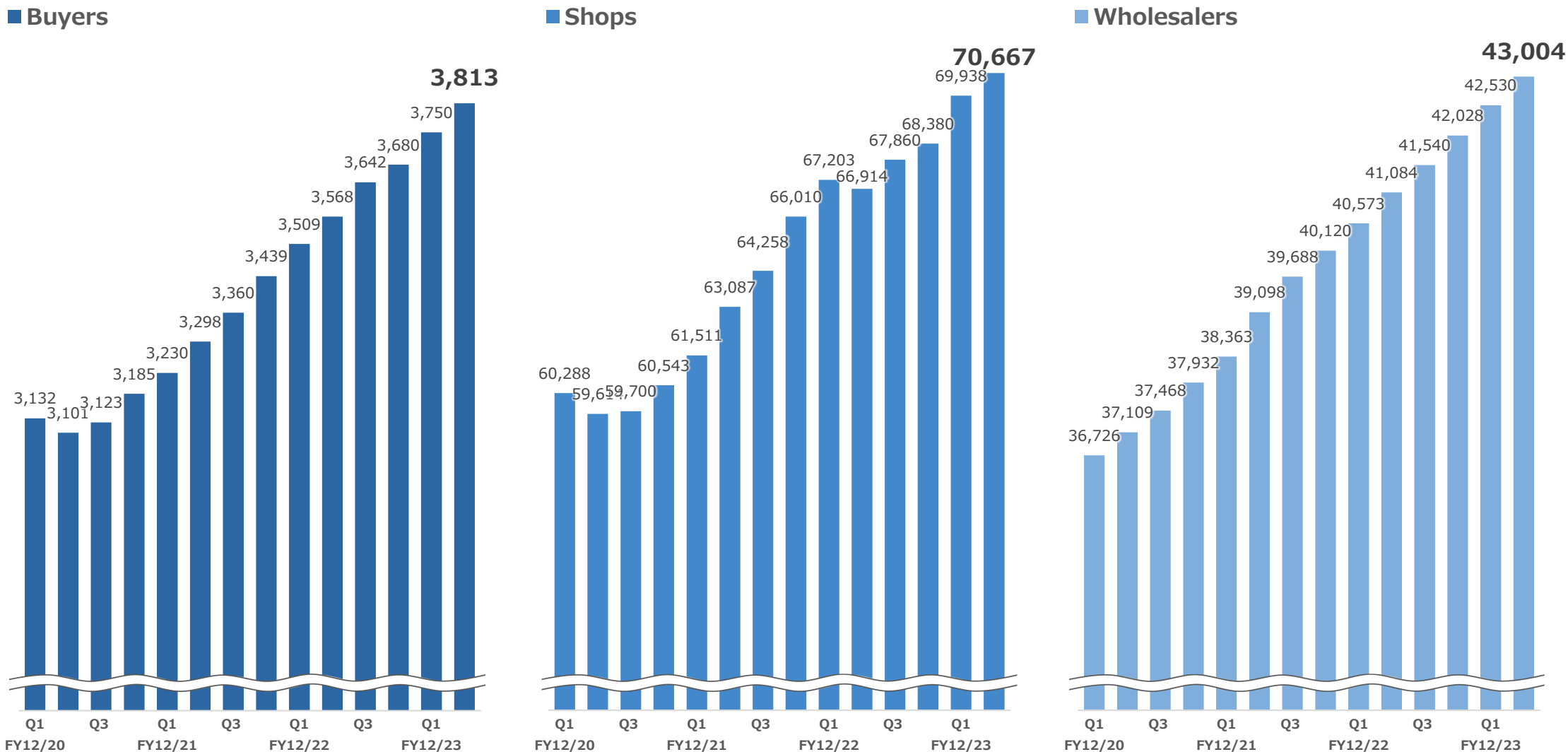
III. Segment Information

System usage fee sales and pay-for-use fee sales increased due to an increase in the number of users.

Million yen

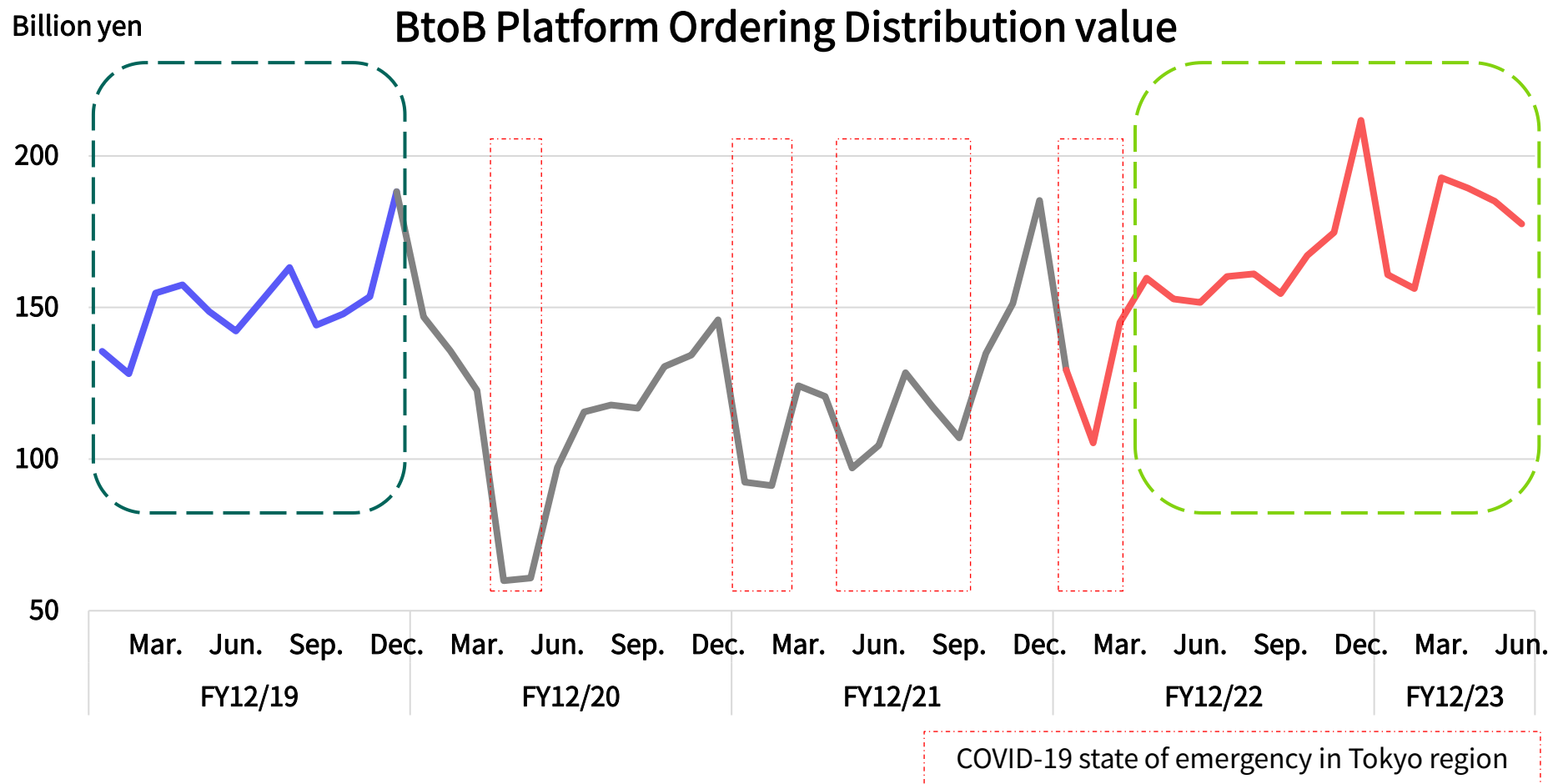


Increase in buyer companies in the food industry seeking management and cloud systems (restaurant chains, hotels, school meal services, etc) and its stores, and their business partners (seller companies).



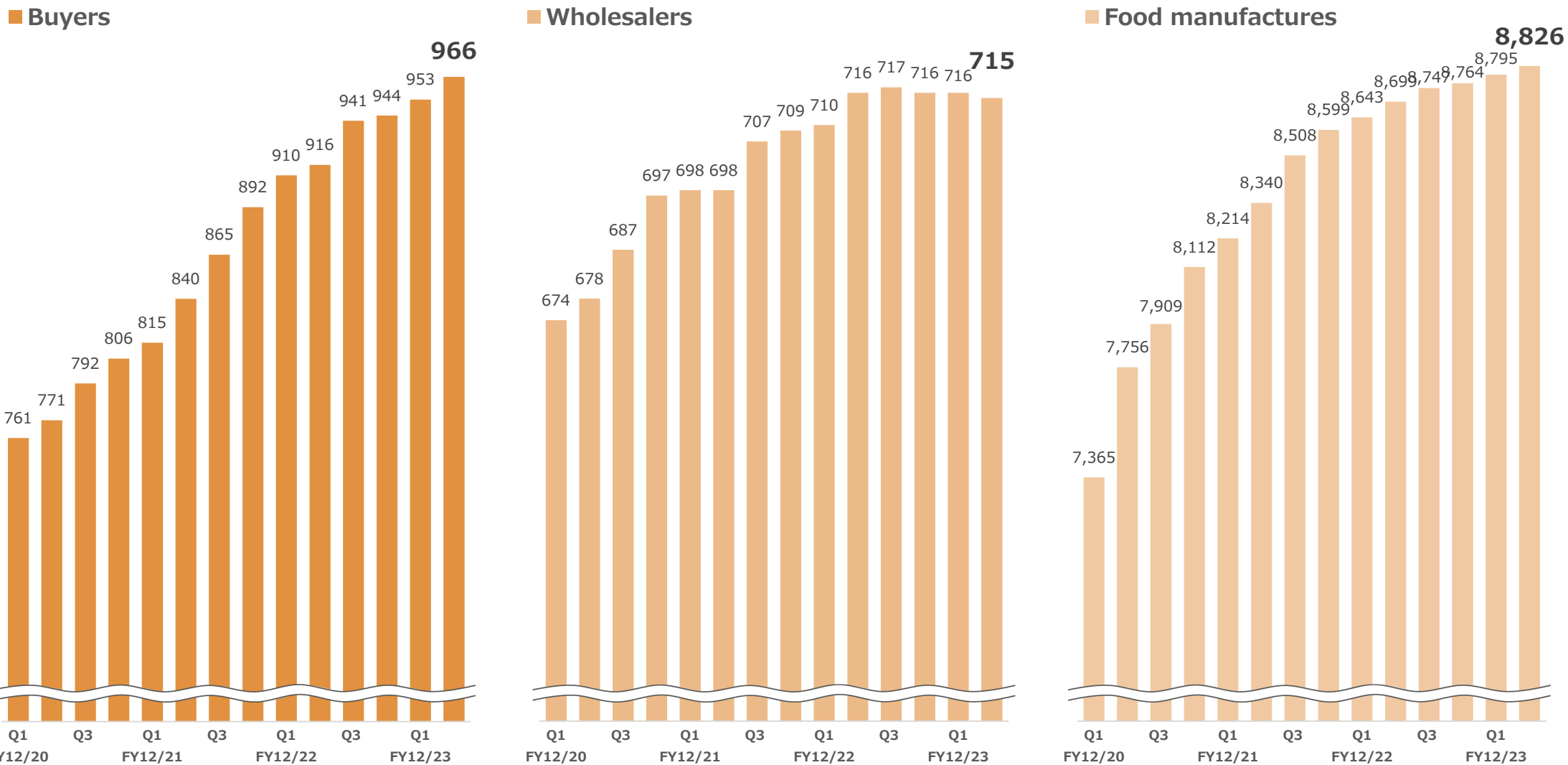
(Note) Number of companies and stores of the graph is the number at the end of each quarter.

Foodstuff distribution remained above pre-Corona level.



(Note) 10% of total sales are generally proportional to the distribution amount of foodstuffs

Increase in the number of companies using the service due to growing awareness of food safety and allergy compliance.

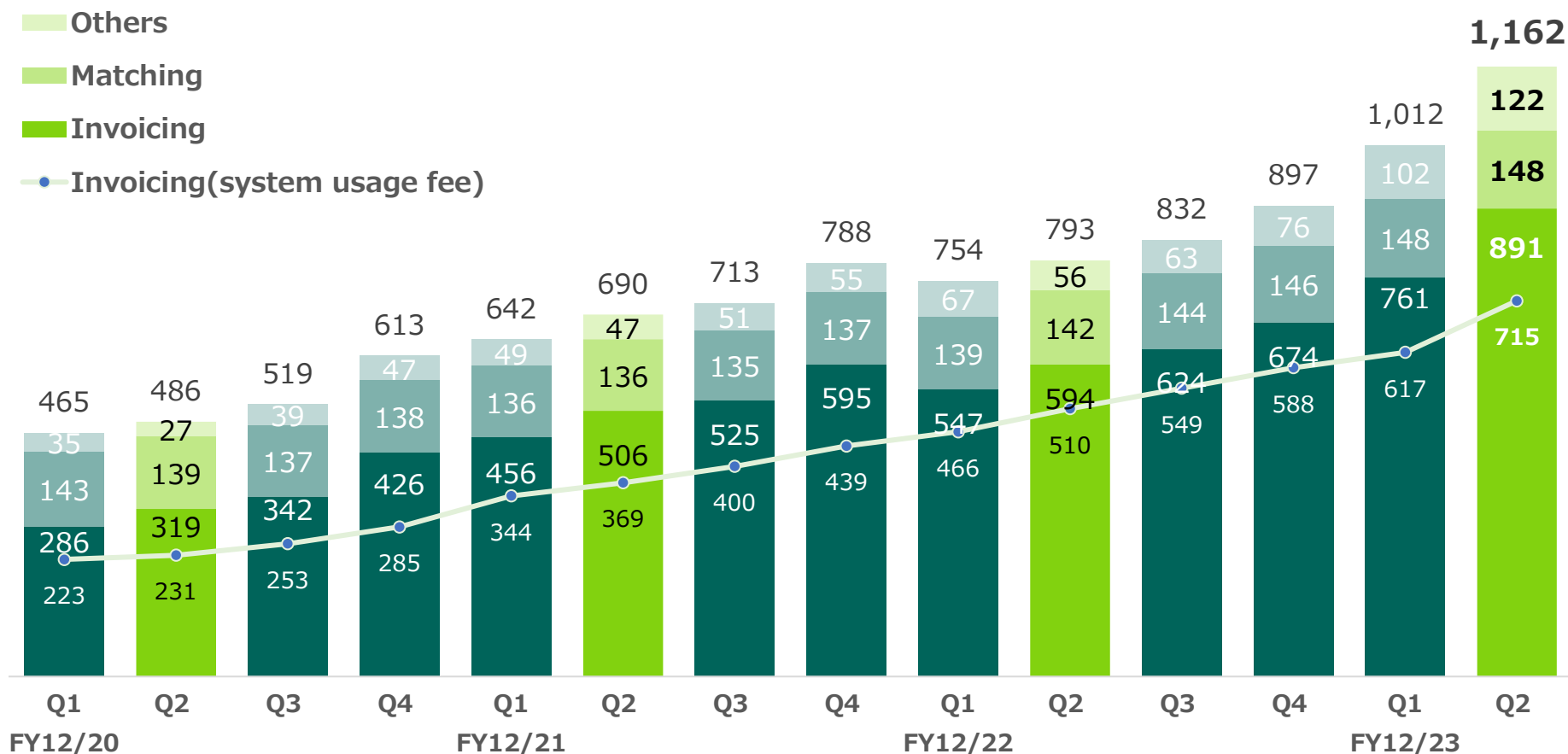


(Note) Number of companies and stores of the graph is the number at the end of each quarter.

BtoB-PF ES Sales trends

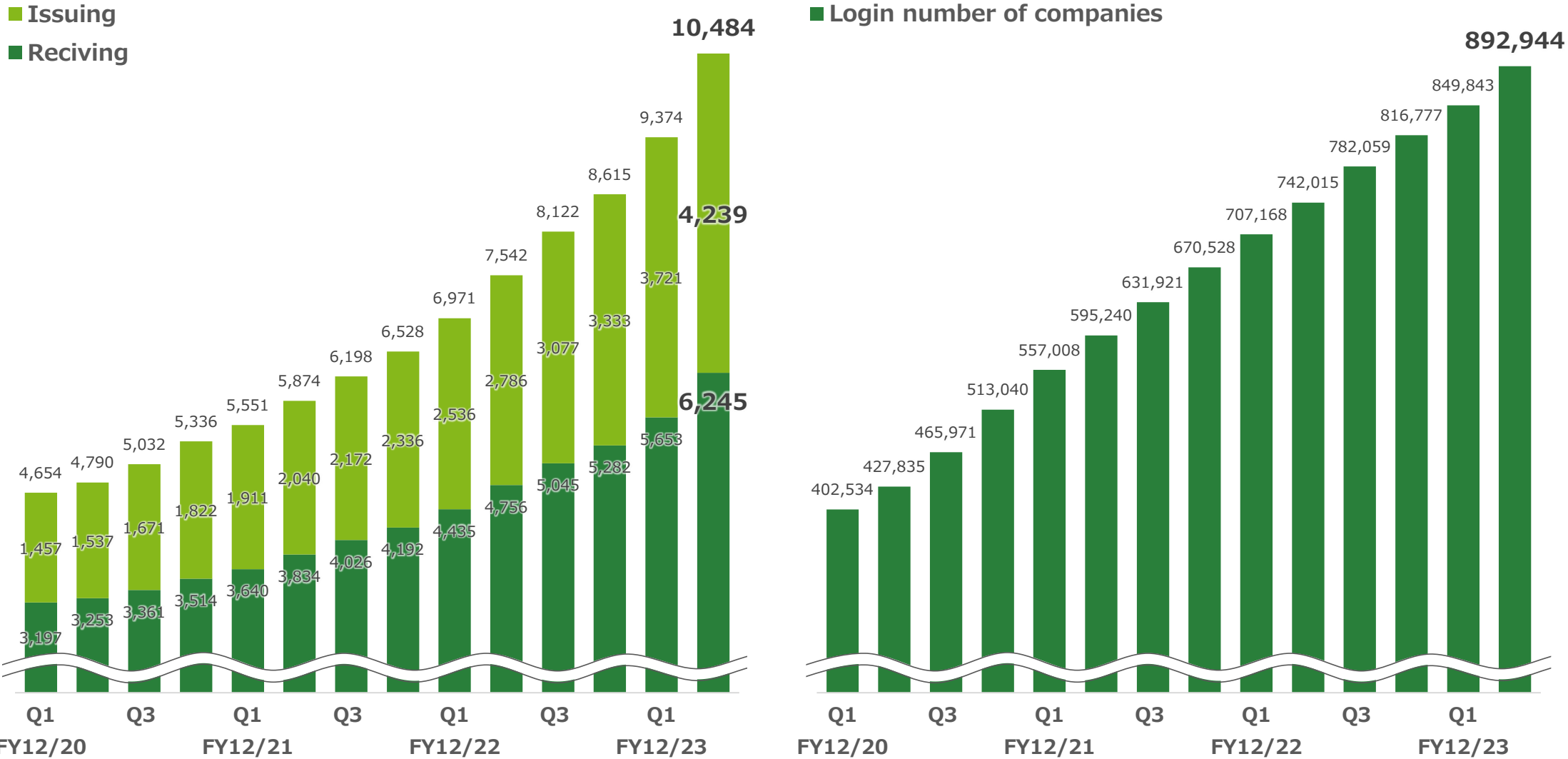
Steady growth in the number of new paid subscriptions and operation (digitization of invoices) of the BtoB Platform Invoicing due to the promotion of digitisation by companies and the significant increase in customer needs in preparation for the start of the Invoice System and the revision of the Electronic Bookkeeping Act.

Million yen



Number of companies **BtoB Platform Invoicing**

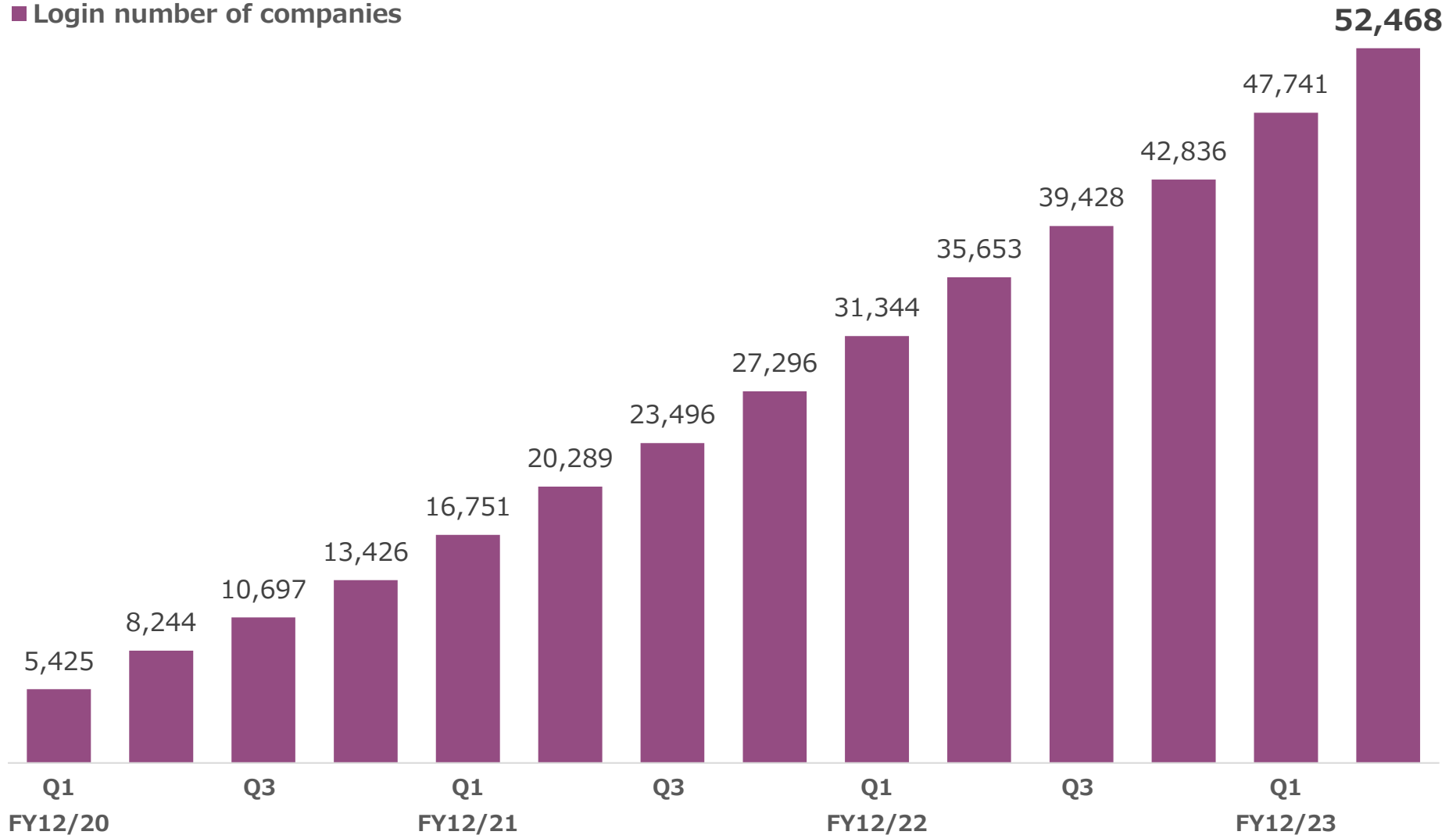
The number of companies logging in exceeded 890,000 due to an increase in the number of paid subscribing companies, mainly major companies.



(Note) Number of companies and stores of the graph is the number at the end of each quarter.

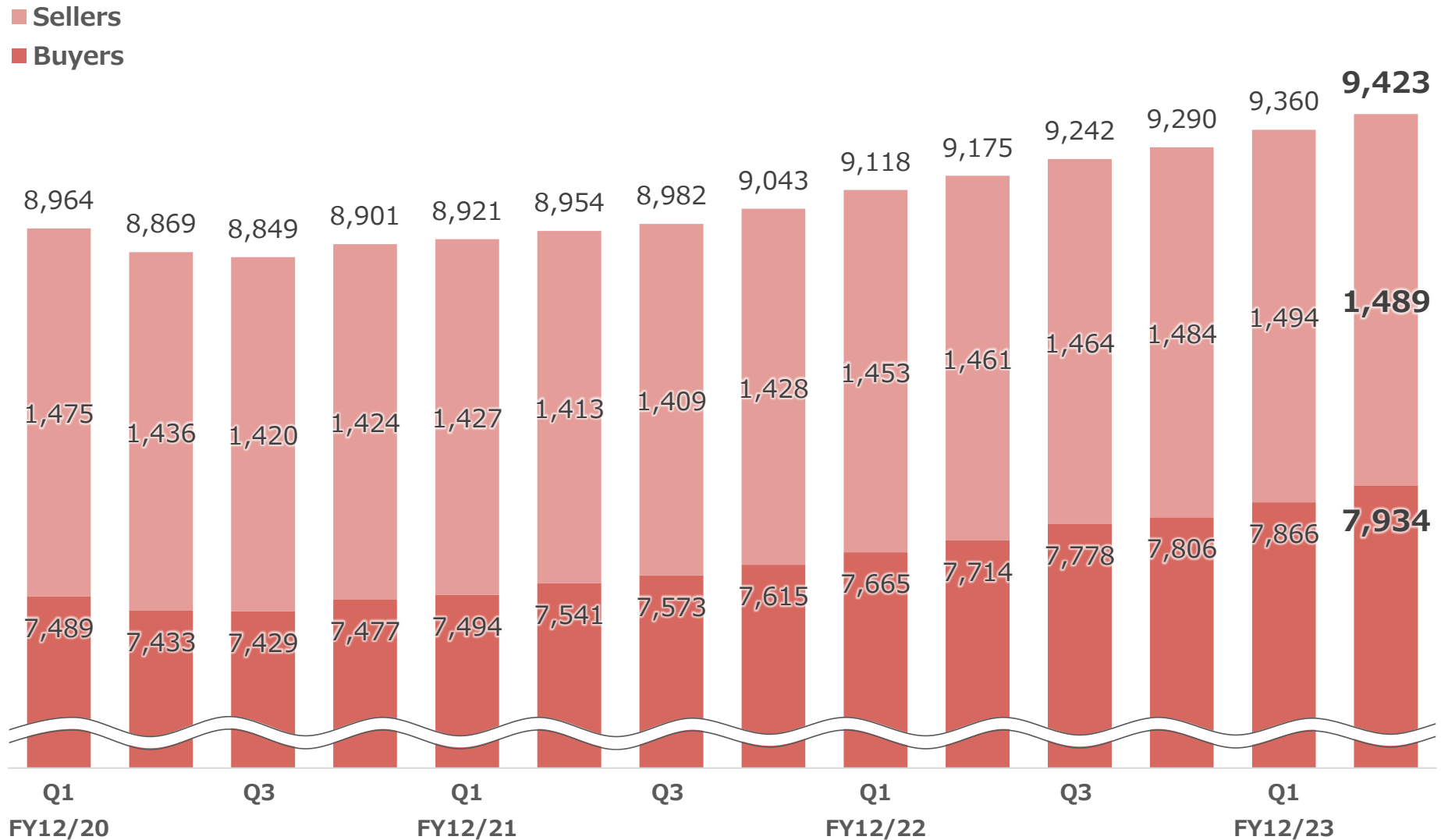
The number of user companies exceeded 52,000 in response to the trend toward digitization of contracts.

■ Login number of companies



(Note) Number of companies and stores of the graph is the number at the end of each quarter.

Seller companies declined slightly, but buyer companies continued to increase.



(Note) Number of companies and stores of the graph is the number at the end of each quarter.

IV. Medium-term management policy

■ Aggressive investment for growth

- ▶ Promote collaboration with other companies and business acquisitions, and work to increase the value and solidify BtoB Platform in the FOOD and ES businesses.
- ▶ Invoicing: Aggressive investment in sales promotion, system development, and personnel expenses. Acquire an advantageous position over competitors when the Invoice System will be introduced in 2023.

■ Accelerating the diversification of revenue sources

- ▶ Accelerate existing and new initiatives that have been nurtured into a "To diversify our revenue sources".
- ▶ Creating a new business model based on an overwhelming corporate membership base together with partner companies, aiming to become the de facto standard in various fields and services.

Medium-term performance targets(FY12/21~FY12/26)

Profit plan from a long-term perspective. Targeting five years from now in fiscal year 12/26.

Billion yen

	FY12/21 Actual	FY12/26 Plan	Theme
Sales	9.83	20.0	Double increase
Operating Profit	1.03	5.0	Record profit

<5-year average CAGR> (Sales growth rate)

- ▶ As a whole : 16% (BtoB-PF FOOD : 8%、 BtoB-PF ES : 30%)
 - ✓ BtoB-PF FOOD : 8% (**Ordering** : 5%、 **Ordering** light : 10%)
 - ✓ BtoB-PF ES : 30% (**Invoicing** : 35%)

■ Basic policy

Based on the principle of "Aggressive investment for growth," we will expand and increase value of our BtoB Platform service, effectively incorporate external management resources as appropriate, and make a leap forward to realize our vision for the future.

■ Expansion of existing businesses in BtoB Platform **Grow up**

Maintain overwhelming positions in food and realize No.1 positions in ES-related businesses such as invoices, contracts, and TRADE. For this reason, we will optimize our organizational structure so that we can demonstrate our on-site capabilities, and use planning abilities and ingenuity to realize sales results.

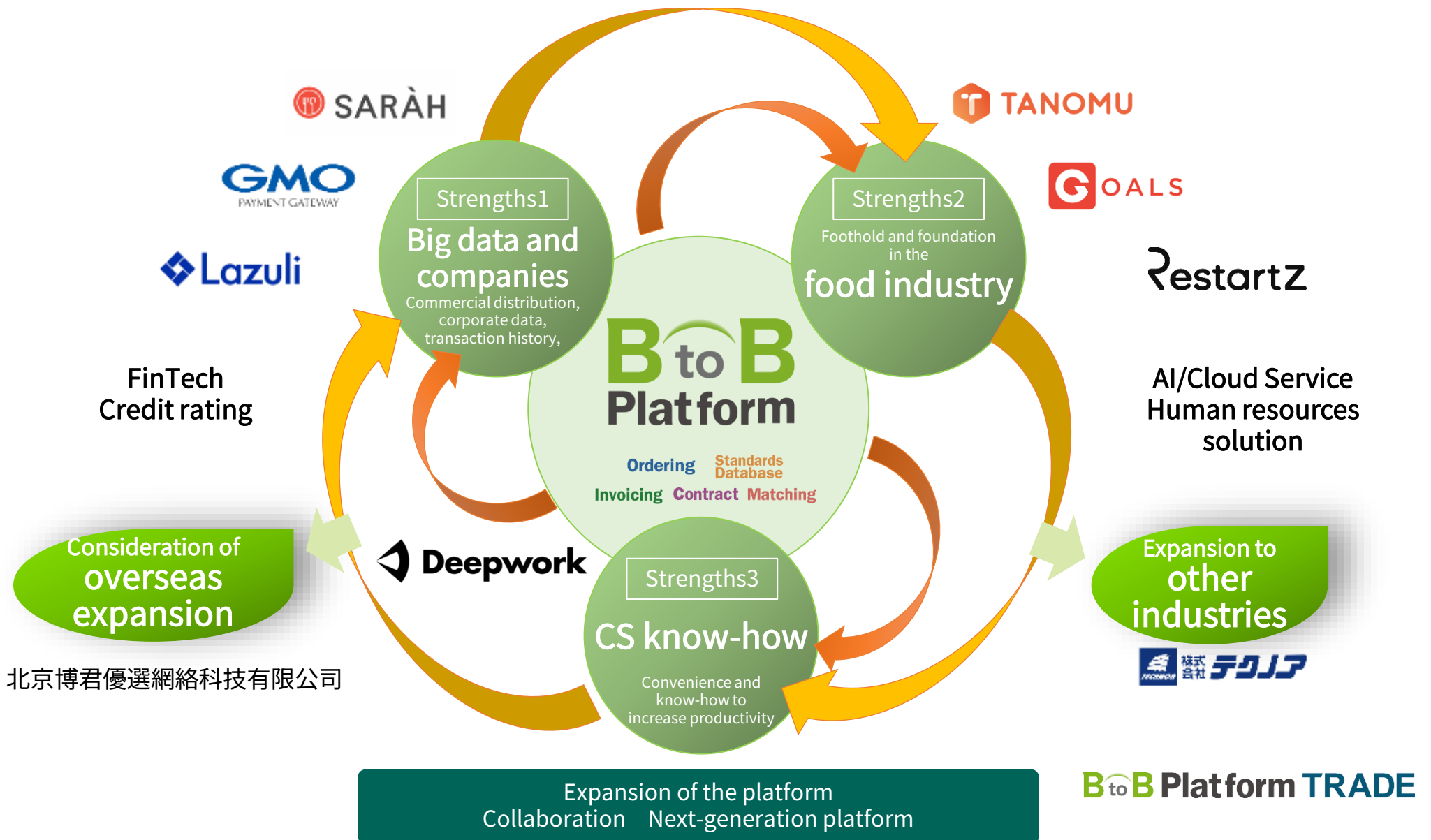
■ Launch of new businesses by utilizing existing management resources **Utilizing**

Continuously expand results from the launch of new businesses that leverage our advantages, such as our presence in the food industry and all industries, customer base, and commercial distribution data. It will also clarify the path to securing diverse revenue sources other than royalties from existing BtoB Platform.

■ Future-oriented measure **Make great leaps**

For our company, where we have a successful experience in BtoB businesses, we define the most crucial knowledge as "know-how to make our business a de facto standard," and thoroughly accumulate and utilize its know-how. We will also continue to conduct surveys and research in industries, services, and countries that can take the de facto approach.

Marketing/Advertising Consulting services



Partners

Overview

■ Goals Inc.

Alliance from July 2020

Order Forecasting Cloud Service (for chain restaurants)

Joint development of a next-generation new menu management system, contributing to the advancement of management and the reform of business models in the restaurant industry.

■ Tanomu Inc.

Alliance from February 2021

Cloud service to support efficient order processing and sales promotion (for wholesalers)

Accelerating sales expansion in the food wholesaling industry and promoting further digital transformation (DX) of BtoB transactions under the COVID-19 crisis.

■ Beijing Bojunyouxuan Technology Co., Ltd.

Alliance from March 2021

Supply chain management services in the Chinese restaurant industry

Promoting the revitalization of business in China by combining the technology of top Chinese food tech companies with our knowledge.

■ Restartz Co., Ltd.

Established in October 2021

Shop operations management application V-Manage

By visualizing the business process of a restaurant from opening to closing, we can create safe and lean store operations.

Partners

■ SARAH Inc.

Alliance from August 2021

■ Deepwork Inc.

Alliance from October 2021

■ Lazuli Inc.

Alliance from April 2022

Overview

Gourmet community services and restaurant big data services

We expect future collaboration potential and synergies of data sharing in menu recipe data for restaurants and word-of-mouth data for each menu.

Integrating technology and human capabilities to provide unique solutions

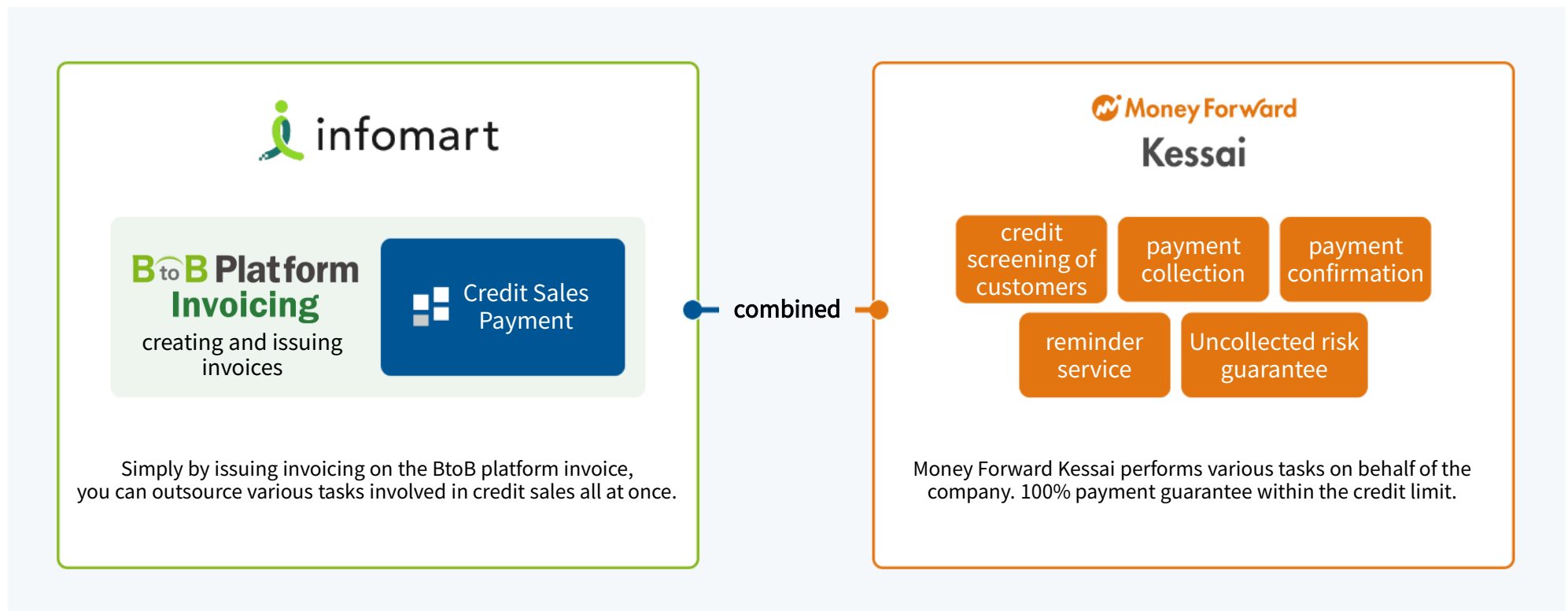
Further support for companies working on the digitization of back-office operations and DX for billing processing.

Supporting corporate data utilization with advanced technology

Improve user convenience by developing a data base on the "BtoB Platform" to increase the data accuracy.

Credit Sales Payment combines features of Infomart Corporation's BtoB Platform Invoicing and Money Forward Kessai, Inc.(hereafter, "MFK")'s Money Forward Kessai to enable users to outsource to MFK a series of operations involved in credit sales, from credit screening of customers to payment collection after issuing invoices, payment confirmation and reconciliation, and contacting customers when they miss payments.

Because MFK guarantees payments in the event of payment defaults, users can conduct credit sales free of risks.



V . Revision of Consolidated Business Forecasts for FY12/23

Maintain a proactive stance and prioritize measures to accelerate medium-term sales growth.

■ BtoB-PF FOOD

Actively promote digitization of the entire food industry in the recovery trend

- Ordering: Promote acquisition of new buyer companies in a wide range of business categories
- Promote digitization between restaurants and food wholesalers using Ordering Light and TANOMU
- Expand sales of new products V-Manage (restaurant operation management application) and AI-OCR (fax order digitization service).

■ BtoB-PF ES

Capture the significant increase in customer needs following the introduction of the Qualified the Invoice System and the Electronic Bookkeeping Act.

- BtoB Platform Invoicing continues to grow at a high rate with accelerated promotion by utilising Data to Data advantages in all industries.
- Promote introduction of a new product BtoB Platform TRADE, mainly in the construction industry.

■ Continue aggressive investment for the future

Software Development Investment

Enhance development of new functions to promote digitization of enterprises, enhance security measures.

Sales promotion expenses

Active promotional activities to raise awareness of each BtoB Platform service.

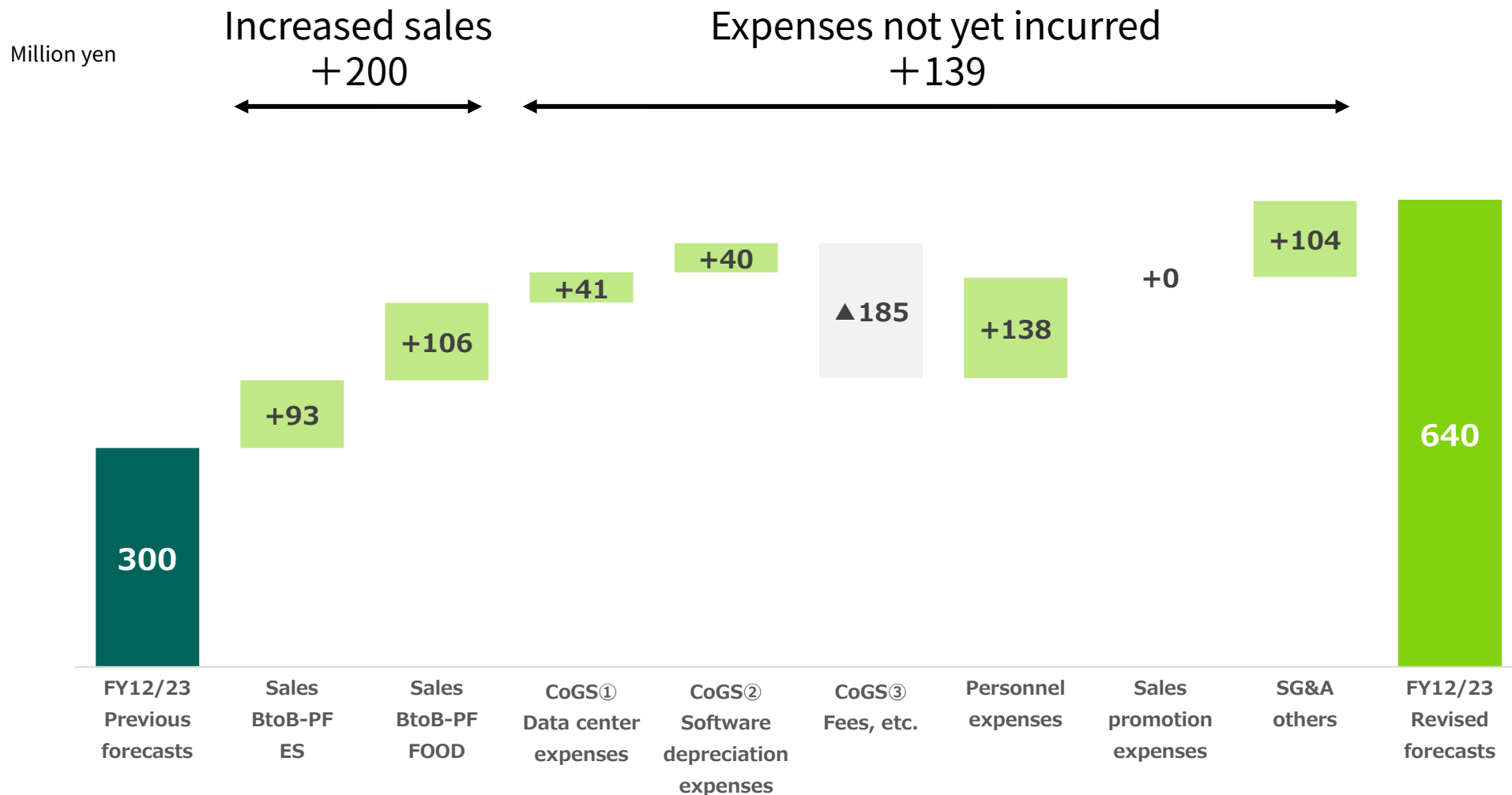
On July 21, 2023, the Company revised its full-year consolidated business forecasts for the fiscal year ending December 31, 2023, announced on February 14, 2023, as follows.

	Million yen					
	FY12/23 Previous forecasts	YoY	FY12/23 Revised forecasts	YoY	Diff	Rate of changes
Sales	12,932	17.5%	13,132	19.3%	200	1.5%
CoGS	5,689	20.0%	5,793	22.2%	103	1.8%
Gross Profit	7,242	15.6%	7,339	17.2%	96	1.3%
High gross profit margin	56.0%		55.9%		-0.1%	
SG&A	6,942	21.0%	6,699	16.7%	-243	-3.5%
Operating Profit	300	-43.0%	640	21.6%	340	113.4%
Operating profit margin	2.3%		4.9%		2.6%	
Recurring Profit	216	-53.4%	535	15.2%	318	146.9%
Recurring profit margin	1.7%		4.1%		2.4%	
Corporate tax	4	-95.8%	113	-1.4%	108	2230.8%
Net Income	146	-48.9%	356	24.4%	209	143.4%

(Note) Net income denotes net income attributable to owners of the parent

Factors of increase / decrease in consolidated operating profit from the previous forecasts to the revised forecasts

Operating profit increased significantly due to the sales growth and the absence of some costs.



Revision of Consolidated Business Forecasts for FY12/23 (Details)

Year on year

(Million yen / % : YoY)

	FY12/22	FY12/23				
	Full Year	Full Year				
	Actual	Previous forecasts	YoY	Revised forecasts	YoY	Diff
BtoB-PF FOOD	7,726	8,335	7.9%	8,442	9.3%	106
BtoB-PF ES	3,278	4,596	40.2%	4,689	43.1%	93
【Sales】	11,004	12,932	17.5%	13,132	19.3%	200
BtoB-PF FOOD	2,978	3,332	11.9%	3,258	9.4%	-74
BtoB-PF ES	1,768	2,357	33.3%	2,534	43.3%	177
【CoGS】	4,740	5,689	20.0%	5,793	22.2%	103
BtoB-PF FOOD	4,747	5,003	5.4%	5,184	9.2%	180
BtoB-PF ES	1,509	2,239	48.3%	2,154	42.8%	-84
【Gross Profit】	6,264	7,242	15.6%	7,339	17.2%	96
BtoB-PF FOOD	2,567	3,272	27.4%	3,167	23.4%	-104
BtoB-PF ES	3,173	3,670	15.6%	3,531	11.3%	-138
【SG&A】	5,738	6,942	21.0%	6,699	16.7%	-243
BtoB-PF FOOD	2,180	1,730	-20.6%	2,016	-7.5%	285
BtoB-PF ES	-1,664	-1,430	-	-1,376	-	54
【Operating Profit】	526	300	-43.0%	640	21.6%	340
【Recurring Profit】	465	216	-53.4%	535	15.2%	318
【Net Income】※	286	146	-48.9%	356	24.4%	209

※Net income denotes net income attributable to owners of the parent

BtoB-PF FOOD	61.4%	60.0%		61.4%	
BtoB-PF ES	46.0%	48.7%		45.9%	
High gross profit margin	56.9%	56.0%		55.9%	
BtoB-PF FOOD	28.2%	20.8%		23.9%	
OPM	4.8%	2.3%		4.9%	
RPM	4.2%	1.7%		4.1%	

Reason for revision

■ Sales

【BtoB-PF FOOD】

In BtoB Platform Ordering, system usage fees and initial fee sales are expected to exceed the previous forecast, as the number of new contracts by buyer companies and their stores is expected to steadily increase.

【BtoB-PF ES】

The number of companies using BtoB Platform Invoicing are expected to increased for both the receiving and issuing models due to a significant increase in customer demand toward the promotion of corporate digitization. In addition, operations (digitization of invoices) mainly for major companies are expected to progressed steadily. As a result of the above, system usage fee and initial fee sales are expected to increased.

■ CoGS

Cost of sales is expected to exceed the previous forecast due to an increase in referral fees resulting from a higher than expected number of new paid contracts through alliance partners in BtoB Platform Invoicing, as well as an increase in mailing agency fees due to the start of new paid contracts.

■ SG&A expenses

The forecast is expected to be lower than the previous forecast due to conservatively planned personnel expenses and unaccrued commission fee.

■ Operating profit

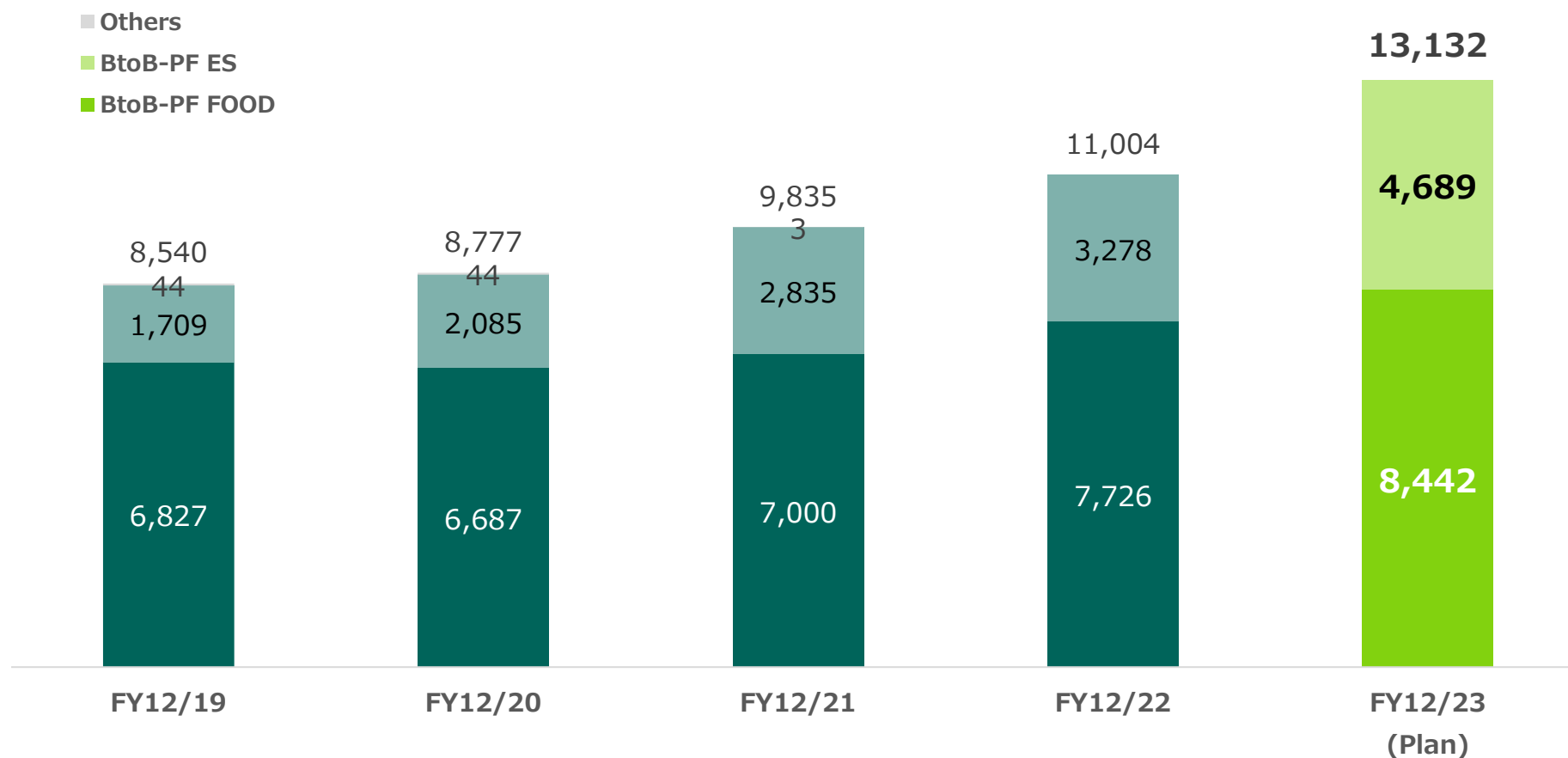
Operating profit is expected to exceed the forecast, as sales are expected to be higher than planned and SG&A expenses are expected to be lower than planned due to the delay.

Sales trends (by year)

FOOD business recovery. ES business takes off in the wave of digitization drive.

(Note) FY12/23 figures have been revised to the figures which were announced on July 21, 2023

Million yen

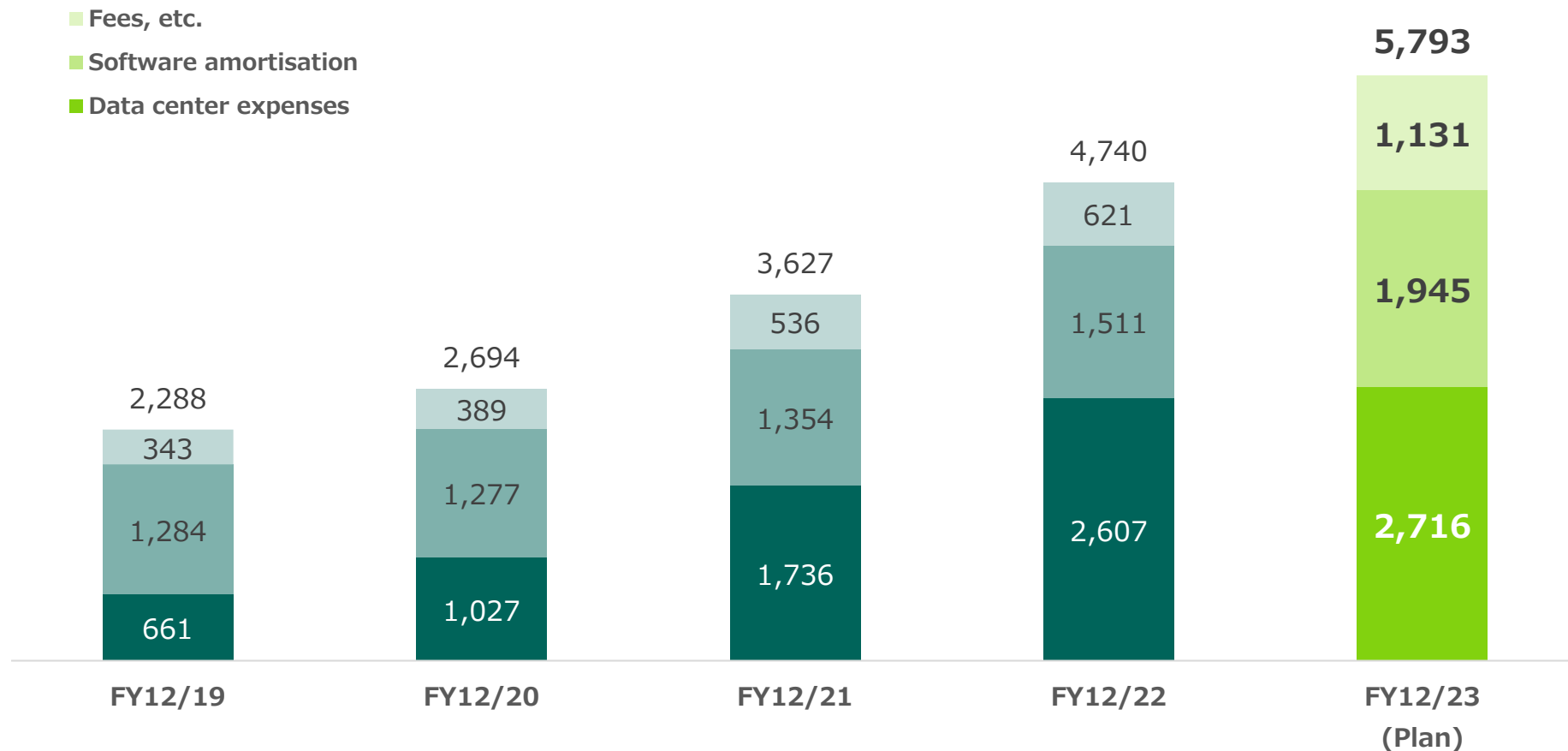


CoGS trends (by year)

Increased data center expenses due to strategic server expansion have subsided. Software amortization increased due to the development of new functions to support the promotion of digitization.

(Note) FY12/23 figures have been revised to the figures which were announced on July 21, 2023

Million yen

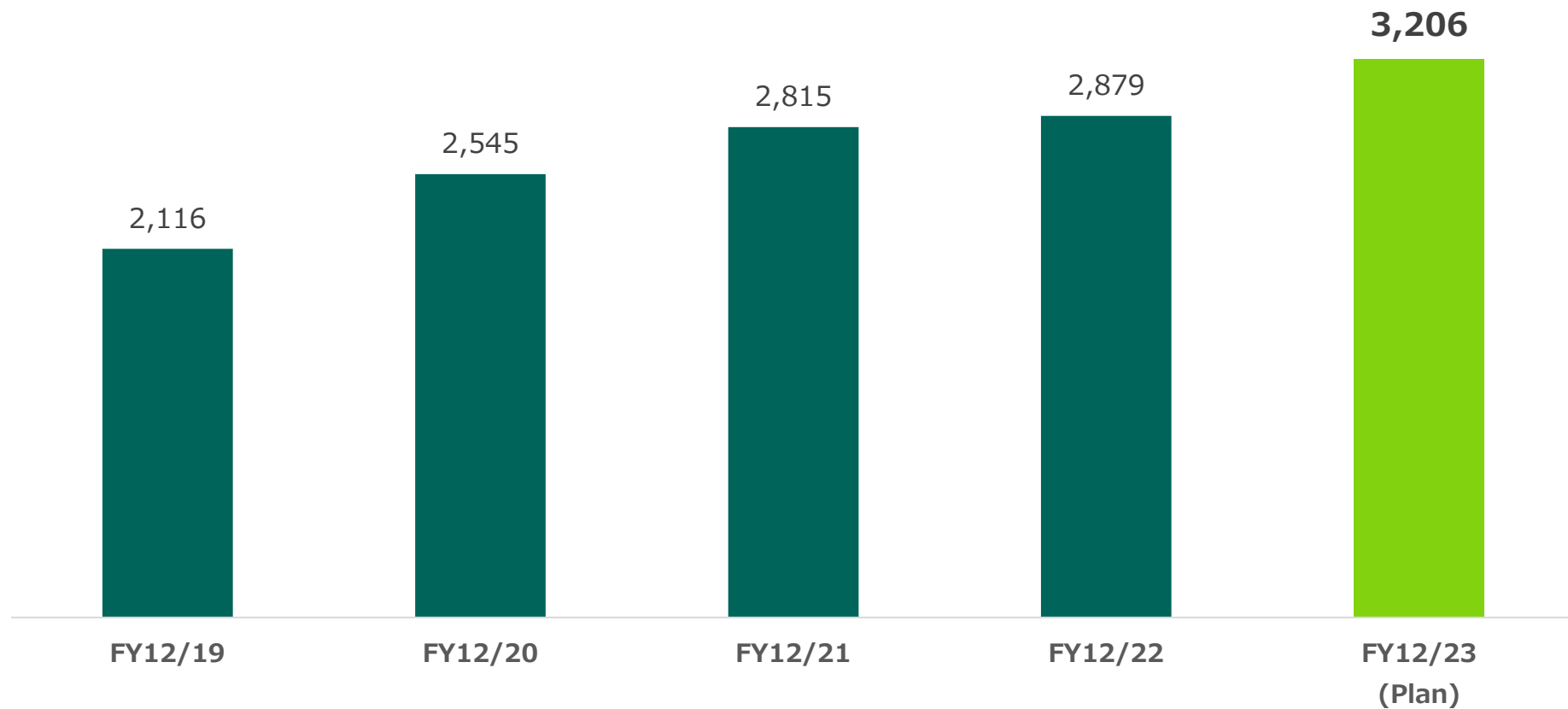


Personnel expenses trends (by year)

Continue hiring to reinforce sales and sales support divisions.

(Note) FY12/23 figures have been revised to the figures which were announced on July 21, 2023

Million yen

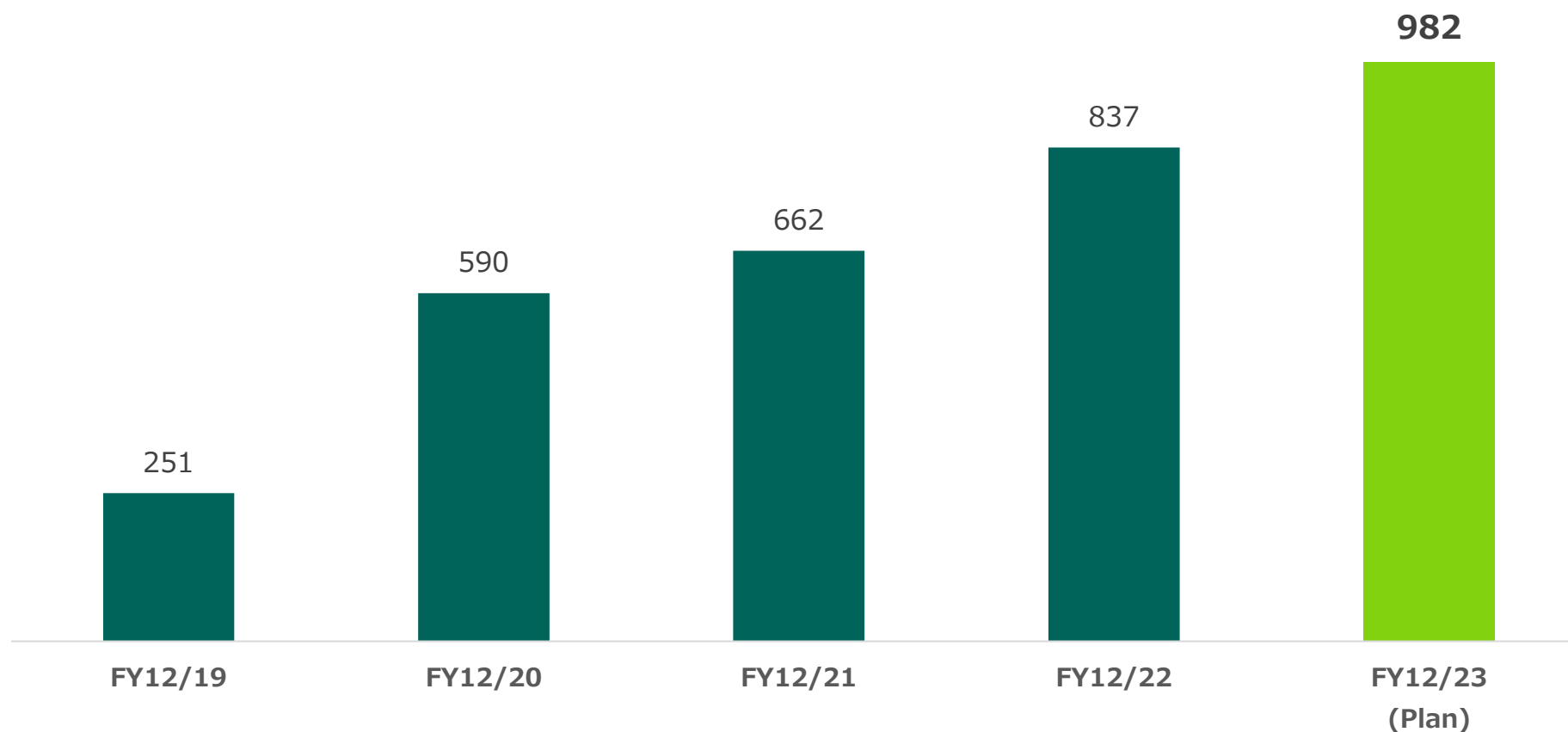


Sales promotion expenses trends (by year)

Promoted aggressive promotional activities aimed at raising awareness of each service.

(Note) FY12/23 figures have been revised to the figures which were announced on July 21, 2023

Million yen



VI. Return Profits to Shareholders

Dividend policy

Infomart considers most important to pay dividends to shareholders and the company aims for a “basic dividend payout ratio of 50% based on Infomart’s non-consolidated business results” .

We will strive to further increase returns to our shareholders by improving our business performance while strengthening our financial structure.

In light of the revisions to our business forecasts, we have decided to raise our interim dividend by 0.25 yen per share from the previous forecast of 0.23 yen per share to 0.48 yen per share, and our year-end dividend by 0.26 yen per share from the previous forecast of 0.23 yen per share to 0.49 yen per share. As a result, the total dividend for the year, comprising the interim dividend of 0.48 yen per share and the year-end dividend of 0.49 yen per share, is expected to be 0.97 yen per share.

	FY12/19	FY12/20	FY12/21	FY12/22	FY12/23 (Revised forecast)
Interim dividend	1.84	1.85	0.47	0.36	0.48
Year-end dividend	1.87	1.86	0.96	0.36	0.49
T o t a l	3.71	3.71	1.43	0.72	0.97

(Note)

The interim dividend for the FY12/23 was resolved at the meeting of the Board of Directors held on July 31, 2023. (Effective date: September 4, 2023)

The company conducted a 2-for-1 stock split on January 1, 2020. Dividends in tables are calculated assuming that the stock splits were conducted.

This material is prepared based on economic, social and other situations, and certain assumptions that the company deems to be reasonable as of July 31, 2023.

However, the material is subject to change without prior notice due to the changing management environment and other reasons.

Readers are asked to make investment decisions at their own discretion.

This material was prepared by Infomart Corporation.



infomart